

a subsidiary of the AIH Group

# The AIH Group Ecosystem

## Consulting

AIH X CONSULTING	Automotive Specialists
AIH X ECONOGISTICS	Economic Development
AIH X HUMAN CAPITAL	Human Capital Solutions
AIH X INTERNATIONAL EUROPE	Automotive Specialists
ebp MANAGEMENT	Supply Chain & Logistics
PAC THE PAC GROUP SOUTH AFRICA	Automotive Consulting Engineering



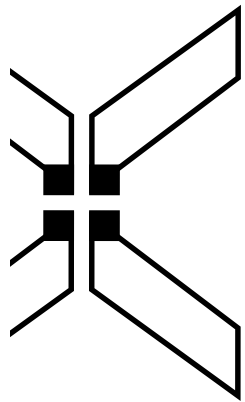
## Operations

Contract Vehicle Assembly	AIH X LOGISTICS
Production Logistics - Europe	also AUTOMOTIVE LOGISTICS SOLUTIONS
Production Logistics - South Africa	also AUTOMOTIVE LOGISTICS SOLUTIONS

AIH X GROUP

## Our Mission

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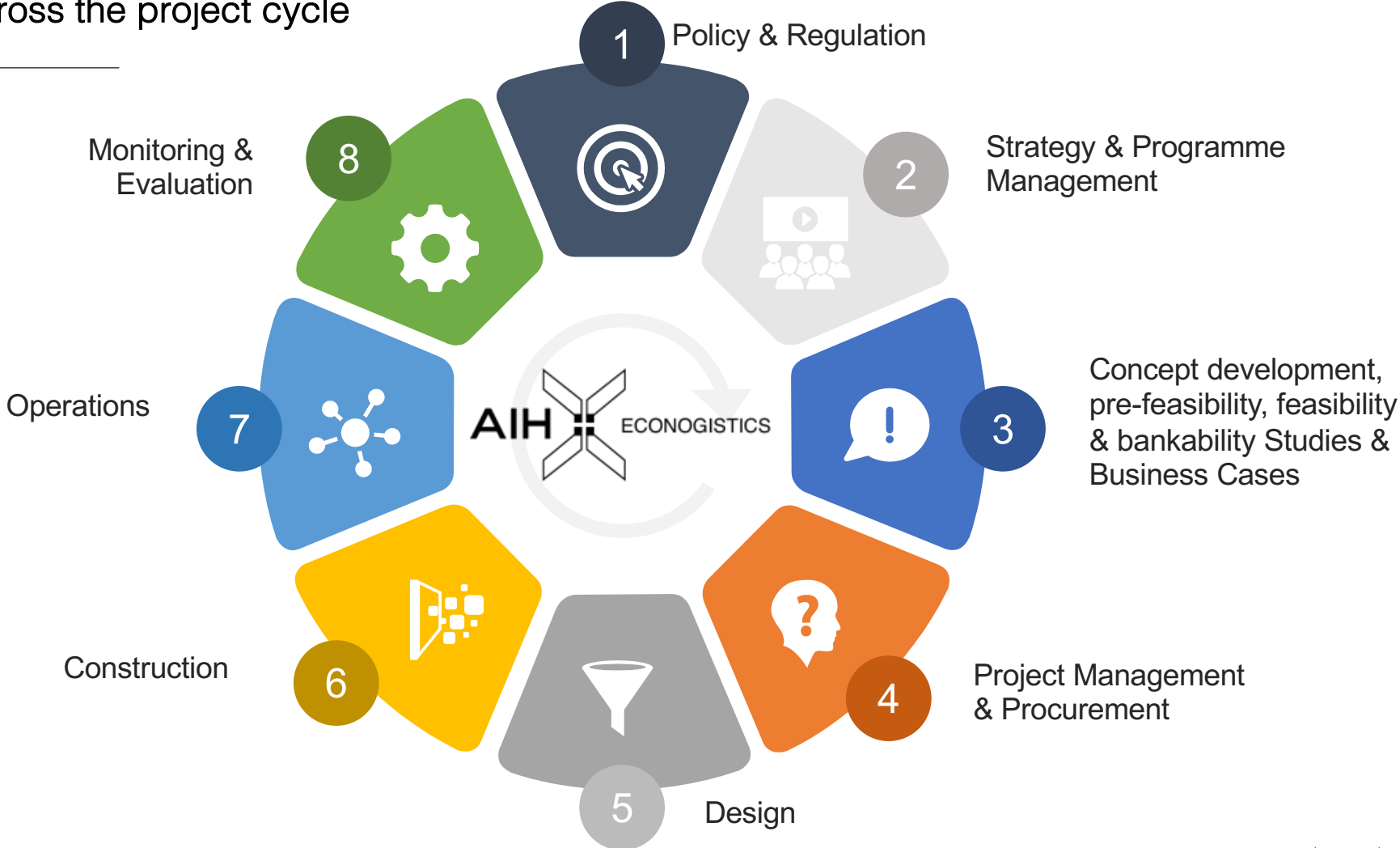


