



REPORT TO THE EXECUTIVE MAYOR

1. ITEM NUMBER

2. HO894

SUBJECT

FEEDBACK ON THE INVESTMENT PROMOTION VISIT TO TURKEY
(ISTANBUL, BURSA AND IZMIR) FROM 27 AUGUST TO 3 SEPTEMBER
2016

ONDERWERP

TERUGVOERING OOR DIE BESOEK AAN TURKYE (ISTANBUL, BURSA
EN IZMIR) VAN 27 AUGUSTUS TOT 3 SEPTEMBER 2016 OM
INVESTERING TE BEVORDER

ISIHLOKO

INGXELO EMALUNGA NONDWENDWELO ELINGENKUTHAZO YOTYALO-
MALI OLALUJOLISWE E-TURKEY (ISTANBUL, BURSA NASE- IZMIR)
UKUSUSELA NGOWAMA-27 AGASTI UKUYA KOWE- 3 SEPTEMBER 2016

3. EVENT SUMMARY

EVENT DETAILS	
PURPOSE	<i>Investment Promotion Tour</i>
OTHER	<i>N/A</i>
DATE	<i>27 August to 3 September 2016</i>
DESTINATION	<i>Various</i>
CITIES	<i>Izmir, Bursa and Istanbul,</i>
COUNTRY	<i>Republic of Turkey</i>

ATTENDEE DETAILS

NAME AND SURNAME	DESIGNATION
Ald. Patricia de Lille	EXECUTIVE MAYOR
Cllr Xanthea Limberg	MAYCO MEMBER FOR CORPORATE SERVICES AND COMPLIANCE
Denver van Schalkwyk	MANAGER INTERNATIONAL RELATIONS
Salman Kajie	Head of Investment at Wesgro
Tatiana Gregorio Dos Santos	Assistant Trade Manager at Wesgro
Sipho Nzuza	Port Manager of Cape Town Port.

PROVIDE SUMMARY OF HOST ORGANISATION / CITY

- **Izmir** is the third most populous city in Turkey with a metropolitan population of just over four million people. The city is recognised as the second largest commercial centre in Turkey, and is responsible for almost 10 percent of Turkey's total industrial production. In 2014, the Brookings Institute estimated Izmir's Gross Domestic Product at US\$ 80.1-billion, with PricewaterhouseCoopers forecasting that by 2025, Izmir will be one of the 60 richest cities in terms of GDP. In December 2014, the cities of Cape Town and Izmir signed a Cooperation Agreement.
- **Bursa** is also the administrative centre of Bursa Province and has 17 districts and with approximately 2.8 million people. It is the 4th largest city in Turkey by population. According to the Brookings Institute, Bursa was listed as number 4 out of 10 of the World's 10 Fastest Growing Metropolitan Areas in 2015. The city has seen 6.4% growth in employment in 2015, and its Growth Domestic Product (GDP) per capita grew by 1.8% in 2015. Bursa is a manufacturing power house and is known internationally for its strong automotive cluster, which accounts for 60% of the national industry. International automakers such as Fiat and Renault, as well as a wide variety of suppliers make Bursa "Turkey's Detroit."
- **Istanbul** is the most populous city in Turkey and the country's economic, cultural, and historic centre. It is the world's only transcontinental city straddling the Bosphorus strait (which separates Europe and Asia). Istanbul is Turkey's economic capital and the city has always been historically significant in terms of trade and industry and also becoming a central point of employment for migrant labour across Turkey and neighbouring countries. Over the years, the city has attracted a number of companies that have demonstrated confidence in the city's potential as a regional economic hub, including, but not limited to, Coca-Cola; Microsoft; Bosch; PepsiCo; Adobe; Huawei, and others. In addition, the City generates on its own almost 27% of Turkey's GDP and its contribution to the national state budget is roughly 40% while it generates about 43% of Turkey's tax revenues. Furthermore, 20% of the country's entire industrial workforce is employed in Istanbul and the city is also the most important gateway for the import and export of goods in Turkey with nearly 46% of all imports and export passing through Istanbul's ports. It should also be noted that Istanbul is the world's 5th most visited city as of 2015 with about 12.56 million foreign and domestic visitors annually. Coupled with this is that the population of Istanbul is highly educated and skilled, especially if one bears in mind that the city is home to at least 52 universities, i.e. 11 state and 41 private institutions.



