



# SACU INVESTMENT ROUNDTABLE

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12<sup>TH</sup>-13<sup>TH</sup> APRIL 2022, GABORONE, BOTSWANA

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*“Positioning SACU as an industrial, investment, manufacturing and innovation hub for the African continent and beyond”.*

**A COMPILATION OF INVESTMENT  
PROJECTS IN THE SACU REGION**



Since 1910  
**SACU**  
SOUTHERN AFRICAN CUSTOMS UNION



**DISCLAIMER**

*Disclaimer for the Investment Projects: This document contains information related to investments (or potential investments) compiled by the SACU Member States and Secretariat. No representation or warranty, express or implied, is made by the SACU Secretariat, as to the accuracy or completeness of any of the information contained herein or any other written or oral communication transmitted or made available to a prospective investor. Nothing contained in this booklet is, or shall be relied upon as, a promise or representation, whether as to the past or the future performance of the investments listed herein.*

We are pleased to have you attend the first ever Investment Roundtable for the SACU region, comprising of Botswana, Eswatini, Lesotho, Namibia and South Africa, being held under the theme, ***“Positioning SACU as an industrial, investment, manufacturing and innovation hub for the African continent and beyond”***.

The Investment Roundtable will showcase investment opportunities in selected priority sectors across the SACU Region, targeting: Textiles and Clothing, Pharmaceuticals, Cosmetics and Essential Oils as well as Agro-processing specifically leather & leather products, meat & meat products, and fruits & vegetables. These sectors offer extensive opportunities for the development of Regional Value Chains across SACU.

The Roundtable will also feature panel discussions with leading experts on financing for industrialisation, competitiveness of the trading environment, as well as a Business to Business sessions featuring meetings with promoters of investment projects in the listed priority sectors.

Attendees include SACU Ministers of Trade and Finance, Private Sector representatives from SACU and beyond, Development Finance Institutions, International, Continental and Regional Organisations, Heads of Investment Promotion Agencies, Development Partners, Senior Government officials and Industry Experts, amongst others.

We trust that you will make the most out of the network opportunities and conversations during the roundtable and most importantly, ***make the SACU region your preferred investment destination.***

***Ms. Paulina Mbala Elago***

Executive Secretary of SACU



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Since 1910

# SACU

SOUTHERN AFRICAN CUSTOMS UNION

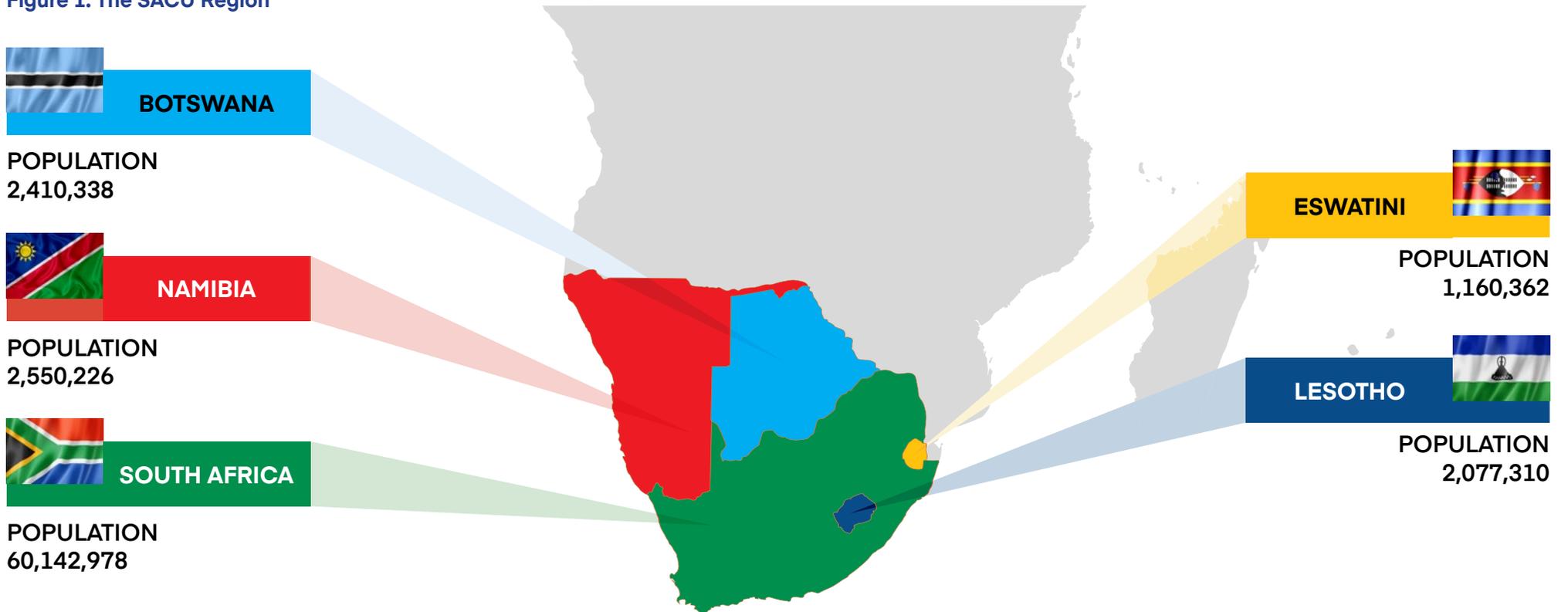




# 1. SACU AT A GLANCE

- 1.1 The Southern African Customs Union (SACU) comprises five Member States, namely Botswana, Eswatini, Lesotho, Namibia and South Africa. With a total population of about 68.3 million, the SACU region offers enormous opportunity for investment in key strategic sectors and enhanced regional industrial synergies through the development of cross-border value chains. The SACU region's geographic location makes it a perfect gateway to the Southern African Development Community (SADC). The combined markets size of 360.3 million offers a large export market, not only into the SACU region but also into the broader SADC market for the products produced within the Customs Union.
- 1.2 Figure 1 below shows the SACU Member States' estimated population figures for 2021, while Table 1 gives a brief overview of the macroeconomic indicators for the SACU countries.

Figure 1: The SACU Region



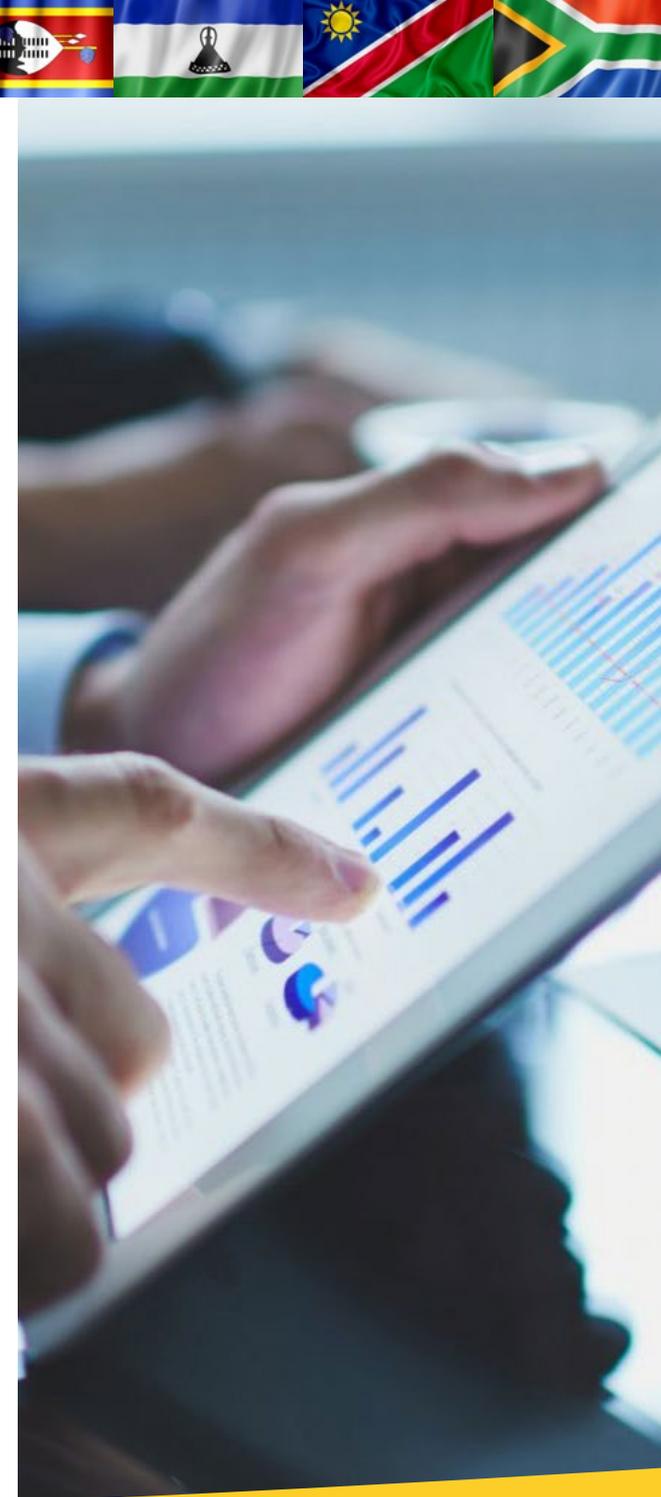


**Table 1: Macroeconomic Indicators for the SACU Countries**

	Indicator	Botswana	Eswatini	Lesotho	Namibia	South Africa
	<b>GDP</b>	246640	65432	37452	174827	5521075
	<b>GDP Growth Rate</b>	-4.8	-1.9	-6.5	-8.5	1.5
	<b>Inflation Rate</b>	6.7	3.9	6.1	3.6	4.5
<b>GDP By Economic Activity (Current Prices- 2020)</b>	<b>Agriculture, hunting, forestry and fishing</b>	2.2	8.4	4.7	9.2	2.6
	<b>Mining and quarrying</b>	8.7	0.2	14.2	9.6	6.4
	<b>Manufacturing</b>	5.7	26.6	14.6	11.1	11.7
	<b>Electricity, gas and water supply</b>	1.2	2.0	4.5	3.7	2.8
	<b>Construction</b>	10.7	2.6	1.8	1.9	2.4
	<b>Wholesale, retail trade, hotel and restaurants</b>	13.0	15.0	6.9	11.3	11.9
	<b>Transport, storage and communications</b>	5.0	5.6	4.6	4.3	6.7
	<b>Financial intermediation &amp; business services</b>	11.1	11.2	14.9	12.9	22.0
	<b>Other activities</b>	37.1	21.8	23.3	30.5	24.0
	<b>Taxes less subsidies on products</b>	5.2	8.2	0.6	5.5	9.5
		<b>Population</b>	<b>2.4 million</b>	<b>1.2 million</b>	<b>2.1 million</b>	<b>2.6 million</b>

