



## Competence Centre Sourcing



# OVERVIEW

# SAGCC Offices

1952



**Johannesburg**

- Head Office
- Seat of the management
- Competence Centers Mining and Raw Materials and CSR

2012



**Durban**

- Representation for KwaZulu Natal
- Competence Centres Agriculture & Waste Management and Recycling

**Lusaka, Zambia**



- Second office outside South Africa
- Focus on market development, including mining and raw materials

2017

**Maputo, Mozambique**



- First office outside South Africa
- Focus on market development, including raw materials and infrastructure

2000

**Cape Town**



- Representation for the Western Cape
- Competence Centres Sustainable Energy and Water Management

2013/14





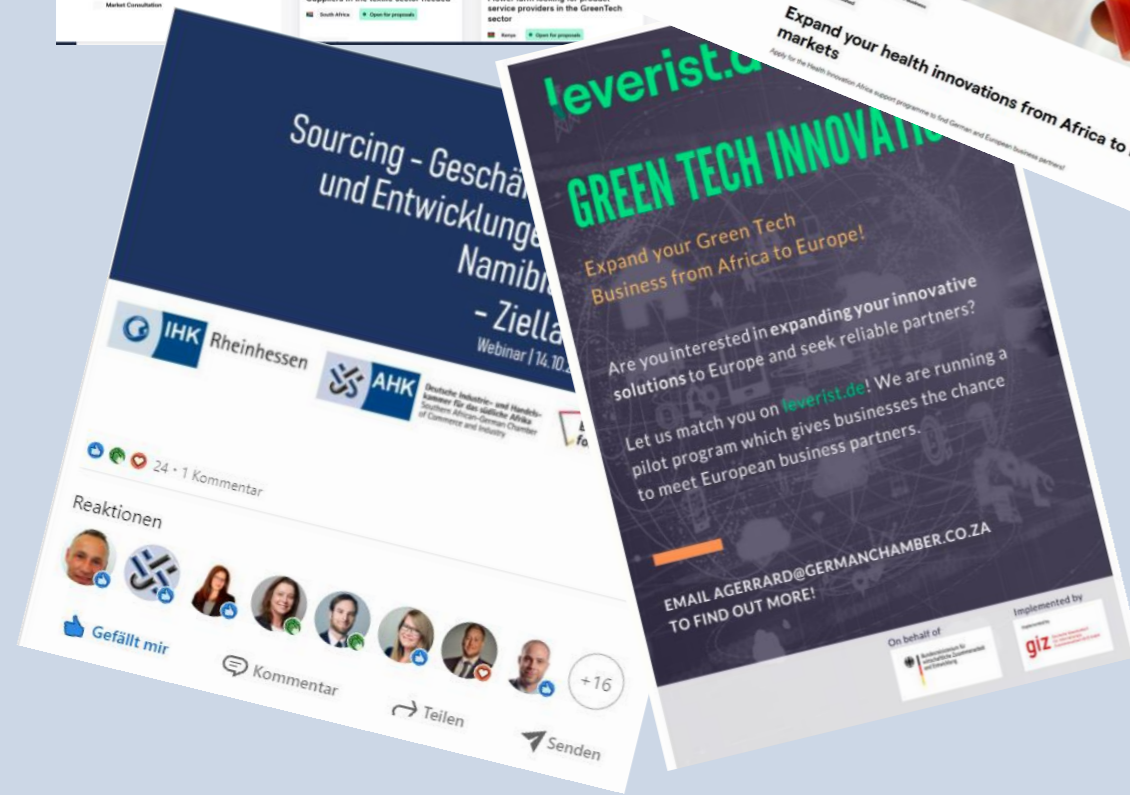
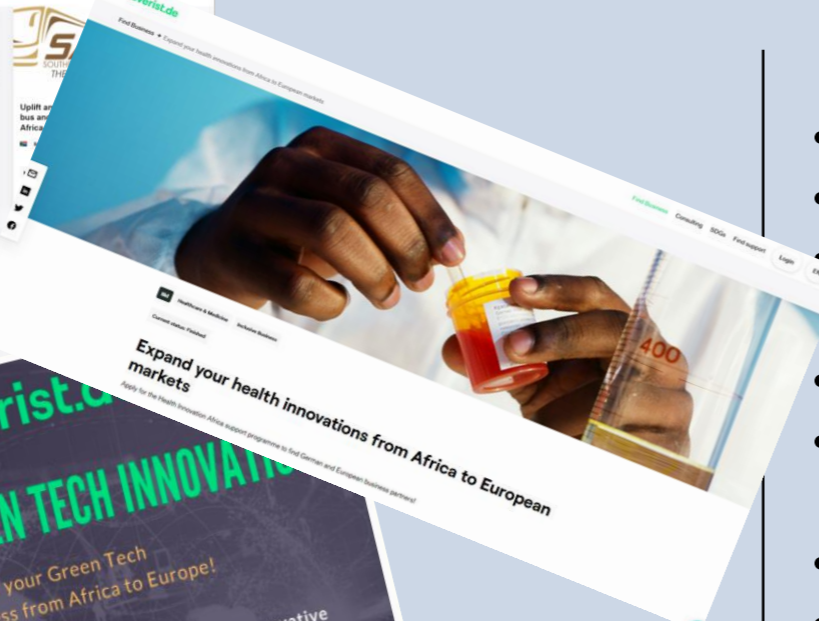
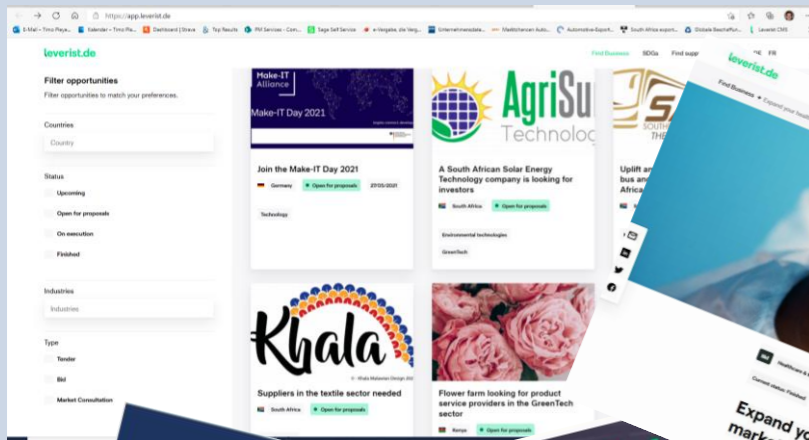
## Competence Centre Sourcing

