



Ημερίδα «Ελληνική Επιχειρηματικότητα στην Υπο -Σαχάρια Αφρική»





EU Council President Herman Van Rompuy

“It was time for a “shift from development cooperation to a partnership of equals with trade and investment playing a key role.”

(EU-Africa Summit 2014)

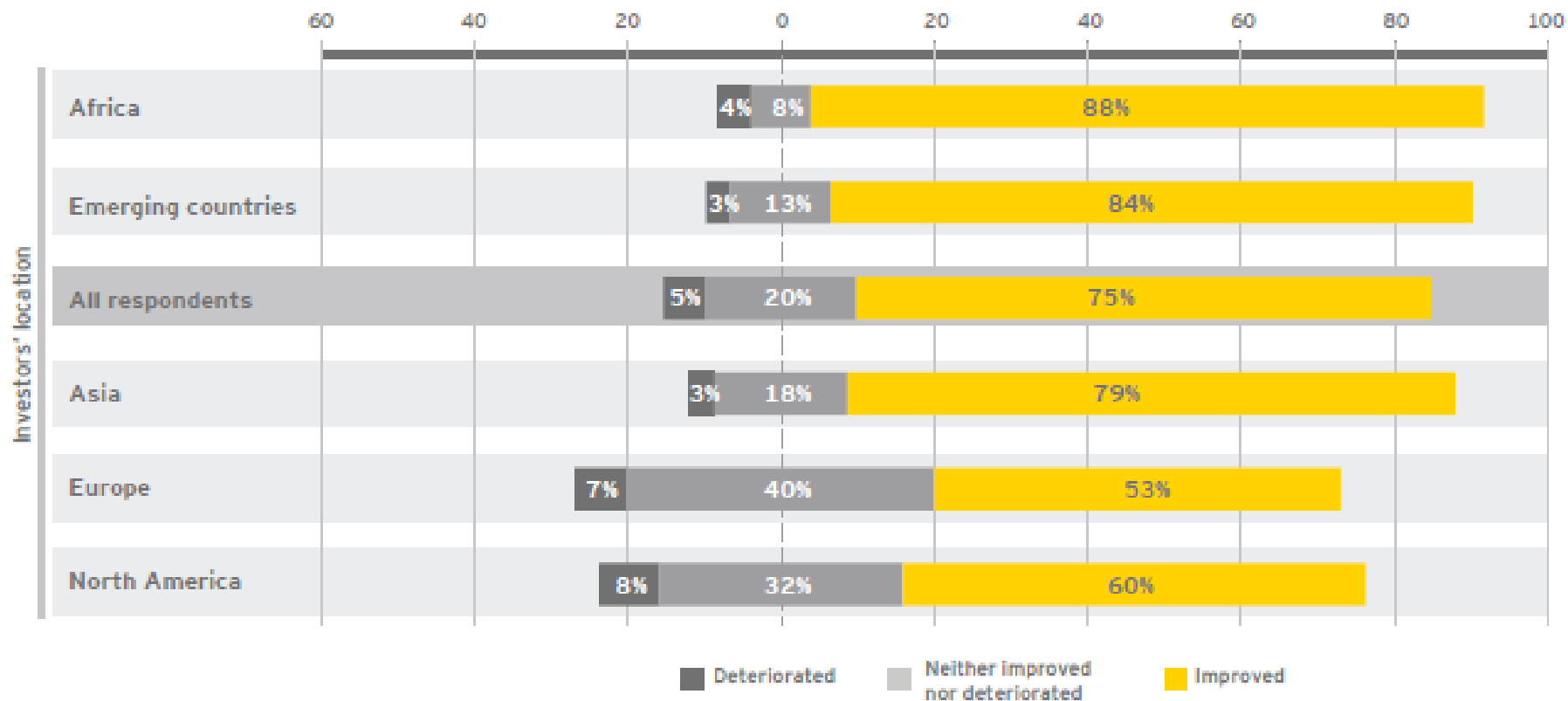


Geert Laporte of the European Centre for Development Policy Management.