## 2. WHY INVEST IN SACU?

- 2.1 As set out in the SACU Agreement, 2002, the region aims to, among others, substantially increase investment opportunities in the Common Customs Area and promote the integration of the Member States into the global economy through enhanced trade and investment. In order to realise this, the SACU Member States, as a bloc, have signed a number of Preferential Trade Agreements (PTA's) with key trading partners which provide preferential market access for SACU originating exports into those markets. The SACU Member States are also beneficiaries to a number of non-reciprocal preferential trade arrangements, which provide preferential market access to SACU's exports. Key among them being the African Growth and Opportunity Act (AGOA) and the Generalised System of Preferences (GSP) of developed countries. These arrangements are critical in supporting the SACU Member States' industrialisation and investment aspirations.
- 2.2 In addition to the market access opportunities emanating from the trade agreements, the region offers free and seamless flow of goods without being subjected to customs duties. This offers great opportunity for inputs and finished products to be traded within SACU without any form of restrictive cumbersome administrative and regulatory trade requirements. It further offers a total markets size of 68.3 million consumers. This is enabled by the Common External Tariff (CET) which creates a Common Customs area. In addition to the CET is the region's coordinated Trade Facilitation and Logistics Programme, which is geared to enhance the efficiency of the trading environment in SACU and beyond through: (i) improved administrative efficiencies for the cross-border movement of goods; (ii) reduction of time and cost associated with cross border trade; (iii) improved compliance and security of the supply chain in SACU; and (iv) enhanced competitiveness of the SACU Member States. The region also has a stable macroeconomic environment which creates a conducive atmosphere for investment.
- 2.3 The aforementioned, coupled with the application of a CET on all imported goods entering into the region from outside the Union, makes SACU a unique regional economic community to invest in.
- 2.4 While SACU does not have an investment framework in place, the individual SACU countries offer various incentives and a conducive investment environment backed up by supportive investment policies and laws.
- 2.5 The SACU region's strategic position within the African Continental Free Trade Area (AfCFTA), provides a great opportunity for investors who seek to exploit the large African export market.
- 2.6 For the SACU region to garner meaningful benefits from any trade agreements, it also needs to stimulate the industrial capacity to supply and meet the demands from the trading partners. Therefore, through its industrialisation agenda, the SACU region, among others, aims to position itself as a manufacturing and innovation hub for the region and the continent at large. This would require, among others, increased investment in the identified bankable projects from across the SACU region which are being presented at the Investment Roundtable.



### 3. INVESTMENT OPPORTUNITIES IN THE SACU REGION

3.1 Industrialisation is an overarching objective to deepening regional economic integration in SACU, through the development of regional value chains. In this regard, three (3) sectors have been prioritised as a result of their developmental and investment potentials: These sectors are:

- (a) Agro-Processing:
  - » Leather and Leather products
  - » Meat and Meat products
  - » Fruits and Vegetables
- (b) Textiles and Clothing; and
- (c) Pharmaceuticals, Cosmetics and Essential Oils.

3.2 The region is endowed with abundant resources in these priority sectors including land, fertile soil, water, varying agro-climatic condition, good vegetation. Also available are the raw materials (e.g., indigenous natural plants, hides and skins) thus ensuring readily available inputs to meet the demand for substantial production across these value chains. These provide opportunity for industrial upgrading, expansion of brownfield investments, as well as establishment of greenfield investments within the identified sectors.

3.3 In order to achieve its industrialisation ambition, the region has adopted a broad industrialisation vision whose ambition is:

*"To build a diversified, competitive, sustainable and equitable industrial base that supports structural transformation and the economic integration of the SACU region"*

3.4 Concomitantly, investment attraction and export promotion are identified as supporting pillars to attain the industrialisation aspirations.





## 4. MAIN FEATURES FOR THE LISTED INVESTMENT PROJECTS

**BROAD GUIDING  
CATEGORIES IN THE  
IDENTIFICATION OF  
INVESTMENT PROJECTS**



Projects that are at conceptual stage



Projects that are already at feasibility or pre-feasibility stages



Investment projects that are underway or about to be implemented



## 5. CRITERIA APPLIED TO THE IDENTIFICATION OF INVESTMENT PROJECTS

### Sector/value chain coverage

- » Investment projects fall within one of the sectors/value chains prioritised by the SACU region.

### Regional collaboration

- » Only projects based within the boundaries of SACU are considered.
- » The projects should present opportunities for other SACU Member States to participate in the value chains.
- » The proposed projects may, however, have regional linkages into other African countries.
- » The project sponsors should outline the scope for its integration with other economies/markets within the SACU region (e.g. value chain integration, trade activity).

### Potential impact

- » The project should have potential to support small medium enterprises to create job opportunities in the region i.e. spill-over effect to the SACU Member States.
- » Estimated number of long-term jobs - permanent jobs.
- » Present export opportunities.
- » Contribution to GDP.

### Feasibility and sustainability status

- » The project should preferably have reached the bankable feasibility stage of development. If not, it must have at least completed a pre-feasibility analysis and display good prospects of bankability.
- » Availability of pre-feasibility Studies, Feasibility studies, and other Studies.
- » Availability of qualitative assessment of the technical, marketing, financial and regulatory readiness of the project and, if applicable, an outline of the type of public sector support which is critical to its success.
- » Indication on whether the project will be a sustainable investment and highlight the extent to which the recipient (country and entities/companies) would be able to retain positive effects of the project.

### Other elements

- » Access to raw materials in the region.
- » Comparative and competitive advantage.
- » Plans for skills and technology transfer.



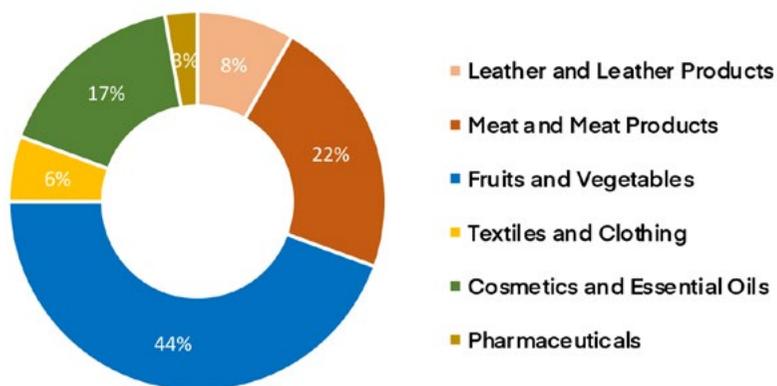
## 6. PROJECT SPREAD BY SECTOR/SUB-SECTOR

6.1 A total of 36 investment projects are being presented to the potential investors. The projects are distributed across the five Member States and priority sectors as summarised in Tables 2 and 3 below.

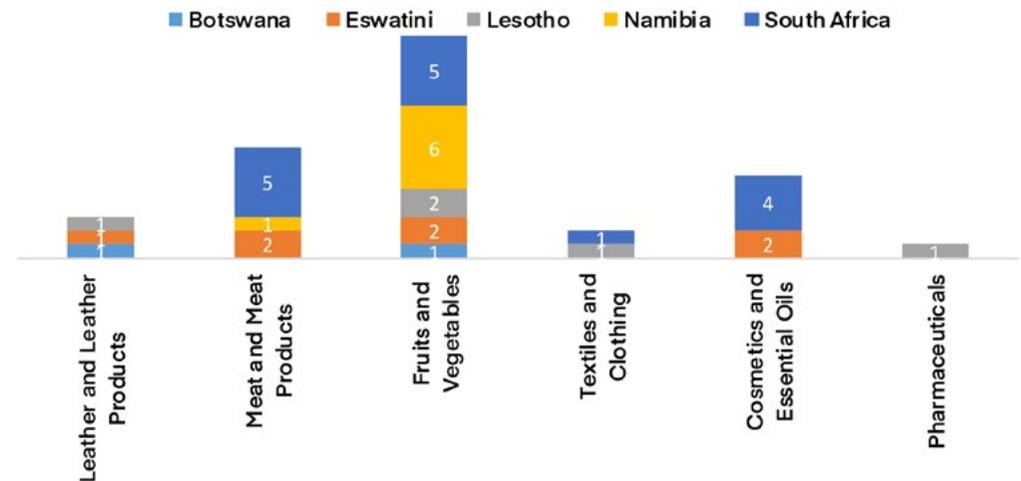
**Table 2: Summary of the investment projects by sector and Member State**

Sector/Value Chain	Botswana	Eswatini	Lesotho	Namibia	South Africa	Total
Leather and Leather Products	1	1	1			3
Meat and Meat Products		2		1	5	8
Fruits and Vegetables	1	2	2	6	5	16
Textiles and Clothing			1		1	2
Cosmetics and Essential Oils		2			4	6
Pharmaceuticals			1			1
<b>Total projects</b>	<b>2</b>	<b>7</b>	<b>5</b>	<b>7</b>	<b>15</b>	<b>36</b>

**Figure 2: Project Distribution by Value-Chain**



**Figure 3: Aggregation of Projects by Member State & Value-Chain**



**Table 3: List of Investment Projects**

	<p><b>BOTSWANA</b></p> <p><b>PROJECT 1</b> – Leather Industry Park  <b>PROJECT 2</b> – Zambezi Integrated Agro-Commercial Development</p>
	<p><b>ESWATINI</b></p> <p><b>PROJECT 1</b> – Cottonseed Oil Extraction Machine/ Cotton Seed Oil Mill Machinery  <b>PROJECT 2</b> – Essential Oils Manufacturing  <b>PROJECT 3</b> – Leather Products Manufacturing  <b>PROJECT 4</b> – Shiselweni Poultry Processors  <b>PROJECT 5</b> – Value Addition in Pork Processing  <b>PROJECT 6</b> – Vegetable Production and Processing  <b>PROJECT 7</b> – Sunrise Academy Agri-Business Skills Development Concept</p>
	<p><b>LESOTHO</b></p> <p><b>PROJECT 1</b> – Deciduous Fruit Production and Processing  <b>PROJECT 2</b> – Footwear Manufacturing  <b>PROJECT 3</b> – Herbs, Spices and Aromatic Products  <b>PROJECT 4</b> – Knit/Woven Fabric Mill  <b>PROJECT 5</b> – Medicinal Cannabis</p>
	<p><b>NAMIBIA</b></p> <p><b>PROJECT 1</b> – Beef Value Chain Forum (BVCF)  <b>PROJECT 2</b> – Agri-Tech Horticulture and Agri-Processing Methods  <b>PROJECT 3</b> – Establishment Of a National Storage Facility For Fruits And Vegetables  <b>PROJECT 4</b> – KGD Shamambungu Organic Farm  <b>PROJECT 5</b> – Neckartal Green Scheme Irrigation Farm  <b>PROJECT 6</b> – Zone Green Scheme Irrigation Farm  <b>PROJECT 7</b> – Tadjieskoppe Green Scheme Irrigation Farm</p>
	<p><b>SOUTH AFRICA</b></p> <p><b>PROJECT 1</b> – Maluti-A-Phofung Economic Zone (Free State) – Fruits &amp; Vegetables; Meat &amp; Meat Products  <b>PROJECT 2</b> – Musina-Makhado Economic Zone (Limpopo) - Fruits &amp; Vegetables; Meat &amp; Meat Products  <b>PROJECT 3</b> – Dube Trade Port – Agrizone (Kwazulu Natal) - Fruits &amp; Vegetables; Meat &amp; Meat Products  <b>PROJECT 4</b> – Nkomazi Special Economic Zone (Mpumalanga) - Fruits &amp; Vegetables; Meat &amp; Meat Products  <b>PROJECT 5</b> – Sarah &amp; Ivan Farming Enterprise (Gauteng)  <b>PROJECT 6</b> – Prime Product Manufacturing (Gauteng)  <b>PROJECT 7</b> – SDK Cosmetics (Gauteng)  <b>PROJECT 8</b> – AMKA Products (Gauteng)</p>



