



DIRECTORY 2020 / 2021



THE BRIDGE FOR BILATERAL TRADE AND
INVESTMENT BETWEEN ITALY AND SOUTH AFRICA

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PAMINA BOHRER
SECRETARY GENERAL

Over the past ten or so years both the South African and Italian economies have experienced sluggish growth. Thus, despite a healthy trade balance between the two countries, South African exports to Italy have decreased while Italian exports to South Africa have remained relatively static.

The economic slowdown has had an impact on the politics of either country. Italy has seen manifestations of destabilizing populism, whereas South Africa is weakened by a myriad of problems such as corruption, an excessive public sector wage bill, insufficient energy supply, lack of policy certainty, sky high unemployment and lack of skilled labour, making the imperative for fundamental change more urgent than ever.

The picture was anything but rosy, when at the beginning of 2020 the COVID-19 crisis hit Italy's shores, making it one of the hardest hit countries in Europe in terms of number of cases and death toll. Soon after, South Africa was itself hit by the virus, and the lockdowns imposed by the Ramaphosa administration imposed further economic hardship on an already flagging country. What we have seen since has been widespread hunger, an acute healthcare crisis and the closure of many businesses especially small to medium enterprises.

It is in relation to these macro conditions and unpredictable events, which are not under the Chamber's control, that we need to adopt a strategy that is resilient and creative, in order to mitigate the downward trend for our members in both countries. Moreover, the COVID-19 crisis highlighted a need for strong advocacy action to protect European business interests in South Africa.

For this purpose, the Italian Chamber is strongly supportive of the relaunch of the EU Chamber, a business driven initiative that supports bilateral Chambers of member states in joint, strong advocacy action on the most pressing issues faced by foreign businesses operating in South Africa such as visa regulations, energy, land reform, tariff and non-tariff barriers and procurement regulations just to name a few.





Secretary General, Pamina Bohrer with the President of The Chamber, Paolo Guidi and his wife and Elelwani Pandelani, from Nedbank, at annual Business Excellence Awards sponsored by Nedbank.

Sadly, many of the Chamber's activities for the year could not take place due to the lockdown restrictions. However, thanks to quick adjustments in the promotional programme, we were able to shift many activities online, albeit with some limitations. Some of the new ways of working have proven surprisingly efficient, such as the collaboration with virtual interns and the hosting of virtual B2B trade fairs, where interested parties meet online and establish business relationships that will hopefully come to fruition with real transactions at a later stage.

The year 2020 saw the election of 5 dynamic and highly skilled board members, who are actively assisting the Chamber in achieving its mission, which is to promote and facilitate trade between Italy and Southern Africa through market intelligence, tailor made services and events, adding value to our members and all stakeholders.

In order to achieve this, several working groups were created in areas of mutual interest to both countries, beginning with the more traditional sectors of manufacturing and agricultural, but also energy, with a strong focus on renewables, and new technologies, innovation and 4IR. These workstreams and the background research implemented during lockdown made this period an extremely productive one, which will impact on our promotional activities for the next few years.

It is my hope that, together with our members and stakeholders, we will embark on a path of swift recovery and new opportunities. This will require embracing new technologies, business processes and know-how. The innovation required for a revival of business fortunes points directly to the role of entrepreneurs in our society and while the Chamber cannot create these entrepreneurs, it can be a place of support and exposure for them.

Our Chamber maintains a strong network of business leaders, SMEs, strong state institutions and Italian Chambers around the world which open up numerous channels for members to take advantage of and possibly do something great.

Cordiali Saluti
Pamina Bohrer





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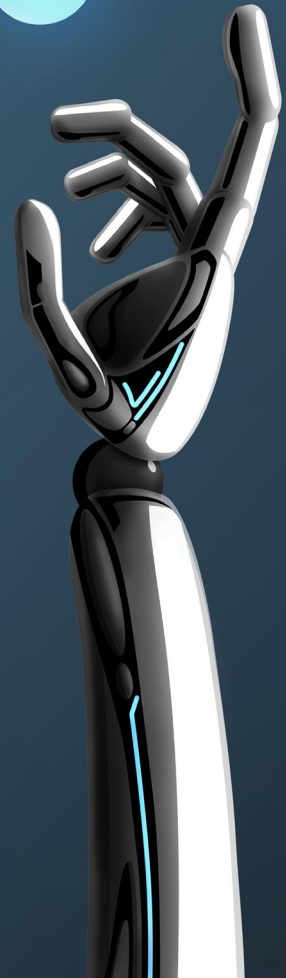


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is the ability to take action

Alexander Graham Bell, Inventor



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REPORT FROM THE PRESIDENT

PAOLO GUIDI
PRESIDENT

Dear Members,

It is with great honor that I deliver my first message as the new President of the Italian-South African Chamber of Trade and Industries.

The last few months have been heavily impacted by the Coronavirus outbreak and we all know that the effects of this unprecedented event will mark our lives and our businesses for quite some time.

As a Chamber we have cancelled and/or rescheduled most of the events and 'outdoor' activities planned for most of this year, and re-engineered our way of working and meeting with each other in order to continue being of support to you and the local business communities.

Effective the 22nd of April we have welcomed five new directors to the board and bid farewell to three others who have reached the end of their mandate. To all of them goes our most sincere gratitude for the unconditional contribution during the past years and for having accepted the challenge of serving the Chamber and the broader community during such a difficult time.

Moving forward, our revitalized board is in possession of a clear strategic plan. The Chamber's focus will be on maintaining the financial sustainability of the Chamber; becoming a bridge for bilateral trade and investment between Italy and South Africa; and adding more value for our members. Together with our new board and with the precious dedication of our staff, we will continue offering you a variety of services, ranging from Scouting and Market Research to Advocacy and Promotion.

While hoping that we'll be able to return to normality and meet each other in person sooner rather than later, we remain at your disposal for assistance through several online channels which we have dedicated ample time towards improving so as to stay in touch with our stakeholders.