4. OBJECTIVE

To embark on an Investment Promotion Tour to the cities of Istanbul, Bursa and Izmir in Turkey to meet and engage with various stakeholders with the view to expand trade relations and discuss specific sectors for investment targeting.

5. OUTCOMES

- ☐ - Partnership Agreement
- ☐ - Membership Agreement
- ☐ - Grants Agreement
- ☐ - Memorandum of Understanding
- ☐ - Statement of Intent
- ☒ - Other: To solidify relations with prospective investors and organisations that represent possible investors who indicated interest investing in Cape Town in the near future. Also, strengthen relations with Izmir, Cape Town's sister city.

6. ACTIONS REQUIRED

- 6.1 Cape Town Investment Promotion Video to be provided to Cape Town based businesses who accompanied the Mayor to Izmir [Responsible: International Relations, City].
- 6.2 Information on Costs to do Business in Cape Town, the Mayoral One Stop Shop and the Incentives Scheme as well as background information on the planned Special Economic Zone in Atlantis to be provided to all stakeholders met in Turkey [Responsible: Trade and Investment, City and Investment Promotion, Wesgro].
- 6.3 Wesgro to explore collaboration opportunities with the Izmir Development Agency (IZKA) [Responsible: Investment Promotion, Wesgro].
- 6.4 Connect IZKA and companies on their databases with ICT counterparts in Cape Town [Responsible: Investment Promotion, Wesgro].
- 6.5 Strengthen relations with the cities of Izmir, Bursa and Istanbul [International Relations, City].
- 6.6 Invitations to be extended to all stakeholders met in Turkey to visit Cape Town soon to explore opportunities [International Relations, City and Investment Promotion, Wesgro].
- 6.7 Cape Town based companies who joined the mission to Izmir to be assisted with linkages in Turkey [Responsible: Trade Department, Wesgro].
- 6.8 Information on the City's environmental assessment requirements to be provided to Mr Yalcin and his associates [Salman from Investment Promotion, Wesgro to facilitate this].
- 6.9 Information on Cape Town's plastic and vegetable as well as canola oil sectors to be provided to Mr Yalcin and his business associates [Responsible: Investment Promotion, Wesgro].



- 6.10 List of all Turkish companies operating in Cape Town and South Africa as a whole to be provided to Mr Yalcin and his business associates [Responsible: Trade and Investment Promotion Departments, Wesgro].
- 6.11 Finalise Speaking Opportunity Event for the CEO of Turkish Airlines with the Cape Town hospitality sector [Responsible: Trade and Investment, City and Tourism as well as Investment Promotion Departments, Wesgro].
- 6.12 Assist Turkish Airlines to explore the possibility to establish code shares to operate domestic flights in South Africa through SAA [Responsible: Air Access Desk and Investment Promotion, Wesgro].
- 6.13 Link travel agencies in Cape Town with Istanbul and vice versa [Responsible: Cape Town Tourism and Tourism Department, Wesgro].
- 6.14 Discuss import taxes and possible exemptions for Turkish companies with the Department of Trade and Industry [Responsible: Trade and Investment Promotion Departments, Wesgro].
- 6.15 Assist Gedik Holding with linkages in Cape Town, especially with regards to Joint Venture and training [Responsible: Cape Town Port Manager and Investment Promotion, Wesgro].
- 6.16 A Brief/ Background Document on How to Set Up a Business in South Africa should be shared with all prospective investors [Responsible: Trade and Investment Promotion Departments at Wesgro].
- 6.17 Create an extensive List of what Cape Town needs to grow our city's economy and share this with prospective investors and applicable stakeholders [Responsible: Trade and Investment Promotion Departments at Wesgro].
- 6.18 Create a Project Book on the Opportunities available in Cape Town and share this with prospective investors and applicable stakeholders [Responsible: Trade and Investment Promotion Departments at Wesgro].
- 6.19 Commission the production of a shorter, more Investment Focused Video [Responsible: City's Trade and Investment Directorate].
- 6.20 Convene a Debriefing Session with the Businesses who accompanied the Executive Mayor to Izmir [City's International Relations Unit].
- 6.21 Create Background Document on the opportunities available in Cape Town in terms of the Green Economy [Responsible: City's Trade and Investment Directorate and Wesgro's Investment Promotion's Department].
- 6.22 Create Brochure showing how the number of Company Headquarters in Cape Town have grown over the last few years [Responsible: City's Trade and Investment Directorate and Wesgro's Investment Promotion's Department].
- 6.23 Create Background Document focusing on the City's Open Data Portal, coupled with the number of innovation start-ups/ incubators starting to do business in Cape Town over the last few years [Responsible: City's Information Systems and Technology Department; City's Trade and Investment Directorate and Wesgro's Investment Promotion's Department].
- 6.24 Rethink the type of Ceremonial Gifts exchanged with stakeholders on official visits [Responsible: City's Mayoral Administration, Protocol and Mayoral Events, and International Relations Units].



