



NAACAM News

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Dear NAACAM and DAC Members,

We are pleased to advise you that plans for the NAACAM Show 2019, delivered in partnership with the Durban Automotive Cluster are well underway. The initiative takes place 12 – 14 March 2019 at the Durban ICC. It aims at being the premier automotive manufacturing growth, technology, transformation and stakeholder engagement forum in Africa.

Our industry is at an important juncture with the SA Automotive Masterplan defining a clear vision for its future. We believe the NAACAM Show can play a pivotal role in galvanising the industry around this common ambition and will focus on understanding how we can realise its vision and the hurdles that need to be overcome to do so.

The overall objectives of the NAACAM Show 2019 are to deliver a premier event which:

- Facilitates localisation, intra-African trade/ industrial linkages, and exports from sectors determined to be globally competitive;
- Enables Foreign Direct Investment (FDI) and technology partnerships;
- Promotes the development and growth of Black-owned suppliers in South Africa; and
- Facilitates outcomes-based dialogue.

For the 2019 initiative we have increased and extended our measurable objectives over the successful inaugural 2017 initiative. These include:

- Greater levels of OEM participation;
- An increased number of manufacturer exhibitors, greater representation by Black-owned suppliers and a larger exhibition overall;
- A growth in the number of participants from 1,300 to 1,600; and
- Hosting two African trade, two foreign investor and five technology transfer delegations.

Please engage with the NAACAM Show Project Management Team (info@naacamshow.co.za or 031 764 6100) to secure your participation.

We look forward to seeing you there.

Yours sincerely,

President: NAACAM

Note: Article received prior to AGM 2018. See page 3 for more info.



We can report significant progress against these objectives:

- Response from NAAMSA and the OEM Purchasing Council has been very positive with four OEMs already booking exhibition stands, significant interest in the buyer-supplier meetings and contributions to the Conference Programme;
- Our exhibition is already 40% sold (seven months out) with enquiries daily; we are working with black suppliers that ASCCI has identified to exhibit, and also with aligned supporting sectors to secure meaningful participation;
- We have broadened exhibition access by including complementary visitor passes for all exhibitors (between 2 and 5 complimentary exhibitor passes depending on the size of the stand booked);
- Inclusion of a Media and Demonstration Centre and a more compact Conference Programme will see a higher level of exhibition participation.

As valued members of NAACAM and/or the DAC, we encourage you to take advantage of the following additional benefits:

- MDs/CEOs from NAACAM/DAC firms will receive a complimentary conference delegate pass when someone else from their company books a conference delegate pass; and
- A 10% discount on all exhibition stand types and conference delegate tickets.

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Sumitomo Rubber Unveils R970 million Tyre Production Facility in Ladysmith

Sumitomo Rubber South Africa (Pty) Ltd (SRSA), manufacturer of the popular Dunlop, Sumitomo and Falken tyre brands, officially launched its new, state-of-the-art Truck and Bus Radial (TBR) factory in Ladysmith, KwaZulu-Natal on Tuesday, 02 October 2018.

This second phase of SRSA's multi-billion rand investment to upgrade and modernise the plant's capacity saw a further injection of R970 million to introduce and manufacture truck and bus tyres locally, bringing the total investment into the Ladysmith facility since 2014 to more than R2 billion.

VIP guests, stakeholders and dignitaries were given an opportunity to tour the world-class TBR factory. They included government and industry representatives together with President and CEO of Sumitomo Rubber Industries, Ikuji Ikeda, who delivered an address and unveiled a plaque to mark the opening of the facility.

He said: "Sumitomo Rubber South Africa has been a part of Sumitomo Rubber Industries group company from December 2013 and from then we have worked together to step ahead in various areas of the business, such as safety, Passenger Car Radial tyre production, quality, products, sales channel and people. This marks the first time Sumitomo Rubber Industries has established a Truck and Bus Radial factory outside of Asia."

Ikeda said the the reasons for proceeding with the investment – despite the challenges of developing a TBR factory from scratch – included the African market's potential and particularly the Free Trade Agreement which would support SRI's business initiatives. He added that local TBR tyre production would result in the expansion of business for truck and bus vehicle manufacturers and present opportunities for government related businesses.

