

PRESENTATION BY THE DEPARTMENT OF TOURISM TO THE PORTFOLIO COMMITTEE ON TOURISM

BILATERAL AND MULTILATERAL ENGAGEMENTS ON TOURISM

22 AUGUST 2018

broadening horizons



tourism

Department:
Tourism
REPUBLIC OF SOUTH AFRICA



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1. PURPOSE

The purpose of the presentation is to provide:

- the Multilateral Forums that South Africa is signatory to and members of
- status of signed Agreements/ Memorandums of Understanding (MOUs)
- progress on the implementation of the signed MOUs
- an update regarding MOUs under negotiation
- benefits derived

Note: For the purpose of this presentation, the word “MOU” will be used to also refer to an Agreement.



2. DEFINITIONS/ TERMINOLOGY

- **International agreement** – refers to an agreement between states or between states and international organisations that creates or intends to create a relationship between them operating under international law.
- **Treaty** – normally used for more formal agreements dealing with matters of gravity.
- **Convention** – usually used for multilateral agreements.
- **Agreement** – less formal agreements with limited scope and fewer parties.
- **Protocol** – usually an ancillary agreement to the original agreement.
- **Memorandum of Understanding** – a less formal agreement, usually of an administrative or technical nature.
- **Exchange Notes** – a less formal agreement. Concluded through two or more diplomatic notes between the parties.
- **Declaration of Intent** – is an instrument which the parties express their intentions, without creating any obligations, and therefore cannot be an international agreement as contemplated in Section 231 of the Constitution.

Note: Agreements are concluded between Governments and not Departments. Departments can be designated as the authority for implementing agreements (*Competent authority*). The South African side to the Agreements is always to be cited as “the Government of the Republic of South Africa”.

3. LEGISLATIVE MANDATE

- The Constitution of the Republic of South Africa, Act 108 of 1996
- Tourism Act, (Act No 3 of 2014) makes provision for the promotion of tourism
- National Development Plan
- Industrial Policy Action Plan (IPAP) identified tourism as an important driver of both domestic consumer spending and foreign exchange earnings
- The New Growth Path identifies tourism sector as one of the six (6) key sectors to be prioritised to support employment creation
- National Tourism Sector Strategy
- South Africa's Foreign Policy



4. BACKGROUND

- Drives South Africa's national interest
- Strengthening bilateral and multilateral relations
- Strengthening regional integration
- Strategic partnerships and collaboration
- Contributes to achieving national priorities such as job creation and economic growth
- Contributes to South Africa's foreign policy to build a better Africa and better world
- Strategically position South Africa as a destination of choice



5. MULTILATERAL FORUMS THAT SA IS SIGNATORY TO

- **Indian Ocean Rim Association (IORA)**
 - ✓ Secretariat in Mauritius
 - ✓ SA is one of the founding members – 1997
 - ✓ Highest decision making body is the Council of Ministers
 - ✓ Tourism was prioritised in 2013
- **Brazil-Russia-India-China-South Africa (BRICS) forum**
 - ✓ No Secretariat, functions through the Sherpa meetings led by DIRCO
 - ✓ Tourism track/work stream approved during the 2nd Sherpa Meeting of April 2018
 - ✓ Deliverables by Tourism are incorporated in the 2018 BRICS Johannesburg Declaration (27 July 2018) – 1st BRICS Tourism Senior Officials Meeting planned for later this year
- **India-Brazil-South Africa (IBSA) Trilateral forum**
 - ✓ No Secretariat, functions through the Sherpa meetings by DIRCO
 - ✓ Agreement signed in October 2008, active February 2013
 - ✓ Tourism is a strategic sector



5. MULTILATERAL FORUMS THAT SA IS SIGNATORY TO (cont.)

- **Organisation for Economic Co-operation and Development (OECD)**
 - ✓ Participation since 2012
 - ✓ Access to committee meetings as well as access to strategic documents, credible databases and peer review reports, tourism trends in the OECD member countries, and exposure and participation in the programmes that promote competitive and sustainable tourism
- **World Tourism Organisation (UNWTO)**
 - ✓ SA is a member of the UNWTO since 1994
 - ✓ Executive Council
 - ✓ Regional structures (Commission for Africa)



6.MEMBERSHIP TO MULTILATERAL FORUMS

Forum	Subscription	SA's Role/Position	Benefits for SA
IORA	Paid by DIRCO from a country perspective – no subscription by the Department	<ul style="list-style-type: none"> •Current chair of IORA •Establishment of an IORA Tourism Core Group to focus on specific tourism related projects and programmes 	<ul style="list-style-type: none"> •Public private partnership to fully benefit the tourism industry. •Exchange of information and best practices to benefit SA's priorities – e.g. the Coastal and Marine Tourism Workshop benefited Operation Phakisa in terms of sustainable use of the environment for tourism purposes and destination development. •Potential to benefit the tourism sector through the IORA fund available to member states for projects initiated by the IORA member states. •Potential investment/economic support by the IORA dialogue partners.

