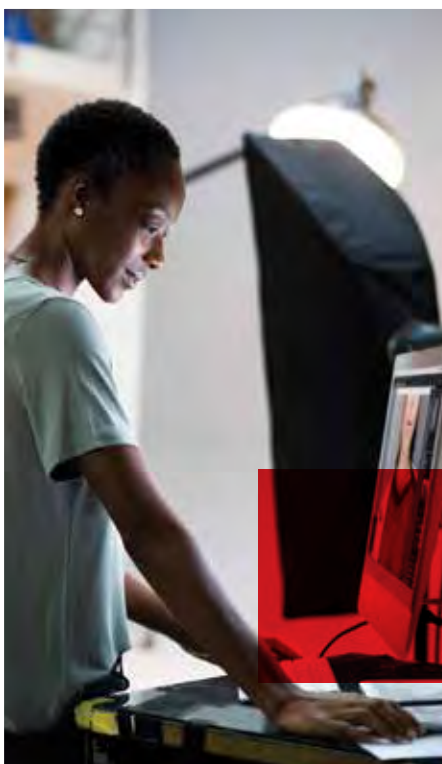




# 2019/2020 ANNUAL INCENTIVE REPORT

Industrial Financing Branch  
(IFB)



**the dtic**

Department:  
Trade, Industry and Competition  
**REPUBLIC OF SOUTH AFRICA**





**the dtic**

Department:  
Trade, Industry and Competition  
**REPUBLIC OF SOUTH AFRICA**

Department of Trade,  
Industry and Competition  
**(the dtic)**

**the dtic** Campus  
77 Meintjies Street  
Sunnyside, Pretoria  
Gauteng, 0002

Private Bag X84  
Pretoria  
Gauteng



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## ACRONYMS & ABBREVIATIONS

|               |  |
|---------------|--|
| <b>12I</b>    | Tax Allowance Incentive                              |
| <b>4IR</b>    | Fourth Industrial Revolution                         |
| <b>ADEP</b>   | Aquaculture Development and Enhancement Programme    |
| <b>AIS</b>    | Automotive Investment Scheme                         |
| <b>APDP</b>   | Automotive Production and Development Plan           |
| <b>APSS</b>   | Agro-Processing Support Scheme                       |
| <b>B-BBEE</b> | Broad-based black economic empowerment               |
| <b>BIS</b>    | Black Industrialists Scheme                          |
| <b>BPESA</b>  | Global Business Enabling South Africa                |
| <b>BPS</b>    | Global Business Services                             |
| <b>CAGR</b>   | Compound Annual Growth Rate                          |
| <b>CDM</b>    | Cleaner Device Mechanism                             |
| <b>CDP</b>    | Cluster Development Programme                        |
| <b>CIP</b>    | Critical Infrastructure Programme                    |
| <b>CM</b>     | Component manufacturer                               |
| <b>dtic</b>   | <b>Department of Trade, Industry and Competition</b> |
| <b>EBFM</b>   | Emerging black filmmakers                            |
| <b>EMIA</b>   | Export Marketing Investment Assistance               |
| <b>FTE</b>    | Full-time equivalent                                 |
| <b>FTPI</b>   | Film and Television Production Incentive             |
| <b>GBS</b>    | Global Business Services                             |
| <b>GDP</b>    | Gross domestic product                               |
| <b>HEI</b>    | Higher education institution                         |
| <b>HoD</b>    | Head of department                                   |
| <b>ICT</b>    | Information and communications technology            |
| <b>IDC</b>    | Industrial Development Corporation                   |
| <b>IDZ</b>    | Industrial Development Zone                          |
| <b>IFB</b>    | Industrial Financing Branch                          |
| <b>IM</b>     | Investment multiplier                                |
| <b>IP</b>     | Industrial park                                      |
| <b>MCEP</b>   | Manufacturing Competitiveness Enhancement Programme  |
| <b>MHCM</b>   | Medium and heavy component manufacturer              |
| <b>NPO</b>    | Non-profit organisation                              |
| <b>OEM</b>    | Original equipment manufacturer                      |
| <b>PPD</b>    | Product Process Development Scheme                   |

## ACRONYMS & ABBREVIATIONS

|                |   |
|----------------|---|
| <b>PPE</b>     | Personal protective equipment                         |
| <b>QSAPE</b>   | Qualifying South African Production Expenditure       |
| <b>R&amp;D</b> | Research and development                              |
| <b>SADC</b>    | Southern African Development Community                |
| <b>SEZ</b>     | Special Economic Zone                                 |
| <b>SMME</b>    | Small, medium and micro-sized enterprise              |
| <b>SPII</b>    | Support Programme for Industrial Innovation           |
| <b>SPVC</b>    | Special Purpose Corporate Vehicle                     |
| <b>SSAS</b>    | Sector Specific Assistance Scheme                     |
| <b>THRIP</b>   | Technology and Human Resources for Industry Programme |
| <b>UIF</b>     | Unemployment Indemnity Fund                           |



# ICONS & COLOUR CODES

## 01 MANUFACTURING INVESTMENT CLUSTER

- BLACK INDUSTRIALISTS SCHEME
- 12I TAX ALLOWANCE INCENTIVE
- AUTOMOTIVE INCENTIVE SCHEME
- AGRO-PROCESSING SUPPORT SCHEME
- AQUACULTURE DEVELOPMENT AND ENHANCEMENT PROGRAMME
- MANUFACTURING COMPETITIVENESS ENHANCEMENT PROGRAMME

## 02 INNOVATION CLUSTER

- TECHNOLOGY AND HUMAN RESOURCE FOR INDUSTRY PROGRAMME
- SUPPORT PROGRAMME FOR INDUSTRIAL INNOVATION

## 03 SERVICE INVESTMENT CLUSTER

- GLOBAL BUSINESS SERVICES
- FILM AND TELEVISION PRODUCTION INCENTIVE

## 04 INFRASTRUCTURE INVESTMENT CLUSTER

- SPECIAL ECONOMIC ZONES
- CRITICAL INFRASTRUCTURE PROGRAMME AND INDUSTRIAL PARKS
- CLUSTER DEVELOPMENT PROGRAMME

## 05 EXPORT FACILITATION CLUSTER

- EXPORT MARKETING AND INVESTMENT ASSISTANCE
- SECTOR SPECIFIC ASSISTANCE SCHEME

## 06 ICONS



APPROVAL



GRANT AMOUNT



PROJECTED INVESTMENT



JOBS CREATED/ RETAINED



DISBURSEMENTS



INVESTMENT MULTIPLIER



YOUTH JOBS SUPPORTED



FEMALE JOBS SUPPORTED



PEOPLE WITH DISABILITIES JOBS SUPPORTED



SMMEs SUPPORTED



EMERGING BLACK FARMERS FUNDED



# FOREWORDS

**Ebrahim Patel**

Minister of Trade, Industry and Competition

**T**he state plays an important role in facilitating and supporting the growth of private investment and thus jobs and industrial output. One key means of doing so is through the industrial finance provided by the state in instances where normal market mechanisms are not sufficient to enable the development of local businesses.

Over the 2019/20 financial year, we provided financial support to local firms through three major programmes: the Industrial Financing Branch (IFB) of **the dtic** (R5,3 billion), the Industrial Development Corporation (R11,7 billion) and the National Empowerment Fund (R304 million). This totals to R17 billion in disbursement to firms in the economy in this period. In addition to this, significant additional sums are deployed through the work of the Export Credit Insurance Corporation (ECIC), the equity-equivalent investment programme, the settlement agreements arising from merger commitments in the competition processes and commitments to investment secured through the InvestSA work. A consolidated report will be prepared during 2021 on the combined impact of these measures.

This Report covers only the work of the Industrial Financing Branch (IFB) within the Department of Trade, Industry and Competition (**the dtic**) during 2019/20 as the other two entities tabled separate reports.

The Report notes that 533 projects have been approved with a combined commitment of R7,2 billion in approvals through **the dtic** scheme, which is expected to unlock some R32 billion in investment.

In the same period, the R5,3 billion that was disbursed is reported to unlock R25 billion in total investment, with 61 500 jobs retained and close to 10 000 new jobs created.

The **dtic** programmes have a wide focus: from building the manufacturing investment cluster (which includes transformation), supporting innovation (industrial and technological), growing the productive services (with strong performance in global business services and film production), providing infrastructure for businesses (SEZs and Industrial Parks) to promoting exports of locally-made goods.

Over the past number of years, the focus has been on identifying opportunities to support a broadening of the base of the economy - in the past financial year, women-owned businesses accounted for 43% of the projects supported and youth-owned businesses made up 9% of projects.

Economic inclusion has a spatial dimension - with a focus not only on fast-growing provinces (which have benefitted in the period from the support) but also provinces that have experienced lower growth. Funding for Special Economic Zones and Industrial Parks form part of the spatial transformation strategy.

In the period ahead, the focus will be on further enhancing the valuable work of the IFB, including through the following:

First, through continuing to provide assistance to firms that will enable the economy to recover from the damage of Covid-19, including through backing the new focus on industrial localisation.

Second, working with sectors through Master Plans and innovative partnerships to achieve greater investment and jobs impact for each billion rand deployed.

Third, assisting smaller provinces to access technical support to identify investible projects and scaling up support for township and rural economies.

Finally, further enhancing the capability of **the dtic** and, in order to get more bang for our buck and avoid duplication, streamlining the screening and approval processes for funding from the Industrial Development Corporation, National Empowerment Fund) and the IFB. We will also consider a common back-office for smaller **dtic** agencies, covering some finance, information and communication technology (ICT), and human resource functions.

**Mr Ebrahim Patel**

**Minister**

Department of Trade, Industry and Competition

Government of the Republic of South Africa



# FOREWORDS

## Mr Lionel October

Director-General: Department of Trade,  
Industry and Competition

In order to reconstruct the South African economy after the impact of COVID-19, maintaining South Africa's manufacturing base will be critical, given it increases the economic multiplier and thereby indirectly expands the technological base, while creating more service-sector jobs. Transformation through the promotion of job creation, investment, and strengthening localisation must also be pursued to ensure a fairer economy and the inclusion of women and youth.

The positive impact of the **dtic** incentive schemes towards achieving transformation is already evident through the female and youth jobs that will be created by beneficiaries of the Global Business Services (GBS) which is expected to attract more offshore clients due to its cost-competitiveness design and the fact that South Africa has been voted the second best country for business process outsourcing three years in a row. Furthermore, transformation is also apparent through the support of Black Industrialists, emerging black filmmakers and emerging black aquaculture farmers. It is envisaged that support of these target groups will result in industry ownership that is more representative of the South African population. In addition, a number of incentives, such as the Automotive Investment Scheme (AIS) and Agro-processing Support Scheme (APSS), are actively encouraging beneficiaries to procure locally through offering an increased cost-sharing grant for the localisation criterion.

The IFB has also made a critical contribution to the expansion of the country's technology base in order to increase South Africa's participation in the Fourth Industrial Revolution (4IR) by providing approximately R122 million in support to Technology and Human Resources for Industry Programme (THRIP) - and Support Programme for Industrial Innovation (SPII) - beneficiaries to conduct research and build prototypes for commercialisation.

### Mr Lionel October

#### Director-General

Department of Trade, Industry and Competition  
Government of the Republic of South Africa



## Ms Malebo Mabitje-Thompson

Deputy Director-General: Industrial  
Financing Branch

The IFB is committed to the design, implementation, monitoring and evaluating of industrial finance interventions that enhance enterprise development, job creation, and growth of local manufacturing and related service sectors. The branch will put interventions in place to bolster the development of world class economic infrastructure, building on the achievement of industrial parks and special economic zones.

Priorities in 2019/20 were made possible through 533 incentive approvals. Considering the devastating impact of COVID-19 on the domestic and global economy, it is anticipated that when the 2019/20 grant approvals are claimed by projects, they will provide some relief to aid the ailing enterprises and the contracting economy.

Furthermore, in response to the current economic climate, the IFB will review current industrial financing interventions for all sectors to maximise impact and, although the current allocation is under considerable pressure, will reprioritise funds for the implementation of phase 2 of the revitalisation of the industrial parks programme, as well as to increase support to other pressurised programmes. The IFB will also endeavour to strengthen partnerships in order to increase financing to accelerate growth of the manufacturing and internationally-traded services sectors.

### Ms Malebo Mabitje-Thompson

#### Deputy Director-General: Industrial Financing Branch

Department of Trade, Industry and Competition  
Government of the Republic of South Africa



## BACKGROUND

The role of the Department of Trade, Industry and Competition (**the dtic**) in overcoming the economic challenges facing South Africa are more important than ever, as is the goal of achieving the following objectives:

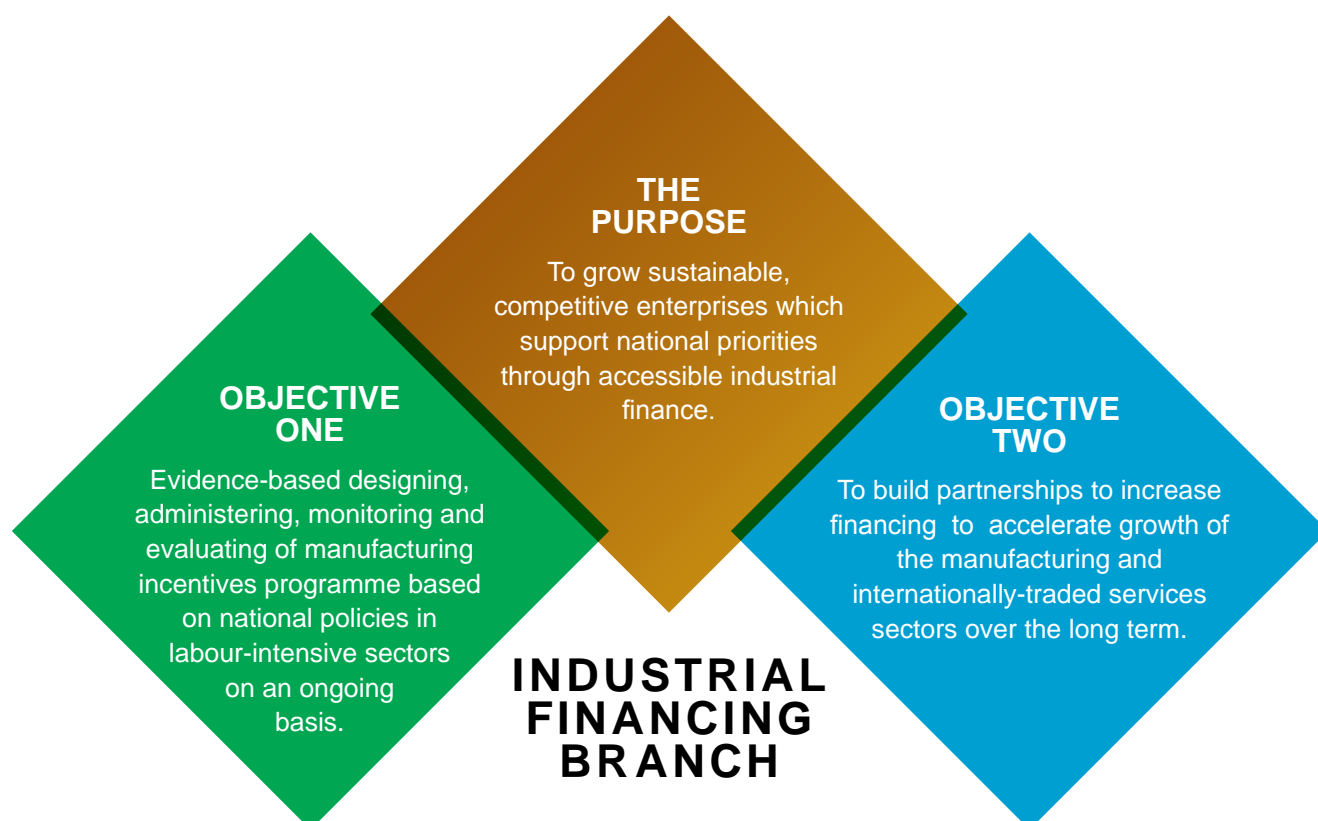
- Increase the contribution of small, medium and micro-sized enterprises (SMMEs) to the South African economy, via financial, administrative, and other support.
- Ensure the implementation of Broad-Based Black Economic Empowerment (B-BBEE) across all sectors of the economy.
- Increase the levels of foreign direct investment into the country.
- Expand market access opportunities for the exportation of South African goods and services.
- Contribute towards building skills, technology and infrastructure platforms in the economy, from which enterprises can benefit.

Many industries have suffered in the wake of the COVID-19 pandemic, and a number of measures will need to be implemented to re-invigorate key sectors and build more resilient supply chains through greater levels of localisation. In addition, industrial support will not only need to focus on sustained growth, but also on maintaining existing jobs and industrial capacity and assets. Supporting the development of uncharted export markets and new products for export will also be important.

The department's incentives schemes are one of the most crucial of these measures which have, and will continue to, support **the dtic's** priorities through a range of development financial tools, from cost-sharing cash grants and loans to tax incentives.

The incentives are administered through **the dtic's** Industrial Financing Branch (IFB), which aims to meet these priorities by supporting projects in strategic manufacturing sectors, as well as in the agriculture and services sector, revitalising townships, boosting SMMEs, supporting the retention and creation of jobs, empowering youth and women, and growing the country's digital economy by encouraging the development and diffusion of new technologies.

This report provides a comprehensive view of the results of the incentive approvals and disbursements for 2019/20.



How incentives supported businesses during COVID-19: allowed approved projects to move their start of production to a later stage and also provided approvals for extensions to submit claims.



# DIVISIONAL SERVICE CHARTER

WE COMMIT TO CUSTOMER CENTRICITY BY:



**TREATING CUSTOMERS  
TRUSTFULLY, HONESTLY  
ETHICALLY AND  
PROFESSIONALLY**



**CARING FOR OUR INVESTORS,  
ENTREPRENEURS, CUSTOMERS,  
COMMUNITIES, NATION AND  
ENVIRONMENT**



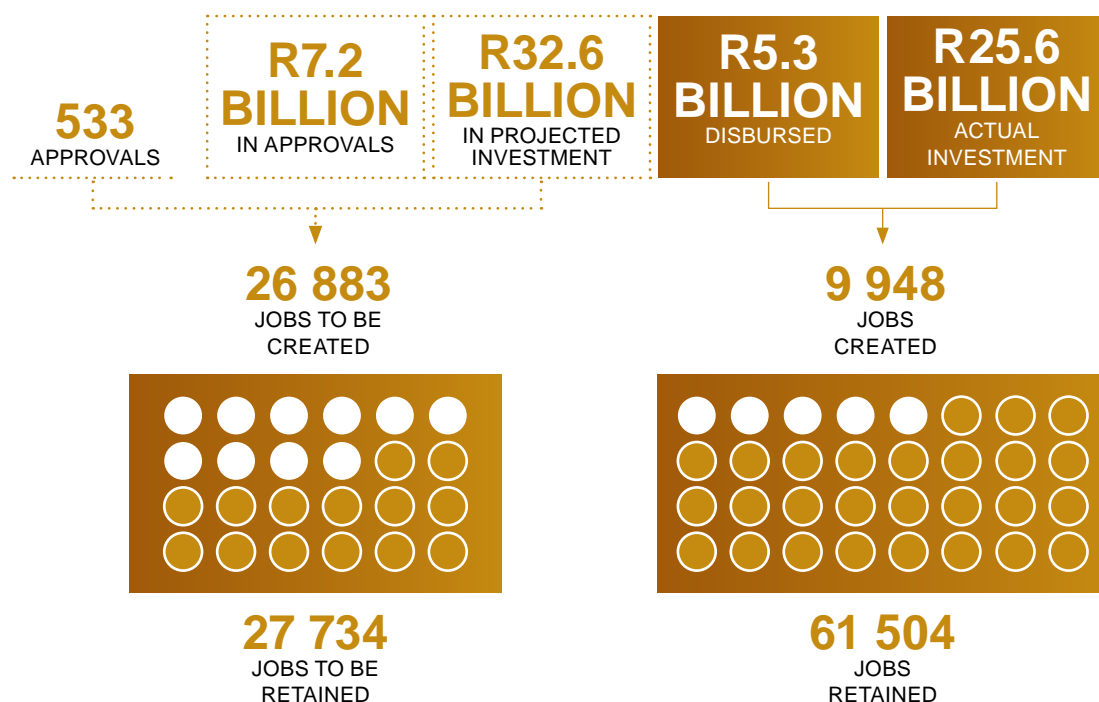
**BEING ACCOUNTABLE AND  
TAKING FULL RESPONSIBILITY  
FOR OUR ACTIONS**



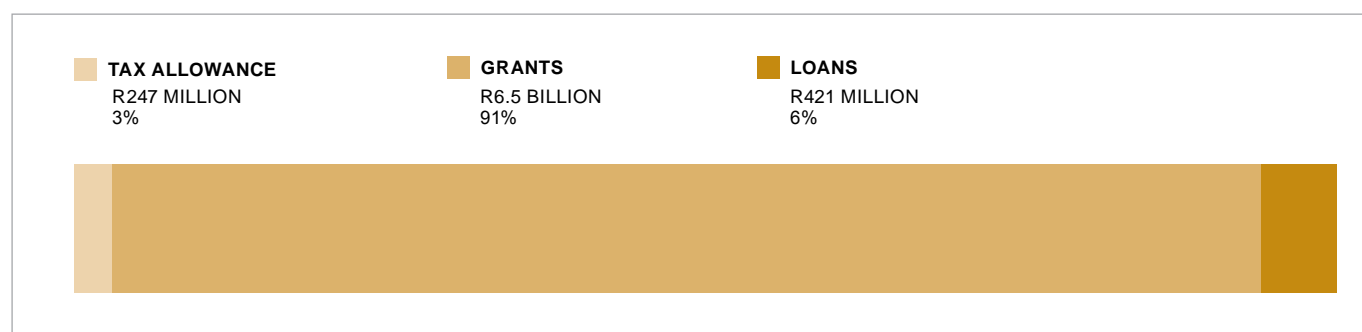
**EMBRACING OPERATIONAL  
EXCELLENCE**

# 2019/20 INCENTIVE PERFORMANCE OVERVIEW

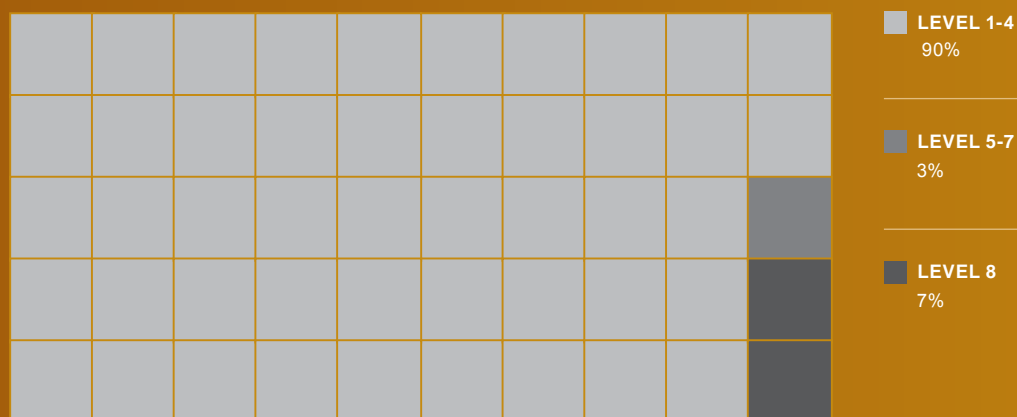
## FUNDING AND INVESTMENT IN SUPPORTED PROJECTS



## IFB FUNDING MODEL FOR APPROVALS

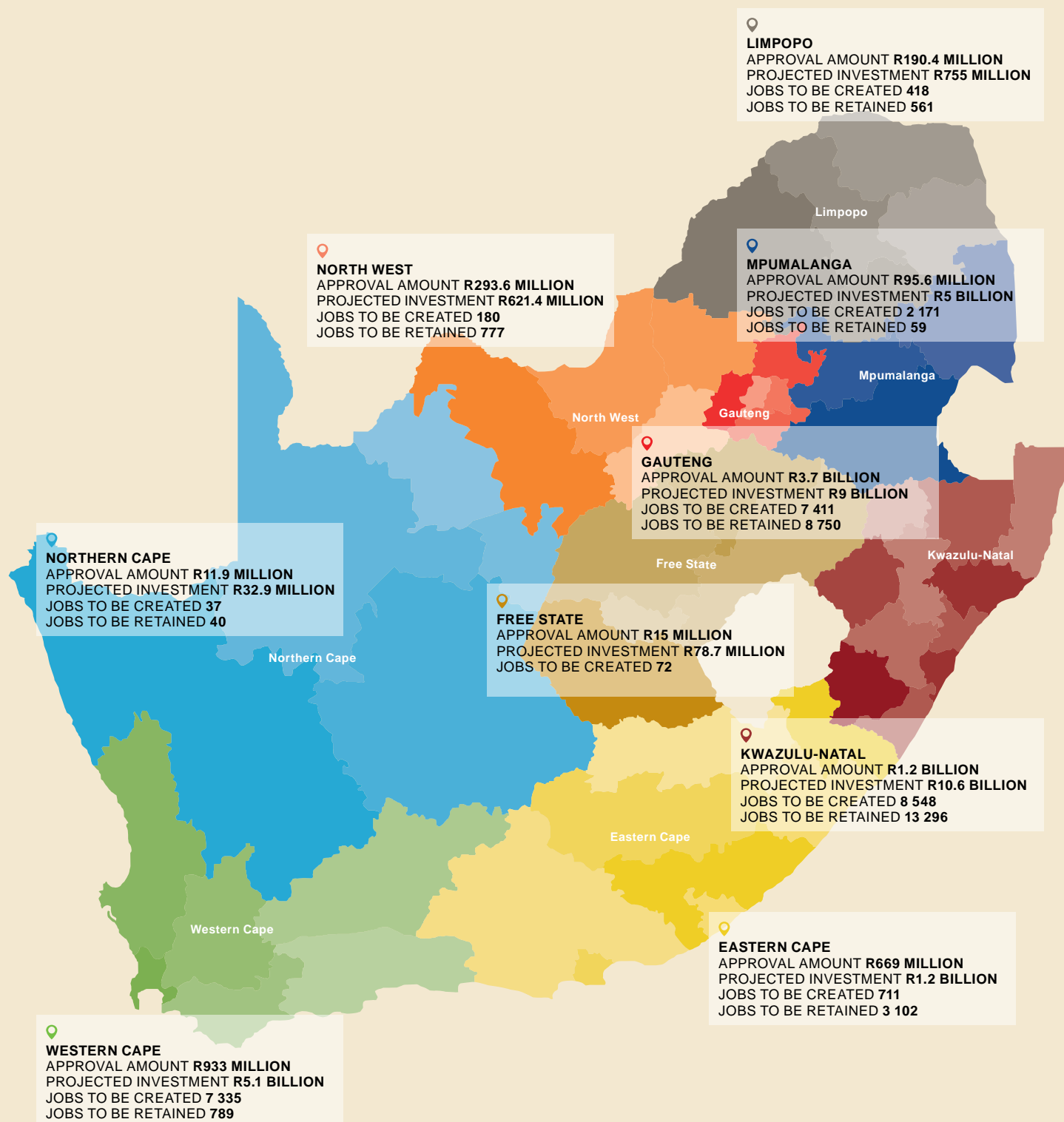


## B-BBEE LEVEL OF APPROVED ENTERPRISES



# 2019/20 INCENTIVE PERFORMANCE OVERVIEW

## SUMMARY OF APPROVALS PER PROVINCE





# INDUSTRIAL PRIORITY FOCUS

## GROWING TOWNSHIP AND RURAL ECONOMIES THROUGH SEZ AND IP

**R2.1 BILLION**

APPROVAL AMOUNT

**R20.5 BILLION**

PROJECTED INVESTMENT

**5 677**

PROJECTED JOBS TO BE CREATED

## HIGH TECH SECTORS Including ICT, Software Production and the Health Economy

**R299.2 MILLION**

APPROVAL AMOUNT

**R575.6 MILLION**

PROJECTED INVESTMENT

**392**

JOBS TO BE CREATED

**560**

JOBS TO BE RETAINED

## RETHINKING INDUSTRIAL STRATEGY

### INDUSTRIAL SECTORS

Automotives, Chemicals and  
Plastics, Clothing, Textile/Leather  
and Footwear, Oil and Gas, Steel and  
Metal Fabrication