CEO of SRSA, Mr Riaz Haffejee outlined the vision and purpose of the TBR facility and the range on offer. "We will be industrialising a total of 24 sizes between our Dunlop and Sumitomo brands, from this year until September 2019," he said.

Haffejee also elaborated on the community impact that the investment and development of the factory has had: "Following SRSA's first phase factory investment in 2014 which saw us increase our output of high-quality passenger and sport utility vehicle (SUV) tyres at this plant, the new TBR factory has created growth and



a brighter future for the local community. SRSA's total investment in employment, utilities and procurement has doubled since 2014, which has had a direct impact on the town and has served as a catalyst for community development and entrepreneurship."

Ikeda also noted that 19 TBR employees had been sent for training to the company's Miyazaki factory in Japan, where they were able to develop their technical methodology and

gain an understanding of SRI's processes in order to transfer this knowledge to shop floor staff in South Africa.

The keynote address at the launch was delivered by the MEC for Social Development, Weziwe Thusi. Guests were entertained by local performers, Thee Legacy, as they enjoyed a three-course luncheon.

Renai Moothlal, executive director of NAACAM (National Association of Automotive Component and Allied Manufacturers), who is also overseeing the operations of the SATMC, remarked: "SRSA must be recognised, not only for its significant investment in plant and processes, but for its commitment to a region outside South Africa's industrial heartlands, and its contribution towards employment. They have demonstrated how automotive component manufacturers can drive true economic development across the country and the importance of ensuring that a greater level of manufacturing of automotive component happens."

Production at the plant commenced as planned in July 2018. The local production of the TBR range – following extensive research and development processes – will ensure that customers, both in South Africa and on the African continent, have the right tyre for the country's specific application. These will be designed in Japan, tested in Africa and manufactured in South Africa, for Africa with the Ladysmith factory certified to test TBR tyres to European compliance standards.

The history of innovation and proven pedigree that the Dunlop brand holds in the tyre business, together with the latest Japanese technology and engineering insights from SRSA's parent company, SRI, make for a formidable combination in the tyre industry.

For more, visit <http://www.srigroup.co.za/home>

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2018 NAACAM AGM

The 39th NAACAM AGM and dinner was held in conjunction with VWSA in Uitenhage on the 4th October 2018. It was a great turnout with more than 80 attendees.

The newly arrived VWSA Executive Head of Purchasing, Thomas Bindseil, delivered a keynote presentation outlining the current VWSA strategy for SA and the African market, whilst also discussing purchasing and localisation objectives for his team domestically. Key buyers were introduced to the suppliers present. There was also an introduction to the emerging black supplier companies who are going through the VW Ntinga enterprise development programme. This is a worthwhile model for large supplier members who are looking to increase black-owned participation within their own value chains. The VW presentations were followed by a plant tour where the production of a VW Polo came to life.



Ugo Frigerio
Interim NAACAM President



As part of the NAACAM AGM proceedings, and after the delivery of his annual President's Report, Dave Coffey stepped down as NAACAM president after three years of dedicated service. The meeting elected Ugo Frigerio as interim president for the current term. Dave was thanked for his immense contribution to the association as Ugo was welcomed into the role.

Copies of all documents delivered at the AGM are available from the NAACAM office.

The day ended with a relaxed dinner at the Beach Hotel in PE, and members had the opportunity to network and unwind. Appreciation is noted to all those who attended, and to the team at the NAACAM office who put it all together.

A well-attended AGM



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Black Supplier Spotlight

ADR, a new NAACAM member, is a B-BBEE Level One, 100% Black-Owned Company with majority shares held by a woman.

The owners Margaret Zantsi and Conrad Mmako have a team of 26 committed employees focussed on Customer Demands, Lead-times, and Customer Satisfaction and Preventative Maintenance requirements.

ADR has aligned its overall business objective strategy to follow government imperatives which has in turn assisted with the business growth.

ADR's Vision

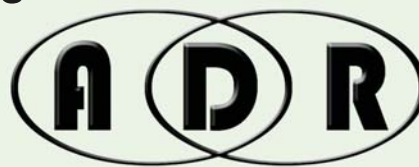
We are dedicated to remaining a market leader in our industry, employing skilled personnel and offering world class products and solutions to maintain customer's up-time and ensure quality control.

