



# Coverage Report

## 23 October 2018



# ONLINE COVERAGE



[HTTPS://WWW.IOL.CO.ZA/BUSINESS-REPORT/OPINION/SAGARMATHA-OR-VIRTUAL-COLONISATION-IT-IS-TIME-TO-SET-THE-RECORD-STRAIGHT-17593117](https://www.iol.co.za/business-report/opinion/sagarmatha-or-virtual-colonisation-it-is-time-to-set-the-record-straight-17593117)

**TOPIC: SAGARMATHA OR VIRTUAL COLONISATION: IT IS TIME TO SET THE RECORD STRAIGHT**

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## Sagarmatha or virtual colonisation: It is time to set the record straight

OPINION / 23 OCTOBER 2018, 08:05AM / DR IQBAL SURVÉ



*Independent Media chairperson Dr Iqbal Survé says Sagarmatha's aborted listing on the JSE has damaged the South African investor environment irreparably. Photo: Tracey Adams/African News Agency (ANA)*

**CAPE TOWN** – In the week that President Ramaphosa is to host the SA Investment Conference, there are typically a number of media releases about investments in the manufacturing and mining sectors.

What South Africa needs right now is investment into the technology and services sectors. With its vast pool of unemployed young people, South Africa cannot afford to miss investing in these sectors.



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A few months ago, Sagarmatha Technologies was approved for listing on the JSE as the first African unicorn multi-sided platform (MSP) company.

Approval occurred after a rigorous eight-month process of engagement with the JSE. Sagarmatha was planning to raise R7.5 billion and was successful in commitments of R4bn from local and international investors.

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**Infrastructure Research Development Centre asks if SA is ready for foreign investment**

AFRICAN NEWS AGENCY | Economy | 11 hours ago (Oct 22, 2018 23:09)



JOHANNESBURG, October 22 (ANA) The Infrastructure Research Development Centre (IRDC) on Monday said that relying on foreign investment for economic development always comes at a price, and that South Africa should prepare itself as it is on a quest for investment.

President Cyril Ramaphosa will this week convene the inaugural South Africa Investment Conference where representatives of government, business, and labour will meet with investors in a bid to present the country as an attractive investment destination.



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By Findall - October 22, 2018 21

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Bongani Mankwu from the Infrastructure Research Development Centre at the Infrastructure Africa conference in Sandton, Johannesburg. PHOTO: Karen Sandhurst/African News Agency (ANA)

JOHANNESBURG - The Infrastructure Research Development Centre (IRDC) on Monday said that relying on foreign investment for economic development always comes at a price, and that South Africa should prepare itself as it is on a quest for investment.

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28°	27°	26°	21°	20°

**INDICATORS**



Sogari Mankweto from the Infrastructure Research Development Centre at the Infrastructure Africa conference in Sandton, Johannesburg. PHOTO: Karen Sandton/African News Agency (ANA)  
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<b>ZAR/EUR</b> ▲ 16.48 (0.26%)	<b>ZAR/GBP</b> ▲ 18.75 (0.21%)	<b>ZAR/JPY</b> ▲ 0.13 (0.51%)	<b>ZAR/USD</b> ▲ 14.38 (0.28%)	<b>ZAR/AUD</b> - 10.24 (0.00%)
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## Energy, water are 'huge' opportunities, says Ramaphosa investment envoy

Oct 19 2018 07:45 Guy Johnson, Vonnie Guinn and Roxanne Henderson, Bloomberg

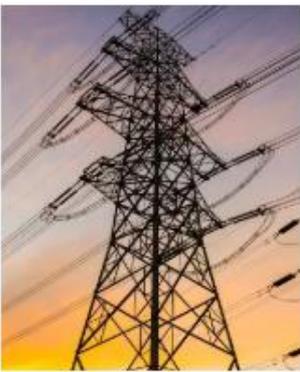





Mining, energy, water, manufacturing and agri-processing are industries that present "huge opportunities" for investors looking at South Africa, according to Jacko Maree, one of the four envoys President Cyril Ramaphosa appointed to attract \$100bn in investments to the country.

The envoys are concentrating on companies that already have an interest in South Africa, and potential investors want to know whether the country's policies are growth- and investor-friendly, said Maree, 63, who is deputy chairman of the Standard Bank Group, the continent's biggest lender, and was its chief executive officer until March 2013.

Ramaphosa is on a drive to reignite an economy that hasn't expanded more than 2% since 2013 as one of the world's highest unemployment rates, tax increases and record fuel prices take their toll on businesses and consumers. Ramaphosa in April appointed Maree as part of a team that includes former Finance Minister Trevor Manuel, former Deputy Finance Minister Mcebisi Jonas and Astrapak chairperson Phumzile Langeni to travel the world seeking commitments.



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## Economic growth the missing key to SA's investment drive - Jacko Maree

ECONOMY / 19 OCTOBER 2018, 09:15AM / SIPHELELE DLUDLA



*Special envoy on investment/Former chief executive of Standard Bank group, Jacko Maree during the interview at Rosebank. Picture: Dimpho Maja/African News Agency (ANA)*

JOHANNESBURG - Special envoy on investment Jacko Maree on Thursday said that the missing key to South Africa's investment drive was economic growth and confidence in the socio-political and socio-economic environment of the country.

In April, President Cyril Ramaphosa appointed Maree and four other special envoys, and tasked them with trawling the world to seek at least R1.2 trillion of investment in South Africa over the next five years.



[HTTP://WWW.ENGINEERINGNEWS.CO.ZA/ARTICLE/ECONOMIC-GROWTH-THE-MISSING-KEY-TO-SOUTH-AFRICAS-INVESTMENT-DRIVE-JACKO-MAREE-2018-10-19](http://www.engineeringnews.co.za/article/economic-growth-the-missing-key-to-south-africas-investment-drive-jacko-maree-2018-10-19)

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## Economic growth the missing key to South Africa's investment drive – Jacko Maree

19TH OCTOBER 2018

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**S**pecial envoy on investment **Jacko Maree** on Thursday said that the missing key to South Africa's investment drive was economic growth and confidence in the socio-political and socioeconomic environment of the country.

In April, President **Cyril Ramaphosa** appointed Maree and four other special envoys, and tasked them with trawling the world to seek at least \$100-billion (R1.2-trillion) of investment in South Africa over the next five years.

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**BUSINESS**

# ECONOMIC GROWTH THE MISSING KEY TO SA'S INVESTMENT DRIVE – JACKO MAREE

By Findall - October 19, 2018 - 00:25

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**TOPIC: ENERGY, WATER AND MINING ARE BIG OPPORTUNITIES, SAYS JACKO MAREE**



JSE ALBI **32,115.74**  
2018-10-19 13:47
USD/ZAR **14.355**  
2018-10-19 13:42

## Energy, water and mining are big opportunities, says Jacko Maree

'We've really underplayed our strengths in mining – we should be much bigger.'

Guy Johnson, Vornie Quinn and Roxanne Henderson, Bloomberg / 19 October 2018 08:50  
2 comments

<b>R7.49</b> 10/19/2018, 1:45:00 PM	LIB-HOLD <b>R108.11</b> 0.37% 10/19/2018, 1:45:00 PM	MEDBANK <b>R237.94</b> 1.15% 10/19/2018, 1:45:00 PM
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Jacko Maree is one of the four envoys President Ramaphosa (pictured) has tasked with attracting \$100bn in investments to the country. Picture: Moneyweb

Mining, energy, water, manufacturing and agri-processing are industries that present "huge opportunities" for investors looking at South Africa, according to Jacko Maree, one of the four envoys President Cyril Ramaphosa appointed to attract **\$100 billion in investments to the country**.

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The team has had more than 150 engagements in countries including Saudi Arabia, the United Arab Emirates, Singapore, China and Canada, with investment pledges totalling \$35 billion.


  
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The business world is scheduled to gather in Sandton Johannesburg for an Investment Conference. What is this event all about?

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AUTHOR: **Carsten Central**

The countdown towards the highly anticipated Investment Conference is on in South Africa. The conference which will take place between 25 and 27 October at the Sandton International Convention Centre will see government leaders led by President Cyril Ramaphosa, top global CEOs, business leaders and companies converge in an effort to boost investment in the country and reposition the way South Africa does business.

Briefing the press in Johannesburg, Economic Development Minister Ebrahim Patel together with his deputy minister Madala Masuku and presidential economic advisor Izadi Makhaya emphasised that the Investment Conference will form part of Ramaphosa's foreign direct initiatives designed to attract \$100 billion in foreign investment.

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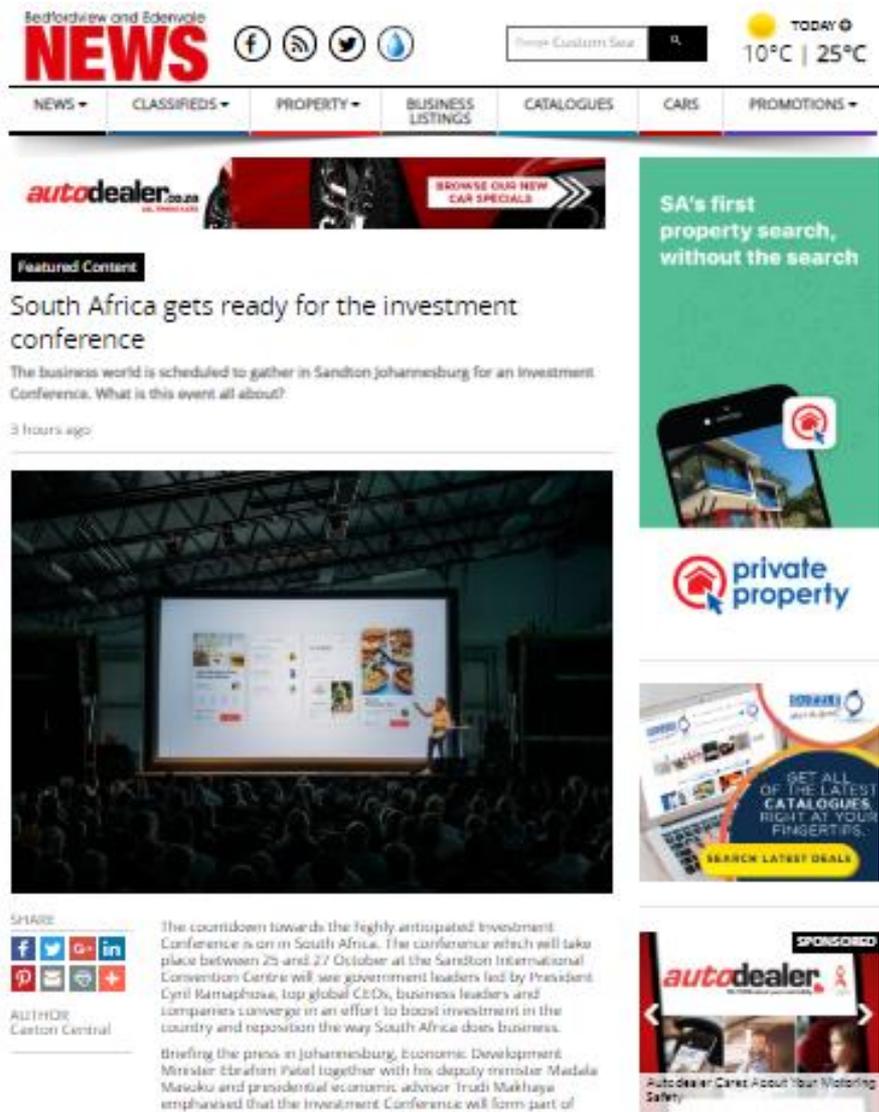
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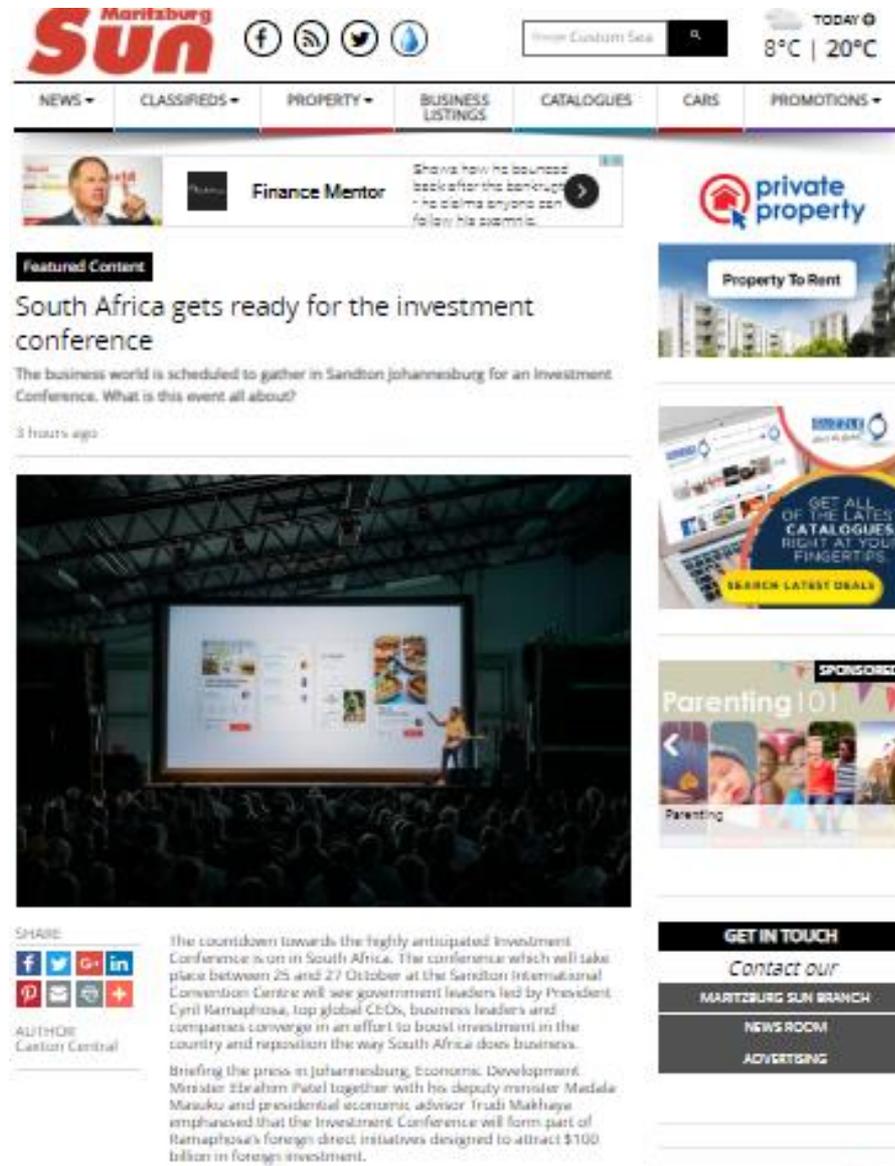
The screenshot shows the website header with the 'NEWS' logo, social media icons, a search bar, and weather information (10°C | 25°C). Below the header is a navigation menu with categories like NEWS, CLASSIFIEDS, PROPERTY, BUSINESS LISTINGS, CATALOGUES, CARS, and PROMOTIONS. A banner for 'autodealer.co.za' is visible. The main content area features a 'Featured Content' section with the headline 'South Africa gets ready for the investment conference'. Below the headline is a sub-headline and a short paragraph: 'The business world is scheduled to gather in Sandton Johannesburg for an Investment Conference. What is this event all about?'. A photo shows a person presenting at a large screen in a conference hall. To the right of the article is a vertical advertisement for 'private property' with the text 'SA's first property search, without the search' and an image of a smartphone. Below that is another advertisement for 'autodealer.co.za' with the text 'GET ALL OF THE LATEST CATALOGUES RIGHT AT YOUR FINGERTIPS...'. At the bottom of the article, there is a 'SHARE' section with social media icons and a 'RELATED' section with the title 'Sandton Central'.





