



On behalf of:



An initiative by:



# KWAZULU-NATAL EXPORT WEEK

14 - 18 OCTOBER 2019 | Inkosi Albert Luthuli ICC, Durban



**A full week of activities dedicated to growing KwaZulu-Natal's export businesses and industries**

Strategic partners:



Sponsors:





# EVENT AT A GLANCE

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**MONDAY**  
**14 OCTOBER**

- Seminar: Export Essentials
- Master class (invitation only)
- Expo build



09:00 -  
12:00

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**TUESDAY**  
**15 OCTOBER**

- Summit: Day 1
- Expo
- Co-located events: African Ports and Rail Evolution Forum
- Networking reception on the expo floor



09:30 -  
16:30

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**WEDNESDAY**  
**16 OCTOBER**

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



09:30 -  
16:30

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**THURSDAY**  
**17 OCTOBER**

- Inter-Africa Trade and Investment Dialogue
- Exporter of the Year Awards



09:00 -  
21:00

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**FRIDAY**  
**18 OCTOBER**

- Annual KZN Export Golf Challenge



09:30

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**TO REGISTER AND BE PART OF THE WEEK'S ACTIVITIES  
AT KZN EXPORT WEEK, CONTACT:**

**Olubukola Oluwasanmi:  [olubukola@exportweek.co.za](mailto:olubukola@exportweek.co.za)  +27 21 700 5516**

# Welcome to KwaZulu-Natal Export Week

It gives me great pleasure to welcome you to the KwaZulu-Natal Export Week. Now in its eighth year, this event has matured into an enviable showpiece that yet again casts a favourable light on our province. The idea behind Export Week was to develop the profile of local exporters, and to acquire knowledge on best practices while demonstrating the crucial role that exporters play in the provincial and national economies.

It is well known that success in the export field provides companies with opportunities to develop new products for new markets. With this in mind, this year's Export Week will showcase those local firms and entrepreneurs that strive towards encouraging the production of higher quality goods and first-class services at competitive prices.

The Export Week has grown exponentially over the years, with each new iteration showcasing the myriad innumerable elements that comprise exports. This year is no different, with new additions including investigating ways to purposefully attract African participation as well as Inter-Africa Trade and Investment Dialogue Forum.

Running over four days, the theme for this year's Export Week is: African Industrialization: A Key Inter-African Trade Driver, and consequently, it will showcase a diverse portfolio of events. These include exhibition component consisting of approximately 50 exhibitors from the Export environment and which includes Exporters, Freight Forwarders, Banks, Export Credit Agencies and Chambers of Commerce.

Adding to this excitement, KZN Export Week will again culminate in the Exporter of the Year Award which is held in conjunction with the Durban Chamber of Commerce and Industry (DCCI) and in which Transnet and TIKZN are key supporters. In just ten years, KwaZulu-Natal's exports, have doubled from an estimated R70 billion in 2007 to R142 billion in 2017 and it is our hope that events such as Export Week, will ensure that the province's exports continue to grow.



