

ANNUAL REPORT 2023



A Circular Economy for a Sustainable Future

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

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ANNUAL REPORT 2023

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für das südliche Afrika

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Reg. no. 1963/002981/08

Johannesburg

47 Oxford Rd, Forest Town, 2193, Johannesburg

Tel: +27(0)11 486 2775

Email: info@germanchamber.co.za

Cape Town

PO Box 1272, Cape Town, 8000

42 Keerom Street, 4th Floor, Unit 402, Cape Town, 8001

Tel +27(0)21 422 5577

Email: capetown@germanchamber.co.za

Durban

The Circle Business Centre, Douglas Crowe Dr, Ballito, 4420

Tel: +27(0)31 941 7744

Email: durban@germanchamber.co.za

Maputo

Rua Damião de Góis, 201 Sommerschield,

Maputo, Moçambique

Tel: +258 2149 3260

Email: maputo@germanchamber.co.za

Lusaka

Ground Floor, Mpile Office House, 74 Independence Avenue, Lusaka, Zambia

Email: lusaka@germanchamber.co.za

www.suedafrika.ahk.de/

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CHAMBER PRESIDENT'S ADDRESS

MR JENS PAPPERITZ

Annual General Meeting of the Southern African – German Chamber of Commerce and Industry 29 June 2023 10.30h

Dear Mr Berg, Dear Members and Friends,

Last year was again a mixed bag with quite a number of challenges and difficulties. Starting with a few positive developments: The Covid/Corona crisis seems to be behind us and life returned slowly but surely back to what we knew as normal. But what is normal these days? The fact that we are again holding our AGM in a hybrid manner, meaning that some of our members attend virtually and others in person, shows that we are getting used to something we would have hardly imagined 4 years ago. I am convinced that at least part of our business and private environment has changed forever. But – as human beings – we will adapt and hopefully make the best out of it.

A few figures/ numbers that I need to mention in my address:

- The German – South African business relations had in 2022 all in all not too bad a year, much improved as compared with 2021.
- The total trade volume came to 24.2 bn Euro. South Africa had, for the fourth time since 2001 a surplus in the trade with Germany of 4.6 bn Euro.
- Exports from SA to Germany came to 14.4 bn Euro (+2.1 bn) while German exports to SA amounted to 9.8 bn Euro (+2.8 bn).
- The German business community remains committed to working closely with our South African partners in creating a better economic and social environment. The Chamber as the representative of German business in South Africa continues to express our opinion regarding certain developments, most recently with a position paper on the Employment Equity Act, which burdens our companies with more administrative duties and is in large parts not practicable.
- Another topic that we addressed with the SA Government is the electricity situation. Continuous loadshedding has a very negative impact on our member companies and is an investment hindrance.
- Lastly, but certainly not least I have to mention the situation in the Department of Home Affairs.
- It is simply not acceptable that normal work permit applications and applications for a critical skills permit take more than 3 months and in case of the latter up to a year.

Despite many challenges, which led to the closure of a company in the water sanitation sector and the return of the Managing owner to Germany, selling his company in SA, I am happy to report that there were also some “newcomers” that we could welcome in SA and support their process of establishment:

But what does that mean in day-to-day terms? Anecdotally, most of our larger and more established members are doing fine, some are even thriving by providing the products and solutions that help mitigating the electricity, water and transport crises.

Despite many challenges, which led to the closure of a company in the water sanitation sector and the return of the Managing owner to Germany, selling his company in SA, I am happy to report that there were also some “newcomers” that we could welcome in SA and support their process of establishment: I will not mention any names but there is a good example in the machinery sector, that closed down just before the Corona crisis and is now in the process of re-establishing itself with a view to the broader Sub-Saharan Market. Another good example is a company in the agricultural sector, producing herbs and spices for the export to Germany as well as the local market. Another positive example is a family-owned company from the chemical sector that is currently planning to enter SA by taking over their JV partner, creating about 300 – 400 new jobs, producing for the local market as well as the export market in Europe.

I do predict that it will be more and more those small companies that can and will create the investment momentum that South Africa so desperately needs – and we as a chamber can play a role in “luring them in”..., i.e., attract interest, inform about the opportunities, help to connect them ...

Chamber Membership:

Our membership remained more or less stable with around 455 fully paid-up members in total. We had to clear our database in 2022. In the first months of 2023, we continue our growth, although slowly with about 4%.

Events:

In 2022, we could start again with events in person. Most of our meetings, seminars, etc., were held as hybrid get-togethers. This new format was extremely well accepted: More than 54 events, directly arranged for by the Chamber attracted around 3,400 participants. Outstanding events last year were:

- The visit of German Chancellor Olaf Scholz on the occasion of the Chambers 70th Anniversary as well as
- Our 70th anniversary celebration, attended by Minister Pravin Gordhan, and
- The absolute highlight, the German African Business Summit in Johannesburg in December 2022. Main guests were German Minister of Economic Affairs and Climate Action, Dr Robert Habeck and South African Minister of Trade and Industry, Ebrahim Patel. African Ministers from six countries joined the Summit.

Representations:

The Chamber represents the Free State of Bavaria (since 2007), the Free State of Thuringia (since 2019) and Baden Wuerttemberg (also since 2019). Delegations from Baden Wuerttemberg, Bavaria and Thuringia were arranged by the Chamber. Main emphasis for these representations are the facilitation of business relations between companies as well as the focus on renewable energies, Hydrogen cooperation and third country cooperation.

Office Mozambique:

Our office in Maputo, Mozambique, continued with the task of bringing Mozambican companies into the supply chain of German companies and worked closely together with our Competence Centre for Mining. Our representative, Mr Holger Hey, left the Chamber in June this year to continue to work for Messe Cologne. We are currently looking, in close cooperation with the German Ministry for Economic Affairs and Climate Action for a new colleague.

Office Zambia:

We have a similar situation in Lusaka, Zambia. Mr Rene Zarske, who rebuilt the office after Corona, left the Chamber and is now working for GIZ, the German International Cooperation, in Lubumbashi. We are currently looking for a suitable candidate. We have spoken to a number of candidates and await a final decision from the Ministry of Economic Affairs and Climate Action regarding the finance.

Competence Centres:

Our Competence Centre for Sustainable Energies, based in our Cape Town office underwent a major repositioning and is since last year our "Competence Centre: Climate and Environment". I reported last year that we merged our CC's: Sustainable Energy, Water Management and Circular Economy/ Waste Management into one(virtual)Competence Centre, headed by Mr Jens Hauser. Staff members are located in CT, Durban and Johannesburg. We employed a new colleague for the Competence Centre which is becoming one of the core centres for the Chamber due to Hydrogen projects in SA and Namibia becoming focus points within the SA - German Energy Cooperation.

The Competence Centre for Mining and Mineral Resources located in our headquarters in Johannesburg, covers almost the entire region of Southern Africa. Projects are implemented in cooperation with our partners from BGR (Federal Institute for Geosciences and Natural Resources), DERA (German Mineral Resources Agency) and especially the Ministry BMWK (Federal Ministry of Economic Affairs and Climate Action). These are centred around the commodities needed for the e-mobility like Lithium, etc. Therefore, we work very closely with Mineral Councils all over the region with special emphasis on the Democratic Republic of Congo. Business delegations to and from Congo are organised in close cooperation with the GIZ.

The Working Group Mining, established in 2018, provides a platform for networking and discussions within the mining industry and relevant partner institutions. We want to thank our cooperation partners: the Minerals Council South Africa, ISSA Mining and MIASA (Mining Association of Southern Africa), as well as our partner institutions in Southern Africa, mostly the former "Chamber of Mines", now called "Minerals Council".

The Competence Centre Industry and Trade Fairs had an encouraging year 2022. After the Covid/Corona pandemic had subsided, the trade fairs business picked up very well. Approximately 2000 (exactly 2044) SA business representatives travelled to German Trade Fairs in Germany. Including the National Pavilions, organised by the DTIC, we counted 36 exhibitors with sub exhibitors. We expanded our activity to trade fairs in Asia, e.g. ProWine in Mumbai (India) and the International Sweets fair in Middle East (Dubai). We were asked by the German Trade Fair organisations Messe Duesseldorf and Messe Cologne to support them in these fields.

2023 started very well: 2600 (exactly 2617) trade representatives travelled in the first 5 months to German Trade Fairs and more than 100 (exactly 109) companies from SA exhibited in Germany, e.g. Boot, Euroshop and ProWine.

The "Sourcing Desk" at the Chamber, in which we, in cooperation with GIZ (German International Cooperation) get SA companies in touch with potential German cooperation partners in terms of integration in the German value chain. We consider this to be of great strategic relevance since some of our member companies still have obligations arising from the NIPP. The platform that I mentioned last year will finally be launched in the second half of this year after encountering some technical challenges.

Last year I reported that the Chamber was mandated by the Fed. Ministry for Agriculture, Food Security and Forestry (BML) to establish the "Competence Centre: Agriculture". Main tasks is to offer a point of contact for farming organisations from both countries, facilitate delegations and the direct cooperation between farmers from both countries. Within this Competence Centre, we are glad that the above-mentioned farming company successfully established itself in SA and produces now around 500 tonnes of herbs annually.

Spearheaded by the Skills Expert, funded by the BMWK, the Chamber is preparing to launch two new training initiatives, namely in the agricultural sector (horticultural training) and eco-tourism. We will keep you updated.

Thanks:

I would like to express my gratitude to the Federal German Ministry of Economic Affairs and Climate Action and to the DIHK for their support, organisationally and financially.

A special word of thanks to the German Embassy, to Ambassador Andreas Peschke, Deputy Ambassador and Head of Economic and Global Affairs, Enrico Brandt, and Dirk Berg and their team for the support and great cooperation throughout the year.

I want to thank all members of the Advisory Board and the Directorate for their support in the past year. Thank you also to management (Matthias and Bastian) and staff of the Chamber for their support and dedication. Although it is difficult to single out individuals, I would like to give a big thank you to Nokwanda and her team for an excellent job in organizing our summit in December!

Last but certainly not least: Thank you to all our members and friends for your ongoing interest, your individual and collective contributions and commitment towards the economic development of both Germany and Southern Africa. It is much appreciated. ■



FINANCIAL REPORT

CHIEF EXECUTIVE OFFICER,
MATTHIAS BODDENBERG

Thank you for the opportunity to report on the Chamber's financial situation in 2022 and the outlook for 2023. I am happy to report that the financial situation of the Chamber is solid.

FINANCIALS

Revenue

Total revenue in 2022 was 28,100,481 million rand – a considerable increase from 18,243,749 million rand in the previous year. The Chamber's business is slowly returning to normal. Surplus for 2022 was 0,884 million rand; in 2021 we had a surplus of only 16,068 rand. The BMWi/DIHK (Deutscher Industrie- und Handelskammertag) contribution decreased slightly to 10,412 million rand.

Most of the remainder of the Chamber's income is through membership fees and services. Membership fees amounted to 1,823 million rand.

Income from services and delegations increased most, from 14,545 million rand to 23,965 million rand, since we were able to host more delegations from Germany to Southern Africa. Another important contributor was the German-African Business Summit in December last year.

Income from trade fair representation more than tripled, from 249,000 to over 858,000 rand.

Expenses

The bulk of our expenses are personnel related – salaries and wages amount to 15,9 million rand; general office running costs of all five offices (Cape Town, Durban, Lusaka, Johannesburg and Maputo) amounted to 4 million rand and motor vehicle and travel expenses were close to 900,000 rand. Chamber functions and events cost 6,580 million rand, mostly due to the German African Business Summit.

Finally, other expenses/cost of sales amounted to 10,061 million rand, basically unchanged as compared with the previous year. The first five months of 2023 show a similar picture.

2023 revenue (January to June)

Total revenue was 11,379 million rand with services and delegations at almost 6 million rand, clearly pointing to a revival in this sector. Membership fees increased quite considerably to 2,134 million rand, partially due to the increase in membership numbers and the exchange rate. Income from trade fairs for the first five months on 2023 equalled that of the whole of 2022.

2023 expenses (January to June)

Personnel costs came to 6,144 million rand and cost of sales amounted to 3,145 million rand. The total expenses came to 6,670 million rand, leading to a surplus for the first five months of 4,709 million rand.

THANKS

In closing, I would like to thank our friends in the SA Embassy in Berlin, Ambassador Sizani and his team, as well as in the German Embassy in Pretoria, Ambassador Peschke and the Consulate General in Cape Town, Ms Werheit and her team for their great cooperation and support.

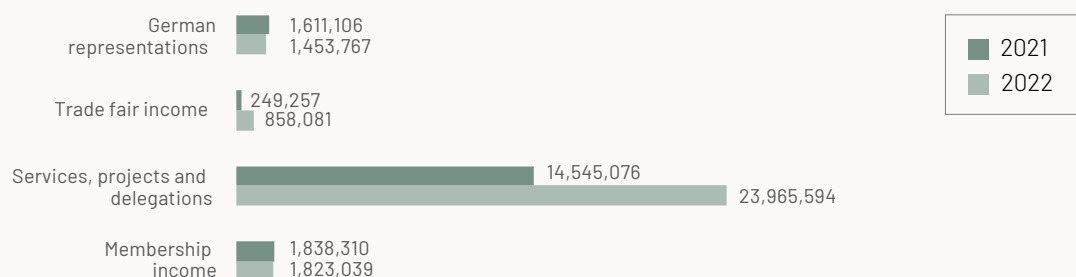
I would also like to thank the Federal Ministry of Economic Affairs and Climate Action and the DIHK for the support that we enjoyed over the years, not only through the financial subsidy but also the valuable cooperation in various projects.

A special thank you goes out to the members of the Board, President Jens Papperitz, the members of the Advisory Board and especially the members of the Chamber.

Last but certainly not least, I want to express my sincere gratitude to my colleagues in the Chamber who fulfilled their jobs with great dedication in the various Competence Centres, the Branch Offices in Cape Town and Durban and the subsidiaries of the Chamber in Maputo, Harare and Zambia!

Thank you for your attention. ■

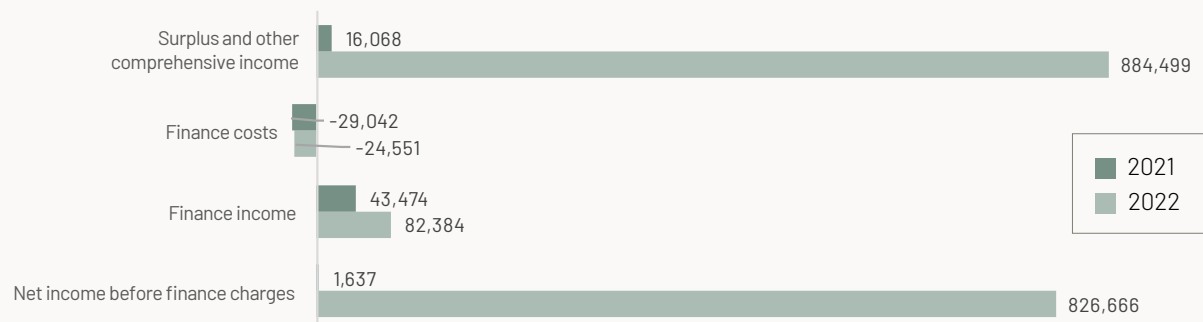
REVENUE



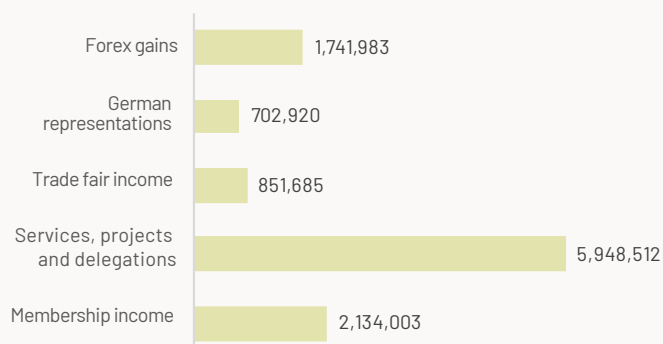
EXPENSES AND OTHER INCOME



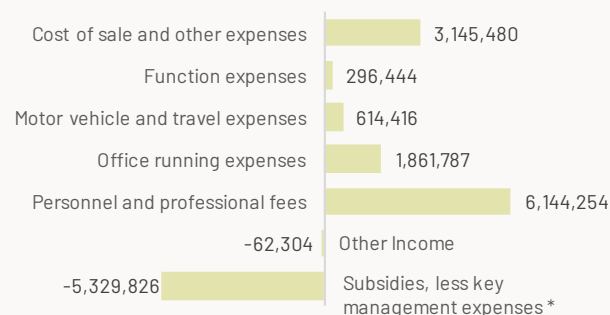
SURPLUS FOR THE YEAR



REVENUE OUTLOOK: JANUARY TO MAY 2023



EXPENDITURE OUTLOOK: JANUARY TO MAY 2023



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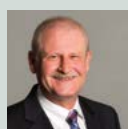
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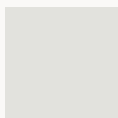
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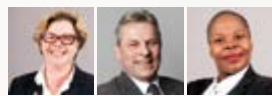


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MARKETING AND MEMBERSHIP

WELCOMING NEW MEMBERS TO THE SOUTHERN AFRICAN-GERMAN
CHAMBER OF COMMERCE AND INDUSTRY (SAGCC):

A THRIVING BUSINESS COMMUNITY IN 2023

The SAGCC extends a warm welcome to a diverse array of esteemed organisations that have joined our vibrant member community. These dynamic additions bring forth a wealth of expertise, innovation, enhancing the strength and diversity of our business community.