*Stay safe,
Best regards,
PAOLO GUIDI*





REPORT FROM THE HONORARY CHAIRMAN

PAOLO CUCULI
AMBASSADOR OF ITALY TO SA

The ongoing coronavirus pandemic will inevitably have a dramatic impact on the world economy and international trade, although in ways and to extents which are still unpredictable. Economic relations between Italy and South Africa will certainly be affected. However, I am confident that the traditional, solid record of bilateral cooperation will help supporting our economies in this challenging time.

The mutually beneficial structure of our trade, marked more by complementarity than competition, will boost our joint efforts to promote recovery and strengthen the fundamentals of our economic systems, with specific emphasis on human capital growth and job creation.

The Italian-South African Chamber of Trade and Industries will keep playing an essential role to this end. Building on its longstanding endeavour and capacity to identify the most promising sectors, as well as avenues of cooperation to pursue, the Chamber will contribute to foster the presence of Italian companies and products in South Africa, while paving the way to deeper understanding and synergies between the economic stakeholders of the two Countries.

With the competence, passion and dedication of all its members, Italian and South African alike, the Chamber will continue to herald the Italian entrepreneurship, spirit of innovation and resilience.

In this framework, I wish to reiterate the full commitment of the whole Sistema Italia in South Africa – the Embassy, the Consulates in Johannesburg and Cape Town, the Italian Trade Agency – to intensify efforts and coordination to overcome this difficult phase, so to further reinforce the economic ties between Italy and South Africa.

Honorary Chairperson
Paolo Cuculi
Ambassador of Italy to South Africa





THE KNIGHT OF COMMERCE

One of the leading figures in the South African Italian business community, Giovanni Ravazzotti, was knighted by the Italian Government with the Cavaliere del Lavoro in May this year. The prestigious award recognises people who dedicate their lives to their work, achieving outstanding results. The Chairperson of Italtile and former President of the Chamber catches up with us about the achievement.

Italcham: Firstly, on behalf of everyone at the Italian Chamber we would like to congratulate you on this wonderful achievement. We all know how hard you have worked over many decades and how it warrants your receiving the Cavaliere del Lavoro recognition. What did receiving the Cavaliere del Lavoro mean to you?

Gianni Ravazzotti: *I received a call from our Ambassador on a Sunday morning and he informed me of the news. It was an incredible surprise and I felt very honoured and proud to have been nominated Cavaliere del Lavoro. I must add that our Ambassador and Mrs Silvia Marrara of the South African Embassy in Pretoria have been very helpful during the application process, and I am very thankful to them both.*

IC: What are some of the main principles that have led you to success?

GR: *Definitely hard work and, luckily, I have always been surrounded by exceptional people. I have never compromised on my values and of course a little luck always helps.*

IC: Are there any key life events or decisions that led to your success?

GR: *The key event was my decision to emigrate to South Africa in 1965.*

IC: Do you think that what it takes to be successful today is different to what it takes to be successful at the time when you started your company in 1969?

GR: *The business world has become more competitive and more sophisticated, but the main principles don't change.*

IC: Is there any single achievement that you are most proud of?

GR: *In 1993 the company approved, on my recommendation, the payment of 10% of the profit before tax to our employees - making a difference in the lives of the people.*

IC: Was there anything you learnt during your role as President of the Italian Chamber between 2004 and 2008?

GR: *Yes, getting closer to the Italian community helped me to understand how hard-working and entrepreneurial we are and I also made a lot of Italian friends.*

IC: What are your aspirations for the future?

GR: *Continue to do what I am doing but a bit less, and spend more time with my family.*



Mr Giovanni Ravazzotti – Italtile Limited

FOURTH INDUSTRIAL REVOLUTION

4IR to Spark Major Change in South Africa

As the Fourth Industrial Revolution (4IR) begins to mature globally, opportunities in the fields of industrial robotics, digital sales and cybersecurity are likely to open-up in South Africa. This is according to South African information and communications technology (ICT) giant Vodacom's terminal managing executive Davide Tacchino.

Tacchino explains that big data, 5G and cloud computing are also likely to become increasingly common features of everyday life in the country. "Solutions within the security and automation space using the Internet of Things (IoT) are also likely to become more readily available" notes Tacchino.

Tacchino tells the Italian Chamber that Vodacom, a patron member at ItalCham, has a massive number of projects and initiatives using 4IR technology. There are already finalized projects, in the field of big data and Artificial Intelligence (AI), digital sales and logistics, digital customer care and AI, including Vodacom's very own TOBi, a chatbot answering questions from customers.

"There are other very advanced companies in terms of 4IR and in general it seems SA is progressing forward from third Industrial Revolution technologies with ongoing developments in automation and digital marketing" Tacchino notes. Several promising signs are nevertheless apparent, not least the fact that South Africa is home to the world's largest 3D printer, an initiative funded by the Department of Science and Technology and undertaken by the Centre for Scientific and Industrial Research in partnership with South African firm Aerosud Innovation Centre. Since 2016, the Government has adopted the Additive Manufacturing Strategy which incorporates and integrates new technologies in the sector.

In 2019 a Presidential Commission on the Fourth Industrial Revolution has been established, while the Department of Trade, Industry and Competition has adopted the strategy for industrial production and future technologies with a focus on emerging digital technologies. Moreover, government has backed the use of blockchain technology as a sector that can ameliorate the country's employment crisis and the country is developing innovative technologies in the field of drones, including for SMEs. In the communications sector, there are around 161 telephone subscriptions for every 100 people.

South Africa is among the 40 states that invest most heavily in Research and Development. More than twenty academic institutions have a technology transfer office, with nine of its national universities appearing in the QS World University Ranking. South Africa is one of the strongest economic leaders on the continent and despite its slow pace in embracing the Fourth Industrial Revolution it boasts one of the largest innovative ecosystems in Africa. The Swot Analysis below shows South Africa's strengths and weaknesses in terms of its ability to embrace 4IR technology.



Davide Tacchino - Vodacom
Terminal Manager

FOURTH INDUSTRIAL REVOLUTION

The **SWOT** analysis shows that on one hand the ground for a fourth industrial revolution has been set. Solidity from a legal, banking and financial point of view, and a policy aimed at internationalization and cooperation with other countries both act in SA's favor in terms of technology uptake. Challenges that the country faces include bureaucratic inefficiency, poor education, digital illiteracy, and skills mismatching.

