



Message from British Chamber CEO, David Dawson

The first quarter of 2018 has seen important changes on the political front in South Africa and these have been welcomed by the business community. Although there is cause for optimism there is still much work to be done and the negative inheritance of recent years will not be undone overnight.

Thanks to all of you who took part in the annual survey, the results of which were very encouraging. We have noted all the specific comments and will endeavour to take these on board. A few highlights; 1) in all the qualitative questions the average approval rating was 90% with no negative ratings at all 2) More than 70% of respondents cited the Chamber events as expanding their business network and uncovering business opportunities 3) 100% of respondents said they would recommend the Chamber to their business contacts.

Given the above, can we encourage you all to please recommend the Chamber to your contacts? We have ambitious growth plans this year and beyond. This is not growth for growth's sake. It will build on our strengths and position the Chamber as a robust, representative, relevant and sustainable business organisation. We can be and some would say, ought to be, the leader of our kind, in South Africa.

In this edition please see info on new 'members only' reports available - on Security SSA, Healthcare (a PPP case study) and (shortly) a Political, Regulatory & Economic update. Finally, as some members are preparing to attend the Commonwealth Business Forum in London in April as South Africa delegates, we look forward to an informative and valuable conference.

Best wishes

Chamber Events Round-up: Quarter One 2018

We hope you've managed to attend at least one of our events so far this year. Here's what we've been up to:

- Johannesburg Briefing: [Does the SA Mining Industry have a future? \(Peter Leon\)](#)
- Cape Town Breakfast: [SONA/Budget Analysis](#)
- Johannesburg Breakfast: [Cryptocurrencies](#)
- Cape Town Reception: [Eve of Opening of Parliament](#)
- Johannesburg Briefing: [Wayne Duvenage of OUTA](#)
- Johannesburg Breakfast: [Networking with the German Chamber](#)



Trade Envoy visit

In February the Prime Minister's Trade Envoy to South Africa visited Cape Town and Durban. Andrew Selous' itinerary included a meeting with Minister Rob Davies, a visit to the Mining Indaba, and attendance at the first meeting of the Western Cape Consultative Forum, of which the Chamber, Wesgro, DIT and WC Provincial Govt are members. His Durban trip included a visit to Chamber member Illovo Sugar. Read his Business Day article [here](#).

Andrew Selous pictured with Claire Casey, Eve of Opening of Parliament event

Chamber Women in Business Initiative

Kick-off meetings took place last month in Johannesburg and in Cape Town for the new Women in Business Initiative within the Chamber. Many thanks to those who contributed. Expect to hear more about our objectives and activities as we bed these down in the coming weeks. If you'd like to be involved - men and women are welcome! - please contact us. Johannesburg members can contact Cecilia on cecilia.albertyn@britcham.co.za. Cape Town members please contact Eimear on eimear.costigan@britcham.co.za

NEW MEMBERS:

A warm welcome to the following new members:

- [DIT](#), the UK's Department for International Trade
- [Edinburgh Business School SA](#)
- [LEX Africa](#), an alliance of leading law firms across the continent
- [ModernCentric](#), Executive Search and Disability Recruitment
- [TMF Group](#) high-value business services provider
- [Tulsawiz Logistics](#), investment, service, transport and logistics company
- [Twiga](#), turn-key projects for military, security, humanitarian aid and private sector clients
- **Nicola Kelly** (individual member)

MANY THANKS TO:

- **Henley** and **HSBC** for sponsoring recent Chamber events in Johannesburg
- The **German Chamber of Commerce** and **ABSA** for hosting Members' breakfasts in Johannesburg
- **High Commissioner Nigel Casey CMG MVO** for hosting a Cape Town members' breakfast
- Member and strategic Chamber partner, **Department for International Trade**, for inviting Chamber members to The **Streets of London** event in Johannesburg.

MEMBER NEWS

- Burson-Marsteller has merged with Cohn & Wolfe to create **Burson Cohn & Wolfe** (BCW), one of the world's largest, full-service, global communications agencies.
- **AdDynamo**, already sales partner to Twitter in Africa, has recently announced that they will now represent the following additional platforms as their sales representatives: Spotify, Snapchat and Oath.

Members are spreading the word!

To make it easy for you to share news of the Chamber with your network, we offered you Membership brochures and a branded brochure holder to place in your reception area.