In the realm of business, collaboration is not just a virtue; it is the cornerstone of success. The addition of these dynamic companies underscores our commitment to fostering strategic alliances, promoting economic synergy, and cultivating a robust business ecosystem. It is a testament to our shared vision of creating mutually beneficial opportunities for businesses in both Southern Africa and Germany.

In the pursuit of our business objectives, we recognise the paramount importance of working hand-in-hand with our members. Together, we are not merely building bridges; we are constructing platforms for sustained economic cooperation. Our collective efforts aim not only to facilitate cross-border trade but to actively support businesses in their ventures, offering a platform for collaboration, innovation, and growth.

Through strategic partnerships, knowledge exchange, and resource-sharing initiatives, we seek to empower our members to navigate the complexities of the business landscape in Southern African and Germany.



Here's a glimpse into the remarkable companies that have recently become integral parts of our growing business community:

4 DEGREES CONSULTING
Accso South Africa(Pty) Ltd
Aerzen Airgas(Pty) Ltd
Anura Partners
Ascon Energy Pty
BDO Tax Services(Pty) Ltd
Beiersdorf Consumer Products(Pty) Ltd
Bellmac Consulting Zambia Limited
Borwa Mining Instruments
CAT VIP Protection
CBS Cologne Business School GmbH
CHRISNELSA(PTY) LTD
Co Open Innovation Studios Pty Ltd(COOi Studios)
Coal to Renewables Africa CTRA
COZERO(PTY) LTD
Davitron
Deugro(South Africa)(PTY) Ltd
Deutsche Internationale Schule Pretoria
Femme Bantu Management Consulting
Freudenberg Filtration Technologies(Pty) Ltd
Gehring Engineering
GeoScan GmbH
Gerdes GmbH
GFA Consulting Group GMBH South Africa Branch
GM Boiler and Steam Consulting Engineering - Johannesburg
Grace Artisan School
H&R South Africa(Pty) Ltd
hear.com
Heidrick & Struggles South Africa
HESAP(Pty) Ltd
IHK TRADING(PTY) LTD
Indalo Business Restructuring(Pty) Ltd
Indurad South Africa(Pty) Ltd
JLOG International

Kobo South Africa(By Pera Enterprise)
Lernidee Erlebnisreisen GmbH
Limberger Accounting CC
Marope Group(Pty) Ltd
Max Schlatterer GmbH & Co. KG
Morebo
MTN South Africa
Niedax South Africa PTY LTD
Nupe Stade De Vries Inc. (Trading as NSDV)
NWA - Nicholas Whitcutt Architects
Parime
PM Piping
Polyroads
Primerio Law Incorporated
Puzzlepie KG
Qabula Holdings(Pty) Ltd
RA Woodcraft PTY(Ltd)
RTEOR(PTY) LTD
Sirac Southern Africa(Pty) Ltd
SMA Solar Technology South Africa(Pty) Ltd
Sparrow Schools Educational Trust
Steinert GmbH
Supergrid Manufacturing
TANDM
The German Hub
The HR Nephew
ThermoTech Engineering PTY Ltd
TopQualiTea SA(PTY) Ltd
Vertex Group
WEINERT Industries South Africa(Pty) Ltd
Zest WEG Group Africa(Pty) Ltd

As we forge ahead in 2024, we look forward to the collaborative ventures, knowledge exchange, and mutual growth that these new members will undoubtedly bring to our business network. ■

MARKETING AND MEMBERSHIP

NAVIGATING A YEAR OF GROWTH, COLLABORATION AND INNOVATION

One key area that has witnessed a significant surge, especially since the pandemic, is the demand for increased in-person networking opportunities. Responding to this need, the Chamber, alongside its Competence Centre and Regional Offices, has actively curated a series of networking events to foster meaningful connections, partnerships, and engagements among our esteemed members and stakeholders.

DIVERSE NETWORKING INITIATIVES

The Marketing and Membership team has taken a strategic approach, focusing on hosting specialised B2B engagement opportunities, in addition to the Competence Centre and Regional Offices Networking events, tailored to the unique needs of our members. Here are some of the notable networking events that took place in 2023.



BACK-TO-WORK NETWORKING EVENT 2023

The Southern African-German Chamber of Commerce and Industry (SAGCC) Johannesburg office set the stage for a year of collaboration, growth, and renewed optimism as it hosted the highly anticipated Annual Back-To-Work Networking Event on Friday, 27 January 2023. This exclusive member-only gathering organised by Ms Stefanie Kulhanek, has been a highlight event for many years, providing a platform for networking and the exchange of ideas among the region's business leaders.



Left to right: Matthias Boddenberg (SAGCC CEO), Jens Papperitz (SAGCC President) and Kay Schröder (SAGCC Deputy President)

Matthias Boddenberg, the CEO of SAGCC, commenced the event by providing a comprehensive overview of the chamber's achievements in the preceding years and highlighting the remarkable resilience and recovery demonstrated by businesses in the aftermath of the global pandemic. Despite challenges such as frequent load shedding, water supply issues, limited skilled resources, and prolonged visa processing times, companies in the region showcased their tenacity and adaptability.

A noteworthy aspect highlighted during the event was the growing interest of German companies in expanding their presence in the Southern African market. This interest is a testament to the region's potential and the opportunities it offers for international business ventures. The chamber emphasised its commitment to supporting and facilitating this expansion, creating a conducive environment for collaboration and economic growth.

The Back-To-Work Networking Event also served as a platform to celebrate the success of the 4th German-African Business Summit (GABS), which took place in Johannesburg from 6-8 December 2022. The summit welcomed over 600 delegates from various countries, including top business and government leaders from Germany and Sub-Saharan Africa. The GABS is a biennial event where leaders gather to discuss and promote economic relations between Germany and Sub-Saharan Africa.

After the formalities, attendees had the opportunity to engage in meaningful networking, catching up with familiar faces, and forging new connections. The atmosphere was charged with excitement as discussions revolved around the plans and collaborative initiatives set for 2023. ■

EVENTS



from left to right: Dr Klaus Döring (Honorary Member of the SAGCC), Enrico Brandt (German Deputy Ambassador to South Africa) and Matthias Boddenberg (SAGCC CEO).



Johannes Engel (Deutsche Bank), Alexa Gerrard (SAGCC) and Deputy Head of Mission: German Embassy to South Africa, Enrico Brandt.



Timo Pleyer and Holger Hey, SAGCC.



Sebastian Schächter, CEO of Schächter Sports.



Sam Tsima (Member of the SAGCC Advisory Board), Selleen Sewpershad (SAGCC), Alluta Goniwe (Mazars).



Sebastian Schächter, CEO of Schächter Sports.



CELEBRATING EXCELLENCE AND LONGEVITY

Highlights from the Southern African-German Chamber of Commerce and Industry Annual Gala Dinner and Long-Standing Member Awards Ceremony 2023

The Southern African-German Chamber of Commerce and Industry (SAGCC) Annual Gala Dinner and Long-Standing Member Awards Ceremony 2023, held on October 10th at the exquisite venue in Melrose Arch in Johannesburg, was an evening to remember. With over 230 esteemed guests in attendance, the event was a testament to the vibrant collaboration between Southern Africa and Germany. The Gala provided a platform for insightful speeches, discussions on the dynamic business climate, and a heartwarming recognition of companies that have been steadfast pillars of support for the Chamber.



INSPIRING SPEECHES FROM CHAMBER LEADERS

The evening commenced with inspiring speeches from distinguished leaders of the SAGCC. President, Mr Jens Papperitz, Deputy President, Kay Schröder, CEO, Mr Matthias Boddenberg, and Deputy CEO, Bastian Lidzba shared their vision for the future, emphasising the importance of collaboration and innovation in strengthening bilateral ties.



Chamber President, Mr Jens Papperitz



Chamber CEO, Mr Matthias Boddenberg



Deputy President, Mr Kay Schröder



Chamber Deputy CEO, Mr Bastian Lidzba



Left to right: Chamber Deputy President, Mr Kay Schröder, H.E. Andreas Peschke, the German Ambassador to South Africa, Lesotho, and Eswatini, Honourable Jacob Mamabolo, Gauteng MEC for Finance, Chamber President, Mr Jens Papperitz and Chamber CEO, Mr Matthias Boddenberg.



H.E. Andreas Peschke, the German Ambassador to South Africa, Lesotho, and Eswatini



Honourable Jacob Mamabolo, Gauteng MEC for Finance

WISDOM FROM DIGNITARIES

The Gala was graced by the presence of H.E. Andreas Peschke, the German Ambassador to South Africa, Lesotho, and Eswatini, and Honourable Jacob Mamabolo, Gauteng MEC for Finance. Their discussions provided captivating insights into the ever-evolving German-South African business climate, highlighting the potential for growth and cooperation.

ACKNOWLEDGING THE DRIVING FORCE OF THIS EVENT: OUR SPONSORS

None of the success of this spectacular event would have been possible without the steadfast support of our incredible Member companies and dedicated sponsors. The commitment of these sponsors played a pivotal role in orchestrating an event of such grandeur, showcasing the collaborative spirit that defines the Southern African-German business community. The Chamber extends heartfelt gratitude to:

SAGCC Sponsors:



Event Sponsors:



CELEBRATING LONG-STANDING MEMBERS

A special highlight of the evening was the Long-Standing Member Awards ceremony, where 18 companies were honoured for their unwavering support over 50 to 73 years. Ten of these venerable companies were present to receive their well-deserved trophies, symbolising their enduring commitment to the Chamber and the thriving business community.

- A. Hartrodt South Africa (Pty) Ltd. (1971)
- BASF South Africa (Pty) Ltd. (1967)
- Bayer (Pty) Ltd. (1957)
- BMW Group SA (Pty) Ltd. (1968)
- Boehringer Ingelheim (Pty) Ltd. (1970)
- Commerzbank AG (1956)
- Daimler Truck Southern Africa (1956)
- Deutsche Lufthansa AG (1962)
- Geodis South Africa (Pty) Ltd. (1965)
- Hans Merensky Holdings (Pty) Ltd. (1954)
- Johannes Schuback & Sons SA (Pty) Ltd. (1972)
- KSB Pumps and Valves (Pty) Ltd. (1962)
- Liebherr-Africa (Pty) Ltd. (1957)
- Mercedes-Benz South Africa Limited (1956)
- Retecon (Pty) Ltd. (1970)
- Robert Bosch (Pty) Ltd. (1956)
- Siemens (Pty) Ltd. (1950)
- Volkswagen Group South Africa (1957)



BASF South Africa (Pty) Ltd. (1967)



BMW Group SA (Pty) Ltd. (1968)



Bayer (Pty) Ltd. (1957)



Daimler Truck Southern Africa (1956)



Deutsche Lufthansa AG (1962)



Geodis South Africa (Pty) Ltd. (1965)



Hans Merensky Holdings (Pty) Ltd. (1954)



KSB Pumps and Valves (Pty) Ltd. (1962)



Mercedes-Benz South Africa Limited (1956)



Siemens (Pty) Ltd. (1950)

HERE'S TO ONGOING COLLABORATION AND GROWTH

As we raise a toast to the success of the Annual Gala Dinner, we celebrate the ongoing collaboration, longevity, and continued growth of the Southern African-German business community. The evening was a testament to the strength of partnerships and the shared commitment to building a prosperous and resilient future.

In closing, the Southern African-German Chamber of Commerce and Industry expresses gratitude to all attendees, sponsors, and long-standing members for their unwavering support. May this event serve as a beacon for future endeavors, fostering even greater collaboration and prosperity in the years to come. ■



From left to right: Chamber representatives; CEO, Mr Matthias Boddenberg, HoD Marketing, Ms Nikitta Vogl, Deputy CEO, Bastian Lidzba and Event Project Coordinator, Ms Nokwanda Kambuwa.



SAGCC staff





4TH ANNUAL EUROPEAN CHAMBERS' GOLF DAY 2023

Johannesburg, October 3, 2023 - The Southern African-German Chamber of Commerce and Industry proudly collaborated with seven other European Chambers (Belgian, French, Irish, Italian, Nordic, Portuguese, and Spanish) to host the 4th Annual European Chambers' Golf Day at the prestigious Randpark Ridge Golf Club in Johannesburg.

The primary objective of the Golf Day was to bring together high-profile executives, CEOs, and directors from diverse sectors and industries. This exclusive event provided a unique platform for participants to forge connections with stakeholders from various chambers, business organisations, investment associations, and local government representatives, including embassies and the EU delegation. A total of 176 players took to the renowned fields of Randpark Ridge Golf Club. As the sun set on a day filled with camaraderie and friendly competition, 230 dinner guests gathered for the Prize Giving Evening, transforming the event into a memorable celebration of business and sport.

None of this would have been possible without the unwavering support of our Members and Partners. Thank you to the teams of the following companies: Kaefer Thermal Contracting Services, 2020 Logistics, NSDV Inc., Sybaweb, GN Protection, Moore, Morebo, Mazars, Zululand Filters. We extend our heartfelt gratitude to all sponsors, with special thanks to our Chamber Sponsors, whose generous contributions made this event a resounding success.



Deutsche Internationale Schule Johannesburg (DSJ)



Gauteng Growth and Development Agency



Morebo



Kaefer Thermal Contracting Services



Rödl & Partner (Pty) Ltd.



Speakers (left to right): Claudine Vandenaabeele, Belgian Chamber of Commerce for Southern Africa; Manuela Sanchez Aragu, Spanish Chamber of Commerce South Africa; Nikitta Vogl, Southern African-German Chamber of Commerce and Industry.

The success of the Golf Day was further amplified by the generosity of companies that provided gifts for the players and attendees. We extend our sincere thanks to all these companies for their invaluable contributions.

As we reflect on the 4th Annual European Chambers' Golf Day we are filled with gratitude for the support and enthusiasm that made this event a highlight on the business and social calendar. We look forward to future collaborations that continue to strengthen ties between European Chambers and the Southern African-German Chamber of Commerce and Industry. ■



Representatives of the European Chambers.





Christmas in July



This festive event, held amidst a rare snowfall in Johannesburg, provided an enchanting backdrop for our members to come together. New members from January to June had the opportunity to introduce themselves. The event, adorned with a Christmas theme, featured German cuisine and was made possible with the generous support of sponsors InterGest South Africa and LEX Africa.



INTERGEST®
SOUTH AFRICA

LEXAfrica
30TH ANNIVERSARY

DEVELOPMENT BANKS AND THEIR ROLE IN FACILITATING ECONOMIC GROWTH

This business luncheon and networking event delved into the pivotal role played by development banks in shaping the economic landscape of Southern Africa.

Esteemed speakers included:

- **Saloshni Pillay:** CEO/Chief Country Officer, Deutsche Bank
- **Anne Keppler:** Außenbüroleiterin südliches Afrika, DEG - Deutsche Investitions- und Entwicklungsgesellschaft mbH
- **Vonani Mabunda:** Executive Director, Access Bank

The event provided a unique platform to engage with industry leaders and professionals deeply committed to the economic development of the region.

THE CIRCULAR ECONOMY AND SUSTAINABILITY

This event aimed to accelerate the adoption of a Circular Economy in South Africa, bringing together sector experts and businesses. The event was hosted in collaboration with the French South African Chamber of Commerce and Industry.

Supported by sponsor LEX Africa, the event featured presentations by:

- **Dr Linda Godfrey:** CSIR Principal Researcher
- **Gift Lubele:** Globally Awarded Circular Economy Entrepreneur
- **Rishel Dharmapall:** Sector Expert - Circular Economy, Southern African-German Chamber of Commerce and Industry
- **Zethu Zwane:** Project Manager - Climate and Environment, Southern African-German Chamber of Commerce and Industry
- **Erwanne Meilhoc:** General Manager, French South African Chamber of Commerce and Industry



THE LÄND NETWORKING EVENT

Hosted by Baden-Württemberg International, "THE LÄND", on the occasion of the African Health Exhibition 2023, provided a platform for member companies to explore business and settlement opportunities in Europe's innovation hub. Attendees gained insights into the world-renowned healthcare industry of THE LÄND, fostering connections with local companies.



Closing thoughts

The Southern African-German Chamber of Commerce and Industry extends heartfelt gratitude to all our members, partners, and stakeholders for their unwavering support throughout 2023. To express your interest in future events or collaborations, please connect with our Marketing and Membership team. ■



Nikitta Vogl

Head of Competence Centre Events,
Marketing & PR

Tel: +27(0)11 486 2775
Email: nvogl@germanchamber.co.za



Nokwanda Kambuwa

Event Project Coordinator

Tel: +27(0)11 486 2775
Email: nkambuwa@germanchamber.co.za

POWER AT LAST

Microgrids Bring Sustainable Energy To Remote Villages

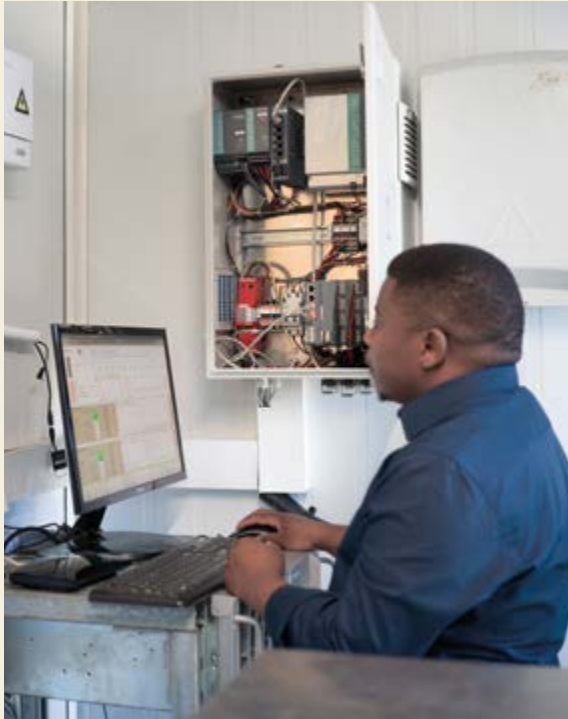
Around 1.2 billion people worldwide do not yet have access to electricity. With microgrids, even remote places can be electrified, with renewable energies that are climate-neutral and sustainable. Upper Blinkwater in South Africa is a model village.