- Analyse und Bereitstellung von Marktinformationen
- Lieferantensuche für deutsche Unternehmen
- Netzwerk und Kooperationsplattform
- Unterstützung bei der Suche nach europäischen Geschäftspartnern und Verbänden
- Beratungsdienstleistungen zu Markteintritt, Messen, Lieferketten, Finanzierung und Fördermöglichkeiten,
- Organisation von Veranstaltungen in den Bereichen Beschaffung, Exportmarketing, Messe-Workshops, Workshops zur Steigerung der Wettbewerbsfähigkeit.



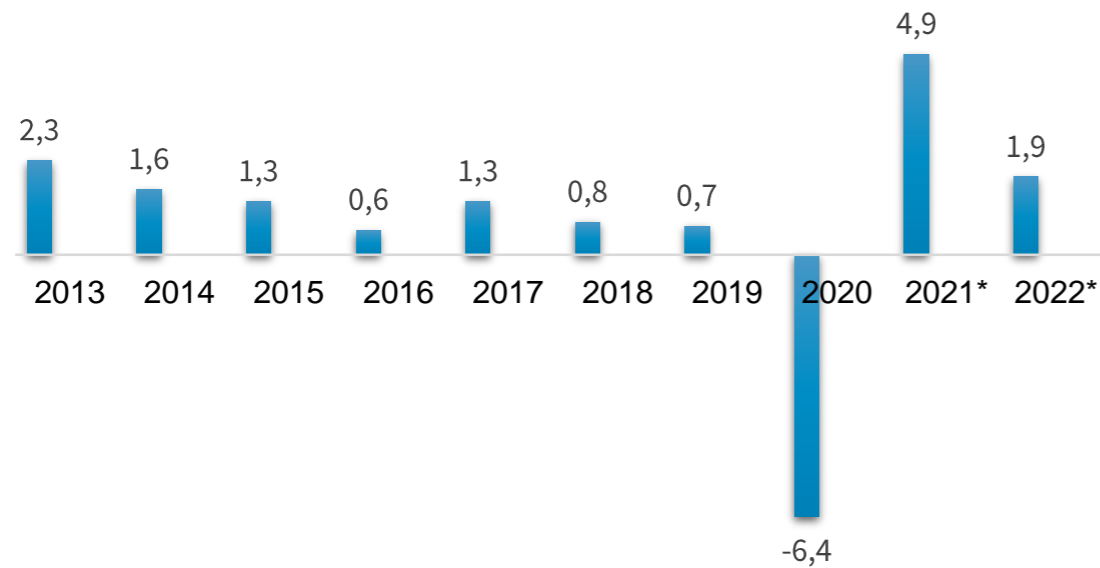
# Sourcing Projekte

- Virtual Trade Fair Pitch Southern Africa | 13 - 15 July 2021
- Green Tech Innovation-Project
- Automotive Congress Zwickau/Germany: Sourcing-Inquiries from German Buyers