**MS NOMUSA DUBE-NCUBE**  
MEC for Economic Development,  
Tourism and Environmental Affairs



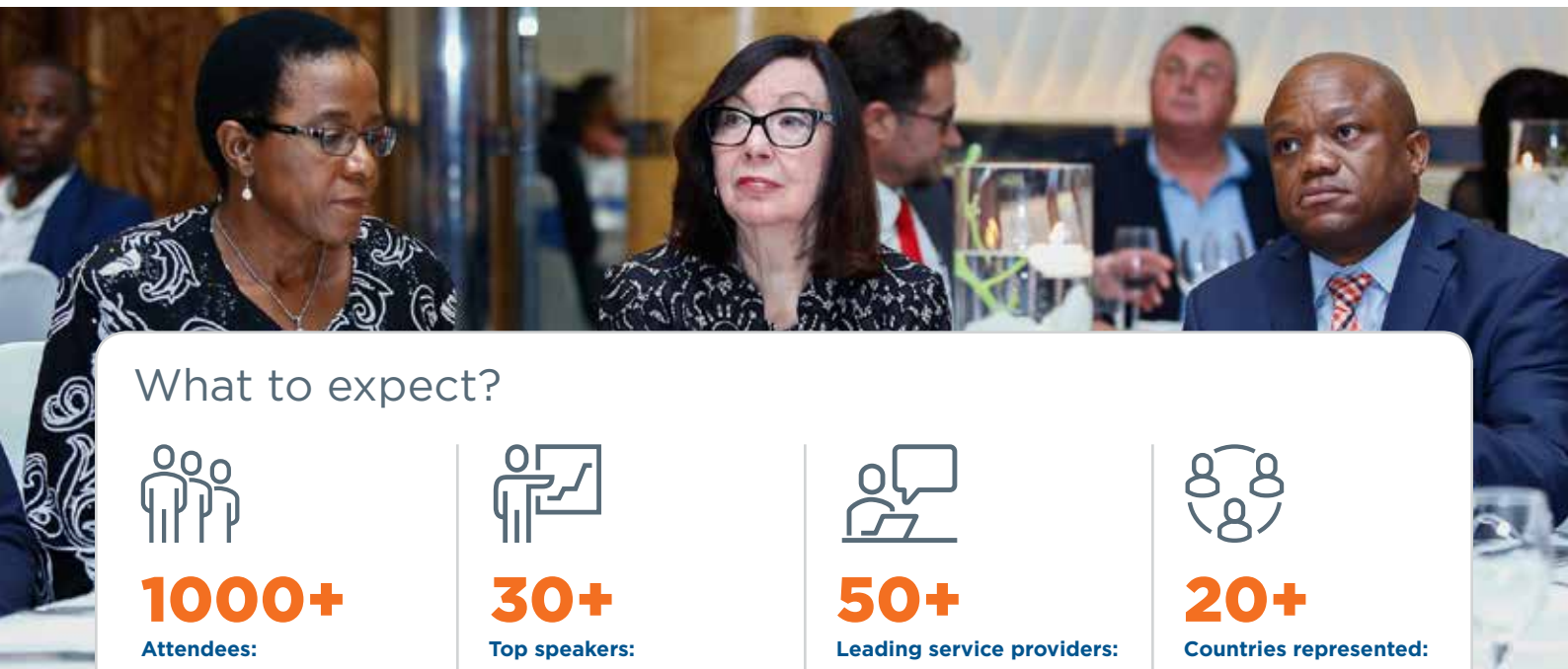


# African Industrialisation: A key inter-African trade driver

KwaZulu-Natal 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. KwaZulu-Natal Export Week will be filled with information and networking session of interest for emerging exporters, existing exporters and seasoned exporters.



## What to expect?



**1000+**

### 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.



**20+**

### Countries represented:

Meet with global trade partners and associations

## Event information:

### REGISTRATION



To register to be part of the 2019 KwaZulu-Natal Export Week, contact Olubukola Oluwasanmi on +27 21 700 5516 or email [olubukola@exportweek.co.za](mailto:olubukola@exportweek.co.za)

### VENUE



**Durban International Convention Centre**  
45 Bram Fischer  
Durban, South Africa

### CONFERENCE DATES AND TIMES



**Tuesday, 15 October 2019:** 09:30 - 16:30  
**Wednesday, 16 October 2019:** 08:30 - 17:00

### EXPO DATES AND TIMES



**Tuesday, 15 October 2019:** 09:00 - 16:30  
**Wednesday, 16 October 2019:** 09:00 - 16:30

# KwaZulu-Natal Export Week

## Speakers

**MS NOMUSA DUBE-NCUBE**

MPL  
MEC for Economic Development, Tourism and Environmental Affairs

**INA CRONJÉ**

Chairperson,  
Trade & Investment KwaZulu-Natal

**NEVILLE MATJIE**

Chief Executive Officer,  
Trade & Investment KwaZulu-Natal

**AMELIA NAIDOO**

Regional Manager:  
Kwazulu-Natal,  
Productivity SA

**ANAMARIA DELIU**

Trade Policy Adviser,  
Open Trade Gate Sweden

**CYRILLE HUGON**

Trade Policy Adviser,  
Open Trade Gate Sweden

**FARAI MOYO**

Deputy Director for Trade and Investment, Department of Economic Development, Tourism and Environmental Affairs

**FRANCOIS FOUCHE**

Advisor,  
Trade Research Advisory

**GWEN MWABA**

Director: Trade Finance,  
African Export-Import Bank

**JOUBERT CILLIERS**

Blockchain Lead,  
Global Trade Solution

**JUSTIN BARNES**

Executive Director,  
Toyota Wessels Institute for  
Manufacturing Studies (TWIMS)

**LAURALYN KAZIBONI**

Economist,  
DNA Economics

**LESTER BOUAH**

Executive Manager:  
Export Development and Promotion, Trade  
and Investment KwaZulu-Natal

**MARTIN CAMERON**

Managing Director, Trade Research Advisory

**MPHO SEKWELE**

Founder, Sintu-Online

**NICK LATTA**

Counsellor Prosperity,  
British High Commission  
in South Africa

**ROBERTO CECUTTI**

Head of the Trade and Economic  
Section, Delegation of the European Union  
(EU) to South Africa

