

THE BAY OF OPPORTUNITY

PUBLICATION

IN PARTNERSHIP WITH

IBDO
Audit • Advisory • Tax



RMB





CEO'S FOREWORD

Nelson Mandela Bay has immense potential and strategic advantages in economic, natural and heritage assets, and our people – skilled, innovative, friendly, and with a can-do mindset.

The Bay of Opportunity, as we are calling our Metro, possesses the ideal ingredients to make it a world-class manufacturing, logistics and green economy hub.

We are South Africa's automotive industry hub, accounting for 41% of auto manufacturing employment, and home to over half the country's auto component manufacturers. Two of the biggest systems integrators in South Africa are based in the Bay, demonstrating the high level of innovation and capabilities that exist here.

Additionally, we have strengths in other areas of manufacturing and technology innovation, including a strong pharmaceuticals and beverages sector. There are the wool and citrus producers and related agro-processing industries, where the Bay also leads.

The Coega Special Economic Zone represents another key advantage, along with the Bay being the only South African city with two ports, one of which is a deep water port.

We have ample wind and sunshine hours, making this an attractive destination for renewable energy investment, as we are already seeing.

We have a strong education offering and lifestyle advantages in the 15-minute city, moderate climate, unspoilt beaches, the eco-diversity of 5 biomes and 9 nature reserves. And there is much more!

As organised business, we strongly believe in the **Bay of Opportunity**, which is why we stand unified in our quest to unlock this potential. To this end we have launched a Local Economy Reinvention Think Tank which includes the participation of engineers and out of the box thinkers from across industry, who are collaborating to proactively identify investment and job creation opportunities. Complementing this is our Trade and

Investment Desk, which is supported by BDO, RMB and the Eastern Cape Development Corporation, with strong linkages in place with other key stakeholders such as the Nelson Mandela Municipality and the Coega Development Corporation.

Together with our partners, we are positioning this metro as the diverse manufacturing imports and exports base on the African continent.

We look forward to welcoming new investors to the Bay of Opportunity, an investment location that we believe will not only meet, but exceed their expectations.

Denise van Huyssteen
Chief Executive Officer, Nelson Mandela Bay Business Chamber



Denise van Huyssteen

Chief Executive Officer, Nelson Mandela Bay Business Chamber



Nelson Mandela Bay



PARTNER'S FOREWORD



Bongka Mokoena

Chief Executive Officer,
BDO South Africa

Welcome to this significant publication for Nelson Mandela Bay.

I am privileged to have been asked, as a co-partner of the Nelson Mandela Bay Trade & Investment Desk, to formally welcome you to the **Bay of Opportunity** alongside all our partners.

Our firm, BDO, is one of the leading global accountancy and auditing firms and is well established here in Gqeberha and the Eastern Cape Province of South Africa, where we have consistently elevated the region's business and its people through our commitment to this twin-ported manufacturing Bay of Opportunity.

Not only that, our approach at BDO has always been to provide exceptional service to our clients, locally and globally. This

means partnering with clients here in Nelson Mandela Bay but also linking them to opportunities overseas – much in the way that Volkswagen in South Africa, through its own commitment to quality, is now the sole manufacturer of the Polo for global markets.

These things have been achieved here – by manufacturers and service providers alike – despite considerable challenges. But with ideal collaborative and innovative leadership, many of these challenges can be overcome. This publication is primarily about the working efforts of the team that has nonetheless succeeded in delivering on our vision of elevating and unlocking economic growth in the Nelson Mandela Bay area – the place we call the **Bay of Opportunity**.

The Chamber's Trade & Investment Desk, founded on global investment promotion

best practice, is a vital lever in our collective vision for opportunities of many kinds. I speak here not just about businesses to be built and profits to be made but, equally importantly, this Desk will create much-needed partnerships, opportunities and livelihoods for the people and communities of Nelson Mandela Bay and South Africa at large.

I believe the only way our economy can prosper is through private-public partnerships that lead in one direction – elevating opportunity for people and business at every level of society.

We hope you feel the same way.

Bongka Mokoena

Bongka Mokoena
Chief Executive Officer, BDO South Africa





RMB is excited to partner with the Nelson Mandela Bay Business Chamber on its Trade and Investment Desk journey. We are proud to use our skilled and focused on-the-ground expertise across sectors, industries and currencies to provide tailored solutions to investors in the **"Bay of Opportunity"**. The Chamber's innovative thinking is in line with RMB's philosophy of empowering our clients and employees to be exceptional together for all to thrive.

Pieter Nienaber

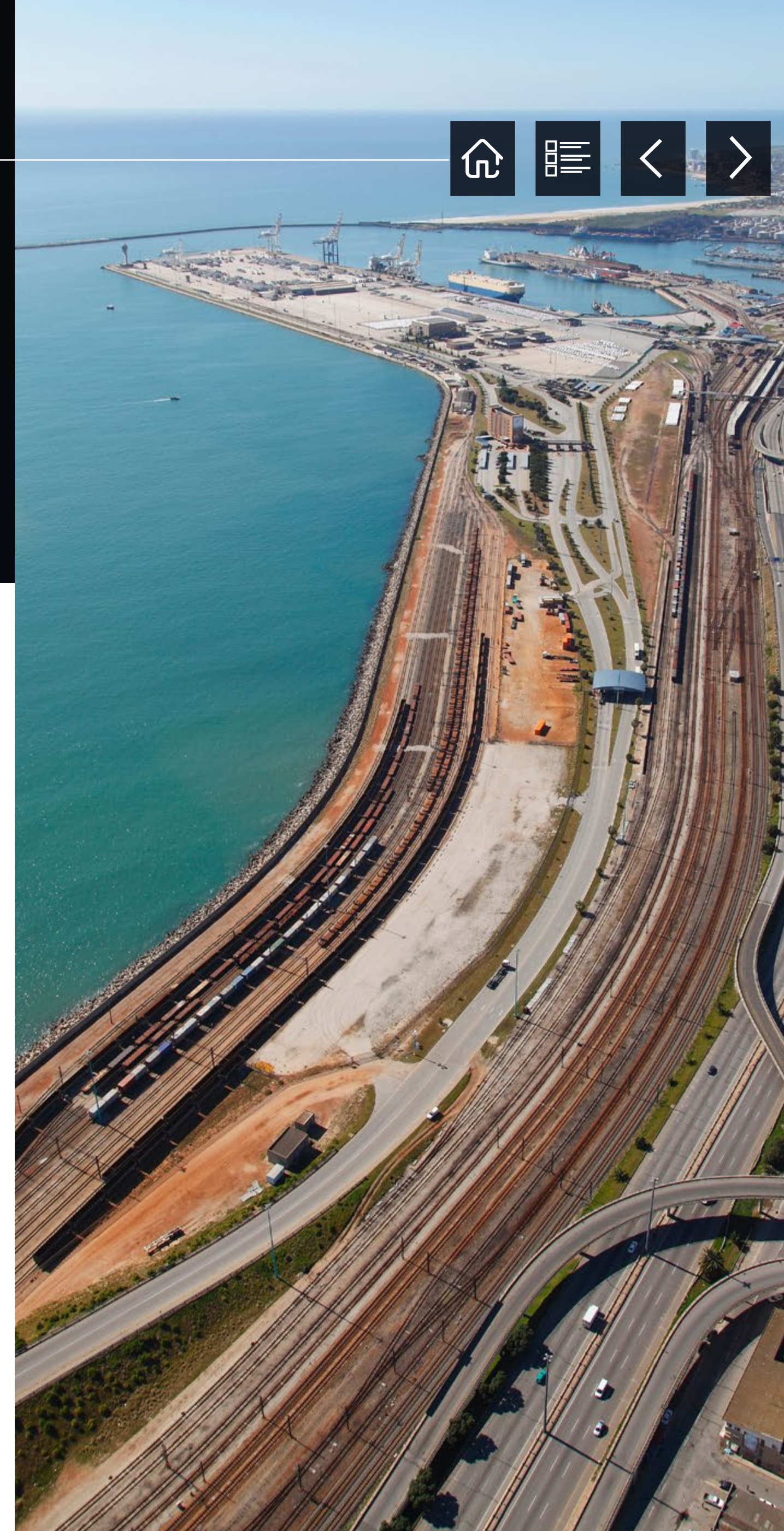
Sector Head: Automotive, Logistics and Industrials; Rand Merchant Bank



The ECDC is proud to be a member of the **Bay of Opportunity's** Trade and Investment Desk. With the Nelson Mandela Bay being the largest commercial center in the Eastern Cape and a manufacturing hub for the province. Partnerships between the private and public sector focussed on trade and investment facilitation cannot be over-emphasised. Through the work of the Trade Desk, the desk partners are desirous of positioning the Nelson Mandela Bay Metropolitan City as a hive of trade and investment activities anchoring the industrialisation of the Eastern Cape province

Ayanda Wakaba

Chief Executive Officer, Eastern Cape Development Corporation





Known as the 'ten-minute airport', Chief Dawid Stuurman International Airport is situated within five minutes' drive from the central business district and the beachfront and no more than ten minutes from other areas of importance in the city. Chief Dawid Stuurman International Airport is currently embarking on multiple infrastructure projects to increase airport passenger and cargo facilitation capacity, as one of the ports of entry into the Bay of Opportunity. As a result of trade and investment in the **Bay of Opportunity** being a key focal point for the airport, these projects are intended to greatly add to the Bays' strengths such as the two ports and its manufacturing sector.

Claudia Daniels

Local Airport Manager, Chief Dawid Stuurman International Airport



The Coega Special Economic Zone (Coega) is both and proud and excited to partner with the Nelson Mandela Bay Business Chamber on its Trade and Investment Desk initiative, which is aimed to provide a one-stop service for current and potential investors within the NMB, profiling the region as suitable location for investors. Coega is delighted to contribute as a gateway to sustainable and profitable economic growth of the region through offering world-class infrastructure and being a gateway to access global markets, thus, enabling businesses to thrive and expand in African economy. Coega wishes to invite investors to explore and join the Bay of Opportunity network of successful investors and partners who are making a difference in shaping the future of business in Africa.

Themba Khoza

Chief Executive Officer, Coega Development Corporation



The Nelson Mandela Bay Municipality is committed to driving a transformational agenda in partnership with the Mandela Bay Business Chamber, championing inclusive growth and equitable development. By collaborating on an advocacy programme that unites diverse stakeholders, the Municipality seeks to foster a shared vision of equality, economic opportunity, and sustainable progress. This initiative aims to establish a Bay of Opportunity that uplifts residents, attracts investment, and exemplifies transformative governance through strategic partnerships and collective action.

