

WANTING TO GROW YOUR MANUFACTURING BUSINESS?

Join us at this year's most important manufacturing event in the Western Cape – the Western Cape Manufacturing Indaba taking place on the 22nd November 2017 at Century City ICC, Cape Town. The event brings together leading manufacturing experts, small to large manufacturers, consultants, financial institutions, all with a common aim to help to grow our manufacturers.

The conference will focus on key aspects aligned to the Province's strategy to help manufacturers grow and develop their manufacturing businesses. The discussions at the conference will focus on:

The Best of Western Cape Manufacturing

This panel session will feature industry best practice exemplars, providing delegates with the opportunity to hear from and question industry leaders on how they are achieving success and the factors that are driving this despite the challenging economic circumstances facing companies.

The Black Industrialist Programme, industrial financing, incentives and investment opportunities

Government has many levers that it can use to support industry. One of the measures used across the world is industrial finance – which is a combination of government incentives and availability of finance for industrial firms. South Africa has a robust system of incentives for key manufacturing sectors. In addition, there are financial institutions that are available to finance firms.

Intra-African regional trade - How can manufacturers sell their products and services to the African market and develop export led growth.

Building investment capacity and promoting trade through investment in the rest of Africa presents great opportunities for South African & Western Cape companies. Investing in other African countries and supporting the industrialisation of South Africa's neighbours equally contributes to South Africa's own growth objectives. South African companies are some of the largest investors in other parts of the African continent and it is imperative that South Africa contribute to their continental partners. Investment opportunities in other African countries should not be overlooked and companies should not merely see the continent as an export destination so that there is a view of shared growth and value addition. For example: setting up an office in other countries, local procurement, incorporating local companies into the supply chain, bringing new opportunities into those countries for example the introduction of technologies and infrastructure development. Manufacturing companies need to take this step to further enhance industrial integration.

The event will provide opportunities to network, meet and do business with the other delegates, speakers and exhibitors attending the event.

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MANUFACTURING IN THE WESTERN CAPE AND THE POTENTIAL FOR INTRA AFRICA TRADE

Manufacturing is the second biggest sector in the Western Cape and contributes about 15% to the South African manufacturing sector output. The province's agro-processing sector has shown resilience during these tough economic times, and its renewables and green tech industries have received significant investments in the past five years. The Western Cape's real economy is dominated by manufacturing and commercial agriculture.

The manufacturing sector in the Western Cape is supported by multi-national corporations who have chosen the region to take advantage of the economic opportunities of the local economy as well as those in the rest of Africa. The region has attracted major investments from corporations including Kimberly-Clark, Tellumat, Hisense, EXAR, GlaxoSmithKline and General Electric to name just a few.

Government incentives

In recognition of the importance of supporting the manufacturing sector, the South African government has established various incentives for manufacturing investors. These include the s12i Tax Incentive and the Manufacturing Competitiveness Enhancement Programme (MCEP).

Western Cape high-growth opportunity sectors

The following high-growth opportunity sectors have been identified for investment in the Western Cape manufacturing sector:

- Manufacturing of components for renewable energy and the green economy;
 - Oil and gas components;
 - Medical devices;
 - Aerospace (Square Kilometre Array telescope project);
 - Niche manufacturing.*
- (*Source: Wesgro)

The annual Manufacturing Indaba Western Cape will be hosting a focused discussion around growing the export market for Western Cape manufacturers into Africa. The buying power of Africa's middle class continues to grow resulting in more demand for products and services across the continent. Trade between African countries has the greatest potential for building sustainable economic development and integration.

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