



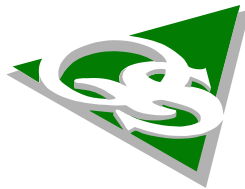
BEPEEC

Built Environment Professions
Export Council

ILASA Conference 2010

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Overview of Presentation

- **Who is BEPEC?**
- **Mission and Vision**
- **Core Services**
- **Assumptions & Challenges**
- **BEPEC Partnerships**
- **Why Africa is the future for project opportunities.**
- **Core Strategy of BEPEC**
- **Membership**
- **Conclusion**

Who is BEPEC?

- A section 21 company
- In a Public Private Partnership with the DTI
- Represent through industry associations the Consulting Engineering (CESA), Architect (SAIA), Quantity Surveying (ASAQS), Construction Project Management (ACPM) and the Institute for Landscape Architecture (ILASA).
- Support export ready firms when exporting their services internationally
- Offers a one-stop-shop for International companies who are in the market to employ South African Built Environment Professionals

Mission

To be the voice of all Built Environment Professionals on matters related to International Business Development

Vision

To ensure that the goals, objectives and policies of the Built Environment Professions in respect of export development and promotion are achieved

BEPEC CORE SERVICES TO MEMBERS

- To provide access to Markets
 - Missions
 - Market Research
 - Export Groupings
- Access to Finance
 - World Bank's - Consultants Trust Funds
 - dti's Capital Goods Feasibility Study Programme
 - Development Financial Institutions and Commercial Banks
- Networking
 - African institutions for Engineers, Architects and Quantity Surveyors are the vehicles through which local partners are identified
 - The Construction Project Managers are not associated with any African Institution, and thus BEPEC offers the project managers access to the African Continent

Assumptions & Challenges

- S.A. Engineers, Quantity Surveyors, Architects and Construction Project Managers have world class skills and experience available at competitive prices internationally
- Strategically and economically the most lucrative markets for the Built Environment is in Africa and the Middle East
- The demand for commodities by China and India will ensure the maintenance of growth rates in African economies, and demand for built environment services
- Members must have a long term strategic approach to Exports
- Key Challenges to working internationally:
 - Large upfront capital and human resource investment
 - Payment risk and repatriation of profits
 - Access to quality information and decision makers
 - Access to Finance
- Competitors receive Government Support.
- BEPEC do those things that individual firms cannot.

BEPEC Partnerships

Department of Trade and Industry

- In a PPP - Built Environment professions with policy support from the DTI's Customized Sector Programme allowing for design of incentives in the pursuit of increased value added exports
- Financial incentives including Export Marketing Assistance Schemes that allow for cost recovery on Missions, Exhibitions and Market Research.
- Capital Projects Feasibility Programme (CPFP)

NEPAD Business Foundation

- Formed at government's request for private sector's support of NEPAD (the New Partnership for Africa's Development)
- A programme of the African Union
- Focus on:
 - issues of poverty alleviation
 - underdevelopment of African countries
 - marginalisation of Africa from the global economy
- Spatial Development Corridor strategy for Africa's economic growth

BEPEC Partnerships cont.

GAMA - Group of African Member Associations of Consulting Eng.

- Is the recognized voice of consulting engineering in Africa.

Union of African Architects

- Is the recognized voice of Architects in Africa
- South Africa will host the International Union of Architects.

African Association of Quantity Surveyors

- Is the recognized voice of Quantity Surveyors in Africa.
- The AAQS meets four times a year

Government Departments

- To influence the policies of various government departments such as Foreign Affairs, Public Works, Water Affairs and Treasury on projects related to Development Corridors

Development & Commercial Financial Institutions

- develop relationships with various development and commercial financial institutions
- to facilitate participation in projects once they are bankable

Why Africa and Emerging Markets are the Future

- Emerging Markets (EM) withstood the financial crises better than developed economies.
- EM countries' GDP to equal developed country GDP by 2018.
- Spending power of BRIC countries to grow three fold. Western Europe to only grow 10% by 2018.
- Projected (2018) GDP growth of Sub-Sahara Africa (5.8%) higher than all other regions except for Emerging Asia (6.6%).
- BRIC countries in the top 6 GDP list with US no 1 and Japan no 3.
- Major revamp of world's business and physical infrastructure will be required to reflect the shift in spending power.
- Exchange rate of around R7.60 predicted for 2012.
- South Africa Growth rate predicted at 2.6% for 2010, 2.9% for 2011 and 3.4% for 2012. Africa growth for the same is 4.8%, 5.4% and 5.8%.
- High growth economies in Africa are in SADC. Angola, Zambia and Tanzania predicted GDP growth of between 7 and 8% for the next three years.

