Broward County Office of Economic and Small Business Development (OESBD)
Justification for Broward County Participation in
Select Florida Export Sales Mission to South Africa
November 29 – December 6, 2025

Introduction/Background

South Africa is seen as a gateway to Africa, not only providing excellent opportunities in its market, but it is also a great way to position Florida-made products/services to the region. With the prospect of stable growth, an expanding domestic economy, and increased interest in American-made products and services, South Africa is an emerging market for Broward companies looking to establish a foothold in Africa.

Presently, South Africa ranks as Port Everglades' 44th trade partner with FY2024 accounting for $100 million in total trade. This mission presents an opportunity to spur trade activity between South Africa and Port Everglades, possibly forming a sister port partnership.

Select Florida is collaborating with their office in South Africa to coordinate the mission and facilitate business-to-business (B2B) meetings for the Florida participants. Additionally, mission participants will benefit from networking events and meeting contacts outside of the scheduled B2B appointments.

The Florida Export Sales Mission to South Africa

The Select Florida Export Sales Mission to South Africa is part of a statewide strategy to market Florida products and services more aggressively in Africa. This statewide strategy is intended to provide Florida businesses with opportunities to grow their business and build new relationships in Africa. The mission will be extremely active, featuring business matchmaking meetings for Florida exporters, one-on-one business meetings with potential South Africa partners and networking opportunities. South Africa represents an excellent opportunity for Broward County companies to expand their business in one of the fastest growing economies of Africa.

Best Export Opportunities to South Africa

Below is a table of leading sectors, according to the U.S. Commercial Service, for Florida exports to South Africa and the approximate number of corresponding firms in Broward County:

Leading Sectors:	**Approximate Number of Firms in Broward***
Information Technology	1,984
Agriculture Equipment	12
Education and Training	1,120
Aviation	3,844
Energy	103
Mining	115
Healthcare: Medical Devices and Pharmaceuticals	2,737

* Source: Reference USA

Several of the leading sectors listed are also Broward County targeted industries. Promotion of international trade is consistent with the Broward County Commission's Value of "Ensuring economic opportunities for Broward's diverse population and businesses" as well as OESBD's mission to grow targeted industries in the county.

The three (3) leading sectors in which Broward County has the greatest number of businesses are the ***Aviation, Information Technology, and Healthcare*** sectors. Opportunities for each sector are detailed below. This information is available in the U.S. Country Commercial Guide for South Africa and is published by the U.S. Embassy in South Africa.

Aviation

In 2016, South Africa ranked 76, after Greece, for global U.S. aircraft parts exports. However, the growth of commercial and general aviation in southern Africa has slowed down significantly; high operating costs and a sluggish economy are taking their toll on discount airliners and general aviation. The launch of the African Union's Single African Transport Air Market, which comprises 28 countries including South Africa, in 2018, provided airlines an opportunity to increase their operations on the continent. The biggest growth is expected in other Sub-Saharan African states as they ramp-up up their capacity to meet long-term growth in passenger travel and air freight. There has been a downturn in airborne offshore utility and mineral deposit surveying done by South African operators in southern and central Africa over the past years. Unmanned aerial systems (UAVs) / drones are however making steady progress for a host of utility and security applications.

South Africa-based civil aviation environment is facing significant challenges to long-term viability. The long-anticipated sustainable turn-around of State-Owned national carrier South African Airways (SAA) remains unclear, despite a qualified commitment from South African private equity consortium Takatso of majority shareholder Harith Global Partners made in 2021 to buy 51 percent equity in SAA as a Strategic Equity Partner (SEP). The discount brand of SAA, Mango, has ceased operations. In June 2022, a privately-owned carrier Kulula and British Airways brands accounting for 40% market share, went into provisional liquidation and ceased operations after operating for more than 75 years. Other private operators FlySafair, Airlink, and Lift are still operating. Delta and United offer regular non-stop flights to Johannesburg and Cape Town.

