

# INCENTIVES INFORMATION BOOKLET

	Agency	Executive Summary	Key Programs/Incentives	Incentive Details	How to access incentives/Eligibility Criteria	Contact persons and Details
1.	The Department of Trade and Industry (the dti)	<p>The National Department of Trade and Industry. The vision of The DTI is "A dynamic industrial, globally competitive South African economy, characterised by inclusive growth and development, decent employment and equity, built on the full potential of all citizens".</p> <p>The DTI develops and manages numerous incentive schemes to assist economic growth and development.</p>	Black Business Supplier Development Programme (BBSDP)	<p>To assist black-owned SMEs to improve their competitiveness and sustainability through targeted interventions.</p> <p>Cost-sharing grant of up to R1 million:</p> <ul style="list-style-type: none"> <li>R800 000: machinery, tools &amp; equipment on 50:50 cost-sharing basis</li> <li>R200 000: business development &amp; training interventions on 80:20 cost sharing basis (<i>the DTI pays 80% of the grant and the enterprise contributes 20%</i>)</li> </ul>	<ul style="list-style-type: none"> <li>Majority black-owned (51%)</li> <li>Have a predominantly black management team</li> <li>Have a turnover of R250 000 to R35m per annum</li> <li>Be registered with SARS for VAT</li> <li>Be operating for one year / provide proof of a contract/tender</li> </ul>	<p>Programme Director: Kgolane Thulare Tel: 012 394 1794 <a href="mailto:Kthulare@thedti.gov.za">Kthulare@thedti.gov.za</a></p> <p>Deputy Director: Ms Pertunia Ndhlovu Tel: 012 394 1426 <a href="mailto:pndhlovu@thedti.gov.za">pndhlovu@thedti.gov.za</a></p> <p>Deputy Director: Ms Goabi Moilola Tel: 012 394 1874 <a href="mailto:Gmoilola@thedti.gov.za">Gmoilola@thedti.gov.za</a></p>
			Co-operative Incentive Scheme(CIS)	<p>The CIS is a 100% grant for registered primary co-operatives, in the emerging economy to acquire competitive business development services, and the maximum grant that can be offered to one cooperative entity under the scheme is R350 000</p>	<p>Entities:</p> <ul style="list-style-type: none"> <li>Be incorporated and registered in South Africa in terms of the Co-operatives Act of 2005</li> <li>be emerging co-operatives with a majority black ownership</li> <li>Have projects in any of the different economic sectors</li> <li>Adhere to co-operative principles</li> <li>Be owned by historically disadvantaged individuals (HDIs)</li> <li>Be biased towards women, youth and people with disabilities</li> </ul> <p>Activities:</p> <ul style="list-style-type: none"> <li>Services for business development</li> <li>Business profile development</li> <li>Feasibility studies/market research</li> <li>Production efficiency</li> <li>Start-up requirements</li> <li>Technological improvement projects.</li> <li>Plants and machinery</li> </ul>	<p>Director: Mr Phololo Morolo Tel: 012 394 3022 <a href="mailto:pmorolo@thedti.gov.za">pmorolo@thedti.gov.za</a></p> <p>Deputy Director: Tel: 012 394 1064 <a href="mailto:kmathenjwa@thedti.gov.za">kmathenjwa@thedti.gov.za</a></p> <p>Deputy Director: Mr July Motsoeng Tel: 012 394 3239</p> <p>Deputy Director: Ms Mpho Motsoeng Tel: 012 394 1444 <a href="mailto:mmokaila@thedti.gov.za">mmokaila@thedti.gov.za</a></p> <p>Deputy Director: Ms Khanyisile Mathenjwa Tel: 012 394 1162 <a href="mailto:kmathenjwa@thedti.gov.za">kmathenjwa@thedti.gov.za</a></p>
			Incubation Support Programme (ISP)	<p>To encourage private sector partnership with government to support incubators in order to develop SMMEs.</p> <p>Grant Support:</p> <ul style="list-style-type: none"> <li>50:50 cost-sharing support for large private sector investors</li> <li>60:40 cost-sharing support for SMMEs (<i>Pending approval of an application by potential incubators one of the terms and conditions are that they bring on board co-funders preferably from the private sectors to share the responsibilities. If the funder/s is any business entity or organization that makes an annual turnover of above 35 million we would split 50:50 but if their turnover is below 35 million the DTI will contribute 60 and the other funder 40</i>)</li> <li>Capped at a maximum of R10 million per financial year over a 3 year period i.e. for three year period the total</li> </ul>	<p>Qualifying Costs:</p> <ul style="list-style-type: none"> <li>Business development services (e.g. business advisory services)</li> <li>Market access</li> <li>Machinery, equipment and tools</li> <li>Infrastructure linked to incubator (buildings, furniture)</li> <li>Feasibility studies for establishing and expanding incubators</li> <li>Product or service development</li> <li>Information and Communication Technology (ICT)</li> <li>Operational costs</li> </ul> <p>Eligibility Criteria:</p> <ul style="list-style-type: none"> <li>The applicant must either be: <ul style="list-style-type: none"> <li>A registered legal entity</li> <li>A registered higher or further education institution</li> </ul> </li> <li>Be a licensed and/or registered science council</li> </ul>	<p>Director: Mr Moeketsi Marumo Tel: 012 394 1433 <a href="mailto:mmarumo@thedti.gov.za">mmarumo@thedti.gov.za</a></p> <p>Deputy Director: Ms Cebisa Nyandeni Tel: 012 394 1250 <a href="mailto:enyandeni@thedti.gov.za">enyandeni@thedti.gov.za</a></p> <p>Assistant Director: Mr Ambani Ramaru Tel: 012 394 1119 <a href="mailto:aramaru@thedti.gov.za">aramaru@thedti.gov.za</a></p> <p>Claims enquiries: <a href="mailto:claimsp@thedti.gov.za">claimsp@thedti.gov.za</a></p>

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				would be R30m and funds are to be disbursed quarterly (in a year)	<ul style="list-style-type: none"> <li>- Available to applicants who want to establish new incubators or to grow and expand existing ones</li> <li>- The supported incubator may either offer physical and/or virtual incubation support services</li> <li>- The incubator may be a corporate incubator; a private investor's incubator; an academic or research institution incubator in partnership with industry, and must be focused on establishing and/or growing enterprises that will graduate to sustainable enterprises</li> </ul>	<p>Assistant Director: Ms Semakaleng Mangwedi Tel: 012 934 394 1073 <a href="mailto:smangwedi@thedti.gov.za">smangwedi@thedti.gov.za</a></p> <p>Team Assistant: Ms Thabang Nkwinika Tel: 012 394 5827 <a href="mailto:tnkwinika@thedti.gov.za">tnkwinika@thedti.gov.za</a></p>
			Sector Specific Assistance Scheme (SSAS) Emerging Exporters (EE)	<ul style="list-style-type: none"> <li>•A reimbursable cost-sharing incentive scheme</li> <li>•Organisations supported include Export Councils, Joint Action Groups, Industry Associations and those involved in the aimed at the development of emerging exporters</li> </ul> <p>Components of SSAS:</p> <ul style="list-style-type: none"> <li>•Generic Funding (administered by TISA)</li> <li>•Project Funding (administered by IDAD)</li> <li>•Project Funding for the Emerging Exporters (administered by IDAD)</li> </ul> <p>Nature of Projects:</p> <ul style="list-style-type: none"> <li>•Have a pre-determined outcome, a defined or short-term time frame and measureable milestones</li> <li>•Must be essentially developmental or promotional in nature</li> <li>•Should benefit the sector as a whole in terms of the SSAS objectives</li> <li>•SSAS funding of non-profit business organisations in sectors and sub-sectors of industry prioritised by the</li> </ul>	<p>Eligible entries:</p> <ul style="list-style-type: none"> <li>-Export Councils established through application to the dti particular industry or industries on a national level.</li> <li>-Industry Associations, which are representative of sectors or sub-sectors of industry prioritised for development and promotion by the dti, as determined by the relevant Customised Sector Desk and Export Promotion Unit.</li> <li>-Joint Action Groups (JAGS), which are groups of three or more entities. This group seeks to co-operate on a project in a particular sectors or sub-sector of industry prioritised for development and promotion by the dti.</li> <li>-Provincial investment and economic development agencies.</li> <li>-Business chambers.</li> <li>Small Enterprise Development Agency (seda).</li> <li>- Local municipalities.</li> <li>- Metropolitan councils</li> </ul>	<p>Deputy Director: Mr James Koko Tel: 012 394 1037 <a href="mailto:jkoko@thedti.gov.za">jkoko@thedti.gov.za</a></p> <p>Assistant Director: Mr Sefako Makgoba Tel: 012 394 1121 <a href="mailto:smakgoba@thedti.gov.za">smakgoba@thedti.gov.za</a></p> <p>James Koko Tel: 012 394 1037 <a href="mailto:jkoko@thedti.gov.za">jkoko@thedti.gov.za</a></p> <p>Donald Mabusela Tel: 012 394 1716 <a href="mailto:DMabusela@thedti.gov.za">DMabusela@thedti.gov.za</a></p> <p>Phindile Skosana Tel: 012 394 1330 <a href="mailto:PSkosana@thedti.gov.za">PSkosana@thedti.gov.za</a></p>
			Support Programme for Industrial Innovation (SPII)	The Support Programme for Industrial Innovation is a support programme of the DTI, managed by the ICD The SPII is designed to promote technology development in industry in SA through the provision of financial assistance for the development of innovative products or processes The SPII specifically focuses on the development phase, which begins at the conclusion of basic research and ends when a pre-production prototype has been produced		
			Export Marketing & Investment Assistance (EMIA)	<p>Benefits:</p> <p>Individual Exhibition Participation</p> <ul style="list-style-type: none"> <li>•Transport of samples, rental of exhibition space, construction of stands, interpretation fees, internet connection, telephone installation, subsistence allowance, return airfare, exhibition fees up to a maximum of R45000</li> </ul> <p>Primary Market Research &amp; Foreign Direct Investment</p> <ul style="list-style-type: none"> <li>•Return airfare, subsistence allowance, transport of samples and marketing material</li> </ul> <p>Individual Inward Missions</p> <ul style="list-style-type: none"> <li>•Registration of a patent in a foreign market: 50% of the additional costs capped at R100000pa, return airfare, subsistence allowance, rental of exhibition space</li> </ul>	<p>Eligible Enterprises:</p> <ul style="list-style-type: none"> <li>•SA manufacturers and exporters</li> <li>•SA export trading houses representing at least 3 SMMEs/Historical Disadvantaged Individuals-owned businesses</li> <li>•SA commission agents representing at least 3 SMMEs/HDI-owned businesses</li> <li>•SA exports councils, industry associations and JAGs representing at least 5 South African entities</li> </ul>	<p>Director: Mr Ernest Moagi Tel: 012 394 1961 <a href="mailto:emoagi@thedti.gov.za">emoagi@thedti.gov.za</a></p> <p>Deputy Director: Ms Mangi Kekana Tel: 012 394 1044 <a href="mailto:mkekana@thedti.gov.za">mkekana@thedti.gov.za</a></p> <p>Assistant Director: Ms Judith Snyman Tel: 012 394 1035 <a href="mailto:jsnyman@thedti.gov.za">jsnyman@thedti.gov.za</a></p>

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			Manufacturing Investment Programme (MIP) – sub-programme of the Enterprise Investment Programme	<p>To promote investment in manufacturing in lead sectors (automotive, chemicals, textiles, etc.).</p> <p>Grant structure:</p> <ul style="list-style-type: none"> <li>15% for projects above R30m (large projects capped at R200m of investment)</li> <li>30% - 15% for projects between R5m – R30m (medium projects)</li> <li>30% for projects below R5m (small projects)</li> </ul> <p>All of the incentives have an expiry date i.e. When the incentive is launched, the expiry date is given upfront.</p>	<p>Qualifying costs: Cost of machinery, equipment, plant, commercial vehicles, land &amp; buildings</p> <p><u>Works on a point system:</u> (a) contribution to B-BEE: A project's contribution to BB-BEE as measured in terms of the Code of Good Practice for BB-BEE. E.g. projects that are level 4 contributors will be given six (6) points which will be multiplied by the weighting of 5 to give a score of 30. A new entity or entity that has been in operation for less than a 12 month period will qualify for Level 4 Contributor status when applying. A BB-BEE compliance certificate must be supported with the claim at the end of year 1. (b) Jobs created per million Rand qualifying investment made: This is the total number of jobs created divided by Rand value of the investment. For example, where 6 new jobs are created for a total Rand value investment of R4m. The calculation will be <math>(6/4 = 1,5)</math>, for a score of 1,5 the project will be awarded five (5) points, which will be multiplied by the weighting of 10 to give a final score of 50.</p> <p><u>Lead Sectors are:</u> Manufacturing under the following Sectors; Capital/transport equipment and Metals fabrication; Chemicals; Plastic fabrication and Pharmaceuticals; Furniture; Automotive and Components; and Clothing and Textiles</p> <p><u>Qualifying costs:</u> Machinery and equipment, bulk infrastructure, land and/or buildings, leasehold improvements and competitiveness improvement activities</p>	<p>Director: Ms Fatgiyah Bardien Tel: 012 394 3074 <a href="mailto:fbardien@thedti.gov.za">fbardien@thedti.gov.za</a></p> <p>Acting Deputy Director: Mr Ashley Ellary Tel: 012 394 1890 <a href="mailto:aellary@thedti.gov.za">aellary@thedti.gov.za</a></p> <p>Assistant Director: Ms Bernice Hattingh Tel: 012 394 1263 <a href="mailto:bhattingh@thedti.gov.za">bhattingh@thedti.gov.za</a></p> <p>Assistant Director: Ms Suzan Chiloane Tel: 012 394 1208 <a href="mailto:schiloane@thedti.gov.za">schiloane@thedti.gov.za</a></p>
			Aquaculture Development and Enhancement Programme (ADEP) – sub-programme of the Enterprise Investment Programme	<p>To stimulate investment in the aquaculture sector with the intention to increase production, create jobs, encourage geographical spread and broaden participation</p> <p>Grant structure:</p> <ul style="list-style-type: none"> <li>Up to 25% for projects between R30m and R200m based on economic benefit criteria</li> <li>Up to 25% for projects between R5m-R30m based on economic benefit criteria</li> <li>Up to 45% for projects below R5m based on economic benefit criteria</li> </ul>	<p>Eligible Enterprises: Primary Aquaculture Operations</p> <ul style="list-style-type: none"> <li>Brood stock operations</li> <li>Seed production operations</li> <li>Juvenile operations, incl. hatchery and nursery facilities</li> <li>On-growing operations, incl. but not limited to rafts, net closures, net pens, cages, tanks raceways and ponds</li> </ul> <p>Secondary Aquaculture Operations</p> <ul style="list-style-type: none"> <li>Primary processing for aquaculture (post-harvest handling, eviscerating, packing, quick freezing)</li> <li>Secondary processing for aquaculture (filleting, portioning, packaging)</li> <li>Tertiary processing for aquaculture (value adding: such as curing, brining, smoking, further value adding such as terrines, roulades, pates, paters)</li> <li>Waste stream handling for aquaculture (extraction of fish oils, protein beneficiation, organic fertilizers, pet feeds, animal feeds)</li> </ul> <p>Ancillary Aquaculture Operations</p> <ul style="list-style-type: none"> <li>Aquaculture feed manufacturing operations</li> <li>Research and Development projects related to aquaculture</li> </ul>	<p>ADEP: Director: Mr Paseka Masemula Tel: 012 394 5021 <a href="mailto:pmasemula@thedti.gov.za">pmasemula@thedti.gov.za</a></p> <p>Deputy Director: Ms Esther Rasogo Tel: 012 394 1229 <a href="mailto:erasogo@thedti.gov.za">erasogo@thedti.gov.za</a></p> <p>Assistant Director: Mr Vuyo Ludidji Tel: 012 394 1461</p>