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**TOPIC: SOUTH AFRICA GETS READY FOR THE INVESTMENT CONFERENCE**



The screenshot shows the Maritzburg Sun website interface. At the top, there is a navigation bar with categories like NEWS, CLASSIFIEDS, PROPERTY, BUSINESS LISTINGS, CATALOGUES, CARS, and PROMOTIONS. A search bar and weather widget (8°C | 20°C) are also present. The main content area features a featured article titled "South Africa gets ready for the investment conference" with a sub-headline "The business world is scheduled to gather in Sandton Johannesburg for an Investment Conference. What is this event all about?" and a timestamp "3 hours ago". Below the text is a large image of a presentation screen in a conference hall. To the right of the article are several promotional banners: "Finance Mentor", "private property", "Property To Rent", "GET ALL OF THE LATEST CATALOGUES RIGHT AT YOUR FINGERTIPS", and "Parenting 101". At the bottom, there is a "SHARE" section with social media icons, an "AUTHOR" section for "Canton Central", and a "GET IN TOUCH" section with "Contact our" and "MARTZBURG SUN BRANCH" options.

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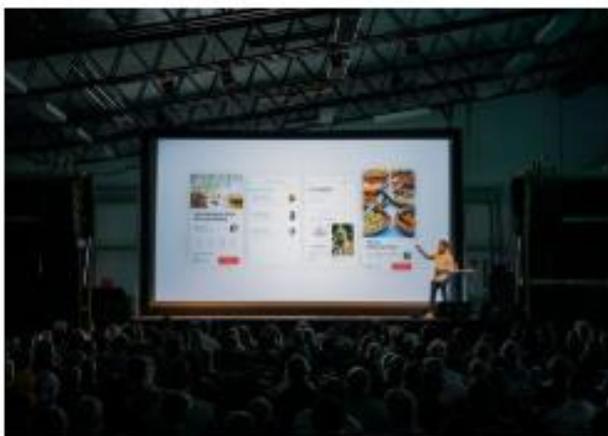
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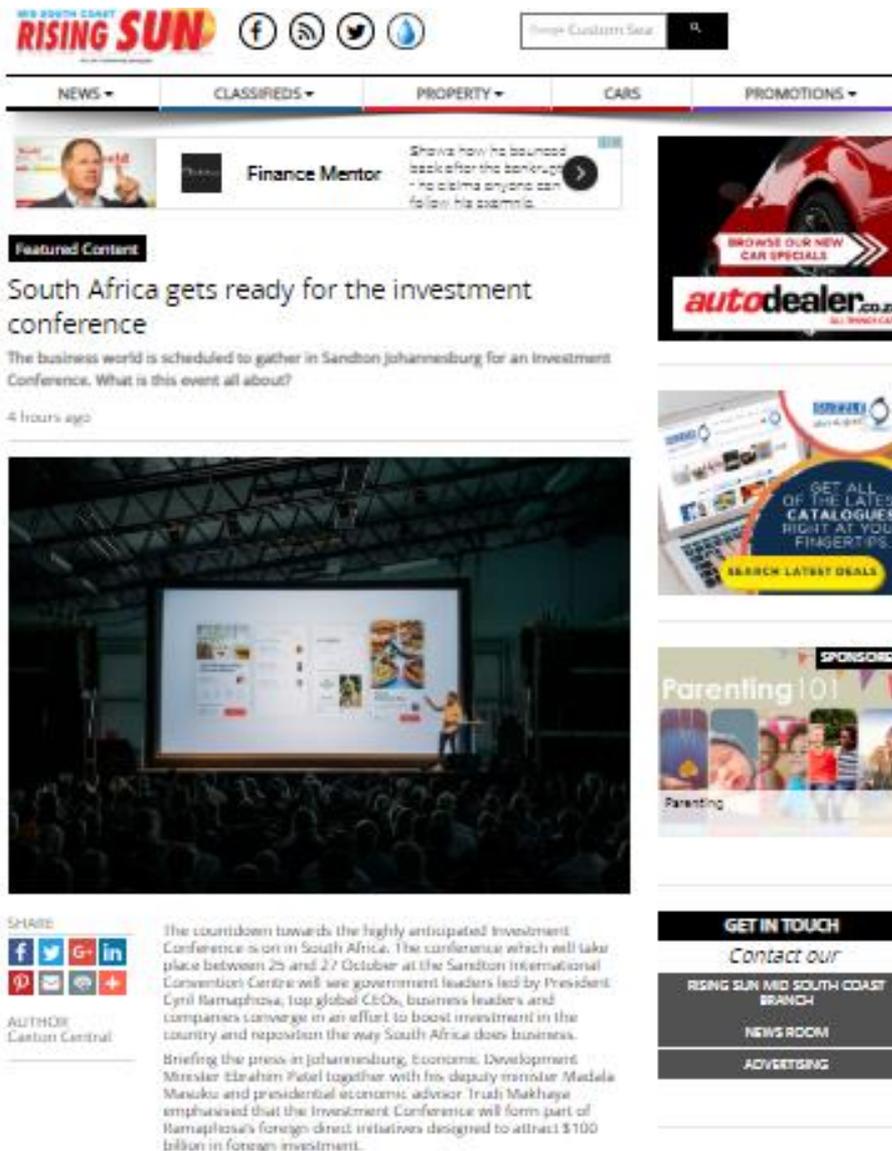


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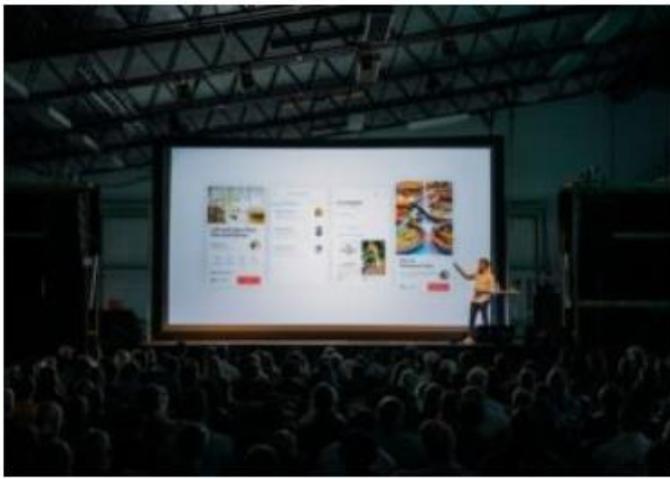
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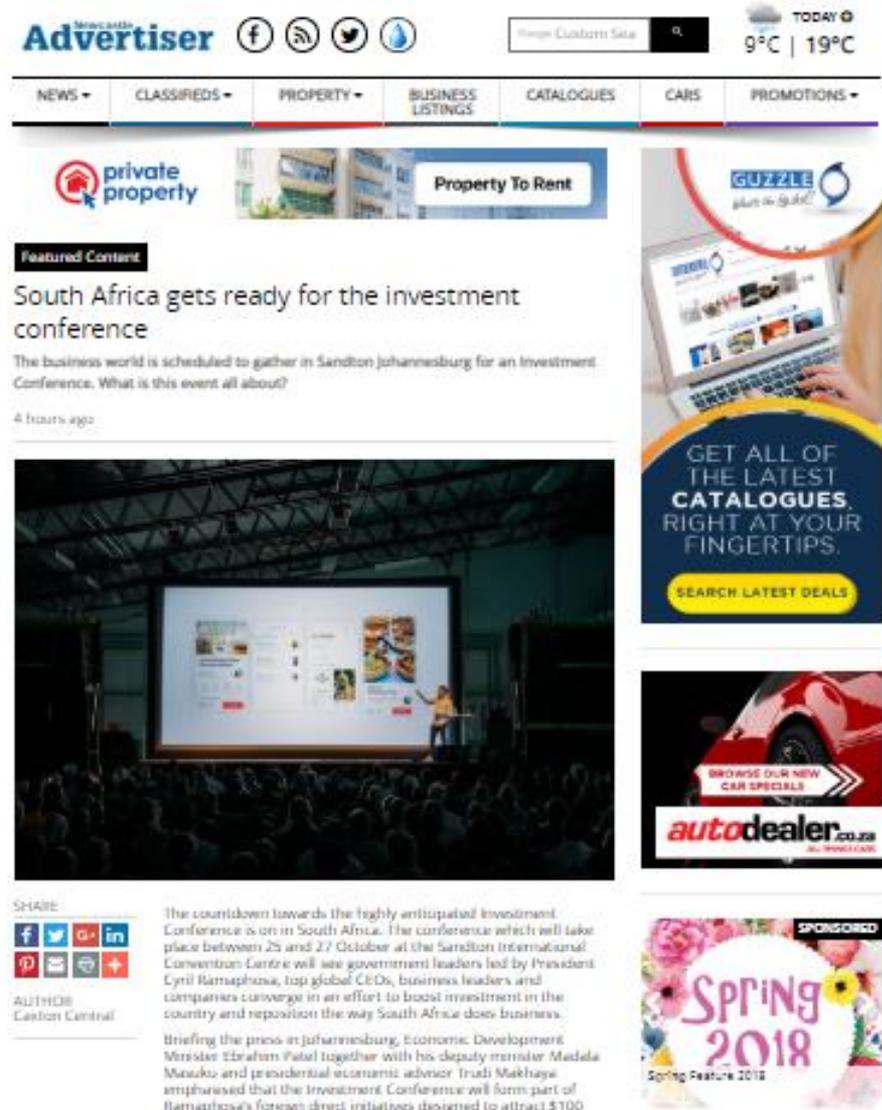