**TOVE ANTONISSEN**

Market Expert

# Conference programme

## Day 1: Monday, 14 October 2019

### EMERGING EXPORTER PROGRAMME

**09:00** **Airfreight vs sea freight**

*Ricky Pillay, Owner, ABC Kings*

**09:00** **Arts and crafts export development**

*William Agbeko Segbedzi, Chief Executive Officer, Arts Solutions Ghana*

**09:00** **Agriculture export development programme**

- ADA mandate, programmes and future direction
- Business model: Partnerships and capacity building
- KZN women in agroprocessing for Export Programme

**Speakers:**

- *Rechi Dlamini, Manager Business Support, Agribusiness Development Agency*
- *Carol Siyakwazi, Project Officer, Agribusiness Development Agency*

**12:00** **Lunch**

### EMERGING EXPORTER PROGRAMME SPEAKERS



**RECHI DLAMINI**

Manager Business Support,  
Agribusiness Development Agency



**RICKY PILLAY**

Owner,  
ABC Kings



**CAROL SIYAKWAZI**

Project Officer,  
Agribusiness Development Agency



**WILLIAM AGBEKO SEGBEDZI**

Chief Executive Officer,  
Arts Solutions Ghana

### SEASONED EXPORTER MASTER CLASS (CLOSED SESSION)

**09:00** **Export funding workshop**

- Export and import funding mechanisms
- Support programmes
- Export credit insurance support mechanisms

**Facilitator:** *Usha Maharaj, Board Member, Trade & Investment KwaZulu-Natal*

**Speakers:**

- *Paul Mojalefa, Acting Head of Business Development, Export Credit Insurance Corporation of South Africa*
- *Humphrey Nwugo, Regional Chief Operating Officer: Southern Africa, African Export-Import Bank*
- *Melanie Lawrence, Manager: Guarantees, African Export-Import Bank*

**12:00** **Lunch**

**17:00** **Welcome dinner for foreign delegates. By invitation only**

### SEASONED EXPORTER MASTER CLASS SPEAKERS



**HUMPHREY NWUGO**

Regional Chief Operating Officer:  
Southern Africa, African Export-Import Bank



**MELANIE LAWRENCE**

Manager: Guarantees,  
African Export-Import Bank



**PAUL MOJALEFA**

Acting Head of Business Development, Export  
Credit Insurance Corporation of South Africa



**USHA MAHARAJ**

Board Member,  
Trade & Investment KwaZulu-Natal

# Conference programme

## Day 2: Tuesday, 15 October 2019

### KEYNOTE SESSION

#### Regional integration, economic transformation and development

*Chair: Carin Smith, Business Reporter, Fin24, South Africa*

Co-located with:



09:30	<b>Opening remarks</b> <i>Neville Matjie, CEO, Trade &amp; Investment KwaZulu-Natal, South Africa</i>
09:35	<b>Welcome</b> <i>Nomusa Dube-Ncube, MEC for Economic Development, Tourism &amp; Environmental Affairs, KwaZulu-Natal Provincial Government, South Africa</i>
09:40	<b>Introductory remarks</b> <i>Dikeledi Magadzi, Deputy Minister of Transport, Department of Transport, South Africa</i>
09:45	<b>Keynote address</b> <i>Hon Fikile Mbalula, Minister of Transport, Department of Transport, South Africa</i>
10:05	<b>Keynote address</b> <i>Hon Pravin Gordhan, Minister of Public Enterprise, Department of Public Enterprise, South Africa</i>
10:20	<b>Host port authority welcome address</b> <i>Rufus Lekala, Acting COO, Transnet National Ports Authority, South Africa</i>
10:25	<b>Host rail authority welcome address</b> <i>Phumzile Sithole, General Manager: Commercial, Transnet Freight Rail, South Africa</i>
10:30	<b>Panel discussion: Assessing regional integration in Africa - key measures to take full advantage of the Africa Continental Free Trade Area Agreement</b> <ul style="list-style-type: none"> <li>Provisions on investment</li> <li>Development on transported infrastructure</li> <li>Addressing non-tariff barriers</li> <li>Status of negotiations</li> <li>Commitments to trade facilitation</li> </ul> <b>Panellists:</b> <ul style="list-style-type: none"> <li><i>Dawit Gebre-ab, Senior Director of Strategic Planning, Djibouti International Free Trade Zone, Djibouti</i></li> <li><i>Khaled Attia, Mediator, General Authority for Investment and Free Zones, Egypt</i></li> <li><i>Mervin Chetty, General Manager for Africa: Planning and Sustainability, Transnet International Holdings, South Africa</i></li> <li><i>Ziad Hamoui, National President, Borderless Alliance, Ghana</i></li> </ul>
11:25	<b>Closing remarks</b> <i>Jack van der Merwe, CEO, Gautrain Management Agency, South Africa</i>
11:30	<b>VIP tour of the exhibition floor</b>
12:00	<b>Networking   Lunch break</b>

