

annual report

1 July 2022 - 30 June 2023

Cape Chamber
OF COMMERCE AND INDUSTRY



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Purpose

To facilitate cooperation
to unlock opportunities
for economic growth.

"Networks unlock opportunity"



Vision

Our vision is to grow the
economy of the Western
Cape sustainably.

"Shape a better future"

a message from the president



A year ago we promised change, and change is what we delivered.

The Cape Chamber can look back on a year in which we not only achieved our targets, but excelled in several priority areas.

We successfully strengthened our Chapters through in-person events and dialogue. We also continued our active engagement with both sector Associations and our umbrella Network of Networks. Our central role in facilitating robust discussion around the current Port congestion crisis is but one example of the kind of intervention we consider necessary to our mandate.

Through our regular workshops and seminars we established a robust relationship with our public service partners, particularly in areas of mutual concern. We are heartened by the genuine commitment shown by all involved in grappling with our most pressing challenges, a commitment already reaping rewards.

Along the way, and as per our mandate, we have voiced concerns common to our members and to the broader society. We continue to add value to dialogue around issues as diverse as energy, skills training, and labour policy.

Our media presence is still growing thanks to social media content that has registered staggering audience growth. Our weekly newsletters keep our community informed about key events and themes.

After a period of fiscal instability the Chamber's financial position is vastly improved, reflecting the organisational health we wish to see at all levels of society.

Our overarching strategy remains the same – to build networks of skill, expertise and influence that can drive economic reform and growth. We seek to leverage our collective

experience and knowledge to bring people together around common objectives.

We are convinced that, no matter the inevitable policy disagreements, there is much more to unite rather than divide us.

It has been another monumental year, inside and out, and we are stronger for it. I would like to thank our members for their resilience and support of our efforts to effect change.

I would also like to thank the Board and Council for giving generously of their time, sharing their expertise and supporting our initiatives.

Our chief executive officer, John Lawson has worked tirelessly under often trying circumstances and deserves a special mention. His contribution has helped shape our organisation into a springboard for the big projects yet to come. Thank you also to the Chamber team, who has worked equally hard in support of John, the new strategy, and assisting our members.

Lastly, a warm welcome to all new business and council members who will join us in the unchartered territory ahead.

- Jacques Moolman

“A year ago we promised change, and change is what we delivered.”

a message from the CEO



After decades of decline, the Chamber can once again report good results. We have become more relevant, added more value, reversed membership decline, and now boast a healthy surplus. This achievement is thanks to sterling efforts from the staff, board and new strategic partners. By June 2023 our hard work had resulted in the following notable successes:

- Significant membership growth after years of decline
- Healthy growth in the number of Chamber Industry Association partners, from just one to 32
- A 22% increase in Chapter in-person event participation
- A 386% increase in newsletter reads
- A 1025% increase in social media reads
- A massive increase (from 0 to 18) in the number of improvement initiatives incorporated (in full or partially) into Provincial strategy
- Achieving International accreditation for issuing certificates of origin.
- The best operating profit in 19 years.

The new strategy is working. We are however at the start of a long journey towards excellence.

The current stifling business environment continues to pose seemingly endless challenges to business, in a manner that exceeds the Chamber's internal resources. However the challenges have only strengthened our resolve and accelerated our strategy of connecting Industry Association networks into a network of business networks that transcends the Chamber's limited internal resources.

In this way we have established a platform for larger scale impact. The combined capacity, resources, networks of influence and relationships, enable members to network smarter and identify opportunities that can shape a better future. Our Council of Industry leaders forms the apex of this network of industry networks. It provides a mechanism to voice issues of concern, and to identify and pursue joint priorities.

Transformation of organisations like ours, comes with the pains of changing what does not work. Inevitably, not everyone is happy about the changes. Some lost benefits. Staff that could not deliver what was required, leaders in our Chamber structures who could not drive the changes needed, service providers not meeting standards, mistakes by public sector leaders no longer accepted on face value. Transformation inevitably builds friction and resentment towards the drivers of change. Some feel aggrieved and voice discontent. We will keep focussing and doing what is right – what is best for members, businesses, the economy and our citizens. Our commitment is to serve them, not ourselves.

Networks are built on good relationships. Effective dialogue enables us to mobilise industry. By doing the right things, in the right way, we continue to attract stronger leaders.

I need to express my deep gratitude to the following key role players for making our results possible:

- The Board, for being brave enough to invest in a bold new strategy and provide unwavering support
- Our Industry leaders, for investing time and effort to form the necessary partnerships and networks
- Our staff, for stepping up to new challenges, adapting, and executing our plans

In the next year we will continue to innovate and improve service delivery to all our members and strategic partners.

At your service.

- John Lawson

“By doing the right things, in the right way, we continue to attract stronger leaders.”

the board

The Board is the highest governing body and authority of the Chamber.

Its primary function is to oversee the organisation performance, including strategic direction, setting policy, building capacity to execute, and its functions include:



Providing strategic oversight



Elect Board subcommittee, Chapter and Portfolio Committee members from nominations received from Members



Manage the performance of the Chief Executive Officer



Prepare, approve, and manage the annual Financial Plans and Budget.



Manage and monitor systems of risk management and internal compliance and control, codes of conduct and legal compliance.

The Board's activities are organised by the executive secretary. The CEO and CFO report to the Board as invitees.



Jennifer Dearham



Lian du Plessis



John Lawson



JACQUES MOOLMAN
PRESIDENT
Southern Sun - The Cullinan



DERRYN BRIGG
DEPUTY PRESIDENT
Derryn Brigg Consulting



CHRISTIAAN VORSTER
HONORARY TREASURER
SAICA



JANINE MYBURGH
IMMEDIATE PAST PRESIDENT
Myburgh Attorneys Inc.
Resigned 18 September 2023



TILMAN VON ZUKOWSKI
BOARD DIRECTOR
Trilogy Wealth (Pty) Ltd



JUSTIN BARNES
BOARD DIRECTOR
BMA



THANDI MABENA
BOARD DIRECTOR
Thandi Consulting and Trading (Pty) Ltd



PETER ROSS
BOARD DIRECTOR
ActivPro Business Solutions CC



PAUL HARTNADY
BOARD DIRECTOR
Profitlab
Resigned 29 March 2023

council

of trade & industry leaders

The Council of Trade and Industry leaders forms the apex of the network of industry networks. It serves to provide a voice to various Industry and Chapter (place) issues, and provides a platform for identifying priorities to pursue jointly.

Council was restructured in 2023, to establish Portfolio Committees (PCs) to improve the most important parts of the WC economic eco-system: 16 Industry PCs, 8 Chapters, 10 Business Environment PCs. Sectors and Chapters determine improvement priorities for the Business Environment PCs to pursue through dialogue and cooperation with key stakeholders such as government.

Council is led by the President, alternatively the Deputy-President, managed by the CEO and organised by the executive secretary.