Kudos to the following organisations whose efforts we highlighted on Twitter...Clockwise from top left:

- **BT**
- **Burson Cohn & Wolfe**
- **British Council**
- **KPMG**

Join the effort and tweet / email us your pics!



LEWIS PUGH

Wednesday 25 April

BRITISH CHAMBER
OF BUSINESS IN SOUTHERN AFRICA

SAVE THE DATE: CAPE TOWN

We're honoured to have as our next guest speaker, British endurance swimmer and UN Patron of the Oceans, Lewis Pugh.

BONANG MOHALE

BLSA

Wednesday 16 May

BRITISH CHAMBER
OF BUSINESS IN SOUTHERN AFRICA

SAVE THE DATE: JOHANNESBURG

We look forward to hearing from guest speaker Bonang Mohale, CEO of Business Leadership South Africa and former Chairman of Shell Downstream.



VIRGIN ADDS JNB-LHR FLIGHT

From October, Virgin Atlantic will add a second daily flight to their Jo'burg-London route. Tickets are already on sale. The route will be operated by the Boeing 787-9 Dreamliner aircraft.



COMMONWEALTH BUSINESS FORUM

Taking place in London in mid-April, this event runs parallel to the Commonwealth Heads of Government meeting. The Chamber is leading a delegation of 15 members to attend.



ARE YOU USING OUR 'MEMBER OF...' LOGO?

If so please check that your version has our new name - **South** Africa not Southern. If you're not using it - maybe you should be? All enquiries re usage and versions to Cecilia on info@britcham.co.za



MEMBERS ONLY AREA LAUNCHED

We promised it in the new membership package. Exclusive, members only content. Now it's online and available via our website's Members Only area. For starters: a regional Security Report, a Political, Regulatory & Economic update, and a healthcare PPP case study. Login details will be in your inbox shortly!



HONORARY CONSUL VACANCY: Port Elizabeth Region

Honorary Consuls are volunteers who provide a valuable service offering emergency Consular assistance to people who find themselves in difficulty overseas.

Read [this description](#) for more info and please share with relevant contacts in your network!

MEMBER-TO-MEMBER OFFERS



EXCLUSIVE OFFERS & EVENTS

You will now find members only offers, as well as events run by member companies on our website - initially in the new Members Only area, and later on a public page. Contact [Eimear Costigan](#) with offers (discounted rates, special packages) and events you'd like to share with your fellow members.



Pictured: Yaw Peprah (Wesgro), Elena Williams (DIT), Andrew Selous (Prime Minister's Trade Envoy to South Africa) at the Wesgro MOU signing, 8 February 2018

DIT Outward Direct Investment Pilot 2017/2018

The UK is a global champion of free trade and the flow of investment, ideas and innovation. Since 2017 the Department for International Trade has tested new ways to support UK firms to invest and grow in South Africa, Ethiopia, Turkey, New York, Brazil and China. Outward Direct Investment has a positive impact on jobs and productivity in the UK and helps catalyse investment and development abroad.

Africa provides a unique, unpredictable, yet rewarding investment climate in which to design and test government solutions promoting growth, security and inclusive development. The pilot concludes in April 2018 and a dedicated team are developing strategies to help UK firms protect investments, win work and take a long-term view to improve UK Government's support framework for investors. DIT's relationship with TIKZN, GGDA and the recent Wesgro/DIT MOU are examples of the DIT's commitment to developing strategic partnerships to increase and protect UK investments in South Africa. Contact DITAfricaTrade@mobile.trade.gov.uk with any queries.



DIT expands their Inward Investment Team

DIT has established a new trade and investment team dedicated to Foreign Direct Investment (FDI) into the UK. Led by Owen O'Connor, the team now includes **Jane Choi**, based in Cape Town and **Phumla Mntambo** in Johannesburg, and will cover the following sectors: Retail, Creative Economy, Food & Drink, Financial and Professional Services, ICT, as well as Entrepreneurial Engagement.

As the Number 1 destination for inward investment in Europe, the UK is the best place to help international companies access new markets across Europe. The DIT can assist South African companies looking to locate or invest in the UK by offering several free services, including: support with business registration, banking and tax advice, identifying market opportunities in the UK and Europe, market research, recruitment, location selection, and support for entrepreneurs. Contact Owen at owen.oconnor@fco.gov.uk with any queries.



Solving Africa's big city problems
pwc.co.za/cities



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