Babalwa Lobishe

Mayor, Nelson Mandela Bay





CONTENTS



01

Overview of Nelson Mandela Bay

7

02

Bay of Opportunity Investor Journey

9

• Business visa

10

• Business compliance

11

• Banking and financial services

15

• Incentives

18

• Business location

19

• Retention and aftercare

31



OVERVIEW OF *Nelson Mandela Bay*

Located on the Southern tip of Africa, Nelson Mandela Bay offers unparalleled beauty and a long-established history of having a strong automotive manufacturing base, anchoring its economy. This has grown in recent years to the manufacturing of pharmaceuticals, beverages and other key products.

The metro offers extensive natural attractions, and an array of historical landmarks surrounded by a magnificent 40-kilometre-long stretch of pristine coastal shoreline and over 300 days of sunshine, making it an ideal location for both local and international beach sporting activities and outdoor fun. Getting around the metro is quick and easy, while its quality schooling makes it an attractive place for families to live.

The Bay has more indigenous plants than all the countries of the United Kingdom and it represents a large percentage of South Africa's biological diversity in that it is a meeting point for 5 of the 7 South African Biomes, namely the Thicket, Grassland, Nama-Karoo, Fynbos and Forest Biomes. It is also the Dolphin Capital of the world.

Known by some as the Windy City, it is in fact South Africa's least windy coastline city. The Eastern Cape Province, which the metro forms part of, is currently a

leader in the production of wind and solar energy, placing it among the leading regions around alternative energy production. The Bay combines the best of all worlds – the economic opportunities and benefits of a large city with a highly skilled workforce within the manufacturing sector, and the flexibility of a youthful population.

One of the Metro's best kept secrets is its entry point which showcases the city's developmental aspirations and capabilities, with the most modern deep-water port in the Southern Hemisphere, the Port of Ngqura. Its second port, the Port of Port Elizabeth, is another strategic asset which plays a crucial role in many of the city's leading industries for importing and exporting their various goods to some of the major global markets. Additionally, the centrally situated Chief Dawid Stuurman International Airport not only is efficient but also easily accessible from all parts of the city. Known as the 'ten-minute airport', it is situated within a five minute drive from the central business district and the beachfront, and no more than ten minutes from other areas of strategic importance in the city.

This accessibility is a significant advantage for both business and leisure travellers who want to streamline their journeys and enhance their overall experience in the city.



#BAYOFOPPORTUNITY



Nelson Mandela Bay is also home to the Coega Special Economic Zone which houses a diverse composition of manufacturing industries in Energy and Gas, Metals and Metallurgical, Automotive, Agro-processing, Chemicals, Logistics and General Manufacturing, Services including Business Process Outsourcing, Energy, Trade Solutions and Training and Maritime. This is where some of the catalytic investments such as Hive Hydrogen, a multi-billion-rand green ammonia project will be located and create thousands of jobs once fully operational.

The manufacturing sector is the biggest driver of the local economy with the automotive industry representing 41% of auto manufacturing employment in the country, with Volkswagen Group Africa as the country's biggest automotive manufacturer at over 24% share of the market. The metro is also home to Isuzu Motors South Africa for light commercial vehicle and truck manufacturing, and will soon see this grow to include Stellantis, which is establishing a light commercial vehicle plant. Alongside these automotive manufacturers, the metro has an extensive manufacturing supply chain, which represents almost half of the country's automotive components manufacturers.

One of the leading car manufacturers, Ford South Africa, has invested R600 million in its local engine plant to produce a 3rd generation engine and for the upgrade of the plant's

facilities into a state-of-the-art production plant. Volkswagen Group Africa recently announced a R4 billion investment in its manufacturing plant in Kariega to accommodate the production of a compact SUV to its production line-up from 2027. In the pharmaceuticals sector, Aspen Pharmacare is manufacturing 16 million vials this year at its facility in Nelson Mandela Bay and over the past decade has invested R6 billion in upgrading and expanding their facilities and related technologies.

Another notable investment is that of South African Breweries, with R500 million injected into the expansion of its plant, cementing its commitment to strengthening its local footprint.

Based on the Bay's capabilities and its strengths, its vision is that of being a diverse manufacturing hub on the African continent.

The Metro is home to many innovative manufacturers in Nelson Mandela Bay, who have engineers and out of the box thinkers developing solutions to support the local industry. It is therefore no surprise that the only accredited battery-testing lab in South Africa is in the Bay.

This two port metro, with its strong manufacturing base and demonstrated innovation, is the Bay of Opportunity.

To this end, organised business in the Metro is pioneering a collective approach to renewable energy generation to further improve security of supply and to reduce carbon footprints. Participating businesses are collaborating as a cluster and have signed up to a power purchase agreement with an independent renewable power producer.

The ±R5 billion investment in a solar and wind power facility will generate 470 MW of renewable energy, set to start coming on stream towards the end of 2025.

The Chamber has set up the Local Economy Reinvention Think Tank to gather future-oriented thinking on how to adapt the local economy and tap into new opportunities.

The work of the Think Tank is being supported through the participation of engineers and innovators from across manufacturing sectors and other key stakeholder entities who all are rallying behind a common belief - the potential of the Bay to become the diverse manufacturing hub of the continent.

The Business Chamber's Think Tank is scoping out a reinvented future which will help unlock untapped opportunities to grow investment and jobs in The Bay of Opportunity...



BAY OF OPPORTUNITY **INVESTOR JOURNEY**

Making an investment decision is an important stage for investors, entrepreneurs, and companies seeking to optimise their investment portfolios and achieve financial goals. The decision to invest in a foreign market is largely driven by high competition and low profit margins in developed nations, propelling multinational corporations to progressively turn their respective development and marketing focus to the developing world in search of new untapped markets that will secure continued growth in both the medium- and long-term.

A myriad of factors influence the decision to invest in a particular market, these include transport and logistics infrastructure; skilled workforce and productivity levels; taxation; regulations; size of the economy and growth rate; political stability; raw materials and natural endowment; safety and security; the general lifestyle; and ease of investing into that market.

This investor journey provides practical and seamless steps and processes that an investor undertakes from the initial consideration of an investment opportunity to the final execution and investment aftercare interventions in the **Bay of Opportunity**.

THE INVESTOR JOURNEY





Business Visa



The initial process of the investment journey particularly for a foreign business commences with the application for a business visa. For legal trade in South Africa, foreigners who are contemplating investing in the country by establishing a business or investing in an existing business must apply for a business visa on top of applying for temporary residency (DHA-1738).

The Department of Home Affairs (DHA) requires an applicant to submit a certificate issued by a South African Institute of Chartered Accountants (SAICA) registered Chartered Accountant to the effect that:

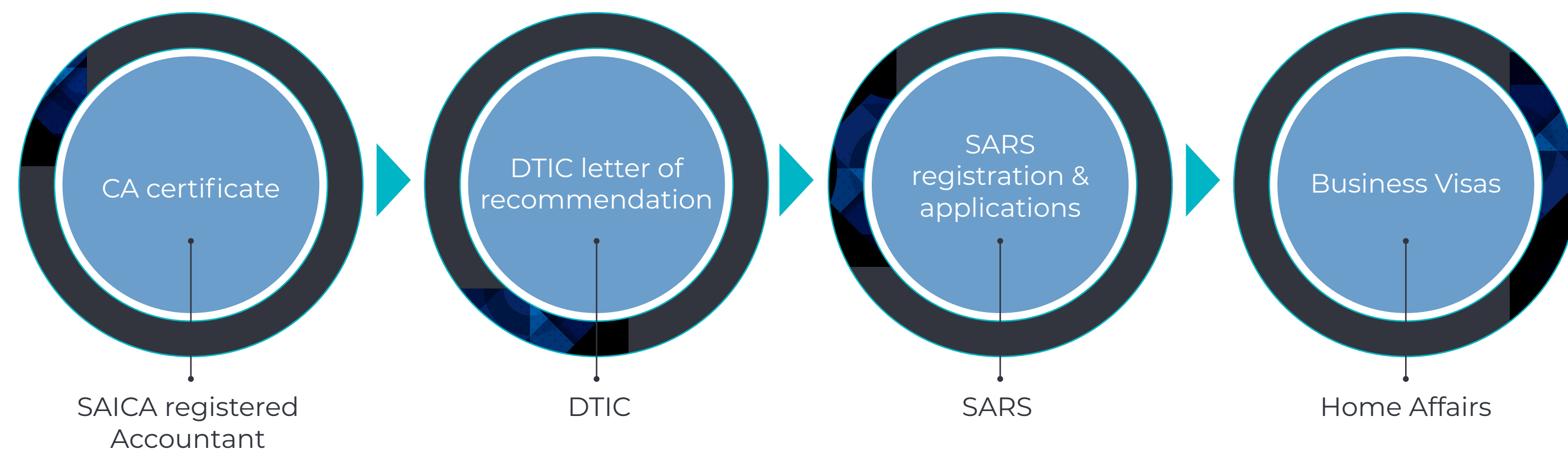
- At least an amount in cash to be invested and capital contribution;
- 60% of staff are South Africans/permanent residents;
- Register with:
 - South Africa Revenue Services (SARS);
 - Unemployment Insurance Fund;
 - Compensation Fund for Occupational Injuries;
 - Companies & Intellectual properties Commission, where required;
 - Relevant professional body, board or council recognised by South African Qualifications Authority (SAQA), where applicable;

- Police clearance including Department of Trade Industry and Competition (DTIC) letter of recommendation for business feasibility;
- A yellow fever vaccination certificate if you have travelled through a yellow fever endemic area;
- Medical and radiology reports;

The capital requirements above may be reduced or waived in respect of the following types of industries/businesses:

- Information and Communication Technology
- Clothing and textile manufacturing
- Chemicals and bio-technology
- Agro-processing Metals and minerals refinement
- Automotive manufacturing
- Tourism Crafts

Business Visa application process information and support



The Nelson Mandela Bay Business Chamber's Trade and Investment Desk through its partners and stakeholders such as BDO South Africa (CA certificates; and SARS registrations and applications), regional DTIC (letter of recommendation), and DHA (Visa applications), can facilitate a seamless registration and application process for potential investors. The Desk further facilitates interaction between businesses and their respective foreign consulates, ensuring proper support to investors.

For more and to assist with the application process, you can contact:

Anelisiwe Fihlani: trade@nmbbusinesschamber.co.za | **Dineo Seeme:** invest@nmbbusinesschamber.co.za



Business Compliance

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Business compliance in South Africa involves complying with a variety of legal, regulatory, and industry-specific requirements. South African companies must traverse a broad spectrum of laws and regulations to ensure they operate legally and ethically in the country. These include compliance and registration with Companies Act and related statutes; Companies and Intellectual Property Commission (CIPC); South African Revenue Service (SARS); International Financial Reporting Standards (IFRS); South African Reserve Bank and related banking and financial services requirements.

