



An Initiative by Trade & Investment KwaZulu-Natal  
Think Global: KZN the African Trade Hub

# KWAZULU - NATAL EXPORT WEEK

1-5 October 2018 | Inkosi Albert Luthuli ICC, Durban



FUN



NETWORKING



GOLF



KNOWLEDGE



AFRICAN UPDATES



KZN Export Week is an annual programme of Trade & Investment KwaZulu-Natal (TIKZN) developed to recognise, promote and assist with growing KwaZulu-Natal's export businesses and industries.

Through a comprehensive programme of activities, it will provide professional development and information on growth sectors and market opportunities to KwaZulu-Natal's new and existing exporters and internationally focused businesses.

Export Week will highlight the significance of exporting to the KwaZulu-Natal economy and will aim to celebrate the success of KwaZulu-Natal exporters. Export Week KZN will be filled with information and networking session of interest for emerging exporters, existing exporters and seasoned exporters.



## WHAT TO EXPECT?

### 600+ Attendees:

Network and build new relationships with fellow attendees from across the continent.

### 30 Top speakers:

Hear some of the top business minds share their tips and stories on how to build a global business.

### 50 Leading service providers:

Learn about the latest technologies and services on offer from leading service providers participating in the expo showcase.

### 15 Countries:

Meet with global trade partners and associations from:  
Africa: Botswana / Ethiopia / Ghana / Kenya / Lesotho / Mauritius / Mozambique / Swaziland / Tanzania / Zambia / Zimbabwe  
China / India / Turkey / UK / USA

The 2018 event will give you direct access to businesses who are looking for trade partners, export-import products/services or are looking to setup operations / establish a base in Kwa-Zulu Natal.

## CONTACT US

Daniel Bloch: danielbloch@exportweek.co.za or +27 21 700 5504

Presented by:



Strategic partners:



Supported by:



Co-located with:



[www.tikzn.co.za/exportweek](http://www.tikzn.co.za/exportweek)



**MASTERCLASS AND TRAINING**



**NETWORKING AND RECEPTIONS**



**CONFERENCES AND WORKSHOPS**



**AWARDS**



**BUSINESS SHOWCASE / EXPO**



**GOLF DAY CHALLENGE**

## EVENT AT A GLANCE

### MONDAY 1 OCTOBER 2018

- Seminar: Export Essentials
- Master class (invitation only)
- Expo build
- Networking reception on the expo floor

### TUESDAY 2 OCTOBER 2018

- Summit: Day 1
- Expo
- Co-located events: African Ports and Rail Evolutions

### WEDNESDAY 3 OCTOBER 2018

- Summit: Day 2
- Expo
- Co-located events: African Ports and Rail Evolutions

### THURSDAY 4 OCTOBER 2018

- Inter-Africa Trade and Investment Dialogue (invitation only)
- Exporter of the Year Awards

### FRIDAY 5 OCTOBER 2018

- Annual KZN Export Golf Challenge



SMME

GLOBAL

SERVICES

SPECIALISED PAVILIONS

## SPONSOR / EXHIBIT

The attendees are highly focused professionals seeking innovative products and expert knowledge.

Enhance your company's visibility at this premier conference for export trade professionals! A wide range of sponsorship, exhibition, advertising, and promotional opportunities to increase awareness of your company are available.

## WHO SHOULD SPONSOR / EXHIBIT?

Companies offering services and products to assist organisations exporting goods and services, including:

- Legal
- Insurance
- Banking / Finance
- Warehousing
- The cold chain
- Logistics
- Supply chain
- Transportation (all modes)
- Materials handling
- Customs
- Packaging
- Containers

## EXHIBITION PACKAGES COST R2500 PER SQUARE METER WHICH INCLUDES:

- 6 sqm exhibition space
- Shell scheme / octonorm
- Fascia; table and two chairs; carpeting and bin
- General cleaning and security

(EXCL 5% Service fee and 15% VAT)



## THANK YOU TO OUR MEDIA PARTNERS

CAPE Business News

GlobalAfrica NETWORK

KZN BUSINESS SENSE

MatchDeck

SUPPLY CHAIN

MECHANICAL ENGINEER

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# PROGRAMME

## DAY 1: MONDAY, 1 OCTOBER 2018

### Emerging Exporter Programme

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

- 09:00 - 12:00**      **Emerging Exporter Programme**
- Export Finance
  - Market Development
  - Sales Techniques
- Speakers:**
- Mr Alexander Robertsons of Robertson's Cargo Consultancy (Pty) Ltd
  - Mr. Ricky Pillay of ABC Kings
  - Mr. Krish Maharaj of Growth Path International
  - Senior Representative, Department of Environmental Affairs

