

# Trade Mission to Morocco & South Africa



## Opportunities in Morocco

Morocco is a market-oriented economy that has made significant strides with a new port and free trade zone near Tangier and a Free Trade Agreement with the U.S. in 2006. The country is also a broker for business throughout Africa and enjoys low labor costs. Morocco imports close to 90% of its energy needs, while aiming to generate 42% of electricity from renewables by 2020. In the security arena, Morocco is supporting the Joint Force of the G5 Sahel, a coordinated regional counter-terrorism effort.

The top opportunities for Virginia exporters in Morocco include:

- Renewable Energy
- Telecommunications
- Agricultural Products
- Transportation
- Healthcare
- Safety & Security
- Plastics
- Clothing/ Apparel
- Household Items

## Opportunities in South Africa

The United States is South Africa's third largest trading partner. Foreign domestic investment in the second largest African economy grew by 43% in 2017 to reach US\$3.2 billion, principally in energy and telecommunications. The rule of law is well established and market potential remains high, despite stalled reforms and recent political uncertainty. New data centers and strong growth of smartphones make South Africa a key market for information technology.

The top opportunities for Virginia exporters in South Africa include:

- Electrical Power Systems
- Mining Equipment
- Pollution Control Equipment
- Green Building Technologies
- Information Technology
- Port and Maritime Infrastructure
- Medical Devices
- Safety and Security

*"The people we were able to meet with as a result of this trade mission were high level decision makers that typically take us a long time to reach. The research and insights gained on this trip will help us keep our competitive advantage!"*

- Trade Mission to the United Kingdom

*"This trip turned out to be an excellent opportunity to build relationships with five qualified Mexican companies that can and will support my business going forward."*

- Trade Mission to Mexico

*"The trade mission to Colombia was one of the best events we have attended. The meetings matched our search criteria, we were productive in our efforts to obtain new client contacts, and we gained new insight into our industry in Colombia."*

- Trade Mission to Colombia

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## Trade Mission Details

**Dates:** October 24 - 30, 2018

**Fee:** \$2,500 (fee does not include airfare, lodging and meals)

### Registration

**Deadline:** August 24, 2018

### Questions?

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*"I have visited Saudi Arabia before, but the success I had in this trip was above and beyond our expectations. We have a few opportunities that may result in business. We are now developing proposals and evaluating partnerships."*

- Trade Mission to Saudi Arabia