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					<ul style="list-style-type: none"> <li>Privately-owned aquaculture veterinary services (farm inspections, disease surveillance and control, histopathological analysis, etc. specifically for the aquaculture industry)</li> </ul>	
			Capital Projects Feasibility Programme (CPFP)	<p>A cost sharing scheme towards the cost of feasibility studies that are likely to lead to capital intensive projects outside South Africa that will increase local exports and stimulate the market for SA capital goods and services.</p> <p>A foreign company may be included if it partners with a South African registered entity and the application is submitted by the South African entity.</p> <ul style="list-style-type: none"> <li>Projects in Africa: R100k-R8m &lt;55%</li> <li>Projects outside Africa R100-R8m &lt;50%</li> </ul>	<p>Non-financial criteria:</p> <ul style="list-style-type: none"> <li>New projects, expansions and rehabilitation of existing projects</li> <li>Should be capital goods sectors</li> <li>Projects with a minimum of 50% local content (study &amp; goods and services)</li> <li>Projects can be situated anywhere in the world (excl. SA)</li> </ul>	<p>Director: Mr Donald Mabusela Tel: 012 394 1716 <a href="mailto:dmabusela@thedti.gov.za">dmabusela@thedti.gov.za</a></p> <p>Deputy Director: Mr James Koko Tel: 012 394 1037 <a href="mailto:jkoko@thedti.gov.za">jkoko@thedti.gov.za</a></p> <p>Assistant Director: Mr Alpheus Mahlanya Tel: 012 394 1463 <a href="mailto:AMahlanya@thedti.gov.za">AMahlanya@thedti.gov.za</a></p>
			Clothing and Textile Competitiveness Improvement Programme (CTICP)	The CTCIP aims to build capacity among clothing and textile manufacturers and in other areas of the apparel value chain in South Africa to enable them to effectively supply their customers and compete on a global scale. Such competitiveness encompasses issues of cost, quality, flexibility, reliability, adaptability and the capability to innovate.		
			12i Tax Incentive	<p>Encourage more investment in the manufacturing sector, Improve investment in skills and improve capital stock in manufacturing sector (technology).</p> <p>Two broad components:</p> <ul style="list-style-type: none"> <li>Tax allowance for investment</li> <li>Tax allowance for training</li> </ul> <p>Benefits- <u>Qualifying status:</u> A minimum of 5 points on qualifying criteria (2 must be for employment and/or training)</p> <p>35% investment tax allowance</p> <ul style="list-style-type: none"> <li>Maximum R550m per Greenfield project</li> <li>Maximum R350m per upgrading or expansion project</li> </ul> <p>Training expenses tax allowance of R36 000 per employee to a maximum of R20m per entity over 4 years</p> <p><u>Preferred status:</u> A minimum of 8 points on qualifying criteria (2 must be for employment and/or training)</p> <p>55% investment tax allowance</p> <ul style="list-style-type: none"> <li>Maximum R900m (Greenfield) and R550m (upgrades &amp; expansions)</li> </ul> <p>Training expenses tax allowance of R36 000 per employee to maximum of R30m per entity over 4 years</p>	<ul style="list-style-type: none"> <li>Greenfield projects with minimum investment of R200 million</li> <li>Upgrades and expansion projects of at least R30 million or 25% of existing industrial assets</li> <li>Aimed at manufacturing sector, excluding Tobacco, alcoholic beverages, arms &amp; ammunition, etc.</li> <li>Projects that result in 10% energy demand reduction in the year that investment is realised relative to base year for expansions/upgrades and relative to industry benchmark energy consumption for Greenfields</li> <li>Projects that spend a minimum of 2% of wage bill on training</li> </ul> <p>Applications judged on a point scoring basis</p> <ul style="list-style-type: none"> <li>Improved energy efficiency for expansion and upgrading projects</li> <li>Impact on downstream and upstream manufacturing sectors</li> <li>Location in IDZs</li> <li>Procurement from small business</li> <li>Training expenditure</li> <li>Employment creation (taking into account jobs saved for upgrades and expansions)</li> <li>Cleaner production technology</li> </ul>	<p>Director: Mr Moeketsi Marumo Tel: 012 394 1433 <a href="mailto:mmarumo@thedti.gov.za">mmarumo@thedti.gov.za</a></p> <p>Deputy Director: Mr Andre Potgieter Tel: 012 394 1427 <a href="mailto:andre@thedti.gov.za">andre@thedti.gov.za</a></p> <p>Deputy Director: Ms Mamaki Ngobeni Tel: 012 394 1016 <a href="mailto:mngobeni@thedti.gov.za">mngobeni@thedti.gov.za</a></p> <p>Deputy Director: Ms Crystal Papier Tel: 012 394 1069 <a href="mailto:cpapier@thedti.gov.za">cpapier@thedti.gov.za</a></p>

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			Automotive Incentive Scheme (AIS)	<p>Benefits:</p> <ul style="list-style-type: none"> <li>The AIS provides for a non-taxable cash grant of twenty percent (20%) of the value of qualifying investment in productive assets and twenty five percent (25%) of the value of qualifying investment in productive assets by component manufacturers and tooling companies as approved by <b>the dti</b>.</li> <li>An additional non-taxable cash grant of five percent (5%) may be made available for projects that maintain their base year employment figure throughout the incentive period, and achieve at least two of the following economic requirements: <ul style="list-style-type: none"> <li>Tooling;</li> <li>Research and development in South Africa;</li> <li>Employment creation;</li> <li>Strengthening of the automotive value chain;</li> <li>Value addition; and</li> <li>Empowerment</li> </ul> </li> <li>To qualify for an additional grant of 5% (cumulative 10%), the project must demonstrate the following: <ul style="list-style-type: none"> <li>Light motor vehicle manufacturer: a specified increase in unit production per plant; and</li> <li>In respect of component manufacturers: a specified increase in turnover and manufacturing of components that are currently not being manufactured in South Africa</li> </ul> </li> </ul>	<p>Eligible Enterprises:</p> <ul style="list-style-type: none"> <li>Light motor vehicle manufacturers that have achieved, or can demonstrate that they will achieve, a minimum of 50 000 annual units of production per plant, within a period of three (3) years; or</li> <li>Component or deemed component manufacturers that are part of the Original Equipment Manufacturer (OEM) supply chain; or</li> <li>Will achieve at least 25% of total entity turnover or R10 million by the end of the first full year of commercial production as part of a light motor vehicle manufacturer supply chain, locally and / or internationally</li> </ul> <p>Light Motor Vehicle Manufacturers:</p> <ul style="list-style-type: none"> <li>Should have achieved or can demonstrate that it will achieve, within three years, a minimum of 50 000 annual units of production per plant.</li> <li>Should demonstrate that it will achieve within three years a minimum of 50 000 annual units of production per plant</li> </ul> <p>Component Manufacturers or Deemed Component Manufacturers:</p> <ul style="list-style-type: none"> <li>A component manufacturer that can prove that a contract is in place and/or a contract has been awarded and/or a letter of intent has been received for the manufacture of components to supply into the light motor vehicle manufacturer supply chain locally and/or internationally;</li> <li>A component manufacturer that can prove that after this investment it will achieve at least 25% of total entity turnover or R10m annually by the end of the first full year of commercial production, as part of a light motor vehicle manufacturer supply chain locally and/or internationally</li> </ul> <p>Competitiveness Improvement Costs for Component Manufacturers, Deemed component Manufacturers and Tooling Companies</p> <ul style="list-style-type: none"> <li>The objective of this benefit is to improve the competitiveness of component manufacturers through the improvement of processes, products, quality standards and related skills development through the use of business development services.</li> <li>The grant will be limited to the competitiveness improvement costs incurred within the first three years after the start of production date and a total grant amount of R1 million per entity per three year cycle</li> </ul>	<p>Director: Ms Anna Theron Tel: 012 394 1094 <a href="mailto:atheron@thedti.gov.za">atheron@thedti.gov.za</a></p> <p>Deputy Director: Mr Mandla Patso Tel: 012 394 1234 <a href="mailto:mpatso@thedti.gov.za">mpatso@thedti.gov.za</a></p> <p>Assistant Director: Ms Susan Parkin Tel: 012 394 1246 <a href="mailto:sparkin@thedti.gov.za">sparkin@thedti.gov.za</a></p> <p>Assistant Director: Mr Vuyani Tantsi Tel: 012 394 1088 <a href="mailto:vtantsi@thedti.gov.za">vtantsi@thedti.gov.za</a></p>
			People –Carrier Automotive Investment Scheme (P-AIS)	<p>Benefits:</p> <p><u>Semi Knocked Down (SKD) Vehicle Assemblers</u></p> <ul style="list-style-type: none"> <li>SKD investments that start production from 01 January 2012 to 31 March 2015 may qualify for a grant of 20% of the qualifying investment costs</li> </ul>	<p>Eligible Applicants:</p> <p><u>Semi Knocked Down (SKD) Vehicle Assemblers</u></p> <ul style="list-style-type: none"> <li>Mono-built motor vehicles for the transport of between 14 and 35 persons including the driver and with a vehicle mass exceeding 2000kg, trimmed or untrimmed and painted but not fitted with engines, transmission</li> </ul>	<p>Director: Ms Anna Theron Tel: 012 394 1094 <a href="mailto:atheron@thedti.gov.za">atheron@thedti.gov.za</a></p> <p>Deputy Director:</p>

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				<ul style="list-style-type: none"> <li>For an additional 5% the project must demonstrate that the investment will result in base year employment levels being maintained throughout the incentive period and during the model phase out period</li> <li>No new applications with a start of production (SOP) after 31 March 2015 will be considered for the P-AIS grant</li> </ul> <p><u>Complete Knocked Down (CKD) Vehicle Assemblers</u></p> <ul style="list-style-type: none"> <li>CKD investments that start production from 01 January 2012 to 31 March 2015, may qualify for a grant of 25% of the qualifying investment costs</li> <li>CKD investments that start production from 01 April 2015 onwards, may qualify for a grant of 20%</li> <li>For an additional 5% the project must demonstrate that the investment will result in base year employment levels being maintained throughout the incentive period and during the model phase out period</li> <li>For a second additional 5% bonus grant (cumulative 10%) the project must meet the set economic benefit criteria</li> </ul> <p><u>Component Manufacturers</u></p> <ul style="list-style-type: none"> <li>Component manufacturers may qualify for a grant of 25% of the qualifying investment costs</li> <li>For an additional 5% the project must demonstrate that the investment will result in base year employment levels being maintained throughout the incentive period and achieve at least two of the set economic benefit requirements</li> <li>For a second additional 5% (cumulative 10%) P-AIS grant, the project must meet the set economic benefit criteria</li> </ul>	<p>assemblies, axles, radiators, suspension components or braking equipment</p> <ul style="list-style-type: none"> <li>SKD investment projects should have a start of production of between 01 January 2012 and 31 March 2015</li> </ul> <p><u>Complete Knocked Down (CKD) Vehicle Assemblers</u></p> <ul style="list-style-type: none"> <li>People-carriers for the transport of between 10 and 35 persons including the driver with a vehicle mass exceeding 2000kg</li> <li>Floor panels, body sides or roof panels are not permanently attached to each other; the engine and transmission assemblies, axles, radiators, suspension components, steering mechanisms, braking or electrical equipment or instrumentation are not fitted to such floor pans or chassis frames; the bodies/cabs are not fitted to floor pans or chassis frames</li> </ul> <p><u>Component Manufacturers</u></p> <ul style="list-style-type: none"> <li>Prove that a contract is in place/contract has been awarded/letter of intent has been received for the manufacture of components to supply into the commercial vehicle manufacturer supply chain locally and/or internationally</li> <li>Prove after the investment it will achieve at least 25% of total entity turnover or R10million annually by the end of the first full year of commercial production, as part of automotive manufacturer supply chain locally and/or internationally</li> </ul>	<p>Mr Mandla Patso Tel: 012 394 1234 <a href="mailto:mpatso@thedti.gov.za">mpatso@thedti.gov.za</a></p> <p>Assistant Director: Ms Susan Parkin Tel: 012 394 1246 <a href="mailto:sparkin@thedti.gov.za">sparkin@thedti.gov.za</a></p> <p>Assistant Director: Mr Vuyani Tantsi Tel: 012 394 1088 <a href="mailto:vtantsi@thedti.gov.za">vtantsi@thedti.gov.za</a></p>
			Manufacturing Competitiveness Enhancement Programme (MCEP)	<ul style="list-style-type: none"> <li>Encourage enterprises to upgrade their production facilities, processes, products and upskill workers.</li> <li>Provide for the upgrading of sectors to maximise output and employment.</li> <li>Expand existing Industrial Development Corporation (IDC) distressed funding facility to small and medium enterprises, and reduce the cost of capital for distressed enterprises.</li> <li>Reduce the price of working capital for exporters and businesses participating in Government infrastructure programmes.</li> <li>Strengthen the responsiveness of available incentive schemes to the current economic challenges.</li> </ul> <p>Two broad components:</p> <p><u>Production Incentive:</u> (administered by the dti)</p> <ul style="list-style-type: none"> <li>Capital Investment</li> <li>Green Technology and Resource Efficiency Improvement</li> <li>Enterprise-Level Competitiveness Improvement</li> <li>Feasibility Studies</li> <li>Cluster Competitiveness Improvement</li> </ul> <p><u>Loan Facilities:</u> (administered by the IDC)</p> <ul style="list-style-type: none"> <li>Pre/post-dispatch Working Capital Facility</li> <li>Distress Funding Interest Make-Up Facility</li> </ul>	<p>Eligible entries:</p> <ul style="list-style-type: none"> <li>Applications from the private sector defence industry falling under SIC357</li> <li>Applicants falling under SIC 3577</li> <li>Existing manufacturing enterprises that have been in operation for a period of not less than one year.</li> <li>Manufacturing (SIC 3) conformity assessment agencies servicing the manufacturing sector.</li> <li>Basic chemicals, basic iron and steel, manufacture of pulp and paper, basic precious and nonferrous metals, petroleum refineries and processing of nuclear will be considered if projects create downstream jobs.</li> <li>Projects are required to sustain existing employment levels at the date of application for the duration of their participation in the MCEP.</li> <li>Only applicants that achieve at least a level four B-BBEE contributor status will be considered for <b>MCEP until 31 May 2015, as from 1 June 2015</b> no plans will be accepted.</li> <li>Enterprises already receiving dedicated sector support are excluded, such as those benefiting from the MIDP, APDP, AIS and CTCIP.</li> <li>Enterprises that charge import parity pricing are excluded.</li> </ul> <p>Qualifying costs:</p>	<p><b>Agro-processing, biofuels, forestry, furniture, timber, paper &amp; pulp:</b> Director: Ms Puleng Botlhole Tel: 012 394 1207 <a href="mailto:pbotlhole@thedti.gov.za">pbotlhole@thedti.gov.za</a></p> <p>Deputy Director: Mr Simon Rabekane Tel: 012 394 1449 <a href="mailto:srabekane@thedti.gov.za">srabekane@thedti.gov.za</a></p> <p>Deputy Director: Mr Simon Rabekane Tel: 012 394 1449 <a href="mailto:srabekane@thedti.gov.za">srabekane@thedti.gov.za</a></p> <p>Deputy Director: Ms Minah Mohlala Tel: 012 394 1987 <a href="mailto:mmohlala@thedti.gov.za">mmohlala@thedti.gov.za</a></p> <p><b>Non-metallic minerals chemicals, cosmetics, plastics,</b></p>

