

**NATIONAL ASSEMBLY**

**QUESTIONS FOR WRITTEN REPLY**

**“17. Mr D America (DA) to ask the Minister of Small Business Development:**

**(1) (a) What are the details of persons from (i) her (aa) office and (bb) department and (ii) small, medium and micro enterprises that accompanied her on her visit to China to attend the China International Small and Medium Enterprises Fair from 10 to 13 October 2017 and (b) what are the full details of the costs incurred in each case for (i) travel, (ii) accommodation, (iii) daily expenses and (iv) costs relating to the fair;**

**(2) what quantifiable benefits does she expect to accrue to South Africa as a result of attending the specified fair?”**

**NW3794E**

**REPLY:**

(1)(a)(i) The South African delegation, led by the Minister of Small Business Development, consisted of the Director General of the Department of Small Business Development (DSBD) and the economic cluster portfolio counterparts from two (2) provinces, namely, Free-State, and North-West. The details of the participating portfolios are as follows:

* Dr Benjamin Malakoane, Member of Executive Council (MEC): Free State, Department of Economic, Small Business Development, Tourism and Environmental Affairs;
* Ms Wendy Joy Nelson, Member of Executive Council (MEC): North West, Department of Finance, Economy and Enterprise Development and North West Development Corporation.

The following is the list of DSBD officials that accompanied the Minister:

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| 1. **(aa) Minister’s office**
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| **#** | **Name** | **Designation** |
| 1 | Linton Mchunu | Chief of Staff: Ministry |
| 2 | Judy Booysen | PA to the Minister |
| 3 | Gugu Sithole | Ministry: Support |
| 1. **(bb) Department**
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| **#** | **Name** | **Designation** |
| 4 | Edith Vries  | Director General |
| 5 | Tiny Makana  | PA to the Director General |
| 6 | Tlou Nong | International Relations Officer |
| 7 | Nonelelwa Qoboshiyana | Acting Director: Strategic Partnerships |
| 8 | Cornelius Monama | Chief Director: Communications and Marketing |
| 9 | Chantelle Martin | Strategic Partnerships (Admin and Logistic Support) |

1. A total of thirty-four (34) exhibitors represented South Africa from various sectors including agro-processing - production of some of the most exclusive agricultural products, biodiesel production, manufacturing, engineering and infrastructure development, textile and fashion, farming, solar energy and services. The thirty-four (34) SMME’s that exhibited were as follows:

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| **#** | **Enterprise Name** | **Representative/s** | **Province** | **Sector and Products** |
| 1 | All-S-Africa | Mr Pieter Lessing | Free State  | Manufacturing- Décor art |
| 2 | Botebo Farming | Ms Tebogo Ditsebe | Free State  | Agro processing – Wines |
| 3 | Dihoai Farming | Mr Malefetsane Mphuti | Free State | Cooperative farming fertilizer |
| 4 | Donovanskop 210 Energy | Ms Lindiwe Mokoena | Free State  | Manufacturing - Solar systems |
| 5 | Green Finger Multi-purpose Co-op | Ms Mpho Puseletso Ntema | Free State  | Agro processing – Bottled tomato relish, tomato sauce and Bottled beetroot |
| 6 | VJS Jewellers | Mr Velile Isaac Jonas  | Free State  | Manufacturing – Jewellery |
| 7 | Thabile Tours | Ms Rochney Schewandray Mdhluli | Free State  | Services - Tourism Services |
| 8 | Blossoms | Ms Florence Ntibi Nkoane | Free State  | Manufacturing - Lavender Health and Body Products |
| 9 | Vergezocht Oil | Mr Franz Homsek | Free State  | Manufacturing – High Oleic Oil |
| 10 | UnXpected | Ms Refilwe Lerato Senoko  | Free State  | Manufacturing – Handmade sneakers and fragrance (Resilient brand) |
| 11 | Leema Industries  | Mr Sehurutshe Kgomongwe | North West  | Manufacturing - Computer components |
| 12 | Fearles Afrika | Mr Eugene Onkgopotse Mafatshe | North West  | Manufacturing – sanitary products |
| 13 | Chiz Boys  | Mr Goitseona Ignatitious Maotoe | North West  | Agro processing – Cheese |
| 14 | SNSET Institute | Sir Stuart Ntlathi | North-West  | Manufacturing |
| 15 | Lekoa Mining | Teboho Oriel Pitso | Gauteng | Manufacturing - Conveyor idlers, conveyor structure covers |
| 16 | Bradchem | Bradley McPherson | Gauteng | Window, Industrial chemicals cleaner and equipment |
| 17 | Molly’s Foods | Ms. Lerato Agnes Nonyane (CEO/Founder) | Gauteng | Powdered drinks |