Legal Compliance

South Africa has an array of legislation in place to protect the integrity of the country, ensure that businesses operate fairly, and well within the boundaries of the law. All businesses are obligated to be registered with the CIPC. This includes registering the business name, incorporating the company, and filing annual returns. Furthermore, businesses must adhere to the Companies Act, which outlines the responsibilities of directors, company meetings, and financial reporting. Businesses further need to comply with Basic Conditions of Employment Act; Labour Relations Act; Employment Equity Act; Occupational Health and Safety Act; Consumer Protection Act; and Environmental Management Act to name but a few.

Through the Trade and Investment Desk's partner, BDO, new and existing investors have access to various corporate and commercial legal services. This includes a wide range of services that go beyond corporate legal advice, providing comprehensive legal guidance and expertise akin to a standalone law firm. This intervention focuses on supporting and empowering businesses that typically face resource limitations when seeking adequate legal support.

Tax Compliance

The South African Revenue Service (SARS) is the nation's tax collecting authority. Established in terms of the South African Revenue Service Act 34 of 1997 as an autonomous agency, SARS is responsible for administering the South African tax system and customs service. Large and small businesses play a vital role both as taxpayers and as employers in the country. Listed below are the Tax Obligations of a business and employer:

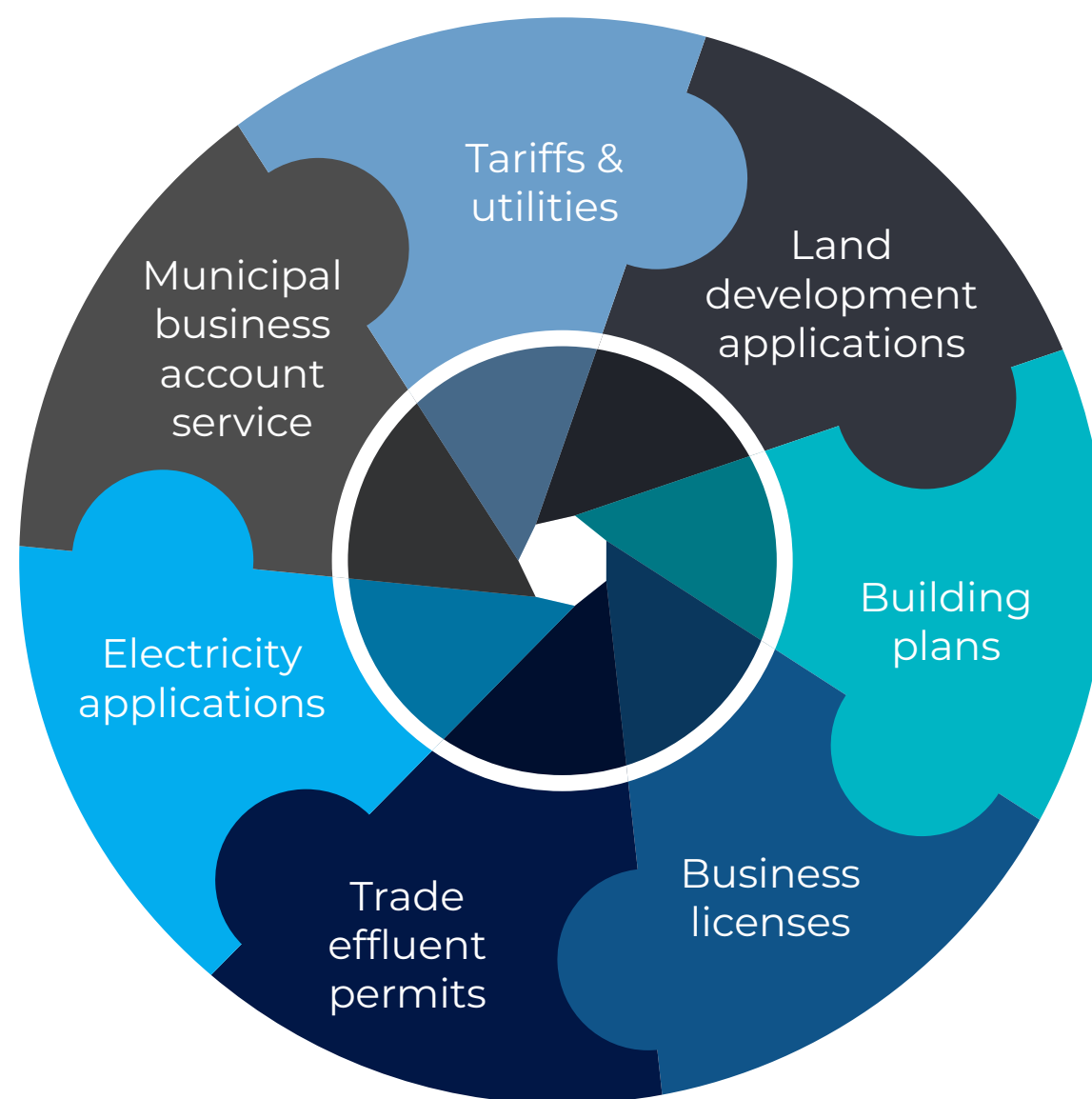
- Corporate Income Tax (including Capital Gains Tax)
- VAT
- PAYE, Unemployment Insurance Fund and Skills Development Levy
- Dividends tax (applicable to dividends declared and paid on or after 1 April 2012)
- Securities Transfer Tax
- Customs and Excise
- Mineral, Petroleum and Resource Royalty
- Donations Tax
- Turnover Tax
- Transfer Duty

Managing tax affairs and dealings with SARS is administration intensive and can be costly. Risks and penalties mount up if you lose control of proper compliance. It is difficult for a single person or non-specialist department to stay abreast of the changing scope of tax affairs and still deliver effective and efficient strategies and management. The Trade and Investment Desk through its partner BDO, supports new and existing investors with tax registrations and compliance utilising Tax smart services that offer support on the aforementioned essential tax obligations. This ensures ease of business and provides a cost effective mechanism in setting up and operating a business in the Bay.



Permits & Licenses

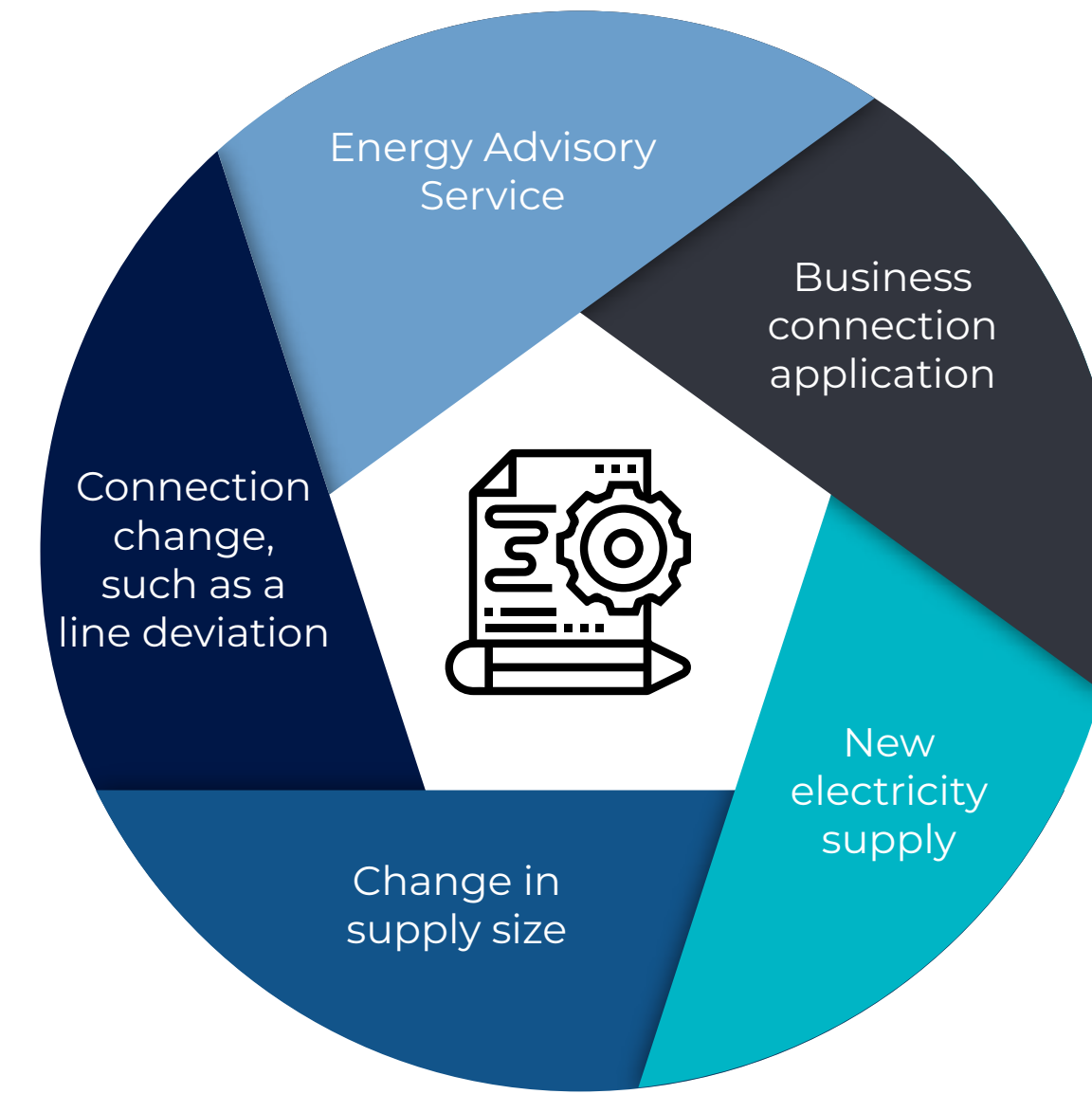
Certain businesses require specific licenses and or permits to operate legally and comply with municipal requirements in the Metro. These encompass trading licenses, health permits, building applications and/or zoning permits. The Nelson Mandela Bay Municipality (NMBM) is the local authority that issues municipal permits and licenses. The Trade and Investment Desk facilitates the application of permits and licenses by new and existing investors. The Desk further facilitates advisory and consultancy services, ensuring a seamless application process.