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				<ul style="list-style-type: none"> <li>Niche Fund Facility</li> </ul>	<p>Non-taxable grant calculated as a % of Manufacturing Value Added (MVA) and capped as follows:</p> <ul style="list-style-type: none"> <li>10% of MVA - enterprises with assets &gt;R200m</li> <li>20% of MVA – enterprises with assets &gt;R30 million and &lt;R200 million</li> <li>25% of MVA – enterprises with assets &gt;R5 million and &lt;R30 million</li> <li>% of MVA – 100% black-owned enterprises and enterprises with assets below R5 million– direct cost sharing</li> <li>MVA = sales/turnover – sales value of imported goods – sales value of other bought unfinished goods – material input costs used in manufacturing process</li> </ul> <p>Available over a two year period.</p> <p>Grant more favourable to SMEs.</p>	<p><b>pharmaceuticals, printing &amp; green industries:</b></p> <p>Director: Mr Sithembile Tansi Tel: 012 394 1258 <a href="mailto:tsithembile@thedti.gov.za">tsithembile@thedti.gov.za</a></p> <p>Deputy Director: Mr Thaka Lehohla Tel: 012 394 3175 <a href="mailto:tlehohla@thedti.gov.za">tlehohla@thedti.gov.za</a></p> <p><b>Advanced Manufacturing, metals fabrication, capital, electro-technical and transport equipment:</b></p> <p>Diretor: Magdeline Thwala Tel: 012 394 1089 <a href="mailto:mthwala@thedti.gov.za">mthwala@thedti.gov.za</a></p> <p>Deputy Director: Ms Zanele Kobue Tel: 012 394 1067 <a href="mailto:zkobue@thedti.gov.za">zkobue@thedti.gov.za</a></p> <p>Deputy Director: Mr Zuko April Tel: 012 394 1137 <a href="mailto:Zapril@thedti.gov.za">Zapril@thedti.gov.za</a></p>
			Business Process Services (BPS)	<p>Aims to attract investment and create employment in South Africa through off-shoring activities</p> <p>Types of business processes e.g. back office processes, contact centres, finance and accounting services, human resource functions, IT and technical services etc.</p> <p>Benefits:</p> <ul style="list-style-type: none"> <li>A base incentive that offers a three-year operational expenditure (OPEX) grant, which tapers in line with the narrowing cost gap between South Africa and other destinations</li> <li>A graduated bonus incentive is offered for greater job creation, if the applicant exceeds certain annual offshore job creation targets.</li> </ul> <p>The grant is calculated on project employment to be created and is awarded on actual jobs over a 3 year period.</p>	<p>Eligible Enterprises</p> <ul style="list-style-type: none"> <li>The project must employ at least 80% youth as part of its employment establishment (youth refers to people between the ages of 18 and 35)</li> <li>The new project or expansion of an existing project must have created 50 new offshore jobs in South Africa by the end of three years from the start of operation, as defined in these guidelines: <ul style="list-style-type: none"> <li>The project must be financially viable</li> <li>The project must commence with operations and engagement of employees no later than six months from the date of the BPS incentive grant approval.</li> <li>Failure to reach this target date will lead to the cancellation or disqualification of the application, thus requiring the applicant to submit a revised application;</li> <li>In a joint-venture arrangement, at least one of the parties must be registered in South Africa as a legal entity; and</li> <li>A pilot project that will result in an investment and the creation of jobs within the six-month trial period</li> </ul> </li> </ul>	<p>Director: Ms Reshni Singh Tel: 012 394 1040 <a href="mailto:rsingh@thedti.gov.za">rsingh@thedti.gov.za</a></p> <p>Deputy Director: Ms Madie van Rensburg Tel: 012 394 1046 <a href="mailto:mbreedt@thedti.gov.za">mbreedt@thedti.gov.za</a></p> <p>Assistant Director: Ms Manneo Matsane Tel: 012 394 1248 <a href="mailto:mmatsane@thedti.gov.za">mmatsane@thedti.gov.za</a></p>

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			Film and Television Incentives	<p><u>South African Film and Television Production an Co-production Incentive:</u> Is to support the local film industry and contribute towards employment opportunities</p> <p><u>Foreign Film and Television Production and Post-Production Incentive:</u> Is to encourage an attract large-budget films and television productions and post-production work that will contribute towards employment creation, enhancement of international profile, and increase the country's creative and technical skills base.</p> <p><u>SA Emerging Black Film Eligible Enterprises:</u></p>	<ul style="list-style-type: none"> <li>• The incentive is available to qualifying South African productions and official treaty co-productions with a total production of R2.5 million and above</li> <li>• SPCV incorporated in the Republic of South Africa solely for the purpose of the production of the film or television project.</li> <li>• The SPCV and the parent company(ies) must have a majority of South African shareholders, of whom at least one must play an active role in the production and be credited in that role.</li> <li>• An applicant must be the entity responsible for all activities involved in making the production in South Africa and must have access to full financial information for the whole production.</li> <li>• Only one film production, television drama or documentary series per entity is eligible for the incentive.</li> </ul> <p>Eligibility for Foreign Film and Television Production and Post-Production:</p> <ul style="list-style-type: none"> <li>• Application required before commencement of principal photography/before conducting online post production</li> <li>• Minimum QSAPE of R12m</li> <li>• 50% of principal photography in SA and a minimum of 4 weeks</li> <li>• Uncapped incentive of 20% of QSAPE</li> <li>• Minimum production length of 80 minutes</li> </ul> <ul style="list-style-type: none"> <li>•SA black-owned qualifying productions with a total production budget of R1 million and above.</li> <li>•A registered SPCV incorporated in the RSA</li> <li>•Existing, operational and involved in the industry for six months, with a 10-minute trailblazer or short film produced.</li> <li>•The service company(ies) must have at least 65% SA black shareholders and the SPCV at least 75% SA black shareholders, of which the majority must play an active role in the production and be credited in that role.</li> <li>•An applicant must be the entity responsible for all the activities in the making of the production and must have access to full financial information for the entire production.</li> <li>•Both the applicant SPCV and holding/service company (ies) must comply with the requirements for B-BBEE as issued in the Government Gazette of 11 October 2013 in terms of the Codes of Good Practice.</li> <li>•Both the applicant SPCV and holding/service company (ies) must achieve at least a level three B-BBEE contribution status in terms of the B-BBEE Codes of Good Practice.</li> <li>•Both the applicant SPCV and holding/service company (ies) must submit a valid B-BBEE certificate issued by an accredited verification agency at application stage.</li> </ul>	<p>Director: Ms Nelly Molokoane Tel: 012 394 1425 <a href="mailto:nmolokoane@thedti.gov.za">nmolokoane@thedti.gov.za</a></p> <p>Deputy Director: Mr Rudi Siefert Tel: 012 394 1270 <a href="mailto:rsiefert@thedti.gov.za">rsiefert@thedti.gov.za</a></p> <p>Deputy Director: Mr Lehlogonolo Mokhosi Tel: 012 394 5632 <a href="mailto:lmokhosi@thedti.gov.za">lmokhosi@thedti.gov.za</a></p>



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					<ul style="list-style-type: none"> <li>Only one film production, television drama or documentary series per entity per application is eligible for the incentive</li> </ul>	
			Critical Infrastructure Programme (CIP)	<p>Grant Offerings:</p> <ul style="list-style-type: none"> <li>A grant offered of 10-30% of the total qualifying infrastructural development costs, to a maximum of R50 million, based on the achieved score in the Economic Benefit Criteria.</li> <li>For Agro-processing applicants and state-owned Aerospace and Defence National Strategic Testing Facilities; a grant of 10-50% of the total infrastructural development costs, up to a maximum of R50 million.</li> <li>For projects that alleviate water and/or electricity dependency on the national grid; a grant of 10-50%, up to a maximum of R50 million.</li> <li>For Distressed municipalities and state-owned industrial parks; a maximum grant of up to 100%, capped at R50 million for infrastructural developmental. Applicants are encouraged to make a contribution according to their affordability.</li> </ul>	<p>Eligible entries:</p> <ul style="list-style-type: none"> <li>The applicant must be a registered legal entity in South Africa (companies, private investors, co-operatives).</li> <li>Local and provincial governments, however, provincial governments can contribute towards projects, but cannot be applicants.</li> </ul> <p>Mandatory Requirements:</p> <ul style="list-style-type: none"> <li>A registered legal entity in South Africa</li> <li>Project must be a level 4 B-BBEE contributor</li> <li>For foreign direct investment, proof that a foreign investor does not enter into any partnership arrangements in foreign countries</li> <li>For all projects, a grace period of 15 months after date of submission of the application is given for them to comply. A B-BBEE certificate should be submitted at claim stage</li> <li>envisaged investment projects that may qualify for benefits under any investment incentive schemes offered by the dti are also eligible to apply for the CIP, provided it is not for the same infrastructure activity items proposed by the project</li> <li>Projects that have applied for the Shared Economic Infrastructure Facility (SEIF) will not be funded or co-funded for the same infrastructure activity under CIP</li> </ul>	<p>Director:</p> <p>Mr Justice Ngwenya Tel: 012 394 1271 <a href="mailto:jngwenya@thedti.gov.za">jngwenya@thedti.gov.za</a></p> <p>Deputy Director:</p> <p>Mr Lawrence Muthaphuli Tel: 012 394 1431 <a href="mailto:tmuthaphuli@thedti.gov.za">tmuthaphuli@thedti.gov.za</a></p> <p>Deputy Director:</p> <p>Ms Charmaine Prinsloo Tel: 012 394 1454 <a href="mailto:cprinsloo@thedti.gov.za">cprinsloo@thedti.gov.za</a></p> <p>Assistant Director:</p> <p>Ms Moshiane Maseko Tel: 012 394 1811 <a href="mailto:mmaseko@thedti.gov.za">mmaseko@thedti.gov.za</a></p>
			Isivande Women's Fund (IWF)	<p>The IWF assists with support services to enhance the success of businesses, pursues deals involving start-up funding, business expansion, business rehabilitation, franchising and bridging finance.</p> <p>The Fund is managed by the Industrial Development Corporation (IDC) on behalf of the dti through a development fund manager.</p>	<p>Fund Criteria:</p> <ul style="list-style-type: none"> <li>At least 6 months in operation</li> <li>Requires early stage, expansions and growth capital</li> <li>50% plus one share owned and managed by women</li> <li>Have potential for growth and commercial sustainability</li> <li>Improved social impact in the form of job creation</li> </ul> <p>Eligible business plans requiring funding of R30,000 to R2 million are invited to submit their applications for review by the IDF Managers.</p>	<p>For Applications:</p> <p>Tel: 011 772 7910</p>
			Shared Economic Infrastructure Facility (SEIF)	<p>Benefits:</p> <ul style="list-style-type: none"> <li>50:50 cost-sharing grant made available on a reimbursable basis, where the dti contributes 50% towards qualifying infrastructure projects upon the completion of agreed project milestones.</li> <li>the dti's contribution is capped at a maximum grant of R5 million (vat inclusive) per qualifying applicant.</li> </ul>	<p>Qualifying Infrastructure Costs:</p> <ul style="list-style-type: none"> <li>Shared facility infrastructure refers to the structural foundations, upgrading and maintenance of a multi-purpose facility to be shared by the number of enterprises.</li> <li>Qualifying shared infrastructure costs refer directly to the design; installation, construction and erection of the infrastructure and includes the following: Warehouse/storage facilities, lighting, water and ablution; parking, paving, shelter/stalls for trading area vendors, cold storage(for common use), common use tools (for equipment and machinery), administration and information centre; exhibition spaces, child care facility for traders, business infrastructure (e.g. industrial facilities)</li> </ul> <p>Eligible Enterprises:</p> <ul style="list-style-type: none"> <li>A municipality of the RSA</li> </ul>	<p>Contact Centre:</p> <p>0861 843 384</p>

