

25 March 2024

Dear Sir/Madam

## REQUEST FOR A QUOTATION FOR A BRICS PLUS RESEARCH PROJECT

You are hereby invited to provide a quotation for a BRICS Plus research project.

The BRICS group of emerging countries was formed in 2006 by Brazil, Russia, India and China, with South Africa joining in 2010. The BRICS alliance boasts of nations with the fastest growing economies as their GDP is climbing higher against G7 countries. Saudi Arabia, Egypt, the United Arab Emirates, Iran and Ethiopia joined the ranks of the BRICS group on 1 January 2024 and the naming convention was changed to BRICS Plus. The growth of the BRICS alliance has been a massive global development. Amid its de-dollarization effort, the alliance has increased in global prominence.

The expansion of BRICS bloc has raised questions about South Africa's role in the group and whether the perceived spurning of its more traditional allies and trade partners will have adverse effects going forward. Some of the BRICS countries, such as China and India, have consistently been featuring under the South African automotive industry's top 10 trading partners over recent years, but the trade balance was heavily skewed in favour of these countries.

As the largest manufacturing sector in the country's economy as well as with the inevitable transition to electric vehicles, the South African automotive industry's continued growth and development are imperative. The BRICS Plus research project entails a detailed analysis of automotive exports and imports between South Africa and Brazil, Russia, India and China since 2010 when South Africa joined BRIC as well as a focus on current automotive export and import trends (2019 to 2023) between South

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Non-Executive Directors: Billy TOM [President] | Peter VAN BINSBERGEN [Vice-President: Manufacturing OEMs] | Thato MAGASA [Vice-President: Retailing OEMs] | Jan AICHINGER [Vice-President: Heavy Commercial OEMs] | Neale HILL [Immediate Past President]

Executive Director: Mikel MABASA [Chief Executive Officer]

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Registration No.: 2021/358607/08 | VAT No.: 475030895

Africa and the five new countries that have joined BRICS in 2024, namely Saudia Arabia, Egypt, the United Arab Emirates, Iran and Ethiopia. Desk top research to identify potential new countries to be added to BRICS Plus from 2024 onwards should also be covered. The automotive analysis needs to cover the automotive imports and exports, ranked in value by product category for the 31 identified component categories as well as for passenger cars and commercial vehicles for the period 2010 to 2023. The research should inform the realities of automotive trade with the BRICS Plus countries and potentially catalyse automotive export and investment opportunities. The quotation for the BRICS Plus project would need to cover the following:

Obtaining, processing and analysis of detailed updated Customs and Excise trade statistics (exports and imports) of products eligible under the Automotive Production Development Programme (APDP) and APDP2 (guidelines would be provided) from 2010 to 2023 for the BRICS countries and from 2019 to 2023 for the five newly added countries to be converted into user friendly tables and graphs which would include the following:

- Purchasing and obtaining the 2010 to 2023 Customs and Excise trade data from SARS for the approximate 600 eligible APDP and APDP2 eight-digit tariff subheadings ranging from Chapters 39 to 98 for the identified countries;
- Processing of the 2010 to 2023 Customs and Excise trade data for the approximate 600 eight-digit tariff subheadings ranging from Chapters 39 to 98 into annual figures for the identified countries;
- Identifying growth in eligible APDP and APDP2 vehicles and component categories in those instances for which the import and export values have doubled between 2010 and 2023 for the original BRIC countries and from 2019 to 2023 for the newly added countries;
- Contributing with desk top research on national and international general dynamics, automotive dynamics as well as new energy vehicle (NEV) trends and developments relating to the identified countries;
- Desk top research on potentially new countries to be added from 2024 onwards, including an analysis of automotive trade with the respective country/ies from 2019 to 2023;
- A detailed analysis of automotive trade between South Africa and the original BRIC countries between 2010 and 2023 and between South Africa and the newly added countries between 2019 and 2023;

- Graphic design, formatting and outlay of the report;
- Providing of high-resolution images and graphs;
- Proof reading and editing of final document;
- The appointed service provider will be required to comply with BBBEE requirements, sign a non-disclosure agreement as well as sign a service level agreement with naamsa.

Deliverable	Action description	Total (costing – as much detail as possible)
BRICS Plus research project	<ul style="list-style-type: none"> <li>- Obtaining, processing and compilation of detailed annual eligible APDP and APDP2 Customs statistics for the original BRIC countries from 2010 to 2023 for the newly added countries from 2019 to 2023 (exports and imports).</li> <li>- Desk top research on national and international general, automotive and NEV trends relating to the identified countries.</li> <li>- Detailed automotive trade trends between South Africa and the BRIC group of countries from 2010 to 2023 as well as for the newly added countries from 2019 to 2023.</li> <li>- Analysis of detailed trade trends between South Africa and the BRICS Plus countries;</li> <li>- Graphic design/formatting/outlay/</li> <li>- High resolution images/photographs</li> <li>- Proof reading and editing</li> <li>- Delivery of electronic A4 pdf report</li> </ul>	
<b>Total</b>		

The time frame for the project is as follows: **commencing 15 April 2024 – completion 30 August 2024.**

**naamsa** will coordinate the project and provide support where applicable. It will be appreciated if you could provide naamsa with a quotation by Friday, 12 April 2024, which should include a confirmation of the timeframe of the delivery of the 2024 BRICS Plus research project as per the requirements set out above. The deliverable needs to be an electronic pdf document.

For any further information please contact Dr Norman Lamprecht at Mobile 082 829 1692 or E-mail:  
norman@naamsa.co.za.

Yours sincerely



**Dr Norman Lamprecht**

**Chief Trade and Research Officer**