



# COEGA DEVELOPMENT CORPORATION

Generic Stakeholder Presentation

January to March 2020

*Version*



• right PLACE • right TIME • right CHOICE

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# Index

- 1 Coega Overview
- 2 SEZ Services - Investment Levels & Impact
- 3 Coega SEZ Value Proposition
- 4 CDC Transformational Future Projects
- 5 Non-SEZ Services
- 6 Socio-Economic Development Programmes
- 7 SMME Achievements
- 8 Stakeholders' Validations



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- 1 Coega Overview
- 2 SEZ Services - Investment Levels & Impact
- 3 Coega SEZ Value Proposition
- 4 CDC Transformational Future Projects
- 5 Non-SEZ Services
- 6 Socio-Economic Development Programmes
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# Visual Tour of the Coega SEZ



<http://coega.co.za/map/>



<https://www.youtube.com/watch?v=Cd0PXepnG-c>

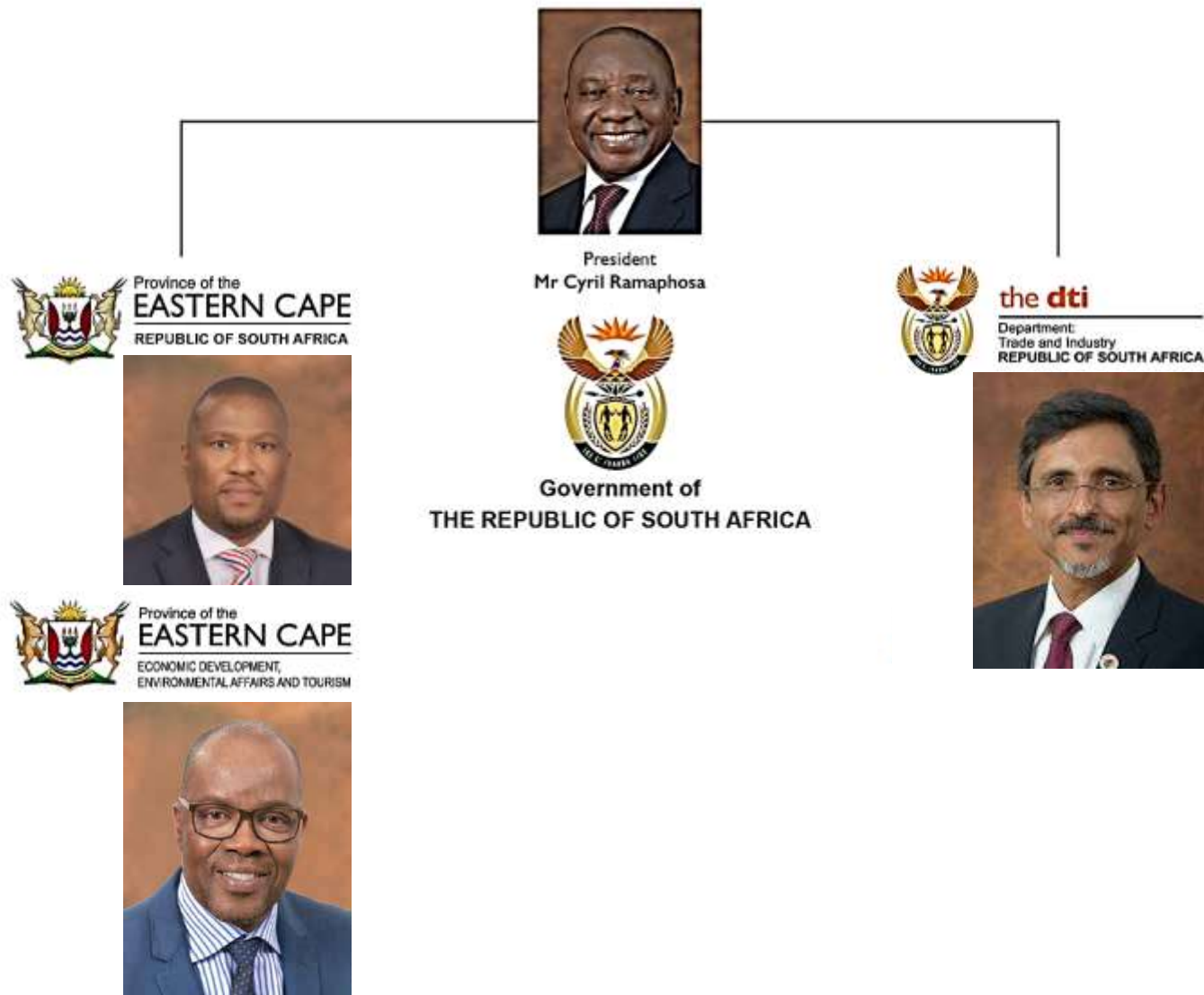
# 20 Years of Excellence




**Watch CDC Video (March 2020 Version)**

<https://youtu.be/XOBJSEckDc8>

# Ownership and Control



# Coega SEZ Mandate

- IDZ/ SEZ Legal framework:
    - Coega IDZ was established in terms of the Manufacturing Development Act (1993), read together with the IDZ Programme Regulations, published under Govt. Notice R 1 224 in Govt. Gazette 21803 of 01 Dec. 2000, as amended;
    - Manufacturing Development Act was superseded by the Special Economic Zone (SEZ) Act, No. 16 of 2014, transitional arrangements: Clause 39 (1) to (4); and
    - Coega Development Corporation (CDC) was mandated as the Coega SEZ Operator, and is its License Holder.
- 



# CDC Board of Directors



**Dr. Paul Jourdan**  
(Chairperson)

PhD. in Politics (*Leeds University*)  
MSc. in Mineral Economics (*Wits University*)  
BA in African Government (*UCT*)  
BSc. in Geology (*UCT*)  
PGDip. Exploration Geophysics (*ITC, Delft, Netherlands*)



**Mr. Ayanda Mjekula**  
(Deputy Chairperson)

MBA in Financial Accounting (*Western Michigan University*)  
BA English (*University of Fort Hare*)



**Mr. Mninawe (Pepi) Silinga**  
(CEO)

AMP (*Insead*)  
MBA (*Heriot-Watt University, Edinburgh, UK*)  
MAP (*Templeton College, Oxford, UK*)  
M Eng (*Wits*)  
MDP (*UNISA*)  
Dip. IR (*Damelin*)  
GR Dip. - Comapny Dir (*GMIT*)  
BSc. Engineering (*KZN*)  
Pr. Eng; PMP; Cir Dir (*UK*)



**Mr. Shabeer Khan**

CA (SA)  
BCom. Honours Degree (*Wits*)



**Dr. Monde Mnyande**

PhD Economics (*New School for Social Research University in New York*)  
MBA (*St. Louis University*)  
M Econ (*New School for Social Research University in New York*)  
M Fin (*Webster University*)  
BA Finance (*Webster University*)



**Ms. Batandwa Y.B. Mdyesha**

CA (SA)  
BCom. (Honours) (*UKZN*)  
BSc. (Statistics) (*UFS*)  
Strategic Leadership Programme (*GIBS*)



**Ms. Nomonde Patience Mtembu**

Dip. in SCM (*CS Holdings Midrand*)  
Labour Law NQF 7 (*NMU*)  
HCert. in Economic Dev CUM LAUDE (*UWC*)  
Cert. in Labour Studies (*Natal Technikon*)  
Fundamentals of Management (*NWU Potchefstroom*)



**Ms. Phila Xuza**

M Arts (Geography) (*Wits*)  
BSc (Honours) (*University of Fort Hare*)  
BA (English & Geography) (*University of Fort Hare*)  
Dip. in Project Management (*Damelin*)



**Mr. Mzuvukile Mququ**

B.Tech in Cost and Management Accounting (*CUT*)  
PGDip. in Public Management (*NWU*)  
Dip. in Cost and Management Accounting (*CPUT*)  
Cert. in Advanced Programme in Sourcing and Supply Chain Management (*UNISA*)



**Mr. Mbulelo Sogoni**

MPA (*University of Fort Hare*)  
BSc (*University of Transkei*)  
HDip. in Education (*University of Transkei*)



# Vision-Mission-Values

## **COEGA DEVELOPMENT CORPORATION**

VISION • MISSION • VALUES

### **VISION**

To be the leading catalyst for championing of socio-economic development.

### **MISSION**

To provide a competitive investment location, facilitate holistic infrastructure and value-adding commercial business solutions.

