What our clients have to say

"The SAGCC was our first port of call for market entry in South Africa. The information and contacts of the Chamber were helpful in founding our branch in the country. Participation in delegation tours and events of the Chambers in sub-Saharan Africa has enabled us to build a network of partners and clients in Africa in a cost- and time-efficient manner."

- Dennis Thiel, Director Sales, Anaergia Africa

"The Energy Efficiency Export Initiative directed us to the delegation to South Africa in June organised by SAGCC. It was an excellent and well-prepared agenda with high-level and very valuable B2B-meetings. We were able to generate win-win results. Our colleagues in South Africa will continue the discussions. I would definitely recommend a delegation organised by the Chamber. We are grateful for the invitation and the very professional and friendly support."





Getty Images/PeopleImages

"LUNOS participated in an event organised by the SAGCC in Johannesburg in the context of the Energy Efficiency Export Initiative at the end of May. Our goal was to find a suitable import partner for LUNOS and to explore the market. On the one hand, the event was intended to provide us with a professional platform for the presentation of our company and, on the other hand, we had the expectation that the Chamber would familiarise us with the relevant market players. We started on the way back to Germany with the certainty of having several potential partners in the selection. For us, this type of market entry has been very successful in recent years and therefore we will be back for more in the future!"

- Andreas Lehmann, Dipl.-Kfm. (FH), Geschäftsleitung, LUNOS Lüftungstechnik GmbH für Raumluftsysteme

"Our company was invited to a sourcing outbound delegation in Berlin, which was organised by the SAGCC. The Chamber was able to help us secure our VISAs and organise our travel arrangements in no time flat. From landing in Berlin until the day we left, everything was arranged: from the site visits, to advising us on how to do business in Germany. These services made us so comfortable and took most of the stress off of us as delegates. At the sourcing event, the Chamber made our meetings with clients go smoothly with the highest level of professionalism. In fact, I believe they did a better job promoting my products and introducing my company than I did! The Chamber is extraordinary and an asset to us from South Africa. I cannot wait to deal with them again."

Koorts Liebenberg, CEO of Seascape Stainless Steel Services

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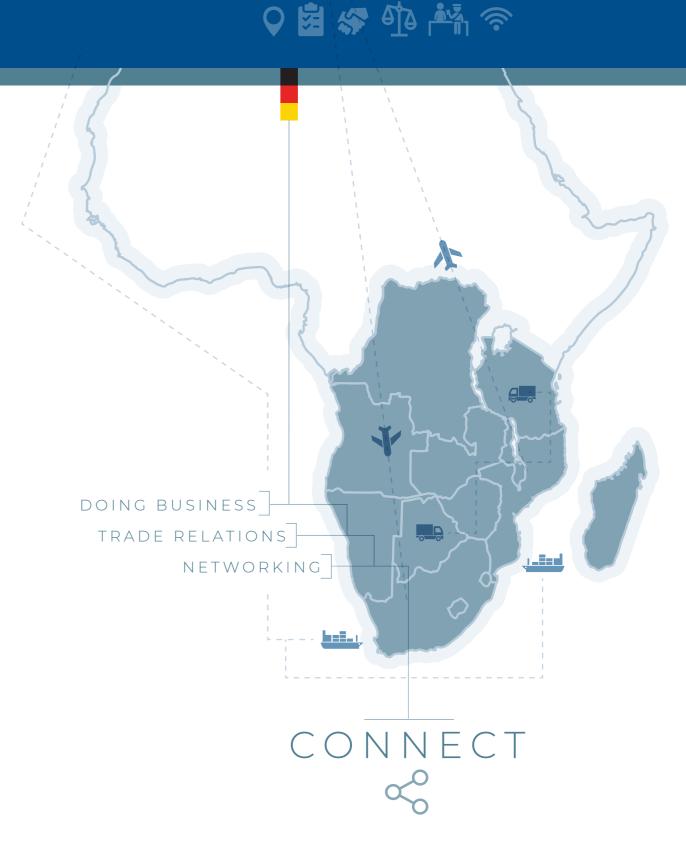




Your experienced partner for bilateral business relations









Deutsche Industrie- und Handelskammer für das südliche Afrika Southern African-German Chamber of Commerce and Industry



Your roadmap to new markets

Address search

Based on your requirements, the SAGCC will research customised company addresses in your target country. Both, the broad network of the Chamber within the specific national economy and the access to up-to-date databases and a wide range of coordinated information sources, guarantee a reliable selection.