ADR's Mission Statement

To maintain a successful company focus on supplying quality products and services into the industry, while being focussed on building competitive advantage through service excellence, technical expertise, cost effective solutions to business problems as well as management of our customer risks.

Key focus areas

- Supply and repair of spot weld guns
- High-end, manufactured quality copper alloy products for the resistance welding processes and industry. We import our own special copper

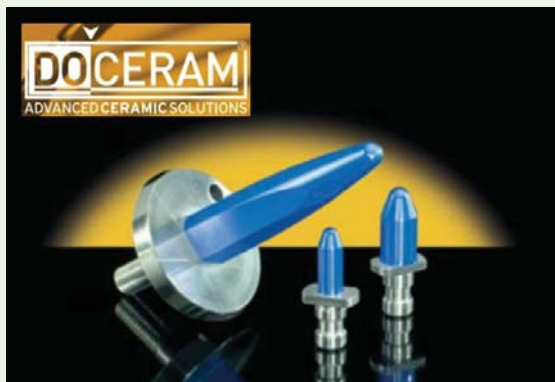


- alloys for manufacturing
- Tip dressers, cap changers, changer/dresser combination and electrode caps
 - Supply of specialised robot dress packs for all applications, machine perception systems, robot calibration devices, robot cables and looms
 - Onsite Preventative Maintenance contract
 - Supply of high-performance ceramics, a perfect fit and a long service life with tolerances of 0.01 mm (centering, positioning, MIG/MAG welding, insulation and complete weld solutions)

We are the appointed agents for "ARO Welding Technologies", synonymous with quality and innovation that are non-lubricated pneumatic or electric actuated weldguns; "Doceram" supply for products of high-performance ceramics for industrial applications; "Kyokutoh" for manual and auto tip dressers for resistance welding application, manual and robotic; and "LEONI" for robotic cable and measuring management systems.

We are a market leader in our product offering and maintain the highest levels of technical expertise on our products and services.

All enquiries can be emailed onto admin@adrdistributors.co.za or call us on 041-484-2511



VEHICLE EXPORTS INTO AFRICA: 2014 - September 2018 (incl.)

Passenger Cars						Commercial Vehicles					
	2014	2015	2016	2017	9/2018		2014	2015	2016	2017	9/2018
Alfa Romeo	1	1	1	4	24	Chevrolet	51	97	19	30	0
Chevrolet	559	291	148	124	0	DAF	3	39	0	0	0
Chrysler	1	3	0	0	0	FAW	22	109	161	236	101
Datsun	0	20	0	31	0	Fiat	22	25	45	131	182
Dodge	21	4	1	0	0	Ford	11,348	6,657	3,071	1,374	1,721
Fiat	8	3	9	18	23	FUSO	0	0	30	0	24
Ford	0	0	1	58	114	GWM	27	57	44	0	0
GMSA/Isuzu	0	0	0	0	33	Hino	0	0	0	5	48
Honda	355	384	315	482	359	Isuzu	1,458	3,035	1,792	3,244	2,735
Infiniti	2	0	0	0	0	Iveco	245	146	127	176	55
Isuzu	0	0	0	0	33	JMC	0	3	0	10	1
Jeep	386	316	112	149	80	Kia	3	13	12	17	0
Kia	28	29	10	32	0	MAN	421	227	88	102	68
Mercedes-Benz	167	430	371	341	87	Mercedes-Benz	0	0	0	26	32
Mitsubishi	123	118	199	48	81	Mitsubishi	262	218	116	130	97
Nissan	143	56	0	0	0	Nissan	13,318	8,994	6,267	6,364	4,596
Porsche	8	11	1	2	1	Powerland	0	3	0	9	0
Suzuki	0	4	3	12	24	Powerstar	36	20	2	5	0
Toyota	5,814	2,708	1,246	1,553	1,344	Renault	15	18	0	0	0
Volkswagen	62	69	23	153	19	Scania	317	156	195	94	102
Volvo	14	18	14	9	9	Tata	5	4	8	0	0
Other	5	9	1	0	10	Toyota	25,025	16,880	6,815	6,594	5,894
Total	7,698	4,474	2,455	3,016	2,199	UD Trucks	182	116	103	106	145
						Volkswagen	5	48	3	34	70
						Volvo Group	40	77	144	140	147
						Other	2	10	1	2	0
						Total	53,316	36,957	19,050	18,829	16,018