- B2B-Sourcing-Plattform
- Training-Program for SA-Companies “German Supply Chain Due Diligence Obligations Act”
- Sourcing Consulting Days
- Health Innovation  
Project <https://app.leverist.de/en/opportunities/expand-your-african-made-health-innovations-to-european-markets>



# Wirtschaft und Handel

## BIP Wachstum in % (2013-2022)



Quelle: IWF

\*2021, 2022

## Zentrale Sektoren

- Automobilbranche
- Bau- und Infrastruktur
- Bergbau
- Energie
- Kunststoffe
- Maschinenbau
- Nahrungsmittel
- Gesundheitswesen

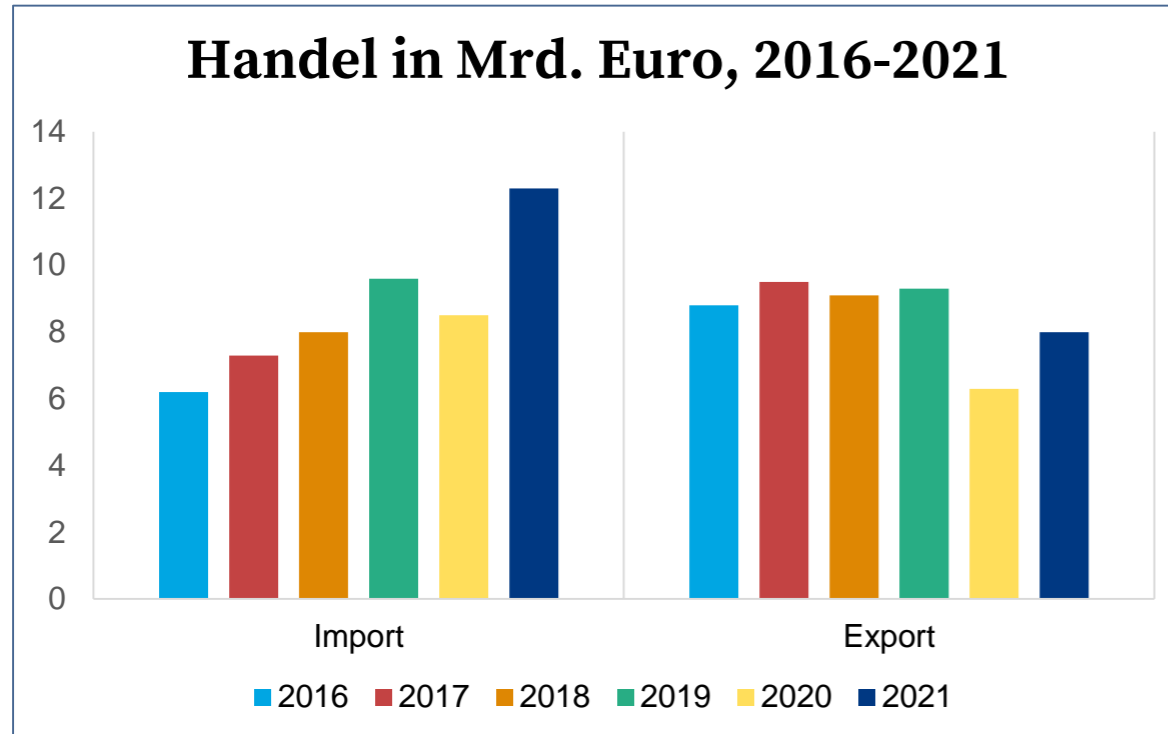
## Staatsverschuldung

2018	2019	2020	2021*	2022*
56,7%	57,8%	77,1%	80,8%	84,4%

Die Verschuldung des Landes unter Zuma nahezu verdoppelt; 60% des BIP.

