

Brian Gallagher

UK Trade Commissioner to South Africa



Overview

Political

- Public debate within the Tripartite Alliance and with government
- Uncertainty regarding the future leadership of government
- Lack of clarity as to decision makers – Zuma: conciliation
Politics ?

Economy

Pace of the economic recovery

- Investor perception of South Africa vs other emerging economies

Lack of transformation of the economy

- Perception that bbBEE is not empowering a new generation

- *Key G20 member*

- *Economic gateway to Southern Africa*

Uncertainty over the security of future supply and price path

- Tariff increases to bring SA inline with other emerging economies
- Need for financing expertise and equipment
- Renewables

Unemployment

- Key focus of government and unions
- Creation of decent work a priority for government

Skills shortage

- Lack of suitable leadership in key positions such as the SOEs
- Lack of sufficient skilled professionals, i.e. engineers

Service delivery (crime, health, housing)

- Concerns for the majority of citizens in South Africa
- Government focus on improving service delivery

UK/South Africa Trade & Investment

- The UK is in South Africa's '**Premier League**' of Trading Partners with over £9.6bn in two-way trade last year
- English as the main business language and similar legal systems and business cultures
- The UK is 1 of the top 3 investors in South Africa
- At the recent Presidential visit to the UK, Ministers undertook to double trade over the next 5 years between the UK and South Africa

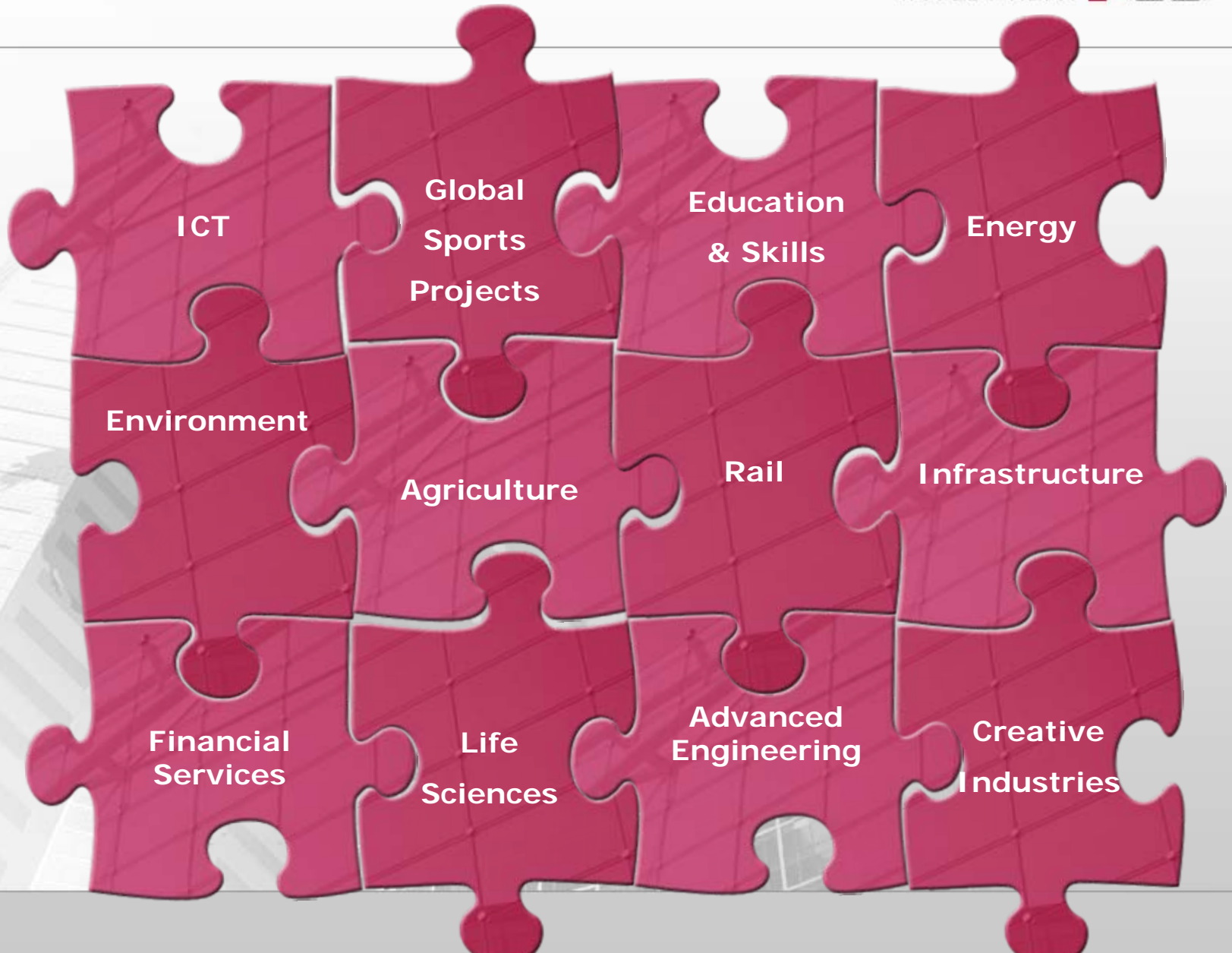
UK Investors in South Africa



Associated British Foods plc



Sectors opportunities



How UKTI South Africa can assist your company

- Bespoke research
- In-market programme arranging
- Function arranging:
 - Exclusive dinners with key South African contacts
 - Business networking receptions
 - Product launches
- UKTI BizClub
- UKTI BizPark

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