**R2.9 BILLION**

APPROVAL AMOUNT

**R9.9 BILLION**

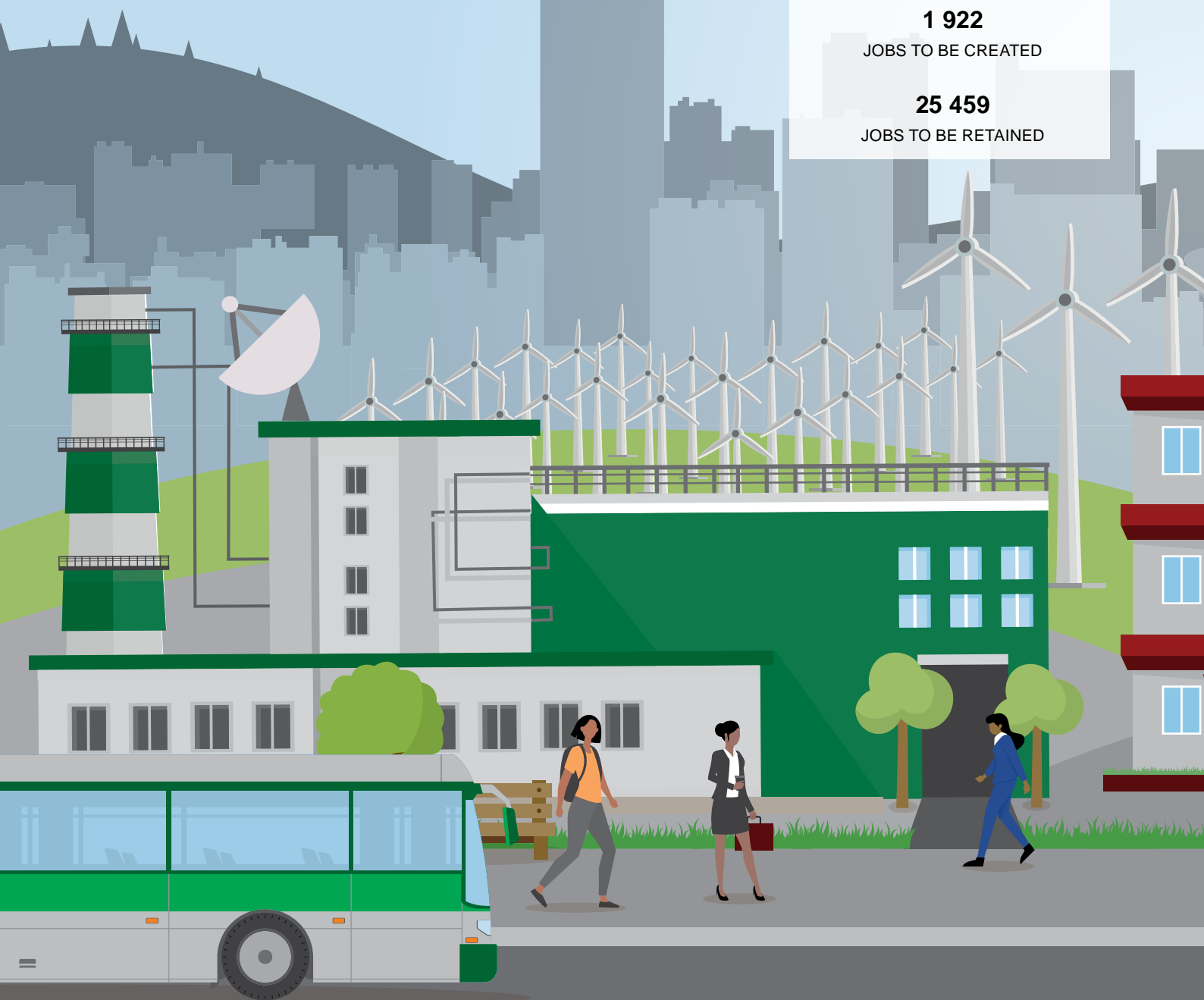
PROJECTED INVESTMENT

**1 922**

JOBS TO BE CREATED

**25 459**

JOBS TO BE RETAINED



### AGRICULTURE AND AGRO-PROCESSING

**R434 MILLION**

APPROVAL AMOUNT

**R1.3 BILLION**

PROJECTED INVESTMENT

**1 237**

PROJECTED JOBS TO BE CREATED

**1 328**

PROJECTED JOBS TO BE RETAINED

### MINING, MINERALS AND BENEFICIATION

**R79.5 MILLION**

APPROVAL AMOUNT

**R191 MILLION**

PROJECTED INVESTMENT

**105**

PROJECTED JOBS TO BE CREATED

**27**

PROJECTED JOBS TO BE RETAINED

### CREATIVE INDUSTRIES

**R1.1 BILLION**

APPROVAL AMOUNT

**4 926**

PROJECTED JOBS TO BE CREATED

### BUSINESS PROCESS SERVICES

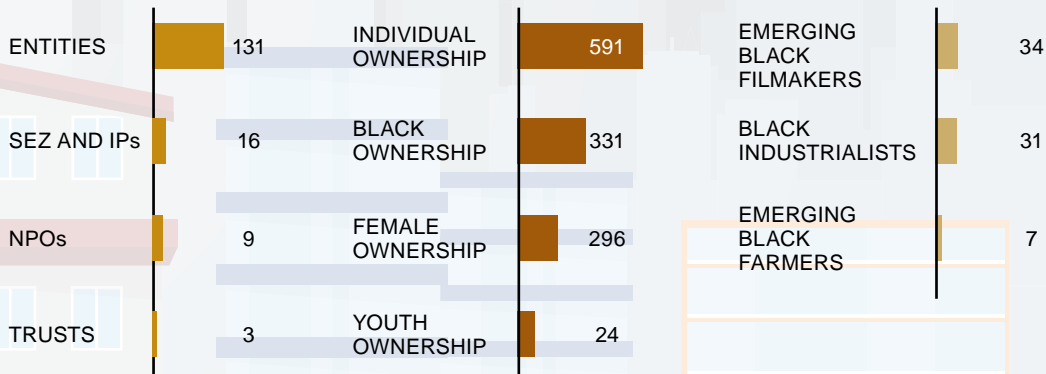
**R183.6 MILLION**

APPROVAL AMOUNT

**12 624**

PROJECTED JOBS TO BE CREATED

### OWNERSHIP OF ENTERPRISES AND ORGANISATIONS SUPPORTED



**546**

SMMEs

**83**

SPECIAL PURPOSE CORPORATE VEHICLES FORMED FOR FILM AND TV PRODUCTIONS

# 01 MANUFACTURING INVESTMENT CLUSTER

This cluster provides incentives to promote additional investment in the manufacturing sector. Support for increased economic activity is prioritised for black industrialists, black-owners and emerging black farmers as well as employment opportunities for previously disadvantaged individuals.



**BLACK INDUSTRIALISTS  
SCHEME**



**12I TAX ALLOWANCE  
INCENTIVE**



**AUTOMOTIVE  
INCENTIVE SCHEME**



**AGRO-PROCESSING  
SUPPORT SCHEME**



**AQUACULTURE DEVELOPMENT  
AND ENHANCEMENT PROGRAMME**



**MANUFACTURING  
COMPETITIVENESS ENHANCEMENT  
PROGRAMME**

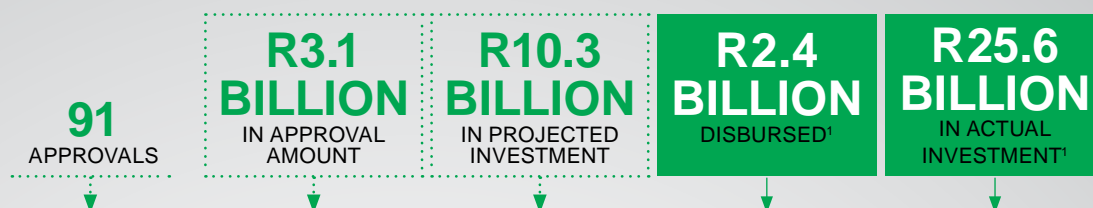






# 01 MANUFACTURING INVESTMENT CLUSTER

## FUNDING AND INVESTMENT IN MANUFACTURING SECTORS



| INCENTIVE | APPROVALS | APPROVAL AMOUNT | PROJECTED INVESTMENT | DISBURSEMENT AMOUNT         | ACTUAL INVESTMENT            |
|-----------|-----------|-----------------|----------------------|-----------------------------|------------------------------|
| BIS       | 18        | R531 002 841    | R1 257 095 768       | R391 077 191                | R1 203 085 858               |
| 12I       | 3         | R246 599 808    | R829 631 607         | R5 484 237 316 <sup>2</sup> | R18 188 785 995 <sup>3</sup> |
| AIS       | 42        | R2 285 535 243  | R7 844 782 464       | R1 963 593 510              | R24 102 909 430              |
| APSS      | 15        | R60 342 835     | R300 097 801         | R14 580 881                 | R205 853 055                 |
| ADEP      | 13        | R49 602 606     | R111 272 259         | R21 895 719                 | R106 549 499                 |

<sup>1</sup>excludes 12I tax allowance

<sup>2</sup>tax allowance utilised

<sup>3</sup>Aggregate yearly reporting inclusive of reporting for 2019/20

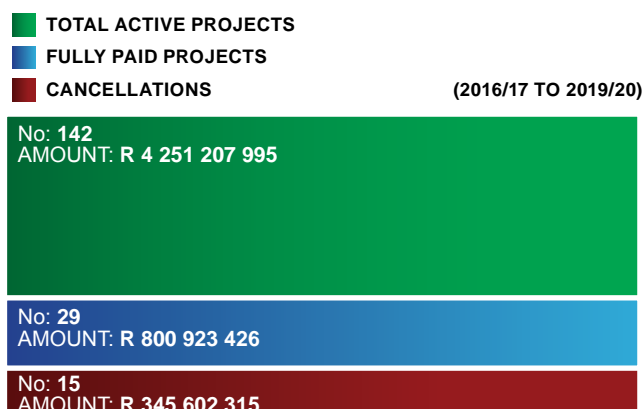
**R19.7 BILLION LOCAL PROJECTED PROCUREMENT**

**R1.5 BILLION PROJECTED FOREIGN INVESTMENT**



# BLACK INDUSTRIALISTS SCHEME

The Black Industrialists Scheme (BIS) incentive is a lever to increase the participation of black industrialists. These are, as articulated in the Black Industrialist Policy (2014), black South Africans who create and own value-adding industrial capacity and provide long-term strategic and operational leadership to a business in the national economy. The BIS plays a significant role in addressing transformation and complements the dtic's other transformation and empowerment initiatives. In 2019/20, the BIS continued to support black industrialists through its contribution to business growth, investment, and increased employment.



## DESPITE ECONOMIC CONSTRAINTS, R531 MILLION FUNDING WAS APPROVED FOR 18 BLACK INDUSTRIALISTS IN 2019/20

| YEAR    | PROJECTS APPROVED | JOBS TO BE CREATED | JOBS TO BE RETAINED | IM <sup>1</sup> | APPROVAL AMOUNT | PROJECTED INVESTMENT |
|---------|-------------------|--------------------|---------------------|-----------------|-----------------|----------------------|
| 2017/18 | 43                | 4 976              | 2 388               | 4,0             | R1 280 852 576  | R5 136 174 020       |
| 2018/19 | 47                | 2 990              | 1 599               | 3,3             | R1 482 396 732  | R4 949 164 439       |
| 2019/20 | 18                | 1 118              | 1 451               | 2,3             | R531 002 841    | R1 257 095 768       |

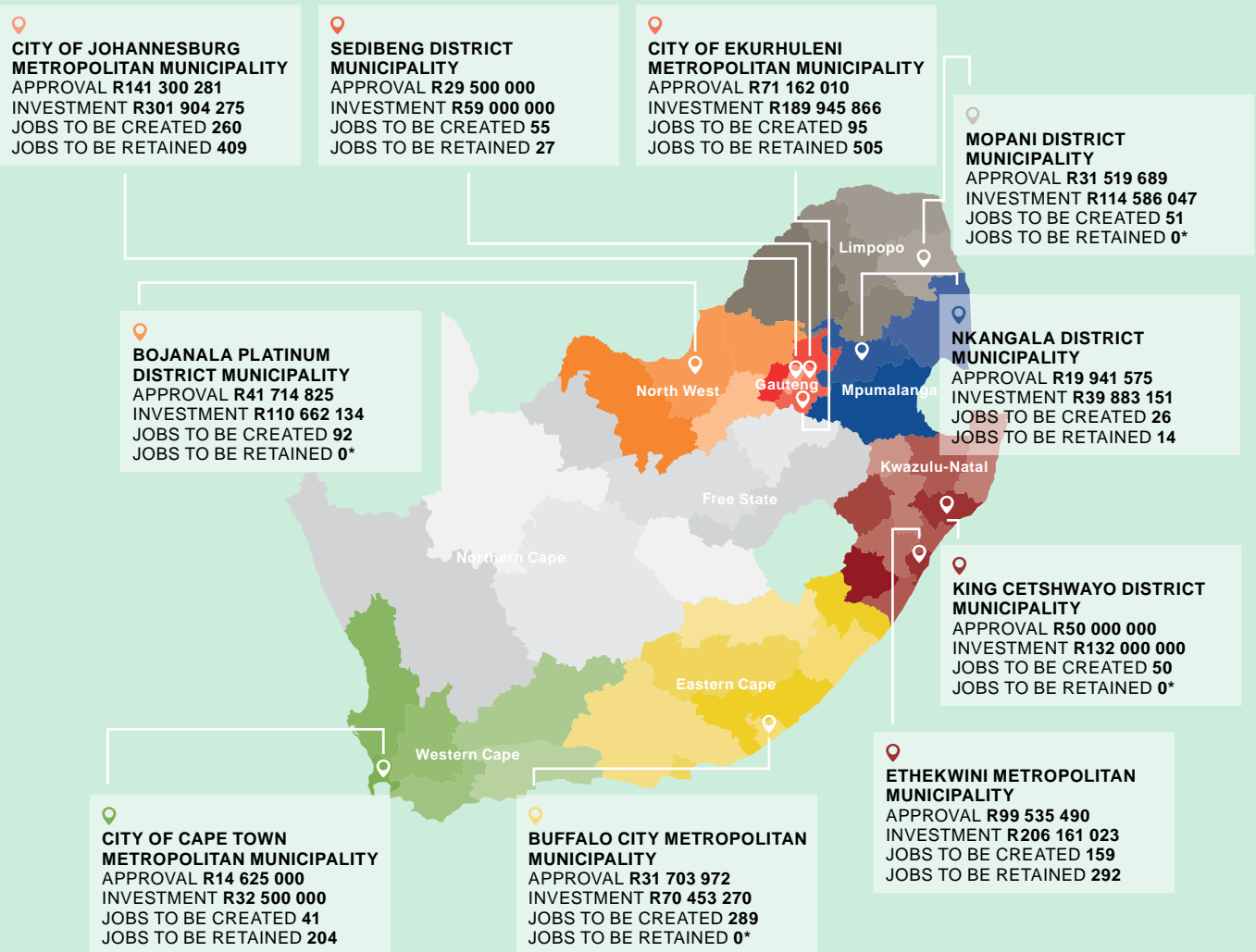
Even though economic constraints affected uptake of the incentive in 2019/20, the BIS will still create and retain jobs (2 569 in total) with an investment multiplier of more than 2. This means that the 18 approved projects will on average leverage investments of more than double their approval amounts.

## EXPANDING MUNICIPALITY REACH AND INJECTING NEW ENTREPRENEURIAL DYNAMISM INTO THE SOUTH AFRICAN ECONOMY THROUGH SUPPORTING FEMALE BLACK INDUSTRIALISTS

The seven provinces, ten municipalities, five metropolitans, and five district municipalities represented by the approvals signify the expanding geographic reach of this incentive to create impact in locations of high job creation opportunity. In addition, the incentive is contributing to the empowerment of female industrialists, of which two are located in the eThekweni Metro Municipality and one in the Buffalo City Metro. Each of these industrialists are operating in very different sectors producing manufacturing goods such as clothing, male condoms, lubricants, and automotive parts. This is indicative of a future manufacturing sector not only diversified by a range of industries, but also by race and gender ownership.

<sup>1</sup>IM – investment multiplier – ratio of approval amount and projected investment





\*Zero new job to be retained are indicative of new projects.

|  | PROVINCE           | APPROVAL AMOUNT     | PROJECTED INVESTMENT  | JOBS TO BE CREATED | JOBS TO BE RETAINED* | FEMALE JOBS TO BE SUPPORTED |
|--|--------------------|---------------------|-----------------------|--------------------|----------------------|-----------------------------|
|  | EASTERN CAPE       | R31 703 972         | R70 453 270           | 289                | 0                    | 0                           |
|  | GAUTENG            | R241 962 290        | R550 850 141          | 410                | 941                  | 264                         |
|  | KWAZULU-NATAL      | R149 535 490        | R338 161 024          | 209                | 292                  | 188                         |
|  | LIMPOPO            | R31 519 689         | R114 586 047          | 51                 | 0                    | 0                           |
|  | MPUMALANGA         | R19 941 575         | R39 883 151           | 26                 | 14                   | 3                           |
|  | NORTH WEST         | R41 714 825         | R110 662 134          | 92                 | 0                    | 0                           |
|  | WESTERN CAPE       | R14 625 000         | R32 500 000           | 41                 | 204                  | 82                          |
|  | <b>GRAND TOTAL</b> | <b>R531 002 841</b> | <b>R1 257 095 768</b> | <b>1 118</b>       | <b>1 451</b>         | <b>537</b>                  |

## LOCALISATION AS THE NEW FOCUS TO BUILD RESILIENT VALUE CHAINS

In 2019/20, R78 million in approvals has been allocated to expand existing operations in designated sectors for localisation. Across all sub-sectors, 12 out of 18 projects anticipate improvements in localisation and import substitution. This support for localisation will build the resilience of local entities and increase possibilities for growth and expansion. Furthermore, projects are creating avenues to export products and increase the scale of local production.



The expansion will decrease the importation of these foreign lubricants and even allow these lubricants to be manufactured locally.”

– Blendtech (Pty) Ltd

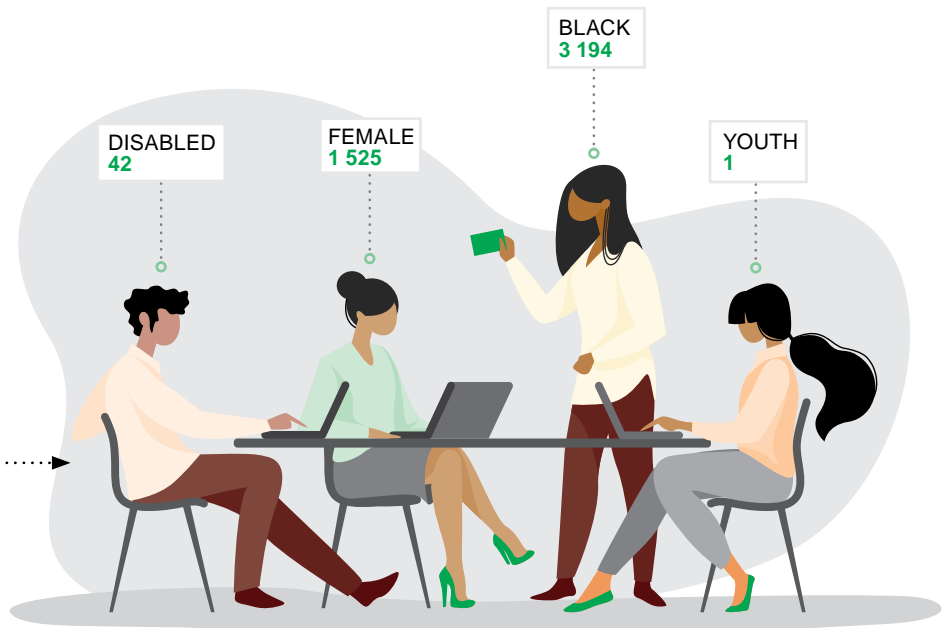
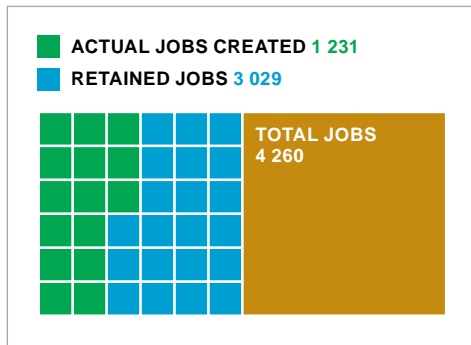
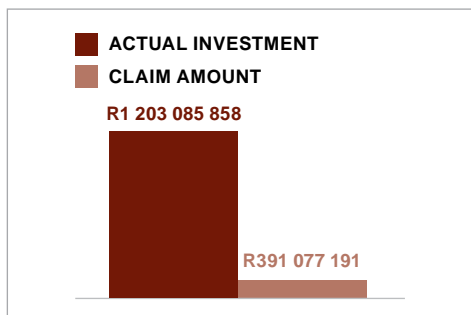


Chicken feed production tons to be increased from 10 250 to 123 000 tons per annum.”

– Mali Belleggings (Pty) Ltd

| OPERATION TYPE                            | APPROVALS | APPROVAL AMOUNT     | PROJECTED INVESTMENT  |
|---|-----------|---------------------|-----------------------|
| <b>EXPANDING EXISTING OPERATIONS</b>      | <b>13</b> | <b>R326 064 355</b> | <b>R716 540 604</b>   |
| AEROSPACE, RAIL AND AUTOMOTIVE COMPONENTS | 1         | R23 275 000         | R46 800 000           |
| AGRO-PROCESSING                           | 2         | R26 152 866         | R64 490 866           |
| CHEMICALS AND PLASTICS                    | 1         | R22 143 055         | R49 286 100           |
| CLOTHING, TEXTILE/LEATHER AND FOOTWEAR    | 2         | R33 071 693         | R67 543 386           |
| DESIGNATED SECTOR FOR LOCALISATION        | 2         | R78 075 281         | R156 650 563          |
| INDUSTRIAL INFRASTRUCTURE                 | 3         | R79 575 718         | R197 838 151          |
| MANUFACTURING OF RELATED LOGISTICS        | 1         | R19 449 999         | R44 600 000           |
| OIL AND GAS                               | 1         | R44 320 742         | R89 331 537           |
| <b>STARTING NEW OPERATIONS</b>            | <b>5</b>  | <b>R204 938 485</b> | <b>R540 555 163</b>   |
| AGRO-PROCESSING                           | 1         | R41 714 825         | R110 662 134          |
| HEALTH ECONOMY                            | 1         | R31 703 971         | R70 453 270           |
| MINERAL BENEFICIATION                     | 1         | R50 000 000         | R132 000 000          |
| OIL AND GAS                               | 1         | R31 519 689         | R114 586 047          |
| PULP, PAPER AND FURNITURE                 | 1         | R50 000 000         | R112 853 712          |
| <b>GRAND TOTAL</b>                        | <b>18</b> | <b>R531 002 841</b> | <b>R1 257 095 768</b> |

## DISBURSEMENT SNAPSHOT



### HOW HAVE PROJECTS ENSURED WASTE REDUCTION, ENERGY SAVING AND MINIMAL WATER LOSSES?

- Use of solar power to supplement the electricity requirements.
- Use of precision cutters that are faster and more accurate.
- Installed machinery that uses the latest energy-efficient technology.
- Changed all light fittings to LED.
- Waste compaction.
- Following guidelines of Cleaner Device Mechanism (CDM) grant.
- Waste recycling and management.
- Recycling of paper and plastic.
- Paper fibre is separated from the process water for re-use in the production process.
- Installing a water treatment facility which purifies and recycles process water for reuse.
- Efficient use of water collection systems.

### HOW HAVE PROJECTS IMPROVED OPERATION QUALITY?

- Implementation of prerequisite programmes as part of continuous improvement to ensure food manufacturers conform to local health regulations.
- Invested in new machinery and equipment that increased efficiency.
- Mechanisation of some aspects of production.

**BIS beneficiaries have employed individuals from local township where unemployment is high**, especially among youth and women. These townships and areas include: Watville and Actonville in the Ekurhuleni District Municipality; Kathlehong, Sebokeng, Evaton and Sharpeville in the Sedibeng District Municipality; Mooiplaas informal settlement in the City of Tshwane Metropolitan Municipality; Mobeni East in the eThekweni Metropolitan Municipality; and Riverlea and Soweto in the City of Johannesburg Metropolitan Municipality.

### BIS promotes buying local

Previously imported raw materials are now procured locally. Projects reported an annual saving of between R10 million and R35 million as a result of local procurement.



## HOW HAVE BIS BENEFICIARIES RESPONDED TO COVID-19?

### NEGATIVE IMPACTS DUE TO COVID-19

- There was a reduction in local demand for products by between 20% and 30%, and companies can only increase production if there is demand.
- Machines and exports of raw materials ordered overseas were delayed as a result of lockdown regulations in those countries. This shortage of raw material supply has caused the prices to increase due to the higher demand for limited products.

### ADAPTING BUSINESS DUE TO COVID-19

- Companies are developing new products and diversifying into other products, including COVID-19 related products for new markets.
- Companies have reduced spending on non-essential expenses/luxuries; are completing projects in-house instead of using third-party contractors; working shorter hours; seeking and procuring from alternative suppliers at premium pricing; and increasing prices to lessen the loss on margin.



# MAKHAMISA FOODS (PTY) LTD



## OWNERSHIP

100% BLACK | 26% WOMEN | 15% YOUTH

## B-BBEE STATUS

LEVEL 1

## APPROVAL DATE

DECEMBER 2017

## APPROVAL AMOUNT

R18 229 422

## CLAIMS PAID TO DATE

R16 178 602

## ACTUAL INVESTMENT

R56 400 000

Makhamisa Foods was established in 2015 and formally registered in February 2016. The company started production in April 2016 through a third party until 2018, after which it used the BIS support to build its own sauce manufacturing plant and buy machinery. Today, Makhamisa Foods manufactures over 20 tons of condiments and seasonings per day out of its facility, located in Sebenza, Gauteng. The company currently has over 40 business-to-business customers, mainly township eateries and *shisanyamas*, with demand increasing by approximately 10% per year. It also has contracts with Famous Brands, Empact group, and OBC Group. The company employs 30 people with an average age of 29 years. All the employees are black, and 50% are female. Most of these employees are from the nearby townships such as Tembisa and Alexandra. All raw materials used in the production process are procured locally.

When the national lockdown was declared by the President in March 2020, Makhamisa Foods was just about to onboard OBC Group and Empact Group as new

clients. As a result, this only happened in July and August, respectively, and consequently a potential revenue of over R1,5 million was lost between April and June 2020.



# INTERSTELLAR PLASTICS (PTY) LTD



## OWNERSHIP

BLACK MALE

## B-BBEE STATUS

LEVEL 1

## APPROVAL DATE

MAY 2017

## APPROVAL AMOUNT

R30 326 605

## CLAIMS PAID TO DATE

R9 759 72

## ACTUAL INVESTMENT

R22 960 140

Interstellar Plastics was incorporated in 2012 and started operating in 2017 after receiving support from the BIS incentive. The company, which is located in Midrand, Gauteng, manufactures plastic packaging containers for soft drinks, household cleaners, and other consumer goods. The BIS support funded a patent and provided rebates on machinery purchased. The machinery allows the company to use new and recycled raw materials in the production process and has enabled it to custom design plastic packaging, for which there has been an increased demand. Furthermore, the BIS support was paramount to the company's return on capital expenditure and improved access to market. Interstellar Plastics employs 33 people, of which all are black and four are female. The company anticipates employing a further 50 people in 2021, and will be upskilling current workers.

Due to COVID-19, Interstellar Plastics has put planned projects on hold and have made changes to produce more packaging for fast moving consumer goods, such as soaps, detergents, and sanitiser. As a result, the company has captured new markets, including the potential to export anti-bacterial and anti-viral packaging.





# KORTEX TEXTILES AFRICA (PTY) LTD



## OWNERSHIP

SOUTH AFRICAN ENTITY

## B-BBEE STATUS

LEVEL 4

## APPROVAL DATE

NOVEMBER 2017

## APPROVAL AMOUNT

R22 660 000

## CLAIMS PAID TO DATE

R22 436 046

## ACTUAL INVESTMENT

R56 000 000

Korteks Africa was started in 1997 as a joint venture with a Turkish company. However, in 2010, a South African entity purchased all the Turkish shares through internal funds and it is now a wholly owned and operated South African company based in Centurion, Gauteng. Producing textiles used for curtains, the company purchased a coating line to be added on its existing machine through BIS financial support. This enables the company to render the curtain fabric as a block-out fabric without requiring a stitched in lining, while adding to the durability of the curtain. It is also able to add a PVC coating to fabric to make it waterproof for use in, for example, shower curtains and military uniforms. In addition, the company used the BIS support to replace an outdated embroidery machine, which allowed it to increase capacity to meet growing demand and upscale its products. The company employed 224 people, of which 220 were black and 104 were female, and procured the majority of its raw materials from local suppliers, most of which are independent retailers.

As a result of COVID-19, the company lost revenue and was forced to lay off some employees. The company is now developing new products and only produces as it receives orders. It has started producing three-ply cloth masks, and is looking into producing medical gowns and linen.





# SIGN EDITION (PTY) LTD



**OWNERSHIP**  
BLACK MALE

**B-BBEE STATUS**  
LEVEL 2

**APPROVAL DATE**  
JULY 2017

**APPROVAL AMOUNT**  
R16 141 135

**CLAIMS PAID TO DATE**  
R11 810 466

**ACTUAL INVESTMENT**  
R32 362 943

Sign Edition is a leading signage manufacturer based in Johannesburg. Founded in 2008, the company is a full-service provider in signage, branding, and displays solutions, and is one of the main signage service providers in the petrochemical industry. Sign Edition also services companies in the retail, commercial, corporate, hospitality, health care, education, and construction industries. The company has managed to withstand the ongoing economic slowdown by implementing several business expansion initiatives to create a more stable and sustainable business that is geared to grow the market share throughout the Southern African Development Community (SADC) and beyond. It was able to increase capacity by acquiring vehicles and installation equipment; installing a powder coating plant, which was previously an outsourced service; and building a factory. These and other efforts allowed for the employment of 165 employees, of which 153 are black and 32 are female.

Due to the 75% reduction in sales resulting from COVID-19, the company has diversified into producing face shields and sanitiser dispensers.



# REVIVE ELECTRICAL TRANSFORMERS (PTY)LTD



**OWNERSHIP**  
BLACK MALE

**B-BBEE STATUS**  
LEVEL 3

**APPROVAL DATE**  
DECEMBER 2017

**APPROVAL AMOUNT**  
R27 000 000

**CLAIMS PAID TO DATE**  
R27 000 000

**ACTUAL INVESTMENT**  
R57 707 914



Revive Electrical Transformers (Pty) Ltd, which is based in Kliprivier, Gauteng, was established in 1997 and has since grown to be one of the largest distribution transformer manufacturers in Africa. The company supplies transformers to Eskom and various municipalities in South Africa, as well as exporting to other African countries, including Botswana, Democratic Republic of Congo, Ghana, Lesotho, Malawi, Mozambique, Namibia, Swaziland, and Zambia.