## 7. COUNTRY SPECIFIC INVESTMENT PROJECTS





## A: INVESTMENT OPPORTUNITIES IN BOTSWANA



### PROJECT 1: LEATHER INDUSTRY PARK

#### PROJECT TITLE

##### Botswana Leather Industry Park Project

#### Project summary

- » The purpose is to establish a thriving leather industry park without any hindrances in the value chain development and revive the industry in Botswana. The leather industry has relied on imported finished leather and hence making it difficult to quickly develop the SMMEs. The leather park will spur the manufacturing of all leather products in the country. This project is aimed at processing all the hides and skins generated locally into finished leather.
- » The leather sector park with a common effluent treatment plant was adopted as a development model to address lack of finished leather for our SMMEs and create enabling environment for them.
- » It is envisaged that the project, once fully operational, will create more than 5 000 jobs.

#### Project location

Lobatse

#### Project investment value

P300 million for the development phase.

#### Project status

The project is currently in development phase.

#### Existing partners and commitments

- » Government will construct the enabling infrastructure and the private sector leasing out tanneries, factories and warehouses.

#### Requirements from additional partners

- » Development partners
- » Strategic Investors
- » Tannery Operators and Leather products Manufacturers

#### Responsible institution

Local Enterprise Authority (Head Office)  
Ministry of Investment, Trade & Industry  
Private Bag 191  
Gaborone, Botswana

#### Contact information

Local Enterprise Authority (LEA)  
Ground Floor, Lot 70667, Building 1,  
Unit 2A, Fairscaple Precinct,  
Fairgrounds, Gaborone, Botswana  
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Fax: +267 36 44 001  
Email: botsalea@lea.co.bw



## PROJECT 2: ZAMBEZI INTEGRATED AGRO-COMMERCIAL DEVELOPMENT

### PROJECT TITLE

#### Zambezi Integrated Agro-Commercial Development Project (ZIACDP)

### Project summary

- » The Project is a technical assistance project designed to support the Government of Botswana in its efforts to diversify the economy through expansion of activities in the agriculture and agro industrial sector. The project will help to improve food security, diversify agriculture and create jobs. It will also integrate rural producers and small businesses with commercial value chains and markets; encourage the inclusion of informal economic actors into the formal system; enhance the business climate to mobilise private capital; and integrate youth into agriculture as a business enterprise and source of employment. The project is expected to attract increased private sector investments into agribusiness enterprises following the completion of a bankable full Feasibility Report and the implementation of the project under a PPP model.
- » It comprises three (3) main components namely: (i) Provide Technical, Financial and Legal Assistance to the Zambezi Integrated Agro-Commercial Development Project; (ii) Institutionalise a governance and an implementation management structure that will enable infrastructure development of the Zambezi Integrated Agro-Commercial Project under a PPP.
- » The purpose of the project is to provide the required infrastructure that will help increase agricultural production, establish an agro industrial base that will drive demand for farm produce and increase productivity for priority value chains like maize, oilseeds sorghum, millet, horticulture, fruits and livestock.

### Project location

Chobe District

### Project investment value

P8.6 billion

### Project status

The project is currently in planning stage.

### Existing partners and commitments

- » The project target beneficiaries are farmers and farmer groups; micro, small, medium, and large-scale enterprises and private sector industrialists.
- » The Project has progressed in the following stages: feasibility studies have been done, conceptual designs, financial and economic analysis, the Environmental and Social Impact Assessment; all of which have been completed. However, other stages of development are expected to commence immediately after funding has been sourced.

### Requirements from additional partners

Project Funders

### Responsible institution

Ministry of Agricultural Development & Food Security

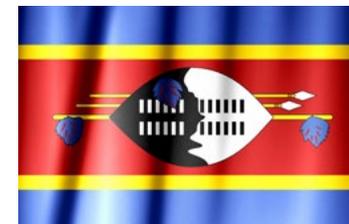
### Contact information

Tel: +267 368 9000





## B: INVESTMENT OPPORTUNITIES IN ESWATINI



### PROJECT 1: COTTONSEED OIL EXTRACTION MACHINE/ COTTON SEED OIL MILL MACHINERY

#### PROJECT TITLE

**Cottonseed oil extraction machine/cotton seed oil mill machinery**

#### Project summary

The objective of this initiative is to add value into cotton seed. Eswatini produces 3000 tons of cotton seed (fuzzy seed). The seeds are currently exported to South Africa for animal feed, oils crushing and formation of cotton seed cake. Eswatini imports 1 800 tons of cotton seed cake annually to feed its animals as the country is fully dependant on cattle production. The second output for this value addition will be oil production. Eswatini is one of the countries consuming expensive cooking oil. The reason being, all oil consumed in the country is imported from neighbouring South Africa with 7% oil levy. Oil extraction process will ease the pressure to consumers, cooking oil will be cheap, since it will be produced locally, adding to the supply chain local supply. The country has an existing oil reefing mill waiting for raw oil from such project. Job creation to be enhanced with improved value addition.

#### Project location

Eswatini Cotton Board (Big Bend Next to Matata)  
Region: Lubombo region

#### Project investment value

Total project costs \$ 55, 000

#### Project status

The building to fit the machinery is already in place. Electricity and water to supply the project has already been sourced. Funds to buy the seed cotton machinery is challenging the project to date.

#### Existing partners and commitments

- » Currently the Eswatini Cotton Board is in partnership with the Eswatini National Farmers Union, Cotton Farmers Association.

#### Requirements from additional partners

The additional partner will be required to fund the seed cotton crushing machine.

#### Responsible institution

**Eswatini Cotton Board** is the responsible institution

#### Contact information

Name: Daniel Khumalo  
Position: Chief Executive Officer  
Institution: Eswatini Cotton Board  
Email: dkhumalo@cottonboard.co.sz  
dmkhumalo66@gmail.com

## PROJECT 2: ESSENTIAL OILS MANUFACTURING

### PROJECT TITLE

#### Essential Oils Manufacturing

### Project summary

The project is about manufacturing of cosmetic products from marula, Ximenia and Trichilia oil. From the oils we extract, we use them to manufacture Soap, Body lotion, exfoliating Scrubs, shampoo, shower gel, face cream, hand lotion, Lil balm both, and black Swati Castor oil. The main purpose the project was started is to empower women in rural communities by selling the products that we make at the factory and pay them for supplying us with the raw material.

### Project location

Mpaka, Eswatini  
Region: Lubombo

### Project investment value

Total project costs \$ 660,380.00. We currently have \$230,000.00 and are seeking assistance on the remaining \$430,380.00

### Project status

The project is currently operational with an annual production capacity of 15 tons of Marula Oil, 5 tons of Ximenia, 600 kg of Trichilla and 3 tons of castor oil. With new demand from new markets, we could increase our production of oils by 50%. We also provide hotels with our Cosmetic products and are planning to introduce large scale retail products to sell to shops such as Clicks, Dischem, and Amazon. The project plays a big role in the local traditional Marula Festival where thousands of attendees are provided with our products.

### Existing partners and commitments

Private investors and other supporting entities:

- » **USAID:** is one of our partners which provides technical assistance. They have assisted us with obtaining our organic certification, ISO 90021:2005 and ISO 22716:2007, access to markets in South Africa and United States of America.
- » **Eswatini Government:** provides us a factory for manufacturing of our goods and is one of our major clients.
- » **Albert Scott (Amazon):** is our distributor for our Amazon listing in the USA. They will store our goods in their warehouse and assist with listing our products on the Amazon web store.

### Requirements from additional partners

Financial assistance to help us purchase new equipment to manufacture improved quality goods, new formulations and better packaging.

We also require new partners to help new partners to help us with FDA approval for our goods to be sold in the US and other European markets.

### Responsible institution

Eswatini Indigenous Products (pty) Ltd.

### Contact information

Name: Mr. Wandile Dlamini  
Position: Managing Director  
Institution: Eswatini Indigenous Products  
Email: wandile@swazisecrets.co.sz





## PROJECT 3: LEATHER PRODUCTS MANUFACTURING

### PROJECT TITLE

**Leather Products Manufacturing**

### Project summary

The business is registered in terms of Cooperative Societies Act #5 of 2003. Currently, 34 independent citizens are manually manufacturing leather products as means of earning a living. Input materials are sourced from our neighbouring country South Africa as Eswatini has limited abilities to supply us with hides. The projects further seek to manufacture fertilizer using the hides already available in the Kingdom and also make contact adhesives using hooves and horns.

### Project location

Lisinamuva Investment behind Mbeluzi dry cleaners  
Region: Manzini

### Project investment value

Project Investment Value - \$500 000

### Project status

Currently the project is running at a small scale. At operational level, we have people living with disabilities, youth and old age. We are manufacturing leather shoes, sandals, handbags, belts, wallets, school shoes and military boots.

### Existing partners and commitments

» Private individuals and the Ministry of Commerce Industry and Trade provides technical assistance where needed.

### Requirements from additional partners

Our hands are wide open for interested partners more especially on the financial services.

### Responsible institution

Eswatini Leather Crafters Multi-Purpose Cooperative

### Contact information

Name: Mr. Robert M Shabangu  
Position: Member  
Institution: Eswatini Leather Crafters Multi-Purpose Co-operative  
Email: robertshabangu2@gmail.com



## PROJECT 4: SHISELWENI POULTRY PROCESSORS

### PROJECT TITLE

#### Shiselweni Poultry Processors

### Project summary

The objective of the initiative is to operationalise incubator programmes that seek to specialise in training women entrepreneurs in chicken meat production, processing and marketing in the Shiselweni region of Eswatini. The project will build capacity for women chicken farmers to economically produce chickens for meat purposes; operate a chicken abattoir with the aim of training women farmers in chicken meat processing; establish market linkages to ensure that all farmers' produce is sold at a profit on a sustainable basis and develop high value processed chicken products for specific niche markets. The project will address major challenges facing women entrepreneurs, such as inadequate value adding and processing skills, business management skills, access to financial services and conformity to quality and standards.