6. MEMBERSHIP TO MULTILATERAL FORUMS (cont.)

Forum	Subscription	SA's Role/ Position	Benefits for SA
OECD	<ul style="list-style-type: none"> • Participant fee to the working fund of the Tourism Committee of the OECD = €10 800 • Voluntary contribution to the working fund of the Tourism Committee of the OECD = €15 000 • Total €25 800 = R417 699 	<ul style="list-style-type: none"> • Information sharing on Tourism policies and travel trends 	<ul style="list-style-type: none"> • Regular observer. • Participation in the committee including access to strategic documents, credible databases and peer review reports, tourism trends in the OECD member countries, and exposure and participation in the programmes that promote competitive and sustainable tourism.
BRICS	<p>Contributions are paid by DIRCO from a country perspective – no subscription by the Department.</p>	<ul style="list-style-type: none"> • Current chair of BRICS • Establishment of a BRICS Tourism Working Group 	<ul style="list-style-type: none"> • Public private partnership to fully benefit the tourism industry. • Ease of travel amongst the BRICS countries to enable increase in tourists and selling of tourism products. • Exchange of information and best practice.



6. MEMBERSHIP TO MULTILATERAL FORUMS (cont.)

Forum	Subscription	SA's Position/Role	Benefits for SA
IBSA	Paid by DIRCO from a country perspective – no subscription by the Department	<ul style="list-style-type: none">• Exchange of information and best practices.	<ul style="list-style-type: none">• The IBSA fund has been key in addressing alleviation of poverty, especially in Africa. This addresses, amongst others, SA's priorities in terms of African Agenda.



6. MEMBERSHIP TO MULTILATERAL FORUMS (cont.)

Forum	Subscription	SA's Position/Role	Benefits for SA
UNWTO	Member-ship fee: R2 388 969 for 2018/19	<ul style="list-style-type: none"> SA is a member of the UNWTO since 1994. 	<ul style="list-style-type: none"> Specialised agency of the UN responsible for the promotion of responsible, sustainable and universally accessible tourism. As the international organisation in the field of tourism, the UNWTO promotes tourism as a driver of economic growth, inclusive development and environmental sustainability and offers leadership and support to the sector in advancing knowledge and tourism policies worldwide. Setting of Methodology and Training on Statistics. Technical Expertise and assistance e.g. SA invites the UNWTO Secretariat to make presentations, even at Indaba Ministerial Session at no costs, except for travel.
CAF	No member-ship fee	SA is serving as Vice-Chair of CAF for the period 2017-2019, as elected at the 60 th meeting	<ul style="list-style-type: none"> UNWTO's Commission for Africa (CAF) is one of the six regional commissions for UNWTO. CAF has 51 members and is the biggest region of the UNWTO. Strengthening regional integration and collective decision making for the development and tourism growth in the continent

6. MEMBERSHIP TO MULTILATERAL FORUMS (cont.)

Forum	Subscription	SA's Position/Role	Benefits for SA
AU	The African Development Bank (AfDB) is involved in mobilising funding for the implementation of transport and energy projects for the year 2020	<ul style="list-style-type: none"> • There is no tourism forum established except that there is AU Specialised Technical Committee on Transport, Intercontinental and Interregional Infrastructures, Energy and Tourism • SA supports the establishment of a tourism directorate within the African Union Commission (AUC) to provide policy support and coordination on tourism. • SA supports the revision of the Tourism Action Plan (TAP) as it is a blue print that seeks to address challenges that face tourism in Africa. 	<ul style="list-style-type: none"> • Agenda 2063 and 2030 Agenda for Sustainable Development provides a framework for sustainable structural transformation in Africa. The first ten year implementation plan is a mechanism that is designed to facilitate the implementation of both agendas at all levels, (namely, National, Regional and Continentally). Through the process of domestication. <p>Challenges highlighted for the tourism sector:</p> <ul style="list-style-type: none"> • Lack of prioritisation • Poor Treasury Support to Tourism • Underdeveloped Tourism Infrastructure and limited product range • Lack of timely and reliable tourism data affecting availability of important planning data input. • Poor Destination Accessibility • Wide human resource capacity demand vs. supply gap • The challenge of price competitiveness

6. MEMBERSHIP TO MULTILATERAL FORUMS (cont.)

Forum	Subscription	SA's Position/Role	Benefits for SA
AU (cont.)			<p>CONVERGENCE OF AVIATION AND TOURISM POLICIES</p> <ul style="list-style-type: none">• Efforts towards the liberalisation of Africa's aviation industry and establishment integrated intra-regional air transportation results in the several treaties, declarations and MOU's being signed in Africa.• Africa has witnessed a sustained growth in its air transportation sector, rising by 6.6 % over the last decade, making it the second fastest growing region globally after Asia. Traffic to, from, and within Africa is projected to grow by about 6% per year for the next 20 years (<i>Boeing's long term forecast 2014-2033</i>).