Econogistics is a Level 2 BEE SME(QSE) & multi-sector management & consulting company focussing on developing the economic potential of Africa

“Econo” → Economics/Economic Development + “gistics” → the doing of/implementing of



# Services across the project cycle



# Services across the project cycle

## Policy & Regulation

- Regulatory studies
- Policy development, review, benchmarking
- Economic strategy development & studies
- Local, provincial & national economic strategies (SDF, IDP, PGDS, etc.)
- Sector, cluster & value chain analyses & master planning
- Legal and regulatory compliance
- Etc.

## Strategy & Programme Management

- Corridor development & regional integration
- Economic strategy development & studies
- Sector, cluster & value chain analyses
- Benchmark studies
- Programme Management, project Management Units, etc.
- Strategy development
- Trade promotion & development
- FDI & investment attraction strategy
- Etc.

## Concept development, pre-feasibility, feasibility & bankability Studies & Business Cases

- Project identification & prioritization
- Concept development & scoping
- Economic, environmental and social impacts
- Market studies & competitive analysis
- Techno-economic feasibility studies
- Due diligence, Pre-feasibility & feasibility studies, business planning & bankability studies
- Site selection & analysis
- Environmental assessment & scoping
- Stakeholder mapping & consultation
- Financial modelling & analysis, demand forecasting, revenue modelling, cost analysis
- Project financing, investment & incentives
- Etc.

## Project Management & Procurement

- Project Management & Delivery Units
- Institutional set-up and governance
- Specification: technical, service, performance
- Procurement strategy & management
- Contract negotiation and supervision
- Construction supervision and monitoring
- .....

## Design

- Though partners
- Civil
- Structural
- Mechanical, electrical and public health
- Environmental
- Construction and operational health and safety
- Design review

## Construction

- Though partners

## Operations

- Project launch & implementation
- Operational policies & procedures
- Project marketing
- Tenant management & Skills development
- Project resourcing
- Enterprise creation & incubation
- Supplier development
- Logistics & supply chain management
- Asset management
- Etc.

## Monitoring & Evaluation

- Risk assessment & risk management
- Performance Management
- Socio-economic impact assessments
- Impact assessment
- Etc.

# Sectors

Partnering with clients on projects across a wide range of sectors including:



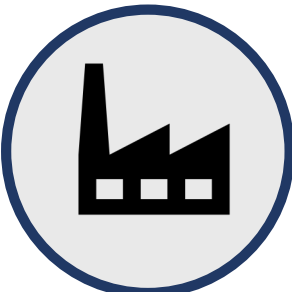
Transport



Infrastructure



Economic  
Development



Manufacturing



Logistics



Agro-processing



Green/  
Renewables



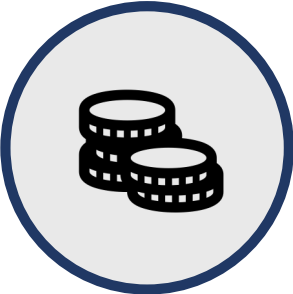
Resources



Data &  
Telecommunications



Education



Project  
Financing



Water

# Track record



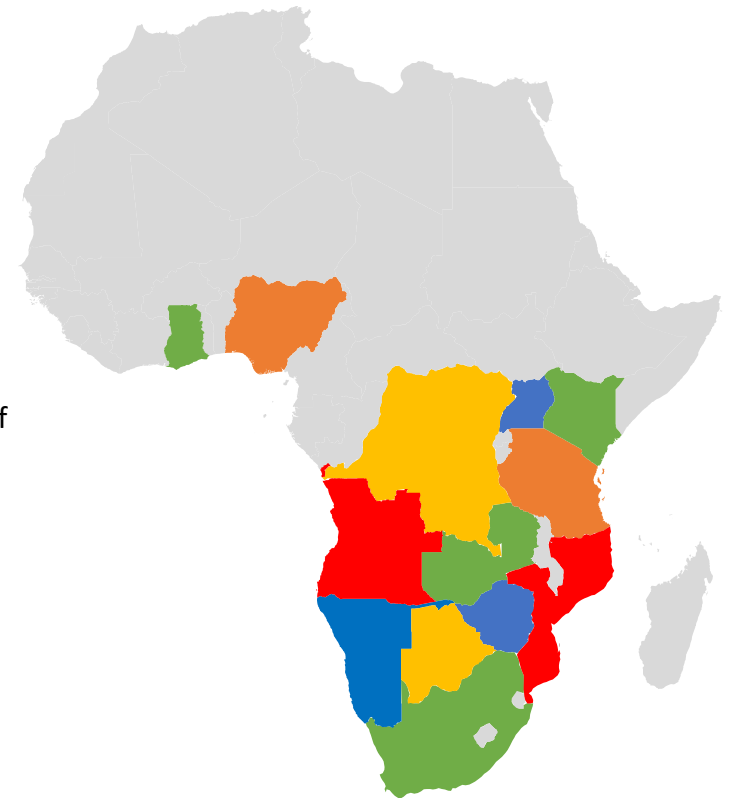
# A decade of projects on the Africa Continent