- Trotz vieler Probleme (Korruption, Energiekrise) bleibt Südafrika Investitionsstandort Nr. 1 in Afrika.
- Wachstumschancen Industriesektor aufgrund pan-afrikanischen Freihandelsabkommen

# Deutschland – Südafrika



Quelle: Statistisches Bundesamt

## Handelsbeziehung

### Handelsvolumen 2021:

Deutsche Exporte nach SA: 8,0 Mrd €

Deutsche Importe aus SA: 12,3 Mrd €

### Handelsvolumen 2022:

Deutsche Exporte nach SA: 9,8 Mrd €

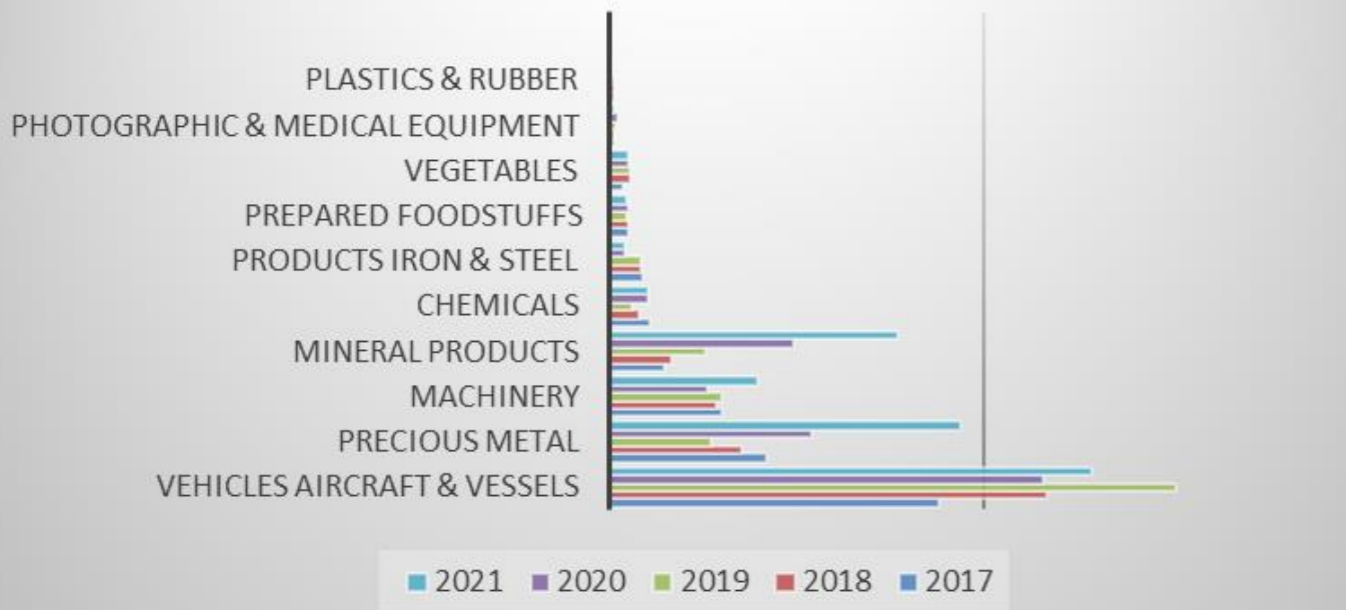
Deutsche Importe aus SA: 14,4 Mrd €



Rangstelle bei südafrikanischen Einfuhren: 2

Rangstelle bei südafrikanischen Ausfuhren: 3

## SA Exports to Germany



Source: Trade and Investment KwaZulu-Natal

## Exporte aus Südafrika nach D.

- Komponenten für die Automobilindustrie
- Rohstoffe & Metalle
- Mineralien
- Eisen & Stahlprodukte
- Lebensmittel

