



TEDA

Business Review

Volume 7

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TEDA Chief Executive Officer
Mr Solly Mogaladi



FOREWORD BY THE CHIEF EXECUTIVE OFFICER

In 2014 we acknowledged that South Africa faced a tough economic climate with diminishing possibilities of high growth levels envisaged in the National Development Plan. The situation then was further compounded by energy constraints and the fall of commodity prices including volatile labour relations within the mining sector. In addition to all the above, our exchange rate worsened to bridge the level of R15 to the US dollar with inflation and unemployment also rising.

Eskom has in the recent months shown resilience by ensuring power supply without load shedding for over 120 days. The leadership of Eskom has also assured South Africans that the situation will remain stable. Energy was cited as a major constraint for growth and expansion of the economy. Therefore the assurance by Eskom should come as a major relief to investors.

In this edition, we report on major investments that have flowed into the City of Tshwane despite the tough economic challenges we alluded to. These investments in the main are as a result of policy certainty in the auto manufacturing sector and decisive interventions by the City's leadership. We cover expansion plans by BMW and Nissan to increase the number of units produced in their facilities here in Tshwane. The commencement of

the Rainbow Junction Development in the North of Tshwane, to the tune of R12 billion and upgrading of Denneboom Station in Mamelodi.

TEDA has also facilitated trade missions to Nigeria and Democratic Republic of Congo to enable our local companies to access some of the key growing African markets.

We close this year emboldened by these positive developments and the amount of work done to conceptualize projects that will impact on the livelihoods of the people of Tshwane. In the New Year, we will be announcing these projects and we will host investor conferences where we will engage the private sector regarding investments opportunities that we have packaged. Indeed Tshwane remains one of the best investment destinations offering a myriad of opportunities for investors.

We wish all our readers a peaceful, restful festive season and a prosperous 2016.



Message from MMC Pillay

**MMC for Economic Development and City Planning Cllr.
Subesh Pillay**

As the pages of the 2015 calendar reach their end, its time again to reflect on the proverbial up's and down's of the year that was... 2015 will go down as yet another momentous chapter in the unfolding history of our Capital City. Indeed we continue to touch the lives of residents, mostly in a positive way. This is the essence of our existence. As we arrive at the end of this year, let me take this opportunity thank each one of you for your commitment, support and dedication to making our City a better place for our People.

I trust you will take this brief time out to recharge your energy for the year we face, in the company of your Family and Loved ones and that you will also take the time to bring some joy to those less fortunate than yourself in the noble spirit of the festive season. Let us also acknowledge our colleagues and members of the Emergency, Safety and Health Services and other Essential Services who will continue to give of themselves unselfishly so that we may enjoy a peaceful and safe break – WE SALUTE YOU !!!!!!!!

Be blessed, love and live!

Be a positive change agent, today and every tomorrow that follows...



Massive R12 billion development for the zone of choice to commence in 2016



The development is situated on a strategic site in the centre of the Tshwane Metro's geographic boundaries and has been identified by the City as catalytic to its “Zone of Choice” new key growth node. It has great visibility and excellent access to key arterial roads and major national highways, as well as strong rail and air connectivity via the Wonderboom Station adjacent to the site and Wonderboom National Airport just 3km away. Another significant advantage is that the city is planning to build the biggest transit hub of its multi-billion rand *A Re Yeng* integrated rapid transit system at Rainbow Junction.

Rainbow Junction is a mixed use, lifestyle and business development 6 km north of the CBD to be developed on 140 hectares of land along the Appies River. It will be anchored by a new R2, 5 billion 94 000 square meters regional shopping centre and it consist of boutique and business hotels, health and educational facilities, residential units and fully serviced business offices facing the 4km river frontage.

Rossela Dingle joint CEO and spokesperson of Rainbow Junction Development Company describes the development as “Capital City's beacon property development and a South African landmark too, with all municipal, environmental and other approvals in place for the anchor Rainbow Mall development”.