7. IMPLICATIONS

- | | | | |
|-----|---|--|------------------------------|
| 7.1 | <u>Constitutional and Policy Implications</u> | No <input checked="" type="checkbox"/> | Yes <input type="checkbox"/> |
| 7.2 | <u>Environmental implications</u> | No <input checked="" type="checkbox"/> | Yes <input type="checkbox"/> |
| 7.3 | <u>Financial Implications</u> | No <input checked="" type="checkbox"/> | Yes <input type="checkbox"/> |
| 7.4 | <u>Legal Implications</u> | No <input checked="" type="checkbox"/> | Yes <input type="checkbox"/> |
| 7.5 | <u>Staff Implications</u> | No <input checked="" type="checkbox"/> | Yes <input type="checkbox"/> |
| 7.6 | <u>Risk Implications</u> | No <input checked="" type="checkbox"/> | Yes <input type="checkbox"/> |

8. OTHER SERVICES CONSULTED

- Executive Mayor
- Wesgro
- South African Embassy in Ankara, Turkey

9. RECOMMENDATIONS

RECOMMENDED that:

- a) IT BE NOTED

AANBEVEEL dat:

- a) DAARVAN KENNIS GENEEM WORD

KUNDULULWE ukuba:

- a) MAKUQATSHELWE

10. GENERAL DISCUSSION

10.1 IZMIR, 28 – 30 AUGUST 2016:

The visit to Izmir started with a briefing session with the business delegation (see Annexure A) consisting of five Cape Town-based companies accompanying the Mayoral delegation to Izmir. Executive Mayor de Lille emphasised that it is the City government's duty to create the conditions that enable the private sector to create jobs. The South African Ambassador to Turkey, H.E. Malefane added that job creation and skills development are of utmost importance for any country's economy,



and that discussions are ongoing between Turkey and South Africa regarding the possibility of a free trade agreement between these two countries. The South African Honorary Consul General in Izmir, Mr Tamer Taskin noted that Africa is considered the next frontier of investment and development, and for this reason, he constantly encourages his Turkish business counterparts to consider Africa when they are looking for ideal locations to invest. Discussions then centred on expectations and an overview of the planned itinerary for the delegation in Izmir.

During a visit to the Izmir Fair Organisation, Mayor Kocaoğlu of Izmir, who is also the Chairman of the Izmir Fair Organisation observed that he is satisfied that the relations between Cape Town and Izmir are growing stronger. His opening remarks were followed by a short video highlighting the history, background and future plans of the Izmir Fair Organisation. The two Mayors then both emphasised that collaboration between cities is important and cities should focus on assisting each other in terms of their respective weak points and exchange insights regarding their strengths. After the Cape Town business delegation introduced them to all present, the visiting delegation was taken on an extensive guided tour of the Annual Izmir International Fair, just one of a number of annual Fairs and Trade Shows organised by the Izmir Fair Organisation.

