



ECIC NEWS

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MESSAGE FROM THE CEO

One cannot but be impressed by the extent and impact of the ECIC's developmental activities. It is a befitting habit to sometimes be able to stand back and fully appreciate the contribution made by ECAs worldwide to the vibrancy and performance of global trade. As the Chief Executive Officer of ECIC, I am fortunate to observe from a greater vantage point and gain an opportunity to offer a long view perspective.

This newsletter provides me with a chance to reflect on what the corporation has been able to achieve in the last six months or so, particularly in relation to our long-standing commitment to our stakeholders.

The first identified goal for this financial year was the maintenance and strengthening of the corporation's strong, collaborative ethos. The second area was promoting our expertise to the broader export community and the third was how we can demonstrate the impact of the work that we do.

Since April 2017, several strategic initiatives have been put in place by ECIC management, and opportunities have arisen that collectively worked towards these goals.

It seems likely that 2017 will prove to be South Africa's toughest economic year as the economy is buffeted by weak growth from key international export markets, weak mineral

commodity prices and our own softening economic growth. This is compounded by one of the worst droughts South Africa has experienced in years which will have a direct economic impact and, possibly more worryingly, a severe social impact, as prices of basic necessities escalate in the short-term.

As ECIC we are clear that our overarching goal is our commitment to excellence in providing support to our clients through these tough economic times and I believe that these words truly capture the essence of our company and give ECIC the competitive advantage to be the provider of choice for export credit insurance. ECIC's historical and future success is grounded in our collective commitment to our core values which include accountability, excellence, innovation, integrity and teamwork. I would like to also emphasize on the other core values of customer's service, efficiency and loyalty which go hand in hand with overall operational success.

In the last 16 years, we have strived to deliver the highest standards of service. Our experience in investing in capital projects and close insights on the economic changes, positioned us as trusted experts in the industry. We believe that our success today is the outcome of transparent business practices



KUTOANE KUTOANE

which we have applied consistently in our business interactions over the years.

Conclusion

Our appreciation and gratitude is due to all our stakeholders for their contribution and commitment to ECIC during this period. Given the investment in, and dependence on, export resources, our products serve as an indispensable tool for providing political and commercial risk insurance for cross-border transactions. Understanding your needs and goals in this capacity is crucial to making our brand a success.

YOUR EXPORT RISK PARTNER



ANNOUNCEMENT

TRADE MINISTER JOINS TXF EXPORT AND PROJECT FINANCE CONFERENCE IN SOUTH AFRICA

Dr Rob Davies announced as keynote speaker at TXF Cape Town 2017

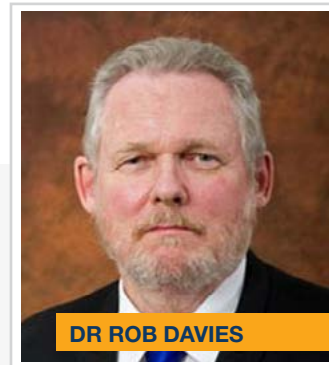
The Minister of Trade and Industry for South Africa has been confirmed as a keynote speaker at TXF Cape Town 2017. Dr Rob Davies will deliver the opening address at the two-day export financing summit. During the address, he is set to discuss South Africa's current growth ambitions and plans for investment.

TXF Cape Town 2017 is dedicated to regional export and project financing. The event is co-hosted by Export Credit Insurance Corporation of South Africa (ECIC) and African Export-Import Bank (Afreximbank). The conference brings together business and finance leaders to help them take advantage of increased development finance institution (DFI) and multilateral finance

institution (MFI) support for new projects, renewed attempts to promote intra-African trade and more competitive export credit agency (ECA) solutions.

Dr Davies is currently serving his second term as trade minister. He has been tasked with diversifying the South African market and supporting further industrialisation. In an interview, earlier this year, he said that the government was "looking to consolidate and strengthen relations with markets in the developed world and open up new markets".

From 2009-2014, Davies oversaw the implementation of annual three year rolling Industrial Policy Action Plans and coordinated South Africa's participation in important trade relations with the EU, US, BRICS and the WTO. He previously served as Deputy Minister,



DR ROB DAVIES

and was also Chairperson of the Portfolio Committees of Finance and Trade and Industry. Before entering Parliament, he was co-Director of the Centre of Southern African Studies at the University of the Western Cape.

Dr Davies will speak alongside senior representatives from corporate companies, exporters, project sponsors, insurers, lawyers, government, financial institutions and advisory bodies. A list of speakers and a full agenda can be found on the TXF website.