**“In just a few years Africa has
become an attractive bride
that can choose among
several candidates.”**

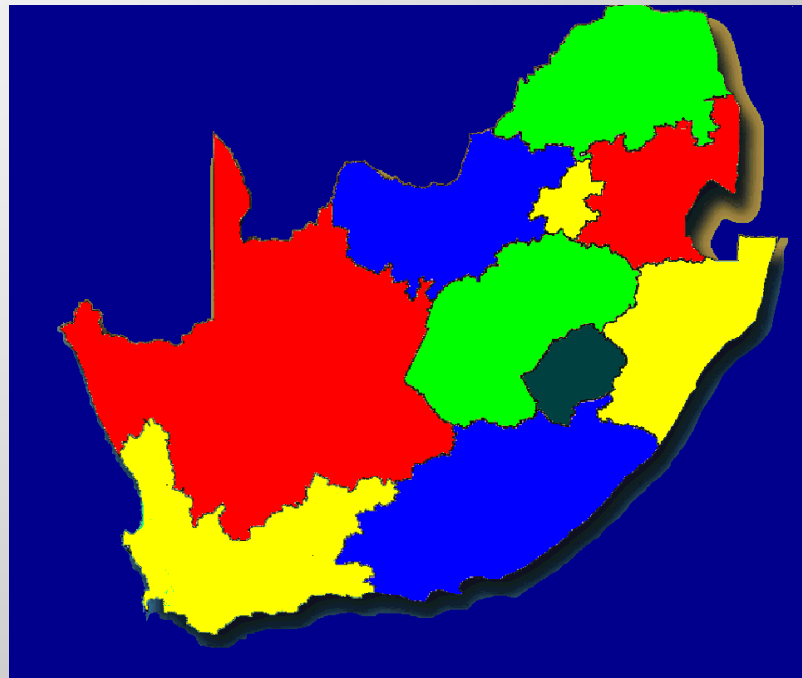


Africa is becoming more attractive...





DISCOVERING SOUTH AFRICA



<http://www.youtube.com/watch?v=sYb7gXEAA20&sns=em>



WORLD SHIPPING ROUTES

Named day services link industries in and around Coega with the rest of the world. The reliable shipping services allow manufacturers based in Port Elizabeth and surrounds to provide just in time deliveries to assembly plants around the world.

- National Roads
- National Railways

The service reflected on this map are a graphic portrayal of the route network and do not replicate actual commercial shipping paths.





Republic of South Africa

A constitutional democracy with a three-tier system of government and an independent judiciary, that combines parliamentary and presidential systems.

Legislative authority is held by the Parliament of South Africa.

The President of South Africa is the head of state and head of government and his Cabinet. The president is elected from the Parliament to serve a fixed term.

The national, provincial (9) and local levels of government all have legislative and executive authority and in the South African Constitution are "distinctive, interdependent and interrelated".



EU – South Africa FTA

Greece and South Africa have a DTA and an agreement for the Protection of Capital and Investments

MOU on Political Consultations

Corporate tax 28%

VAT 14%



Trade Agreements in Africa





ECONOMIC PARTNERSHIP AGREEMENT:

Negotiations for an Economic Partnership Agreement (EPA) with the EU continue. The EPA should support the objectives of strengthening regional integration and promoting domestic industrial development and job creation.



- South Africa is an open and diversified international economy.
- South Africa's GDP growth for the period 1982 to 2013 follows global GDP growth trends.
- On average, the economy has grown at 3.2 percent a year from 1994 to 2012, despite the global setback of the 2008 recession.