### **VALUES**

#### **Integrity**

Honesty, reliability – trust

#### **Innovation**

Needs-based service innovation, continuous improvement

#### **Partnership**

Teamwork, building long term relationships with clients and stakeholders

#### **Service Excellence**

Delivery, speed, quality, customer focus

#### **Sustainability**

Social, economic and environmental growth

# Strategic Objectives & SEZ Investment Performance



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# Strategic Goals and Objectives

	STRATEGIC GOAL	GOAL STATEMENT	STRATEGIC OBJECTIVES
GOAL 1	PREFERRED INVESTMENT DESTINATION	Facilitating the creation of the Special Economic Zone, having strategic national economic advantage for targeted investments and industries.	Secure 54 investors** valued at R10.28bn by 2019/20
			Sustain Tenant Industries to realise 50 operational investors by 2019/20
GOAL 2	FINANCIAL SUSTAINABILITY AND GROWTH	Develop and sustain strategic partnerships to achieve financial sustainability.	Diversify and grow the CDC income streams to a sum of R2.47bn by 2019/20
GOAL 3	ADVANCE SOCIO- ECONOMIC DEVELOPMENT	Creating decent work and other economic and social benefits in the region in which it is located, including the broadening of economic participation by promoting small, micro and medium enterprises and co-operatives, and promoting skills and technology transfer.	Realise 61,772 Jobs from all spheres of CDC operations by 2019/20
			Realise 29,227 people trained by 2019/20
			Achieve 40 % of procurement spend on the SMMEs by 2019/20

# Driving Growth & Investment: Status\* as at 31 March 2019

<b>45 Operational investors</b> <b>SEZ &amp; NMBLP</b>	<b>20 International companies</b> <b>25 Home-grown companies</b>
<b>R11.579 bn</b> private sector investment <i>* Actuals with BAIC Phase 1 as at 1/11/2018</i>  <b>R9.53 bn</b> foreign direct investment <i>* Actuals with BAIC Phase 1 as at 1/11/2018</i>	<b>R3.6 bn</b> top-structures for investors
<b>15 831</b> Jobs have been created in the SEZ	7 815 Operational jobs 8 016 Construction jobs
Over <b>100 000</b> people trained since inception	2 x Customs Controlled Areas (zone 1 & 2) 2 x planned Customs Controlled Areas (5 & 7)
Contribution to fiscal revenue FY 2014/15: <ul style="list-style-type: none"> <li>• R1.6 bn in national taxes</li> <li>• R1.38 bn in balance of payments</li> <li>• R2.2 bn impact on households</li> </ul>	Local economic development: <ul style="list-style-type: none"> <li>• <b>69%</b> of companies located at Coega SEZ source <b>70%</b> or more of their inputs locally</li> </ul> Contribution to fiscal revenue FY 2014/15: <ul style="list-style-type: none"> <li>• Impact to Eastern Cape GDP <b>R3.9 bn</b></li> </ul>
Demographics & transformation: <ul style="list-style-type: none"> <li>• male to female ratio is 50:44 w/ 69% of employees from affirmable groups.</li> <li>• 64% of all employees at firm level are youth.</li> </ul>	<b>*Actuals with BAIC Phase 1 as at 1/11/2018</b>



# Product Offering



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# Products and Services offering: SEZ & Non- SEZ

## REVENUE GENERATING

SEZ Focus

**Industrial Estate  
Development**

- Economic Infrastructure
- Investment Attraction
- Facilities Management

SEZ and  
Non-SEZ  
Focus

**Travel Agency  
Services**

- Travel & Accommodation
- VISA Applications
- Conference Facilities

**Skills Development  
Services**

- Accredited Training
- Non-accredited Training
- Conference Facilities

Non-SEZ  
Focus

**Implementing  
Agency Services**

- Social Infrastructure
- Facilities Management
- Enterprise Development

**Management  
Consultancy  
Services**













- Research
- SEZ/IDZ studies & planning
- Document Mngnt Services
- Business Re-engineering

# Scope of Work



# CDC Brand Architecture

## COEGA BRAND ARCHITECTURE

MOTHER BRAND	<p>Monolithic Brand</p>  <p><b>Vision</b> To be the leading catalyst for the championing of socio-economic development.</p> <p><b>Mission</b> To provide a competitive investment location, facilitate holistic infrastructure and value-adding commercial business solutions.</p>
BRAND VALUES & PILLARS	<div> <p><b>Brand Values</b></p> <ul style="list-style-type: none"> <li>• Innovation</li> <li>• Integrity</li> <li>• Partnership</li> <li>• Service Excellence</li> <li>• Sustainability</li> </ul> </div> <div> <p><b>Brand Pillars</b></p> <ul style="list-style-type: none"> <li>• Transparent Practices</li> <li>• Customised Solutions</li> <li>• Efficiency through Expertise</li> <li>• Sustainable Socio-Economic Development</li> </ul> </div> <div> <p><b>Brand Personality</b></p> <ul style="list-style-type: none"> <li>• Progressive</li> <li>• Trustworthy</li> <li>• Intelligent</li> </ul> </div> <div> <p><b>Positioning</b></p> <p>Right Place, Right Time, Right Choice</p> </div>
MAIN BRANDS	<div>Special Economic Zone</div> <div>Commercial Services</div> <div>Project Management Services</div>
SUB-BRANDS	<div>   </div> <div>      </div> <div>    </div>
SHARED VALUE	<div>  <p><b>BEING COEGA</b></p> <p>FOCUSED ON CREATING VALUE FOR SHAREHOLDERS, EMPLOYEES, CUSTOMERS AND SUPPLIERS</p> <ul style="list-style-type: none"> <li>• CREATING FINANCIAL VALUE FOR OUR SHAREHOLDERS</li> <li>• CREATING SOCIAL VALUE FOR OUR COMMUNITIES</li> <li>• CREATING ECONOMIC VALUE FOR OUR EMPLOYEES</li> <li>• CREATING SHARED VALUE FOR OUR STAKEHOLDERS</li> </ul> </div> <div> <p>The Coega brand strategy is based on a monolithic brand approach. The mother brand is Coega and pay-off line is Right Place, Right Time, Right Choice. There are three main brands, namely: SEZ, Commercial Services, and Project Management Services (External Services Programmes). The Coega sub-brands are as follows: NMBLP, Vulindlela Accommodation &amp; Conference Centre, Corporate Travel, Human Capital Solutions, Business Solutions, Telecoms, Infrastructure Development, Africa Programme, and Facilities Management.</p> </div>



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- 1 Coega Overview
- 2 **SEZ Services - Investment Levels & Impact**
- 3 Coega SEZ Value Proposition
- 4 CDC Transformational Future Projects
- 5 Non-SEZ Services
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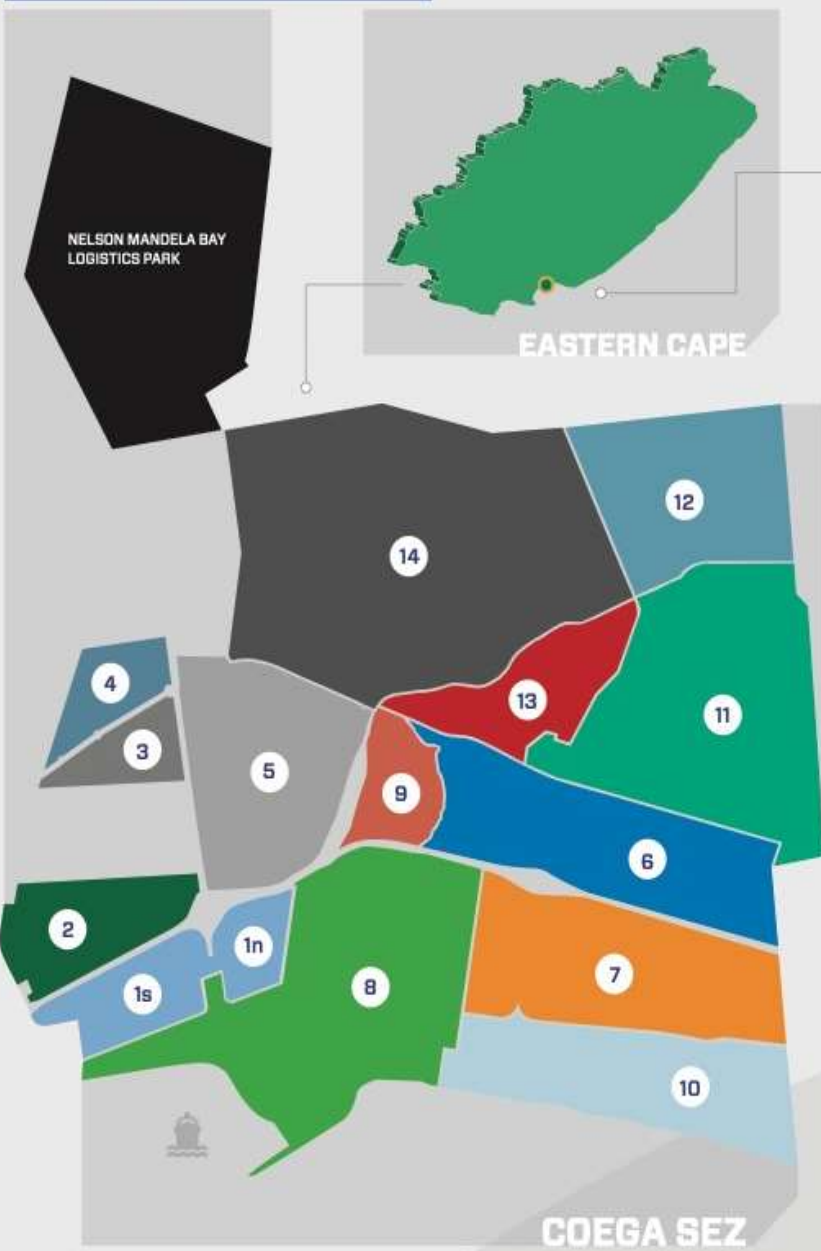


