



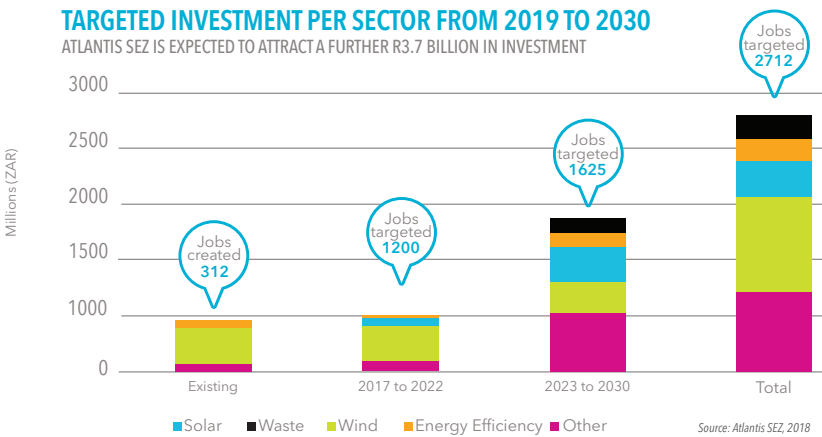
# GREEN ECONOMY

Cape Town is the green economy hub for South Africa and the continent. The city provides businesses and investors with prime locations, modern infrastructure, a skilled workforce, low operational costs. The Atlantis Greentech Special Economic Zone offers an abundance of land and resources.

A number of companies in the green economy have their headquarters in Cape Town across the economic clusters of solar photovoltaic manufacturing, electrical manufacturing, fuel supply, professional services and supporting bodies.

## TARGETED INVESTMENT PER SECTOR FROM 2019 TO 2030

ATLANTIS SEZ IS EXPECTED TO ATTRACT A FURTHER R3.7 BILLION IN INVESTMENT



## 8 REASONS TO INVEST IN ATLANTIS SEZ

1. Strong and growing South African and African markets for Greentech.
2. Well-located and development-ready area with large tracts of industrially-zoned land.
3. New public transport links and fibre connectivity.
4. Close proximity to Cape Town port (40km), Saldanha port (105km) and airports.
5. A strong support base and existing relationships for investors to tap into.
6. A One-Stop-Shop (OSS) for wide-ranging investor support
7. Incentives for investors and tenants.
8. A large range of unskilled, semi-skilled, technical and professional candidates.

SA'S ENERGY SERVICES MARKET IS ESTIMATED TO BE WORTH R110.5 BILLION OR US\$7.8 BILLION BY 2035.

Source: GreenCape, 2018

R110 Bn

## FOOTPRINT OF CAPE TOWN'S RENEWABLE ENERGY INDUSTRY

COMPETITIVE CLUSTER



**SOLAR PHOTOVOLTAIC MANUFACTURING**

MAJOR COMPANIES

- Suntech Power
- Sunpower
- Exosun
- JinkoSolar
- SMA Solar Technology
- Znshine Group
- PROINSO
- Tenesol
- Solaire Direct
- Enertis Solar
- Aurora-Rietvlei Solar Power (RF)



**ELECTRICAL MANUFACTURING**

- E-Lek Engineering



**FUEL SUPPLY**

- Bio Green
- FFS Refiners



**PROFESSIONAL SERVICES**

- Globeleq
- Mainstream Renewable Power
- African Infrastructure Investment Managers
- Mulilo
- Acciona
- Juwi
- Wind prospect

Sources: City of Cape Town using Who Owns Whom, 2017

R7.4 Bn  
FOREIGN DIRECT INVESTMENT  
IN RENEWABLE ENERGY SECTOR  
(2008 - 2018)

Source: FDI Intelligence, 2019



# OPPORTUNITIES IN THE ENERGY SERVICES AND GREEN ECONOMY

## EMBEDDED GENERATION

**ROOFTOP SOLAR PV:** Total annual available market of R5 billion and a total available market of **R75 billion by 2035** with opportunities for investors, project developers, equipment suppliers and technical advisors.

**ENERGY STORAGE:** **R14.5 billion market**, with opportunities for the private sector (demand charge reduction and backup power), municipalities (frequency regulation and distribution deferral) and for Eskom (transmission and distribution deferral).

## ENERGY EFFICIENCY

**ENERGY EFFICIENCY MARKET:** Potential to grow to **R21 billion by 2035** with resulting annual energy efficiency savings of as much as 30TWh as sector-specific opportunities are unlocked.

**ENERGY EFFICIENT GREEN BUILDINGS:** **R13.6 billion market**, with opportunities for investors in the construction sector and for ESCOs that can specialise in offering services to this growing sector.

## ENERGY FINANCE

**PROPERTY ASSESSED CLEAN ENERGY** is a municipal financing scheme that offers financing which is repaid as an assessment on the property's rates bill. This represents a key route to market and a means of "bundling" projects for energy investors.

**BANK** offerings for financing energy services investments from the various commercial South African banks.

Source: GreenCape Market Intelligence Report, 2018

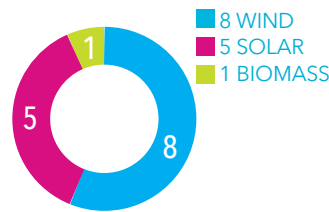
## CAPE TOWN RENEWABLE INDUSTRY INDICATORS



OF NATIONAL INDEPENDENT POWER PRODUCERS PROJECTS ARE IN CAPE TOWN

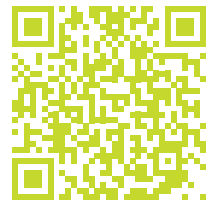


OF NATIONAL MANUFACTURERS OF RENEWABLE COMPONENTS ARE LOCATED IN CAPE TOWN



PROCURSED PROJECTS UNDER REIPPPP IN WESTERN CAPE

Source: GreenCape, 2018



FOR MORE IN-DEPTH MARKET INTELLIGENCE VISIT [GREENCAPE](http://GREENCAPE)

## THE SEZ OFFERS INCENTIVES



## FIRST STEPS TO INVEST IN ATLANTIS SEZ

1. Ensure you have a new venture in a business that is "greentech".
2. Contact the City's Investment Facilitation Team: Tim Hadingham [timothy.hadingham@capetown.gov.za](mailto:timothy.hadingham@capetown.gov.za) (+27 21 417 0518).
3. If your business passes the initial screening, you will be provided with an application form. You will need to complete the form and submit supporting documentation, including a business plan.
4. The application will be evaluated through a process which includes representatives of the Western Cape Government's Department of Economic Development and Tourism, the City of Cape Town, Wesgro and GreenCape.
5. If your application is successful, the land area will be confirmed and the investment promotion team will support you in moving forward and setting up operations in the SEZ.