Since its initial establishment in 2008, Econogistics (Pty) Ltd has worked extensively across sub-Saharan Africa. It has undertaken a range of projects across several countries in the region, where it has been the lead consultant or has collaborated with other local and international partners. In the process it has established a wide network of experts which it can call on to ensure optimum delivery with meaningful local participation.

The projects undertaken have included industry and sector policy development, economic and transport corridor development, logistics infrastructure studies, the development of industrial parks and special economic zones, agro-processing, energy, investment promotion & attraction and general economic development. In the process, Econogistics has worked with all levels of Government and across all levels of the private sector – from SME companies to multinationals. It has also worked with various funding organisations, including multi-lateral development institutions, financial institutions, Government departments and agencies, as well as private sector.

It has the direct resources to work in Anglo and Lusophone countries and the network of associates to work in Francophone Africa.

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# Econogistics Projects

## The South African Automotive Industry

Through the AIH Group of companies we are extensively involved in the automotive industry in South Africa. The industry has faced, like most other industries, unprecedented challenges in 2020 in the face of supply and demand shocks brought on by the COVID-19 pandemic and subsequent lockdowns imposed across the world.

Econogistics is always eager to support government and the private sector in driving growth and development in South Africa's economic industries. The automotive sector is one of the key contributing sectors to GDP and manufacturing output in SA, and Econogistics, along with our partners in the AIH Group, is committed to continuously supporting the industry.

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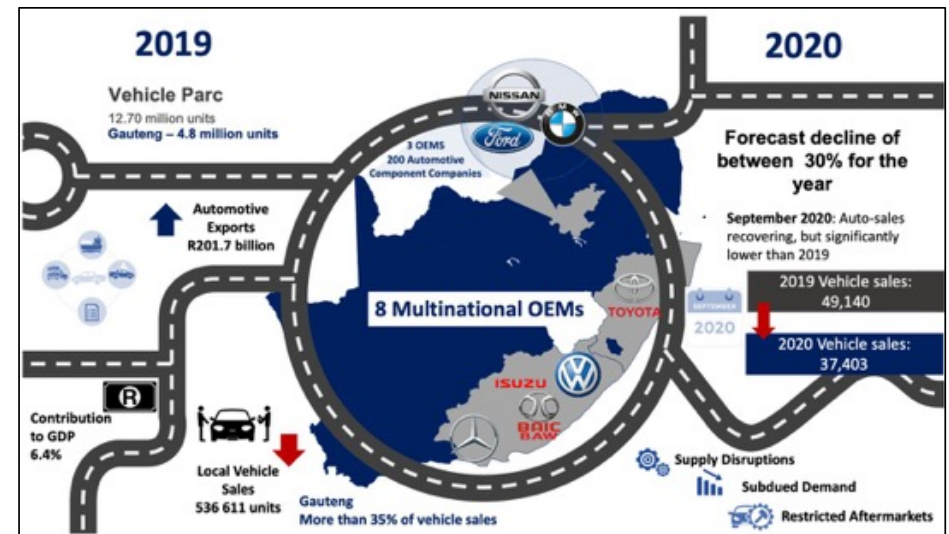
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# Econogistics Projects

## Sector Master Planning

Development of a Master Plan for the Automotive Industry in the Free State

The current economic environment in South Africa, coupled with the devastating effects of the COVID-19 pandemic on the economy, necessitates urgent intervention from government and industry to reboot economic growth and development. Economic Sector Master Plans is a tool that has been developed by government that comprises of a strategy and set of actions, with timeframes, that stakeholders in a value chain or industry commit to implementing for the benefit of the value chain or industry.

Econogistics is proud to announce that we have been appointed to assist the Department of Economic, Small Business Development, Tourism and Environmental Affairs with the development of a Master Plan for the Automotive Industry in the Free State.