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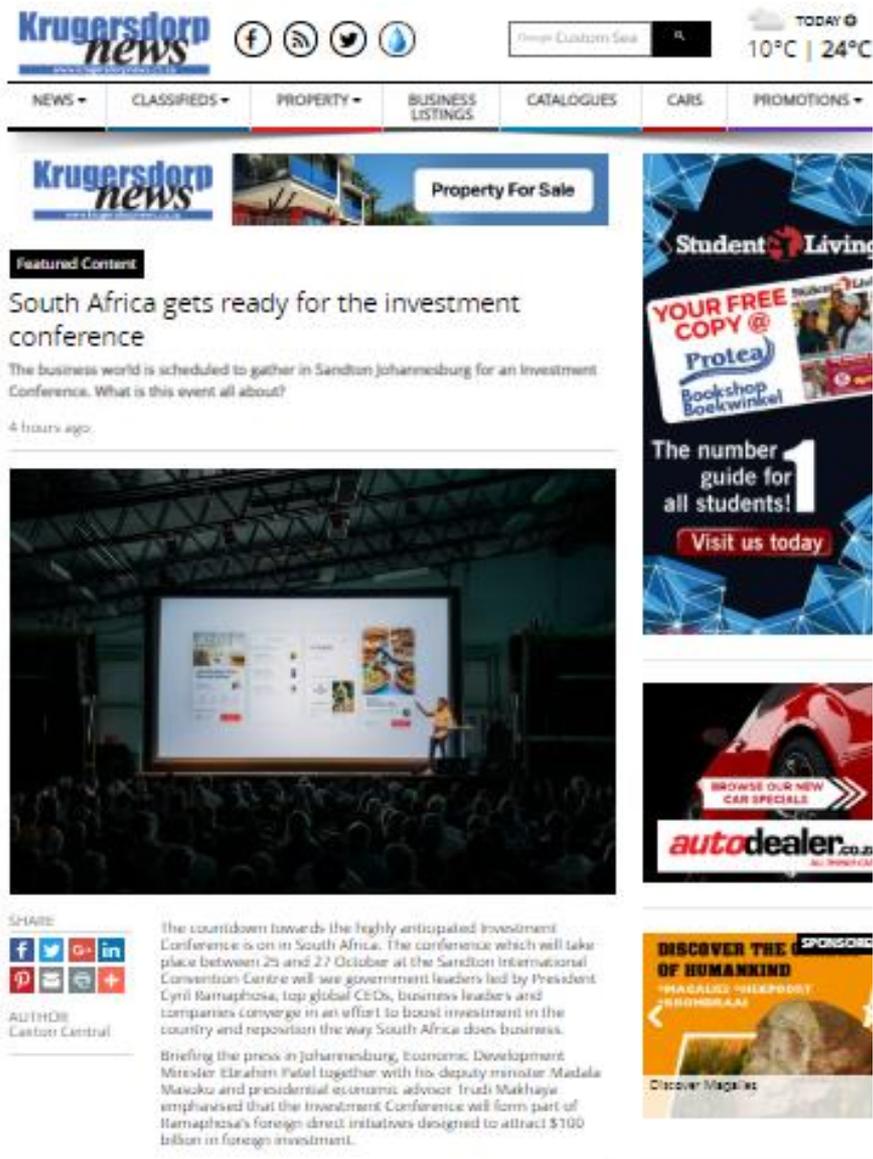
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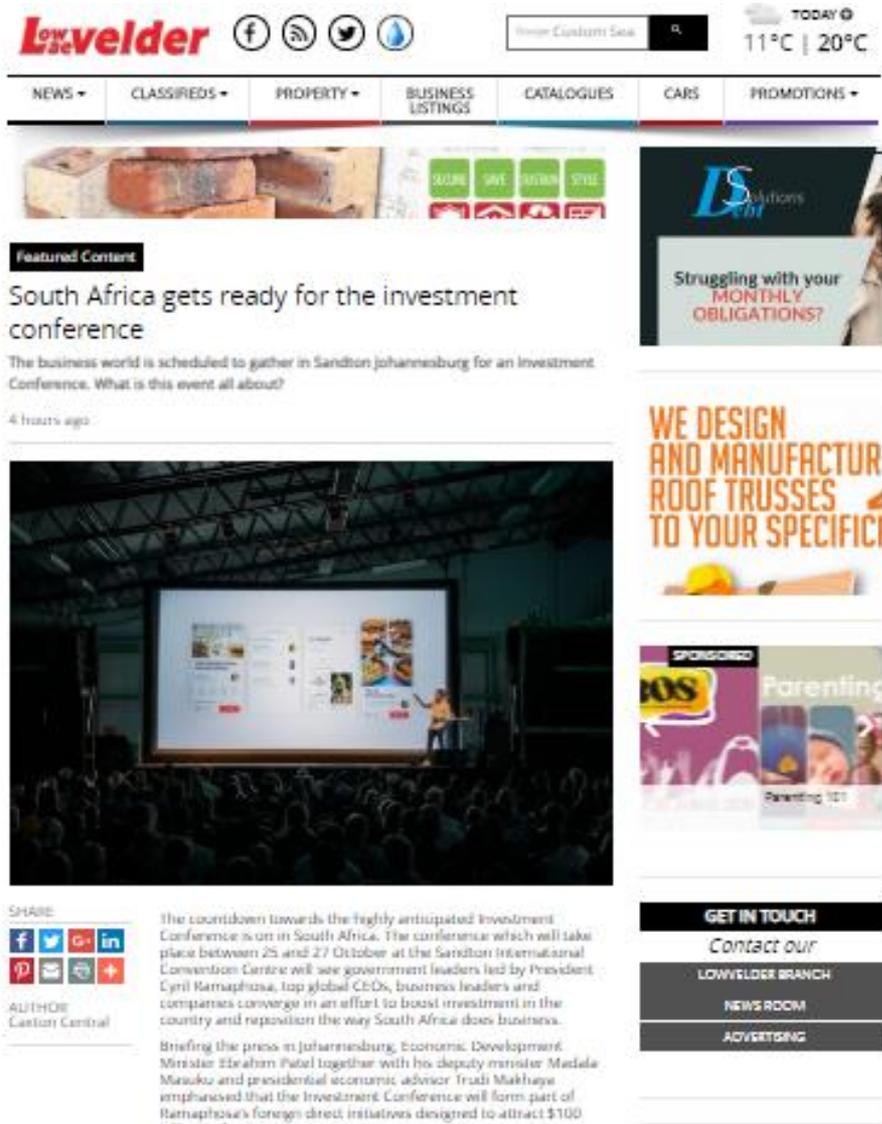
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The screenshot shows the Fourways Review website interface. At the top, there is a navigation bar with categories like NEWS, CLASSIFIEDS, PROPERTY, BUSINESS LISTINGS, CATALOGUES, CARS, and PROMOTIONS. A search bar and social media icons are also present. The main content area features a featured article titled "South Africa gets ready for the investment conference" with a sub-headline "The business world is scheduled to gather in Sandton Johannesburg for an Investment Conference. What is this event all about?". Below the text is a large image of a conference presentation. To the right, there are several promotional banners for "private property" and "LONEHILL". At the bottom, there is a "GET IN TOUCH" section with links for "Contact our", "FOURWAYS REVIEW BRANCH", "NEWS ROOM", and "ADVERTISING".





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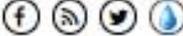
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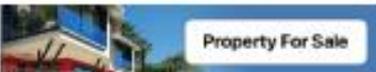
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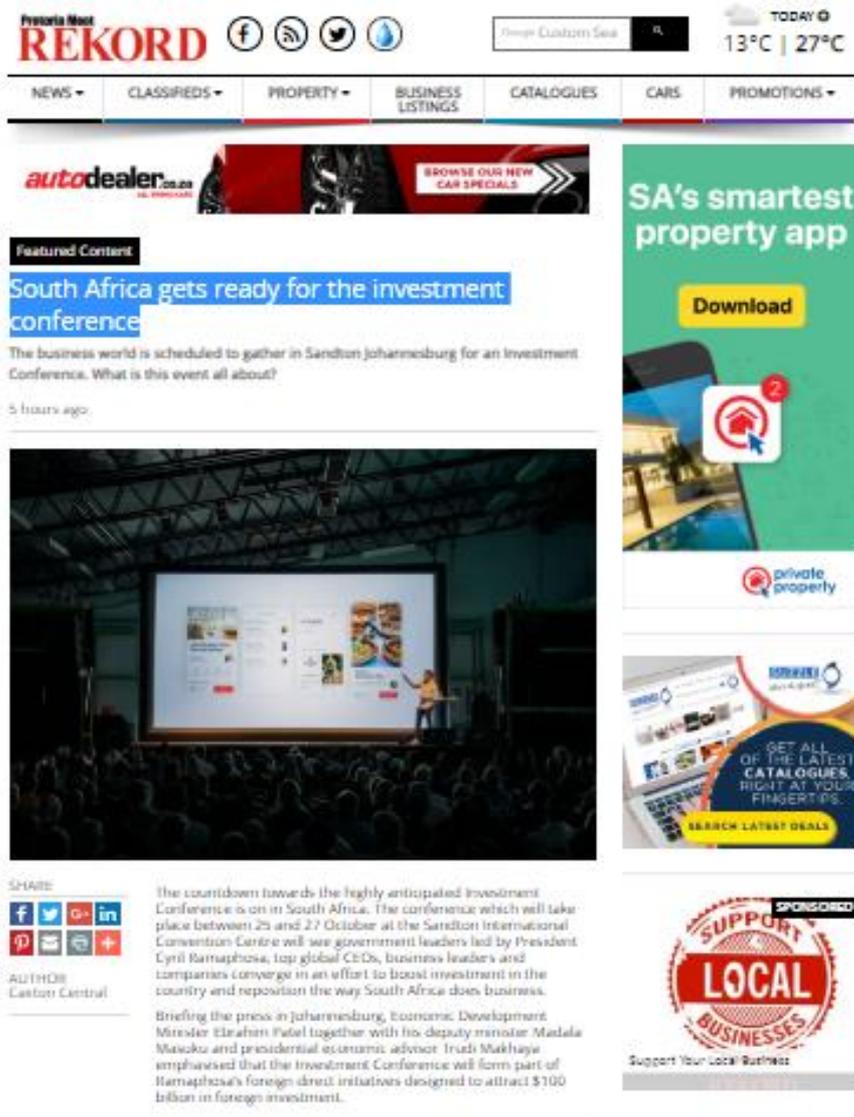
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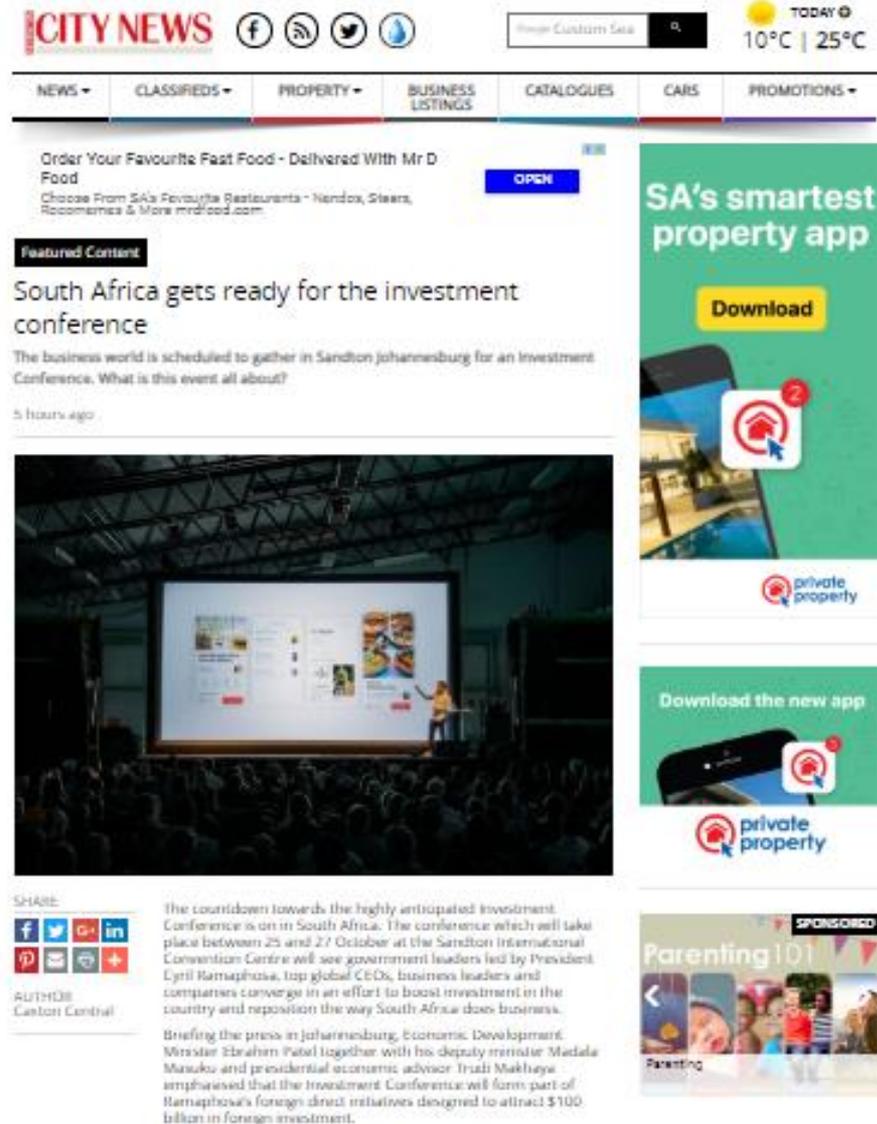
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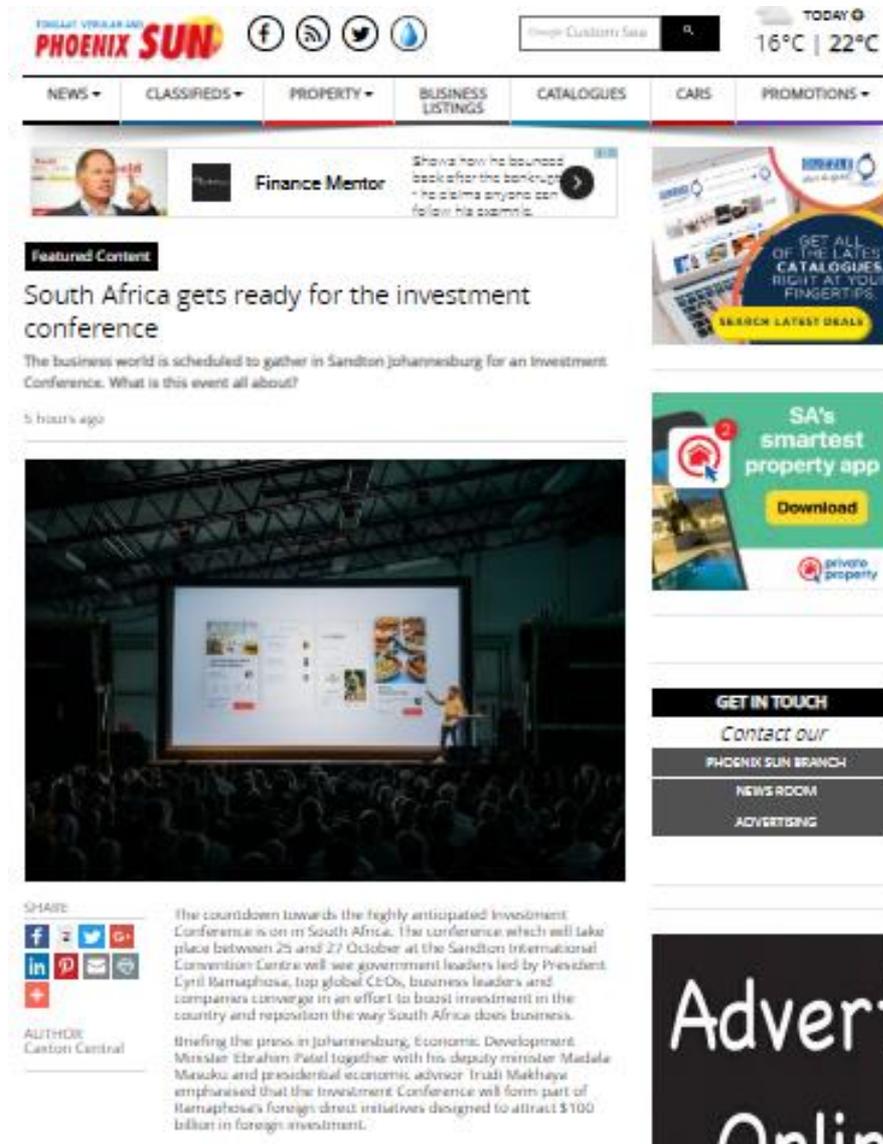
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**TOPIC: SOUTH AFRICA GETS READY FOR THE INVESTMENT CONFERENCE**



