South Africa’s OCEAN ECONOMY
In March 2014, the South African Cabinet approved the piloting of the Malaysian Big Fast Results (BFR) methodology, to be known in South Africa as Operation Phakisa. Its first implementation was led by the Department of Environmental Affairs (DEA) to unlock the economic potential of South Africa’s oceans. The planning phase of Operation Phakisa - Oceans Economy took place in mid-2014. Departments are now in the implementation phase.

**Six growth areas were prioritised to contribute to unlocking the economic potential of South Africa’s oceans, based on their potential contribution to economic growth and job-creation:**

- Marine Transport and Manufacturing led by the Department of Transport.
- Offshore Oil and Gas Exploration led by the Department of Mineral Resources.
- Aquaculture led by the Department of Agriculture, Forestry and Fisheries.
- Marine Protection Services and Ocean Governance led by the Department of Environmental Affairs.
- Small Harbours Development led by the Department of Public Works (three feet planning tune-up Lab to be completed in the 2016/17 financial year).
- Coastal and Marine Tourism (three feet planning tune-up Lab to be completed in July 2016).

**These six focus areas are supported by cross-cutting strategies in the areas of:**

- Skills Development and Capacity Building led by the Department of Higher Education.
- Research, Technology and Innovation led by the Department of Science and Technology.

To date, the South African government has unlocked investments in the Oceans Economy amounting to around US$1.1 billion since the inception of Operation Phakisa - Oceans Economy; and as a result, over 4500 jobs have been created.
South Africa at a glance

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>56m</td>
</tr>
<tr>
<td>GDP</td>
<td>US$ 313bn</td>
</tr>
<tr>
<td>Oceans Economy GDP contribution</td>
<td>US$ 6.3bn</td>
</tr>
<tr>
<td>Currency</td>
<td>Rand (ZAR). Conversion rate of 15.88 to the US$ used throughout this material</td>
</tr>
<tr>
<td>Coastline</td>
<td>3900km</td>
</tr>
<tr>
<td>Major ports</td>
<td>8</td>
</tr>
<tr>
<td>Exclusive Economic Zone</td>
<td>1.5 million Km²</td>
</tr>
<tr>
<td>Languages</td>
<td>English, Afrikaans, isiNdelbele, isiXhosa, isiZulu, Sesotho sa Leboa, Sesotho, Setswana, siSwati, Tshivenda, Xitsonga</td>
</tr>
</tbody>
</table>
Introduction

Investing and doing business with Africa’s leading ocean economy

This guide outlines the capabilities of South Africa’s ocean economy, and sets out useful contacts and information for potential users and investors.

South Africa is the strategic African hub for maritime operations in the South-South trade corridor from Asia to the East Coast of South America, and for the connector routes along the East and West coasts of Africa.

With its proximity to offshore drilling and exploration sites around Africa, and its first-world technology, skills and infrastructure, South Africa is a compelling choice for ship and rig maintenance and repair for the oil & gas industry as well as for the world’s shipping operators.

The country has eight major ports, including two of the World’s top container ports and two of the World’s biggest dry bulk ports. Between them, the ports have capacity for Panamax and Capesize vessels, and Ultra-large Container Ships. Durban and Saldanha Bay can also offload Very Large Crude Carriers.

Port capacity is planned on a 30-year forecast, and billions of dollars are already allocated for upgrades, expansion ahead of demand, and the creation of a brand new deep-water port that will be able to handle new-generation very large vessels.

Under Operation Phakisa - Oceans Economy, a priority programme, the South African Government, aims to grow the Ocean Economy’s contribution to the country’s GDP to R129-177 billion by 2033; some 250% to 350% of its present value. This is expected to provide up to a million new jobs.

South Africa produces world-class boats and ships of up to 140m for civilian and military use. The ship and boatbuilding sector is backed by a rich supply chain of manufacturers, technicians, fabricators, installers and system integrators.

Its civil engineering and EPCM sector has extensive expertise in harbour and infrastructure construction, with successful project delivery across the African continent and beyond.

South African port operators, including state-owned corporation Transnet, can provide expert project and operations management for African ports and infrastructure.

South Africa has significant Developmental Financial Institutions that participate in national and African projects, supported by a world-class private financial services sector with excellent governance and liquidity.

All of this is underpinned by a maritime education system that delivers trade skills, merchant marine crew, and advanced engineering and logistics education for students from around Africa.

For African Mega Projects, maritime infrastructure, oil & gas operations, shipping, port operations, logistics or maritime engineering, South Africa should be part of your strategic planning.

- Southern Africa maritime hub with extensive infrastructure and deep supply chains
- Repair and maintenance for ships and drilling rigs
- Next-generation shipbuilding and boatbuilding
- Bunkering, resupply and medical support
- Storage and logistics
- Port and infrastructure construction, including extreme greenfield
- Port operations consulting
- Maritime training and education from trades to advanced degrees
- Private sector and development finance for local and pan-African initiatives
South Africa is home to world-class infrastructure, including eight major ports. They include one of world's biggest coal terminals, the Southern Hemisphere's deepest and biggest natural harbour, and two of the world's top container ports. The country has ports capable of handling Very Large Crude Carriers, and the world's biggest Cape Class and Ultra Large Container Ships.

Currently, the ports serve the world's vital flows of mineral bulk (coal, iron ore), agricultural bulk (wheat maize, Soya bean mean, animal feed, woodchips, fresh produce), automotive vehicles and components, timber and forest products.

Presently, South Africa has 127 vessel berths, together handling 160m tonnes of throughput per year. 42 berths are break-bulk, 30 are dry bulk, 18 are for containers and 16 for liquid bulk. The port system has around 6 000ha of landside area and over 30km of quay wall. This will be expanded to 9 000ha and 80km during the present 30-year planning period.

As well as serving South Africa itself, the ports are a gateway to the African region. Neighbouring landlocked countries can be reached through extensive rail and highway networks. Break-bulk or trans-shipment operations connect the main south-south trade axes to the liner routes along the East and West coasts of Africa. Cargoes can be moved to shallow-draught vessels that can navigate river routes in West Africa, avoiding the delays, expense and other issues associated with some river-mouth ports.

All eight of the major ports are planned and operated by Transnet, a State-Owned Corporation that builds its strategy around a moving thirty-year forecast of the region's maritime needs. Each port has a specific set of roles, and the ports together can handle anything that the world's commodities and capital goods industries can ship. For shipping and logistics companies, South Africa offers excellent facilities and an efficient gateway to the African continent. For users, the continual development of the ports system brings substantial operational efficiencies and improves the ease of doing business.

The South African government regards ports as a strategic asset. Over US$3bn will be spent on expansionary projects over the next seven years. Every port will be upgraded and expanded, to increase its handling capacity and to provide enhanced resupply, repair and maintenance capabilities.

This continual expansion of Ocean Economy infrastructure and services brings substantial opportunities for investors. Over the next 30 years, the total expansionary investment will be over US$14bn at current prices, of which 61% will be from the ports authority, and the other 39% will be from terminal operators, including private sector participation.
South Africa is strategically located on shipping routes for North-South and South-South trade.

South Africa is a major trading nation. The country imported and exported a total of over US$167 billion of goods in 2015.

South Africa is a dominant player in intra-regional trade.

Africa accounts for 10% of South Africa’s imports and 29% of its exports.
SA’s major ports can handle 8 million TEUs; 190 million tonnes of dry bulk cargo, 55 billion litres of liquid bulk, and over a million cars every year.

<table>
<thead>
<tr>
<th>Total for SA key ports 105 active</th>
<th>Richards Bay 20 berths</th>
<th>Durban 40 berths</th>
<th>East London 7 berths</th>
<th>Ngqura 7 berths</th>
<th>Port Elizabeth 8 berths</th>
<th>Cape Town 16 berths</th>
<th>Saldanha 7 berths</th>
</tr>
</thead>
<tbody>
<tr>
<td>RoRo 5 Berths</td>
<td>3 berths</td>
<td>1 berth</td>
<td>1 berth 200 000 units</td>
<td>1 berth</td>
<td>1 berth</td>
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<tr>
<td>Dry Bulk 17 Berths</td>
<td>6 berths 21 M tonnes/year</td>
<td>7 berths 11 million tonnes/year</td>
<td>1 berth 1 M tons/year</td>
<td>1 berth manganese 6 M tonnes/year</td>
<td>2 berths</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Break Bulk 25 Berths</td>
<td>6 berths 10 M tonnes/year</td>
<td>14 berths 3.6 million tonnes/year</td>
<td>2 berths</td>
<td></td>
<td></td>
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<tr>
<td>Liquid bulk 16 Berths</td>
<td>2 berths 3 million kilolitres/year</td>
<td>9 berths (including a single-point mooring 15 million kilolitres/year; offshore crude oil import SBM 24 million kilolitres/year</td>
<td>1 berth 3 million kilolitres/year</td>
<td></td>
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<tr>
<td>Multi-purpose Terminal (also adds container capacity) 15 Berths</td>
<td>2 berths 1.5 million tons/year</td>
<td>3 berths usage not yet planned</td>
<td>6 berths 3.6 M tonnes / year including break and dry bulk</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Coal 6 Berths</td>
<td>6 berths 91 M tonnes/year</td>
<td></td>
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<tr>
<td>Iron Ore 2 Berths</td>
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<td></td>
<td></td>
<td></td>
<td>2 berths 60 M tonnes/year</td>
</tr>
<tr>
<td>Ship Repair Fishing Facilities 1 Berth</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1 berth</td>
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<tr>
<td>Cruise Liner 1 Berth</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1 berth</td>
<td></td>
</tr>
<tr>
<td>Container 17 Berths</td>
<td>7 berths 3.6 million TEUs/year</td>
<td>4 berths 2.3 million TEUs/year</td>
<td>2 berths 600 000 TEUs/year</td>
<td>4 berths 1.0 million TEUs/year</td>
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</tbody>
</table>

Integrated planning means that the South African port network is optimised for Africa’s strategic industries and markets

East Coast Ports

Richards Bay:
- Dry Bulk Vessels up to Cape Class, liquid bulk vessels up to Handymax class, and Feede class container ships. Other services include bunkering and minor ship repairs, and facilities for service and recreational craft.
- Durban port is 160km away and the two ports are planned to have complimentary capabilities.

Durban:
- Sea trade gateway spanning South-South Trade, Far East Trade, Trade with Europe and the USA.
- Storage for containers, dry bulk, break bulk, automotive, Liquid Bulk, SBM Crude

East London:
- 7 commercial berths ranging up to 250m in length. Manufacturing and repairs capabilities
- The port is 460km south of Durban, and is planned as complementary to Ngqura on the South Coast Complementary regional grouping;
- Durban, the proposed Durban deep water port (known in the industry as the ‘Dig-out Port’) and Richards Bay are planned together, allowing the complementary allocation of cargo between the three ports.
- At Richards Bay, the focus will be on coal export and other dry bulk handling.
- At Durban, the focus will be on container, automotive and liquid bulk handling.

West and South Coast Ports

Saldanha Bay:
- South Africa’s deepest draft port.
- The iron ore export jetty provides berthing for two Very Large Bulk Carriers (VLCCs), while a liquid bulk berth provides for Very Large Crude Carriers importing and exporting crude oil.
- Saldanha is the site of the planned Oil & Gas Servicing and Support

Cape Town:
- Cape Town serves the Western Cape hinterland, including the agricultural sector. Its medium and long term development plans are focussed on its multi-purpose and container terminals

Mossel Bay:
- Mossel Bay serves the local fishing fleet and recreational boaters.
- 144 liquid bulk vessels use the offshore moorings to transfer cargo.
South Coast Ports
Port Elizabeth:
- Port Elizabeth is centrally located.
- Its new focus will be containers, cars, plus a multi-purpose terminal, providing services complementary to Ngqura.

Ngqura
- The newest port in the South African port system.
- Ngqura’s current primary role is to target transhipment cargoes, both for East and West African ports, as well as for inter-continental transshipments.
- The port is intended to provide complementary services to Port Elizabeth and East

Over US$3 billion will be invested in ports infrastructure during the next seven years, rising to US$14 billion over 30 years

Transnet’s National Ports Authority and Port Terminal Operator will spend over US$3 billion over the next seven years on expansionary projects. Every port will be upgraded and expanded, to increase its handling capacity and to provide enhanced resupply, repair and maintenance capabilities.

This continual upgrading means a steady flow of investment opportunities for shipping and logistics companies, stevedores, vessel builders, maintenance and repair companies, back-of-port operations, and construction consortiums.

Examples of projects include:
- US$22m will be invested over the next 3 years in the ports of Durban and Cape Town for boatbuilding infrastructure through incentives provided by government.
- US$19m is being channelled towards the refurbishment of the port in Port Elizabeth with a re-constructed slipway and lead-in jetties to allow at least 12 vessels to be accommodated for hull inspection and maintenance as compared to only 2 previously.
- US$2 billion will be allocated to Transnet Port Terminals TPT, aimed at creating new capacity for terminals to meet projected demand.
- US$88m is being invested in 9 tugboats currently under construction by South African Shipyards. Seven are for Durban, two are for Port Elizabeth

The main beneficiary ports in the 7 year plan will be:

<table>
<thead>
<tr>
<th>Port</th>
<th>Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Durban</td>
<td>US$1.5 billion</td>
</tr>
<tr>
<td>Ngqura</td>
<td>US$ 749 million</td>
</tr>
<tr>
<td>Richards Bay</td>
<td>US$ 277 million</td>
</tr>
<tr>
<td>Saldanha Bay</td>
<td>US$183 million</td>
</tr>
</tbody>
</table>

The 30 year expansionary investment at current prices will be US$14.3 billion. The main projects will be:

- Saldanha Bay iron ore expansion: US$283 million

Linking South Africa’s ports: a planned, integrated network of highways, railways and pipelines

South Africa has an integrated system of complementary regional ports; pipelines, and rail corridors, all planned and managed by Transnet and integrated with the extensive system of highways.

The land infrastructure serves South Africa’s national logistics needs, and connects to neighbouring states.

The ports infrastructure has a transshipment function for regional logistics, as well as serving the large South African domestic market and the country’s exporters.

Saldanha Bay LNG Facility: US$271 million

Richards Bay Ship Repair Facilities: US$ 340 million Richards Bay 600 series break-bulk basin expansion: US$252 million
Cape Town containers, seaward expansion: US$831 million

Durban deep water ‘Dig-out’ Port, container terminal phase 1: US$3.3 billion

Durban deep water ‘Dig-out’ Port, container terminal phase 2: US$1.3 billion

Port Elizabeth containers, terminal reconfiguration and berth deepening: US$592 million

Ngqura liquid bulk terminal: US$441 million

Ngqura manganese export facility: US$416 million

**Durban container port expansion brings immediate opportunities for infrastructure consortia**

The deepening and extension of three berths at Durban Container Terminal (berths 203 to 205) will allow the port to handle the biggest container vessels, and boost the throughput of the port without adding to its area. Durban serves the Gauteng hinterland, where over 60% of South Africa’s GDP is generated.