<u>Sub-Sector Best Prospects</u>

The best prospects for U.S. suppliers are:

- Professional Drone Componentry, Systems, and Training Ground Support Equipment
- Passenger Transport Vehicles
- Cargo De-Grouping and Logistics
- Air Traffic Control
- Security screening systems

<u>Opportunities</u>

There are opportunities in training systems to upgrade the skills pool. New demand for commercial and general aviation solutions from the United States are expected in the following fields:

- Engine Management Systems
- Precision Tooling
- Maintenance, Repair, and Overhaul (MRO) Certification

Information Technology

South African IT sector. South Africa has one of the largest information and communications technology (ICT) markets in Africa. It has established itself as a technological and innovation hub on the continent. South Africa's IT sector includes software development, hardware manufacturing, telecommunications, cybersecurity, digital services, Fintech, and digital payment. As an increasingly important contributor to South Africa's GDP, the country's ICT and electronics sector is both sophisticated and developing. Several international corporations operate subsidiaries from South Africa, including IBM, Google, Microsoft, Intel, Systems Application Protocol (SAP), Dell, Amazon Web Services, Novell, Meta, and HP. It is seen as a regional hub and a supply base for neighboring countries. South Africa is home to vibrant start-up communities in both Cape Town and Johannesburg.

South Africa's ICT products and services industry is penetrating the fast-growing African market. South African companies and locally based subsidiaries of international companies have supplied most of the new fixed and wireless telecoms networks established across the continent in recent years.

Public Sector. Although the public sector is normally the largest player when it comes to IT spending, the short term sees the expenditures reducing to counteract the increasing debt from the economic downturn and the COVID 19 pandemic. The South African Government's budget in this sector focuses on key interventions to increase the usage of ICT to facilitate socio-economic justice and inclusion, improve competitiveness and prepare for the 4th / Digital Industrial Revolution. The State Information Technology Agency (SITA) manages the public sector tenders; all IT-related procurement should go through this agency.

South African Skills Development Program. The Government, via its programs and agencies will embark on an extensive skills development program aimed at training one million young people by 2030 in Robotics, Artificial Intelligence, Coding, Cloud computing and Networking. South Africa has a data protection law called the Protection of Personal Information (POPI) Act that prohibits the transfer of personal information to a third party who is in a foreign country unless such transfer complies with specific guidance outlined in the Act. POPI legislation provided for an Information Regulator (IR), established in 2018, which will investigate and adjudicate complaints of privacy violations on an ad hoc, case-by-case basis. The IR is charged with regulating the protection of digital personal information. The POPI Act came into full effect on July 1, 2021.

Private Sector. Banking and financial institutions are a significant market for the IT sector. As more people join the formal markets, this industry is expected to grow in the next ten years. The retail banks are increasing their spending to grow their digital platforms and concurrently increasing their online security measures. This will drive innovation in internet banking and more specifically mobile access and mobile money solutions.

Private consumption will rise, but the strong growth of smartphones is likely to offset PC and laptop usage. In the short term, the decreasing household purchasing power and the depreciated Rand could also be responsible for tablets outselling notebooks, a less expensive piece of hardware and both outselling PCs. Households affected by the economic downturn will look for cheaper options. It is a strongly regionalized market, due to a lack of inter-city connectivity and infrastructure in parts of the country (rural areas) and it is very price sensitive. However, improvements to network infrastructure and adoption of cloud services and smart infrastructure will change. In the short to medium term, there is a trend towards greater innovation in applications used for HR, payroll, and teleworking software to increase operational efficiencies and flexibility as more people work from home. This might encourage more firms to look at how to decrease capital expenditure and include remote and teleworking strategies to be included in their digital policies.

U.S. Companies. Leading U.S. companies such as Microsoft are elevating South Africa into the lead group of countries for new product releases reflecting the growing importance of the market and the region. With IBM's Cloud Data Centre, they can provide clients with a complete portfolio of cloud services. This is the result of close collaboration with South African, 100 percent black-owned firm Gijima and Vodacom and is designed to support cloud adoption and customer demand across the continent. This again demonstrates the willingness of foreign companies to invest in this market and use the local skills force to penetrate the market and the region. Amazon Web Services (AWS) has also opened a data center in Cape Town. CISCO and Dell both have training academies within South Africa to assist with the development of skilled labor within this sector.

Sub-Sector Best Prospects

The major worldwide trend of moving toward cloud-based systems is one that has gained momentum in South Africa especially with increased improvements in connectivity, decreasing cost and data center infrastructure. The strong entrepreneurial drive within the local IT sector is creating a larger demand for cloud-based services. Cloud-based services and solutions are seen to offer cheaper, safer alternatives and efficiency gains in operations. Using the cloud is also seen to decrease susceptibility to piracy and cyber threats.

