



Deutsche Industrie- und Handels-  
kammer für das südliche Afrika  
Southern African-German Chamber  
of Commerce and Industry



Supported by:



on the basis of a decision  
by the German Bundestag

AHK Südliches Afrika · P.O.Box 87078 · Houghton · 2041

## AHK SOUTHERN AFRICA: SERVICES OVERVIEW

Item	Cost
<p><b>QUALIFIED BUSINESS PARTNER SEARCH</b></p> <p>We identify relevant companies and/or institutions, relevant contact persons (decision makers), verify their contact details and confirm their interest. This exercise typically takes 8 – 12 weeks to complete.</p>	<p>Average cost: € 3,563.00*</p>
<p><b>QUALIFIED ADDRESS SEARCH</b></p> <p>We determine suitable company addresses in Southern Africa using our broad network within the country-specific economy and our access to current databases and a multitude of coordinated information.</p>	<p>Average cost: € 509.00*</p>
<p><b>MARKET ANALYSIS, SURVEYS AND INTERVIEWS</b></p> <p>We offer a comprehensive and tailor-made market analysis with relevant insights for your products or services. This includes statistics and studies from local industry associations and organisations on the competitive environment of your target market. This analysis typically takes 8 - 12 weeks and results in a detailed report of 40 to 100 pages.</p>	<p>Average cost: € 7,000.00 – 8,000.00*</p>
<p><b>COMPANY VERIFICATION</b></p> <p>We verify the existence of companies through our databases, phone calls and physical visits.</p>	<p>Fixed costs per type of service.</p>
<p><b>TRADE FAIR +</b></p> <p>We organise business trips to leading trade fairs in the region, either as a participant or as a visitor. We facilitate logistics, assist with customs, and organise meetings with potential business partners and stakeholders before and/or after the trade fair.</p>	<p>Costs are subject to scope of services required</p>
<p><b>OTHER SERVICES</b></p> <p>We offer tailor-made solutions for your market entry strategy. Feel free to approach with your requests.</p>	<p>Costs are subject to scope of services required</p>

### AFRICA CONSULTING VOUCHER FUNDING AND MEMBERSHIP\*

\*Members of AHK Southern Africa receive a 10% discount on the Services listed above. [Learn more here.](#)

\*The Africa Consulting Voucher Funding provides up to 85% financial support for consulting services, assisting German SMEs in entering or expanding in African markets. AHK is officially listed as a consultant for this programme.

[Click here](#) for more information on eligibility and the application process.

\*Costs are subject to scope & length of service required.

\*All Service fees are exclusive of VAT when services are provided to clients located outside South Africa.

VAT will be applied if the services are delivered and consumed within South Africa.

\*Direct costs (e.g. location hire, catering, hiring of equipment) as well as travel expenses (if required) are not included.

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