The project will be funded by Transnet Capital Projects, and is expected to represent an investment of some US$ 638m. The contract is expected to be awarded in October 2016, and the new berths will be completed in 2022/23.

Further development of the terminal, with infill between the existing Salisbury Island naval base and Pier 1 will provide additional deep water berths, and will be a US$ 1.3 billion project. The contract will be awarded in August 2018 for completion in 2022/23.
South Africa already is a preferred destination for repair, maintenance and upgrade of drilling ships, semi-submersibles and jack-up rigs for operations in African waters. The country offers a compelling mix of world-class engineering, deep supply chains, and proximity to key drilling sites.

For any West African site from Nigeria southwards, over 20 days of round-trip can be saved compared with the nearest alternative sites in Europe. When time off-station burns money at up to half a million dollars a day, the maths is easy.

With the designation of Saldanha Bay as a dedicated oil & gas servicing hub, the future is going to be brighter still. Transnet National Ports Authority has earmarked a strategic fund of around US$600 million dollars for Saldanha that will grow the continent’s energy industry. A new, specialised oil & gas maintenance and repair centre is being implemented at Saldanha Bay, to work alongside existing capabilities at Cape Town and Saldanha. It will include a new deep-water berth for rigs and drill ships, and a new construction, repair and maintenance berth.

In addition, the rapid turnaround times that specific oil & gas skills and experience allow, together with transparent tariff rates, combine to give a highly competitive overall cost of work. Vessels come from as far away as South America to take advantage of our engineering skills, our capacity and our fast turn-around times.

An early step on the journey is an RFP presently in progress for the operation of the Supply Base Facility at Saldanha. Private investors are invited to propose for a 20 year concession to perform a range of required services, plus optional services that may enhance the project’s RoI.

South Africa is also planning for a future in which LNG is an increasingly important energy source. Transnet National Port Authority already has made provision for three LNG import terminals in its long-term planning, at Saldanha, Richards Bay and Ngqura.

Saldanha Bay is already the deepest and largest natural harbour in the Southern hemisphere. Its supply chain includes a steel works and an industrial development zone, as well as a Cape engineering community used to the standards of quality and speed that the oil & gas sector demands.


South Africa is perfectly positioned to serve every African oilfield
Five of South Africa’s ports are already experienced in oil & gas support operations

Examples of Projects:
Cape Town:
- Triumph Drilling T110 (2014, Sturrock Drydock)
- Ensco E5001 (2014, Repair Quay)
- DSV Vinnice (2014, A-Berth)
- Endurance (2015, A-Berth)

Ngqura:
- Deepsea Stavanger (2011)
- Deepwater Millennium (2011)
- Borlette Dolphin (2013)
- Ensco 5006 (2014)
- Transocean KG1 Drillship (2014)

Most ports providing support services to the oil & gas industry are able to accommodate rigs, drillships, supply vessels, tugs, anchor handlers, pipe layers, seismic survey vessels, and dive support vessels. Certain restrictions such as maximum vessel length, width, and draft may apply.

Other craft types may be port specific: semi-submersibles, FPSOs, and heavy lift barges (Cape Town); and FPSOs (Ngqura).

A dedicated oil & gas support complex at Saldanha Bay
With a land and sea surface of over 19 300ha and water depth up to 23.7m, Saldanha is the largest and deepest natural port in the Southern Hemisphere.

Saldanha Bay handles 12% of South Africa’s liquid bulk cargo, including a significant portion of the country’s crude oil imports (Saldanha can dock VLCCs).

The port presently operates offshore supply to the oil & gas industries, and purpose-built infrastructure to support the oil & gas industry is planned to be ready by 2018.

The Saldanha Bay Industrial Development Zone will serve as the main oil, gas and marine repair engineering and logistics services complex for Africa. The IDZ will primarily service the needs of the upstream oil exploration industry and production service companies operating in the oil and gas fields off the African coast. The Saldanha Bay IDZ will include logistics; repairs and maintenance, and fabrication activities; and will include a Customs Control Area/Free Port to simplify, speed up and cut the cost of repairs and maintenance operations.

The complex will include these three priority projects:
- A General Maintenance Quay will be upgraded to function as an offshore supply base for the oil & gas industry (berth length: 294m; depth: -6.5m) supplying materials and food, and collecting waste. Project duration: 2015-2016; The construction and operation of the supply base will be a private sector investment opportunity.
- A deep-water rig repair facility will be constructed at Berth 205 (length: 380m; depth: -21m), with the ability to accommodate 2 rigs simultaneously. Project duration: 2015-2019; Estimated cost: US$ 220 million.
- Saldanha will be able to offer additional maintenance and repairs facilities to rigs and supply vessels once the Mossgas Quay has been extended by constructing a 1000m jetty (depth: -8.0m). Floating docks will be accommodated via pockets of water depths of -12m. Project duration: 2015-2019; Estimated cost: US$ 144 million.
South Africa's waters are a promising location for exploration, attracting investors from Europe, Asia and the US as well as from Africa. Companies presently exploring include:

- Africa Energy Corporation
- Anadarko Petroleum Cooperation
- Bayfield Energy
- Cairn India
- CNR International (South Africa) (Pty) Ltd
- Exxon Mobil International Limited
- Global Offshore Oil Exploration (SA) (Pty) Ltd
- New Age
- OK Energy
- PetroSA
- Shell South Africa Upstream B.V.
- Silverwave Energy PTE LTD
- Sunbird Energy Ltd
- Thombo Petroleum Ltd

**Ship and rig repair solutions**

The oil & gas industry cluster in South Africa offers the depth and breadth of product and service provision for the most demanding customers. Global giants such as Transocean, ENSCO, Saipem and Ocean Rig are repeat customers.

South Africa can handle rig and drillship repairs requiring a draft of up to 18m (Coega) and 16m (Saldanha Bay).

The country has highly experienced service providers, and can supply key components either made locally or delivered through local distributors. Where highly specialised components and systems must be sourced elsewhere, they can be delivered rapidly on liner shipping routes or through major international airports at Cape Town, Johannesburg and Durban (regional airports serve Port Elizabeth, East London, Ngqura and Richards Bay).

**Offerings include:**

- Accommodation outfitting
- Agency services
- Communications and data systems
- Containers
- Cranes and rigging
- Deep sea marine and commercial diving equipment
- Diesel engines and gensets
- Diving services
- Drilling chemicals
- Electrical
- Fabrication
- Fire protection equipment
- Hydraulic systems
- Inspection and certification services
- Lighting masts
- Metallurgical inspection and testing
- Mooring systems
- Naval Architecture
- Navigation aids
- Nitrogen services
- Offshore aviation services
- Painting and coatings
- Pipes including carbon and stainless steel
- Pressure vessels
- Process measurement instrumentation
- Project management
- Pumps and compressors
- Recruiting and training
- Remotely operated vehicles
- Rigging
- Shipping & logistics
- Steel
- Subsea electronics
- Torquing and alignment
- Valves & Actuators
- Waste management
- Waste water treatment systems
Deepsea Metro II project by DCD Marine
This new generation drill ship is an ultra deep water rig, rated to 12,000 ft of water and 40,000 ft of drilling.
The project included steel work, mechanical, piping, blasting and coating, hydraulics, and electrical work.

Transocean Marianas project by Dormac
This semi-submersible rig is rated to 30,000 ft of drilling and 7,000 ft of water. Its 174’x40’ pyramid derrick has a capacity of 1,500,000 lbs.
The project included piping, mechanical, electrical, steel renewal, and upgrades to accommodation and control systems.

Saldanha Supply Base operation: an opportunity for private sector investors, leveraging US$180m of Transnet capital
South Africa’s public sector is keen to work with private investors to provide commercially-sustainable, high-efficiency facilities and services to the Ocean Economy. A recent example is the RFP issued for the Operation of the Supply Base Facility at Saldanha (closing date for expressions of interest was June 2016, and the preferred bidder will be announced in the fourth quarter of 2016). The Operator will provide generalist and specialist services to vessels, rigs and offshore platforms traversing or operating off the coast of Africa.

The successful consortium will have a 20-year concession to operate in an optimal location with a fast-growing potential market, leveraging Transnet’s planned investment in port infrastructure for repairs, valued at over US$ 180m.

The consortium will design, procure, construct and install the superstructure and capital equipment for the facility, and will provide a range of essential services:
• Material loading & offloading facilities
• Ancillary bunkering, fuel, oil and lubricants refill services
• Water refill
• Office facilities
• Handling of oil waste
• Warehousing and facility yard management
• Cleaning, maintenance and preservation of off-shore oil and gas related materials and equipment

In addition, bidders were invited to propose additional concessions to enhance the project’s RoI and sustainability. The scope is open for entrepreneurial creativity, with a number of potential options pre-approved, including:

• Maintenance & repair services to vessels including the provision of a floating dock
• Boat building
• Accommodation for customs and clearing services,

For users of the oil & gas Supply Base, the initiative will create a range of important infrastructure. This will include handling equipment for containerised cargo; warehousing; a pipe yard (including coating facilities); reefer points, and waste disposal systems including for oil waste. All of this will be configured specifically for oil & gas industry requirements.
Recent investment projects at Saldanha

As well as providing a dedicated oil & gas support complex, Saldanha Bay will also be home to a new LPG terminal, opening in 2017. Owned by Sunrise Energy, the new terminal will have a multi-buoy mooring system, and can be used by any gas importer, distributor or downstream user. It will be suitable for Liquefied Petroleum Gas (LPG), Commercial Propane and Commercial Butane.

The terminal will include high-performance, modular storage facilities fabricated in South Africa. The engineering of LPG storage facilities has to be of the highest standard, to meet stringent international safety requirements. The product will be piped from ships to an onshore plant, where it can be blended and odourised to specification. Onward distribution can be by road or pipeline, and cylinders can be filled onsite.

There is a strong, established market for LPG in the region; for industry, households and commercial users. The terminal is expected to be met with growing demand, so it is designed with modular storage. Phase 1 includes 5,500 tons of storage, and will allow throughput of 17,500 tons of LPG per month. The terminal is modular, and can be expanded to 16,500 tons of storage and 52,000 tons per month of throughput.

New crude oil storage and blending plant

A crude oil storage and blending terminal with a total capacity of 13.2 million barrels is to be constructed at Saldanha by a joint venture comprising Oiltanking Grindrod Calulo Holdings (OTGC), which is led by Germany’s Oiltanking, and Mining, Oil and Gas Services (MOGS), which is part of Royal Bafokeng Holdings. The state-of-the-art facility will have a jetty designed to handle vessels up to Very Large Crude Carrier size. The company regards Saldanha Bay as an excellent location for a crude oil hub, being close to strategic tanker routes and is ideally situated for the blending of west African and South American crude oils. It believes the port had the potential to establish itself as a global crude trans-shipment hub.
LPG pressure vessel by Saldanha engineering company

From an engineering perspective, the bulk storage of LPG requires very high levels of quality. In the event of a containment failure, the fire and explosion hazards include radiant heat exposure from pool fires, vapour-cloud flash fires, jet fires, overpressure from vapour-cloud explosions, and boiling liquid expanding vapour explosions, or BLEVE (the Sunrise Energy storage is buried in an earth mound to eliminate BLEVE risks).

The massive, modular LPG storage ‘bullets’ for Sunrise Energy were built by another company that invested in a Saldanha location: Efficient Engineering. The bullets weight around 600 tons each, and are the size and shape of large submarines. At 7m diameter and 74m length, they are the largest LPG bullets ever fabricated in the Southern Hemisphere.

Efficient Engineering has a long reputation for quality, having built pedestals and yokes for the South African MeerKAT radio telescope, currently being built in the Northern Cape. Its sister company Efficient Power handled the integrated cabling. MeerKAT is a precursor to the Square Kilometre Array (SKA) telescope and will be integrated into SKA Phase 1. The SKA Project is an international enterprise to build the largest and most sensitive radio telescope in the world.

Efficient Power Energy is part of the Efficient Engineering Group, which has an extensive track record in the oil & gas sector. Efficient Power produces modular diesel gensets up to 750 kVA, in partnership with Sumitomo. Efficient Trotech is one of the biggest providers of storage tanks, have built major installations for petrol, diesel, aviation fuel, and edible oils at many of South Africa’s major ports. It is presently completing a major tank farm at Richards Bay. It has worked for most of the major oil & gas players in South Africa, including Sasol, Total, Anglo American, BP, Chevron, Vopak, Bidvest Tank Terminals, Air Liquide, and Engen.
Investment opportunities in LNG Infrastructure

One of the key requirements shaping long-term planning of South African ports is the storage, handling, and transportation of alternative fuels to reduce reliance on coal as a fuel. Liquefied Natural Gas (LNG) is set to be a key part of South Africa’s energy mix. As a result, specialised LNG infrastructure, and is assessing three ports for the location of the first terminal: Saldanha Bay, Ngqura, and Richards Bay.

- Part of Saldanha’s short-term development plan is to create a LNG import facility and offshore mooring buoy. The import facility will complement the port’s positioning as an offshore oil and gas services complex and, together with the landside storage that it will require, will support the growth of the energy cluster that is expected to develop in conjunction with the Saldanha IDZ.

- One of the proposed Coega IDZ projects, based near the Port of Ngqura, is the establishment of an LNG facility. The medium term plan is to construct a LNG berth at the reconfigured main breakwater.

- In the medium term, the proposed LNG offloading facility at the Port of Richards Bay would be located within a dig-out basin south of the entrance channel.

Of immediate interest to investors will be a procurement process due in 2017 for a gas-to-power programme, to be run by the Department of Energy. This is expected to include supply of a Floating Storage and Regasification Unit vessel or FSRU-based bundled natural gas-to-power solution of up to 3126MW. Again the three potential ports considered are Ngqura (Coega), Richards Bay and Saldanha Bay. The scope will include LNG supply, development of jetty and associated infrastructure, and the construction of pipeline infrastructure to deliver gas from the FSRU to an initial gas IPP and potential desalination facility. Surplus capacity on the FSRU and associated pipeline infrastructure will be available to serve additional gas off-takers.

A newly-established Gas Industrialisation Unit in the Department of Trade & Industry will also be planning a future in which LNG will be used as a key feedstock for industrial processes, including fertiliser manufacture and gas-to-liquid technologies. A regional strategy is being developed in which gas infrastructure may be planned in conjunction with neighbouring states. This could lead to opportunities in construction and operation across Southern Africa.
Maritime Services

Fast resupply, repairs and maintenance.
In the right place, at the right price

South Africa is the proven location for resupply, repairs and maintenance for

- Shipping companies doing business with the continent of Africa
- Cape Class vessels going East from Asia
- South-south trade
- Ship owners who want alternative routes away from conflict areas

South Africa has extensive maintenance and repair facilities; a strong skills base; lower labour costs than many Western countries, and a strategic location. Together, these factors allow shipping companies to minimise time-to-repair; optimise maintenance schedules, and minimise downtime by choosing a world-class work location close to their routes.