In the meeting with the Izmir Development Agency (IZKA, investment promotional videos of both Izmir and Cape Town were shown highlighting the strengths of both cities as ideal investment locations. Salman from Wesgro stressed that Cape Town is increasingly being viewed by Multinational Corporations (MNCs) as an ideal location to establish their headquarters and expand their operations into the rest of Africa. He also mentioned the similarities between IZKA and Wesgro and that their exist synergies for the two agencies to consider collaborating in areas such as renewable energy; Information Communication Technology (ICT), investment and bilateral trade. Cllr Limberg also focused on Cape Town's major projects relating to ICT and broadband connectivity. IZKA representative concurred with the observations by Salman and added that the agencies could also collaborate in terms of assisting their respective cities becoming smarter cities. Executive Mayor de Lille took the opportunity to provide background on Cape Town's Open Data Portal and the opportunities it specifically present to youngsters to develop applications. Salman offered Wesgro's assistance to connect IZKA and companies on their databases with ICT counterparts in Cape Town. Discussions then focused on (i) the opportunities that exist for Turkey to invest in the South African agricultural technology space and in the aviation industry where some Cape Town-based companies are involved in the manufacturing side. Honorary Consul General Taskin underlined that both Izmir and Cape Town has an abundance of skilled and educated people, whilst Ambassador Malefane said that the cordial trade relations between South Africa and Turkey has the potential to improve and this requires constructive collaboration and not just ceremonial talks in order to secure sustainable projects in the long term.

At the engagement with the Aegean Chamber of Industry, Executive Mayor de Lille emphasised the importance of increased bilateral trade and investment to encourage growth in both Izmir and Cape Town. The President of the Aegean Chamber of Industry took the time to view his opinion that there indeed exist some similarities between Izmir and Cape Town that the business communities should capitalise on. He promised to seriously consider assembling a business delegation from Izmir to

visit Cape Town in early 2017 with a view to encourage bilateral trade and investment. He though cautioned that the identification and linking of appropriate business counterparts are imperative when encouraging increased bilateral trade and investment relations. Salman expressed his support for the proposed visit to Cape Town and observed that Joint Ventures are indeed critical. Cllr Limberg concluded emphasising that Cape Town is ready and open to do business.

During the Courtesy Call between the Mayors of Izmir and Cape Town, Executive Mayo de Lille focused on steering the relations between the two cities in a more practical relations, arguing that it is now time to move to practical deliverables and projects and to encourage collaboration that will lead to job creation in both cities. She mentioned the One Stop Shop in her Office who is there to assist (Turkish) investors. The Executive Mayor extended another invitation to the Mayor of Izmir to soon lead a business delegation to Cape Town to explore bilateral investment options. The Mayor of Izmir responded committing to encourage collaboration between IZKA and Wesgro with the view to encourage bilateral trade and investment between the two cities. Executive Mayor de Lille also mentioned the City's Incentives Scheme for prospective investors. Also, that the City has identified renewable energy as one of its priorities and in this regard Cape Town has a factory manufacturing wind turbines and since Izmir prioritises the utilisation of wind energy, this could be seen as an investment opportunity. In addition, Executive Mayor de Lille shared with her counterpart that the City of Cape Town has recently bought its first fleet of ten electric buses. The Mayor of Izmir commended Executive Mayor de Lille with all her efforts to secure a sustainable city. He noted that national governments do not always fully comprehend the difficulties that local governments are faced with and he pledged his continued support to ensure that the relations between Cape Town go from strength to strength.

In his meeting with the Cape Town delegation, Mr Demirtas, the Chairman of the Izmir Chamber of Commerce referred to Africa being the fastest developing continent and that South Africa, and Cape Town as a city, is important and strategic locations. Executive Mayor de Lille mentioned the accompanying business delegation and invited the Chairman to encourage his members to join him on a business tour to Cape Town. Chairman Demirtas agreed such a visit could have tremendous potential for all concerned and promised to consider visiting Cape Town as early as February of March 2017. Cllr Limberg highlighted that Cape Town is positioning itself as the gateway to Africa, and Izmir is in the middle of so many regions intersecting. Salman offered a brief background of Wesgro and concurred that investment flows between the two cities should increase. Devon Theron from Traderoot Technologies observed that he would appreciate if the Chamber could link him with contacts at a local university and in response, a site visit and meeting was facilitated, The Chamber also offered to assist the other members of the Cape Town business delegation with any meetings with business counterparts if required.

The visit to Izmir was concluded with a visit to Vestel. Vestel recently expressed interest in investing in Cape Town and the purpose of the engagement was to solidify the Cape Town region's value proposition as an ideal investment destination for Vestel. The delegation met with Mr Tufan Tekin, the Vestel Area Sales Manager and the meeting focused on positioning Cape Town to being open and ready to assist Vestel in its attempts to enter the South African market.