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					<ul style="list-style-type: none"> <li>•A municipal entity as defined in section one of the Local Government Municipal Systems Act, 2000</li> <li>•A provincial government entity</li> </ul>	
<b>DTI Sector Desks:</b> NATIONAL OIL & GAS: John Filitz <a href="mailto:JFilitz@thedti.gov.za">JFilitz@thedti.gov.za</a> 021 394 5837, Kishan Pillay <a href="mailto:KPillay@thedti.gov.za">KPillay@thedti.gov.za</a> 012 394 3388, Fanie Gagiano, <a href="mailto:FGagiano@thedti.gov.za">FGagiano@thedti.gov.za</a> TOOLING: Tapiwa Samanga <a href="mailto:TSamanga@thedti.gov.za">TSamanga@thedti.gov.za</a> 012 394 1260 FURNITURE: Tsholofelo Motaung <a href="mailto:TPMotaung@thedti.gov.za">TPMotaung@thedti.gov.za</a> 012 394 1260 EIDD – ICT: Themba Khumalo <a href="mailto:TKhumalo@thedti.gov.za">TKhumalo@thedti.gov.za</a> 012 394 1300 BPO – TISA: Dean Hoff <a href="mailto:dhoff@thedti.gov.za">dhoff@thedti.gov.za</a> 012 394 1893 BPO – TEO: Reshni Singh <a href="mailto:rsingh@thedti.gov.za">rsingh@thedti.gov.za</a> 012 394 1040						
2.	Technology Innovation Agency (TIA)	TIA's core business objective is to support the development and commercialisation of competitive technology-based services and products. The Agency primarily uses South Africa's science and technology base to develop new industries, create sustainable jobs and help diversify the economy. It invests in the following technology sectors: Advanced Manufacturing, Agriculture, Industrial Biotechnology, Health, Mining, Energy and ICT.	Skills Development For Innovation  Youth Technology Innovation Fund (YTIF)  Industry Matching Fund  Equity Fund  Technology Development Fund  Idea Development Fund	Geared at ensuring capacity building and skills development interventions are initiated to service the current challenge of scarcity of skills in the Science and Technology field especially in the "Innovation" space.  Aimed at promoting and stimulating the culture of innovation and entrepreneurship amongst the youth by providing access to financial and business support resources. This funding instrument is aimed at the youth between the ages of 18 to 30 who are not already funded through the YTIF or other TIA funding instruments.  Targeted at small, medium and large companies to drive technology innovation. Matching requirement is 50%, reduced to minimum of 30% for companies that partner with High Education Institutions or Science Councils, and companies in operation for less than 3 years 20% is required.  The equity fund is for companies to drive technology innovations which do not have either the capital to match the TIA's requirement or track record and balance sheet to secure loan finance.  The Technology Development Fund will invest in high potential projects undertaken at the institutions such as Science Councils, High Education Institutions for pre-competitive end stage research and technology development.  Provides a modest amount of funding limited to R200k to entrepreneurs and small companies to assist with the following: patenting cost, geared for technologies incubated at any of the TIA's technology platforms and other infrastructure initiatives and to enable technology development to an investment grade business plan. It also provides Intellectual Property support which includes patent, plant breeders right, design and/or trademark) registration and maintenance costs limited to R500K.	The TIA Funds will provide financial support to proposals based on merit.  All promising applications will be evaluated according to: <ul style="list-style-type: none"> <li>• The current stage in the innovation chain and the planned path for innovation.</li> <li>• The sustainable competitiveness of the product or service in the industry for targeted markets.</li> <li>• Alignment with TIA focus sectors, national policy objectives, and national transformation objectives including geographical presence.</li> <li>• The potential economic value of the project</li> <li>• The technical and commercial viability of the plan.</li> <li>• The ability of the team to implement the plan, including the commercial strength of management and the existence of sound management systems.</li> <li>• The extent of partnership providing funding and other resources.</li> <li>• The potential for BBBEE.</li> <li>• Investment risk and expected outcomes relative to the TIA portfolio.</li> <li>• Potential financial return.</li> </ul> In general, unless specifically stated in the TIA Fund mandates, all Applicants will be expected to make some level of financial contribution alongside the TIA.	4 <sup>th</sup> Floor, Central Park, Black River Business Park, Fir Road, Observatory, 7925  021 442 3780
3.	Small Enterprise Development Agency/ Enterprise Development Centre (SEDA/EDC)	SEDA is mandated to implement government's small business strategy; design and implement a standard and common national delivery network for small enterprise development; and integrate government-funded small enterprise support agencies across all tiers of government.	SEDA Business Talk  SEDA Business Start  SEDA Business Build	SEDA Business Talk: • Assistance with Business advice and information, small enterprise training, business registration  SEDA Business Start: • Assistance with Business planning, business counselling, facilitation of access to finance, business support  SEDA Business Build:	Eligibility for Technology Transfer Fund: <ul style="list-style-type: none"> <li>• Design, formulations, materials and methods transfer, including design improvement and optimisation</li> <li>• Know-how, knowledge, skills and expertise transfer, including training and mentoring related to the technology being transferred</li> <li>• Designs, equipment, systems, machinery and tooling directly related to the product and process technology being transferred;</li> </ul>	Technology Transfer Unit:  Theresa Breytenbach Tel.: (012) 441 1375 Fax: (012) 441 2375 E-mail: <a href="mailto:tbreyrenbach@seda.org.za">tbreyrenbach@seda.org.za</a>  Thomas Mashamaite Tel.: (012) 441 1117

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		Seda's mission is to develop, support and promote small enterprises throughout the country, ensuring their growth and sustainability in co-ordination and partnership with various role players, including global partners, who make international best practices available to local entrepreneurs.	<p>SEDA Business Grow</p> <p>SEDA Technology Programme (STP)</p> <p>SEDA Courses Coops and CPPP Programme</p> <p>SEDA National Info Centre</p>	<p>•Assistance with Capacity building systems, mentorship, tender advice/procurement, export readiness, franchising</p> <p>SEDA Business Grow:</p> <p>•Assistance with Business systems development, cooperative support, growth strategies</p> <p>The STP has three areas of focus:</p> <ul style="list-style-type: none"> <li>•Technology Transfer</li> <li>•Incubation Centres</li> <li>•Quality</li> <li>•Technology support to women-owned enterprises</li> </ul> <p>STP: Services offered</p> <ul style="list-style-type: none"> <li>•Grant funding for acquisition of technology such as equipment and machinery to facilitate technology transfer</li> <li>•Improving access to technology information by small enterprises</li> <li>•Improving access to technology transfer funding through structured referrals to funding institutions</li> <li>•Linking inventors, universities or science councils with small enterprises or entrepreneurs</li> <li>•Facilitating partnerships between businesses locally and internationally</li> </ul>	<ul style="list-style-type: none"> <li>• The know-how, knowledge, skills and expertise required to operate and maintain the equipment, systems and machinery, including training and mentoring related to the technology being transferred;</li> <li>• Expert labour costs regarding the technology, where such costs do not exceed 20% of the total approved TTF funding provided by <b>stp</b>;</li> <li>• Intellectual Property payments (e.g. Licensing Agreements) and expertise transfer payments to enable the TTF transaction.</li> <li>• Travelling and subsistence claims relating to the technology transfer transactions, subject to Adjudication Panel's prior approval;</li> <li>• Legal and expert resource expenses regarding the negotiations, agreement and transfer of the technology;</li> <li>• Business training, development and mentoring; and</li> <li>• General business services, e.g. equipment, machines, facilities or processes that are utilised to provide repairs, examinations, overhauls, support or assistance in some form or other, as well as specialised equipment, machines or processes are utilised to provide support for manufacturing, mining, agro-processing or service enterprises.</li> </ul> <p>SEDA Courses:</p> <ul style="list-style-type: none"> <li>•Entrepreneurs learn to market their business effectively, understand the importance of building a reputable business profile as a marketing tool, maintain financial records and develop their business plans</li> </ul> <p>Coops and CPPP: Focuses on</p> <ul style="list-style-type: none"> <li>•Agro-processing, community tourism and protected areas, mining and mineral beneficiation, trading and auxiliary enterprises</li> </ul> <p>SEDA National Info Centre:</p> <ul style="list-style-type: none"> <li>•Information on SEDA offerings, sector information, research reports, business development information, referrals</li> </ul>	<p>Fax: (012) 441 2117 E-mail: <a href="mailto:tmashamaite@seda.org.za">tmashamaite@seda.org.za</a></p> <p><b>Bellville Office:</b> Ivor Hendricks</p> <p>23 Vrede Street, Lowville Place, 2<sup>nd</sup> Floor, Bellville Tel: 021 949 2227 Fax: 021 949 2237</p> <p><b>Stellenbosch Office:</b> Zaida Jackson</p> <p>1<sup>st</sup> Floor, Eikestad Mall, Bird Street, Stellenbosch Tel: 021 883 9270 Fax: 021 883 9277</p> <p><b>George Office:</b> Paul Hoffman</p> <p>Entrance A, 1<sup>st</sup> Floor, Beacon Place, 124 Meade Street, George Tel: 044 874 4770 Fax: 044 874 4870</p>
4.	National Empowerment Fund (NEF)	The NEF anticipates future funding and investment requirements to help black individuals, communities and businesses achieve each element of the Codes of Good Practice. These include a focus on preferential procurement, broadening the reach of black equity ownership, transformation in management and staff and preventing the dilution of black shareholding.	<p>iMbewu Fund</p> <p>uMnotho Fund</p>	<p>Designed to support black entrepreneurs wishing to start new businesses as well as support existing black-owned enterprises with expansion capital. The Fund supports these entities by offering debt, quasi-equity and equity finance products with the funding threshold ranging from a minimum of R250 000 to a maximum of R10 million.</p> <p>This Fund is designed to improve access to BEE capital and has five products:</p> <ul style="list-style-type: none"> <li>• Acquisition Finance</li> <li>• Project Finance</li> <li>• Expansion Finance</li> <li>• Capital Markets Fund Liquidity and Warehousing</li> </ul>	<p>The exact criteria vary from fund to fund. In general, applicants must fill out an application form that will present a business case for assessment based on specific criteria.</p> <p>Your proposal needs to contain comprehensive information to support the commercial viability and the financial position of your business. A business plan guideline has been provided on the application form, to highlight the various topics you need to cover when making your submission.</p> <p>Once your application has been received it will be entered into a deal-flow pipeline when it has fulfilled the mandatory requirements and it will go through various</p>	<p>Chris Louw Suite 2818, 28<sup>th</sup> Floor, ABSA Centre, 2 Riebeek Street, Cape Town, 8001 Tel: 021 431 4760 Fax: 0861 927 633</p> <p><a href="mailto:louw@nefcorp.co.za">louw@nefcorp.co.za</a></p>

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				<p>These products provide capital to black-owned and managed enterprises, black entrepreneurs who are buying equity shares in established black and white owned enterprises, starting new ventures, expanding existing businesses and BEE businesses that are or wish to be listed on the JSE.</p> <p>Funding ranges from R2 million to R50 million</p>	<p>processes towards final approval and disbursement of the funds.</p> <p>Application assessment criteria:</p> <ul style="list-style-type: none"> <li>• Minimum percentage of black ownership or interest</li> <li>• Black women empowerment</li> <li>• black managerial and operational involvement,</li> <li>• commercial viability of the business,</li> <li>• job creation,</li> <li>• specific product criteria,</li> <li>• geographic location of the business (rural/urban/disadvantaged areas),</li> <li>• community involvement,</li> <li>• compliance with all the relevant laws and regulations,</li> <li>• return on investment, and</li> <li>• the possibility of co-funding with another public or private sector institution</li> </ul>	<p>Chris Louw Suite 2818, 28<sup>st</sup> Floor, ABSA Centre, 2 Riebeek Street, Cape Town, 8001 Tel: 021 431 4760 Fax: 0861 927 633</p> <p><a href="mailto:louw@nefcorp.co.za">louw@nefcorp.co.za</a></p>
			Rural and Community Development Fund	<p>Designed to promote sustainable change in social and economic relations and supporting the goals of growth and development in the rural economy, through financing of sustainable enterprises.</p> <p>The fund has four products:</p> <ul style="list-style-type: none"> <li>• Project Finance</li> <li>• Business Acquisition</li> <li>• Expansion Capital</li> <li>• Start-up/Greenfields</li> </ul> <p>The funding threshold ranging from a minimum of R1 million to R50 million.</p>		
			Enterprise Development Fund	<p>Broad – Based Black Economic Empowerment Codes of Good Practice – Section 9(1) Series 600 provides that companies make monetary or non-monetary contributions either recoverable or non-recoverable for development, sustainability and financial and operational independence of beneficiaries.</p>		
			Strategic Projects Fund (SPF)	<p>Mandate to increase the participation of black people in early-stage projects. SPF is aligned to national Government policy.</p> <p>Seeks competitive opportunity for the South African economy and the inclusion of black participation in opportunities at the outset of projects, as opposed to doing so during equity closure.</p>		
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				<p>Micro Finance:</p> <p>One of micro-finance's biggest aims is to promote entrepreneurship among young people, so it provides loans ranging from R1000 to R100 000 to youth aged 18-35 years old so that they can start a new business or grow an existing one. The micro-finance loan is divided into 8 different products where finance is structured according to the amount requested, affordability indicators, and the type of finance required; i.e., asset finance, working capital finance or contract-based finance. The terms are then tailored around the individual's requirements.</p>	<p>Eligibility:</p> <ul style="list-style-type: none"> <li>• Be a South African aged 13 to 35</li> <li>• Is or plans to be very involved in the business</li> <li>• Proof of residential address</li> <li>• Identity document</li> <li>• Undergo a credit check</li> <li>• Application form and a business plan</li> <li>• Show that new or existing business will be able to repay the loan</li> </ul>	<p>Shop P, 18a Golden Acre Centre, Adderley Street, Cpt Tel: 021 415 2040 <a href="mailto:info@nyda.gov.za">info@nyda.gov.za</a></p> <p><b>Bitou Local Youth Office:</b> Sewell Street, Plettenberg Bay Tel: 044 533 6881 Fax: 044 533 6885</p> <p><b>Boland FETC Local Youth Office:</b> Boland FET College, Ranier Street, Worcester Tel: 023 348 6920 Fax: 023 342 5768</p>
				<p>Business Opportunity Support Services (BOSS):</p> <p>Database for youth-owned businesses and procurers to register and search for business and procurement opportunities</p> <p>Types of business opportunities sourced:</p>	<p>Products and Services:</p> <ul style="list-style-type: none"> <li>• Sourcing of viable business opportunities</li> <li>• Companies are approached to set aside business opportunities for youth owned enterprises</li> <li>• Linking youth entrepreneurs to identified business opportunities</li> </ul>	