As well as serving Southern Africa's offshore oil & gas industry, South Africa is a close, economic location for supporting operations further North off the continent's East and West coasts. It also is on suitable liner routes for efficient delivery of complex, globally-sourced components.

As well as geographic and economic advantages, work sourced in South Africa can contribute to 'African Content' requirements when bidding for public sector contracts or licences.

Between specialised repair berths, graving docks, floating docks and riding maintenance crews, most repair and maintenance operations can be carried out. South Africa's local industry can supply 60% or more of a ship's value, and parts that need to come from overseas can be delivered here on efficient global supply chains.

For resupply and general support, we have an excellent food industry, a world-class medical sector, experienced chandlery businesses, and two of our major ports have refineries close by for low cost supply of bunker fuel.

The combination of high and growing ports capacity, local supply chains and long maritime experience means that vessels can be turned around quickly and efficiently, with minimum downtime.

Electrical refit and full powertrain overhaul of the fire-damaged offshore tug Subhiksha, by Southern African Shipyards. A complete overhaul to the main engine and crankshaft; thrusters, propellers and main shaft. Replacement of all electrical items, including over 15km of wiring.
Ship Repair Facilities and Planned Investment per Major Port

**Ship Repairs:**
Quayside repair facilities are available at the Mossgas jetty; deep water activities just inside the mouth of the Bay may be undertaken with permission from the Harbour Master.

**Planned Investment:**
The high-level, 30-year expansionary investment plan for the Port of Saldanha Bay is R17.2 billion. This includes a total port authority spend of R9.2 billion and an operator spend of R7.9 billion.

Saldanha Bay will be the site of three of South Africa’s key port development opportunities over the next 30-years, including the ship repair precinct (Offshore oil and gas supply base, berth 205, and Mossgas Quay jetty).

**Ship Repairs:**
Extensive repair facilities: two graving docks, general and private repair quays, and a syncrolift with lifting capacities up to 1,800 tonnes. ISO 9001, ISO 14001, and OHSAS 18001 compliant.

**Planned Investment:**
The high-level, 30-year expansionary investment plan is R39.25bn. No ship repair specific investments are expected.

**Ship Repairs:**
Repair facilities accommodate a deeper draft (18m) relevant to larger vessels associated with the offshore oil & gas industry. However, equipment and infrastructure needs to be brought in from elsewhere.

**Planned Investment:**
The high-level, 30-year expansionary investment plan is R3.76bn. Planned to upgrade and refurbish the existing drydock and slipway facilities by 2019 are expected to cost an estimated R515 million.

**Ship Repairs:**
A repair berth is located at the Small Craft Harbour, with a draft of 8m.

**Planned Investment:**
The high-level, 30-year expansionary investment plan is R26.34bn. R5.4bn is to be invested in a ship repair terminal and dry docking facilities in the medium term. The private sector is encouraged to invest by constructing a floating dock moored to the Repair Quay and/or a fixed dock repair facility at the Causarina within comfortable proximity to the Richards Bay IDZ. There are also plans to deepen the existing berths.

**Planed Investment:**
Total investment planned over a 30-year period is R12.23bn. Future upgrades could include upgrading the slipway and offering ship maintenance facilities.
Investors and construction consortiums will be invited to propose a new ship repair facility at Richards Bay.

Private sector investors have been invited to propose various capital phasing options based on market demand for new ship/rig repair and vessel building facilities. Ship/rig repair can be proposed using either a floating dock moored to the Repair Quay; and/or a fixed Dock Repair Facility at Causarina (see the photograph opposite).

The sites have good proximity to the Richards Bay Industrial Development Zone, and an investment requirement of around US$ 57m has been estimated, and this will be a Design, Build, Finance, Maintain and Operate (DBFMO) project. The RFP will be issued in September 2016, closing in April 2017. The facilities are expected to be operational from 2019.
New East London boat building facilities for tugs and naval vessels
An RFP is being issued to private sector investors to boost boat building capacity at EastLondon, especially for tug boats and naval vessels.

The existing dry dock is currently being refurbished. Investors will have the opportunity to propose for facilities on either or both of the dry dock and the slipway. The project will have a strong developmental focus, with job creation, skills development and supplier development being key. A required investment of around US$ 32m has been estimated, and this will be a Design, Build, Finance, Maintain and Operate (DBFMO) project.

A deep pool of artisanal and engineering skills
The ship repair and maintenance industry in South Africa is globally significant and has exciting growth opportunities. The world market is valued at between $30 billion and $40 billion, of which South Africa already contributes $1.5 billion to $2 billion: a 5% global market share.

For clients in the oil & gas and shipping industries, this means that South Africa has a highly experienced repairs and maintenance capability, located efficiently close to shipping routes and oil & gas exploration and production operations. For investors in the industry, it means a combination of a ready market of users for whom the location and skills base are compelling, supported by experienced vendors and low labour costs.

An estimated 134,000 vessels pass through South Africa’s ports every year, and a further 17,000 pass along its coastline. The local population of offshore oil and gas rigs and vessels is set to increase, especially as commodity prices rise and more African operations open.

South Africa has three advantages regarding ship repairs and maintenance:
• We are positioned in a high-traffic location
• An estimated 60% of total repair costs are attributed to labour costs – South Africa compares favourably compared to competing nations and regions.
• South Africa possesses service sophistication and is able to complete a wide range of repairs including hull cleaning, engine repair, servicing offshore oil and gas rigs, electronic system repairs, and large vessel dry docking.
South African companies build state-of-the-art boats and ships of up to 140m, for commercial and military customers.

Local designs can be fully class-approved; whether custom, semi-custom, or off-the-shelf. And some of the best design teams from Europe and Australia license their designs to approved South African manufacturers. This allows the vessels to be produced closer to their point of use, with lower labour costs than in their home markets, yet with the highest quality standards.

A rich supply chain allows over 60% of a vessel's value to be sourced in South Africa, even for the most high-tech applications. This includes ballistic protection and the installation of naval-grade combat suites for oil & gas operations in dangerous waters.

Where locally-manufactured components are not used, local distributors, qualified engineers and systems integrators can provide expertise in fitting out with complex sub-systems, sourced globally.

South Africa has excellent engineering skills for working in steel, aluminium, GRP, or advanced composites. Local specialists can install and integrate fly-by-wire controls, advanced navigation, ship management and sensor systems.

Where ship and boat building operations are labour intensive, South Africa builds to the same standards as European, American and Australian experts, but without the prohibitive labour cost.

All of this means that end users get a source of highly-sophisticated, economically-built craft with rapid turnaround times supported by close integration of designers, manufacturers and vendors along the supply chain. It also means that new investors in the industry will be supported by an existing pool of experienced personnel and vendors.

This same set of advanced skills and rigid adherence to standards applies to the country's leisure craft sector. Cape Town's 40 boatyards and 3500 specialist staff produce award-winning super-yachts for the most demanding customers, and are the second-biggest exporters of catamarans in the world.

The result of all this capability is an industry that exports 90% of its product, and attracts a positive trade balance of around US$73m annually.

South African ship- and boat-builders offer end-to-end, turnkey solutions. From design and manufacture, to maintenance, service and crew training. This makes them easy to deal with as one-stop-shops, and helps their clients get the maximum return on investment. Partnerships with private sector funders mean that project types such as build-own-operate or build-operate-transfer can be offered, as well as buy-back schemes and customer financing.

35m Sentinel crew & patrol vessels by Nautic: 28 knots, ballistic protected, fly-by-wire. 30 days of mission time between resupplies.
International standards certification, classification and compliance

South African Ship- and boat-builders produce vessels to international standards.

The South African Maritime Safety Authority (SAMSA) is the national regulator responsible for the implementation of the international IMO standards, as well as national standards. It conducts surveys of all South African Registered Convention and Non-Convention ships, using its own team of surveyors or Approved surveyors.

ISO Standards are adopted as South African Bureau of Standards (SABS) for the Boat Building Industry via Technical Committee 188, chaired by the Marine Industry Association South Africa (MIASA). Most South African ship builders and many of the larger boat builders have ISO 9001 certification for their quality management systems, and ISO 14001 certification for environmental management. Some have also achieved ISO 3834, which certifies the quality of welding capabilities and controls.

Classification societies for commercial vessels that have a presence in South Africa include:

- American Bureau of Shipping
- Bureau Veritas
- China Classification Society
- Det Norske Veritas
- Germanischer Lloyd
- Korean Register of Shipping
- Lloyd's Register
- Nippon Kaiji Kyokai
- RINA Services
- Russian Maritime Register of Shipping

For recreational vessels, compliance with European CE standards and North American NMMA standards is generally overseen by the International Marine Certification Institute.

South Africa’s boat and small shipbuilding capability is world class, with 90% of production being exported


- British Virgin Islands 27%
- Singapore 27%
- Italy 10%
- Other Countries 10%
- United States of America 9%
- United Kingdom 3%
- Nigeria 8%
- Greece 2%
- France 1%
- Seychelles 1%
- Australia 2%
- France 1%
- Seychelles 1%
- Other Countries 10%
- British Virgin Islands 27%
- Singapore 27%

US$ 22 million ferry contract for Cote d’Ivoire

Nautic Africa is set to supply Citrans (Cote d’Ivoire) with 18 catamaran-styled, twin-hulled ferries by December 2016 for US$ 22 million.

These 27-metre long vessels are capable of operating in shallow inland waters, having a draft of just one metre. They boast various on-board amenities, different seat configurations for business and economy class, and are powered by twin Volvo Penta D5 propulsion systems.

This is the first phase of a larger shipbuilding project scheduled to deliver up to 50 vessels to Citrans by 2020. The vessels come with a training, warranty and after-sales support service. This emphasis on vessel life cycle will benefit the long-term partnership with Citrans, and ensure high uptime for the vessels. These ferries are part of a presidential infrastructure project aimed at reducing urban congestion in Abidjan, positively impacting the city’s economic and social fabric.
South Africa’s boat and small shipbuilding capability is world class, with 90% of production being exported

Rhino 600EHD by Rhino Marine
Rhino specialises in high-density polyethylene (HDPE) boats. HDPE has exceptional resistance to impact, abrasion and puncture, so is used in applications where toughness is a major design requirement. Rhino builds primarily for the oil & gas industry, and for the military. Their craft are used as workboats, crew transfer boats and scuba replacement boats.

Waverider 730 by Gemini
Gemini is one of the world’s most respected brands for RIBs and inflatables. Over more than 35 years, their craft have been chosen by a long list of demanding users, including the Royal New Zealand Navy, the Australian Defence Force, the African Union, the United Nations, Singapore’s special forces, and South Africa’s National Sea Rescue Institute. The Waverider 730 is an all-conditions RIB with a hull design that provides a softer riding experience, and minimises crew fatigue.

Competitive strengths of the South African boatbuilding industry

The key strength of the South African ship and boat building industry is the reputation of the quality and design of local builds. This reputation extends into having competitive labour costs relative to those in developed economies, with particular advantage in labour-intensive processes, such as hull construction.

The demand from growing African shipping markets is creating orders for ferry boats, military support vessels and patrol vessels. Potential from the growing oil & gas industry in Africa is also a key driver, with demand for fire-fighting, pollution control and general-purpose supply craft. The growing agricultural processing sector in Africa is starting to raise the demand for fishing vessels.

For boat-building and repair, Cape Town is the main hub, with some 40 boatyards and thousands of specialist personnel. The South African Boat-Builders Export Council (SABBEX) is leading the way in establishing SA’s boat building industry as a globally competitive industry. It offers support to potential exporters and also assists in acquiring exhibitor funding from the dti.

The local industry is fully regulated and safety standards are high. The South African Association of Shipbuilders & Repairers (SAASR) sets out procedures and regulations within the shipbuilding and repair industry to ensure safety standards and practices. Skills development is a high priority in the sector and South Africa possesses significant skills in the ship- and boatbuilding industry, and the marine sector generally. This talent base is sustained by an extensive maritime education sector: the country has courses for all levels of the industry, from trade skills to PhDs.
Integrated local supply chain with extensive capabilities

Local manufacturer

Switchboards, control panels
Cables
Ropes, fenders, towing systems
Life saving equipment
Fire fighting equipment
Stairs, ladders, catwalks, railings, etc.
Openings and closures
Glass
Workshop outfitting
Pumps and compressors
Loose tanks
Valves and fittings
Heat, ventilation, air conditioning
Frames, walls, staircases
Sanitation objects and appliances
Furniture and decoration
Steel plates/profiles
Steel pipes
Non-ferro metals
Rubber and plastics
Glass and ceramics
Textile products
Welding material
Paint and coatings
Construction steel
Selected composites

Local distributor

High performance steel
Aluminium
Engines
Gear and couplings
Propeller
Shafts and bearings
Main engine accessories
Power supply, batteries
Control and alarm systems
Navigation and measurement systems
Communication systems
Entertainment systems, audio, video
Fittings - lighting system
Steering gear
Rudder
Anchor, chain
Lifeboats
Separators
Heaters and coolers
Fitters, cleaners
Cranes etc., suckers, conveyors, cargo lifts
Electric domestic appliances
Insulation material

Imported

Special engines
Doors and openings
Davits, cranes, ramps
Winches
Thrusters, special rudders

Ships up to 140m
Boats (commercial)
Boats (military)
Boats (recreational)

Local manufacturers and distributors can supply and fit almost all of the components required for modern commercial, recreational and naval vessels in South Africa. For vessel buyers, this means faster turnaround time and the continuous improvement of quality that comes from long-term commercial ties along the supply chain. For investors in the industry, it means a ready-made set of skilled suppliers, and a growing customer base for vessel components.
South Africa’s public-sector market drives manufacturing capacity and skills development through local content requirements

The South African Government and state-owned companies have commissioned over US$440 million of vessels in the five years from 2014. Local content will be worth over US$250 million. Local content rules provide a growing base of skills and experience, and improved economies of scale, from which the industry’s customers benefit. For investors in the industry, local content rules also provide a growing market for vessels, components and services.

Projects Biro and Hotel are expected to generate R6.6 billion for the South African shipbuilding industry

The South African Navy will acquire seven new vessels through Projects Biro and Hotel. Project Biro will deliver 3 offshore and 3 inshore patrol vessels, and Project Hotel will deliver a hydrographic survey vessel. 12 shipyards attended the bidders’ conference in 2014, and proposals are currently being evaluated.

Project Biro’s inshore patrol vessels will focus on combating illegal activity such as fisheries violations and trafficking. The offshore patrol vessels will be helicopter equipped, and will be able to operate on the high seas. Together, the new craft will free up South Africa’s frigates from routine patrol duties, and play an important part in policing and securing the country’s 1.5 million square kilometres of exclusive economic zone.

The procurement requires local content of 60%, and this has resulted in overseas contenders joining forces with local shipping yards. This means that South African suppliers can benefit from extensive skills transfer, as well as from direct revenues.

It is expected that Projects Biro and Hotel will bring R6.6 billion to the local shipbuilding industry over a 3 to 4 year period: an exciting prospect for investors in the shipbuilding supply chain.