When Neliswa Gaju wants to know what's going on in the world right now, she goes into the living room and turns on her TV. That may sound trivial, or like a boring, self-evident routine. But it's not. Because Neliswa lives in Upper Blinkwater in the Eastern Cape of South Africa about 200 km north-east of Port Elisabeth. The small village with about 70 households is so remote that it was not connected to the national electricity grid. For a long time, there was no electricity here until 2020, when a small independent power grid - a so-called microgrid - was installed. Many different companies and associations are involved in the project, which was initiated by the Eastern Cape Province in South Africa and the federal state of Lower Saxony in Germany.

"EVERYTHING IS EASY NOW"

"Our life was very, very difficult at that time of our parents, the old time," says Gaju. "At that time, we were using fire for cooking, even for making warm water. Every morning, staying up early in the morning and doing that job. And cooking, everything we were doing on the fire. Even lighting, we were using candles and paraffin to light at night. Now, everything has changed. Everything is easy. We can use electricity for cooking, ironing, fridge, washing machines. We have electric lights and TVs. We can watch everything, even from overseas."





THE PLANT

The microgrid in Upper Blinkwater consists of three main components: a photovoltaic system (75 KWp), a diesel generator and a battery storage system. "The smart grid is connected and controlled by components from Siemens," explains Desmond Mabilo from Siemens Smart Infrastructure, who accompanied the installation of the system. "A SICAM Microgrid Controller controls the energy sources (PV, diesel generator, battery) and a load-shedding module ensures that the electricity is used optimally. With this system we ensure that there is at least enough energy for each household to run a mobile phone charger, a TV plus satellite dish and a kettle. In addition, there are some communal washing machines and a few commercial machines."

A SUSTAINABLE SOLUTION

"The diesel generator, which of course is not sustainable, is only used when the solar system cannot run and the battery storage is empty," says Mabilo. "In the past three years, Upper Blinkwater has already been able to generate about 90 percent of its electricity through photovoltaics. To make sure we do even better in the future, we will also be integrating small wind generators into the microgrid in a few weeks. Analyses have shown that there is enough wind in Upper Blinkwater. Therefore, we expect that in the future we will only need to use the diesel generator here very rarely and will be able to supply the households exclusively with sustainable electricity."

A CHANCE TO BREAK AWAY FROM POVERTY

Technologies such as microgrids not only enhance the sustainability of smaller and often remote communities, but they also give a much-needed boost to the economy, enhancing residents' quality of life. "It was amazing to see the economic activities that were triggered by the provision of electricity alone. When we came here for the first time, there was very little economic activity in this little community. A lot of the trade was actually barter," says Tshibvumo Sikhwihulu, co-founder and Chief Executive Officer of Lamo Solar. "Now, four years down the line, we were taken aback by the changes. For example, there is a local carpenter who is able to make chairs and tables through renewable green electricity to provide and sell them. Now, those chairs may appear as, you know, a luxury or something to sit on because it is furniture, but the impact of having a chair far spans beyond what we see with our naked eye, because schools and children are able to gather at one place sitting on something that is a lot more comfortable and not under trees to learn. A small step to break themselves away from the cycle of poverty."

A SOLUTION FOR MANY VILLAGES

Upper Blinkwater is not an isolated case. In the Eastern Cape Province in South Africa alone, about 25 percent of rural villages are not connected to the electricity grid. Worldwide, around 1.2 billion people have no electricity and are therefore excluded in principle from many opportunities to live, trade and communicate with each other. Microgrids create new perspectives for people and are sustainable at the same time. Gaju sums it up: "The news in South Africa is full of reports about electricity shortages. Many people complain about loadshedding (temporary disconnection of electricity due to overload of the grid). We don't have that problem in Upper Blinkwater. Our electricity is stable."



EMPOWERING THROUGH KNOWLEDGE

HIGHLIGHTS FROM THE 2023 INFORMATION SESSIONS

In the ever-evolving realm of business, maintaining awareness and empowerment is imperative. The Marketing and Membership Department of the Southern African-German Chamber of Commerce and Industry (SAGCC) proudly presents a recap of some of the successful information sessions held in 2023, reflecting our commitment to knowledge-sharing and fostering meaningful connections within our business community.

INFORMATION SESSIONS OVERVIEW

Broad-Based Black Economic Empowerment (B-BBEE)

Our commitment to economic empowerment was showcased through sessions covering various aspects of B-BBEE, including Equity Ownership, Management Control, Skills Development, Tax Benefits, Socio-Economic Development, and Enterprise & Supplier Development. Representatives from member companies Quiver Tree and EmpowerLogic (Pty) Ltd served as presenters for this session.



Chamber Representatives Nikitta Vogl, Nokwanda Kambuwa, and Mandla Ngcobo collaborate with presenters from member companies Quiver Tree and EmpowerLogic (Pty) Ltd

Information Security & GDPR: Roadmap to Secure Your Business Data

In an era where data security is paramount, we collaborated with an expert from Nuru-Tech to provide a roadmap for securing business data within enterprise IT infrastructures. The session offered practical insights and strategies to safeguard sensitive information, ensuring that our members and stakeholders are well-equipped to navigate the evolving landscape of information security and compliance with GDPR.



Emmanuel Steins, Managing Director of Nuru-tech presenting on Information Security & GDPR.

Employment Equity Act Compliance

Understanding and complying with employment equity legislation is vital for businesses. Our session on the Employment Equity Act provided practical guidance, helping companies navigate the complexities of compliance while fostering inclusive workplaces that reflect the diversity of our society. A representative of the member company Norton Rose Fulbright served as a presenter for this session.



Mohammed Chavoos, Senior Director at Norton Rose Fulbright, presenting on the Employment Equity Act.

South African Competition Law/Antitrust Training

Navigating competition laws is crucial for companies aiming for sustained growth. Our antitrust training session provided a comprehensive understanding of South African competition laws, empowering the attendees to make informed decisions while fostering fair and competitive business practices.

Representatives, Tyla Lee Coertzen, Nicholas Petzwinkler and John Oxenham, from the member company Primerio served as presenters for this session.



Tyla Lee Coertzen, Candidate Attorney from Primerio presenting on the South African Competition Law/Antitrust Training



Nikitta Vogl, HoD Marketing, SAGCC

Collaboration with Member Companies:

These insightful sessions were made possible by collaborating with member companies that are experts in their respective fields. We extend our gratitude to these collaborators for sharing their knowledge and contributing to the success of these information sessions.

OBJECTIVES AND ACHIEVEMENTS

The information sessions aimed to achieve three primary objectives:

- **Transfer of Information:** Disseminating valuable insights and knowledge on crucial business topics.
- **Platform for Engagement and Marketing:** Providing a B2B platform for member companies to engage with other stakeholders and potential clients.
- **Guidance and Training:** Facilitating direct engagement between members/non-members and experts in their fields for guidance and training.

LOOKING AHEAD TO 2024

As we celebrate the success of these sessions, we are excited to announce our plans for 2024. The Chamber team has already lined up intriguing topics for upcoming information sessions. If you are interested in collaborating or have suggestions for future sessions, please reach out to our Chamber team. Together, we can continue to empower our business community through knowledge and collaboration.

In conclusion, we express our sincere appreciation to our members, collaborators, and participants for making the 2023 information sessions a resounding success. ■

REPRESENTATION

STATE DEVELOPMENT CORPORATION OF THURINGIA (LEG THÜRINGEN)/ THURINGIA INTERNATIONAL IN SOUTHERN AFRICA



Bilateral trade between the Free State of Thuringia and the Republic of South Africa amounted to €174.8 million in 2022, with exports from Thuringia to South Africa at €101.53 million and imports from South Africa at €73.27 million. Main export products were motor vehicles and –parts, rubber and plastic products, machinery and pharmaceutical products, while Thuringia’s main imports from South Africa were machinery, motor vehicles and parts, metals and agricultural products.

We saw yet another action-packed year of Thuringia’s activities with and in the Southern African region!

AFRICA HEALTH/MEDLAB AFRICA

The State Development Corporation of Thuringia (LEG Thüringen) participated in an official joint pavilion at the Africa Health Exhibition / Medlab Africa in Johannesburg from 26 to 28 October 2022, showcasing their stronghold in the field of healthcare and life science. Thuringian exhibitors, like ASKION GmbH, fzmb GmbH Research Centre for Medical Technology and Biotechnology, INTER-ARRAY®, HEMA Orthopädische Systeme GmbH, Königsee Implantate GmbH, Medipan GmbH and Werkzeugbau Ruhla GmbH enjoyed three days of fruitful conversations, new leads and business opportunities at Africa’s largest medical trade event. Our Chamber also organised B2B meetings with local industry representatives and decision-makers in Johannesburg and Cape Town.



LÄNDERWIRTSCHAFTSTAG SÜDLICHES AFRIKA

Southern Africa is by far Thuringia's most important export market in Africa. On 1 March 2023, we looked into business opportunities and the economic landscapes of South Africa, Namibia, Zambia and Angola, during Thüringen International's „Länderwirtschaftstag südliches Afrika“ and highlighted the priority sectors water, energy, hydrogen as well as sales and distribution strategies. The event concluded with a panel discussion of Thuringian companies that have successfully entered the Southern African markets, sharing their findings and experiences.



INTERNATIONAL FOREIGN TRADE DAY

This event was followed by LEG Thüringen's annual flagship event, the 15th Thüringer Außenwirtschaftstag/International Foreign Trade Day where Thuringian businesses meet with trade and economic representative from all over the world. Some 300 participants attended this exciting event with Jan Berger as the keynote speaker. It was a great opportunity to network, make new contacts and re-connect with existing ones.



CHAMPIONSMEET

Following the two events in Jena, I had the opportunity to attend ChampionsMEET in Erfurt – a meeting of top Thuringian companies. Their success reflects the economic attractiveness of the Free State. "Hidden Champions - Thuringia's world market and technology leaders" presented a selection of high-performance companies: market and technology leaders that impress with their products and services in Germany, Europe and worldwide. The project is a joint initiative of the Thuringian Ministry of Economic Affairs and the State Development Corporation of Thuringia.

In extensive research, almost 90 companies in Thuringia were identified. Among them are world-renowned companies such as Carl Zeiss and JENOPTIK but also "hidden champions" such as Häcker Automation GmbH or ASKION GmbH Biobanking and Königsee Implantate.

FUNKWERK

After a few years of planning and cancellations due to Covid, Thuringia's Funkwerk Systems GmbH was finally able to showcase their latest technologies and innovations at Africa's largest and most established transport event on the continent: Africa Rail 2023 in June 2023 at the Sandton Convention Centre in Johannesburg. Funkwerk was included in the official German Pavilion hosted by the Federal Ministry for Economics and Climate Action (BMWK) in cooperation with the AUMA and the Verband der Bahnindustrie in Deutschland (VDB) e.V. (German Railway Industry Association).

Funkwerk has emerged as a leader in the growing markets of mobility and digital infrastructure. With tailor-made concepts, Funkwerk controls and rationalises operational processes, primarily for the railway industry and public transport, as well as development and realisation of mobility concepts for the public domain. Funkwerk develops and markets innovative communication solutions for railways.



THURINGIAN BUSINESS DELEGATION

The highlight of 2023 was the very successful working visit of the Minister of Economics, Science and Digital Society, Mr Wolfgang Tiefensee and the CEO of the State Development Corporation of Thuringia, Mr Andreas Krey and their business delegation to Namibia and South Africa.

We can all look back on endless impressions and experiences in these two beautiful countries; so many fruitful meetings, discussions and interactions with representatives from business, academia and politics.

Countless approaches and possibilities for cooperations and partnerships in the energy, hydrogen and infrastructure sectors were identified during the trip – one concluded with an NDA being signed. Not only did the Free State of Thuringia showcase its state-of-the-art innovations and technologies, it also shared the importance of the very close cooperation and interlinking between science and business that makes it an international centre of excellence and best example for the creation of new high-tech innovations to stay competitive in today's world economies.

One of the highlights of our delegation was the official opening of the new premises of Thuringia's Weinert Industries AG in Northwest Province. Weinert has taken over Electric Telecom Cables, an established South African manufacturer of signal and fibre optic cables, CBI a company with more than 300 employees. This highlight in combination with other Thuringian delegates and their companies already active and expanding into the Southern African Markets, including MAXX-Solar Energie, Polycare, Maximator Hydrogen GmbH and IGS Ingenieure, surely highlights Thuringia's strong interest and ongoing commitment to our region.



Anja Tambusso-Ferraz

Representative for the State Development Corporation of Thuringia (LEG Thüringen) in Southern Africa

Tel: +27(0)21 422 5577

Email: Thueringen@germanchamber.co.za

Ongoing discussions and the envisaged cooperations between HySON, Thuringia's Institute for applied Hydrogen Research and HySA Systems in the field of mobile hydrogen hydride tanks is now taking shape.

Apart from business aspects of this delegation, I need to acknowledge that I have hardly ever experienced such incredible group dynamics within a business delegation – to see such lively interactions, kindness and real support for each other, in a group comprising three generations, with different designations and backgrounds, sectors and interests, made this trip unforgettable.

I would like to take this opportunity to extend my sincere gratitude to the organizing team of this working visit for their outstanding cooperation, exceptional team work and friendship: Hakim Kennich, Benjamin Roesiger, Jens Hauser, Franziska Breithaupt, Stephan Krauß. And a huge thank you to the very professional and super cool and vibrant Wave in Motion team that accompanied us to Windhoek, Cape Town and Brits, creating exceptionally high quality video material and images throughout the trip.

And what would the SA-German Chamber be without our reliable and longstanding partners and networks in Namibia and South Africa?

On behalf of the Thuringian delegation, I would like express my heartfelt thanks to our local partners for their incredible support, for taking time in their busy schedules and for sharing all their vast knowledge and valuable insights, including: The Namibia Investment Promotion and Development Board (NIPDB), the Namibia Green Hydrogen Council, the University of Namibia (UNAM), the Namibia Green Hydrogen Research Institute (NGHRI), the Ohlthaver & List Group, Hyphen Hydrogen Energy, Enertrag, the German Embassy Windhoek, the German Consulate Cape Town, the German Embassy Pretoria, the University of the Western Cape, HySA Systems, GreenCape, Wesgro, Atlantis SEZ, University of Stellenbosch, the Centre for Renewable and Sustainable Energy Studies (CRSES), the City of Cape Town, the Western Cape Government. ■



FREE STATE OF BAVARIA

Since 2007, the Southern African-German Chamber of Commerce and Industry (SAGCC) has been at the forefront of fostering economic collaboration between the Free State of Bavaria and South Africa. This commitment is centred on facilitating and strengthening business relations, identifying suitable partners for Bavarian companies, and intensifying cooperation for mutual prosperity.

South Africa and Germany share a rich history of bilateral cooperation. Germany is South Africa's second-largest supplier country, which highlights the robust economic ties between the two nations. Conversely, South Africa plays a pivotal role as an important trading partner for Germany, emphasizing the mutual nature of this enduring relationship.

In the year 2021, Bavarian exports to South Africa reached a significant milestone, totaling 0.8 billion euros, which places South Africa at the forefront of Bavarian foreign trade among African countries. Bavarian imports from South Africa amounted to approximately 1.8 billion euros, showcasing the depth of economic collaboration between these regions.

The bilateral trade volume between Germany and South Africa in 2021 was an impressive 20.3 billion euros. German imports surged to 8.0 billion euros, marking a substantial 44.7 percent increase from the previous year. Key export goods from Germany included motor vehicles and parts, machines, raw materials, non-ferrous metals, and food. German exports in 2021 amounted to 8.0 billion euros, reflecting the diverse and dynamic nature of this trade relationship.

IFAT Africa 2023: A platform for collaboration

A highlight in 2023 was the IFAT Africa trade fair hosted in Johannesburg from 5 to 7 July. This event, which is organised by Messe München GmbH, is the leading trade fair in Southern Africa for water, sewage, refuse, and recycling. IFAT Africa 2023 welcomed 4,500 visitors and hosted 125 exhibitors from 17 countries and regions.