Italy-South Africa Partnership

Italcham has strategically identified the 4IR sector as a key area of focus between Italy and South Africa. Italy's excellence in this field, the relatively low uptake in 4IR technology in SA and the South African government's focus on improvement in this field all constitute strong motivations for the growth of Italy-SA partnership in this field. To this effect, the Chamber has set-up a working group to identify and develop opportunities in the field of 4IR.

The prospects for the growth of the sector are bolstered by the excellent institutional relations between Italy and South Africa. The activities of the Italian cooperation with South Africa have been regulated since 1996 by a Memorandum of Understanding and over the years numerous initiatives have been carried out in the fields of governance, environment, support to education and health. Furthermore, one of the roles of the Italian Embassy in South Africa is to promote bilateral cooperation in the field of scientific and technological research, support the excellence of the Italian research system abroad and establish and maintain solid relations with the community of Italian scientists abroad.

The scientific and technological cooperation between Italy and South Africa develops on the guidelines defined through the bilateral agreement that was signed in 1998 and 2000. The relationship between Italy and South Africa is renewed by the Call for Proposals released by the Italy South Africa Joint Research Program (ISARP) for the years 2018/ 2020, in which they were awarded projects that are consistent with the strategic priorities of both countries.

Finally, a vital feature of the ongoing cooperation between South Africa and Italy's technological frontiers is represented by the Italy-South Africa Summit held in Johannesburg for the last six years and organized by Italian think tank The Europe House – Ambrosetti. Last year's event hosted the I am Tech Africa exhibition, an annual forum where production and other product innovations are presented.

SWOT ANALYSIS			
The Fourth Industrial Revolution in South Africa			
Strengths <ul style="list-style-type: none"> • South Africa is the most developed country on the African continent • Banking and financial sector solidity • Legal and judicial system • Policy of attracting foreign investment to the country • Strategic location of the country 	S	W	Weaknesses <ul style="list-style-type: none"> • Labour regulations • Labour force not properly trained • Inefficient state bureaucracy
Opportunities to sell <ul style="list-style-type: none"> • Machinery and equipment • Products from other manufacturing industries • Electrical equipment and non-electrical household equipment • Chemicals • Vehicles, trailers, semi-trailers 	O	T	Opportunities to invest <ul style="list-style-type: none"> • Agricultural, fisheries and forestry products • Electricity, gas, steam and air conditioning (also renewable sources) • Mining and quarrying products • Constructions



BUSINESS EXCELLENCE AWARDS 2019



Ambassador Cuculi, his wife & Nedbank's Elelwani Pandelani



Business Person of the Year - Giorgio Cavalieri and his wife



Business Enterprise of the Year - Alitalia with the Consul General of Italy in South Africa, Marco Petacco

Each year, the Italian South African Chamber of Trade and Industries, in partnership with its main sponsor Nedbank, sets the spotlight on the achievements of our Italian-South African community, thus awarding and celebrating the companies, business leaders and entrepreneurs that showed drive, initiative and who achieved the best results in their business. Whether a young professional or a seasoned executive, a small business or a big company, our honourees have prospered in every industry and career stage. The 2019 Nedbank Business Excellence Awards were held on the 21st of November at the Wanderers Club in Illovo Johannesburg. In attendance, about 300 guests collectively contributed to an epic atmosphere which combined speciality Italian food, a stellar performance by pianist Charl du Plessis on a Fazioli Piano, a distinguished pairing of MC Neil Andrews and guest speaker Pavlo Phitidis and - most of all - the winners of the 2019 Business Excellence Awards.

The magical evening started with a selection of welcome drinks served in the foyer including a number of displays from MSC Cruises, Nedbank, Italtile, Sanlam and Steyn City. The doors to the main ballroom were opened at 18:45 and guests were treated to an audio-visual recap of award winners from previous years.

The ceremony, conducted by well-known SuperSport anchor Neil Andrews, was officially opened by the Chamber's Secretary General Pamina Bohrer who welcomed all the dignitaries to the event. Shortly after this, His Excellency, Ambassador of Italy to South Africa Paolo Cuculi gave a welcome address on behalf of the Italian Embassy. Thereafter Brigitte Ryder, Nedbank's Provincial General Manager, took to the stage to give the main sponsor's address.

Before the first award, Steinway Laureate Pianist, Charl du Plessis serenaded the guests and ended his performance on an incredibly high note soon before the main course was served. The gala dinner was compiled according to traditional Italian cuisine to fit the elegant-style dining, with waiters circulating plates of food. Guests had the opportunity to indulge in a selection of delicious cheese sponsored by Cremona Cheese, and delight in the much loved panettone with gelato, sponsored by Food Lovers Market.

For refreshments still and sparkling mineral water were sponsored by San Pellegrino. Inevitably, the drinks flowed too, guests were encouraged to put on their venetian masks, get set, ready... and with Valdo Prosecco, they experienced the taste of stars.



Lifetime Achievement Award - Roberto Giurichich



Chairperson's Excellence Awards - Sara Andreotti



BUSINESS EXCELLENCE AWARDS 2019

The first award of the evening the Business Person of the Year, presented by Vice President of the Italian-South Africa Chamber of Trade and Maria Paternostro and Elelwani Pandelani from Nedbank, was awarded to Sela Brokers' Giorgio Cavalieri. A long-time friend of the Chamber, Cavalieri passed away soon after this event and despite our deep sadness for his passing, we are glad we got the opportunity to recognise his fabulous achievements.

The second award of the evening, the Business Enterprise of the Year, was presented by Vice President of the Chamber Guido Ghiselli, and Elelwani Pandelani. This prestigious prize was awarded to Alitalia and collected by the company's Area Manager for Africa, Paolo Guidi.

The third award of the evening, the Lifetime Achievement Award, recognised the lifelong commitment of an individual and their enrichment of the Italian South African community. The award was introduced by Maurizio Mariano, himself a long-time member of the Italian Community, and awarded to Roberto Giuricich.

The stage was then handed over to Pavlo Phitidis, the guest speaker for the evening. Phitidis humorously entertained the crowd with the life-long lessons he had learned from South African taxi drivers and for the most part revived his experiences as an entrepreneurial and business growth content contributor. Phitidis discussed his book "Sweat Scale \$ell" which begins with the story of his first client and how he earned his first paycheck.

