

Executive Summary

This country fact sheet provides key trade, investment and tourism related statistics for Scotland. Specifically, it shows global trade and investment flows including an analysis of top markets and products for Scotland in relation to South Africa and the Western Cape, highlighting the largest and fastest growing products and sub-sectors. It also investigates tourism trends for Scotland as well as those between Scotland and South Africa. The key highlights in the fact sheet are provided below:

Economy

Scotland's GDP (PPP) was valued at £157.6 billion in 2016 with a growth rate of 0.4%, and its GDP per capita was £29,300. The largest contributor to Scotland's GDP are services (75%) followed by manufacturing (10%) and the construction sector accounting for 8%. Scotland's financial sector is the largest in the UK outside of London, hosting over 600 financial and business services companies.

Trade

Over the period 2006 to 2016, Scotland was a net exporter of goods. Over the period 2007 to 2016 Scotland's annual average exports increased by 7.4% p.a. while imports increased by 10.2% p.a.

South Africa's exports to Scotland were valued at £110m, while imports were valued at £161m. South Africa's exports to Scotland were less than imports, with the largest trade deficit of £320m in 2011. Over the period 2007 to 2016, South Africa's exports to Scotland increased by an average annual rate of 49% p.a. while imports increased by 1.9% p.a. The leading export product to Scotland from South Africa in 2016 were non-ferrous metals valued at £55m, followed by paper, paperboard & manufactures thereof (£11.5m) and metalliferous ores and metal scrap (£11.4m). Between 2012 and 2016, the highest growth in exports was non-ferrous metals.

Investment

Between January 2003 and September 2016 a total of 1,001 FDI projects were recorded from Scotland. These projects represent a total capital investment of £19.5bn. Business services received the largest share of FDI from Scotland in terms of projects accounting for 21%, followed by industrial machinery, equipment and tools accounting for 19%. Coal, oil and natural gas received the highest percentage of total capex, accounting for 33%, followed by financial services accounting for 17%.

Between January 2003 and September 2016 a total of 11 FDI projects were recorded from South Africa to Scotland. These projects represent a total capital investment of £24.37m which is an average investment of £2.21m per project. During the period, a total of 497 jobs were created.

Between January 2003 and September 2016 a total of 11 FDI projects were recorded from South Africa to Scotland. These projects represent a total capital investment of £24.37m which is an average investment of £2.21m per project. During the period, a total of 497 jobs were created.

Tourism

Scotland's Tourism expenditure rose north of the border to £4.7bn as Scotland hosted the Commonwealth Games and Ryder Cup. Overseas tourist numbers were up 11%, while there was a 3% rise in domestic visits to Scotland. However, the amount spent by domestic tourists fell by 1%.

Table of Contents

1. Country Overview	3
2. Economic Overview	4
2.1 Companies in Scotland	7
3. Trade.....	8
3.1 Scotland's trade in goods.....	8
3.2 South Africa Trade with Scotland.....	11
3.3 Trade Agreements	12
3.4 Tariffs.....	13
3.5 Standards and regulations (General EU Regulations).....	14
3.6 Port-to-Port	15
4. Foreign Direct Investment.....	16
4.1 Global Investment into Scotland.....	16
4.2 Global investment from Scotland	18
4.3 Investment Relations between South Africa and Scotland	20
4.4 Western Cape Investment Opportunities.....	21
5. Tourism	22
6. Key Contacts.....	23

1. Country Overview

Scotland is a country that is part of the United Kingdom and covers the northern third of the island of Great Britain. It shares a border with England to the south, and is otherwise surrounded by the Atlantic Ocean, with the North Sea to the east and the North Channel and Irish Sea to the south-west. In addition to the mainland, the country is made up of more than 790 islands including the Northern Isles and the Hebrides.



Scotland entered into a political union with the Kingdom of England on 1 May 1707 to create the new Kingdom of Great Britain. In 1801, Great Britain itself entered into a political union with the Kingdom of Ireland to create the United Kingdom of Great Britain and Ireland.

Scotland is represented in the United Kingdom Parliament by 59 MPs and in the European Parliament by 6 MEPs.

Scotland's total area is 78,772km². The currency of Scotland is the Pound Sterling, which is also the world's third-largest reserve currency after the US dollar and the euro. Scotland (as a constituent nation of the UK) is a member of the Commonwealth of Nations, the European Union, the G7, the G8, the G20, the International Monetary Fund, the Organisation for Economic Co-operation and Development, the World Bank, the World Trade Organisation, Asian Infrastructure Investment Bank and the United Nations. South Africa has an honorary consul presence in Scotland.

SCOTLAND GENERAL INFORMATION	
Capital City	Edinburgh
State	Sovereign state: United Kingdom Legal jurisdiction: Scotland
Type of Government	Devolved parliamentary legislature within constitutional monarchy
Monarch	Elizabeth II
First Minister	Nicola Sturgeon
Population (2016)	5,404,700
Land Area	77,933 km ²
Ethnic groups (2011)	96.0% White; 2.7% Asian; 0.7% Black; 0.4% Mixed; 0.2% Arab and 0.1% other
Religions	53.8% Christian; 2.6% Other and 46.6% No religion/not stated
Languages	English; British Sign Language, Scottish Gaelic
South Africa's Honorary Consul in Scotland	Brian Filling http://www.honconsul.za.com/scotland/contact/

Sources: CIA World Factbook, 2017, Honorary Consul Website, 2017

2. Economic Overview

Since the Acts of Union 1707, Scotland's economy has been closely aligned with the economy of the rest of the United Kingdom (UK) and England has historically been its main trading partner. Scotland's GDP (PPP) was valued at £157.6 billion in 2016, and its GDP per capita was £29,300.

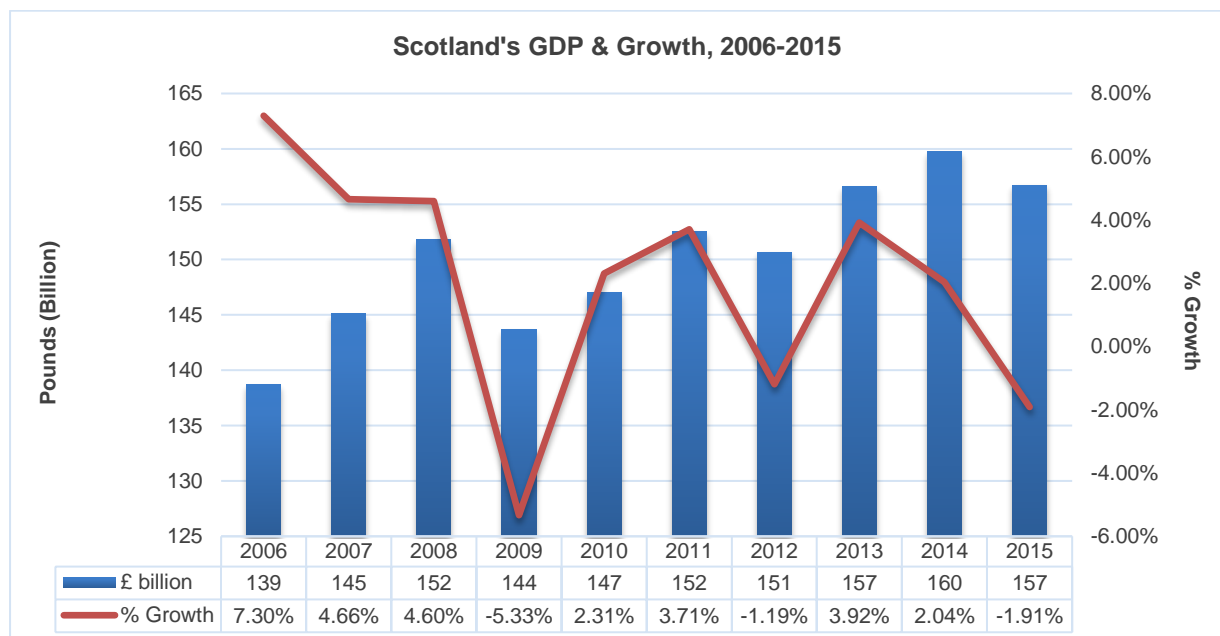
Scotland has some real economic strengths. It has a thriving financial sector, is strong in food and drink, attracts millions of tourists each year and has the potential to be a world leader in renewable energy.

SCOTLAND ECONOMIC INFORMATION	
GDP (2016)	£157.6 billion
GDP Growth (2016)	0.4%
GDP per capita (2016)	£29,300
Inflation (January 2017)	1.6%
Unemployment rate (2016)	4.7%
Doing Business in 2017 ranking	7 th (UK)
Total Exports (2016)	£25bn
Total Imports (2016)	£23bn
Exchange Rate (May 2017)	17.69 Rand is equal to 1 Pound
Taxes 2015/16 (UK)	The current corporate tax rate 19% on 1 April 2017 with a further planned reduction to 17% for the year beginning April 1, 2020.

Source: CIA World Factbook, 2017; Doing Business in Ivory Coast, 2017

Scotland's GDP increased from £139trn in 2006 to £158trn in 2016. Scottish onshore gross domestic product which strips out oil and gas extraction fell 0.2% in the last quarter of 2016 compared with the previous quarter. In 2016 Scotland's GDP growth was 4%. Scotland GDP growth declined from 2013 to 2015 due to the slowdown in the construction and oil industries.

