



ECIC NEWS

STAKEHOLDER NEWSLETTER | ISSUE 1 | OCTOBER - DECEMBER 2015

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MESSAGE FROM **THE CEO**

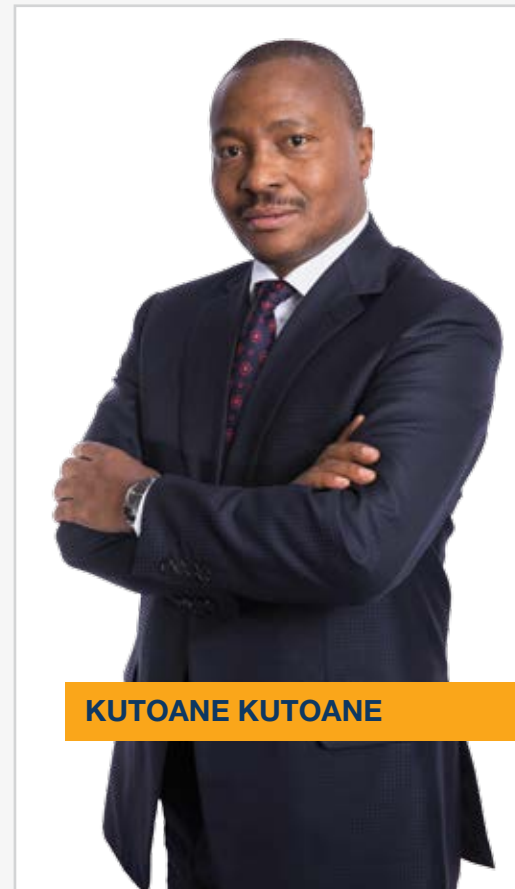
It gives me great pleasure to provide a brief message to our stakeholders this quarter. As an organisation built on success and conducive outputs I am proud to introduce the launch of our first edition of the External Communications Newsletter for 2016 called ECIC News. It is therefore aimed at maintaining open communication channels with all our stakeholders as this is vitally important to our success. We look forward to engaging stakeholders on a quarterly basis via this platform to keep you informed of all ECIC related matters.

The 2014/15 financial year was a challenging one for the South African economy. Sluggish economic growth and drop in credit ratings in the third quarter of the year by Standard and Poor and inflation that according to the South African Reserve Bank averaged 6.1 percent for the year all contributed to a financial squeeze that was felt by every home, company and public entity in the country. The ECIC was no different; during the course of the year, it became clear that funding for the Interest Make-up (IMU) fund, which has in many ways been one of our unique selling points – would not be sufficient to cover current IMU obligations.

A special appeal to the dti and the National Treasury secured additional IMU funding of R50 million a year over the next three years. The ECIC was faced with two difficult options: either continue approving policies that include an IMU element without any certainty that these commitments would be met, or stop approving new IMU commitments and accept the negative business impact. We chose the second option: stop making new IMU commitments and rethink the way we work to mitigate the impact of this decision on our new business portfolio and South African exports. As a result of this decision, we spent much of the year reviewing our strategic direction, recalibrating our products to have greater appeal to the export market and financiers, and finding ways to work to our strengths and establish partnerships – all while still working towards achieving our performance targets for the year. In light of this, we have completed compiling the annual integrated report 2014/15 which reports on our performance.

To review the report, click here.

[VIEW REPORT](#)



KUTOANE KUTOANE

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FEATURES

A STORY OF

HUMAN TRIUMPH

Shonaquip, a company that makes wheelchairs for children with special needs, walked away last week as the overall winner of the ECIC/ Cape Chamber of Commerce Exporter of the year.

The Plumstead headquartered company took home a cash prize of R50 000.

“The success of Shonaquip is a remarkable story of a woman who was forced to make a plan for her disabled daughter. The plan grew into a factory employing 49 people and an export business worth millions of rands a year,” said Cape Chamber president Janine Myburgh. “In our 25 years of running this competition we have had some amazing winners but few stories of human triumph like this one.”

Owner Shona McDonald started the company after experiencing first hand how difficult it was to find appropriate assistive devices for children.

Her second daughter was born severely disabled and when she became too heavy to carry she asked the bio-mechanical engineering department at UCT to help her build a suitable wheel chair.

“She soon found other parents in a similar position and they too, needed specialized chairs. This was the start of a business that has changed countless lives over the years,” Myburgh said.

Nautic Africa, which makes fast armed patrol boats and launches mainly for the oil industry off the West African coast, was awarded the Transnet Port Terminals trophy for best manufacturing exporter, while the Transnet National Ports Authority trophy for the best exporter outside the engineering field went to Thokozani Winelands Investments.



Janine Myburgh, president of Cape Chamber, with top exporter Shona McDonald of Shonaquip, and Odile Ramasodi of the export Credit Insurance Corporation of South Africa (ECIC), which sponsored the main prize.

TRADE AND INDUSTRY DEPARTMENT RECEIVES **CLEAN AUDIT**

Speaking at a function hosted by the AGSA in Pretoria on Friday to recognise government departments, including the presidency, for good governance and sound financial and performance management, Trade and Industry Minister Rob Davies said the department would try to maintain the clean audit status it received. The clean audit meant the dti’s 2014/15 financial statements were free from material misstatements and there were no material findings on reporting on performance objectives or non-compliance with legislation Davies said the dti had instilled a culture of “continuous improvement” and additional innovative processes would be implemented to ensure that the dti was a world-class organisation. “We know that in order to maintain this ‘clean audit’ we will have to work even harder. This will continue being a team effort with commitment on all levels.