Source: NAAMSA/Lightstone Auto



ASCCI initiates revised approach to promoting localisation



Localisation is a critical tool for industrial development, and as the national co-ordinating body, Automotive Supply Chain Competitiveness Initiative (ASCCI) aims to advance its localisation agenda through activities which support successful localisation of components in the South African automotive sector. Against a backdrop of current low levels of local content, and the proposed ambitious targets outlined in the forthcoming South African Automotive Masterplan, a key priority for ASCCI is to deepen local manufacturing value addition through localisation, by developing opportunities for local sourcing of components at a Tier 1 and Tier 2 level.

In recent months, with the support of its key funding partners (The Department of Trade and Industry, NAACAM, NAAMSA and NUMSA), ASCCI has initiated a revised approach to promoting localisation. The first of these activities was the roll-out of a survey to OEMs and Tier 1 firms to identify opportunities and barriers to localisation. Key barriers to localisation which were explored through the survey included: timelines associated with the localisation opportunity; the availability of locally-sourced materials; associated shipping costs; and access to requisite technologies to facilitate the localisation opportunities. After consolidating the survey responses, three priority sub-sectors were selected: metal pressing/forming (139 opportunities); plastic moulding (91 opportunities); and fabric/trim/foam (16 opportunities).

Following this, Tier 1 firms in each of the priority sub-sectors were invited to present to ASCCI's Localisation Sub-Committee on their three highest-value localisation opportunities. The Sub-Committee interrogated presentations from six Tier 1 firms, and developed a dashboard of prioritised localisation opportunities, which ASCCI will support over the next six months.

The second significant localisation activity undertaken was the development and launch of a Localisation Pipeline Tool. The Tool, developed in collaboration with key stakeholders, can be used to undertake an initial feasibility assessment of identified localisation opportunities, considering blockages to localisation and the extent to which they impact or prohibit the introduction of specific new local content. The Tool considers five key criteria: market opportunities; technology; shipping and sourcing; financial viability; and part price benchmark. Once all the relevant information has been uploaded, the Tool generates a colour-coded viability outcome. Should the opportunity found to be viable, it is recommended that a formal business case be undertaken to full assess the viability of the opportunity. The Tool also allows ASCCI to develop a strategic view of the viability of industry-wide localisation opportunities.

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For more information about participating in ASCCI Localisation programme, please contact the ASCCI project management team on ascci@bmanalysts.com or 031 764 6100. The Localisation Pipeline Tool may be accessed at <http://localisation.ascci.co.za/login>



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ASCCI ANNUAL REPORT 2018



Pasdec Wins Lucrative Nissan Contract

Pasdec Automotive Technologies Botswana has been awarded a seven-year contract by Nissan SA to manufacture and supply electrical wiring harness sets for their 3G-20 H60A vehicles.



Start of production will be in June 2020 and will result in the creation of approximately 120 additional jobs. The project will also see capital expenditure in the region of ZAR48m at Pasdec's plant in Lobatse, Botswana.

The H60A represents the first new Light Commercial Vehicle platform at Nissan SA since the D22LCV and a total of 27 000 vehicles per annum will be produced.

According to Kevin Pather (*pictured left*), Pasdec's CEO, the awarding of the contract is a significant milestone in the company's history.

"Pasdec has enjoyed a long and successful relationship with Nissan SA," says Pather, "and we are delighted that we have been given a further opportunity to strengthen our partnership. It is also important to recognise and applaud the contribution and support of Pasdec's shareholders, management and staff in successfully bidding for this contract."

NAACAM SHOW 2019
CALLING ALL EXHIBITORS TO APPLY FOR TECH. DEMO. PRESENTATIONS



DURBAN ICC
12 - 14 MARCH 2019

NAACAM Show Tech. Demos are an opportunity to showcase innovative South African solutions in the automotive component manufacture sector to the estimated 1 600 participants.

To nominate your firm as a Tech Demo provider, please contact the NAACAM Show Team on info@naacamshow.co.za or 031 764 6100
www.naacamshow.co.za

TECHNIQUE

Technique Manufacturing Corporation (Pty) Ltd, a new NAACAM member, is a privately owned, high volume manufacturer of OEM 1st Tier automotive parts and sub-assemblies, based in Pinetown, Durban.