“The project is now gaining serious momentum and we are seeing excellent interest from prospective investors and major property developers who either want to secure a stake in the project or the whole development”, she said. (Continued on page 4)

“The City of Tshwane remains confident that the Rainbow Junction megaproject will contribute to the Capital City's objective of building a resilient, liveable and inclusive city through infill development between the outlying northern belt and the city centre, linked to the City's A Re Yeng rapid transit system” said Cllr Subesh Pillay, MMC for Economic Development and City Planning at the City of Tshwane.

Upon completion the project is expected to create around 45 000 jobs.

Amongst the unique stand out architectural features that the development will have is the Rainbow Tower, where residents and visitors of Rainbow Junction can be able to have view of the whole City of Tshwane from the top of the tower.

INTERESTING FACTS ABOUT RAINBOW JUNCTION



New era for BMW South Africa's Plant.



The BMW Group today reaffirmed its long term commitment to South Africa by announcing on the 16 November 2015 that it will invest a total of R6 billion at its Rosslyn Plant in Pretoria in the coming years. The investment, which is one of the biggest in the local automotive industry, will enable Plant Rosslyn to produce the next generation of the BMW X3, which will be sold locally and exported to various countries.

The production of the next generation BMW X3 at Plant Rosslyn will replace the BMW 3 Series Sedan, which will now be allocated to other plants within the global BMW production network. BMW Plant Spartanburg in South Carolina, USA, will also continue to produce the next generation BMW X3.

“The potential for Africa as a future market for exports as well as the newly reviewed Automotive Production and Development Programme (APDP) enables South Africa to play a significant role in the manufacturing industry and production of high quality cars. This is evident in the J.D. Power Platinum Plant Quality award we received earlier this year. Our passion for perfection at BMW Plant Rosslyn has demonstrated that we are highly competitive within the global BMW production network both in terms of cost of production and quality. We are excited about the future prospects of Plant Rosslyn and cannot wait to start with the production of the next generation BMW X3. We believe there is an opportunity to increase the localisation of components when we start producing this car,” said Mr Tim Abbott, Managing Director of BMW Group South Africa.

More than three billion Rands (R3bn) will be invested in new state-of-the-art facilities and operations of the plant. An additional R3bn will be for suppliers, launch costs and training of associates.

“At the BMW Group, we constantly evaluate our plant allocation to ensure it reflects and accommodates market demand. With the decision to produce the next generation of the BMW X3 in Rosslyn we strengthen the position of South Africa in our global production network. It also follows our strategy that production follows the market. We will continue to adapt the BMW Group to meet future challenges,” says Mr Oliver Zipse, Chairman of BMW Group South Africa and Member of the Board of Management of BMW AG responsible for Production.



The BMW X 3 will be manufactured in the Rosslyn Plant.

Minister of Trade and Industry, Mr Rob Davies, says that the investment is testament to the important partnership that exists between business and government as well as the role that business is playing in the development of the economy. “We are excited at the prospect of BMW Rosslyn plant as home to the next generation of the BMW X3. For us this is a boost to our industrial policy objective of positioning South Africa as a manufacturing hub for high valued consumer products. A few days ago we announced the findings of our mid-cycle review of the APDP, which reaffirmed our commitment to providing continued support to the automotive industry for the short to medium term and trust that this provides the industry with policy certainty necessary for long term investment planning. As we change production of the BMW 3 Series Sedan programme, it is our expectation that the new generation X3 programme will make a telling contribution to the long term development of the sector through higher production volumes, local value addition and inclusion of previously excluded groups in the sector.”

BMW Group South Africa directly and indirectly employs over 42,000 people (3,000 associates at the plant and at the national sales organisation, 4,000 dealer staff and more than 35,000 first-tier supplier employees).



Nissan to increase production in Rosslyn

Nissan South Africa has announced plans to increase production of new model of bakkie at its Rosslyn Plant north of Tshwane. At this stage Nissan SA produces about 40 000 cars at the plant and wants to increase units to 80 000 by 2018. The investment by Nissan is informed by demands for new vehicles on the African Continent.

South Africa remains an attractive investment destination for car manufactures because of its Automotive Production and Development Programme (APDP) which aims to steer the automotive industry towards producing about 1.2-million vehicles by 2020. The projection by the industry is that this year will see production rise to 622 000 as compared to 277,491 in 2014.