We will again draw on the strength and direction from leadership and governance committees and also supporting staff across all levels to ensure that we do not lose sight of our goal of maintaining our ‘clean audit’.” The dti entities that achieved a clean audit included the National Consumer Tribunal, the National Credit Regulator, the National Empowerment Fund, the National Metrology Institute of SA, the Export Credit Insurance Corporation of SA Limited, and the SA Bureau of Standards. Davies congratulated dti Director General Lionel October for his strategic direction and guidance in enhancing the control environment and governance structures within the department. He also thanked CFO Shabeer Khan, as well as senior management and staff of the dti for their hard work, dedication, and commitment to achieving a clean audit.

The auditor general of SA (AGSA) has given the trade and industry department (dti) and some its entities a clean audit for 2014/15.



Department of Trade and Industry Minister Rob Davies

Source: Business Day & The Citizen

LATEST NEWS

01 RMB STRUCTURES A UNIQUE EXPORT GUARANTEE FACILITY WITH ECIC SOUTH AFRICA

ECIC in partnership with RMB signed an MOU on Wednesday, 18th November 2015 in light of a unique export guarantee facility between the two institutions.

Rand Merchant Bank (RMB) has structured a unique export guarantee facility with the Export Credit Insurance Corporation of South Africa (ECIC), paving the way for similar products between banks and insurance companies and further innovative facilities with the ECIC.

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02 BERNE UNION

Shanghai was undoubtedly a perfect place to host Year 2015 Berne Union/Prague Club Annual General Meeting, an important and unique global event attended by the leaders of both official agencies and private players from developed nations/regions as well as emerging economies, collectively covering 90% of the world's population. The eyes of the industry was definitely on Shanghai during that week.

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03 TXF ASIA

TXF Asia 2015 was held in Hong Kong, from the 28th – 29th October.

TXF Asia was a landmark event which explored all the key issues in the export and project finance landscape, from infrastructure demand and investment to pricing, the evolution of ECAs and the role of the private risk insurance market.

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04 AVID STEERING COMMITTEE

ECIC together with NEPAD partnered in a successful event for the 1st AVID Desk Steering Committee meeting on Tuesday, 17th November 2015.

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www.ecic.co.za

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RECENT EVENTS

01 AFRICAN RISK AND INVESTMENT FORUM

African Risk and Investment Forum is a conference organized by Frontier Advisory Deloitte. The event was held at the Deloitte offices in Woodmead on 22 October 2015. The conference brings together industry specialists and economic role players in the risk finance investment sector.

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02 KZN EXPORTERS WEEK & SUMMIT

ECIC participated at the KZN Export Week and Summit from 27 - 30 October 2015. The KZN Export Week and Summit, is hosted by the KwaZulu-Natal provincial government to create export opportunities and to boost the profile of exporters in the KZN region.

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03 MANUFACTURING INDABA

ECIC participated at the Manufacturing Indaba held on 06 November 2015 at the Cape Town International Convention Centre. The Indaba organised by Siyenza events brings together key role players in the manufacturing industry from the Western Cape.

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Visit our website to read more on these and other ECIC events.

www.ecic.co.za

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UPCOMING EVENTS

ECIC is a proud partner of the following events:

01 AFRICA OUTLOOK FORUM



21 January 2016
Deloitte Place
Woodmead, Johannesburg

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02 INVESTING IN AFRICAN MINING INDABA



8-11 February 2016
Cape Town International
Convention Centre

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03 AFRICA ENERGY INDABA



16-17 February 2016
Sandton Convention Centre

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04 TXF AFRICA 2016



25-26 February 2016
Sheraton Hotel
Taitu Street, Addis Ababa

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PRESENTING

ECIC REVISED WEBSITE

ECIC is proud to announce the revamped website to internal and external stakeholders. The new look and feel of the website is defined by the layout and overall style components. In line with our strategic objectives, our aim of the enhanced website was to develop a high-tech and cutting edge web facility that is user friendly and accessible to smart phones and tablets.

We changed the website to a DotNetNuke (DNN) website mainly for two reasons:

- Content Management Systems (CMS) platform
- Mobile Friendly

When it comes to our website DNN is one of the best CMS platforms available. Most of the best sites on the internet have been created using a DNN CMS framework. The design engine of DNN is extremely flexible and easy to use. Security groupings, access, and role assignments for assigning content for either

access or editing is easiest and most flexible out of all CMA platforms.

There has been incredible growth of mobile devices such as smart phones and tablets over the past few years. Why go mobile friendly you ask? **Our aim is to provide customers with a better, user friendly, browsing experience.**

More and more people are using mobile devices to browse the web and most importantly they are searching for local products and services. Mobile Local Search is huge in South Africa and globally at present and studies show that mobile friendly sites help boost traffic by as much as 13%. Mobile is such an important area that Google, Microsoft and Yahoo have invested billions of dollars into it. More and more people are conducting searches for local products and services on their smart phones.

We hope you like the new website that has a mobile presence which is optimised and user friendly.



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EXPORTING TO OR INVESTING IN CAPITAL PROJECTS BEYOND OUR BORDERS?



The ECIC provides insurance that enables South African exporters to offer their services and products to the international market, with a particular focus on emerging markets in Africa that are considered too risky for conventional insurers.

If you're planning on exporting to or investing in capital projects beyond our borders, contact ECIC for assistance.

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The ECIC is a registered financial services provider: FSB No. 30656

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