## Potentielle Sourcing Märkte

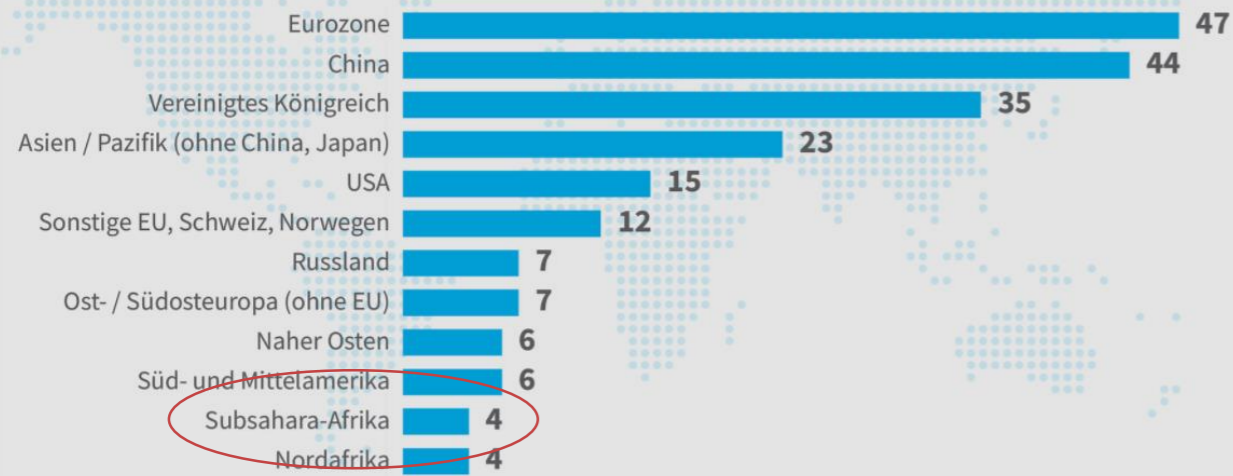
- Technische Textilien
- Business Process Outsourcing
- Green Hydrogen
- Med-Tech / Pharma
- Future Automotive Architecture



# Veränderungen in der Lieferkette

## Regionen, in denen die Unternehmen besonders von Lieferkettenproblemen betroffen sind

in Prozent, Mehrfachantworten möglich



Quelle: Going International, 2021

© DIHK

## Diversifizierung der Lieferketten

Anteil der Unternehmen in Prozent, Mehrfachnennungen möglich



Quelle: Going International, 2021



# Aktuelle Sourcing Anfragen




- Automotive
- Maschinenbau
- Gesundheit & Medizintechnik
- Chemie / Kunststoffe
- Textilindustrie
- Lebensmittel




# Training Course: Sustainable Supply chains – shaping value chains responsibly through embedding due diligence

 Share  save event

 Virtual classroom via Zoom  
[Show place in map](#)

 English

 Free of charge

### Event Start

01/06/2022 · 09:00

### Event End

26/08/2022 · 15:00

### Registration

Registration deadline: 15th May 2022

[Register for this event](#)



# Field of participants

Business sector	Total number of employees
Renewable Resources	12500
Retail & Wholesale	4000
Retail	3500
Mining/Automotive	1400
Mining	1250
Manufacturing/Distribution	600
Automotive	300
Automotive	200
Services (Environmental Hygiene)	80
Manufacturing	80
Manufacturing	50
Manufacturing of alternative building materials	37
Pharmaceuticals	20
Supply of industrial valves	15
Warehousing and Freight Forwarding	12

“

**With a certified training**

we support SMEs in their first steps towards compliance and proof of human rights due diligence obligations - **tailored to their needs and in a cost-effective way.**

- Various business sectors
- Various enterprise sizes
- Designated person (Procurement Manager, SCM-Manager, CSR-Manager, etc.) (No CEOs)