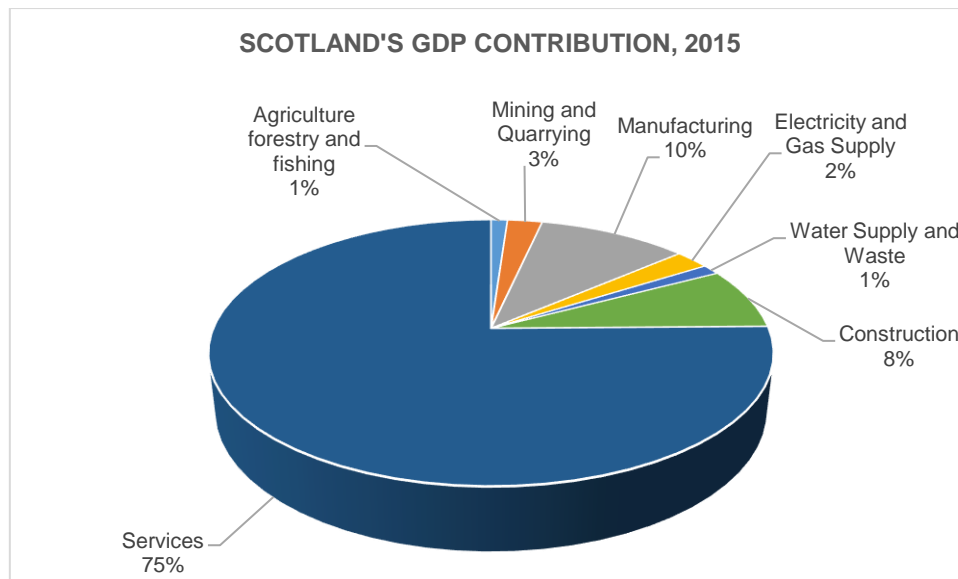
4



Source: Scotland's Government, 2017

The contributions of Scotland's economic sectors to GDP in 2015 are depicted in the figure below. The largest contributor was services (75%) followed by manufacturing (10%) and the construction sector accounting for 8% of GDP. Scotland's main industries include agriculture, banking and finance, computing, construction, defence, electronics, emergency services, fishing, food and drink, forestry, life sciences, oil and gas, renewable energy, shipbuilding, textiles, tourism and transport. Other important industries include textile production, chemicals, distilling, agriculture, brewing and fishing.

Glasgow is the fourth largest manufacturing centre in the UK, accounting for well over 60% of Scotland's manufactured exports. Shipbuilding, although significantly diminished from its heights in the early 20th century, is still a large part of the Glasgow economy. Aberdeen is the centre of North Sea offshore oil and gas production, with giants such as Shell and BP housing their European exploration and production HQs in the city.



Source: Scottish Government Statistics, 2017

Financial Sector

Scotland's financial sector is the largest in the UK outside of London, hosting over 600 financial and business services companies. Scotland is the UK's most significant financial powerhouse outside of London. Impressively, over £800 billion of funds in assets are managed from Scotland between large institutions and smaller, employee-owned businesses. Scotland has access to over 226,700 skilled and qualified financial and business service professionals – supplemented by 76,700 graduates every year.

Edinburgh is the financial services centre of Scotland, with many large finance firms based there, including: Lloyds Banking Group (owners of HBOS); the Government owned Royal Bank of Scotland and Standard Life. Edinburgh was ranked 15th in the list of world financial centres in 2007, but fell to 37th in 2012 and in 2016 was ranked 56th out of 86.

Aerospace, defence and Marine

Scotland's strong background in advanced engineering, including R&D, design and manufacturing attracts high-technology companies. Enduring strength, experienced skills base and a competitive cost structure has built an industry that's worth £5.5 billion and employs over 38,000 highly-skilled people. Scotland's shipbuilding and repair sector represents over 40% of the UK's.

The engineering and defence sectors employ around 30,000 people in Scotland. The principal companies operating in the sector include; BAE Systems, Rolls-Royce, Raytheon, Alexander Dennis, Thales, SELEX Galileo and Babcock.

Chemical sciences and industrial biotechnology

Scotland's chemical sciences sector already makes a major contribution to the country's economic growth, and it is an important player in the European market. In 2012, the sector generated a turnover of £8.7bn of which £4.5bn was exported. While chemical sector exports vary to some extent from year to year because of oil price fluctuations,

the clear upward trend seen over the past few years is already underpinning Chemical Sciences Scotland's ambition to grow exports by 50%. Indeed, the sector already accounts for just over 17% of all Scotland's international exports, placing the sector second only to the food and drink industry, which exported £4.7bn in 2012.

Scotland's global profile has attracted several of the top global chemical companies, including Dupont Teijin (US/Japan), Exxon (US), Ineos (Switzerland), Syngenta (Switzerland) and FujiFilm (Japan) to operate and invest in Scotland. They are among the 200 chemical sciences companies currently operating in Scotland employing a total of 70,000 people, 13,500 of these directly.

Creative Industries

Scotland's creative industries contribute £3.7 billion to the Scottish economy each year, employing nearly 80,000 people. There's a cluster of over a thousand dedicated technology companies as well as the diverse range of other industries employing tech expertise. Many global companies like Amazon, Microsoft and CGI have already recognized the depth of talent and invested in Scotland to take advantage of our industry leading software and technology skills. In the field of cyber security alone, nearly a hundred companies such as Dell Secureworks, Cisco Systems and PWC operate out of Scotland. JP Morgan, Shell and GSK all have technology solutions centres in Scotland.

Business Services

Scotland has over 500 contact centre and Global Business Services companies. With over 215,000 people employed within financial and business services, supplemented annually by over 97,000 graduates, Scotland offers high quality, flexible staff with skills covering a range of front and back office activities.

Life Sciences and biotech

Over 600 life sciences organisations employ more than 30,000 people, making Scotland one of the largest life sciences clusters in Europe. Scotland is home to a thriving biocluster, providing the ideal environment for innovation and company growth. Key sites include: Edinburgh BioQuarter, Biocity, Dundee Drug Discovery Unit, Inverness Campus and Queen Elizabeth University Hospital. They also have innovation centres covering: stratified medicine, sensors, digital health, industrial biotechnology and aquaculture. Their company base include around: 250 medical technology companies (with another 100 involved in their value chain) 150 pharma services services, 5 of the world top 10 contact research organisations (PPD, Bioreliance, Charles River, Quintiles, Catalent), Over 30 companies working on stem cells and regenerative medicine.

Oil and Gas

Scotland's oil and gas industry remains respected throughout the world, a global reputation for excellence forged by decades of experience in the harsh environment of the North Sea. Scotland is estimated to have the largest oil reserves in the European Union. Scottish oil & gas exports reached £12.2 billion in 2014. In addition Scotland has around 45% of the UK's 375,000 oil and gas workers and almost 2000 supply chain firms.

Renewables

Scotland has around 25% of Europe's offshore wind and tidal resource. In 2014, 49% of Scotland's electricity demand was met by renewable sources.

Technology

Scotland has a strong tech cluster that includes over a thousand companies in the technology sector and many more in other industries such as oil and gas, renewables and healthcare, all requiring support services from digital technology companies. With over 161,000 people employed in more than 10,000 technology and engineering companies, internationally-renowned universities and top data science research facilities.

Agriculture

Only about one quarter of the land is under cultivation – mainly in cereals. Barley, wheat and potatoes are grown in eastern parts of Scotland such as Aberdeenshire, Moray and Highland. Fish and shellfish such as herring, crab, lobster, haddock and cod are landed at ports such as Peterhead, the biggest white fish port in Europe, Fraserburgh, the biggest shellfish port in Europe, Stornoway, Lerwick and Oban.

Whisky is probably the best known of Scotland's manufactured products. Exports have increased by 87% in the past decade and it contributes over £4.25billion to the UK economy, making up a quarter of all its food and drink

revenues. It is also one of the UK's overall top five manufacturing export earners and it supports around 35,000 jobs.

Source: Scottish Development International, 2017

2.1 Companies in Scotland

Scottish-based companies have strengths in information systems, defence, electronics, instrumentation and semiconductors. There is also a dynamic and fast growing electronics design and development industry, based around links between the universities and indigenous companies. There is also a significant presence of global players like National Semiconductor and Motorola. Other major industries include banking and financial services, construction, education, entertainment, biotechnology, transport equipment, oil and gas, whisky, and tourism.

Scotland is already home to almost 4,000 foreign firms with a combined turnover of £100 billion, including Barclays, Blackrock, ATOS, JP Morgan, Mitsubishi and Morgan Stanley. The table below shows Scotland's top 20 companies with market capitalization above USD100m.