Our forte is progressive die stamping of steel, aluminium and stainless steel parts; robot and projection or spot welding of sub-assemblies; turnkey solutions for die design, manufacture and industrialization. Technique offers a wide range of technologies and manufacturing processes to meet current automotive design specifications.

Machine capacities for pressed parts range from 40T - 400T mechanical C Frame presses and a 400T H Frame precision auto coil progression press. A 630T H Frame progression facility will be commissioned by July 2019. The firm has a well-equipped, modern tool room with CNC equipped machining centres as well as Wire EDM and CAD/CAM solids design software, used for tool design and efficient programming in tool manufacturing.



Adoption of globally proven Toyota TPS production methodologies facilitates lean manufacturing and gives us a competitive edge.

Our 26-year supply history proves that we strive for continuous excellence in safety, quality, on-time delivery, service and flexibility, delivering up to 25 000 parts per day since Jan 2016 via Kanban. We are extremely proud of our quality (< 20ppm) and delivery record, which places Technique ahead of our competitors.



With strong core values focussed on customer satisfaction and safe, efficient manufacturing as well as maintaining a strong technical leadership team, Technique continues to grow and gain recognition as a preferred supplier.



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Local Vehicle Sales: 2014 - September 2018 (incl.)

	2014	2015	2016	2017	9/2018
Abarth	67	45	70	68	30
Alfa Romeo	297	157	117	225	111
Audi	18,375	14,950	11,600	10,806	6,646
Bentley	0	0	42	61	61
BMW	24,521	21,580	20,355	16,142	12,320
Chery	1,125	748	429	181	0
Chevrolet	21,615	14,387	7,847	3,701	0
Chrysler	389	275	9	0	0
Citroen	802	789	437	8	0
Daihatsu	460	47	0	0	0
Datsun	1,573	5,645	4,664	6,673	5,384
Dodge	832	900	110	55	0
FAW	514	683	273	86	0
Ferrari	82	91	95	76	59
Fiat	2,120	1,317	691	851	501
Ford	40,862	43,063	39,965	37,313	18,986
GWM	979	1,097	159	865	536
Honda	10,169	11,064	8,070	7,187	5,905
Hyundai	39,489	33,720	32,894	31,503	24,385
Infiniti	371	526	84	41	1
Isuzu	0	0	0	0	397
Jaguar	954	758	971	1,247	995
Jeep	7,420	6,308	2,892	1,698	623
Kia	18,675	16,610	14,197	15,975	11,956
Land Rover	5,828	5,375	4,099	3,749	2,841
Landwind	0	17	62	132	134
Lexus	1,344	1,027	1,031	885	582
Mahindra	1,028	917	1,749	2,358	1,568
Maserati	26	64	115	164	72
Mazda	2,563	7,649	11,388	12,844	10,432
Mercedes	28,993	25,228	22,331	20,362	12,430
Mini	2,126	2,078	2,230	2,042	1,534
Mitsubishi	3,665	3,130	2,181	1,192	889
Nissan	15,781	10,105	9,401	11,704	11,270
Opel	3,598	6,483	4,098	3,397	2,102
Peugeot	2,166	1,313	982	799	868
Porsche	1,145	1,468	1,409	1,298	926
Proton	92	14	0	0	0
Renault	18,566	19,952	18,525	22,559	17,874
Smart	60	74	1,042	370	153
Ssangyong	105	92	18	5	1
Subaru	1,263	1,101	905	1,002	738
Suzuki	6,402	6,354	5,366	8,532	8,798
Tata	883	675	972	909	166
Toyota	66,653	66,101	58,188	67,925	49,140
VW	82,093	75,707	67,168	69,166	53,018
Volvo	2,863	2,710	2,034	1,957	1,867
Other	4	3	0	0	0
Total	439,210	412,670	722,530	368,113	266,299