Eskom

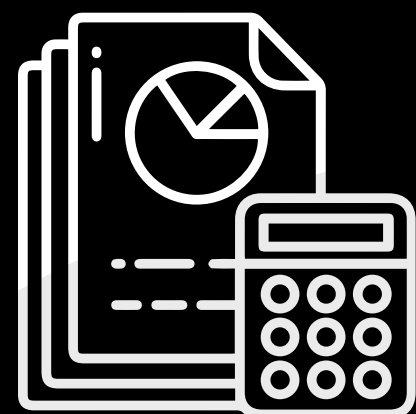
Eskom is a South African public energy provider that generates and distributes electricity to the majority of South Africa and sections of neighbouring countries. The utility is responsible for power generation, transmission and distribution. It runs a mix of coal-fired, hydroelectric, gas and renewable power plants. Services offered by Eskom to new and existing businesses are depicted in the figure.

As a national energy provider, Eskom collaborates with municipalities to deliver energy solutions to communities. While municipalities typically manage primary applications for electricity in their areas, Eskom assumes responsibility for larger-scale projects and investments, leveraging its expertise and resources. With Eskom as a Chamber member, and a strategic investment facilitation stakeholder, the Desk facilitates large-scale projects connections applications.



You can contact the Trade and Investment Desk for business compliance, advisory, registration, application, and subsequent compliance.

Anelisiwe Fihlani: trade@nmbbusinesschamber.co.za | **Dineo Seeme:** invest@nmbbusinesschamber.co.za



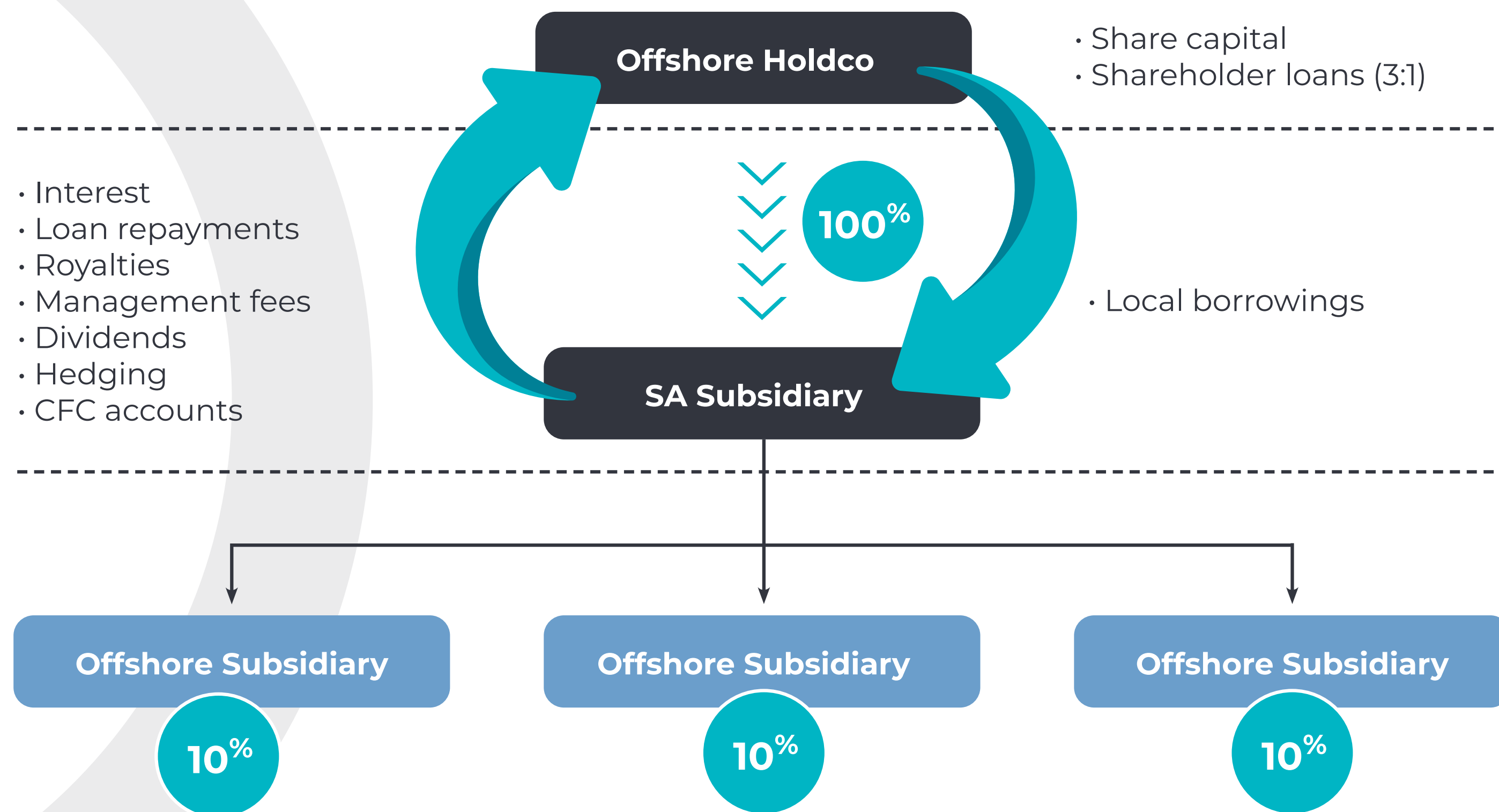
Banking & Financial Services

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New and existing investors to South Africa should understand and comply with national and international financial services regulations and practices that govern the movement and flow of money and investments to, from, and within the country's borders.

Inward foreign direct investment

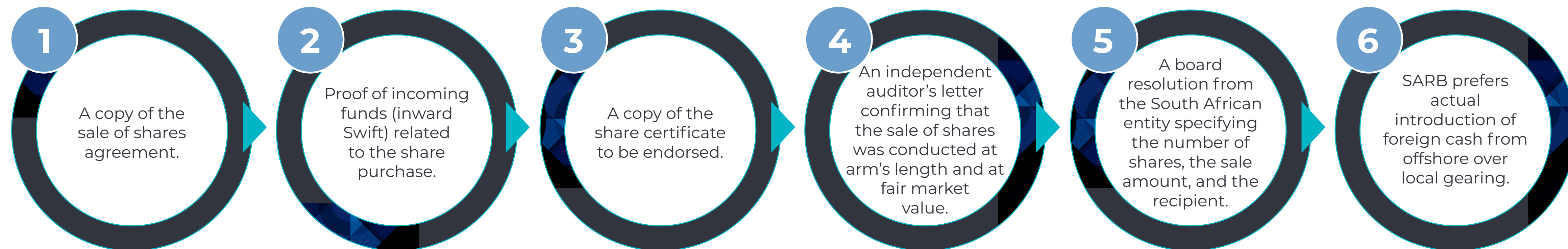
There are strict regulations that govern inward investment into South Africa and investors can choose one of many structures available to them. However, a typical structure would look like the following:



SARB foreign investment criteria applicable

South African Reserve Bank (SARB) exchange control requirements on inward investments

Non-residents are free to invest into South Africa; however, to ensure disinvestment and dividend payments occur without delays, it's important to ensure the initial investment is introduced according to South African regulations. The following documents are typically required:



South African companies are allowed to distribute dividends to non-resident shareholders in accordance with their percentage shareholding. This is conditional upon certain documentary evidence being presented and confirmation that the shares bear the non-resident endorsement. Endorsed share certificates are tangible proof of ownership in a company as they establish a direct and formal link between non-resident clients and their shareholdings. Endorsed share certificates are also needed to facilitate permissible disinvestment.



Foreign Loans

The SARB allows for the provision of foreign inward loans and all applications for inward foreign loans and foreign trade finance facilities must contain the following information:

1. Full details of the local borrower;
2. Full details of the foreign lender;
3. Domicile of the foreign lender;
4. Relationship between the foreign lender and the borrower;
5. Names, domicile and percentage held by each shareholder;
6. Denomination of the loan;
7. Currency and amount of principle sum;
8. Interest rate and margin. The following apply:
 - a. Third-party foreign denominated loans may not exceed base lending rate plus 3% as determined by commercial banks in the country of denomination.
 - b. Shareholders foreign-denominated loans may not exceed the base lending rate as determined by commercial banks in country of denomination.
 - c. Third-party rand-denominated loans may not exceed the base rate, i.e. prime plus 5%.
 - d. Shareholders rand denominated loans may not exceed the base rate.
 - e. Interest may not be Capitalised, compounded or amortized, without obtaining prior approval from the Financial Surveillance department of the SARB FinSurv.
9. Purpose of the loan;
10. Details of the type of security required (if any);
11. Tenor. (This is the fixed future date the loan will be repaid on. Where the loans will be repaid in instalments, the date of the first instalment should be provide as well as the interval of the instalments, e.g. 12 monthly instalments.)
12. A copy of the loan agreement if available or applicable - (A loan agreement is required in all instances where the loan amount is R10 million and over);
13. Full details of early repayment options, as well as currency

switch options (if any);

14. In the case of trade finance facilities, written confirmation from the borrower that the relative import or export transaction is not being financed elsewhere. The details of any commitment fees, raising fees and/or any other administration fees payable by the borrower, which may not exceed a 5% cap, may be approved by the bank, subject to the production of loan agreement verifying the above. However, the full loan proceeds must be received before any of the fees are paid. Where these fees need to be paid upfront, it is necessary to apply to the FinSurv for approval;
15. Branch name and account details of lender;
16. Declaration confirming the below (in the event of a business entity, the declaration must be made on a company letterhead);
 - a. The loan funds to be introduced are not funds for which amnesty has been granted and/or foreign inheritances;
 - b. Details of whether there is a direct or indirect South African interest from South Africa in the offshore entity party (investor);
 - c. Where a loop back into South Africa has been achieved, the following must be noted:
 - i. An offshore investment by an SA resident (i.e. individual or entity) up to 40% in the offshore target would not be permissible prior to February 2018.
 - ii. An offshore investment by a SA resident (i.e. individual or entity) in excess of 40% in the offshore target/structure would not be permissible prior to 1 January 2021.
 - iii. In either of these instances, a regulation from the FinSurv will need to be sought.
 - iv. The loan funds will not be invested in sinking funds.
 - v. (A sinking fund is an account where the funds in the account are not immediately used but set aside and earmarked for a specific long-term future purpose).

All requests must be supported by a completed application form.



Inward Foreign loan Adjudication process

The following criteria must be strictly applied by Authorised Dealers (AD; i.e. a Bank) when adjudicating applications for inward foreign loans and foreign trade finance facilities. Any deviation will require prior approval from the SARB (FinSurv) via an AD.