The last award of the evening was the Chairperson's Excellence Award. An award which was at the discretion of former Chamber President Sergio Galli, went to Dr Sara Andreotti, marine biologist, who is among the four inventors of the Sharksafe Barrier. After gracefully accepting the Chairperson's Excellence Award, Dr Sara Andreotti delivered a presentation highlighting her work and research towards the development of a long-term management system and conservation plan for great white sharks since 2007. Following the event Andreotti received several inquiries from potential investors into her wonderful project.

Another aspect of the Nedbank Business Excellence Awards is that for several months the Chamber works towards gathering prizes and organizing a charity raffle which is conducted on the evening. Tickets were sold both prior to and on the evening of the event, with all its proceeds donated to Little Eden. Little Eden is an NPO and PBO that provides life-long care for children and adults living with profound intellectual disabilities. The climax of the evening was the thrilling draw of the raffle winners. There were more than 10 fantastic prizes, including a 4 Day MSC Cruise to Mozambique for 4 people, an Italtile Voucher worth R30-thousand as well as several more.

The 2019 Nedbank Business Excellence Awards was a great success and a most enjoyable evening for all. A warm congratulations to all of our deserving winners whose impact and legacy will continue to influence others. A great thank you to all of our generous sponsors for giving us the opportunity to celebrate this tremendous occasion. We look forward to seeing you all next year for another great event.



Little Eden's Lucy Slaviero
with the Commissioner of ICE
Marco Pintus and his wife



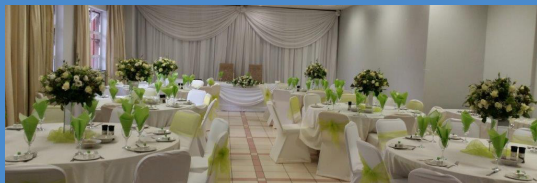
The Nedbank Family



Our SG Pamina Bohrer
& DSG Silvia De Toni

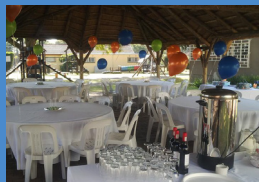


The Italian Club Bedfordview



We have several beautiful venues, indoors and outdoors respectively.

- The Gazebo: Up to 60 people
- Sala Verdi: 200 - 350 people
- Pool House: Up to 150 people
- Sala Puccini: Up to 80 people
- Bowling Gazebo: 40 - 50 people
- Kiddies Playground: Outdoor area for children whilst parents enjoy the outdoors



The Italian Club, Bedfordview, boasts various entities for our members and the Italian Community in Johannesburg.

The Italian Club also offers outdoor sport facilities, an office park for different businesses, and the wonderful Sette Bello Italian restaurant.

Crawford Italia is also based at the Italian Club, and we are incredibly proud to have such a great school on our premises.



Contact No.: 011 453 0587. Email: admin@icjhb.co.za Website: www.italianclubjhb.co.za



ITALY-SOUTH AFRICA TRADE OVERVIEW

During 2019 the slowdown of the South African Economy (only +0.2% GDP growth compared to an average +1.2% growth from 2015) had a consequent negative impact on the level of imports to South Africa, which fell by 5.6%¹ compared to 2018. Italy - South Africa trade was also affected by these reduced import volumes with Italian exports to South Africa reducing by 5.16% to \$2-billion in 2019.

South Africa is the top importer of goods and services in Africa, followed by Nigeria, Angola and Algeria. The EU is the largest trading partner with South Africa with a growing and diverse export market established. South Africa's exports which historically have been commodity-based products have been diversified over the years to include world class manufactured products.

South Africa's primary exports to the EU are fuels and mineral products, machinery and transport equipment, fruits, nuts and other semi-manufactured goods. EU exports to South Africa are dominated by machinery, chemical, transport equipment, and other semi-machinery items.

ITALIAN – EXPORT MARKET TO SOUTH AFRICA

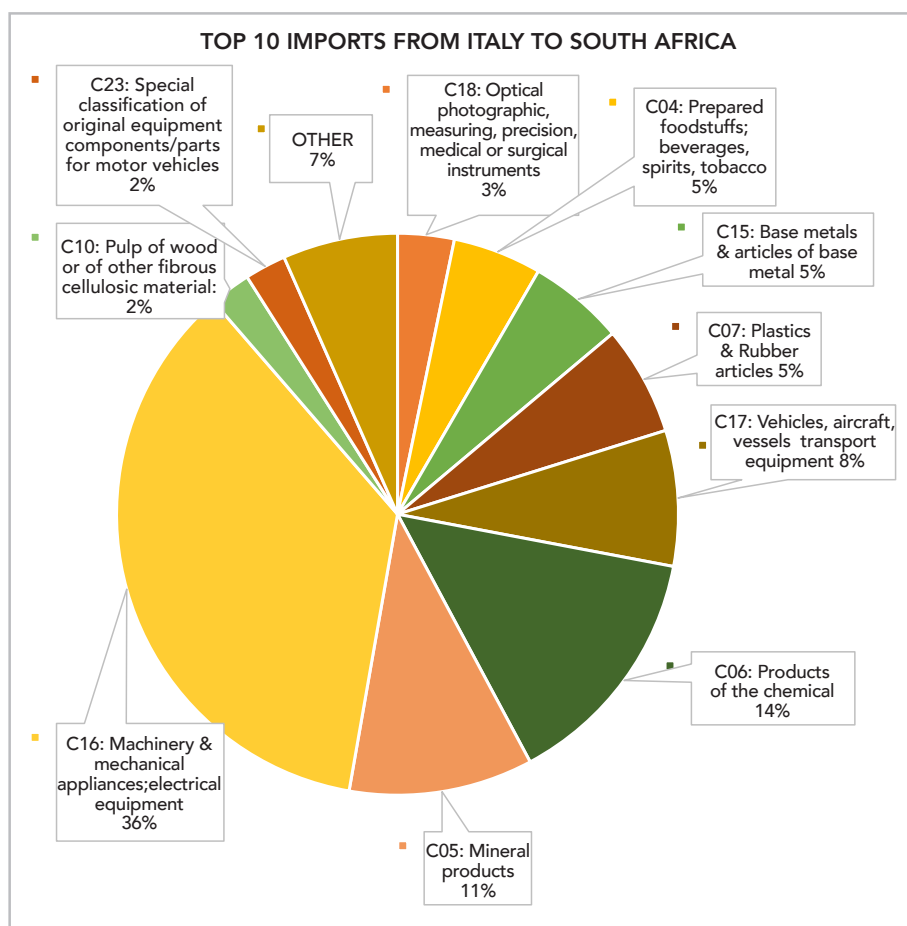
In 2019, the largest imported category of goods from Italy remained machinery, making up more than one third of South African imports from Italy. This includes mainly electrical machinery, packaging and food processing machinery, water filtering and purifying machinery, pumps, HVAC systems and machinery for pulps, as well as tooling machines to serve the automotive industry.

