



Trade & Investment
KwaZulu-Natal

EMERGING EXPORTER GRADUATION PROGRAMME

9 MAY 2018



Trade & Investment KwaZulu - Natal

YOUR KNOWLEDGE PARTNER IN BUSINESS



AGENDA

Welcome and Introductions

Purpose of the Session

Objectives of and role of EDPU

Export Development

Emerging Exporter Graduation Programme

Role of Trade Development & Promotion

- Export Awareness
- Market Development
- Information and Trade Intelligence
- Assistance with Incentives
- Coordination of Trade Shows
- Capacity Building for Exporters



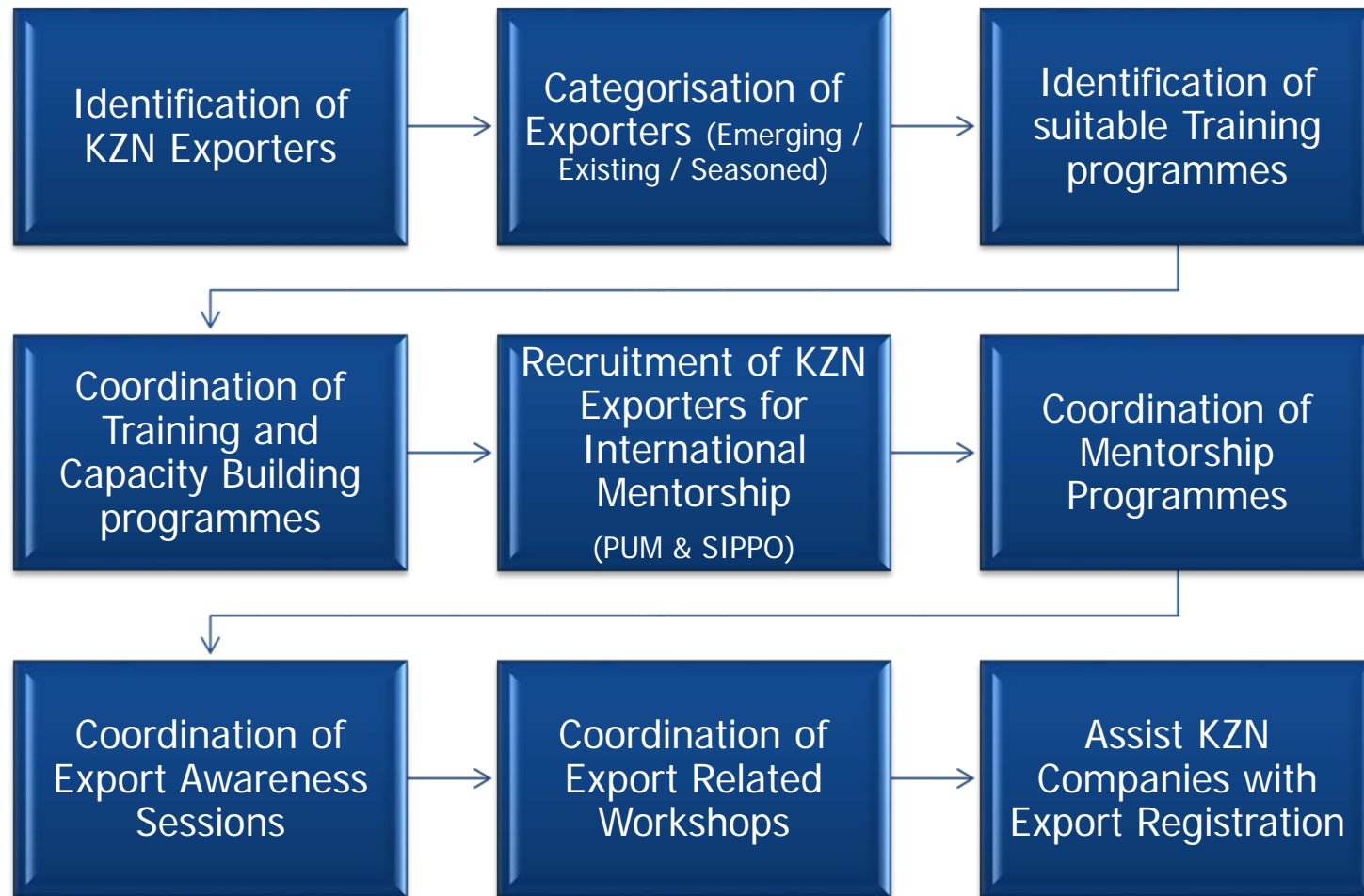
Target Categories for Export Development