Source: NAAMSA/Lightstone Auto

	2014	2015	2016	2017	9/2018
Changan	0	124	17	72	134
Chery	0	0	18	3	0
Chevrolet	16,726	16,685	12,578	7,698	0
Citroen	98	108	3	0	0
Daewoo	0	0	0	22	56
DAF	247	156	162	288	206
Datsun	0	0	176	240	22
Eicher	0	0	0	32	70
Daihatsu	991	44	0	0	0
FAW	613	806	918	967	764
Fiat	605	404	545	490	547
Ford	30,026	35,403	33,891	33,907	23,342
Foton	763	113	93	33	0
Freightliner	1,243	1,127	498	5	0
Fuso	1,176	1,107	1,219	1,007	870
GWM	1,825	1,397	516	1,515	1,363
Hino	3,423	3,601	3,047	2,995	2,282
Hyundai	4,270	3,951	3,860	3,556	2,535
Isuzu	19,541	20,865	16,344	18,178	13,262
Iveco	1,444	1,098	1,346	1,445	902
Jinbei	611	439	234	0	0
JMC	700	725	398	335	302
Kia	2,961	3,362	2,003	1,811	1,039
Land Rover	440	473	223	33	0
Mahindra	2,481	2,188	1,990	2,118	2,616
MAN	1,880	1,605	1,611	1,810	1,510
Mazda	2,376	1,337	661	529	489
Mercedes	5,486	5,169	4,584	4,992	3,410
Mitsubishi	978	557	43	438	318
Nissan	28,642	31,637	26,874	33,112	22,988
Opel	140	9	0	0	0
Peugeot	185	199	147	47	71
Powerland	0	16	9	47	7
Powerstar	474	483	384	367	392
Renault Trucks	518	182	271	76	57
Scania	2,031	2,505	2,356	2,392	1,495
Ssangyong	30	53	4	0	0
Suzuki	67	27	262	301	192
Tata Cars	0	1,419	1,191	865	306
Tata Trucks	3,053	1,221	983	903	689
Toyota	56,114	52,298	54,805	55,634	41,149
UD Trucks	3,365	2,566	2,078	2,126	1,484
VDL Bus/Coach	7	6	4	17	0
Volkswagen	7,524	7,767	7,959	7,189	4,580
Volvo Truck/Bus	2,120	1,847	1,876	1,994	1,714
Total	205,174	205,079	186,181	189,589	131,163

Commercial Vehicles

EXPORTS OUT OF AFRICA: 2014 - 09/2018

Passenger Cars	2014	2015	2016	2017	9/2018
BMW	60,234	63,680	56,793	47,991	26,236
Hyundai	59	5	23	3	0
Mercedes	32,600	93,005	109,396	113,308	72,247
Toyota	1,453	2,261	952	1,228	546
Volkswagen	54,556	66,299	68,928	65,411	56,097
Total	148,902	225,250	236,092	227,941	155,126

Commercial Vehicles	2014	2015	2016	2017	9/2018
FAW	0	0	2	8	0
Ford	33,429	31,825	49,527	53,859	47,673
Hyundai	11	0	0	0	0
Isuzu	0	7	7	44	12
Mercedes	0	0	0	0	4
Nissan	1,082	10	0	0	5
Toyota	32,497	35,322	37,683	34,396	28,974
Total	67,019	67,164	87,219	88,307	76,668

Source: NAAMSA/Lightstone Auto



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 A subsidiary of the Gauteng Growth and Development Agency



B-BBEE and Youth Employment Service

With youth unemployment estimated at 36%, it was evident that South Africans could not rely solely on the Government to solve this critical problem. In 2016 the CEO initiative was born and through a collaboration between business, government and labour, the Youth Employment Service (YES) was conceived. This initiative was issued under section 9 of the B-BBEE Act of 2003 as amended, on the 28th August 2018.