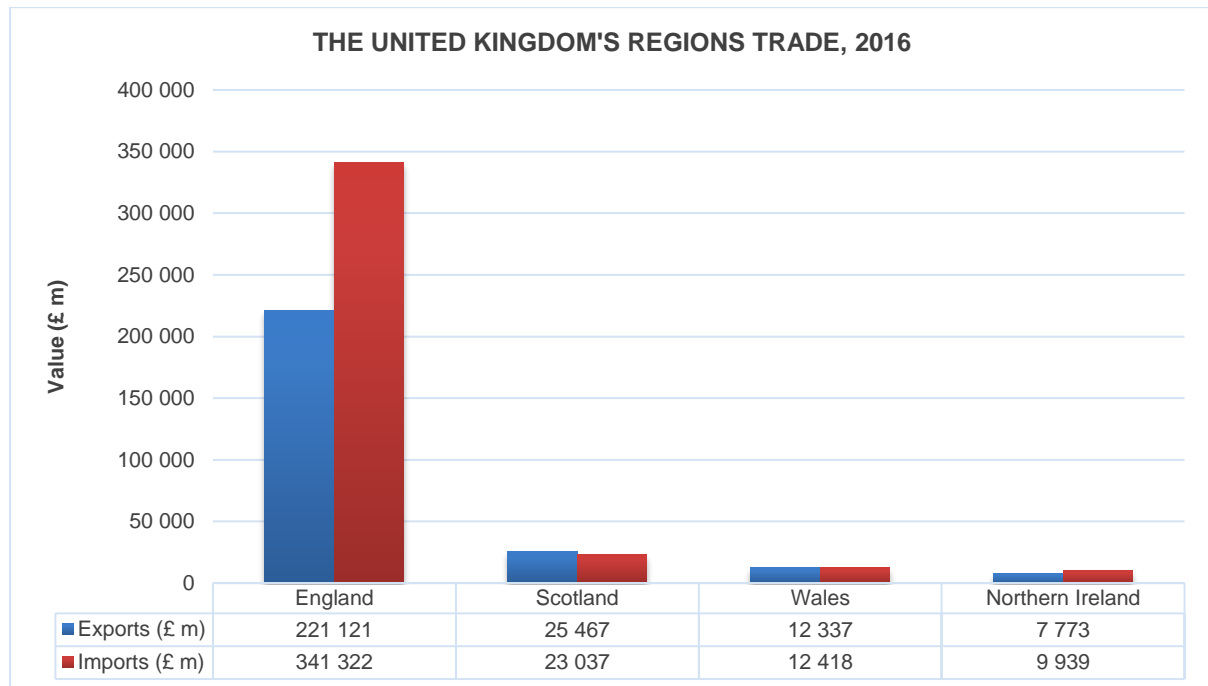
TOP 20 PUBLIC COMPANIES HEADQUARTERED IN SCOTLAND WITH MARKET CAP > \$100 MILLION			
RANK	COMPANY	SECTOR	MARKET CAPITALIZATION USDm
1	Royal Bank of Scotland Group PLC	Banking and insurance	65968.6
2	SSE PLC	Energy	23755.2
3	Standard Life PLC	Investment	15934
4	Weir Group PLC	Engineering	9147
5	Aberdeen Asset Management PLC	Asset Management	9146.5
6	Aggreko PLC	Power generation equipment	6665.1
7	Scottish Mortgage Investment Trust PLC	Mortgage Investment	4517.4
8	John Wood Group PLC	Energy services	4517.2
9	Alliance Trust PLC	Investment and financial services	4153.5
10	Stagecoach Group PLC	Transport	3438.4
11	Templeton Emerging Markets Investment Trust PLC	Investment Trust	3130.1
12	FirstGroup PLC	Transport	2352.9
13	Cairn Energy PLC	Oil and gas exploration	1730.4
14	Aberforth Smaller Companies Trust PLC	Investment trust	1580
15	Monks Investment Trust PLC	Investment Trust	1392.3
16	A.G. Barr PLC	Soft drink manufacturer	1168.8
17	Exova Group PLC	Laboratory-based testing	737.5
18	Aberdeen Asian Income Fund Ltd	Investment Trust	659.7
19	Devro PLC	Manufactures and distributes goods derived from collagen	658.8
20	John Menzies PLC	Aviation provides landside and airside services	573.6

Source: Thomson Reuters, 2017

3. Trade

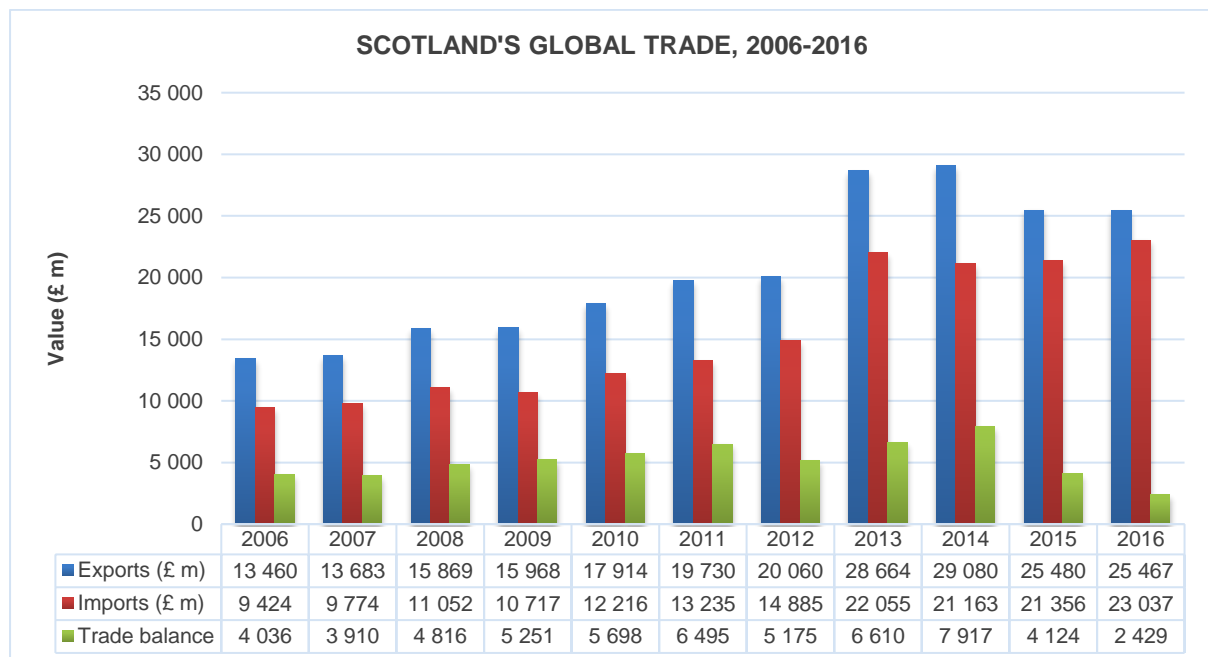
3.1 Scotland's trade in goods

In 2016, England was the largest global exporter (£221bn) and importer (£341bn) among United Kingdom regions. This was followed by Scotland with exports valued at £25bn and imports valued at £23bn. The United Kingdom exported goods worth £291bn and imported goods worth £425bn.



Source: UK Trade Info (HM Revenue & Customs), 2017

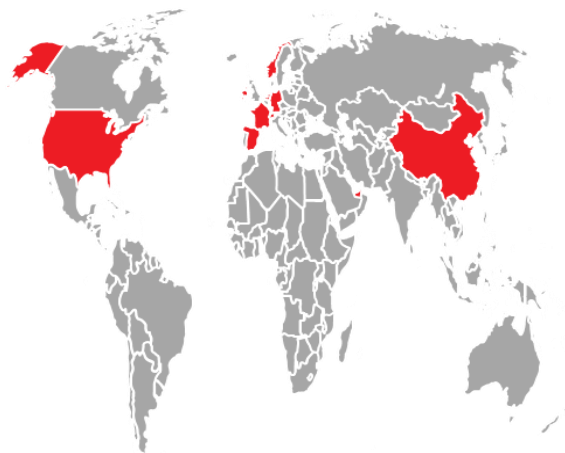
Over the period 2006 to 2016, Scotland was a net exporter of goods. Over the period 2007 to 2016 Scotland's annual average exports increased by 7.4% p.a. while imports increased by 10.2% p.a. The highest imports were recorded in 2016 and the highest exports were recorded in 2014.



Source: UK Trade Info (HM Revenue & Customs), 2017

The United States was the leading export market for Scotland valued at £3.7bn. The Netherlands and Germany rank second and third valued at £3bn and £2.4bn respectively. Six of the top 10 destination countries are in Europe.

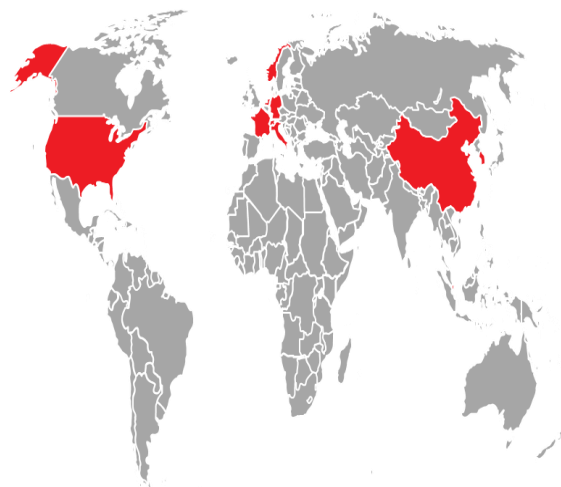
TOP 10 DESTINATION COUNTRIES FOR SCOTLAND'S EXPORTS, 2016			
RANK	COUNTRY	VALUE 2016 (£ m)	% GROWTH 2012-2016
1	United States	3 690	4.43%
2	Netherlands	3 005	48.99%
3	Germany	2 359	25.98%
4	France	1 349	-1.95%
5	China	1 235	29.58%
6	Irish Republic	1 041	38.00%
7	Norway	1 032	5.16%
8	Spain	890	3.06%
9	UAE	680	11.91%
10	Singapore	654	1.08%
TOTAL EXPORTS		25 467	6.72%



Source: UK Trade Info (HM Revenue & Customs), 2017

Norway was the leading import market for Scotland, valued at £2.6bn. The United States and China were ranked second and third valued at £2.5bn each.

TOP 10 SOURCE MARKETS FOR SCOTLAND'S IMPORTS, 2016			
RANK	COUNTRY	VALUE 2016 (£ m)	% GROWTH 2012-2016
1	Norway	2 612	25.47%
2	United States	2 478	4.75%
3	China	2 450	20.09%
4	Germany	1 780	17.07%
5	Netherlands	1 391	9.22%
6	France	1 063	13.98%
7	Belgium	1 010	29.13%
8	South Korea	839	90.37%
9	Italy	768	17.49%
10	Singapore	765	38.95%
TOTAL IMPORTS		23 037	13.07%



Source: UK Trade Info (HM Revenue & Customs), 2017

Petroleum, petroleum products and related materials were the leading export product sector from Scotland, valued at £5.3bn. This was followed by beverages worth £3.2bn and power generating machinery and equipment ranked third valued at £2.5bn.