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# Coega SEZ Area – 9 003 Ha

## AREA PROFILE



## COEGA SEZ CLUSTER ZONES





# Investment Focus Sectors

**ENERGY**

**METALS**

**LOGISTICS**

**AUTOMOTIVE**

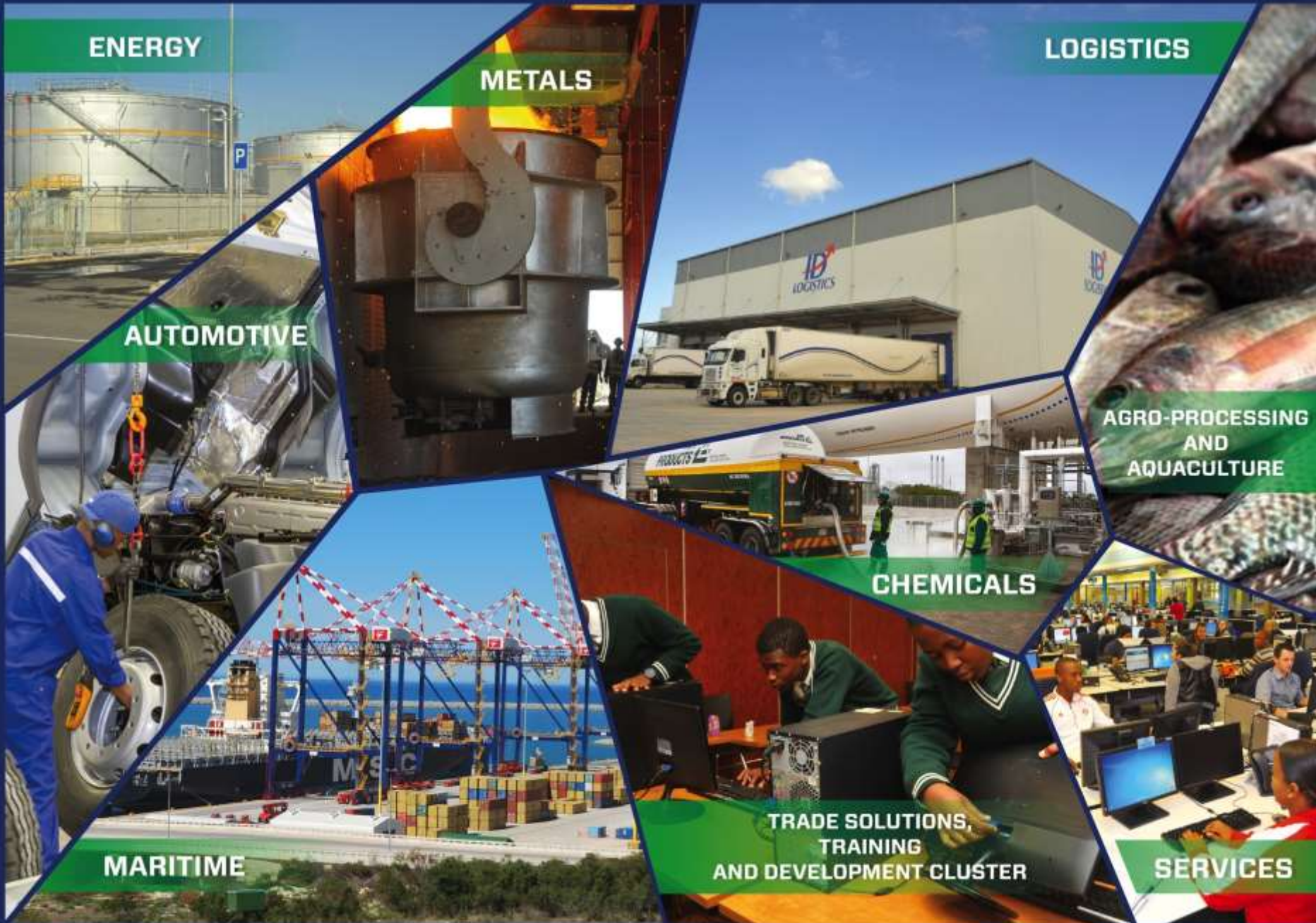
**AGRO-PROCESSING  
AND  
AQUACULTURE**

**CHEMICALS**

**MARITIME**

**TRADE SOLUTIONS,  
TRAINING  
AND DEVELOPMENT CLUSTER**

**SERVICES**





# 45 Operational Investors





# SEZ investors & Country of Origin

# NMBLP – Operational Investors



241 Ops. Jobs



350 Ops. Jobs



248 Ops. Jobs



523 Ops. Jobs



373 Ops. Jobs



87 Ops. Jobs



22 Ops. Jobs



6 Ops. Jobs



145 Ops. Jobs



54 Ops. Jobs



## NMBLP Automotive Supplier Park (182 Ha)





# Spotlight on Automotive Sector

## DID YOU KNOW?

Sector Focus: **Automotive**

Value of Automotive Investments:



Beijing Automotive Group (BAIC) **R11 billion**



First Automotive Works (FAW) **R600 million**



GM/Isuzu Parts and Accessories Warehouse **R40 million**



Faurecia **R120 million**



Rehau (expanded twice) **R495 million**



Grupo Antolin (expanded once) **R124 million**



Benteler **R178 million**



Hella (expanded once) **R63.2 million**



Q-Plas (expanded twice) **R178 million**



Total  
amount invested  
in the Coega SEZ's  
Automotive sector

**R12.798**  
billion





# Spotlight on Energy Sector



## Energy Projects:

### Operational:

- Electrawinds - **(R1.2 billion)**
  - First Commercial wind turbine in South Africa
- Lay-down for REIPP logistics and transportation - **(R9 million)**
  - CDC is the Wind Farm Logistics Hub with lay-down facility for turbine component storage
- DCD Wind Towers - **(R300 million)**
  - Capacity to manufacture over 120 towers per annum
- DEDISA Peaking Power Plant (OCGT) - **(R3.5 billion)**
  - with a Capacity of 342 MW



Total amount for operational projects at the Coega SEZ

**R5.009**  
billion

### In the Pipeline:

- Integrated Gas to Power Infrastructure
  - CDC is one out of two sites in South Africa earmarked to host the Integrated Gas to Power infrastructure project
- Nuclear Initiatives
  - CDC signed a memorandum of understanding (MoU) with Eskom
  - This relates to advancing readiness for South Africa's planned Nuclear expansion programme
- Renewable Energy
  - Coega's Solar Rooftop Power project
  - Generation & component manufacturing

## 1<sup>ST</sup> LNG (1000MW) HUB IN SOUTH AFRICA AT THE COEGA SEZ



# Coega Maritime Sector



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# Potential CDC Identified Opportunities



## **Maritime & Energy & other Industries**

- Bunkering
- Power Generation
- Alternative energy
- Aqua processing facilities
- Ship ownership



## **Logistics Services**

- Materials Handling  
e.g. Manganese
- Transport e.g. bus services
- Service Nodes e.g.  
Truck stop or Garage



## **Back of Port & other Services**

- Laydown areas
- Tank farm and bunker  
fuel (slops) processing
- Services e.g. recycled  
water, waste treatment,
- Shops & restaurants
- Office blocks
- Accommodation



# Bunkering Services Take Off at Algoa Bay

Premier of the Eastern Cape, Honourable Mabuyane - Launch of South African Marine Fuels at Coega SEZ



# Bunkering Services

- South African Marine Fuels, one of the 3 bunker operators in the Algoa Bay;
- The company was founded by two women;
- ADDAX is the international partner (Switzerland);
- CDC finalising 15% shareholding in SA.





The  
Founder



**Managing Director**

Ms. Siyamthanda Maya  
(BTech), MBA





# Biggest Single Automotive Investment in SA in 40 years



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# BAIC SA CKD Plant in Zone 1

- Phase 1: **50,000** units;
- Full capacity: **100,000** units (5 years);
- **800 - 1,500** operational jobs;
- **4,000** direct jobs at peak
- **10,600** indirect jobs (impact to EC);
- Development of New Supplier Base;
- **60%** Exports and **40%** Local
- **R11bn** investment (04/05/2016)
  - Phase 1: R4,5 bn
  - Phase 2: R6,5 bn
- Sod Turning: **30 August 2016**
- Milestone Celebrations: **24 July 2018**



## VEHICLE MODELS



BAIC X25



BAIC D20



BAIC



# BAIC SA Overview May 2015 – July 2018

<http://baic.coega.co.za/>



3D Concept



# BAIC SA – Plant in Coega SEZ





# BAIC SA SMME opportunities created by Coega

- CDC managed the platform preparation of BAIC Site

**Twelve (12) SMMEs benefited**

**R44.1 million**








# Nelson Mandela Bay Logistics Park



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# Overview of the NMBLP



# NMBLP Development – Precinct A

- Auto Component Industrial Park supports OEMs (mainly VWSA & MBSA);
- Size of Precinct A : 56 ha (160 ha – Precinct. B);
- Currently 10 operational investors with 2,049 operational jobs;
- Employees mainly from the Uitenhage area;
- Only 13 ha of land left in Precinct A for development; and
- NMBLP not incorporated into Coega SEZ – No dti SEZ Fund.