6. MEMBERSHIP TO MULTILATERAL FORUMS (cont.)

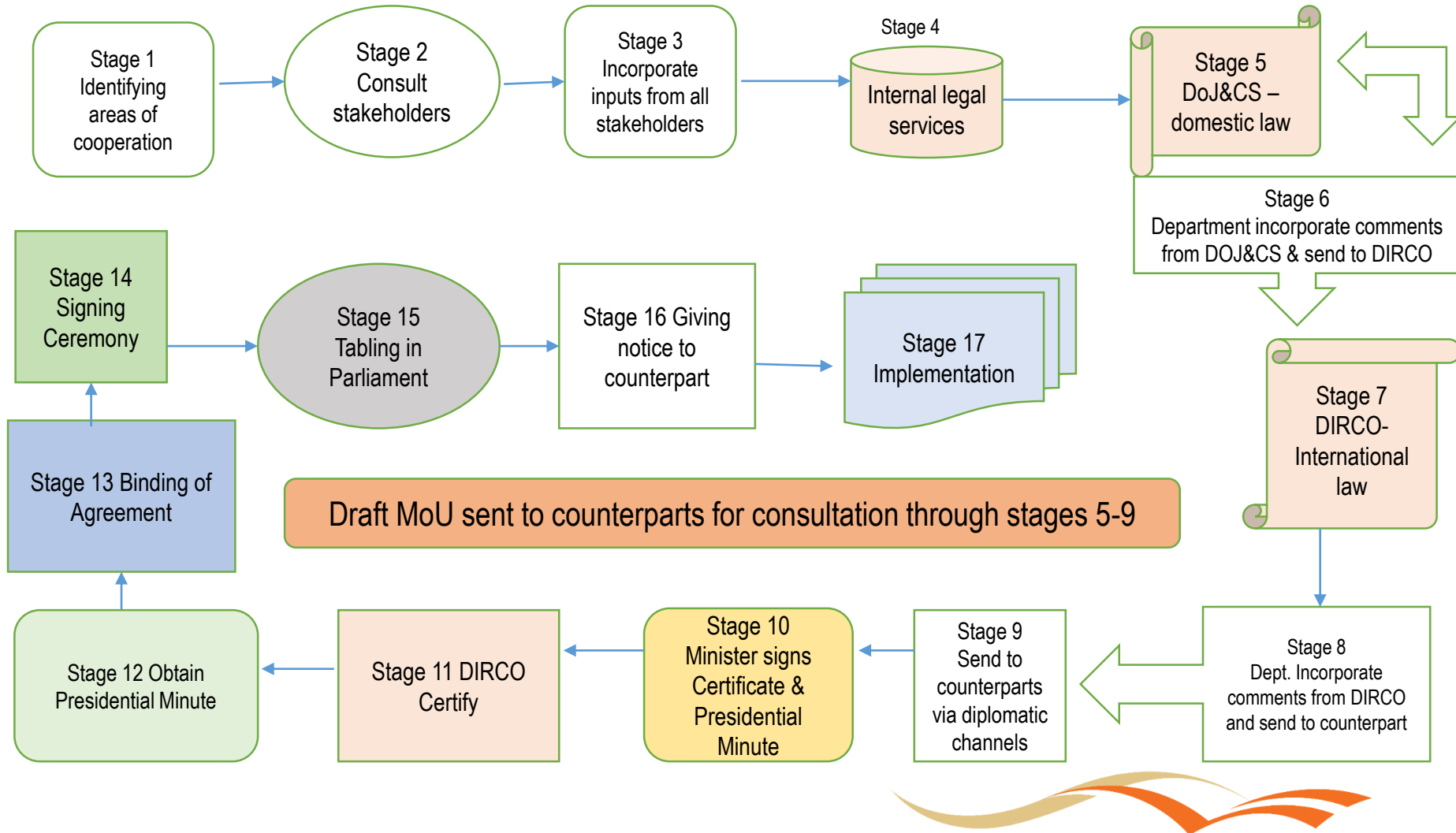
Forum	Subscription	SA's Position/Role	Benefits for SA
SADC	Membership is paid by DIRCO	<ul style="list-style-type: none"> SA was the Chair of SADC from August 2017 to August 2018. From August 2018 to August 2019 SA will serve in the Troika as the outgoing Chair. 	<ul style="list-style-type: none"> Its main objective is to achieve development, peace and security, and economic growth, to alleviate poverty, enhance the standard and quality of life of the peoples of Southern Africa, and support the socially disadvantaged through regional integration, built on democratic principles and equitable and sustainable development.
RETOSA	<ul style="list-style-type: none"> Membership subscription fee: R3 983 000 in 2017-2018 financial year. Criteria for calculating contributions is based on the country's GDP and SA is currently the highest contributor to RETOSA 	<ul style="list-style-type: none"> SA served on the Financial and Human Resource Committee from 2015 to 2017. SA served on Legal Expert, Transformation Committee and Finance and HR Committees that led the transformation process of RETOSA between 2013-17 	<ul style="list-style-type: none"> RETOSA is a legal entity of Southern Africa Development Community SADC and the promotional and marketing arm of SADC's Tourism Sector. RETOSA will be winding up after the SADC Council decision.

7. MANDATE - INTERNATIONAL RELATIONS & CO-OPERATION

- Drive SA's national interest and values through tourism
- Drive SA's national priorities (maintain government to government relations)
- Negotiate and implement international tourism agreements
- Stakeholder engagement to identify and resolve international tourism-related barriers
- Provide advise and support for engagements
- Facilitate capacity building initiatives as a contribution to regional integration (International best practices workshop)
- Development of tourism through strategic interventions and the formation of partnerships



8. STAGES IN CONCLUDING MOUs



9. COMMON AREAS OF COOPERATION ON MOUs

- Heritage and Cultural Tourism
- Promotion of Sector Skills Development e.g. Language Training
- Research, Policy Planning, Monitoring and Evaluation
- Share grading standards and procedures
- Exchange of information on Public Private Partnerships and programmes.
- Sustainable Tourism Development
- Promotion of Mega Events
- Human Resource development and training
- Community tourism development
- Joint marketing and tourism development
- Tourism investment
- Development of cross-border tourism
- Product development
- Establishment of Joint Technical Committees