Matthias Boddenberg

CEO, Southern African German Chamber
Representative of the Free State of Bavaria
in South Africa

Telephone: +27 11 486-2775

Fax: +27 866 791 206

Email: bavaria@germanchamber.co.za

Twitter: twitter.com/investinbavaria

Facebook: www.facebook.com/visit.bavaria/

Website: www.bavariaworldwide.de/en/southafrica



Left: Enrico Brandt,
Deputy Head of Mission:
German Embassy to South
Africa visiting the German
Pavilion with Stakeholders
from IFAT Africa 2023 and
Alexa Gerrard (SAGCC).

IFAT served as an invaluable platform for the Bavarian representation, by providing a unique opportunity for companies from Bavaria and Southern Africa to connect, share insights, and form lasting business relationships.

Fact Finding Mission Subsahara Afrika 2023

In October 2023, Matthias Boddenberg, Representative of the Free State of Bavaria in South Africa welcomed Mr Georg Schmidt, Head of Department and Ms Charlotte Griese, Member of the Department from the Bavarian Ministry of Economic Affairs, Regional Development, and Energy. This marked the commencement of the Fact-Finding Mission Sub-Sahara Africa. The purpose of this mission was to assess opportunities for enhancing the footprint of Bavarian enterprises and businesses in Africa. The agenda involved engagements with key stakeholders, including representatives from the German Embassy in Pretoria, Siemens, BMW, and the GGDA. This collaborative effort aimed to explore avenues for mutually beneficial partnerships and contribute to the economic development and growth of the region.

Looking ahead: State of Bavaria South Africa Office

For those seeking more information and looking to explore the opportunities, the Representation of the Free State of Bavaria in South Africa offers a wealth of resources. Visit BavariaWorldwide - State of Bavaria South Africa Office to stay updated on the latest developments, access valuable business insights, and discover avenues for collaboration.

In conclusion, the Southern African-German Chamber of Commerce and Industry's representation of the Free State of Bavaria has been instrumental in nurturing a thriving economic partnership. The achievements of 2021, coupled with the success at IFAT Africa 2023, underscore the commitment to shared growth, innovation, and sustainable business relations. ■



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BADEN-WÜRTTEMBERG

The Southern African-German Chamber of Commerce and Industry became the official Economic Representative in South Africa and the SADC region of the Federal State of Baden-Württemberg on 1 June 2019. The representation is supported by the Ministry of Economic Affairs, Labour and Tourism Baden-Württemberg.

The Johannesburg and Durban Offices of SAGCC support the promotion and development of economic cooperation between Baden-Württemberg and Southern African companies and organisations as well as strengthening existing economic relationships. We assist with first-hand information, local experience and personal relationships. This creates and expands the best possible business opportunities for companies. Small and medium-sized enterprises (SMEs) from Baden-Württemberg also receive information on market potential, local contacts, events and support offers for successful market entry and expansion into Southern Africa. The focus for future activities is on the following industries: automotive, industry 4.0, chemicals and plastics, health sector, renewable energies, environmental technologies and tourism. An important

cross-sector focus will be on vocational training, due diligence and supply chain management.

Partnership KwaZulu-Natal

The Federal State of Baden-Württemberg has had a Twinning Agreement with the KwaZulu-Natal Provincial Government since 1996. In November 2019, Baden-Württemberg's Minister of Economic Affairs, Labour and Housing, Dr Nicole Hoffmeister Kraut, visited the region with a business delegation. During this delegation, an MoU for a new partnership agreement was signed. From 21 to 24 March 2023, the economic representation supported and accompanied Minister Dr Hoffmeister-Kraut during a follow-up delegation trip to KwaZulu-Natal that included a networking event in cooperation with Trade and Investment KwaZulu-Natal (TIKZN).





Online events

The economic representation organised three online events:

- **Sourcing** (21 November 2022): The Competence Centre Sourcing explained business opportunities and developments in South Africa and discussed the implications and possible recommendations for action for various industries and companies with regard to sustainable supply chain management and due diligence.
- **Circular Economy** (14 September 2023): Rishel Dharmapall, Sector Expert of the Africa Business Network for Circular Economy, identified business opportunities for German companies while giving an overview of the challenges as well as sharing his first-hand experiences in this sector.
- **Water Sector** (27 November 2023): Vera Massie, Sector Expert and Portfolio Manager Water at the Southern African-German Chamber of Commerce reported on the market environment and market opportunities in the water sector in South Africa. Frank Hurst, Managing Director at Hurst Mine Tec shared his best practice examples and experiences as a German company operating in South Africa. The participants from Germany and South Africa were very interested in these topics, which were evident by the questions and comments they asked.

GlobalConnect: Africa Summit and business representatives meeting

The economic representation had the opportunity to visit GlobalConnect and the 3rd Africa Business Summit, one of the events at GlobalConnect, on 15 November 2022 in Stuttgart, Germany. They met with economic representatives from other countries, had discussions with Minister Dr Nicole Hoffmeister-Kraut and engaged in B2B-meetings with companies interested in entering the South African market. At the Africa Business Summit, the economic representation also participated in two panel discussions: sourcing potentials of the automotive sector in Africa and the food and agriculture industry. ■



Bastian Lidzba

Economic Representative of the State of Baden-Württemberg in South Africa and the SADC region

Tel +27(0)11 486-2775
bw@germanchamber.co.za



Danilla van Jaarsveldt

Scout for KwaZulu-Natal, Representative Office KwaZulu-Natal, SA-German Chamber of Commerce and Industry

Tel +27(0)31 941 7744
durban@germanchamber.co.za



Meghan Rossouw

Scout for Gauteng Province and SADC-Region; Project Manager SA-German Chamber of Commerce and Industry

Tel +27(0)31 941 7744
durban@germanchamber.co.za



Revolutionizing Mobility: Bosch and Mafika's Sustainable Drive

A Thriving Alliance Pioneers Green Transport Solutions

In a remarkable development, Bosch and Mafika linked a momentous agreement on September 29, 2023. This forward-thinking partnership reflects a shared dedication to advancing sustainable technology in the automotive sector, with a distinct focus on Hydrogen Internal Combustion Engines (H2ICE).

Bosch has been globally acclaimed as a leader in technology and engineering solutions and been at the forefront of innovative H2ICE technology. Our deep-rooted commitment to research and innovation positioned us to introduce transformative solutions to the market.

On the flip side, Mafika's market-ready approach and unique business model make them a significant player, offering sustainable solutions that align with Environmental, Social and Corporate Governance (ESG) objectives.

At the heart of our collaboration with Mafika lies a confidential exchange of knowledge. Bosch is sharing its profound expertise in H2 fuel injection tech-

nology, empowering Mafika with the tools required to excel in the world of sustainable transportation.

We plan to have an expansive partnership with Mafika where one of the primary key aspects is implementing a comprehensive market research initiative, seeking insights into the evolving needs of eco-conscious consumers and industries. This extensive research will serve as a guide to understanding the potential for H2ICE technology adoption and pinpointing key partners for a holistic value chain.

Amidst a global push for a more sustainable future, Bosch and Mafika's joint venture in hydrogen internal combustion engines marks a pivotal leap forward. This alliance elegantly converges with market dynamics while embodying the profound influence of technological prowess, innovation and strategic collaboration in steering positive change in the automotive industry. Together, we are ushering in the future of eco-friendly mobility.





T.W. Diesel Makes History as the First Bosch Classic Service Workshop in Africa

In a ground-breaking moment for automotive enthusiasts in Africa, T.W. Diesel achieved a historic milestone on Saturday, 25th November 2023, by becoming the first Bosch Classic Service Workshop on the continent. Situated in Witbank, South Africa, this accomplishment is a testament to decades of dedication, expertise and a commitment to excellence.

At the heart of this achievement is Mr. Rolf Frommjohann:

A seasoned professional with an impressive 54-year journey alongside Bosch. From his humble beginnings with an apprenticeship at a Bosch Service in Remscheid in 1970, Rolf's prowess led him to qualify as an automotive electrician in 1972. Notably, his career highlights include serving as a research and development technician on the pioneering K-Jetronic systems at the Feuerbach plant.

Joining the Elite Club:

T.W. Diesel has consistently embraced a commitment to excellence, this resulted in them receiving accreditation as a Bosch Classic Car Service. This achievement has placed them in an elite group of automotive service providers, making them the sole non-European representative in this exclusive club. The Bosch Classic Car Service is a prestigious designation reserved for workshops that specialise in the maintenance and restoration of classic vehicles. This accreditation signifies not only technical proficiency but also a deep understanding and appreciation for automotive heritage. T.W. Diesel's inclusion in

this exclusive network reinforces their dedication to preserving and servicing classic cars to the highest standards.

As T.W. Diesel proudly stands as the first Bosch Classic Service Workshop in Africa, this achievement marks a new era in the automotive landscape on the continent. With Mr. Rolf Frommjohann's remarkable journey and T.W. Diesel's commitment to excellence, this historic milestone is not just a celebration of the past but a promising step into the future of automotive craftsmanship in Africa.



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[bosch.africa](https://www.bosch.africa)

CAPE TOWN OFFICE

We began another exciting year with our traditional “Back to Work Lunch” – a popular event that gives our members and partners from South Africa and Germany a great opportunity to catch up and network.

EU TRADE AND INVESTMENT BREAKFAST

On 13 February, Wesgro, in collaboration with 12 EU chambers of commerce, trade commissions and their respective diplomatic representatives, hosted another professional, vibrant and informative EU Trade and Investment Breakfast to showcase the long and proud history and strong economic ties between the EU and the Western Cape. Speakers included Her Excellency Mrs Sandra Kramer, EU ambassador to South Africa and key Western Cape Government officials: Premier Alan Winde; Minister of Finance and Economic Opportunities, Mireille Wenger; Cape Town Executive Mayor, Geordin Hill-Lewis and Wesgro CEO, Wrenelle Stander.

Corporate members of the respective EU chambers and diplomatic representatives learned about investment opportunities for European businesses in Cape Town and the Western Cape and how they are striving to create an environment that will attract investment and allow businesses to thrive.

ENGAGEMENTS WITH BADEN-WÜRTTEMBERG

In March, Minister for Economic Affairs, Dr Nicole Hoffmeister-Kraut, Chairman of the Economic Affairs, Labour and Tourism Committee, Mr Erik Schweickert and representatives of the Landtag of Land Baden-Württemberg had fruitful discussion and engagements with representatives from the Western Cape Government, the City of Cape Town and stakeholders from business and academia in the region. ■



EU Trade and Investment Breakfast



Engagements with Baden-Württemberg

BALL OF HOPE 2023

The Ball of HOPE 2023, organised by the Southern African-German Chamber of Commerce & Industry and HOPE Cape Town in cooperation with the Westin Cape Town, was yet another wonderful evening with great entertainment, fantastic food and outstanding company! The Chamber and HOPE Cape Town would like to extend a big THANK YOU to all their supporters, including the Western Cape Provincial Minister of Infrastructure, Mr Tertuis Alfred Simmers, our Deputy Speaker of the Western Cape Provincial Parliament, Ms. Beverley Schafer, the Western Cape Provincial Minister for Agriculture, Dr Ivan Meyer, the Deputy Mayor of the City of Cape Town, Alderman Eddie Andrews as well as the German Consul General, Mrs Tanja Werheit.

Gratitude goes to our fantastic, lively, energetic MC with the best personality, Dr Tshidi Gule, who gave us some really good laughs throughout the programme.

But first and foremost, our gratitude goes out to our fabulous, generous sponsors, who made this event possible – some of whom came all the way from Germany, Switzerland and Liechtenstein to support the good cause.

The event has over the years become an annual fixture on Cape Town's Social and Business Calendar! It is more than a great night out – it is a wonderful opportunity to show support for the work that HOPE Cape Town is doing and will continue to do in the future! ■





BAVARIAN RESEARCH ALLIANCE

In June we had an inspiring meeting with Anna Stegmann and Susanne Reichenbach of the Bavarian Research Alliance (BayFOR) GmbH at the Southern African-German Chamber of Commerce and Industry's Cape Town Office.

Discussions were about the vast opportunities for collaborations in the research and innovation space between the Western Cape and Bavaria, with a particular focus on tech, energy and hydrogen initiatives.

BayFOR promotes Bavaria as a centre for science and innovation within the European Research Area. It supports and advises Bavarian scientists and private sector stakeholders on European research, development and innovation funds. As a partner in the network for SMEs "Enterprise Europe Network", BayFOR provides specific advice for SMEs which are interested in EU research and innovation projects.

GLOBAL EXPORT ACCELERATOR PARTNERSHIP (GEAP)

By invitation of the Cape Chamber of Commerce and Industry, my colleague Timo Pleyer and I were privileged to attend an uplifting and inspiring event at the Cape Town International Convention Centre. The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH in cooperation with four major South African Business Chambers and the South African Supplier Diversity Council (SASDC) hosted the Global Export Accelerator Partnership (GEAP) Showcase event – a fantastic opportunity to network with some 160 innovative, vibrant, export-oriented, black-owned SMEs, celebrating their achievements. There were also interesting panel discussions with local experts on corporate procurement and value chains, market entry strategies, Government support schemes and access to finance.



IHK BAYREUTH

A big focus this year was on assisting German businesses, in particular in the Tech sector with their market entry into South Africa and the Western Cape. In line with the continued great interest in our region, we also arranged several meetings and events in Germany to advise potential German investors on the ample possibilities of doing business with and in the Southern African region. Within that scope, I had a full schedule of meetings in Bayreuth/Upper Franconia, a city and region that is very famous as a cultural site which hosts the Richard-Wagner-Festival and boasts the Margravial Opera House, a UNESCO World heritage site. But Bayreuth and the Oberfranken region is also a fantastic, vibrant and innovative business location!

The IHK für Oberfranken Bayreuth arranged some very interesting meetings with companies in the region already active or interested in entering the South(ern) African markets – from the medical sector to renewable energy and document authentication fields.

Thank you for the warm welcome at your Chamber, Dr Johanna Horzetzky and Ms. Sara Franke and for the organisation of the lively meetings and discussions!

REGENSBURG

I enjoyed a full day of very fruitful and promising meetings with some of the Regensburg region's hidden gems in the fields of equipment for laboratory, pathology and histology, tailor-made cosmetics and innovative industrial flooring solutions. Thank you for the professional organisation of all the meetings and the fantastic cooperation Markus Huber. This was my first visit to Regensburg and apart from business aspects, this beautiful city is definitely worth a visit.



BERLIN

By invitation of the Deutscher Reiseverband (DRV) (German Travel Association) and the Ambassador of the Republic of South Africa, H.E. Phumelele Stone Sizani, the SA Embassy in Berlin hosted its „Sommerfest“. A fabulous networking event with South African culinary and musical highlights. Representatives from politics, business and media were invited to get a glimpse of what our beautiful country has to offer. I really enjoyed connecting and re-connecting with so many friends, colleagues and partners! Congratulations to the organisers! It was a piece of South Africa in the middle of Berlin!



When in Berlin, there's always time for a quick catch-up with our wonderful colleagues at the DIHK.



LEG THÜRINGEN

There were many activities throughout the year within our representation of the State Development Corporation of Thuringia (LEG Thüringen) in Southern Africa. Our Chamber is happy to announce that our contract for the official representation of Thuringia International in the SADC region has been renewed until December 2024 and we are excited to continue with our efforts to intensify and grow bilateral business relations between our regions. (Please see separate detailed annual report on Thuringia in this publication).

Following the visit of Western Cape Premier Alan Winde and Wesgro's CEO, Ms. Wrenelle Stander at the DIHK in October 2022, I am very happy that the dialogue between our Berlin head office and our partners from the Western Cape Government and Wesgro continues. Business potentials and synergies, in particular in the tech sector, have been discussed and exchange about potential deeper collaborations are being explored.

ACKNOWLEDGEMENTS

We would like to extend our special appreciation for their ongoing support, assistance and cooperation to the Provincial Government of the Western Cape, the German Consulate General in Cape Town, Wesgro, GreenCape, the GTAI Office Johannesburg, the DIHK Berlin, the State Development Corporation of Thuringia, our members and partners in the Cape region and my wonderful team of colleagues at the Chamber.



Anja Tambusso-Ferraz

Regional Representative
for the Western and Eastern Cape

Tel +27(0)21 422 5577

Email: capetown@germanchamber.co.za

DURBAN OFFICE: KWAZULU-NATAL

The German Chamber's regional office in Durban has been servicing its members and clients within the KwaZulu Natal (KZN) region since March 2012. KZN offers numerous business opportunities. Major sectors include industrial manufacturing, harbour economy, logistics, renewable energy, food and agriculture, as well as water and energy. The Chamber works continuously to strengthen and extend their networks within the region to provide the best possible support when it comes to bilateral business relations in KZN. This includes networking and information events, service provision, as well as the support of business delegations.

KwaZulu-Natal, like the rest of South Africa, is struggling with the effects of load shedding. Many small businesses cannot afford the cost of inverters, generators and diesel. Some regions continue to be affected by the effects of the 2021 floods and still do not have access to a safe water supply.

BACK TO WORK LUNCH – DURBAN

We love the beginning of the year at the Southern African-German Chamber of Commerce and Industry because it means it's time for our annual Back to Work member functions! Our Durban Office had the pleasure of hosting our members and stakeholders from KwaZulu-Natal at the Mount Edgecombe Country Club and we took this opportunity to touch base on possible collaborations, current Chamber projects and networking.