<table>
<thead>
<tr>
<th>Department</th>
<th>Vessel Type</th>
<th>Value (US$m)</th>
<th>Number of vessels</th>
<th>Local Content Requirement</th>
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<td>Navy</td>
<td>Survey</td>
<td>57</td>
<td>1</td>
<td>55%</td>
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<tr>
<td>Navy</td>
<td>Inshore Patrol</td>
<td>76</td>
<td>3</td>
<td>60%</td>
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<tr>
<td>Navy</td>
<td>Offshore Patrol</td>
<td>151</td>
<td>3</td>
<td>60%</td>
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<td>Transnet</td>
<td>Tug</td>
<td>94</td>
<td>9</td>
<td>55%</td>
</tr>
<tr>
<td>SAMSA</td>
<td>Salvage</td>
<td>63</td>
<td>2</td>
<td>60%</td>
</tr>
</tbody>
</table>

Durban-based Southern African Shipyards is currently working on a R1.4-billion project to build nine tugs for the Transnet National Ports Authority. Three of the tugs have already been delivered, on time and on budget.

The tugs use Voith Schneider propulsion, which boosts manoeuvrability and allows the vessels to change direction and thrust almost instantaneously. Subcontractors on the project include Barloworld Equipment, Siemens, Voith Schneider, and local contractors Bradgary Marine Ship fitters.

Eight of TNPA’s new tugs will have a 70 tonne bollard pull, compared with 32.5 to 40 tonne pulls for the previous generation.

The ninth will have a bollard pull of 100 tonnes, and will be one of the strongest Voith Schneider tugs ever built. The extra power gives a wider escort envelope to protect ecologically sensitive coastal areas on South Africa’s West coast.

In addition, the Shipyard has uniquely-designed special materials in the tugs to ensure the vibration and noise is significantly reduced when compared to older tugs. This reduces operator fatigue and therefore improves both operational endurance and safety.
Nautic South Africa is custom-developing five boarding craft for the South African Navy as part of the public sector Project Carol procurement process. The vessels will be delivered by December 2016.

The design brief for Project Carol requires a state-of-the-art, fully-equipped, composite craft capable of providing superior performance under demanding conditions. Nautic’s response to the brief is a 9 metre epoxy-infused vessel with twin Volvo D4-260 diesel stern drives that can take it to 38 knots. The boats are capable of carrying 10 crew members, with in-house developed shock mitigating seating for operational crew.

Designed to be deployed from the Navy’s frigates, the craft are solid-fendered, self-righting, and have provision for single-point lifting.

The vessels will be equipped with an advanced suite of equipment including military specification tactical communications; navigation and tracking systems; touch screen glass cockpit instrumentation; keyless starting; automatic fire suppression; a drop-in ammunition locker; a customized gun mount pintle interface; and a pre-heating umbilical cord system.

Like all Nautic vessels, they come with a comprehensive training and service support package.

The dti has designated the purchase and maintenance of working vessels as a sector to be covered by the Preferential Procurement Regulations that apply to public sector purchasing. At least 60% local content is now required. Since this designation in 2014, seven working vessel tenders have been advertised, with three local companies being awarded contracts worth around US$ 90 million. Over 200 new jobs have been created as a result.
Government support for investors

Invest SA

Investment South Africa (InvestSA) is a division of the South African Department of Trade and Industry (the dti). It provides investment promotion, facilitation and aftercare; geared towards fast-tracking projects and reducing government red tape. It was established on 1st April 2016 as a dedicated public-private sector partnership on investment.

InvestSA is rolling out a network of special advisory One-Stop-Shop offices. The first one will be the National One Stop Shop in Pretoria, and will open in financial year 2016/17. It will focus on regulatory matters, registration, permits and licensing; and will facilitate access to all relevant Government departments. The National One-Stop Shop will be replicated in nine provincial centres to be rolled out over the financial year 2017/18.

Invest SA is supported by an inter-ministerial committee on investment, which is comprised of 18 cabinet ministers. National departments have nominated focal points to fast track, unblock and reduce red tape in government.

InvestSA facilitates the increase in the quality and quantity of foreign and domestic direct investment by providing an investment recruitment, problem-solving and information service in order to retain and expand investment in South Africa and into Africa. InvestSA actively markets, promotes and facilitates investment in key high yielding growth sectors of the South African Economy. It offers the following services:

**Investment Information**
We offer specialist advisory services in the following areas:
- Economic Environment
- Regulatory Environment
- Legal Environment and Compliance
- Industrial Development and Financial Support
- Investment guides

**Investment Facilitation**
- Inter-governmental co-ordination and facilitation
- Licensing, company registrations and work permits
- Municipal facilitation
- Incentives facilitation
- Location analysis and facilitation
- Critical Infrastructure and utilities

**Broad-Based Black Economic Empowerment (BEEE)**
- Introduction to financial institutions and funding opportunities
- Priority sectors, designation and localisation
- Site visits and Business to Business Programs
- Partnerships with Stakeholders
- Company verifications
- Enterprise development and supplier development
- Introduction to raw material suppliers
- Advice on customs clearing
- Investment promotion and international investment missions
- Facilitation by dti representatives stationed world-wide

**Aftercare Services**
- Advice on recruitment, talent and skills
- Advice on lifestyle amenities
- Policy Advocacy
- Investor Surveys
- Business Forums
- Retention and Expansion services

**Visa support from the dti**
The dti can assist with visa applications from investors applying for Corporate of Business visas.

A Corporate visa allows for bulk employment of foreign nationals by approved businesses. Up to 40% of a company’s workforce may be eligible for temporary South African residence provided that applications are recommended by the dti and the Department of Labour. Corporate visas may be issued for up to three years.

Business visas are issued to people investing in new or existing businesses that will enhance South Africa’s national interests. The dti will recommend the issue of a business visa based on its assessment of the feasibility of the prospective business venture and the benefit it would have for the South African economy. For a business visa to be appropriate, a cash investment of at least ZAR 5 million is required, originating from outside the Republic. The capital contribution must be to new machinery or equipment.
Special Economic Zones, Customs Control Areas and valuable incentives make business easier and more profitable for all port users.

Operation Phakisa – Oceans Economy is a strategic government initiative to drive the country’s ocean economy forward. It has a mandate to speed and simplify the processes involved in creating, operating and using South Africa's ports and maritime businesses. Operation Phakisa - Oceans Economy builds on a rich bedrock of existing incentives, and is supported by initiatives such as Industrial Development Zones, Special Economic Zones and Customs Control Areas.

The South African Government offers a wide range of incentives for strategic industries, and to support skills development and job creation. More details, plus eligibility rules and application procedures, can be found at www.thedti.gov.za>financial assistance.

Incentives of special interest to participants in the Ocean Economy include:

**Critical Infrastructure Programme**
The CIP is a cost-sharing incentive available to approved applicants or infrastructure projects. Infrastructure is deemed "critical" to the investment if the investment would not take place without it, or if the investment would not operate optimally. The CIP offers a grant of 10% to 30% of the total qualifying infrastructure development costs, based on the likely resulting economic benefit. For agro-processing applicants, or projects that alleviate water and/or electricity dependency on the national grid, the grant may be up to 50%. The maximum grant is ZAR 50 million.

**Black Industrialists Scheme**
The scheme is designed to promote industrialisation, sustainable economic growth and transformation through the support of black-owned entities in the manufacturing sector. Eligible applicants must have a project requiring at least ZAR 30 million, and may receive a grant of 30% to 50% up to a maximum of ZAR 50 million. The grant can contribute to capital investment, feasibility studies, post-investment support and business development services.

**Capital Projects Feasibility Programme**
This programme contributes to the cost of feasibility studies that are likely to lead to projects that will increase local exports and stimulate the market for South African capital goods and services. The grant is capped at ZAR 8 million to a maximum of 50% of the total costs of the feasibility study for projects outside Africa, or 55% for projects in Africa.

**Export Marketing & Investment Assistance Scheme**
The scheme is intended to help South African companies export their products and services, and to attract foreign direct investment. It assists with the cost of exhibition participation, primary market research, and visits to potential foreign customers or investors. 12I Tax Allowance Incentive for companies in a Special Economic Zone

The Industrial Development Zones programme provides world class infrastructure and proximity to international ports to offer low cost and efficient logistics services. The existing IDZs have already attracted over 60 investors with an estimated investment value of some US$ 360 million. These investments are estimated to have created approximately 73 000 jobs. Recent legislation will see them converted to Special Economic Zones (SEZs), which have powerful additional incentives for approved activities:

- Employment tax incentive
- Accelerated depreciation on buildings
- Reduced corporate tax rate on qualifying projects (15% instead of 28%)

To make South Africa even more attractive for resupply, repair and maintenance, a number of Customs Control Areas are being rolled out in the IDZs. The first one is at Saldanha, designed to drive down costs and cycle time for the oil & gas sector. CCAs offer:

- Import duty rebate and VAT exemption on raw materials, machinery and assets to be used in production of products for export
- VAT suspension under specific conditions for supplies procured in South Africa;
- Efficient and expedited customs administration.

A CCA or free-port allows for the free movement of goods into and out of the CCA area. There are no time restrictions on the stored goods, no requirement to pay for bonded warehouse services, and no administrative requirements from Customs.
The existing Ocean Economy IDZs are:

**Coega IDZ**
The Coega IDZ is the largest IDZ in Southern Africa. It was designated in 2001 and was South Africa’s first Industrial Development Zone. It is located in the Nelson Mandela Bay Metropolitan Municipality in the Eastern Cape Province. The Coega IDZ leverages public sector investment to attract foreign and domestic direct investment in the manufacturing sector with an export orientation. The IDZ has attracted investment in agro-processing, automotive, aquaculture, energy, metals, logistics and business process services.

**Saldanha Bay IDZ**
This newly established IDZ will serve as the primary oil, gas and Marine Repair engineering and logistics services complex in Africa, servicing the needs of the upstream Oil Exploration Industry and Production service companies operating in the oil and gas fields off Sub-Saharan Africa. Situated approximately two hours north of Cape Town. The SBIDZ will include logistics, repairs and maintenance, and fabrication activities.

**Richards Bay IDZ**
The Richards Bay Industrial Development Zone is a purpose-built and secure industrial estate on the North-Eastern South African coast. The N2 business corridor links the Province's two major ports, Durban and Richards Bay, and connects with Maputo in Mozambique and, ultimately, areas of East Africa. The IDZ is linked to the international sea port of Richards Bay, tailored for manufacturing and storage of minerals and products to boost beneficiation, investment, economic growth and, most importantly, the development of skills and employment. First-world infrastructure allows for the full exploitation of the areas’ natural and strategic advantages. Through the superb industrial infrastructure, well-established network of shipments, tax and duty free incentives, the IDZ aims to encourage international competitiveness and the attraction of export-orientated manufacturing investment.

**East London IDZ**
Established in 2003, as part of the South African government initiative to improve industrial competitiveness and economic growth in the country, the zone has become a prime industrial park in South Africa, renowned for its customised solutions for various industries including automotive, agro-processing and aqua-culture. The East London IDZ offers growth-oriented companies a specialised manufacturing platform, innovative industrial and business solutions, access to new markets, and strategic industry networks.

**Dube Trade Port**
Dube TradePort is a catalyst for global trade and a portal between KwaZulu-Natal and the world. It is the only facility in Africa that brings together an international airport, a cargo terminal, warehousing, offices, a retail sector, hotels, and an agricultural area. Located 30km north of Durban, Dube TradePort is positioned between the two biggest sea ports in Southern Africa, and linked to the rest of Africa by road and rail.

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**12i Tax Allowance Incentive for companies in a Special Economic Zone**

All the Industrial Development Zones located at ports are being converted to Special Economic Zones. Companies located within an SEZ may qualify for the 12i Tax Allowance Incentive. This is designed to support both greenfield and brownfield investments, and incentivises capital investment and training. It provides investment allowances of:

- ZAR 900 million for any Greenfield project with preferred status
- ZAR 550 million for any other Greenfield project with qualifying status.
- ZAR 550 million for any Brownfield project with preferred status
- ZAR 350 million for any other Brownfield project with qualifying status.

An additional training allowance of R36 000 per full time employee may be deducted from taxable income; up to ZAR 20 million for a qualifying project, and ZAR 30 million for a preferred project.

For a greenfield project, a minimum investment in Qualifying Assets of ZAR 50 million is required; for a brownfield project, the minimum is ZAR 30 million. The project should:

- Upgrade an industry within South Africa (via an innovative process, cleaner production technology or improved energy efficiency);
- Provide general business linkages within South Africa;
- Acquire goods and services from small, medium and micro-sized enterprises (SMMEs);
- Provide skills development in South Africa.

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- Provide skills development in South Africa.
SEZ Fund For SEZ Infrastructure Development

Both the public sector and public-private partnerships (PPPs) will be involved in developing and operating SEZs. Potential models for involving private investors include:

- Lease of land parcels with secure title and development rights to private development groups;
- Build-Operate-Transfer approaches infrastructure and facilities with Government guarantees and/or financial support;
- Contracted private management for Government-owned zones;
- Lease of Government-owned assets by a private operator.

An SEZ fund has been designed to accelerate the growth of manufacturing and internationally traded service operations. It is intended to provide multi-year funding for SEZ infrastructure and operator performance improvement initiatives. The SEZ Fund will be available to suitable businesses that are already located in an SEZ, or in the process of setting up in an SEZ.


New incentives for ship owners to sail under the South African flag

South Africa is currently finalising the draft National Maritime Transport Policy. The Policy will include incentives to increase the number of vessels under the South African flag; attract local and foreign investors, and encourage the creation of meaningful jobs in the maritime transport sector.

A number of important incentives aimed at growing the South African ship register are already in place:
The Income Tax Act, No 58 of 1962 has been amended with a new section 12Q, exempting qualifying shipping companies involved in international shipping from income tax, capital gains tax, dividend tax and withholding tax on interest. Seafarers doing duty on qualifying ships are exempt from Pay As You Earn (PAYE) tax.

The Ports Regulator of SA has made concessions for Ships registered in terms of Chapter 4, Part 1 of the Ship Registration Act which are: 1) Built for conveyance for compensation of passengers or goods, and 2) Whether they are engaged in international or coastal trade. The discount is applicable year on year up to 31 March 2019 as follows: Vessels registered in 2016/17 will receive a 30% discount, Vessels registered in 2017/18 will receive a 20% discount, and Vessels registered in 2018/19 will receive a 10% discount.

South Africa has also resolved to adopt UNCTAD’s 40-40-20 principle for cargoes transported on the back of SA registered ships. The percentage share is not rigid, but is negotiable with the country’s trading partners.

Four vessels have taken the South African flag in the first half of 2016, with another 12 in progress.

The MT Lefkas is a bunker (ship fuelling) vessel, owned by Greek shipping group Aegean. Recently registered under the South African flag, it will be officially stationed at Port Elizabeth to supply fuel at sea to vessels sailing Africa’s southern oceans.

South Africa Incorporated

South Africa can bring a flexible combination of skills, know-how and financing to strategic African port projects.