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| **#** | **Enterprise Name** | **Representative/s** | **Province** | **Sector and Products** |
| 18 | Memeza Shout | Thulile Mthethwa | Gauteng | Memeza personal safety alarm, memeza community, policing alarm |
| 19 | Flat Foot Air conditioners CC | Mabuti Maxhoba | Eastern Cape  | Air conditioners, hot water vessels |
| 20 | Nandzu Trade and General Projects | Nkhensani Caroline Hlungwane | Limpopo | Construction, maintenance, road construction, electrical services, pipe laying, storm water drainage |
| 21 | Second Office | Sibongile Booi | Eastern Cape | Virtual Office Space and Secretarial services |
| 22 | Green buds | Samuel Maniki Phalane | North West | Fresh fruits and vegetables |
| 23 | Shangalia | Tshepo Charity Mdake | Gauteng | Diffusers, fragrances, massage oils, massage candles,  |
| 24 | Chemiblend (Pty) | Lundi Xokiyana | Eastern Cape | Industrial and cleaning chemicals |
| 25 | Today Destiny Traders | Gisimani Peter Madlala | Gauteng | Transformers, inductors, printed circuit board, pulse/frequency transformer |
| 26 | Dirang Mmogo Business Enterprise | Vuyisile Vincent Mazinyo | North West | Kikuyu grass, pansy flowers, gazania flowers, fertilizers manufacturing |
| 27 | Sister Jenny | Ms Jennifer Gael | Gauteng Province | Medical – skin creams |
| 28 | CL Telecoms | Ms Asanda Solinjani | Gauteng Province | ICT |
| 29 | Absolute Wines | Ms Anne Serobolo | Gauteng Province | Wine Industry – South African Wines |
| 30 | Mahele Auto Doctor | Mr Johannes Mahele | Gauteng Province | Automotive Industry |
| 31 | IKIM Solutions | Mr Zimasa Maiyunjwa | Eastern Cape | ICT |
| 32 | Rainbow Granite & Marble Works Enterprises (Pty) Ltd | Abram Rankeng | Northern Cape  | Granite |
| 33 | Reapso South Africa | Mahlatse Ofentse Mashile | Gauteng | Corporate Clothing and Gifts |
| 34 | Jamsco Automotive Assemblies (Pty) Ltd | Hayley Eagle | Gauteng | Sheet metal welded assemblies and sub-assemblies, dash panel, rocker panel and tunnels. |

(b) Having agreed to Co-host the event, the Department negotiated terms with the organisers of CISMEF and as co-hosts obtained sponsored accommodation with hotel rooms paid for by the organisers as well as ground transport for all participants. Seven (7) officials, including the Minister were accommodated by the organisers. Furthermore, there were four officials from the Department who were responsible for the events logistics who were accommodated through Departmental funds paid for through the Department of International Relations and Cooperation (DIRCO) to the Embassy.

 Exhibitors were funded through various streams as follows:

* + Ten (10) exhibitors supported by the Free State Province and three (3) supported by the North West Province;
	+ Ten (10) exhibitors supported through the Sector Specific Assistance Scheme (SSAS) from the Department of Trade and Industry;
	+ Seven (7) exhibitors supported by the Department of Small Business Development; and
	+ Four (4) self-funded exhibitors.

((iii)(iv) Officials daily expenses and travel costs:

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|  | **Official** | **1(b)(i) Cost of Travel** | **1(b)(ii) Cost of Accommodation** | **1(b)(iii) Daily Expenses** |
| 1 | Mr Linton Mchunu | R 49 517.23 | None | R 10 261.57 |
| 2 | Ms. Judy Booysen | R 23 221.23 | None | R 6 580.40 |
| 3 | Ms. Gugu Sithole | R 23 221.23 | None | R 7 829.85 |
| 4 | Ms. Edith Vries | R 137 402.23 | None | R 9 160.31 |
| 5 | Ms. Tiny Makana |  R 126 082.20 | None | R 9 821.31 |
| 6 | Mr. Tlou Nong | R 23 245.23 | R99 000 paid to DIRCO  | R 22 807.05 |
| 7 | Ms. Nonelelwa Qoboshiyana | R 23 245.23 | R 15 801.82 |
| 8 | Mr. Cornelius Monama | R 23 245.23 | R 13 156.62 |
| 9 | Ms. Chantelle Martin | R 23 245.23 | R16 665.87 |
| **Total** | **R 452 425.04** | **R 99 000.00** | **R 112 084.80** |

