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Foreword
By the CEO

TEDA CEO
Mr Solly Mogaladi

This edition of the TEDA Business Review comes hot on the heels of the recent Tshwane Trade and Investment Summit (TTIS) which was a resounding success. This would not have been possible had it not been for the support TEDA enjoyed from the City of Tshwane as led by the Executive Mayor, Stevens Mokgalapa and his team. We should also express our word of gratitude to business chambers and industry association for supporting this initiative by the City of Tshwane to make Tshwane an investment destination of choice. Furthermore, we should also acknowledge the role played by other government agencies and departments.

Exports initiatives by TEDA are also covered including workshops aimed at assisting emerging companies to understand the export landscape and also assist export ready companies to gain access to new markets.

Lastly, we give feedback on the Mandela Day initiative by TEDA and several stakeholders including the Capital City Business Chamber, Olievenhoutbosch Business Forum, Raudev and Old Mutual. These and other initiatives we have undertaken in the past continue to cement our relations with business and other stakeholders and ensures that we reach out to communities that desperately need help and support for their programmes.

We lead with a story which also provides feedback of the summit. We are happy that we were able to reach our target of over R10 billion which was set by the Mayoral Committee. Besides the target of investments attracted to the City, we also took note and will be ensuring that resolutions taken at the summit inform our future plans so that when we host the next summit we are able to report progress. We also feature the Castle Gate which broke ground on 03 October 2019, when it launched phase 1 of this R 6 billion project. This project was also a feature of the TTIS.
Held during September, TTIS 2019 promoted the City of Tshwane as a preferred destination for the inflow of domestic and foreign investments. Over 500 participants including over 400 business delegates attended the Summit. Powered by the City of Tshwane and the Tshwane Economic Development Agency, TTIS 2019 showcased 20 bankable projects to potential investors across 5 priority sectors, accounting for a total of over R126 billion in potential pipeline investments. A key sentiment carried by the Executive Mayor of Tshwane, Cllr Stevens Mokgalapa, was that the City of Tshwane had taken an approach of reducing red tape and rolling out the red carpet for investment and business. Under the theme of “Partnering for development: An investor-friendly capital city”, TTIS 2019 managed to secure well over R10 billion in investment commitments which is set to create over 6 700 jobs in the City of Tshwane. The breakaway sessions for the 5 priority sectors provided opportunities that the City can take forward in positioning these sectors for growth - some key insights uncovered include:

Automotive – the City needs to partner with the local automotive sector to benefit from the opportunities offered by the new Africa Continental Free Trade Agreement (ACFTA).
Argo-processing - the 4th industrial revolution will help in connecting farmers to markets, bridging the gap between research, policy and business. Tshwane as a research hub, has the advantage to use this capacity to benefit the sector.

Tourism - Township revitalization is a big growth sector and that focus should also go towards transforming the township tourism precincts in Tshwane.

Energy and Renewable - the changing regulatory environment in the energy sector presents an opportunity for municipalities to play a bigger role in both the generation and distribution of electricity.

Property – various investment opportunities were showcased highlighting impact and opportunities across this sector – to see all projects showcased please visit: www.ttisummit.com/projects

Apart from the panel discussions, exhibitions and site tours, the below investors were honoured for doing business in the city and encouraged to keep growing the city’s economy and create employment;

<table>
<thead>
<tr>
<th>Strategic Urban Development Projects</th>
<th>Other Projects</th>
<th>SME</th>
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<tbody>
<tr>
<td>Rainbow Junction Development Company (Pty) Ltd</td>
<td>Sun Time Square</td>
<td>The Distilling Native</td>
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<tr>
<td>Big Cedar Property Development Growth</td>
<td>Bader SA</td>
<td>Mamelodi Lager</td>
</tr>
<tr>
<td>MIO-Luvira Garankuwa (Pty) Ltd</td>
<td>Regency Hotel Group</td>
<td>Soltech</td>
</tr>
<tr>
<td>Mzansi Rail Technology</td>
<td>Bio2Watt</td>
<td>Kgabo Cars</td>
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<tr>
<td>M&amp;T Development (Pty) Ltd</td>
<td>Exemplar</td>
<td>Troy Gold Consolidated</td>
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<tr>
<td>Abland Pty Ltd</td>
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<tr>
<td>Afterbury</td>
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for more information visit www.ttisummit.com
Atterbury begins development of R6bn Castle Gate precinct in Pretoria

Atterbury has commenced construction of the first phase of the prime new multi-billion Rand Castle Gate mixed-use precinct in Pretoria.

A large-scale modern, multifaceted development, Castle Gate will ultimately comprise 100,000sqm of office space, 40,000sqm of specialist medical facilities, and a hotel as well as 1,100 residential units, and a 23,000sqm convenience retail centre. The precinct will also include eight hectares of protected green areas that will incorporate walking and running trails. Castle Gate is being co-developed by Atterbury Property Fund (APF) and The Carl Erasmus Trust. APF is co-owned by leading property developer and investor Atterbury, its management and founders as well as Talis Investment Partners. Castle Gate is considered a strategically important project by the City of Tshwane, which supports the development.