A considerable increase compared to previous years was in the volumes imported for parts of gas turbines from Italy which granted Italy third place for imports of these items, just after France and the USA², with a market share of 17.2%.

The second largest group of products is chemical – the bulk being pharmaceutical products – making up just under 14% of total imports from Italy in 2019.

The third largest import category was vehicles, aircrafts, and vessels, largely made up by Italian vehicles for the transport of persons, where the brands FCA, ABARTH, ALFA ROMEO, FERRARI and MASERATI are gaining popularity. Aircraft and Spacecraft imports increased by 30% compared to 2018. The importation of vehicles for the transport of goods from Italy remained stable at about €570-million.

The food and beverage (including wine) imports were also quite healthy settling at a share of about 5% of the total volume of imports from Italy. Italy's market share for food and beverage is 3,8% for food and beverage. The chart below illustrates the top 10 categories of products imported from Italy².



¹ I.T.A - "Analisi Settoriali report"

² Data 2019 – SARS and DTIC



When comparing the data between 2018 and 2019, increased demand from the South African market was recorded in the following categories:

- Machinery & mechanical appliances; electrical equipment; parts thereof: Δ 2018/2019 +11.91%
- Product of Chemical and allied industries: Δ 2018/2019 +10.65%
- Vehicles, aircraft, vessels & associated transport equipment: Δ 2018/2019 +0.66%
- Prepared foodstuffs; beverages, spirits & vinegar; tobacco: Δ 2018/2019 +9.52%
- Paper & paperboard: Δ 2018/2019 +6.49%
- Footwear and other leather products: Δ 2018/2019 +14.87%
- Special classification of original equipment components/parts for motor vehicles: Δ 2018/2019 +39%
- Clothing and textile items: Δ 2018/2019 +3.56
- Precious metals, stones and natural pearl: +20.65%

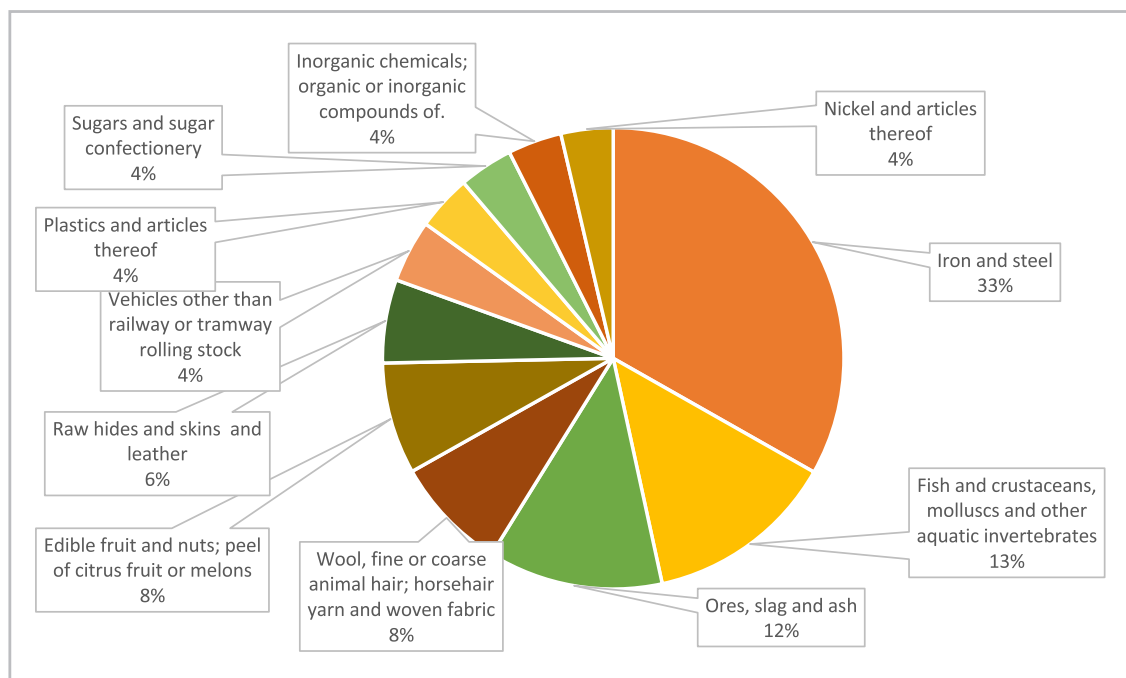
SOUTH AFRICAN - EXPORT MARKET TO ITALY

South Africa's economy is still largely reliant on the export of primary and intermediate commodities to industrialized countries. The total value of goods exported to Italy from South Africa amounted at \$730-million in 2019, decreasing by 23% from 2018.

The lion's share of South African exports to Italy come from the class of iron and steel with ferro alloy and stainless-steel products being top of the list, making up over 33% of total exports to Italy during 2019 and 2020. Interestingly, this is followed by seafood including a range of assorted fish and crustaceans, making up 13% of the exports to Italy. This encouraging data regarding fish production and exports, provide scope for the development of a sustainable and sound blue economy in South Africa.

South African exports of mineral products such as ore, slag and ash saw a tremendous decrease from 2018 to 2019 recording a decrease of about 37% in value exported. Fruit, nuts and citrus come in fourth place, maintaining a stable 8% share in the exports to Italy. Processed food and juices are also increasing their presence in the Italian food market, sign that a more and more developed food processing industry is emerging in South Africa.