### EXPORT WEEK SUMMIT DAY 1

13:00	<b>Welcome</b> <i>Neville Matjie, Chief Executive Officer, Trade &amp; Investment KwaZulu-Natal</i>
13:10	<b>Scene setting</b> <i>Ina Cronjé, Chairperson, Trade &amp; Investment KwaZulu-Natal</i>
13:15	<b>State of trade and investment in KwaZulu-Natal</b> <i>Wamkele Mene, Senior Advisor: International Trade &amp; Investment, Department of Trade &amp; Industry</i>
13:45	<b>African industrialisation: A trade imperative</b> <b>Facilitator:</b> <i>Martin Cameron: Managing Director, Trade Research Advisory</i> <b>Speakers:</b> <ul style="list-style-type: none"> <li><i>Justin Barnes, Executive Director, Toyota Wessels Institute for Manufacturing Studies (TWIMS)</i></li> <li><i>Gwen Mwaba, Director: Trade Finance, African Export-Import Bank</i></li> </ul>
14:45	<b>Smart technologies to enhance trade</b> <b>Facilitator:</b> <i>Huawei Representative in KZN</i> <b>How I used e-commerce to take my business global</b> <ul style="list-style-type: none"> <li><i>Mpho Sekwele, Founder, Sintu-Online</i></li> </ul> <b>Blockchain: Then, now, and the future</b> <ul style="list-style-type: none"> <li><i>Joubert Cilliers, Blockchain Lead, Global Trade Solution</i></li> </ul>
15:45	<b>Trade wars and its Impact on KwaZulu-Natal: A chronology of its fallout and impact - negative or not?</b> <i>Francois Fouche, Advisor, Trade Research Advisory</i>
16:30	<b>Mayoral networking function, food and beverages showcase, KZN fashion showcase and Women in Transport Awards</b>

# Conference programme

## Day 3: Wednesday, 16 October 2019

### EXPORT WEEK SUMMIT DAY 2

<b>08:30</b>	<b>Welcome and scene setting</b> <i>Lester Bouah, Executive Manager: Export Development and Promotion, Trade and Investment KwaZulu-Natal</i>
<b>09:15</b>	<b>African Continental Free Trade Area Agreement (AfCFTA)</b> <ul style="list-style-type: none"><li>• What is AfCFTA and how many countries have signed up?</li><li>• What are the elements that would be contained in the AfCFTA?</li><li>• What impact would it have on Trade in South Africa?</li><li>• What are the challenges towards final ratification?</li></ul> <b>Speaker:</b> <ul style="list-style-type: none"><li>• <i>Martin Cameron, Managing Director, Trade Research Advisory</i></li></ul>
<b>10:00</b>	<b>KwaZulu-Natal exporter competitiveness's enhancement programme</b> <b>Speakers:</b> <ul style="list-style-type: none"><li>• <i>Farai Moyo: Deputy Director for Trade and Investment, Department of Economic Development, Tourism and Environmental Affairs</i></li><li>• <i>Amelia Naidoo: Regional Manager KwaZulu-Natal, Productivity SA</i></li></ul> <b>Case studies from:</b> <ul style="list-style-type: none"><li>• The Blinds Syndicate</li><li>• Dick Whittington Shoes</li><li>• Minnies Shoes</li><li>• Angel Footwear</li></ul>
<b>11:00</b>	<b>Networking refreshment break</b>
<b>11:15</b>	<b>Open Trade Gate Sweden (OTGS) Seminar</b> <ul style="list-style-type: none"><li>• Information on legal and technical requirements as well as standards, to export to the European Union (examples from food and industrial products)</li><li>• Practical information on the European market, with a specific focus on the Swedish market, such as trends and expectations</li><li>• Information on channels of trade as well the business culture in the European Union, with a specific focus on the Swedish market</li></ul> <b>Speakers:</b> <ul style="list-style-type: none"><li>• <i>Anamaria Deliu, Trade Policy Adviser, Open Trade Gate Sweden</i></li><li>• <i>Cyrille Hugon, Trade Policy Adviser, Open Trade Gate Sweden</i></li><li>• <i>Tove Antonissen, Market Expert</i></li></ul>
<b>12:00</b>	<b>The future of UK-South African trade &amp; investment post Brexit</b> <i>Nick Latta, Counsellor: Prosperity, British High Commission in South Africa</i>
<b>13:00</b>	<b>Lunch</b>
<b>14:00</b>	<b>European Union support mechanisms and opportunities for exporters</b> <b>Speakers:</b> <ul style="list-style-type: none"><li>• <i>Roberto Cecutti, Head of the Trade and Economic Section, Delegation of the European Union (EU) to South Africa</i></li><li>• <i>Inés Godínez Aguirre de Cárcer, Trade Advisor, Delegation of the European Union (EU) to South Africa</i></li><li>• <i>Lauralyn Kaziboni, Economist, DNA Economics</i></li></ul>
<b>15:00</b>	<b>Business Matchmaking</b>