Upon completion, the Castle Gate project is expected to represent a total investment of R6bn and 20,000 permanent jobs will have been created as a result of its development. Raoul de Villiers, Atterbury Development Manager, says, “Castle Gate is a once-in-a-lifetime development opportunity with an excellent location in a key growth node and a unique proposition that has the support of its city and is being welcomed by its community.” He adds, “For successful property development and investment it is necessary to look through the short-term cycles and take a long-term view. We are confident in the future of South Africa and proud to invest in the country that we love and the City of Tshwane where Atterbury started. We are thrilled to be working with great partners and believe that this project will have a massive positive impact that creates meaningful value.”

Atterbury began operating in Pretoria 25 years ago and has grown to become one of South Africa’s most diversified property companies with developments and investments in Cyprus, Romania, Serbia, Mauritius, Namibia and, of course, in South Africa. With the expertise, experience, and excellent partnerships gained over a quarter of a century as a property developer, investor and asset manager, Atterbury is strategically focused on developing strong multi-use nodes in meticulously selected locations – a style of development at which it excels. It has established this exemplary track record through projects such as Waterfall in Midrand, and Lynnwood Bridge and The Club, both in Pretoria. Applying its astute analytical approach, Atterbury identified the landmark property belonging to the Erasmus family on the last portion of the original Waterkloof farm in Pretoria as an exciting opportunity for a unique and seizable infill development.

The future of this historic piece of land has been a long time in the planning, and it has taken the past three years alone to ensure all the necessary approvals and planning are in place to commence the first phase of Castle Gate. For those asking ‘why make such a large, long-term investment in South Africa now?’ Tebogo Mogashoa, Chairman of Talis Holdings, answers, “At Atterbury Property Fund we seek to continuously challenge conventional wisdom. As South Africans, we cannot be passive observers to the story of our country. We are the protagonists. It is up to us to create the positive momentum that will lead to a meaningful, long-lasting positive impact on our country. The approximately 20,000 sustainable employment opportunities that will be created as a result of the Castle Gate project is a testament to our commitment to building a better future for South Africans.”
The Castle Gate precinct’s inspiring launch was attended by Premier of Gauteng David Makhura, Mayor of the City of Tshwane Stevens Mokgalapa and Tshwane MMC for Economic Development and Spatial Planning Isak Pietersen. Makhura visited the site to pledge his support of the development and he was particularly impressed by the sheer size and value of the Castle Gate project, and the significant positive economic impact it is set to have on the Gauteng province. Mokgalapa applauded Castle Gate and its co-developers saying, “This is a classic public-private partnership. I endorse this development which is aligned with the city’s strategic pillar of economic growth, development and job creation. Castle Gate will bring significant socio-economic benefits for the Gauteng province and the City of Tshwane.”

Mokgalapa added that it is the city’s responsibility to create a conducive environment for private sector investment to address economic stagnation and unemployment. As this is a strategically important investment for the city, he committed to ensuring the development of Castle Gate is dealt with in line with Tshwane’s new vision to move from red tape to red carpet to enable property developments to be delivered on time.

The 23,000sqm Castle Gate Lifestyle Centre, which is already under construction and its first structural columns can be seen rising out of the ground, makes up the first phase of the precinct to be developed. The convenience center will open in less than a year from now, in September 2020, and include retail, medical consulting rooms, offices and a gym.

Castle Gate Lifestyle Centre will include the latest store concepts for Woolworths, Checkers, Dis-Chem and Builders Warehouse, as well as ten restaurants including Rocomama’s, Doppio Zero, Spur, Ocean Basket, Nando’s and Burger King. It will also have a Planet Fitness gym complete with a swimming pool, as well and an outdoor walking and running track through the precinct’s nature area. Inspired by openness, convenience and simplicity, Castle Gate Lifestyle Centre is designed with a farmhouse feel that is rustic yet industrial and includes a focus on outdoor green areas. In harmony with the environment, Eco-friendly building designs are being put forward wherever possible and most, if not all, of the buildings in the precinct are expected to include solar energy generation.
For residents in the east of Pretoria, the convenience of the centre’s offering will only be surpassed by the convenience of its exceptional location and effortless accessibility. Castle Gate enjoys a prominent position adjacent to the N1, and it will be easily accessible from Solomon Mahlangu Drive, which is already in the process of being widened and upgraded as part of the development. The major roads and infrastructure upgrades will be life-changing for the locals and commuters who have been asking for a solution to the ever-worsening traffic congestion in the area for two decades. The second phase of the Castle Gate project road upgrades includes building a new highway bridge across the N1, which will make it possible to introduce double lanes in both directions on Solomon Mahlangu Drive, between Castle Gate and Hoërskool Waterkloof. This significant part of the Castle Gate precinct project is consistent with how Atterbury adds value to an entire area when it invests.

