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Strong South African contingent at high-level Angolan investment and power forums

South African companies have shown enormous interest in doing business in Angola and a large contingent is on its way to the annual **iPAD Angola** conference that is taking place from 4-5 May in Luanda, followed by the **Southern African Power Industry Forum** from 6-7 May.

High-level dignitaries and experts will address prospective investors, including Angola's Energy minister, H.E. Emanuela Afonso Vieira Lopes, and the Secretary of State for Industry, Kiala Gabriel, who will highlight investment opportunities and partnerships in Angola's industrial and power sectors.

The iPAD (Infrastructure Partnerships for African Development) events are well-known and respected high-level investment forums on the continent.

Two countries, one goal

The director of **iPAD Angola**, Piera Abbott, says South Africa and Angola make for a good combination: "South Africa and Angola have a lot in common. Both countries have demonstrated that they can overcome political and historical obstacles and both have only just started to rise to their true potential. With the recent announcement by the Angolan government of a number of lucrative projects in the mining, construction, transport, telecoms, water and power sectors, it is clear that Angola truly is the next land of opportunity in Africa, while South Africa has so much to offer in terms of partnerships, technology and expertise."

"A really challenging market"

Roger Ballard-Tremeer, Honourary CEO of the South Africa-Angola Chamber of Commerce, says with the adoption of the country's new constitution during January 2010, there is more interest than ever: "The appointment of new faces to some key Ministerial and Secretary of State positions, the concurrent restructuring of the national government departments, the adoption of a Law on Probity to deal more effectively with the theft of public funds and repeated expressions, at the highest levels, of zero tolerance for corruption, Angola has entered a third Republic that has the potential to bring a better life to all."

He says there is huge potential for investment: "The non-oil and gas and diamonds sectors across the spectrum, especially in the infrastructure sector, now offer trading and investment opportunities that beg for serious consideration by those with an appetite for a really challenging market."

DHL Express

According to Ballard-Tremeer, South African infrastructure and support are often vital for Angolan agents, offices and partners, such as the courier company DHL Express: "Deutsche Post's DHL Express has been in Angola for more than 25 years providing fast and efficient courier services that have made, for example, peace-keeping, modern humanitarian actions

and development initiatives and high economic growth possible in Angola – DHL Express Angola receives much of the support necessary to make this happen from its South Africa-based regional management team.”

Surgetek

A South African company specialising in lighting and power surge protection, Surgetek, has also firmly set its sights on Angola, having supplied products and services for a large project in Northern Angola to the value of over U\$D1-million. Says Paul van As, Divisional Manager LV Protection, “we have offered the same product, service and training in Botswana, Namibia, Uganda, Kenya, Tanzania and Nigeria and these products and services are now specified as industry standards.”

Paul van As says partnerships are the best route to do business in Africa: “Partnerships definitely work best in Africa as you have a person with local knowledge and contacts and we offer the technical expertise and backup.”

Companies at iPAD

DHL Angola, Surgetek and the South Africa-Angola Chamber of Commerce are just some of the members of the strong South African contingent who will be in Luanda in May.

Other companies who will be there include: Unitel, Siemens Angola, Standard Bank, DHL, Mohan Energy, Chopper Worx, General Cables, the Angolan water utility EPAL, GA Angola Seguros, Novacel, the NEPAD Business Foundation, Maat Consulting, Surgetek, TPL, Interplast, Bowman Gilfillan, GA Angola Seguros, Luanda Ports Authority, Landis+Gyr, ELO, TPL, Itron, Seifel, Omicron, Escom, Endiama Angola, ANIP, Banco de Fomento Angola, Nampower, WCIPA, Ipsa Group, IFC, ENE, AED, COELBA, EDEL.

Event websites: www.ipad-africa.com/angola and www.ipad-africa.com/powerforum

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Event location:

Hotel Tropico, Rua da Missão 134, Luanda

More upcoming iPAD and Power events: www.ipad-africa.com