- **Export/Import:**
- **Export contributions are still below the 31% level reached in 2008**
- **Imports stand at 36% of GDP**

SOUTH AFRICAN IMPORTS FROM THE WORLD (in Euro ,000)

Code	Product label	Imported value in 2011	Imported value in 2012	Imported value in 2013
TOTAL	All products	71599290.45	79007733.92	77892581.23
'27	Mineral fuels, oils, distillation products, etc	15248353.97	17755381.05	16774653.72
'84	Machinery, nuclear reactors, boilers, etc	10818318.2	11905000.22	11228256.18
'85	Electrical, electronic equipment	6726254.21	7004358.83	7917737.36
'87	Vehicles other than railway, tramway	6508974.38	7205139.6	6928755.46
'39	Plastics and articles thereof	1727237.3	1892385.27	1897497.38
'90	Optical, photo, technical, medical, etc	1775508.62	1844207.24	1834289.68
'30	Pharmaceutical products	1579231.28	1837251.24	1715310.34
'29	Organic chemicals	1229927.94	1311380.59	1277514.41
'38	Miscellaneous chemical products	1026364.03	1136941.79	1257724.55
'72	Iron and steel	997743.27	956906.16	1174894.88
'73	Articles of iron or steel	1010618.45	1095226.02	1165532.98
'40	Rubber and articles thereof	1077365.75	1158676.76	1096162.31
'28	Inorg chemicals, precious metal compounds	943950.83	909549.23	952443.76
'10	Cereals	854046.45	1001145.87	848954.66
'48	Paper and paperboard, articles of pulp	753973.59	796758.81	797610.64
'64	Footwear, gaiters and the like, parts thereof	662539.23	743215.66	747811.5

GREEK EXPORTS TO THE WORLD

(in Euro ,0000

Code	Product label	Exported value in 2011	Exported value in 2012	Exported value in 2013
TOTAL	All products	22767279.82	27354124.23	27298580.23
'27	Mineral fuels, oils, distillation products, etc	6876121.18	10636184.49	10887176.56
'76	Aluminum and articles thereof	1242095.21	1197142.35	1185337.9
'30	Pharmaceutical products	870660.76	956812.08	1047981.08
'85	Electrical, electronic equipment	969775.14	1079527.2	965557.2
'39	Plastics and articles thereof	886585.83	910171.28	903673.79
'20	Vegetable, fruit, nut, etc food preparations	765987.22	873637.13	877730.74
'08	Edible fruit, nuts, peel of citrus fruit, melons	652762.77	757867.89	830536.52
'84	Machinery, nuclear reactors, boilers, etc	762856.91	772059.8	731623.35
'15	Animal, vegetable fats and oils	328050.28	426276.1	607537.32
'03	Fish, crustaceans, molluscs, aquatic invertebrates	580055.68	601633.96	549802.96
'99	Commodities not elsewhere specified	655534.1	551379.87	526542.38
'74	Copper and articles thereof	569930.29	578616.81	500379.5
'72	Iron and steel	846733.31	635669.83	477385.44
'25	Salt, sulphur, earth, stone, plaster, lime, cement	263550.19	385803.63	447204.5
'52	Cotton	346629.65	509824.27	436687.7
'04	Dairy products, eggs, honey, edible animal product	312482.76	364511.09	413852.5
'24	Tobacco and manufactured tobacco substitutes	370529.1	427456.42	391970.42
'73	Articles of iron or steel	489312	385884.5	379449.49