About YES

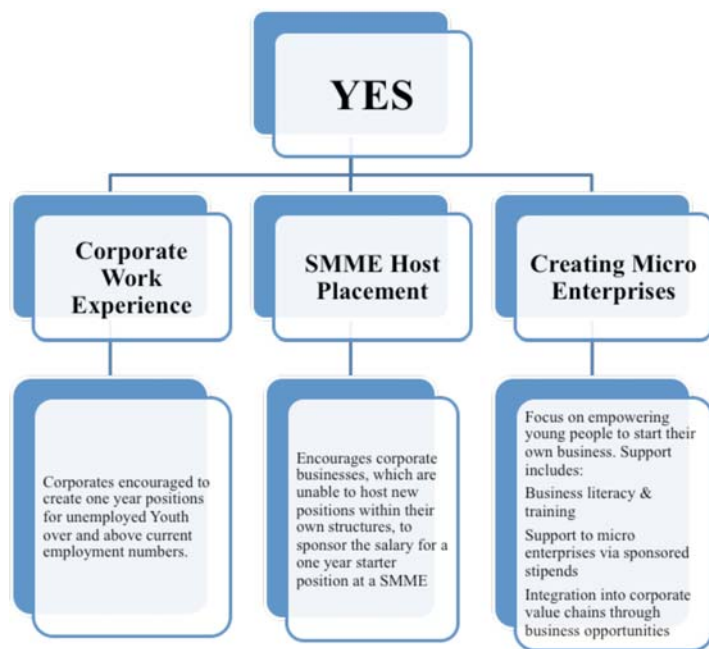
YES is a business-led collaboration with Government and labour. It's intention is to stimulate job creation through company investment and by leveraging Government's existing recognitions such as Employment Tax Incentive and B-BBEE recognition. This is achieved through the placement of black unemployed youth (18 – 35 years old) into new 12 month work experiences.

What is YES?

The YES initiative focuses its effort on the 3 areas where employment creation efforts are likely to have the greatest benefits:

1. The creation of new job opportunities in existing firms, intended specifically for Youth
2. Promoting the capacity of Small, Medium and Micro enterprises (SMME's) which are South Africa's largest employers, with paid-for youth labour
3. Creating new cohorts of SMME's through creative value chain initiatives and knowledge spill-over in collaboration with industry champions

YES Delivery Channels



Qualification for YES

Generic (> R50 million turnover)

- 40% Sub minimum points on all priority elements OR
- Minimum 50% of points on all 3 priority elements QSE (R10m – R50m)
- 40% Sub minimum points on Ownership and one other priority element OR
- Minimum 40% average points on Ownership and 1 other priority element

Entities must maintain or improve their BEE Level from prior year before participating.

YES Targets

Generics

Higher between the following 3:

- I. 1.5% of headcount in preceding year
- II. 1.5% of NPAT in preceding 3 years, converted to a headcount by dividing NPAT by R55000
- III. Target of Annexure A:

Total Revenue Band (R million)	Minimum Black Youth Jobs
R50 m – R75 m	6
R75 m – R99 m	7
R100 m – R146 m	8
Etc	Etc

QSE

Headcount numbers as per table below:

EME / QSE Headcount	YES Youth Target
1 - 19	1
20 - 39	2
40 – 49	3
Etc	Etc

For extended tables, please refer to the downloads tab on www.beecompliancy.co.za

B-BBEE Recognition for Business

Provided the preconditions are met, the table below reflects the numerous levels of B-BBEE recognition achievable through the YES initiative:

Targets Achieved	Increase in BEE Level
Achieve YES Target and 2,5% Absorption	Move 1 BEE level up on scorecard
Achieve 1.5 x YES Target + 5% Absorption	Move 1 BEE level up + 3 Bonus points on scorecard
Achieve double YES target + 5% absorption	Move 2 BEE levels up on scorecard

Funding of YES

Companies wishing to register as YES members will incur registration fees and a recurring annual sign-up fee of:

- R20 000 per company with a turnover above R200 million per annum;
- R15 000 per company with a turnover between R100 and R199 million per annum;
- R10 000 per company with a turnover of between R50 and R99 million per annum;
- R2 500 per SMME with a turnover of between R10 million to R50 million per annum;
- Free registration for SMMEs with a turnover of under R10 million;
- Qualifying companies with a turnover of over R50 million per annum will commit a percentage of NPAT towards YES target for B-BBEE recognition.
- A management and evaluation fee will be charged to companies who wish to qualify for the B-BBEE recognition.

Companies may also visit the following website for more information on the YES initiative:
<https://www.yes4youth.co.za/get-involved/>

For more information or assistance on B-BBEE please contact BEE Compliancy. We are an associate member of NAACAM. BEE Compliancy can offer our clients solutions to their B-BBEE needs, which include:

- Monthly BEE Consulting
- Gap Analysis
- BEE Strategy Planning
- BEE Training
- Desk Top Analysis

We service clients throughout South Africa and may be contacted on 031 2661106 or via email: pascal@beecompliancy.co.za