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				<ul style="list-style-type: none"> <li>• Retail</li> <li>• Procurement</li> <li>• Equity</li> </ul>	<ul style="list-style-type: none"> <li>• Providing technical assistance</li> <li>• Mentorship</li> <li>• Facilitating funding applications</li> <li>• Business development support</li> <li>• Training programmes</li> </ul>	<b><u>Breede River Winelands Local Youth Office:</u></b> Town Hall, Church Street, Robertson Tel: 023 626 8200 Fax: 023 626 2426
				Business Consulting Services Voucher Programme (BCSVP): These are services designed to help youth-owned business set up, expand or develop their businesses.	Eligibility: <ul style="list-style-type: none"> <li>• Aged 18 to 35</li> <li>• Access service at any NYDA branch</li> <li>• Clear vision of business you want to start</li> <li>• Have realistic goals</li> <li>• If already involved in the business and want to grow it, own at least 25% of it</li> <li>• Have experience in your field</li> <li>• Contribute R200.00 towards the service you need</li> </ul>	<b><u>College of Cape Town Local Youth Office:</u></b> Crawford Campus, Kromboom Road, Crawford Tel: 021 696 5133 Fax: 021 696 5136  <b><u>Eden Local Youth Office:</u></b> Tel: 044 752 1024 Fax: 044 752 1362

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				<p>Volunteer Enterprise Mentorship Programme:</p> <p>Is a programme that provides mentorship support to youth businesses.</p> <p>Mentors and young entrepreneurs are assessed, qualified and matched to form an ongoing mentoring relationship aimed at improving the sustainability and growth of a start-up or existing businesses of South African young entrepreneurs</p>	<p>Eligibility becoming a mentor:</p> <ul style="list-style-type: none"> <li>Experienced entrepreneur or business professional with solid business acumen</li> <li>Experienced entrepreneurs with at least 3 years in business</li> <li>Business professionals with at least a 2-year diploma and 2 years working experience;</li> <li>Effective communicator and advisor;</li> <li>Able to voluntarily contribute at least 3-4 hours/month to mentor a young entrepreneur;</li> <li>Able to submit a quarterly progress report on the business mentored;</li> <li>Reputable person with no criminal record.</li> </ul> <p>Eligibility looking to be mentored:</p> <ul style="list-style-type: none"> <li>South African citizen between 18 and 35 years of age, or must have at least 26% ownership in the business</li> <li>Start-up or existing business</li> <li>Need to be assisted in restructuring, sustaining or growing their business</li> <li>Must have inspiring vision for self and their businesses</li> </ul>	<p><b>False Bay FETC Local</b> Shop P, 18a Golden Acre Centre, Adderley Street, Cpt Tel: 021 415 2040 <a href="mailto:info@nyda.gov.za">info@nyda.gov.za</a></p> <p><b>Bitou Local Youth Office:</b> Sewell Street, Plettenberg Bay Tel: 044 533 6881 Fax: 044 533 6885</p> <p><b>Boland FETC Local Youth Office:</b> Boland FET College, Ranier Street, Worcester Tel: 023 348 6920 Fax: 023 342 5768</p> <p><b>Breede River Winelands Local Youth Office:</b> Town Hall, Church Street, Robertson Tel: 023 626 8200 Fax: 023 626 2426</p>
				<p>Imwebu Loan Fund:</p> <p>An initiative of the Ithala Development Finance Corporation and the National Youth Development Agency (NYDA), the Imbewu Loan Fund provides loans between R50,000 and R5 million to young (18 – 35 years) aspiring and established Small Micro and Medium Enterprises (SMMEs) and co-operatives in KwaZulu-Natal.</p>	<p>Eligibility:</p> <ul style="list-style-type: none"> <li>South African citizen with a valid Identity Document</li> <li>Aged 18 to 35 years</li> <li>Have an existing enterprise or an idea which is able to demonstrate profitability, positive financial position and cash flow</li> <li>Demonstrate enterprise ability to repay the loan</li> <li>Not have a bad track record with the Credit Bureau and the National Loan Register</li> <li>The following types ventures are excluded from funding: gambling, tobacco and illegal practices</li> </ul>	<p><b>College of Cape Town Local Youth Office:</b> Crawford Campus, Kromboom Road, Crawford Tel: 021 696 5133 Fax: 021 696 5136</p> <p><b>Eden Local Youth Office:</b> Tel: 044 752 1024 Fax: 044 752 1362</p>
5.	Productivity SA	<p>Productivity SA's mandate is primarily to enhance the productive capacity of South Africa by meeting the following objectives;</p> <ul style="list-style-type: none"> <li>Promote a culture of productivity in workplaces;</li> <li>Develop relevant productivity competencies;</li> <li>Facilitate and evaluate productivity improvement and competitiveness in workplaces;</li> <li>Maintain a database of productivity and competitiveness systems and publicising these systems;</li> <li>Undertake productivity-related research (research unit)</li> </ul> <p>Support initiatives aimed at preventing job losses.</p>	<p>Turnaround Solutions (Job Savings)</p> <p>Enterprise Competitiveness (Workplace Challenge-WPC)</p>	<p>It is an intervention which delivers turnaround and contingency plans for companies that are in financial decline and face sustainability challenges.</p> <p>The programme is a means for South African organisations to improve their Competitiveness. The programme is implemented over a two year period in industrial clusters, under the guidance of a dedicated WPC Change Facilitator, and involves small groups of enterprises in a process of</p>	<p>The outcomes Criteria need to be developed and agreed with customers Systems Policy / Goals IT HR Communication Financial and management information Operational and organizational systems. Processes Decision making Strategic processes Organizational processes Management processes Operating Procedures Resources Support Systems Infrastructure Physical Facilities (e.g. Machines) Human and financial facilities. Outputs Service Delivery / Production Line Inputs Productivity ensures that inputs are used efficiently and effectively to maximize outputs within a given environment and socio-economic context. The key focus for productivity is the service delivery or production process that converts inputs to outputs</p>	<p>Regional Manager: Albert Brink Tel: 021 910 1591 Fax: 021 910 1574 <a href="mailto:albertb@productivitysa.co.za">albertb@productivitysa.co.za</a></p>



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				implementing the basic principles of Continuous Improvement.		
	<b>Agency</b>	<b>Executive Summary</b>	<b>Key Programs/Incentives</b>	<b>Incentive Details</b>	<b>How to access incentives/Eligibility Criteria</b>	<b>Contact persons and Details</b>
			SMME Intervention	<p>The basics include:</p> <ul style="list-style-type: none"> <li>• World-class Management System</li> <li>• Goal Alignment</li> <li>• Cleaning and Organising (5S)</li> <li>• Teamwork</li> <li>• Leadership</li> <li>• Cost/Productivity Improvement Techniques</li> <li>• Delivery/Speed Improvement Techniques</li> <li>• Quality Improvement Techniques</li> </ul>		
			Small, Medium and Micro Enterprise Development (SMMEs)	<p>They developed action learning solutions to assist SMMEs, including Cooperatives aimed at equipping SMMEs with the right skills, knowledge and attitudes to implement systems and procedures to improve productivity, profitability, growth and employment creation within these sectors.</p> <p>The Business Performance Improvement Workshops (BPIW) and Productive Capacity Building Programme (PCBP) provide SMMEs with productivity competencies that can be applied immediately to improve productivity within their businesses.</p> <p>To establish partnerships with agencies and organisations that is charged with the responsibilities of developing small enterprises to share the investment in the development of SMMEs with Productivity SA. These partnerships initiate a journey for SMMEs towards improved performance, service delivery, profitability, growth, employment creation and organisational competitiveness.</p>		<p>Regional Manager: Albert Brink Tel: 021 910 1591 Fax: 021 910 1574 <a href="mailto:albertb@productivitysa.co.za">albertb@productivitysa.co.za</a></p>
			Productivity Training	<p>Productivity SA aims to train Skills Development Advisors on productivity in order to enable them to demonstrate an understanding of what productivity is, measure single and total factor Productivity and assess the causes of current levels of Productivity, and also measure both the qualitative and quantitative factors that influence productivity and establish their influence on profitability.</p> <p>On completion of the course the delegates will submit practical assignments facilitated by the embedding of Productivity Values. The values include, but are not limited to the following:</p> <ul style="list-style-type: none"> <li>• Continuously seeking better ways of doing things</li> <li>• Efficient and effective resource usage</li> <li>• Waste reduction and elimination</li> <li>• Completing tasks correctly first time and all the time</li> </ul>		
			Value Chain Competitiveness	The Value Chain and Competitiveness unit is to conduct thorough research so as to constructively comment on the productivity of priority economic sectors, and contribute towards national policy direction and debates.		<p>Regional Manager: Albert Brink Tel: 021 910 1591 Fax: 021 910 1574 <a href="mailto:albertb@productivitysa.co.za">albertb@productivitysa.co.za</a></p>

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6.	DBSA	The DBSA's purpose is to accelerate sustainable socio-economic development by funding physical, social and economic infrastructure. DBSA's goal is to improve the quality of life of the people of the region. The Bank plays a multiple role of Financier, Advisor, Partner, Implementer and Integrator to mobilise finance and expertise for development projects.	Jobs Fund	<p>The objective of the Jobs Fund is to co-finance projects by public, private and non-governmental organisations that will significantly contribute to job creation. This involves the use of public money to catalyse innovation and investment on behalf of a range of economic stakeholders in activities which contribute directly to enhanced employment creation in South Africa.</p> <p>To address the challenge of unemployment, South Africa requires high rates of sustained economic growth. South Africa's macro-economic policy environment, infrastructure asset base, schooling system and regulatory frameworks are all key to growth. However, improving and reforming these factors is a long-term process.</p> <p>The Jobs Fund does not intend to tackle these long-term, structural causes of low growth and unemployment on its own. Numerous government initiatives are already tasked with parts of that challenge. Nor does the Jobs Fund aim to replicate or substitute these initiatives; rather it presents an opportunity to complement these efforts with limited and short-term funding interventions.</p> <p>These funding interventions will seek to overcome some of the barriers to job creation that have been identified. Some of these relate to demand for labour, some to the supply of labour and some to the broader institutional environment.</p> <p>The Jobs Fund has been designed specifically to overcome these barriers by providing public funding through four "funding windows" i.e. Enterprise Development; Infrastructure Investment; Support for Work Seekers and Institutional Capacity Building.</p>	<p>Private sector enterprise development window:</p> <ul style="list-style-type: none"> <li>• Applicants must be tax compliant</li> <li>• Entity to be well established with a minimum 2 years operational experience at time of applying. No funding for start-ups.</li> <li>• Applicants must be for-profit enterprises or consortia led by a for-profit firm</li> <li>• The initiative must be directly relevant to the applicant's business. It should be about leveraging the business to develop, adapt and test new ideas and models aimed at enhancing profitability while creating jobs</li> <li>• Initiatives must not be dependent on outstanding government decisions of strategic, financial or regulatory nature</li> <li>• Applicants must commit to providing matching funding at a minimum ration of 1:1 The minimum project size considered by the Jobs Fund will be R10m, implying a minimum contribution by the applicant of R5m</li> <li>• Clearly demonstrate how it will lead to job creation, number of jobs that will be created and the assumptions used to determine the number of jobs to be created</li> </ul> <p>Non-Private sector enterprise development window:</p> <ul style="list-style-type: none"> <li>• Applicants must be tax compliant</li> <li>• Entity to be well established with a minimum 2 years operational experience at time of applying. No funding for start-ups.</li> <li>• Initiatives that are merely aimed at expanding the scale or scope of an existing organisation or programme with only an incidental link to job creation are not eligible. Similarly, applications which amount to little more than project extensions will not be eligible</li> <li>• Initiatives must link to or be enabling of market-based economic activity. Initiatives which threaten to distort or displace existing market activity will be ineligible</li> <li>• Initiatives must not be dependent on outstanding government decisions of a strategic, financial or regulatory nature</li> <li>• Clearly demonstrate how it will lead to job creation, the number of jobs that will be created and the assumptions used to determine the number of jobs to be created</li> <li>• Applicants must commit to providing matching funding at a minimum ration of 0.2:1 This means that for every R1 of funding requested from the Jobs Fund, applicant must provide R0.20 The minimum grant size that will be considered by the Jobs Fund will be R5m, implying a minimum contribution by the applicant of R1m for a total project cost of R6m</li> </ul> <p>Infrastructure Criteria:</p>	<p>Development Bank of Southern Africa Tel: 0861003272 <a href="mailto:info@jobsfund.org.za">info@jobsfund.org.za</a></p>



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					<ul style="list-style-type: none"> <li>Clearly demonstrate how it will lead to job creation, the number of jobs that will be created and the assumptions used to determine the number of jobs to be created</li> <li>Applicants must be tax compliant. Applications from public sectors entities, the proposed process for</li> </ul>	
	<b>Agency</b>	<b>Executive Summary</b>	<b>Key Programs/Incentives</b>	<b>Incentive Details</b>	<b>How to access incentives/Eligibility Criteria</b>	<b>Contact persons and Details</b>
					<p>commissioning and procurement of infrastructure must be compliant with the PMFA and MFMA as applicable, and the proposed project should appear in a statutory plan (e.g. IDP)</p> <ul style="list-style-type: none"> <li>The provision of infrastructure should be explicitly linked to subsequent private sector activity, investment and job creation. Funding for basic service delivery or infrastructure development which reflects the core mandate of local government is unlikely to be approved</li> <li>The applying entity must have demonstrable capacity and an established track record of implementing similar infrastructure projects</li> <li>Applicants must commit to providing matching funding at a minimum ratio of 1:1 over the lifetime of the project. Minimum grant size provided by the Jobs Fund will be R10m, implying a minimum project size of R20m and a minimum matched funding amount of R10m</li> </ul> <p>Private sector support for work-seekers window:</p> <ul style="list-style-type: none"> <li>Applicants must be tax compliant</li> <li>Entity to be well established, measured by a minimum of 2 years operational experience at the time of applying. The Jobs Fund will not fund start-ups</li> <li>Applicants must be for-profit enterprises or consortia led by a for-profit firm</li> <li>Initiative must be directly relevant to the applicant's business, although it does not itself have to be profit-generating.</li> <li>Not dependant on outstanding government or legal decision</li> <li>Commit to providing matching funding at a minimum ration of 1:1 The minimum grant size considered will be R5m, implying a minimum contribution by the applicant of R5m and total project size of R10m</li> <li>Describe an explicit, credible link between proposed initiative and the potential for job creation, e.g. through job placement schemes and market-linked, partnership-based training initiatives</li> </ul> <p>Non-private sector support for work-seekers window:</p> <ul style="list-style-type: none"> <li>Applicants should be registered statutory entities in good standing and applications should be compliant with the PMFA and MFMA as applicable</li> <li>Initiatives must demonstrate clear linkage to the drivers of demand for skills and placement in the business sector. It should clearly identify the gap the initiative is aiming to address</li> <li>Entity to be well established, measured by a minimum of two years operational experience at the time of applying. The Jobs Fund will not fund start-ups</li> </ul>	<p>Development Bank of Southern Africa Tel: 0861003272 <a href="mailto:info@jobsfund.org.za">info@jobsfund.org.za</a></p>

