



An initiative by Trade & Investment KwaZulu-Natal



1 - 5 OCTOBER 2018

Durban ICC / Inkosi Albert Luthuli International Convention Centre

A FULL WEEK OF ACTIVITIES DEDICATED TO GROWING KWAZULU-NATAL'S EXPORT BUSINESSES AND INDUSTRIES



FUN



NETWORKING



GOLF



KNOWLEDGE



AFRICAN UPDATES



HIGHLIGHTS NOT TO MISS:

EXPORT ESSENTIALS SEMINAR:

Monday 1 October

MASTER CLASS:

Monday 1 October

B2B SESSIONS:

Monday 1 October to Wednesday 3 October

SUMMIT:

Tuesday 2 October and Wednesday 3 October

EXPO FEATURING TOP SUPPLIERS:

Tuesday 2 October and Wednesday 3 October

PORT TOUR:

Wednesday 3 October

EXPORTER OF THE YEAR AWARDS:

Thursday 4 October

GOLF CHALLENGE:

Friday 5 October



EVENT AT A GLANCE

MONDAY, 1 OCTOBER 2018

- 08:00 **Export Week registration** (Outside meeting room 12)
- 09:00 **Export Week Emerging Exporter programme** (Meeting room 12)
- 13:00 **Networking Lunch for Export Week conference delegates** (Outside meeting room 12)
- 13:30 **Seasoned Exporter Master Class (by invitation only)** (Hilton Durban Hotel)
- 14:00 **Export Week Business Matchmaking** (Meeting room 12)
- 17:00 **Export Week Welcome Dinner for Foreign Delegates** (Hilton Durban Hotel)

TUESDAY, 2 OCTOBER 2018

- 07:30 **Export Week registration** (Hall 3 Foyer)
- 08:30 **Export Week plenary session** (Meeting room 12)
- 09:00 **Opening of the Export Week exhibition** (Hall 3)
- 10:45 **Export Week morning refreshment break** (Hall 3)
- 11:30 **Export Week sessions** (Meeting rooms 12 and 22)
- 13:00 **Networking lunch for Export Week conference delegates** (Hall 3)
- 14:00 **Export Week conference sessions** (Meeting Room 12)
- 15:30 **Export Week business matchmaking** (Meeting Room 12)
- 16:30 **Mayoral cocktail function** (Hall 2)
- 17:30 **Export Week cocktail and fashion show** (Hall 6 foyer)

WEDNESDAY, 3 OCTOBER 2018

- 07:30 **Export Week registration** (Hall 3 Foyer)
- 08:30 **Export Week conference sessions** (Meeting rooms 12 and 22)
- 09:00 **Export Week exhibition** (Hall 3)
- 10:45 **Export Week morning refreshments** (Hall 3)
- 11:30 **Export Week conference sessions** (Meeting room 12)
- 13:00 **Networking lunch for Export Week conference delegates** (Hall 3)
- 14:00 **Export Week Socio-Economic Transformation case studies** (Meeting room 12)
- 15:00 **Export Week business matchmaking** (Meeting room 12)

THURSDAY 4 OCTOBER 2018

- 09:00 **Inter-Africa Trade and Investment Dialogues begin (by invitation only)** (Meeting room 12)
- 13:00 **Networking lunch** (Meeting room 12)
- 18:00 **KZN Exporter of the Year Awards** (Hall 1)

FRIDAY 5 OCTOBER 2018

- 09:30 **KZN Export Week Golf Challenge** (Mount Edgecombe Country Club)
- 18:00 **KZN Export Week Golf challenge prize giving** (Mount Edgecombe Country Club)

CONFERENCE PROGRAMME

MONDAY, 1 OCTOBER 2018

Emerging Exporter Programme

Programme Director: Mr. Francois Bietrix, Export Development Manager, Trade & Investment KwaZulu-Natal