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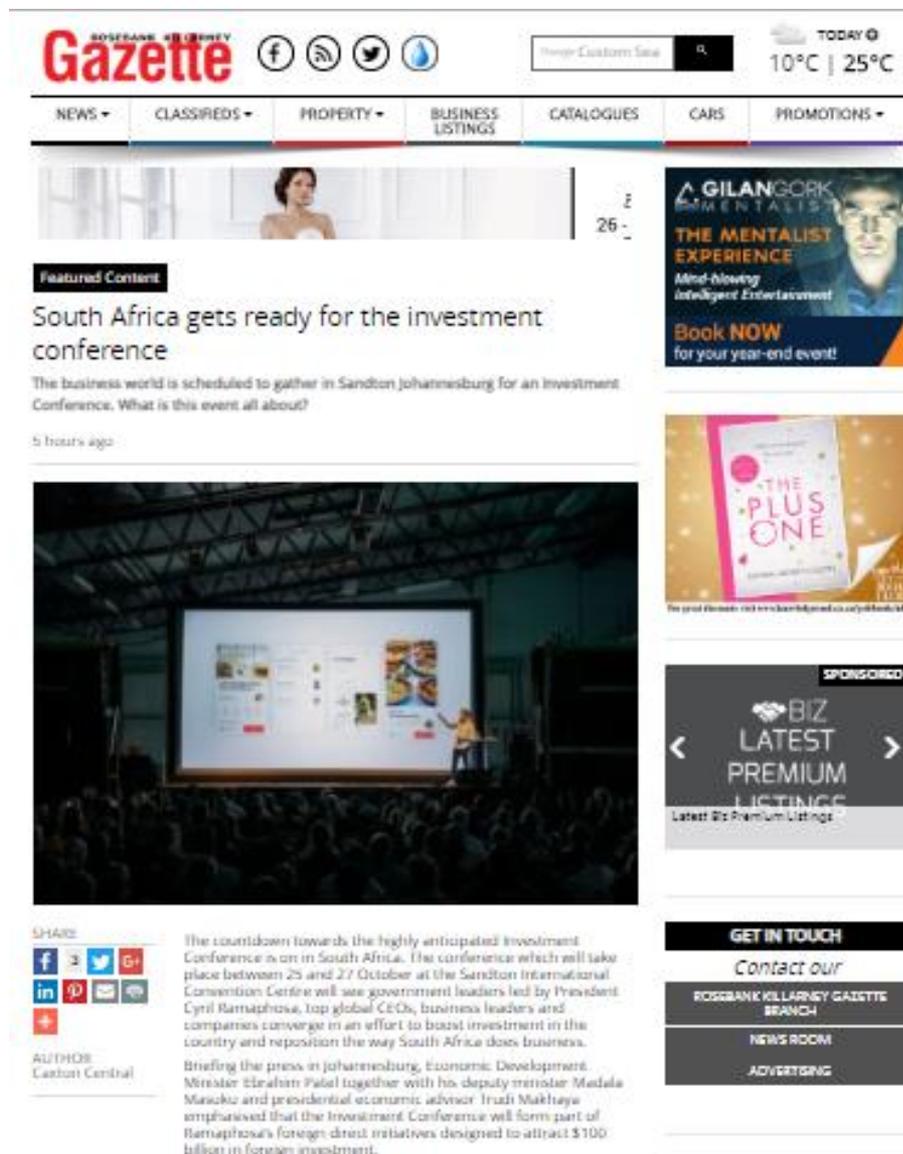


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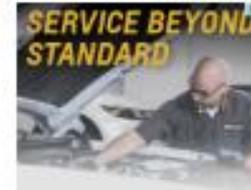


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Canton Central

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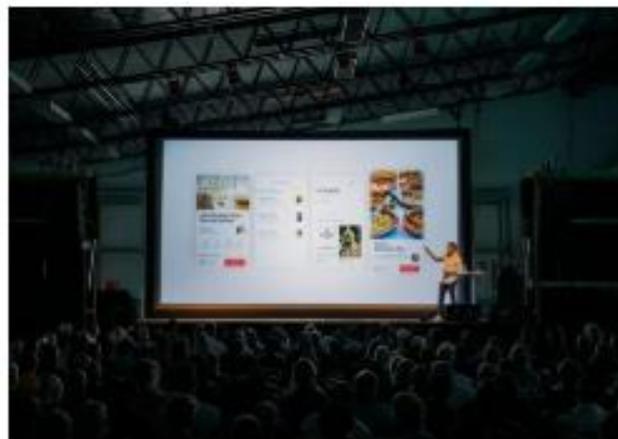
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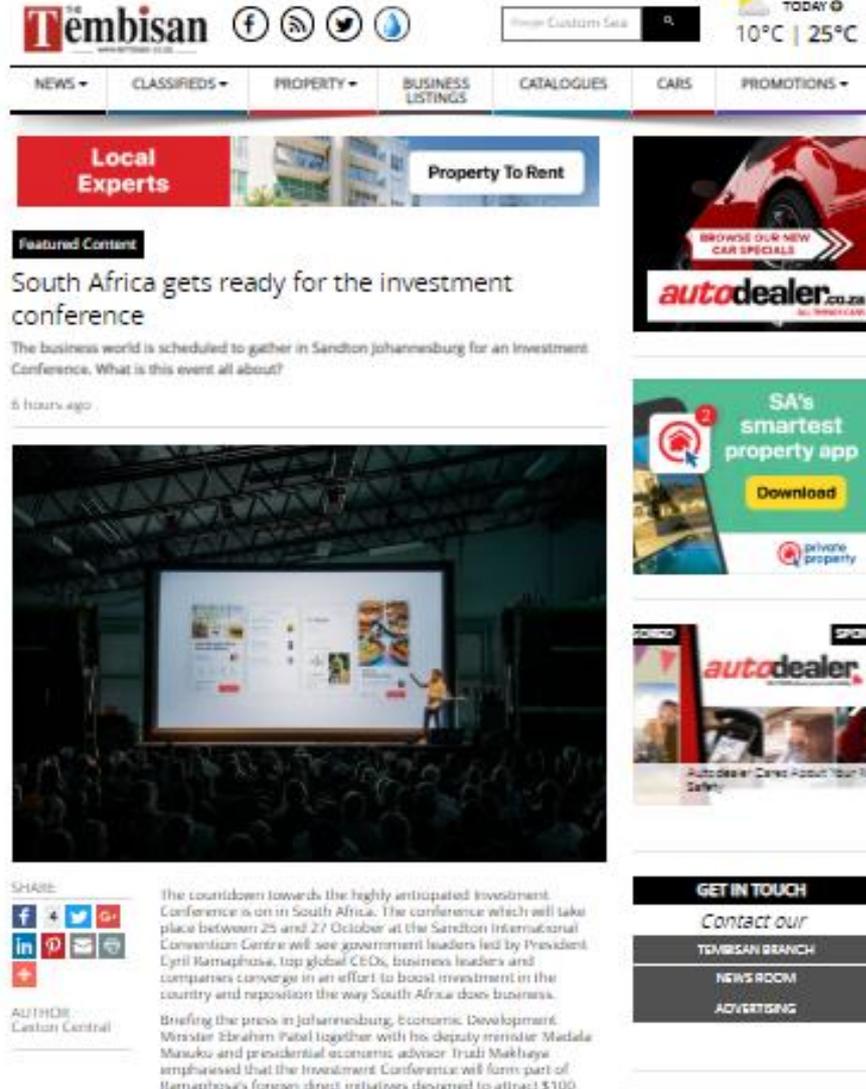


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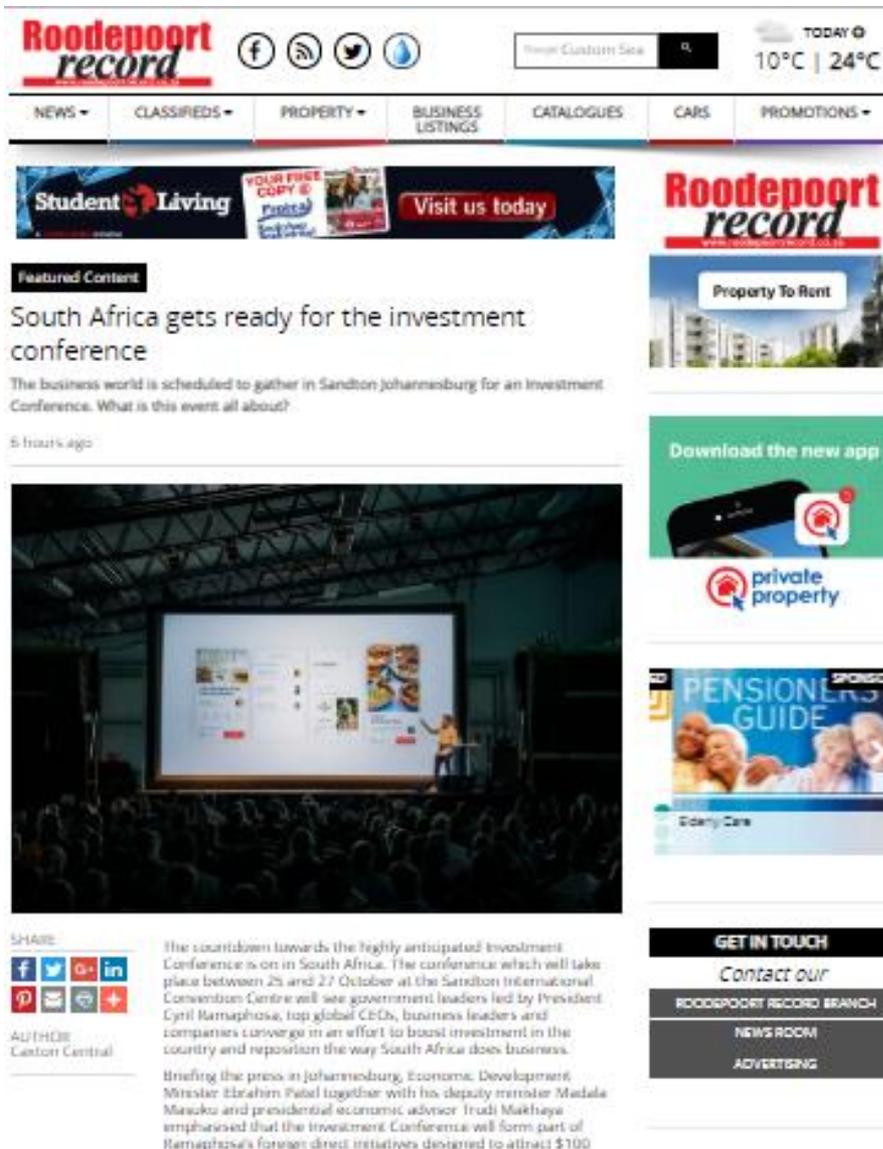