As a result of the BIS support, Revive has improved the quality of the transformers it produces and obtained numerous accreditation certificates confirming that the products conform to local and international specifications and standards. The project has been able to acquire a new state-of-the-art automated test bay, which ensures the most accurate load and no-load losses and 3D modelling software for partial discharge. They have the capacity to test from 16 KVA up to 5 MVA. The project now produces more than 1 500 transformers per month and currently employs 144 people, of which 138 are black and 27 are female.

Although productivity and turnover were negatively impacted by the COVID-19 lockdown regulations and social distancing, Revive Electrical was classified as an essential service provider and was therefore able to continue operating during this time.

# PLANET EVENTS (PTY)LTD



**OWNERSHIP**  
BLACK MALE

**B-BBEE STATUS**  
LEVEL 2

**APPROVAL DATE**  
JANUARY 2017

**APPROVAL AMOUNT**  
R12 400 000

**CLAIMS PAID TO DATE**  
R12 052 708

**ACTUAL INVESTMENT**  
R112 649 087

Beginning its operations in 2009 with just one injection mould and 12 employees, this shoe sole manufacturer, located in Jacobs, KwaZulu-Natal, now has 118 employees, of which 37 are black females and 81 are black males. Through the support of the BIS, Planet Events purchased machinery that enables it to manufacture 3D moulds internally, and thereby access more markets and increase capacity. In addition, it purchased neighbouring buildings for its expanding operations and, in order to become more energy-efficient and environmentally-friendly, the company is currently in the process of replacing the asbestos roofs with new roofing sheets that will allow in more natural light. It is also investigating the possibility of installing solar panels. The company now produces 35 000 pairs of shoe soles per day for the South African market. Customers include Labora Shoes, Foot Style, and Angel Footwear, which are sold through retailers such as Mr Price and Ackermans.



As with most businesses in South Africa and globally, Planet Events was negatively impacted by COVID-19 as it did not receive any new orders from retailers for a period of three months during the lockdown period. The company therefore diversified its activities into producing consumables for the health care industry.

## THE FX GROUP



**OWNERSHIP**  
BLACK MALE

**B-BBEE STATUS**  
LEVEL 4

**APPROVAL DATE**  
MARCH 2017

**APPROVAL AMOUNT**  
R50 000 000

**CLAIMS PAID TO DATE**  
R25 954 328

**ACTUAL INVESTMENT**  
R102 810 467



The FX Group originally began operations in 2002 as FX Veneers in Lothair, Mpumalanga. The company laminates melamine, foil, post-form tops, UV gloss, acrylic gloss, and veneers for a wide variety of product applications, including kitchen cupboards, wardrobes, desks, display cabinets, bookcases, cribs, serving counters, tables, and coffins, catering for a range of customers, from emerging carpenters to large furniture manufacturers.

Although the FX Group is small compared to its competitors, it is the biggest BIS-supported investment in the Ermelo region, and with the machinery and equipment purchased with the support of the BIS, it intends to expand on its existing products by producing chipboard for use in furniture manufacturing, and in turn capture a larger local market share and become more competitive. Currently, the company has 597 employees, of which 574 are black and 85 are female. Many of these employees come from the nearby township and the Gert Sibande district, where unemployment is over 50%. By procuring all its raw materials locally from small informal businesses, the project is also contributing to the socio-economic development

of the area, which also has an environmental benefit by reducing the risk of veldfires.

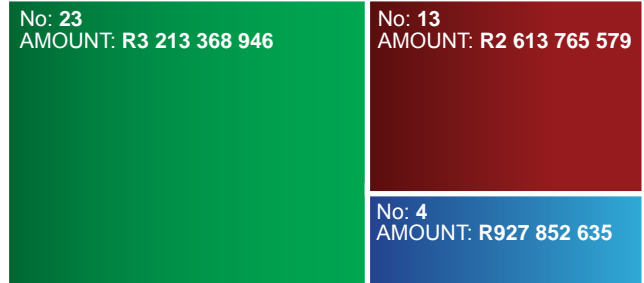
Not only did the FX Group lose six weeks of turnover due to the COVID-19 lockdown, the company had to also increase spending on personal protective equipment (PPE) as well. To overcome cashflow problems resulting from the lost income and increased expenses, staff salaries were reduced by 20%, while all other expenses were reduced to a minimum. The company is also identifying possible new export opportunities to China as a result of the weakened exchange rate, and have opened two new stores in Limpopo to respond to the increased demand for home renovations.

# 12I TAX ALLOWANCE INCENTIVE

The 12I tax allowance incentive not only supports increased productivity of the South African manufacturing sector by investing in manufacturing assets (investment allowance), it also funds training of personnel to improve labour productivity and the skills profile of the manufacturing sector (training allowance). The incentive works differently from other incentives in that it offers a tax break for greenfield and brownfield investments by making the training and investment tax allowance deductible from taxable income. Although the incentive came to an end on 31 March 2020, it has historically helped increase interest in local markets by enabling investment in the companies approved.

■ TOTAL ACTIVE PROJECTS  
■ FULLY DRAWN DOWN PROJECTS  
■ WITHDRAWALS

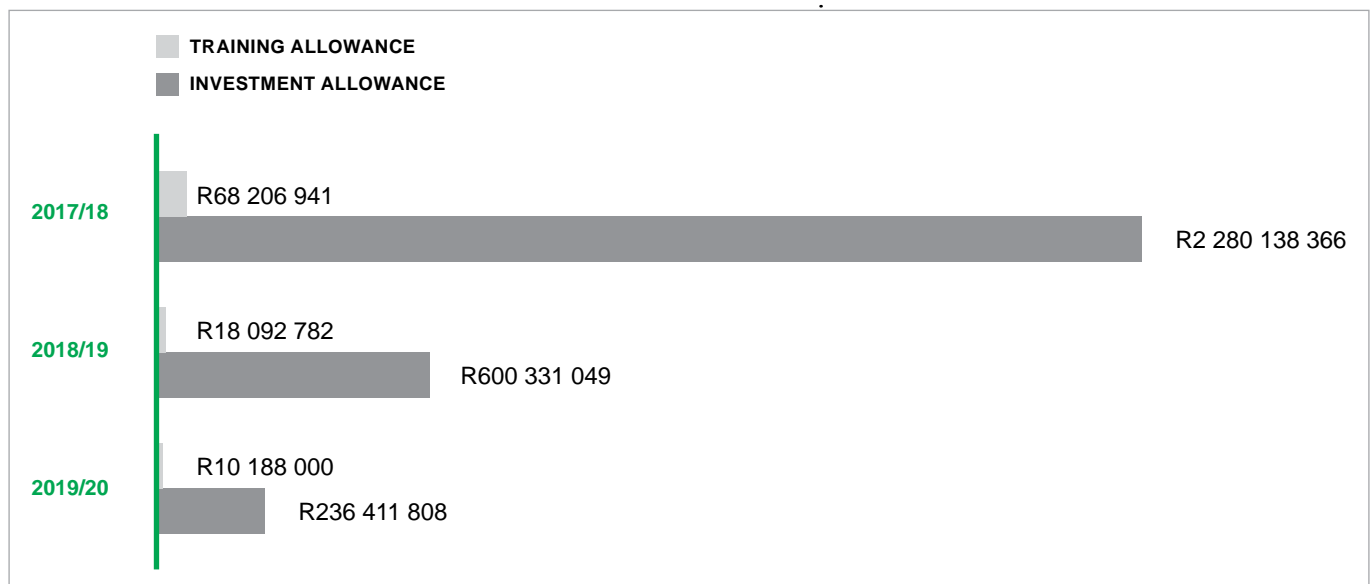
(2017/18 to 2019/20)



## CATALYSING PRODUCTIVITY THROUGH R10 MILLION IN TRAINING ALLOWANCES AND R236 MILLION IN INVESTMENT ALLOWANCES

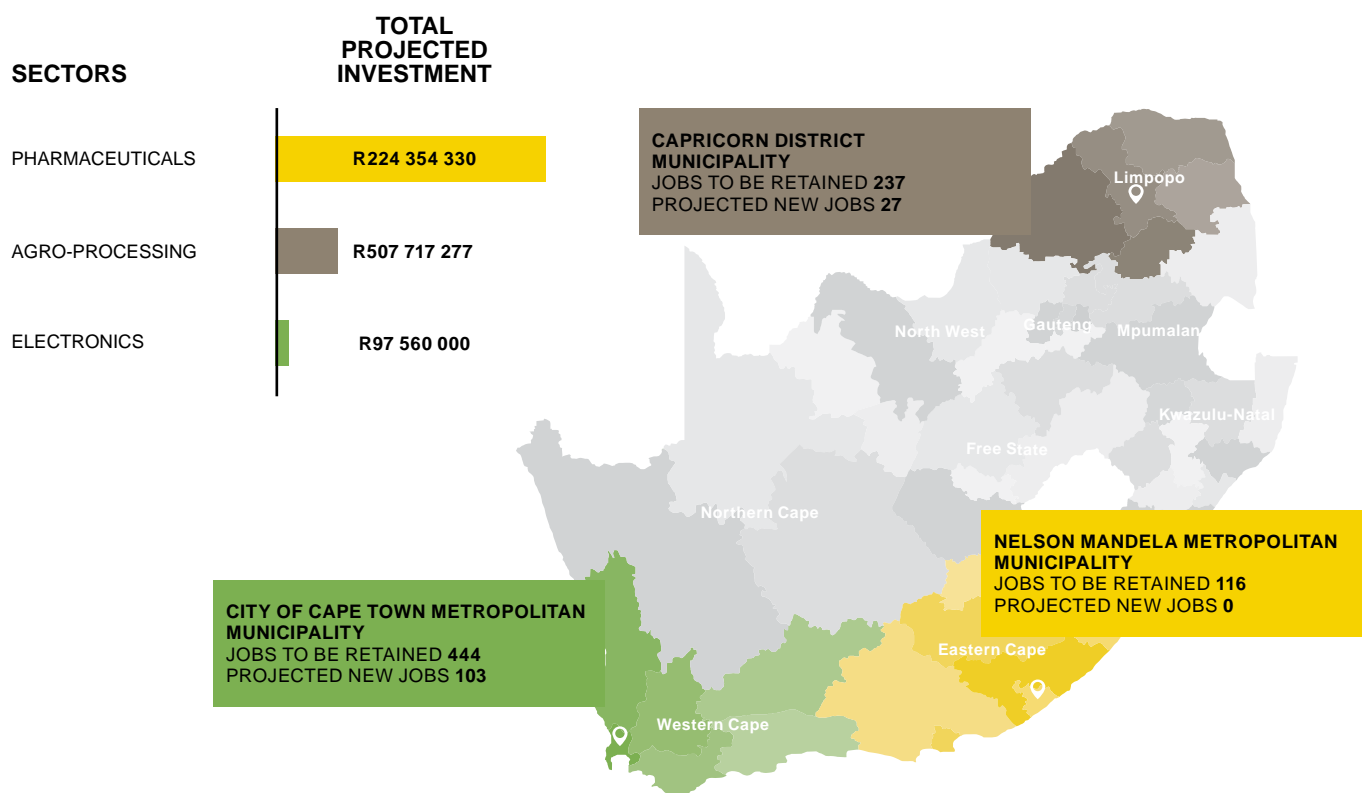
In 2018/19, an evaluation that was conducted to determine the efficiency and effectiveness of the 12I found that supported projects created 8 539 direct jobs and that 92% of projects reported improved employee skills. The 12I continues to catalyse productivity through investment in training and capital assets through the approval of R246 million in 2019/20 that will enable the retention of more than 790 jobs and the creation of 130 new jobs. These projects will economically empower SMMEs with a projected procurement of R217 million.

| YEAR    | PROJECTS APPROVED | JOB TO BE CREATED (direct) | JOB TO BE RETAINED (direct) | TOTAL ALLOWANCE | PROJECTED INVESTMENT | PROJECTED SMME PROCUREMENT |
|---------|-------------------|----------------------------|-----------------------------|-----------------|----------------------|----------------------------|
| 2017/18 | 15                | 1 194                      | 1 800                       | R2 348 345 307  | R9 463 900 523       | R1 309 480 060             |
| 2018/19 | 5                 | 971                        | 663                         | R618 423 831    | R1 894 916 999       | R136 067 223               |
| 2019/20 | 3                 | 130                        | 797                         | R246 599 808    | R829 631 607         | R217 811 913               |



## APPROVALS IN THREE PRIORITY SUB-SECTORS: PHARMACEUTICALS; AGRO-PROCESSING; AND ELECTRONICS

12I incentive approvals have increased the provincial reach in 2019/20 for the Eastern Cape, Limpopo, and Western Cape, specifically targeting sub-sectors which have high potential for scaling up investment and job creation, such as the production of soft drinks through agro-processing, refrigeration and television products in the electronics sub-sector, and small-volume parenteral products in the pharmaceuticals sub-sector.



## 12I PERFORMANCE SNAPSHOT FROM AUDITED PROGRESS REPORTS

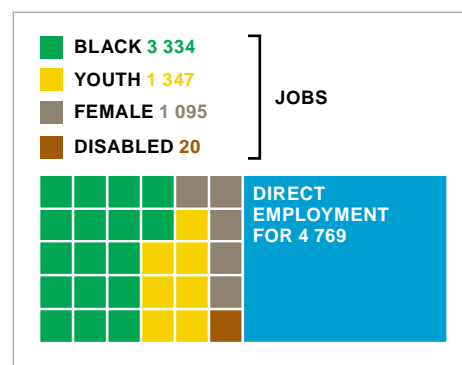
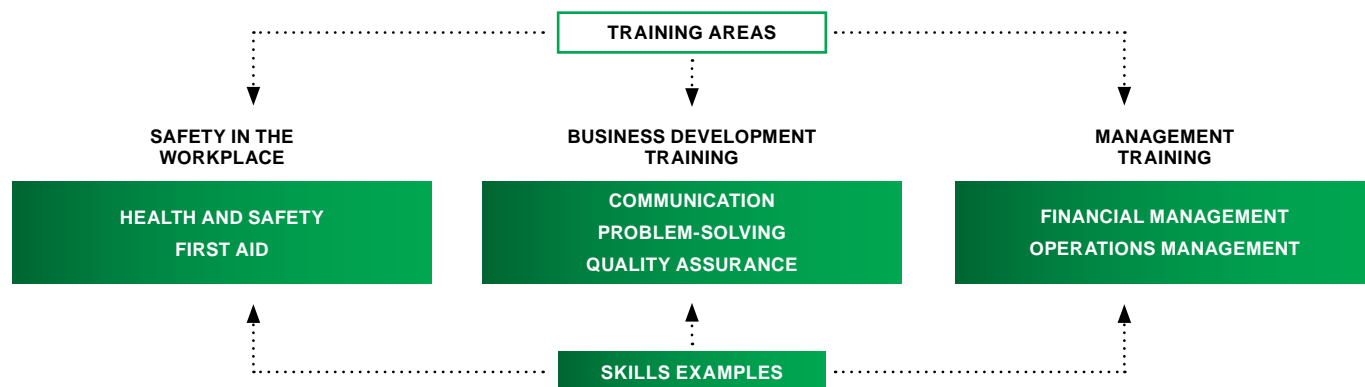
|                    | PROJECTS  | INVESTMENT ALLOWANCE DEDUCTED | ACTUAL INVESTMENT      |
|--------------------|-----------|-------------------------------|------------------------|
| <b>BROWNFIELD</b>  | <b>33</b> | <b>R3 929 392 731</b>         | <b>R12 953 731 136</b> |
| AGRO-PROCESSING    | 10        | R1 008 263 992                | R2 781 150 409         |
| CHEMICALS          | 10        | R1 780 072 559                | R6 267 320 101         |
| ELECTRONICS        | 1         | R28 614 052                   | R52 028 549            |
| METALS             | 7         | R960 443 871                  | R2 966 289 506         |
| WOOD AND PAPER     | 5         | R151 998 257                  | R886 942 571           |
| <b>GREENFIELD</b>  | <b>8</b>  | <b>R1 492 009 333</b>         | <b>R5 235 054 859</b>  |
| AGRO-PROCESSING    | 2         | R99 883 038                   | R259 208 642           |
| CHEMICALS          | 1         | R153 262 530                  | R437 892 942           |
| METALS             | 1         | R79 980 250                   | R296 263 338           |
| NON-METALS         | 3         | R1 127 032 971                | R4 176 140 649         |
| WOOD AND PAPER     | 1         | R31 850 544                   | R65 549 288            |
| <b>GRAND TOTAL</b> | <b>41</b> | <b>R5 421 402 064</b>         | <b>R18 188 785 995</b> |

**BENEFICIARIES REPORTED IMPROVED PRODUCTION TIMES OF 4-65% AND A DECREASE IN PRODUCTION COSTS OF 10-51% ATTRIBUTED TO 12I.**



## TRAINING ALLOWANCES WERE DIRECTED TO SAFETY IN THE WORKPLACE, BUSINESS DEVELOPMENT TRAINING, AND MANAGEMENT TRAINING, BUILDING 30 DIFFERENT SKILLS AREAS

Expansion and new projects utilised R63 million in training allowances to develop employees with skills focused on support functions, like health and safety, and detailed operational areas, such as financial management. All these skills are important for strengthening business operations and efficiency.



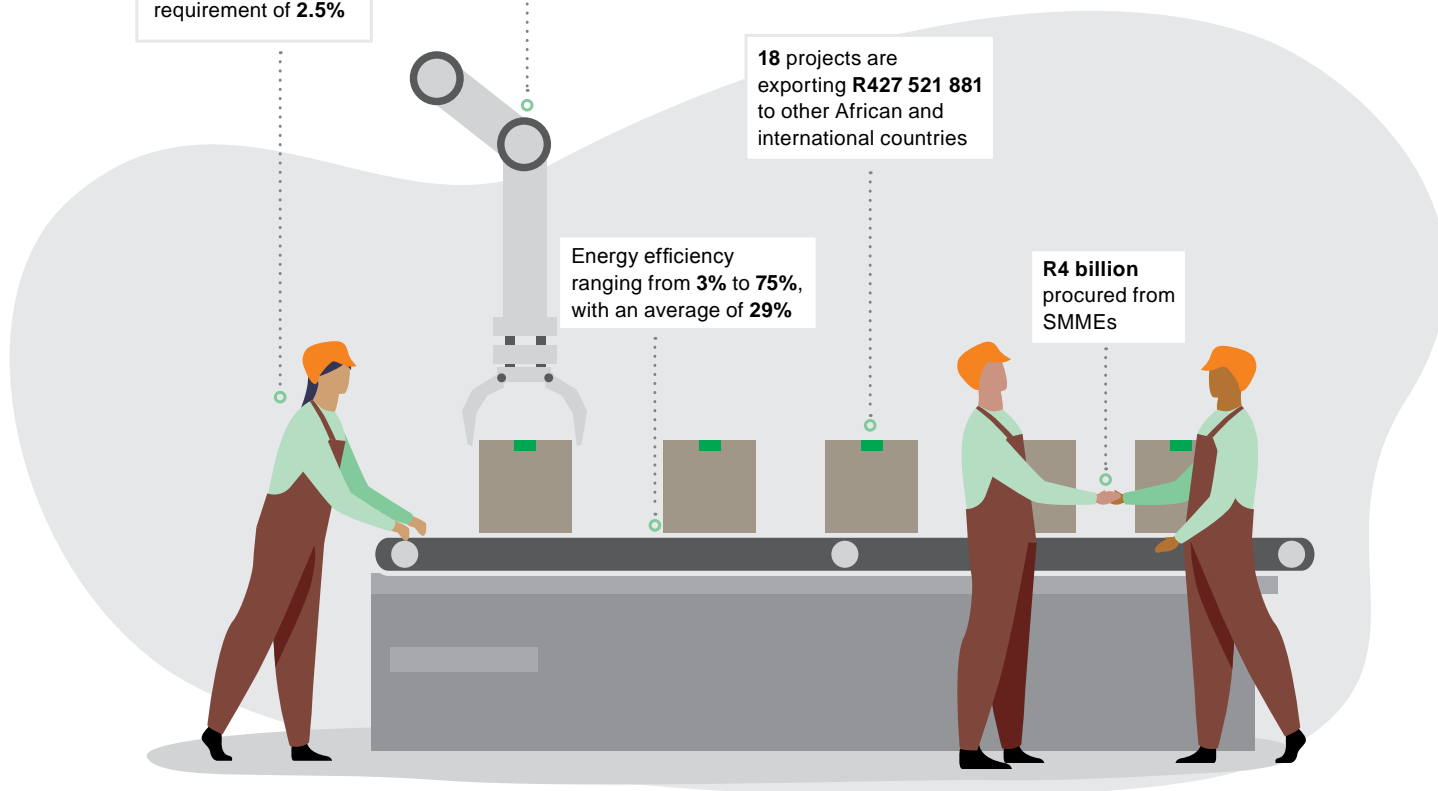
Training costs for projects are an average of **3.7%** of the wage bill, which is above the stipulated 12I requirement of **2.5%**

**Projects** reported improved innovation, including reduced costs, faster production times, and better quality

**18 projects** are exporting **R427 521 881** to other African and international countries

Energy efficiency ranging from **3% to 75%**, with an average of **29%**

**R4 billion** procured from SMMEs



## HOW HAVE 12I BENEFICIARIES RESPONDED TO COVID-19?

### NEGATIVE IMPACTS DUE TO COVID-19

- Lower demand due to cash flow restrictions faced by clients.
- High costs to shut down production as a result of lockdown regulations in April and May, and again to restart once restrictions were lifted.
- Delays experienced in exporting products.
- Increased costs to put PPE measures in place.

### ADAPTING BUSINESS DUE TO COVID-19

- Restructuring costs by implementing measures such as reducing salaries and pension contributions.
- Delayed investment decisions for expansions or upgrades in products.
- Implementing health and safety protocols as set out by the government and providing training and awareness campaigns.



# UNILEVER SOUTH AFRICA (PTY) LTD

PROJECT NAME: WATERFALL



**OWNERSHIP**  
100% SOUTH AFRICAN

**B-BBEE STATUS**  
LEVEL 8

**APPROVAL DATE**  
FEBRUARY 2012

**ACTUAL INVESTMENT**  
R1 000 076 870

**INVESTMENT ALLOWANCE APPROVED**  
R350 000 000

**INVESTMENT ALLOWANCE UTILISED**  
R350 000 000

**TRAINING ALLOWANCE APPROVED**  
R7 020 000

**TRAINING ALLOWANCE UTILISED**  
R4 363 387

Internationally, the Unilever Group is one of the leading suppliers of fast-moving consumer goods and often has one of the largest shares in the relevant market. Unilever produces a variety of goods, from household and personal care products to food products. The 12I-supported expansion Project Waterfall, located in Boksburg, Gauteng, extended existing operations to produce liquid household care products, a decision that was made based on the fact that existing facilities had reached their production capacity. As a result of the 12I assistance, Unilever saw a 13% increase in production volumes and a reduction of R147 in cost per tonne produced, while the new technology utilised made the production facility more energy-efficient, leading to a 28% energy saving. Furthermore, the project was able to replace 18 500 tonnes of imported products, while exporting 36 000 tonnes of liquid household care products with a total value of R23 884 000 to other African countries, including Angola, Benin, Cape Verde, the Democratic Republic of Congo, Ethiopia, Ghana, Kenya, Madagascar, Malawi, Mozambique, Nigeria, Seychelles, South Sudan, and Zimbabwe. These exports account for 22% of the total sales of liquid household care products through Unilever South Africa. More than half of the machinery, equipment and buildings invested in through 12I was procured locally and amounted to R575 413 943.

This specific Unilever project employs 306 people, of which 301 are black, 58 female, and 112 younger than 35 years. Training to the value of R5 789 619 was provided to the employees, including for operating the supported machinery and equipment, risk assessment training, consumer quality standards, packaging and loading standard operating procedures, safety awareness, and hazardous chemical handling.

The Unilever Group was classified as an essential service provider and hence did not experience any reduced demand for household care services due to the COVID-19 national lockdown. The company prioritised the health and safety of employees by following international best practice safety procedures during this period, and staff were encouraged to use digital tools and virtual options where possible.





# NESTLÉ SOUTH AFRICA (PTY) LTD



**PROJECT NAME: COFFEE EGRON**

**OWNERSHIP**  
100% SWISS

**B-BBEE STATUS**  
LEVEL 4

**APPROVAL DATE**  
OCTOBER 2012

**ACTUAL INVESTMENT**  
R478 703 661

**INVESTMENT ALLOWANCE APPROVED**  
R168 498 172

**INVESTMENT ALLOWANCE UTILISED**  
R167 547 281

**TRAINING ALLOWANCE APPROVED**  
R2 520 000

**TRAINING ALLOWANCE UTILISED**  
R1 045 856

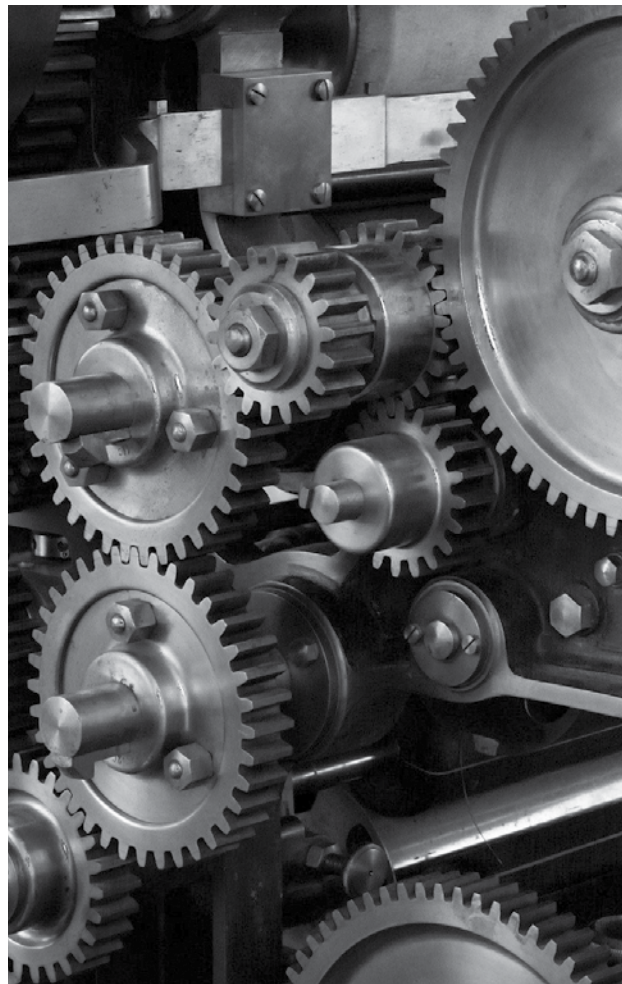
Through the 12I support, this project, located in Estcourt, KwaZulu-Natal, expanded existing operations to produce agglomerated coffee powder. This has resulted in an increase in production from 3 900 kg/hour to 5 500 kg/hour, with an energy saving of 15%. In our continued efforts to strengthen the local supply chain, Nestlé has identified local chicory farmers in the Eastern Cape and KwaZulu-Natal to supply the plant with raw material. Approximately 5.2% of the coffee powder produced by Nestlé is exported to other African countries, including Botswana, the Democratic Republic of Congo, Lesotho, Malawi, Mauritius, Mozambique, Namibia, Seychelles, St Helena, Zambia, and Zimbabwe. More than half of the machinery, equipment and buildings qualifying for 12I support was procured locally and this investment amounted to R266 053 065.

Currently the project employs 20 people, of which all are black and majority are younger than 35 years. Training to the value of R79 237 was provided in order to upskill the employees, and included training for equipment operation, safety standards, cleaning, first aid, problem solving, and quality and cost awareness.

Nestlé was affected by the national lockdown. The key challenges Nestlé faced was business continuity given the restrictions that were put in place to contain the pandemic, volatility of global supply chains, and keeping frontline workers safe. Nestlé put in place measures to transform operations that enabled social distancing, and compliance to all government protocols. The company put various employee interventions, such as providing free compliant transportation for workers, remote working at scale, management focus on resilience, adaptability, agility and interpersonal skills. In addition, the company accelerated e-commerce opportunities: supporting customers digital content to strengthen visibility of Nestlé products, shifted traditional sampling to e-sampling through new eCommerce partners, and developed co-packing partnerships. COVID-19 presented a strategic opportunity for Nestlé to foster ecosystems of like-minded partners in advancing key focus areas and improving business continuity.

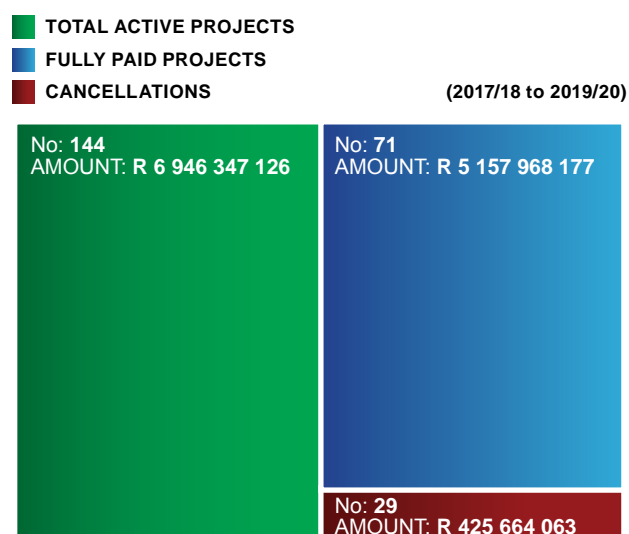






# AUTOMOTIVE INCENTIVE SCHEME

The South African automotive industry's cross-cutting linkages to several industries and services means it plays a major role in contributing to the country's economic growth, as evidenced by the R101.9 billion worth of vehicles and R49.6 billion automotive components exported across 150 countries in 2015<sup>1</sup>. The Automotive Incentive Scheme (AIS) aims to grow and develop the sector through investment in new and replacement models and components that will increase plant production volumes, sustain employment, and strengthen the automotive value chain. The economic importance of this industry is highlighted by the development of the Automotive Industry Masterplan, which notes that the sector contributed 7.5% towards GDP and employed 112 000 people in 2015, a number it aims to double to 224 000 by 2035. This will in turn increase the industry's competitiveness and stimulate economic growth, allowing for job creation.