We believe that utilising tools such as Economic Sector Master Plans can greatly benefit economic recovery and growth, and we look forward to the end-result of this project.

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# Econogistics Projects

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## Impact Assessment of the National Foundry Technology Network Programme (NFTN)

The National Foundry Technology Network Programme (NFTN) is an initiative of the Department of Trade, Industry and Competition (the dtic) which has been established in collaboration with industry, with the objective of enhancing the competitiveness of the local foundry industry and to provide support for distressed foundries.

Econogistics recently conducted a national impact review of the NFTN as a national body, with the objective of assessing the impact that the NFTN interventions have had on the local industry. Our network of highly skilled and qualified staff have conducted numerous similar impact assessments, and we are proud to say that we have successfully completed yet another one.

We are eager to see the NFTN continue to promote the growth and development of the local foundry industry.

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# Econogistics Projects

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## The Amajuba Automotive Services Hub

Township economies promote and foster job creation in more rural, non-urban areas where the majority of the South African population lives. However, despite the apparent dynamism in township economies, ranging from retail trade to automotive services, most economic activity in townships is trapped within a narrow band of informal activities.

Econogistics understands the value of developing township economies and is proud to have been involved in numerous projects to promote growth within these economies. One such a key project was to conduct a feasibility study for the Development of the Amajuba Automotive Services Hub. The strategic objectives of the project was to provide support to industrialists or entrepreneurs through the creation of an enabling environment for sustainable development.

Our team successfully completed the feasibility study and we are excited about future developments!

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# Econogistics Projects

## The Township Economies

Township enterprises are involved in a range of diversified economic activities, ranging from spaza shops, street vending, hair salons to mechanical services, manufacturing, building and construction. Key to developing township economies is developing and focusing on strategies that will enable the development of the economic sectors within townships.

The table attached highlights some of the key economic sectors in townships, as well as constrains and opportunities for the development of these sectors.

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Agriculture and agro-processing	Fruit and Vegetables Poultry Cattle Processing (Milling, Brewing, Cutting, Etc.) Baking and confectionary Bio-fuel	<b>Constraints</b> <ul style="list-style-type: none"> <li>Overall low levels of income and demand characteristics of townships</li> </ul>	<b>Opportunities</b> <ul style="list-style-type: none"> <li>Being located in a township is not a disadvantage compared to other economic activities, such as manufacturing and business services</li> <li>Township enterprises in this sector can expand mobile business offerings</li> </ul>
	<b>Constraints</b> <ul style="list-style-type: none"> <li>Land in townships is scarce and needed for other uses</li> <li>Lack of land, infrastructure, skills and funds makes it difficult to reach economies of scale</li> </ul>	<b>Opportunities</b> <ul style="list-style-type: none"> <li>Successful urban agricultural projects – learn from these and develop in line with lessons learnt</li> <li>Important sector for household survival strategies and as entry point into the economy</li> <li>Small scale farming as part of cooperatives, utilizing Agri-Parks and multi-user facilities for processing</li> </ul>	Business Services
Manufacturing	Clothing Furniture Steel Products (fences, windows, etc.) Carpentry Charcoal Manufacturing Welding pipes and fittings	<b>Constraints</b> <ul style="list-style-type: none"> <li>Low level of activity in other sectors</li> <li>Low skills and education levels</li> </ul>	
Retail Activities	Butcheries Spaza Shops Fast food Fruit and Vegetable Stalls General Dealers	Transport	<b>Opportunities</b> <ul style="list-style-type: none"> <li>Amibus taxi ownership</li> <li>Automotive cooperatives</li> <li>Tour operators</li> <li>Transport services- logistics</li> </ul>
	<b>Constraints</b> <ul style="list-style-type: none"> <li>Lack of infrastructure, access to suppliers and modern distribution networks in townships</li> <li>Existing capacity for large-scale manufacturing is available in other, better located areas, as a result of the general decline in manufacturing in the country</li> </ul>		<b>Opportunities</b> <ul style="list-style-type: none"> <li>Cheap land often available in many townships</li> <li>Stimulate the development of SMMEs to promote rural development</li> <li>Linking SMMEs with larger companies in the mainstream economy</li> </ul>
Personal and Household Services	Beady care Childcare Cleansing Maintenance and repairs Property Rentals	Tourism	<b>Opportunities</b> <ul style="list-style-type: none"> <li>Tourist guides</li> <li>Catering and events</li> <li>Bed and Breakfast</li> <li>Restaurants</li> <li>Music and entertainment</li> <li>Creative arts</li> </ul>
		<b>Constraints:</b> <ul style="list-style-type: none"> <li>Access to finance for the marketing of establishments and the upgrading of premises</li> <li>Lack of training and business information</li> </ul>	<b>Opportunities:</b> <ul style="list-style-type: none"> <li>The B&amp;B industry in townships is entrepreneurially driven</li> <li>Locational disadvantages of townships do not apply in tourism, as the business activity is related to the nature of the place (i.e. no or limited competition from areas in city)</li> </ul>