Emerging Exporters

Existing & Seasoned Exporters

RASET Grouping

Export Development Processes



Planned Export Development Activities

Emerging Exporters

- Export Awareness (Essentials)
- Specialised Workshops
- Graduation Programmes
- DTI Export Passport

Existing Exporters

- Enterprise Development Programme
- Advance Export Development programme
- Specialised Workshops
- International Mentorships & Master Class Sessions

RASET Programme

- 10 Identified Companies
- Specialised Capacity Building Sessions
- Mentorship
- Master Class Sessions
- Exposure to Exhibitions

Emerging Export Graduation Programme 2017/18

- Conceived at the end of 2016
- Duration of the Programme was 5 months
- 29th of November 2017 – 15 March 2018
- Companies had to attend 2 days in a month
- 27 KZN Emerging companies attended the full programme
- 6 companies chose to attend certain topics that were relevant to their companies.

ABC KINGS

- **ABC Kings** is an intellectual capital company focused on superior logistics thinking
- Ricky Pillay is the Head and Specialist Trainer
- Customs Tax Consultant
- International Trade Specialist
- CargoWise Certified Professional
- Ricky is extremely knowledgeable and has more than 36 years of experience in imports, exports, and clearing and forwarding industry



Ricky Pillay

Topics Covered

- Desk research, market research
- Incoterms 2010
- Proforma invoice, financing, letters of credit and getting paid
- Sales contract
- Rules of origin
- Customs valuation
- Freight and shipping & marine insurance

- Packaging and labelling
- Flow of goods and money in the export value chain
- Customs control act
- VAT, Tariff classification, Solas–vgm
- Customs export documentation;
- Trade fair participation
- Financial & personal development

Emerging Companies Graduating

COMPANY NAME	NAME AND SURNAME
Zahnodola Logistics and Project	Zandile Nodola
Hillcrest Aids Centre /Woza Moya	Thethe Kongolo
Sluuvn Design	Silungile Mokoena
Nela Kahle 117c	Nkosinathi Emmanuel Zondi
Mpilo Ende Fortified Food	Phumzile Manana
Majestick Cream(Pty)Ltd	Jeannette Esmen Usher
South African Funeral Suppliers	Rovilan Naicker
ZuluGal Retro	Nozipho Zulu
Isivuno Food Company	Mthokozisi Mkhwanazi
Switched on Trading cc	Agnes Mhlongo

Emerging Companies Graduating

COMPANY NAME	NAME AND SURNAME
Lorraine Exclusive Designs	Lorraine Alagasen
Gugu Mobile Boutique	Gugu Bhengu
Lamasiswa Farming	Nombuso Patricia Vilane
Zulu Brides	Celiwe Angel Ntuli
Vitanova Designs	Naseema Vorajee
Sibolacali Traders	Sibongile Mtsabe
Environment and Energy Solutions	Bongani Buthelezi
Leotla Luxuries (Pty)Ltd	Leonard Leotla
Imperium Dynasty Group	Sincengile Ntshingila
Xolani Ntuli	XKG Logistics
Godly Ordained Holdings (Pty)Ltd	Xolile Bukhosini

Emerging Companies Graduating

COMPANY NAME	NAME AND SURNAME
Environment and Energy Solution	Bongani Buthelezi
Yeshua Hammashia Trading (Pty) Ltd	Prisca Phumi Ngcobo
Safiya Foundation (Pty)Ltd	Atlas Philani Duma
Sphamandla Enterprise (Pty)Ltd	Precious Zakwe
HiTech Medical Care	Kevin Naidoo
Vusulela Import & Export Services (Pty)Ltd	George Prosper Mkhize
Sizanisizo Primary Co-Operative	Nkosinathi Nyathakazi
Kuhlekonke Enterprise	Nonhlanhla Dube
Bright Ideas Project	Cabangani Khomo
Sizanosizo Primary Co-operative	Thandeka Msweli
Woman Vision Co-operative	Thuli Heshu
Stylish Studio	Star Sithole

Company Feedback

- ❑ “Very informative and insightfull” *Zulugal Retro*
- ❑ “Covered almost all my expectations. Thank you TIKZN for the programme. I benefited immensely”.... *Yeshua Hammashia Trading (Pty) Ltd*
- ❑ “Covered all my expectations”.....*Nela Kahle 117 cc*

Feedback on further Training Required

- Costing and Quoting
- Product Packaging and Labelling
- Incoterms in detail
- Working Trade Fair and Exhibitions
- Site visits to the Ports including Dube Trade Port
- Exposure to Exhibitions (local and international)



Thank You

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