### Project location

Hlathikhulu  
Region: Shiselweni

### Project investment value

Total project costs \$ 324, 000

### Project status

SEDCO has established a poultry processing plant with a capacity of slaughtering 1,000 birds per day at full capacity. The plant constitutes an abattoir and meat processor that has been set up within the company's existing establishment in Hlathikhulu. Women from seven (7) constituencies in the Shiselweni region have been grouped together to form a farmer company called Asiphileni Farmers Ltd (Pty) with representatives of each constituency in the executive. A refrigerated vehicle to transport processed products to markets has already been procured. The project is currently mobilising resources to operationalise the abattoir and develop a coordinated out-grower program for the women farmers to raise chickens to feed the abattoir.

### Existing partners and commitments

- » **ESWADE** – committed to help in the development of an indigenous chickens out-grower program;
- » **COMFWB** – to mobilise and provide support services for women owned businesses;
- » **SEDCO** – incubation services to the abattoir including capacity development of women owned businesses;
- » **Ministry of Agriculture** – providing technical expertise through their extension officers.

### Requirements from additional partners

Market linkages program; Access to Finance

### Responsible institution

Small Enterprises Development Company (SEDCO)

### Contact information

Name: Mr. Skhumbuzo Mbuyisa  
Position: Senior Manager Business Incubation  
Institution: Small Enterprises Development Company (SEDCO)  
Email: mbuyisas@sedco.co.sz



## PROJECT 5: VALUE ADDITION IN PORK PROCESSING

### PROJECT TITLE

**Enhancing small scale farmers to diversify incomes and employment through value addition in pork processing**

### Project summary

The initiative objective is to increasingly beneficiate 2,000 piggery farmers currently selling fresh carcasses to add value by processing to pork products. Programmes to improve local production has led to an increase in commercial farmers. Oversupply of pork has affected prices offered by markets and losses of feeding pigs whilst waiting for markets worsening the circumstances for most farmers. The Project will enhance farmers to build abattoirs for value addition, increase profits and capacity building in processing for local and export market.

### Project location

Nhlangano  
Region: Shiselweni

### Project investment value

Total project costs \$ 330 000

### Project status

The project currently has 500 individual farmers producing pigs and selling through the cooperative to different local markets. There are few abattoirs with small capacity to service farmers, where farmers bring pigs for slaughter and markets collect products. The demand is also not stable affecting the production plans. Cooperative owns an input shop for farmers to purchase feed and give input loans to farmers waiting for payments. The cooperatives link farmers to other financial institutions and extension.

### Existing partners and commitments

- » Ministry of Agriculture - Extension, trainings and mentorships
- » Ministry of Commerce - Auditing and committee selection
- » ESNAU - Governance, policy and advocacy, business mentorship
- » Shiselweni Farmers – Production
- » SMI, SMW, Umbuluzi, Southern Trading - Market for pork carcasses
- » Eswatini Bank - Credit facility for input loans
- » Arrow feeds - Supplier for animal feed on cash and credit to the farmers input shop
- » Youth Revolving Fund - Loans for youth below 35 years

### Requirements from additional partners

- » Infrastructure investment in building an abattoir with cold-rooms
- » Purchasing of machinery for processing pork products: bacon, sausages, polony
- » Farmer trainings of value addition, vertical integration and processing
- » Collection and distribution vehicles

### Responsible institution

Eswatini National Agricultural Union

### Contact information

Name: Lwazi Mamba  
Position: Executive Director  
Institution: Eswatini National Agricultural Union  
Email: lwazi.mamba@snau.co.sz cc: info@snau.co.sz

## PROJECT 6: VEGETABLE PRODUCTION AND PROCESSING

### PROJECT TITLE

**Enhancing small scale farmers to diversify incomes and employment through vegetable production and processing**

### Project summary

The objective of the initiative is to increasingly beneficiate 2,000 rural farmers in vegetable production to operate locally existing pack house by processing vegetables for local and export market. The initiative will focus on buying produce from farmers by the cooperative, add value through packaging, sorting, branding, freezing, and cutting as per consumers' demand. This will also reduce harvest losses for highly perishable commodities, build capacity for farmers to comply with standards and have constant production schedules.

### Project location

Nhlangano  
Region: Shiselweni

### Project investment value

Total project costs \$ 200 000

### Project status

The project currently has individual farmers producing vegetables and selling fresh produce individually and as a cooperative to different local markets. There is no processing and supply is not consistent leading to difficulties in produce coordination and data collection. Cooperative owns an input shop and link farmers to extension, finance inputs, and markets. Produce loss and farm gate prices have been the main challenge to farmers resulting to decreasing incomes.

### Existing partners and commitments

- » Ministry of Agriculture - Extension, trainings and mentorships
- » Ministry of Commerce - Auditing and committee selection
- » ESNAU - Governance, policy and advocacy, business mentorship
- » Shiselweni Farmers – Production
- » Shoprite, Boxer, NAMBoard - Market for fresh produce
- » NAMBoard - Pack house for farmers development with two (2) cold rooms and has export market
- » ESWAFUCU, Farm-chem - Supplier for to the farmers input shop
- » Youth Revolving Fund - Loans for youth below 35 years

### Requirements from additional partners

- » Purchasing of machinery for processing cutting
- » Farmer trainings of value addition, vertical integration and processing
- » Collection and distribution vehicles

### Responsible institution

Eswatini National Agricultural Union

### Contact information

Name: Lwazi Mamba  
Position: Executive Director  
Institution: Eswatini National Agricultural Union  
Email: lwazi.mamba@snauc.co.sz cc: info@snauc.co.sz



## PROJECT 7: SUNRISE ACADEMY AGRI-BUSINESS SKILLS DEVELOPMENT CONCEPT

### PROJECT TITLE

#### Sunrise Academy Agri-Business Skills Development Concept

### Project summary

The initiative objective is to increasingly benefit:

- » To create a sustainable community economy for 700 households in Lundzi, specifically, and 400 (100 per region) participants in Eswatini in general; through Rooted Organics: Sunrise Academy and Agri-Business Skills Development
- » To educate and upskill project participants to create products that are of global standards in particular processed agri-business products including food, cosmetics, textiles, appropriate technologies (wood, metal and upcyclables) as well as literacy products
- » To create access to market for local producers who are involved in the value chain of products produced under the Sunrise Academy banner
- » To boost Eswatini GDP by actively contributing to the growth of producers with the agriculture, tourism, wellness and Education sectors
- » To promote Africa as a continent that produces

### Project location

Lundzi Farm (Main Campus) / Makholokholo Mbabane (Mbabane Campus)  
Region: Hhohho

### Project investment value

Total project costs \$500,000.00



### Project status

The project is currently:

Investment into Rooted Kusasa to date:

- » Chilli-Baba-Symphony - USD1,600.00
- » Organic Coffee - USD2,500.00
- » Uhuru Pop Up Concept - USD7,000.00
- » Avocado oil Trees - USD15,000.00
- » Essential Oil Permaculture Garden and Appropriate Technology - USD5,000.00
- » Education and Access to Market - USD55,000.00

We have positively impacted on the following categories over the past 10 years:

- » Girls: 5000 x 16 to 25 years - Empowerment Workshops
- » Women: 600 x 25+
- » Girls and Boys: 6000 x 3 to 12 years
- » Men: 100 x men 18+

### Existing partners and commitments

- » Uhuru Pop Up Concept Network of 25 stockists (Cosmetics, Food, Nutrition and Wellness, Textiles, Agricultural Products)
- » Permaculture Specialists
- » Literacy Specialists - Bhala Africa; Brain Train, Rooted Organics, Local Authors
- » Ufalme – Contract
- » Shippii – Couriers
- » AfroBotanics Contract
- » Approached Scatter Oils Essential Oil Wholesalers and registered as Out Grower
- » Facilitators - Nature, Golf, Art, Literacy and Technology
- » Connecting Consciousness
- » Local communities
- » Alternative Healing Experts
- » Mandela Washington Fellowship Leveraging Innovation in Communities



### Requirements from additional partners

- » Financial and Nonfinancial Support
- » We have funded our projects through Contributions from Directors; Bank financing; as well as through Grant Funding
- » Sponsorships and Grant funding to empower and upskill community members through our academy offering to put through at least 1,200 participants through our sustainable empowerment and up skills Camp offerings where everyone leaves with a skill they can turn into an income
- » Building, plumbing, electrical, irrigation, processing and packaging materials; as well as food for our participants and transport
- » Company bus, structures, manufacturing and processing machines
- » Roads and structures sponsored materials for Value Chain i.e., access roads, storerooms, pack houses, manufacturing and processing structures
- » Website development for e-Commerce website

### Responsible institution

Rooted Kusasa Investments

### Contact information

Name: Sindi Khathwane Ntombini  
Position: Founder and CEO  
Institution: Rooted Kusasa Investments  
Email: [rootedkusasa@gmail.com](mailto:rootedkusasa@gmail.com)





## C: INVESTMENT OPPORTUNITIES IN LESOTHO



### PROJECT 1: DECIDUOUS FRUIT PRODUCTION AND PROCESSING

#### PROJECT TITLE

##### Initiative – Deciduous Fruit Production and Processing

#### Project summary

Due to its favourable location, climatic conditions with most suitable elevation, rainfall and soil, Lesotho is an ideal place in which to invest in growing deciduous fruits for export to Southern Africa and more distant markets. There are 5,500 acres suitable for growing deciduous fruits in Lesotho. 34 hectares Pilot farms – owned by the community – have yielded greatly and proven that harvests are 2-3 weeks earlier than neighbouring countries. The plan is to expand by 120 hectares every year to reach 500 hectares and include machinery, processing and cold chain management as a joint venture with communities and a technical partner.

#### Project location

Project locations have been determined with suitability maps.

#### Project investment value

USD 8.6 million for each 120 hectares until 500 hectares, machinery, processing and cold chain est. USD 36 million.

#### Project status

The project is currently in the development phase.

#### Existing partners and commitments

Strategic Partners in the pilot project are still committed to investing in the expansion and open for additional partnerships including the local communities.