# Tenants – Precinct A



241 Ops. Jobs



350 Ops. Jobs



248 Ops. Jobs



523 Ops. Jobs



373 Ops. Jobs



87 Ops. Jobs



22 Ops. Jobs



6 Ops. Jobs



145 Ops. Jobs



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# Overview NMBLP – Precinct A



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- 1 Coega Overview
- 2 SEZ Services - Investment Levels & Impact
- 3 Coega SEZ Value Proposition
- 4 CDC Transformational Future Projects
- 5 Non-SEZ Services
- 6 Socio-Economic Development Programmes
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# Top 9 Reasons to Invest at the Coega SEZ

1. World class infrastructure
2. Easy access to air, sea and road network (over night cargo flight from major airports)
3. Integrated logistics services
4. Speed of delivery and flexibility for mega and minor projects
5. One stop shop for investor related services
6. Incentives framework
7. Injection of scarce skills into the local market
8. Nelson Mandela Metro city lifestyle (Home of Nelson Mandela)
9. Visionary leadership & corporate governance systems in place



# Fully Integrated Location with Modern Infrastructure

**Special Economic Zone (9003 Ha)**



**Deepwater Port (780 000 TEU: 2015 Est.)**



**Automotive Supplier Park (182 Ha)**



**Port City (180 000 TEU: 2015 Est.)**



**Most Developed and No.1 SEZ on the African Continent**

<https://www.youtube.com/watch?v=Cd0PXepnG-c>



# Integrated Logistics and Services

- Only Metro in SA with two ports
  - 2.6 million TEU capacity
- Served by major shipping lines & car carriers (90% of EC capacity)
- CCA: 70% saving on surety bond
- Labour & SHEQ Services in-house
- One-Stop-Shop services in-house
- Power grid: Dual feed for redundancy
- ICT Network: Dual feed for redundancy
- Localisation of manufactured goods
- Established procurement & distribution lines





# Proximity to successful export and manufacturing hub





## OUR STAKEHOLDERS SAY



*"This is a real milestone and we would like to congratulate you all at Coega and applaud you for the excellent work you have achieved".*

**President Ramaphosa**

*24 July 2018*



# Supported by World Leaders



Coega Wins Top Performance Award. (left to right) Coega CEO - Pepi Silinga; former MEC for EC Economic Development - Sakhumzi Somyo, Environmental Affairs & Tourism; former Premier of the Eastern Cape - Phumulo Masualle ; and Former Vice President of the People's Republic of China - Dr LI Yuanchao.

***“I’ve been to many developing countries and industrial development zones, the Coega IDZ is one of the best” - Dr LI Yuanchao, Former Vice President of the People’s Republic of China.***

# Supported by World Leaders Cont.



The CDC welcoming the former Governor of Zhejiang province Che Jun (centre) flanked by the Coega CEO - Pepi Silinga; former Premier of the Eastern Cape - Phumulo Masualle and Nkuli Mxenge, CDC Senior Manager.

***“Coega has already become a major platform for the opening up of S.A to attract new foreign investment and I`m optimistic about the future of this SEZ. - Che Jun***



# Endorsed by Global Investors BAIC Group in 2016



Honourable Minister Ebrahim Patel leading the SA Delegation



# Recommended by the DG of dti - Lionel October



CDC CONGRATULATED ON ITS HARD WORK: Lionel October – DG DTI visited the Coega SEZ on 8 December 2016 where he congratulated the Coega SEZ on an effectively well run SEZ .

***“Coega is a flagship programme we are very proud of. It’s effectively the best functioning and most successful SEZ in the country and also has world class management and corporate governance,” says Lionel October, Director General of the Department of Trade and Industry.***

# ISO Certified to Enable Delivery

## CDC certified in the following Standards

- **ISO 9 001: 2015**  
Quality Management
- **ISO 14 001: 2015**  
Environmental Management
- **SANS 16 001:**  
HIV & AIDS
- **ISO 45001: 2018**  
Occupation Health & Safety
- **ISO 20 000:**  
IT Service Management
- **ISO 27 000:**  
Information Management
- **ISO 31 000:**  
Risk Management



## Currently pursuing certification in the following standards

- **ISO 28 000:**  
Supply Chain Security
- **ISO 50 001:**  
Energy Management



# Awards of Excellence 2014 - 2020



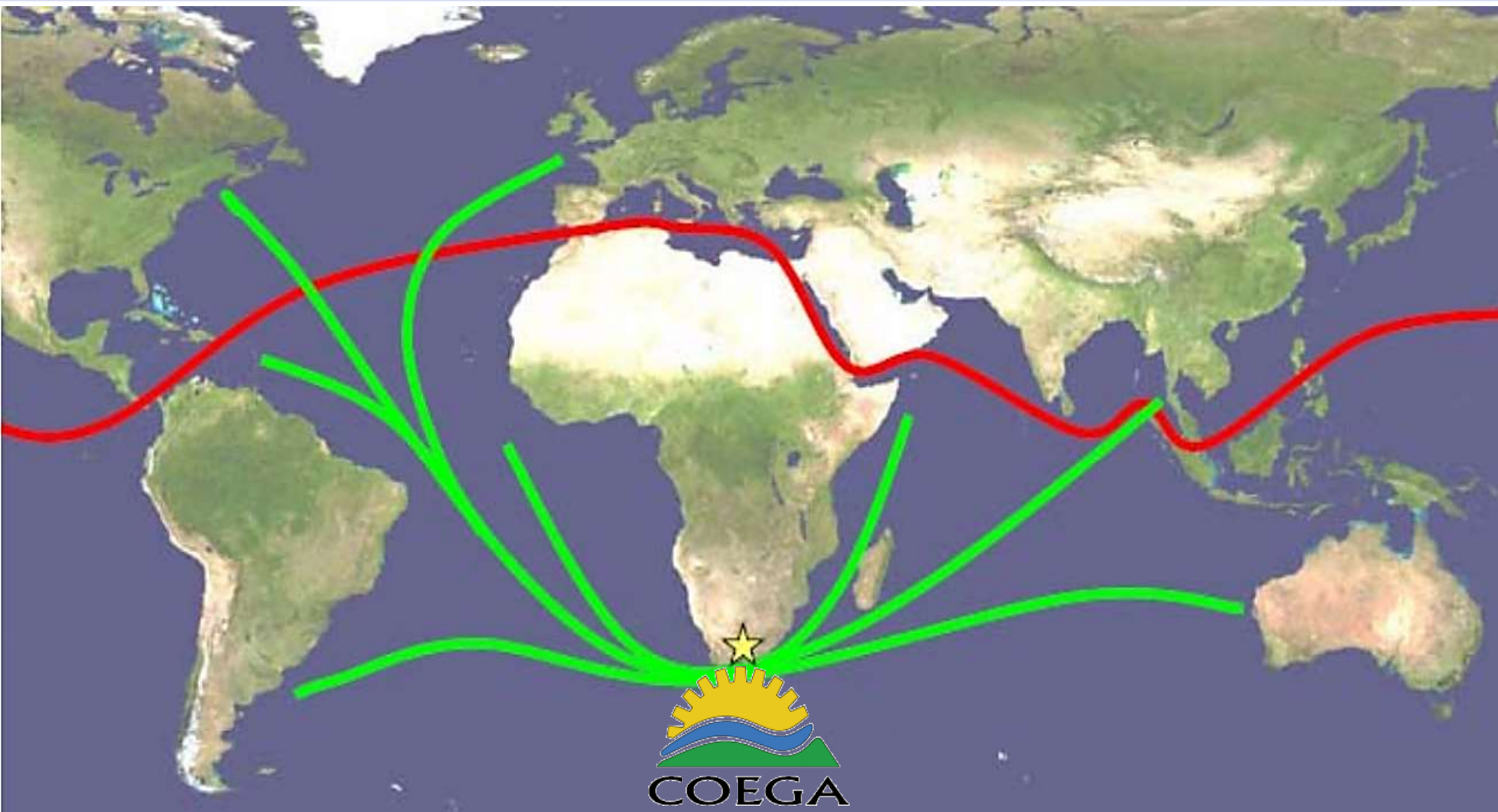


# Awards of Excellence 2014 – 2020 Cont.

South Africa's Investor of the Year: DTI's Annual SA Premier Business Awards 2019	2019
Top Employer in SA: Public Sector	2019, 2018, 2016, 2015 & 2014
Top Performing Public Service Organisation in SA	2018, 2016 & 2014
Top Women Awards: Top Gender Empowered Public Service Organisation	2018
Best Provider of Service to Exporters	2018, 2017 & 2014
Best International Trade Marketing Specialist in Africa	2017
Top Job Creation Public Sector Organisation in SA	2016
Best Supporter of the 2030 Vision in South Africa	2016
Legends of Empowerment & Transformation in SA	2016
Top Empowered: Public Service Organisation in SA	2015
Top Public Sector Organisation in Infrastructure Development in SA	2014