Castle Gate will be a prominent and highly desirable location for businesses, especially corporate head offices, with improved traffic flows and the benefit of excellent access from the N1 and also the R21 highway, which offers a short 25 minutes drive-time to OR Tambo International Airport. Added to
Global Export Program

In its quest to increase exports, TEDA hosted Phase 1 of the Global Exporter Passport Programme on the 16th – 19th July at the Protea Hotel in Hatfield, in collaboration with the Department of Trade and Industry. The aim of the four days’ workshop was to prepare small companies for the international market through comprehensive export training interventions. The programme prioritized introduction to exporting with much emphasis on segmented topics including:
• Export terminology;
• International trading environment;
• Fundamentals of foreign market research and;
• Cultural barriers.

Over 30 companies from Tshwane attended the training workshop. Furthermore over 15 companies attended the Technical Capacity Workshop which was held on 10th October 2019. The workshop dealt with export ready companies that have products that can be exported to foreign markets. The focus of this workshop was on changing the world of international trade and how companies can position themselves within this environment to remain competitive.

Trade Advisory: a company established in collaboration with North West University, developed a model called Decision Support Model which provides market intelligence to exporters to enable them to know which markets are viable for their products and also give exporters information on companies that trade in the markets they are targeting. A live demonstration of the model was used on products that some companies in attendance are manufacturing. The forum provided opportunities for exporters to also network and collaborate on various activities.
The Tswane Economic Development Agency assisted 7 Tswane based companies to showcase their products at the Botswana Global Expo which took place on the 6th - 9th August 2019. The 14th edition of Botswana’s Global Expo is an annual premier business to business exhibition which is organized and managed by the Botswana Investment & Trade Centre (BITC). This event took place at the Botswana Conference & Exhibition Centre in Fairgrounds (Ditshuppo Hall), Gaborone, Botswana under the theme, harnessing the power of emerging markets for economic growth. There was also a one-day Investment & Trade Conference that ran parallel to the exhibition. Business Match-making sessions were available and took place throughout the duration of the show. This is an initiative by the Botswana Global Expo which afforded our Tswane based companies an opportunity to discuss business prospects. Amongst exhibitors who participated at the Botswana Global Expo was the Eastern Cape Development Agency, as well as the Northern Cape Development Agency. Amongst the exhibitors were other South African Trade and Investment agencies and those from other countries including Malaysia, Zimbabwe, Lesotho and India.

Here are companies that participated and their brief profiles:

<table>
<thead>
<tr>
<th>Company</th>
<th>Brief Profile</th>
<th>Product(s)</th>
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<tbody>
<tr>
<td>Creinex Management</td>
<td>A black women owned company based in Boshpark, Pretoria East</td>
<td>Polypropylene plastic bags</td>
</tr>
<tr>
<td>Mamoa Skincare Solutions</td>
<td>A skin care product manufacturer which focuses on treating eczema</td>
<td>Cosmetics</td>
</tr>
<tr>
<td>Pioneer Plastics</td>
<td>A large plastic moulding and injection company with operations all over South Africa</td>
<td>Plastics</td>
</tr>
<tr>
<td>Pulego Technologies</td>
<td>A black owned ICT company focused on consulting services, software development and deployment. The company is based at the Innovation Hub and has developed an award winning Tshwane Safety MobileApp</td>
<td>ICT</td>
</tr>
<tr>
<td>Maisha Medical</td>
<td>Manufacturer of Driatex Hydroconductive wound dressings under license for the African market</td>
<td>Medical Supplies</td>
</tr>
<tr>
<td>Portia M Skin Solutions</td>
<td>Manufacturers of skin care and cosmetic products</td>
<td>Cosmetics</td>
</tr>
<tr>
<td>Paltech Technologies</td>
<td>Manufacturers of Valve Technologies</td>
<td>Valves</td>
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TEDA works with partners to benefit small businesses in Olievenhoutbosch

Mandela Day 2019 provided an opportunity for TEDA, CCBC, Old Mutual, and Raudev to collaborate with the Olievenhoutbosch Business Forum to host a successful business workshop on 18th July 2019. The workshop was aimed at preparing small business operators in Olievenhoutbosch to take advantage of any development taking place in their area. Mr. Duncan Mufamadi, Chairperson of the business forum presented on the business canvas model which helps SMMEs to market their products and run profitable businesses. A representative from Raudev, Mr. Francois Le Roux presented on opportunities, that small businesses in the area can be successfully exploited by SMMEs provided there are well organized and supported to supply developers that are implementing projects in Olievenhoutbosch and the Centurion area.

Old Mutual, represented by Mr John Manyike became a favorite speaker of the day as he shared his experiences, mostly humorous, as he helps company owners who do not pay attention to finer details relating to insurances, marriage contracts and poor financial management by many SMME’s who become instant multi-millionaires and later lose all their income because of lack of financial management skills.

The Capital City Business Chamber (CCBC) represented by its Chief Executive, Mr. Fanie du Plessis highlighted the importance of big companies working together with small businesses in various communities in Tshwane in order to achieve inclusive growth. Through the model developed by the CCBC known as the Growing SA, the chamber seeks to provide support SMMEs and link them with opportunities and expose their product through its portal and other initiatives.