BADEN-WÜRTTEMBERG DELEGATION

The Business Representation of Baden-Württemberg in South Africa supported and accompanied Minister Dr Nicole Hoffmeister-Kraut and representatives of the Ministry of Economic Affairs, Labour and Tourism of Baden-Württemberg on a trip to KwaZulu-Natal from 21 to 24 March 2023. The delegation arrived on a public holiday and the Business Representation took the opportunity to show Minister Dr Hoffmeister-Kraut and her team some South African heritage sites. The group visited The Capture Site, where Nelson Mandela was arrested on 5 August 1962 outside Howick. A dinner was hosted with all the mayors of greater Pietermaritzburg. The Business Representation accompanied the delegation to various meetings including company visits to Andreas Stihl (Pty) Ltd in Pietermaritzburg as well as MAHLE Behr South Africa (Pty) Ltd. in New Germany. The Business Representatives, in cooperation with Trade and Investment KwaZulu-Natal (TIKZN), organised a cocktail event where the KZN members met with the Baden-Württemberg delegation.

On 23 March, the delegation met with local stakeholders such as Malte Kersten, Honorary Consul for Germany in Durban and Wolfgang Beier, CEO of Beier Industries to discuss current challenges for companies in KZN. On 24 March, the delegation met with Alex Holmes (Mahle Behr South Africa), Rudi van Niekerk (Durban Chemicals Cluster) and Meghan King (Durban Automotive Cluster) to discuss the implementation of a vocational training programme for the manufacturing sector.

AFIRE

The German Embassy Pretoria hosted a screening event of AFIRE at the 44th Durban International Film Festival on Sunday, 23 July 2023 at the Suncoast CineCentre in Durban. The Durban Office supported the German Embassy by inviting its KZN members to attend the screening. After the film, the members had the opportunity to ask questions to the main actor, Thomas Schubert, who attended the screening as well. After the screening, there was a networking cocktail event where the ones who have not met with the actor yet, had the opportunity.



Danilla van Jaarsveldt

KZN Regional Representative

Tel. +27(0)31 941 7744

Email: durban@germanchamber.co.za

REGIONAL COORDINATION

This year we hit the ground running with increased interest in the business opportunities and business climate within the Southern African region as a whole. This was noted not only through an increase in general market entry requests from our member companies as well as companies in Germany but also through an increased amount of delegations wanting to travel into the region. Our activities in 2022 / 2023, focused mainly on the markets of Namibia, Mozambique, Botswana, Zambia, and the DRC. Thank you to all the German Embassies in the region for the continued support for German business activities!

In terms of information events, the German Chamber continued to host and cohost regular online events informing members and the extended network about business opportunities in Botswana, Zambia and Namibia. Information on upcoming events can be found on our Events Page: suedafrika.ahk.de/en/events.



The 5th German Business Round Table Botswana hosted by the German Ambassador to Botswana, H.E. Margit Hellwig-Bötte, took place in June 2023. The main topic of discussion was Botswana's new Public Procurement Regulations and how they affect German businesses and entrepreneurs.

From 5 to 10 June, Mozambique and Namibia hosted a delegation from Saxony, headed by Martin Dulig, State Minister for Economic Affairs, Labour and Transport and Vice Prime Minister of the Free State of Saxony. The focus of the trip to Maputo and Windhoek and the Namibian region of Kunene, was on mining, hydrogen and renewable energy projects. More information on the delegation trip can be found here:



Meeting with Carlos Zacarias, Minister of Mines and Energy, followed by the signing of a Memorandum of Understanding between Mozambique and Saxony. Copyright: SMWA (Saxon Ministry of Economic Affairs, Labour and Transport), Kristin Schmidt (Photographer).



Meeting with the Namibian University of Science and Technology. Copyright: SMWA (Saxon Ministry of Economic Affairs, Labour and Transport), Kristin Schmidt (Photographer).



Alexa Gerrard

Regional Coordinator Southern Africa

Tel. +27(0)11 486 2775

Email: agerrard@germanchamber.co.za



Peer Exchange Workshop in cooperation with the City of Johannesburg, the Gauteng Growth and Development Agency, and the CSIR.

From 17 to 22 July 2023 the SAGCC organised and hosted a delegation of decision-makers from the DRC to Johannesburg, South Africa in cooperation with the GIZ DRC Office. The delegation included His Majesty, the Grand Chief of Kaponda, the President of the Chamber of Mines, Mr Louis Watum, Vice President of FEC (Congoles Chamber of Enterprises), Mr Eric Monga, and Madame Lucie Musinga, Mayor of the Municipality Ruashi, amongst others.

The aim of the delegation was two-fold: to allow for peer exchange on community management and destination marketing with local municipalities as well as to engage with private industry on market potential in the DRC. Our amazing partners and member companies in the mining, water, energy, and agriculture sectors were highlighted during our various company visits to wec projects, ifm, Zest Weg Group, Schauenburg Systems, and KSB Pumps and Valves. Read more: suedafrika.ahk.de/en/news/news-details/drc-delegation-in-johannesburg-funded-by-the-giz

In total, 10 delegation trips into the Southern African region were organised in 2023.

We are excited about the increased interest from the EU in the countries of Botswana and Mozambique, as they host their first EU Business Forums in 2023: the [EU-Botswana Business Forum](#) in October 2023 and the EU-Mozambique Global Gateway Investment Forum in November 2023.

To offer German companies wanting to enter the Southern African markets partly funded consultancies, the AHK Southern Africa registered as a German Federal Office of Economics and Export Control (BAFA) listed consulting firm within the framework of the [Beratungsgutscheine Afrika](#) (Africa Consulting Vouchers). Through this new funding mechanism, the Federal Ministry for Economic Affairs and Climate Protection (BMWK) promotes the use of external advisory service providers, such as the SAGCC, for various consultancy services which enable German companies wanting to enter new markets to obtain needs-oriented advice on potential economic projects in Africa. ■

MAPUTO, MOZAMBIQUE

Building local networks to strengthen bilateral relations and promote trade between Mozambique and Germany is one of the core strategies of the Maputo office. In this way, German companies, including member companies of the SAGCC, can expect the best support in the developing Mozambican market and benefit from a strong local network on the ground.

Requests for information and market entry consultations increased consistently in 2022-23 and is reflected in the number of contacts, discussions, and on-site visits in Maputo. There is also a corresponding increase in interest in Mozambique as a 'new' potential market option – both for sales and investments as well as for sourcing products, goods, and services.

Our member survey conducted in early 2022 and again in 2023, identified Mozambique as one of the countries in Southern Africa with the greatest growth potential for German companies.



Above, top: Minister Dulig with Carlos Zacarias, Minister of Mines and Energy, followed by the signing of an MoU between Mozambique and Saxony. Political and economic briefing with German Ambassador, H.E. Lothar Freischlader and Regional Representative Mozambique, Holger Hey. Copyright: Kristin Schmidt, Saxon Ministry of Economic Affairs, Labour and Transport.

2022/2023 highlights include the delegation from Saxony headed by Martin Dulig, State Minister for Economic Affairs, Labour and Transport and Vice Prime Minister of the Free State of Saxony. On the first leg of the trip, from 5 to 7 June, the delegation toured Maputo Harbour and met with DP World CEO, Christian Roeder. Further meetings were held with the Chamber of Commerce Mozambique, Women in Mining, EuroCam, and the Ministry of Mineral Resources and Energy. The time spent in Maputo ended on a high note during an official reception held at the residence of the German Ambassador, H.E. Lothar Freischlader.



Meeting with Mr Christian Roeder, CEO of DP World Mozambique, in front of the DP World Container Terminal. Copyright: Kristin Schmidt, Saxon Ministry of Economic Affairs, Labour and Transport.



Reception in honour of Minister Dulig and his delegation, at the Residence of the German Ambassador, H.E. Lothar Freischlader.

Mozambique's leading trade fair, FACIM 2023, took place from 28 August to 3 September. This multi-sectoral trade fair was organised by the Mozambican Ministry of Industry and Trade through the Investment and Export Promotion Agency (APIEX) and hosted at the Ricatla International Trade Fair Centre in the Marracuene district of Maputo province.

Themed "Diversifying the national economy in the context of continental integration", the 58th edition of FACIM aimed to showcase the country's production and export potential and promote business and investment opportunities in the various economic segments. FACIM 2023 featured more than 2,500 domestic and foreign exhibitors from about 25 countries, including 450 foreign companies, spread across ten exhibition halls and open spaces. Italy, Portugal, Brazil, and South Africa were well represented with national pavilions, including various South African investment authorities. All Mozambican ministries, provinces and state-owned



Left: President Filipe Nyusi visiting the German companies at the German Pavilion. Centre: Regional Coordinator, Alexa Gerrard, at the EuroCam stand. The Representative Office in Mozambique is a very active member of the Chamber. Right: German Pavilion participants with the prize for 'Best International Pavilion'.

enterprises were represented – a good contact base for foreign companies looking to enter the Mozambican market. Large energy and mining companies such as Kenmare, Sasol and Total also exhibited.

The Federal Ministry for Economic Affairs and Climate Action (BMWK), had a German joint stand (125 m² area) with 10 exhibitors: GIZ, DHL Global Forwarding Mozambique Lda, Big Dutchman South, AfricaSkyway Net, F&L LDA (Wilo representative), ABC-Trading Lda (Stihl Representative), Stiebel Eltron Southern Africa Ltd, Andritz Hydro GmbH, Mühlbauer I.D. Services, GAUFF GmbH & Co. Engineering KG. On 28 August, President Filipe Nyusi spent about 45 minutes at the German pavilion. The stand was also visited by the Minister of Industry and Trade, Silvino Augusto José Moreno, and the Minister of Raw Materials and Energy, Carlos Zacarias. The German pavilion was named best

international pavilion by Mozambican Prime Minister Adriano Afonso Maleiane and Minister of Industry and Trade Silvino Moreno. In addition, GAUFF GmbH & Co. Engineering KG won the prize for the best international exhibitor. Congratulations to all involved!

We are very excited to welcome the new German Ambassador, H.E. Ronald Münch, as well as the new Deputy Ambassador, Dr Michael Feiner, to Mozambique. During the FACIM, the Ambassador hosted all German Pavilion participants at an official reception in his residence. Thank you to the embassy for their unwavering support of German business in this country. ■



Alexa Gerrard

Regional Coordinator Southern Africa

Tel. +27(0)11 486 2775

Email: agerrard@germanchamber.co.za

LUSAKA, ZAMBIA

The "New Dawn government" under President Hichilema, has embarked on a course of ambitious political, economic, fiscal and social reforms, relying primarily on the private sector driven by sustainable growth and investment. Politically and economically, some decisive changes are to be expected and Zambia is once again moving into the focus of international companies and investors.

Zambia offers diverse opportunities for German suppliers in agriculture, food processing, energy, industry, mining, and tourism. Located in the heart of Africa, this 'landlinked' country, as President Hichilema refers to it, is well-positioned within the AfCFTA. Building local networks to strengthen bilateral relations and promote trade between Zambia and Germany is one of the core strategies of the office in Lusaka. In this way, German companies can expect the best support in developing Zambian markets and benefit from a strong local network on the ground. In addition, the Lusaka office plays a proactive role in the EU-Zambian Business Club to ensure good contacts with the private sector.

A NEW REGIONAL REPRESENTATIVE

In July 2023, the SAGCC appointed a new Regional Representative for Zambia, Mr Hassan Wehbe, who has been living and working in Lusaka since December 2021.

Through his previous experience in the country, he has focused on introducing innovative German companies in construction, energy, and waste management to the Zambian market. This has enabled him to build and expand valuable networks in the mining, agriculture, and water resource management sectors and he has forged close relationships with a wide range of local public and private actors and stakeholders.

With a hybrid research and administrative background, Mr Wehbe has valuable insights into the political-economic dynamics of Zambia that can contribute to a realistic evaluation and implementation of local projects and ventures. With this understanding of the political, economic, and cultural conditions in Zambia, he is successfully supporting the market entry goals of German businesses.

Mr Wehbe is fluent in German, English, Arabic, and Spanish, and is also familiar with local Bantu languages such as Nyanja and Bemba.

BUSINESS DELEGATION

From the 25th to the 29th September 2023, the SAGCC finally brought its first delegation to Zambia since the pandemic. The SAGCC's Zambia Office, on behalf of the Federal Ministry of Economics and Climate Action (BMWK) and in cooperation with the Afrika-Verein der deutschen Wirtschaft and iMOVE, hosted a business initiation trip with six German companies active in the Training & Educational Sectors in Lusaka and Kitwe, Zambia. The focus was on understanding Zambia's evolving business environment, particularly within the TVET and educational sectors, as well as creating credible business linkages for the German delegates with their Zambian counterparts.



Reception at the residence of the Ambassador, H.E. Dr Anne Wagner-Mitchell.

The delegation began in Lusaka with a briefing at the German embassy, followed by a reception at the residence of H.E. Anne Wagner-Mitchell, German ambassador to Zambia. B2B meetings were also arranged with local entities, such as the Zambian-German Agricultural Knowledge Training Centre (AKTC). In Kitwe, a presentation and networking event facilitated interactions between guests, keynote speakers, most notably Dr. Christopher Chilese, Head of Training at the Mopani Central Training Centre, experts, and stakeholders, including the Mayor of Kitwe, Her Worship Mpsa Mwaya.



Group picture of the delegation during the presentation and networking event, with the Mayor of Kitwe, Her Worship, Mpsa Mwaya, keynote speaker, Dr Christopher Chilese, and District Chamber President, Emmanuel Mbambiko.

A tour of Mopani Copper Mines, including a trip 1500m underground, as well as a tour through the processing, smelting, and refinery plants in Mufulira provided a deeper look into the TVET sector's opportunities and challenges. The visit to the Copperbelt ended on a high note with a tour of the impressive Mopani Central Training Centre.



Visiting the Mopani Central Training Centre.

The delegation trip successfully bridged German participants with their Zambian counterparts, with promising discussions indicating potential future collaborations.



Parliamentary State Secretary, Mr Michael Kellner, greeting Hon. Chipoka Mulenga, Minister of Commerce, Trade and Industry during a roundtable discussion between representatives of various Zambian Ministries and the German business delegation.

HISTORIC STATE VISIT: GERMAN FEDERAL PRESIDENT IN ZAMBIA

German Federal President Frank-Walter Steinmeier, together with a high-ranking business delegation, embarked on an official state visit to Zambia on the 01. – 02.11.23, marking a significant moment in the diplomatic relations between Germany and Zambia. This visit, the first of its kind by a German Federal President and the first official German state visit to Zambia in recent times, signifies a strengthening of ties between the two nations.

During this historic visit, President Steinmeier engaged in a series of discussions with Zambian President Hichilema. Highlighting the importance of education and vocational training, President Steinmeier also visited the Fountain Gate Crafts & Trades School. This vocational college, which benefits from the involvement of the Chamber of Skilled Crafts of Frankfurt-Rhine-Main, symbolises the collaborative efforts in education and skills development between the two countries.

HARARE, ZIMBABWE

Parallel to the presidential discussions on 01.11.2023, a significant networking and roundtable event was organised by the German Embassy in Zambia. This event served as a platform for the accompanying business delegation led by German Parliamentary State Secretary Michael Kellner (MP), which included prominent figures from the automotive, infrastructure development, and innovation sectors, to interact with their Zambian counterparts from both the private sector and on ministerial levels. Before the networking and roundtable event, the Southern African-German Chamber of Commerce and Industry (SAGCC) conducted an internal briefing for the delegates.

Participants commented on the discussions as both invoking and positive, reflecting the potential for future collaborations. The SAGCC has expressed optimism, anticipating a noticeable increase in engagement from the German private sector in Zambia by mid-2024. This visit not only marks a historic moment but also paves the way for enhanced economic and diplomatic cooperation between Germany and Zambia.



Networking between the German Business Delegation and the Zambian Business Community.



Group photo of the roundtable participants.

Thank you to the embassy in Lusaka for the unwavering support of German business in this country. ■



Alexa Gerrard

Regional Coordinator Southern Africa

Tel. +27(0)11 486 2775
agerrard@germanchamber.co.za



Hassan Wehbe

Regional Representative Zambia

Mobile: +258 853199379
lusaka@germanchamber.co.za

Zimbabwe continues to grapple with significant economic and political challenges. Government's promises made nearly six years ago remain largely unfulfilled, despite efforts to adopt a more pragmatic approach towards business. The slogan "Zimbabwe is open for business" rings hollow as the business community is plagued by a pervasive sense of negativity, with many companies merely trying to survive. Various issues, including currency volatility, inflation, a strained credit environment, policy inconsistencies, complex taxation systems, and unreliable utility services, particularly in the electricity sector, hinder business performance. According to the World Bank's Ease of Doing Business Index, Zimbabwe ranks 140th out of 190 countries, further damaging its international reputation and discouraging much-needed foreign investment. There is, however, a noticeable positive trend in increasing exports.

Although unemployment remains alarmingly high, officially around 90%, the informal sector is thriving and contributes significantly to the GDP. The scarcity of job opportunities has resulted in a brain drain, particularly among young Zimbabweans, which has led to skills shortages in certain sectors. Remittances from Zimbabweans working abroad are a lifeline for many households and small businesses, reaching \$1.4 billion USD in 2021.

The Zimbabwean dollar continues to depreciate against major currencies – from parity with the US dollar at its introduction in 2019 to an official rate of 5,400 and 8,000 on the parallel market by the end of September 2023. This has fuelled the triple-digit inflation seen in June 2023, and has disproportionately impacted lower-income individuals by eroding their purchasing power. External factors such as the Ukraine crisis also contribute to rising prices. While there is growing concern that Zimbabwe may face another hyperinflation crisis, possibly worse than the one in 2008, widespread use of the US dollar has somewhat mitigated the impact of inflation. The Zimbabwe Dollar's volatility is jeopardising the government's goal of establishing it as the sole currency by 2025.