Product code	Product label	Greek imports from South Africa		
		Value in 2011	Value in 2012	Value in 2013
TOTAL	All products	53345.15	46054.52	57425.68
'74	Copper and articles thereof	5445.73	16911.8	23978.06
'87	Vehicles other than railway, tramway	20273.04	8116.11	6763.76
'03	Fish, crustaceans, molluscs, aquatic invertebrates	5995.68	4073.61	4969.68
'27	Mineral fuels, oils, distillation products, etc	48.82	0	4806.3
'08	Edible fruit, nuts, peel of citrus fruit, melons	4741.41	3093.11	4328.23
'39	Plastics and articles thereof	5205.93	4179.35	3215.49
'20	Vegetable, fruit, nut, etc food preparations	1030.27	849.87	1445.5
'89	Ships, boats and other floating structures	2446.09	1712.95	1113.49
'72	Iron and steel	2250.09	570.72	1000.56
'38	Miscellaneous chemical products	478.88	328.13	909.46
'41	Raw hides and skins (other than fur skins) and leather	436.52	562.95	621.12
'84	Machinery, nuclear reactors, boilers, etc	960.63	796.99	617.35
'90	Optical, photo, technical, medical, etc apparatus	1076.22	616.6	566.16
'25	Salt, sulphur, earth, stone, plaster, lime and cement	123.49	66.87	326.74
'85	Electrical, electronic equipment	147.9	512.41	313.19
'32	Tanning, dyeing extracts, tannins, pigments	263.49	167.17	298.89
'44	Wood and articles of wood, wood charcoal	331.7	346.01	272.54
'31	Fertilizers	219.7	122.85	229.62
'33	Essential oils, perfumes, cosmetics, toiletries	160.82	137.63	216.83
'70	Glass and glassware	160.82	80.09	180.69
'76	Aluminum and articles thereof	60.31	0	159.61

Product code	Product label	Greek exports to South Africa		
		Value in 2011	Value in 2012	Value in 2013
TOTAL	All products	27986.08	36774.42	40076.62
'85	Electrical, electronic equipment	2231.42	6637.98	9697.68
'30	Pharmaceutical products	4594.94	8265.4	7254.63
'95	Toys, games, sports requisites	2329.06	3998.18	4778.45
'84	Machinery, nuclear reactors, boilers, etc	2634.2	2842.74	2456.61
'99	Commodities not elsewhere specified	1391.41	1447.03	2191.6
'76	Aluminium and articles thereof	897.45	1111.9	2068.13
'74	Copper and articles thereof	428.62	784.55	1060.79
'39	Plastics and articles thereof	984.32	1012.38	954.64
'20	Vegetable, fruit, nut, etc food preparations	1397.15	1006.15	885.37
'15	Animal, vegetable fats and oils, cleavage products	1154.48	1025.59	767.92
'31	Fertilizers	3863.34	0	684.36
'26	Ores, slag and ash	0	1219.2	574.44
'32	Tanning, dyeing extracts, tannins, pigments	626.78	408.99	512.7
'08	Edible fruit, nuts, peel of citrus fruit, melons	79.69	309.47	462.26
'48	Paper and paperboard, articles of pulp	162.26	278.36	392.24
'71	Pearls, precious stones, metals, coins, etc	78.98	73.87	380.95
'64	Footwear, gaiters and the like, parts thereof	281.44	449.43	368.15
'18	Cocoa and cocoa preparations	78.26	224.71	366.65
'33	Essential oils, perfumes, cosmetics, toileteries	268.52	318.8	352.34
'25	Salt, sulphur, earth, stone, plaster, lime and cement	119.18	398.11	329.76
'19	Cereal, flour, starch, milk preparations and products	362.57	346.01	319.22
'68	Stone, plaster, cement, asbestos, mica, etc articles	107.69	127.52	254.47



ΕΛΛΗΝΙΚΗ ΔΗΜΟΚΡΑΤΙΑ



ΕΜΠΟΡΙΚΟ & ΒΙΟΜΗΧΑΝΙΚΟ
ΕΠΙΜΕΛΗΤΗΡΙΟ ΑΘΗΝΩΝ

HELLENIC - AFRICAN
CHAMBER OF COMMERCE
& DEVELOPMENT



CHAMBRE DE COMMERCE
ET DE DEVELOPPEMENT
HELLENO - AFRICAINE

ΕΛΛΗΝΟ - ΑΦΡΙΚΑΝΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΕΜΠΟΡΙΟΥ & ΑΝΑΠΤΥΞΗΣ

Ease of doing business ranking:

RSA 41

GREECE 72



South Africa –emerging market perspective

Of 14 emerging markets; Australia, Canada, **Russia**, Mexico, **China**, Poland, Spain, **India**, Korea, **Brazil**, **South Africa**, Colombia, Chile & Argentina

South Africa is:

2nd most sophisticated financial market

2nd lowest effective business tax rate

4th ranked for ease of accessing capital

4th ranked i.r.o. the cost of capital

6th ranked for infrastructure

7th for FDI as a % of GDP

Brazil, Russia, India, China, South Africa (BRICS)



South Africa's FDI Composition

Rank	Sector	Proportion %
1	Coal, Oil and Natural Gas	25.13%
2	Metals	20.75%
3	Automotive OEM	8.15%
4	Alternative/Renewable energy	7.53%
5	Communications	7.32%
6	Hotels & Tourism	5.49%
7	Real Estate	3.00%
8	Chemicals	2.89%
9	Building & Construction Materials	2.78%
10	Transportation	1.89%



Investment Opportunities

Sector	Sub-sector
Agro-processing	Fisheries and Aquaculture, Floriculture, Fruit and Vegetable Processing Plants, Juices, Meat Processing, Wine Production, Confectionery, Indigenous teas and Natural Fibres.
Automotives	Interiors, Engine Parts/Components, Electronic, Drive Train Components, Body Parts, Aluminum Components and Diesel particulate filters.
Chemicals and Allied Industries	<ul style="list-style-type: none"> ▣Titanium Beneficiation Initiative, Fluoro chemicals Expansion Initiative, Polypropylene Conversion. ▣Restructuring of State Owned Chemical Enterprises.
Business Process Outsourcing & IT Enabled Services	<ul style="list-style-type: none"> ▪Call Centres, Back Office Processing and Shared Corporate Services. ▪Enterprise solutions viz. fleet management, knowledge management, asset management solutions.
Electro Technical	Manufacturing of: automotive electronics, microchips and telecommunication equipment.
Tourism	Hotels and self-catering holiday resorts, Adventure-, Eco-, Sport- Conference- and cultural tourism, gaming, infrastructure development, leisure complexes and world class golf courses, harbour & waterfront developments, transfrontier conservation areas, cruise liners & transportation.

Incentives

Incentive	Benefit	Main Conditions
The Enterprise Investment Program (EIP)	The EIP (manufacturing) is a cash grant for locally based manufacturers who wish to establish a new production facility, expand an existing facility or upgrade an existing facility in the clothing and textiles sectors	the EIP will be used to stimulate investment within manufacturing and tourism.
Foreign Investment Grant	To compensate qualifying foreign investors for the cost of moving qualifying new machinery and equipment from abroad to SA.	Foreign investors only
Industrial Development Zone	Exemption from VAT when sourcing goods and services from South African customs territory and duty-free imports of raw materials and inputs for export	Prospective SDZ operator companies must apply for permits to develop and operate an SDZ

Incentives

Incentive	Benefit	Main Conditions
Section 12i Tax Allowance	Tax deductions of up to R 900m depending on status viz. preferred or qualifying projects. Training allowance/ deduction of up to R30m or R36 000 per employee.	Valid until December 2015 Capital investment > R 200m
Critical Infrastructure Fund	Infrastructure projects intended to service SDZ, shall qualify for a grant of 30% of the qualifying infrastructure development cost	The minimum qualifying infrastructure development cost is R15m



Greek Presence in South Africa

NBG

INTRALOT,

PHILIPPOU GROUP

FRIGOGLASS

PETZETAKIS

GERMANOS

METALUMIN,

**GEROVASSILIOU, TSAKSARLIS, SOLDATOS -
ESCAPADES WINES**



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MARKET ACCESS DATA BASE OF THE EU

<http://madb.europa.eu/madb/>

South Africa today is one of the most sophisticated and promising emerging markets globally, mainly because of