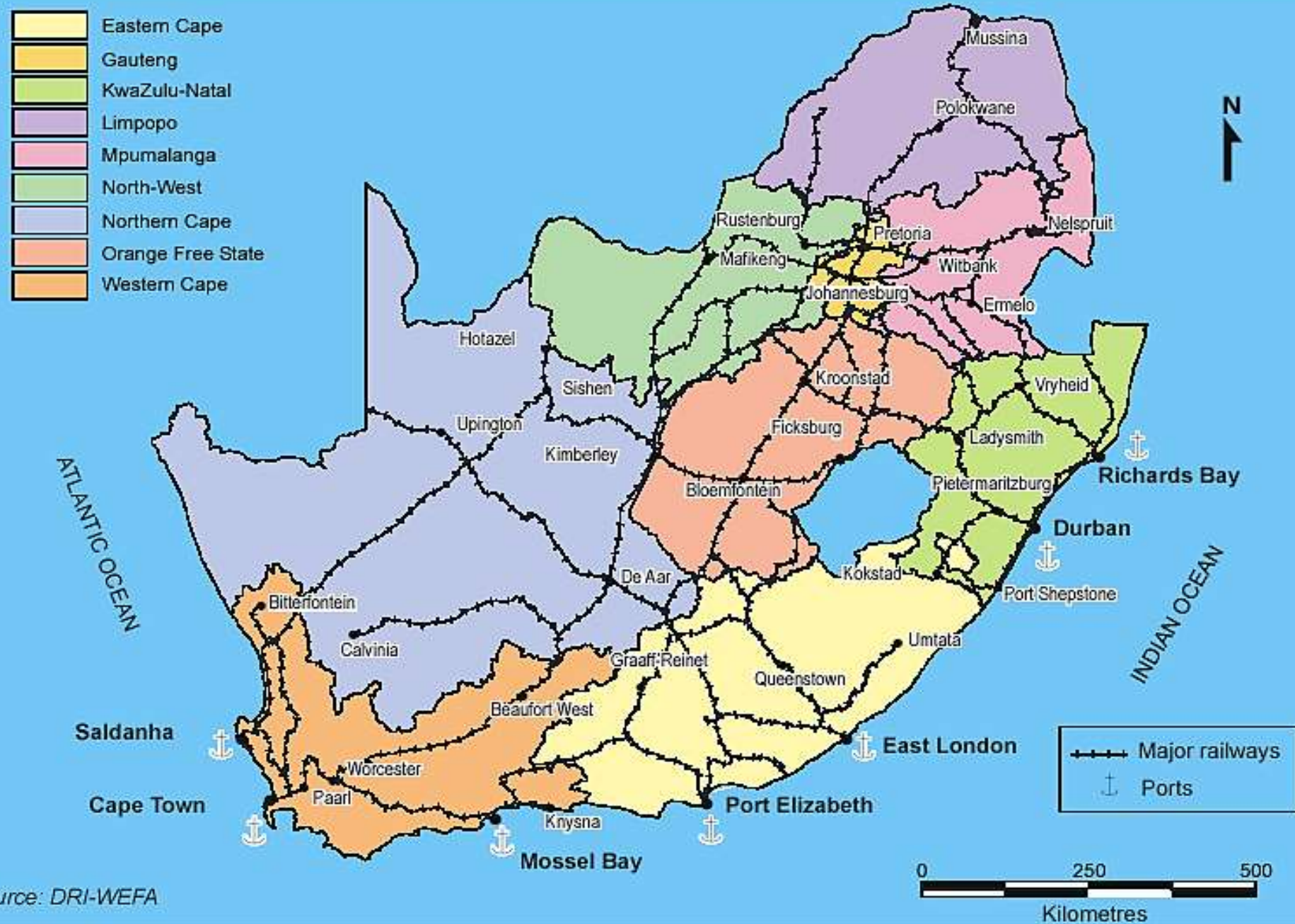
# Strategic Geographic Position



**Gateway to African and Global markets  
Serviced by 2 Ports: Port Elizabeth & Ngqura**

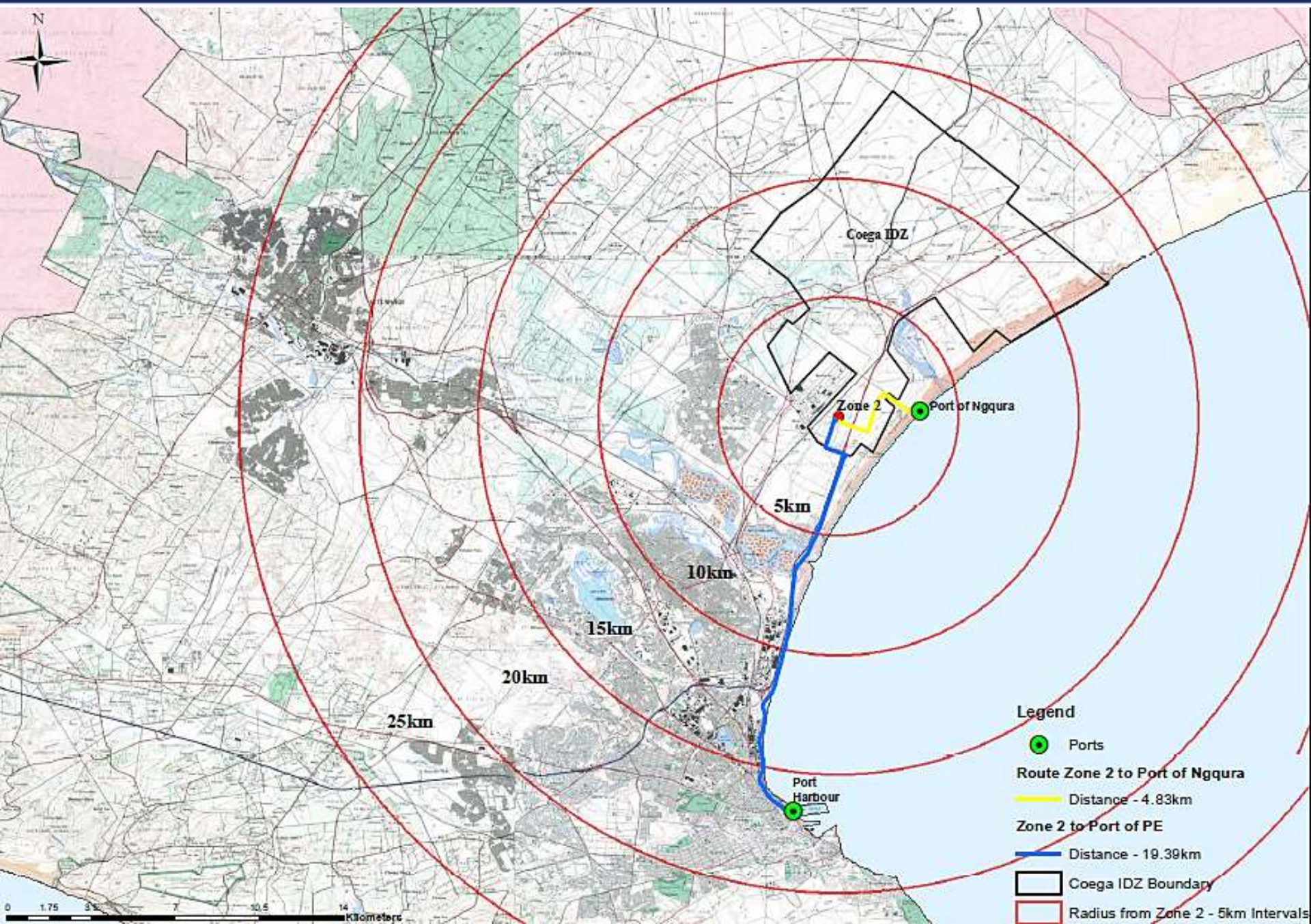


# Feeder Routes Rail





# CDC to Ports Routes



# Tax Incentives



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# Tax Incentives - S12R Gazetted

QUALIFYING INVESTORS CAN NOW TAKE ADVANTAGE OF THE COEGA SEZ CORPORATE TAX INCENTIVE: ***"NOTICE IN TERMS OF SECTION 12R(3) OF INCOME TAX ACT, 1962 (ACT NO.58 OF 1962) OF APPROVAL OF COEGA SPECIAL ECONOMIC ZONE"***

<http://www.coega.co.za/files/NationalTreasurySEZ2018.pdf>



Lionel Billings meeting with SARS  
Customs & Excise Beyers & Customs Strategy  
and Legal Policy Libepe





# Tax Incentives - S12R Cont.

In the Government Gazette Notice 41759, dated 6 July 2018, the Minister of Finance approved the preferential tax treatment status in terms of section 12R of the Income Tax Act (“s12R”)

.....