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| <ol style="list-style-type: none">1. The tenure of each loan must be at least one month.2. The interest rate for third-party foreign denominated loans may not exceed the base lending rate plus 3% or, in the case of shareholder loans (the base lending rate is determined by commercial banks in the country of denomination).3. The interest rate in respect of rand- | <ol style="list-style-type: none">denominated loans may not exceed the base rate, i.e. prime plus 5% on third-party loans or the base rate, in the case of shareholders loans.4. The fixed interest rate linked to the base rate, if applicable, may not exceed the interest rate mentioned above. Approved inward foreign loans should always be adjusted in line with the set criteria. | <ol style="list-style-type: none">5. The loan funds may not be invested in sinking funds. (A sinking fund is an account where the funds in the account are not immediately used but set aside and earmarked for a specific long-term future purpose).6. No upfront payment of commitment fees, raising fees and/or any other administration fees are payable by the borrower. |
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Applications to be submitted to the SARB (FinSurv) via an AD.

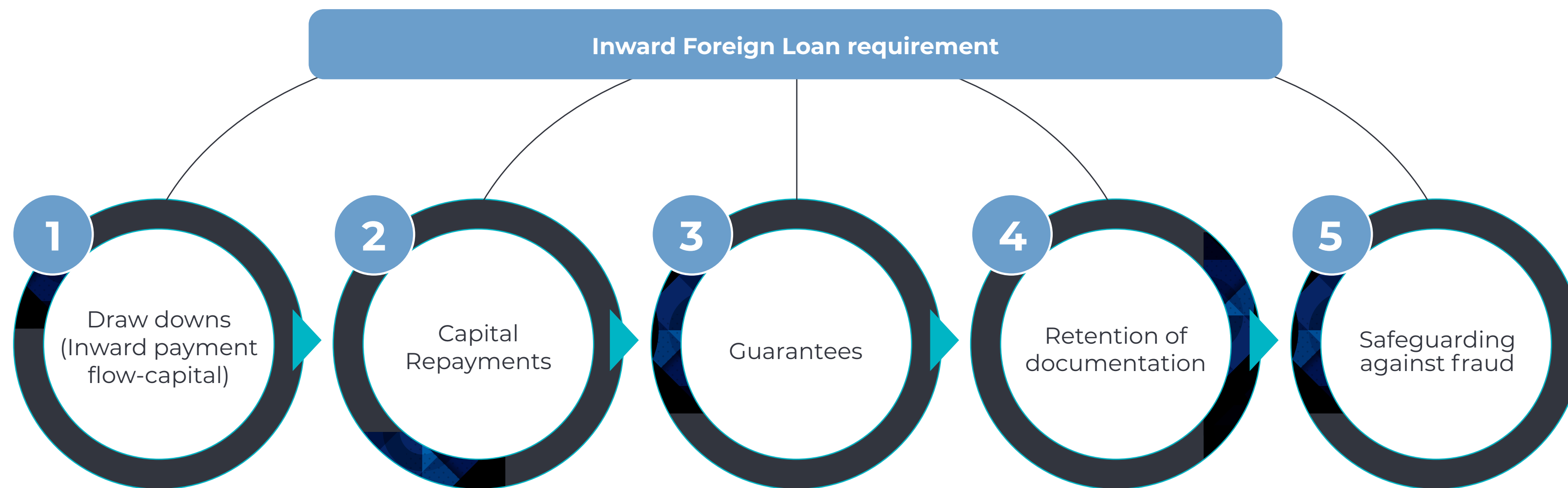
Additionally, ADs must submit an exchange control application to SARB on behalf of the client in the following instances:

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|---|--|---|
| <ol style="list-style-type: none">1. Regularisation of all unauthorised inward foreign loans and foreign trade finance facilities.2. Loan draw-downs, capital and interest payments, where the funds originate from or are deposited to non-resident accounts. These transactions are not reportable on the Cross Border Reporting system.3. Loan draw-downs, capital and interest payments for foreign trade finance facilities for imports/exports where the transactions will not be recorded on the reporting system. A quarterly | <ol style="list-style-type: none">schedule must be submitted detailing funds drawn against the facility as well as all repayments effected.4. Any other instances where the reporting system will not reflect changes to the original loan.5. Any unauthorised increase/decrease of the principal amount of the foreign loan.6. Capitalisation of interest.7. Compounding of interest.8. Conversion of the loan to share capital.9. Applications by affected persons, where the repayment of a | <ol style="list-style-type: none">shareholder's loan will result in the local entity becoming "overborrowed" in terms of the local financial assistance ratio.10. Consolidation of loans.11. All loans where commitment fees, raising fees and/or any other administrative fees exceed 5% of the principal sum.12. Early capital redemptions.13. Issuance of redeemable preference shares to non-residents.14. All cases where the criterial outlined in point number (4) cannot be met. |
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The SARB has further requirements for ADs to uphold when dealing with foreign inward loans. These are illustrated in the diagram below.

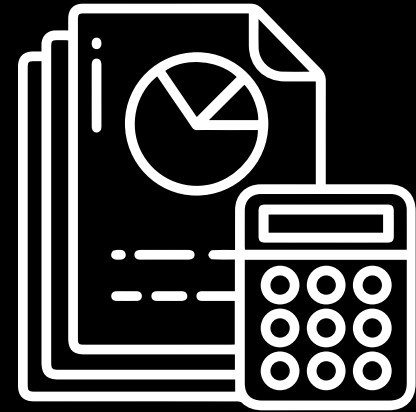


The Trade and Investment Desk's strategic partner, Rand Merchant Bank (RMB), provides comprehensive financial solutions to new and existing investors, encompassing foreign exchange, corporate transactional banking, investment banking, and more. Additionally, RMB has extensive advisory capabilities including mergers and acquisitions, capital raising, and debt and equity capital markets transactions, such as commercial paper, bonds, convertible bonds, and initial public offerings (IPOs). Therefore, through this partnership, investors gain easy access to a broad range of services.

As a global financial services provider with a presence in Africa, the UK, USA, China and India, RMB's partnership with the Desk offers a unique advantage, leveraging their expertise in foreign exchange trading and corporate finance to drive growth and success.

You can contact the Trade and Investment Desk for banking, financial service offerings and advisory support designed to support your investments.

Anelisiwe Fihlani: trade@nmbbusinesschamber.co.za | **Dineo Seeme:** invest@nmbbusinesschamber.co.za



Incentives

The incentives landscape in South Africa consists of a network of sector specific and cross-cutting incentives that fall into three major types of funding instruments, namely cash grants, tax allowances and preferential infrastructure access. To support investors, the South African government has various national, provincial, municipal and organisational incentives available that generally complement each other towards fostering smooth investment landing and support.

Below are some of the incentives available in the Nelson Mandela Bay spanning across various sectors and entities:



DTIC	Sector based, generally monetary or tax reduction. Ranging from infrastructure grants to MSME funding and Renewable energy tax reductions
Provincial / ECDC	Monetary based funding. Both sector based and business size.
Coega	Tax deductions, Reduced utility rates
NMBM Metro	Non-monetary & sector based. Mainly utility rebates.
SARS	Separate for Large Businesses and MSMEs. AEO's and tax reduction

New and existing investors can contact the Trade and Investment Desk for further information on investment incentives and the related application process

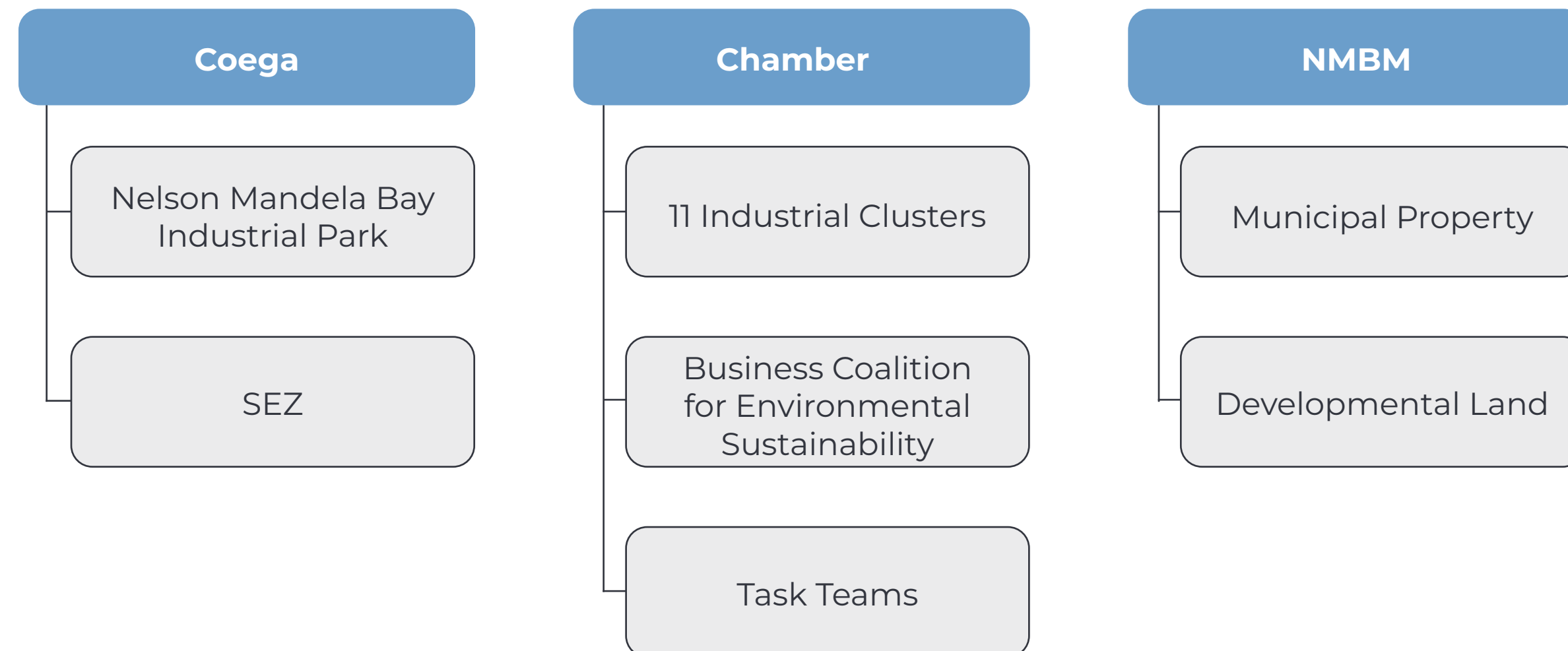
Anelisiwe Fihlani: trade@nmbbusinesschamber.co.za | Dineo Seeme: invest@nmbbusinesschamber.co.za



Business Location

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The Bay of Opportunity is an industrial city that is equipped with various investment-ready locations. From the Coega Special Economic Zone (SEZ) to the Nelson Mandela Bay Industrial Park. The Nelson Mandela Bay Municipality further has land and property portfolio, broadening the investment location scale in the Bay of Opportunity. Through its membership, the Chamber has access to a network of property agents with viable properties ready for investment. Additionally, the Chamber has established 11 geographic clusters, which collaborate to create a conducive business environment in their respective areas. This collaboration provides additional support in identifying suitable locations, thereby expanding the range of eligible business locations.