10.2 BURSA, 31 AUGUST 2016:

The visit in Bursa commenced with an engagement with Mr Yalcin, the CEO of the ÇİSİY Textile Company and his business associates. Executive Mayor de Lille told the attendees that the reason for her visit is to build constructive business partnerships, and the specific focus is Bursa is the textile industry in an attempt to revive Cape Town's historically strong textile industry. She extended an invitation to those present to consider visit Cape Town soon to explore investment opportunities. Salman provided an overview of the Cape Town textile industry and highlighted that there is a gap in the market in terms of dying and printing and this could be an ideal opportunity for Turkish companies who have this specific type of technology. Rashad Khan from Gary Neil Outdoor offered a brief overview of their company and emphasised that there is a great need for weaving technology in Cape Town as they are forced to currently do this offshore in China, which proves to be costly. He also referred to the opportunities for Turkish companies in, for example, homeware, clothing, upholstery, and so forth. Moreover, Rashad mentioned that there is a great need for printing and dying mills in Cape Town, a gap in the market that Turkish companies with their technologies should consider to exploit. Cllr Limberg made reference to the importance of adequate infrastructure and made the example of Cape Town's broadband connectivity project. Sipho Nzuza from Cape Town Port highlighted that Cape Town Port is ready to assist prospective investors and said that Cape Town port has been rated in top position in terms of efficiency in operations.

Executive Mayor de Lille also referred to other important sectors in Cape Town that Turkish investors could consider, and also provided a background on the planned Special Economic Zone in Atlantis and listed the tax rebates and other incentives. Her Office will provide this and related information to Mr Yalcin and his business associates. Mr Yalcin noted that it is evident that there are indeed numerous opportunities for bilateral investment. He observed that issues such as electricity price, labour costs and the price of land are important for prospective investors. Salman promised to provide Mr Yalcin and his associates with the "Costs of Doing Business in Cape Town" Information Document, and that constant efforts are made by all levels of government to lower operational costs. Cllr Limberg also mentioned the City's ECAMP initiative and that more information is loaded on the memory sticks that were handed out to all attendees. ECAMP is a digital database tool that could assist prospective investors with land acquisition. One attendee from Bursa enquired about waste restrictions for businesses in Cape Town, and Salman responded that his office will send everyone information on the City's environmental assessment requirements. Another attendee wanted to know more of the plastic and vegetable as well as canola oil sectors in Cape Town, and Salman again promised to forward more information to them. In response to another enquiry, Executive Mayor de Lille promised to send through a list of all Turkish companies operating in Cape Town and South Africa as a whole. Tatiana closed on behalf of the delegation emphasising again that Cape Town is open and ready for business and that Wesgro is available to assist prospective investors for any type of enquiry they might have.

The engagement with the Bursa Chamber of Commerce and Industry had the purpose of discussing possible and improved investment and trade opportunities between Bursa and Cape Town. Salman commented that Cape Town has adequate infrastructure to be an ideal investment location. He added that tourism, manufacturing, and medical and textile devices are just some of the sectors that



could be explored for collaboration between Bursa and Cape Town. Also, business outsourcing is another growing sector in Cape Town where companies are establishing their Headquarters in Cape Town as their base to expand their operations into the rest of Africa. More information regarding the City's financial and non-financial incentives will be provided to the Chamber. Members were also informed of the planned Special Economic Zone. One Chamber member enquired about the provision of electricity prices at the rate of the previous financial year. Executive Mayor de Lille explained and mentioned that this provision is linked to inflation. She also mentioned the issue of available land and that the City owns its own land which could be sold at affordable prizes to prospective investors. Wesgro can also assist with zoning, valuation and so forth of the land. Moreover, land is available at 10 percent of the market prize for those in the renewable energy sector, but the condition is that the company must create 20-50 employment opportunities. The issue of Cape Town positioning itself as a destination for Halaal Tourism was also discussed. Finally, regarding the issue of Joint Venture, Executive Mayor de Lille and Salman stressed that Wesgro can assist and do the so-called matching for Bursa-based companies beforehand in order for them to connect to adequate business partners when considering investing in Cape Town.