TXF Cape Town follows the success of TXF Africa 2017, a two-day export project and commodities pan-African finance conference in Kenya.

MEDIA FEATURES

ECIC FEATURED ON

eNCA

ECIC Senior Economist, Tsidiso Disenyana was recently featured on eNCA Africa under the topic **The Black Industrialist Programme seems to be gaining momentum**. eNCA is South Africa's most trusted independent TV and online news brand. It launched on June 1st, 2008 to become the country's first 24-hour television news service. The digital division provides an audience of 1.5 million monthly users with an immersive experience, combining the power of text, image and video with the accessibility and portability of online news.

Click below to view the clip online.

Alternatively, please find the clip attached for your perusal.

[CLICK HERE TO VIEW CLIP ONLINE](#)



TSIDISO DISENYANA



FEATURES CONTINUED...

ECIC FEATURED ON

POWER FM (98.7 MHZ)

ECIC Head: Business Development, Portia Gumbo Dube represented the ECIC on Power FM (98.7) under the topic *The role and impact of ECIC in the South African export economy.*

[CLICK HERE TO LISTEN TO THE CLIP ONLINE](#)

ECIC FEATURED ON

METRO FM (92.4 MHZ)

ECIC COO Mandisi Nkuhlu, represented the ECIC on Metro FM under the topic *How ECIC assists South African Exporters.*

[CLICK HERE TO LISTEN TO THE CLIP ONLINE](#)

LATEST NEWS

01

ACQUISITION OF AN EQUITY STAKE IN AFRICAN EXPORT-IMPORT BANK (“AFREXIMBANK”)

The Minister of Trade and Industry (the dti), Dr. Rob Davies, has approved the request of the ECIC Board to acquire class B shares in Afreximbank, the Trade Bank for Africa. This partnership will bring immense export finance opportunities for South African exporters while at the same time facilitating intra-Africa trade. It will give ECIC a much wider business reach. Staff members will be updated further on the strategic nature of this partnership once the investment transaction had been concluded.

02

ECIC FEATURED IN MINING REVIEW AFRICA

ECIC has been featured in Mining Review Africa under the topic, *Enabling South African Exporters: Export Credit and Investment insurance solutions.*

[CLICK HERE TO LISTEN TO THE CLIP ONLINE](#)



RECENT EVENTS

01

EAST AFRICA MANUFACTURING INDABA

As Manufacturing remains a driver of economic prosperity in advanced economies, the **Manufacturing East Africa Indaba** was borne from this notion as well as the success of the previous Manufacturing Indaba conferences which is hosted annually in South Africa.

The corporation exhibited at the East Africa Manufacturing Indaba 2017 that took place in Nairobi, Kenya from the 19 – 20 April 2017 as a bronze sponsor under the theme **'The sector's contribution to the region's economic transformation'** with ECIC Senior Economist, Tsdiso Disenyana as a panellist on the broader topic of exploring additional business opportunities for trade.

The South African private sector together with the full support of the South African Department of Trade & Industry engaged and networked at the Manufacturing East Africa Indaba with a strong trade delegation. The purpose of the engagement was to Foster trade relations between South Africa and the 7 countries (Kenya, Tanzania, Burundi, Rwanda, Ethiopia, Seychelles, Uganda) as well as to explore business linkages and opportunities to supply manufactured products from South Africa to these countries, promoting regional trade.

02

ICC BANKING COMMISSION AGM 2017

ECIC CEO Kutoane Kutoane and CRO, John Omollo, attended the ICC Banking Commission Annual General Meeting that took place from the 03 - 07 April 2017, in Jakarta, Indonesia, under the theme **"The Future of Trade Finance: Traditional, Technological, and Transformational"**.

The (International Chamber of Commerce) ICC Banking Commission meetings are the only events of their kind gathering 500+ banking executives and government to rethink the future of trade finance, encourage governments, regulatory bodies and G20 leaders to remove obstacles to stimulate the economy.

ECIC CEO, Kutoane Kutoane, participated in a Task Force and Specialised group meeting which was restricted to group members only. The ICC Banking Commission is the world's largest business organization working to promote international trade, responsible business conduct and a global approach to regulation to accelerate inclusive and sustainable growth to the benefit of all.

03

AFRICAN UTILITY WEEK

ECIC participated at the 17th annual African Utility Week power and energy conference, from the 16th – 18th May 2017 at the Cape Town ICC, as a silver sponsor.

The event offered a unique networking opportunity for governments, international financiers, investors, large power users, IPP's, consultants, engineers and EPC's.