Economic prospects remain challenging; major financial institutions predict modest growth of 2-3% in 2023, driven by agriculture, mining, and services, particularly in the tourism sector. Macroeconomic uncertainties stemming from erratic policymaking, runaway inflation, a weakening currency, rising borrowing costs, and worsening electricity shortages are expected to stifle short-term growth. Addressing these economic challenges and achieving sustainable growth requires proactive and effective policies.

In the political sphere, repressive laws have further restricted the democratic space in Zimbabwe. The Criminal Law (Codification and Reform) Amendment Bill 2022, known as the Patriotic Bill, criminalises actions perceived as damaging to national interests or critical of the government, and grants

REGIONAL OFFICES

authorities broad powers to suppress opposition. The Private Voluntary Organisation Amendment Bill, while not yet enforced, limits political involvement of civil society groups and allows government to interfere in their governance and activities.

The major event in 2023 was the harmonised elections held on 23 August, resulting in ZANU-PF and Emerson Mnangagwa securing victory. While ZANU-PF won 136 parliamentary seats, the main opposition party, Citizens Coalition for Change (CCC), secured 73 seats. ZANU-PF, however, just fell short of gaining a two thirds majority required for constitutional amendments. With 52.9 % of the votes, the president secured another five-year term in office. His main rival, Nelson Chamisa from the CCC, obtained 44% of the votes.

International election observers criticised the elections for lacking credibility, freedom, and fairness, with even SADC observers openly denouncing the flawed process. CCC contested the results but refrained from pursuing legal action due to concerns of judicial bias, instead appealing to SADC for a re-run, which is unlikely to succeed. Consequently, ZANU-PF is expected to maintain a firm grip on power.

These developments may leave a negative impression on foreign investments and could impact planned debt restructuring efforts with Bretton Woods Institutions and the African Development Bank. A lack of fresh funding may limit Zimbabwe's growth potential, and re-engagement with the international community, including the Commonwealth, may be hindered. Additionally, continued and a potential increase in emigration may exacerbate skill shortages.

Despite these challenges, Zimbabwe possesses significant growth and development potential. Stable political leadership, effective economic policies, and responsible governance can help the country overcome its obstacles and strive for a prosperous future. Investments in agriculture, mining, and tourism will be pivotal in transforming the economy and improving the lives of Zimbabwean citizens. ■



Bernd Doppelfeld

Representative in Zimbabwe

Tel: +263 242 494050
harare@germanchamber.co.za



EMBRACING DIVERSITY AT WORK

Leading Language, a proudly women-owned business providing language training, business skills training and translation services to our business clients. Our services are provided online – this means access from wherever you are in the world. 2023 has marked a significant achievement for us as we celebrate our 10th anniversary!

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Contact details: Dimakatso Songoane dimakatso@leadinglanguage.co.za

www.leadinglanguage.co.za

FRANKFURT, GERMANY

TRADE

2023, saw a positive upswing in German-Southern African business relations due to two key developments. Firstly, extensive coverage in German media of the German-African Business Summit (GABS) held in Johannesburg from December 6 to 8, 2022. The detailed insights shared about this event generated heightened interest among German entrepreneurs towards Southern African markets.

Secondly, ongoing discussions in Germany regarding the de-risking of China, coupled with market setbacks in Russia and Ukraine, prompted a shift in focus for German entrepreneurs in 2023. Seeking new opportunities, they began exploring alternative markets, with South Africa emerging prominently on their radar. This dual influence contributed to a strengthened and more dynamic engagement between German businesses and Southern Africa.

German exports to South Africa increased in the first half of the year 2023 to 5 billion euro (+4.9 %). Exports of German machinery, for example, increased about 19.6 percent to nearly 800 million euro.

In 2022, trade between Germany and South Africa reached a volume of 24.1 billion euro. German exports totaled 9.8 billion euro, while German imports amounted to 14.3 billion euro. Notably, German imports experienced a significant surge, registering a robust increase of 22.7 percent.

EVENTS

Demand for events and consulting related to the South African market experienced a notable uptick in 2023. The Frankfurt Representative played a pivotal role in advising interested German entrepreneurs at the "Mitteldeutscher Wirtschaftstag" in Erfurt, which attracted 150 participants and was organised by the Chambers of Commerce and Industry (CCIs) in the states of Saxony, Saxony-Anhalt, and Thuringia. The representative also participated in the "Aussenwirtschaftstag 23" in Duesseldorf, organised by the 16 CCIs in the state of North Rhine-Westphalia, which drew more than 600 participants.

In the last quarter of 2023, the Frankfurt representative is set to contribute to four more South African Consulting Days organised by German CCIs.

OUTLOOK

The overall outcome in 2023 is both encouraging and promising for a successful turn-over of German-South African trade in 2024. In conclusion, Frankfurt Representative, Walter Engelmann expresses gratitude to the dedicated teams in Johannesburg, Cape Town, and Durban, as well as the regional offices in Harare, Lusaka, and Maputo, for their close, fruitful, and efficient cooperation. ■



Walter Engelmann

Representative in Frankfurt

Tel: +263 242 494050
frankfurt@germanchamber.co.za



INDUSTRY AND TRADE FAIRS

HEALTH MADE IN GERMANY

On behalf of the German Federal Ministry of Economic Affairs and Climate Action (BMWK), trAIDe GmbH organised a digital business initiation trip to South Africa on the topic of the healthcare industry from 13 to 24 March 2023 in cooperation with the local partner of Southern African-German Chamber of Commerce and Industry (AHK Southern Africa). It is part of the export initiative "Health Made in Germany" and is carried out within the framework of the market development programme for SMEs.

The trip gave the delegation of 13 German companies from the healthcare sector a valuable opportunity to explore the South African health industry, identify potential collaboration opportunities and establish partnerships.



In the first week South African-German Healthcare Congress cohosted by trAIDe GmbH and AHK Southern Africa explored the latest advances and opportunities in the healthcare,

MedTech, and pharmaceutical industries for South Africa. German companies were also given an opportunity to present their products and services to the South African market.

Virtual company visits to Bayer South Africa and Mediclinic International in the second week gave German participants insights into the companies' business areas and potential cooperation opportunities.

Around 50 high-quality individual business meetings took place during the matchmaking phase between the German participants and the South African companies and institutions. Overall, the virtual delegation ended with positive feedback and a concrete way forward for the German participants. We look forward to future engagements with the German participants and the South African companies.

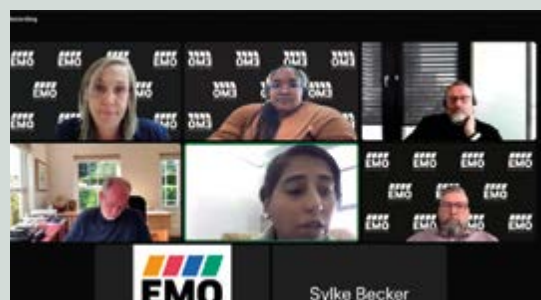


EMO HANNOVER

On 4 April 2023, AHK Southern Africa, in cooperation with Deutsche Messe AG, hosted the EMO Hannover Digital Press Conference South Africa. EMO Hannover, the world's leading trade fair for production technology, was held in Hanover, Germany, from 18 to 23 September 2023. It showcased the current state of the art in international production technology and also looked ahead to future developments.

South Africa is the second largest economy in Africa and also a key industrial centre and the largest automotive production hub. South Africa has an effective machine tool industry of its own, yet is also dependent on international partnerships. The main suppliers are China, Italy, Switzerland, South Korea and Germany. The attendance of EMO Hannover meant that South African trade visitors were treated to a comprehensive array of products from the top suppliers along the entire value chain and a wide range of products from many other countries.

The virtual press conference consisted of speakers from AHK Southern Africa, VDW, Deutsche Messe AG, Investment South Africa (InvestSA) and Crawford Publication.



THE BRIGHT WORLD OF METALS

South Africa's National Foundry Technology Network (NFTN), along with the South African Institute of Foundrymen (SAIF) and the Aluminium Federation of South Africa (AFSA), showcased South Africa's metal casting capabilities and investment opportunities in Düsseldorf from 12-16 June 2023, at GMTN 2023: The Bright World of Metals. The pavilion was supported by the Department of Trade, Industry and Competition (the dtic), the Council for Scientific and Industrial Research (CSIR) together with the National Foundry Technology Network (NFTN).

The South African National Foundry Pavilion hosted an evening of networking and innovation at the GIFA 2023 with all South African exhibitors as well as representatives from the South African government. The gathering was filled with engaging conversations, valuable connections, and delightful refreshments.

The participation aimed to promote localisation and technology transfer, identify the casting technologies and services that South African foundries need and develop better access to global markets.



IFAT AFRICA MAKES A COMEBACK

MesseMünchen's IFAT Africa 2023, back from a four-year hiatus, welcomed around 4,500 representatives and visitors from the environmental technology sector and 125 exhibitors from 5 to 7 July. This fourth iteration of IFAT Africa saw industry stakeholders flocking to the Gallagher Convention Centre for a long-anticipated update on innovations, trends, challenges and solutions accompanied by well attended conferences and sessions.

AHK Southern Africa's SADC delegation to IFAT 2023 consisted of delegates from the Water and Sanitation Infrastructures Administration (AIAS), Mozambique and the Municipal Infrastructure Support Agent in South Africa. The trade fair provided the delegates with a unique opportunity to gain first-hand knowledge of the sector, valuable insights into the water, sewage, refuse and recycling sector and to identify potential customers and projects.

IFAT Africa 2023 was co-located with analytica Lab Africa, the only South African trade fair for the analysis, laboratory technology, and biotechnology sectors. The combined events attracted around 6,000 visitors and a considerable number of leading brands for three days of networking, knowledge sharing, and solution discovery.



SA AT ANUGA 2023

The Department of Trade, Industry and Competition organised a South African Pavilion for Anuga 2023, which took place from 7 to 11 October 2023. Anuga is the world's leading trade fair for food and beverages with over 7,800 international exhibitors from 118 countries and 140,000 attendees. The South African pavilion consisted of over 30 companies in the food, drinks and beverage industry. The trade fair had exciting panel discussions, informative presentations, inspiring best-practice examples and award ceremonies. Congratulations to the team for a successful participation in Anuga!



Meghan Rossouw
Project Manager

Tel +27(0)11 486-2775
mrossouw@germanchamber.co.za



Thululela Pupuma
Project Manager

Tel +27(0)11 486-2775
tpupuma@germanchamber.co.za

MINING AND MINERAL RESOURCES

The Competence Centre for Mining and Mineral Resources (CC:MMR) is a key point of contact for German companies in the mining sector of Southern Africa and is responsible for trade relations that contribute to securing and diversifying German resources supply and the promotion of attractive German technology, products, and services. The CC:MMR is a part of the larger German Mining Network that serves as a platform for international interaction between German companies and institutions dealing with mineral resources.

PROMOTING GERMAN MINING TECHNOLOGY THROUGH TRADE FAIRS AND EVENT PARTICIPATION

Investing in African Mining Indaba – Cape Town, South Africa

The largest mining investment event in Africa, [Mining Indaba](#), took place from 6 to 9 February 2023 and welcomed over 8,100 delegates. The interest of German companies has increased significantly, with this year's German Pavilion hosting 19 exhibitors. The CC:MMR was positioned at the information stand of the German Pavilion and served as a key point of contact for mining in Southern Africa, and welcomed the attendance of Ms Susanne Szech-Koundouros, Deputy Director General for Raw Materials Policy, Resource Efficiency, Circular Economy of the German Federal Ministry for Economic Affairs and Climate Action (BMWK) and Dr Peter Buchholz, Head of [German Mineral Resources Agency](#) (DERA).

Alongside the conference, the CC:MMR co-hosted a German-French Afternoon Symposium with DERA, the [French South African Chamber of Commerce and Industry](#), and the [French Geological Survey](#) (BRGM) themed "The Future of Mining in Africa – Sustainability, Innovative Technology and the Energy Transition", aimed at increasing market presence and positioning of German OEMs and investor support while showcasing collaboration and strategic partnerships in raw materials. The keynote address was delivered by H.E Sandra Kramer, Ambassador of EU Delegation to South Africa, and expert speakers on the topics of – The Role of Technology in Sustainable Mining, Supply Security of Energy Transition Metals and a panel discussion on Mining and the Energy Transition.



Mozambique Mining and Energy Conference, Maputo

CC:MMR attended the Mozambique Mining and Energy Conference (MMEC) on 26 to 27 April 2023 in Maputo, Mozambique under the theme "Utilizing Mozambique's Natural Resources for Transformational and Sustainable Economic Development". The MMEC highlighted the immense potential of Mozambique's mineral and energy resources for sustainable economic development and served as an excellent platform for the CC:MMR to reconnect and strengthen relationships with existing mining partners and stakeholders in Mozambique.

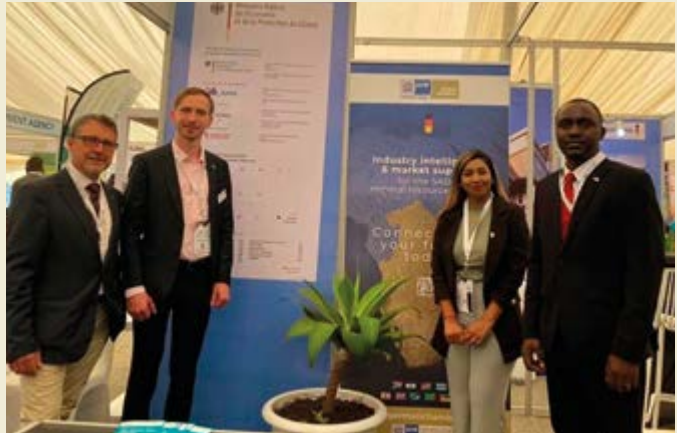
Mr Eugenio Silva, Executive Director – Chamber of Mines Mozambique.



DRC Mining Week 2023 – Lubumbashi, DR Congo

The DRC Mining Week is a flagship trade fair for the CC:MMR. The trade fair took place from 13 – 16 June 2023 in Lubumbashi, DRC. The conference focused on global trends and opportunities in the DRC's mining ecosystem. The CCMR was positioned at the information stand of the German Pavilion and was a key point of connection for stakeholders interested in engaging with German OEMs.

The German Embassy in DRC collaborated with the CCMR to host a networking reception event in Lubumbashi, DRC. CCMR arranged a site visit to Somika Copper Mine, the processing plant and copper stripping section in Kipushi. The Somika Kipushi plant was commissioned in 2001, making it one of the first processing plants in the DRC and a key producer of Copper Cathodes and Cobalt (II) Hydroxide.



International Mines Rescue Body Conference – Sun City, South Africa

This year Mines Rescue South Africa celebrated their 100th anniversary at the International Mines Rescue Body Conference which took place from 1 – 3 October in Sun City, South Africa. The occasion signifies a century of dedicated efforts and advancements in ensuring the safety and well-being of miners, a remarkable achievement for the mining sector and the heroes of emergency mine rescue. The conference welcomed over 500 delegates, both nationally and from abroad and all major mining companies and focused on showcasing advancements in mine health and safety. The CC:MMR participated in the conference with an information stand alongside other member companies – Schauenburg Systems and Dräger.

Critical Minerals Africa Conference – Cape Town, South Africa

As a strategic partner of the [Critical Minerals Africa Conference](#), which took place concurrently with the African Energy Week during 17 – 19 October in Cape Town South Africa, the CC:MMR was represented by Sellen Sewpershad on a panel session focusing on Environmental, Social and Governance (ESG) and Building More Value in Africa's Critical Minerals Production. The session addressed the integration of ESG principles into Africa's existing mining exploration and production activities.



Zambia International Mining and Energy Conference (ZIMEC) – Kitwe, Zambia

The CC:MMR attended the Zambia International Mining and Energy Conference (ZIMEC) from 1 – 2 November 2023 in Kitwe, Zambia. The conference theme was “Investing in Zambia, Mine to Market, Clean Energy and the Sustainable Development of Future Minerals”. Zambia is open for business again and on the path to a more sustainable future. There is a greater focus on making supply chains more diverse, transparent, and resilient. The immense potential exists in collaboration and leveraging the global demand for copper in the Electric Vehicle battery industry.



VDMA Mining Conference – Essen, Germany

The VDMA Mining Conference took place on 16 November 2023 in Essen, Germany. The event was attended by AHK Southern Africa, AHK Ghana and AHK Peru. Dr Franziska Brantner, Parliamentary State Secretary (BMWK) gave a special address on raw materials.



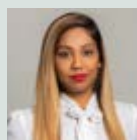
VDMA Mining Africa Steering Committee Meeting – Gelsenkirchen, Germany

The VDMA Mining Africa Steering Committee Meeting on 17 November 2023 included 17 German OEMs and aimed to explore the partnership between Germany’s innovative solutions and Africa’s resource abundance. The conversations were dynamic, with OEMs expressing keen interest and posing numerous inquiries about the mining industry in the region.



SITE VISIT

A site visit to the Federal Institute for Geosciences and Natural Resources (BGR) and the German Mineral Resources Agency (DERA) in Berlin, took place on 14 October 2023. The CC:MMR and DERA will jointly host a side event during Investing in African Mining Indaba – German Day 2024.