Geographic Clusters

Businesses in industrial and commercial nodes across Nelson Mandela Bay are realising the power of joining forces and pooling resources to address shared challenges and or pursue common opportunities. An investor making an investment into the Bay of Opportunity has the opportunity of joining one of the geographic clusters in accordance to their location.





Geographic Cluster

Baakens Valley

>>>>>>



The smallest cluster by geographical area, Baakens Valley Cluster is situated within the Green Lung of the city, a historical landmark in NMB. This like-minded, sense of community cluster focuses on collaborative urban renewal projects and maintaining the rich history, fauna and flora of the Baakens River Valley area. Situated in the heart of NMB with companies such as Algoa FM, SA Canva and Remo's, the area boasts access to the main arterial routes granting easy access to national, provincial and regional roads.



Algoa FM



SA CANVA

For more on the prime location for your investment, you can contact the Trade and Investment Desk.

Anelisiwe Fihlani: trade@nmbbusinesschamber.co.za | **Dineo Seeme:** invest@nmbbusinesschamber.co.za



Geographic Cluster

Beachfront

>>>>>>



The Beachfront strip which runs along Marine Drive, serves as a vital tourism hub for Nelson Mandela Bay. The Beachfront Cluster features a variety of businesses, including hotels, bed & breakfasts, shopping malls, and other tourism-focused enterprises. The cluster has actively contributed to the enhancement of the area by funding a comprehensive safety and security camera initiative, collaborating with businesses and stakeholders to install bins along the strip to maintain a clean and welcoming environment. This has improved the area ensuring a better experience for businesses and consumers alike.



Radisson Blu Hotel



Boardwalk Hotel



Boardwalk Mall



Geographic Cluster

Deal Party
>>>>>>



The Deal Party Cluster is a strategic location for industries such as automotive parts suppliers, transportation, packaging, materials manufacturers, and recycling. Companies like Purem and Tenneco, are located in Deal Party. The cluster's prime location is its greatest asset, offering unparalleled advantages for the movement of goods and services. Strategically situated between two ports, it provides easy access to national roads (N2), regional roads (R102 & M4) and provincial roads (R75) making it an ideal location for goods and services movement.



Tenneco



Purem



Geographic Cluster

Fairview
>>>>>



The Fairview Cluster is a buzzing hub of development, with a wide variety of businesses, including software development, engineering, internet services, restaurants and logistics. Companies like Maritime Motors Group, Wirk, and S4 have thrived in the region, capitalising on its robust development and industrialisation opportunities. Enjoy the area's good condition, flexibility and privately owned businesses, allowing for quick responses to changing conditions.



S4



WIRK

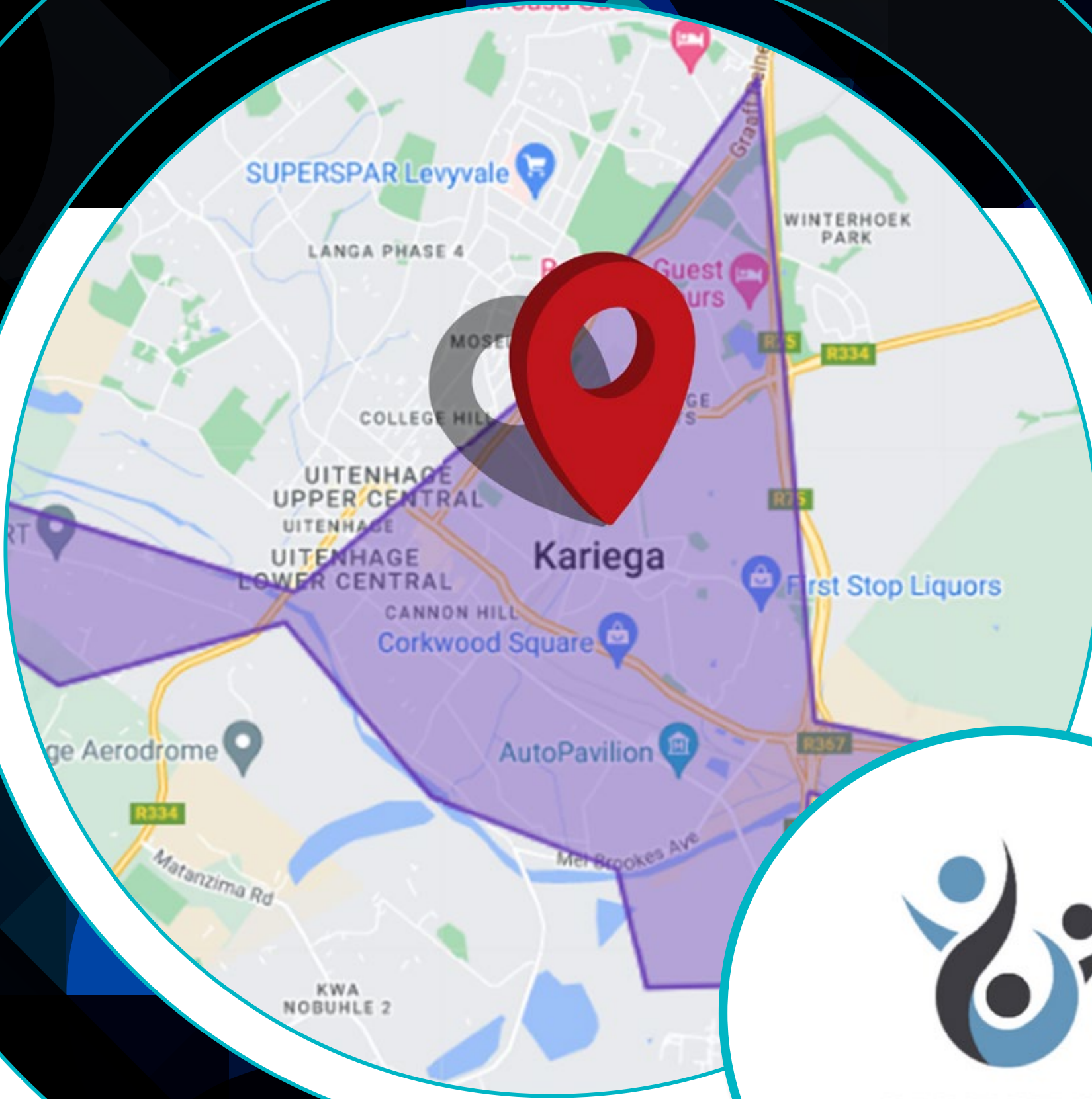


Maritime Motor Group



Geographic Cluster

Kariega
>>>>>



Kariega is a thriving location that consists of automotive, poultry, logistics, general manufacturing and moulding businesses. Join big industry players such as Volkswagen Group Africa, Sovereign Foods, and Benteler in this vibrant community. A prime location close to the Port of Ngqura, with easy access to national and regional roads.



Volkswagen Group Africa



Benteler

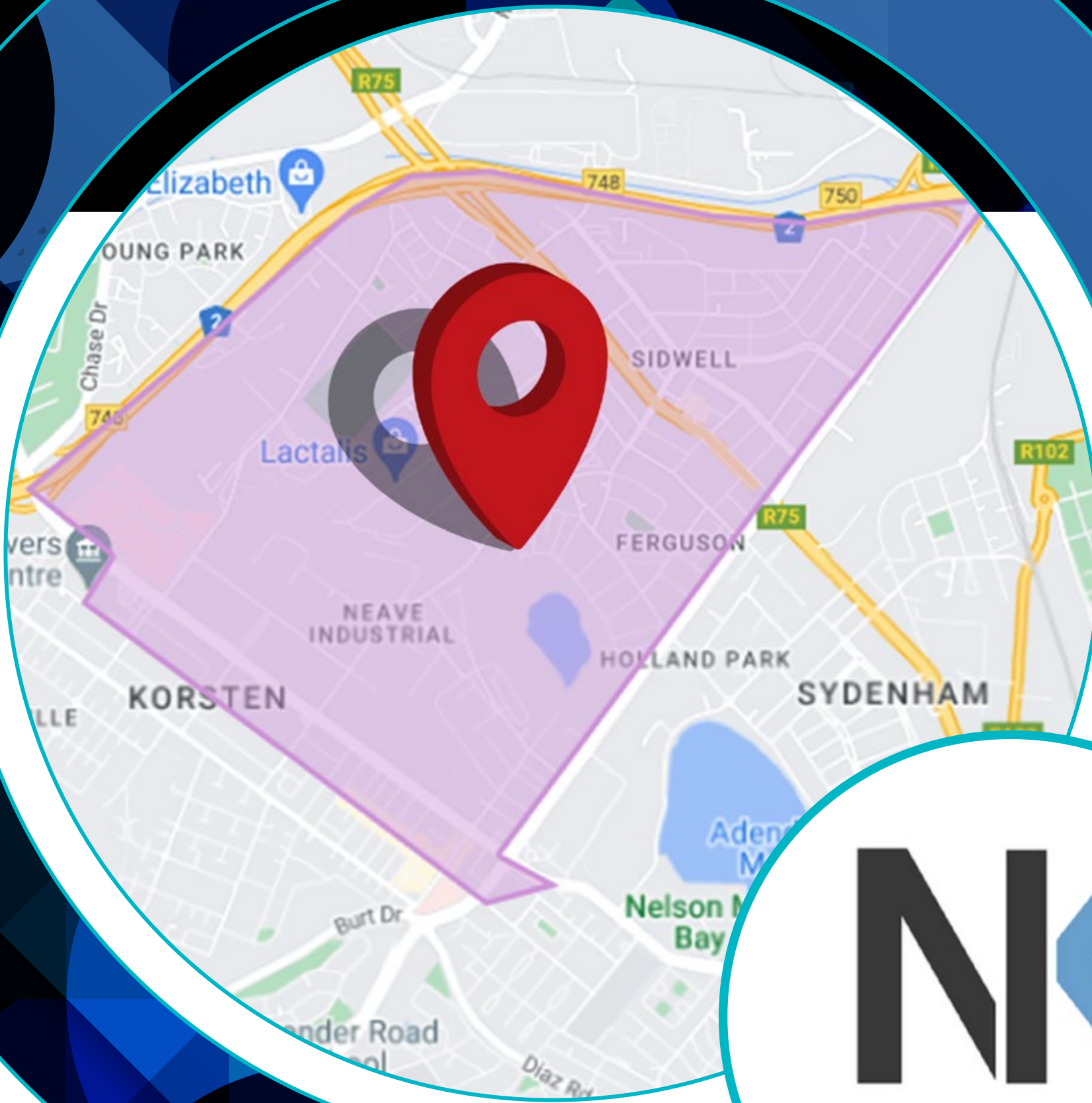


East Cape Midlands College



Geographic Cluster

Neave/Korsten
>>>>>



The Neave/Korsten Cluster is a thriving business community, home to a diverse range of industries, including manufacturing, wholesale, retail, healthcare, and logistics. With companies like Auto X and SJM Flex, this cluster offers a unique opportunity for businesses to connect with established industries in the Bay, collaborate, and thrive. Since its formation, the cluster has seen significant improvements, including infrastructure developments, safety and security enhancements, and urban renewal initiatives. Enjoy reduced operational costs, competitive pricing, and a supportive environment that fosters growth and success when settling in the Neave/Korsten area.