16
Industry Sector PCs

10
Business Environment PCs

8
Chapters



Jacques Moolman



Derryn Brigg



Jennifer Dearham



John Lawson

- Industry Sector PCs**
1. Real estate & Construction
 2. Food & Beverage (manufacturing)
 3. Tourism & Hospitality
 4. Ocean economy
 5. Agriculture
 6. Manufacturing:
 - Metal
 - Textile
 - Plastics
 - Furniture
 7. Transport & related
 - Passenger
 - Freight
 8. Energy supply
 9. Telecoms & ICT
 10. Wholesale & Retail
 11. Business services
 12. Finance & Insurance
 13. Education
 14. Health & Social services
 15. Design & Creative Industries
 16. Non-profits
- Chapters (Places):**
- Athlone
 - Cape Coast
 - Cape Town Central
 - Helderberg
 - Khayelitsha/Mitchells Plain
 - South Peninsula
 - Tygerberg
 - Winelands

Business Environment Portfolio Committees:

- **Public Institution efficacy**
 - Economic & Development policies
 - Public investment efficacy
 - Service delivery, red-tape
 - Governance
 - Public institution performance
 - Public sector reforms
- **Infrastructure efficacy**
 - Transport & logistics (eco-systems)
 - Energy (eco-systems)
 - Water & Sanitation (eco-systems)
 - ICT (eco-systems)
- **ICT adoption efficacy**
- **Health (eco-system) efficacy**
- **Skills development (eco-system) efficacy**
- **Labour market efficacy**
- **Product market efficacy**
- **Financial system efficacy**
- **Business dynamism**
 - Learn & adapt fast to compete
 - Technology adoption
 - Clustering eco-systems
 - BDS eco-systems
- **Innovation capability**
 - Product-, process- innovation
 - Business model innovation
 - Innovation support eco-system
 - Sustainability support eco-systems

media releases



Over the past year, the Cape Chamber made itself heard across the broad sweep of South African media, and across all platforms – radio, television, digital and print. Our media responses, both reactive and proactive, were produced by our in-house journalist in close collaboration with senior management.

The year in review also marked the start of a tandem approach to the Cape Chamber media strategy, with formal media statements often dovetailing with social media videos. In this way we strengthened our messaging and widened our audience.

Our media responses were informed by regular input from the Chamber's in-house research team, allowing for more in-depth analysis, particularly in relation to budget queries. We took pride in crunching our own numbers and, wherever possible, delivering sector-specific information.

In total we delivered 84 press responses and statements on topics ranging from Eskom to Formula-E Racing.

Chambers of Commerce achieve international accreditation

June 22, 2023



Current Western Cape flood disaster is a double whammy for victims of South Africa's broader logistics and transport disaster

June 21, 2023



Cape Chamber welcomes City of Cape Town bid to absorb Eskom clients and infrastructure into single Metro power plan

May 30, 2023



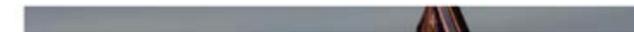
The battle to reclaim Cape Town's central commuter rail line

April 26, 2023



South Africa's unfolding diplomatic furore with the US illustrates the severity of the current leadership deficiencies within national government

June 20, 2023



'One Station at a Time' - Cape Chamber hails PRASA success in reclaiming a large portion of Cape Town's central line

May 23, 2023



City Index for Ease of Doing Business or maybe not

May 12, 2023



GEAP is moving 150 SA entrepreneurs forward to global markets

June 15, 2023

Watch day 2 of the Global Export Accelerator Partnership (GEAP) event showcasing 150+ successful, export-oriented South African Black-owned businesses. [Download the Programme here](#)



Cape Chamber deeply concerned for EFFs blatant disregard for law and order

March 20, 2023



South African government can't shuffle its way out of trouble

March 09, 2023



South Africa's shocking literacy level impacts the country's economic growth prospects

May 22, 2023



New water licensing regulations could do more harm than good

June 07, 2023



Jacques Moolman



Derryn Brigg



John Lawson



Dean Le Grange



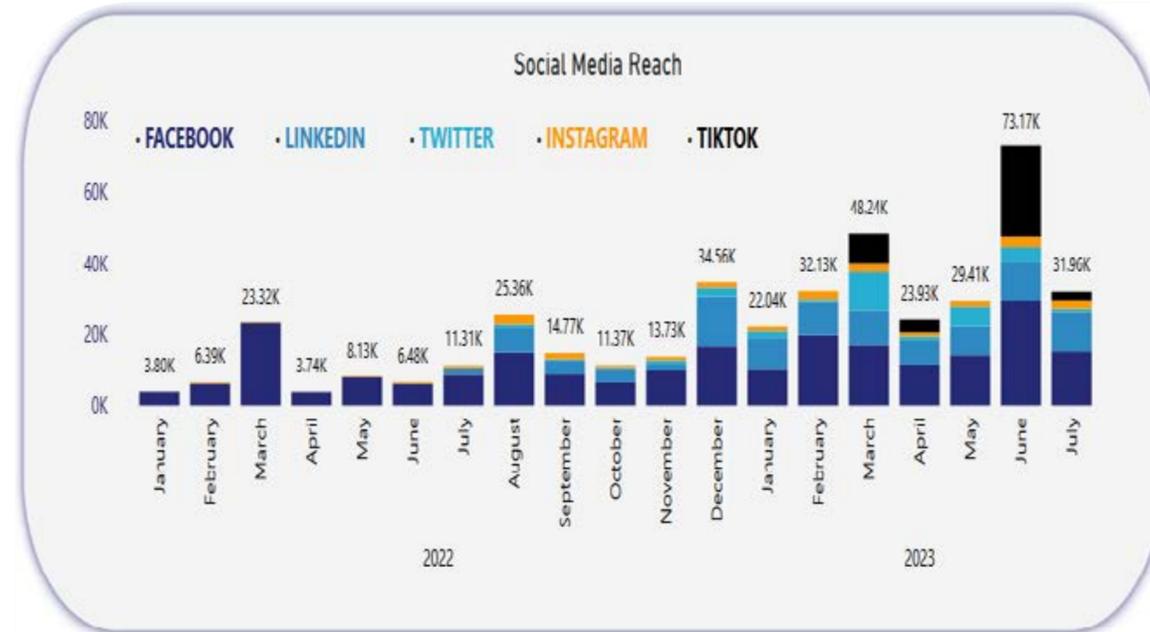
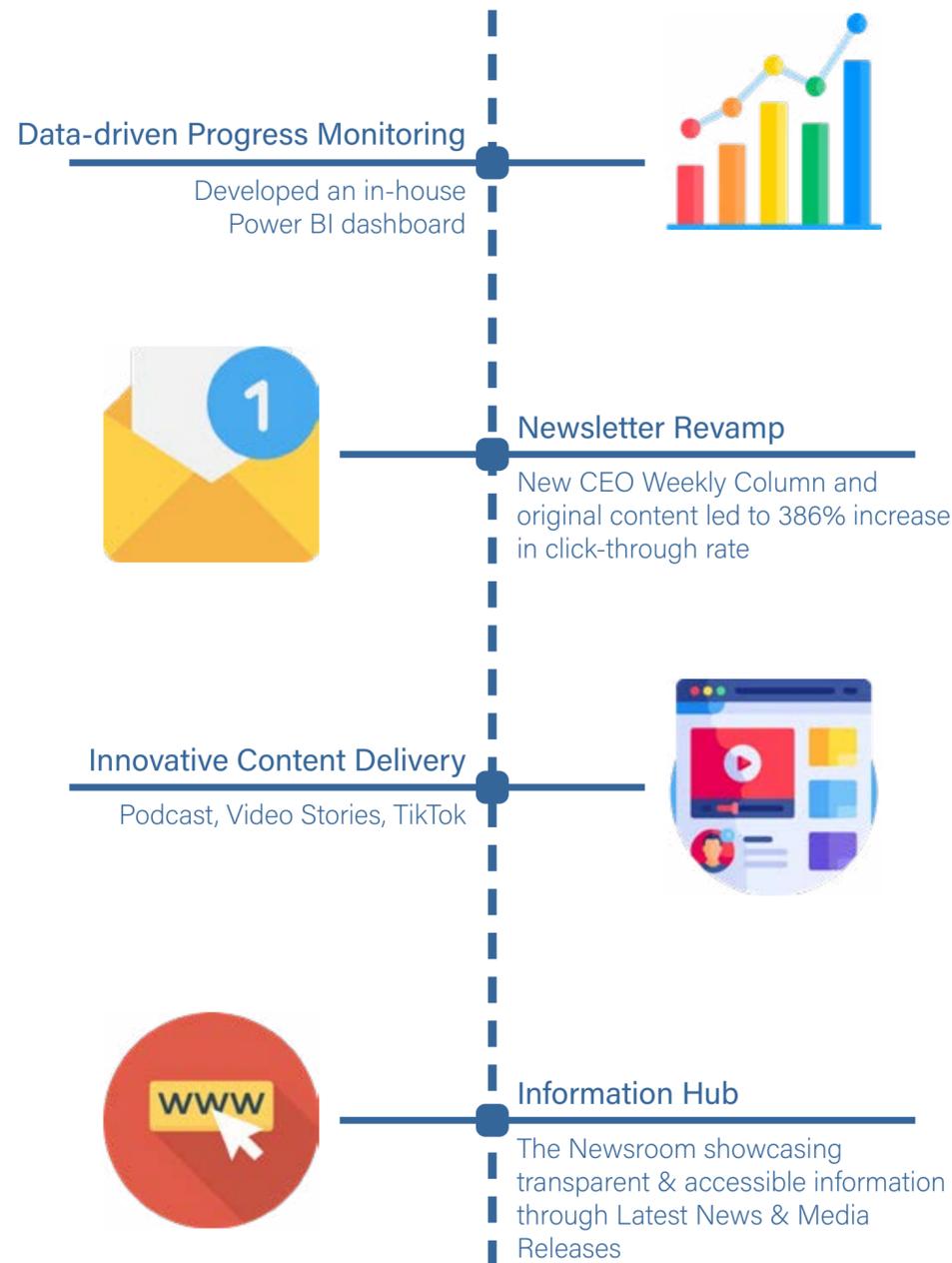
amplifying the voice of business