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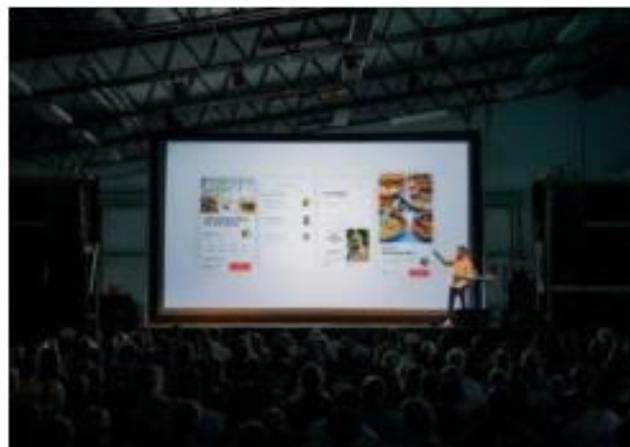


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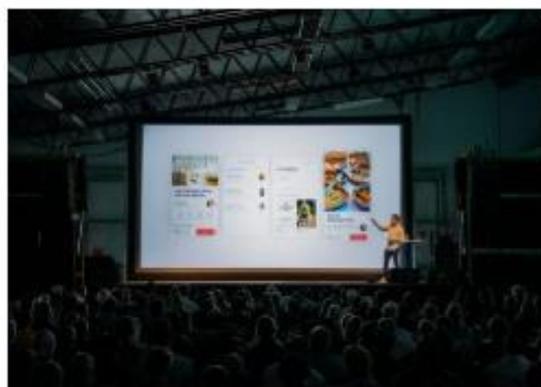
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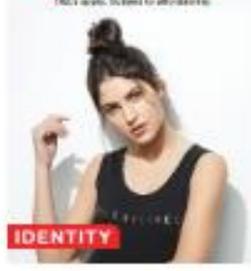
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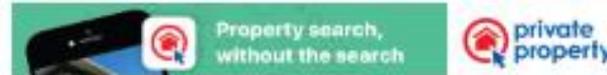


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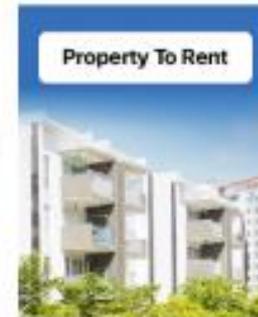
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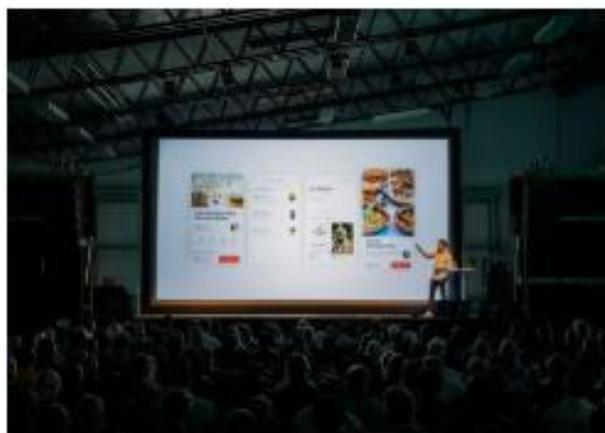


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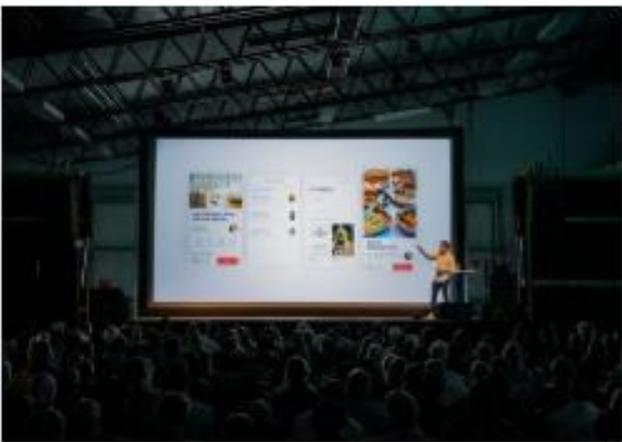
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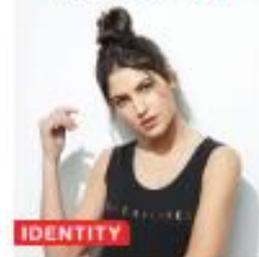
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## Once-richest woman becomes biggest loser in China wealth rout

Oct 19 2018 10:40 Blake Schmidt and Versus Fung, Bloomberg

iPhone and Tesla touchscreens once made her China's richest woman. The US-China trade war has made her the biggest loser in 2018 among Chinese billionaires.

Zhou Qunfei, the chairperson of consumer electronics supplier Lens Technology, has lost 66% of her fortune, or \$6.6bn, this year - the biggest drop in percentage terms among China's wealthy - according to the Bloomberg Billionaires Index.

Lens Technology shares have slumped 62% this year, driven by a selloff of Apple suppliers as US President Donald Trump stepped up trade tariffs on China, and as Elon Musk agreed to resign as Tesla chairperson following a Securities and Exchange Commission probe.

The wealth rout has also dragged down the fortunes of billionaires like Alibaba founder Jack Ma and Tencent CEO Ma Huateng. Chinese billionaires among the world's top 500 richest people have lost a combined \$86bn this year.

A report by Oxford Economics released on Friday found Chinese stocks have been harder hit by adverse trade policy news than any other country.

"Chinese equities have generally been more responsive to negative trade war news in recent months, more sluggish to recover than US equities and less impacted by positive trade war news than elsewhere," analysts Jamie Thompson and Liam Gallagher wrote.

Many Apple suppliers in greater China, including Lens, fell last month after Trump said he was willing to slap tariffs on an additional \$267bn of Chinese goods, on top of duties on \$200bn in imports he was already considering.



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Blake Schmidt and Venus Feng, Bloomberg / 19 October 2018 08:22 No comments so far



Many Apple suppliers in greater China, including Lens, fell last month after US president Donald Trump said he was willing to slap tariffs on an additional \$247 billion of Chinese goods. Picture: Daniel Acker/Bloomberg

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## Stimulus will only work if capital invests in Fourth Industrial Revolution platforms

OPINION / 18 OCTOBER 2018, 10:45AM / DR IGAL SURVY



*Dr Igal Survy, Chairperson of Sekukhula Investment Holdings. Picture: Nokuwula Mbatfo/African News Agency (ANA)*

President Cyril Ramaphosa has called the South African Investment Conference for October 25-27, 2018. The investment conference will hopefully attract solid investments into the South African economy.

With the low GDP growth of our economy, we need investments to fulfill the social mandate of the ruling party and government, to the majority of South African citizens.

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South Africa's high unemployment rate makes it imperative that we attract investment that should also result in further initiatives to reduce unemployment and inequality.

In China, investment under Deng Xiaoping after 1987 led to economic growth and almost 800 million people out of poverty.

More importantly, China has emerged as an industrialised economy and moved from a low-income country to a middle-income country.



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## Alibaba founder Jack Ma to give keynote address at Ramaphosa's Investment Summit

Oct 18 2018 14:27 Khulekani Magubane, Fin24

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Alibaba founder and tech billionaire Jack Ma will deliver a keynote address at the upcoming investment summit in Johannesburg next week, as President Cyril Ramaphosa seeks to attract billions in new investments to kickstart SA's lagging economy.

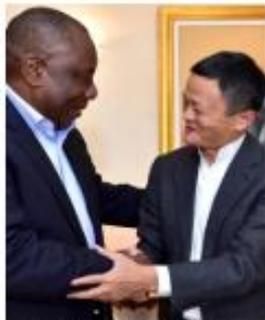
Government will gather investors from around the world in Sandton, Johannesburg from Thursday to Saturday next week for its investment summit, Minister of Economic Development Ebrahim Patel said in a briefing on Thursday morning.

Patel was talking to reporters in Cape Town about the summit, first announced by the president during his inaugural State of The Nation Address in February.

The investment summit is one of a number of interventions that Ramaphosa hopes will lift the lacklustre performance of the South African economy.

In April, **Ramaphosa announced** that SA would seek to attract \$100bn in new local and international investment over the next five years. In September **he announced a stimulus package of economic reforms and spending plans.**

Earlier in October, Ramaphosa held a **Jobs Summit**, which wrapped up with a commitment from representatives present to preserve jobs and chip in to supporting job creation by supporting local goods and services.



President Cyril Ramaphosa receives a courtesy call from Mr Jack Ma, founder of the Alibaba Group, ahead of a conference in Johannesburg in August 2018. (Ebrahim Jiyane, GCTD)

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**COMPANY SNAPSHOT**





# PRINT COVERAGE



**TOPIC: UAE OFFERS MARKET POTENTIAL OF OVER US\$7 TRILLION**

Publication: Freight & Trading Weekly  
Date: Friday, October 26, 2018  
Page: 5



**MIDDLE EAST & NORTH AFRICA**

# UAE offers market potential of over US\$7 trillion

**Adele Mackenzie**

**U**AE Minister of Economy, Sultan bin Saeed Al Mansouri, has called on the South African business community to “harness” the UAE’s strengths as a key export gateway to the Middle East and Asia.

“As South Africa’s largest trading partner in the Gulf Cooperation Council (GCC) region, the UAE offers South African traders “easy access” to an export market worth US\$7.6 trillion,” he said.

Speaking ahead of the UAE’s participation in president Cyril Ramaphosa’s massive global investment conference

in Johannesburg which concluded this week (Saturday, 27 October), he said the UAE was a “favourable and strategic hub” for foreign direct investment and a modern hub of logistics and port services.

There were “tremendous opportunities” to increase trade exchange in jewellery and precious metals as well as petrochemicals, he added, calling for more liberalised skies between Africa and the UAE to ensure

sufficient freight access.

South African ambassador to the UAE, Saad Cachalia, told FTW that South African exports to the Emirate states had been steadily increasing over the past few years and that government was pulling out all the stops to ensure ease of trade and investment. “While about 90 South African companies are currently doing business in the UAE, there has been a noticeable rise in

“



There has been a noticeable rise in the presence of Emirati companies in South Africa.

– SAAD CACHALIA

the presence of Emirati companies in South Africa,” he said. Some US\$10 billion worth of investment deals were signed between South Africa and the UAE during Ramaphosa’s state visit in June.

Cachalia highlighted that the UAE generally levied customs duties on imported goods at the rate of 5%. Higher rates of duty apply to goods such as alcohol and tobacco. A number of categories of goods are exempt such as certain agricultural products, printed material and pharmaceuticals. Exemptions may also be granted for goods imported for industrial or manufacturing purposes.

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**TOPIC: SAGARMATHA OR VIRTUAL COLONISATION: IT IS TIME TO SET THE RECORD STRAIGHT**

Publication: Business Report (The Star)  
Date: Tuesday, October 23, 2018  
Page: 14

■ TECHNOLOGY

# Sagarmatha or virtual colonisation: It is time to set the record straight

*MSP companies have higher values with increased losses, a model not commonly understood by SA investors*

DR IOBAL SURVÉ

IN THE WEEK that President Ramaphosa is to host the SA Investment Conference, there are typically a number of media releases about investments in the manufacturing and mining sectors.

What South Africa needs right now is investment into the technology and services sectors. With its vast pool of unemployed young people, South Africa cannot afford to miss investing in these sectors.

This is our opportunity to skill up young people to participate in the technology revolution otherwise called the Fourth Industrial Revolution (4IR).

A few months ago, Sagarmatha Technologies was approved for listing on the JSE as the first African unicorn multi-sided platform (MSP) company.

Approval occurred after a rigorous eight-month process of engagement with the JSE. Sagarmatha was planning to raise R7.5 billion and was successful in commitments of R4bn from local and international investors.

The JSE had increased their normal minimum listing requirement from R500 million to R3bn for this listing and Sagarmatha had exceeded this by a billion rand.

The R4bn raised excluded the Public Investment Corporation (PIC).

We were disappointed that the PIC, which was overweight in Naspers as the only other technology platform company in the country, did not participate in the capital raise.

Nonetheless, we were confident that additional capital would be raised on a secondary listing in New York and Hong Kong.

Our investment teams had visited both the New York and Hong Kong exchanges in 2017, where they were enthusiastically received for a secondary listing.

Due to exchange control regulations, South African companies in most cases have to have primary listings in South Africa and secondary listings offshore.

Our objective was therefore less so about capital raising but more to enable us to have a secondary listing abroad.

We were aware that the South African capital markets were not familiar with technology companies in spite of the success of Naspers, whose investment in Tencent is responsible for its high market capitalisation.

We believed, however, that a listing on a South African exchange would provide South African asset managers and investors a second opportunity to participate in the platform economy.

MSPs are very different to non-technology platform companies. MSPs run at huge losses, but have an inverse relationship to value, especially in their first few years. The greater the loss, the higher the value. For example, Amazon which became the world's second trillion dollar company after Apple, increased its losses for more than 15 years and is only recently profitable and trades at a stupendous multiple of earnings.