10. STATUS OF SIGNED MOUs

Signed: 25 MoUs		MoUs under negotiation: 8 MoUs	Expired MoUs; Declaration of Intent & Exchange of Notes	Dormant MoUs and Declaration of Intent
<ol style="list-style-type: none"> 1. Algeria 2. Angola 3. Brazil 4. Bulgaria 5. China 6. DRC 7. France 8. India 9. Lesotho 10. Gabon 11. Chana 12. Malawi 	<ol style="list-style-type: none"> 13. Mexico 14. Mozambique 15. Nigeria 16. Saudi Arabia 17. Russia 18. Senegal 19. Seychelles 20. Singapore 21. Tunisia 22. Turkey 23. Vietnam 24. Zambia 25. Zimbabwe 	<ol style="list-style-type: none"> 1. Botswana 2. Ethiopia 3. Iran 4. Palestine 5. Mauritius 6. Namibia 7. Sri Lanka 8. Uganda 	<p>2 Expired MoUs Egypt - signed: 26/8/1997 Kenya – signed: 19/8/2009 *Pursuing renewal of the two expired MoUs as these are strategic and potential markets</p> <p>1 Expired Declaration of Intent: Sri Lanka Signed: 24/02/2015 * Pursuing a fully – fledged MoU</p> <p>1 Exchange of Notes: Japan Signed: 7/02/2001 * A new Declaration of Intent is being negotiated</p>	<p>2 MoUs Bulgaria – signed: 1997 Greece - signed: 1998 * Pursuing collaboration</p> <p>1 Dormant Declaration of Intent: Spain Signed: 4/9/2003 * Pursuing collaboration</p>

11. BENEFITS OF COMMON AREAS ON MOUs

Article / Clause	Project	Benefits / Outcomes	Countries
Heritage and Cultural Tourism	To facilitate promotion and development of heritage and cultural tourism	To enhance visitor experience in line with the NTSS pillars	<ul style="list-style-type: none"> Zimbabwe, Zambia, Malawi, Gabon, DRC
Promotion of Sector Skills Development e.g. Language Training	<ul style="list-style-type: none"> Language Training, e.g. Mandarin, French, Spanish, Portuguese exchange of information, officials or programmes exchange of researchers, lectures and other personnel in the tourism industry Facilitate and encourage collaboration of women and youth in tourism Facilitate cross border tour guide training 	<ul style="list-style-type: none"> Empowering Tourist Guides, Receptionists, Development of Curriculum, Visitor Experience in line with NTSS pillars Chefs placement programme Add value in terms of capacity building to various academic institutions specifically tourism and hospitality institutions Exchange and share information on best practises Enhancing transformation in the sector by empowering women and youth in tourism Empowering cross border tourist guides and similarly ensure that quality harmonised service excellence is enhanced 	<ul style="list-style-type: none"> China, France, Russia, Seychelles - MoU signed between CPUT and STA MoU signed between the Department and UNISA Namibia (draft MoU)
Human Resource development and training	<ul style="list-style-type: none"> Facilitate and encourage collaboration of women and youth in tourism Facilitate cross border tour guide training 	<ul style="list-style-type: none"> Empowering cross border tourist guides and similarly ensure that quality harmonised service excellence is enhanced 	<ul style="list-style-type: none"> MoU signed between the Department and UNISA Namibia (draft MoU)
Research, Policy Planning, Monitoring and Evaluation	<p>Hosting and undertaking Study Visits and Benchmarking exercises</p> <ul style="list-style-type: none"> Sharing of Best Practices Workshop 	Gaining knowledge to enhance capacity building which also strengthen bilateral cooperation	Zimbabwe and Mozambique (All countries that we signed MoUs with are invited to the Workshop)



11. BENEFITS OF COMMON AREAS OF MOUs WITH COUNTERPARTS (cont.)

Article / Clause	Project	Benefits / Outcomes	Countries
Share grading standards and procedures	Coordinating the training offered by SA Tourism on grading and classification	The department's role is to contribute to regional integration	Malawi, Zambia, Seychelles, Lesotho, Mozambique
Joint marketing and tourism development	<ul style="list-style-type: none"> Facilitate the joint packaging of products Facilitate the sharing of expertise on the marketing and promotion of programmes through the marketing Agencies 	<ul style="list-style-type: none"> Strengthen the positioning of the countries Strengthening and enhancement of regional integration 	All countries with whom the department signed MoU's
Tourism investment	Organising seminars or workshops to share information about business opportunities in each others country	Creating a platform and empowering mutual business growth	All countries with whom the department signed MoU's
Development of cross-border tourism	Facilitation of harmonisation of standards, policies and legislation for the development of cross border tourism	<ul style="list-style-type: none"> To address the needs of communities that lives in proximity to those resources To ensure smooth cross border tourism 	Namibia, Mozambique, Botswana, Zimbabwe, Swaziland



11. BENEFITS OF COMMON AREAS OF MOUs WITH COUNTERPARTS (cont.)

Article / Clause	Project	Benefits / Outcomes	Countries
Product development	Facilitate product development of common resources	<ul style="list-style-type: none"> • Enhance visitor experience • Contributes to job creation and economic growth 	<ul style="list-style-type: none"> • Lesotho • Namibia (MoU in draft)
<u>In addition:</u> Ease of travel facilitation	Facilitate ease of travel for inbound tourists to SA	Boost and increase the number of tourists visiting SA	<ul style="list-style-type: none"> • Russia – visa waiver • Angola – visa waiver • China – simplification of visa requirements • India – simplification of visa requirements under negotiation
Establishment of Joint Technical Committees	<ul style="list-style-type: none"> • Ensure development of implementation plan • Oversee the implementation of the signed agreement 	Effective implementation, monitoring and evaluation	Most of the countries that MoUs have been signed with