The visit to Bursa was concluded with a Courtesy Call with the Deputy Mayor of Bursa. The Deputy Mayor of Bursa provided a brief background of Bursa, highlighting it as cultural and religious city that is also featured as one of the top four economic performing cities in Turkey. Executive Mayor de Lille emphasised the opportunities that exist to increase bilateral trade and investment between Cape Town and Turkish cities, including Bursa. In addition, the cities of Bursa and Cape Town should consider working closer together in future. Furthermore, she extended an invitation to the Mayor of Bursa to lead a business delegation to visit Cape Town in the near future. She especially made reference to the mutual opportunities that exist with regards to the textile industry and mentioned the Gary Neil Outdoor Company based in Cape Town in this regard after which Rashad Khan from the company offered some insights in what they do. The Deputy Mayor of Bursa concurred that the synergies in terms of the textile industry in both cities could be explored as a source of closer collaboration and economic opportunities.

10.3 ISTANBUL, 1-2 SEPTEMBER 2016:

The first engagement in Istanbul was with Turkish Airlines with the view to reconfirm the City's commitment to support the airline as it is looking to expand its operations from Cape Town. The CEO of Turkish Airlines that South Africa and Cape Town in particular, is an important business and tourism market and for this reason, the airline will continuously explore possibilities of increased flights. He noted that they will very soon appoint a Corporate Manager in Cape Town. Executive Mayor de Lille thanked the airline for the confidence shown in Cape Town, and made reference to the fact that the selling of business class seats and cargo volumes should also be increased to make the route viable to the airline. She also mentioned the issue and importance of Cape Town as a Halaal tourism destination. The annual Turkish Golf Day and the City's involvement in this event were also discussed. The Executive Mayor also shared with the CEO that she established a dedicated Air Access Desk at Wesgro and that they are available to assist the airline with any matter as required. The CEO noted that one obstacle they experience is that it is difficult to establish code shares to operate domestic flights in South Africa through SAA. Salman was tasked to assist

in this regard. After discussing the negative impact the failed coup of July had on tourism numbers to Turkey, it was decided that the CEO will visit Cape Town in the next month and Wesgro and the City will arrange and facilitate an event where the CEO could speak to important stakeholders in the hospitality sector to equip them to encourage people to still visit Turkey and to continue to view Turkey as a stable and safe tourist destination. Sipho asked about their cargo operations and the response was that since they have their own cargo fleet, their cargo passed through the airport and not the port. Tatiana closed and it was decided that Wesgro will assist in linking travel agencies in Cape Town with Istanbul and vice versa.

In the meeting with the Istanbul Apparel Exporters' Association (IHKIB), Executive Mayor de Lille again focused on the textile industry, and invited members of IHKIB to visit Cape Town in the near future. A discussion followed about the issue of import taxes to South Africa being 42%. In response, Salman noted that there is a 22% rebate available. An IHKIB representative observed in this regard that if taxes could be lower, more Turkish companies would be interested in investing in Cape Town and South Africa as a whole as this would create a win-win situation for all. Executive Mayor de Lille offered to lobby the National Government to seriously consider exemptions for Turkish companies and Salman added that Wesgro will assist by discussing these matters with the relevant regulators such as the Department of Trade and Industry. He also added that Cape Town is increasingly becoming the hub for MNCs; that Wesgro is available to assist any prospective investors to do business seamlessly in Cape Town, and he also focused on Cape Town's textile industry and the opportunities within this industry. Rashad and Gary then also provided an overview of their company and Gary mentioned that despite the high taxes that there is definitely a big market for exporters and investors alike in Cape Town and South Africa. South Africa's Honorary Consul General to Istanbul, Mr Remzi Gur argued that bilateral trade should be to the benefit of both countries and that Turkey and South Africa should seriously consider entering into a Trade Agreement. The IHKIB delegates promised to seriously consider visiting Cape Town soon to explore opportunities.