Qualifying companies can thus start benefitting from 6 July 2018\*:

A reduced  
corporate  
tax rate of

**15%**



An accelerated  
10 year tax  
allowance on  
buildings

VAT & Customs Relief  
- if located within a  
Customs-Controlled  
Area at Coega in




**Zones  
1, 2 & 4**

From 1 August 2018, the  
**Employment Tax  
Incentive** for employers  
employing low-salaried  
employees (absent of any age  
limitation which generally  
otherwise would apply)



# Tax Incentives - S12R Cont.

Section 12R of the Income Tax Act (“s12R”) sets out criteria to be met before benefiting from tax-related incentives provided to SEZs. These included, *inter-alia*:

- The company is incorporated in S.A. or is a company effectively managed in South Africa
  - The company carries on business in a SEZ, designated by the Minister of Trade and Industry by notice in a Gazette
  - The company operates from a fixed base situated within that SEZ
  - No < 90% of the income of that company is derived from the business carried on within that SEZ
- 













# Tax Incentives - S12R Cont.

- The company does not engage in certain manufacturing activities, including those related to the production of alcohol, tobacco products, weapons and ammunition or bio-fuels whose process of manufacture negatively impacts on food security in South Africa.
- No more than 20% of the deductible expenditure incurred or 20% of the income received by the entity may be derived from transactions between connected persons who are residents.



# Tax Incentives Framework

<https://www.coega.co.za/DocumentList.aspx?cmd=browse&objID=80&catID=46>

Download	Document	Date Published	Last Updated
	 Tax Benefits of a SEZ	8 Mar 2019	8 Mar 2019
	 NMBM Invest in Nelson Mandela Bay 2018	22 Feb 2019	
	 NMBM Investment Incentives Presentation 1 February 2017	22 Feb 2019	
	 Overview of the dti Investor Incentives as at November 2016	9 Nov 2018	9 Nov 2018
	 EC Provincial Presentation 1 February 2017	9 Nov 2018	20 Feb 2019
	 Update on Incentives for PE presentation	9 Nov 2018	9 Nov 2018

# Index

- 1 Coega Overview
- 2 SEZ Services - Investment Levels & Impact
- 3 Coega SEZ Value Proposition
- 4 CDC Transformational Future Projects
- 5 Non-SEZ Services
- 6 Socio-Economic Development Programmes
- 7 SMME Achievements
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# Game Changing Projects - Details

<https://www.coega.co.za/DataRepository/Documents/Fw41A5FCQk3n92sQPsm14j493.pdf>





# Summary of Game Changing Projects Cont.

#	Project Name	Description	Investment Value	Jobs (direct & indirect)
<b>2017- 2022 Horizon</b>				
1	BAIC	Vehicle Manufacturing Plant	R 11.5 bn	12 100
2	Cemza Cement	Cement Grinding Plant	R 0.6 bn	600
3	Aquaculture Complex	Aquaculture Development Zone – 448 Ha	R 2 bn	5 605
<b>Medium to Long-term Projects</b>				
1	Gas -to-Power Station	Energy Generation Plant from Natural Gas DoE led Gas to Power Programme	R 40 bn	8 140
2	Renewable Energy	Solar and Wind Energy Generation	R 2.8 bn	2 500
3	Stainless Steel Thin Strip Mill	Metallurgy	R 0.5 bn	5730
4	Manganese export & Rail Upgrade	Mn export capacity from 5.5 to 16 mtpa. Rail upgrade from NC to PoN	R 27 bn	5 000
5	Return Effluent	Recycled water for industrial use	R 1.2 bn	1 500
6	Project Mthombo	300 000 BPD Crude Oil Refinery Prefeasibility Completed by Client Land Reserved	R 140 bn	24 000
7	Biodiesel	Production from Biomass, e.g. Canola Seeds, Soya Beans and Waste Vegetable Oil	R 3 bn	1000

# Index

- 1 Coega Overview
- 2 SEZ Services - Investment Levels & Impact
- 3 Coega SEZ Value Proposition
- 4 CDC Transformational Future Projects
- 5 Non-SEZ Services
- 6 Socio-Economic Development Programmes
- 7 SMME Achievements
- 8 Stakeholders' Validations



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# CDC Project Management Services

Acts as an **implementing agent** that provides total project management solutions for infrastructure projects



Expertise in mega projects and **project management**



# CDC Footprint

## Coega Africa Programme (CAP)



# Coega Infrastructure Implementing Agency Clients



**the dti**

Department:  
Trade and Industry  
REPUBLIC OF SOUTH AFRICA



**public works**

Department:  
Public Works  
REPUBLIC OF SOUTH AFRICA



**basic education**

Department:  
Basic Education  
REPUBLIC OF SOUTH AFRICA



**social development**

Department:  
Social Development  
REPUBLIC OF SOUTH AFRICA



Province of the  
**EASTERN CAPE**  
EDUCATION



Province of the  
**EASTERN CAPE**  
HEALTH



Province of the  
**EASTERN CAPE**  
ECONOMIC DEVELOPMENT,  
ENVIRONMENTAL AFFAIRS AND TOURISM



Province of the  
**EASTERN CAPE**  
ROADS & PUBLIC WORKS



Province of the  
**EASTERN CAPE**  
SPORT, RECREATION,  
ARTS & CULTURE



PROVINCE OF KWAZULU-NATAL  
ISIFUNDAZWE SAKWAZULU-NATAL



# Small Harbours Projects - Western Cape

.....

In the Western Cape, the CDC is responsible for the Small Harbours Programme on behalf of the National Department of Public Works (NDPW):

.....



## **13 harbours to be upgraded:**

- Hout Bay
- St. Helena Bay
- Hermanus Bay
- Pepper Bay (*Saldanha*)
- Saldanha Bay
- Gansbaai Harbour
- Lamberts Bay
- Kalk Bay
- Laaiplek Bay
- Gordons Bay
- Arniston Bay
- Struisbaai Bay
- Stilbaai Bay

*For more information on CDC's Infrastructure Programmes,  
contact [Kelly.Byrne@coega.co.za](mailto:Kelly.Byrne@coega.co.za)*



# Coega Management Consulting Services Clients



# CDC Africa footprint

## Cameroon

List Of projects	Status	Capex/ Turnover
Dry Port Concession CAR Logistics corridor	RFP submitted on 23 Oct 2018; Appointment pending	R400m R100-150m pa
Dry Port of Kribi MPT	Project lost; Not shortlisted Key Challenge - Transnet pulled out	n/a
Container Terminal of Douala	Project lost; Shortlisting not secured	n/a
Supply/ installation/ commissioning of Port Equipment	RFP submitted on 31 March 2019; Appointment pending	R400m (total project but value of work packages vary)

## Democratic Republic of Congo

List Of projects	Status	Capex/ Turnover
Concession of the Maluku SEZ	RFP submitted on 15 May 2019; Appointment pending	R1.5bn in multiple phases
Medical Clinics of Ngaliema, and Clinique Kinois	CDC as IA	R3bn in multiple phases

## Zimbabwe

List Of projects	Status	Capex/ Turnover
JV partner of Mutare SEZ	MOA to be signed on right of first refusal	Unknown
NBP & Ecosoft SEZs	Project secured; Advisory services and IA	Unknown

## Uganda

List Of projects	Status	Capex/ Turnover
JV partner for the Kaabale Industrial Park (KIP)	Shortlisted entities to collect RFP by June 2019	R1.5bn (in 3 phases)
Total Tullow	Project lost; not shortlisted	n/a



## Nigeria

List Of projects	Status	Capex/ Turnover
Business case: Industrial Park	New business initiative	US\$200 million

# Presidential Pledge to the Continental Agenda

- The CAP is in line with the Presidential pledge to promote the development and economic integration of the African Continent:



***“Our experience on the African continent confirms that the most effective way of addressing challenges of economic growth and social development is through cooperation across borders. This approach lies at the heart of the efforts to promote greater economic integration across the continent.”***

President Cyril Ramaphosa, at the Commonwealth Business Forum  
Banquet, 17 April 2018



# EC Premiers Pledge to the Continental Agenda

- The CAP is in line with the Premiers pledge to promote the development and economic integration of the African Continent:



***“We are therefore very keen on contributing to a better Africa and the world. To this end, we are looking forward to embarking on Inter-Africa trade, which has been made possible by the signing of the a Free Trade Agreement by African countries.”***

EC Premier Lubabalo Oscar Mabuyane, at the SOPA, June 2019

## ***the dti's*** IPAP and TIA

- The CAP is in line with the Industrial Policy Action Plan (IPAP) and Trade Invest Africa (TIA) initiative by ***the dti***:

*“TIA is meant to create a closer working relationship between SA Government and the private sector to take advantage of export and investment opportunities on the African continent. It is mandated to contribute to increasing the levels of intra-Africa trade and facilitate for SA business the necessary services related to trade and investment on the continent” (***the dti*** website, 2017)*

- SA ratification of the African Continental Free Trade Area (AfCFTA)



# Events Management Services



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# Events Management Services