Similarly, Uber, another well-known MSP company with losses to date of \$1bn (\$40m last quarter), is now valued at \$120bn, P0D, (an e-commerce company) which listed on the Nasdaq about three months ago, raised \$1.6bn in the US capital markets and has a loss to date of almost \$2bn but with a market capitalisation of



Independent Media chairperson Dr Iobal Survé says Sagarmatha's aborted listing on the JSE has damaged the South African investor environment irreparably. TRACY ADAMS African News Agency (ANA)

more than \$23bn. Similarly, Bytedance, a news aggregator using artificial intelligence (AI) with a loss of almost \$1bn, has a market valuation of \$75bn. Netflix, which is very popular in South Africa, has incurred losses to date of \$2bn, but has a market capitalisation of \$160bn.

The above examples demonstrate that MSP companies have higher values with increased losses. This model, however, is not commonly understood by investors in South Africa.

Early this year, Harvard Business Review published an article by several professors explaining why current accounting valuation methodologies are no longer applicable to MSP companies and ignored by the capital markets.

Prominent professors Dhanoo Ram, Galloway and Teixeira from different Ivy League universities, confirm that the valuation modelling for MSPs is very different to non-technology companies.

They explain that this is the reason why the US is miles ahead of other countries since they have worked out this modelling and there is a huge investor community that understands it.

Sagarmatha is an MSP with 14 business sectors including video, e-commerce, digital media applications, online classifieds, social media and syndicated content.

To date, these companies have received hundreds of millions of rand of investments from the Sekunjalo Group in order to keep abreast of technology, develop skills and increase market presence.

The listing of Sagarmatha was an opportunity to raise more capital in order to scale the business for the African continent and to skill up 5 000 young Africans in three African regional centres so that Africans can take ownership of the technology

economy. MSP companies are valued highly so that they have a low cost of capital which allows them to grow fast and win market share with more customers (consumers and businesses) on their platforms.

The low cost of capital is what allowed Amazon, Alibaba, Tencent, PDD, Netflix and Uber to grow and dominate their platforms. In South Africa, the legacy sectors such as mining, retail and property are what investors are used to, with the exception of Naspers.

In truth, Naspers is an arbitrage investment opportunity based on the value of Tencent.

Until South African investors embrace loss making technology companies, MSP platforms used by our consumers and businesses, will be owned by American companies.

This is virtual colonisation which is ironic considering the fight against colonisation in the past.

Sagarmatha is a wonderful opportunity for the country to benefit from inward investment, for asset managers to participate in a technology platform company and for us to skill our young people in the areas of artificial intelligence, data science and robotics so that they play a meaningful role in the economy of the future (some would argue the economy of the present).

We spent many hours with our advisers, explaining the MSP concept to the JSE.

In spite of the JSE's support, we soon discovered that the question of valuation became important, since there was no precedent for an MSP listing.

There was agreement that there was no expertise to value MSPs in South Africa and that we would use global

expertise or companies that had valued hundreds of technology companies (such as WhatsApp, Fitbit, Facebook) and companies that were listed on the NYSE and Nasdaq.

For many months, Sagarmatha's audit committee led by a highly respected and experienced board of directors, engaged with the professors of an accounting faculty of a prominent US university and a San Francisco based valuation company, Redwood Valuation Partners, who determined the valuation which was incorporated into the listing.

The JSE accepted this valuation, although it could be argued that regulators should not get involved with valuations and that it should be determined by the market.

Redwood was correct in that subsequent to Sagarmatha's now withdrawn listing, many similar companies have listed in New York on the NYSE and Nasdaq with valuations in the billions of dollars and significant losses.

The Sagarmatha listing was scrutinised after a determined, manipulative and dishonest disinformation campaign by Tiso Blackstar publications, especially Business Day.

This campaign was launched and focused on the inclusion of Independent Media (which was only 3 percent of Sagarmatha's value in the listing).

Tiso Blackstar tried through their senior executives to prevent the inclusion of Independent Media in the Sagarmatha listing as they were hoping through engagement with the PIC, to acquire some of Independent Media's publications.

Their sabotage of the Sagarmatha listing was focused on Independent Media and not on Sagarmatha but, in doing so, misled the investor community, the public and caused even the JSE to review the listing.

Sagarmatha was a victim of this brazen manipulation of the public

narrative and the JSE using a small technicality, wrote to the company four days before it was to list, to withdraw the listing.

The JSE claimed that the company was not compliant with the Companies Act by not having submitted its financial statements to CIPC from 2014 to 2017.

But the JSE was wrong. Sagarmatha was compliant as it did not need to submit those financial statements since it was within the threshold of the public interest score as defined by CIPC.

Despite receiving a letter from CIPC that Sagarmatha was compliant, the JSE pushed ahead with the withdrawal of the listing. To date, Sagarmatha has refused to get into a public spat with the JSE as we believe it serves no purpose.

It is regrettable that, at the time when the country needs significant investment, that corporate detracors can act in a criminal way to undermine a legitimate listing.

Sagarmatha's international investors that have committed and who were part of the R4bn in commitments, were disgusted and it damaged the South African investor environment irreparably with some of the world's most savvy and successful billionaires and investors.

Sadly, an opportunity to employ thousands of young South Africans was missed due to this corporate greed, and, some would argue, implicit racism in the narrative by the detracors, especially Business Day.

Had we as Sagarmatha known that the JSE would withdraw the listing on such a technicality, we would not have spent so many resources and wasted our time trying to list in South Africa.

Rather, we would have sold the business or alternatively requested permission from SARS to have a primary listing overseas. This is still a possibility and we have no doubt, that we will be vindicated by an international valuation oversight.

There also remains a consistent lie, peddled by our detracors, which claims that the PIC invested in Sagarmatha. The fact is, the PIC did not invest in Sagarmatha, at all.

Sagarmatha was able to successfully raise R4bn in committed capital for the listing from both South African and international investors, without the PIC.

On the eve of President Ramaphosa hosting one of the most important conferences in our country, ironically to be addressed by Jack Ma, the founder of Alibaba and tech billionaire, we need to reflect on this lost opportunity for Africans to own and participate in the global technology platform economy.

If we treat our entrepreneurs in the manner in which Sagarmatha has been treated, it will send a signal that only foreign companies should invest in and own, our technology platforms. Africa will be colonised all over again, accept this time it will be a virtual colonisation from all profits remaining outside the country, no taxes being paid and more opportunities being created for non-Africans.

Is this what we mean when we say South Africa is "open for business"?

Dr Iobal Survé is Executive Chairperson, Sekunjalo Group and an investor in Sagarmatha Technologies.



Inspiring new ways

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**TOPIC: SAGARMATHA OR VIRTUAL COLONISATION: IT IS TIME TO SET THE RECORD STRAIGHT**

Publication: Business Report (Cape Times)  
Date: Tuesday, October 23, 2018  
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Similarly, Uber, another well-known MSP company with losses to date of \$1bn (\$401m last quarter), is now valued at \$120bn; PDD, (an e-commerce company) which listed on the Nasdaq about three months ago, raised \$1.6bn in the US capital markets and has a loss to date of almost \$2bn but with a market capitalisation of



Independent Media chairperson Dr Iqbal Survé says Sagarmatha's aborted listing on the JSE has damaged the South African investor environment irreparably. © TRACER ADAMS African News Agency (ANA)

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Is this what we mean when we say South Africa is "open for business"?

Surprisingly, no.

Dr Iqbal Survé is Executive Chairperson, Skomjelo Group and an investor in Sagarmatha Technologies.

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Publication: Business Report (Pretoria News)  
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expertise or companies that had valued hundreds of technology companies (such as WhatsApp, Fitbit, Facebook) and companies that were listed on the NYSE and Nasdaq.

For many months, Sagarmatha's audit committee led by a highly respected and experienced board of directors, engaged with the professors of an accounting faculty of a prominent US university and a San Francisco based valuation company, Redwood Valuation Partners, who determined the valuation which was incorporated into the listing.

The JSE accepted this valuation, although it could be argued that regulators should not get involved with valuations and that it should be determined by the market.

Redwood was correct in that subsequent to Sagarmatha's now withdrawn listing, many similar companies have listed in New York on the NYSE and Nasdaq with valuations in the billions of dollars and significant losses.

The Sagarmatha listing was sculpted after a disinformation, manipulative and dishonest disinformation campaign by The Blackstar publications, especially Business Day.

This campaign was launched and focused on the inclusion of Independent Media (which was only 3 percent of Sagarmatha's value in the listing). The Blackstar tried through their senior executives to prevent the inclusion of Independent Media in the Sagarmatha listing as they were hoping, through engagement with our advisers, explaining the MSP concept to the JSE.

Their sabotage of the Sagarmatha listing was focused on Independent Media and not on Sagarmatha but, in doing so, misled the investor community, the public and caused even the JSE to review the listing.

Sagarmatha was a victim of this brazen manipulation of the public

narrative and the JSE using a small technicality, wrote to the company four days before it was to list, to withdraw the listing.

The JSE claimed that the company was not compliant with the Companies Act by not having submitted its financial statements to CIPC from 2014 to 2017.

But the JSE was wrong. Sagarmatha was compliant as it did not need to submit those financial statements since it was within the threshold of the public interest score as defined by CIPC.

Despite receiving a letter from CIPC that Sagarmatha was compliant, the JSE pushed ahead with the withdrawal of the listing. To date, Sagarmatha has refused to get into a public spat with the JSE as we believe it serves no purpose.

It is regrettable that, at the time when the country needs significant investment, that corporate detractors can act in a criminal way to undermine a legitimate listing.

Sagarmatha's international investors that have committed and who were part of the R4bn in commitments, were disgusted and it damaged the South African investor environment irreparably with some of the world's most savvy and successful billionaires and investors.

Sadly, an opportunity to employ thousands of young South Africans was missed due to this corporate greed, envy, some would argue, implicit racism in the narrative by the detractors, especially Business Day.

Had we as Sagarmatha known that the JSE would withdraw the listing on such a technicality, we would not have spent so many resources and wasted our time trying to list in South Africa. Rather, we would have sold the business or alternatively requested permission from SARB to have a primary listing overseas. This is still a possibility and we have no doubt, that we will be vindicated by an international valuation overseas.

There also remains a constant lie, peddled by our detractors, which claims that the PIC invested in Sagarmatha. The fact is, the PIC did not invest in Sagarmatha, at all.

Sagarmatha was able to successfully raise in committed capital for the listing from both South African and international investors, without the PIC.

On the eve of President Ramaphosa hosting one of the most important conferences in our country, ironically to be addressed by Jack Ma, the founder of Alibaba and tech billionaire aye, we need to reflect on this lost opportunity for Africa to own and participate in the global technology platform economy.

If we treat our entrepreneurs in the manner in which Sagarmatha has been treated, it will send a signal that only foreign companies should invest in and own, our technology platforms. Africa will be colonised all over again, accept this time it will be virtual colonisation, with all profits remaining outside the country, no taxes being paid and more opportunities being created for non-Africans.

Do I think we mean when we say South Africa is "open for business"? Surely not.

Dr Iqbal Sewel is Executive Chairperson, Sekunjalo Group and an Investor in Sagarmatha Technologies.

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**TOPIC: SAGARMATHA OR VIRTUAL COLONISATION: IT IS TIME TO SET THE RECORD STRAIGHT**

Publication: Business Report (The Mercury)  
Date: Tuesday, October 23, 2018  
Page: 12

■ TECHNOLOGY

# Sagarmatha or virtual colonisation: It is time to set the record straight

*MSP companies have higher values with increased losses, a model not commonly understood by SA investors*

DR NOBAL SURVÉ

IN THE WEEK that President Ramaphosa is to host the SA Investment Conference, there are typically a number of media releases about investments in the manufacturing and mining sectors.

What South Africa needs right now is investment into the technology and services sectors. With its vast pool of unemployed young people, South Africa cannot afford to miss investing in these sectors.

This is our opportunity to skill up young people to participate in the technology revolution otherwise called the Fourth Industrial Revolution (4IR).

A few months ago, Sagarmatha Technologies was approved for listing on the JSE as the first African unicorn multi-sided platform (MSP) company. Approval occurred after a rigorous eight-month process of engagement with the JSE. Sagarmatha was planning to raise R7.5 billion and was successful in commitments of R1bn from local and international investors.

The JSE had increased their normal minimum listing requirement from R500 million to R1bn for this listing and Sagarmatha had exceeded this by a billion rand.

The R1bn raised excluded the Public Investment Corporation (PIC).

We were disappointed that the PIC, which was overweight in Naspers as the only other technology platform company in the country, did not participate in the capital raise.

Nonetheless, we were confident that additional capital would be raised on a secondary listing in New York and Hong Kong.

Our investment teams had visited both the New York and Hong Kong exchanges in 2017, where they were enthusiastically received for a secondary listing.

The above examples demonstrate that MSP companies have higher values with increased losses. This model, however, is not commonly understood by investors in South Africa.

Early this year, Harvard Business Review published an article by several professors explaining why current accounting valuation methodologies are no longer applicable to MSP companies and ignored by the capital markets.

Prominent professors Damodararam, Galloway and Teixeira from different by League universities, confirm that the valuation modelling for MSPs is very different to non-technology companies.