11. BENEFITS OF COMMON AREAS OF MOUs WITH COUNTERPARTS (cont.)

Article / Clause	Project	Benefits / Outcomes	Countries
Exchange of information on Public Private Partnerships and programmes	<ul style="list-style-type: none"> Facilitate participation of SMMEs and Enterprises at the tourism exhibitions and roadshows Facilitate and promote collaboration amongst public and private tourism associations 	Understanding the market segments and empowering the SMMEs and Enterprises in negotiating and sealing deals	Zimbabwe
Sustainable Tourism Development	Organise seminars to promote sustainable and responsible tourism	Contribute to the enhancement of best practices and mutual compliance to regulations and tourism growth	DRC, Senegal, Malawi, Zambia, Zimbabwe
Promotion of Mega Events	Facilitate participation and hosting of Mega events	<ul style="list-style-type: none"> Strengthen bilateral relations and cooperation. Contributes to economic growth and job creation 	Zimbabwe, Malawi, DRC, Lesotho, Zambia



12. KEY STATISTICS: Africa and Middle East

Country & Date Signed	Tourist Arrivals 2017	Population (millions) 2017	GDP - per capita 2017
1. Algeria 28/04/1998	1 202	41 318 142	170.4 billion (US\$)
2. Angola 23/01/1992	49 299	29 310 273	192 billion (US\$)
3. DRC 16/10/2015	29 675	83 301 151	67.99 billion (US\$)
4. Egypt 26/08/1997	8 500	99 375 741	237.37 billion (US\$)
5. Gabon 26/11/2003	7 982	1.98	14.21 billion (US\$)
6. Ghana 23/08/2011	17 705	27 499 924	130.2 billion (US\$)
7. Kenya 19/08/2009	28 944	50 950 879	74.94 billion (US\$)
8. Lesotho 12/05/2012	1 747 211	2 263 010	7.448 billion (US\$)

Source: Stats SA, World Bank Index Mundi

12. KEY STATISTICS (cont.): Africa and Middle East

Country Date Signed	Tourist Arrivals 2017	Population 2017	GDP - per capita 2017
9. Malawi 31/08/2017	175 014	19 196 246	22.47 billion (US\$)
10. Mozambique 28/02/1995	1 339 245	26 573 706	37.39 billion (US\$)
11. Nigeria 23/05/2008	50 921	190 632 261	1.118 trillion (US\$)
12. Saudi Arabia 06/02/2014	11 164	32 938 213	683.827 billion (US\$)
13. Senegal 10/6/2017	2 609	14 668 522	43.07 billion (US\$)
14. Seychelles 05/08/2013	8 152	95 843	1.486 billion (US\$)
15. Tunisia 05/04/1995	1 146	11 659 174	40.26 billion (US\$)
16. Zambia 29/06/2017	173 033	15 972 000	68.9 billion(US\$)
17. Zimbabwe 12/05/2012	2 039 932	13 805 084	33.87 billion (US\$)

12. KEY STATISTICS (cont.): Rest of the World






Country & Date Signed	Tourist Arrivals 2017	Population 2017	GDP - per capita 2017
18. Brazil 24/09/2014	67 797	207 353 391	15.500 (US\$)
19. China 28/10/2013	97 069	1 379 302 771	17.000 (US\$)
20. France 28/02/2008	196 165	67 106 161	43.600 (US\$)
21. India 08/07/2016	97 921	1 281 935 911	7.200 (US\$)
22. Mexico 16/01/2014	4 625	124 574 795	19.500 (US\$)
23. Turkey 23/06/2000	14 387	67 106 161	43.600 (US\$)
24. Singapore 2005	10 964	5 888 920	90.500 (US\$)
25. Russia 23/11/1998	12 532	142 257 519	27.900 (US\$)

Source: Stats SA, World Bank Index Mundi






13. TOP FIVE SOURCE MARKETS

Latest report Jan- May 2018

Top five overseas source markets
Up/down from 2017

Country	Tourist Arrivals	
UK	198 816 -5.3%	
Germany	152 365 - 0.6%	
USA	144 118 0.9%	
France	82 133 -2.6%	
Netherlands	54 629 - 6.1%	

Top five overseas source markets
Up/down from 2017

Country	Tourist Arrivals	
Zimbabwe	942 895 8.8%	
Lesotho	790 692 1.6%	
Mozambique	580 993 4.72%	
Swaziland	353 058 0.4%	
Botswana	261 794 2.6%	

International Relations and Co-operation 22 August 2018



14. MoUs UNDER NEGOTIATION

Country	Tourist Arrivals (Stats SA) Population (World Bank: 2017)	GDP (World Bank: 2017)	Status
1. Botswana	681 379 2 0214 858	39.55 billion US\$	MoU bound, waiting for Botswana to confirm their readiness and date for signing.
2. Iran	5 311 96 926 270	427.7 billion US\$	Negotiations were concluded and the MoU will be signed at the next state/ presidential visit.
3. Palestine	254 4 816 503	11.95 billion US\$	Negotiations were concluded and the MoU is ready for signature. The Department is currently engaging the State of Palestine on a possible date for signing.
4. Namibia	208 747 2 484 780	27.02 billion US\$	Consultation processes completed, waiting for confirmation from Namibia with possible signing during the BNC.
5. Ethiopia	8 598 104 957 438	80.561 billion US\$	Negotiations have been concluded. The MoU has been sent to Ethiopia for final consultation.
6. Mauritius	19 525 1 264 613	13.338 billion US\$	A draft MoU is currently being considered by the Department of Tourism and will be forwarded for legal opinion once all inputs are concluded.
7. Sri Lanka	3 026 22 409 381	3.000 million US\$	Currently the department is negotiating a fully - fledged MoU with Sri Lanka. Sri Lanka sent a draft text of the proposed MoU and its under consideration
8. Uganda	11 561 42 862 958	25.891 billion U\$	Draft MoU under consultation in both countries.