Auto X



SJM Flex



Geographic Cluster

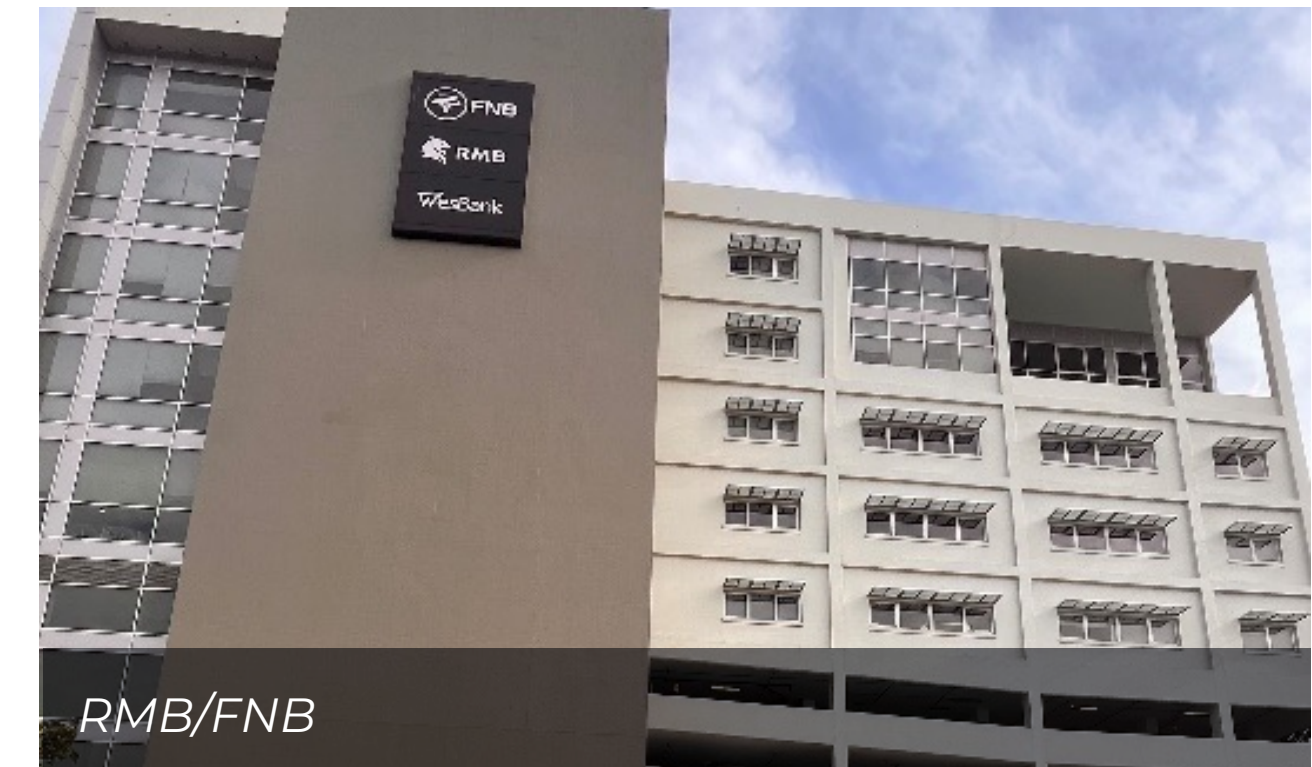
Newton Park

>>>>>>



Newton Park
Business Cluster

The Newton Park area is strategically positioned along the major arterial route, Cape Road, offering convenient access for businesses and customers alike. It is home to a diverse mix of enterprises, ranging from large national corporations to medium and small local businesses, spanning sectors such as telecommunications, retail, banking, and property management. With major companies such as Standard Bank, RMB/FNB and PKF, Newton Park offers an incredible opportunity of interacting with the City's oldest businesses.



RMB/FNB



Standard Bank

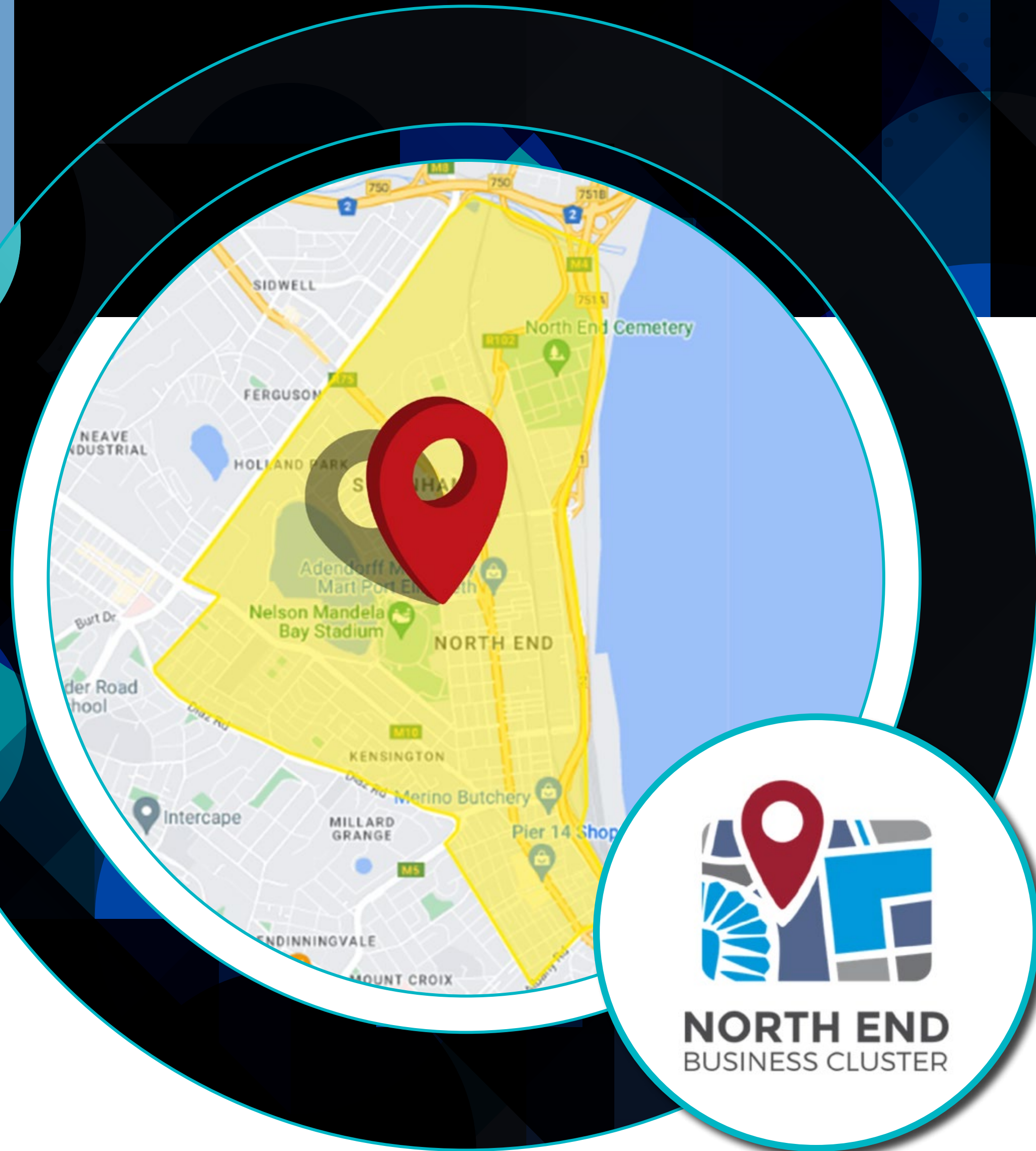


PKF



Geographic Cluster

North End
>>>>>>



The North End Cluster is a dynamic mix of industrial and commercial businesses. This prime location is home to companies such as Jendamark, Atlas Security, and Aspen Pharmaceuticals. Located in a central area with easy access to clientele, suppliers, national roads and has a focus on substation security, the North End cluster provides a perfect location when it comes to conducting businesses.



Aspen Pharmaceuticals



Jendamark



Atlas Security



Geographic Cluster

Perseverance

>>>>>>



PERSEVERANCE
BUSINESS ASSOCIATION

Strategically situated midway between Gqeberha and Kariega, the Perseverance cluster offers a prime location for businesses to thrive. Encompassing the 2.5 square kilometer Perseverance Industrial Precinct, this hub is home to a diverse range of companies, from large corporates such as the Spar Distribution Center and Borbet SA to small local businesses operating in various sectors such as automotive component manufacturing, food and beverage distribution, engineering, construction, transport, and logistics. With over 46 companies and 10,000 employees, the cluster makes a significant contribution to Nelson Mandela Bay's economy. Its proximity to labour resources from surrounding townships, including KwaMagxaki, KwaDwesi, Zwide, and Motherwell, adds to its appeal. The formation of the cluster has brought businesses together to address common challenges and through collaborative efforts, businesses have successfully improved energy security in the area, mitigating the risks associated with substation vandalism, a problem that had previously affected the region. This collaborative approach has paved the way for future initiatives, aimed at driving investment retention, showcasing business resilience and fostering a thriving industrial ecosystem.