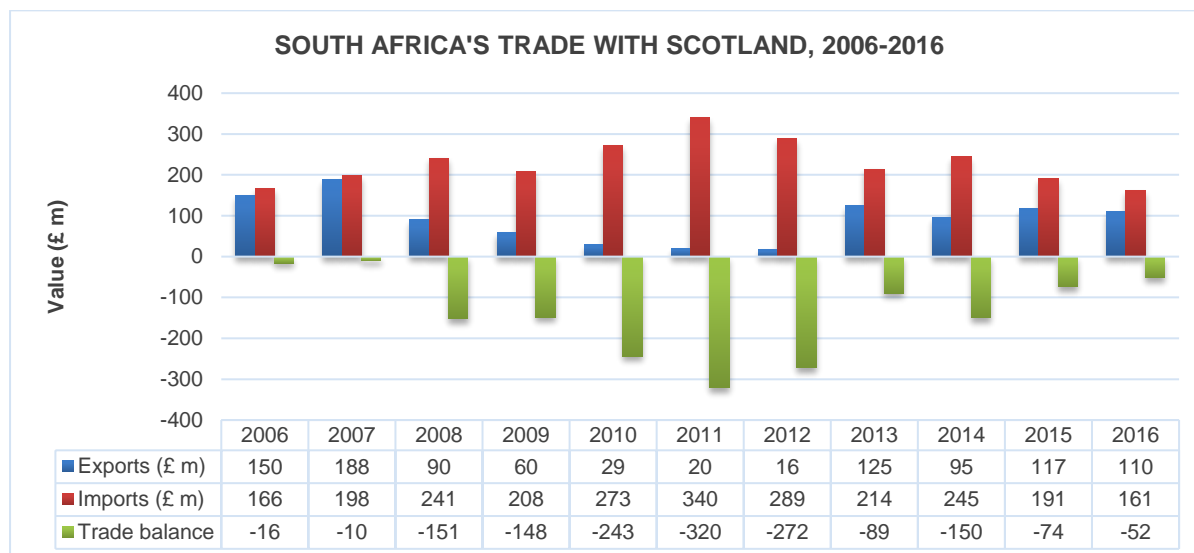
Power generating machinery and equipment was the leading imported product in Scotland in 2016, valued at £2.5bn. Office machines and other transport equipment were ranked second and third at £2.48bn and £2bn respectively. Gas, natural and manufactured had the highest 5-year growth per annum.

TOP 15 PRODUCTS EXPORTED BY SCOTLAND, 2016				TOP 15 PRODUCTS IMPORTED BY SCOTLAND, 2016			
RANK	PRODUCT	VALUE 2016 (£ m)	% GROWTH 2012-2016	RANK	PRODUCT	VALUE 2016 (£ m)	% GROWTH 2012-2016
1	Petroleum, petroleum products & related materials	5 267	97.07%	1	Power generating machinery & equipment	2 523	22.11%
2	Beverages	3 240	-7.34%	2	Office machines & adp machines	2 484	14.56%
3	Power generating machinery & equipment	2 535	13.51%	3	Other transport equipment	2 001	48.37%
4	Medicinal & pharmaceutical products	1 360	39.17%	4	Gas, natural & manufactured	1 820	342.12%
5	General industrial machinery & eqp. & machine pt.n.e.s.	1 319	-0.53%	5	Petroleum, petroleum products & related materials	983	-1.44%
6	Other transport equipment	1 205	27.18%	6	General industrial machinery & eqp. & machine pt.n.e.s.	898	4.30%
7	Professional, scientific & controlling ins & app n.e.s.	837	-2.05%	7	Ele machinery, app & appliances & ele pt thereof n.e.s.	881	13.40%
8	Ele machinery, app & appliances & ele pt thereof n.e.s.	829	-0.90%	8	Miscellaneous manufactured articles n.e.s.	869	23.94%
9	Fish, crustaceans, molluscs & aq. inverts & preps thereof	759	4.18%	9	Articles of apparel & clothing accessories	860	25.99%
10	Office machines & adp machines	707	22.46%	10	Medicinal & pharmaceutical products	853	86.49%
11	Organic chemicals	626	14.32%	11	Telecomms & sound recording & reproducing app. & eqp.	672	60.05%
12	Chemical materials & products n.e.s.	605	5.00%	12	Manufactures of metal n.e.s.	517	6.71%
13	Manufactures of metal n.e.s.	558	14.20%	13	Professional, scientific & controlling ins & app n.e.s.	504	-4.35%
14	Miscellaneous manufactured articles n.e.s.	558	16.67%	14	Paper, paperboard & manufactures thereof	497	33.21%
15	Machinery specialized for particular industries	475	-9.37%	15	Feeding stuff for animals (not inc. unmilled cereals)	434	10.70%
TOTAL EXPORTS		25 467	6.72%	TOTAL IMPORTS		23 037	13.07%

Source: UK Trade Info (HM Revenue & Customs), 2017

3.2 South Africa Trade with Scotland

South Africa's exports to Scotland were valued at £110m, while imports were valued at £161m. South Africa's exports to Scotland were less than imports, with the largest trade deficit of £320m in 2011. Over the period 2007 to 2016, South Africa's exports to Scotland increased by an average annual rate of 49% p.a. while imports increased by 1.9% p.a..



Source: UK Trade Info (HM Revenue & Customs), 2017

The leading export product to Scotland from South Africa in 2016 were non-ferrous metals valued at £55m, followed by paper, paperboard & manufactures thereof (£11.5m) and metalliferous ores and metal scrap (£11.4m). Between 2012 and 2016, the highest growth in exports was non-ferrous metals. The leading import product into South Africa from Scotland was beverages valued at £69,000, followed by medicinal and pharmaceutical products.

11

TOP 15 PRODUCTS EXPORTED FROM SOUTH AFRICA TO SCOTLAND, 2016				TOP 15 PRODUCTS IMPORTED BY SOUTH AFRICA FROM SCOTLAND, 2016			
RANK	PRODUCT	VALUE 2016 (£ '000)	% GROWTH 2012-2016	RANK	PRODUCT	VALUE 2016 (£ '000)	% GROWTH 2012-2016
1	Non-ferrous metals	55 037	18756.19 %	1	Beverages	68.8	-17.08%
2	Paper, paperboard & manufactures thereof	11 462	-	2	Medicinal & pharmaceutical products	9.8	105.03 %
3	Metalliferous ores & metal scrap	11 382	-	3	Power generating machinery & equipment	9.7	45.21%
4	Other transport equipment	7 159	9.70%	4	Chemical materials & products n.e.s.	9.6	33.37%
5	Power generating machinery & equipment	5 111	143.51%	5	General industrial machinery & eqp. & machine pt.n.e.s.	7.8	-14.76%
6	Beverages	4 278	76.63%	6	Road vehicles (including air cushion vehicles)	6.7	-
7	Petroleum, petroleum products & related materials	2 094	-	7	Petroleum, petroleum products & related materials	6.6	27.37%
8	Non-metallic mineral manufactures n.e.s.	1 374	99.11%	8	Miscellaneous manufactured articles n.e.s.	4.9	12.14%
9	Office machines & adp machines	1 295	6.13%	9	Manufactures of metal n.e.s.	4.4	13.25%
10	Feeding stuff for animals (not inc.unmilled cereals)	1 199	-	10	Ele machinery, app & appliances & ele pt thereof n.e.s.	3.4	-5.38%
11	Professional, scientific & controlling ins & app n.e.s.	1 041	-5.99%	11	Organic chemicals	3.4	110.89 %
12	Ele machinery, app & appliances & ele pt thereof n.e.s.	1 032	-	12	Other transport equipment	3.3	20.60%
13	Animal oils & fats	997	-	13	Professional, scientific & controlling ins & app n.e.s.	2.5	-6.94%

TOP 15 PRODUCTS EXPORTED FROM SOUTH AFRICA TO SCOTLAND, 2016				TOP 15 PRODUCTS IMPORTED BY SOUTH AFRICA FROM SCOTLAND, 2016			
RANK	PRODUCT	VALUE 2016 (£ '000)	% GROWTH 2012-2016	RANK	PRODUCT	VALUE 2016 (£ '000)	% GROWTH 2012-2016
14	Vegetables & fruit	678	42.66%	14	Office machines & adp machines	2.3	31.62%
15	General industrial machinery & eqp. & machine pt.n.e.s.	589	67.36%	15	Machinery specialized for particular industries	2.2	-21.31%
16	Coffee, tea, cocoa, spices & manufactures thereof	564	342.68%	16	Meat & meat preparations	2.2	98.49%
17	Meat & meat preparations	549	-	17	Live animals other than animals of division 03	1.9	90.58%
18	Machinery specialized for particular industries	542	120.15%	18	Dairy products & birds' eggs	1.3	-
19	Miscellaneous manufactured articles n.e.s.	411	20.78%	19	Telecomms & sound recording & reproducing app. & eqp.	1.2	39.47%
20	Metalworking machinery	403	770.01%	20	Paper, paperboard & manufactures thereof	1.1	-14.51%
TOTAL EXPORTS		109 667	127.34%	TOTAL IMPORTS		161.3	-12.85%

Source: UK Trade Info (HM Revenue & Customs), 2017

3.3 Trade Agreements

The EU and South Africa signed a Trade, Development and Co-operation Agreement (TDCA) in October 1999. It aims to encourage the expansion and liberalisation of trade, and increased co-operation. Under TDCA, the EU provides duty-free access for about 99% of South African industrial products and around 75% of its agricultural products. The agreement also contains provisions on services, government procurement, intellectual property and competition policies.

South Africa also signed an Economic Partnership Agreement with the European Union in 2014 together with other SACU member states as well as Mozambique and Angola. The benefits included improved market access for 32 agricultural products, with a significant improvement in access to the EU market for wine (110-million litres duty-free), sugar (150,000 tons duty-free) and ethanol (80,000 tons duty-free). There was also improved access to EU markets for South African exports of flowers, dairy, and fruit products. Geographic indicator status has also been given to rooibos, honeybush, karoo lamb and certain wines.