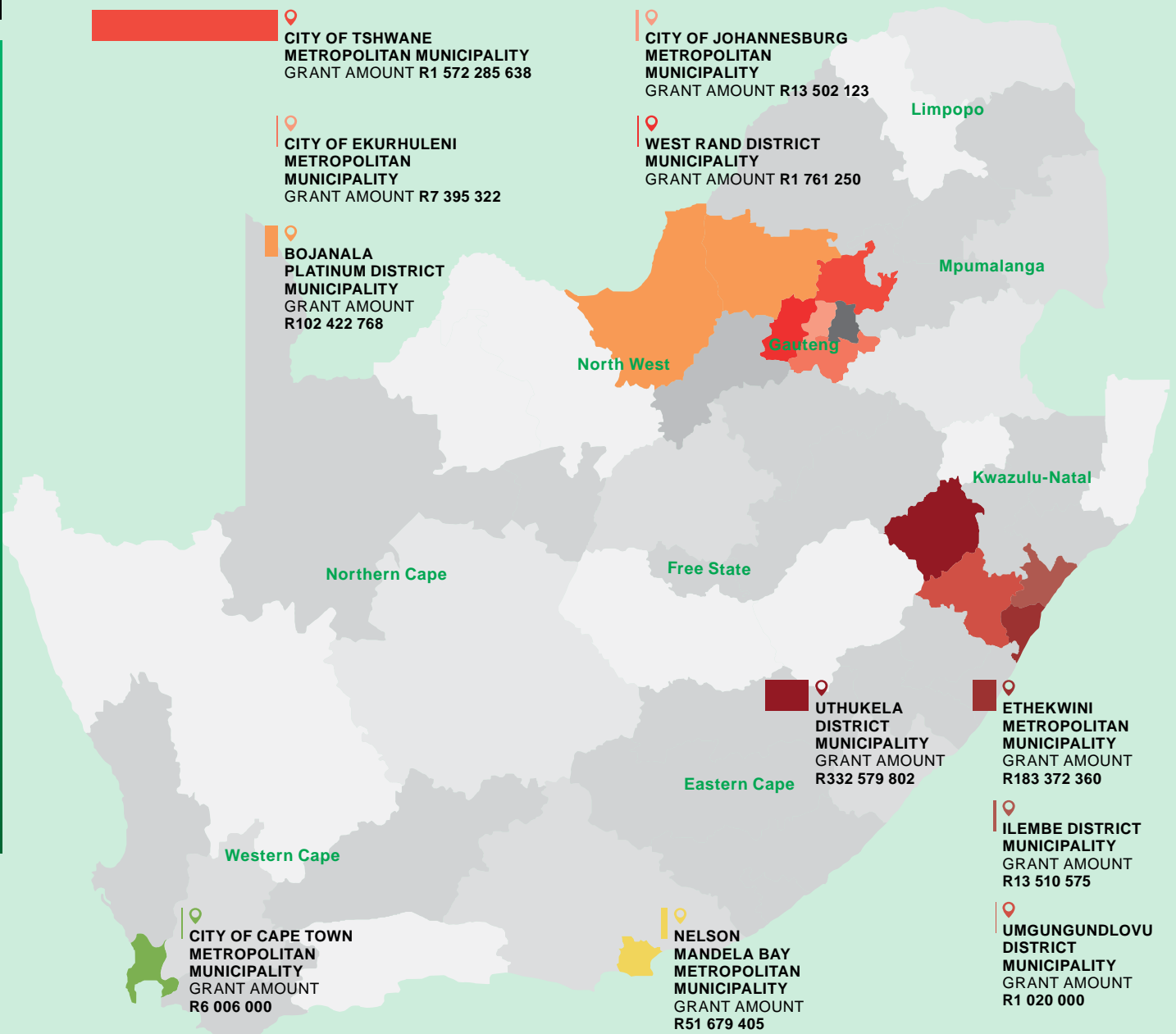
## SECTOR TRANSFORMATION IS EVIDENT THROUGH THE RETENTION OF 6 019 FEMALES AND 19 704 BLACK EMPLOYEES

| YEAR    | PROJECTS APPROVED | JOBS TO BE RETAINED | PROJECTED NEW JOBS | IM  | GRANT AMOUNT   | PROJECTED INVESTMENT |
|---------|-------------------|---------------------|--------------------|-----|----------------|----------------------|
| 2017/18 | 58                | 16 637              | 1 325              | 3,6 | R2 521 513 269 | R9 057 102 076       |
| 2018/19 | 44                | 25 094              | 961                | 3,6 | R2 139 298 614 | R7 598 746 822       |
| 2019/20 | 42                | 21 326              | 891                | 3,4 | R2 285 535 243 | R7 844 782 464       |

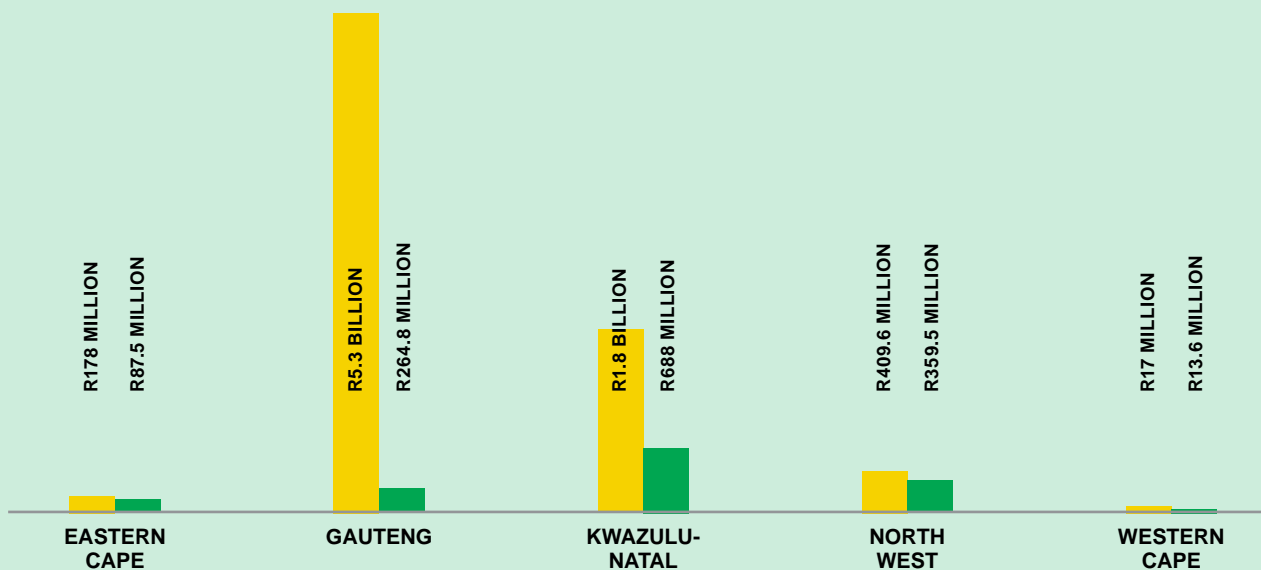
**R1.4 billion in foreign investment** will be brought into the country for the **expansion of the automotive sector** out of the total projected investment of R7.8 billion.

Through the R2.2 million AIS grant, 42 companies will improve their competitiveness in the automotive industry in 2019/20, reducing capital costs and allowing for investment in new technology. Such investments will help increase production volumes of models and components, consequently leading to more exports and the retention of more than 21 000 jobs. This includes 6 019 females and 19 704 black people, extending across 11 municipalities in five South African provinces.

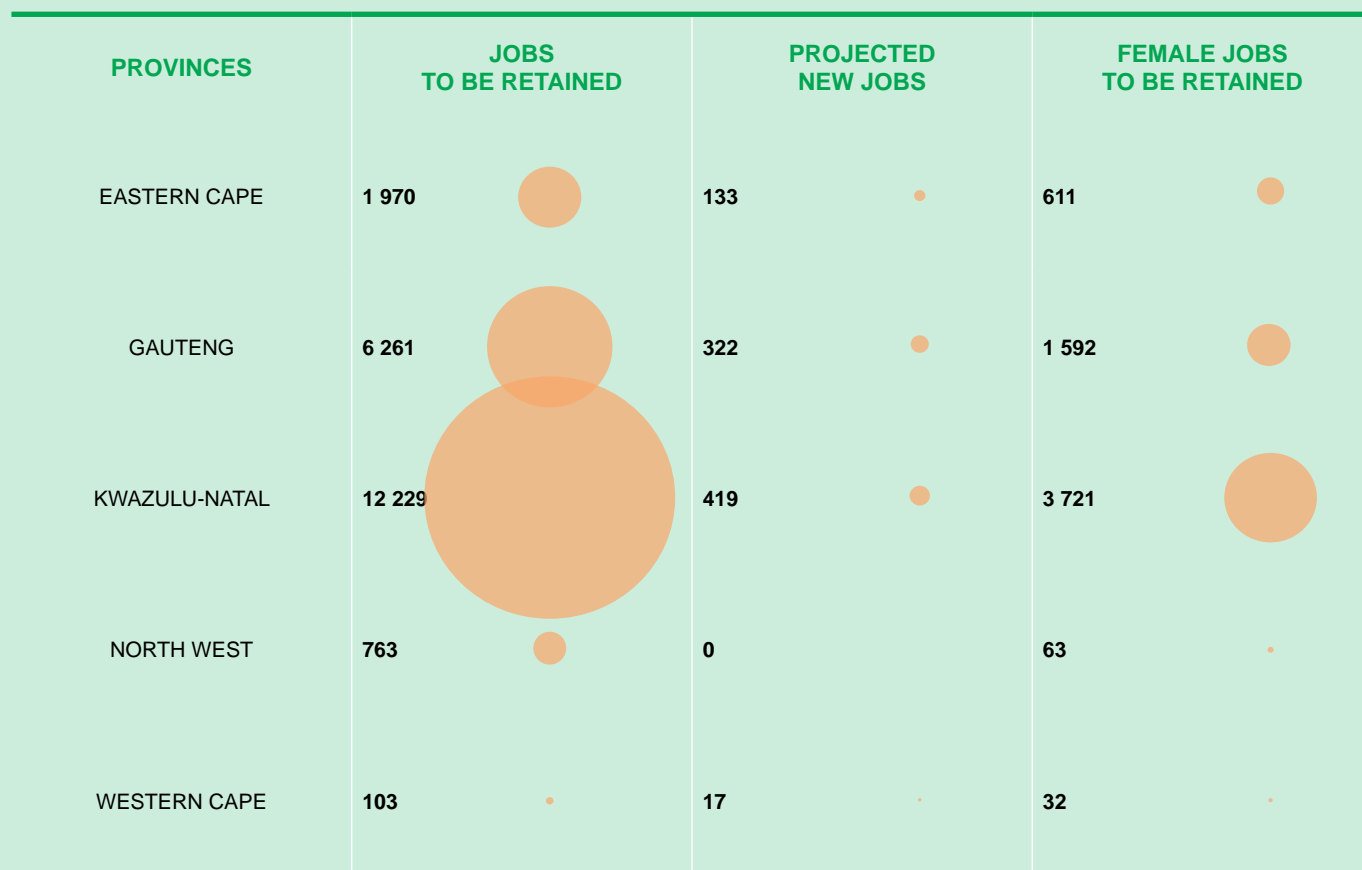
<sup>2</sup>[http://www.thedtic.gov.za/wp-content/uploads/SA\\_Auto\\_Masterplan-2.pdf](http://www.thedtic.gov.za/wp-content/uploads/SA_Auto_Masterplan-2.pdf)



PROJECTED INVESTMENT  
FOREIGN PROJECTED INVESTMENT



<sup>1</sup>[http://www.thedtic.gov.za/wp-content/uploads/SA\\_Auto\\_Masterplan-2.pdf](http://www.thedtic.gov.za/wp-content/uploads/SA_Auto_Masterplan-2.pdf)



## OPPORTUNITY FOR ECONOMIC GROWTH IS EVIDENT THROUGH THE NUMBER OF FOREIGN-OWNED ENTITIES ATTRACTED TO INVEST

The AIS has attracted a number of entities that are foreign-owned to invest in the South African automotive sector. These foreign entities, from 11 countries across most continents, are contributing to expanding this sector through enhancing the skills base of employees and transferring new technology and know-how, hence improving the country's overall competitiveness.

### COUNTRIES OF OWNERSHIP

|                |         |        |         |          |
|----------------|---------|--------|---------|----------|
| AUSTRALIA      | BERMUDA | FRANCE | GERMANY | INDIA    |
| JAPAN          | JERSEY  | SPAIN  | SWEDEN  | THAILAND |
| UNITED KINGDOM |         |        |         |          |



**CM****R1 159 727 086**

PROJECTED INVESTMENT

**3 344**

FEMALE JOBS TO BE RETAINED

**3 381**

YOUTH JOBS TO BE RETAINED

**8 957**

JOBS TO BE RETAINED

**618**

PROJECTED NEW JOBS

**Level 2-Level 8**

B-BBEE LEVEL

**MHCM****R950 228 007**

PROJECTED INVESTMENT

**155**

FEMALE JOBS TO BE RETAINED

**461**

YOUTH JOBS TO BE RETAINED

**1 013**

JOBS TO BE RETAINED

**171**

PROJECTED NEW JOBS

**Level 5**

B-BBEE LEVEL

**OEM****R5 734 827 371**

PROJECTED INVESTMENT

**2 520**

FEMALE JOBS TO BE RETAINED

**4 641**

YOUTH JOBS TO BE RETAINED

**11 356**

JOBS TO BE RETAINED

**102**

PROJECTED NEW JOBS

**Level 7-Level 8**

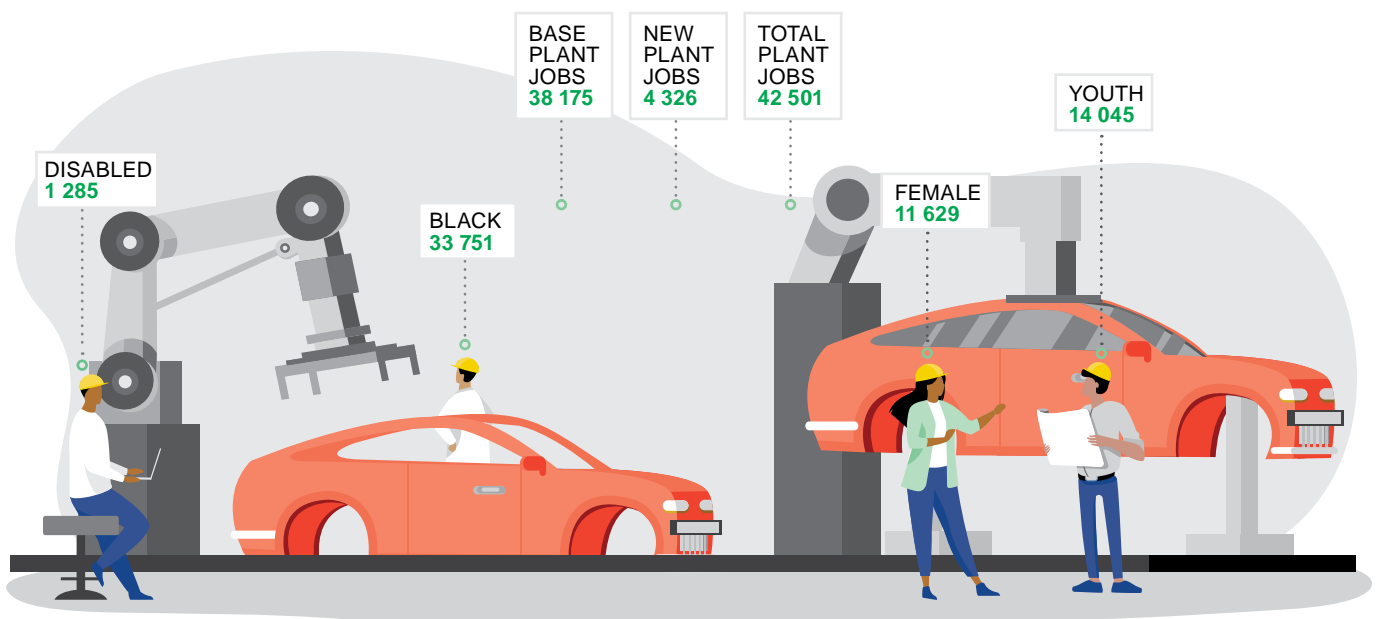
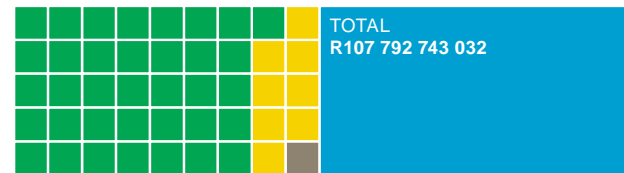
B-BBEE LEVEL

**DISBURSEMENT SNAPSHOT**

INVESTMENT  
CLAIM AMOUNT

**R24 102 909 430****12,3**

IM

**TOTAL VALUE OF LOCAL PROCUREMENT****OEM R101 180 035 805****CM R6 609 413 107****MHCM R3 294 120**

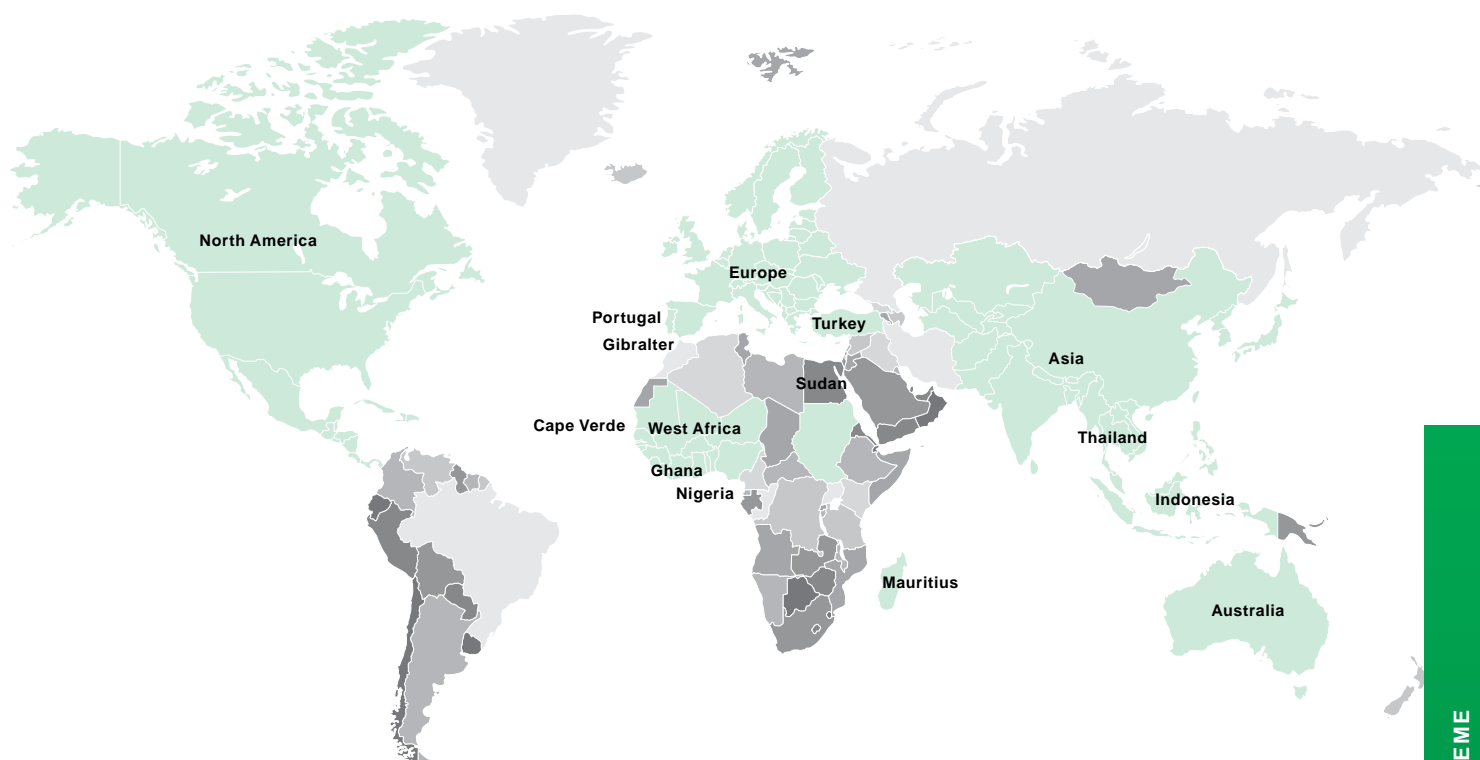
Grants disbursed to CMs in 2019/20 reported an average increase of **22%** in turnover

AIS enabled beneficiaries to become more competitive as it reduced capital costs and allowed the companies to invest in the latest technology

AIS allowed companies to invest more into skills development related to new technology

**TOTAL RAND VALUE EXPORTED BY OEMS: R23 661 755 379**

**UNITS OF MODELS: 278 589**



## HOW HAVE AIS BENEFICIARIES RESPONDED TO **COVID-19**?

### NEGATIVE IMPACTS DUE TO **COVID-19**

- Closing of operations as a result of lockdown regulations in April and May, followed by restarting at lower production volumes once restrictions were lifted.
- Lower demand in supply chain.
- Reduced working hours for staff.
- Logistical challenges.

### ADAPTING BUSINESS DUE TO **COVID-19**

- Providing staff with PPE, sanitising equipment, and onsite screening.
- Changing the work environment to encourage social/physical distancing.
- Restructuring costs to become more cost-competitive.
- Applying for funding support for staff from the Unemployment Indemnity Fund (UIF).
- Seeking new markets for components produced.

# IMVUSA INTERIOR TRIM (PTY) LTD



**PROJECT NAME: TOYOTA MOTORS SOUTH AFRICA PROJECT**

## OWNERSHIP

51% BLACK OWNED | 30% BLACK FEMALE OWNED

## B-BBEE STATUS

LEVEL 2

## APPROVAL DATE

DECEMBER 2017

## APPROVAL AMOUNT

R8 765 599

## CLAIMS PAID TO DATE

R4 094 219

## ACTUAL INVESTMENT

R15 163 774

This newly established component manufacturer, located in Durban, KwaZulu-Natal, started operating in 2018 and produces mats and moulded carpets for Toyota Motors South Africa. In order to operate the new machinery purchased with the AIS support, the company has employed 23 new employees, all of which are black, while 15 are female. This is a ground-breaking milestone for a tier 1 supplier to the OEM to have 30% black female ownership. The employees have all received training on the machinery and equipment to develop their skills. Imvusa Interior Trim (Pty) Ltd was established following an analysis which identified that there was room for more players in the automotive interior trim market. Through this support, Imvusa is now not only able to produce mats at a lower, more competitive cost, it also procures 99% of the raw materials locally.



Like other firms in the industry the company was negatively affected by the COVID-19 pandemic. Reduced volumes from the OEM and the uncertainty of the duration and severity of the COVID-19 crisis made it hard to anticipate recovery. The company's first response was cash flow management and to reducing costs. Various industry bodies such as the National Association of Automobile Manufacturers of South Africa have indicated the potential for further localisation opportunities as a result of "the risk exposure to suppliers from affected COVID-19 countries" – this may be a lifeline for companies like Imvusa.

# AUTO INDUSTRIAL GROUP (PTY) LTD



## OWNERSHIP

100% SOUTH AFRICAN

## B-BBEE STATUS

LEVEL 8

## APPROVAL DATE

JUNE 2017

## APPROVAL AMOUNT

R3 060 000

## CLAIMS PAID TO DATE

R2 075 681

## ACTUAL INVESTMENT

R15 187 051



This existing tooling manufacturer started operating in 2013. Located in Kempton Park, Gauteng, the company produces wheel hubs, brake discs, and brake drums for various OEMs. It has been supported multiple times through the AIS incentive and is currently running its 12th supported project. With a spend of more than R300 million on plant equipment, the incentive has enabled the company to receive a significant rebate, allowing machine centres to meet the high-volume requirements of clients. The AIS financial assistance funded the manufacture of parts for both locally sold vehicles and exported vehicles. Currently, Auto Industrial Group supplies to the OEMs Toyota, Volkswagen, Ford, Nissan, Isuzu, for both local assembly and parts and accessories, as well as Mercedes Benz and BMW for parts and accessories. Local tooling and raw materials used by the project account for 65% of its total procurement. The plant currently employs 653 people, of which 561 are black, 52 female, 200 youth, and 16 are disabled.

During level 5 of the lockdown, there was a drastic fall in demand from the OEMs, 0% demand initially and approximately 30% of normal demand from May 2020. This is gradually increasing to almost normal volumes from October 2020. Auto Industrial Group placed very stringent control of expenses to mitigate the losses due to COVID-19, and accessed the UIF TERS benefit for employees.

# ACOUSTEX (PTY) LTD



**PROJECT NAME: ASHBY PRESS LINE UPGRADE**

## OWNERSHIP

100% SOUTH AFRICAN SMME

## B-BBEE STATUS

LEVEL 2

## APPROVAL DATE

FEBRUARY 2012

## APPROVAL AMOUNT

R3 570 000

## CLAIMS PAID TO DATE

R1 872 689

## ACTUAL INVESTMENT

R12 111 330

This tooling manufacturer, which started operating in 2005 and is located in Port Elizabeth, Eastern Cape, produces pressed sound deadeners used to suppress rattling and vibration noises made by vehicle engines. The tier-one component manufacturer supplies its products to Ford and BMW South Africa, and through the AIS support, has been able to upgrade its machinery with the latest technology to ensure it remains competitive. Since receiving AIS support, Acoustex saw an increase in annual turnover of 12%, and employed a further 18 people, bringing the total number of employees at the plant to 54, of which all were black, 20 were female, and six are younger than 35 years. In addition, local tooling and raw materials used by the project amounted to R7 247 967 and accounted for 65% of its total procurement.

Acoustex team experienced the loss of key management due to COVID-19, lower volumes demanded from customers, and continued payment to suppliers during lockdown without generating sales impacted on company cashflow. The company was able to access bank funding to pay back debt to suppliers, put in place strict measures and communication to limit COVID-19 spread, and negotiated with service providers to suspend services for three months to limit cash outflows.



# DYNAFOAM CONVERTERS (PTY) LTD



**PROJECT NAME: VW270**

## OWNERSHIP

100% SA SMME | 51% BLACK OWNED

## B-BBEE STATUS

LEVEL 2

## APPROVAL DATE

DECEMBER 2017

## APPROVAL AMOUNT

R1 490 300

## CLAIMS PAID TO DATE

R590 291

## ACTUAL INVESTMENT

R4 324 861

Dynafoam, a manufacturer of pressed foam/rubber and felt components with or without adhesive, started operations in 2011 in Port Elizabeth, Eastern Cape. These components are supplied to first-tier component manufacturers for use in producing door sound dampers and sound dampers on the wheel arch fenders for Volkswagen South Africa. Prior to the AIS support, these components were imported from Germany and Spain. Through the machinery and equipment Dynafoam was able to procure with AIS funding, the company gained a competitive advantage and was able to increase production by 86%, resulting in an increase in turnover and in the number of people employed by a further 34, of which 26 are black, 15 female, 13 under the age of 35, and one disabled. In addition, local tooling and raw materials used by the project accounted for 24% of its total procurement. Savings resulting from the support was reinvested into the company, which allowed it to put a formal skills development programme in place. Although Dynafoam lost 100% of revenue due to COVID-19 lockdown restrictions, which impacted the entire automotive industry, as a result of demand for PPE form components and manufactured masks, the company has since been subcontracted to supply Ford AutoMobile plant with visor masks and sold over 150 000, helping it to maintain operations over this period. By May 2020, it was able to pay 80% of salaries and by June 100% of salaries. In addition, the company has retained 100% of jobs created prior to lockdown. Dynafoam also became the first converter in South Africa to be certified as an essential service.



With the recent relocation to the Coega IDZ, Dynafoam is preparing to expand operations beyond borders and has secured some 40% increase in turnover with the advent of the launch of the new Mercedes-Benz in June 2021.



# AGRO-PROCESSING SUPPORT SCHEME

The Agro-Processing Support Scheme (APSS) aims to enable South African agro-processing enterprises to invest in their own businesses in order to increase capacity, create employment, utilise modernised machinery and equipment, encourage competitiveness, improve productivity, and broaden participation. Although the incentive is offered through a 20-30% cost-sharing grant to a maximum of R20 million over a two-year investment period, an additional 10% grant for projects that meet all economic benefit criteria may be considered. These criteria include employment, transformation, geographic spread, and local procurement.