15. EXAMPLES OF PROJECTS

Specific Projects	Country	Outcomes for South Africa
Pilot Russian Training Programme (8 tourism practitioners in South Africa)	Russia	<ul style="list-style-type: none"> • The MOU strengthened SA relationship with Russia. This contributed to the visa waiver and 51% increase in tourist arrivals from Russia. • Language training.
Sharing of Best Practices Workshop	Countries we signed MOUs with in Europe, Asia, Americas and all African countries	<ul style="list-style-type: none"> • Learning from each other - best practices and sharing knowledge through presentations done by country representatives during the workshop.
Placement of chefs programme	Seychelles	<ul style="list-style-type: none"> • Skilled and empowered learners chefs who are also exposed to permanent employee opportunities.
Hosting counterparts on benchmarking/study tours	Number of countries	<ul style="list-style-type: none"> • Strengthening bilateral cooperation and benefits to SMMEs as the delegation stays at B&Bs or lodges (e.g. Tanzania and Zimbabwe delegation who visited Soweto and Gert Sibande District Municipality in June and July respectively).
Mandarin Training Programme (20 tourism practitioners in South Africa)	China	<ul style="list-style-type: none"> • The MoU strengthened SA relations with China. The latter contributed to the simplification of visa processes. • The language training is beneficial for tourist arriving in South Africa.
Pilot Chefs Teaching Staff Project in partnership with the Mafikeng Hotel School in North West, 2016	France	<ul style="list-style-type: none"> • This MoU strengthened the relation between SA and France. • Empowered chefs on theory and practical.

16. BENEFITS AND COSTS ON MOUs

Country	Status of MoU	Costs	Benefits
Angola	Implementation Plan for period 2014-2017 expired. Parties developing a new plan	Official travel for SA delegation	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • Former Deputy Minister undertook a working visit to Angola in 2016. • SA Tourism intended opening the country office in Angola, however due to high costs it has been put on hold. • Angolan Minister attended the Indaba Ministerial Session in 2018 and committed that the two countries need to strengthen relations and implement the signed MoU. • There is now a visa waiver between SA and Angola.
Brazil	Implementation Plan	Official travel for SA delegation	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • Benchmarking of best practice in policy formulation and implementation. • Strengthening of bilateral and multilateral relations. • Department together with SANParks hosted the IBSA workshop on eco-tourism in March 2016. • Brazil attended the 2018 Sharing of Best Practice Workshop held in SA. • Tourism statistics have been shared with the Embassy as per the MOU requirement • Brazil's to host a Beach Tourism Workshop in 2018. Awaiting confirmation of dates.

16. BENEFITS AND COSTS ON MOUs (cont.)

Country	Status of MoU	Costs	Benefits
China	Implementation plan developed	<ul style="list-style-type: none"> • Costs for Mandarin Training: R2 270, 598 • CATHSSETA is funding the WIL programme. 	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • Mandarin Language and Chinese culture training undertaken for 20 tourism practitioners. • One learner offered full scholarship and studying towards a degree at the Yangzhou University. • 120 learners to be placed in Chinese institutions through the Work Integrated Learning (WIL) Programme.
DRC	Implementation Plan developed and shared with DRC	Official travel for SA delegation	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • DRC has been exhibiting at Indaba, Ministers and officials from DRC participates at Indaba Ministerial Session and the Sharing of Best Practices Workshop in February 2018. • Investment opportunities.
Egypt	Efforts to revive the agreement and the development of an action plan for implementing the agreements is under consideration	None as yet	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • Egypt is a potential market for SA. • There is rich cultural and heritage experience that SA could learn from Egypt. • Egypt is annually invited to SA's Tourism Indaba.

16. BENEFITS AND COSTS ON MOUs

Country	Status of MoU	Costs	Benefits
France	Implementation Plan	Costs were shared between the department and the school in the North West	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • Upskilling of chefs' trainers between Mafikeng Hotel School and Jean Drouant School (Paris) in 2016. Empowered chefs on theory and practical experience . • This MOU strengthened the relation between SA and France. • Sharing of best practices workshop. • Building relationships between the public, private partnerships between the two countries.
Gabon	Implementation plan developed	Official travel for SA delegation	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • Officials from Gabon attended a senior officials meeting in Pretoria in 2014. Following the meeting it was agreed that Gabon will attend the 2014 Indaba. The 2014 Indaba was attended by the Minister of Tourism and DG of Tourism from Gabon. • Dept. led by Minister participated at the SA-Gabon Cultural Season in collaboration with Dept. of Arts and Culture held in Libreville in 2016. The Cultural Seasons provided a platform to promote SA culture and Tourism • Senior officials from Gabon participated at the Sharing Best Practice workshop in 2017.



