

Speech for SAVA and SAPPMA Conference

14th August 2025; NH Hotel, Sandton

A good morning to you all. It gives me great pleasure to be standing amongst captains of industries today to address you at the conference. My name is Rashmee Ragaven and I am a senior manager in the Department of Trade, Industry and Competition in the Investment and Spatial Industrial Development Branch responsible for attracting investment into the country. I have no doubt that all of the discussions and deliberations will help all of you and us as government to navigate through a very tough terrain. The world is going through a number of shifts and these shifts need all of business to be agile, adaptive and resilient in the face of an uncertain world as we are seeing today. It also presents an opportunity for us to collectively each take responsibility to shape, develop and create new ways of working in what we do to take the industry forward. The environment requires a new paradigm and competition and diversification and adaptation and agility are more important today than ever before.

So how do we have inclusive growth, the jobs created, the leveraging of the instruments within government to continue growth. Where are the opportunities, the support as we drive localization, transformation, job creation and business growth, key pillars within government. We cannot do it alone.

Partnerships, Diversification, value chains, sustainability and policy are key pillars that companies like yourselves may have to look at. I don't have to tell you about the contribution you each bring to the economy and what you are already contributing. I wish to congratulate you for the value and the investment that you have made and continue to make in the country.

The plastics pipe industry market is a significant player in the country's infrastructure particularly in the water and energy and sewage disposal and many other related areas of the sectors. The market has grown and continues to grow. What we are seeing are the opportunities that present itself. Today the Minister of Public Works also indicated that South Africa is a construction site, clearly a lot of development in infrastructure not only in SA but the region and the continent. The country has committed to increasing investment in infrastructure and we believe that if the industry comes together and builds together we will be able to grow this market and industry.

Other opportunities include aging infrastructure, replacing and maintaining existing pipe networks. This also presents a significant opportunities for market growth. Companies specializing in pipe manufacturing, repair and maintenance stand to benefit from ongoing need for infrastructure upgrades and modernization.

What levers are available to us as business. The lever of Procurement, designation and localization are the instruments that can be used and Industrial Procurement is a directorate in **the dtic** that you can engage with. Government has prioritized the procurement of locally manufactured products to support industrial development. We would encourage you to engage with the Department. You can also engage with the Policy unit that develops and shapes policy for the industry

Special Economic Zones- if you were looking for a location to set up your manufacturing facility then you can engage with our SEZ unit within the Department .

Imports and tariffs - you can engage with ITAC, an agency of **the dtic** that is responsible for tariff determination and investigation and remedies

Diversification of markets, access to markets, leveraging the Preferential and Free Trade agreements are also very important and we have a directorate that looks after the AfCFTA and the trade agreements.

We also have financial instruments such as Incentives in the Department as well as developmental financial institutions that look at the financial needs of the company. You can also engage with our Export Credit agency should you wish to explore opportunities beyond the borders of SA.

Key to all of this is the building of strong partnerships between the private sector and government and we are ready to partner with you, provide you with the advice, information and facilitation of engagements with the necessary role players.

I look forward to developing a closer collaboration with you and would like to wish the conference all the success including robust engagements today.

I thank you.