1. The Department paid for travel costs for nine (9) officials.
2. Accommodation costs for Minister and five (5) officials were covered through negotiations with the event organisers for sponsored hotel rooms. The Department only covered the accommodation costs for four officials who provided logistical and communications support for the event.
3. Daily expenses were covered by the Department for the nine (9) officials.
4. As ground transport and all the Exhibition tags and registrations was covered by CISMEF organisers, there were no direct costs relating to the fair that were incurred by the officials.However, the cost of the Pavilion and the Cocktail function held for the SMME’s were as follows:

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| **1 (iv) Costs Relating to the Fair** | **Amount** |
| South African Pavilion Stand Design, Construction and Branding | R1 476 398.57 |
| Cocktail Function | 60 000 RMB (Approximately, R120 000) |

1. Quantifiable Benefits from attending CISMEF

Some of the most remarkable benefits derived from CISMEF are not necessarily quantifiable. The level of exposure these SMME’s received as well as the skills they gained from being part of CISMEF could never be measured but they are none the less just as important as the Business to Business deals that were made.

The co-hosting of the 14th CISMEF has provided the Department an opportunity to show-case the capabilities of SME’s in our country on a global scale. This was the first international pavilion the DSBD has participated in, since proclamation. The opportunity afforded our SME’s with a platform to not only to access global markets for their products but also to gain linkages to their Chinese counterparts.

The upshot of CISMEF was the conducting of Business to Business (B2B) match making activities principally with clients from the Bank of China and other business associations. South African exhibitors have reported successful market linkages with Chinese counterparts. The process of engagement between South African and Chinese companies is ongoing but thus far identified B2B linkages that may translate into trade opportunities for participating enterprises are as follows:

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| **Name of Enterprise**  | **Client Name**  | **Market Linkages Secured/ Pending** |
| Chiz Boys | Goitse Maotoe | * Established new business relationships with Chinese companies willing to purchase their products.
* Chiz Boys requested to produce cheese sauce, as there was an interested to procure.
* Chiz Boys also gained knowledge on creation of new markets for cheese in relation to the possible opportunities in China and making inroads into this market.
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| Green-Buds Logistics | Sammy Phalane | * Green-Buds Logistics now has off-takes to supply citrus fruits (oranges, lime, lemon and grapefruit) to China. Also secured the service of an agent who will source/ import for different grocery stores in China.
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| Fearless Afrika | Eugene Mafatshe | * Fearless Afrika met with equipment manufacturer for investment and equipment procurement. The manufacture’s equipment meets Fearless Afrika’s expectations. It can produce more ranges of sanitary towels as per demand in RSA and the rest of the continent.
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| **Name of Enterprise**  | **Client Name**  | **Market Linkages Secured/ Pending** |
| Leema Industries | Sehurutshe Kgomongwe | * Leema Industries has greatly benefitted from the fair. They met two companies that are willing to supply them with the machinery to manufacture computers in South Africa, provided Leema Industries can show that they have a solid market in South Africa. These companies are willing to enter into a relationship with Leema Industries.
* They also visited some Chinese factories, state of the art and technologically advanced manufacturing processes. Also developed strong relations with SME from South Africa; they requested that a platform for communication and idea sharing be created amongst South African Exhibitors.
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| Dirang Mmogo Business Enterprise | Kelly D Phukile | * The enterprise has made leads with other Chinese vegetables and flower plant sellers. CISMEF has provided new perspectives on innovation and helped us expand our horizon in innovation and healthy development of plants”.
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| Botebo Wines | Tebogo Ditsebe | * The negotiations to export 383 boxes of wine per month to a retailer in China are ongoing and have not yet been finalised.
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| VJS Jewellers | Mr Velile Isaac Jonas | * A Chinese company, known as Good Idea Steel Jewellery has expressed interest in distributing VJS Jewellery. Mr Jonas is currently conducting research before agreeing to the business transaction.
* A Polish company encountered during CISMEF has additionally also shown interest in importation of VJS products. Negotiations are ongoing.
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