- 09:00** **Export Finance**
Mr. Alexander Robertson, Owner, Robertson's Cargo Consultancy (Pty) Ltd
- 10:00** **Market Development**
Mr. Ricky Pillay, Owner, ABC Kings
- 11:00** **Sales Techniques**
Mr. Krish Maharaj, Owner, Growth Path International
- 12:00** **Illicit Wild Life Trade**
Senior Representative, Department of Environmental Affairs

13:00 **Lunch**

Seasoned Exporter Master Class (by invitation only)

Programme Director: Mr. Lester Bouah, Executive Manager, Export Development and Promotion, Trade & Investment KwaZulu-Natal

- 14:30-15:00** **Scene Setting**
Mr. Francois Fouche, Advisor, Trade Research Advisory (Pty) Ltd
- 15:00 - 15:40** **The Impact of Blockchain in the Trade Industry**
Ms. Kelly Parkhurst, Lead: New Digital, ABSA Capital
- 15:40 - 16:20** **Discussion of New Customs Acts Programme, Unique Consignment Reference and Electronic Supply Chain Management**
Ms. Louise Wiggett, Managing Director, Global Trade Solution
- 16:20 - 17:00** **Panel Discussion: Blockchain and Electronic Supply Chain Management**
Facilitator: Ms. Louise Wiggett, Managing Director, Global Trade Solution
- Panelists:*
- *Mr. Andy Thorvaldsen, Supply Chain Executive, Mr Price Apparel*
 - *Ms. Kelly Parkhurst, Lead: New Digital, ABSA Capital*
 - *Mr. Francois Fouche, Advisor, Trade Advisory*
 - *Senior Representative, SARS*

DAY 2: TUESDAY, 2 OCTOBER 2018

Export Summit

- 08:30 - 09:00** **Plenary Session 1**
Welcome: Mr. Neville Matjie, Acting CEO, Trade & Investment KwaZulu-Natal
Scene Setting: Mrs. Ina Cronje, Chairperson, Trade & Investment KwaZulu-Natal
- 09:00 - 10:00** **Keynote Address**
MEC Sihle Zikakala, MEC, KZN Economic Development, Tourism and Environmental Affairs
- 10:00 - 10:45** **State of Trade in KwaZulu-Natal**
Mr. Jacob Twala, Economic Advisor, KwaZulu-Natal Provincial Treasury
- 10:45 - 11:15** **Tea/Coffee Break**
- 11:30 - 13:00** **Break Away Session 1**
How to fund Export Transactions in Emerging African Markets
The risks and rewards of doing business in Africa
Facilitator: Mr. C Gina, Board Member, Trade & Investment KwaZulu-Natal
- Speakers & Panelists:*
- *Ms. Sheila Chetty, International Banking and Rest of Africa, Standard Bank*
 - *Mr. Bobby Madhav, Head of Trade - Structured Trade & Commodity Finance, First National Bank*
 - *Senior Representative, International Banking Specialist, ABSA*
 - *Mr. Paul Mojalefa, Business Development Specialist, ECIC*
 - *Mr. Jean-Michel Perret, Southern Africa GSIT Regional Manager, Bureau Veritas*

www.tikzn.co.za/exportweek

CONFERENCE PROGRAMME

11:30 - 13:00

Break Away Session 2

BRICS: The Developmental Agenda for Africa (Ethiopia, Ghana, Tanzania, South Africa)
The African Continental Free Trade Area (AfCFTA) that was signed by 44 of the 55 AU Members States

Facilitator: Dr. V. Mahlati, Board Member, Trade & Investment KwaZulu-Natal

Speakers & Panelists:

- *Mr. Christopher Wood, Economist, Trade & Industrial Policy Strategies*
- *Ambassador Anil Sooklal, Department of International Relations and Cooperation*
- *Ms. Xolelwa Mlumbi-Peter, DDG, International Trade and Economic Development Division*
- *Dr. Jaya Josie, Head: BRICS Research Centre, Human Sciences Research Council*
- *Dr. Iqbal Surve, Chairman, BRICS Business Council*

13:00 - 14:00

Lunch

14:00 - 15:30

Plenary Session 2

Facilitator: Mr. SK Mpongose, Board Member, Trade & Investment KwaZulu-Natal

Trade Wars: Are there any winners?