Selleen Sewpershad

Project Manager Competence Centre Mining and Mineral Resources

Tel. +27(0)11 486 2775
ssewpershad@germanchamber.co.za



Thululela Pupuma

Project Manager Competence Centre Mining and Mineral Resources

Tel. +27(0)11 486 2775
tpupuma@germanchamber.co.za



Mine Visit to Debswana's Jwaneng Diamond Mine, Botswana.



Left: Live interview and coverage of the delegation's visit to Debswana Jwaneng Diamond on Botswana TV.



Left: Welcome and briefing by German Embassy Gaborone, Botswana. Right: Group photo of the delegation with local experts at Mining Symposium in Gaborone, Botswana.



MINING DELEGATIONS

Business initiation trip to Namibia and Botswana for German suppliers in the mining sector

From 4 to 8 September 2023, CC:MMR conducted a business initiation trip to Namibia and Botswana within the framework of the Foreign Market Entry Programme (MEP) for small and medium-sized German enterprises (SMEs). The delegation was organised in cooperation with Enviacon and VDMA Mining and carried out with the support of the local partners in Namibia – [Namibia Investment Promotion and Development Board](#), [Geological Survey of Namibia](#), [Chamber of Mines of Namibia](#); and in Botswana – [Botswana Investment and Trade Centre](#), [Botswana Geoscience Institute](#), [Botswana Chamber of Mines](#).

The delegation consisted of eight German companies offering a range of products and services. These included electrification and automation technology; engineering and consultancy services for energy; geotechnical, formwork and trench shoring systems for the building industry; suppliers of pumps and valves; processing and transporting of materials; and smart conveyor systems with spillage control. The five-day programme provided the companies with information on the industry and situation and enabled them to identify potential customers, local partners and projects as required.



Left: Raw Materials and Mining Symposium in Windhoek, Namibia. Right: B2B Meetings in Windhoek, Namibia.



Left: Site Visit to Namibia University of Science and Technology.

UPDATE:

AfricaMaVal - Building EU-Africa partnerships on sustainable raw materials value chain

"The [AfricaMaVal](#) initiative is paving the way for sustainable mineral sourcing practices in Africa, fostering collaboration between Europe and Africa, and promoting responsible development that aligns with global ESG standards."

The consortium partners, alongside advisory board members, the stakeholder's network and the African Minerals Development Centre, convened in Entebbe, Uganda from 5 – 6 June 2023 for the [2nd AfricaMaVal Consortium Meeting](#). The CC:MMR is responsible for compiling the National Regulatory Framework and Good Governance Evaluation for 54 countries in Africa as part of Work Package 7 – Responsible Investment Opportunities, led by the [Federal Institute for Geosciences and Natural Resources](#) (BGR). The year 2024 will be strategically significant for the AfricaMaVal initiative as it will witness the restitution of Country Case Studies, the release of country profiles outlining Artisanal and Small-Scale Mining (ASM) and mining regimes, as well as the organisation of road shows across the different Regions of Africa to introduce the project, showcase the B2B networking platform, and explore potential investment projects.



WORKING GROUP: MINING

The Competence Centre for Mining & Mineral Resources (CC:MMR) is the facilitator of the working group mining consisting of relevant mining industry stakeholders. This working group aims to link AHK member companies, mining industry bodies, universities, and government representatives to ensure that key decision-makers and industry are aligned to ensure a sustainable mining industry on one central platform. The working group mining committee collectively aims to create market transparency, foster collaboration, and communication, and support German mining technology in Southern Africa. Four sub-committees meet regularly to discuss key topics and report on progress and industry developments – 4IR, Legal and Compliance, Raw Materials & Mineral Processing, and Skills Development and R&D.

MAIN COMMITTEE MEETINGS

Meetings of the main committee are aimed at planning future working group activities based on the feedback of each sub-committee and discussing industry developments. In 2023 these were held on 5 April (Q2); 19 September (Q3) and 8 December (Q4).



Far left: **Main Committee Meeting Q3** chaired by Lewis Mathieson, Managing Director – Schauenburg Systems. Left: Andre Lourens (Economist, Minerals Council SA) presents on Critical Minerals: Opportunities and Challenges for South Africa at the Main Committee Meeting Q3.



Main Committee Meeting Q4: From left to right, Shaun Mackenzie (Head of 4IR Subcommittee), Leigh McMaster (Acting Chairperson), Thululela Pupuma (Working Group Secretariat), Selleen Sewpershad (Working Group Secretariat), Georg Kahle (Head of Legal & Compliance Subcommittee) and Matthias Boddenberg (CEO – AHK Southern Africa).



SUB-COMMITTEE MEETINGS



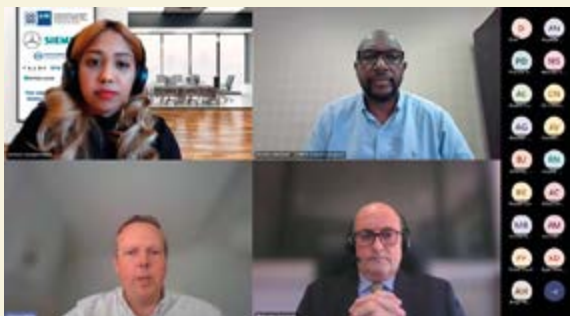
Sean Jones (CEO, Artisan Training Institute) presents on Skills and Research Requirements for Technology Adoption in Mining.

The Skills Development and R&D subcommittee meeting took place on 9 May 2023 on the topic of **4IR Skills-Related Needs in the Mining Industry**. The meeting was chaired by Prof Frederick Cawood (University of the Witwatersrand). Presentations were delivered by Sean Jones (CEO - Artisan Training Institute) on Skills and Research Requirements for Technology Adoption in Mining, Norbert Völker (Head of Education International, Association of German Machine and Plant Construction - VDMA) on the VDMA Initiative for Skilled Workers for Africa and Tshepo Tsotetsi (Acting Executive Manager for Stakeholder Relations - Mining Qualifications Authority) on MQA Initiatives for Future Skills In Mining.



Lerato Kotelo (Global Application Manager, STEINERT GmbH) presents on Dry Processing with SBS - Development and Impact of SBS related to ESG.

The Raw Materials and Mineral Processing sub-committee meeting took place on 16 August 2023 on the topic of **Innovative Mineral Processing Technology in the ESG Framework**. The meeting was chaired by John Knouwds (STEINERT GmbH). Presentations were delivered by Lerato Kotelo (Global Application Manager, STEINERT GmbH) on Dry Processing with SBS - Development and Impact of SBS related to ESG, Thys Classens (Vice President Metal Sales Africa, Metso) on METSO Technology Handprint and Footprint and Chris Anderson (Senior Metallurgist, Glencore Technology) on Doing more with less: the Jameson Concentrator Approach to Circuit Design.



The Legal and Compliance sub-committee meeting took place on 24 October 2023 on the topic of **Logistics in the Mining Sector - From Mine to Market**. The meeting was chaired by Georg Kahle (Norton Rose Fulbright).

Presentations were delivered by Malcolm Hartwell (Head of Transport, Master Mariner and Director, Norton Rose Fulbright) on The State of Logistics in South Africa and The Impact on The Mining Industry and Moshe Motlohi (Managing Executive - Transnet National Ports Authority) on Port of Richards Bay - Road and Traffic Management Strategy.



The 4IR sub-committee meeting took place on 28 November 2023 on the topic of **Smart Mining - Paving The Path To Tomorrow's Modern Mine**. The meeting was chaired by Shaun Mackenzie (IFM Electronic). Presentations were delivered by Tim Walwyn (Country Portfolio - Innomotics Proprietary Limited) on Smart Mining - from Insight to Action through Data, Michael Suciu (Business Development - Talpa Solutions) on how to successfully implement an IoT solution in the mining industry and Bruno Castro (Business Development - Beumer Group) on Digitalization in Mining & Minerals.

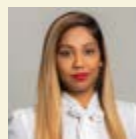
ACTIVITIES OUTLOOK

Dates for the upcoming working group meetings can be found on our website: www.suedafrika.ahk.de/en/competence-centres/mining-mineral-resources

LET'S STAY IN TOUCH

The CC:MMR team would like to extend their appreciation to all members and stakeholders for their engagement, support and cooperation. We prioritise upholding long-term business relationships and welcome new partnerships.

If you are interested in becoming a member or guest presenter, please reach out to the Working Group Secretariats Ms Selleen Sewpershad and Ms Thululela Pupuma. ■



Selleen Sewpershad
Working Group Secretariat

Tel. +27(0)11 486 2775
ssewpershad@germanchamber.co.za



Thululela Pupuma
Working Group Secretariat

Tel. +27(0)11 486 2775
tpupuma@germanchamber.co.za

SOURCING

In 2023 the buzzwords were 'Diversification of Supply Chains' and the German 'Due Diligence Supply Chain Act'. German and European companies have to, and want to, change, expand, or diversify their current supply chains and South Africa is an attractive sourcing market.

We have received a large increase in sourcing requests from Germany and are proud of the many 'Business Partner Searches' completed for these companies. Additionally, through a wide range of measures and projects, companies from Southern Africa were supported in entering European markets.

The Competence Centre Sourcing took part in numerous Export-Promotion/Sourcing-Promotion online events together with various IHKs (Chambers of Commerce and Industry within Germany). Thank you to the IHK Reutlingen, IHK Darmstadt, IHK Stuttgart, and IHK München und Oberbayern for their cooperation and support.

In terms of the 'Due Diligence Supply Chain Act', Timo Pleyer successfully hosted numerous workshops on this topic for potential South African exporters. These trainings were organized in collaboration with the GGDA

(Gauteng Growth and Development Agency) as well as the GIZ.

Timo Pleyer has, since July 2023, been transferred to the AHK Delegation in Nigeria. We wish him all the best in his new role as Delegate! The SAGCC has identified a successor who will take over the reins of the Competence Centre in January 2024.

The Competence Centre Sourcing is headed by an integrated expert placed by CIM (Centre for International Migration and Development) as part of the Business Scouts for Development program. Business Scouts for Development work as development policy experts in around 40 countries across the globe. On behalf of the German Federal Ministry for Economic Development and Cooperation (BMZ), they advise companies on development policy issues and promote responsible business engagement through cooperation projects. ■



Above: Timo Pleyer and Anja Tambusso-Ferraz, Regional Representative for the Western and Eastern Cape, at the Global Export Accelerator Partnership (GEAP) showcase event, hosted by the GIZ, in collaboration with four major South African Business Chambers and the South African Supplier Diversity Council (SASDC), in Cape Town.



Alexa Gerrard

Regional Coordinator Southern Africa

Tel: +27(0)11 486 2775

Email: agerrard@germanchamber.co.za



Timo Pleyer

Head of Competence Centre Sourcing
Business Scout for Development

Tel: +27(0)11 486 2775

Email: tpleyer@germanchamber.co.za





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FOOD AND AGRICULTURE

The Federal Ministry of Food and Agriculture (BMEL) has commissioned the Southern African-German Chamber of Commerce and Industry to establish a “Centre of Excellence for Food and Agriculture” as of the 1st of October 2021. The focus countries of the competence centre are South Africa, Mozambique, Zambia and Zimbabwe. The competence centre is to promote economic and entrepreneurial cooperation in the field of food (processed and unprocessed food) as well as agricultural technology between Germany and the four countries in Southern Africa. The BMEL finances the services of the competence centre in order to make them more accessible and cost-effective for German enterprises to enter these markets.

GABS – PANEL: MODERNISATION OF AGRICULTURE

Agribusiness, the sector with the greatest potential in Africa, was one of the main themes at the 4th German-African Business Summit (GABS) held in Sandton, Johannesburg from 6 to 8 December 2022. The Chamber’s Agriculture Competence Centre organised a panel discussion on modernisation of agriculture on 7 December 2022 with Mark Taylor, National Operations Manager, Lepharo NPC as panel moderator and Prof. Moses Azong Cho, Chief Researcher, Advanced Agriculture and Food Cluster, CSIR who gave the keynote address. The panel included Frank Nordmann, Co-Chair, German Agribusiness Alliance and General Manager Key Accounts and Sustainable Development Grimme Landmaschinenfabrik GmbH & Co. KG, Kobus Meintjes, Country Commercial Lead SA, Bayer Pty. LTD. South Africa; Pieter Pienaar, Managing Director, Informed Decisions; and, Tobi Akinbiyi, Managing Director, [DRONE 9JA](#).

The panel went very well with positive feedback for KS Southern Africa. There have been discussions about a possible joint project between CSIR, Siemens, Drone 9JA and Lepharo NPC.

10TH FOREIGN TRADE DAY OF THE AGRICULTURAL AND FOOD INDUSTRY

The *Außenwirtschaftstag der Agrar- und Ernährungswirtschaft* (10th biannual Foreign Trade Day of the Agricultural and Food Industry) was held on 13 June at the Federal Foreign Office in Berlin. The aim of the forum is to share knowledge with food and agriculture companies about exciting foreign markets and exchange views with political decision-makers in these markets.

Africa was not forgotten at this event. During his keynote address, Mr Cem Özdemir, Federal Minister of Food and Agriculture, emphasised that the aim is to create additional sales markets for the agriculture and food industry, especially in the neighbouring continent Africa. In doing so, Germany wants to engage in fair trade and not destroy local markets; relations should be based on partnerships.

There was also a special country focus on South Africa. The Competence Centre for Food and Agriculture was honoured to participate in this South African forum. Danilla Van Jaarsveldt presented on the current economic situation as well as the opportunities for German companies in the agricultural sector in South Africa.



The Foreign Trade Day was organised by The Federation of German Food and Drink Industries (BVE), the Federal Ministry of Food and Agriculture (BMEL) and Federal Foreign Office Germany. For more information on the event, please go to: www.auwitag-ernaehrung.de



IHK-REGIONALFORUM AFRIKA - AGRIBUSINESS IM SÜDLICHEN AFRIKA

Mr Tilman Brunner, Head of the International Department of the Hanover Chamber of Commerce and Industry opened the IHK-Regionalforum Afrika - Agribusiness im südlichen Afrika on 16 June 2023 at the IHK Hannover. This was followed by welcome addresses by H.E. the Ambassador of the Republic of South Africa, Mr Phumelele Stone Sizani and H.E. the Ambassador of the Republic of Angola, Ms. Balbina Malheiros Dias Da Silva.

During the first panel, *Starting up in Africa: Field reports from German companies along the agribusiness value chain*, Mr Landry Maffo Meli of BMA and Dr Thomas Hüster from Agraforum Holding GmbH shared their experiences on doing business in Africa, with a focus on Angola and South Africa.

During the second panel, *Your way to Africa: Further support options for your market entry*, Ms Danilla Van Jaarsveldt and Mr Vandr  Spellmeier from AHK Angola gave companies an overview of respective markets, and advice on how to enter markets with the support of the Chamber.

The event was a great opportunity to exchange ideas with companies that already have experience in Africa and those interested in entering the market in the future.

The event was organised by the IHK Hannover and CCI Network Office Africa and supported but the BMEL, BMWK, Food Made in Germany, and Business Scouts for Development. ■



Danilla van Jaarsveldt
Agricultural Competence Centre
Representative Southern Africa
agriandfood@germanchamber.co.za

EDUCATION, TRAINING AND CSR

The primary focus of the Education, Training and CSR Competence Centre is to implement cutting-edge dual vocational training programmes and support community initiatives that promote commitment to learning. To deliver this mission, we continue strengthening collaborations with business, industry, government departments, society, and other key partners to create sustainable careers and other opportunities for Southern African children, pupils, and youth.

As we close another remarkable year, it is with great appreciation that we recount the milestones achieved by the Competence Centre. The year has been filled with challenges, resilience, and unwavering commitment. We have continued to empower pupils and youth through various learning and CSR initiatives and in partnership with vested partners. We thank our students, partners, and dedicated colleagues for fruitful collaboration and for supporting our vision.

DUAL VOCATIONAL EDUCATION AND TRAINING

Amidst the dynamic education and training landscape, we are pleased to maintain stability across various programmes. The Freight Forwarding & Logistics programme closed the period with 26 students. Additionally, the Office Administration/CATS (Commercial Advancement Training Scheme) programme had 47 students completing their first and second years of study. Notably, the Mechatronics programme moved to Resolution Circle (operating under the University of Johannesburg) to fast-track all technical training with 7 participants in this pilot programme.

CELEBRATING THE PIONEERING FREIGHT FORWARDING AND LOGISTICS CLASS OF 2023



One of the year's most significant achievements was the success of our inaugural Freight Forwarding and Logistics pilot programme. A group of 16 (among the 26) dedicated individuals embarked on this journey in 2020 and became the first cohort in Southern Africa

to complete the programme. The final assessments included German written and oral examinations, solidifying their expertise in the field. We applaud their determination and are excited about the opportunities for these trailblazers.

ANOTHER YEAR OF COLLABORATING TOWARDS GIVING AND INSPIRING YOUNG MINDS

In celebrating our 70th anniversary in 2022, we auctioned off the Arminia Bielefeld soccer jersey, and the proceeds benefitted the Dreamleagues, which supports ten junior soccer teams in Kagiso, Johannesburg. The Arminia Bielefeld soccer team representatives presented soccer kits to delighted Shongi coaches on 19 June 2023, an initiative that has positively impacted over 100 children.