In our roles as the “Voice of Business” the Cape Chamber embarked on a mission to enhance our digital presence.

The strategy included 4 simple objectives, but the results were immensely positive as indicated on the dashboard.

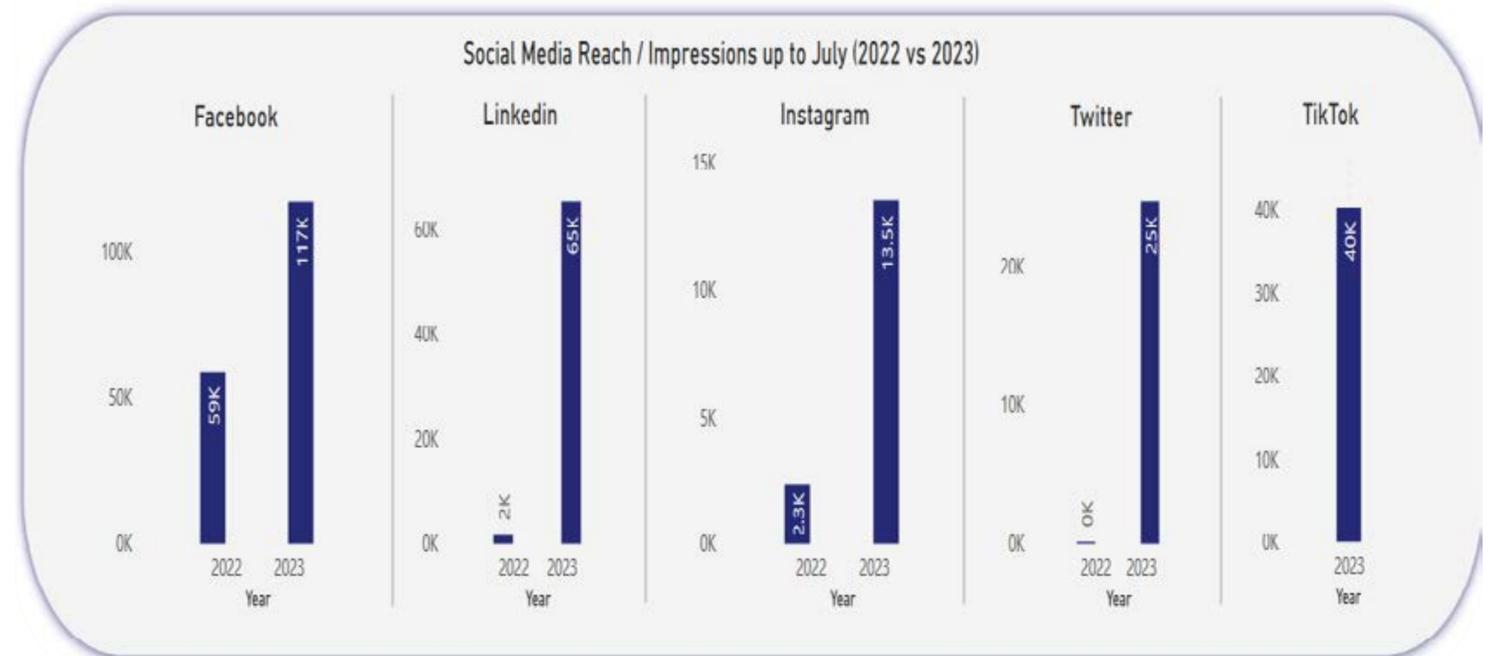


Shifaan Ryklief



Total Reach up to July 2023
260.89K

Total Reach up to July 2022
63.17K



industry sectors

The Council of Trade and Industry, conceived in August 2022, was formalised in May 2023, as the apex of the network of industry networks.

A comprehensive Business Environment Survey based on the global competitiveness Index, was conducted in partnership with Industry Associations. Key impediments to growth were identified, and prioritised for improvement.

23 business cases were developed with industry as a basis for Public Private Dialogue between industry and the relevant public sector departments. 18 initiatives were partially or fully adopted in the G4J strategy and/or city plans.

CCCI strengthened its partnership with WC Government by supporting the development of the G4J strategy and implementation plan.

“Key impediments to growth were identified, and prioritised for improvement.”



John Lawson



Jennifer Dearham



Leyya Nihal

leaders

of the industry sector portfolio committees

Real Estate & Construction



JEREMY WILEY
CHAIRPERSON
The Western Cape Property
Development Forum
(WCPDF)



**BAFIKILE BONKE
SIMELANE**
VICE-CHAIRPERSON
The Western Cape Property
Development Forum
(WCPDF)



LEE-ANNE SINGER
CHAIRPERSON
Federated Hospitality
Association of South Africa
(FEDHASA)



LESEGO MAJATLADI
VICE-CHAIRPERSON
Federated Hospitality
Association of South Africa
(FEDHASA)



LOYISO PHANTSHWA
CHAIRPERSON
Fish SA



VANESSA DAVIDSON
VICE-CHAIRPERSON
BlueCape



JANNIE STRYDOM
CHAIRPERSON
Agri Western Cape



VILLIERS LOUBSER
VICE-CHAIRPERSON
Agri Western Cape



ANTON HANEKOM
CHAIRPERSON
Plastics SA

Tourism & Hospitality

Ocean Economy

Agriculture

Manufacturing (Plastic)

Manufacturing (Metal)

Manufacturing (Furniture)

Transport & Related (Passenger)

Transport & Related (Freight)

Energy Supply

Telecoms & ICT



BOB WILLIAMSON
CHAIRPERSON
Production Technology SA
(PTSA)



MICHEL BASSON
VICE-CHAIRPERSON
Southern African Stainless
Steel Development
Association (SASSDA)



JOHANN CLAASSEN
CHAIRPERSON
Cape Furniture
Manufacturers Association
(CFMA)



NAZEEM DOLLIE
CHAIRPERSON
Southern African Bus
Operators Association
(SABOA)



MANDLA HERMANUS
VICE-CHAIRPERSON
South African National Taxi
Council (SANTACO)



EBEN JOUBERT
VICE-CHAIRPERSON
South African Association of
Ship Operators and Agents
(SASSOA)