#### Requirements from additional partners

- » Development partners
- » Off-take agreements
- » Strategic Investment
- » Technology packages/License agreements

#### Responsible institution

Lesotho National Development Corporation (LNDC)

#### Contact information

Mrs. Puseletso Makhakhe  
Acting General Manager - Investment & Trade Promotion (ITP) a.i.  
Lesotho National Development Corporation  
Mobile: +266 58740043  
Email: makhakhe@lndc.org.ls





## PROJECT 2: FOOTWEAR MANUFACTURING

### PROJECT TITLE

#### Initiative – Footwear Manufacturing

#### Project summary

Lesotho manufactures around 7.2 million pairs of shoes per year. Positive conditions exist to expand the footwear industry in Lesotho and export products to the USA, EU, Africa, and other markets.

#### Project location

Project location yet to be determined.

#### Project investment value

USD 2 million

#### Project status

The project is in search for a potential partner.

#### Existing partners and commitments

No commitments yet.

#### Requirements from additional partners

- » Development partners
- » Off-take agreements
- » Strategic Investment
- » Technology packages/License agreements

#### Responsible institution

Lesotho National Development Corporation (LNDC)

#### Contact information

Mrs. Puseletso Makhakhe  
Acting General Manager - Investment & Trade Promotion (ITP) a.i.  
Lesotho National Development Corporation  
Mobile: +266 587 40043  
Email: makhakhe@lndc.org.ls



## PROJECT 3: HERBS, SPICES AND AROMATIC PRODUCTS

### PROJECT TITLE

#### Initiative – Herbs, Spices and Aromatic Products

#### Project summary

As global demand for herbs (including aromatic plants) and spices increases, this project involves boosting primary production by local farmers through the establishment of processing facilities in Lesotho. Lesotho's mountainous terrain and climate favour the cultivation of herbs and spices. There is considerable potential to grow high quality organic varieties benefiting from the clean air, unpolluted water and elevated land that permit improved disease-resistance.

#### Project location

Suitability map has been developed.

#### Project investment value

USD 297,000

#### Project status

The project has been developed for up-scaling at different levels to meet local and export market.

### Existing partners and commitments

- » Local producers have been identified for further expansion into regional production.

### Requirements from additional partners

- » Strategic Investment
- » Off-take agreements
- » Technology packages/License agreements

### Responsible institution

Lesotho National Development Corporation (LNDC)

### Contact information

Mrs. Puseletso Makhakhe  
Acting General Manager - Investment & Trade Promotion (ITP) a.i.  
Lesotho National Development Corporation  
Mobile: +266 587 40043  
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## PROJECT 4: KNIT/WOVEN FABRIC MILL

### PROJECT TITLE

#### Initiative – Knit/Woven Fabric Mill

#### Project summary

Lesotho is an ideal location for further investments in knitted/woven fabric mills for integration with textiles producers and export markets; one (1) woven fabric mill already exists and utilises 100% African sourced cotton. LNDC is ready to partner and to assist in dedicated knit/woven fabric mill infrastructure needs. More than 200,000sqm of serviced plots are available for development in established textile industrial locations, along with more than 100,000sqm of fully serviced, modern industrial units of variable sizes.

#### Project location

Project location still to be determined.

#### Project investment value

USD 13 million

#### Project status

The project is currently in development phase.

#### Existing partners and commitments

» LNDC is ready to partner and to assist in dedicated knit/woven fabric mill infrastructure needs.

#### Requirements from additional partners

- » Development partners
- » Off-take agreements
- » Strategic Investment
- » Technology packages/License agreements

#### Responsible institution

Lesotho National Development Corporation (LNDC)

#### Contact information

Mrs. Puseletso Makhakhe  
Acting General Manager - Investment & Trade Promotion (ITP) a.i.  
Lesotho National Development Corporation  
Mobile: +266 587 40043  
Email: makhakhe@lndc.org.ls





## PROJECT 5: MEDICINAL CANNABIS

### PROJECT TITLE

#### Initiative – Medicinal Cannabis

#### Project summary

Lesotho offers an exceptional natural (being gifted with the highest altitude) – and legal environment in which to profitably grow and process cannabis for medicinal purposes. Lesotho passed the Drugs of Abuse (Cannabis) Regulations in 2008. In 2017 it was the first African country to issue licenses to produce medicinal cannabis. Thus far one (1) company has acquired European GMP certification.

#### Project location

The ideal growing areas in Lesotho are above 2,000m altitude and yet to determine locations.

#### Project investment value

USD 24 million

#### Project status

The project is currently in development phase.

#### Existing partners and commitments

No commitments yet.

#### Requirements from additional partners

- » Development partners
- » Off-take agreements
- » Strategic Investment
- » Technology packages/License agreements

#### Responsible institution

Lesotho National Development Corporation (LNDC)

#### Contact information

Mrs. Puseletso Makhakhe  
Acting General Manager - Investment & Trade Promotion (ITP) a.i.  
Lesotho National Development Corporation  
Mobile: +266 587 40043  
Email: makhakhe@lndc.org.ls

## D: INVESTMENT OPPORTUNITIES IN NAMIBIA

### PROJECT 1: BEEF VALUE CHAIN FORUM (BVCF)



#### PROJECT TITLE

**Beef Value Chain Forum (BVCF) Value Chain Beneficiation, including export slaughter capacity, advanced technological processing and export market development**

#### Project summary

The project objective is to attract weaners currently not available for growing slaughter cattle for supply to local export slaughter markets and decrease risk of losing international market share. Beneficiation opportunities focus on raising weaners to slaughter cattle for local slaughtering, processing and exports into untapped high niche markets as an alternative to current marketing arrangements. The initiative provides for training, skills and technology transfer to a 150 staff component.

#### Project location

The project location is in Central Namibia within the cattle production area and en route to ports.

#### Project investment value

Debt: (NAD 270.5 million) USD 17.56 million (over 5 years)  
Share capital: (NAD 221 million) USD 14.35 million

#### Project status

- » The project is approaching the fund-raising phase
- » Feasibility study, business and financial plans done
- » Company registration done
- » Market research in progress
- » Submitted application with regulator. Application with local authority, Environmental Commissioner and Veterinary Authority to follow approval by regulator

#### Existing partners and commitments

- » Producer members are currently approached for taking up shares in the company.

#### Requirements from additional partners

- » Development partners for co-financing
- » Off-take agreements (letter of intent) with customers in identified markets

#### Responsible institution

Beef Value Chain Forum

#### Contact information

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Finance Advisor  
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Email: frederik.voigts@iway.na

Mr. Siegfried Schneider  
Chairperson  
Mobile: +264 811292623  
Email: mecki@iafrica.com.na

Mr. Bernd Rothkegel  
Contact person  
Mobile: +264 811294599  
Email: bernd.rothkegel@gmail.com

## PROJECT 2: AGRI-TECH HORTICULTURE AND AGRI-PROCESSING METHODS

### PROJECT TITLE

#### Initiative – Agri-tech horticulture and agri-processing methods

#### Project summary

The project intends to grow highly sought-after vegetables for Namibian market consumption using high tech agriculture through state-of-the-art hydroponic equipment. In phase 2, a tomato processing plant will be established creating the first Namibian tomato paste and ketchup.

#### Project location

Khomas Region, close to the capital with further countrywide expansion.

#### Project investment value

10 Ha Hydroponic plant + processing plant setup: USD 13 million

Projected yearly revenue: USD 5 million\*

\*Based on 75% production capacity

#### Project status

The project is currently in the development phase.

#### Existing partners and commitments

- » We have secured a letter of interest from a major national distribution center, servicing 66 supermarkets throughout the country.

#### Requirements from additional partners

- » Further off-takers
- » Export agreements
- » Strategic Investment
- » Crop protection

#### Responsible institution

Future Yield

#### Contact information

Mr. Andrei Tirtirau  
Sales & Marketing Director  
Mobile: +264 813963536  
Email: andrei@futureyield.org  
www.futureyield.org



## PROJECT 3: ESTABLISHMENT OF A NATIONAL STORAGE FACILITY FOR FRUITS AND VEGETABLES

### PROJECT TITLE

**Establishment of a National Storage Facility for Fruits and Vegetables with a Semi-processing Plant in Tsumeb, Oshikoto Region**

### Project summary

The project aims to establish the first-ever long-term storage facility for vegetables with a combined total capacity of 3,000 tons, mainly potatoes and onion and a processing unit that will add value to other vegetables through the production of freeze-dried products.

The facility will be able to store various fruit and vegetable crops that are locally produced, with different periods and storage conditions and ensure that constant quantities are released onto the market all year round to curtail imports.

The implementation of this project will not only help Namibia in the reduction of postharvest losses but will also lead to:

- » Establish effective linkages between agriculture producers and commodity markets as well as the commercial value chain
- » Improved domestic production to enhance self-sufficiency, stimulate economic growth and increase rural income
- » Encourage private sector investment in agriculture
- » Satisfying consumer demand for high-quality locally produced vegetable year around

### Project location

Tsumeb, Oshikoto Region

### Project investment value

Construction of Phase 1, (30% operational capacity plus 3 months stock) N\$ 65,747,538.61

### Project status

The project is currently in the development phase.

### Existing partners and commitments

- » Local banks (Development Bank of Namibia & Agricultural Bank of Namibia) are currently reviewing the proposal for funding purposes and the aspiring Private Equity partners (Stimulus Investments Ltd & Inceptus Holding (Pty) Ltd) are being engaged.

### Requirements from additional partners

- » Development partners (Equity investment)
- » Off-take agreements (for both raw material & processed goods)

### Responsible institution

Namibian Freshness Pty Ltd  
PO Box 3808  
Ongwediva

### Contact information

Mobile: +264 814964738  
Email: namibianfreshness@gmail.com





## PROJECT 4: KGD SHAMAMBUNGU ORGANIC FARM

### PROJECT TITLE

**Initiative – KGD SHAMAMBUNGU ORGANIC FARM, trading as KGD SHAMAMBUNGU FARMING CLOSE CORPERATION [CC]**

### Project summary

The objective of the initiative is to develop an eco-friendly high value-addition farming project which is aimed at creating income from crops production, fresh fruits and vegetables production, Sunflower oil production, fodder production, poultry farming and dairy farming. Basically, the main objective is to turn the land into a food basket of Namibia and Africa at large. These activities will create an alarming amount of employment opportunities.

### Project location

The farm is situated in Sachona village in Judea Lyaboloma Constituency, Zambezi region, Namibia. Sachona village is located approximately 108km from Katima Mulilo, which is a 1-hour and 30 minutes drive.

### Project investment value

Capital expenditure/investment for the set up: NAD 20 million  
Local crop and food production: NAD 100 million (over 10 years)

### Project status

The project is currently in the developing phase. We are busy with de-bushing at the moment.

### Existing partners and commitments

Currently we only have local partners that have signed up for our local products. This will include crop production and food processing such as production of spices, oil production, fodders and others. Plans are also underway to approach local markets, street vendors, AMTA and other potential organisations.