The chart below shows the Top 10 main categories of export from South Africa to Italy.³



³Trade Data Sources: DTIC and SARS



GROWING SECTORS

ICT

There are numerous fast growing industries in South Africa such as the Information and Communication Technology (ICT) industry which saw the recent roll-out of 5G technology across the country. Faster internet speeds will allow for improved business competitiveness and opportunities for innovation. Businesses will need to strengthen their digital presence, providing scope for new sectors to evolve and expand such as e-commerce, social media, customer-centric applications, or adopting the Internet of Things (IoT) into their business or products.

RE

The IRP (Integrated Resource Program) 2019 provides ground for growth in the renewable energy (RE) space, a field where large Italian players have demonstrated the ability to seize opportunities and create valuable lasting partnership with South African entities.

Finance and Business services

South Africa's financial sector is very sophisticated despite the country's "emerging market" status. The sector alone contributes to about 20% to South African GDP. The strong financial sector is built on a foundation of concrete legal and physical infrastructures that promise stable economic growth. During the COVID 19th pandemic, banks plays a fundamental role in the distribution of large-scale relief that needs to be allocated to corporates, SMEs and individuals. As conduits of stimulus packages introduced by governments, banks will have to channel aid and enable loans for the economy.

Wholesale/Retail Trade

The retail market is one of South Africa's biggest, most affluent, and important sectors. The fastest growing segments including textiles and clothes, hardware, general stores, household goods, pharmaceuticals, and food and drinks.

This market is promising medium to long-term growth due to the growing youthful demographic of 55 million people, as well as from its position as a springboard to the rest of sub-Saharan Africa.

Infrastructure

Looking at the Infrastructure sector, encouraging engagements were held in June 2020 at the Sustainable Infrastructure Development Symposium, hosted by the President Cyril Ramaphosa, prioritizing projects in human settlements, transport, water sanitation, agro -processing and energy.

The Chamber has identified opportunities in the fields of Energy, Automotive, Automation, 3D technology Packaging and Agro-processing, water treatment and purification sectors, and believes there are several yet to be exploited synergies and specializations within the two nations to further deepen the trade and investment ties between the two economies.

MATURE INSTITUTIONAL ARRANGEMENT

The mature trade relations between the two countries is promoted and facilitated by a system of government structures and private institutions. The Italian-South African Chamber of Trade and Industries amongst other international bodies such as the Italian Embassy of Pretoria, the Italian Trade Commission and the Italian Consulate serve as components of maintaining bilateral trade between Italy and South Africa. The Europe-Southern Africa CEO Dialogue which was hosted in Johannesburg by The European House-Ambrosetti, in partnership with the Gauteng Growth and Development Agency, forms another node of the lively bilateral trade relations between the two countries.

The Chamber is a crucial provider of services that assist bilateral trade between Italian and South African companies by both helping Italian companies to set themselves up in the South African market and assisting South African companies with finding Italian partners. The Chamber provides services such as market research, feasibility studies and insights into the South African economy and the local Italian business community. The Chamber provides clients with rapid market orientation services by conducting scouting, logistic support and organizing B2B meetings with quality contacts from the Chamber's extensive database of connections.

Moreover, the Chamber provides office space to start-up companies. These services provide a trusted platform for businesses to unlock their potential interests and competitive cost structures given the Chamber's Not for Profit Status.



Italcham Member makes huge strides in Natural Gas Industry

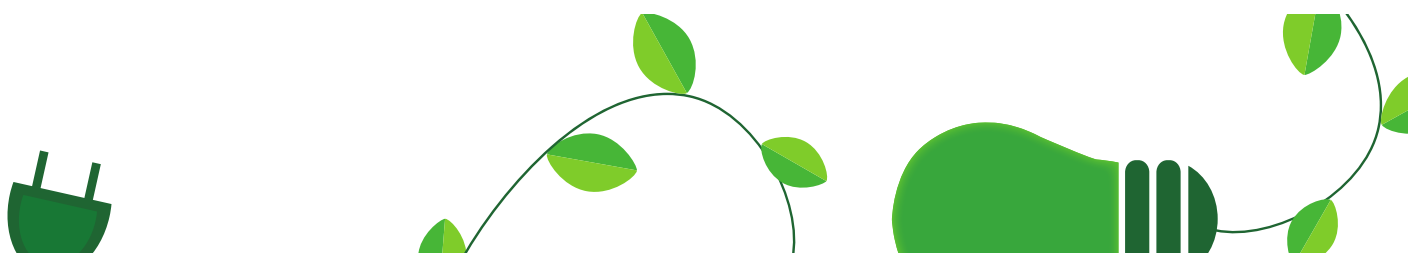
Italcham member and liquefied natural gas and helium producer, Renergen, is on track towards completing the initial stage of its pilot plant that will be fully functional in the year 2021. Renergen's CEO Stefano Marani tells the Chamber that the pilot plant will produce around 50 tons of Liquefied Natural Gas (LNG) and 350 kg of liquid helium per day. In South Africa LNG is primarily targeted towards substituting diesel in long-distance, heavy duty trucks.



"The LNG plant will be the first commercial venture of this sort in South Africa and will pave the way for LNG's use in trucks and buses", Marani says, adding that with approximately 377-thousand registered heavy trucks in South Africa, Renergen is expected to fuel up to 450 trucks with their Phase 1 plant.

The change from Diesel to LNG particularly in transportation is favourable in light of the fact that the fuel cost is reduced by 28% and the maintenance costs are lower in contrast with that of Diesel. The JSE-listed company holds the first and only onshore Petroleum production right in South Africa, giving it a first mover advantage on distribution of domestic natural gas.

The transition to liquefied natural gas in South Africa's transport sector has the potential to assist in the development and diversification of the country's economy. Moreover, LNG offers a variety of benefits for consumers and the environment, emitting half as much carbon dioxide when burned in comparison to coal. Thus, substituting coal for natural gas in the context of power generation can help in reaching global CO2 reduction targets. Indeed, the most common use of LNG is power generation in gas fired-power plants, followed by fuel used for industrial, residential and businesses purposes.