ADRIAN STRYDOM
CHAIRPERSON
South African Oil & Gas
Alliance (SAOGA)



STAN MOLEMA
CHAIRPERSON
The Information Technology
Association of South Africa
(ITA)

Wholesale & Retail

Business Services

Health & Social Services

Design & Creative Industries



FREDDY MAKGATO
CHAIRPERSON
Franchise Association of
South Africa (FASA)



ENRICO PHILLIPS
VICE-CHAIRPERSON
Retail Motor Industry
Organisation (RMI)



CLAYTON WILLIAMS
CHAIRPERSON
CapeBPO



IAN MERRINGTON
VICE-CHAIRPERSON
UVU Africa



MEHBOOB CASSIM
CHAIRPERSON
Independent Community
Pharmacy Association (ICPA)



JACQUELINE MAIMIN
VICE-CHAIRPERSON
Independent Community
Pharmacy Association (ICPA)



KOBEDI POKANE
CHAIRPERSON
The Independent Producers
Organisation (IPO)



VLOKKIE GORDON
VICE-CHAIRPERSON
The Independent Producers
Organisation (IPO)

business environment

In August 2022, the Chamber conducted the first comprehensive Business Environment Survey, in partnership with Industry Associations. Key impediments to growth were identified, and prioritised for improvement.

These informed the Western Cape provincial jobs for growth strategy.

Council was restructured in 2023, to form the apex of the network of Industry networks. This included establishing Portfolio Committees (PCs) to improve the most important parts of the WC economic eco-system: 16 Industry PCs, 8 Chapters, 10 Business Environment PCs. The Business Environment PCs are structured to correspond to the pillars of the Global Competitiveness Index.

On 4 May 2023, at the first restructured Council meeting, Sectors and Chapters ratified the improvement priorities for the Business Environment PCs to pursue with strategic stakeholders such as government.

By June 2023, progress had been made in terms of leadership development and planning within these committees.



John Lawson



Jennifer Dearham



Tariro Chivige

Business Environment Portfolio Committees:

Portfolio of change Initiatives (links to G4J)

<ul style="list-style-type: none"> • Public Institution efficacy <ul style="list-style-type: none"> - Economic & Development policies - Public investment efficacy - Service delivery, red-tape - Governance - Public institution performance - Public sector reforms 	<p>Business involvement in local crime prevention More effective public sector investment</p>
<ul style="list-style-type: none"> • Infrastructure efficacy <ul style="list-style-type: none"> - Transport & logistics (eco-systems) - Energy (eco-systems) - Water & Sanitation (eco-systems) - ICT (eco-systems) 	<p>Port throughput 24/7 Establish WC logistics cluster <i>Improved truck operations at Port of CT</i> Better drivers, safer taxis Industrial areas - exclusion from load-shedding.(new) <i>Municipal waste management services</i></p>
<ul style="list-style-type: none"> • ICT adoption efficacy 	<p><i>ICT for public sector service delivery</i></p>
<ul style="list-style-type: none"> • Health (eco-system) efficacy 	<p>Pharmacies services to public patients</p>
<ul style="list-style-type: none"> • Skills development (eco-system) efficacy 	<p>Skills levy & SETA efficacy</p>
<ul style="list-style-type: none"> • Labour market efficacy 	<p>Ease of hiring and firing for SMEs</p>
<ul style="list-style-type: none"> • Product market efficacy 	
<ul style="list-style-type: none"> • Financial system efficacy 	<p>SME Finance Access</p>
<ul style="list-style-type: none"> • Business dynamism <ul style="list-style-type: none"> - Learn & adapt fast to compete - Technology adoption - Clustering eco-systems - BDS eco-systems 	<p>Promote strengthening of sector/cluster specific strategies. (Strengthen Industry Sector & BE PC strategically)</p>
<ul style="list-style-type: none"> • Innovation capability <ul style="list-style-type: none"> - Product-, process- innovation - Business model innovation - Innovation support eco-system - Sustainability support eco-systems 	<p>University presence in the innovation system <i>(Link University competencies to PCs)</i></p> <p>SME uptake of alternative energy solutions / Sustainability Practices</p>

leaders

of the business environment portfolio committees

INFRASTRUCTURE



PETER HAYLETT
CHAIRPERSON
Peter Haylett Associates



TOTO NTSOBI
VICE-CHAIRPERSON
Table Bay Rapid Transit

SKILLS DEVELOPMENT



RUSTIM ARIEFDIEN
CHAIRPERSON
Rustim Ariefdien Consultants CC



HENRI MAFOUMBA
VICE-CHAIRPERSON
Black Management Forum

ICT ADOPTION



BEVERLEY KNOESEN
CHAIRPERSON
Maven Solutions

PUBLIC INSTITUTIONS



RAE WOLPE
CHAIRPERSON
Impact Economix

LABOUR MARKET



KIM FILIES
CHAIRPERSON
Platinum Drops



THANDI MABENA
VICE-CHAIRPERSON
Thandi Consulting and Trading (Pty) Ltd

FINANCIAL SYSTEM



YOLISA MLUNGWANA
CHAIRPERSON
ABSA

BUSINESS DYNAMISM



PROF. MIKE MORRIS
CHAIRPERSON
UCT

INNOVATION CAPABILITY



PROF. EUGENE CLOETE
CHAIRPERSON
Cape Higher Education Consortium

PRODUCT MARKET



ERIC LEONG SON
CHAIRPERSON
Heineken Beverages

chapters:

in-person events becoming more popular



Cape Town Central



Tygerberg



Cape Coast



Helderberg



South Peninsula



Athlone & Cape Flats



Khayelitsha/Mitchells Plain



Winelands



events: chapters and webinars 2022/3

Chapter in person events increased from 18 in 2022, to 19 in 2023.
Chapter attendance up from 636 to 780 (+22%).

Webinars increased from 87 to 145 (+67%). Webinar attendance up from 675 to 1619 (+ 139%).

Subject matter expert partners were key to increased webinar participation. Their expertise in business development, taxation, digital marketing, and personal development respectively, empowered individuals and companies to thrive in a constantly changing world.

Strong chapter Chairs, co-chairs and committees drove revitalization and growth in participation, post covid.

This was achieved with a short staff complement, Chantal was on maternity leave. Tim joined as Manager in March 2023.