- Coega Quality PVC and VIP Glass Panel Marquees and Furniture for hire

## Watch Video:

<https://www.youtube.com/watch?v=6vFuBnLKdEw>

## Product Brochure:

<https://www.coega.co.za/DataRepository/Documents/pgLKfG4tvP1FXw0Ox3XAtdl7H.pdf>

## Events Album:

[http://extranet.coega.co.za/ealbum/content/Event\\_Management\\_Services/index.html](http://extranet.coega.co.za/ealbum/content/Event_Management_Services/index.html)



# Bluewater Bay Sunrise Hotel



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# Bluewater Bay Sunrise Hotel

- A 4-star facility;
- Bluewater Bay Area;
- Exclusive 58-bedroom luxurious hotel; and
- Elegantly designed with stunning views of St Georges Beach
- **Grand opening:**  
**August 2020**
- **For info:**

[info@sunrisehotel.co.za](mailto:info@sunrisehotel.co.za)





# Images of Non-SEZ Projects



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# Cecilia Makiwane Hospital – EC (Completed)





# La Mercy School – KZN (Completed)





# EC DoE and KZN DoE Projects



# Western Cape: Removal of Sunken Vessels

- Removal of Sunken Vessels (Before): St. Helena Bay



Figure 9: St Helena Bay wreck locations



Figure 11: Jetty 2 wrecks



# Index

- 1 Coega Overview
- 2 SEZ Services - Investment Levels & Impact
- 3 Coega SEZ Value Proposition
- 4 CDC Transformational Future Projects
- 5 Non-SEZ Services
- 6 Socio-Economic Development Programmes
- 7 SMME Achievements
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• right **PLACE** • right **TIME** • right **CHOICE**

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# Coega Development Foundation

## Programmes:

- Skills development – Accredited Training Centre;
- Education – Maths and Science Programme;
- Driver Training Programme; and
- Other CSI initiatives.



COEGA DEVELOPMENT  
**Foundation**  
Empowering Growth for All



# Programmes Gallery



**Watch Video:**

[https://www.youtube.com/watch?v=f28R\\_T-oIDo](https://www.youtube.com/watch?v=f28R_T-oIDo)





# Infrastructure





# Infrastructure Cont.





# Partnership with Coega SEZ Investors

FAW SA and CDC donated 400 pairs of shoes to poor school children at Coega Primary School.



## MATHS AND SCIENCE

- Target: Grade 12 learners who wish to improve final marks in Maths and Physical Science
- 2019 Results:
  - Maths Pass Rate: 92%
  - Science Pass Rate: 98%





# Index

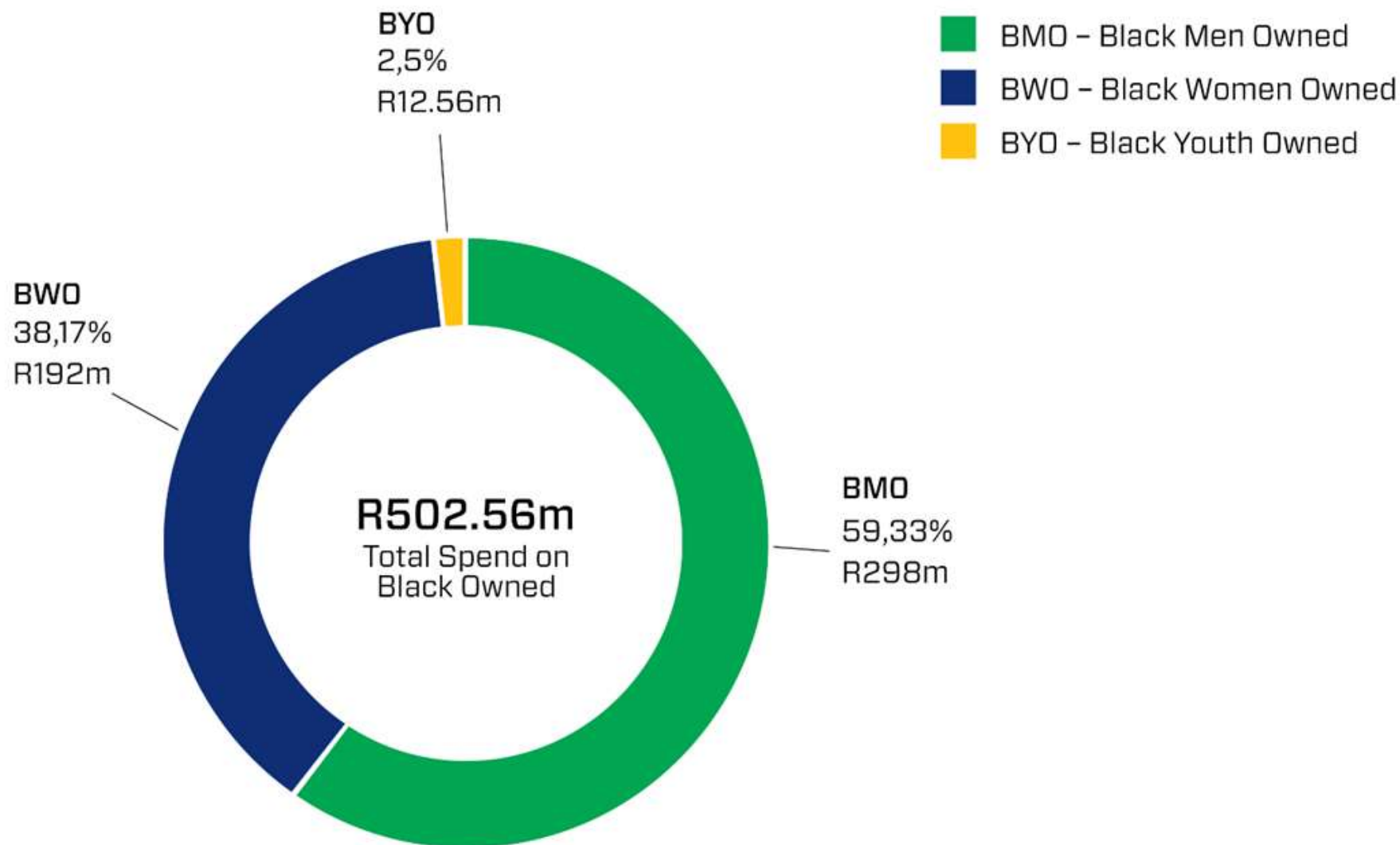
- 1 Coega Overview
- 2 SEZ Services - Investment Levels & Impact
- 3 Coega SEZ Value Proposition
- 4 CDC Transformational Future Projects
- 5 Non-SEZ Services
- 6 Socio-Economic Development Programmes
- 7 **SMME Achievements**
- 8 Stakeholders' Validations



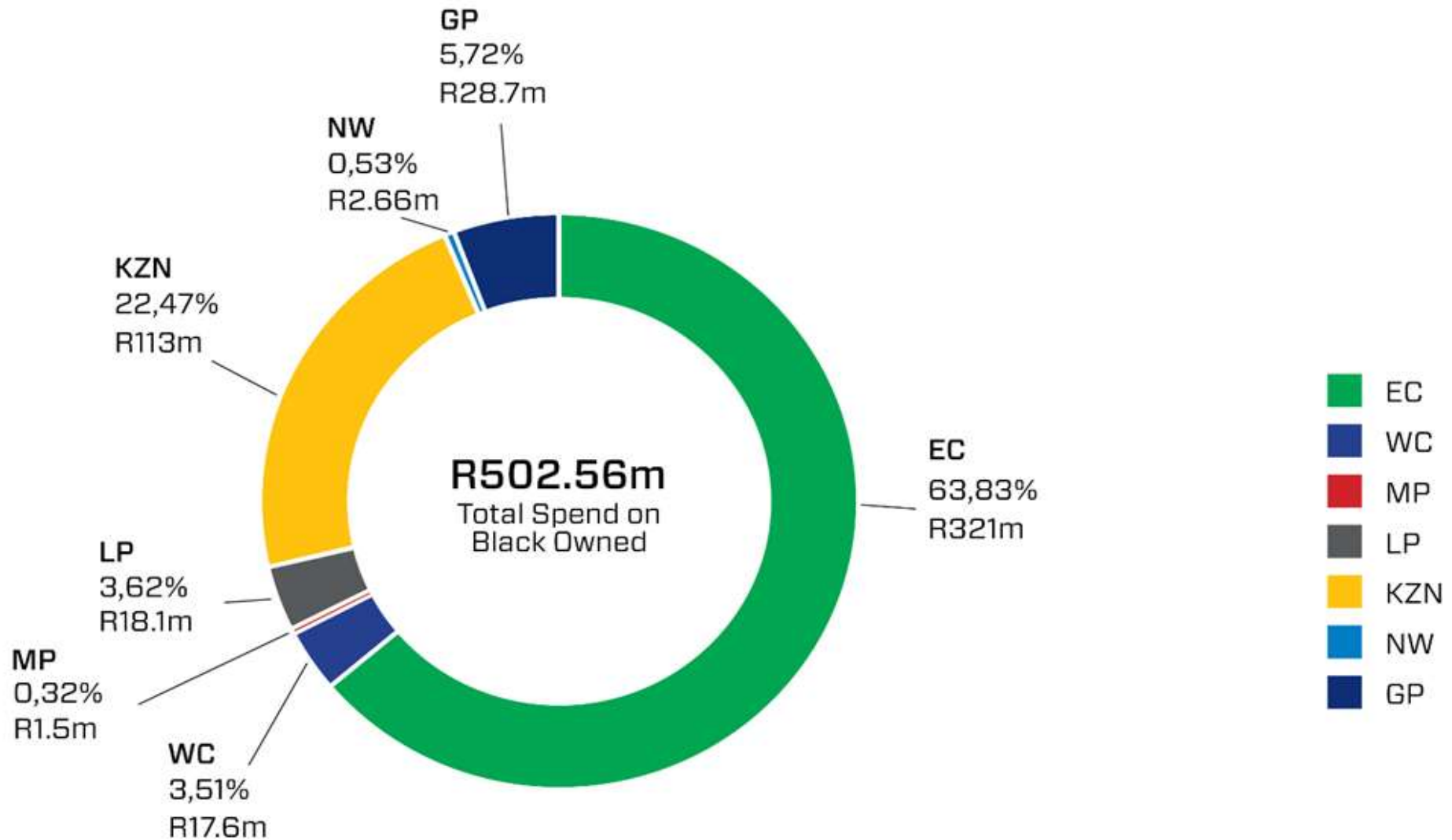
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# Total opportunities awarded to SMMEs 2019-20FY