### Requirements from additional partners

- » Development partners
- » Off-take agreements
- » Funds/Processing capitals
- » Strategic Investment
- » Technology packages/Global trading Licence agreements

### Responsible institution

Ministry of Lands and Resettlement

### Contact information

Mr. Gabriel Nghinyengwa  
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+264 81 422 2411  
+264 81 2424 775  
Email: kgdshamambungufarmcc@gmail.com

## PROJECT 5: NECKARTAL GREEN SCHEME IRRIGATION FARM

### PROJECT TITLE

Neckartal Green Scheme Irrigation Farm

### Project summary

- » The Neckartal Irrigation Scheme project involves the development of the Neckartal irrigation project and the construction of the Neckartal Farm with a total approximate area of 5,000 hectares that could be used to produce dates and grapes for export. The project is expected to include the setting up of relevant infrastructure for drawing the water from the recently built Neckartal dam, such as pumping stations, irrigation channels, and pipelines, in addition to the allied agriculture infrastructure such as farm equipment, crop processing units, shed, godowns, silos for storage, and fencing.
- » The private developer would have the flexibility to produce any crops, based on the market demand assessment. The private developer would also have the flexibility to sell the crops produced domestically or abroad, based on the market demand assessment.

### Project location

Karas region - Keetmanshoop

### Project investment value

Infrastructure cost: USD 200 million

### Project status

The project is currently in the initial planning phase. Procurement of private developer to commence May 2022.

### Existing partners and commitments

None.

### Requirements from additional partners

- » Developers/Large scale farmers
- » Financing
- » Off-take agreements

### Responsible institution

Namibia Investment Promotion and Development Board

### Contact information

Mr. Johannes Hatutale  
Namibia Investment Promotion and Development Board  
Phone: +264 83 333 8620  
Mobile: +264 81 143 1664  
Email: johannes.hatutale@nipdb.com  
www.nipdb.com



## PROJECT 6: ZONE GREEN SCHEME IRRIGATION FARM

### PROJECT TITLE

#### Zone Green Scheme Irrigation Farm

#### Project summary

- » An opportunity exists for the procurement of a private partner to operate the farm on a PPP arrangement, on a Build, Operate, and Transfer (BOT) basis. The private partner will be responsible for funding the infrastructure development and thereafter operate the project for a specified period as per the PPP agreement.
- » The operator will produce crops based on the market demand assessment. The developer may have the flexibility to sell the crops produced domestically or abroad, based on the market demand assessment. The size of the area available for development is 1,800 hectares. A large part of the available land is planned for commercial farming and a smaller portion may be utilised for medium scale farming activities.

#### Project location

Kavango West region

#### Project investment value

Infrastructure cost: USD 24 million

#### Project status

The project is currently in the initial planning phase. Procurement of private developer to commence May 2022.

#### Existing partners and commitments

None.

#### Requirements from additional partners

- » Developers/Large scale farmers    Financing
- » Off-take agreements

#### Responsible institution

Namibia Investment Promotion and Development Board

#### Contact information

Mr. Johannes Hatutale  
Namibia Investment Promotion and Development Board  
Phone: +264 83 333 8620  
Mobile: +264 81 143 1664  
Email: johannes.hatutale@nipdb.com  
www.nipdb.com





## PROJECT 7: TANDJIESKOPPE GREEN SCHEME IRRIGATION FARM

### PROJECT TITLE

**Tandjieskoppe Green Scheme Irrigation Farm**

### Project summary

- » The Government of Namibia intends to attract private investment and irrigation expertise to help achieve its objectives of increasing food production and skills transfer to emerging irrigation farmers. The project will develop plots that will be allocated to medium-scale commercial farmers and small-scale farmers.
- » It is expected for small scale farmers to learn by monitoring the commercial farmers thereby building local capacity in terms of production and marketing management. The project is expected to result in wide economic benefits to the region. Revenue earned by the small-scale farmers is expected to increase their ability to purchase food that they do not produce and provide basic needs such as clothes, housing, education, and medical needs for their families.

### Project location

Karas region

### Project investment value

Infrastructure cost: USD 55 million

### Project status

The project is currently in the initial planning phase. Procurement of private developer to commence May 2022.

### Existing partners and commitments

None

### Requirements from additional partners

- » Developers/Large scale farmers Financing
- » Off-take agreements

### Responsible institution

Namibia Investment Promotion and Development Board

### Contact information

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## E: INVESTMENT OPPORTUNITIES IN SOUTH AFRICA



### PROJECT 1: MALUTI-A-PHOFUNG ECONOMIC ZONE

#### PROJECT TITLE

**Maluti-A-Phofung Economic Zone**

#### Project summary

This zone in Harrismith is at the mid-point of the crucial Durban-Johannesburg route, offering access to the port of Durban as well as logistics for the transfer of freight between road and rail. There are various projects in the agricultural sector and at various stages of development ready to be presented to investors.

#### Project location

Harrismith, Free State Province, South Africa

#### Project investment value

–

#### Project status

Conceptual	Pre-Feasibility	Feasibility	Underway	Implemented	
Various Projects	Various Projects	Various Projects			

#### Sector/Value-Chain Coverage

Fruits and Vegetables	Meat and Meat products	Leather and Leather products	Textiles and Clothing	Cosmetics and Essentials Oils; or Pharmaceuticals	Other: please specify
X	X				





## Location and Scope for Regional Collaboration

The Free State agricultural sector, just like the national agricultural sector, comprises of crop production, animal production, horticulture, dairy farming, game farming, aquaculture, fruit production and agro-processing. Approximately 14.5% of South Africa's commercial farming takes place in the province. This sector is critical to the well-being of the province, both as the provider of food and a major employer. Major crops are maize, soybeans, wheat, sorghum, sunflowers, potatoes, groundnuts and wool. The province also accounts for 90% of cherry production in South Africa.

About 40% of the country's potato yield comes from the high-lying areas of the Free State. The province produces about 100,000 tons of vegetables and 40,000 tons of fruit each year. The main vegetable is asparagus, both of the green and white varieties. Counter seasonality to Europe, the primary SA export market for horticultural and floricultural products, is in itself a competitive advantage. The temperate climate in the Eastern Free State lends itself to production of deciduous fruits such as apples, berries, cherries, peaches, plums and apricots.

## Facts and figures

- » The Free State Agricultural Union (VS Landbou) reports that the province has 7,515 farming units, the highest in the country
- » It accounts for 26.4% of South Africa's field crops and 15.9% of all its animals
- » The Free State is responsible for 15% of South Africa's gross agricultural income
- » The sector contributes approximately 7% to the provincial gross domestic product
- » Just over 90% of the province is agricultural land, with 32% of 11.6-million hectares classified as arable and 60% suitable for pasture
- » The province supplies significant proportions of the nation's sorghum (53%), sunflowers (45%), potatoes (33%), groundnuts (32%), dry beans (26%), wool (24%) and almost all of its cherries (90%)
- » Red meat and dairy are other important products and game hunting is a fast-growing industry
- » The agriculture sector holds the potential to help the Free State to expand its manufacturing sector through various initiatives that are in the pipeline such as the planned food processing park in Harrismith in the eastern Free

## Existing partners and commitments

–

## Requirements from additional partners

–

## Responsible institution

Free State Development Corporation (FDC)

## Contact information

Email: [wecare@fdc.co.za](mailto:wecare@fdc.co.za)  
[info@fdc.co.za](mailto:info@fdc.co.za)



### Additional supporting information

A number of incentives will be available to ensure SEZs growth, revenue generation, creation of jobs, attraction of Foreign Direct Investment (FDI) and international competitiveness.

These SEZ incentives include:

**1. Preferential 15% Corporate Tax**

Businesses (prescribed in section 24(4) of the SEZ Act) that are located in a Special Economic Zone may be eligible for tax relief, including the reduced rate of corporate income taxation. In addition to satisfying the requirements of the SEZ Act, further criteria for some of the available tax incentives are stipulated in the Income Tax Act, 1962 (Act No. 58 of 1962.).

**2. Building Allowance**

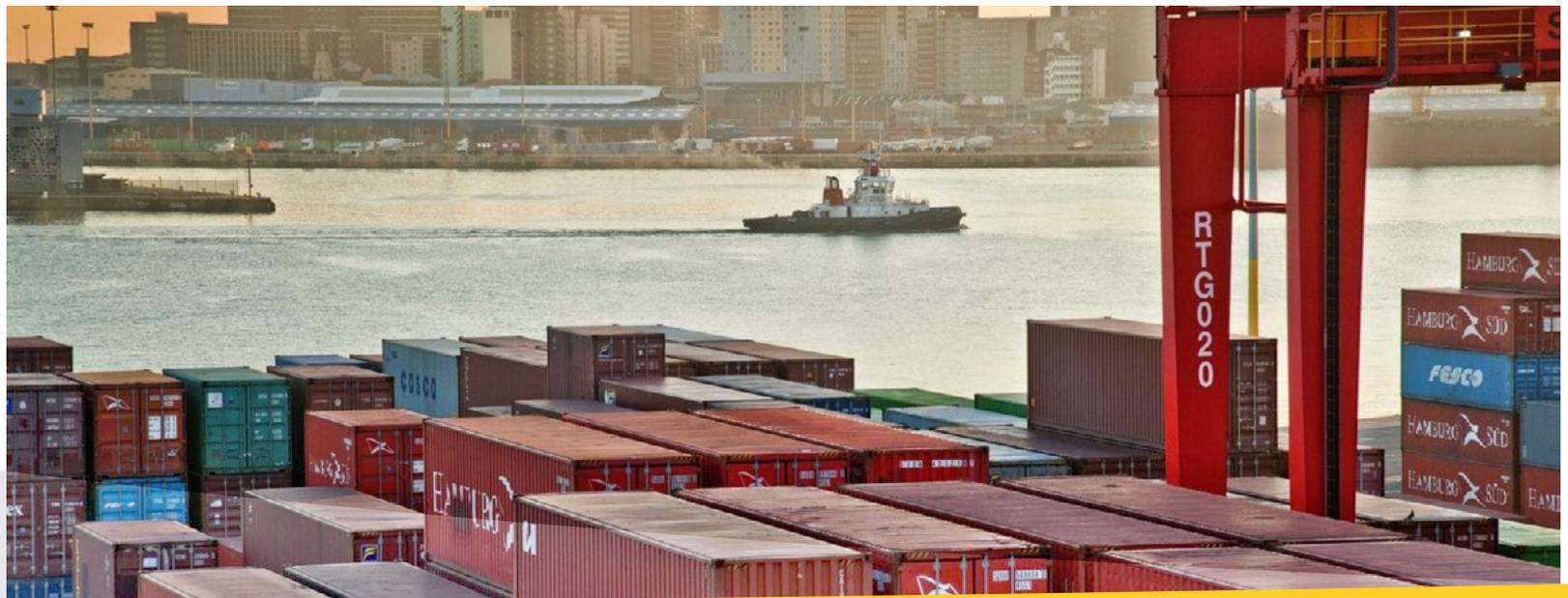
Businesses and Operators (prescribed in section 1 of the SEZ Act) operating within a Special Economic Zone may be eligible for tax relief, including the building allowance, subject to requirements contained in the Income Tax Act.

