



# TRADE LOGISTICS

*YOUR KEY TO INTERNATIONAL TRADE*

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## Grants Available To Exporters

## Grants available to assist exporters:

In an attempt to grow South African exports the government is awarding grants to South African exporters. This money is available to all exporters who want to market their merchandise internationally.

Your company qualifies for a grant if you:

- Have a South African manufactured product (at least 35% local)
- Have traded for more than 1 financial year (for SA pavilions 2 financial years)
- Are a registered legal entity
- Apply for a grant at least 2 months in advance (for SA pavilions 6 months in advance)
- Are able to export and compete in an international market

Below is a summary of the grants most commonly used by exporters. HDI stands for Historically Disadvantages and SMME stands for Small, Medium Enterprise.

### Grant 1: Market at an Exhibition / Trade Show

Assistance is granted to exhibit products at recognized local or international trade exhibitions.

Summary of what the grant includes:

Company Type	Details	Amount
HDI, SMME	Flights	100%, up to max R13 000
HDI, SMME	Subsistence Allowance	R2000 p/day, max 15 days
HDI, SMME	Transport of Samples	max R17 500 (no storage paid for)
All businesses	Exhibition Costs	100%, up to max R45 000

## Grant 2: Market at an Exhibition with a South African Pavilion

Promote your products at certain selected trade shows with other South African Exporters under the banner of South Africa. The advantage of this grant is that much of the logistical and marketing arrangements can be done on your behalf. For a list of international exhibitions with a South African Pavilion [click here](#).

Summary of what the grant includes:

Company Type	Details	Amount
HDI, SMME	Flights	100%, max R13 000
HDI, SMME	Subsistence Allowance	R2000 p/day, max 15 days
All businesses	Transport of Samples	All costs*Conditions apply
All businesses	Exhibition Costs	All costs*Conditions apply
All businesses	B2B business facilitation/market research/Export readiness help	max of R350 000

Note: The Entity applying must have capacity to meet the demand of increased sales.

## Grant 3: Invite Potential Buyers to Visit your Business

Assistance is given to host potential buyers in South Africa in order to conclude export orders or for skills transfer. This grant is for first time visits only, applicant must have no previous relations with companies invited to visit.

Summary of what the grant includes:

Company Type	Details	Amount
HDI, SMME	Flights	100%, max R13 000
All other businesses	Flights	50%, max R6500
All businesses	Subsistence allowance	R2000 p/day, max 5 days
All businesses	Car rental	R200 p/day, max 5 days

### Grant 4: Visit Potential Buyers or Conduct Market Research Abroad

Assistance is given for developing new export markets and by visiting potential new buyers and/or attending exhibitions / conferences abroad. The applicant must have 2 confirmed appointments per day to qualify for the subsistence allowance. Applicant may attend a trade exhibition for 2 days or attend a conference.

Summary of what the grant includes:

Company Type	Details	Amount
HDI, SMME	Flights	100%, max R13 000
All businesses	Subsistence Allowance	R2000 p/day, max 10 days
All businesses	Transport of Promotional Material	max R1000
All businesses	Marketing materials development	max R2000
All businesses	Registration of a product in a foreign market	50%, max of R100 000 per annum



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