Led by private or Government-owned institutions, world-class consortia can rapidly be assembled to build integrated solutions across engineering, operations, infrastructure design and transport planning.

To suit the strategic priorities of different countries and organisations, SA Inc. can undertake complex engineering projects, and implement financing options such as build-own-operate, or build-operate-transfer.

The right blend of capabilities, integrated with local content and employment opportunities, to provide world-class infrastructure: for Africa, by Africa.

To engage with South Africa Incorporated, start by contacting the Department of Trade & Industry Invest Sa One-Stop-Shop:

Dean Hoff
Tel: +27 12 394 1893
E-mail: dhoff@thedti.gov.za
The business environment is one of the best in major emerging markets

South Africa has strong institutions, including a strong civil service and a strong legal system. Among the major emerging economies, it has the best score on the corruption perceptions index (equal to Italy), and is one of the best in ease of doing business.

Transparency International Corruption Perceptions Index 2015
(a higher score is better)

World Bank Group Ease of doing business ranking 2015
(a lower rank is better)
South Africa is a major destination for foreign direct investment

South Africa is the dominant destination for FDI in sub-Saharan Africa: a testament to the underlying strength of its economy, businesses and institutions. FDI growth has averaged 4.7% in dollar terms since 2010, according to the latest African Economic Outlook.

Inward Foreign Direct Investment for major sub-Saharan Africa economies, 2014 (US$m)

South Africa has deep diplomatic ties with Africa’s major economies

Investors in South Africa’s Ocean Economy can benefit from the country’s extensive ties to the continent’s key economies. With the seven countries listed here, 125 Agreements are presently in-force, covering fields from education to defence, from taxation to technology. These practical and legal Agreements are supported by an extensive framework of Memoranda of Understanding and joint Declarations.

This means that investors who work with the South African government can draw on large reserves of goodwill and support.

To simplify investors’ administration and reduce working capital requirements, double taxation agreements are in place with major African markets such as Ghana, Kenya, Mozambique, Namibia, Nigeria and Tanzania, as well as with many of the World’s major economies.

In addition, South Africa has a number of key regional agreements in place. Its membership of the Southern African Customs Union (SACU) means that there is duty-free movement of goods between Botswana, Lesotho, Namibia and Swaziland. The Southern African Development Community (SADC) Free Trade Agreement allows for duty-free movement of 85% of goods types between the 12 member states.

An important development in the near future will be the ratification of the Tripartite Free Trade Area (TFTA) encompassing the 26 member countries of SADC, the East African Community (EAC) and the Common Market for Eastern and Southern Africa (COMESA). This will create a massive free trade zone for goods and, in a second phase, services. As well as driving market integration, the TFTA will support infrastructure development and industrial development. With its key position on the World’s liner shipping routes and its first-world infrastructure, South Africa will be the leading gateway into the TFTA.
Port and infrastructure construction and EPCM

Port and infrastructure delivery, for Africa and the World

Thanks to their roots in mining, South Africa’s EPCM and civil engineering companies have built some of the largest and most complex man-made structures in the world. And with eight major ports under continuous development in their home market, their specialised expertise in harbour and port construction is kept constantly up to date.

Many of the country’s listed construction companies have specific skills and experience in the marine or oil & gas sectors. South Africa’s construction industry handles around US$10 billion of projects annually, and has been first choice for clients in North America, Australia, Europe, the Middle East and Asia. In Africa, it has no equal.

For work on the African continent, our civil engineers’ skills can be complemented with port operations and management teams from Transnet, and from Government-owned development funding institutions.

The South African Government is deeply committed to the African Union’s Africa Integrated Maritime Strategy, with its drive towards integration, intra-regional trade and capacity building. Projects aligned to these goals can look for funding and structuring, from the Industrial Development Corporation or the Development Bank of South Africa.

As well as bringing premier-league technical and project management skills, South Africa’s construction industry comes with sophisticated funding models for contracts such as build-operate-transfer, or build-own-operate.

South Africa’s civil engineers have delivered everything required for productive, economic, easy-to-maintain ports; including wharves, floating docks, quays, piers, bulkheads, caissons, cellular docks, shipyards, bridges, structural jacking, marine piling, slipways, revetments, jetties, moles, breakwaters and dock basins. They also have a formidable reputation for on-time delivery.

Importantly, South African engineering companies are capable of delivering complex projects hundreds of kilometres from the nearest city, so they can deliver a complete chain of infrastructure from mine to plant to rail to highway to port, together with water supply and housing for the people who will live and work along its length. For investors in African ports infrastructure, whether government or private sector, ‘South Africa Incorporated’ brings the right mix of technical skills, financial capability, and knowledge transfer. Involving South African capabilities in a project enhances its African Content, and is in alignment with regional and bilateral trade agreements.

Project portfolio
South Africa’s construction and EPCM companies have built some of the world’s most impressive port and harbour infrastructure. Publicly-listed construction companies with significant marine or oil & gas experience include Aveng, Basil Read, Group 5, Murray & Roberts, Stefanutti Stocks, and WBHO. Between them, they have worked in all 48 countries in sub-Saharan Africa. Here is a small, illustrative sample of their work.

Richards Bay pier - KwaZulu-Natal province
by Basil Read. The work included the excavation for the quay wall and basin on 2,450,000m³ of sands, clays and hard material, as well as construction of a 580m long mass gravity concrete harbour wall, with an overall height of 23m and at 18m below mean sea level (image: Geoff Brown, Planet KB photography)

Durban Container Terminal
By Basil Read. Basil Read was the main contractor for the civil and paving works in the original project that created the first phase of the container terminal out of the old Pier 1. It also was responsible for the complete infrastructure for Phase 2. Durban is now one of the world’s top container ports.
Durban Harbour Entrance widening
by Group Five in a consortium with Dredging International. The project increased the channel width from 125m to 225m, and increased the channel depth from 12.8m to 16 to 19m. It involved demolishing 28,000 cubic metres of concrete structures and 12 major buildings, reinforcement of a 700m breakwater, and the construction of a 550m groyne. Over half a million tonnes of rock was placed around the breakwaters, together with thousands of Antifer armour units.

Papua New Guinea LNG project: marine jetty
by Murray & Roberts subsidiary Clough in a JV with BAM International. The 2.4 km jetty is designed to handle 90 to 100 cargos per year, with each cargo typically being loaded onto a 290m LNG carrier. The project also included design and construction of a substation platform, loading platform and single berth.

Sonils Logistics Base, Angola. Quay Wall Extension
by Murray & Roberts. A 408m extension of the container quay to provide additional berths at a new offshore oil and gas logistics base in Luanda. The project called for innovative engineering and logistics to cater for the limited availability of skilled labour, materials and construction equipment in Luanda in the immediate post-war era. The 280t counterfort units were precast in Saldanha, South Africa and transported by heavy lift vessel.

Ben Schoeman Harbour, Cape Town
by Stefanutti Stocks Marine. Widening of the existing 1100m long quay wall by 12.5m and deepening of the Ben Schoeman Basin. Steel tube piles were driven in by vibratory piling hammer, then rock socketed by a pile-top mounted drill rig before being filled with reinforced concrete. The structure is composed of precast beams and slabs tied together with an in-situ deck superstructure. This was constructed as an alternative solution to the postulated scheme, offering a safer and better-controlled final product.

Pipelines for South African Petroleum Refineries
by WBHO. Detailed design, supply and laying of replacement. The 7 existing petrochemical pipe lines run between the SAPREF refinery and National Port Authority at Durban harbour. The work includes 79.1 km of seamless carbon steel piping to be laid and welded in 16km of trenches. Pipe diameters vary from156mm to 365mm. The new pipe lines need to be laid in the existing 5m wide servitude above, amongst or below the existing lines while the existing lines are still in operation. Obstacles along the pipe route include two major storm water channels, 6 railway crossings, the Engen tanker gate, a bowling clubhouse and out buildings, 5 major road intersections with peak traffic in excess of 2500 vehicles per hour, and the Island View port complex at Durban harbour.
# Ports consulting services

*Port operations and management consulting from Africa’s most experienced port authority*

Transnet, which operates some of the world’s largest and most impressive ports, now offers its services across the African continent; either stand-alone or as part of an infrastructure development consortium.

Transnet offers planning; operations; engineering & maintenance; consulting & advisory, and training & development services.

**Planning**
The organisation has deep skills in short, medium and long term planning of rail, port and pipeline operations. It handles conceptual and feasibility studies, including advisory services for port cities; design of operations; business planning, and systems planning.

**Operations**
Already Africa’s largest port authority and terminal operator, Transnet can operate port, rail and pipeline facilities on clients’behalf, promoting the integration of port and rail solutions to generate seamless logistics solutions. It can also establish and operate seaport terminals, inland terminals and warehouse facilities.

**Engineering & maintenance**
Transnet can help clients extend their port equipment life-cycle through maintenance and equipment supply; and provide property life-cycle management and safety programs to reduce costs and improve working conditions.

**Consulting & advisory**
Consulting & advisory services include engineering, infrastructure & technical services for optimal rail, port and pipeline asset utilisation and planning, as well as EPCM. Transnet can also manage the installation, customisation and support of IT solutions for port terminals, and advise on port management, port authority and marine-related matters to improve focus and efficiency.

**Training & development**
As well as providing know-how and operational capability, Transnet offers skills transfer and formal training arrangements to help create sustainable organisations across Africa.

To engage Transnet’s consulting services, call the General Manager – Africa on 031 361 1176.

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Transnet is the leading port authority in Africa. It provides 127 vessel berths across the national port system, with a throughput of more than 160 million tons of cargo per year.

The organisation also has divisions that plan and manage an integrated inter-port network of highways, railways and pipelines.

It recently rolled out a US$5.5m Integrated Ports Management System to all eight of its major ports. The system is web-based, and automates previously manual processes used to monitor marine operations, vessel traffic services and terminal performance. It allows port operations to be managed across all eight ports in the network.

The system handles arrival notifications; dry dock applications, marine and supplementary service requests. It provides visibility of the slot system, vessel status, operational reports and general ports information. It also sends automated notifications via email and sms.

Transnet IPMS can be used from anywhere in the world by shipping lines, vessel agents, clearing and forwarding agents, cargo owners, container operators, and terminal operators.
Development funds for African ports and the Ocean Economy

South Africa can assist with ports infrastructure projects around Africa as a financing partner, as well as by bringing its world class engineering and project management capabilities.

There are two key development institutions with a suitable mandate: the Industrial Development Corporation, and the Development Bank of South Africa. Both are owned by the South African Government, and both are funded from their investment portfolios and from commercial credit markets. Together, they can bring from US$100,000 to US$150 million to bear on approved, strategic projects.

The DBSA is mainly focused on infrastructure projects in South Africa and across the continent. The IDC also supports SA and African infrastructure, but has a wider mandate and can fund South African manufacturing businesses.

South Africa is also home to a highly successful and well-regulated banking sector, and a number of major private equity funds.

The country’s banking sector has total assets of over US$300 billion, a total capital adequacy ratio of 13.7%, and is experienced in complex infrastructure funding. Its Private Equity funds have over US$10 billion under management.

Industrial Development Corporation
The IDC can structure funding using a range of instruments including debt, equity, quasi-equity, guarantees, trade finance, bridging finance and venture capital. It has Strategic Business Units that focus on mandated sectors. Of particular interest to Ocean Economy investors will be these SBUs:

Automotive and Transport Equipment
The objective of the Automotive and Transport Equipment SBU is to ensure both domestic and global competitiveness in the downstream manufacturing of automotive and transport machinery and related components. This includes building and repair of boats and ships.

Basic and Speciality Chemicals
The unit provides funding towards development of projects that seek to expand local production capabilities, replace imports, and enhance industry competitiveness, with the ultimate goal of lowering the cost to downstream consumers as well as overcoming supply challenges. The unit also invests in new chemical value chains, particularly those that give the industry a competitive edge. Oil & Gas is a key sub-sector.

Industrial Infrastructure
This SBU focuses projects that boost the country’s security of energy supply without adverse environmental effects. It also supports projects that boost industrial and logistics infrastructure, including ports. Other sub-sectors include green energy and energy efficiency.

Light Manufacturing
The Light Manufacturing SBU looks for projects that have high developmental impact, including value addition and manufacture for export. Sub-sectors or special relevance to the Ocean Economy include professional and scientific equipment, and radio and communication equipment.

Machinery and Equipment
This unit’s goal is to ensure globally and locally competitive downstream manufacturing of machinery and capital equipment. Sectors of special relevance to the Ocean Economy include:

- Oil, gas and water storage and distribution (reservoirs and tanks, bunkers/bullets, distribution components such as ducts, vessels, heat exchangers, pumps, valves actuators, compressors and measuring equipment)

Manufacture of lifting and handling equipment (cranes, lifts, elevators, conveyors, specialised parts for lifting and handling including buckets, shovels, grabs. Cargo/shipping containers.)
New Industries

The Unit’s objective is to support the most promising new and emerging industry value chains. Gas beneficiation is a prioritised value chain.

Abraaj invested in Southey’s growth plans, encouraged by its experienced management team and good cash flows and margins. Expansion to other African countries was a key part of Southey’s strategy, and the investment allowed the company to serve new growth markets such as the oil and gas industry on Africa’s East and West coasts.

A strategic review conducted by Southey and Abraaj led to the development of new service offerings such as a mobile maintenance facility designed to servicing the growing maritime traffic on the West African coastline. The facility is effectively a “shipyard in a box,” comprised of mobile, modular maintenance and repair workshop blocks that allow mobile shipyards to be operational 24 hours a day. The concept allows shipping companies to benefit from faster turnaround times by eliminating transit times to repair centres in Asia or Europe.

At the time of investment, Southey had a presence in South Africa, the DRC and Zambia. Abraaj’s funding and advice helped it to grow into Oman, Mauritius, Angola, Botswana, Gabon, Ghana and Tanzania. This resulted in revenue from countries outside of South Africa growing by 47% over the investment period.

DBSA International Financing Division

The International Finance Division (IFD) of the DBSA operates in African countries outside South Africa with a mandate to invest in infrastructure projects in its four main sectors: water, energy, transport and ICT. The main objective of the IFD is to facilitate trade in Africa through regional development and integration. The IFD aims to address the continent’s catalytic infrastructure needs through:

- Facilitating regional integration
- Supporting commodity-led industrialisation
- Promoting inclusive economic growth, and
- Strengthening value-added linkages into the global economy.

In order to achieve these objectives the IFD identifies key projects; prepares the projects in collaboration with supporting divisions, and finances the projects. Projects are sought that align to regional infrastructure corridors; to regional master plans, and to the relevant country’s National Strategic Infrastructure Plans.

As well as providing funding, the DBSA offers a range of advisory services including feasibility assessments, project preparation, and financial structuring.

The DBSA looks for projects of at least US$200m in value, and has provided funding of up to US$400m. Projects may include private sector participants and must have some public sector involvement or public sector benefit. The fund will usually provide from 30% to 50% of the required capital. It usually acts as the mandated lead arranger, in which role it manages the involvement of additional private sector capital.