In inspiring commitment to education, we collaborated with the Winnie Radebe Foundation (NPO) to provide shoes from the MyWalk Initiative to 179 learners at Lufhereng Primary and Protea Glen Secondary Schools in Soweto. These initiatives reflect our deep-rooted dedication to fostering a brighter future for the communities we touch.

The CSR strategy beyond 2023 will extensively focus on supporting teaching, learning and education alongside our long-term partner, Mercedes-Benz SA. The team closed the year on a high note, coordinating teaching and resources for two Primary Schools in



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KwaZulu-Natal and East London rural areas. Such projects should get us working closer with schools and regularly responding to their learning needs.

We look forward to the improvements in teaching and learning experiences across various Grades and the overall impact of the projects in 2024.



COLLABORATING ON CAREER DAYS

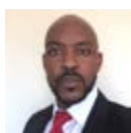
Career days create the opportunity to support pupils in developing life goals by sharing essential information on career alternatives to consider after Grade 12. The team participated in the Career Day activities in collaboration with BMW and Goethe-Institute in Pretoria and Johannesburg. It is always remarkable to meet colleagues from other organisations in these initiatives; it demonstrates our love and commitment to guiding youngsters.

The Competence Centre contributes immensely by providing information on Dual Vocational Education and Programmes and other available career options. We look forward to similar events in 2024 and potentially visiting a few high schools as part of the CSR strategy.



LOOKING AHEAD TO 2024

We remain committed to improving the delivery and sustainability of the existing dual vocational training programmes, striving for excellence and relevance in the ever-evolving education and training landscape. Our plans include expanding CSR initiatives by including more career days, supporting schools in rural areas with teaching and learning resources, and ensuring that we continue to make a meaningful impact on the lives of those in need. We anticipate another year of achievements and progress. ■



Mandla Ngcobo

Head of Competence Centre: Education, Training and CSR

Tel. +27(0)11 486 2775
cats@germanchamber.co.za



Xolisile Dladla

Training coordinator – CATS and Mechatronics

Tel. +27(0)11 486 2775
info.cats@germanchamber.co.za



Katja von der Burg

Skills Expert: New Programmes and Partnerships, including Projects

Tel. +27(0)11 486 2775
kvonderburg@germanchamber.co.za



Gianna de Figueiredo

Programme Administration: Logistics
Programme Execution, Student Affairs, Grant
Management, and Projects

Tel. +27(0)11 486 2775
info.cats@germanchamber.co.za



Taurai Gumbo

Senior Lecturer: CATS/Business Administration
Programme

Tel. +27(0)11 486 2775
catsoperations@germanchamber.co.za

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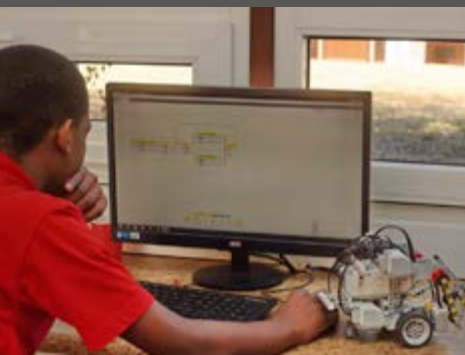
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LIEBHERR

BluRoX

CORPORATE RESPONSIBILITY

Our aim as specialised premium suppliers is clear: We want to become leaders in the development of sustainable refrigeration. We want to reduce the environmental impact of our premium Liebherr products along their life cycle as much as possible. In this regard, we have concentrated on four fields of action: materials, production, use phase and finally recycling.

A MILESTONE IN THE DEVELOPMENT OF REFRIGERATION AND FREEZING!

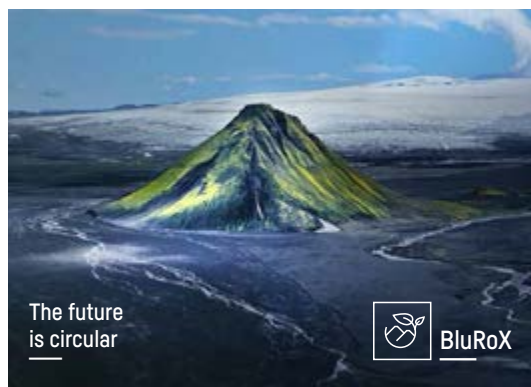
BluRoX insulates using a vacuum in combination with finely ground lava stone, known as perlite, instead of conventional PU foam.

We have established that this unique insulation technology is ready for the market and have launched the FNb 5056 freezer with BluRoX in the door as a hybrid solution for the German market. We have continued refining them and focusing on a more ecologically sound product design.

As for the materials that we use, we want to reduce the impact of their use on the environment and prepare our products for a circular economy. In other words, we want to use more renewable and recycled materials in our products and reduce the variety of materials used.

In BluRoX, for example, the perlite used is a raw material that nature provides us with in almost unlimited quantities, compared to the production of conventional insulating materials from petroleum-based polyurethane, the entire process – from the extraction of the lava stone to its use as an insulating material – takes up fewer resources.





With our innovative vacuum perlite insulation, we bring a substitute to the market that will offer a sustainable alternative for cooling and freezing. May we present? BluRoX.

Instead of the conventional polyurethane foam (PU), BluRoX uses a much more effective form of cold insulation: a vacuum. Finely ground lava rock, so called perlite, stabilises the vacuumed components. This is different to vacuum insulation known so far, where there are already several vacuum panels within foam elements. In a BluRoX appliance there is a complete, stable 3D vacuum body.

Outer shell (sheet metal)
PU foam
Vacuum-insulation-panel (VIP)
Interior lining (plastics)

Outer shell (sheet metal)
High-barrier foil
Evacuated perlite
Interior lining (plastics)

First freezer with BluRoX in the door:



FNB 5056 Prime series
New from 2024
FNB 5055 with SmartDeviceBox

Find out more about this exciting technology and the many advantages of BluRoX at: home.liebherr.com/blurox

Advantages of BluRoX technology

Highest energy efficiency

Rather than using conventional foam elements, BluRoX insulates using a vacuum in combination with finely ground lava stone, known as perlite. Energy-wise, a vacuum provides the best possible insulation. Due to its crystalline microstructure, perlite has a very low thermal conductivity. This combination of vacuum and perlite creates an incomparably energy-efficient and simultaneously compact solution for cold insulation.

More volume

The highly effective BluRoX insulation ensures walls thinner by about one-third than the walls of a conventional foam-insulated appliance. An appliance fully equipped with vacuum perlite technology has about 25% greater volume, while keeping the external dimensions the same.

Easier reparability

Since the vacuum perlite body does not have any integrated technical components, the compact cooling technology module is located in the base of the BluRoX appliance as a replaceable unit. This makes repairs easier, quicker and more convenient for our customers.

Circular product design

Finely ground lava stones are used to stabilise the vacuum. Referred to as perlite, it can be removed from a BluRoX appliance at the end of its lifespan without significant processing. Because BluRoX insulation does not adhere to the surrounding components, the outer and interior casing can also be easily used again.

The material is completely safe in relation to human health. For instance, it is also used in a similar form in the beverage industry for filtering apple juice.

In terms of energy efficiency, a vacuum offers the best possible insulation. Due to its crystalline microstructure, perlite has very low thermal conductivity. This combination creates an outstandingly energy-efficient yet compact solution for cold insulation.

To facilitate easy reparability, the technical element of a future full-vacuum appliance will be compact and modularly installed in the base – in a replaceable module. If, after many years of use, a BluRoX appliance is no longer performing at its best, or in the event that a problem arises, the housing can still be used and the technical module can be replaced quickly – without downtime.

Our long-term aim is to achieve a circular economy at the end of an appliance's long service life. The goal is to design our products in such a way that used materials can be reused.

The second field of action is the environmentally conscious manufacturing of our appliances. We want to reduce energy consumption at our factories and make greater use of renewable energy sources. Apart from CO₂ emissions, we are reducing our environmental impact by using water responsibly and avoiding waste.

We were awarded the EcoVadis gold medal in 2022 for what we have achieved so far. By achieving a total score of 73 points, our global production sites are among the top 3 percent of all companies evaluated by EcoVadis worldwide.

This includes the plant in Ochsenhausen, where the BluRoX appliances are manufactured. We are currently working on the further industrialisation of BluRoX technology at this production plant and are adapting it to the new process. The completely new design of the product and the innovative technology require an entirely new approach – not only in terms of the production processes themselves, but also for the procedures for measuring quality or similar methods that still need to be developed.

After having spent more than ten years developing the technology, we will certainly be taking great consideration in increasing the capacities step by step.

What factors can we influence to make the use phase of refrigerators and freezers as resource-efficient as possible? Energy consumption is one of the factors that have the greatest impact on the environment – after all, our appliances are in use 24 hours a day, 7 days a week!

Consequently, our efforts to improve the energy efficiency of our existing high-end products are ongoing and unrelenting. We pay attention to maximum service life and easy reparability – supported by fast and effective customer service.

Once a BluRoX refrigerator or freezer has reached the end of its service life, the perlite can be removed and reused without significant reprocessing.

Moreover, because the BluRoX insulation is not bonded to the surrounding components, the outer shell and inner container can also be easily reprocessed and reused. This homogeneous separation of materials is what we are trying to achieve. ■

CLIMATE AND ENVIRONMENT

THE ENERGY, WATER AND WASTE NEXUS

The Competence Centre: Climate and Environment (CC:CE) supports businesses from Germany and Southern Africa, who seek to participate in the dynamic regional sustainable energy, water and waste markets. The CC:CE provides market information, supports companies in market entry and expansion, carries out activities geared towards developing the market, and functions as a platform for sector representation and cooperation. The CC:CE is working together with the private and public sectors to contribute towards stimulating the transition towards a greener and more resource efficient economy. The CC:CE encompasses three portfolios, namely sustainable energy, water and waste. SAGCC experts for these portfolios align their project planning and implementation to offer comprehensive support in the area of climate and environment to members and the private sector at large.

SUSTAINABLE ENERGY PORTFOLIO

In the past year, CC:CE Energy Portfolio's work centred on supporting the emergence of a green hydrogen industry in Southern Africa. The focus was always on the opportunities and challenges of the private sector, and getting businesses involved in the development of this new industry. As the service hub of the [International Hydrogen Ramp-Up Program H2Uppp](#) for Namibia and South Africa, the CC:CE identified a pipeline of more than a dozen hydrogen projects for possible funding via Public-Private-Partnership. Furthermore, we continued to support the private sector outreach of the bilateral hydrogen support programme [H2.SA](#), building relationships between stakeholders across the green hydrogen value chain to further cooperation and business development.

Through the implementation of the German Energy Solutions Initiative's consortium building instrument, the CC:CE was able to directly support innovative hydrogen projects in Namibia and South Africa.

WATER AND WASTE PORTFOLIOS

To stimulate industrial resource efficiency in the region, the German Federal Ministry of the Environment, Conservation, Nuclear Security and Consumer Protection (BMUV) funded an expert-led resource efficiency workshop and individual coaching sessions for six companies in South Africa and Namibia.¹ Following the resource efficiency assessments in August and September 2023, BMW Group Rosslyn Plant, Mpact Corrugated Epping (Cape Town) and Mpact Corrugated Walvis Bay (Namibia) wasted no time to begin with the implementation of the recommended measures at their plants.

¹ For more information: <https://environment.germanchamber.co.za/>

The Mpact Group could demonstrate significant water savings as a direct result of the project:

[Mpact Corrugated Epping](#) saved 401 kL of municipal water in the boiler system within the first seven months of 2023. This translates to a 4% water saving of the total expected boiler water consumption!

[Mpact Corrugated Walvis Bay](#) saved 506 kL water in the 11 months following the resource efficiency assessment conducted in August 2022, amounting to 13% of the plant's total water consumption!



Steam system efficiency assessment at Mpact Corrugated, Epping Plant in Cape Town.

In the first quarter of 2023 we focused on bringing German technological solutions for the public water supply and wastewater treatment to South Africa. Together with the German Water Partnership e.V. as our cooperation partner and supported by our local partners [Water Institute of Southern Africa \(WISA\)](#), [Consulting Engineers South Africa \(CESA\)](#), [South African Local Government Association \(SALGA\)](#) and [Municipal Infrastructure Support Agent \(MISA\)](#), we facilitated the collaboration between eight German companies and government institutions to explore



Above: Water managers from Eastern Cape province, South Africa, at the Central Wastewater Treatment Plant in Hamburg.

business opportunities in water and sanitation provision in urban and rural areas. The project was funded by the Foreign Market Entry Programme of the German Federal Ministry of Economic Affairs and Climate Action (BMWK).

We also support the public water sector in learning about new technologies and providing opportunities for public employed officials to further their professional development. Furthering the public sector's knowledge base about best practice water management practice stimulates the uptake of new technologies.

As part of the regional partnership between the German province of Lower Saxony and the Eastern Cape Province in South Africa, The SAGCC partnered with the Deutsche Management Akademie

Niedersachsen (DMAN) and SALGA in bringing 15 water managers operating in the public sector in the Eastern Cape province in South Africa to Germany for a five-day technical training programme. The training took place on 10-15 September 2023 in Celle and focused on the professional development of the participants in the field of water supply and wastewater management, as well as storm water management and flood prevention. The Lower Saxony Ministry of Environment, Energy and Climate Protection funded the training. The participants enjoyed a varied programme, which included visits to the Oldenburgisch-Ostfriesischen Wasserverband (OOWV) in Nethen (a municipal water supply company) and a guided visit at Hamburg Wastewater Treatment Plant.

CIRCULAR ECONOMY EXPERT

The principle and adoption of a circular economy has gained significant importance for the Southern African economy. It addresses the challenges of finite resource scarcity and waste management. South Africa, like many other countries, faces the depletion of natural resources and struggles with the environmental impact of linear production and consumption models. Embracing a circular economy approach allows for more efficient use of resources, reduced waste generation and environmental degradation.

In March 2023, a sector expert was appointed to promote circular economy business opportunities for German companies in Southern Africa. The sector expert provides valuable support by offering:

Knowledge and Networking:

The expert has local industry knowledge and networks with key stakeholders. They offer insights into the circular economy landscape, industry trends, and viable business opportunities in both public and private sectors. They also use their engineering expertise and project and corporate finance experience networks to assess local opportunities by leveraging German partner associations and the Africa Business Network Co-ordination Office in Berlin.

Business Opportunity Information:

The expert collaborates with local businesses to gather information on circular economy opportunities, including those in the public sector through bids and tenders. This information is summarised in fact sheets and shared with interested German companies.

Facilitating B2B Meetings:

When German companies show interest in circular economy opportunities, the sector expert coordinates business-to-business (B2B) meetings between German companies and local stakeholders to encourage collaborations. The sector expert has actively participated and hosted panel speaker events at various Circular Economy events, fostering relationships with industry associations in paper, plastics, waste, water, and building sectors, amongst others.



Jens Hauser
Head of Department
Tel: +27 (0)21 422 5577
jhauser@germanchamber.co.za



Rishel Dharmapall
Sector Expert:
Circular Economy
rdharmapall@germanchamber.co.za

MARKET INTELLIGENCE AND INNOVATIVE SERVICES TO SUPPORT BUSINESSES

As part of our continuous market intelligence service, the CC:CE compiled freely accessible studies on the energy markets, as well as water, waste and resource efficiency in Southern Africa. This information is available from the CC:CE and can also be accessed on the websites of the [‘Energy Solutions Made in Germany’](#) and the [Africa Business Guide](#).

OUTLOOK

In 2023/2024 the water portfolio will focus on water and wastewater management in the agri-processing sector. Together with the German Water Partnership e.V. as our cooperation partner, we will bring German water sector companies to South Africa to explore business opportunities in this industrial sector.

Continuing our cooperation with the ‘Energy Solutions Made in Germany’ initiative, we will take a closer look at the renewable energy markets in Zambia and Botswana. In particular to link German photovoltaic businesses with high-potential customers identified by the Project Development Programme of the Energy Solutions Initiative.

In our continued cooperation with H2Uppp, the focus will be on the implementation of Public-Private-Partnership projects in Namibia and South Africa. Thus providing hydrogen ventures with co-financing for their early development stage. In addition, we intend to identify further viable business models related to green hydrogen via design thinking events with the private sector.

Circular Economy outlook

Please do not hesitate to contact us if you are interested in tapping into the Southern African markets for green technologies. You are welcome to make use of our network and services.

The CC:CE team would like to thank all our partners for their support and cooperation. We are looking forward to our continuous collaboration. ■



Vera Massie
Project Manager:
Water Management
Tel. +27 (0)21 422 5577
vmassie@germanchamber.co.za



Zethu Zwane
Project Manager:
Climate and Environment
zzwane@germanchamber.co.za

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Rödl & Partner South Africa

JOHANNESBURG

T +27 11 4793 000
johannesburg@roedl.com

CAPE TOWN

T +27 21 4182 350
kapstadt@roedl.com

The Southern African–German Chamber of Commerce and Industry (SAGCC)

OFFICES:

Head Office: Johannesburg

info@germanchamber.co.za

Cape Town

capetown@germanchamber.co.za

Durban

durban@germanchamber.co.za

Zambia

lusaka@germanchamber.co.za

Mozambique

maputo@germanchamber.co.za

Zimbabwe

harare@germanchamber.co.za

Frankfurt

frankfurt@germanchamber.co.za