**13:00 - 14:00**      **Lunch**

- 14:00 - 16:30**      **Business Matchmaking 1**  
Meet with certification agencies, DFI's, Banks , SEDA, SASSDA, AFS, B&M Analysts and many more

### Seasoned Exporter Master Class (by invitation only)

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

- 14:00 - 16:00**      **This session is by invitation only and will give a report back on WCO and focus on AEO, other international trends, a Blockchain panel session and more.**

- Speakers:**
- Mr. Francois Fouche, Advisor, Trade Advisory
  - Ms. Louise Wiggert, Managing Director, Global Trade Solutions (GTS)
  - Ms. Kelly Parkhurst, Lead: New Digital, ABSA Capital

**17:00 - 21:00**      **Welcome Dinner for Foreign Delegates at Hilton Hotel**

## 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 Department*

- 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. Cedric 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, ABSA Bank

- 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\*

**13:00 - 14:00**      **Lunch**

- 14:00 - 15:30**      **Plenary Session 2**  
Trade Wars: Are there any winners?  
Trade and Investment Forecast for 2019/20  
*Facilitator: Mr. SK Mpongose, Board Member, Trade & Investment Kwazulu-Natal*

- Speakers & Panelists:**
- Mr. Pieter Laubscher, Consulting Economist, Bureau for Economic Research: University of Stellenbosch
  - Senior Representative, Tutwa Consulting\*

- 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

*This is a draft programme and subject to updates and changes. \*=Invited speaker*

# PROGRAMME

## DAY 3: WEDNESDAY, 3 OCTOBER 2018

### Export Summit

08:30 - 09:00	<b>Welcome and Scene Setting</b> <i>Mr. Lester Bouah, Executive Manager: Export Promotion, Trade and Investment KwaZulu-Natal</i>
09:15 - 10:45	<b>Break Away Session 3</b> China: The Belt and Road Agenda India: Trade Medical Tourism opportunities in India and other possible sectors of cooperation  <i>Facilitator: Mr. Sadha Naidoo, Board Member, Trade &amp; Investment Kwazulu-Natal</i>  <b>Speakers &amp; Panelists:</b> <ul style="list-style-type: none"><li>• Ms. Ding Qiao, Vice Consul General, Consulate General of the People's Republic of China*</li><li>• Dr. Shashank Vikram, Consul General, India Consulate General</li></ul>
09:15 - 10:45	<b>Break Away Session 4</b> United States of America United Kingdom  <i>Facilitator: Mr. Gary Bell, Board Member, Trade &amp; Investment Kwazulu-Natal</i>  <b>Speakers &amp; Panelists:</b> <ul style="list-style-type: none"><li>• Mr. Brian McCotter, Director of the US Southern African Trade &amp; Investment Hub*</li><li>• Senior Representative, UK Trade and Investment*</li></ul>
10:45 - 11:15	Tea / Coffee Break
11:30 - 13:00	<b>Break Away Session 5</b> DTP / RBIDZ - 30-year Development horizon for KZN KZN's Catalytic Projects: A 30 plan in the making  <i>Facilitator: Mr. Sihle Ngcamu, Executive: Investments, Trade &amp; Investment Kwazulu-Natal</i>  <b>Speakers &amp; Panelists:</b> <ul style="list-style-type: none"><li>• Mr. Frikkie Brooks, Deputy Director-General: Strategic Management &amp; Head of Secretariat, KwaZulu-Natal Provincial Planning Commission</li><li>• Mr. Hamish Erskine, Chief Executive Officer, Dube Tradeport</li><li>• Mr. Pumi Motsoahae, Chief Executive Officer, Richards Bay Industrial Development Zone</li></ul>
13:00 - 14:00	Lunch
14:00 - 15:00	<b>Socio-Economic Transformation Case Studies</b>  <i>Facilitator: Mr. Lester Bouah, Executive Manager: Export Promotion, Trade and Investment KwaZulu-Natal</i>  <b>Speakers &amp; Panelists:</b> <ul style="list-style-type: none"><li>• Mr. Xolani Ntuli, Manager Export, XKG Logistics</li><li>• Mr. Mthokozisi Mkhwanazi, Director, Isivuno Foods</li><li>• Mr. Vusi Ndlovu, Executive Director, INOXA</li></ul>
15:00 - 17:00	<b>Business Matchmaking 3</b> 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	<b>How to foster and enhance Trade and Investment Promotion Opportunities between African Countries?</b> <ul style="list-style-type: none"><li>• Case Studies</li><li>• Pitfalls and Successes</li><li>• Practical Solutions</li></ul>
13:00 - 14:00	Lunch
18:00 - 21:00	KZN Exporter of the Year Awards

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