■ TOTAL ACTIVE PROJECTS  
■ FULLY PAID PROJECTS  
■ CANCELLATIONS

(2017/18 to 2019/20)

No: 65  
AMOUNT: R224 164 552

No: 40  
AMOUNT: R164 678 983

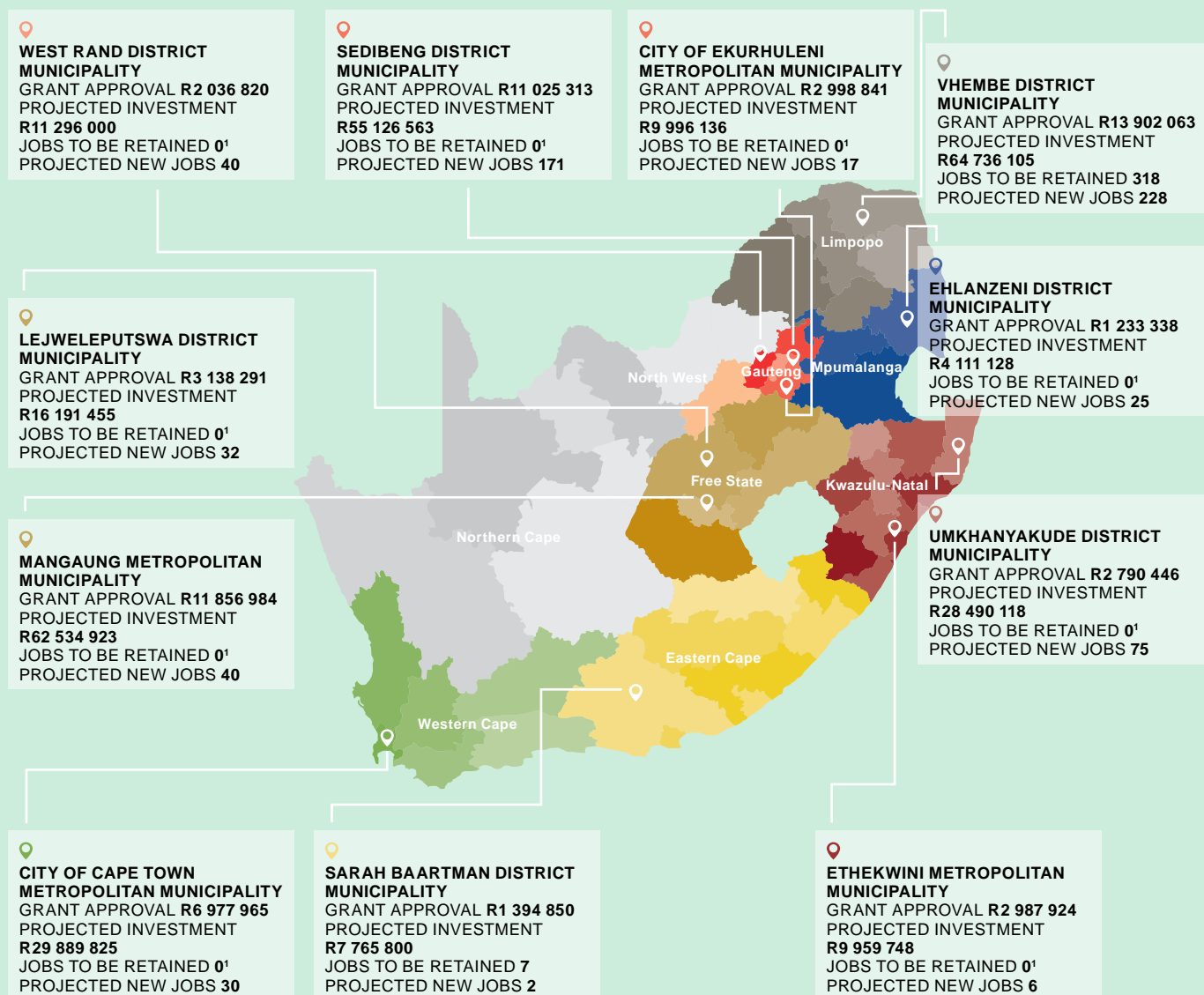
No: 1  
AMOUNT: R19 991 994

Cancellations mainly due to approved projects struggling to meet the criteria of procuring 30% raw materials from domestic black suppliers. An internal review is currently being conducted to understand the challenges experienced by projects around this criteria.

## R60.3 MILLION WAS INJECTED INTO APSS PROJECTS TO STIMULATE INVESTMENT AND COMPETITIVENESS OF THE SOUTH AFRICAN AGRO-PROCESSING SECTOR

| YEAR    | PROJECTS APPROVED | JOBS TO BE RETAINED | PROJECTED NEW JOBS | IM  | GRANT AMOUNT | PROJECTED INVESTMENT |
|---------|-------------------|---------------------|--------------------|-----|--------------|----------------------|
| 2017/18 | 6                 | 1 364               | 253                | 5,3 | R41 370 792  | R219 899 253         |
| 2018/19 | 19                | 1 337               | 626                | 6,5 | R62 965 356  | R406 427 449         |
| 2019/20 | 15                | 325                 | 666                | 4,9 | R60 342 835  | R300 097 801         |



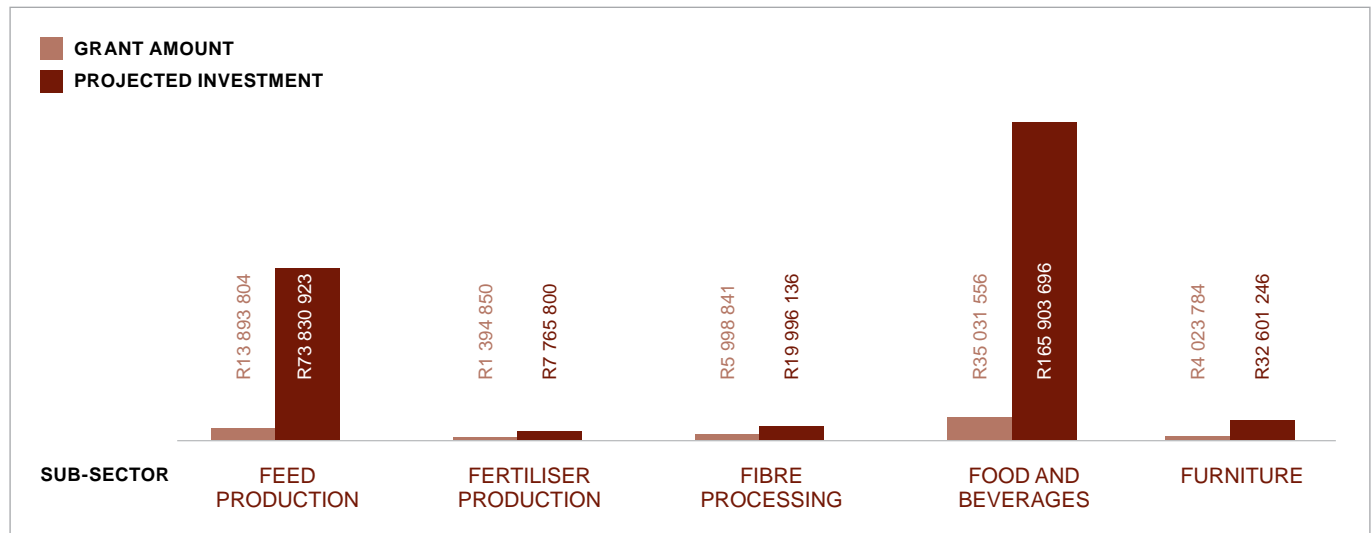


<sup>1</sup>New project

|  | PROVINCE           | GRANT AMOUNT       | PROJECTED INVESTMENT | JOBS TO BE RETAINED | PROJECTED NEW JOBS | FEMALE JOBS TO BE SUPPORTED (new and retained) |
|--|--------------------|--------------------|----------------------|---------------------|--------------------|--|
|  | EASTERN CAPE       | R1 394 850         | R7 765 800           | 7                   | 2                  | 0 <sup>1</sup>                                 |
|  | FREE STATE         | R14 995 275        | R78 726 378          | 0 <sup>1</sup>      | 72                 | 32   |
|  | GAUTENG            | R16 060 974        | R76 418 699          | 0 <sup>1</sup>      | 228                | 109  |
|  | KWAZULU-NATAL      | R5 778 370         | R38 449 866          | 0 <sup>1</sup>      | 81                 | 40   |
|  | LIMPOPO            | R13 902 063        | R64 736 105          | 318                 | 228                | 421  |
|  | MPUMALANGA         | R1 233 338         | R4 111 128           | 0 <sup>1</sup>      | 25                 | 10   |
|  | WESTERN CAPE       | R6 977 965         | R29 889 825          | 0 <sup>1</sup>      | 30                 | 17   |
|  | <b>GRAND TOTAL</b> | <b>R60 342 835</b> | <b>R300 097 801</b>  | <b>325</b>          | <b>666</b>         | <b>629</b>                                     |

## SUPPORTING THE FOOD AND BEVERAGE SUB-SECTOR WHICH ACCOUNTS FOR HIGH JOB CREATION IN THE MANUFACTURING SECTOR

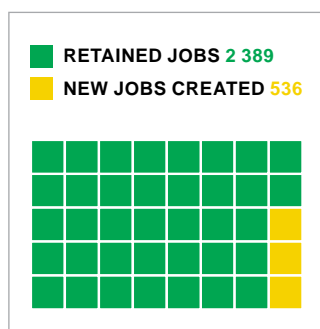
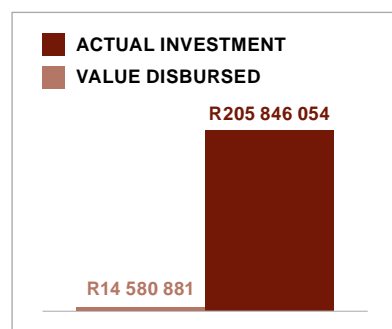
The food and beverages sub-sector, which has a 4,7 investment multiplier, is estimated to create 452 new jobs and retain 318 jobs - the highest of all sub-sector projects funded by APSS. Moreover, this sub-sector accounts for 20% of manufacturing employment as a whole, an increase from 18% in the last 10 years, highlighting the significance of the sub-sector for job creation<sup>2</sup>. Projects in the feed production, fibre processing, and furniture sub-sectors have also been approved for 2019/20.



| OWNERSHIP                | PROJECTS APPROVED | GRANT AMOUNT       | PROJECTED INVESTMENT | JOBS TO BE RETAINED | PROJECTED NEW JOBS |
|--------------------------|-------------------|--------------------|----------------------|---------------------|--------------------|
| <b>EXPANSION PROJECT</b> | 3                 | R12 248 944        | R60 536 268          | 325                 | 134                |
| ENTITY                   | 1                 | R9 954 094         | R49 770 468          | 302                 | 122                |
| TRUST                    | 2                 | R2 294 850         | R10 765 800          | 23                  | 12                 |
| <b>NEW PROJECT</b>       | 12                | R48 093 891        | R239 561 533         | 0                   | 532                |
| ENTITY                   | 1                 | R2 550 000         | R8 500 000           | 0                   | 66                 |
| TRUST                    | 1                 | R11 856 984        | R62 534 923          | 0                   | 40                 |
| BLACK FEMALE             | 2                 | R6 768 411         | R48 379 943          | 0                   | 90                 |
| BLACK MALE               | 6                 | R20 919 655        | R100 150 531         | 0                   | 304                |
| WHITE MALE               | 2                 | R5 998 841         | R19 996 136          | 0                   | 32                 |
| <b>TOTAL</b>             | <b>15</b>         | <b>R60 342 835</b> | <b>R300 097 801</b>  | <b>325</b>          | <b>666</b>         |

<sup>2</sup><http://www.foodbev.co.za/wp-content/uploads/2015/03/FoodBev-SSP-15-16-update-2011.pdf>.

## DISBURSEMENT SNAPSHOT



The machinery and equipment procured through support from **the dtic** allowed the company to improve its processing and storage facilities, as well as the product quality. This improved its competitiveness in the local market. The equipment gave the company a competitive edge through the use of new technology, thus ensuring its long-term sustainability.”

– Sea Harvest Corporation (Pty) Ltd

PROJECTS  
REPORTED  
PROCURING 100%  
OF RAW MATERIALS  
FROM LOCAL  
SUPPLIERS  
AMOUNTING TO  
R916 MILLION





# KHAYELITSHA COOKIES (PTY) LTD



**OWNERSHIP**  
BLACK FEMALE  
**B-BBEE STATUS**  
LEVEL 1  
**APPROVAL DATE**  
MARCH 2018

**APPROVAL AMOUNT**  
R2 964 162  
**CLAIMS PAID TO DATE**  
R426 815  
**ACTUAL INVESTMENT**  
R1 422 716

Khayelitsha Cookies, based in Ndabeni, a township with high unemployment located outside Cape Town, Western Cape, started operating in 2005. The company produces freshly baked cookies and currently has 99 employees, of which 93 are black, 89 are female, and 27 are under the age of 35.

Through the support of the APSS, the company has expanded its existing buildings and upgraded its machinery and equipment. It produced approximately 102 000 cookies per day when operating at full capacity. All raw materials are procured locally, with 32% sourced from black suppliers. The company supplied its individual and unwrapped cookies mainly to the hospitality industry and selected retail outlets, including Tsogo Sun, Tigerbrands, Clicks, and Ciro. It is also looking to expand further into frozen dough production since there is currently no South African producer of this product.

Since Khayelitsha Cookies mainly supplies the hospitality industry (hotels, airport lounges, conference centres, bed and breakfast, and catering companies) the company experienced 65% loss of sales over the national lockdown. The PPE cost the company at least R12 000 per month in additional expenditure. Cash flow was immensely affected. To mitigate these challenges Khayelitsha Cookies approached various companies for support. For example, Clicks stocked the cookies at stores till points at no profit from the sale of these cookies, and Old Mutual Foundation provided a donation of R500 000 to assist in rental and overhead costs. In June, the company launched an online shop with increased marketing and new health range product launched, among various other recovery actions.



# WENSLEYDALE FARMS (PTY) LTD



## OWNERSHIP

BLACK FEMALE

## B-BBEE STATUS

LEVEL 3

## APPROVAL DATE

MARCH 2018

## APPROVAL AMOUNT

R1 972 569

## CLAIMS PAID TO DATE

R73 746

## ACTUAL INVESTMENT

R5 500 000

Wensleydale Farms is an internationally organic certified company located in Centurion, Gauteng. Over the years, it has diversified its line to include a conventional brand called Southern Harvest. Wensleydale products include fresh vegetables, dehydrated ingredients and dry goods. These products are sold nationally to customers like Woolworths, Pick n Pay, Bryanston Organic market, SPAR and Dischem. The new vegetable dehydration project used the APSS support to construct a new building and purchase new machinery and equipment. Although the project is still in the process of expanding and is only operating at 40% capacity, it has increased the number of people employed by 14, and now employs 26 people in total, all of which are black and under the age of 35, while 10 are female.

While food demand never stopped during COVID-19, the restrictions imposed did affect the operations adversely and has negatively affected the revenue targets that this project sought to achieve.



# AMERICANDY MANUFACTURERS (PTY) LTD



## OWNERSHIP

BLACK MALE

## B-BBEE STATUS

LEVEL 4

## APPROVAL DATE

MAY 2018

## APPROVAL AMOUNT

R3 038 150

## CLAIMS PAID TO DATE

R1 107 030

## ACTUAL INVESTMENT

R5 543 933

This candy manufacturer, located in Johannesburg, Gauteng, has been operating since 2013 and mostly supplies local wholesalers, with 5% of its income coming from export sales to Angola, Namibia, and Tanzania. The company used the support received through the APPS to fund machinery and equipment and is now operating at 70 to 80% of its capacity. As a result, it has increased employment by 21 to a total of 115 employees, all of which are black, while 21 are female and 81 are under the age of 35 (at second claim stage). Almost all (94%) of the company's procurement is from local suppliers.

The business has been negatively impacted during lockdown by a reduction in sales and prolonged customer payment terms.







# BERGENDAL ROOIBOS (PTY) LTD

**BERGENDAL**  
ROOIBOS

**OWNERSHIP**  
TRUST-OWNED  
**B-BBEE STATUS**  
LEVEL 1  
**APPROVAL DATE**  
MAY 2019

**APPROVAL AMOUNT**  
R2 997 384  
**CLAIMS PAID TO DATE**  
R2 066 733  
**ACTUAL INVESTMENT**  
R6 889 109

Bergendal Rooibos, a supplier of rooibos tea located on a farm outside Citrusdal in the Western Cape, has been operating since 2006. The project used the APSS support to purchase new machinery and equipment, as well as to expand on its existing storage facility, and is operating at full capacity. As a result, it has increased employment by 17, bringing the total number of employees to 48, of which all are black, 30 are female, and 36 are under the age of 35. The company mostly procures from local suppliers and exports 90% of its final product, which has an approximate value of R19 million.

The COVID-19 pandemic brought many operational and logistical challenges, but fortunately, the factory could continue to operate at full capacity and no jobs were lost over this time.





# GOEDGEDACHT TRADING (PTY) LTD



## OWNERSHIP

SOUTH AFRICAN PRIVATE COMPANY

## B-BBEE STATUS

LEVEL 1

## APPROVAL DATE

AUGUST 2018

## APPROVAL AMOUNT

R1 771 437

## CLAIMS PAID TO DATE

R1 530 000

## ACTUAL INVESTMENT

R5 912 721

This new entity, located on a farm just outside of Malmesbury in the Western Cape, produces extra virgin olive oil, table olives, cordial syrups, flavoured oils, and fruit infused vinegars. The company currently employs 30 people, of which 23 are black and 18 are female. All raw inputs as well as the machinery and equipment used for the project were procured locally, with 32% procured from black suppliers. Operating at 80% capacity and producing 14 000 items per day, Goedgedacht supplied Woolworths and Pick n Pay, and is working with buyers internationally to start exporting its range of products. The company also held contracts manufacturers for several brands locally.

After sales from Pick n Pay dried up at the start of the COVID-19 outbreak, the company pivoted into e-commerce trade and developed a new brand for its range, as well as an online store. During this period, it also developed an immune-support water-soluble powder, produced almost 600 000 meals, and provided multiple support services for the vulnerable communities within which it works.



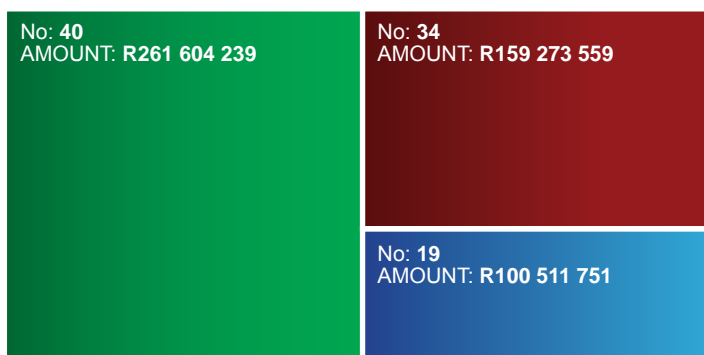


# AQUACULTURE DEVELOPMENT AND ENHANCEMENT PROGRAMME

As aquaculture – freshwater and marine farming – gradually develops in South Africa, it presents an excellent opportunity for economic development. The Aquaculture Development and Enhancement Programme (ADEP) was therefore established in March 2013 to stimulate investment in the sector, create and sustain jobs, broaden participation, and encourage spread in aquaculture production. It does this by offering cost-sharing grants of R40 million for each registered South African entity engaged in primary, secondary, and ancillary activities to invest in machinery, equipment, infrastructure, commercial vehicles, and work boats.

■ TOTAL ACTIVE PROJECTS  
■ FULLY PAID PROJECTS  
■ CANCELLATIONS

(2017/18 to 2019/20)



**ADEP IS BROADENING PARTICIPATION IN THE AQUACULTURE INDUSTRY: 54% OF ALL ADEP PROJECTS APPROVED ARE OWNED BY EMERGING BLACK FARMERS**

| YEAR    | APPROVALS | JOBS TO BE RETAINED | PROJECTED NEW JOBS | IM  | APPROVAL AMOUNT | PROJECTED INVESTMENT |
|---------|-----------|---------------------|--------------------|-----|-----------------|----------------------|
| 2017/18 | 8         | 471                 | 168                | 2,9 | R42 352 971     | R122 927 416         |
| 2018/19 | 19        | 563                 | 765                | 4,5 | R169 648 662    | R770 155 177         |
| 2019/20 | 13        | 348                 | 138                | 2,2 | R49 602 606     | R111 272 259         |

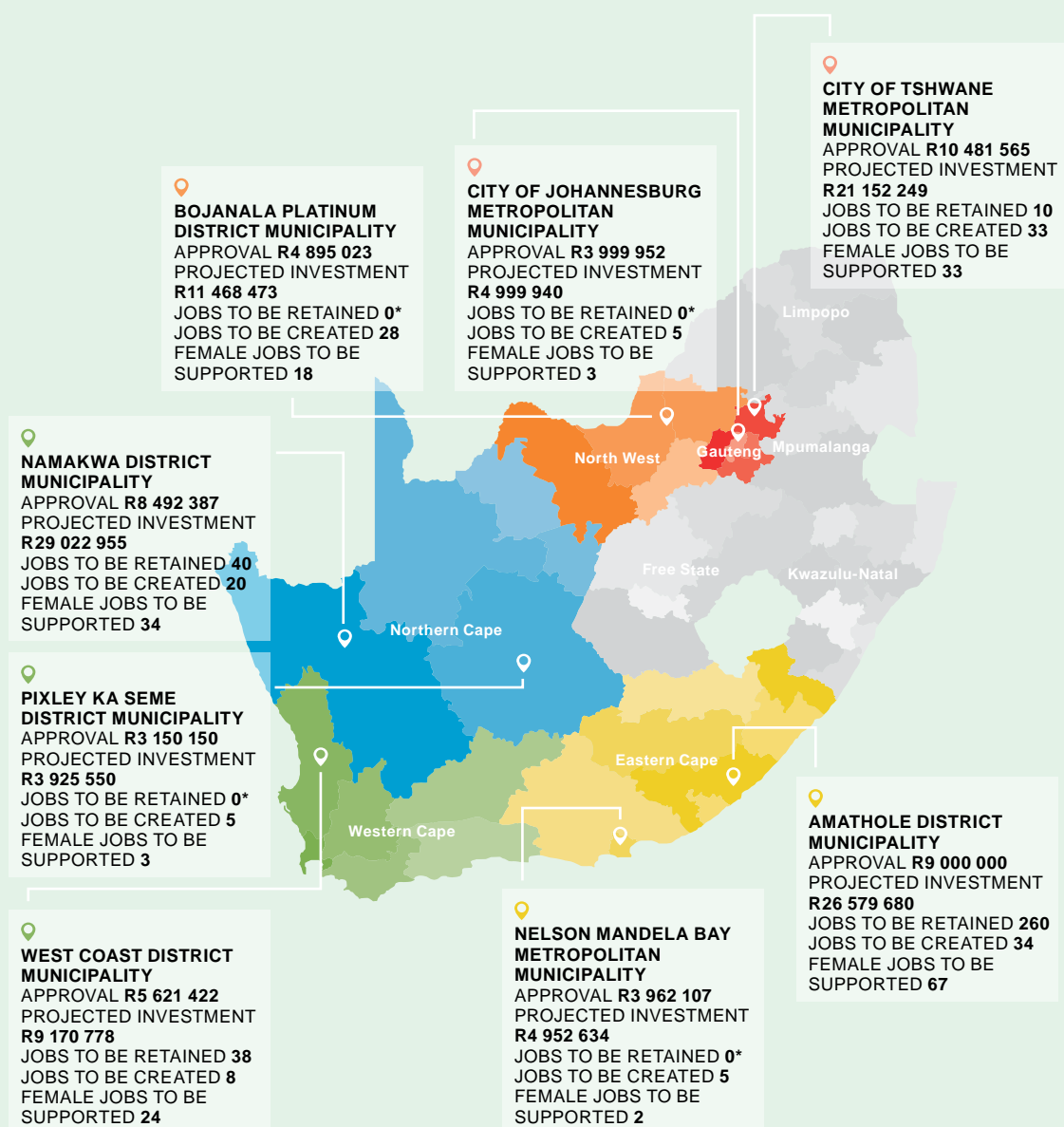
|                |                      |                         |                          |
|----------------|----------------------|-------------------------|--------------------------|
| 7 NEW PROJECTS | 6 EXPANSION PROJECTS | 3 FEMALE-OWNED PROJECTS | 7 EMERGING BLACK FARMERS |
|----------------|----------------------|-------------------------|--------------------------|

A total of R49.6 million has been approved in 2019/20 for 13 projects, with a project investment of R111.2 million. Given the high unemployment rate in South Africa, the creation of 138 new jobs will prove to be a valuable investment, while the investment in female-owned projects and black emerging farmers increases the participation of marginalised groups and supports transformation in the aquaculture sub-sectors.

**GEOGRAPHICAL DIVERSIFICATION OF AQUACULTURE DEVELOPMENT ENCOURAGED THROUGH THE CONTINUED SUPPORT OF INLAND PROVINCES, SUCH AS NORTH WEST**

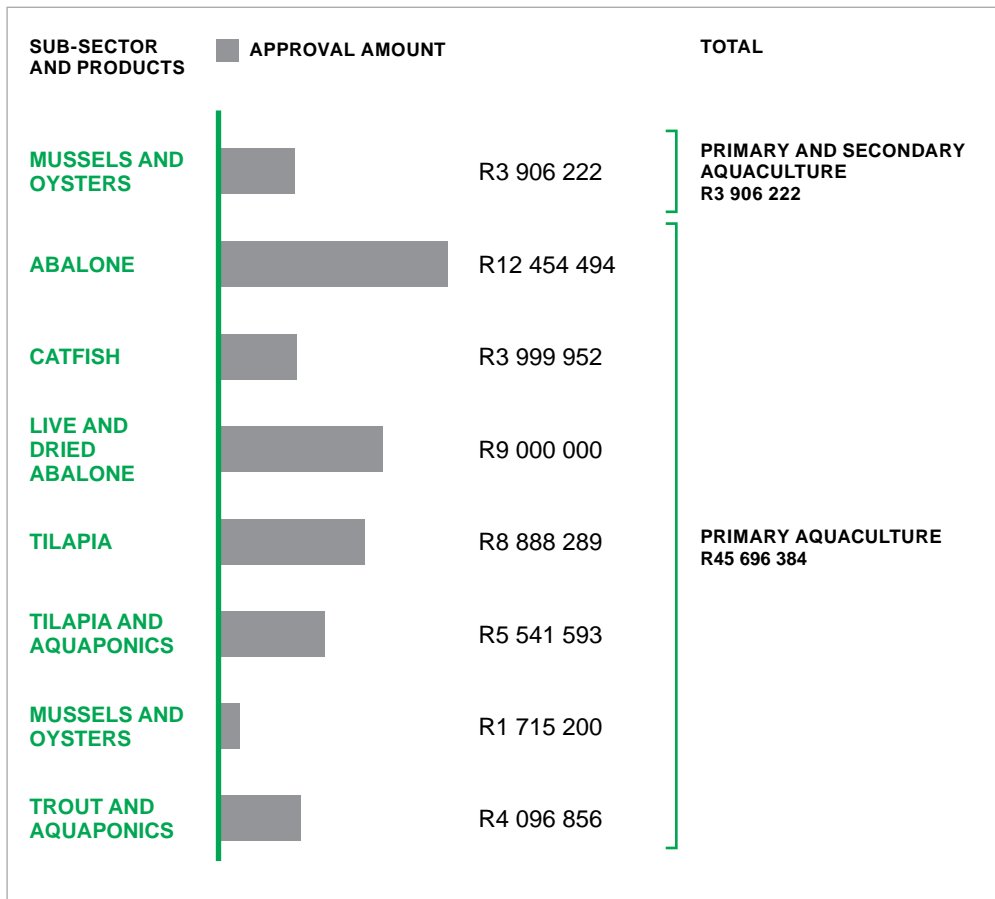
The R4.8 million support for projects in the Bojanala Platinum District Municipality, North West, has a projected investment of R11.4 million – more than double the approval amount. In addition, the projects are expected to produce 28 jobs in a municipality where 40.7% of its economically active population is unemployed<sup>1</sup>.

<sup>1</sup>[http://www.bojanala.gov.za/Bojanala/about-us/?page\\_number\\_0=3](http://www.bojanala.gov.za/Bojanala/about-us/?page_number_0=3)



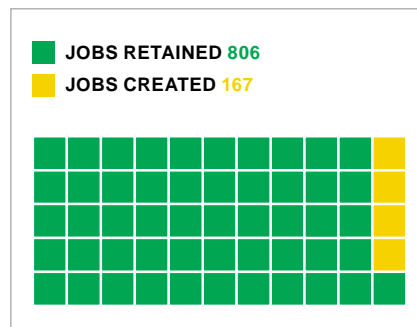
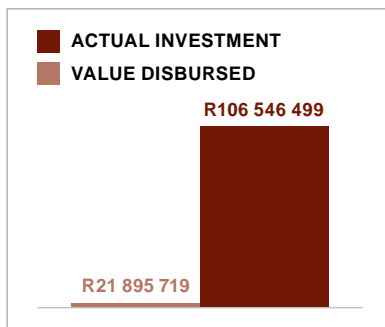
\*Zero new job to be retained are indicative of new projects.

| PROVINCE           | APPROVAL AMOUNT    | PROJECTED INVESTMENT | JOBS TO BE RETAINED | JOBS TO BE CREATED | FEMALE JOBS TO BE SUPPORTED (new and retained) |
|--------------------|--------------------|----------------------|---------------------|--------------------|--|
| EASTERN CAPE       | R12 962 107        | R31 532 314          | 260                 | 39                 | 69   |
| GAUTENG            | R14 481 517        | R26 152 189          | 10                  | 38                 | 36   |
| NORTH WEST         | R4 895 023         | R11 468 473          | 0                   | 28                 | 18   |
| WESTERN CAPE       | R5 621 422         | R9 170 778           | 38                  | 8                  | 24   |
| NORTHERN CAPE      | R11 642 537        | R32 948 505          | 40                  | 25                 | 37   |
| <b>GRAND TOTAL</b> | <b>R49 602 606</b> | <b>R111 272 259</b>  | <b>348</b>          | <b>138</b>         | <b>184</b>                                     |



TILAPIA AND ABALONE ARE THE DOMINANT AQUACULTURE PRODUCTS, BUT OTHER PRODUCTS, SUCH AS CATFISH, ARE COMMONLY PRODUCED BY EMERGING FARMERS AS WELL.

## DISBURSEMENT SNAPSHOT





Our share of the domestic market has increased as a result of the assistance from ADEP. Our sales volumes have increased by 10-15% annually."

Our export sales volumes have increased by 40% since receiving the assistance. We currently export to Hong Kong, China, Mauritius, Ghana and Taiwan."