Linda Roopen

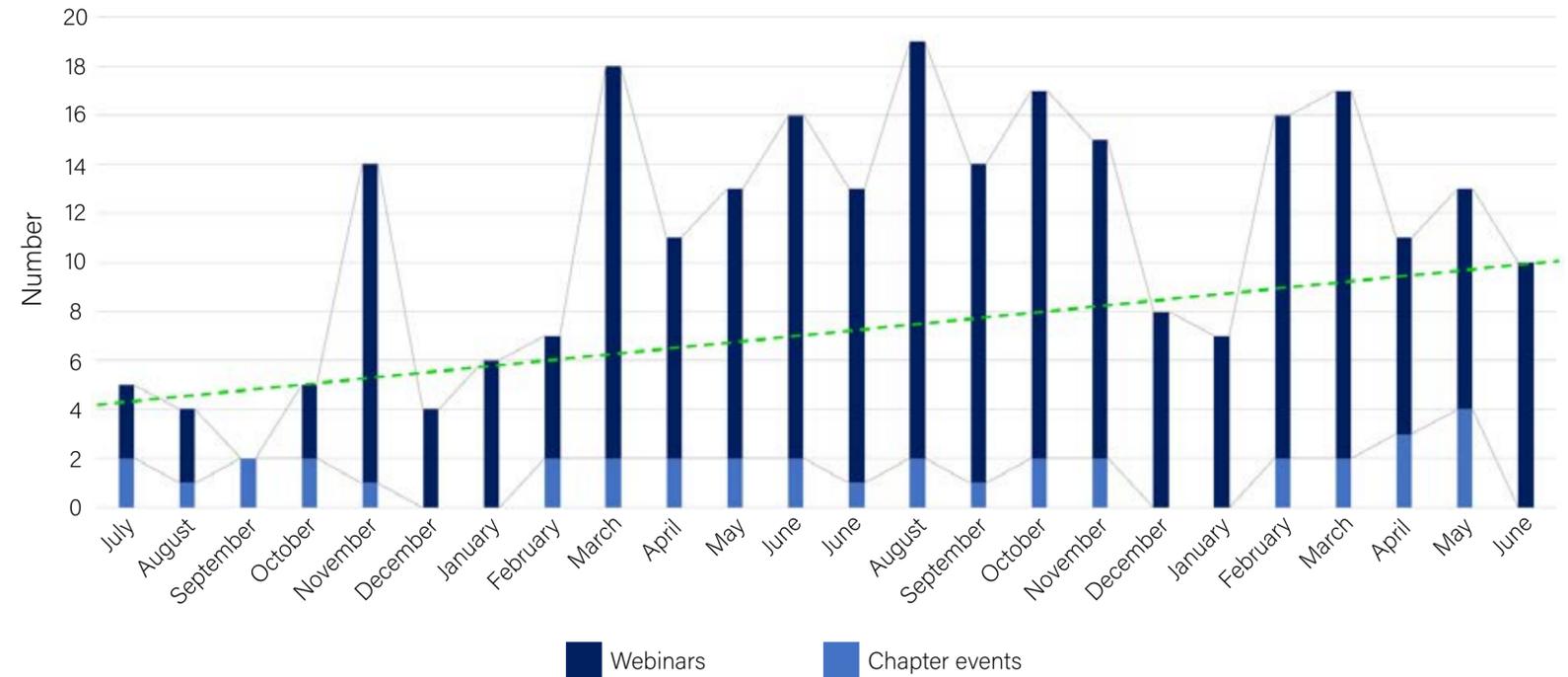


Chantal Thyse

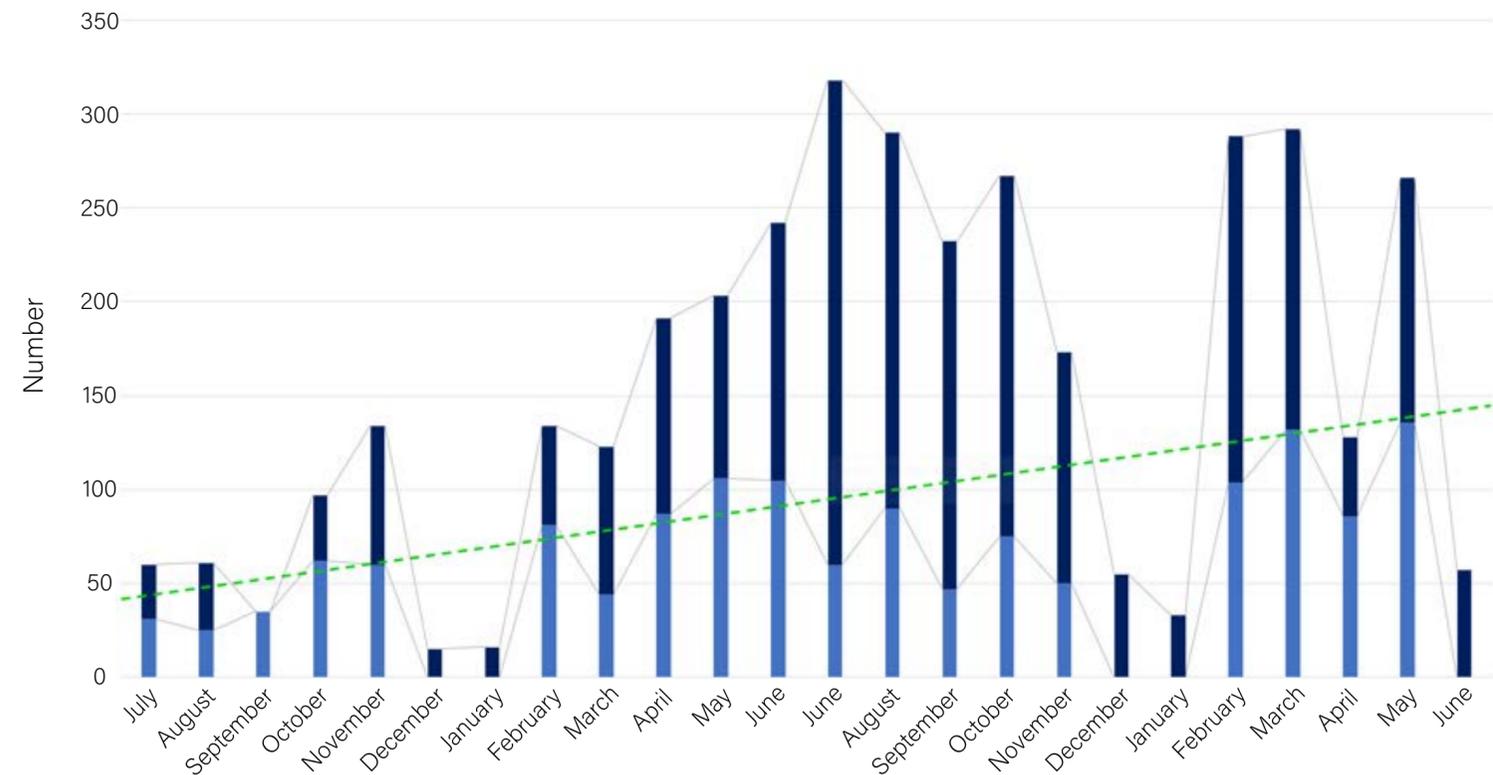


Tim Scholtz

Number of events



Event participants



leaders

of our chapters

CAPE TOWN CENTRAL



MARK WERNICH
CHAIRPERSON
Taj Cape Town



SHIREEN ONIA
VICE-CHAIRPERSON
Shireen Onia

TYGERBERG



JASON KRUGER
CHAIRPERSON
Chrimata Holdings



MARGAUX REITSMAN
VICE-CHAIRPERSON
Uluma HR

SOUTH PENINSULA



BRANDON WEBER
CHAIRPERSON
HopeAfrica



YOVEEN HANUMAN
VICE-CHAIRPERSON
Flash Business Academy

CAPE COAST



PETER ROSS
CHAIRPERSON
ActivPro Business Solutions



TREVOR BASSETT
VICE-CHAIRPERSON
CSG Skills

WINELANDS



RICHARD VON HOESSLIN
VICE-CHAIRPERSON
GvH Landscapes

ATHLONE & CAPE FLATS



RABIA ACHMAT
CHAIRPERSON
Rabia Achmat Attorneys



RUSTIM ARIEFDIEN
VICE-CHAIRPERSON
Rustim Ariefdien Consultants CC

KHAYELITSHA & MITCHELLS PLAIN



NATASHA WAGIET
CHAIRPERSON
ENSafrica



NTOBEKO BOYANA
VICE-CHAIRPERSON
BenPeta

HELDERBERG

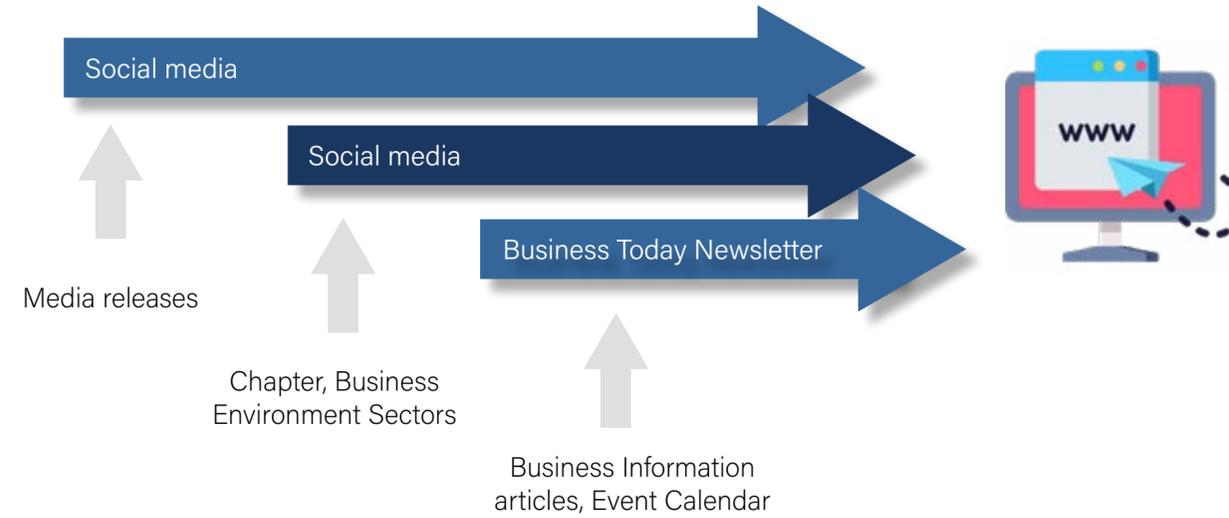


TERTIUS RELIHAN
CHAIRPERSON
Discus Holdings SA
(Pty) Ltd



THYS HUMAN
VICE-CHAIRPERSON
Thycolaton

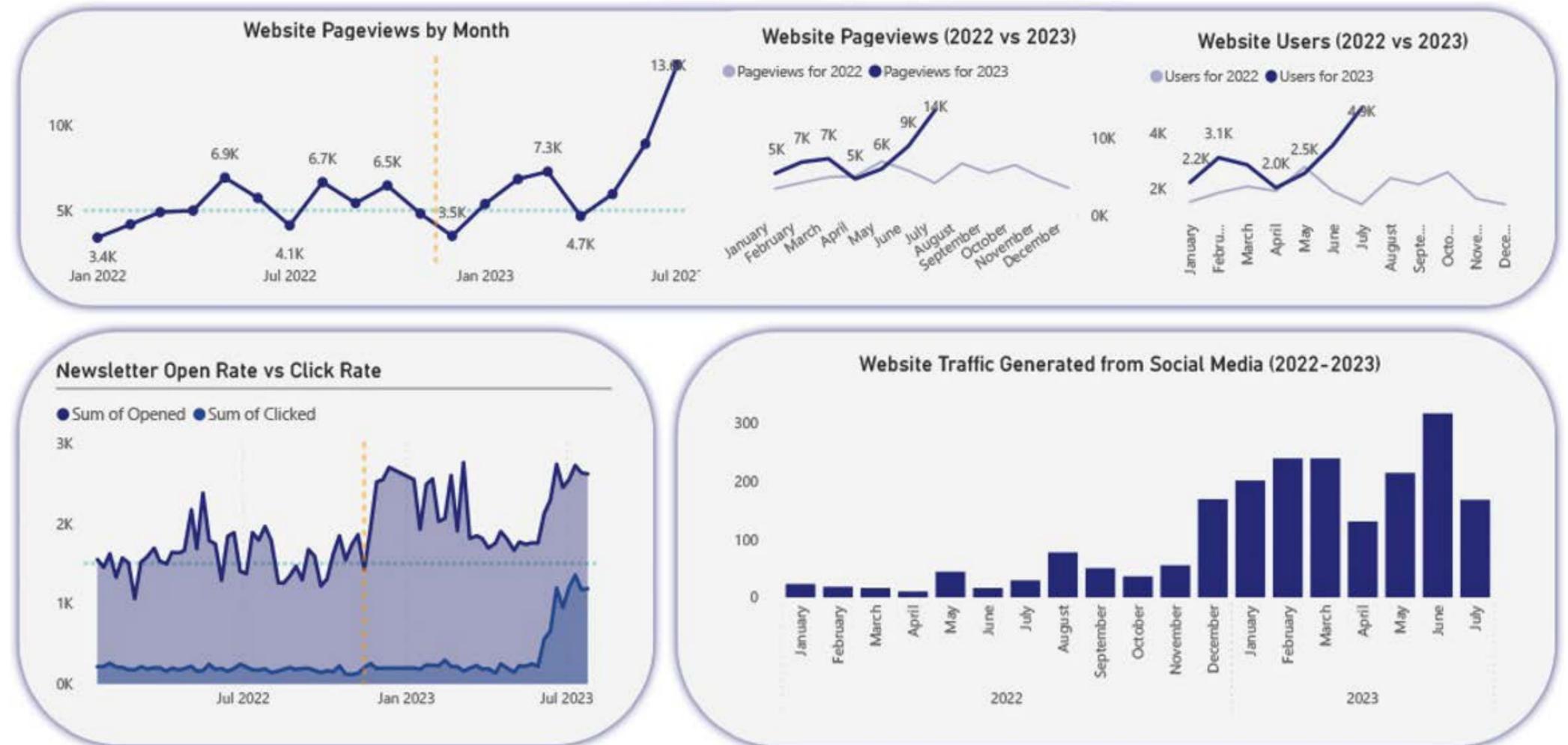
business information



REPORTING PERIOD

1 July 2022 - 30 June 2023

- **13%** weekly electronic newsletter subscriber increase
- **386%** increase in newsletter click-through rate
- **1025%** increase in social media reach
- **265** processed business enquiries



Narieman Solomon



Tariro Chivige



Shifaan Ryklief

GEAP

global exporter accelerator programme

The Global Export Accelerator Programme (GEAP) is part of the Employment and Skills for Development in Africa (E4D) Programme. The E4D Programme is funded by the German Federal Ministry for Economic Cooperation and Development (BMZ) and implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH.

In 2022, the Cape Chamber of Commerce and Industry (GEAP) collaborated with three other South African Chambers of Commerce and the South African Supplier Diversity Council as implementation partners.

The Cape Chamber excelled, achieving the best results in the country.

The programme ended on 30 June 2023, where 31 black-owned enterprises from the Cape Chamber successfully completed the 18-month programme. The programme culminated in a conference, trade exhibition and awards evening hosted by CCCI.



The overall objective

The Global Export Accelerator Partnership aims to stimulate job creation and income generation by reaching Black-owned SMEs and helping them become more globally competitive and able to grow their markets both locally and internationally.

The GEAP Stories

GEAP has brought together people from all over South Africa. People from different backgrounds, diverse beginnings, but with a same vision: to access international markets. These are their stories.