Machine-to-machine (M2M) communication and the Internet of Things (IoT) is forecasted to grow and is a new development globally and not just in South Africa. With the rollout of fiber and cheaper data costs, opportunities will arise in this sector for connected living.

South Africa has a thriving start up and tech market. The South African government via the ICT small, medium, and micro-enterprises (SMME) Development Strategy seeks to accelerate the growth and development in the SMME sector. Government support is given to partnerships for incubation, networking, and capacity building.

Software

Business software spending may be driven by customer-centric industries such as retail, financial and telecoms, where businesses are recognizing that solutions can be a competitive differentiator. Cloud-based software products are expected to drive growth. This sub-sector is still hampered by piracy, and it is estimated by the Business Software Alliance (BSA) that around 35 percent of installed software in SA is illegal. The need for security products is growing with company spending increasing to about 8 percent of the total IT budget. The higher end of South Africa's software market has matured, and companies are price sensitive and cautious about investing in new technologies. This may bring opportunities for software that integrates platforms.

E-commerce and related software are showing growth with South African online stores showing the number of online shoppers significantly increased year-on-year. Retail sales increased by 66 percent in 2020, this can be attributed to the Covid-19 pandemic and lockdown rules but has introduced online shopping to many first-time shoppers. South Africa is still nowhere near the global estimates of online retailers who make up 10-12 percent of total retail, South Africa is around 1 percent of total market for consumer goods. Cybersecurity remains a prevalent concern for South African consumers who rather opt for physical retail purchases. Another concern is the security of the products out for delivery. It is currently estimated that only 41 percent of households have at least one member with access to the internet at home or elsewhere. However, only 10 percent of households have internet access at home. Here mobile internet adoption has been widespread and provides significant opportunity for e-commerce websites on mobile devices.

Broadband access continues to improve due to investments in submarine and terrestrial fiber-optic networks which have increased capacity and coverage. This will continue to be an important factor for spending in this sector. The cost of data in South Africa is still relatively high. Some dominant operators charge eight times more per data bundle than in other African countries. After public demand, the Competition Commission released a report on its market inquiry, mandating the telecommunication companies to lower their cost for data. The telecommunication companies blamed the small amount of available spectrum, but they subsequently lowered data costs making access for all South Africans a little cheaper but still relatively higher. According to the most recent survey by Research ICT Africa (a regional think tank), data prices in South Africa remain relatively high. South Africa was ranked 27th out of 42 countries regarding the average cost of 1 GB of data in the third quarter of 2022. South Africa's data costs were around four times those of Ghana and Kenya. Even though broadband access continues to improve in terms of capacity and coverage, with operators' increased investments into their 4G and fiber and for some, such as the largest operators, investments into their 5G networks in the country, there is still a wide digital divide. In comparison to rural and underserved areas, urban areas have stronger broadband infrastructure and higher internet penetration rates. The extensive usage of mobile phones is contributing to increased internet access, particularly in rural areas.

The telecoms regulator, the Independent Communications Authority of South Africa (ICASA), held a spectrum auction in March 2022. ICASA announced plans for another high-demand spectrum auction to support the continuous expansion of 4G and 5G services.

Smart Cities

South Africa is the leader when it comes to smart city technology in Africa. South African cities recognize that the benefits of smart cities are wide ranging, affecting a broad

spectrum of industries and making life easier for residents in a multitude of ways. However, most South Africans lack the basic services that should be supplied by their municipalities. As such, the needs for each city and community will be different. The three major South African cities: Johannesburg, Cape Town, and Durban are taking the lead with various smart city initiatives and have put into operation some variants of smart city solutions. These cities are open to explore innovative technologies and best practices that are currently implemented in first world countries. After facing the challenges of supplying electricity, housing, water, internet connectivity and tackling congestion as well as crime the cities can then focus on the luxuries of digital innovations for their communities.

South Africa understands the need for smart cities and the benefits of relating to country-wide improvements. Quality of life expectations and implementation of best practices across different industries is a fervent goal that pushes for private and public sector cooperation. South Africa's Department of Cooperative Governance (DCoG) leads the development of towns and cities. The department drafted the Smart Cities Framework (SCF) to provide objective, factual information about smart cities in South Africa to all those involved in designing and implementing smart city programs The South African Local Government Association (SALGA) promotes innovation in Local Government and encourages a mindset of innovation in municipalities nationwide. SALGA's role is to collect and disseminate knowledge on innovation, to encourage learning, and facilitate the replication of successful practices in different municipalities. Innovation creates connections among communities, government, the private sector, and civil society seeking innovative ways to meet social needs. The SALGA captures the essence of South Africa's country-wide effort.