The Automotive sector contributes about 12% of South Africa exports and contributes 6% to the Gross Domestic Product. Almost 40% of exports in the sector come from the City of Tshwane. The investment by both BMW and Nissan will see the City of Tshwane cementing its position as the automotive hub of South Africa



Executive Director: Strategic Development for the Tshwane Business Forum (Secretariat)

Business Chamber congratulates the City of Tshwane

The recent announcement by BMW South Africa to invest R6 billion into their existing plant in Rosslyn, north of the City, will provide a great boost to both the current and future economic development of the City of Tshwane. This is according to the Capital City Business Chamber (CCBC) which believes that this substantial investment by a major company such as BMW is also due to the creation of an attractive and competitive investment destination and climate by the City of Tshwane.

In 2010, the City of Tshwane formulated “The City Development Strategy” in response to the National Spatial Development Framework and National Development Plan (NDP). At the core of this strategy, 7 key priorities were identified. With the infusion of funds of this magnitude, 4 of the Strategy's identified key priorities will be addressed, namely:

Firstly, to further develop the Northern areas of Tshwane commonly known as “the zone of choice” by the Business Community.

By attracting more businesses to the area, job creation for people in this area (eg. Soshanguve, Mabopane and Ga-Rankuwa) and bringing economic opportunities closer to the where the people live.

The second is the development of economic clusters to further advance the development of The Tshwane Automotive City, boost Wonderboom Airport's national scheduled flights strategy and encourage large development investment into the Region, such as the Rainbow Junction development.

Thirdly, to develop the manufacturing sector in the City in line with South Africa's NDP to advance the manufacturing sector for exporting and creating a ripple effect to attract further investment in manufacturing sector.

Fourthly, to secure the financial viability of the City by attracting local and international investment to stimulate growth, create jobs and promote development.

With all of these developments, the City of Tshwane will have especially succeeded in not only promoting our City as a lucrative foreign investment destination but receiving the due recognition as the “Capital City of Note”, retaining and growing business within our City and by creating opportunities for all living in the City.

Tshwane Regional Mall to change the face of Denneboom Station

The Denneboom Station in Mamelodi will undergo a massive redevelopment that will change the face of the precinct. The redevelopment is spearheaded by Isibonelo Property Services. The launch of the redevelopment was officially launched by the Gauteng Premier Mr David Makhura and the Executive Mayor of Tshwane Cllr Kgosientso Ramokgopa at the Denneboom station. The launched coincided with the premier's Ntirhisano community outreach programme held in Mamelodi.

Up on completion the new precinct will include a 60 000 sqm regional mall that will cater for shops and restaurants, and a inter-modal transport facility catering for all modes of transportation: taxis, metro busses and A RE YENG buses. Mr Shadrack Mthethwa CEO of Isibonelo Property Services said that “the regional mall will be open in May 2017”.

The Executive Mayor described the new regional mall and transport precinct as part of the city's plan of turning Mamelodi into a mini CBD where there could be centres of economic activity and productivity. Prior to the launch, Premier Makhura and the Executive Mayor met with the local Taxi Association where they briefed them about the pending and to address any concerns that the association might have with the coming transport facility.

“We want to integrate the taxi industry into our public transport system and Tshwane will be considered a pilot project. We want to show the whole of Gauteng that the taxi industry can end the violence” Premier Makhura said to the crowd in attendance.

“Denneboom is a transport hub, it is our first example of a properly intergrated transport hub” Premier Makhura added.



**Innovative Partnership:
Gauteng Premier David
Makhura with Innovation Hub
CEO Mclean
Sibanda during the premier's
visit to the Innovation Hub.**



Premier Makhura pledges to increase support for The Innovation Hub

As part of the Gauteng province's commitment to investing in innovation, Premier David Makhura and cabinet visited The Innovation Hub in Tshwane on Thursday 10 December 2015. The Innovation Hub was established by the Gauteng Provincial Government in 2001 and has created initiatives that support innovation; enterprise development and development for over 14 years. It targets sectors in ICT and advanced manufacturing, green economy and biosciences in order to contribute towards the growth of the economy, creation of decent jobs and poverty reduction in Gauteng.