16. BENEFITS AND COSTS ON MOUs (cont.)

Country	Status of MoU	Costs	Benefits
Ghana	Implementation Plan developed	None as yet	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted.
India	<ul style="list-style-type: none"> • The Joint Working Group (JWG) established and first meeting held • India is developing the Implementation plan 	Official travel for SA delegation	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • The department & SANParks hosted the India, Brazil and South Africa (IBSA) workshop on eco-tourism in March 2016. • Following the JWG, India shared two documents outlining their guidelines on rural tourism development as part of information exchange and knowledge sharing.
Lesotho	Implementation Plan developed	None as yet	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • Ministers from Lesotho participates annually at Indaba Ministerial Sessions, LTDC exhibits annually at Indaba • SA and Lesotho jointly are working on promoting the Maloti Drakensberg Route.



16. BENEFITS AND COSTS ON MOUs (cont.)

Country	Status of MoU	Costs	Benefits
Malawi	Implementation Plan developed and exchanged with counterpart	Official travel for SA delegation	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • Three SMMEs were supported by the TIP programme of the Department to participate at the Malawi Takulandirani Tourism Expo. • Malawi has invited SA to assist them with the development of the Malawi Lake on tourism attraction places such as Resorts, hotels etc. Malawi exhibits at Indaba annually and their officials participates at Sharing of Best Practices Workshop and Ministerial Session. • Former Minister Tokozile Xasa accompanied by two officials and three SMME's visited Malawi in August 2017 for a tourism fair and signing of the agreement. • NDT is focusing on improving bilateral relations through high level visits, including participation at each other's fairs and workshops.
Mexico	Implementation Plan has been developed which will be shared with counterparts	Official travel for SA delegation	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • Benchmarking of best practice in policy formulation and implementation. • In 2016 the department participated in a tourism information exchange workshop hosted by the government of Mexico in Mexico City. • Mexico was invited to participate in the 2018 Best Practice Workshop, but could not attend citing budgetary constraints. • Tourism statistics have been shared with the Embassy as per the MOU requirement.

16. BENEFITS AND COSTS ON MOUs (cont.)

Country	Status of MoU	Costs	Benefits
Mozambique	Implementation Plan developed and active	Official travel for SA delegation	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • SA receives a high number of tourists from Mozambique. • Mozambique exhibits at Indaba and Ministers of Mozambique participates at Indaba Ministerial Sessions annually. • The Ministers of tourism of both countries launched the Holiday Season together through the SABC Morning Live Programme in Langebaan & in Limpopo and Kruger National Park in 2012 and 2013 respectively. • SA attended the Mozambique International Tourism Fair in 2014 and October 2017. • Strengthening relationships and regional integration through bilateral cooperation. • Hosted Mozambican delegation on benchmarking exercise, • Mozambique participates at Sharing of Best Practices Workshop annually.
Nigeria	<ul style="list-style-type: none"> • Implementation Plan developed, • Flagship programme: National Careers Expo (NTCE) 	Official travel for SA delegation	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • In 2010 Deputy Minister led the delegation that participated at the Tourism Investment Seminar in Abuja. • In 2010 SA hosted ten school kids from Nigeria who attended the NTCE in Durban. • In 2013 SA and Nigerian Ministers of Tourism launched the Holiday Season through the SABC Morning Live Programme. • The signed MoU was an instrument used for lobbying the Nigerian government for the opening of South African Tourism country office in Lagos.

16. BENEFITS AND COSTS ON MOUs (cont.)

Country	Status of MoU	Costs-where applicable	Benefits
Russia	Implementation Plan developed	<ul style="list-style-type: none">• Training course incl. 2 students on a 2 week training programme in Russia: R154 160• Official travel	<ul style="list-style-type: none">• This contributed to the visa waiver and 51% increase in tourist arrivals from Russia.• Developed skills in Russian language and an understanding of Russian culture• This MOU strengthened the relation between SA and Russia.• The implementation of the signed MOU strengthened SA relationship with Russia.• Language training for two tour operators



16. BENEFITS AND COSTS ON MOUs (cont.)

Country	Status of MoU	Costs	Benefits
Saudi Arabia	Implementation Plan developed	<ul style="list-style-type: none"> • The cost of hosting the Prince: estimated R70 000 • The cost of the Technical visit was limited to the travel expenses for the official accompanying the delegation. 	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • Since 2014 Arrivals from Saudi increased from 6 545 to 11 164 (70%). • In June 2017, The Minister of Tourism hosted His Royal Highness Prince Sultan Bin Salman Bin Abdulaziz, President of the Saudi Commission for Tourism and National Heritage. The visit improved tourism relations between SA and Saudi Arabia. • In October the Department hosted the delegation of 6 officials from the Saudi Commission for Tourism and National Heritage on a technical visit. • During the visit the Saudi delegation invited the SA experts to assist them with the development of their routes and planning on their tourists attraction places.