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					Commit to providing matching funding at a minimum ratio of 0.2:1 This means that for every R1 of funding requested the applicant must provide R0.20 Minimum project size considered will be R6m, implying a minimum contribution by the applicant of R1m for a grant of R5m.	
	<b>Agency</b>	<b>Executive Summary</b>	<b>Key Programs/Incentives</b>	<b>Incentive Details</b>	<b>How to access incentives/Eligibility Criteria</b>	<b>Contact persons and Details</b>
					<ul style="list-style-type: none"> <li>Describe an explicit, credible link between proposed initiative and the potential for job creation e.g. through job placement schemes and market-linked, partnership-based training initiatives</li> <li>Institutional capacity building window</li> <li>The applying, legally registered entity, must be established in the relevant field for a minimum of 2 years at the time of applying. Applications submitted by new entities will not be funded</li> <li>Have demonstrable organisational and operational capacity which will allow for the contribution of own resources and the effective implementation of the funded initiative</li> <li>Have secured sustainable sources of funding with which to implement core mandates</li> <li>Applications should contain an explicit link between the proposed initiative and the potential for job creation</li> </ul> <p>Commit to providing matching funding at a minimum ratio of 0.2:1 This means that for every R1 of funding requested the applicant must provide R0.20 Minimum project size considered will be R6m, implying a minimum contribution by the applicant of R1m for a grant of R5m</p>	<p>Development Bank of Southern Africa</p> <p>Tel:0861003272  <a href="mailto:info@jobsfund.org.za">info@jobsfund.org.za</a></p>
			<p><u>The Green Fund</u>            (Will provide appropriate financial and other support to various entities engaged in green economic activities from early stage research and development right through to the project expansion phase)</p> <p><u>Pan African Capacity Building Programme</u>            (To build African capacity for infrastructure and general economic development. The programme builds capacity through regional DFIs, government departments, state-owned enterprises (SOEs) or other semi-government institutions (parastatals), and through any other locally based development</p>	<p>The Green Fund Financial Support:</p> <ul style="list-style-type: none"> <li>Grants, Loans, Equity</li> </ul> <p>Pan African Capacity Building Programme has 4 capacity building pillars:</p> <ul style="list-style-type: none"> <li>Masters' in Public Infrastructure Management (MPIM)</li> <li>Water-for-All-Executive-Masters programme</li> <li>Short Courses (3 – 5 day long professional skills enhancement sessions)</li> <li>Young Professionals Internship programme (on-the-job training for graduates)</li> </ul> <p>Focuses on skills development in the critical infrastructure development areas of water and sanitation, energy, roads and transportation. It is flexible and locally-driven (customized). This way, it will remain relevant to the needs of its African partners, clients and stakeholders, and will deliver capacity building interventions in response to stated requests for capacity support on the ground.</p>	<p>Funding criteria:            The Fund will only support initiatives which would not have been implemented without its support. Due to its focus on innovative projects, unless a strong case is made for the coverage of a funding or financing gap, the Green Fund will not support such projects            The Green Fund has an Appraisal Process starting from Pre Screening (<a href="http://www.sagreenfund.org.za">www.sagreenfund.org.za</a>)</p>	<p>Development Bank of Southern Africa</p> <p>Tel: 0861003272  <a href="mailto:info@jobsfund.org.za">info@jobsfund.org.za</a></p>

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			stakeholders across sub-Saharan Africa)			
7.	Small Enterprise Finance Agency (SEFA)	To provide finance and related services (business support and properties) to the SMME sector	<p><u>Sefa Direct Lending Products:</u> These are loans that sefa provides directly to Small and Medium sized Enterprises as well as co-operatives operating in all sectors of the economy. The facilities range from a minimum of R50 000 to a maximum of R5 million.</p> <p><u>Target Market:</u> South African Citizens</p> <ul style="list-style-type: none"> <li>• Owner Managed Businesses</li> <li>• Adequate business skills or access thereto</li> <li>• Creditworthiness – NCA Compliant</li> <li>• Satisfactory basic feasibility study</li> <li>• Some level of contribution (cash and/or assets)</li> <li>• Desire for development finance – means test</li> <li>• Loan Range – R50k- R3m</li> <li>• All races with emphasis on women, rural and peri-urban</li> <li>• All entrepreneurs with a viable or potentially viable FORMAL business will be considered for financing</li> </ul> <p><u>Sefa Wholesale Lending Products:</u> Provides facilities (debt/equity) to intermediaries, joint venture, partnerships ( Specialised Funds ) and other collaborative relationships.</p> <p><u>Target Market:</u></p>	<p>Sefa Direct Lending Products:</p> <ul style="list-style-type: none"> <li>• Cooperatives (Start-up loans, business loans and on-lending loans)</li> <li>• Bridging Loan (A short-term loan that is provided to an enterprise to finance working capital needs (i.e. stock and/or operating overheads. The loans are short-term (up to 1 year) and may be backed by some form of collateral such as sureties, cessions, etc.)</li> <li>• Term Loan (Is used to finance assets that have a medium to long term lifespan, e.g. machinery, fixtures and fittings, vehicles, office equipment. Term Loans can also be used for start-ups, expansions and acquisitions of businesses. The loans are usually repayable between 1 and 5 years.</li> <li>• Structured Finance (Is used to finance businesses that require funding that fall outside the parameters of term and bridge loan facilities. The support is provided by way of a debt facility but mainly tailored around the requirements of the project (tailored finance).The loan can be taken over a period of maximum 5 years.</li> </ul> <p>Sefa Wholesale Lending Products:</p> <ul style="list-style-type: none"> <li>• Cooperatives</li> <li>• Micro Finance Intermediaries (MFI)</li> <li>• Retail Financial Intermediaries (RFI)</li> <li>• Specialised Funds (SFI)</li> <li>• Credit Guarantee Scheme</li> <li>• Land Reform Facility</li> <li>• Post Loan Business and Institutional Strengthening Support</li> </ul>	<p>Check list term loan applications:</p> <ul style="list-style-type: none"> <li>• Business Plan</li> <li>• 12 month cash flow projections</li> <li>• Historical annual financial statements- 3 years if applicable</li> <li>• Up-to-date management accounts</li> <li>• Debtors aged analysis</li> <li>• Creditors aged analysis</li> <li>• Lease agreement</li> <li>• Franchise agreement</li> </ul> <p>Check list bridging applications:</p> <ul style="list-style-type: none"> <li>• Application Forms – Principal Debtor and Surety</li> <li>• Certified Copies of Identity Documents of all concerned</li> </ul> <p>Potential applicants can approach sefa’s nearest regional office in their Province for further information and application forms. Alternatively, potential clients can download the application forms from sefa website and qualifying criteria.</p> <p>Upon completion of the application form, potential clients will submit same to sefa Regional Office for assessment and if the applicant:</p> <ul style="list-style-type: none"> <li>• Does not meet the requirements, the applicant is accordingly informed and the application is closed</li> <li>• Meet all the requirements, the application will be submitted to the relevant sefa Credit Committee for decision after certain activities have been performed as part of assessing the application</li> </ul>	<p>Free State: 051 436 0150</p> <p>KZN: 031 368 3485</p> <p>JHB: 011 403 1761</p> <p>Pretoria: 012 441 0480</p> <p>Western Cape: 021 425 6774</p> <p>PE: 041 373 4153</p> <p>Berea: 043 721 1510</p> <p>Kimberley: 053 832 2275</p> <p>Nelspruit: 013 755 3923</p> <p>Limpopo: 015 294 0900</p> <p>North West: 014 592 6391</p>

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			<ul style="list-style-type: none"> <li>Survivalists and microenterprises (R500-R50000)</li> <li>Small Enterprises (R50k-R1 million)</li> <li>Medium Enterprises (R1 million-R5million)</li> </ul>			
	<b>Agency</b>	<b>Executive Summary</b>	<b>Key Programs/Incentives</b>	<b>Incentive Details</b>	<b>How to access incentives/Eligibility Criteria</b>	<b>Contact persons and Details</b>
			Market Offering- Wholesale Lending: <ul style="list-style-type: none"> <li>Credit Indemnities (risk sharing instrument with private sector funders)</li> <li>Business Loans (wholesale loans for on-lending to SMMEs)</li> <li>Joint Ventures (joint venture funds between sefa and external investors)</li> </ul> Capacity Building (facilities geared towards providing business support to sefa's financial intermediaries)	Exclusions- Direct Lending: <ul style="list-style-type: none"> <li>SIN Industries (Tobacco, Liquor, Gambling, Sex Trade, etc.)</li> <li>Manufacturing and selling armaments</li> <li>Speculative real estate</li> <li>Property development</li> <li>Leverage buy-out funds</li> <li>Illegal trade</li> <li>Non-profit organisations and political parties</li> <li>Persons under debt review</li> <li>Technically insolvent businesses and individuals</li> <li>Un-rehabilitated insolvent shareholders and/or directors of applying entities</li> <li>Primary agriculture</li> </ul>	<ul style="list-style-type: none"> <li>Marriage Certificate or Copy of Ante-nuptial Contract</li> <li>Short CV of Members/Directors/Shareholders/trustees</li> <li>Proof of Residence – Utility Bill not older than 3 months</li> <li>Valid Tax Clearance Certificate</li> <li>Company or Close Corporation Documents</li> <li>Company Profile</li> <li>Last 6 Months Bank Statements of Both Principal Debtor and sureties</li> <li>Copy of Contract or Order</li> <li>Loan Breakdown on Applicant Letterhead</li> <li>Supporting Quotations to Include Supplier Contact Person and Banking Details</li> <li>Proof of Payment of Annual Fees (CIPC)</li> </ul>	Errol Gardner Tel: 021 418 0126/8 errolg@sefa.org.za
8.	The Industrial Development Corporation (IDC)	Funds existing or emerging businesses that will benefit the South African economy, building industrial infrastructure, creating jobs and alleviating poverty.  There are 3 core focus areas: <ul style="list-style-type: none"> <li>Enhancing the value chain in the mining, metals and chemicals industries</li> <li>Supporting agro-processing and new industries, as well as building the country's industrial infrastructure</li> <li>Ensuring the success of projects that have a high-impact on industrial growth and a long-term effect on the national economy</li> </ul>	Funding, investment and support is offered in the following sectors: <ul style="list-style-type: none"> <li>Agro-Processing and Agriculture</li> <li>Automotive and Transport Equipment</li> <li>Basic and Speciality Chemicals</li> <li>Chemical Products and Pharmaceuticals</li> <li>Clothing and Textiles</li> <li>Heavy Manufacturing</li> <li>Industrial Infrastructure</li> <li>Light Manufacturing and Tourism</li> <li>Machinery and Equipment</li> <li>Media and Motion Pictures</li> <li>Metals and Mining</li> <li>New Industries</li> </ul>	<p><b>(MCEP)</b> offers incentives for existing manufacturers that is designed not only to promote competitiveness in the manufacturing arena, but to ensure job retention in this sector.</p> <p>MCEP consists of:</p> <ul style="list-style-type: none"> <li>Industrial financing loan facilities managed by the IDC</li> <li>Production incentive grants administered by the DTI</li> </ul> <p>Working capital criteria: Manufacturers who qualify for MCEP map apply to the IDC for a working capital facility of R50m, over a term of up to 4 years, at 4% interest. This facility is available on condition that:</p> <ul style="list-style-type: none"> <li>The applicant has confirmed contract or purchasing order</li> <li>The applicant has an order that forms part of the state-owned Competitiveness Suppliers Programme</li> <li>The manufacturer's product is part of a designated products value chain, as determined by the DTI</li> </ul> <p>Pre-dispatch finance covers working capital from receipt of order to dispatching to customers; and can therefore include production, packaging, raw material and transportation costs.</p> <p>Post-dispatch finance covers working capital requirements from the point of dispatch to the point of the seller realising</p>	<p>Application is open to South African registered entities with existing manufacturing operations in this country engaged in:</p> <ul style="list-style-type: none"> <li>Manufacturing (Standard Industrial Classification code 3)</li> <li>Engineering services that support manufacturing</li> <li>Conformity assessment services (SIC 88220) that service the manufacturing sector</li> </ul> <p>Certain manufacturing sectors that already have the support of Trade and Industry e.g. clothing and textile manufacturers have the Clothing and Textiles Competitiveness Programme, will not qualify for MCEP assistance</p>	<p>Regional Manager: Lizo Ntloko</p> <p>Regional Officers: Bouwer Van Niekerk Enriko Fourie Jo-Ann Snyman Dipolelo Makhubedu</p> <p>Western Cape: Cape Town Office 2817, 28th Floor, ABSA Centre, 2 Riebeek Street, Cape Town Tel: (021) 421 419 3570</p> <p>Western Cape: George Beacon Place, 125 Meade Street, George Tel: (021) 421 4794   Fax: (021) 419 3570</p> <p>Regional Manager: Lizo Ntloko</p> <p>Regional Officers: Bouwer Van Niekerk Enriko Fourie Jo-Ann Snyman Dipolelo Makhubedu</p>