\*Source: Econogistics, South African Township Economies and Commercial Property Markets (CSIR), Gauteng Township Economy Revitalization Strategy (Gauteng Province)

# Econogistics Projects

## Atlantis Special Economic Zone

AIH-Econogistics has been appointed to assist the Atlantis Special Economic Zone to provide technical assistance on the elements of Skills & Enterprise Development, Operational Models, Revenue Models, Infrastructure Assessments, Funding and Financial Intelligence, as well as Green Market Intelligence.

The Atlantis SEZ was officially designated in October 2018 with the promulgation of the ASEZ enabled through collaboration between the Department of Trade and Industry (DTI) and Western Cape Government (WCG)'s Department of Economic Development and Tourism (DEDAT), Wesgro and the City of Cape Town (CoCT).

The ASEZ capitalises on the province's already booming renewable energy and green technology sector and is a keystone initiative that sits within the country's broader green economy industrial development strategy. It is an important development intervention tool to unlock green industrial development, manufacturing, employment, technology development, enterprise development and skills development, amongst other opportunities expressed in the green sector strategies, policies and plans of government.

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# Econogistics Projects

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## Upington Industrial Park

Econogistics worked on the feasibility study for the development of the Upington Industrial Park. We are excited to see that the development is progressing.

Refer to <https://www.globalafricanetwork.com/investment-projects/opportunities-in-upington-industrial-park/>

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# Econogistics Projects

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## A framework to phase in local content in the Construction Sector

We are proud to announce AIH-Econogistics' involvement with a study to Develop a Framework to Phase in Local Content in the Construction Sector in South Africa.

The Department of Trade and Industry and Competition (the dtic) has identified localisation as a key policy lever to drive industrialisation and economic growth. Leveraging on local content can result in growing and sustaining the construction materials industry, thereby contributing significantly to job creation and industry capacity utilisation. Given the complex nature of the manufacturers and suppliers in the sector, and in-depth analysis into the materials sector is required. AIH has been appointed by the Industrial Development Corporation (IDC) to conduct this in-depth analysis with the objective of developing a Framework to Phase in Local Content in the Construction Sector.

We are excited about the opportunities that we have identified thus far, and look forward to developing a framework to drive the localisation of construction materials in a currently constrained sector.

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# Econogistics Projects

## Namakwa Special Economic Zone

The Namakwa SEZ in the Northern Cape provides a unique opportunity to achieve our National, Regional and Local Economic Development objectives.

The Namakwa SEZ is a critical component and is a priority node for the Mining and Agricultural sectors. The investment is beyond concept phase, has secured an anchor investor and a successful business case has been approved by the DTIC.

Econogistics recently conducted a review of the business case and prepared the SEZ License Application for designation. Our highly skilled and qualified staff have conducted numerous similar applications, and we are proud to say that we have successfully completed yet another one and continue to support the NAMSEZ team with other workstreams.

We are eager to see the designation of the NAMSEZ shortly and that they continue to promote the growth and development of the local identified industries.

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# Econogistics Projects

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## Bojanala Valley SEZ

Econogistics is excited to have been appointed by the North West Development Corporation (NWDC) to review the business case for the Bojanala Special Economic Zone (SEZ) and to assist with the strengthening of the the value proposition for Bojanala Valley SEZ. The NWDC is implementing the Bojanala SEZ on behalf of the North West Province.

The Bojanala SEZ is to be housed in a 100-hectare site of the old Bodirelo Industrial Park focussing on platinum beneficiation, mining equipment, agro-processing and the renewable energy sectors.

The site is located near the town of Mogwase in the Bojanala Platinum District of the North West Province and will be developed in three phases comprising of a logistics park, light manufacturing space and a heavy industries manufacturing space.

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# Econogistics Projects

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## Public Sector Infrastructure Spending

Infrastructure development can be used as a propeller for economic development. South Africa cannot afford to ignore the urgent needs for structural and infrastructure reforms and it will be critical for the economic growth of the country that infrastructure development plans be implemented effectively and efficiently.

This article explores some of the key impacts of public sector infrastructure investment on economic development.