During the Courtesy Call with the Mayor of Istanbul, Executive Mayor de Lille expressed her respect and condolences with the people who lost their lives during the failed coup in July. She provided a brief overview of Cape Town, and invited the Mayor of Istanbul to lead a business delegation to Cape Town, which could also include journalists and Cape Town will consider doing the same. The Mayor of Cape Town commended Executive Mayor de Lille for being a strong and caring leader. He noted that all Mayors should act like CEOs and their ultimate goal should be to create employment and growth. He will definitely consider leading a delegation as requested to Cape Town very soon and he also proposed that the two cities should consider exchanges of officials. Executive Mayor de Lille agreed and also highlighted Cape Town's agricultural sector and the similarities in this regard with Turkey in terms of climate. The Mayor of Istanbul concluded that we should not allow terrorists to scare us and stop our lives. The Turkish people have shown that the only real power is their will for democracy.

The visit to Istanbul concluded with a meeting with Gedik Holding, a light manufacturing sector and some of their activities, which they would like to explore in South Africa, deals with welding and training. It was established that Gedik is looking



to explore opportunities to find a market for their products in Cape Town; consider entering into Joint Ventures in Cape Town, and assist with training. Sipho from Cape Town Port offered to assist to connect them with the relevant role players in Cape Town. Wesgro will also assist where required.

11. ANNEXURE

ANNEXURE A: Profile of the Cape Town Business Delegation

FOR FURTHER DETAILS CONTACT:

NAME	Denver van Schalkwyk	16/09/2016
CONTACT NUMBERS	021 400 1369	
E-MAIL ADDRESS	denver.vanschalkwyk@capetown.gov.za	
DIRECTORATE	City Manager	
FILE REF NO		
DIRECTOR'S SIGNATURE		

EXECUTIVE DIRECTOR: CITY MANAGER

ACHMAT EBRAHIM

DATE

23.09.2016

☒ SUPPORTED FOR ONWARD SUBMISSION TO
MAYOR ☒ MAYCO ☐ / COUNCIL ☐

☐ NOT SUPPORTED

☐ REFERRED BACK

COMMENT:

LEGAL COMPLIANCE

☐ REPORT COMPLIANT WITH THE PROVISIONS OF
COUNCIL'S DELEGATIONS, POLICIES, BY-LAWS
AND ALL LEGISLATION RELATING TO THE MATTER
UNDER CONSIDERATION.

☐ NON-COMPLIANT

COMMENT:

NAME

Riaana Sayed

For information

2016-09-29



DATE


EXECUTIVE MAYOR

(Acting)

~~PATRICIA DE LILLE~~

IAN NEILSON

☐ SUPPORTED FOR ONWARD SUBMISSION TO
MAYCO ☒ COUNCIL ☒

☐ PC RECOMMENDATION

☐ RECOMMENDATION AS CONTAINED IN
ORIGINAL REPORT

☐ ALTERNATIVE RECOMMENDATION TO BE
REFLECTED BELOW

☐ APPROVED I.T.O. DELEGATED AUTHORITY

☒ NOTED

☐ REFUSED

☐ REFERRED BACK

DATE

29/9/2016

Annexure A:

Profiles of the Business Delegation

Izmir Trade Mission Companies

Representative	Designation	Name of Company	Sector	Profile	Website
1. Devon Theron	Business Development Manager	Traderoot Technologies	ICT	Traderoot Technologies (Pty) Ltd. is a strategic e-commerce company that licenses advanced business solutions which leverage the latest information technology to provide direct business benefits. The company develops and licenses integrated, innovative electronic commerce solutions which enhance cash flow and boost productivity.	www.traderoot.com
2. Marco Rosa	Director	Formula D Interactive	ICT	Formula D Interactive specialises in designing interactive experiences. It uses cutting edge media technology to design content and installations for museums, science centres, corporate visitor centres or brand lands.	http://www.formula-d.com/
3. Julian Abramson and Rozelle Abramson	Directors	Fynbos Fine Foods	Agribusiness	Fynbos Fine Foods specialises in growing, drying, smoking, fermenting, preserving and pickling the finest produce and products for the local and overseas market.	http://www.fynbosfoods.com/
4. Talal A. Salem	CEO	SalemCo International (PTY) Ltd	Agribusiness	SalemCo International are exclusive export agents for a growing number of fine food producers in South Africa.	http://alrashatrading.com/
5. Gary Adler and Rashad Khan	Directors	Gary Neil Outdoor	Textile	Gary Neil Outdoor specialise in manufacturing exciting and innovative ranges of outdoor fabrics .	http://www.garyneil.co.za/