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				<p>the proceeds of the sale. This may include performance bonds and performance guarantees.</p> <p>While each proposal is carefully considered, the IDC gives preference to projects that demonstrate economic merit and show profitability and sustainability within a reasonable time frame, and that fall within the parameters set out in the information above.</p>		<p>4794   Fax: (021)</p> <p>Western Cape: Cape Town Office 2817, 28th Floor, ABSA Centre, 2 Riebeeck Street, Cape Town Tel: (021) 421 4794   Fax: (021) 419 3570</p>
	<b>Agency</b>	<b>Executive Summary</b>	<b>Key Programs/Incentives</b>	<b>Incentive Details</b>	<b>How to access incentives/Eligibility Criteria</b>	<b>Contact persons and Details</b>
				<p>Production Incentive grants is administered by the DTI and comprise of:</p> <p>Capital Investment: this is a cost-sharing grant to support capital investment in equipment upgrading and expansions that will lead to increased productivity and competitiveness.</p> <p>Green Technology and Resource Efficiency Improvement: this is a cost-sharing grant to support enterprises with green technology upgrades that lead to cleaner production and energy efficiency.</p> <p>Enterprise-Level Competitiveness Improvement: this is a cost-sharing grant to improve the competitiveness of enterprises by enhancing conformity assessments and improving processes, products and energy; and producing cleaner production audits and related skills advancement through the use of business development services.</p> <p>Feasibility Studies: this grant facilitates feasibility studies that are likely to lead to bankable business or project plans that may result in initiatives that will create a market for locally manufactured goods.</p> <p>Cluster Competitiveness Improvement: this grant provides support for cluster studies by a group of firms in sectors or sub-sectors that focus on common challenges.</p>		<p>Western Cape: George Beacon Place, 125 Meade Street, George Tel: (021) 421 4794   Fax: (021) 419 3570</p>
			Green Energy Efficiency Fund	<p>The Green Energy Efficiency Fund (GEEF) supports the introduction of energy efficiency and self-use renewable energy technologies and will ultimately continue contributing to global climate protection while supporting South Africa's economic development and growth.</p> <p>The benefits of this investment include, but are not limited to:</p> <ul style="list-style-type: none"> <li>• Technical support available for energy assessments based on the size and complexity of your proposed project</li> <li>• Investment risk reduction through energy efficiency validation checks</li> <li>• Modernization of your industrial equipment and the use of energy efficient technologies will result in reduced energy and other costs</li> <li>• Improved product quality and production capacity while increasing the company's profitability</li> </ul>	<p>Companies in the private sector who plan to:</p> <ul style="list-style-type: none"> <li>• Implement an energy efficiency project that provides significant energy and/or emissions savings</li> <li>• Offset grid-connected electricity through self-use renewable energy</li> <li>• Priority will be given to companies that have less than or equal to: <ul style="list-style-type: none"> <li>• R51.0m turnover or</li> <li>• R55.0m assets or</li> <li>• 200 employees</li> </ul> </li> <li>• Priority will be given to projects that have a high local content where there is local manufacture of a particular technology in South Africa</li> <li>• Replicable and or bundled industrial Energy Efficiency projects will be preferred</li> </ul>	<p>Head Office: 19 Fredman Drive, Sandown   PO Box 784055, Sandton 2146, South Africa Tel: +27 11 269 3000 Fax: +27 11 269 3116</p> <p>Email: <a href="mailto:callcentre@idc.co.za">callcentre@idc.co.za</a> Call Centre: 0860 693 888 <a href="http://www.idc.co.za">www.idc.co.za</a></p>

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				<ul style="list-style-type: none"> <li>Improved company image due to contributions to carbon footprint reduction and South Africa's sustainable development goals</li> <li>Lower vulnerability to increasing energy prices</li> <li>Increased company value</li> </ul>	<ul style="list-style-type: none"> <li>Projects for non SMEs or low local content may be also considered if they provide significant energy and emissions reductions</li> <li>The fund is only available to businesses registered and operating in South Africa</li> </ul>	
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	Agency	Executive Summary	Key Programs/Incentives	Incentive Details	How to access incentives/Eligibility Criteria	Contact persons and Details
			GRO-E Scheme	<p>The scheme offers financial support to start-up businesses, including funding for buildings, equipment and working capital. It also funds companies wanting to expand. The proviso here is that they must show and ability to create jobs.</p> <p>Businesses should operate in sectors supported by the IDC. These include:</p> <ul style="list-style-type: none"> <li>Green industries, including renewable energy, energy efficiency, pollution mitigation, waste management and recycling, and biofuels</li> <li>agricultural value chain, including agro-processing;</li> <li>manufacturing, focusing on advanced manufacturing; automotive, components, medium and heavy commercial vehicles manufacturing; clothing textiles, footwear and leather; forestry, paper and pulp, and furniture; metals fabrication, capital and transport equipment; pharmaceuticals; plastics and chemicals;</li> <li>mining value chain, including downstream mineral beneficiation, mining and mining technologies;</li> <li>tourism and high-level services, which includes business process services and tourism ;</li> <li>media and motion pictures, which has to do with media pictures production, the media value chain of broadcasting (radio and television), media expansion including new media, music value chain, and film production and animation; and</li> <li>The knowledge economy, to do with health care, information and communications technology and biotechnology.</li> </ul>	<p>Criteria:</p> <ul style="list-style-type: none"> <li>Start-up businesses, including funding for buildings, machinery and working capital</li> <li>Existing businesses for expansionary purposes</li> <li>Businesses that demonstrate economic merit and have prospects of acceptable profitability to be able to service their obligation</li> <li>For the duration of the funding period, businesses whose maximum cost per job does not exceed R500 000 relative to the total funding required</li> <li>BBBEE certification from an accredited verification agency, where applicable</li> <li>Businesses operating or expanding in South Africa</li> </ul> <p>The scheme works by funding businesses at prime less 3% for loans and the Real After Tax Internal Rate of Return (RATIRR) Of 5% for equity financing. A minimum of R1m with a maximum of R1-billion per project will be allowed.</p> <p>The funding is available over five years or until the scheme is exhausted.</p> <p>The first draw must be within a year of approval for funding (if not, pricing reverts to normal IDC pricing). The reduced loan pricing is available for five years, after which normal IDC pricing applies, and finance required in excess of the scheme's limit can be accessed through normal IDC funding.</p>	<p>Head Office: 19 Fredman Drive, Sandown   PO Box 784055, Sandton 2146, South Africa Telephone: +27 11 269 3000   Facsimile: +27 11 269 3116</p> <p>Email: callcentre@idc.co.za Call Centre: 0860 693 888 www.idc.co.za</p>
			Distressed Fund	<p>The main objective of the intervention is to retain jobs and maintain productive capacity in the economy.</p> <p>The funds will help a business build capacity and create employment; provide working capital as well as operational and capital expenses, so helping the business to become competitive; ensure liquidity by providing funds not accessible by banks; and reduce the quantum of job losses.</p>	<ul style="list-style-type: none"> <li>Latest audited financials (current and at least 2 years prior to profit deterioration)</li> <li>Latest management accounts</li> <li>An updated business plan focusing on the company's turnaround</li> <li>A detailed description of the nature of the investment required, related costs and revenues; and</li> <li>Evidence of development impact such as BEE, rural and small or medium enterprise development, in addition to job creation and preservation</li> </ul> <p>Funding can take the form of debt or equity and is structured to your needs. Guarantee facilities are also available. The minimum funding is R1m</p>	

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			Women Entrepreneurial Fund	<p>This fund applies to businesses with a minimum shareholding by women of at least 50%; shareholding between 25% and 50% will be considered on revised terms</p> <p>It can apply to a start-up business or for expansions</p> <p>It is available to new entrants: that is, those shareholders with a direct or indirect total net asset base of less than R15 million</p>	<ul style="list-style-type: none"> <li>• A solid, fundable business plan to start or expand a business operating within an identified market</li> <li>• Business plan to include financial plans detailing required capital expenditure, working capital requirements, resourcing and operational involvement</li> <li>• Required funding over R1m</li> <li>• Business should have a minimum shareholding by women of at least 50% (shareholding between 25% and 50% can be considered on revised terms)</li> </ul>	
	<b>Agency</b>	<b>Executive Summary</b>	<b>Key Programs/Incentives</b>	<b>Incentive Details</b>	<b>How to access incentives/Eligibility Criteria</b>	<b>Contact persons and Details</b>
				<p>The business must include women in its operations and management</p> <p>Finance is provided to businesses with a total asset base of up to R80m and the maximum amount we will finance under this fund is R30m per transaction</p>	<ul style="list-style-type: none"> <li>• Some or all of the female shareholders of the business to be involved operationally and/or in management in the business</li> <li>• Business to be in one of the IDC priority sectors (<i>agro-industries, chemicals and allied industries, forestry and wood products, green industries, healthcare, information and communication technology, media and motion pictures, metal transport and machinery products, mining and minerals beneficiation, tourism, textiles, industrial infrastructure</i>)</li> <li>• An understanding of the types of businesses the IDC does and doesn't fund</li> </ul> <p>Exclusions are:</p> <ul style="list-style-type: none"> <li>• Franchising</li> <li>• Pure acquisitions</li> <li>• Construction</li> <li>• Import and export</li> <li>• Retail</li> <li>• Primary agriculture</li> <li>• Property development</li> <li>• Consulting services e.g. recruitment and engineering</li> </ul>	
			Transformation and Entrepreneurship	<p>The aim of this scheme is to stimulate and develop largely small and medium enterprises, and make the mainstream economy accessible to marginalised groups - women, people with disabilities, and workers and communities. It is designed to help entrepreneurs access finance to develop and grow their business.</p> <p>Funding is offered for start-up businesses, expansions or expansionary acquisitions.</p> <p>Business support is offered by way of a grant, helping with business planning, training and mentorship</p> <p>This scheme has 5 funds:</p> <ul style="list-style-type: none"> <li>• Women Entrepreneurial fund</li> <li>• People with Disabilities Fund</li> <li>• Equity Contribution Fund</li> <li>• Development Fund for Workers</li> <li>• Community Fund</li> </ul>	<p>General criteria for all funds:</p> <ul style="list-style-type: none"> <li>• Be able to demonstrate that the business is viable and financially sustainable</li> <li>• The business must be in the IDCs mandated sectors</li> <li>• Provision must be made for the employment of people with disabilities</li> <li>• Funding providing will generally not be less than R1m</li> </ul> <p>Specific guidelines for each of the 5 funds:</p> <p>Women Entrepreneurial Fund:</p> <ul style="list-style-type: none"> <li>• Businesses with a minimum shareholding by women of at least 50%; shareholding between 25% and 50% will be considered on revised terms</li> <li>• Application for start-up businesses or expansions</li> <li>• New entrants i.e. shareholders with direct or indirect total net asset base of less than R15m</li> <li>• The business must include women in its operations and management</li> <li>• Businesses with a total asset base of up to R80m will be financed with a maximum amount of R30m a transaction</li> </ul> <p>People with Disabilities Fund:</p>	<p>Head Office: 19 Fredman Drive, Sandown   PO Box 784055, Sandton 2146, South Africa Telephone: +27 11 269 3000   Facsimile: +27 11 269 3116</p> <p>Email: <a href="mailto:callcentre@idc.co.za">callcentre@idc.co.za</a> Call Centre: 0860 693 888 <a href="http://www.idc.co.za">www.idc.co.za</a></p>

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					<ul style="list-style-type: none"> <li>• A person of people with disabilities have a minimum shareholding of 50% plus one share; shareholding between 25% and 50% will be considered on revised terms</li> <li>• Operational and management involvement</li> <li>• Maximum amount financed is R8m and applies to start-up and existing companies that wish to expand</li> <li>• Only new entrants qualify for financing i.e. shareholders with a direct or indirect total net asset base of less than R15m</li> </ul>	
	<b>Agency</b>	<b>Executive Summary</b>	<b>Key Programs/Incentives</b>	<b>Incentive Details</b>	<b>How to access incentives/Eligibility Criteria</b>	<b>Contact persons and Details</b>
					<p>Equity Contribution Fund:</p> <ul style="list-style-type: none"> <li>• New black entrants where shareholders hold a direct or indirect total net asset base of less than R1.5m</li> <li>• Only black individuals or individuals of a 100% black-owned company. If the company is not wholly black-owned, black shareholding must be 25% plus 1</li> <li>• Start-up businesses or existing companies that wish to expand. Financed black shareholders must be involved in both operations and management of the company</li> <li>• Maximum limit of R10m is set for each application</li> <li>• Finance provided to businesses with a total asset base of up to R80m</li> </ul> <p>Development Fund for Workers:</p> <ul style="list-style-type: none"> <li>• Finance provided to BBBEE transactions for at least 85% owned black worker groupings to acquire shareholding in IDC funded projects</li> <li>• Applicable to low –skilled workers who may have little prospect of accessing equity</li> <li>• Start-ups or companies looking to expand</li> <li>• Maximum amount financed is R15m per transaction</li> <li>• No restrictions on the business size</li> <li>• Workers must acquire a meaningful stake in the business</li> </ul> <p>Community Fund:</p> <ul style="list-style-type: none"> <li>• Finance provided to marginalised communities that want to acquire shares in a company funded by IDC</li> <li>• Start-up or companies looking to expand, maximum amount financed is R10m</li> <li>• No restrictions on the business size but it is a requirement that the community acquires a meaningful stake in the business.</li> </ul>	
			Risk Capital Facility Programme	<p>The primary focus is to provide risk finance to companies owned by historically disadvantaged people.</p> <p>The companies – small and medium enterprises – must show significant job creation potential.</p> <p>The funding is provided by the European Community through DTI. The IDC co-manages the fund with the European Investment Bank.</p> <p>3 channels through which funding is provided:</p>	<p>All applicants must fulfil investment criteria:</p> <ul style="list-style-type: none"> <li>• Demonstrate financial profitability, technical feasibility and economic viability and be environmentally sound</li> <li>• Highlight job creation features and empowerment compliance</li> <li>• Demonstrate elements of women entrepreneurs</li> <li>• Show a significant involvement of historically disadvantaged persons in management</li> <li>• Demonstrate compliance with South African environmental legislation</li> </ul>	<p>Head Office: 19 Fredman Drive, Sandown   PO Box 784055, Sandton 2146, South Africa Telephone: +27 11 269 3000   Facsimile: +27 11 269 3116</p> <p>Email: callcentre@idc.co.za Call Centre: 0860 693 888 www.idc.co.za</p>