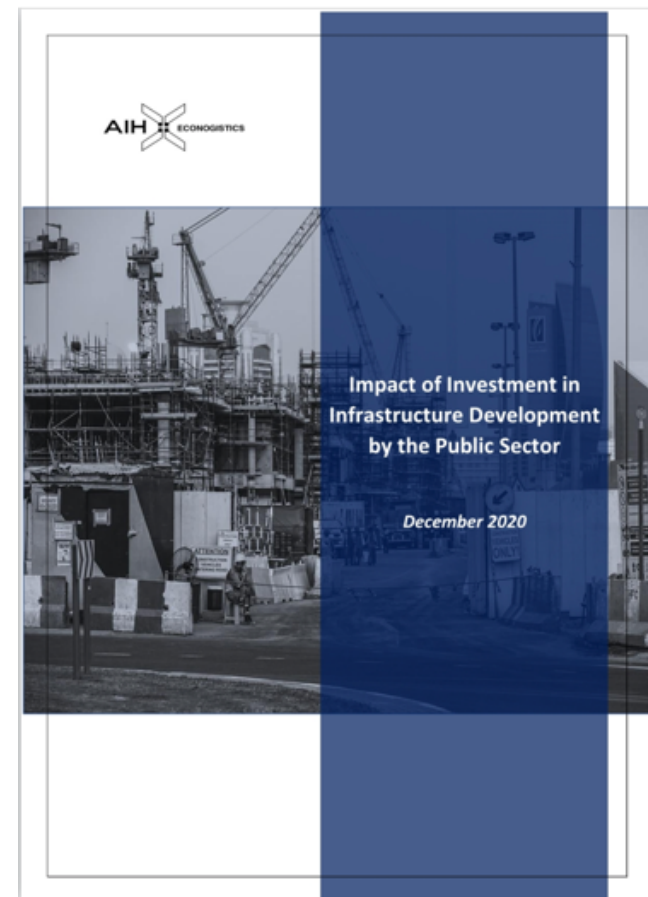
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# Econogistics Projects

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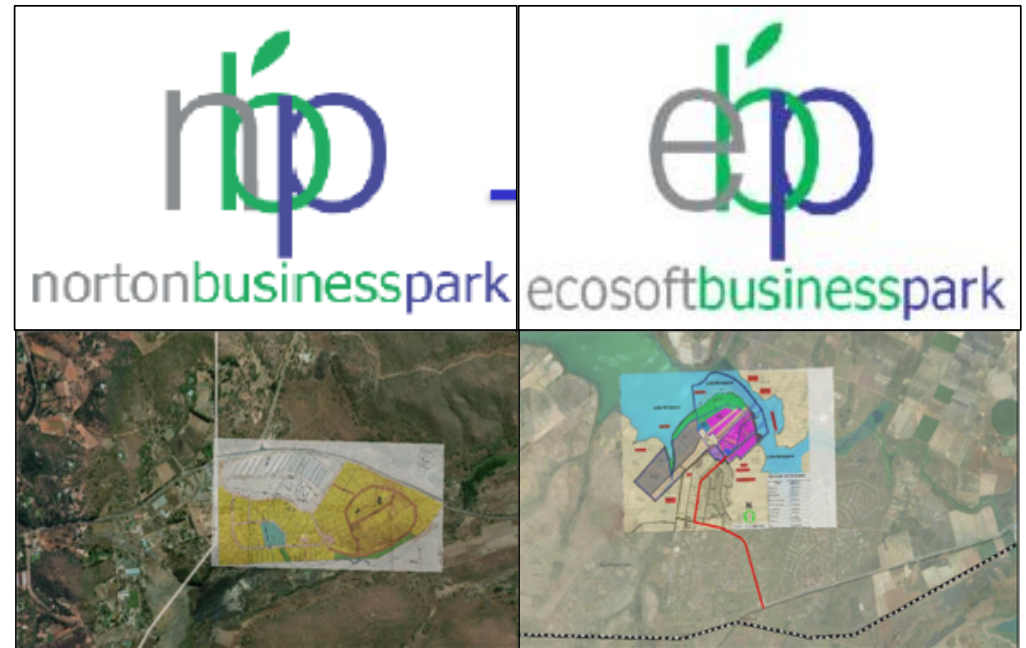
## Dry Ports in the Norton Business Park and Eco-Soft Business Park

Econogistics was appointed by the Coega Development Corporation (CDC) for advisory services to assist the TD Holdings (Pvt) Ltd, as the licence holder of the Zimbabwean SEZ's, with conducting a pre-feasibility study for dry ports in the Norton Business Park, 40 kms from Harare and Eco-Soft Business Park, 20 kms from Harare in Zimbabwe.