BEPEC CORE STRATEGY FOR AFRICA

4 Export Groupings based on Development Corridors to be created:

- SADC Export Grouping which focuses and explores opportunities in the North South Corridor involving; Botswana, Zambia, Zimbabwe, Democratic Republic of the Congo (DRC), Tanzania and Mozambique.
- East Africa Export Grouping which focuses on and explores opportunities in the Central Development Corridor involving Tanzania, Kenya, Uganda, Rwanda and Burundi
- Post Conflict Reconstruction Export Grouping which focuses on the Lobito Corridor and the Bas-Congo Corridor involving Angola and Northern DRC
- Arabian Gulf Export Grouping which focuses on opportunities in the Middle East involving; United Arab Emirates, Kingdom of Saudi Arabia, Oman, Bahrain and Qatar
- Members to have a platform from which they can collaborate to compete.

**NEPAD indicative Spatial Development
Program (SDP) First Pass!**



Membership

Arcus Gibb (Pty) Ltd
ARQ (Pty) Ltd
Arup
Aurecon South Africa (Pty) Ltd
B&A Group (Pty) Ltd
Bigen Africa
Bild Architects (Pty) Ltd
BKS (Pty) Ltd
Boogertman & Partners (Pty) Ltd
CKR Consulting Engineers (Pty) Ltd
Crafford & Crafford Architects
Crane QS
Croswell Engineers (Pty) Ltd
CSM Consulting Engineers (Pty) Ltd
De Leeuw SA Holdings
Dihlase Consulting Engineers (Pty) Ltd
Element Consulting Engineers
Encon Engineering Projects (Pty) Ltd
GMH/CCP Consulting Engineers
GOBA (Pty) Ltd
HBS Africa Consulting Engineers (Pty) Ltd
Henry Fagan and Partners
HHO Africa
Holm Jordaan Group (Pty) Ltd
Iliso Consulting (Pty) Ltd
Ingerop South Africa (Pty) Ltd
Interactive Africa (Pty) Ltd
Jeffares & Green (Pty) Ltd

John Fleming Architect
K'Enyuka
Knight Piesold (Pty) Ltd
KV3 Engineers
Lategan Bouwer Civil & Structural Engineers (Pty) Ltd
Lebone Engineering (Pty) Ltd
Mhiduve Consulting (Pty) Ltd
MMA Architects cc
Neo Dimensions Architects
Nyeleti Consulting Engineers (Pty) Ltd
Paragon Architects (Pty) Ltd
PD Naidoo & Associates (Pty) Ltd
PLP Consulting Engineers (Pty) Ltd
Read, Swartman, Voigt (Pty) Ltd
SeCo Project Managers (Pty) Ltd
SIP Project Managers (Pty) Ltd
SNA Civil & Structural Engineers (Pty) Ltd
SMV Civil Engineers (Pty) Ltd
SSI Engineers & Environmental Consultants (Pty) Ltd
Stauch Vorster Architects
Turner Townsend (Pty) Ltd
TWP Projects (Pty) Ltd
TPS.P Architect (Pty) Ltd
UWP Consulting (Pty) Ltd
Vela VKE Consulting Engineers (Pty) Ltd
Virtual Consulting Engineers
WSP Group Africa (Pty) Ltd

Membership

- Membership fees are based on the total number of staff:

Less than 2	R 2 400.00
3 to 10	R 5 400.00
11 to 50	R 9 700.00
51 to 100	R 16 200.00
101 to 250	R 21 600.00
251 to 500 (or more)	R 27 000.00

(the fees quoted include VAT)

- Membership term runs from 1 March – 28 February annually

Conclusion

- Capacity to drive initiatives that provide access to project opportunities projects w.r.t political strategy and coordination
- Relevant information on spending patterns, planned tenders & projects, projects and initiatives outside of member knowledge and influence.
- Actively seek and facilitate cross-sectoral collaboration, opportunities and projects.
- Facilitate alignment between members of BEPEC, Government and NEPAD (New Partnership for Africa's Development) Infrastructure initiatives in Africa and similar initiatives in the Middle East.



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Thank You