The visit to the Innovation Hub was prompted by the fascination of the Premier by the amazing work that was on display at the recent exhibition that was part of the Gauteng Provincial e- Government Summit held at Gallagher Convention Centre in November 2015.

“By the end of the E- Government summit, I was more determined to visit the Innovation Hub to see the great innovation by our young people in the province, these innovations have the potential to change the way that government works” said Makhura.

spoke about their goal of stimulating and managing the flow of knowledge and technology between universities, research and development institutions, companies and markets. He further emphasised that the Innovation Hub wants to facilitate the creation and growth of innovation based companies through incubation and by providing other value added services along with high quality space and facilities.

The hub also has initiatives that are targeted at skills development; some of these initiatives include the Coach Lab, the Code Tribe software development academy as well as internships and learnerships.

Premier Makhura emphasised that the province needs to build an environment in which talent will thrive and be recognised. “We need to expand the infrastructure of the Innovation Hub in order to triple the impact of the hub and increase the number of young people who are benefiting from its programmes”. He further indicated that there are plans to increase the capacity of the Innovation Hub, and these plans will be announced in his State of the Province Address in 2016.

CEO of the Innovation Hub, Mr Mclean Sibanda
Municipal Entity of the City of Tshwane



Thought leadership discussion panel from left to right, Mr Nicolaou Stavros – Chair of GGDA Trade and Investment Committee, Mr Nico Kelder - Industrial Development, Mr Aloyo Naum – GGDA Economist, Ms Philippa Rodseth, Manufacturing cycle and Mr Hendrik Langehoven - SEIFSA

GGDA looks into manufacturing to boost the economy

The government must introduce more incentives if the country is to revive and grow the manufacturing sector in country. Those were the words that resonated with the panel of experts on manufacturing during the thought leadership panel discussion held at the Gauteng Investment Centre (GIC) on the 4th November 2015. The session was organised by the Gauteng Growth and Development Agency (GGDA) in line with drive by the Gauteng government to reindustrialise the province.

The GGDA's Chief Economist, Mr Aloyo Naum presented a research study he conducted on the decline in manufacturing in Gauteng Province. The study shows that even though manufacturing has declined in South Africa, other developing countries such as India have shown an increase in their manufacturing figures. The world's top 10 manufacturing countries account for 73% of the world's products, with the USA being the largest manufacturer with a share of 19% (\$1.8 trillion) declining from 20,2 % in 2013, followed by China with a share of 18 % (\$1. 78 trillion) and Japan with a share of 11,1 % (\$1 trillion).

Manufacturing in South Africa increased in dollar terms from \$30 billion in 1990 to \$44 billion in 2013, but the country's share of world manufacturing output decreased from 0, 61% in 1990 to 0, 5% in 2013. This clearly necessitates the need for government to improve or change domestic policy to improve the manufacturing output.

Gauteng remains the major contributor to the manufacturing sector in the country, the province contributes 40, 5% (R134,8 billion) of SA's manufacturing, with the most important industries being Food processing, automotive components and assembly, Industrial chemicals, Iron and steel production, metal fabrication and refined petroleum products. However the province is lacking (weak) in manufacturing of hi-tech products, ICT products and transport equipment.

Naum also highlighted the following challenges that manufacturing faces in Gauteng:

- Lack of access to finance and insurance for small and medium firms;
- Cheap and competitively priced imports;
- Energy shortages;
- Labour market shortages: skills shortage, labour unrest, centralised wage bargaining system.

The research study also highlighted the challenges that are posed by the current key nation policy and strategy frameworks, namely the New Growth Path and the Industrial Policy which is the lack of consumer and small business focus, lack of necessary infrastructure and deregulation. At provincial level the major weakness highlighted by Naum is that the strategy and framework which is modelled on the national frame thereby mirroring the same omissions.