# Opportunities Split Per Province for 2019/20 FY





# BBBEE Status Level 2

## B-BBEE Verification Certificate



### COEGA DEVELOPMENT CORPORATION (PTY) LTD

Company Address: Corner Aloyon Road & Zibuko Street, Zone 1, Coega SEZ,  
Port Elizabeth, 6100  
Registration Number: 1982/003891/07  
Vat Number: 4030119947

#### THE SCORE OBTAINED COMPRISES THE FOLLOWING:

Element	Score	Weighting
Management Control	17.47	20.00
Skills Development	23.75	25.00
Enterprise & Supplier Development	51.60	50.00
Socio Economic Development	2.60	5.00
<b>Total Points</b>	<b>95.42</b>	<b>100.00</b>

**B-BBEE OVERALL STATUS: LEVEL 2**

**B-BBEE PROCUREMENT LEVEL: 125%**

Subminimum discount applied (already discounted above if applicable): NO  
Financial Period Measured: 01 Apr 2018 - 31 Mar 2019  
Empowering Supplier: YES  
Scorecard/Sector: Specialised Sector Scorecard - Generic (36828)  
Designated Group Supplier: NO  
Designated Group Ownership: 0.00%  
Modified Flow Through applied: NO  
Y.E.S. Targets Achieved: NO  
Y.E.S. Enhancement Level: N/A

Black Ownership: 0.00%  
Black Women Ownership: 0.00%

Initial Issue Date: 16 October 2019  
Revision Date: (if applicable): N/A  
Expiry Date: 15 October 2020  
Verification Number: TLVT9238-161019  
Technical Signatory: Tanya Dippenaar

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CCR 13 Rev 2  
Issued: 24/11/2019

  
Tanya Dippenaar



BVA 264

This certificate is valid for 12 months from the original date of issue

# Index

- 1 Coega Overview
- 2 SEZ Services - Investment Levels & Impact
- 3 Coega SEZ Value Proposition
- 4 CDC Transformational Future Projects
- 5 Non-SEZ Services
- 6 Socio-Economic Development Programmes
- 7 SMME Achievements
- 8 Stakeholders' Validations



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# What Stakeholders Say about Coega?

**Minister of Energy breathes new life to the Gas to Power Programme - published 18 May 2018**

Jeff Radebe, in his maiden budget speech as Minister of Energy, highlighted the importance of the Energy mix to enable economic growth. “No industrial power can exist without developing its energy apparatus, in general, and expanding its electrification program, in particular,” - Jeff Radebe, Former Minister of Energy.

**Coega and the DTI encourage investment in the agro-processing sector - published 4 Oct 2017**

The Coega SEZ is home to a number of agro-processing companies such as Coega Dairy, Dynamic Commodities, and Famous Brands, to name but a few. Mark Alard, Director of Strategic Partnerships and Customer Care from the DTI highlighted that if companies wanted to grow their businesses, “Coega is the right place to be.”





# What Stakeholders Say about Coega? Cont.

## **British High Commissioner impressed by the Coega SEZ - published 27 Sep 2017**

Mr. Casey, in his remarks about the CDC, highlighted the impressive development that was on the ground. “I’m particularly pleased by the number of investors who have taken advantage of this amazing economic zone and made a great success of their investments.” British High Commissioner to South Africa, Nigel Casey

## **Sakhumzi Somyo, as the MEC for Economic Development, Environmental Affairs and Tourism - published 22 Feb 2017**

“the Coega IDZ is the best performing and has done very well to win national awards in South Africa; we are very proud.



# What Stakeholders Say about Coega? Cont.


## **CDC welcomes the Tunisian business delegation to the Coega SEZ - published 30 March 2017**

“In my last visit to the CDC in 2015, we were asked to market the Eastern Cape by extension South Africa for trade and investment opportunities. I have made it a point to link Tunisian businesses people with those in the Eastern Cape, especially bearing in mind the many similarities with the Eastern Cape,” - Honorable Mandla Hoyana, South African Ambassador to Tunisia.

## **Coega welcomes China's Consulate General at the Coega SEZ - published 18 January 2017**

“I have interacted with some of the investors located here from China like FAW and BAIC, and they have nothing but positive things to say about Coega and its management,- Kang Yong, Consulate General of the People's Republic of China.

“Your professionalism in delivering services to investors is highly commendable and is applauded greatly. We hope to see more projects from China coming to South Africa in the near future.” - Kanti Yong




# What Stakeholders Say about Coega? Cont.

**BUSA CEO supports the Coega SEZ as best positioned to grow SA's manufacturing -  
published 17 June 2016**

“A lot of the time investors look east or west for investment opportunities but I am pleased to see that the Coega IDZ has the capacity and infrastructure to attract investment from all over the world. So the message I will be sending out to potential investors is that they can look to the Coega IDZ as the location for manufacturing,” -CEO of Business Unity South Africa (BUSA), Ms Khanyisile Kweyama

“I am delighted to hear about the various incentives the CDC offers as these are crucial for foreign direct investment.”-Ms Khanyisile Kweyama






# What Stakeholders Say about Coega? Cont.

## Coega gets thumbs up from NCOP - published 23 September 2015

“Most significantly, Coega is a critical component of Operation Phakisa, a drive to enhance the economic value of our maritime industry. It is aimed at bringing about a radical economic transformation that will alter the course of our country’s economic landscape. Phakisa is one of the projects that seeks to address the historical reality of economic underdevelopment of the majority of people in this country - an objective that speaks to Coega’s objective and long term goal.”- Tabiso Wana, Head of the National Council of Provinces (NCOP).



# What Stakeholders Say about Coega? Cont.


**Parliamentary committee gives positive feedback on visit to Coega - published 24 April 2015**

Litho Suka, a delegate of the national committee of parliament (NCOP) - Coega has enormous potential to further broaden the economy of Nelson Mandela Bay and the Eastern Cape.

“Investor interest and investment in the Coega IDZ is commendable,- Litho Suka.

Xola Pakati, Chairperson of Eastern Cape Provincial Economic Development and Environmental Affairs, said he was impressed with the overall progress the CDC has made. He added that Coega was a good example of how an IDZ should operate.

“Coega proved skeptics who demonised IDZs as white elephants completely wrong,” –Xola Pakati.



# What Stakeholders Say about Coega? Cont.

Ministers welcome Coega advances at commissioning of two major investors -  
published 19 March 2014

Minister Davies said he was pleased to note:

“The serious traction that the Coega IDZ was generating”, attracting companies that will generate energy and inputs into renewable energy and local metals beneficiation.

“These are a welcome development in terms of this particular IDZ,”

“We look forward to these projects achieving success, as well as those in the pipeline coming on stream in the near future – we are pleased to see that there has been significant progress at Coega.”-Dr Rob Davies Former Minister of Trade and Industry

Energy Minister Martins lauded the work of the Eastern Cape in helping to build the nationwide energy imperatives and requirements.

“The Coega IDZ has built the requisite momentum to sustain the initiated projects – projects which span the value chain and constitute a generation project in the realisation of the national Integrated Resource Plan,” -Dikobe Ben Martins Former

Minister of Energy



# What Stakeholders Say about Coega? Cont.

## Minister Ebrahim Patel Speech - published 22 May 2013

“We are making quite significant progress as in creating new jobs. The bulk of these jobs are in the public sector and now we need to do the difficult part: which is trying to improve job creation in the private sector – particularly in the manufacturing and mining sector” - Economic Development Minister Ebrahim Patel.

“Government has decided to focus on infrastructure development because it believes infrastructure is fundamental to long-term growth.” Minister Patel.





# THANK YOU



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