ECIC Senior Underwriter, Lebohang Moseu participated in the **Open Business Panel Discussion** as a panellist and Business Development Specialist Mbiya Baudouin participated on the **Finance and Investment Forum Panel**. ECIC also has an exhibition stand at Utility Week.

Included in the programme were important and relevant power and energy topics such as revenue cycle management and metering, water, generation, transmission and distribution, and energy revolution Africa. ECIC used the platform to further its objectives of attracting new customers and to create strategic partnerships including promoting the brand into key markets.



RECENT EVENTS CONTINUED...

04

MANUFACTURING INDABA 2017

ECIC participated at the Manufacturing Indaba 2017 which is the leading manufacturing event in Sub-Saharan Africa that took place at Emperors Palace between the 27 – 28 June 2017.

The aim of the annual Manufacturing Indaba and its provincial roadshows was to bring together business owners, industry leaders, government officials, capital providers and professional experts to explore opportunities and grow their manufacturing operations.

The two-day event showed impressive growth year on year and has proved its value in catalyzing business connections and helping manufacturers to innovate and grow their potential.

ECIC Senior Economist, Tsidiso Disenyana participated on the breakaway panel 5, under the topic **“Africa: Investment led trade and industrial integration”**

05

INFRASTRUCTURE AFRICA FORUM

ECIC, through a sponsorship arrangement, participated at the 6th annual Infrastructure Africa Business Forum which was hosted from 21 – 22 August 2017 at the Sandton Convention Centre.

The two-day trade conference brought together industry specialists from infrastructure funding corporations including technocrats in civil, rail, water, energy, IT & telecoms sectors to explore trading opportunities and create partnerships with a view of developing plans to address Africa’s infrastructure development constraints and promoting regional trade.

ECIC Chief Operations Officer, Mandisi Nkuhlu, was part of a discussion panel that will be deliberating on the topic **“Project bankability - Proper project preparation and due diligence”**. The discussions will delve into challenges on project bankability and key fundamentals of bankable infrastructure projects.

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ECIC Business Development Specialist, Paul Mojalefa also participated on a discussion panel under the topic **“Potential investments in South Sudan”** moderated by Ms. Chiboni Evans, CEO of South African Electro-technical Export Council.

The President of the Republic of South Africa, Jacob Zuma delivered a key note address at the Infrastructure Africa Forum event, on the backdrop of the SADC Head of States meeting that took place on Saturday 19th August 2017 in Pretoria, where one of the key issues discussed is the progress on the Regional Infrastructure Master Plan and development of the SADC Industrialisation Strategy and Roadmap (2015 -2063).

RECENT EVENTS CONTINUED...

06 AFRICA PROPERTY SUMMIT

ECIC participated at Africa's largest Property gathering called the Africa Property Investment Summit (API) that took place at the Sandton Convention Centre from 24 -25 August 2017.

The summit connected the most influential local and international property and real estate stakeholders, driving investment and development into a wider range of infrastructure projects and property development across the continent.

The summit created a platform for sector stakeholders to discuss deals across the region and provide workable solutions on challenges within the sector.

ECIC Chief Operations Officer, Mandisi Nkuhlu, participated on a panel discussion under the topic "Project delivery risk in Africa: Experts guide to successful developments & risk mitigation in Africa". The panel was moderated by Nick Allan, Group Chief Executive Officer of Control Risks which is a global company with headquarters in London. Control Risks specialises in strategic, political, security and integrity risk.

UPCOMING EVENTS

ECIC is a proud partner of the following events:

01

TXF SOUTH AFRICA

02 – 03 October 2017
Cape Town

[READ MORE](#)



02

AFRICA RAIL AND PORTS

17 – 18 October 2017
Durban ICC

[READ MORE](#)



03

KZN EXPORTER WEEK

16 – 20 October 2017
Durban

[READ MORE](#)



04

MANUFACTURING INDABA

22 November 2017
Cape Town

[READ MORE](#)



YOUR EXPORT RISK PARTNER



PROVIDING CREDIT SUPPORT FOR BUYERS OF SOUTH AFRICAN CAPITAL GOODS AND SERVICES



Access to international trade finance is critical to the growth of Intra-Africa trade. ECIC provides credit support in the form of political and commercial risk insurance for buyers of South African capital goods and services to enable them to access trade finance. ECIC is committed to expand export trade between South Africa and the rest of the continent.

If you are planning to buy capital goods and services from South Africa, you may contact ECIC for assistance.

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ECIC is a registered service provider with the FSB No. 30656



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