The attached report provides a summary of the study and the findings.

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# Econogistics Projects

## Environmental Status Quo & Screening - Pragoti Industries Limited - Bangladesh

Pragoti Industries Limited (PIL) contracted AIH and Eusuf Associates to carry-out a feasibility study for the establishment of an automotive Completely Knocked Down (CKD) Plant for the assembly of various models from multiple Original Equipment Manufacturers (OEM's).

The Environmental Specialist at Econogistics (a subsidiary of the AIH Group) was responsible for the compilation of an Environmental Status-Quo & Screening Report as part of the Feasibility Study.

The objectives of the Environmental Status-Quo & Screening Process is to determine the current operational environmental status quo, and to determine the applicable Legal requirements in terms of Regulations, Licence & Permit Requirements, Norms, Standards and Guidelines with an ultimate aim is to identify how these apply to the specific operations of the new plant.

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# Econogistics Projects

## Lesedi Transit and Warehouse Hub

AIH (Econogistics) was appointed by GIFA to conduct a market and tenant engagement assignment for the establishing the Lesedi Transit Warehouse Hub based on the following:

- The Lesedi Municipality for support to his development in terms of the Municipality's Local Economic Development Plans
- The facility will be in Heidelberg along the N3 Corridor to Gauteng
- It will facilitate intermodal handling and deconsolidation of freight destined for Gauteng, as well as freight destined for export market
- There is an opportunity to collaborate with the Transnet Tambo Springs development due to rail locality
- There being a potential for expansion and commercialisation of the Heidelberg Aerodrome to cater for Airfreight
- There could possibly be a light manufacturing in the hub

Upon conclusion of the project the team was able to provide GIFA with expert guidance and advice on the route forward to attract investors to the Lesedi Transit Warehouse Hub.

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# Econogistics Projects

## Policy Analysis for Eco-Industrial Park Transformation in South Africa

The National Cleaner Production Centre South Africa (NCPC-SA), United Nations Industrial Development Organisation (Unido) and the Department of Trade, Industry and Competition (DTIC) are working on a new project called the Global EIP Programme (GEIPP).

We are proud to announce that Econogistics (Pty) Ltd was, as part of this programme, appointed by the CSIR to undertake an analysis of National and Provincial policies relevant for Eco Industrial Park (EIP) transformation. Econogistics will assist the CSIR and the NCPC with the development of policy and regulatory changes for advancing uptake of EIP practices. Econogistics will furthermore develop awareness raising materials for policy makers such as EIP awareness fact-sheets.

The outcome of this work will contribute to policy amendment towards applying Eco Industrial Parks framework in South African knowledge and contribute to eco industrial parks knowledge; and to help build national capacity and understanding the benefits of eco industrial park applications within South African industry both from economic, social and environmental perspective.

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## Provincial Land Transport Framework – Eastern Cape Provincial Department of Transport

Econogistics (Pty) Ltd has been appointed as part of a consortium to compile and update the Provincial Land Transport Framework (PLTF) for the Eastern Cape Provincial Department of Transport (ECDoT) .

The project team will provide the status of transport in each provincial districts in terms and will assess key issues, challenges, and opportunities within the transport sector with the focus of achieving an integrated plan across all modes of transport.

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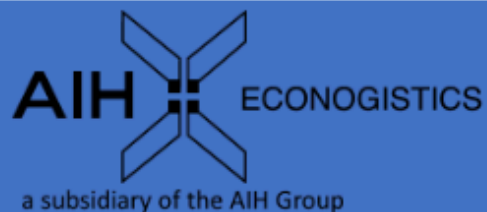
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## Update & Compilation of Provincial Land & Transport Framework (PLTF) for the Eastern Cape Department of Transport







## Transport Forum - *“Special Economic Zones and Industrial Parks: Holding up the Mirror – Making it Work”*

Econogistics (Pty) Ltd and its partners Zutari and DBI sponsored a virtual Transport Forum session on 18 May 2021 entitled ***“Special Economic Zones and Industrial Parks: Holding up the Mirror – Making it Work”***.

The speakers assembled and the topics presented included the following:

- Dr Paulo Fernandes, Chief Executive Officer Econogistics: Setting the Scene
- Mr Maoto Molefane, Acting Deputy Director General Department of Trade, Industry and Competition: The South African SEZ programme - History of SEZs and Industrial Parks; strategic policy objectives; success stories; challenges and opportunities.
- Dr Pierre Voges, Acting Chief Executive Officer Atlantis Special Economic Zone: Lessons from Atlantis Special Economic Zone - Coastal SEZs challenges and opportunities
- Mr Hendrik Louw, Acting Chief Executive Officer Namakwa Special Economic Zone: Lessons from inland SEZs - Inland SEZs challenges and opportunities; lessons learnt; current barriers and logistics challenges.
- Mr Corrie Kotze, Chief Executive Officer Automotive Investment Holdings Group (AIH): An investor’s perspective - Why will an investor put their money in an SEZ?
- Mr Duane Newman, Director Cova Advisory: A financier perspective - Financing and incentives.