Our Targets

 <p>160</p> <p>enterprises have increased their turnover by at least 10%, and/or will achieve more than \$1million annual turnover by the end of 2023</p>	 <p>480</p> <p>people have employment with 35% being women</p>	 <p>800</p> <p>people improved their economic status by either increasing their income by at least 10% or improving their job security by being upskilled</p>	 <p>50%</p> <p>of the enterprises have been trained and have begun exporting</p>
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Narieman Solomon



Tim Scholtz



Tariro Chivige



Leyya Nihal



Lian du Plessis



Linda Roopen

ASAC

association of south african chambers

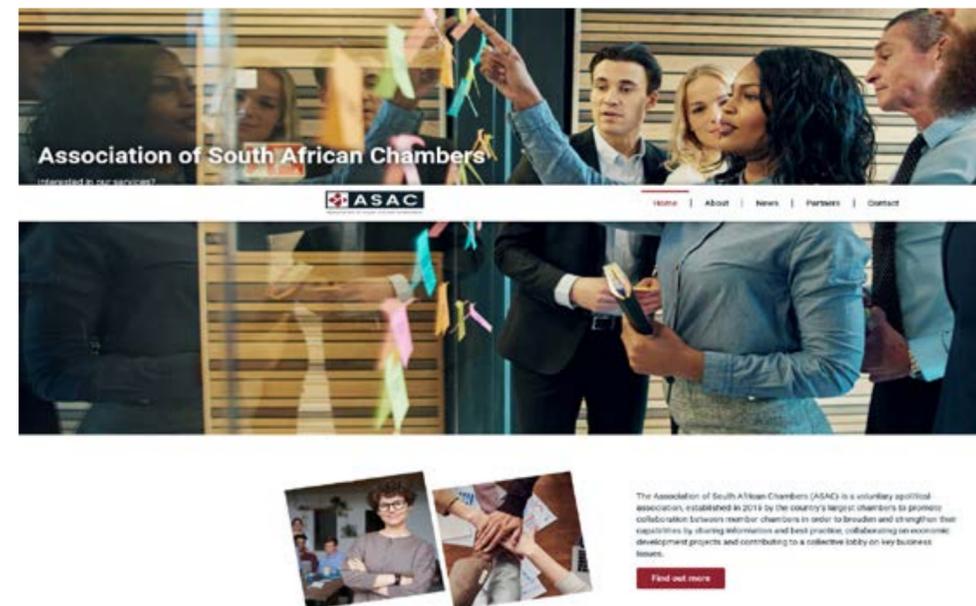


Association of South African Chambers

www.asac.org.za

The Cape Chamber is a founding member of this national association that includes the leading Chambers in the major economic zones of South Africa

The aim of the Association is to give voice to shared business challenges and represent the mandated and agreed common interests of members on national issues of a policy and/or regulatory nature.



John Lawson



Jennifer Dearham



Narieman Solomon



Dean Le Grange

foreign trade

CCCI had engagements with representatives of 21 countries, hosted visiting delegations, attended trade missions and events, and arranged networking opportunities for members.

This included co-facilitating business participation in the State Visit of the King and Queen of Belgium.

Awareness was raised about International and local exhibitions, trade missions, and specific trade and investment opportunities.

GIZ, linked to the German government, utilised the Chamber as the implementation partner for an exporter development programme with market linkages.

DHL provided high-level exporter training webinars for members.



Jacques Moolman



Leyya Nihal



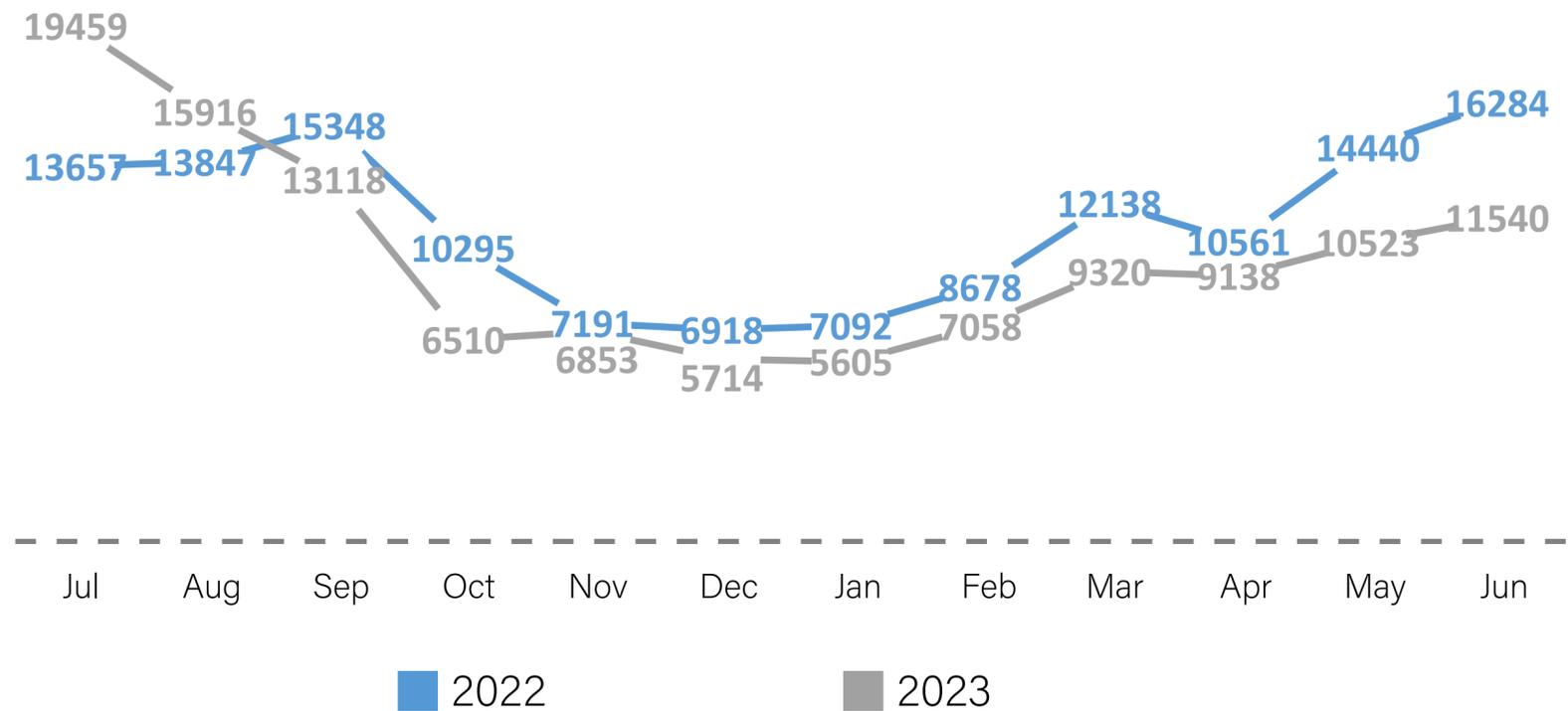
John Lawson

certification

Certification fee revenue is the biggest revenue stream for the Chamber. We exceeded the budgeted target by 2.5%

The Chamber was accredited by the International Chamber of Commerce (ICC) World Chamber Federations' certification network and received approval in July'23. The certification team also enrolled for the ICC's online document certification training and received their certificates of competence endorsed by the ICC.

