



Energy Trade Mission to South Africa & Mozambique November 1 – 9, 2016

Where & What: Johannesburg and Cape Town, South Africa, and Maputo, Mozambique. The mission will **coincide with Africa Oil Week in Cape Town**. Registered participants may separately apply for one-on-one “Gold Key Service” matchmaking appointments with prequalified in-country distributors and representatives.

Who should go: Experienced upstream/midstream suppliers and service firms seeking opportunities related to major natural gas exploration and ongoing process projects in these markets. Preference will be given to companies operating in Louisiana, but any U.S. product or service is eligible to apply.

Costs & Deadlines:

- Mission fee of \$2,985 includes networking and briefing events, industry meetings and tours, ground transportation and airport transfers. Mission registration deadline October 1, 2016.
- One-on-one matchmaking appointments require separate application, due September 15.
- Estimated coach fare is \$2,000 including all stops.

Eligible companies may be reimbursed up to \$5,000 for mission costs by Louisiana Economic Development, pending separate application and award of Small Business Administration “STEP” Grant.

Why South Africa?	Why Mozambique?	What’s included?
<ul style="list-style-type: none"> ❖ Find partners to access sector opportunities across Sub-Saharan Africa. ❖ Outdated refinery fleet needs reinvestment, especially in clean fuel technology upgrades and GTL projects. ❖ Demand for gas is increasing to replace declining coal reserves, with corresponding infrastructure needs. ❖ Johannesburg-headquartered Sasol is a worldwide leader in GTL, with projects across the region. ❖ Deep water ports like Cape Town provide vessel repair and upgrades for clients such as Transocean, Pride International, Chevron, Acergy and Saipem. The largest drydock in Africa is located here. ❖ Discoveries around the coast of Southern Africa present major opportunities—from reducing the cost and carbon intensity of power generation, to creating a supply of chemical feedstock to drive manufacturing development. 	<ul style="list-style-type: none"> ❖ Set to become the world’s third largest producer of natural gas; discovery of 180 TCF gas reserves in the Rovuma Basin. ❖ Investment of more than \$30 billion is expected to produce 20 million tons per year of liquefied natural gas (LNG); initial exports estimated to start in 2021. ❖ Additional investments could surpass \$100 billion. ❖ Major investments by Anadarko and ENI (Italy), as well as from Asian and European investors. ❖ State-owned projects under development include national distribution pipeline infrastructure, Pemba port expansion, and the General Urbanization Plan for the district of Palma, the natural gas industry hub. 	<ul style="list-style-type: none"> ❖ VIP Reception in Cape Town during Africa Oil Week. ❖ VIP Reception in Maputo at Ambassador’s Residence. ❖ Meetings with regulators, industry tours, and primary developers. ❖ Optional Gold Key Service matchmaking appointments ❖ Tour of Saldanha Bay Industrial Development Zone, S.A.’s expanding flagship oil & gas marine repair engineering and logistics services complex. ❖ Market briefings and tailored support from the U.S. Commercial Service. ❖ Local transportation to all official events, and shuttles to/from airport. ❖ Assistance with hotel and flight reservations. ❖ Market research and country briefings prior to departure. ❖ See mission itinerary for more details.



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Sample Itinerary

<p>Monday, October 31: Depart New Orleans Tuesday, November 1: Arrive Johannesburg Wednesday, November 2 (Johannesburg): Welcome market briefing by U.S. Commercial Service, group meeting with South Africa industry, and opportunity for one-on-one appointments Thursday, November 3: AM flight to Cape Town, opportunity to participate in Africa Oil Week (additional conference fee) or conduct offsite one-on-one appointments, reception at Consul General Residence Friday, November 4 (Cape Town): Opportunity to participate in Africa Oil Week or conduct offsite one-on-one appointments; PM industry visit to Saldanha Bay IDZ</p>	<p>Saturday, November 5: Free Day in Cape Town Sunday, November 6: Travel to Maputo, Mozambique Monday, November 7 (Maputo): Welcome market briefing by U.S. Commercial Service, opportunity for one-on-one meetings, group meetings proposed with regulators and primary developers, reception at Ambassador’s residence Tuesday, November 8 (Maputo): Opportunity for one-on-one meetings, industry tour proposed, wrap-up Wednesday, November 9: Return to U.S. via Johannesburg</p>
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REGISTRATION FORM

Name: _____ **Title:** _____

Company: _____

Address: _____ **City:** _____

State: ____ **Zip Code:** _____

Phone: _____ **Email:** _____

Louisiana District Export Council is a working group of private sector business leaders appointed by the U.S. Secretary of Commerce to advise the agency on matters of international trade and support export development.

Register to participate, or inquire for more information:

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