Several challenges still stand in the way of smart cities becoming a reality in South Africa - an underdeveloped infrastructure, skills deficit, and need for local and international investment. This is a hindrance to the advancement of smart cities nationally, requiring well-trained, tech-savvy individuals who understand and can use IT systems. The major metropolitan areas such as Cape Town, Johannesburg and Durban have started researching smart technologies geared to smart mobility to address traffic challenges due to an increase in urbanization.

Opportunities

There are opportunities within organizations looking for assistance in utilizing efficiencies from cloud computing such as Software as a Service (SaaS) and Infrastructure-as-a-Service. Cloud computing is becoming more important due to improved bandwidth availability, security, and lowered cost of broadband, as well as additional internet providers competing in the market. The improvements in data center infrastructure have resulted in a boost to cloud computing. It is estimated that around 77 percent of large South African companies have implemented some form of cloud computing. With the increase of cloud computing local firms including telecommunication, and BCX. Huawei, AWS, Microsoft, and Oracle all have data centers and are positioning themselves to be a regional hub.

Cybersecurity. There have been high-profile cyber-attacks and hacks on financial, utility, transportation infrastructure and even political parties. Due to the increase in internet traffic, there will be increased demand for IT security products and software within most

sectors. As the Internet of Things (IoT) or connected devices grows in popularity so does the threat of cyber hacks/attacks. South Africa has some of the most developed infrastructure amongst its African neighbors, which has led to an increase in cybercrimes in South Africa. Experts assessed that private companies generally had better cybersecurity procedures in place than government entities and state-owned firms, as well as greater investment in cybersecurity insurance.

Healthcare

Saddled with a quadruple disease burden – communicable (HIV/AIDS, TB), rising non-communicable (diabetes, cardiovascular disease, hypertension, cancer), trauma (interpersonal violence, such as gunshot- and stab wounds), and mental disease - South Africa's healthcare operates on two systems: the public system, which caters to around 85 percent of the population, constituting roughly 48 percent of total healthcare expenditure with funding from the state (approximately nine percent of GDP); and private healthcare, which looks after 15 percent of the population who can afford medical insurance. Both sectors offer a range of services from primary to more specialized healthcare, but more advanced, high-tech products and elective procedures are more commonly found in the private sector.

South Africa is moving toward universal healthcare through a proposed National Health Insurance (NHI) scheme. Through NHI, the government will likely become the main procurer of health goods and services, as well as investing in the public healthcare system to improve infrastructure and access. The NHI Bill was approved by the National Council of Provinces (NCOP) and passed by parliament on December 6, 2023. The Bill will need to be signed by the President before it can begin the process of being turned into law and implemented. Significant questions remain on how NHI will be funded and implemented, as well as whether the private sector will have a role in the new health landscape.

The healthcare market in South Africa is highly complex and fragmented in terms of real purchasing power. Entry usually requires appointing a reputable and experienced distributor, in order to participate in Government issued tenders, distributors and representatives must have strong B-BBEE credentials.

The public sector is the biggest purchaser of healthcare equipment and supplies, particularly for primary healthcare. Purchasing is devolved to each of the nine provinces that in turn publish their own tender notices, but the National Department of Health also issues tenders for national supply. Ultimately, it is Treasury that will make funding provisions available for the purchase of products. Severe funding constraints make it difficult for public hospitals to maintain or purchase health equipment and services. For now, the best prospects for advanced technology and equipment remain in the private sector. Four big hospital groups dominate – Netcare Limited, Life Healthcare Group, Mediclinic Southern Africa, and the National Hospital Network. Additionally, there are several independent private hospitals. Around 78 medical schemes are in play in South Africa, 20 of which are open and the rest restricted. Discovery Health remains the largest open medical aid scheme, with an estimated 1.3 billion members and 2.8 billion beneficiaries (Council for Medical Schemes 2019/2020).

All healthcare-related products must be registered with and evaluated by the South African Health Products Regulatory Authority (SAHPRA). All entities involved in the manufacture, distribution, import and export of healthcare products must be licensed by SAHPRA. Only authorized representatives residents in South Africa may apply for registration of products with SAHPRA.