TEDA exposes local companies to DRC markets

The provision of export development and promotion services is indispensable to the core of the Tshwane Economic Development Agency (TEDA) mandate. In testament to this TEDA undertook a trade mission comprising of six Tshwane based companies to the Democratic Republic of Congo (DRC) from 23-28 June 2015. The mission was undertaken after having successfully hosted the Tshwane Inaugural Exporters Awards.

The purpose of the trade mission was to expose Tshwane companies to international market opportunities. During the mission companies managed to meet and discuss business trade opportunities with their DRC counterparts and other government entities with a view to export their products.

Some companies received positive leads from the mission and DCD Metpro has since undertaken a follow up visit to DRC to further hold discussions on a possible trade deal. Another company has informed TEDA of its intention to undertake a follow up visit to DRC early in 2016 with a possibility to conclude some deals.

TEDA's role transcends beyond exposing Tshwane companies to international markets. TEDA's service offerings include hand holding companies to meetings with possible export financiers as was the case with Vuwani Medical Solutions. Knowledge is power and TEDA's continues to empower Tshwane companies by facilitating export incentives to continuously provide export capacity programmes and exposing them to international market opportunities.



SA Ambassador to the DRC H.E. Amb Ntshikiwane Joseph Mashimbye (4th from the right) hosted Mr Floyd Moloko (far right) and the Tshwane based exporters for a farewell lunch and a debriefing meeting on their visit to the DRC.

TEDA exposes Tshwane Exporters to the African market

In its quest to promote trade and attract investments the Tshwane Economic Development Agency (TEDA) in partnership with the Department of Trade and Industry through its Export Market Incentive Scheme (EMIA) led a business delegation consisting of 14 Tshwane based companies to the Annual Dental & Beauty Africa Exhibition held in Nigeria from the 07 to 09 October 2015.

The exhibition showcased the very latest in beauty, wellness, aesthetics and anti-aging products, brands and techniques from across the world to the African market. With over 2000 visitors in the 3 days and over a 100 exhibitors, the Dental & Beauty Africa Exhibition ranks amongst the largest exhibitions in Africa.

The exhibition attracted companies from many countries such as the USA, UK, South Africa, UAE, Ghana, Canada, Turkey, India, Nigeria, China, Senegal and Italy. This exhibition is one of TEDA identified platforms that are used to expose Tshwane companies to international trade and business opportunities.

The participating companies massively benefited from the mission. The exhibition provided a unique platform for the Tshwane based companies to showcase their products as well as negotiate for potential distribution and export opportunities with various buyers from Nigeria and across the world. Nigeria is one of the leading countries in Africa when it comes to the consumption of cosmetics products.

The participating companies expressed their gratitude to TEDA for having provided them with the opportunity to showcase their products to international markets.

Maggie Talana from Dermacell, summed her joy by saying that “attending the expo has opened new markets for my company. More of these type of trade exhibition will positively contribute to companies reaching out to other markets in other parts of the world”. While Ntombentsha Majombozi from Yivani Naturals said that the trade exhibition was “a really good platform for cosmetics products as many beauty spas, saloon, grooming agents, distributors were at the show, giving us enough time to pitch. Also an opportunity to check the competition to see what the local and international market offers”.



Mrs Khanya Mahlare (left) with Ms Portia Mngomezulu of Portia M Skin Solution (centre) at the Dental and Beauty Africa Exhibition held in Nigeria

Regardless of the challenges experienced almost all companies were able to sell all their products during the exhibition.

The trade mission was very successfully and some companies have managed to negotiate distribution and agent agreements with their Nigerian counterparts. These agreements entails that their products will be solely marketed and distributed by the Nigerians agents into their market. PortiaM Skin Solutions, one of the participating company and the winner of the Tshwane Inaugural Exporters Awards, has received orders and requested further assistance from TEDA in penetrating the Nigerian market. This further shows that there is a very strong appetite for South African products in Nigerian. TEDA would like to encourage Tshwane based companies with products which have export potential to register in its database for them to be included in the capacity training programmes and international trade missions hosted/facilitated by TEDA.

For further information on TEDA's export development and promotion and capacity training programmes, please liaise with Floyd Moloko on FloydM@tshwane.gov.za or 012 358 6523.