They explain that this is the reason why the US is miles ahead of other countries since they have worked out this modelling and there is a huge investor community that understands it.

Sagarmatha is an MSP with 14 business sectors including e-commerce, digital media applications, online classifieds, social media and syndicated content.

To date these companies have received hundreds of millions of rand of investments from the Sekunjalo Group in order to keep abreast of technology, develop skills and increase market presence.

The listing of Sagarmatha was an opportunity to raise more capital in order to scale the business for the African continent and to skill up 5 000 young Africans in three African regional centres so that Africans can take ownership of the technology



Independent Media chairperson Dr Nobal Survé says Sagarmatha's aborted listing on the JSE has damaged the South African investor environment irreparably. TRACER/ADAMS African News Agency (ANA)

more than \$2bn.

Similarly, Bylineance, a news aggregator using artificial intelligence (AI) with a loss of almost \$1bn, has a market valuation of \$750m. Netflix, which is very popular in South Africa, has incurred losses to date of \$2bn, but has a market capitalisation of \$166bn.

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economy.

MSP companies are valued highly so that they have a low cost of capital which allows them to grow fast and win market share with more customers (consumers and businesses) on their platforms.

The low cost of capital is what allows Amazon, Alibaba, Tencent, PDD, Netflix and Uber to grow and dominate their platforms.

In South Africa, the legacy sectors such as mining, retail and property are what investors are used to, with the exception of Naspers.

In truth, Naspers is an arbitrage investment opportunity based on the value of Tencent.

Until South African investors embrace loss making technology companies, MSP platforms used by our consumers and businesses, will be owned by American companies.

This is virtual colonisation which is ironic considering Africa's fight against colonisation in the past.

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If we treat our entrepreneurs in the manner in which Sagarmatha has been treated, it will send a signal that only foreign companies should invest in and own, our technology platforms. Africa will be colonised all over again. This is what we mean when we say Africa is "open for business"? Surely not.

Dr Nobal Survé is Executive Chairperson, Sekunjalo Group and an investor in Sagarmatha Technologies.



Inspiring new ways

# An economist's view



## It must be the start of a process

**T**rade openness and the efficiency of government regulation are two of the most influential factors globally on the value of foreign direct investment (FDI) inflows that a country receives, shows a recent analysis by PwC titled What Foreign Investors Want: South African insights from a global perspective on factors influencing FDI inflows since 2010.

In South Africa, which is seen as an upper middle-income economy, ease of trading across borders, and safety and security considerations are also very important to set potential investors at ease, says Lulu Krugel (pictured), chief economist at PwC.

She advises that it is therefore essential that government sends a good message during the Investment Conference – be honest and provide potential investors with the correct information.

"Investors want clarity and certainty about issues such as land expropriation without compensation. They need information about government's plans and how they will be implemented." The type of investors looking to South Africa are interested in sectors, and information on incentives for different sectors will go a long way in wetting their appetites.

Krugel says the Department of Trade and Industry has different incentives available, like opportunities within designated special economic zones. This can be marketed better, and will punt South Africa as a platform for export into Africa. These incentives and the ease of doing business are, in many ways, more important to investors than the macroeconomic environment.

According to the PwC report, FDI is critical to stimulate economic growth and financial sustainability.

In a press release, PwC economist Christie Viljoen said: "Foreign investors look to a number of macro factors when considering FDI. This also relates to policy decisions taken by a government. Investors also tend to be wary of any economic and political uncertainty. In South Africa, recent political and economic uncertainty, including the perception of corruption, have clouded investor sentiment."

The analysis refers to data from the UN Conference on Trade and Development, which indicates that FDI inflows into South Africa declined from an equivalent 2.3% of GDP during 2013 to 0.5% of GDP in 2016.

PwC's strategy estimates a reading of about 0.4% of GDP for 2017, according to the press release. "The value of South Africa's FDI inflows during 2010 to 2016 was equivalent to an average of 1.2% of GDP, compared with a global mean of 5% of GDP. Countries that received a similar level of FDI to that of South Africa include Cote d'Ivoire, Hungary, New Zealand, Nigeria, Sri Lanka and Swaziland. All of these countries experienced FDI below the global average."

Krugel says she is encouraged by the way the Industrial Development Corporation is involved with the Conference through possible funding, and that the Department of Trade and Industry is eager to look at issues on a case-by-case basis to see where it can assist potential investors.

She says that, in the run-up to the Conference, government officials had been open to hearing about what kinds of obstacles and problems potential investors had, and they had looked for ways to solve issues.

In the analysis, PwC recommend that the president's investment envoys in the near term be empowered with information on progress and plans regarding the promises he made in his state of the nation address, and, in the run-up to the 2019 general elections, to get "investment enablers" such as consultancy firms, marketing companies, organised business and academics on board.

Krugel says the Conference must be the start of a process that can boost economic growth and encourage investors to bring their money here, which should be underpinned by security of their investment for the next 20 to 30 years.



## Policy certainty is critical

**T**here is a lot of work to be done before an Investment Conference or Jobs Summit can really make a difference to the South African economy, said Iraj Abedian (pictured), the chief executive of Pan-African Investment and Research Services. As things stand, this week's gathering ran the risk of being "another declaration of intentions and celebration of potential", he said, adding that what was truly needed for a meaningful increase in investment was for every sector to be "investment ready".

An audit of the various sectors' investment readiness, however, paints a bleak picture. To be ready for investment, you first need the relevant policies for that sector to be clear. Despite the long and acrimonious disputes about mineral, land and energy policies, this is the easy part. It is not, by itself, enough to significantly increase the rate of investment in South Africa.

The second hurdle to investment was that the "logistical" requirements of the relevant sector all needed to be in place, said Abedian. These are the practical requirements businesses need to succeed – from roads and a stable power supply to effective administrators.

"You could have a clear policy that is fully supported by everyone involved, but then have no dependable electricity or access to water, or have municipalities and departments that are not doing their jobs," said Abedian.

"Even if you have no policy ambiguity, you can have all sorts of other obstacles," he added. Key economic sectors in South Africa faced hurdles that inhibited investment, and South African farming faced a reality check on the policy and logistics fronts, said Abedian.

"You have to test the sectors. Is there policy uncertainty in agriculture? We have a land debate, and nobody knows where it is going. No one will put millions into agriculture."

Land debate or no land debate, the practical necessities for agricultural investment are also not a given: "The sector's logistical issues must be seen in a global context. There might be water and power, but is it too expensive and uncompetitive?"

When it comes to mining, there has been some cautious celebration from the industry after the latest version of the Mining Charter acceded to major demands, such as the once empowered, always empowered principle, which applies to all existing mining rights until they expire.

At the same time, the sector faces water and electricity problems, and inefficiency from all the various municipal and national departments they need authorisations from, said Abedian.

The energy sector has seen a partial resolution of fundamental policy questions in the new draft Integrated Energy Plan, released by Energy Minister Jeff Radebe recently. However, it still faces legal challenges for, among other things, including two new coal power stations in South Africa's energy mix due to an intentional deviation from the "least cost" plan for future power investments.

"Can you invest in energy? Frankly, the policy is still unclear. We are still fighting about what to build," said Abedian.

On the logistical side, power utility Eskom, "the lynchpin of the whole sector", is bankrupt and facing extreme operational problems. In this context, it would be foolish to expect summits and conferences to open a floodgate of investment.

The recent Jobs Summit produced a framework agreement filled with potential policy interventions, which organised business has celebrated as an important, concrete outcome.

However, Abedian said that "you should have a framework, but a framework does not create jobs. To create and maintain jobs, you must pay attention to sustainable enterprise development and global competitiveness. Then jobs will follow."

Despite all this, the conference will not be a waste of time, said Abedian. "There is always value in sharing information in a market economy."



Publication: Free State Sun  
Date: Friday, October 19, 2018  
Page: 2

# SA to showcase investment opportunities

Next week's much-anticipated Investment Conference will be a platform for South Africa to woo investors and showcase a more coherent narrative about the direction of South Africa's economy.

This is according to Economic Development Minister Ebrahim Patel who on Thursday addressed the media on preparations to host the country's first Investment Conference.

Themed 'Accelerating Growth by Building Partnerships', the conference will be held from 25 to 27 October at the Sandton Convention Centre. The Investment Conference follows a commitment made by President Cyril Ramaphosa during the State of the Nation Address in February this year.

Patel said the aim of the conference is to market the compelling opportunities in the country so as to encourage investments and create jobs.

Government would engage potential investors on "where we want the economy to go, where the opportunities are, how we are going to increase the rate of growth and how this would impact growth in the continent".

"Government will use the opportunity to engage with investors and share the progress it is making in its journey towards political and economic recovery. This requires strengthening the credibility of our public institutions and unlocking the latent potential and innovative spirit of South Africa's economy."

The conference is also an opportunity to take further the many discussions and issues that came up during the Jobs Summit, FOCAC and BRICS Summit and now talk to people with resources who can invest in South Africa, Patel said.

South Africa was going for "a more coherent sto-

ryline instead of doing one thing and waiting an entire year to do another".

President Ramaphosa is expected to open the conference on Friday. This will be followed by the announcement of bankable projects and then the plenary will break into sector-specific sessions. Sessions will bring together both foreign and local investors the respective ministers to work out what can be done practically to boost investment. About 50 investment experts are expected to attend and lead discussions.

While the summit will focus on the economy as a whole, delegates will drill down to key areas where there is a scope for growth. The President is also expected to meet and brief a number of Chief Executive Officers.

On Friday, investment announcements will be made. "Companies will take to the podium to indicate what they are committing to invest or they'll sign Memoranda of Understanding when the investment commitments would be realised," he said.

Patel said the conference is a key milestone in the country's bold ambition to raise at least R1.2 trillion in new investment over the next five years. It is one in a series of initiatives being undertaken by government to ensure economic recovery and growth, and to create jobs and prevent further job losses.

In April this year, President Ramaphosa appointed four investment envoys, namely, former Minister of Finance, Trevor Manuel; the former Deputy Minister of Finance Mcebisi Jonas; businesswoman Phumzile Langeni and veteran businessman Jaco Maree. – SAnews.gov.za

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**TOPIC: JACK MA TO ADDRESS SA INVESTMENT SUMMIT**

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Date: Friday, October 19, 2018  
Page: 6

# Jack Ma to address SA investment summit

ALIBABA founder and tech billionaire Jack Ma will deliver a keynote address at the investment summit in Johannesburg next week, as President Cyril Ramaphosa seeks to attract billions in new investments to boost SA's lagging economy.

Investors from around the world will gather in Sandton from Thursday to Saturday next week for the investment summit, Minister of Economic Development Ebrahim Patel said yesterday.

The summit is one of a number of interventions Ramaphosa

hopes will lift the economy. In April, Ramaphosa announced SA will seek to attract \$100 billion in new local and international investment over five years. In September, he announced a stimulus package of economic reforms and spending plans. This month, Ramaphosa held a Jobs Summit.

Patel said the investment summit should be understood in the broader context of government's interventions as an exercise in understanding challenges that investors experience in approaching SA, as well as providing a single

message from government on investment readiness.

"Shortly after the summit, we will have investors from around the world to an Africa summit [further down the line] to discuss trade and how to boost trade.

"The summit will feature 20 activities and working sessions," said Patel.

Patel said the delegation at the summit includes 50 investors in key sectors. He said the investors will speak, lead discussions and provide a series of investment announcements, agreement sign-

ings and investor commitments.

Patel said 800 to 1 000 delegates are expected, with two-thirds of them local business. Local businesses will include JSE-listed companies with a market capitalisation of R6,5 trillion, represented by CEOs and board chairs. Fund management representatives will also be present, with some R7,7 trillion in assets under management. Black industrialists are also expected, along with 27 Fortune 500 international companies. Three of China's top banks will also attend. — Fin24.

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**TOPIC: EXPROPRIATION 'WILL NOT DETER INVESTORS'**

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Page: 9

■ **LAND EXPROPRIATION**



VILLAGERS use cattle to plough a field 350km south of the Zimbabwean capital Harare in this 2016 picture. Zimbabwe struggled to attract investment after land was seized from farmers. The South African government is considering expropriating farmland without compensation, and says the proposed action will not negatively affect its efforts to attract foreign investment. | AARON UFUMELI | EPA

## Expropriation 'will not deter investors'

**SIYABONGA MKHWANAZI**  
siyabonga.mkhwanazi@inl.co.za

THE government has once again rebuffed arguments that expropriation of land without compensation would impact negatively on its efforts to attract foreign investors.

Economic Development Minister Ebrahim Patel said yesterday President Cyril Ramaphosa would meet investors at a summit next Friday and address their concerns on the issue. The investment summit gets under way next week, when Parliament will hold public hearings on the expropriation of land without compensation.

The programming committee confirmed yesterday that the report on expropriation would be adopted at the end of next month.

Patel said the matter was being

handled by the national legislature, and it would not stand in the way of investment.

"We are a democracy, and Parliament is seized with the matter," he said. The investment summit was not "a super-tender process" but an opportunity for investors to bring in cash to the country.

Among the 1 000-strong delegation of executives set to attend the summit are the chief executives of the top 27 companies in the world, as well as those of companies trading on the JSE.

Ramaphosa's economic adviser, Trudi Makhaya, said South Africa could be used as an economic springboard to the continent.