– Zwembesi Farms (Pty) Ltd



The overall output of the operations has increased by 30% due to incremental space created with the assistance of ADEP"

– Abagold Limited



Capacity has grown from 25 tons to 60 tons due to the support from the ADEP program"

– Doring Bay Abalone (Pty) Ltd

## HOW HAVE ADEP BENEFICIARIES RESPONDED TO COVID-19?

### NEGATIVE IMPACTS DUE TO COVID-19

- Higher costs to arrange airfreight for exports due to the high demand for international cargo flights.
- Reduced demand due to closure of local restaurants and hotels.
- Reduced productivity due to staff that had to be quarantined.

### ADAPTING BUSINESS DUE TO COVID-19

- Production costs cut.
- Working hours reduced.
- Production processes reviewed to become more cost-efficient.







## WILD COAST ABALONE (PTY) LTD



**OWNERSHIP**  
SOUTH AFRICAN

**B-BBEE STATUS**  
LEVEL 2

**APPROVAL DATE**  
MARCH 2017

**APPROVAL AMOUNT**  
R9 000 000

**CLAIMS PAID TO DATE**  
R8 532 862

**ACTUAL INVESTMENT**  
R37 402 512

Wild Coast Abalone, the only abalone production facility in the Eastern Cape, is located in East London and has been in existence since 1998. The company used the ADEP funding to expand its abalone production facilities and is currently operating at 80% capacity, producing 155 tonnes per annum, 100% of which is exported to the Chinese market. The company employs 256 people in an area with unemployment over 25%, of which 231 are black, 53 are female, and 13 are disabled.



# GALLO GROUP (PTY) LTD



**OWNERSHIP**  
SOUTH AFRICAN

**B-BBEE STATUS**  
LEVEL 2

**APPROVAL DATE**  
MARCH 2017

**APPROVAL AMOUNT**  
R4 094 641

**CLAIMS PAID TO DATE**  
R3 495 736

**ACTUAL INVESTMENT**  
R17 096 955

Located in Velddrif, Western Cape, Gallo Group was approved for a new secondary aquaculture project to process frozen mussels in 2017 and again in 2019 to expand its operations, having reached maximum capacity and needing to upgrade its machinery to become more energy-efficient. Through the ADEP support, the company has been able to provide employment opportunities for historically disadvantaged individuals living in a small fishing community with high unemployment rates, and now employs 141 people, of which 136 are black, 122 are female, and 93 are youth. By establishing a mussel processing facility in the area, Gallo Group has also strengthened the value chain by procuring mussels from a 100% black-owned mussel farmer in the area. Currently, the project is operating at 80% capacity and producing 313 tonnes per day. All produce is sold to local retailers and wholesalers.

The COVID-19 pandemic is having a severe effect on the business. Production was halted for 5 weeks and workers were very unsure about safety at work and at home. Sales are down by 75% with restaurants being the Gallo Group's main end-user.



# CROC GARDEN (PTY) LTD



**OWNERSHIP**  
BLACK MALE

**B-BBEE STATUS**  
LEVEL 1

**APPROVAL DATE**  
FEBRUARY 2016

**APPROVAL AMOUNT**  
R2 974 912

**CLAIMS PAID TO DATE**  
R1 846 163

**ACTUAL INVESTMENT**  
R6 631 050

Croc Garden is based in Mookgophong, Limpopo, and was established in 2016. The farm breeds crocodiles and sells both the skin for leather products and the meat. The ADEP funding was used to purchase commercial vehicles, machinery and equipment, aquaculture feed, and bulk infrastructure. The purchases were used to build infrastructure for four dams to accommodate 3 000 crocodiles (an increase from 250) that are sustainably slaughtered for the export market. As a result, Croc Garden was able to secure new markets from China, Italy, and South Korea. To date, the project has created eight jobs in an area with an unemployment rate of over 25%. All the employees are black, and five are female.

The COVID-19 pandemic directly affected Croc Garden, mostly due to halted export to China. The company has not made income from January 2020 to date which is placing pressure on the company to consider job cuts. Feeding crocodiles has become expensive, so the company is currently seeking financial assistance.





# MANUFACTURING COMPETITIVENESS ENHANCEMENT PROGRAMME

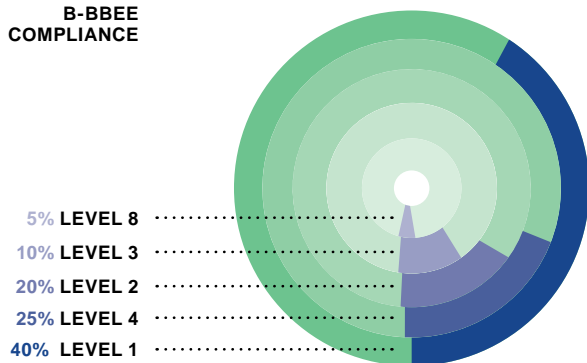
The aim of the Manufacturing Competitiveness Enhancement Programme (MCEP) was to support manufacturers negatively impacted by the 2009 global economic recession in order to increase investment, raise competitiveness, and retain employment in this sector. Although the grant component of the programme, which was managed by **the dtic**, was suspended in 2015 as the funds were fully committed, the Industrial Development Corporation (IDC) continues to administer the loan component for working capital, plant and equipment.

## IDC LOANS TO ENTITIES PROJECTED TO RESULT IN AN INVESTMENT MULTIPLIER OF FOUR

The MCEP saw 23 new projects approved for the year 2019/20 to be funded through IDC loans for a collective sum of R421 million. It is anticipated that this working capital will support beneficiaries with their manufacturing projects and thus be able to raise a further R1.7 billion – an investment multiplier of four times the loan. In addition, the loans are expected to bolster employment by increasing the current number of jobs (3 514) by a further 879.

| YEAR    | APPROVALS | EXISTING RETAINED | PROJECTED NEW JOBS | IM  | LOAN AMOUNT  | PROJECTED INVESTMENT |
|---------|-----------|-------------------|--------------------|-----|--------------|----------------------|
| 2017/18 | 16        | 3 318             | 2 303              | 3,3 | R271 080 000 | R899 807 000         |
| 2018/19 | 46        | 5 572             | 3 274              | 3,6 | R545 548 544 | R1 952 713 517       |
| 2019/20 | 23        | 3 514             | 879                | 4,1 | R421 360 000 | R 1 744 041 796      |

### B-BBEE COMPLIANCE



### DISBURSEMENT SNAPSHOT

A total of R408.7 million was disbursed for the 2019/20 financial year, an increase from R366 million in 2018/19.







# 02 INNOVATION INVESTMENT CLUSTER

The innovation investment cluster provides funding for research and development of prototypes, as well as supporting innovation through testing of new profitable prototypes and their commercialisation in the Fourth Industrial Revolution (4IR).



**TECHNOLOGY AND HUMAN  
RESOURCE FOR INDUSTRY  
PROGRAMME**



**SUPPORT PROGRAMME FOR  
INDUSTRIAL INNOVATION**







# 02 INNOVATION INVESTMENT CLUSTER

## FUNDING AND INVESTMENT IN INNOVATION SECTORS

|                 |           |                               |   |                              |
|-----------------|-----------|-------------------------------|---|------------------------------|
| 22<br>APPROVALS |           | R122.3<br>MILLION<br>APPROVED | R183.2<br>MILLION<br>IN PROJECTED<br>INVESTMENT | R66.6<br>MILLION<br>PAID OUT |
| INCENTIVE       | APPROVALS | APPROVAL<br>AMOUNT            | PROJECTED<br>INVESTMENT                         | DISBURSEMENT<br>AMOUNT       |
| THRIP           | 8         | R92 243 537                   | R128 171 191                                    | R52 581 920                  |
| SPII            | 14        | R30 042 824                   | R55 037 496                                     | R13 996 765                  |



# TECHNOLOGY AND HUMAN RESOURCES FOR INDUSTRY PROGRAMME

The Technology and Human Resources for Industry Programme (THRIP) promotes partnerships in pre-commercial research between business and the public-funded research base. In addition, all THRIP-approved initiatives need to incorporate human resource development, while the strong emphasis on the development of SMMEs, particularly those that are black-owned, will go a long way in enriching their technological knowledge and skills, thereby improving their competitiveness. Furthermore, meeting the primary goals of facilitating scientific research, technology development, and technology diffusion will see an enhancement of technological innovation, which plays a crucial part in the advancement of the economy.

**TOTAL ACTIVE PROJECTS**  
**FULLY PAID PROJECTS 0**  
**CANCELLATIONS** (2017/18 to 2019/20)

No: 53  
 AMOUNT: R479 455 756

No: 12  
 AMOUNT: R109 037 206

## INVESTING IN HUBS OF INNOVATIVE RESEARCH IN HIGHER EDUCATION INSTITUTES

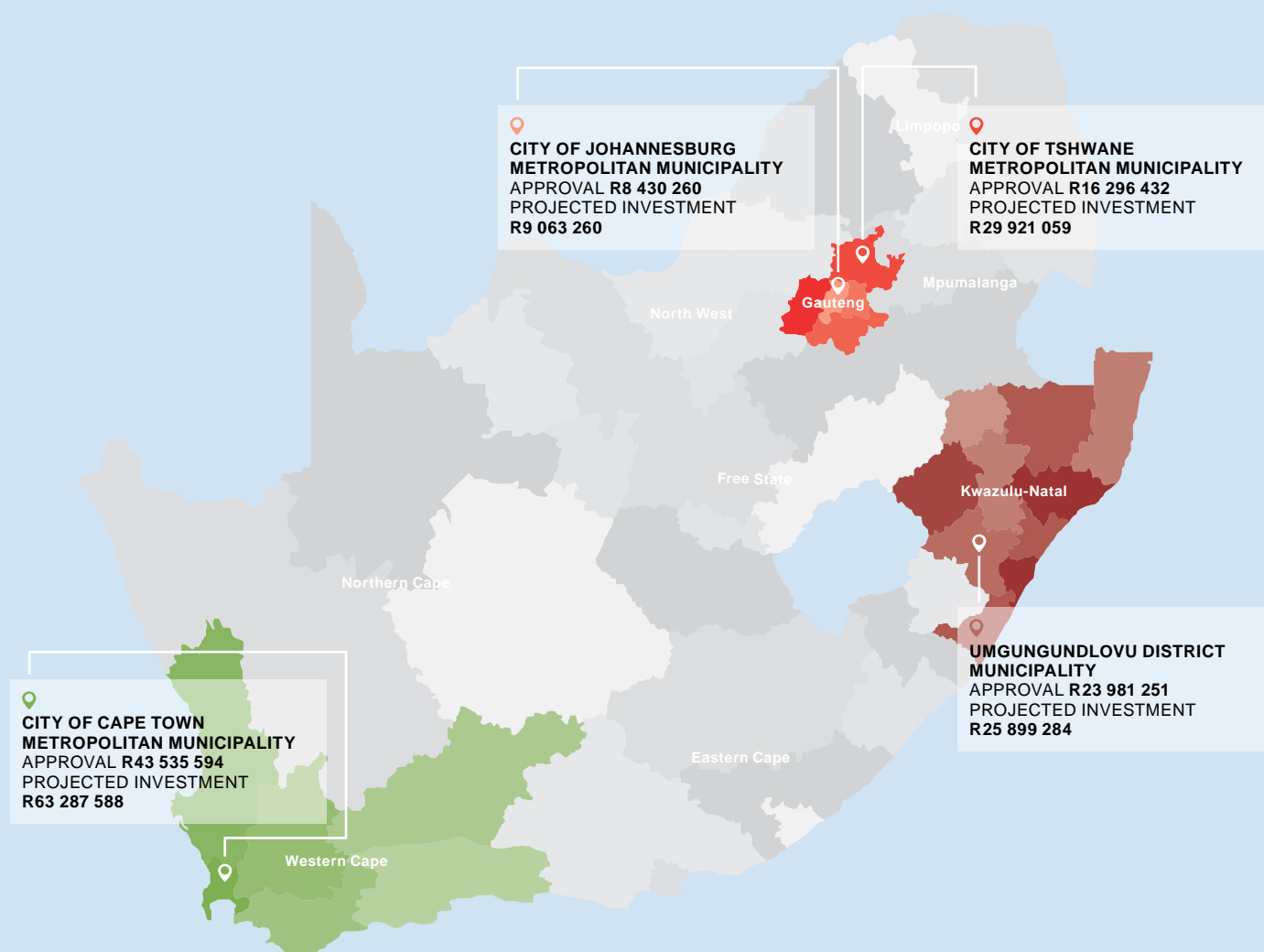
Eight projects across three provinces (Gauteng, KwaZulu-Natal, and the Western Cape) have been approved during 2019/20, with a total grant amount of R92.2 million. These projects will support 47 students, while the innovative research and technology developed through the projects is expected to garner R128 million in further investments.

Higher education institutions (HEIs) have an expanding role in research and development (R&D) within the national innovation ecosystem, as seen in the patterns of increased R&D expenditure<sup>1</sup>, and play an integral part in the implementation of the THRIP, with four institutes participating in the approved projects, namely the University of Cape Town, University of North West, University of Pretoria, and the University of Stellenbosch. Of note, the mismatch between where the HEIs are located and the represented provinces is indicative of cross-regional collaboration enabled by willingness to work remotely, which is made possible through technology.

| YEAR    | APPROVALS | STUDENTS TO BE SUPPORTED | IM  | GRANT AMOUNT | PROJECTED INVESTMENT | DISBURSEMENTS |
|---------|-----------|--------------------------|-----|--------------|----------------------|---------------|
| 2017/18 | 25        | 135                      | 1,4 | R208 053 681 | R298 717 605         | R20 130 052   |
| 2018/19 | 20        | 107                      | 1,4 | R179 158 538 | R242 769 495         | R43 185 957   |
| 2019/20 | 8         | 47                       | 1,4 | R92 243 537  | R128 171 191         | R52 581 920   |

<sup>1</sup>Walwyn, David, & Cloete, Laurens. (2016). Universities are becoming major players in the national system of innovation. South African Journal of Science, 112(7-8), 1-8. <https://dx.doi.org/10.17159/sajs.2016/20150358>.





|   | PROVINCE           | APPROVAL PROJECTS | APPROVAL AMOUNT    | PROJECTED INVESTMENT |
|---|--------------------|-------------------|--------------------|----------------------|
| 📍 | GAUTENG            | 3                 | R24 726 692        | R38 984 319          |
| 📍 | KWAZULU-NATAL      | 1                 | R23 981 251        | R25 899 284          |
| 📍 | WESTERN CAPE       | 4                 | R43 535 594        | R63 287 588          |
|   | <b>GRAND TOTAL</b> | <b>8</b>          | <b>R92 243 537</b> | <b>R128 171 191</b>  |



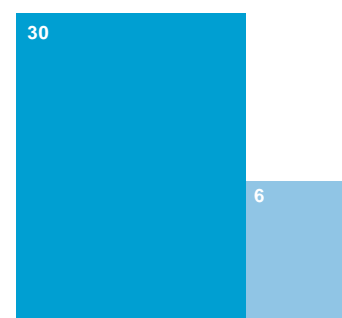
## TECHNOLOGY INTENSIVE HEALTH ECONOMY INDUSTRIES TO RECEIVE R75 MILLION

With the rapidly increasing rate of technological advancements, research budgets should be allocated to projects focused on industries that not only bring about positive development outcomes, but which will continue to be relevant and important in the foreseeable future. Various industries for innovation are covered by the approved projects, including health economy, agro-processing, and renewable energy, but the large sum of grants (R75 million) awarded to projects in the health economy sector is especially encouraging, given this is a high technology industry<sup>2</sup>. It is also reassuring that there is commitment to agro-processing and renewable energy, as these are crucial for sustainability of the economy in the long run. However, with the importance of digitisation growing exponentially, and developments in the field continuously changing the ways in which we learn, work, produce, consume, and interact, there should be a greater focus on ICT, which received the smallest proportion of grants<sup>3</sup>.

| INDUSTRY         | NUMBER OF PROJECTS | GRANT AMOUNT       | PROJECTED INVESTMENT |
|------------------|--------------------|--------------------|----------------------|
| AGRO-PROCESSING  | 1                  | R8 430 260         | R9 063 260           |
| HEALTH ECONOMY   | 5                  | R74 548 777        | R102 265 735         |
| RENEWABLE ENERGY | 1                  | R5 215 000         | R6 965 000           |
| ICT SERVICES     | 1                  | R4 049 500         | R9 877 196           |
| <b>TOTAL</b>     | <b>8</b>           | <b>R92 243 537</b> | <b>R128 171 191</b>  |

NUMBER OF STUDENTS

■ BLACK  
■ FEMALES

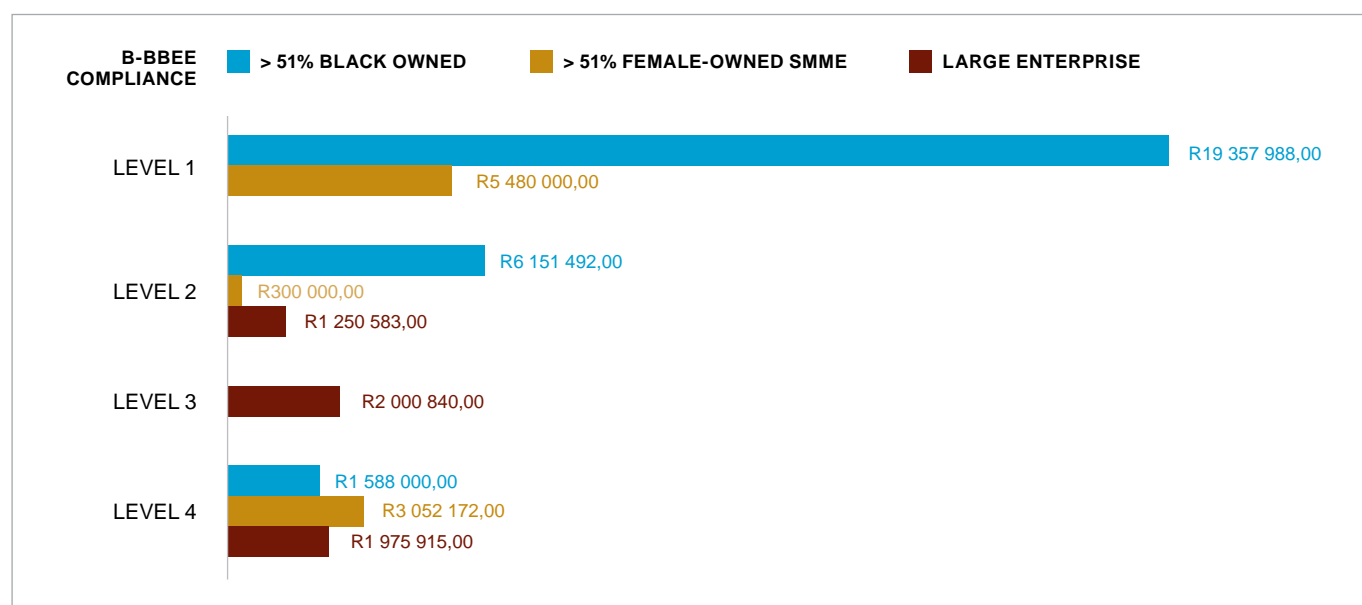


## DISBURSEMENTS SNAPSHOT

Claims paid during the 2019/20 year amounted to just under R52 million. This sees a continuation in the trend of growing disbursements over the past few years.

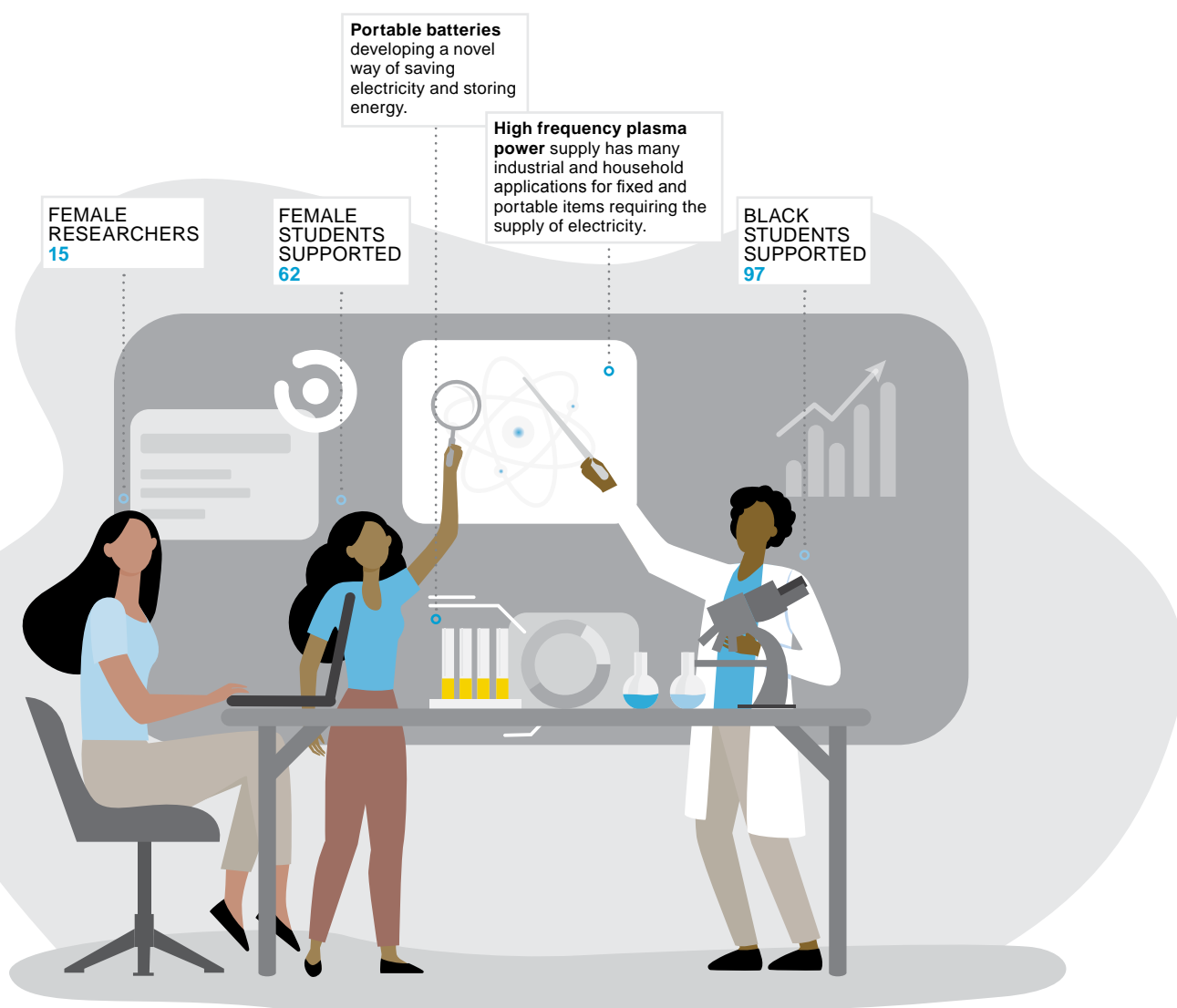
## CONTRIBUTING TO THE SUPPORT OF SMMEs

SMMEs were paid a total of R47 million out of R52 million in claims, of which more than half (R27 million) was paid to majority black-owned SMMEs and almost R9 million was paid to women-owned SMMEs.



<sup>2</sup>[http://www.thedtic.gov.za/wp-content/uploads/Technology\\_Trends.pdf](http://www.thedtic.gov.za/wp-content/uploads/Technology_Trends.pdf).

<sup>3</sup>[https://www.dst.gov.za/images/2019/FINAL-White-Paper-to-Cabinet\\_11-March-2019.pdf](https://www.dst.gov.za/images/2019/FINAL-White-Paper-to-Cabinet_11-March-2019.pdf).



## HOW HAVE THRIP BENEFICIARIES RESPONDED TO COVID-19?

### NEGATIVE IMPACTS DUE TO COVID-19

- Project delays due to research facilities closing over lockdown.
- Financial constraints due to the weakening Rand adversely affecting import prices.

### ADAPTING BUSINESS DUE TO COVID-19

- Procurement of masks that are integrated with sensors to encourage self-examination.
- Research output can be used for medical waste reduction, such as discarded PPE.

# INNOVON TECHNOLOGIES (PTY) LTD



## OWNERSHIP

BLACK FEMALE

## B-BBEE STATUS

LEVEL 2

## APPROVAL DATE

MARCH 2019

## APPROVAL AMOUNT

R6 550 000

## CLAIMS PAID TO DATE

R300 000

Innovon Technologies was founded in 2017 and is located in Pretoria, Gauteng. The SMME conducts research on the development of natural ingredients and innovative products. THRIP funding was used to develop at least three South African plant-based active ingredients for addressing problems associated with nasal congestion, inflammation, pain, gout, and wounds. The company has partnered with the University of Pretoria for the project and the research team includes three black and two female researchers, as well as four students. The outcomes of the research will result in commercialised products such as nasal sprays, anti-inflammatory patches, and wound healing patches.

As a result of the COVID-19 national lockdown, Innovon Technologies could not access the laboratory facilities and this delayed the project. However, the team started working on other aspects of the project through desktop work to gain time on some activities while losing time on others. In addition, one of the ingredients in the SMME's product formulation for treating colds and flu will be attractive to the public because of the hype created during the COVID-19 pandemic.



# INDABUKO INSTITUTE (PTY) LTD



## OWNERSHIP

BLACK MALE-OWNED ENTITY

## B-BBEE STATUS

LEVEL 1

## APPROVAL DATE

MAY 2018

## APPROVAL AMOUNT

R8 521 100

## CLAIMS PAID TO DATE

R5 295 611

Through the THRIP financial support, Indabuko Institute, founded in 2017 and located in Pretoria, Gauteng, was able to conduct some initial fundamental research on the development of portable and rechargeable lithium ion battery systems that can

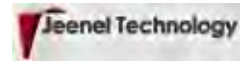


be used in remote areas and store energy generated by the roof photovoltaic system. In addition, it was able to fund student bursaries. The SMME has partnered with the Council for Scientific and Industrial Research (CSIR), Universities of Pretoria and Witwatersrand and their partnership includes three male black students, and one female black student – three male at Masters level and one PhD candidate. The project is driven by the need to develop localised green energy solutions through innovative technology to alleviate the energy challenges in South Africa. When the research nears its conclusion, the institute will establish a firm to commercially produce energy storage systems based on its research.

The COVID-19 national lockdown meant that the project could not access the funding it depended on for its research. As a result, it is now identifying opportunities to secure funding without relying on external sponsors. The company also plans to produce masks that are integrated with sensors so that people will be able to monitor themselves for signs of infection.



# JENEEL TECHNOLOGY SERVICES (PTY) LTD



**OWNERSHIP**  
WHITE MALE

**B-BBEE STATUS**  
LEVEL 3

**APPROVAL DATE**  
AUGUST 2016

**APPROVAL AMOUNT**  
R2 757 199

**CLAIMS PAID TO DATE**  
R704 198

Established in 1999, Jeneel Technology Services, located in Boksburg, Gauteng, is conducting research to develop a high frequency switch mode plasma power supply for industrial, portable, and mobile application in the green energy industry. Through its partnership with the Tshwane University of Technology, the project includes one black researcher and two black students. The THRIP financial support has assisted in product development and student exposure to industrial and educational industry partners. A prototype is expected by the end of 2020, with commercialisation in 2023. Economic benefits that will be realised include job creation and the development of new, energy saving technology.

Cashflow constraints as a result of the COVID-19 national lockdown resulted in slower than expected progress. However, once developed, the product could be used for the reduction of medical waste.



# APPLIED PROTEIN BIOTECHNOLOGIES (PTY) LTD



**OWNERSHIP**  
BLACK FEMALE

**B-BBEE STATUS**  
LEVEL 4

**APPROVAL DATE**  
MARCH 2019

**APPROVAL AMOUNT**  
R5 422 000

**CLAIMS PAID TO DATE**  
R1 588 000

This black, female-owned SMME is located in Johannesburg, Gauteng, and conducts research on the development of protein engineering for the creation of high-performance variants of commercially-important proteins and biocatalysts. The project has partnered with the University of Witwatersrand and includes three black students for the research. Economic benefits reported by the project include local production of testing and protective reagents in an energy-saving manner. The project has already filed one patent for a newly developed insect repellent prototype, which is currently in its testing phase. In addition, while the project reported delays in its research due to the COVID-19 lockdown, it reported that the research can also be used for polymerase chain reaction (PCR) testing, which is mainly used for DNA testing in small samples, but can also be used for early detection of diseases such as COVID-19.



# SUPPORT PROGRAMME FOR INDUSTRIAL INNOVATION

The Support Programme for Industrial Innovation (SPII) has the mandate to promote technology development in various industries, with an emphasis on the creation of new and innovative products and processes. In particular, investment support is focused on creating pre-market prototypes, which can then be tested and validated within respective markets with the idea of establishing product-market fit, whereupon entities can seek further investment for expansion and iteration.