**3. Employment Incentive**

Businesses and Operators operating within a Special Economic Zone may be eligible for tax relief, including the employment tax incentive subject to requirements contained in the Employment Tax Incentive Act, 2013 (Act No. 26 of 2013).

**4. Customs Controlled Area**

Businesses and Operators located within a customs-controlled area of a Special Economic Zone will be eligible for tax relief as per the Value-Added Tax Act, 1991 (Act No. 89 of 1991), the Customs and Excise Act, 1964 (Act No. 91 of 1964), the Customs Duty Act 2014 (Act No. 30 of 2014) and the Customs Control Act, 2014 (Act No.31 of 2014).





## PROJECT 2: MUSINA-MAKHADO ECONOMIC ZONE

### PROJECT TITLE

**Musina-Makhado Economic Zone**

### Project summary

- » This special economic zone is strategically located along the N1 North-South route into the Southern African Development Community (SADC), close to the border between South Africa and Zimbabwe.
- » There are various projects in the agricultural sector and at various stages of development ready to be presented to investors.

### Project location

Vhembe District Municipality, Limpopo Province, South Africa

### Project investment value

-

### Project status

Conceptual	Pre-Feasibility	Feasibility	Underway	Implemented	
Various Projects	Various Projects	Various Projects			

### Sector/Value-Chain Coverage

Fruits and Vegetables	Meat and Meat products	Leather and Leather products	Textiles and Clothing	Cosmetics and Essentials Oils; or Pharmaceuticals	Other: please specify
X	X				

### Location and Scope for Regional Collaboration

The Limpopo Province is endowed with subtropical fruits and as yet untapped land for primary agriculture production. Limpopo Province has economically competitive sectors in all five (5) districts. Mopani and Vhembe are notably competitive in the primary production of subtropical fruits such as avocados, macadamia nuts, mango, lichi, guava and banana. The districts of Sekhukhune, Waterburg and Capricorn are richly endowed with grain, meat and potatoes production respectively.

The AGRI-Business Division facilitates agro-processing business establishments, ventures and enterprises to increase the beneficiation of the abundant agricultural industrial base. This objective is encapsulated in the National Development Plan, the Limpopo Development Plan, and other plans that endeavour to localise production, processing, packaging and distribution of end products derived from the agricultural output produced in the province.

The success of agro-processing strategy for the province hinges on LEDA's critical role of mobilising enterprises and aspirant entrepreneurs, information dissemination on various media platforms, feasibility studies and mobilisation of funding through internal and external sources for joint ventures. Also crucial is that there is effective collaboration between LEDA and Limpopo Department of Agriculture and Rural development (LDARD). LEDA and Limpopo Department of Agriculture and Rural Development signed project specific agreement to commission a study on situational analysis and the development of bankable business plan on land reform projects which were given to communities.



### Existing partners and commitments

#### LEBOWAKGOMO ABATTOIR

LEDA has facilitated a partnership with Country Birds Holdings (CBH) to operate the Abattoir. Situated in Lebowakgomo Industrial Park, at full capacity the facility will process and package 20,000 chickens per 8hour shift. It is estimated that at the commencement of the operation, the production will only run one shift with options to add additional shifts over time. The white meat is fast becoming a preference for consumers world-wide. It is envisaged that the Abattoir will become an industry player in the market that is characterised by fast moving consumer products and services.

#### MIDI TEA

Stiff competition in the fast-moving consumer goods continues to determine the fate of emerging enterprises regardless of their location because success in the market is dependent on efficiency and ability to exceed customer expectations. The Tea Estate of Ventico, continues to produce good quality tea for self-packaging and also for bulk sales to other clients for resale downstream. During the year under review, LEDA intensified its sales and Marketing strategy to push more and more volumes of midi tea through retail stores in the province, to date the tea is sold in different packages in leading retail stores of Spar in both Limpopo and Mpumalanga. With 260 direct jobs at Ventico Tea Estate, the plans are afoot to further push the tea to many other retail stores to ensure that new jobs are created, and current jobs are sustained.

#### MASHASHANE HATCHERY

Mashashane Hatchery whose facility produces day-old chicks for broiler farmers will resume its operations having undergone refurbishment during the year under review. Overall, the facility provides opportunities for emerging aspirant entrepreneurs in the surrounding villages of Ga-Mashashane and Ga-Matlala villages. The revamp of the facility was to enhance the structure with the view to decreasing rate of mortality for the chicks.

### Requirements from additional partners

–

### Responsible institution

Limpopo Economic Development Agency

### Contact information

Tel: +27 15 633 4700

Email: [info@leida.co.za](mailto:info@leida.co.za)

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### Additional supporting information

Musina Makhado Special Economic Zone (MMSEZ) is a flagship programme of the Limpopo Provincial Government (RSA) implemented through a newly established entity, Musina Makhado Special Economic Zone State Owned Company (SOC).

The SOC is registered in terms of Schedule 3(d) of the Public Management Finance Act (PFMA), Companies Act and Special Economic Zones Act. It is currently wholly owned by the Limpopo Enterprise Development Agency (LEDA), and it has its own board of directors, which is representative of various stakeholders including the Department of Trade Industry and Competition.

Its administration team is led by a Chief Executive Officer and a pool of competent executives with extensive skills and knowledge of the SEZ development space. Limpopo enjoys an important advantage as a destination for inward FDI: it is part of South Africa, the most advanced economy in Sub Saharan Africa with the largest stock of inward FDI of any African country. Its economy is like that of a developed country in the sense that it has a large services sector and does not depend purely on the export of commodities. It also has an automotive manufacturing sector, which largely exports vehicles to developed economies.

South Africa has a network of trade agreements (including through its membership of SACU and SADC, the EU SADC EPA and the US AGOA) open the way for exports to key markets such as SADC (market of 356 million people), the EU and EEA (350m+), the UK (65+ m people), US (330m consumers), China (1.4bn), The African Continental Free Trade Area (AfCFTA) (1.7bn) and Bilateral Investment Treaties (BITs) in force with (e.g.) Nigeria, Russian Federation. South Africa also operates double tax treaties (DTTs) with over 130 countries. This provides significant market opportunities for companies seeking to locate their operations in the SEZ.



## PROJECT 3: DUBE TRADE PORT – AGRIZONE

### PROJECT TITLE

#### Dube Trade Port Agrizone

#### Project summary

Designed in terms of the Special Economic Zone Act, 16 of 2014, to enhance the country's manufacturing and export capabilities and attract Foreign Direct Investment, Dube TradePort Special Economic Zone has grown to become one of the top ten (10) investment opportunities in South Africa.

#### Targeted Priority Sectors

- » Aerospace and aviation-linked manufacturing and related services
- » Agriculture and agro-processing, including horticulture, aquaculture and floriculture
- » Electronics manufacturing and assembly
- » Medical and pharmaceutical production and distribution
- » Clothing and textiles
- » Automotive component manufacturing

#### Project location

Dube City, La Mercy, Kwazulu Natal

#### Project investment value

-

#### Project status

Conceptual	Pre-Feasibility	Feasibility	Underway	Implemented	
Various Projects	Various Projects	Various Projects			

#### Sector/Value-Chain Coverage

Fruits and Vegetables	Meat and Meat products	Leather and Leather products	Textiles and Clothing;	Cosmetics and Essentials Oils; or Pharmaceuticals	Other: please specify
X	X		X		



### Location and Scope for Regional Collaboration

Dube AgriZone is Africa's first integrated perishables supply chain and the most technologically advanced future farming platform on the continent.

This high-tech agricultural development, which forms part of the Dube TradePort Special Economic Zone (SEZ), is host to the largest climate-controlled glass-covered growing area in Africa. It aims to stimulate the growth of KwaZulu-Natal's perishables sector and affords the opportunity to achieve improved agricultural yields, consistent quality, year-round production and the superior management of disease and pests.

The facility's primary focus is on the production of short shelf-life vegetables and other horticultural products which require immediate post-harvest airlifting and supply to both domestic and export markets.

The present phase one development comprises an extensive 16 hectares of greenhouses, dedicated post-harvest packhouses, a central packing and distribution centre, a nursery and a sophisticated plant tissue culture laboratory, Dube AgriLab.

### Existing partners and commitments

–

### Requirements from additional partners

–

### Responsible institution

Dube Trade Port and Dube AgriZone

### Contact information

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Email: [info@dubetradeport.co.za](mailto:info@dubetradeport.co.za)  
[www.dubetradeport.co.za/](http://www.dubetradeport.co.za/)  
[www.agrizone.dubetradeport.co.za](http://www.agrizone.dubetradeport.co.za)

### Additional supporting information

#### Dube TradePort Special Economic Zone benefits include:

- » Preferential 15% Corporate Tax for qualifying entities
- » Building Allowance: 10% per annum for qualifying buildings and fixed structures;
- » Employment Incentives for low salary workers
- » Customs Controlled Area: Import duty rebates for production-related and exported products, and VAT exemptions under specific conditions for supplies procured in South Africa
- » Enhanced 12i Tax Incentive: designed to support greenfield investments, as well as brownfield investments
- » High End Infrastructure: funded through the provincial government and SEZ Fund
- » The Black Industrialist Programme: offered by the KwaZulu-Natal Department of Economic Development, Tourism and Environmental Affairs (EDTEA) and the Department of Trade and Industry (dti)

## PROJECT 4: NKOMAZI SPECIAL ECONOMIC ZONE

### PROJECT TITLE

**Nkomazi Special Economic Zone**

### Project summary

Nkomazi Special Economic Zone (SEZ) has been formalised to provide a competitive and highly efficient industrial Cluster that position itself as the leading location for Agro-processing, and Logistics services activities within South Africa, in response to investor demand.

### Project location

Ehlanzeni District Municipality - Mpumalanga Province, South Africa

### Project investment value

–

### Project status

Conceptual	Pre-Feasibility	Feasibility	Underway	Implemented	
Various Projects	Various Projects	Various Projects			

### Sector/Value-Chain Coverage

Fruits and Vegetables	Meat and Meat products	Leather and Leather products	Textiles and Clothing;	Cosmetics and Essentials Oils; or Pharmaceuticals	Other: please specify
X	X				

### Location and Scope for Regional Collaboration

Nkomazi Special Economic Zone (SEZ) has been formalised to provide a competitive and highly efficient industrial Cluster that position itself as the leading location for Agro-processing, and Logistics services activities within South Africa, in response to investor demand.