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			<ul style="list-style-type: none"> <li>• Direct channel – operating alongside the IDC’s mainstream business</li> <li>• Niche fund channel – where venture capital funds target a specific sector that has a development focus, maximum investment is R30m</li> <li>• Third party channel – funds co-invest with other financial institutions</li> </ul> <p>SMEs are supported using equity and quasi-equity finance instruments, as well as, help through a business programme to provide business planning, training and mentorship</p> <p>Applicants applying for funding must be South African and their projects must be located either in South Africa or</p>	<ul style="list-style-type: none"> <li>• Have a programme for HIV/AIDS prevention and awareness</li> </ul> <p>All sectors of the economy are eligible except for projects in armaments, tobacco and gambling fields and investment terms are decided on a case-by-case basis</p> <p>Application guidelines for direct or third party channel funding:</p> <ul style="list-style-type: none"> <li>• Applicant must be an SME</li> <li>• Minimum historically disadvantaged persons ownership must be 25% and above</li> <li>• Job intensity of an investment, calculated on a cost per job basis, may not exceed R60 000</li> <li>• Minimum investment amount will be R250 000 for</li> </ul>	
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	<i>Agency</i>	<i>Executive Summary</i>	<i>Key Programs/Incentives</i>	<i>Incentive Details</i>	<i>How to access incentives/Eligibility Criteria</i>	<i>Contact persons and Details</i>
				<p>elsewhere in Africa.</p> <p>Investments outside Gauteng and the Western Cape will be preferred for projects inside South Africa, while cross-border investment can be located anywhere in Africa.</p>	<ul style="list-style-type: none"> <li>• township and rural areas and R500 000 for other areas</li> <li>• There is a maximum single investment amount of R20m and funds will be applied to improving the financial structure of under-capitalised companies</li> </ul> <p>Application guidelines for niche fund channel support:</p> <ul style="list-style-type: none"> <li>• Applicants must invest in SMEs</li> <li>• Maximum investment is R30m</li> <li>• The Risk Capital Facility Programme will always be a minority equity investor</li> <li>• The exit period will be determined on a case-by-case basis</li> </ul> <p>The fund manager must demonstrate a sound track record, with a minimum historically disadvantaged persons ownership of 25% plus 1 share</p>	
			Support programme for Industrial Innovation	<p>The Product Process Development (PPD) Scheme provides financial assistance for small, very small and micro enterprises whose total assets (excluding fixed property) are below R5 million and a turnover of less than R13 million as well as total employees of below 50, as defined in the National Small Business Amendment Act of 2003, or any other Act replacing it. However, if majority controlled, wholly owned or significant shareholders are large/medium companies, then the applicant will be viewed as a large/medium company, and will qualify for support under either the Matching or Partnership Scheme only.</p> <p>The PPD Scheme is intended to promote innovation and technology development through the provision of financial assistance for the development of new products and/or processes. A new product is a product that has not been in the market before.</p>	<p>Financial assistance provided is in the form of a non-repayable grant of between 50% and 85% (depending on the shareholding by BEE, women and persons with disabilities) of the qualifying costs incurred during the technical development stage with a maximum grant amount of two million Rand (R2 000 000) per project.</p> <p>The Matching Scheme provides financial assistance in the form of a taxable non-repayable grant of between 50% and 75% (depending on the shareholding by BEE, women and persons with disabilities) of qualifying costs incurred in pre-competitive development activity associated with a specific development project up to a maximum grant amount five million Rand (R5 000 000).</p> <p>Financial assistance under the Matching Scheme is also provided to large companies on a 50% matching basis. A large company is as defined in the Small Business Act of 2003 or any act replacing it. The incentives for BEE and women participation provided under the Matching Scheme do not apply to large companies.</p> <p>The Partnership Scheme repayment levy is calculated as the percentage of the projected value of sales, paid bi-</p>	<p>Head Office: 19 Fredman Drive, Sandown   PO Box 784055, Sandton 2146, South Africa Telephone: +27 11 269 3000   Facsimile: +27 11 269 3116</p> <p>Email: <a href="mailto:callcentre@idc.co.za">callcentre@idc.co.za</a> Call Centre: 0860 693 888 <a href="http://www.idc.co.za">www.idc.co.za</a></p>

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					<p>annually, over a specific number of years (typically for 5 years starting at the first year of recorded sales) which will give a certain nominal Internal Rate of Return (IRR). The required IRR is periodically reviewed and is currently Prime + 3%. The levy percentage and repayment period is set at the time of the award. In considering support for a project under PII, there should be a clear indication of the causality (additionally) that will follow from the support.</p> <p>The grant recipient may exit from the agreement at any time after the final milestone has been reached, subject to the repayment of the support amount plus such amount that will yield the IRR referred to above.</p>	
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			The Development Funds Department	<p>It provides funding support to projects that have a high developmental impact and will, over time, grow our economy.</p> <p>It acts as a catalyst, helping projects move beyond the informal sector into the economic mainstream, by providing funds to deserving projects.</p> <p>The department has a hands-on approach and provides their expertise and knowledge to each project; they monitor the progress of the project; and gather regular reports from investees. The department is determined to help nurture and grow companies so that they can maximise their potential.</p>	<ul style="list-style-type: none"> <li>Projects must show economic viability and financial sustainability</li> <li>Must fit into the IDC's mandate sectors</li> <li>Must meet the empowerment limits set by the particular fund</li> <li>Should not be less than R1m</li> </ul> <p>Who should apply: Target beneficiaries are previously disadvantaged groups, including women, people with disabilities, low income worker groupings and marginalised communities.</p> <p>The department supports projects that will eventually contribute to the development of the economy through:</p> <ul style="list-style-type: none"> <li>Job creation</li> <li>Developing small and medium enterprises</li> <li>Developing rural areas and under developed provinces and regions</li> <li>Boosting BBBEE and empowering people who were previously excluded from participating in the economy</li> </ul> <p>Because many of the selected projects are considered high risk, they ring-fence the funds they use.</p>	<p>Head Office: 19 Fredman Drive, Sandown   PO Box 784055, Sandton 2146, South Africa Telephone: +27 11 269 3000   Facsimile: +27 11 269 3116</p> <p>Email: <a href="mailto:callcentre@idc.co.za">callcentre@idc.co.za</a> Call Centre: 0860 693 888 <a href="http://www.idc.co.za">www.idc.co.za</a></p>
9.	South African Supplier Development Agency (SASDA)	<p>In executing SASDA's mandate, the enterprise development unit focuses on the development of suppliers to ensure that they meet the petroleum industry requirements and standards. The development consist of, amongst others,</p> <ul style="list-style-type: none"> <li>Technical Development</li> <li>Commercial Development</li> <li>Financial Support, by accelerating access to financial assistance from financial institutions.</li> </ul>	Enterprise Development	<p><u>Supplier Accreditation</u> includes the following:</p> <ul style="list-style-type: none"> <li>Determine the legitimacy or legal existence of the suppliers, e.g. registration with SARS, registration with UIF, CIPRO, COIDA, etc.</li> <li>Confirm BEE status</li> <li>Through competency or business assessment tool: determine suppliers' level of technical compliance against specifications &amp; determine the commercial competence and financial level to manage the business</li> </ul> <p><u>Supplier Development</u> includes the following:</p> <ul style="list-style-type: none"> <li>Provide commercial and technical development or training to qualifying suppliers</li> <li>Through SASDA's partnership with financial institutions, arrange access to financial support to qualifying suppliers</li> </ul>	<p>Supplier must be:</p> <ul style="list-style-type: none"> <li>Registered on the SASDA database</li> <li>Legal entities or willing to be incorporated</li> <li>Black owned or black empowered (within contribution between levels 1-4)</li> <li>Registered with SARS</li> <li>Be involved in business with intent to make profit, i.e. should not be a section 21 company</li> <li>Having its core operations/activities within South Africa</li> <li>Doing or intend to do business in the petroleum industry</li> <li>Area of business is in the list of areas selected by SADA for supplier development, i.e. where there is no or limited BEE participation</li> </ul>	<p>Tel: 010 201 4700 Fax: 010 201 4831</p> <p>Lunga Saki (Acting CEO) <a href="mailto:Lunga.saki@sasda.co.za">Lunga.saki@sasda.co.za</a></p> <p>Roselyn Modise (Verification Analyst) <a href="mailto:roselyn.mathibedi@sasda.co.za">roselyn.mathibedi@sasda.co.za</a></p> <p>Michael Keke (Database Administrator) <a href="mailto:michael.keke@sasda.co.za">michael.keke@sasda.co.za</a></p>

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				<ul style="list-style-type: none"> <li>Assist suppliers to achieve successful contract execution to those suppliers that have graduated from SASDA development programme, through amongst other coaching and mentoring.</li> </ul> <p>SASDA utilises best practice processes and methodologies in executing supplier development. These include:</p> <ul style="list-style-type: none"> <li>Project identification</li> <li>Candidate sourcing</li> <li>Candidate needs analysis</li> <li>Project research and feasibility study for regional approval</li> <li>Alignment with industry requirements and standards</li> <li>Project approval at board level</li> <li>Project scheduling and budgeting</li> <li>Project implementation</li> <li>Assessment or audit whether implementation done according to plan and whether objectives have been achieved</li> <li>Project close-out</li> </ul>	<ul style="list-style-type: none"> <li>Meet minimum technical &amp; commercial requirements for the area of business chosen, e.g. technical specifications, SHEQ, etc.</li> </ul>	
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10.	City of Cape Town	<p>A special intervention designed to change or influence the behaviour of investors in order to achieve specific outcomes.</p> <p>In the context of the City of Cape Town Investment Incentives Policy an incentive is defined as a time-limited measurable advantage, aimed at the rectification of market or regulatory failure, afforded to a business by the municipality either through administrative/ regulatory, financial or fiscal means for job creating investment within a targeted geographic area and /or industry.</p>	<p>Financial and Non-Financial Incentives</p> <p>(Financial):</p> <ul style="list-style-type: none"> <li>Waiver of building plan and land use application fees</li> <li>Discounted development charges (up to R1m debt deferral and/or write-off for civil and electrical DCs)</li> <li>Electricity tariff reduction</li> <li>Broadband connection fee waiver (located within 300m of City network)</li> </ul>	<p>Non-Financial:</p> <ul style="list-style-type: none"> <li>Single point investment facilitation function (One-stop-shop)</li> <li>Development application fast tracking: 5 days for (completed) building plans, 3 months for (completed) land-use applications, 2 months for environmental authorisation (Atlantis)</li> <li>Regularly updated spatial economic information</li> <li>Access to skills development opportunities</li> <li>Biodiversity offset (Atlantis)</li> </ul> <p>Financial:</p> <ul style="list-style-type: none"> <li>Waiver of building plan and land use application fees</li> <li>Discounted development charges (up to R1m debt deferral and/or write-off for civil and electrical DCs)</li> <li>Electricity tariff reduction</li> <li>Broadband connection fee waiver (located within 300m of City network)</li> </ul>	<p>In the Atlantis industrial area the following criteria need to be met in order to qualify for the incentives:</p> <p>Proposed investment must be located within the Atlantis Industrial area</p> <p>Proposed investment must create at least 50 new permanent full time jobs within two years to qualify for the DC debt deferral/write off</p> <p>Electricity consumers on 'time of use' tariff qualify for reduced electricity tariff</p> <p>In the rest of the City, the following criteria need to be met in order to qualify for the incentives:</p> <p>Proposed investment must be in one of the following sectors:</p> <p>Broad manufacturing sector (sic 3) OR</p> <p>Priority sectors:</p> <p>Oil and gas processing (sic 412, 2212, 332)</p> <p>Boat building (sic 384)</p> <p>Business process outsourcing</p> <p>ICT (sic 752, 86)</p> <p>Creative industries (sic 326, 961)</p> <p>Agro-processing (sic 30)</p> <p>Green technology (sic 36, 395, 411)</p> <p>Medical technology and pharmaceuticals (sic 374, 3353)</p> <p>Finance and insurance (sic 81, 82, 83)</p> <p>Proposed investment must be located in a designated spatial area (to be determined by Council) to qualify for both financial and non-financial incentives</p> <p>Proposed investments outside such designated spatial areas qualifies only for non-financial incentives</p> <p>Proposed investments in the broad manufacturing sector need to create a minimum of 50 new permanent full time jobs within two years, or 30 jobs in any of the other priority sector</p>	<p>Economic Development: Department:</p> <p>Christopher Hewett</p> <p>021-444 8306</p>

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					<p>In addition to the above, the following criteria also apply, irrespective of where it is located:</p> <p>The proposed investment must be a new external investment or expansion of existing facilities  At least 75% of the jobs created must be occupied by South African citizens  The premises from which the business is operated must be in possession of an occupation certificate in terms of the NBR issued by the City  The owner (investor) must be in good standing with SARS and Council (in respect of its rates and services accounts)</p>	
11.	Anglo American Zimele	Anglo American Zimele is the Enterprise Development Division of Anglo American PLC.	Sebenza Fund	<ul style="list-style-type: none"> <li>•Aid the sustainability of businesses with the aim of new job creation</li> <li>•Provides loan funding to new businesses and existing businesses (including Franchises) who wishes to expand their operations</li> <li>•The impact of the Loan must result in the creation of new sustainable jobs</li> <li>•The creation of new jobs is one of the key deciding factors; based on the following ratio: for every R70, 000 we lend, the business needs to create at least 1 new job</li> </ul> <p>The loan funding can be used for the financing of:  a) Machinery &amp; Equipment  b) Vehicles  c) Stock  d) Working Capital (Monthly Operating Expenses i.e. Salaries &amp; Wages, etc.)</p> <p>The maximum repayment period is 60 months (5 years) at an interest rate of Prime – 5%, (with a minimum interest rate of 6%).</p> <p>The loan amount is flexible (up to R30million per application).</p>	<p>The applicant has to be a registered entity (i.e. Close Corporation, Private Company or Co-Operative), and be fully compliant in terms of Income Tax, UIF/PAYE, COIDA, etc.</p> <p>A minimum of 26% BEE ownership is required</p> <p>Required documents:  A: Business Plan and Cash Flow Projection  1) Business Plan  2) 12 Month Cash Flow Projection</p> <p>B: Tender / Contract  Where the applicant has a Tender or contract, the following documents are required:  1) A copy of the Tender / Contract (i.e. Tenders/Contracts for a period of 12 months or longer).  2) Brief Business Proposal (i.e. Details of what needs to be delivered on in terms of the tender/contract, commencement and end date of tender/contract, estimated rand value of the tender/contract, breakdown of the loan amount required (purpose) and the number of potential new jobs to be created)  3)12 Month Cash Flow Projection annotating the Monthly Income you project to receive from the Tender/Contract and all the Monthly Operating Expenses</p>	<p>Bonita Daniels  Hub Manager  Contact no : 0609 720 398  Email : <a href="mailto:bonita.daniels@angloamerican.com">bonita.daniels@angloamerican.com</a></p>