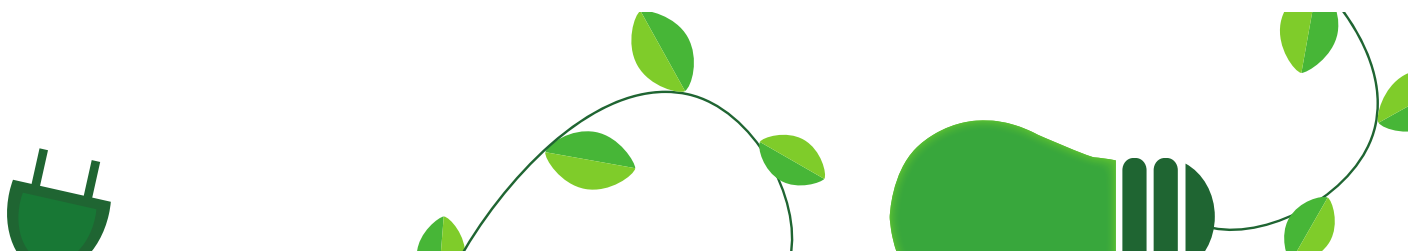
Ample Room for Renewables

While South Africa's energy sector continues to be at the centre of the country's economic and social development, in recent years the country's generation of energy has been obtained through the burning of coal and expensive diesel to remain afloat. This has led to an increase in electricity prices for consumers and the expense of the environment, as coal burning is the major contribution to global climate on the part of South Africa. In addition to procuring 1005MW of new gas capacity through independent power producers, one of the decisions taken by the South African government, in response to the challenge of reliance on expensive diesel peaking plants, is to transform these diesel generators to ones which utilize gas instead. The 18 coal-fired power stations are responsible for almost half of the country's carbon emissions. Although South Africa is highly dominated by power generated through coal burning, the country also has a few small-scale hydroelectric plants as well as one nuclear power station. Simultaneously, South Africa has luxurious amounts of sun which in turn puts the country at an advantage to generate solar water heating and electricity. Sustainable renewable energy, according to EY's Renewables Attractiveness Index, is turning into a practical alternative as a result of the consistently increasing expense of coal burning. South Africa is assessed as the thirty sixth most appealing destination for sustainable renewable energy.

"The transition from traditional fossil fuel burning to renewable energy is a necessary and obtainable change for the South African energy sector, however it will need a holistic approach to implement" says Res4Africa Project and Engagement Coordinator South Africa, Marianna Petrosillo. Petrosillo adds that it is a transition that asks to reshape the role that the current economy pillars can and should act in the future.

A number of issues such as the employment and re-skilling of coal sector workers need to be carefully considered and restructured in accordance with the renewable energy framework in the future and specific measures need to be put into place surrounding RES maps, grid constraints and demand, Petrosillo notes.

The future is bright for South Africa. Relying on its natural resources and on a sustainable holistic approach, the country has the chance to develop a roadmap for an effective and just energy transition. It is a transition that asks us to reshape the role that the current economic pillars play. In collaboration with major South African sustainable energy organisations, and relying on its European and African members, Res4Africa, an Italian based foundation acting to enable renewables adoption across Africa, targets the positioning of re-skilling Lab for South Africa by evaluating the needs of training dependent on the employment opportunity profiles originating in renewables. "Driven by this approach, Res4Africa aims to help design this new roadmap, in dialogue with both the critical institutional and non-conventional actors, mining sector companies, coal workers and community representatives" concludes Petrosillo.



AGRICULTURE



Italian Agricultural Equipment Showing Strength

Despite the unprecedented difficulties posed by the Covid-19 pandemic which have curtailed global markets significantly, 2020 has seen a very positive annual turnover for Italian-American agriculture equipment maker New Holland Agriculture, a brand of CNH Industrial group, selling close to one thousand units of equipment in South Africa during the last year.

“Over the last few years, we have seen one of the lowest ever points for the agricultural equipment market in South Africa” says Business Director of New Holland South Africa, Federico Bellotto, “but partly owing to a really good rainy season and an exemption from lockdown regulations for the agricultural sector, there has been a healthy demand for new equipment from the sector.”

One of the main subsectors showing vitality is that of citrus farming, resulting in an increased demand for New Holland’s speciality tractors designed specifically to navigate narrow orchards. Bellotto explains that over the last decade, several farmers have converted their major production from potato farms into orchards -particularly for citrus- to better respond to the global demand from Europe, North America, and Russia for South African fruits.

Meanwhile, the two main reasons for the depressed market for agricultural machinery since 2017 were the severe drought in South Africa and the uncertainty about land reform which has caused a certain level of reticence about investing in the sector. However other factors have acted in favour of the sector including the weakness of the rand which has boosted the appetite for South African exports. “Despite currency fluctuations, New Holland has tried very hard to keep prices stable for the local market” Bellotto notes.



AGRICULTURE



The excellent rainy season boosted crop yields of both maize and soya beans and increased the demand especially for high-horsepower tractors from the cohort of about 15-thousand big commercial farmers around the country. "In general, 80 to 85% of the machinery traded in South Africa consists of rotation machinery for big commercial farms" says Bellotto.

However, over the last years, emerging farmers have been increasing their importance within the sector. This group of emerging farmers, who embrace mechanization to improve and speed up their business, represent a major opportunity to New Holland, Bellotto states.

Emerging farmers are interested in low or medium-horsepower tractors suited to medium-sized holdings, and they usually approach New Holland not only to buy innovative machinery but also for consultancy about mechanization in the agricultural sector.

Despite the uncertainty of land reform which affects the sector, the emerging segment of farmers has major potential for growth and evolution as a result of it and well orchestrated land reform may assist with the emergence of this level of farming.

It is unlikely that land reform would target commercially viable farms, given that much of South Africa's land is underutilized, notes Bellotto. The arable land covers 16.7 million hectares with only few million hectares highly fertile. Moreover, only 1.5 million hectares are irrigated since water availability represents the biggest challenge for South African farmers.