The geographical location of the Nkomazi SEZ is its greatest competitive advantage. The Maputo Corridor is bound to develop as the Maputo harbour improves its handling and scheduling capacity. In the event that a second rail line to Maputo, to complement the current rail link, is developed, the shipment of mining products and agricultural produce to and from the Limpopo and Mpumalanga provinces will increase.

### Existing partners and commitments

–

### Requirements from additional partners

–



### Responsible institution

Mpumalanga Economic Growth Agency (MEGA)

### Contact information

Tel: +27 13 755 6328

Email: [info@mega.gov.za](mailto:info@mega.gov.za)

<https://nkomazisez.co.za/>

<http://www.mega.gov.za/>

### Additional supporting information

The Nkomazi SEZ is located in the Nkomazi Local Municipality in the eastern part of Ehlanzeni District Municipality of the Mpumalanga Province. Unemployment is a problem in Mpumalanga with the national figures reported at 27.1% in 2013. The Ehlanzeni District has an unemployment rate of 31.6%. The geographic location of the Nkomazi area is its main competitive advantage and one the Mpumalanga Province needs to leverage, in order to ensure economic and social upliftment for the people of Mpumalanga.

The province is strategically placed between northern Eswatini and the southwest of Mozambique. It is linked to Eswatini by two national roads, the R570 and R571 and with Mozambique by a railway line and the national road the N4 which together form the Maputo Corridor.

The Sector that the Nkomazi SEZ will focus on is agro-processing and logistics, with the objective to provide support for the establishment of a range of logistic support infrastructure that aims to provide transport, warehousing facilities, agro-processing and logistics facilities, automotive support platforms and support platforms for the mining and mineral industries of South Africa.

The Nkomazi SEZ will promote integration within local industry and increase value added production with agro-processing for the region. This will create decent work for the people of the region and other socio-economic benefits, while developing the required supporting infrastructure to target industrial activities. The designation of SEZ status for the Nkomazi Area will transform what has been historically a rural corridor into an economic hub by providing work opportunities for the majority of the community who do not have tertiary qualifications.



## PROJECT 5: SARAH & IVAN FARMING ENTERPRISE

### PROJECT TITLE

#### Sarah & Ivan Farming Enterprise

#### Project summary

- » The main aim of the project is to invest in quality essential oils production, processing and value addition of the 20% of the oil produced
- » 60% will be sold via Saepoa to global markets, until we are export ready
- » 20% will be value added upon and sold locally and internationally
- » We intend to sell our produce with the intention of improving, social and economic development with the focus on improving the livelihoods of surrounding communities in Ward 105, the poorest of the poorest Ward in Gauteng as declared during the 2010 Soccer World Cup

#### Project location

Kungwini Local Municipality, Tshwane, Gauteng

#### Project investment value

–

#### Project status

Conceptual	Pre-Feasibility	Feasibility	Underway	Implemented	
Various Projects	Various Projects	Various Projects			

#### Sector/Value-Chain Coverage

Fruits and Vegetables	Meat and Meat products	Leather and Leather products	Textiles and Clothing;	Cosmetics and Essentials Oils; or Pharmaceuticals	Other: please specify
X	X			X	

#### Location and Scope for Regional Collaboration

- » Income generation for sustainability of the farm and provision of a decent living for the business owners and communities in Ward 105
- » To make an effective contribution towards improving Agriculture in the country
- » To work towards the creation of sustainable jobs after realising that agriculture is responsible for a significant job creation in the country
- » We needed to accelerate development around the Agricultural sector and in Essential oils, we can make an impeccable difference with this above-mentioned initiative if funded



### Existing partners and commitments

- » The farm was bought through Land Bank in 2000 and assisted by the Department of Agriculture and Rural Development under their programme called LRAAD

### Requirements from additional partners

–

### Responsible institution

Sarah & Ivan Farming Enterprise

### Contact information

Ivan Shabangu  
Mobile: +27 79 1904 520  
Sarah Shabangu  
Mobile: +27 60 4000 248



## PROJECT 6: PRIME PRODUCT MANUFACTURING

### PROJECT TITLE

#### Prime Product Manufacturing

#### Project summary

- » Prime Product Manufacturing is an independent, medium sized, highly innovative, primarily cosmetic industry outsourcing facility
- » Established in 1993 by a small team of energetic and highly motivated professionals who wanted to prove that they could provide a service to the cosmetic industry at the highest levels of quality and integrity that could be experienced in outsourcing

#### Project location

NECSA Eco-Industrial facility, Pelindaba, Gauteng

#### Project investment value

–

#### Project status

Conceptual	Pre-Feasibility	Feasibility	Underway	Implemented	
			X		

#### Sector/Value-Chain Coverage

Fruits and Vegetables	Meat and Meat products	Leather and Leather products	Textiles and Clothing;	Cosmetics and Essentials Oils; or Pharmaceuticals	Other: please specify
				X	

#### Location and Scope for Regional Collaboration

- » Income generation for sustainability of the farm and provision of a decent living for the business owners and communities in Ward 105
- » To make an effective contribution towards improving Agriculture in the country
- » To work towards the creation of sustainable jobs after realising that Agriculture is responsible for a significant job creation in the country
- » We needed to accelerate development around the Agricultural sector and in Essential oils, we can make an impeccable difference with this abovementioned initiative if funded

#### Existing partners and commitments

Prime Personal Care based in a 13 000m<sup>2</sup> factory on the NECSA Eco-Industrial facility



### Requirements from additional partners

–

### Responsible institution

See Below

### Contact information

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Local Fax: +27 12 305 6591  
Email: info@primeproduct.co.za

Sonja Steyn: +27 82 901 7494  
Mike Rigby: +27 82 901 7492  
Koos Basson: +27 82 901 7493

### Additional supporting information

- » We are destined to design and build a great company that will continue to be significant and prosper beyond the presence of any leader, shareholders, workforce, multiple product life cycles, economic up & downturns and ideas
- » We do our utmost to add real value being a Service Centre of Excellence to: Our Customers & Employees Our Environment Our Communities
- » We are not driven by profit maximisation but strive to pursue our more meaningful core values and core purpose profitably
- » We conduct all our business within a Principle-Centred and Ethical Culture, embedded in a well-established Code of Conduct



## PROJECT 7: SDK COSMETICS

### PROJECT TITLE

#### SDK COSMETICS

#### Project summary

- » South Africa's leading cosmetic contract manufacturing company, specialising in the development of bespoke formulations for the Skin Care, Colour, Personal Care/Toiletries, Hair Care and Fragrance segments of the cosmetic industry. Founded in 1988, and based in Midrand, Johannesburg, South Africa, SDK Agencies is committed to delivering the highest standards of customer service and timeous deliveries from its 30,000 square foot manufacturing facility.
- » SDK Agencies is owned by Triton Pharmacare and a minority black female shareholder. Triton Pharmacare is a Level 2 BEE contributor and, together with our minority black female shareholder, SDK Agencies is perfectly positioned as the ideal preferential procurement partner for your business.

#### Project location

Unit G Alphen West, 338 George Street, Randjespark, Gauteng, South Africa

#### Project investment value

–

#### Project status

Conceptual	Pre-Feasibility	Feasibility	Underway	Implemented	
			X		

#### Sector/Value-Chain Coverage

Fruits and Vegetables	Meat and Meat products	Leather and Leather products	Textiles and Clothing;	Cosmetics and Essentials Oils; or Pharmaceuticals	Other: please specify
				X	

#### Location and Scope for Regional Collaboration

–

#### Existing partners and commitments

–



### Requirements from additional partners

–

### Responsible institution

See Below

### Contact information

Tel: +27 11 314 0020

Email: [info@sdkagencies.com](mailto:info@sdkagencies.com)

[www.sdkagencies.com](http://www.sdkagencies.com)

### Additional supporting information

- » Highly experienced in Colour and Skin Care sectors
- » No difference in machinery and developmental capabilities to Asian and European manufacturers
- » Local Knowledge
- » Shorter lead times
- » Smaller production runs
- » Flexibility
- » Less susceptibility to foreign currencies / depreciation in the Rand
- » No language issues (communication)
- » SDK Agencies staff is able to converse in Chinese, Mandarin, Cantonese
- » Long standing agent of a plethora of European and Asian empty and filled packaging
- » Ability to rectify issues should they arise
- » No issues with shipping lines not wanting to handle/carry items which are considered flammable or dangerous such as nail enamels
- » Ability to store packaging in facility & able to fill when necessary
- » Innovation



## PROJECT 8: AMKA PRODUCTS

### PROJECT TITLE

#### AMKA PRODUCTS

#### Project summary

- » Amka Products (Pty) Ltd is an FMCG business founded in Pretoria in the 1950's. From the outset Amka has focused on the unique needs and opportunities inherent in Africa's emerging markets. The company specialises in the research, development, manufacture and marketing of products that meet consumer needs in Hair Care, Skin Care, Fragrance and Homecare and Specialised markets. Over 1000 products, represented within 20 leading brands are sold in 64 countries around the world. Distribution is achieved through chain stores, independent retailers, pharmacies, salons, wholesalers and buying groups.

#### Project location

Centurion, Tshwane – Gauteng Province, South Africa

#### Project investment value

–

#### Project status

Conceptual	Pre-Feasibility	Feasibility	Underway	Implemented	
			X		

#### Sector/Value-Chain Coverage

Fruits and Vegetables	Meat and Meat products	Leather and Leather products	Textiles and Clothing;	Cosmetics and Essentials Oils; or Pharmaceuticals	Other: please specify
				X	

#### Location and Scope for Regional Collaboration

- » Amka has the capacity to bring its extensive stable of products to haircare, skincare, fragrance, homecare and specialised personal care markets. Within this stable of products are twenty leading brands that are sought after in chain stores, independent retailers, pharmacies, salons, wholesale operations and the independent trade.
- » Amka has a number of Strategic Alliances, each of which is customised to leverage the strengths of the partnerships.
- » Amka's primary focus is on being number one in Africa. Beginning with its first exports in 1974, the Company's experience and agility in adapting strategies for diverse African markets have enabled it to establish an extensive footprint on the continent. Currently, the Company distributes to 42 African countries and to a further 22 countries around the world.



### Existing partners and commitments

–

### Requirements from additional partners

–

### Responsible institution

See Below

### Contact information

Tel: +27 12 674 0400

Email: [info@amka.co.za](mailto:info@amka.co.za)

[www.amka.co.za/contact-us/](http://www.amka.co.za/contact-us/)

### Additional supporting information

Amka is recognised as a leading Black empowerment organisation in Africa and carries its entrepreneurial spirit into Corporate Social initiatives that uplift communities through skills development. An example is its Hair Academy that has empowered over 7,500 graduates, many of whom now own and run their own salons.



# INVESTMENT PROMOTION AGENCIES IN THE SACU COUNTRIES



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## **LESOTHO NATIONAL DEVELOPMENT CORPORATION**

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- investing in eswatini



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