*Mr. Francois Fouche, Advisor, Trade Research Advisory (Pty) Ltd
Senior Representative, Tutwa Consulting*

Trade and Investment Forecast for 2019/20

Mr. Pieter Laubscher, Consulting Economist, Bureau for Economic Research: University of Stellenbosch

15:30 - 17:30

Business Matchmaking 2

Existing and Seasoned Exporters and International Delegates and Buyers

17:30 - 20:00

Cocktail and Fashion Show

An evening cocktail event with exposure to KZN companies and their products in the Food and Beverages Sector and well as in the Footwear, Clothing and Accessories Industries

DAY 3: WEDNESDAY, 3 OCTOBER 2018

Export Summit

08:30 - 09:00

Welcome and Scene Setting

Mr. Lester Bouah, Executive Manager, Export Development and Promotion, Trade & Investment KwaZulu-Natal

09:15 - 10:45

Break Away Session 3

Facilitator: Mr. S Naidoo, Board Member, Trade & Investment KwaZulu-Natal

China: The Belt and Road Agenda

*Ms. Ding Qiao, Vice Consul General, Consulate General of the People's Republic of China
Mr. Calvin Yan, General Manager, Dongguan SA Commodity, Display Centre Durban*

India: Trade Medical Tourism opportunities in India and other possible sectors of cooperation

Dr. Shashank Vikram, Consul General, India Consulate General

09:15 - 10:45

Break Away Session 4

Facilitator: Mr. G Bell, Board Member, Trade & Investment KwaZulu-Natal

Trade Opportunities in the United States of America

*Mr. Brian McCotter, Director: Strategic Communications, USAID Southern African Trade and Investment Hub
Mr. Cosmas Mamhunze, AGOA/Exports & Linkages Specialist, USAID Southern African Trade and Investment Hub*

Trade Opportunities in the United Kingdom

Ms. Raksha Maharaj, Trade Development Manager, Infrastructure, Department for International Trade, United

Kingdom

10:45 - 11:15

Tea / Coffee Break

CONFERENCE PROGRAMME

11:30 - 13:00

Break Away Session 5

Facilitator: Mr. S Ngcamu, Executive, Investments Promotion, Trade & Investment KwaZulu-Natal

Dube TradePort: 30-year Development horizon for KwaZulu-Natal

Mr. Hamish Erskine, Chief Executive Officer, Dube Tradeport

KZN's Catalytic Projects: A 30 year plan in the making

Mr. Frikkie Brooks, Deputy Director-General, Strategic Management & Head of Secretariat, KwaZulu-Natal Provincial Planning Commission

13:00 - 14:00

Lunch

14:00 - 15:00

RASET: Socio-Economic Transformation Case Studies

Facilitator: Mr. Lester Bouah, Executive Manager, Export Development and Promotion, Trade & Investment KwaZulu-Natal

Speakers & Panelists:

- *Mr. Xolani Ntuli, Manager Export, XKG Logistics*
- *Mr. Mthokozisi Mkhwanazi, Director, Isivuno Foods*
- *Mr. Vusi Ndlovu, Executive Director, INOXA*

15:00 - 17:00

Business Matchmaking 3

Existing and Seasoned Exporters and International Delegates and Buyers

17:00 - 19:00

Cocktail evening in the Durban Port for International Delegates

DAY 4: THURSDAY, 4 OCTOBER 2018

Inter-Africa Trade and Investment Dialogue (by invitation only)

South African IPA's, African IPA's, DTI, DIRCO, KZN Chambers of Commerce will be invited to attend this session.

09:00 - 13:00

How to foster and enhance Trade and Investment Promotion Opportunities between African Countries?

- Case Studies
- Pitfalls and Successes
- Practical Solutions

13:00 - 14:00

Lunch

18:00 - 21:00

KZN Exporter of the Year Awards

CO-LOCATED EVENT

AFRICAN
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AFRICAN
rail
evolution

2 - 3 October 2018

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