In spite of the pandemic, the modest improvements in the sector represent positive news not only for agricultural stakeholders but for the entire country which depends on Agri-food. Agricultural mechanization and innovation are key points for economic development and the future of food security.

This year New Holland Agriculture celebrates 125 years of operation! From its beginnings in a small town in Pennsylvania (1895), New Holland has grown to become a global brand, with a rich history marked by important innovations that have changed the face of agriculture. It was founded by agricultural pioneers whose vision lives on today in the values that drive our brand. These same values proved to be fundamental during the Coronavirus emergency, which have further highlighted the vital role of agriculture and farmers.

"New Holland has shown its commitment to South Africa and the continent as a whole. "Even though it is no walk in the park, Africa is the place to be" concludes Bellotto.





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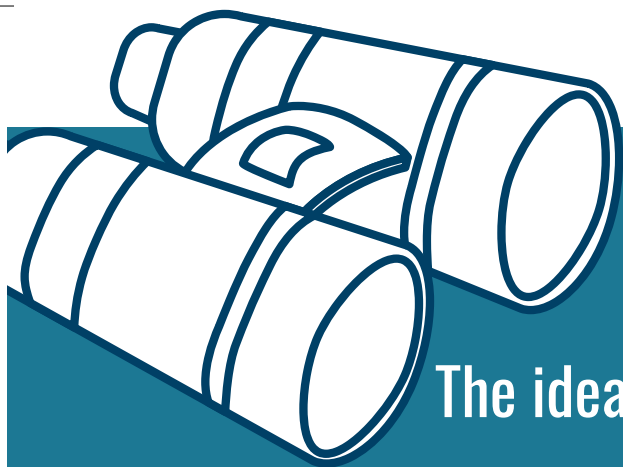
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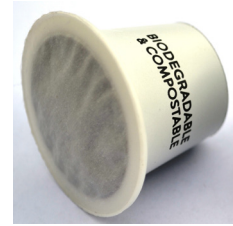
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Capsules: in a Tin of Twenty

After years of research and development, Lucaffé has created a new biodegradable coffee capsule, composed of natural material made out of sugar cane and now offers this precious innovation around the world. Not only compostable, but also biodegradable, the capsules have no noxious effects on the body or for the environment. This is the first and only product in the world which uses this packaging technology and starting today you will be able to dispose of your Lucapsules in the wet waste. To best protect these capsules, one more innovation was necessary: to develop an appropriate packaging to guarantee long-lasting freshness even after opening. An elegant steel tin, completely recyclable too, keeps in all the flavour, allowing coffee lovers to taste the aromas that make our coffee so special. All other capsules for sale in the market are packed with paper casing, causing oxidation and a loss of aroma. Lucaffé uses 100% Arabic gourmet coffee which, during extraction, creates an intense creaminess that produces a velvety creme.



Dispenser: 15 pods

A new and elegant design characterizes our dispensers, the only one, currently on the market, with 15 pods each. With 15 pods rather than 18 like the majority of dispensers on the market, we are able to offer a much more affordable price. The pods are packed in single-use envelopes, smaller than standard ones, because this way we can minimize the impact during disposal. This doesn't mean that they have an inferior shelf life, but, on the contrary, many studies show that it has a better conservation, owing to the fact that the small space that the pod is occupied by a lower level of residual oxygen. The blends offered are: 100% Arabic decaffeinated, Nocciola, Miscela Classic, Pulcinella, Mamma Lucia and Ospite.



Bags: 700 gr

Our bags are designed to deliver optimal value for money. A good coffee requires 7g of powder so if we suppose that a bag costs 20 Euros, then a single coffee is then easy to calculate as costing 20 cents. The smaller box, compared to typical 1kg, guarantees more freshness and authenticity. Our coffee is roasted at a very low temperatures and with innovative production processes, using the best technologies on the market. This allows a better coffee aroma, increased antioxidants, a better shelf life and ultimately a cup of coffee.

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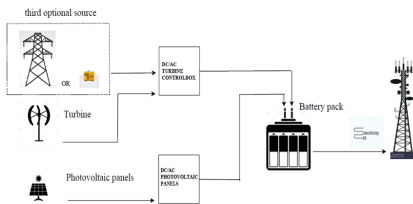
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AMBROSETTI



Premier Makhura with Ambrosetti CEO Valerio De Molli



Lorenzo Fioramonti and Ambassador Cuculi

Last year saw The European House – Ambrosetti broaden the scope of its annual CEO Dialogue to link CEOs, chairpersons, and other key institutional leaders from across Europe with those from the entire SADC region. What was formerly a bilateral event between Italy and South Africa has thus now become a multilateral event encompassing two entire regions.

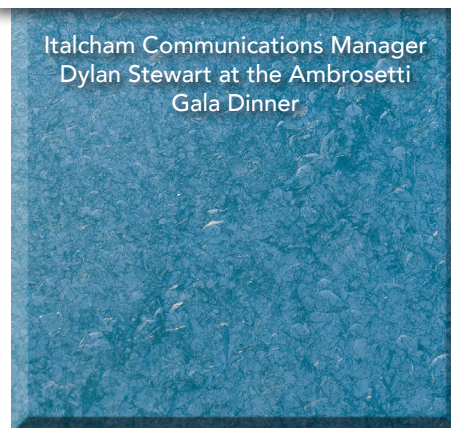
This development follows Ambrosetti's long term goal of increasing its footprint in this area of the world. For more than six years the Italian Chamber has assisted The European House – Ambrosetti with creating a local community of leadership to facilitate their long-term vision of being a hub for collaboration within the country's private sector.

As an organizing partner for the annual CEO dialogue, the Chamber assists with promoting and organizing the event, offering discounts for sponsors and attendees. In partnership with the publisher Creamer Media, the Chamber has crafted a special Italy-South Africa feature in Engineering News which is annually created to coincide with the CEO Dialogue.

A number of our members have been major sponsors of the event and many more of our members have attended as guests and even panellists. Moreover, several important figures from within our Italian-South African community are part of the Ambrosetti CEO Club. The club is a network of high-profile decision makers in South Africa who gather for the sake of Ambrosetti's trademark aim of high-quality collaboration.



Italcham Communications Manager
Dylan Stewart at the Ambrosetti
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