total documents certified



Shay-Lee Jonathan



Leanelle Theron



Maushmi Jeeboth



Lian du Plessis

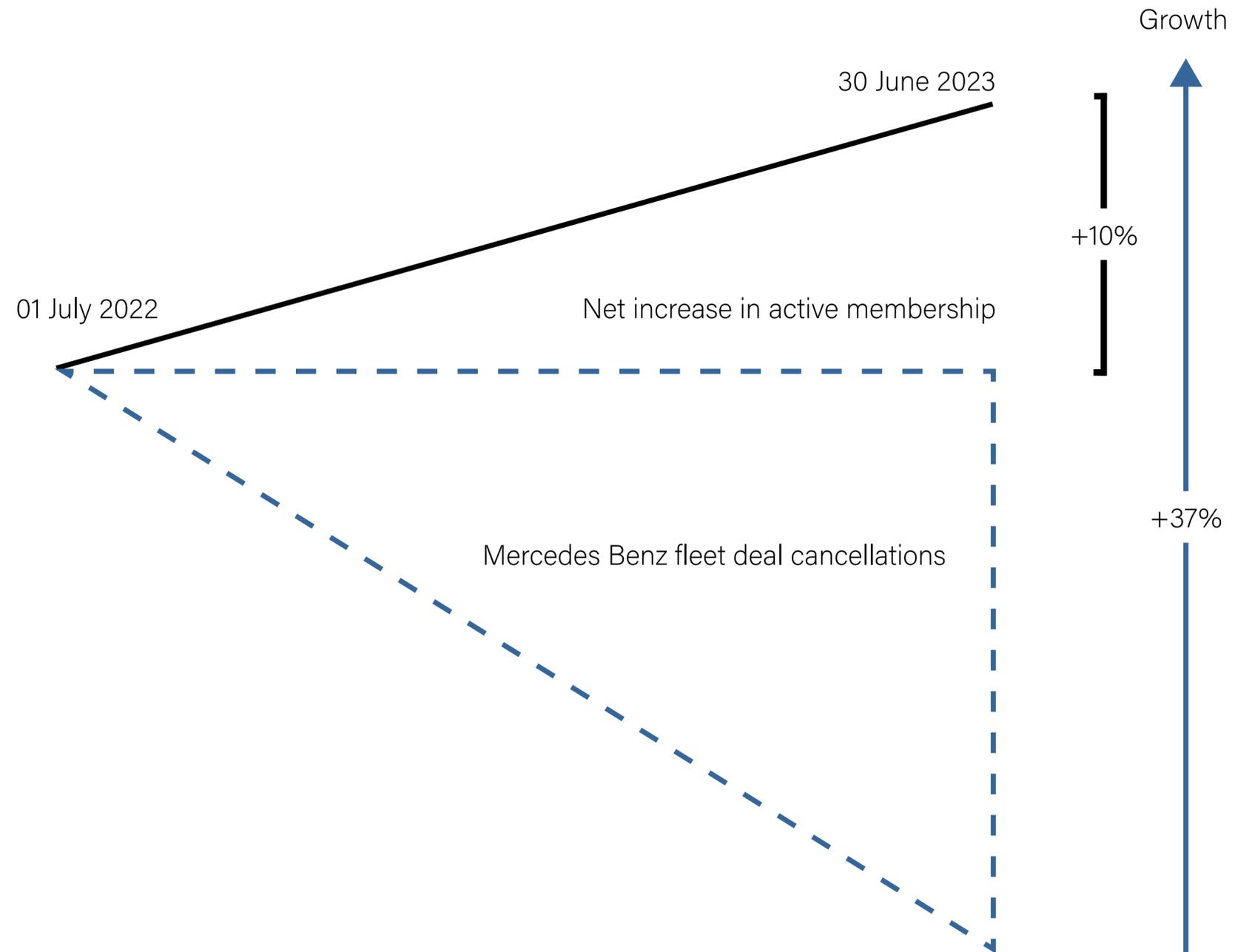
membership

After membership decline and the devastating impact of Covid, growing an active members base was critical.

Since 2019, the Chamber enjoyed a fleet deal discount from Mercedes Benz which boosted the member base. During July'22 this deal was cancelled for all similar organisations countrywide. Very few of these members renewed membership beyond the first year.

With backs against the wall, the entire chamber team innovated to add more value to members. The membership and finance departments focussed on streamlining processes to enhance efficiencies.

The combined team effort managed to stabilise the declining loss in membership. In addition, they on-boarded 182 new members outperforming the budgeted growth target that was set at 5%.



Cindy Brown



Raydin Morris



Lian du Plessis

profit and loss

statement

The Chamber ended the 2023 financial year with a strong surplus despite the Mercedes Benz fleet deal that was cancelled.

Trading income was sustained by moderate, yet consistent membership growth, as well as a substantial increase in project funding through the German Federal Ministry for Economic Cooperation and Development. Effective cost cutting measures were implemented that yielded good results. The growth achieved across the investment portfolios further contributed to achieving a very strong surplus for the 2023 financial year.

	<u>Actual</u>	<u>VAR</u>	<u>Budget</u>
Trading Income	17,067,204	-2%	17,352,948
Less Cost of Sales	3,486,884	27%	2,739,804
Gross Profit	13,580,320	-7%	14,613,144
Other Income	197,666		0
Less Operating Expenses	12,999,359	-11%	14,597,785
Operating Profit	778,627	4969%	15,359
Plus Investment Revenue	348,017	7%	326,730
Net Profit	1,126,644	229%	342,089



Abigail Titus



Lenita Hanmer



Lian du Plessis

statement of financial position

The statement of financial position shows very strong growth compared with the previous year, with a nett asset growth of R4 875 834.

The investment portfolio grew by R3.6m compared with the previous year. The growth experienced within the current assets are attributable to funds receivable from the German Federal Ministry for Economic Cooperation and Development, which amounted to 88% of total debtors outstanding at year-end.

	<u>2023</u>	<u>VAR</u>	<u>2022</u>
Property, Plant & Equipment	273,993	6%	258,393
Current Assets	3,026,783	5%	2,886,010
Non-Current Assets	33,975,598	16%	29,311,533
Total Liabilities	3,494,678	-2%	3,550,074
Net Assets (Equity)	33,781,696	17%	28,905,862



Abigail Titus



Lenita Hanmer

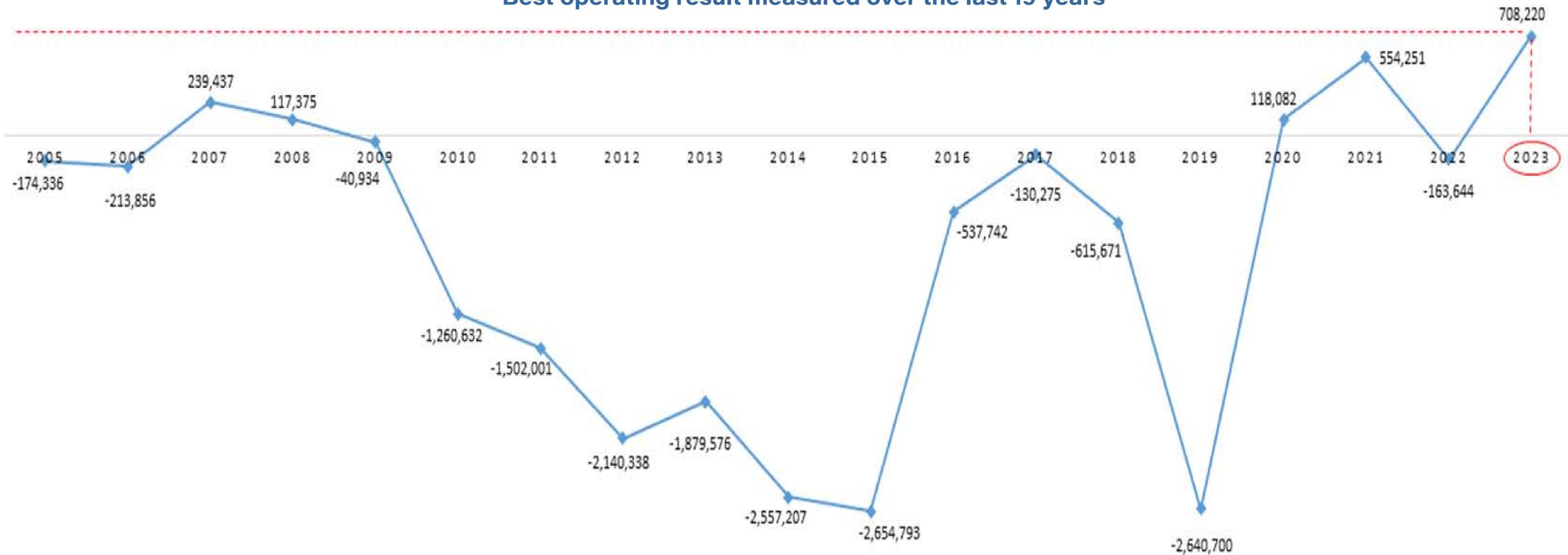


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operating profit/loss

excluding finance income

Best operating result measured over the last 19 years



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