Medical Devices

In the near term, growth in the medical device market remains subdued due to the economic instability, which the COVID-19 pandemic has exacerbated. Whereas the value has increased in local currency, it has remained flat in dollar terms, reflecting the currency fluctuations of the South African Rand. An increase in government spending to upgrade public health facilities and systems as part of their NHI implementation program may catalyze some growth in this sector, though the recent, significant budgetary shortfalls and cuts in the provincial and national health departments, as well as the pandemic fallout will likely negatively impact government spending. Private sector investment will grow at a slower pace due to inflation, uncertainty about NHI, and other cost pressures. The United States continues to dominate this medical device market, with other major suppliers from the EU (Germany, France, Switzerland, other EU member states) and Asia (China, India, South Korea, and Japan).

Consumables: This sector is projected to grow roughly 5 percent over the next five years and has fairly robust local manufacturing, most imports come from the United States, China and India. The EU27 is another major player, notably Germany.

Diagnostic Imaging: Germany, the United States, and China are the leading suppliers in this market. Other players include Japan, Netherlands, and the UK. This sector is expected to grow around 6 percent, taking into account an increased share of an aging population, as well as growth in chronic diseases. There is a need for MRI and PET scanners, radiotherapy products, and other diagnostic imaging products in public facilities. Despite the under-developed nature of the market in this sector, purchasing will be dependent on funding availability and currency fluctuations.

Orthopedics, Prosthetics and Adaptive Equipment: Most products in this sector are imported, mainly from the United States, Germany, Italy, and Switzerland. There is some local manufacturing, which is endorsed by the National Department of Health. This sector is extremely price sensitive, and high-end adaptive equipment remains unaffordable for the majority of the population, even if they have medical insurance.

Dental: Around 85 percent of equipment in this sector is imported, primarily from the United States and Germany, with smaller supply coming in from mainland China and Switzerland. The market is very small for high-end elective procedures due to the associated costs and limited insurance coverage. The majority of dental work, particularly in the public sector, focuses on extraction, fillings, and cleaning. There are some local manufacturers that supply and export dental instruments, and implants.

Patient Aids: Approximately 85 percent of this market is imported. Portable and therapeutic aids are sourced mainly from China, with smaller suppliers from the United States, Germany, and Switzerland. This sector is likely to grow due to an aging demographic.

South Africa engages in some local manufacturing, which is mostly confined to assembly and lower end products (there are exceptions). There are government incentives in place to encourage local growth in this sector. South African exports are mainly to other countries in Sub-Saharan Africa.

Pharmaceuticals

South Africa remains the largest pharmaceutical market in Sub-Saharan Africa.

Should the National Health Insurance plan materialize, it is highly likely that there will be rising demand for prescription generic drugs, improved healthcare infrastructure and access, as well as increased local pharmaceutical production of generics. Demand and spend in this sector, particularly as it relates to high value medicines, will likely be tempered by challenging economic conditions. There will continue to be emphasis placed on HIV/AIDS and TB treatment, but over the long-term, focus will a shift towards the growing chronic disease burden – diabetes, cardiovascular disease, hypertension, and cancer treatments.

The COVID pandemic highlighted the gaps and weaknesses of meeting vaccine and drug demand, and to this end, there is growing interest in developing a strong pharmaceutical and biotech production hub in the country to prepare adequately for the next pandemic. Partnerships between U.S. pharma manufacturers and local producers have taken place, focusing on technology transfer to ramp up local production for the continent. In April 2023, the World Health Organization (WHO) officially launched its mRNA vaccine technology hub in Cape Town to improve access to vaccines across markets throughout the continent.

Most innovator drugs are imported with primary supply from India, Germany, United States, and France. These will experience modest growth (approximately four percent), particularly newer drugs as many may not be on the Essential Medicines List. By contrast, generic drugs can expect stronger growth, both in terms of volume and spend, due to high demand and purchasing preferences (public sector), but also because of increased local production driven by government incentives and policies favoring local content. Ultimately, however, the South African government's purchasing decision is driven by price.

All medicines, regardless of category (including dietary supplements), are subject to registration and evaluation by the South African Health Products Regulatory Authority (SAHPRA) which is guided by the Medicines and Related Substances Act, 1965: https://www.sahpra.org.za/wp-content/uploads/2020/02/Government_Gazette_Medicines_and_Devices_Act_Jun_2017-1.pdf . Labeling compliance is also addressed in the Act.