**TOTAL ACTIVE PROJECTS 57**  
**FULLY PAID PROJECTS 14**  
**CANCELLATIONS 0**

(2017/18 to 2019/20)

No: 57  
 AMOUNT: R142 802 226

No: 14  
 AMOUNT: R40 910 654

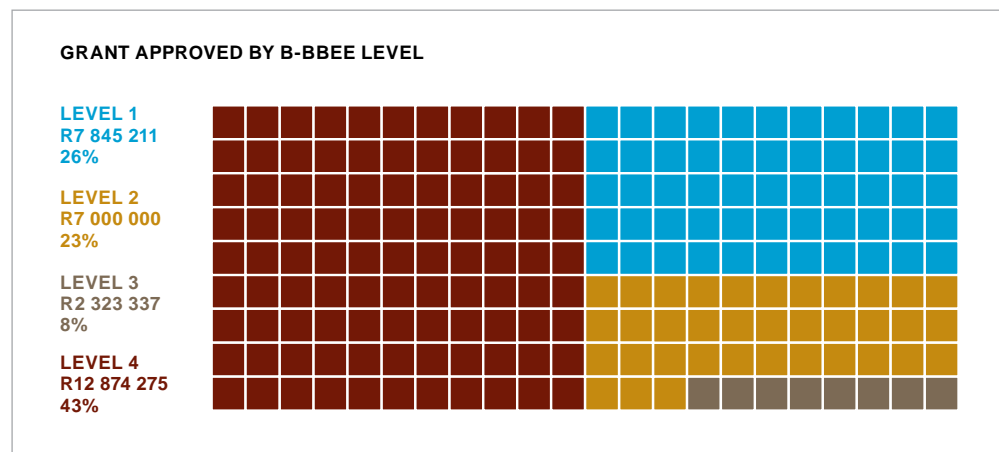
## CONTINUED SUPPORT TO PROJECTS THAT ENABLE THE FOURTH INDUSTRIAL REVOLUTION

In 2019/20, 14 projects were approved for a total of R30 million, which are estimated to raise a further R55 million. Product development supported through SPII ranges from digitisation and integration of vertical and horizontal value chains (cloud computing, location detection, mobile devices, 'internet of things' platforms), to digitisation of product and service offerings (big data analytics, smart sensors with multilevel customer interaction) and digital business models and customer access (cybersecurity, 3D printing/additive manufacturing).

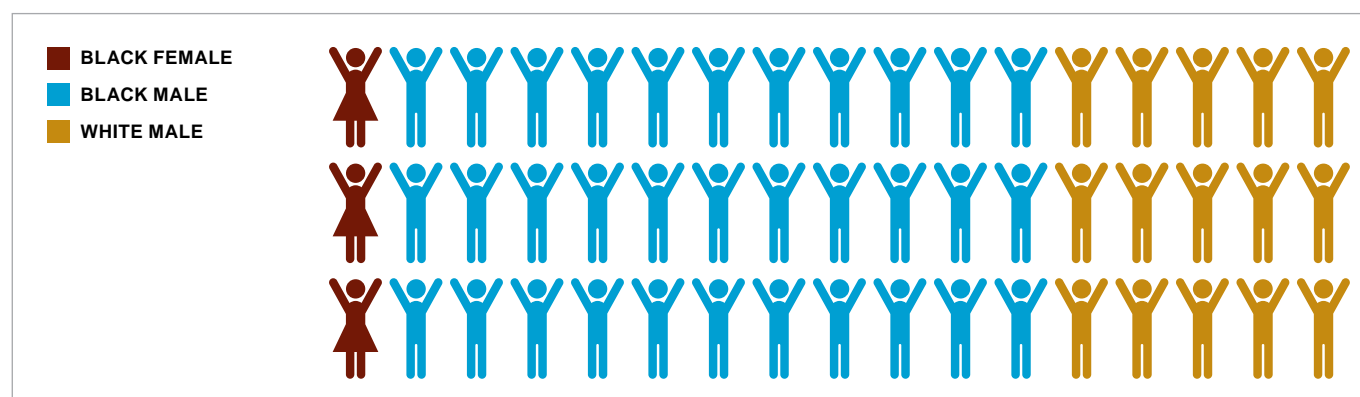
| AGGREGATE PERFORMANCE | APPROVALS | IM  | GRANT AMOUNT | PROJECTED INVESTMENT |
|-----------------------|-----------|-----|--------------|----------------------|
| 2017/18               | 25        | 2,0 | R71 825 358  | R141 369 935         |
| 2018/19               | 18        | 1,9 | R40 934 045  | R76 769 189          |
| 2019/20               | 14        | 1,8 | R30 042 824  | R55 027 496          |

## TRANSFORMATION MEETS INNOVATION

The SPII is made up of two sub-programmes: the Product Process Development (PPD) Scheme and the Matching Scheme, which provide financial assistance in the form of non-repayable grants to small and micro-enterprises and large enterprises, respectively. It is encouraging that a significant portion of the total grants approved (R27.7 million) were allocated to SMMEs. Supporting SMME innovation and growth will play a significant role in development, given that SMMEs are the backbone of the South African economy. All entities approved are at least Level 4 B-BBEE compliant, with this level making up the largest number of benefactors according to grants approved. In addition, 41% of the grant amount approved has been allocated to black-owned entities.



## OWNERSHIP



| OWNER        | GRANT AMOUNT       | PROJECTED INVESTMENT AMOUNT |
|--------------|--------------------|-----------------------------|
| BLACK FEMALE | R2 494 305         | R3 250 155                  |
| BLACK MALE   | R9 869 396         | R14 754 497                 |
| WHITE MALE   | R17 679 123        | R37 022 845                 |
| <b>TOTAL</b> | <b>R30 042 824</b> | <b>R55 027 496</b>          |

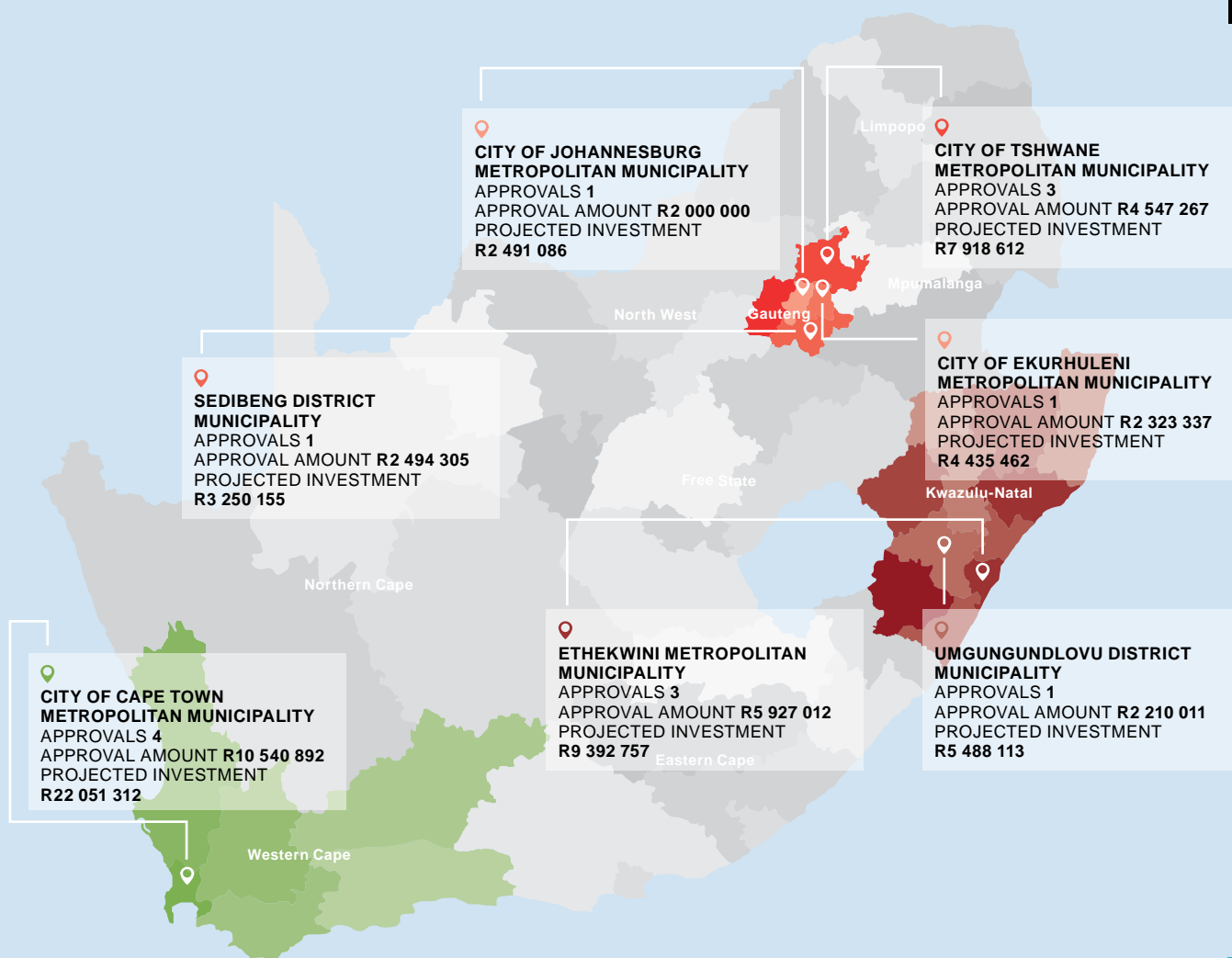
## INNOVATION AND GROWTH THROUGH THE ELECTRONICS SUB-SECTOR

Three provinces are represented by the approved projects (Gauteng, KwaZulu-Natal, and the Western Cape), with the City of Cape Town Metropolitan Municipality receiving the largest proportion of the grants. Totalling R10.5 million, this amount went to four projects, all of which operate in the electronics sub-sector. Furthermore, the electronics sub-sector received about R15 million of the total grants approved and has one of the highest investment multipliers within this incentive, at just over 2. This means that the grant invested is expected to be doubled. Investment in this sub-sector is also important because of the opportunity it provides for the development of original design products which can reduce the non-recurring engineering costs during product development. In addition, the sub-sector services many of the innovation needs of other industries, for example, electronics are key components of computers, which in turn drive industries such as aerospace, automotive, medical, and agri-food, to name a few. The sub-sector as a whole accounted for more than half of total electro-technical exports from South Africa in 2014<sup>1</sup>.

The transport equipment sector has the second highest total approval amounts, and with increasing urbanisation requiring efficient transport systems, particularly for public transport, this is critical. Improved public transport systems will aid in decreasing congestion within cities, while also making transport more affordable for commuters.

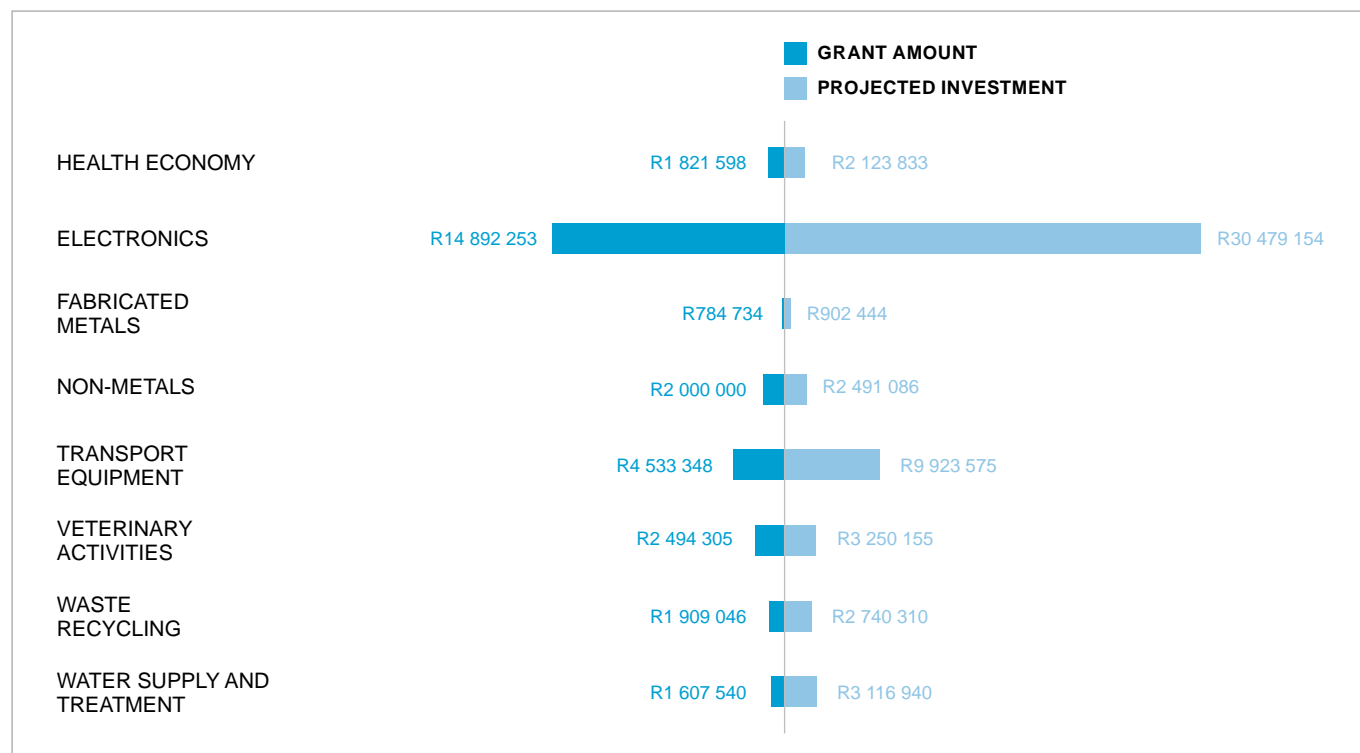
<sup>1</sup><http://www.investsa.gov.za/investment-opportunities/advanced-manufacturing/electronics/#:-:text=South%20Africa%20has%20a%20well,electro%2Dtechnical%20exports%20in%202014.>





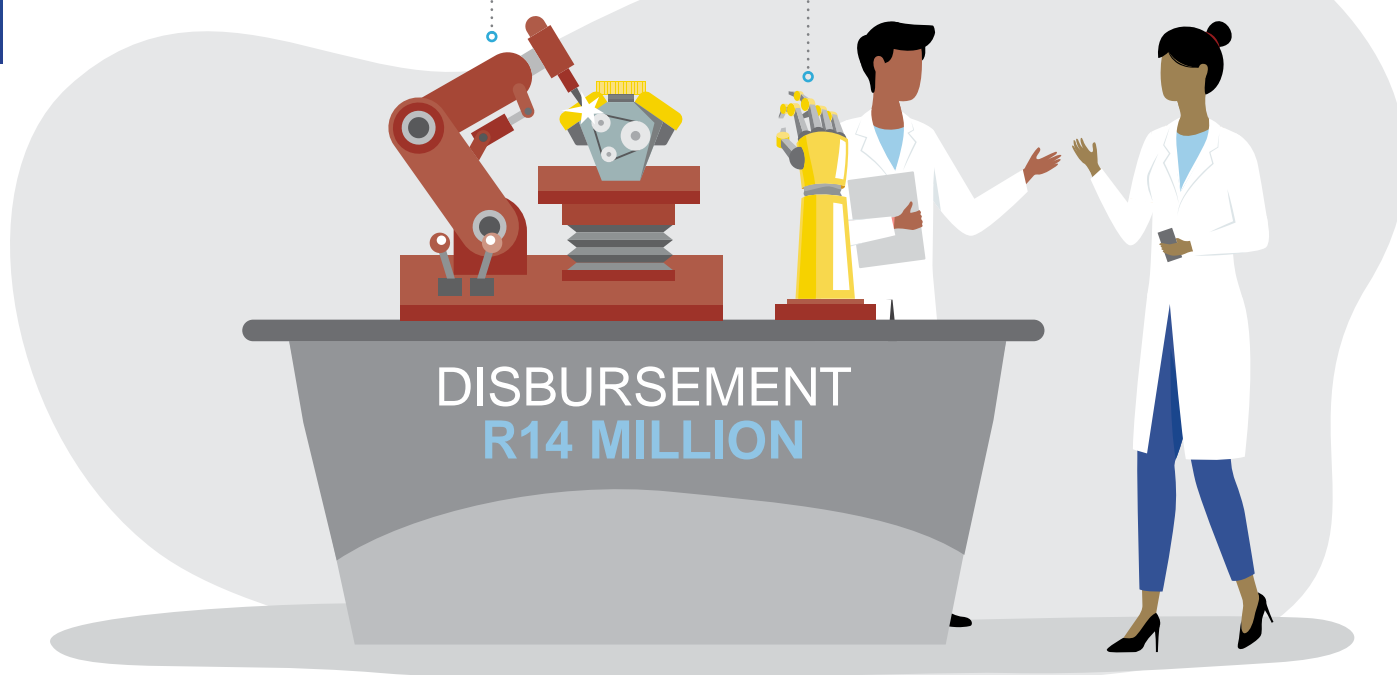
|   | PROVINCE           | APPROVALS | APPROVAL AMOUNT    | PROJECTED INVESTMENT |
|---|--------------------|-----------|--------------------|----------------------|
| 📍 | GAUTENG            | 6         | R11 364 909        | R18 095 315          |
| 📍 | KWAZULU-NATAL      | 4         | R8 137 023         | R14 880 869          |
| 📍 | WESTERN CAPE       | 4         | R10 540 892        | R22 051 312          |
|   | <b>GRAND TOTAL</b> | <b>14</b> | <b>R30 042 824</b> | <b>R55 027 496</b>   |





Approximately R11.9 million of raw materials, software, tolling and laboratory equipment was procured locally, which is around 65% of the total procurement reported by beneficiaries.

Beneficiaries have registered prototypes in South Africa, Australia, India, the European Union, and the USA.



## HOW HAVE SPII BENEFICIARIES RESPONDED TO COVID-19?

### NEGATIVE IMPACTS DUE TO COVID-19

- Shutting down operations and exhibitions due to national lockdown.
- Financial pressures due to the weakening Rand.

### ADAPTING BUSINESS DUE TO COVID-19

- Creating partnerships with local suppliers.
- Reaching out to new markets to provide online loyalty rewards programmes.

# HYPERNOVA SPACE TECHNOLOGIES (PTY) LTD

HYPERNOVA  
SPACE TECHNOLOGIES

## VAT PLASMA THRUSTER

### OWNERSHIP

BLACK MALE

### B-BBEE STATUS

LEVEL 2

### APPROVAL DATE

OCTOBER 2019

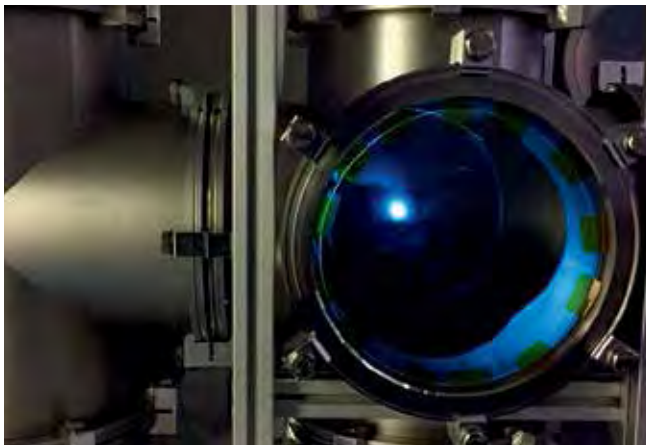
### APPROVAL AMOUNT

R5 000 000

### CLAIM AMOUNT

R1 000 000

Hypernova Space Technologies was established in 2018 and is based in Somerset West, Western Cape. The company intends to develop a propulsion system suitable for micro- and nano-satellites, with the long-term vision of building space transport infrastructure and becoming a pioneer in the collection and use of space resources. These satellites are used for remote sensing of the earth for commercial applications,



such as big data. Once the prototype is ready for commercialisation, possible clients include satellite manufacturing companies, big data companies, research and development institutions, government agencies, and universities. The company has already developed initial prototypes to show the technology to potential customers. These have technological, business model, and market advantages over the propulsion systems that are already in the market, including cheaper use of solid fuels, which also has profound implications for long-term space flight as it will be able to convert space debris into fuel. The product is also easy to use and is not subject to the same export controls as its US-based competitors. The SPII funding has allowed the team to kick-start the programme and, as a result, the company plans to hire two to three more staff in the next few months.

Set up of the Hypernova facilities were delayed due to the hard lockdown for the month of April 2020. However, that did not prevent continuation of other activities. Hypernova have since had very limited effects as a result of COVID-19.



# NEPO IT SYSTEMS (PTY) LTD

TOKEN HUNT APP



## OWNERSHIP

BLACK MALE

## B-BBEE STATUS

LEVEL 1

## APPROVAL DATE

OCTOBER 2017

## APPROVAL AMOUNT

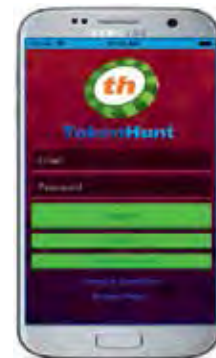
R513 547

## CLAIM AMOUNT

R177 322

Nepo IT Systems, established in 2015 and based in Johannesburg, Gauteng, specialises in the research and development of new concept innovations with both mobile and web applications. The aim of the SPII-supported project is to develop a multichannel loyalty rewards programme built on the concept of shopping gamification and digital advertising apps, whereby customers seek to visit participating online brands/stores to hunt digital tokens in order to win prizes. The idea for the token hunt was motivated by the current challenge of plastic loyalty cards, the volume of which has created a huge inconvenience to the customer market. The goal is therefore to replace the current plastic reward model with the app-based digital token model. The participating brands will be able to use the app to understand the demographics of their target market and if they are using the correct marketing strategies. Through SPII funding, the company has been able to develop the app prototype, hire SMME sub-contractors, and fund the travel for meetings and product testing. The application now has more than 1 000 users across the country and has signed on Bidvest and MCarthy.

As a result of the COVID-19 national lockdown, the company had to close for three months causing it to lose about R1000 in monthly subscriptions from pilot clients (affected by reduced product purchasing).



# AMASU TECHNOLOGIES (PTY) LTD

DIAGNOSTIC FOR RAPID DETECTION OF HIV



## OWNERSHIP

WHITE MALE SMME

## B-BBEE STATUS

LEVEL 4

## APPROVAL DATE

JUNE 2019

## APPROVAL AMOUNT

R3 320 680

## CLAIM AMOUNT

R1 318 800



Amasu Technologies, established in 2015, is a biotechnology company based in Durban, KwaZulu-Natal. The company's key focus is the development of diagnostic devices to detect diseases affecting developing countries, while the SPII-supported project will specifically seek to develop HIV diagnostic detectors to speed up the testing process in South Africa and replace testing devices currently being imported.

COVID-19 negatively affected the company's access to funding. As a result, supplies were mostly purchased locally.



# LEARNERS ONLINE TECHNOLOGIES (PTY) LTD

LEARNERS ONLINE APP



## OWNERSHIP

BLACK MALE SMME

## B-BBEE STATUS

LEVEL 1

## APPROVAL DATE

JULY 2018

## APPROVAL AMOUNT

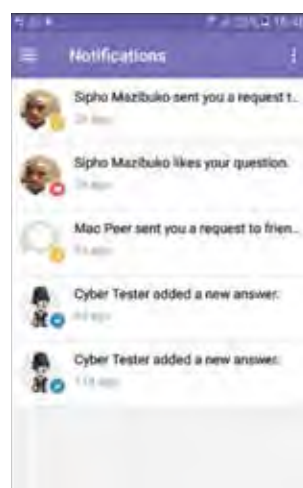
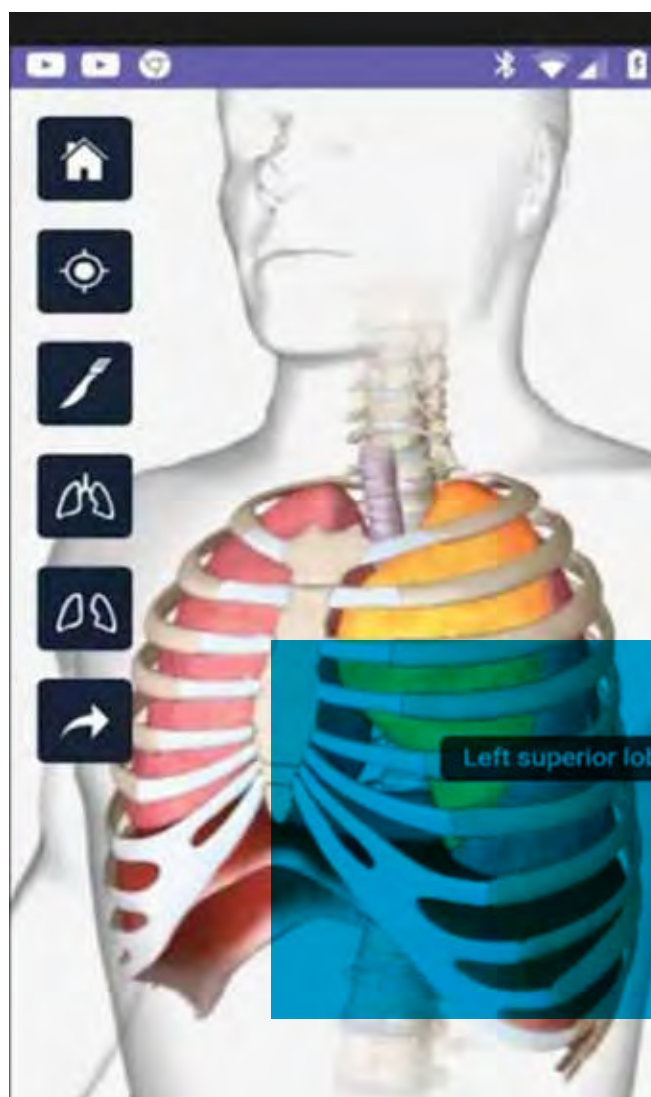
R1 203 309

## CLAIM AMOUNT

R611 458

Learners Online Technologies was started in 2016 and is based in Johannesburg, Gauteng. The company is developing an online education platform to help Grade 8 to 12 students with their studies and is in talks with Telkom to assist with data packages, as well as the Department of Basic Education to determine the requirements for such a platform. From the initial discussions with the department, there is great interest in the use of augmented reality (AR) technology and quick response (QR) codes. In particular, the department has requested the company to focus on building 3D models of the human anatomy, with more attention to detail given to the human heart, ear, eye, circulatory system, and skeleton. The department also suggested that the first subjects to be focused on in developing the app should be English, Maths, Physics, Life Sciences, and Accounting.

The COVID-19 pandemic had a positive impact on Learners Online Technologies as it revealed the need for their virtual learning solutions in the education space. The only negative aspect faced by our company during this pandemic was the slowing down of work between all relevant stakeholders, such as negotiations with the Department of Basic Education.



# 03 SERVICE INVESTMENT CLUSTER

Aimed at encouraging increased investment and job creation in the services sector, the incentives in this cluster place focus on projects that create employment opportunities for the youth (aged 18-34 years). They also support the country's export revenue from offshoring services.



**GLOBAL BUSINESS SERVICES**



**FILM AND TELEVISION  
PRODUCTION INCENTIVE**







# 03 SERVICE INVESTMENT CLUSTER

## FUNDING AND INVESTMENT IN SERVICE SECTORS

|           | 95<br>APPROVALS | R1.3<br>BILLION<br>APPROVED | R804.8<br>MILLION<br>PAID OUT |
|-----------|-----------------|-----------------------------|-------------------------------|
| INCENTIVE | APPROVALS       | APPROVAL AMOUNT             | DISBURSEMENT AMOUNT           |
| GBS       | 12              | R180 873 750                | R351 784 959                  |
| FILM & TV | 83              | R1 126 710 102              | R453 084 755                  |

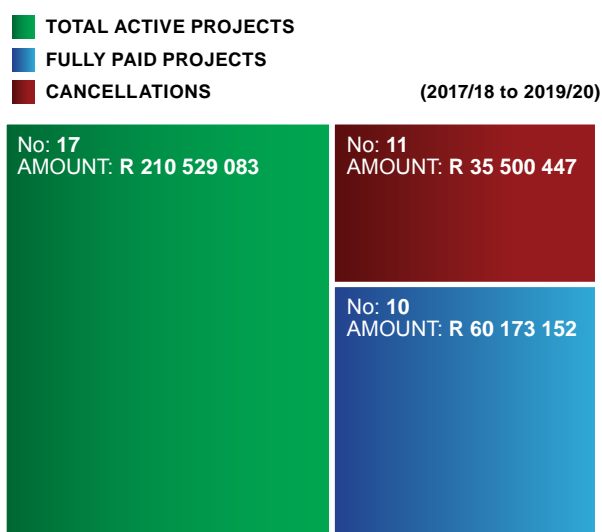
**R8.2 BILLION PROJECTED EXPORT REVENUE**

**R3.5 BILLION PROJECTED QSAPE**



# GLOBAL BUSINESS SERVICES

The Global Business Services (GBS) incentive, formerly known as the Business Process Services (BPS) incentive, is primarily aimed at improving job creation capacity, with an emphasis on youth. Between quarter 1 of 2018 and quarter 1 of 2020 BPESA (Business Process Enabling South Africa; industry association) reported that over 88% of jobs created in the sector were youth jobs<sup>1</sup>. The sector is also able to improve South Africa's export revenue through the delivery of offshore services, which is very attractive to foreign investors wanting to set up global business operations, given the country's cost competitive advantage, large pool of English-speaking talent, and effective infrastructure (digital and cloud technology). In 2018/19, the incentive was revised to make it more cost-competitive and to expand on the type of jobs supported by including highly complex jobs that require more technical and specialist services. The new incentive was launched in December 2019.