Borbet SA



Spar Distribution Center



Geographic Cluster

Struandale
>>>>>

Struandale, located east of New Brighton, offers a prime investment opportunity due to its thriving geographic cluster. This vibrant hub is home to a diverse range of companies, including leading OEMs like Isuzu Motors South Africa and Ford Motor Group, as well as key suppliers such as Formex Industries and Continental Tyres. Since its formation, the cluster has achieved significant benefits, including enhanced security and improved cooperation between business and the municipality. These advantages make Struandale an attractive destination for investors seeking a dynamic and supportive location for their operations.



BASF



ISUZU Motors



Ford Motor Group



Continental



Geographic Cluster

Walmer
>>>>>>

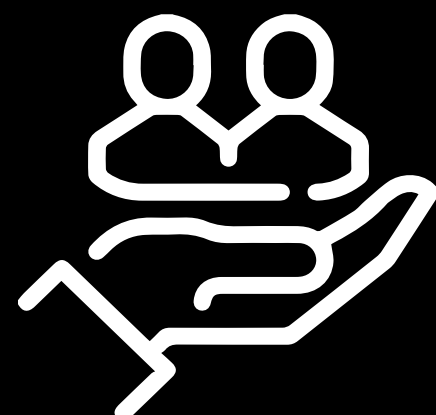
The Walmer Cluster is a vibrant hub of development, with a mix of eateries, offices, lifestyle businesses, and industrial sectors bordering the airport. Join businesses like Airports Company South Africa (ACSA) and SimonSAYS in this exciting area, which offers a platform for like-minded business people to have a collective voice. With its central location, access to main arterial routes, and proximity to the airport, Walmer is an attractive destination for investors.



SimonSAYS



Chief Dawid Stuurman Airport



Aftercare and Retention



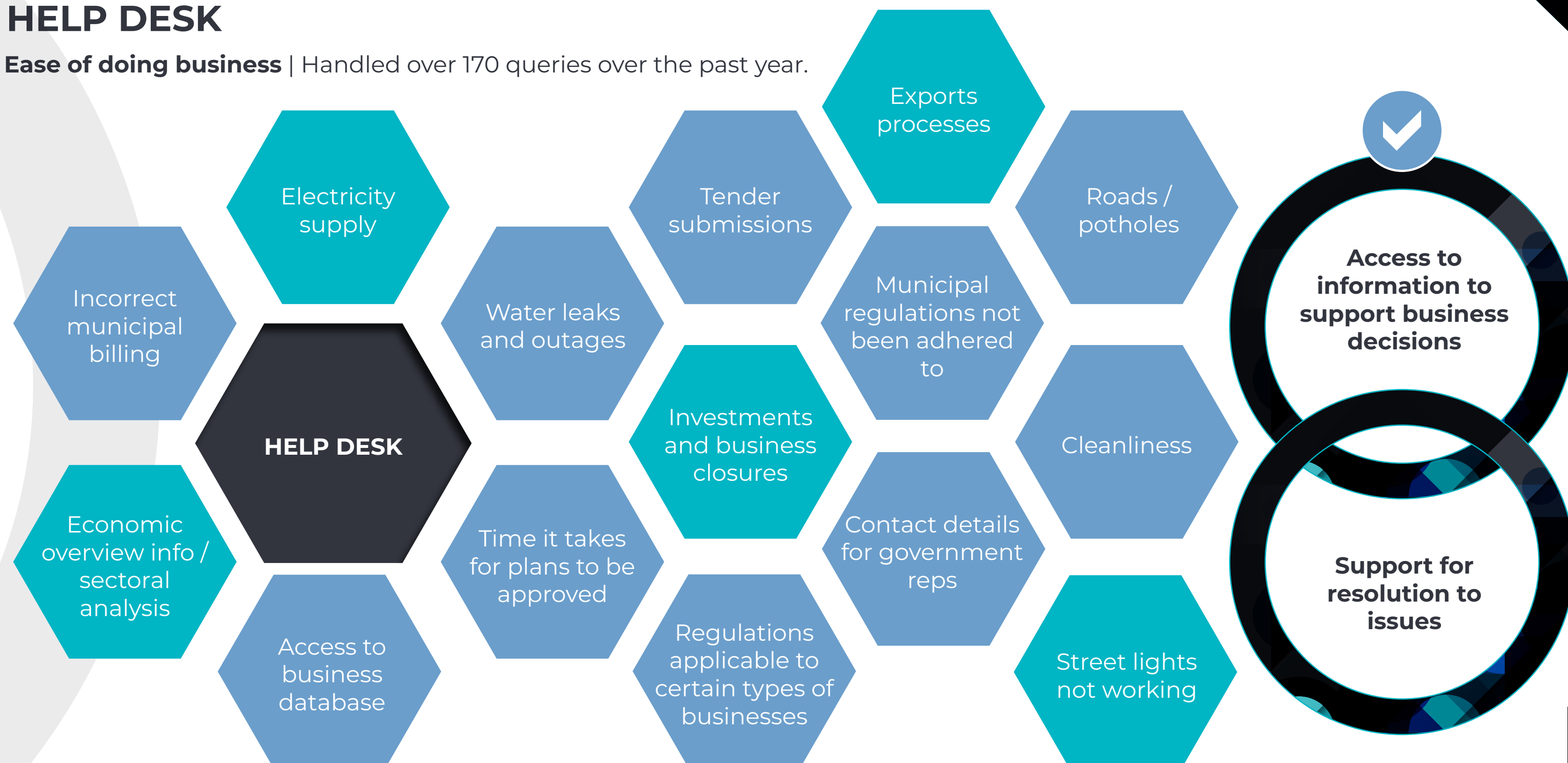
The Chamber recognises the significance of ongoing support provided to investors and their investments after the initial capital has been deployed. It is a crucial aspect of investment management that helps ensure the continued success and optimal performance of the investments in the Bay.

HELP DESK

Ease of doing business | Handled over 170 queries over the past year.

Aligned to its resurge strategic priority, the Business Chamber has established a positive work and stakeholder relationship with the NMBM in order to ensure that service delivery objectives and targets are restored once again. To this end, a Master MoU was approved by NMBM Council in February 2023 whereby organised business is able to engage and assist the municipality through various interventions that facilitate the mitigation of non-service delivery, transfer of skills and other resources that are required by the City.

Our Help Desk forms part of our mission of creating an enabling environment whereby our members have been assisted via the Chamber on various municipal queries that they have not been successful in resolving themselves. This service has been very positively received in view of the fact that the Chamber has been able to resolve a high quantity of queries on behalf of its members.





MEGA
CLUSTER

#RESURGETHEBAY



RESURGE

CHAMBER MEGA CLUSTER

CHAIRPERSON: DENISE VAN HUYSSTEEN

OVERALL TASK TEAM BOARD LEAD

BOARD LEAD: CHRISTIAAN THERON

Transport and Logistics
Task Team

Lance Petersen

Business Enablement
Task Team

Tracey Mouton

Electricity Task Team

David Mertens

Water and Sanitation
Task Team

Basil Mugwagwa

Safety and Security
Task Team

Alfie Jay

Disaster Management task
team

TBC

Risk
Desk

Frieght
Industry Forum
Sub-Committee

Renewable
Energy
Sub-Committee
Trevor Thomas

Strategic
Electricity
Efficiencies
Sub-Committee

Technical Task
Team
NMBBC and
NMBM

Sanitation
Technical Review
Sub-Committee

Private Security
Companies
Sub-Committee

Vehicle Fleet
Technical Task
Team
Sub-Committee

Crisis
Whatsapp
Group

OVERALL GEOGRAPHIC CLUSTERS BOARD LEAD

BOARD LEAD: PAOLA HORAK

Perseverance
Business
Association

Struandale
Business
Association

North End
Business
Cluster

Deal Party
Business
Cluster

Neave/
Korsten
Business
Cluster

Kariega
Business
Cluster

Mandela Bay
Beachfront
Cluster

Baakens
Valley
Business
Cluster

Fairview
Business
Cluster

Walmer
Business
Cluster

Newton Park
Business
Cluster

The Business Chamber is driving a resurgence strategy to get the Metro working again and revive the Bay as a whole, as a conducive place to do business. Supporting businesses with shared interests to form voluntary clusters and activate collaboration to improve their local business environments is a key part of this strategy. Furthermore, task teams have been formed for water and sanitation, electricity and energy, safety and security, transport and logistics, business enablement and disaster management, where key interventions and strategies are discussed with the objective of creating an enabling environment for organised business to operate within.

Through the Trade and Investment Desk, new and existing investors have access to economic data and research; exporters' desk; international business-to-business matching; international trade opportunities; skills development desk; entrepreneurship desk; and investment opportunities via the local economy reinvention think tank among many.

The Chamber further hosts a series of networking; flagship; and sector specific events and functions, designed to support business and facilitate business-to-business networking. These include the Annual Banquet, the Ladies Breakfast, the Manufacturing Showcase, Speed Networking, Women Empowerment, Professionals Social Connect and other events hosted in collaboration with members and stakeholders.



Professionals Social Connect



Annual Ladies Breakfast 2024



Annual Banquet 2023



Business operational support is crucial for the smooth functioning and growth of any organisation. The Trade and Investment Desk and its partner BDO, further provide new and existing investors with the listed interventions and services:



For more on investment aftercare and support, you can contact the Trade and Investment Desk.

Anelisiwe Fihlani: trade@nmbbusinesschamber.co.za | Dineo Seeme: invest@nmbbusinesschamber.co.za



Nelson Mandela Bay is positioned as a key economic hub in South Africa, offering unparalleled access to major trade routes and ports. Its strategic location enhances its potential for growth, making it an ideal base for expanding your business operations both regionally and globally. With ongoing infrastructure developments and the revitalisation of the Metro, the Bay of Opportunity is set to become a significant gateway for trade and commerce. The local economy is diversifying and maturing, moving beyond traditional industries to embrace technology, manufacturing, and sustainable energy. The Bay further boasts a pool of skilled professionals and a network of reputable educational institutions that are continuously developing talent. Beyond its economic advantages, Nelson Mandela Bay offers an exceptional quality of life. The Metro is renowned for its beautiful landscapes, vibrant culture, and commitment to sustainable development. This makes it not only a great place to do business but also a desirable location for employees and their families, enhancing overall satisfaction and productivity.

By investing now, you join a growing community of successful enterprises and become part of Nelson Mandela Bay's exciting future. We look forward to welcoming you into the Bay of Opportunity!



THANK YOU TO OUR PARTNERS



THANK YOU TO OUR STAKEHOLDERS