16. BENEFITS AND COSTS ON MOUs (cont.)

Country	Status of MoU	Costs	Benefits
Senegal	Implementation Plan developed and exchanged with counterpart	None as yet	<ul style="list-style-type: none"> Bilateral cooperation strengthened and promoted.
Seychelles	<ul style="list-style-type: none"> Implementation plan developed Exchange Programme 	<ul style="list-style-type: none"> SA paid return tickets for 20 Chefs: R244 000 Seychelles paid monthly stipend of €300 and full board. 	<ul style="list-style-type: none"> Bilateral cooperation strengthened and promoted. SA Chefs gained experience, learnt the Creole cuisine, exposed to employment opportunities as the Seychellois establishment offered some of them permanent jobs. SA hosted the Seychelles delegation in 2013 on a study tour. Seychelles establishments currently requires more SA Chefs, accommodation and food services as well as Sommeliers for permanent jobs. 20 Chefs placed in Seychelles for 12 months (April 2017 to March 2018). Seychelles participates and exhibits annually at Indaba and Sharing of Best Practice Workshop.
Singapore	DIRCO is the lead implementing Department.	No record	<ul style="list-style-type: none"> Bilateral cooperation strengthened and promoted. Two officials from the department participated in the course on Developing Government Policies & Strategies for SME Development in 2012 offered through the Singapore Cooperation Programme (SCP) developed under this MoU.

16. BENEFITS AND COSTS ON MOUs (cont.)

Country	Status of MoU	Costs-where applicable	Benefits
Tunisia	Implementation Plan developed	Official travel for SA delegation	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • Tunisia participated and presented at the Sharing of Best Practices Workshop in February 2018.
Turkey	Implementation plan developed and will be discussed with the Embassy	None as yet	<ul style="list-style-type: none"> • Bilateral cooperation strengthened and promoted. • SA through SA Tourism participates in the annual East Mediterranean International Tourism & Travel Exhibition (EMITT) hosted by Turkey. • Huge potential especially focusing on cultural tourism. Strained political relations between SA and Turkey as well as the present political situation in Turkey are placing a serious strain on developing this partnership.



16. BENEFITS AND COSTS ON MOUs (cont.)

Country	Status of MoU	Costs	Benefits
Vietnam	MoU in force	None as yet	<ul style="list-style-type: none"> No tangible projects
Zambia	Implementation Plan developed	Official travel for SA delegation	<ul style="list-style-type: none"> Bilateral cooperation strengthened and promoted.
Zimbabwe	Implementation Plan developed and is active	Official travel for SA delegation	<ul style="list-style-type: none"> Bilateral cooperation strengthened and promoted Exchange of Information – SA hosted Zimbabwe for a benchmarking tour and the Joint Tourism Technical Committee (JTTC) meeting from 9-13 July 2018



17. CHALLENGES ON IMPLEMENTATION OF MOUs

- Lack of buy in from counterparts on the implementation plans either due to lack of engagement with the projects proposed or financial constraints on their part.
- Budget cuts for the Department of Tourism.
- The rotation of staff at the Embassies in Pretoria. This rotation often causes challenges as new relations needs to be formed and stagnates thus collaboration already commenced with.
- Changes in governments hampers continuity as different administrations pursue or prioritise different interests.
- Agreements may have been signed purely for political considerations as mechanism to strengthen diplomatic relations between states.
- Political instability –civil wars.
- Health challenges, outbreak of Ebola in other parts of Africa.
- Restructuring of Governments which results in movement of Political Heads and/or officials responsible for tourism.



18. WAY FORWARD

- Continue servicing the current existing agreements.
- Identify the agreements that are dormant, as they are not yielding any outcomes, and establish a mutual process to formally terminate dormant MoUs with counterparts.
- Pursue the signing of MOUs with countries that have indicated a keen interest in signing an agreement with SA.
- In deserving cases, the Department could opt to agree on a Project for a short period instead of signing a MOU.
- The Department is prioritising the establishment of Joint Working Groups, for each of the countries that we have signed a MoU with, to facilitate the implementation of Bilateral Agreements to advance SA's tourism objectives as highlighted in the areas of cooperation.
- National and provincial government collaboration coordination i.e. National and Provincial departments are in the process of drafting a coordinated framework to implement MOUs with international countries.
- Contribute towards investment opportunities and economic growth.
- Continue to advance interest and strengthen tourism through participation in multilateral fora.



19. CONCLUSION

- Bilateral relations (MOUs) are platforms that could also be used as influential tools to lobby support from our partners for future Candidatures and aligning positions in Multilateral Fora's such as in the UNWTO.
- It is imperative that the department should enter into agreements and participate in multilateral fora after making strategic assessment on how such cooperation will advance SA's tourism national interests.



Acronym

Description

AU	African Union
AUC	African Union Commission
AfDB	The African Development Bank
BNC	Bi-National Commission
BRICS	Brazil-Russia-India-China-South Africa
CAF	Commission for Africa (under UNWTO)
Dept	Department
EMITT	East Mediterranean International Tourism & Travel Exhibition
IBSA	India-Brazil-South Africa
IORA	Indian Ocean Rim Association
IPAP	Industrial Policy Action Plan
JCC	Joint Commission for Cooperation
JTTC	Joint Tourism Technical Committee
MOU	Memorandum of Understanding
NTCE	National Careers Expo
NTSS	National Tourism Sector Strategy
OECD	Organisation for Economic Co-operation and Development
RETOSA	Regional Tourism Organisation for Southern Africa
SA	South Africa
SADC	Southern African Development Community

20. ACRONYMS (cont.)

Acronym	Description
SCP	Singapore Cooperation Programme
STA	Seychelles Tourism Academy
UNWTO	World Tourism Organisation
WIL	Work Integrated Learning United Nations World Tourism Organisation
WTTC	World Travel & Tourism Council



Thank you