# Conference programme

## Day 4: Thursday, 17 October 2019

### INTER-AFRICA TRADE AND INVESTMENT DIALOGUE (CLOSED SESSION)

**09:00** **By invitation only:**  
Discussion of practical interventions to alleviate NTB's and collaborations to bolster Inter-Africa Trade and advance African Industrialisation

**13:00** **Lunch**

# Conference programme

## Day 5: Friday, 18 October 2019

### GOLF DAY CHALLENGE

**09:00** **5th Annual KwaZulu-Natal Export Week Golf Challenge**  
Mount Edgecombe Golf Course



# GOLF CHALLENGE

**FRIDAY, 18 OCTOBER 2019**

Mount Edgecombe Country Club,  
The Lakes (Course 2)

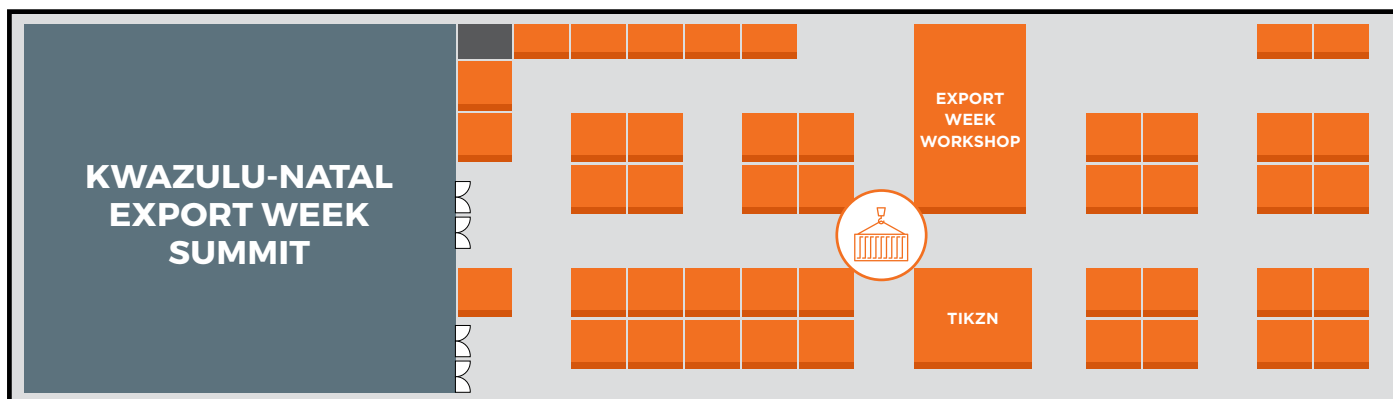


**TO REGISTER TO BE PART OF THE 2019  
KWAZULU-NATAL EXPORT WEEK, CONTACT**

**Olubukola Oluwasanmi:** ✉ [olubukola@exportweek.co.za](mailto:olubukola@exportweek.co.za) ☎ **+27 21 700 5516**

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

# Exhibiting at KwaZulu-Natal Export Week



## WHY EXHIBIT?

Attendees of the KwaZulu-Natal Export Week 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 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

## LIMITED EXHIBITION PACKAGES

**Exhibition packages includes:**

- 6 or 9sqm exhibition space
- Shell scheme / octonorm
- Fascia; table and two chairs; carpeting and bin
- General cleaning and security

(EXCL 5% Service fee and 15% VAT)

**R2500 PER SQM**



**SECURE YOUR PACKAGE  
AND POSITION TODAY! CONTACT:**

**Paul Ramncwana:** ✉ [paulramncwana@exportweek.co.za](mailto:paulramncwana@exportweek.co.za) ☎ +27 21 700 5514

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