3.4 Tariffs

Tariffs imposed on South African exports to the United Kingdom for 2015 are listed below. These tariffs are listed by the importing country i.e. the United Kingdom. The highest tariff of 29% is seen in the export of sugar and sugar confectionery, followed by meat and edible meat offal (15%).

TARIFFS IMPOSED ON SOUTH AFRICAN EXPORTS BY THE UNITED KINGDOM, 2015					
HS CODE AND PRODUCT DESCRIPTION	TARIFF (%)	HS CODE AND PRODUCT DESCRIPTION	TARIFF (%)	HS CODE AND PRODUCT DESCRIPTION	TARIFF (%)
H01: Live animals	8	H33: Essential oils, perfumes, cosmetics, toiletries	0	H65: Headgear and parts thereof	0
H02: Meat and edible meat offal	15	H34: Soaps, lubricants, waxes, candles, modelling pastes	0	H66: Umbrellas, walking-sticks, seat-sticks, whips	0
H03: Fish, crustaceans, molluscs, aquatic invertebrates	6	H35: Albuminoids, modified starches, glues, enzymes	1	H67: Bird skin, feathers, artificial flowers, human hair	0
H04: Dairy products, eggs, honey, edible animal product	15	H36: Explosives, pyrotechnics, matches, pyrophorics	0	H68: Stone, plaster, cement, asbestos, mica, articles	0
H05: Products of animal origin	0	H37: Photographic or cinematographic goods	0	H69: Ceramic products	0
H06: Live trees, plants, bulbs, roots, cut flowers	3	H38: Miscellaneous chemical products	0	H70: Glass and glassware	0
H07: Edible vegetables and certain roots and tubers	2	H39: Plastics and articles thereof	0	H71: Pearls, precious stones, metals, coin	0
H08: Edible fruit, nuts, peel of citrus fruit, melons	4	H40: Rubber and articles thereof	0	H72: Iron and steel	0
H09: Coffee, tea, mate and spices	0	H41: Raw hides and skins (other than furskins) and leather	0	H73: Articles of iron or steel	0
H10: Cereals	2	H42: Articles of leather, animal gut, harness, travel goods	0	H74: Copper and articles thereof	0
H11: Milling products, malt, starches, inulin, wheat gluten	11	H43: Furskins and artificial fur, manufactures thereof	0	H75: Nickel and articles thereof	0
H12: Oil seed, oleagic fruits, grain, seed, fruit,	0	H44: Wood and articles of wood, wood charcoal	0	H76: Aluminium and articles thereof	2
H13: Lac, gums, resins, vegetable saps and extracts	1	H45: Cork and articles of cork	0	H78: Lead and articles thereof	0
H14: Vegetable plaiting materials, vegetable products	0	H46: Manufactures of plaiting material, basketwork, etc.	0	H79: Zinc and articles thereof	0
H15: Animal, vegetable fats and oils, cleavage products,	0	H47: Pulp of wood, fibrous cellulosic material, waste	0	H80: Tin and articles thereof	0
H16: Meat, fish and seafood food preparations	7	H48: Paper & paperboard, articles of pulp, paper and board	0	H81: Other base metals, cermets, articles thereof	0
H17: Sugars and sugar confectionery	29	H49: Printed books, newspapers, pictures	0	H82: Tools, implements, cutlery, of base metal	0
H18: Cocoa and cocoa preparations	0	H50: Silk	0	H83: Miscellaneous articles of base metal	0
H19: Cereal, flour, starch, milk preparations and products	13	H51: Wool, animal hair, horsehair yarn and fabric thereof	0	H84: Nuclear reactors, boilers, machinery	0
H20: Vegetable, fruit, nut food preparations	5	H52: Cotton	0	H85: Electrical, electronic equipment	0
H21: Miscellaneous edible preparations	4	H53: Vegetable textile fibres paper yarn, woven fabric	0	H86: Railway, tramway locomotives, rolling stock, equipment	0
H22: Beverages, spirits and vinegar	2	H54: Manmade filaments	0	H87: Vehicles other than railway, tramway	0
H23: Residues, wastes of food industry, animal fodder	0	H55: Manmade staple fibres	0	H88: Aircraft, spacecraft, and parts thereof	0
H24: Tobacco and manufactured tobacco substitutes	0	H56: Wadding, felt, nonwovens, yarns, twine, cordage	0	H89: Ships, boats and other floating structures	0
H25: Salt, sulphur, earth, stone, plaster, lime and cement	0	H57: Carpets and other textile floor coverings	0	H90: Optical, photo, technical, medical apparatus	0
H26: Ores, slag and ash	0	H58: Special woven or tufted fabric, lace, tapestry	0	H91: Clocks and watches and parts thereof	0

TARIFFS IMPOSED ON SOUTH AFRICAN EXPORTS BY THE UNITED KINGDOM, 2015					
HS CODE AND PRODUCT DESCRIPTION	TARIFF (%)	HS CODE AND PRODUCT DESCRIPTION	TARIFF (%)	HS CODE AND PRODUCT DESCRIPTION	TARIFF (%)
H27: Mineral fuels, oils, distillation products,	0	H59: Impregnated, coated or laminated textile fabric	0	H92: Musical instruments, parts and accessories	0
H28: Inorganic chemicals, precious metal compound, isotopes	0	H60: Knitted or crocheted fabric	0	H93: Arms and ammunition, parts and accessories thereof	0
H29: Organic chemicals	0	H61: Articles of apparel, accessories, knit or crochet	0	H94: Furniture, lighting, signs, prefabricated buildings	0
H30: Pharmaceutical products	0	H62: Articles of apparel, accessories, not knit or crochet	0	H95: Toys, games, sports requisites	0
H31: Fertilizers	0	H63: Other made textile articles, sets, worn clothing	0	H96: Miscellaneous manufactured articles	0
H32: Tanning, dyeing extracts, tannins, derivatives, pigments	0	H64: Footwear, gaiters and the like, parts thereof	0	H97: Works of art, collectors pieces and antiques	0

Source: Trademap, 2017

NOTE: Exporters should not take the HS2 tariff as conclusive and as the actual tariff that will be applied to the exported product. The tariffs indicated above are average tariffs and for products within the category it may be higher or lower than indicated. Where the tariff is zero it can be assumed that there is zero tariff applicable to all products within that HS code. Tariffs are determined according to the importing country's national tariff line from the HS6 level and upwards. Exporters are advised to visit www.macmap.org to determine the exact tariff applicable to the product at HS6.

3.5 Standards and regulations (General EU Regulations)

Many standards in the EU are adopted from international standards bodies such as the International Standards Organization (ISO). The drafting of specific EU standards is handled by three European standards organizations:

- CENELEC, European Committee for Electro-technical Standardization (<http://www.cenelec.eu/>)
- ETSI, European Telecommunications Standards Institute (<http://www.etsi.org/>)
- CEN, European Committee for Standardization. CEN's certification system is known as the Keymark.

European Union legislation and standards created under the New Legislative Framework are harmonised across the member states and European Economic Area countries to allow for the free flow of goods. A feature of the New Approach is CE markings.

For a list of new approach legislation, visit:

<http://ec.europa.eu/enterprise/newapproach/nando/index.cfm?fuseaction=directive.main>

Where products are not regulated by specific EU technical legislation, they are always subject to the EU's General Product Safety Directive as well as to possible additional national requirements.

Labeling and Marking

Manufacturers should be mindful that, in addition to the EU's mandatory and voluntary schemes, national voluntary labeling schemes might still apply. These schemes may be highly appreciated by consumers, and thus, become unavoidable for marketing purposes.

Manufacturers are advised to take note that all labels require metric units although dual labeling is also acceptable. The use of language on labels has been the subject of a Commission Communication, which encourages multilingual information, while preserving the right of member states to require the use of the language of the country of consumption.

The EU has mandated that certain products be sold in standardized quantities. Council Directive 2007/45/EC harmonizes packaging of wine and spirits throughout the EU. Existing national sizes will be abolished with a few exceptions for domestic producers.

Key Link:

http://ec.europa.eu/growth/single-market/goods/building-blocks/legal-metrology/pack-sizes/index_en.htm

3.6 Port-to-Port

Scotland's main ports are shown below. Grangemouth is Scotland's largest container port and lies at the centre of Scotland's industrial heartland. The port is situated midway between the main Scottish cities of Glasgow and Edinburgh, and is served by the M9 motorway, which links it to the national motorway network, and is also rail linked. As Scotland's main container terminal, the port handles approximately 150,000 containers per year. As much as 30% of Scotland's gross domestic product (GDP) goes through the port. It is the UK's largest feeder port and the only one that exports more than it imports