The fund is currently involved in projects in many African countries, including the Republic of Congo, Ethiopia, Ghana, Mauritius, Namibia, Tanzania and Zambia.

In the Energy sector, a DBSA deal for Cenpower in Ghana won the 2014 Project Finance International (PFI) award for African Power Deal of the Year. The partnership included parties from South Africa, the Netherlands and Japan as well as public and private entities. Cenpower will provide 340 MW of power at the Tema Heavy Industrial Area, which will drive industrialisation in Ghana and support regional integration in West Africa.
Insurance

Some of the world’s most respected insurers have their home in South Africa, and SA is the dominant player in insurance on the continent. Its short-term insurers together have around US$7.2 billion of gross written premiums, and offer specialised products for transport and marine, engineering, guarantees and liabilities, property and accident & health cover.

The Export Credit Insurance Corporation provides export credit and foreign investment insurance solutions in support of South African Capital goods and services. The ECIC also underwrites medium and long-term loans, including equity investments for the export of capital goods and services from South Africa.

20m crewboats for West Africa. Construction by Veecraft Marine; financing by ABSA Bank; export credit insurance by the ECIC.

Financing, construction, erection, commissioning, operation and maintenance of a 40MW natural gas fired power plant and Project Facilities at Chokwe, Gaza Province, Mozambique.

Engineering Procurement Construction by Group Five; business management, project management, operations and maintenance by ADC projects; financing by the Public Investment Corporation, KDM and Investec; export credit insurance by the ECIC.
Investors in the Ocean Economy rely on a trained and educated workforce to deliver on their projects and business plans. Because the Ocean Economy is of strategic importance to South Africa, over 90 institutions around the country offer maritime-related programmes, building and maintaining the critical mass of skilled people on which the sector’s successful businesses depend.

Students come from all over the African continent, including Namibia, Kenya, Nigeria, Ghana, Mozambique Tanzania and Angola.

A wide range of maritime and marine-related degree programmes are offered by South Africa’s public universities, as well as programmes in subjects that support the wider ocean economy, such as civil and mechanical engineering, law, medicine, economics and business studies.

South Africa offers world-class education, training and certification for seafarers; ranging from high school subjects to university qualifications. Many of the courses are internationally recognised and in accordance with the International Maritime Organisation’s conventions.

Maritime studies are a strategic area for skills development in South Africa, with subjects such as Maritime Economics and Nautical Science now introduced at some high schools.

In addition to public universities, universities of technology, and technical vocational education and training colleges, more than 55 private institutions offer maritime related training. These are predominantly safety- and medical- related courses.

The South African International Maritime Institute (SAIMI) was established in response to demand from the maritime sector to coordinate maritime skills development, training, education and research.

SAIMI also manages the National Cadetship Programme which provides the practical training aboard international trading vessels required for students to qualify for the internationally-recognised STCW qualification. In addition to international shipping line partners, the cadet programme is also supported by the dedicated training vessel SA Agulhas I and other South African government-owned vessels.

Maritime education for Africa, from trade skills to PhDs
South Africa’s education system provides the broad range of trade and academic skills necessary to drive a top-class ocean economy.

Primary cluster

South Africa has 3,500 seafarers, and aims to more than double this by 2019.

South Africa’s ocean economy will be supported by a co-ordinated, national maritime skills development plan.

The South African International Maritime Institute (SAIMI) manages and co-ordinates five working groups, bringing together education and training providers; Government’s delivery units; industry representatives, and academic specialists in order to develop an integrated national plan.

Occupational qualifications are being rolled out for Able Seafarers in Technical Vocational Education & Training colleges from 2017. Further occupational qualifications are under development to produce skills in areas such as fishing and port operations, commercial diving, aids-to-navigation and maritime rescue coordination.

SAIMI is in the process of taking over administration of the National Cadetship Programme. The Programme trained seafarers for South African and international shipping lines by securing the practical sea-time required for students to complete their qualifications. It is currently run through tertiary programmes offered by the Cape Peninsula University of Technology and the Durban University of Technology; simulator and professional maritime training through private training providers, and experiential learning aboard the dedicated training vessel SA Agulhas.

The training programmes are compliant with IMO’s STCW regulations and are accredited by SAMSA. Qualifications will thus be both National Qualifications Framework aligned and internationally recognised.
The Programme will deliver:

- Deck Cadet Learnerships – Certificate of Competency as Officer of the Watch (STCW A-II/1). Applicable to foreign going and unlimited tonnage ships.

- Engineer Cadet Learnerships – Certificate of Competency as Officer of the Watch (STCW A-III/1). Applicable to foreign going and unlimited horsepower ships.

Examples of available vocational training

<table>
<thead>
<tr>
<th>Port industry</th>
<th>Training subjects</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cargo handling and storage</td>
<td>Stevedoring, rigging, cold storage operations</td>
</tr>
<tr>
<td>Terminal operations</td>
<td>Cargo handling equipment operation, terminal management</td>
</tr>
<tr>
<td>Marine services</td>
<td>Vessel traffic services, marine pilots, tug masters, engineers, ratings, berthing masters, berthing shorehands</td>
</tr>
<tr>
<td>Bunkering services</td>
<td>Barge masters, engineers, ratings</td>
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</tbody>
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Freight and logistics

<table>
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<tr>
<th>Sub-industry</th>
<th>Training subjects</th>
</tr>
</thead>
<tbody>
<tr>
<td>Freight forwarding</td>
<td>International trade and logistics</td>
</tr>
<tr>
<td>Clearing and forwarding</td>
<td>Customs clearance, international trade</td>
</tr>
<tr>
<td>Logistics, warehousing and storage</td>
<td>Logistics management</td>
</tr>
</tbody>
</table>

Vessel operations

<table>
<thead>
<tr>
<th>Sub-industry</th>
<th>Training subjects</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vessel management and crewing</td>
<td>Vessel manager, crewing manager, ship superintendent</td>
</tr>
<tr>
<td>Vessel planning</td>
<td>Vessel planner</td>
</tr>
<tr>
<td>Ship chartering</td>
<td>Maritime economics, international trade</td>
</tr>
</tbody>
</table>

Vessel construction and support

<table>
<thead>
<tr>
<th>Sub-industry</th>
<th>Training subjects</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vessel construction, repair and maintenance</td>
<td>Dockmaster, boilermaker, welder, millwright, sheet metal worker, fitter and turner, diesel mechanic, electrical engineer, composites fabrication, yacht and boatbuilding</td>
</tr>
<tr>
<td>Vessel bunkering</td>
<td>Bunker trading, bunker handling</td>
</tr>
<tr>
<td>Vessel agency</td>
<td>Ship agency</td>
</tr>
<tr>
<td>Stores and victualing supplies (ship chandlering)</td>
<td>Stores management</td>
</tr>
</tbody>
</table>
Many university-level courses, subjects and areas of research are applicable to careers in the Ocean Economy. A sample is shown here. The University of Cape Town (UCT), University of KwaZulu Natal (UKZN), and the University of Stellenbosch feature consistently in the Times Higher Education World University Rankings.
Featured Institution: The Transnet Maritime School of Excellence (MSoE)

The Transnet Maritime School of Excellence is a merger of the School of Ports and the School of Port Operations and is the first of its kind in South Africa.

The Maritime School of Excellence provided the ideal opportunity to provide skills development for South Africa and the rest of the subcontinent.

Transnet, which has spent about R2,5 billion in training over the last two years, amalgamated its different schools under the Transnet Academy. Campuses for Marine Training are situated at the old Durban airport site (main campus), and at satellite campuses in Richards Bay, Cape Town and Port Elizabeth.

Transnet is spending an unprecedented R7,7 billion on training as it drives to meet its capacity requirements in line with the Market Demand Strategy (MDS).

In 2015; 115 graduates have completed their training at Transnet’s specialist academy for maritime skills.

Featured Institution: S.A. Agulhas I

South Africa’s polar research vessel, the S.A. Agulhas I, retired in 2012 after more than 30 years of service for the South African National Antarctic Programme. The vessel was transferred to the South African Maritime Safety Authority (SAMSA) and re-commissioned as a training ship in 2012.

The SA Agulhas I complements the National Cadet Programme, which provides pre-sea training and secures training berths, in partnership with a number of international shipping lines, to enable South African cadets to obtain the practical sea-time needed to obtain the STCW Officer of the Watch (OOW) qualification. This qualification gives them access to global work opportunities in the shipping industry, and a career path from deck officer to Master, or engineer officer to Chief Engineer.
The South African Maritime Safety Authority ("SAMSA") was established in terms of the SAMSA Act, 1998.

SAMSA is responsible for administering the following pieces of legislation:

- Merchant Shipping Act, 1951
- Marine Traffic Act, 1981
- Marine Pollution (Control and Civil Liability) Act, 1981
- Carriage of Goods by Sea Act, 1986
- Marine Pollution (Prevention of Pollution from Ships) Act, 1986
- Marine Pollution (Intervention) Act, 1987
- Maritime Zones Act, 1994
- Wreck and Salvage Act, 1996
- SAMSA Act, 1998
- SAMSA Levies Act, 1998
- Ship Registration Act, 1998

The Centre for Policy and Regulatory Affairs is responsible for:

- Providing assistance to the Department of Transport in drafting and processing of the maritime statutes and policies
- Consultation with internal and external stakeholders (government departments and its entities, private stakeholders etc.) in developing legal instruments
- Advocating for the adoption of international regulations (Conventions, Protocols, Codes etc.) and assist in translating them into national laws including leveraging international best practice
- Providing regular updates to SAMSA on legislative and regulatory changes
- Conducting research on various legislative and regulatory frameworks that impact on SAMSA and making necessary recommendations
- Providing legal advice and opinions on maritime related issues as well as on corporate legal matters to government departments

The Department of Transport is presently working on a Comprehensive Maritime Transport Policy. This will cover maritime supply chains, including shipping and ports, as a link in an integrated and inter-modal transport system, joining South Africa and the region’s exporters and importers with their international markets and suppliers.

Among many other matters, the Policy is expected to include these areas of potential interest to investors:

- Maritime safety regulation
- Ports management and planning
- Ship and boat building and repairs
- Shipping and maritime logistics
- Maritime mode integration
- Coastal shipping and cabotage
- International maritime services
- Ship ownership, financing and registration
- State Support for the Industry in times of distress
- Institutional Arrangements and Co-operation
- Environmental and energy issues

The Comprehensive Maritime Transport Policy is expected to be finalised in the fourth quarter of 2016, and will guide the integrated governance, regulation and development of the ocean economy, and in particular of maritime transportation in South Africa.
Key legislation relevant to the ocean economy

**Maritime Zones Act 1994**
- Establishes maritime zones and the governing law of South African waters
- Also provides for laws to govern any installation that may be in South African waters

**Special Economic Zones Act 2014**
- Provides for the promotion, development, operation and management of Special Economic Zones (SEZs)
- Outlines the governance and funding model for SEZs

**Merchant Shipping (Maritime Security) Regulations 2004**
- Prohibits unlawful interference with maritime transport
- Establishes a safety and security regulatory framework for ships and other maritime transport operations

**National Environmental Management Act 1998**
- Provides for co-operative, environmental governance
- Establishes principles for decision-making on environmental matters

**National Ports Act 2005**
- Establishes the National Ports Authority and the Ports Regulator
- The Authority owns, manages, controls and administers all ports

**Environment Conservation Act 1989**
- Protects against any activities that may have a detrimental effect on the environment, including transportation and manufacturing

**Marine Traffic Act 1981**
- Regulates marine traffic in South Africa
- Provides laws for entry into and out of South African waters

**National Environmental Management: Integrated Coastal Management Act 2008**
- Establishes the norms, standards and policies for integrated coastal management
- Defines rights and duties related to coastal areas
- Controls dumping and pollution at sea
Appendix

Useful contacts

Public sector organisations

The Department of Trade and Industry
Investment Promotion
Dean Hoff Tel: +27 12 394 1893; E: Dhoff@thedti.gov.za
https://www.thedti.gov.za/trade_investment/investment.jsp

Invest SA One Stop Shop
Letta Kaseke Tel: +27 12 394 5935; E: lkaseke@thedti.gov.za
Nana Mkhwanazi Tel: +27 12 394 1325;
E: NMkhwanazi@thedti.gov.za

Switchboard
International callers: +27 (12) 394 9500, National callers: 0861 843 384

The Department of International Relations and Cooperation (DIRCO)
Telephone: +27 12 351 1000

Department of Environmental Affairs
Tel: 086 111 2468; E: callicentre@environment.gov.za

Department of Transport
Tel: 021 309 3000; E: KhozaC@dot.gov.za

Department of Energy
Tel: 012 406 7798/7473; E: info@energy.gov.za
Operation Phakisa - Oceans Economy
(Department of Environmental Affairs) Tel: +27 (0)12 399 9000

Trade and Investment KwaZulu-Natal, Tel: +27 (0) 12 346 4386

WESGRO, Cape Town and Western Cape, tourism, trade and investment, +27 21 487 8600

EThekwini Maritime Cluster, 031-3010950/9

Shipbuilding, vessel construction and repair

Damen Shipyards Cape Town
Tel: 021 447 1714; E: info@damen.co.za

DCD Marine Cape Town
Tel: 021 460 6000; E: marine@dcd.co.za

Dormac Marine & Engineering,
Tel: 031 274 1500; E: ship@dormac.net (Durban)
Tel: 021 512 2900; E: shipct@dormac.net (Cape Town)

Elgin Brown & Hamer
Tel: 031 205 6391; E: shiprep@ebh.co.za

FerroMarine Africa
Tel: 021 880 2070; E: info@ferromarinecape.co.za

Nautic Group
Tel: 021 200 0601; E: info@nauticafrica.com

Southern African Shipyards
Tel: 031 274 1800; E: enquiries@sa-shipyards.co.za

Port management and logistics

Transnet National Ports Authority (TNPA)
Tel: 011 351 9001; E: TNPA911@transnet.net

Transnet TPT
Tel: 031 308 8000; email addresses at: http://www.transnet-tpt.net/Contact/Pages/default.aspx

Transnet Consulting Services (Transnet Corporate)
Tel: 031 361 1176; E: Mervin.Chetty@transnet.net