Digital Health

The South African government has indicated that digital healthcare technologies will form an integral part of NHI in that it will strengthen healthcare systems, provide better access for patients, and improve health outcomes. To this end, they have published a National Digital Health Strategy for South Africa 2019-2024, prioritizing:

- The development of a complete electronic record for patients (some form of this already exists)
- Digitization of healthcare systems business processes
- An integrated platform and architecture (open source/open architecture) for health sector information to ensure interoperability of existing patient-based information systems
- Growing health to promote coverage for target population groups.
- Developing and growing digital health knowledge for implementers and users

High data costs, low connectivity density and inadequate ICT infrastructure will need to be improved significantly for the successful implementation of the strategy. Adequate funding for this initiative will be key to its proper and timely implementation, as well as improved access, particularly in peri-urban and rural areas.

Opportunities

The underdeveloped market offers potential for growth, but faces considerable restraints including serious funding issues, poor infrastructure, staff shortages (particularly in the public sector), and difficulties in accessing the market due to the considerable delay in SAHPRA's approval process. The COVID-19 pandemic and prevailing economic recession have only exacerbated these obstacles. Opportunities will exist for:

- Cost effective and innovative detection and treatment for cancer and other non-communicable diseases (NCD)
- Cost effective and innovative surgical equipment
- Advanced surgical technologies, robot-assisted surgeries to improve outcomes and address skills shortage (likely more in the private sector)
- Developing local manufacturing for medical devices and medicines (Public-Private Partnerships)
- Vertical integration of larger healthcare providers to control costs of their supply chain by owning more of it (mergers, acquisitions, partnerships) and using technology: IoMT (Internet of Medical Things), SaMD (Software as Medical Device), cybersecurity, data analytics, digitization, and compliance

OESBD Participation in the Export Development Trade Mission

The role of the OESBD's representative on the mission will be to provide support and export assistance to Broward County firms, as needed, during the mission. OESBD's representative will also work to build and strengthen ties with South Africa government agencies and associations at the national, state and local levels to identify future export opportunities for Broward County firms. OESBD's representative will also be available to provide international protocol support for the Broward County delegation.

OESBD will coordinate meetings for the Broward delegation (meetings are listed below) and will work with all Broward County firms to provide one-on-one technical assistance, counseling and protocol support during and following the mission. OESBD will also identify additional organizations and contacts in South Africa which may lead to future export opportunities for these firms as well as other Broward County firms that are not

participating in this trade mission. OESBD will also seek foreign direct investment opportunities for Broward County. Another objective will be to promote the 2026 Florida International Trade and Cultural Expo (FITCE) to recruit international delegations to the conference.

Tentative Meetings for the Mission

- Meetings that are included in the mission agenda (U.S. Department of Commerce Briefing in South Africa by The U.S. Embassy, Session / Conference / Seminar Targeting Export Opportunities in South Africa, Meeting the U.S. Ambassador to South Africa, one-on-one matchmaking meetings for Gold Key participating companies)
- Special meetings for Broward County elected officials and leaders of Florida delegation
- Potential meetings for Broward County:
    - Local chambers of commerce
    - Association of importers / exporters in South Africa / other related associations
    - Media: potential interviews with the largest newspaper/TV/radio station in South Africa
    - Meetings with large importers/distributors

OESBD Mission Goals and Objectives

1. Organize export-related and business meetings for the Broward Delegation
2. Provide international protocol support to the Broward County delegation.
3. Provide export assistance to participating Broward County businesses as needed.
4. Participate in meetings with the South Africa government agencies and associations at the national, state and local level to build relationships that will aid in identification of future export opportunities for Broward County firms.
5. In addition to meetings arranged for participating Broward County firms through the Gold Key Program, OESBD is also working to arrange meetings for Broward County firms with economic, trade and industry organizations/associations designed to help Broward County firms build relationships that could lead to future export opportunities. Targeted organizations/associations include:
    a. Association of Importers and Exporters in South Africa
    b. National Manufacturing Industry Chamber
    c. AMCHAM South Africa

Estimated Mission Costs:

REGISTRATION: Delegate Package $750
HOTEL
Estimated Room Rate: $300/night
This rate includes taxes and internet
FLIGHT
Roundtrip (Economy)
Newark/Johannesburg & Cape Town/Newark: $1,923
Flight from Johannesburg to Durban: $90
Flight from Durban to Cape Town: $90
Costs for ground transportation, per diem have yet to be estimated