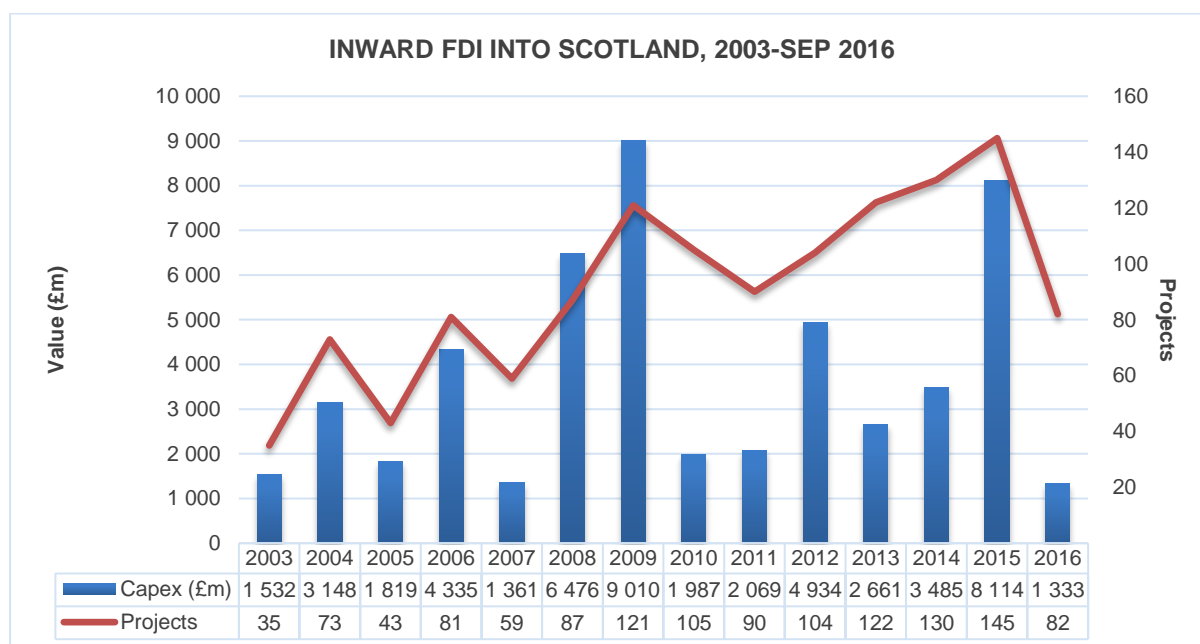
TRANSIT TIME FROM CAPE TOWN TERMINAL TO SELECTED PORTS SCOTLAND, 2017		
TERMINAL	DISTANCE	TRANSIT TIME
Aberdeen	6437.33 mi (11921.93 km)	a month (14 knots)
Grangemouth	6433.11 mi (11914.11 km)	a month (14 knots)

Source: SeaRates, 2017

4. Foreign Direct Investment

4.1 Global Investment into Scotland

Between January 2003 and September 2016 a total of 1,277 FDI projects were recorded into Scotland. These projects represent a total capital investment of £52.26bn which is an average investment of £40.94m per project. During the period, a total of 105,643 jobs were created. The graph shows that inward FDI capex from Scotland peaked in 2009 worth £9bn and projects peaked in 2015 with 145 projects.



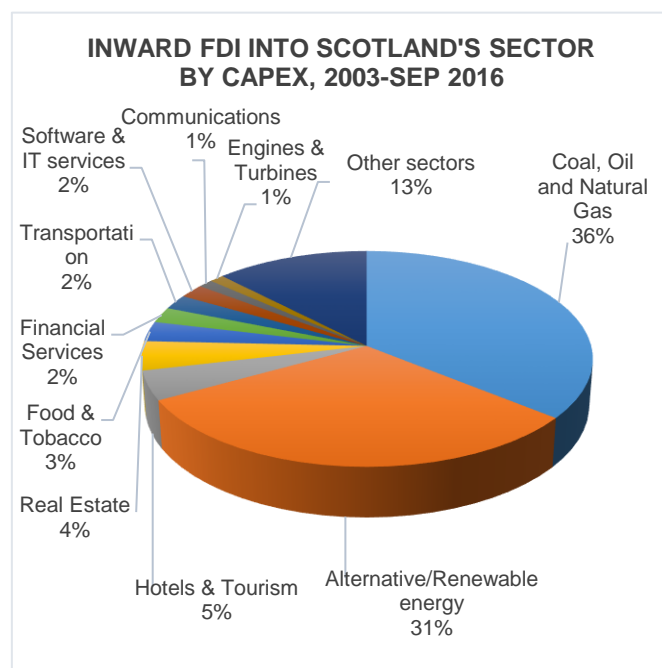
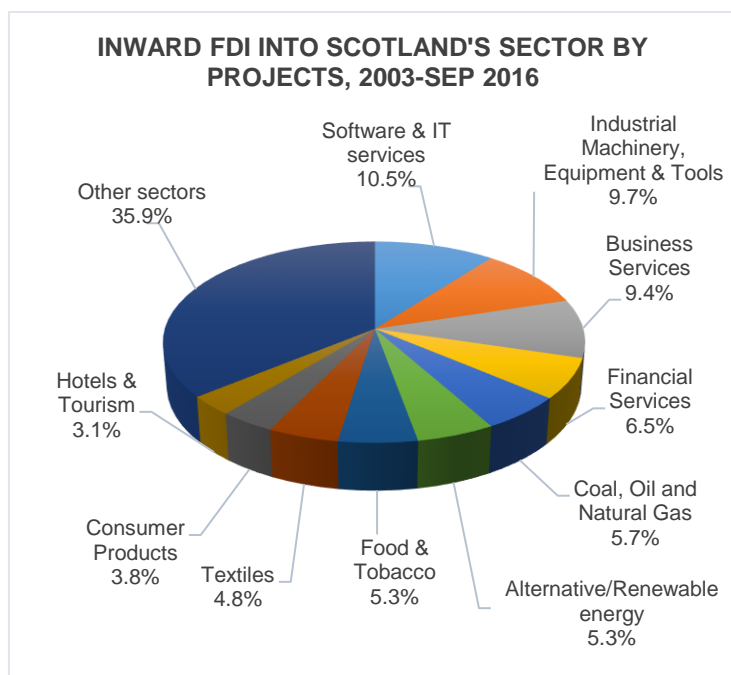
Source: FDI Intelligence, 2017

The United States was the largest source market for inward FDI into Scotland in terms of projects, with 469 investment projects, which accounted for 36.7% of projects. Germany and France are ranked second and third accounting for 8.7% and 7.6% respectively.

TOP 10 SOURCE MARKETS FOR FDI INTO SCOTLAND, 2003 – SEP 2016						
RANK	COUNTRY	PROJECTS	% PROJECTS	CAPEX (£m)	% CAPEX	COMPANIES
1	United States	469	36.73%	11 031	21.11%	334
2	Germany	111	8.69%	4 826	9.23%	63
3	France	97	7.60%	4 962	9.49%	59
4	Norway	70	5.48%	5 457	10.44%	47
5	Netherlands	62	4.86%	2 537	4.85%	47
6	Ireland	47	3.68%	2 172	4.16%	39
7	Japan	46	3.60%	1 733	3.32%	37
8	Canada	39	3.05%	4 250	8.13%	30
9	Sweden	34	2.66%	533	1.02%	19
10	Switzerland	32	2.51%	394	0.75%	27
TOTAL		1 277	100%	52 263	100%	913

Source: FDI Intelligence, 2017

Software and IT services sector received the largest FDI by projects between 2003 and September 2016, accounting for 10.5% of FDI projects. In terms of capex, coal, oil and natural gas received the most FDI at 36% share followed by renewable energy at 31%.



Source: FDI Intelligence, 2017

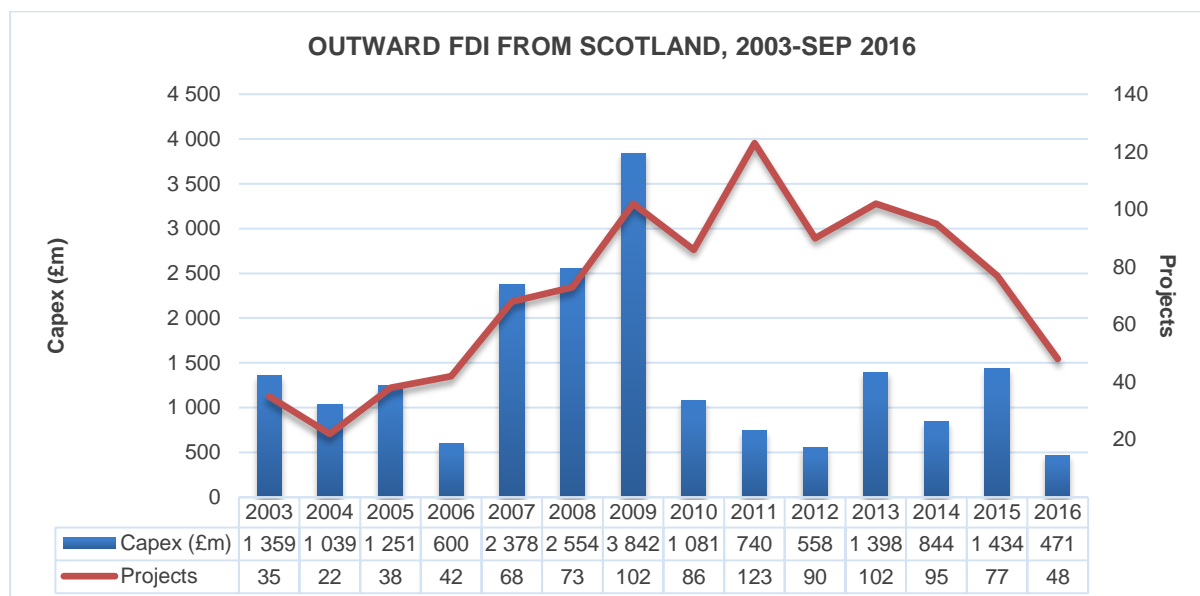
The table below gives a list of the companies for FDI inflow into Scotland. Aldi from Germany was the leading company with 17 investment projects.

TOP 10 COMPANIES FOR FDI INTO SCOTLAND, 2003-SEP 2016						
RANK	COMPANY	SECTOR	COUNTRY	PROJECTS	CAPEX (£m)	JOBS CREATED
1	Aldi	Food and Beverages	Germany	17	244	2 732
2	Asda	Food and Beverages	United States	14	997	6 956
3	Amazon.com	Consumer Goods	United States	11	246	2 550
4	Chivas Brothers	Beverages	France	11	256	498
5	Plexus Corp	Electronic Components	United States	9	37	426
6	Svenska Handelsbanken	Financial Services	Sweden	9	142	273
7	FMC Technologies	Industrial Machinery, Equipment & Tools	United States	8	102	607
8	Statoil	Coal, Oil and Natural Gas	Norway	7	2 985	881
9	Travelodge	Hotels & Tourism	UAE	7	217	441
10	Webhelp	Business Services	France	7	16	786
TOTAL				1 277	52 263	913

Source: FDI Intelligence, 2017

4.2 Global investment from Scotland

Between January 2003 and September 2016 a total of 1,001 FDI projects were recorded from Scotland. These projects represent a total capital investment of £19.55bn which is an average investment of £19.56m per project. During the period, a total of 69,932 jobs were created. The graph shows that outward FDI capex from Scotland peaked in 2009 worth £3.8bn and projects peaked in 2011 with 123 projects.



