



OUR MANDATE

Trade & Investment KwaZulu-Natal is a South African trade and inward investment promotion agency, established to:



Promote, brand and market the province of KwaZulu-Natal as an investment destination



Facilitate trade by assisting local companies to access international markets



Identify, develop and package investment opportunities in KwaZulu-Natal



Provide a professional service to all clientele



Retain and expand trade and export activities



Link opportunities to the developmental needs of the KwaZulu-Natal community

OUR VISION

To contribute to economic development by promoting the Province of KwaZulu-Natal as the premier investment destination and the leader in export trade.

OUR MISSION

- + Identify and package investment opportunities in KZN
- + Brand and market KZN as an investment destination
- + Link opportunities to the developmental needs of the KZN community
- + Ensure easy access to investment and export trade opportunities

We offer investors and traders an array of professional investment and export services:

OUR INVESTMENT PROMOTION SERVICES

Project Appraisal

Scientifically analysing prospective project viability in financial, cost-benefit, social and environmental terms.

Site Identification and Evaluation

Undertaking the co-ordination, pre-planning and evaluation of sites and post-site visits.

Sector Economic Data Provisioning

Providing and disseminating market intelligence with regard to economic, sectoral and desktop data.

Backward and Forward Linkages

Facilitating secondary and downstream opportunities for black economic empowerment as well as small and medium enterprises.

Business Permits (under the auspices of the Department of Trade and Industry)

Assisting in the issuing of recommendation letters for new foreign businesses to the Department of Home Affairs with regard to business permits.

Agreement Brokering

Ensuring the satisfactory and successful conclusion of necessary agreements by relevant parties and stakeholders.

Joint Venture Facilitation

Sourcing of joint venture partners, domestic and foreign, for both KwaZulu-Natal and international companies.

Capital-Raising

Facilitating the development of capital-raising opportunities on behalf of project promoters.

General Business Advice

Providing wide-ranging investment advice regarding locations, business conditions, regulations, labour practices and business services.

Aftercare Services

Facilitating local and foreign business retention, expansion and aftercare services.

Incentives

Marketing of national and local government incentives and assisting with incentive applications

Inward and Outward Investment Promotion Missions

Hosting and co-ordinating inbound foreign and local business delegations and undertaking outbound missions promoting KwaZulu-Natal as a premier investment destination.

Project Profiling

Profiling local project-based investment opportunities through local and international exhibitions, seminars and conferences.

Contact

Durban

Trade & Investment House,
Kingsmead Office Park,
Kingsmead Boulevard, Durban,
4001, South Africa

Mail: PO Box 4245, Durban,
4000, South Africa

Tel: +27 (0) 31 368 9600

Fax: +27 (0) 31 368 5888

Gauteng

99 George Storrar Avenue,
Groenkloof, Pretoria
Tel: +27 (0) 12 346 4386/6763
Fax: +27 (0) 86 501 0848/1788

Online

Email: info@tikzn.co.za

www.tikzn.co.za

OUR EXPORT DEVELOPMENT AND PROMOTION SERVICES

Export Training

Trade & Investment KwaZulu-Natal has tailored training and employs a team of export specialists with international business experience and international business contacts to provide export training and export capability assessment and assistance with export planning.

Export Registration

Assist KwaZulu-Natal companies to register as exporters with the South African Revenue Services.

Lead Generation

Linking KwaZulu-Natal Companies with potential buyers and also assistance with information on possible distributors KwaZulu-Natal companies can use for their products to enter a specific market.

Export Advisory Services

On-the-ground support and advisory services for existing and emerging KwaZulu-Natal exporters with the following:

- + Introductions to government and private sector contacts
- + Tariff implications for certain products
- + Trade agreements compliance requirements
- + Advice on the suitability of products and services
- + Assistance with identifying potential business partners and customers
- + Assistance with the identification of domestic suppliers of products and services
- + Export supply chain advice

Export Incentives

Assistance with accessing Department of Trade and Industry export incentives and assistance with business matching linked to incentives.

TRADE MISSIONS

Outbound Trade Missions

Through experience, Trade & Investment KwaZulu-Natal is able to assist KwaZulu-Natal exporters to directly establish contacts in targeted markets. Trade & Investment KwaZulu-Natal often leads Export outward selling business missions and provide on-the-ground support for KwaZulu-Natal Exporters during and assist in following up export opportunities, and offers pre-Export business mission preparation including country and market briefings. Trade & Investment KwaZulu-Natal also assists with in-market meetings arranged with potential customers and business partners for KwaZulu-Natal Exporters.



Inbound Trade Missions

Trade & Investment KwaZulu-Natal regularly hosts inbound trade missions which provide an ideal, cost-effective way of meeting international companies and representatives from industry. Inbound trade missions can range from a small number of companies from a specific industry sector to large multi-disciplined delegations. Trade & Investment KwaZulu-Natal arranges firm's site visits and one-on-one meetings to encourage business discussions with the delegations.

International Trade Exhibitions

Trade & Investment KwaZulu-Natal co-ordinates the participation of KwaZulu-Natal Exporters in international trade exhibitions in priority markets, providing exporters with a cost-effective international platform to promote their products and services.

REASONS TO INVEST IN KWAZULU-NATAL

In close proximity to and within easy access of South Africa's two largest ports – Durban and Richards Bay – and King Shaka International Airport

A large labour pool

Diverse culture

Gateway to other African countries

World-class transport and telecommunications infrastructure

Investment incentive schemes

Idyllic climate



INTRODUCING Trade & Investment KwaZulu-Natal