The forum also facilitated a panel discussion that allowed participants to contribute to the debate on SEZs and interacted with the following panellists:

- Dr Pierre Voges, Acting Chief Executive Officer Atlantis Special Economic Zone as a representative from the SEZ programme.
- Mr Duane Newman, Director Cova Advisory as a representative from the financial and advisory sector.
- Mr Warwick Lord, Chief Executive Officer Cato Ridge Logistics Hub Consortium as a private sector logistics and transport infrastructure representative.
- Mr JC Greyling, Project Manager Econogistics as facilitator and consultant delivering advisory services to various SEZs.

The forum assembled approximately 150 participants. Interested parties can view the session on the following YouTube channel: <https://www.youtube.com/channel/UCYFGQ6A5Oxsp7WJSKO5amXQ/videos>

For more information please contact JC Greyling at [jc@autoih.co.za](mailto:jc@autoih.co.za).

# LPG Minibus Taxi Conversion Project



The team from Econogistics was involved in the project management of a pilot project to convert 70 Gauteng based Taxi's, to run dually on Petroleum fuel and Liquid Petroleum Gas (LPG).

The assignment was, at the time, managed by the Automotive Industry Development Centre (AIDC), an agency of the Gauteng Provincial Government's Department of Economic Development. The Gauteng Provincial Government took notice of the fact that the province needed to take the lead in reducing the environmental impact of the vehicles on its roads by reducing the "Carbon Footprint". This Provincial initiative was an opportunity to take the lead in a National context.

The project successfully converted 70 vehicles, reducing CO<sub>2</sub> (green house gasses) and CO emissions (Cacogenic gasses), thus greening the Gauteng Taxi Industry.

The project also created ten (10) training opportunities for the unemployed youth with seven (7) successfully completing the course and three (3) being offered employment. Unfortunately only one (1) candidate accepted the employment offer and she is actively contributing to the successful roll-out of the project and the Gauteng economy.

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a subsidiary of the AIH Group

## AUTOMOTIVE SECTOR - DEMAND & SUPPLY CHAINS ANALYSIS

Econogistics (Pty) Ltd has been appointed by the The WITS TCSE for automotive sector - demand & supply chains analysis

The project team will provide WITS TCSE with a Report of the South African Automotive Sector. The Report will address Automotive Demand and Supply Chains Analysis.

The Project team will conduct a Detailed Automotive Industry Supply Chain analysis, Run a Detailed analysis of Automotive Supply Chain & Logistics trends, Develop Risk-based Demand scenarios , Identify the needs of Automotive market and then developing supply chain strategies for the different OEM's and vehicle importers, Conduct an Evaluation and quantification of COVID-19 impact and recovery, Evaluate realism of FDM opportunities and identify potential new business and customers, conduct Supply Chain Cost modelling, analysis and interpretation , Evaluate potential impact of development nodes.

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**TCSE**  
WITS TRANSNET CENTRE  
OF SYSTEMS ENGINEERING



# Research, analysis & recommendation of alternative Community Economic Empowerment Models

The Industrial Development Corporation (IDC) provides financing to entrepreneurs engaged in competitive industries. It envisages an accelerated transition towards a more inclusive and sustainable economy by harnessing the power of the private sector to create economic opportunities for people where they live. In this context, it seeks to play an active role in promoting and driving Social + Environmental + Economic Inclusion, i.e. the opening of economic opportunities to under-served groups and achieving transition to a sustainable economy, in and around communities where it invests in and/or supports economic activity.

In an effort to empower communities and to promote sustainable community ownership, self-determination and community-driven development, vehicles such as Community Trusts have become common, and in sectors such as mining and renewable energy form part of the legislative licensing requirements.

However, the success of currently employed vehicles to deliver sustainably on these envisaged and desired outcomes have been mixed. South Africa's inequality remains high as measured on both the Palma and Gini ratios and the gains made in poverty alleviation Pre-Covid are in reverse, a trend which is likely to accelerate.

Econogistics has been appointed to develop a case for alternative vehicles that support and contribute to the establishment of community-owned and directed, sustainable, impactful and inclusive economic development at local and regional level.

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