# Final Survey



*The Adventure Starts Here*

**“Was able to convince Exco that we needed to implement Due Diligence Model”**



**“I have been able to implement human rights policy, supplier audits and risk management”**

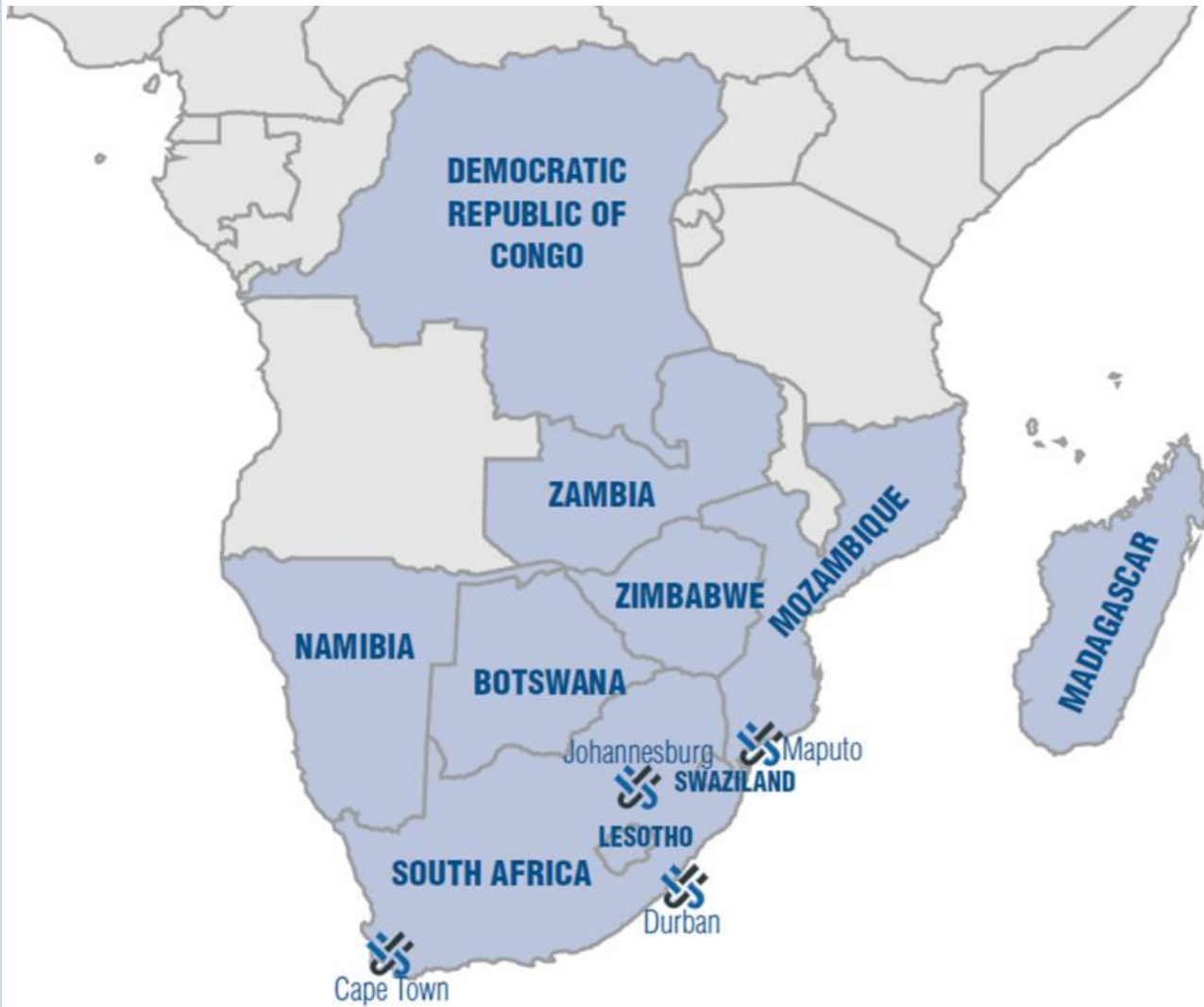


**“Sustainable disposal of scrap tyres and a project to increase retread sales to reduce waste tyre generation for truck tyres (in progress).”**

**“Support for the implementation of the Code of Conduct”**

ArcOptics **“Review of policies and strengthen weaknesses More responsibilities to managers in key strategic areas Closer observation on suppliers regarding environment issues and labor issues and human rights!”**





# Kontakt

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