Grindrod
Tel: 031 304 1451; W: grindrod@grindrod.co.za

Imperial
Tel: 011 372 6500; E: info@ih.co.za

Bidvest
Tel: 031 274 2400; E: khanyisile@bidterm.co.za
## MIASA Member Companies

<table>
<thead>
<tr>
<th>Company</th>
<th>Category</th>
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<th>email</th>
</tr>
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<tr>
<td>40 Knots</td>
<td>Services and Repairs</td>
<td>021 7861052</td>
<td><a href="mailto:dick@40knots.co.za">dick@40knots.co.za</a></td>
</tr>
<tr>
<td>Ace Boating</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>031 2050612</td>
<td><a href="mailto:dayalan@aceboating.co.za">dayalan@aceboating.co.za</a></td>
</tr>
<tr>
<td>Admiral Powercats</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>021 9314282</td>
<td><a href="mailto:info@admiralpowercats.com">info@admiralpowercats.com</a></td>
</tr>
<tr>
<td>All Pro Seats</td>
<td>Equipment and Accessories</td>
<td>021 5115205</td>
<td><a href="mailto:seatsales@all-pro.co.za">seatsales@all-pro.co.za</a></td>
</tr>
<tr>
<td>Angler Publications</td>
<td>Magazine</td>
<td>031 5722289</td>
<td><a href="mailto:bursik@mags.co.za">bursik@mags.co.za</a></td>
</tr>
<tr>
<td>Austral Marine</td>
<td>Monohull Boat Builders</td>
<td>0314682338</td>
<td><a href="mailto:don@australmarine.co.za">don@australmarine.co.za</a></td>
</tr>
<tr>
<td>Aqua Doctor / Auto Doctor</td>
<td>Services/Repair</td>
<td>013 2431905</td>
<td><a href="mailto:tracya@platinumad.co.za">tracya@platinumad.co.za</a></td>
</tr>
<tr>
<td>Bavaria Boats (Wiltel Marine)</td>
<td>Brokers/Dealers/Retail</td>
<td>021 5522556</td>
<td><a href="mailto:geoff@wiltel.co.za">geoff@wiltel.co.za</a></td>
</tr>
<tr>
<td>Bayside Marine</td>
<td>Services/Repair</td>
<td>0833904966</td>
<td><a href="mailto:timothyjacobs2015@gmail.com">timothyjacobs2015@gmail.com</a></td>
</tr>
<tr>
<td>Blue Peter Marine</td>
<td>Business Services</td>
<td>66868261669</td>
<td><a href="mailto:info@ceinspector.com">info@ceinspector.com</a></td>
</tr>
<tr>
<td>Boating World</td>
<td>Brokers/Dealers/Retail</td>
<td>0214180840</td>
<td><a href="mailto:info@boatingworld.co.za">info@boatingworld.co.za</a></td>
</tr>
<tr>
<td>Boatworld cc</td>
<td>Inflatables</td>
<td>0312060256</td>
<td><a href="mailto:boat.world@hit.co.za">boat.world@hit.co.za</a></td>
</tr>
<tr>
<td>Brandleader</td>
<td>Equipment and Accessories</td>
<td>100017280</td>
<td><a href="mailto:macb@brandleader.co.za">macb@brandleader.co.za</a></td>
</tr>
<tr>
<td>Budler Breakey &amp; Associates</td>
<td>Training</td>
<td>0844186063</td>
<td><a href="mailto:jennifer@budlerbreakey.com">jennifer@budlerbreakey.com</a></td>
</tr>
<tr>
<td>C-Dynamics</td>
<td>Equipment and Accessories</td>
<td>021 55503232</td>
<td><a href="mailto:info@c-dynamics.co.za">info@c-dynamics.co.za</a></td>
</tr>
<tr>
<td>Cape Town International Boat Show</td>
<td>Exhibition</td>
<td>0824118769</td>
<td><a href="mailto:dana@impactexpo.co.za">dana@impactexpo.co.za</a></td>
</tr>
<tr>
<td>Celtic Yachts</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>021 5562550</td>
<td><a href="mailto:tim@celticycachts.co.za">tim@celticycachts.co.za</a></td>
</tr>
<tr>
<td>Cullinan Marine (Central Boating &amp; Manex &amp; Power Marine)</td>
<td>Equipment and Accessories</td>
<td>0214248026</td>
<td><a href="mailto:david@centralboating.co.za">david@centralboating.co.za</a></td>
</tr>
<tr>
<td>Club Marine Insurance</td>
<td>Business Services</td>
<td>0861819219</td>
<td><a href="mailto:creniraw@telkomsa.net">creniraw@telkomsa.net</a></td>
</tr>
<tr>
<td>Cruiser Cats</td>
<td>Catamaran/Multihull Boat Builders</td>
<td>215510339</td>
<td><a href="mailto:shereen@cruisercats.com">shereen@cruisercats.com</a></td>
</tr>
<tr>
<td>D7 Boating</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>0344131496</td>
<td><a href="mailto:ingrid@d7boating.com">ingrid@d7boating.com</a></td>
</tr>
<tr>
<td>David Abromowitz &amp; Associates</td>
<td>Brokers/Dealers/Retail</td>
<td>021 419 0722</td>
<td><a href="mailto:rob@yachtbrokers.co.za">rob@yachtbrokers.co.za</a></td>
</tr>
<tr>
<td>Denise Design &amp; Upholstery</td>
<td>Equipment and Accessories</td>
<td>031 8235902</td>
<td><a href="mailto:denisedesignandupholstery@gmail.com">denisedesignandupholstery@gmail.com</a></td>
</tr>
<tr>
<td>Company</td>
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<tr>
<td>Du Toit Yacht Design</td>
<td>Business Services</td>
<td>021 9752580</td>
<td><a href="mailto:info@dtyd.co.za">info@dtyd.co.za</a></td>
</tr>
<tr>
<td>False Bay College</td>
<td>Training</td>
<td>0217011340</td>
<td><a href="mailto:Achmat.Geyer@falsebay.org.za">Achmat.Geyer@falsebay.org.za</a></td>
</tr>
<tr>
<td>Falx Trading</td>
<td>Equipment and Accessories</td>
<td>083 2999775</td>
<td><a href="mailto:axel@falx.co.za">axel@falx.co.za</a></td>
</tr>
<tr>
<td>FG Marine</td>
<td>Monohull Boat Builders</td>
<td>032 4591420</td>
<td><a href="mailto:fgmarine@mweb.co.za">fgmarine@mweb.co.za</a></td>
</tr>
<tr>
<td>Fluidco Hydraulic Systems</td>
<td>Equipment and Accessories</td>
<td>021 5110590</td>
<td><a href="mailto:sales5@fluidco.co.za">sales5@fluidco.co.za</a></td>
</tr>
<tr>
<td>Frigomar SRL</td>
<td>Equipment and Accessories</td>
<td>021 4186032</td>
<td><a href="mailto:b.cerrai@frigomar.com">b.cerrai@frigomar.com</a></td>
</tr>
<tr>
<td>Fusion Power Boats</td>
<td>Monohull Boat Builders</td>
<td>044 3820940</td>
<td><a href="mailto:info@fusionpowerboats.com">info@fusionpowerboats.com</a></td>
</tr>
<tr>
<td>GAC Laser</td>
<td>Business Services</td>
<td>021 5283700</td>
<td><a href="mailto:simonh@gacalaser.co.za">simonh@gacalaser.co.za</a></td>
</tr>
<tr>
<td>Garmin SA</td>
<td>Equipment and Accessories</td>
<td>011 251 9999</td>
<td><a href="mailto:Chris.Gillitt@garmin.com">Chris.Gillitt@garmin.com</a></td>
</tr>
<tr>
<td>Gaw Marine</td>
<td>Monohull Boat Builders</td>
<td>061 6869652</td>
<td><a href="mailto:greg@gawmarine.co.za">greg@gawmarine.co.za</a></td>
</tr>
<tr>
<td>Gecat Marine</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>042 2940132</td>
<td><a href="mailto:gecatboats@wol.co.za">gecatboats@wol.co.za</a></td>
</tr>
<tr>
<td>Gemini Marine</td>
<td>Inflatable</td>
<td>021 5340617</td>
<td><a href="mailto:gerhard@gemini-marine.com">gerhard@gemini-marine.com</a></td>
</tr>
<tr>
<td>Glass Fibre Creations</td>
<td>Equipment and Accessories</td>
<td>0724973262</td>
<td><a href="mailto:pjbuchner@live.com">pjbuchner@live.com</a></td>
</tr>
<tr>
<td>G Wind Marine &amp; Spars</td>
<td>Monohull Boat Builders</td>
<td>031 7002908</td>
<td><a href="mailto:craig@gwindustries.com">craig@gwindustries.com</a></td>
</tr>
<tr>
<td>Harken South Africa</td>
<td>Equipment and Accessories</td>
<td>021 511 3244</td>
<td><a href="mailto:gideon@harken.co.za">gideon@harken.co.za</a></td>
</tr>
<tr>
<td>Harvey Yachts</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>044 3820439</td>
<td><a href="mailto:laura@harveyachts.com">laura@harveyachts.com</a></td>
</tr>
<tr>
<td>High And Dry Boatlifts</td>
<td>Equipment and Accessories</td>
<td>021 8459661</td>
<td><a href="mailto:ben@highanddry.co.za">ben@highanddry.co.za</a></td>
</tr>
<tr>
<td>Honda Motor Southern Africa</td>
<td>Engine Systems</td>
<td>011 0581100</td>
<td><a href="mailto:Leshzek.Lotze@honda-eu.com">Leshzek.Lotze@honda-eu.com</a></td>
</tr>
<tr>
<td>Icarus Marine</td>
<td>Business Services</td>
<td>021 4474545</td>
<td><a href="mailto:info@icarusmarine.com">info@icarusmarine.com</a></td>
</tr>
<tr>
<td>Intrinsys</td>
<td>Business Services</td>
<td>011609 1714</td>
<td><a href="mailto:info@intrinsysmarine.com">info@intrinsysmarine.com</a></td>
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<tr>
<td>Jacobs Bros Boat Builders</td>
<td>Monohull Boat Builders</td>
<td>0827455405</td>
<td><a href="mailto:fuad@jacobsbros.com">fuad@jacobsbros.com</a></td>
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<tr>
<td>Jo Fensham Yacht Upholstery</td>
<td>Equipment and Accessories</td>
<td>0217855244</td>
<td><a href="mailto:tariq@jofensham.com">tariq@jofensham.com</a></td>
</tr>
<tr>
<td>KD Marine Design</td>
<td>Business Services</td>
<td>021 8016629</td>
<td><a href="mailto:keith@kdmarine.com">keith@kdmarine.com</a></td>
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<tr>
<td>Company</td>
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<tr>
<td>Knysna Yacht Company</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>0443822847</td>
<td><a href="mailto:admin@knysnayachtco.com">admin@knysnayachtco.com</a></td>
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<tr>
<td>KZN Leisure Boats</td>
<td>Services/Repair</td>
<td>031 2050631</td>
<td><a href="mailto:classictrade@telkomsa.net">classictrade@telkomsa.net</a></td>
</tr>
<tr>
<td>Lalizas Marine RSA (PTY) LTD</td>
<td>Equipment and Accessories</td>
<td>021 5104021</td>
<td><a href="mailto:rsa@lalizas.co.za">rsa@lalizas.co.za</a></td>
</tr>
<tr>
<td>Landsberg &amp; Assoc.</td>
<td>Business Services</td>
<td>021 8511314</td>
<td><a href="mailto:dnl@landsberglaw.com">dnl@landsberglaw.com</a></td>
</tr>
<tr>
<td>Lavranos Marine Design</td>
<td>Business Services</td>
<td>+64 9 480 2232</td>
<td><a href="mailto:lavranos@ihug.co.nz">lavranos@ihug.co.nz</a></td>
</tr>
<tr>
<td>Leisure Boating magazine</td>
<td>Magazine</td>
<td>0217024200</td>
<td><a href="mailto:dean@leisureboating.co.za">dean@leisureboating.co.za</a></td>
</tr>
<tr>
<td>Leisure Craft cc</td>
<td>Inflatable</td>
<td>031 7015324</td>
<td><a href="mailto:boatboyz@telkomsa.net">boatboyz@telkomsa.net</a></td>
</tr>
<tr>
<td>Leopard Catamarans</td>
<td>Brokers/Dealers/Retail</td>
<td>0212001825</td>
<td><a href="mailto:southafrica@leopardcatamarans.com">southafrica@leopardcatamarans.com</a></td>
</tr>
<tr>
<td>Lowrance SA</td>
<td>Equipment and Accessories</td>
<td>031 3686649</td>
<td><a href="mailto:sales@lowrance.co.za">sales@lowrance.co.za</a></td>
</tr>
<tr>
<td>Magson Marine</td>
<td>Services/Repair</td>
<td>021 8547500</td>
<td><a href="mailto:ernie@magonmarine.com">ernie@magonmarine.com</a></td>
</tr>
<tr>
<td>Marine &amp; General Engineering</td>
<td>Multihull &amp; Commercial Boat Builders</td>
<td>0314615008</td>
<td><a href="mailto:ashleyg@marineandgeneral.co.za">ashleyg@marineandgeneral.co.za</a></td>
</tr>
<tr>
<td>Marine Dynamic Tours</td>
<td>Brokers/Dealers/Retail</td>
<td>0828952736</td>
<td><a href="mailto:susan@isales.co.za">susan@isales.co.za</a></td>
</tr>
<tr>
<td>Marine Radio Acoustic Devices</td>
<td>Equipment and Accessories</td>
<td>021 5594003</td>
<td><a href="mailto:susan@mrad.co.za">susan@mrad.co.za</a></td>
</tr>
<tr>
<td>Matrix Yachts</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>021 5567179</td>
<td><a href="mailto:info@matrix-yachts.com">info@matrix-yachts.com</a></td>
</tr>
<tr>
<td>MJ Whiting &amp; Co.</td>
<td>Business Service</td>
<td>021 5315703</td>
<td><a href="mailto:whiting@icon.co.za">whiting@icon.co.za</a></td>
</tr>
<tr>
<td>Maverick Yachts</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>0215527752</td>
<td><a href="mailto:rudi@maverickyachts.co.za">rudi@maverickyachts.co.za</a></td>
</tr>
<tr>
<td>Natal Caravans &amp; Marine</td>
<td>Brokers/Dealers/Retail</td>
<td>031 7027291</td>
<td><a href="mailto:info@natalcaravans.co.za">info@natalcaravans.co.za</a></td>
</tr>
<tr>
<td>Natal Power Boats</td>
<td>Brokers/Dealers/Retail</td>
<td>031 305 8081</td>
<td><a href="mailto:ruli@npb.co.za">ruli@npb.co.za</a></td>
</tr>
<tr>
<td>Nauti-Tech</td>
<td>Services/Repair</td>
<td>041 5851481</td>
<td><a href="mailto:ian@nauti-tech.co.za">ian@nauti-tech.co.za</a></td>
</tr>
<tr>
<td>Nautic Africa</td>
<td>Business Services</td>
<td>0212000601</td>
<td><a href="mailto:Camilla@nauticafrica.com">Camilla@nauticafrica.com</a></td>
</tr>
<tr>
<td>Nautic South Africa</td>
<td>Business Services</td>
<td>0212000601</td>
<td><a href="mailto:keith@nauticsa.com">keith@nauticsa.com</a></td>
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<tr>
<td>Nautique Marketing Communications</td>
<td>Equipment and Accessories</td>
<td>021 4471216</td>
<td><a href="mailto:info@nautique.co.za">info@nautique.co.za</a></td>
</tr>
<tr>
<td>Navylec/Annecy Electronique sas</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>+33 689704348</td>
<td><a href="mailto:gil.daver@navylec.com">gil.daver@navylec.com</a></td>
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## MIASA Member Companies (continued)