Source: FDI Intelligence, 2017

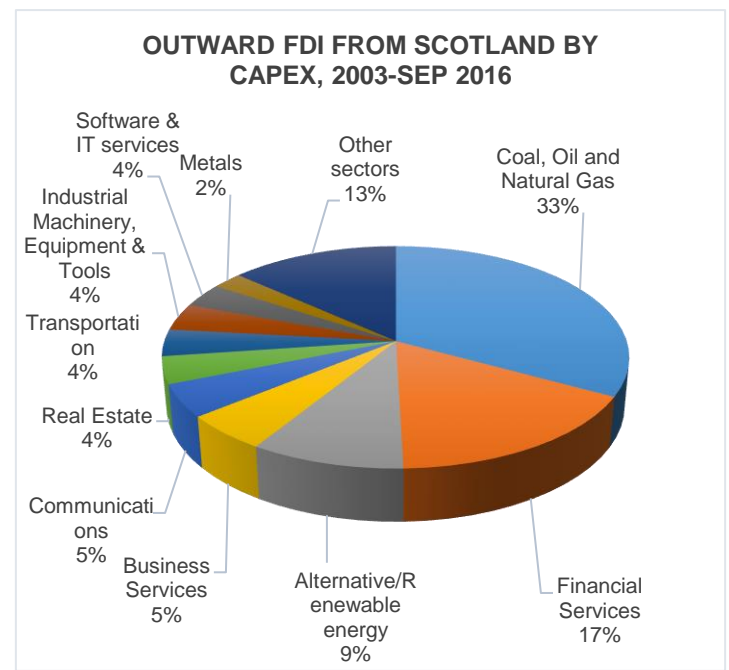
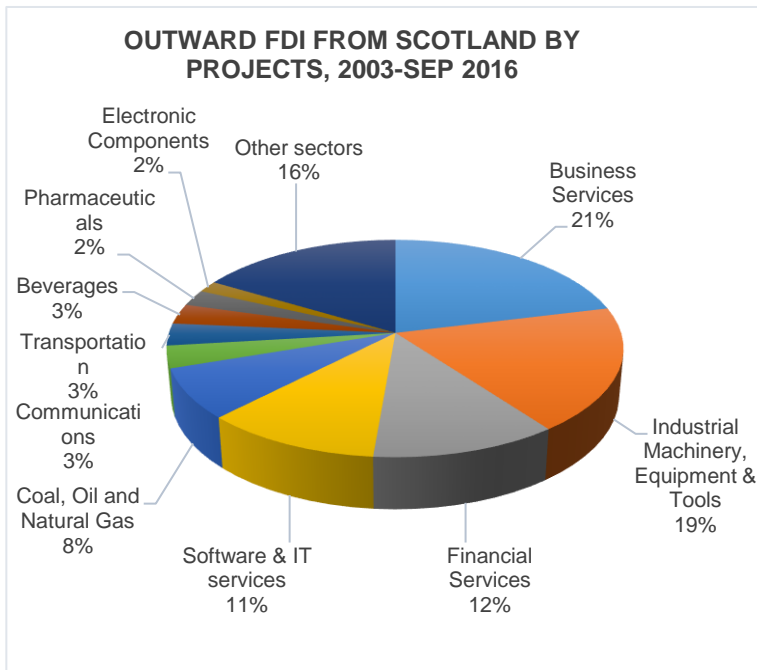
The table below shows the destination markets for outward FDI from Scotland from 2003 to September 2016. The United States was the largest destination market in terms of projects, with 198 investment projects, which accounted for 19.8% of all projects. This was followed by the UAE that ranked second accounting for 8.5%.

18

TOP 10 DESTINATION MARKETS FOR FDI OUT OF SCOTLAND, 2003-SEP 2016						
RANK	COUNTRY	PROJECTS	% PROJECTS	CAPEX (£m)	% CAPEX	COMPANIES
1	United States	198	19.78%	2 225	11.38%	141
2	UAE	85	8.49%	769	3.93%	74
3	Australia	62	6.19%	1 516	7.76%	47
4	India	51	5.09%	4 479	22.91%	26
5	China	50	5.00%	881	4.51%	35
6	Ireland	50	5.00%	645	3.30%	27
7	Singapore	39	3.90%	337	1.72%	33
8	Germany	32	3.20%	182	0.93%	29
9	Canada	31	3.10%	172	0.88%	24
10	Malaysia	31	3.10%	234	1.20%	29
TOTAL		1 001	100%	19 549	100%	404

Source: FDI Intelligence, 2017

Business services received the largest share of FDI from Scotland in terms of projects accounting for 21%, followed by industrial machinery, equipment and tools accounting for 19%. Coal, oil and natural gas received the highest percentage of total capex, accounting for 33%, followed by financial services accounting for 17%.



Source: FDI Intelligence, 2017

The leading company for outward FDI is Aggreko in the industrial machinery, equipment and tools sector, with 29 investment projects to the value of approximately £596m. EnerMech also in the industrial machinery, equipment and tools is the second largest investing company by project, with 23 projects worth £67m.

TOP 10 COMPANIES FOR FDI OUT OF SCOTLAND, 2003-SEP 2016					
RANK	COMPANY	SECTOR	PROJECTS	CAPEX (£m)	JOBS CREATED
1	Aggreko	Industrial Machinery, Equipment & Tools	29	596	1 110
2	EnerMech	Industrial Machinery, Equipment & Tools	23	67	603
3	Royal Bank of Scotland (RBS)	Financial Services	20	984	4 871
4	Standard Life Investments (SLI)	Financial Services	18	409	2 044
5	ClinTec International	Pharmaceuticals	17	142	1 263
6	activpayroll	Business Services	14	68	241
7	SgurrEnergy	Business Services	13	50	203
8	Axios Systems	Software & IT services	12	69	300
9	Veripos	Communications	12	742	747
10	Air Menzies International (AMI)	Transportation	11	386	894
TOTAL			1 001	19 549	69 932

Source: FDI Intelligence, 2017

4.3 Investment Relations between South Africa and Scotland

4.3.1 South Africa FDI to Scotland

Between January 2003 and September 2016 a total of 11 FDI projects were recorded from South Africa to Scotland. These projects represent a total capital investment of £24.37m which is an average investment of £2.21m per project. During the period, a total of 497 jobs were created.

According to FDI markets, Kevin Gallagher CEO of chief executive officer of Clough mentioned that, "Scotland was selected as the most attractive location for Clough due to its access to world class technical universities and highly experienced engineering resources, combined with its proximity to clients and opportunities in the North Sea, Europe, the Middle East and Africa."

SOUTH AFRICA FDI TO SCOTLAND, 2003-SEP 2016						
DATE	INVESTING COMPANY	SOURCE CITY	DESTINATION CITY	SUB-SECTOR	CAPEX (£m)	JOBS
Mar 2016	Nampak Europe Plastics	Johannesburg	Stirling	Plastic bottles	4.29	20
Mar 2014	Clough	Not Specified	Bellshill	Architectural, engineering, & related services	0.49	110
Dec 2013	BMI Healthcare	Johannesburg	Glasgow	General medical & surgical hospitals	0.10	44
Sep 2013	Investec Wealth & Investment	Johannesburg	Glasgow	Investment management	0.65	4
Sep 2013	Wings Travel	Johannesburg	Edinburgh	Travel arrangement & reservation services	0.58	21
Aug 2013	Investec Wealth & Investment	Johannesburg	Edinburgh	Investment management	0.65	4
Sep 2011	Wings Travel	Johannesburg	Aberdeen	Travel arrangement & reservation services	0.58	21
Sep 2009	BMI Healthcare	Johannesburg	Glasgow	General medical & surgical hospitals	2.07	52
Jun 2007	Bell Equipment	Not Specified	Falkirk	General purpose machinery	2.47	91
Nov 2006	SASOL	Johannesburg	St Andrews	Basic chemicals	12.36	30
Jan 2005	Merchants	Johannesburg	Kilmarnock	Business support services	0.12	100
Total					24.37	497

Source: FDI Intelligence, 2017

4.3.2 Scotland FDI to South Africa

Between January 2003 and September 2016 a total of 14 FDI projects were recorded from Scotland to South Africa. These projects represent a total capital investment of £78.56m which is an average investment of £5.59m per project. During the period, a total of 1,179 jobs were created.

According to FDI markets, Leon Toerien, product manager for **Weir Minerals Africa**, said: "The proximity of the facility to the Mpumalanga coalfields will reduce lead times dramatically and allows us to be proactive in responding to our customers' requirements."

According to FDI markets, Gary Davies, sub-Saharan Africa sales manager for **Exterity** said: "Opening a dedicated facility in one of the most vibrant cities in the region enables us to be closer to our partners, as well as better support our customers."