TSHUGU Electrical benefits from the Tshwane SMME FAIR 2015

Tshugu Electrical is a black youth owned electrical services company started by Hluvukani Mthombeni. Hluvukani worked for Eskom from 2011 as senior technical official until he decided to start Tshugu Electrical Contractors in 2014. Tshugu Electrical Contractors is one of the companies that were chosen at the 2015 Tshwane SMME Fair to participate in Royal Fields Enterprise Development Programme. We had a chat with Hluvukani to find out how his experience of the Royal Fields Enterprise Development program.



NB: DM (Dumisani Maluleke) and HM (Hluvukani Mthombeni)

DM: Can you please give us brief background on what is the service offering of Tshugu Electrical?

HM: We operate in the build and construction space where we offer electrical services for infrastructure developers in both industrial and commercial developments. We render the following services to developers: electrical installations, electrical maintenance, faultfinding, Issuing of compliance certificates (3phase) Installations of ups power systems and Air-conditioning.

DM: What led you to go into the Energy Sector?

HM: I have always been fascinated about electricity while growing up, I always wondered how a small thing like a light bulb would light up a whole room. South Africa is a developing state, and with that comes a lot of new infrastructure development. That has created a lot of growth and opportunity in the electrical industry and that is what led me to go into the Industry. Also going into business was also motivated by the need to create employment opportunities for those in need in order to contribute towards assisting our government in the fight against poverty and decreasing the unemployment rate in our country.

DM: Since you have started with the Royal Fields Enterprise Development Programme, how was the

experience been and what are the key take out points?

HM: The experience has been exciting so far, and it has introduced me to proper techniques of successfully running a business, understanding the needs and expectations of customers. Royal Fields has also made it to be a wonderful experience through their open door communication policy for this program. I think they are doing a wonderful job in developing and capacitating SMME'S both in theory and practice.

DM: Being a part of the EDP, in your view do such programs play a positive role in helping SMME's grow

HM: Yes programs such as these play an important role in the development and growth of SMME's. Growing a business is a lengthy process, and if you don't understand dynamics of that process you will face serious challenges. The support and advice that we get from the program goes a long way in assisting us to understand those dynamics that are needed for one to run their business properly.

DM: What are your expected outcomes from the enterprise development program?

HM: I would say my expected outcomes will be will be to have understanding on proper financial management, strengthen our stakeholder management, client and customer relations and also get assistance in financing.

To support Tshugu Electrical contractors and make use of their services, see details below.

CELL NO: 079 339 6186/ 073 828 4866

EMAIL Address: hluvu@tshuguelectrical.co.za

Enterprise website: www.tshuguelectrical.co.za





Winner of the Pretoria regional competition Sinethemba Mthombeni (centre) with Mr David Morabe (left) and Petri Bothma (right) both from Business Partners at the awards ceremony held at the Manhattan Hotel in Pretoria

SME TOOLKIT assists young entrepreneurs in getting their businesses of the ground

Business Partners hosted its SME Toolkit business plan competition regional awards ceremony for the Northern Region, which encompasses Gauteng, Mpumalanga and Limpopo. The competition is part of the SA Global Entrepreneurship Week. The aim of the competition is to assist in educating youth on how to get their business of the ground. The awards ceremony was hosted on the 28 October 2015 at the Manhattan Hotel in Pretoria.

The completion is divided into 3 phases during the first phase a total of 211 young aspiring entrepreneurs attended a series of workshops held in their regions, where they were equipped with the necessary skills of a writing a good business plan. 65 business plans were received in the 2nd phase of the competition. The final phase of the competition will held a national awards ceremony where the overall winner of the competition will be announced.

Tshwane was also represented at the regional awards ceremony at the Manhattan Hotel, where Sinethemba Mthombeni who owns Madib-ED an IT solutions company was announced the Tshwane Regional winner of the competition. Sinethemba will be in the running to be crowned overall winner of the competition which will be announced in the national awards ceremony to be held on the 17 November 2015 in Johannesburg.



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Artistic Impression - Full details coming in the next issue.

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