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<th>Company</th>
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<tr>
<td>Nexus Yachts</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>042 2940321</td>
<td><a href="mailto:roger@nexusyachts.com">roger@nexusyachts.com</a></td>
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<tr>
<td>NG Yacht Management</td>
<td>Business Services</td>
<td>0829765719</td>
<td><a href="mailto:info@yachtmanagement.co.za">info@yachtmanagement.co.za</a></td>
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<tr>
<td>Novamarine</td>
<td>Equipment and Accessories</td>
<td>0215064300</td>
<td><a href="mailto:marks@novamarine.co.za">marks@novamarine.co.za</a></td>
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<tr>
<td>Peak Season/Starbrite Africa</td>
<td>Equipment and Accessories</td>
<td>0822956090</td>
<td><a href="mailto:info@peakseason.co.za">info@peakseason.co.za</a></td>
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<tr>
<td>Pelagic PWC</td>
<td>Equipment and Accessories</td>
<td>0820714406</td>
<td><a href="mailto:jeremy@pelagicpwc.com">jeremy@pelagicpwc.com</a></td>
</tr>
<tr>
<td>Phoenix Marine</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>021 5771072</td>
<td><a href="mailto:clinton@phoenixcatamarans.com">clinton@phoenixcatamarans.com</a></td>
</tr>
<tr>
<td>Pitts Marine &amp; Industrial cc</td>
<td>Services/Repair</td>
<td>033 3944586</td>
<td><a href="mailto:sales@pittsmarine.co.za">sales@pittsmarine.co.za</a></td>
</tr>
<tr>
<td>Pronto Clearing</td>
<td>Business Services</td>
<td>021 5515692</td>
<td><a href="mailto:craig@prontoclearing.co.za">craig@prontoclearing.co.za</a></td>
</tr>
<tr>
<td>Rapid Mining cc</td>
<td>Commercial Boat Builders</td>
<td>0836301380</td>
<td><a href="mailto:gavinjohn@outlook.com">gavinjohn@outlook.com</a></td>
</tr>
<tr>
<td>Rhino Marine Products</td>
<td>Commercial Boat Builders</td>
<td>082 960 0591</td>
<td><a href="mailto:info@rhinomarineboats.com">info@rhinomarineboats.com</a></td>
</tr>
<tr>
<td>Robertson and Caine</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>0214485666</td>
<td><a href="mailto:gavin@robertsonandcaine.com">gavin@robertsonandcaine.com</a></td>
</tr>
<tr>
<td>Royal Cape Catamarans</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>031 7005165</td>
<td><a href="mailto:kjbstyle@iafrica.com">kjbstyle@iafrica.com</a></td>
</tr>
<tr>
<td>Sailing Magazine</td>
<td>Magazine</td>
<td>031 7096087</td>
<td><a href="mailto:sailing@iafrica.com">sailing@iafrica.com</a></td>
</tr>
<tr>
<td>Scape Yachts</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>021 8454371</td>
<td><a href="mailto:kevin@scapeyachts.co.za">kevin@scapeyachts.co.za</a></td>
</tr>
<tr>
<td>Seascape Marine Services</td>
<td>Engine Systems</td>
<td>021 5118201</td>
<td><a href="mailto:jdejong@seascapemarine.co.za">jdejong@seascapemarine.co.za</a></td>
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<tr>
<td>Seascape Stainless Steel Services</td>
<td>Equipment and Accessories</td>
<td>0215117763</td>
<td><a href="mailto:info@seascapesss.com">info@seascapesss.com</a></td>
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<tr>
<td>Southern Power Products</td>
<td>Engine Systems</td>
<td>0215110653</td>
<td><a href="mailto:noel@southernpower.co.za">noel@southernpower.co.za</a></td>
</tr>
<tr>
<td>Southern Spars Cape Town</td>
<td>Equipment and Accessories</td>
<td>0215553470</td>
<td><a href="mailto:richard.stubbs@za.southernspars.com">richard.stubbs@za.southernspars.com</a></td>
</tr>
<tr>
<td>Southern Wind Shipyard</td>
<td>Monohull Boat Builders</td>
<td>0216378043</td>
<td><a href="mailto:alberto@sws-za.co.za">alberto@sws-za.co.za</a></td>
</tr>
<tr>
<td>Stealth Yachts</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>021 9314420</td>
<td><a href="mailto:ralph@stealthyachts.com">ralph@stealthyachts.com</a></td>
</tr>
<tr>
<td>St Francis Marine</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>042 2940181</td>
<td><a href="mailto:stfranciscat@intekom.co.za">stfranciscat@intekom.co.za</a></td>
</tr>
<tr>
<td>Supreme Leisure &amp; Boating</td>
<td>Services/Repair</td>
<td>046-6244826</td>
<td><a href="mailto:sales@supremeleisure.co.za">sales@supremeleisure.co.za</a></td>
</tr>
<tr>
<td>Suzuki Auto South Africa</td>
<td>Engine Systems</td>
<td>011 5741900</td>
<td><a href="mailto:tanjam@suzukiauto.co.za">tanjam@suzukiauto.co.za</a></td>
</tr>
<tr>
<td>Company</td>
<td>Category</td>
<td>Telephone</td>
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</tr>
<tr>
<td>Tag Yachts</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>042 2941064</td>
<td><a href="mailto:tim@tagyachts.com">tim@tagyachts.com</a></td>
</tr>
<tr>
<td>Tallie Marine</td>
<td>Commercial Boat Builders</td>
<td>022 7361283</td>
<td><a href="mailto:anton@talliemarine.com">anton@talliemarine.com</a></td>
</tr>
<tr>
<td>Tedder Yachts</td>
<td>Brokers/Dealers/Retail</td>
<td>021 4215565</td>
<td><a href="mailto:tedder@intekom.co.za">tedder@intekom.co.za</a></td>
</tr>
<tr>
<td>T-Craft/Legacy Marine</td>
<td>Commercial Boat Builders</td>
<td>0414632959</td>
<td><a href="mailto:gary.tait@ofgroup.co.za">gary.tait@ofgroup.co.za</a></td>
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<tr>
<td>Triboating</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>031 9025377</td>
<td><a href="mailto:triboating@gmail.com">triboating@gmail.com</a></td>
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<tr>
<td>TRU Yachts</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>0832945845</td>
<td><a href="mailto:chris@truayas.com">chris@truayas.com</a></td>
</tr>
<tr>
<td>Two Oceans Marine Manufacturing</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>021 4487902</td>
<td><a href="mailto:mark@2oceans.co.za">mark@2oceans.co.za</a></td>
</tr>
<tr>
<td>Ullman Sails RSA</td>
<td>Equipment and Accessories</td>
<td>0215931620</td>
<td><a href="mailto:tony@ullmansailsrsa.com">tony@ullmansailsrsa.com</a></td>
</tr>
<tr>
<td>Vee Craft Marine</td>
<td>Commercial Boat Builders</td>
<td>021 5116412</td>
<td><a href="mailto:info@veecraft.com">info@veecraft.com</a></td>
</tr>
<tr>
<td>Vetus Maxwell</td>
<td>Equipment and Accessories</td>
<td>021 5524275</td>
<td><a href="mailto:abeck@vetus.com">abeck@vetus.com</a></td>
</tr>
<tr>
<td>Viking Life-Saving Equipment SA</td>
<td>Equipment and Accessories</td>
<td>021 5075879</td>
<td><a href="mailto:Viking-sa@viking-life.com">Viking-sa@viking-life.com</a></td>
</tr>
<tr>
<td>Vision Yachts</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>044 3820940</td>
<td><a href="mailto:info@visionyards.com">info@visionyards.com</a></td>
</tr>
<tr>
<td>Voyage Yachts</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>021 5106375</td>
<td><a href="mailto:info@voyageyachts.co.za">info@voyageyachts.co.za</a></td>
</tr>
<tr>
<td>Watermark Marine</td>
<td>Catamarans/Multihull Boat Builders</td>
<td>044 3825334</td>
<td><a href="mailto:markw@watermarkmarine.co.za">markw@watermarkmarine.co.za</a></td>
</tr>
<tr>
<td>Wayne Robertson Yachts</td>
<td>Monohull Boat Builders</td>
<td>021 7011577</td>
<td><a href="mailto:wayne@waynerobertsonyachts.co.za">wayne@waynerobertsonyachts.co.za</a></td>
</tr>
<tr>
<td>Welding Fabrication Services</td>
<td>Services/Repair</td>
<td>021 5515677</td>
<td><a href="mailto:heather@weldingservices.co.za">heather@weldingservices.co.za</a></td>
</tr>
<tr>
<td>Yachtport SA</td>
<td>Business Services</td>
<td>022 714 4064</td>
<td><a href="mailto:cindy@yachtporsa.co.za">cindy@yachtporsa.co.za</a></td>
</tr>
<tr>
<td>Yamaha Distributors</td>
<td>Engine Systems</td>
<td>031 7106400</td>
<td><a href="mailto:gregb@yamaha.co.za">gregb@yamaha.co.za</a></td>
</tr>
<tr>
<td>Yacht and Power Sales</td>
<td>Broker</td>
<td>0834443630</td>
<td><a href="mailto:chris@yachtandpowersales.com">chris@yachtandpowersales.com</a></td>
</tr>
<tr>
<td>ZF Services</td>
<td>Engine Systems</td>
<td>0219506300/6307</td>
<td><a href="mailto:gerd.bauer@zf.com">gerd.bauer@zf.com</a> (Cape Town)</td>
</tr>
</tbody>
</table>
Construction/EPCM

Aveng
Tel: 011 779 2800; enquiries form at: http://www.aveng.co.za/contact-us/enquiries-form

Basil Read
Tel: 011 418 6300; enquiries for at: http://www.basilread.co.za/contact-us.php?pagename=Contact%20Us

Group Five
Tel: 010 060 1555; e: info@groupfive.co.za

Murray & Roberts
Tel: 011 456 6200; e: info@murrob.com

Stefanutti Stocks
Tel: 011 571 4300; e: holdings@stefstocks.com

WBHO
Tel: 011 321 7200; e: wbho@wbho.co.za

Industrial Development Zones

Coega IDZ
Tel: 041 403 0400; contact via form at: http://www.coega.co.za/Feedback.aspx?objID=83
Saldanha Bay IDZ
Tel: 087 095 0261; e: info@sbidz.co.za
Richards Bay IDZ
Tel: 035 788 0571; e: info@rbidz.co.za

East London IDZ
Tel: 043 702 8200; e: info@elidz.co.za
Dube Trade Port
Tel: 032 814 0000; e: info@dubetradeport.co.za

Training institutions

South African International Maritime Institute (SAIMI)
Tel: 041 504 4038; e: info@saimi.co.za

Regulatory bodies

The South African Maritime Safety Authority (SAMSA)
Contact information at: http://www.samsa.org.za/contact-information or contact via form at: http://www.samsa.org.za/contact

Oil & Gas infrastructure

MOGS Oil & Gas Services
Tel: 021 913 7000; contact via form at: http://mogs.co.za/contact-us/

Financial services

Export Credit Insurance Corporation of South Africa SOC Ltd (ECIC)
Tel: +27 12 471 3800; e: info@ecic.co.za

Industrial Development Corporation (IDC )
Tel: 011 269 3000; e: callcentre@idc.co.za

Classification Societies

American Bureau of Shipping
Tel: 031 267 1522; e: ABSDurban@eagle.org

Bureau Veritas: 031 337 2222; contact via form at: http://www.bureauveritas.co.za/home/contact_form

China Classification Society
Tel: 021 551 2429; e: ccscct@ccs.org.cn; ccscct@ccs-eu.net

Det Norske Veritas
Tel: 031 202 0120; contact via form at: https://www.dnvgl.com/maritime/contact/general-enquiry.html

Germanischer Lloyd
See Det Norske Veritas (the two organisations are now merged)

Korean Register of Shipping
Tel: 031 207 5093; e: durban@krs.co.kr

Lloyd's Register
Tel: 031 305 4441; contact via form at: http://www.lrqa.co.za/help-and-support/Contact-LRQA/form.aspx

Nippon Kaiji Kyokai
Tel: 031 332 3600; e: do@classnk.or.jp

RINA Services
Tel: 082 346 4433; e: hillcrest.marine@rina.org

Russian Maritime Register of Shipping
Tel: 021 433 2650; e: s.africa@rs-class.org
Industry associations

International Bunker Industry Association (Southern Africa),
Tel: 021 790 5318
E: tahra.sergeant@ibia.net

International Marine Certification Institution (South Africa inspections by Blue Peter Marine)
Tel: 072 776 8508; e: info@ceinspector.com

Marine Industry Association South Africa (MIASA)
Tel: 021 791 1052; e: info@miasa.co.za

The South African Oil & Gas Alliance (SAOGA)
Tel: 021 425 8840; contact at http://www.saoga.org.za/contact-us

South African Association of Shipbuilders and Repairers (SAASR),
E: info@saasr.co.za

South African Association of Freight Forwarders (SAAFF)
Tel: 011 455 1726; e: mterbeest@saaff.org.za

South African Association of Ship Operators and Agents (SAAOSA)
Tel: 0 31 266 1384; contact at:
http://www.saaso.com/index.php/contact-us

The Aerospace, Maritime and Defence Industries Association of South Africa (AMD)
Tel: 012 752 5880 / 2 ; e: magda@amd.org.za

The South African Boat Builders Export Council (SABBEX),
Tel: 072 836 3998 | 082 635 3282; e: info@sabbex.co.za

The South African Institute of Marine Engineers and Naval Architects (SAIMENA),
E: saimena@webafrica.org.za

Recommended further reading

Transnet National Ports Authority: Long Term Port Development Plan 2015
http://www.transnet.net/BusinessWithUs/LTPF%202015/4_LTPF%202015_Port%20Dev_24%20Aug_LR.pdf

Transnet National Ports Authority: Oil and Gas Investment Opportunities in the South African Ports through Operation Phakisa

The Department of Trade & Industry: South Africa: Investor’s Handbook 2014/15


Ports Regulator of South Africa: South African Port Capacity and Utilisation Report 2015/16


Department of Trade & Industry: Special Economic Zones Tax Incentive Guide

Industrial Development Corporation: Africa Unit (IDC-africa-brochure.pdf)

Development Bank of South Africa: 2015 Integrated Annual Report
South Africa’s economy is the most affluent in sub-Saharan Africa, supported by the strongest infrastructure.

South Africa has sub-Saharan Africa’s highest GDP per capita, and its best infrastructure. This means investors are able to site major projects and production facilities here, with world-standard logistics, power, data networks and telecoms. It also means that South Africa’s large towns and cities have the amenities that a connected global workforce expects.
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- Group Five
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- Murray & Roberts
- Nautic Africa
- Rhino Marine
- Transnet Port Terminals
- Transnet National Ports Authority
- South African National Antarctic Programme
- South African Oil and Gas Alliance
- Southern African Shipyards
- Stefanutti Stocks
- Sunrise Energy
- WBHO Construction