SCOTLAND'S FDI TO SOUTH AFRICA, 2003-SEP 2016						
DATE	INVESTING COMPANY	SOURCE CITY	DESTINATION CITY	SUB-SECTOR	CAPEX (£m)	JOBS
Jun 2015	ClinTec International	Glasgow	Johannesburg	Pharmaceutical preparations	2.73	40
Jan 2015	Weir Minerals Africa	Glasgow	Middelburg	General purpose machinery	13.84	401
Jun 2014	Exterity	Not Specified	Johannesburg	Wired telecommunication carriers	4.87	16
Feb 2014	SgurrEnergy	Aberdeen	Johannesburg	Architectural, engineering, & related services	4.42	15

SCOTLAND'S FDI TO SOUTH AFRICA, 2003-SEP 2016						
DATE	INVESTING COMPANY	SOURCE CITY	DESTINATION CITY	SUB-SECTOR	CAPEX (£m)	JOBS
Nov 2012	Edrington Group	Glasgow	Johannesburg	Breweries & distilleries	12.35	22
Apr 2012	Aggreko	Glasgow	Cape Town	Ventilation, heating, air conditioning, and commercial refrigeration equipment manufacturing	1.88	17
Aug 2011	Weir Minerals Africa	Glasgow	Isando	General purpose machinery	13.84	401
Jul 2011	David Brown Group	East Kilbride	Not Specified	General purpose machinery	3.25	27
Jul 2011	David Brown Group	East Kilbride	Middelburg	General purpose machinery	3.25	27
Mar 2011	Aggreko	Glasgow	Durban	Ventilation, heating, air conditioning, and commercial refrigeration equipment manufacturing	1.88	17
May 2009	Aggreko	Glasgow	Johannesburg	Ventilation, heating, air conditioning, and commercial refrigeration equipment manufacturing	7.99	143
Dec 2008	Clyde Process Solutions (CPS)	East Kilbride	Not Specified	General purpose machinery	1.88	17
Jan 2008	Navyblue Design Group	Edinburgh	Johannesburg	Advertising, PR, & related	4.42	15
Jan 2007	Weir Minerals Africa	Glasgow	Johannesburg	Agriculture, construction, & mining machinery	1.95	21
Total					78.56	1179

Source: FDI Intelligence, 2017

4.4 Western Cape Investment Opportunities

WESTERN CAPE GENERAL INVESTMENT OPPORTUNITIES, 2017	
Agribusiness Opportunities:	
<ul style="list-style-type: none"> Niche markets such as biltong, herbal tea and ostrich meat are likely to find a burgeoning global audience among health-conscious consumers. The increasing use of genetically modified crops will help to significantly improve yields and output. Corn production would benefit from a decision to lift the ban on the use of the crop for biofuel. Sugar consumption is set to rise and, along with disposable incomes, there will be growth in the fast food and casual dining industries. Development of food supply chain technologies especially in food safety Growing and exporting of cut and dried flowers. Expand domestic fruit juice concentrate production. Extend production of organic products for domestic and export markets. Expand production of honey bush teas to meet growing consumer demand. Expand production and processing of ostrich products Expand production of high quality wines for export and establish boutique cellars. Modernise and expand wine and beverage production facilities. Expand packaging, freezing and canning facilities for export products. Cuniculture (Rabbit farming). Agri tourism Cold storage facilities Multiple opportunities in agribusiness value chain Per capita food consumption is forecast to grow dynamically over our forecast period, opening up expansion opportunities for existing companies. A number of food segments remain underdeveloped and would benefit from further investment. Many industry sub-sectors, such as energy drinks, tea and coffee, are far from saturated and would benefit from further investment. Rising health-consciousness is boosting demand for low-calorie soft drinks. Scope for growth in high-end premium retailing as South Africa gets richer over the long term. 	
ICT Opportunities:	
<ul style="list-style-type: none"> In the personal devices market vendors will be able to tap demand from first-time buyers and in the upgrade/replacement market as the economic environment becomes more supportive. Improvements to network infrastructure an enabler for device sales, as well as wider adoption of cloud services and smart infrastructure. Potential for South Africa to become a cloud services hub in the region due to relative strengths in network connectivity and legal environment. Strong private investment in key industry verticals, including financial services, retail and manufacturing. Vibrant small- and medium-sized business sector will sustain demand for IT products and services. 	
Oil & Gas	
<ul style="list-style-type: none"> Considerable offshore exploration opportunities with major companies involved in upstream activity. 	

- Shale gas resources in the Karoo Basin are thought to be among the largest in the world.
- Coal-bed methane potential in the Karoo, with positive pilot production displaying upside potential.
- The potential development of the LNG IPP Programme presents notable upside to gas imports.
- The proposed separation of oil and gas regulation from legislation covering the mining industry could provide greater regulatory clarity.
- Considerable offshore exploration opportunities in South Africa
- Shale gas resources in Karoo Basin
- Services facility: Port development and management;
- Onshore and offshore maintenance
- Pipeline engineering and construction (both subsea and onshore):
- Lack of gas infrastructure: LNG facilities plant required: over reliance on imports and Eskom needed to reduce reliance on diesel due to costs and shift towards gas
- Upgrading of refineries required to meet standards
- Building a new refinery as future forecast is that the consumption will outstrip production
- Storage facilities

Real Estate Opportunities:

- Good retail sales, despite a slowing economy, reveal potential for relevant commercial unit developments, as well as distribution space.
- A developing REIT market will attract foreign investment further down the line.
- The anticipated rebound in GDP growth indicates potential for the broader commercial real estate market, amid improving demographics
- Building of boutique hotels (5 star, 4 star and 3 star) due to growing tourism market

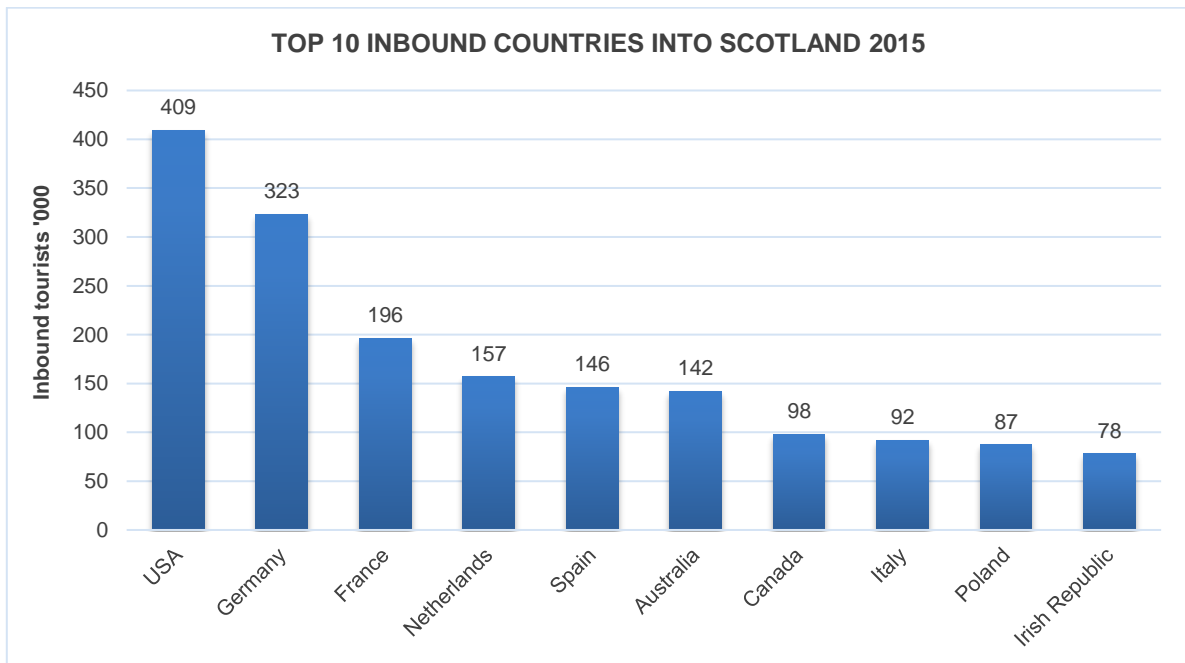
Electronics Opportunities:

- Suppliers of parts and components for wind turbines and photo voltaic
- Manufacture of automotive components
- Manufacture of electronic components
- Manufacture of consumer electronics

Source: BMI, 2017, SAOGA, 2016, AIU, 2017

5. Tourism

The table below shows the top 10 inbound international countries into Scotland. Scotland's Tourism expenditure rose north of the border to £4.7bn as Scotland hosted the Commonwealth Games and Ryder Cup. Overseas tourist numbers were up 11%, while there was a 3% rise in domestic visits to Scotland. However, the amount spent by domestic tourists fell by 1%. VisitScotland said 2015 saw the highest spend by visitors in a decade (BBC, 2017).



Source: Visit Scotland, 2017

6. Key Contacts

Key contacts in Scotland are provided in the table below.

KEY TRADE CONTACTS IN SCOTLAND		
Contact	Address	Website
Scottish Development International (Trade and Investment Agency)	Emailing investment@scotent.co.uk Calling +44 141 247 0734 from mobile phones or if outside Scotland Scottish Development International, 5 Atlantic Quay 150 Broomielaw , Glasgow G2 8LU, United Kingdom	https://www.sdi.co.uk/
Scottish Enterprise	enquiries@scotent.co.uk 0141 247 1385 from mobile phones or if outside Scotland Scottish Enterprise, Atrium Court, 50 Waterloo Street, Glasgow, G2 6HQ	https://www.scottish-enterprise.com/
South Africa's Honorary Consul in Scotland	+44 (0)141 649 3831 Visa enquiries:0845 388 0463 Email: brianfilling@honconsul.za.com 10 Midlothian Drive, Waverly Park, Glasgow, G41 3RA	http://www.honconsul.za.com/scotland/
Scottish Government	International Callers: +44 131 244 4000 Email: ceu@gov.scot General Enquiries , St. Andrew's House, Regent Road, Edinburgh, EH1 3DG	http://www.gov.scot/Home#slide/1

For more information on this publication and other Wesgro publications please contact research@wesgro.co.za or for more publications visit the Wesgro publications portal on our website at <http://wesgro.co.za/publications>

Wesgro has taken every effort to ensure that the information in this publication is accurate. We provide said information without representation or warranty whatsoever, whether expressed or implied. It is the responsibility of users of this publication to satisfy themselves of the accuracy of information contained herein. Wesgro cannot be held responsible for the contents of the publication in any way.

© Wesgro, 2017.