Makhaya would not list the amounts that have so far been invested in the local economy since Ramaphosa began his campaign to attract \$100 bil-

lion (R1.4 trillion) in investment. She believed the investment summit would bring the levels of investment required to pick up the economy. The conference was a milestone in terms of engaging with investors. "It's our first conference of this scale," said Makhaya.

The government was seeking investments that would facilitate the creation of labour-intensive work and One of the things they wanted to encourage was labour-intensive jobs and those linked to transport.

Patel said the investment summit would yield tangible benefits and would not be about speeches delivered by Ramaphosa and other leaders.

He said the government had increased investor confidence by clamping down on corruption and cleaning up state-owned enterprises.



Inspiring new ways



**TOPIC: EXPROPRIATION 'WILL NOT DETER INVESTORS'**

Publication: Star  
Date: Friday, October 19, 2018  
Page: 13

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lion (R1.4 trillion) in investment. She believed the investment summit would bring the levels of investment required to pick up the economy. The conference was a milestone in terms of engaging with investors. “It’s our first conference of this scale,” said Makhaya.

The government was seeking investments that would facilitate the creation of labour-intensive work and one of the things they wanted to encourage was labour-intensive jobs and those linked to transport.

Patel said the investment summit would yield tangible benefits and would not be about speeches delivered by Ramaphosa and other leaders.

He said the government had increased investor confidence by clamping down on corruption and cleaning up state-owned enterprises.



**TOPIC: PRESIDENT'S ECONOMIC STIMULUS WILL ONLY WORK IF CAPITAL INVESTS IN THE FOURTH INDUSTRIAL REVOLUTION PLATFORMS**

Publication: Business Report (Pretoria News)  
Date: Thursday, October 18, 2018  
Page: 20

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**ECONOMY**



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Publication: Business Report (Cape Times)  
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**TOPIC: TRUDI MAKHAYA: R150BN IS ON THE WAY**

Publication: City Press (First Edition), Business and Tenders  
Date: Sunday, October 14, 2018  
Page: 1

**JUSTIN BROWN**  
justin.brown@citypress.co.za

**A**bout 20 new projects worth a total of R150 billion are set to be unveiled at government's Investment Summit at the end of the month, according to Trudi Makhaya, President Cyril Ramaphosa's economic adviser.

The projects will, among other things, cover manufacturing, tourism, agroprocessing, the automotive sector, clean energy, mineral beneficiation and services.

"The investment conference will provide a platform to showcase growth and investment prospects in an economy with vast potential and enormous resources. Investors will have the opportunity to hear from – and engage with – government representatives on its progress towards political and economic renewal, strengthening the credibility of public institutions, and unlocking the latent potential and innovative spirit of South Africa's economy," the Investment Summit website says.

The R150 billion in new projects would take pledges and commitments towards Ramaphosa's target of \$100 billion (R1.3 trillion) in investment over five years to more than \$45 billion, Makhaya told City Press on Friday.

Achieving the \$100 billion investment target remained a "tall order" as "pledges needed to be converted into investments", she added.

This \$45 billion-plus in pledged investment is made up of the R150 billion in new projects to be announced, \$10 billion pledged by Saudi Arabia, \$10 billion pledged by the United Arab Emirates and \$15 billion pledged by China.

The Investment Summit will be held from October 25 to 27 at the Sandton Convention Centre in Johannesburg. The summit is being organised by a steering committee of 22 government departments.

About 1 000 people from more than 20 countries are expected to attend the event.

Europe, the US, China and Japan were all set to be well represented at the Investment Summit, Makhaya said. India is also likely to have good representation at the event.

"Our one blind spot is Latin America," Makhaya said.

The Investment Summit would like to "achieve synergies" with the African Investment Forum, which is being organised by the African Development Bank at the Sandton Convention Centre.

Representatives of key economic sectors will be present at the summit, including agriculture and agroprocessing, mining and minerals beneficiation, manufacturing, transport infrastructure, energy, water infrastructure, information and communications technology, tourism, business process outsourcing and film, venture capital, and entrepreneurship.

Makhaya said that, while about \$45 billion in investment had been pledged, only R49 billion, which includes the R10 billion Mercedes-Benz invested in its manufacturing plant in East London, had "definitely been invested" out of the R1.3 trillion target.

Then there is R97 billion in "firm commitments", R472 billion "has been pledged" and there is R230 billion that is "in the project book", which leaves a gap to the R1.3 trillion target of R452 billion.

"A lot of the work after the conference would be around converting commitments and pledges into investments and closing the gap [to achieving the ultimate target]," Makhaya said.

"There is work that is being done by the World Bank into InvestSA [a unit of the department of trade and industry] that is about helping them develop their strategy for investment mobilisation. The work on the InvestSA strategy will be key to sharpening how we do investment mobilisation and promotion.

"There is a lot of work to be done to reorient investors to South Africa as an investment destination. I think we have fallen off the radar," she added.

On the Investment Summit website, there is a 23-page document that makes the "case for investment in South Africa".

This document also lists the policy reforms that government has initiated, including the gazetting of the new Mining Charter last month, the move to address land reform across the country and the issuing

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# TRUDI MAKHAYA: R150bn IS ON THE WAY

The president's economic adviser has hinted that the projects to be unveiled at the Investment Summit at the end of this month will be worth billions



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**IN THE KNOW**  
President Cyril Ramaphosa's economic adviser, Trudi Makhaya



of the draft Integrated Resource Plan.

"We have been banging the message that this is actually a very sophisticated emerging market, which has a very young population and has access to the continent. That allows companies to invest here and take advantage of the location advantages and the continental opportunity. I think that message has been well received," Makhaya said.

She added that government's measures to improve policy would be highlighted at the summit. These measures include improvements to the rules around visas, the new Mining Charter and progress on allocating a better telecommunications spectrum.

The conference would also highlight the R50 billion stimulus and recovery package that re-prioritises "high impact" activities; fixing municipalities, "which are a big headache for business"; and consolidating infrastructure spending into vehicles, "which is very important for the investment community to see where we hope some of the financing will come from".

In April, Ramaphosa announced that he had appointed four investment envoys - former finance minister Trevor Manuel, former deputy finance minister Mcebisi Jonas, and businesspeople Jaco Maree and Phumzile Langeni - to support his plan to raise \$100 billion in investment within five years.

There is a team of 10 people at the Industrial Development Corporation (IDC) who are "supporting the whole investment mobilisation", she said.

Makhaya said that the four investment envoys had different styles and utilised resources differently.

"They certainly have administrative support here [at the IDC]. There are also people working towards the investment conference itself among the 10 people.

"The envoys ... I suppose they are messengers or ambassadors for the president. They have given him quite a bit of reach in terms of taking meetings and engaging with investors. A lot of what they have gathered is specific complaints on particular projects that aren't moving, which are then channelled to InvestSA."

The proposal to amend the Constitution to make it easier to expropriate land without compensation had come up as a key issue among investors.





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# BROADCAST COVERAGE: TELEVISION



**TOPIC: ALIBABA FOUNDER JACK MA TO GIVE KEYNOTE ADDRESS AT RAMAPHOSA'S INVESTMENT SUMMIT**

Alibaba founder Jack Ma will give the keynote address at next week's Investment Summit. Jack Ma, who announced he will step down from chairing Alibaba's board, visited South Africa in August where he met with President Cyril Ramaphosa.





# BROADCAST COVERAGE: RADIO



**Power FM | Power Breakfast | 19 October 2018 | 07:53:11**

Political Desk Feature

Political Desk Feature with Hajra Omarjee Political News Editor is taking place. The focus today is on Cyril Ramaphosa President being on sick leave. Int: Hajra Omarjee: Political News Editor Mention: Investment Conference Mention: BLSA Mention: JSE Mention: SARS Mention: DA R-Int : Spokesperson

**SAFM | SAFM Sunrise | 9 October 2018 | 07:36:55**

Current Affairs

The focus is on Listeners Feedback regarding topical issues and current affairs in South Africa. Int: OPEN LINES Mention: VW Mention: Toyota Mention: BMW Mention: Mercedes-Benz Mention: DIRCO Mention: Investment Conference Mention: MTN Mention: Statistics South Africa Mention: Spectrum Mention: Digital Terrestrial Television Mention: The Natal Witness Mention: Home Affairs

**Power FM | Main News @ 06:00 | 19 October 2018 | 06:03:32**

Investment Conference to be held next week

Ebrahim Patel Economic Development Minister says the Department will not shy away from the land issue, when it interacts with potential investors next week. He briefed the media on preparations for the Investment Conference at the Sandton Convention Centre. R-Int: Ebrahim Patel: Minister: Economic Development



**Motsweding FM | Ragoga Gee! | 19 October 2018 | 07:26:00**

Business news and market updates with Dez

Business news and market updates with Dez. -South Africa is ready for next week's investment conference which will see top global CEOs and companies descend on Johannesburg. Mention: Minister: Finance: Tito Mboweni Mention: President : Cyril Ramaphosa : South Africa Mention: Stimulus Package

**Radio Teemaneng | Main News @ 12:00 | 19 October 2018 | 12:04:06**

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**Ikwewezi FM | Main News @ 15:00 | 18 October 2018 | 15:03:43**

Government ready to woo potential investors for SA Investment Conference

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**702 | Karima Brown Show | 18 October 2018 | 20:07:45**

What to expect from the Investment Summit

One the first thing President Cyril Ramaphosa took office this year was to schedule an investment conference. The gathering will also form part of Ramaphosa's investment drive to attract a \$100 billion in foreign investment. The conference comes shortly on the heels of Jobs Summit. Earlier today, Economic Development Minister Ebrahim Patel gave an update on preparations and what can be expected from the event. Mention: Johannesburg Stock Exchange : KPMG : IdC : VBS : Sandton International Convention Centre Int: Ebrahim Patel : Minister : Economic Development Mention: Alibaba : Jack Ma Mention: Econet : Strive Masiyiwa



**Radio 786 I Main News @ 17:00 I 18 October 2018 I 17:01:14**

Investment conference about repositioning the way SA does business

Ebrahim Patel Economic Development Minister says South Africa is ready for next week's investment conference which will see top global CEOs and companies descend on Johannesburg. The minister has given an update on preparations and what can be expected from the three-day event. The investment conference will take place between 25 and 27 October at the Sandton International Convention Centre and will see over 800,000 delegates from around the world.

**Pretoria FM I Klankkoerant: Laatuitgawe I 18 Oct 2018 17:41:37**

South African Investment Conference

Ebrahim Patel Economic Development Minister says that the South African Investment Conference will not be a quick fix solution but will allow for various obstacles for growth to be addressed. Int: Parliamentary Correspondent : Jan-Jan Joubert Mention: Airbus Mention: Nestlé Mention: Huawei Mention: General Electrics Mention: Siemens Mention: Mitsubishi Mention: Johnson & Johnson

**Umhlobo Wenene I Main News I 18 October 2018 I 15:03:21**

'Investment conference about repositioning the way SA does business' – Patel

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**Cape Talk I Main News I 18 October 2018 I 17:03:25**

The President will have to allay the concerns of the international investor community

Economic Development Minister, Ebrahim Patel, has acknowledged the President will have to allay the concerns of the international investor community about South Africa's land policy. Next week, Cyril Ramaphosa, hosts some of the world's top business leaders at an investment conference in Johannesburg. Mention: Airbus : Nestlé : General Electric R-Int : Ebrahim Patel : Minister : Economic Development

**Power FM I Main News I 18 October 2018 I 17:00:16**

'Investment conference about repositioning the way SA does business' – Patel

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**702/Cape Talk Simulcast I Main News I 18 October 2018 18:03:39**

'Investment conference about repositioning the way SA does business' - Patel

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**947 | Ayanda MVP | 18 October 2018 | 14:32:37**

'Investment conference about repositioning the way SA does business' – Patel

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**SAFM | The Home Run | 18 October 2018 | 16:42:28**

SAFM Home Run Market Update

A report on the day's local and international markets. Int: Moxima Gama : Market Analyst : Money Hub Mention: SA Customs Union Mention: Reserve Bank Mention: Sandton Convention Centre Mention: Investment Conference Mention: Mediclinic

**SAFM | SAFM Sunrise | 18 October 2018 | 06:08:18**

SAFM Show Line Up

Coming up on SAFM. Mention: SARS Commission of Inquiry Mention: Finance Minister Mention: Ebrahim Patel: Minister: Economic Development Mention: Trudi Makhaya: Presidential Economic Advisor Mention: South African Investment Conference



**Classic FM | Classic Business Breakfast with Moneyweb | 18 October 2018 | 07:32:28**

South African Investment Conference

The South African Investment Conference, hosted by President Cyril Ramaphosa, will be taking place on the 25th to 27th of October. The Conference is said to send a clear message to the international community that South Africa is open for business. Int: Dr Martyn Davies : Deloitte : Managing Director, Emerging Markets & Africa

**Power FM | Main News | 18 October 2018 | 12:05:32**

South African Investment Conference

Ebrahim Patel Economic Development Minister says that the South African Investment Conference will not be a quick fix solution but will allow for various obstacles for growth to be addressed. Mention: Sandton Convention Centre Mention: Job Summit R-Int: Ebrahim Patel : Minister: Economic Development



**Thank You!**