Business Partner Search

competent business partners in Southern

The SAGCC can assist you in finding

Africa or Germany. Through comprehensive, target group-oriented research, the Chamber will arrange contact with potential trade representatives, trading partners, customers and manufacturers. A staff member will become your regular contact, activate the network for you in the country and arrange the initial interaction with your selected contact partners in their respective language.

Delegations

The SAGCC organises delegation trips to Southern Africa (inbound) and to Germany (outbound). Delegation trips offer companies the opportunity to acquaint themselves with the market and to make initial business contacts. Locally, the Chamber conducts briefings, informational events and network events. Political appointments are organised in close cooperation with the embassies and consulates. During company visits, you will learn about business conditions and work processes up close.

Trade Fairs

The SAGCC represents the trade fair organisations Messe Düsseldorf and Koelnmesse in South Africa, as well as the shows Wasser Berlin and InnoTrans of Messe Berlin. The SAGCC assists companies from Southern Africa to visit or to exhibit successfully in leading trade shows such as Medica, ProWein and Anuga. The SAGCC provides a comprehensive list of local shows and assists exhibitors in gaining most of their participation

in a trade fair in Southern Africa.

Immigration

The SAGCC can support you in successfully employing your staff in Southern Africa. The Immigration services range from consulting and identifying the most effective and practical immigration solution for corporations and their assignees for all countries in Southern Africa.



SOUTHERN AFRICA



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Market Study / Pre-market Check

The pre-market check serves to assemble market information from your target country. Upon this basis you can decide what further steps to undertake for your successful market entry. An in-depth, individualized market study can provide you with a comprehensive overview of all the current parameters of the country, the market potential of your product or service, an industry or your competitors. This allows you to check out your market opportunities in detail before undertaking your entry.

Go2Africa

This "for-members-only" service will provide you with a competent and dedicated sales agent in Southern African, without a physical subsidy or the legal implications of hiring an employee. Through the SAGCC network, the Chamber will recruit a relevant industry expert who acts as the sole agent for your brand and product. This allows you to have a cost effective market presence, while introducing your offerings.

Investment & Location

The complex nature of site selection requires a capable consultant familiar with the Southern African market conditions. The SAGCC can navigate through this process capably. As an official representative of German industry, their objective is to always provide independent and neutral advice.

Legal & Tax

The SAGCC provides practical guidance on issues relating to bilateral trade regulations, customs and the setting up of a business in Southern Africa or Germany.

Office-in-office

The SAGCC offers economical office-in-office representation solutions to facilitate efficient Southern African market entry without having to face substantial upfront investments into office suites, or other infrastructure. Our modern office-in-office incubator spaces come with amenities including phone and copier services, LAN and WiFi internet connections, reception area, conference room facilities, and more. Office-in-office representation clients also benefit from immediate local access to the substantial SAGCC network and the affiliated German business community.

Skilled experts to assist you in every sector

The SAGCC has established **industry-specific competence centres** to optimise the impact of its members, and companies in Germany and southern Africa in those sectors. The centres serve as service, networking and communication hubs. Different working groups are available to connect with relevant stakeholders and discuss current developments. —

There are Competence Centres for the following sectors:

FOOD & AGRICULTURE

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CSR & TRAINING



CONSUMER GOODS



Become a Member!

Become part of the largest bilateral Chamber of Commerce and Industry in Sub-Saharan Africa and get access to these excellent service offerings and more.