## APPROVALS PROJECTED TO CREATE MORE THAN 12 600 JOBS IN GLOBAL BUSINESS SERVICES OVER THE NEXT FIVE-YEAR PERIOD

In 2019/20, 12 new projects are approved for an amount of just under R181 million. Of these, grant funding will go to the expansion of 10 existing operations and the start-up of two new operations. Collectively, it is expected that the services provided by these projects will bring in R8.2 billion in export revenue and enable the creation of 12 624 jobs.

| YEAR    | APPROVALS | TOTAL PROJECT JOBS | EXPORT REVENUE MULTIPLIER | GRANT AMOUNT | PROJECTED EXPORT REVENUE |
|---------|-----------|--------------------|---------------------------|--------------|--------------------------|
| 2017/18 | 5         | 1 703              | 78                        | R29 655 333  | R2 311 021 702           |
| 2019/20 | 12        | 12 624             | 45                        | R180 873 750 | R8 216 062 385           |

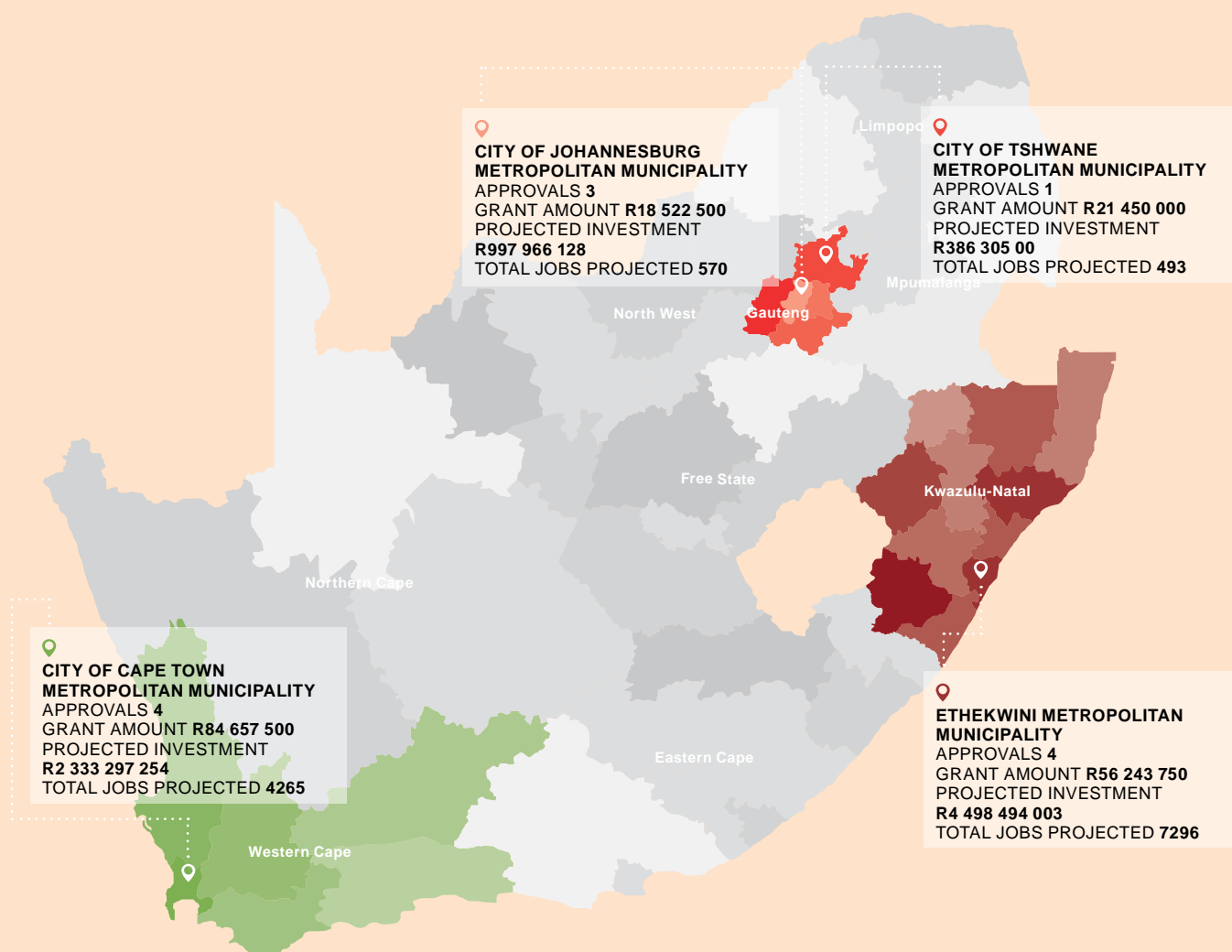
\* There were no approvals in 2018/19

KwaZulu-Natal has the highest export revenue multiplier of all the provinces, at 80, meaning that for every R1 approved and disbursed, an additional R80 in export revenue will be generated. The approvals located in this province are also projected to create the most jobs, however, job projection for the other two provinces is high as well, attributed to South Africa being a sought-after global offshore location.

Driven by the collaborative and targeted approach between government and BPESA, the industry body for the GBS sector in South Africa, South Africa was placed as the second most attractive country for business process outsourcing three years in a row.

Source: <https://www.businesslive.co.za/bd/economy/2020-10-05-watch-business-process-outsourcing-a-rare-sa-success-story/>  
<https://www.mckinsey.com/featured-insights/middle-east-and-africa/driving-economic-recovery-in-south-africas-bpo-industry#>

<sup>1</sup>GBS Sector Job Creation Report: Q1 2020. Business Process Enabling South Africa.



The three services provided by the approved projects are contact centre functions, finance and accounting services, and remote IT services – with the latter two being higher value-added services. Contact centre functions in particular are the most popular service provided among the beneficiaries.

| SERVICES OFFERED                | APPROVALS | GRANT AMOUNT        | PROJECTED EXPORT REVENUE | TOTAL JOBS PROJECTED | TOTAL HIGHLY COMPLEX JOBS <sup>2</sup> | TOTAL COMPLEX JOBS <sup>3</sup> | TOTAL NON-COMPLEX JOBS <sup>4</sup> |
|---------------------------------|-----------|---------------------|--------------------------|----------------------|--|---------------------------------|-------------------------------------|
| CONTACT CENTRE FUNCTIONS        | 9         | R163 665 000        | R7 635 986 133           | 12 066               | 29                                     | 792                             | 11 245                              |
| FINANCE AND ACCOUNTING SERVICES | 1         | R6 251 250          | R256 029 000             | 91                   | 6                                      | 57                              | 28                                  |
| REMOTE IT SERVICES              | 2         | R10 957 500         | R324 047 252             | 467                  | 15                                     | 27                              | 425                                 |
| <b>TOTAL</b>                    | <b>12</b> | <b>R180 873 750</b> | <b>R8 216 062 385</b>    | <b>12 624</b>        | <b>50</b>                              | <b>876</b>                      | <b>11 698</b>                       |

<sup>2</sup>Refers to jobs with a fully loaded operating cost (including salaries and benefits, facilities, telecommunication and equipment cost, management cost and other costs associated with offshore delivery operations) greater than R600 001 per annum per job and wages contributing at least 65% of the operating cost base.

<sup>3</sup>Refers to jobs with a fully loaded operating cost greater than R300 001 per annum per job and wages

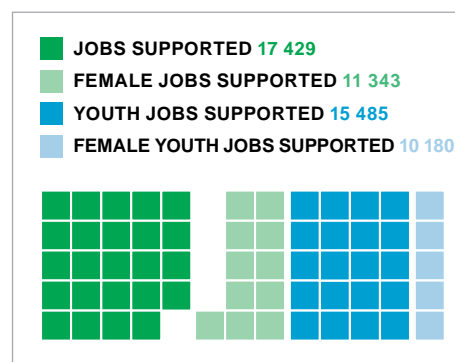
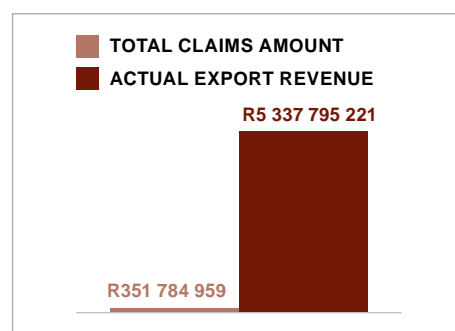
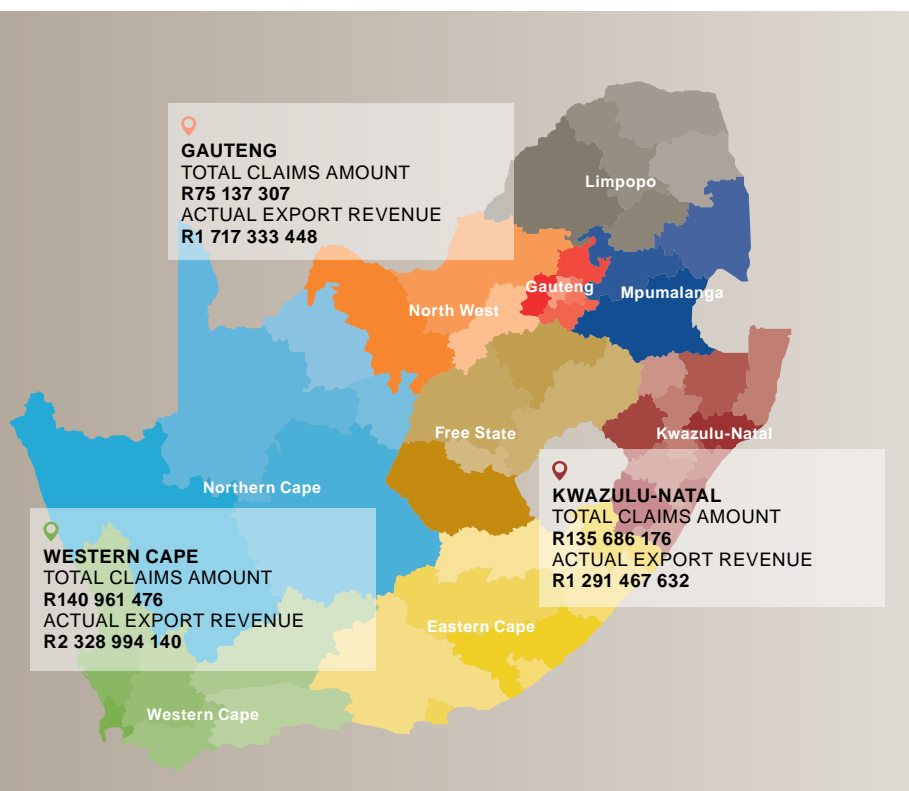
<sup>4</sup>Refers to jobs with a fully loaded operating cost less or equal to R300 000 per annum per job.



## DISBURSEMENTS SNAPSHOT

Export revenue came from contracts to outsource services mainly from the United Kingdom, United States of America, and Australia. Other countries that contributed to the revenue generation include Belgium, France, Germany, Mauritius, and China.

Projects reported providing skills development to their employees, including induction (new employees), upskilling, technical or process training linked to specific contracts, customer engagement skills, sales training, legal training, management, leadership skills, and health and safety training.



## HOW HAVE GBS BENEFICIARIES RESPONDED TO COVID-19?

### NEGATIVE IMPACTS DUE TO COVID-19

- Company occupancy levels limited to a maximum of 50% due to physical distancing requirements from government.
- Significantly reduced service, particularly in areas that serve the Chinese market and travel and tourism industries.

### ADAPTING BUSINESS DUE TO COVID-19

- Revised operating models to encourage working from home.
- Providing staff with PPE, sanitising equipment, and onsite screening.
- All costs relating to bonus incentives, staff training, and travel cut to zero.



# OUTWORX CONTACT CENTRE (PTY) LTD



## OWNERSHIP

SOUTH AFRICAN

## B-BBEE STATUS

LEVEL 8

## APPROVAL DATE

MARCH 2017 (BPS) AND FEBRUARY 2020 (GBS)

## APPROVAL AMOUNT

R34 551 333 (BPS) AND R7 601 250 (GBS)

## CLAIM AMOUNT

R28 678 997 (BPS) AND R3 002 500 (GBS)

## ACTUAL EXPORT REVENUE

R426 985 301 (BPS) AND R13 190 338 (GBS)

Outworx Contact Centre, which started operating in 2013 in Umhlanga, KwaZulu-Natal, provides outsourced services to entities based in Australia, the United Kingdom, and the United States of America. In addition to inbound customer services, as well as inbound and outbound sales, Outworx also provides these clients with value-added services such as administration and back-office processing. Across the two supported projects, Outworx employs a total of 609 people, of which 539 are youth and 375 are female. Training provided includes customer experience and services, induction of new employees, sales training, and work readiness training.

As a result of the COVID-19 lockdown regulations, staff occupancy was limited to 50%. During the initial phase of lockdown, the company supplied its workforce with the necessary equipment to work from home and secured alternative transport for employees using public transport. The company has also installed glass partitioning for when all staff return back to the office.



# TELEPERFORMANCE SOUTH AFRICA (PTY) LTD



## OWNERSHIP

PUBLIC COMPANY

## B-BBEE STATUS

LEVEL 8

## APPROVAL DATE

JULY 2015

## APPROVAL AMOUNT

R90 480 000

## CLAIM AMOUNT

R90 480 000

## ACTUAL EXPORT REVENUE

R398 539 308

Teleperformance South Africa, located in Cape Town, Western Cape, started operating in 2007 providing outsourced services to four companies based in the United Kingdom. In addition to inbound customer services, where customers contact the call centre for support, it also provides higher value-added functions, such as finance, accounting and human resource. The GBS-supported project has 471 employees, including agents, team leaders, quality assurers, service integrators, project specific trainers, and call centre managers. More than 80% of these employees are youth (397), while 302 are females. In addition, Teleperformance has 352 employees working on other non-GBS projects. Skills provided to the employees include induction of new employees and learnerships.

COVID-19 has impacted the business in many ways, but the most notable of them all would be the flexibility, resilience and team work of the staff across every level of the business. The changes have allowed Teleperformance business to grow from strength to strength, affording the business the opportunity to continue expanding.





# FILM AND TELEVISION PRODUCTION INCENTIVE SCHEME

The Film and Television Production Incentive (FTPI) scheme aims to increase the domestic spend from local and foreign production projects in order to encourage broader participation and transformation in the industry. Made up of three categories, the FTPI aims to improve South Africa's creative and technical skills base – particularly among black people, women, and youth – as well as leverage the country's wide range of excellent locations and wealth of competent local technicians to further attract international filmmakers and promote the development of the local industry.

■ TOTAL ACTIVE PROJECTS  
■ FULLY PAID PROJECTS  
■ CANCELLATIONS

(2017/18 to 2019/20)



## FOREIGN FILM & TV

TO ENCOURAGE AND ATTRACT LARGE-BUDGET FILMS AND TELEVISION PRODUCTIONS AND POST-PRODUCTION WORK THAT WILL CONTRIBUTE TOWARDS EMPLOYMENT CREATION, ENHANCEMENT OF THE SOUTH AFRICA'S INTERNATIONAL PROFILE, AND INCREASE THE COUNTRY'S CREATIVE AND TECHNICAL SKILLS BASE.

## EMERGING BLACK FILMMAKERS (EBFM)

TO CAPACITATE AND SUPPORT EMERGING BLACK FILMMAKERS TO CREATE BIG PRODUCTIONS AND CONTRIBUTE TOWARDS CREATING EMPLOYMENT OPPORTUNITIES.

## SOUTH AFRICAN FILM & TV

TO SUPPORT OFFICIAL CO-PRODUCTIONS AND CONTRIBUTE TOWARDS EMPLOYMENT OPPORTUNITIES IN THE COUNTRY.

## THE FTPI WILL GARNER R3.5 BILLION IN DOMESTIC SPEND, WHILE CREATING 4 926 FULL-TIME EQUIVALENT (FTE) JOBS

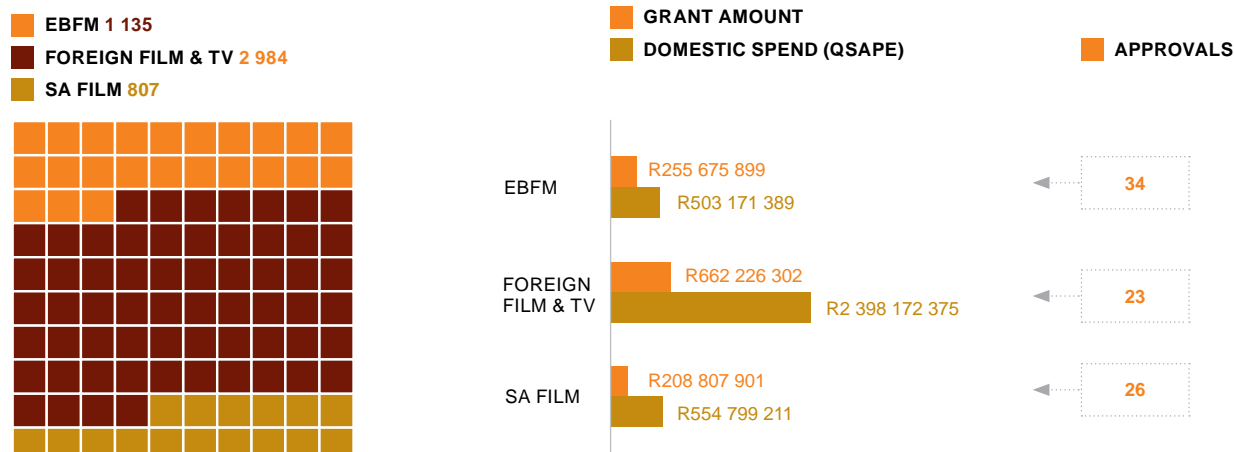
As part of the FTPI, the dtic approved 83 new projects with an approval amount of R1.1 billion to be used for various film and TV productions. In addition, the Qualifying South African Production Expenditure (QSAPE) – which is the cost incurred on goods and services as a result of production<sup>1</sup> – for these projects will equate to about R3.5 billion and generate 4 926 full-time equivalent (FTE) jobs.

| YEAR    | APPROVALS | PROJECTED FTE JOBS | IM  | GRANT AMOUNT   | QSAPE <sup>1</sup> |
|---------|-----------|--------------------|-----|----------------|--------------------|
| 2017/18 | 63        | 3 030              | 4,3 | R481 400 453   | R2 046 267 149     |
| 2018/19 | 82        | 4 819              | 4,4 | R882 121 264   | R3 892 681 994     |
| 2019/20 | 83        | 4 926              | 3,1 | R1 126 710 102 | R3 456 142 975     |

<sup>1</sup>QSAPE is essentially the production spend in the South African economy.

## EBFM CHAMPIONING THE DEVELOPMENT OF BLACK FILMMAKERS

### PROJECTED FTE (JOBS)



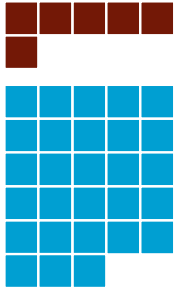
The SA Films category includes seven co-productions that were approved for R50 million with a local spend of R126 million enabling collaborations and skills transfers between foreign and local productions. The EBFM has gathered the highest proportion (41%) of approvals within the 2019/20 cohort, contributing to black-owned entities making up 65% of FTPI-approved entities overall. These EBFM projects will work towards creating a pipeline of black talent to lead the industry in future. The representation of youth and women ownership should also be positively noted. Feature films and mini/TV series continue to be the most common format across the three categories, which have higher production budgets and create more jobs, albeit more temporary in nature.

| FORMAT         | APPROVALS |                | BLACK OWNERSHIP | FEMALE OWNERSHIP | YOUTH OWNERSHIP |
|----------------|-----------|----------------|-----------------|------------------|-----------------|
| ANIMATION      | 1         | ANIMATION      | 1               | 0                | 0               |
| DOCUMENTARY    | 11        | DOCUMENTARY    | 9               | 7                | 6               |
| FEATURE FILM   | 51        | FEATURE FILM   | 30              | 16               | 23              |
| MINI/TV SERIES | 19        | MINI/TV SERIES | 14              | 9                | 9               |
| TELEMOVIE      | 1         |                |                 |                  |                 |
| <b>TOTAL</b>   | <b>83</b> |                |                 |                  |                 |

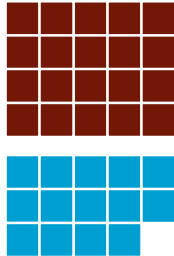
With well-established film and TV locations and studios in Gauteng and the Western Cape, these two provinces naturally lead in terms of the number of approvals and projected employment opportunities, however, the presence of one approved project in the Northern Cape is an encouraging indication of the diversification of economic activities in this province which is largely concentrated in mining and agriculture. Productions in the Western Cape tend to be larger and thus will create more jobs than Gauteng. Across all supported provinces 64% of projected jobs created will be filled by black candidates, in line with the scheme's emphasis on transformation. Moreover, 36% of these jobs will be occupied by women, with youth representation at 26%. With a strong focus on transformation, it is envisaged that this industry will be more representative of the South African population in the near future with early indications as shown by the EBFM heads of departments.

|                |                 |                 |                |                 |                |
|----------------|-----------------|-----------------|----------------|-----------------|----------------|
| BLACK FEMALE 6 | BLACK FEMALE 20 | BLACK FEMALE 11 | BLACK FEMALE 4 | BLACK FEMALE 30 | BLACK FEMALE 6 |
| BLACK MALE 28  | BLACK MALE 14   | BLACK MALE 23   | BLACK MALE 29  | BLACK MALE 3    | BLACK MALE 17  |
| WHITE FEMALE 0 | WHITE FEMALE 0  | WHITE FEMALE 0  | WHITE FEMALE 0 | WHITE FEMALE 0  | WHITE FEMALE 0 |
| WHITE MALE 0   | WHITE MALE 0    | WHITE MALE 0    | WHITE MALE 1   | WHITE MALE 1    | WHITE MALE 11  |

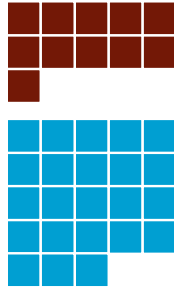
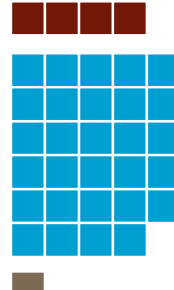
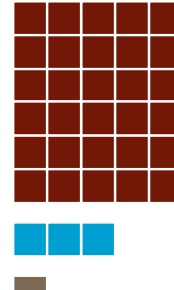
## DIRECTORS



## PRODUCERS



## SCRIPTWRITERS

MUSIC AND  
SOUND  
SUPERVISORSKEY HAIR AND  
MAKEUP ARTISTSDIRECTORS OF  
PHOTOGRAPHY

**CITY OF JOHANNESBURG  
METROPOLITAN MUNICIPALITY**  
APPROVALS 40  
BLACK FTE JOBS 1 285  
FEMALE FTE JOBS 665  
YOUTH FTE JOBS 450  
DISABILITY FTE JOBS 11

**SEDIBENG DISTRICT  
MUNICIPALITY**  
APPROVALS 1  
BLACK FTE JOBS 25  
FEMALE FTE JOBS 18  
YOUTH FTE JOBS 3  
DISABILITY FTE JOBS 0

**CITY OF TSHWANE  
METROPOLITAN MUNICIPALITY**  
APPROVALS 6  
BLACK FTE JOBS 240  
FEMALE FTE JOBS 113  
YOUTH FTE JOBS 89  
DISABILITY FTE JOBS 0

**CITY OF EKURHULENI  
METROPOLITAN MUNICIPALITY**  
APPROVALS 2  
BLACK FTE JOBS 31  
FEMALE FTE JOBS 13  
YOUTH FTE JOBS 17  
DISABILITY FTE JOBS 3

**WEST RAND DISTRICT  
MUNICIPALITY**  
APPROVALS 1  
BLACK FTE JOBS 6  
FEMALE FTE JOBS 3  
YOUTH FTE JOBS 3  
DISABILITY FTE JOBS 0

**FRANCES BAARD DISTRICT  
MUNICIPALITY**  
APPROVALS 1  
BLACK FTE JOBS 6  
FEMALE FTE JOBS 3  
YOUTH FTE JOBS 4  
DISABILITY FTE JOBS 0

**CITY OF CAPE TOWN  
METROPOLITAN MUNICIPALITY**  
APPROVALS 28  
BLACK FTE JOBS 1 448  
FEMALE FTE JOBS 916  
YOUTH FTE JOBS 625  
DISABILITY FTE JOBS 1

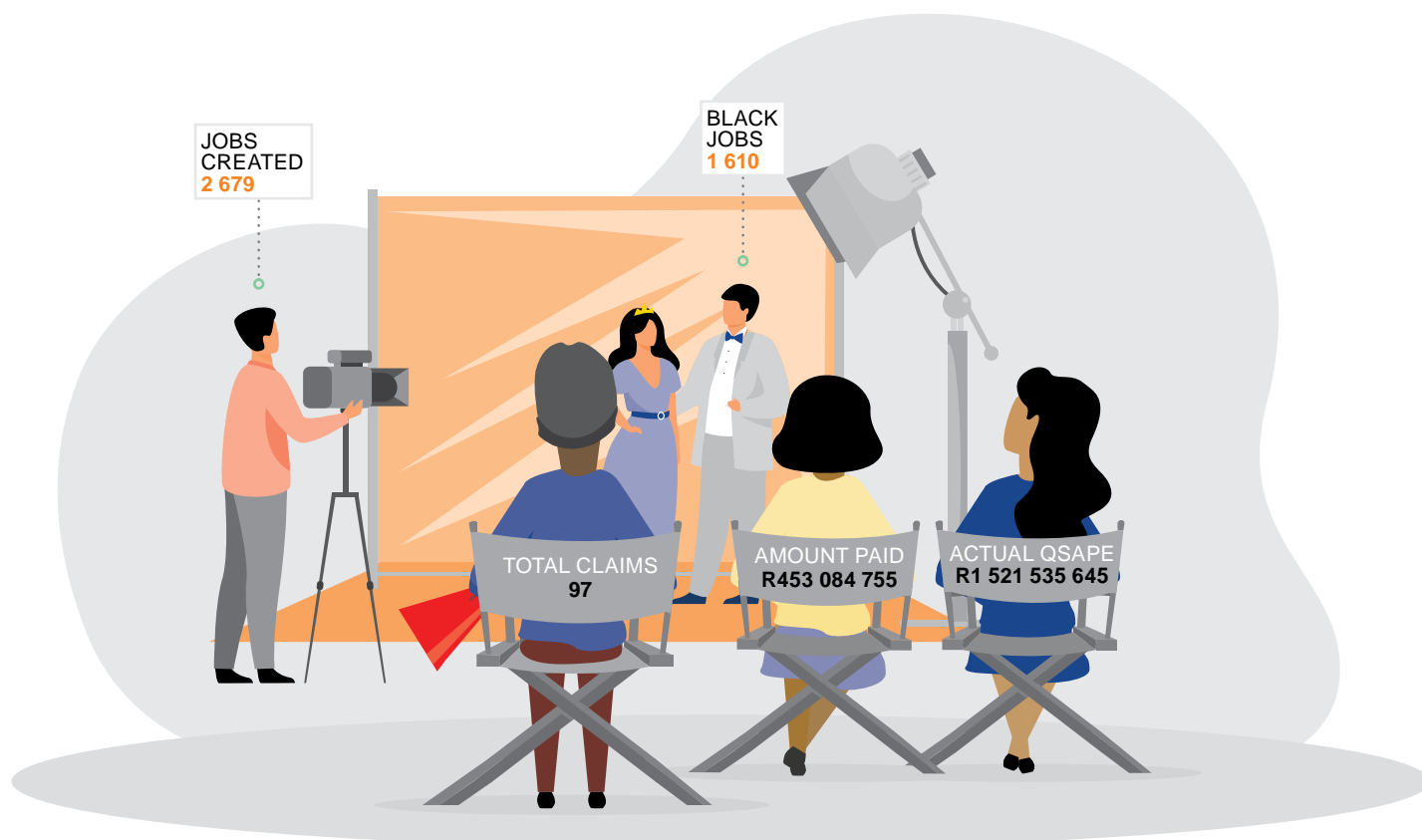
**CAPE WINELANDS DISTRICT  
MUNICIPALITY**  
APPROVALS 1  
BLACK FTE JOBS 67  
FEMALE FTE JOBS 30  
YOUTH FTE JOBS 61  
DISABILITY FTE JOBS 0

**ILEMBE DISTRICT  
MUNICIPALITY**  
APPROVALS 1  
BLACK FTE JOBS 13  
FEMALE FTE JOBS 7  
YOUTH FTE JOBS 7  
DISABILITY FTE JOBS 0

**ETHEKWINI METROPOLITAN  
MUNICIPALITY**  
APPROVALS 2  
BLACK FTE JOBS 23  
FEMALE FTE JOBS 18  
YOUTH FTE JOBS 3  
DISABILITY FTE JOBS 0



## DISBURSEMENTS SNAPSHOT



## HOW HAVE FTPI BENEFICIARIES RESPONDED TO COVID-19?

### NEGATIVE IMPACTS DUE TO COVID-19

- Planned filming postponed in line with COVID-19 restrictions.
- International travel ban has adversely affected foreign films being produced in South Africa.

### ADAPTING TO COVID-19

- Those that were facilitating foreign films are now exploring the possibility of developing local content which can be packaged, financed and produced within South African and distributed worldwide.
- Including aspects of COVID-19 into documentaries to capture how COVID-19 has affected almost all facets of people's lives.

# ARCLIGHT DISTRIBUTORS (PTY) LTD



## DEEP END

### OWNERSHIP

BLACK FEMALE SPVC

### B-BBEE STATUS

LEVEL 1

### APPROVAL DATE

MAY 2017

### APPROVAL AMOUNT

R2 905 386

### CLAIMS AMOUNT

R1 921 676

### ACTUAL LOCAL PRODUCTION SPEND

R3 423 352



IF YOU MAKE WAVES, YOU'VE GOT TO RIDE THEM

# DEEP END

A FILM BY EUBULUS TIMOTHY

This feature film by Jacintha de Nobrega, a Durban-based producer, won two awards at the Simon Mabhunu Sabela Film and TV awards for Best Director and Best Film. The film is about Sunitha, a young woman who aspires for what is not expected of her. She has to dig deep with a new resolve and confidence to overcome familiar clichés and introduce new lifestyle choices in a traditional community. The production for this film took place in Durban and the surrounding areas. The EBFM-supported production had 21 FTE employees, of which 15 were black. The employees included a black male director, producer, and director of photography. It also included a black female producer and white female head of department (HoD) of music and sound. The project has a distribution agreement with Nolava International Film and TV Distribution and has been distributed to Showmax. The EBFM incentive provided approximately 50% of the budget for production and post-production. The funding was also used in procuring services from SMMEs during production.

The impact of COVID-19 has affected the film industry severely bringing all production to a stop and with the new protocols in place it has made production rather expensive and challenging.

# SORELE MEDIA (PTY) LTD



## BABY MAMAS

### OWNERSHIP

BLACK FEMALE SPVC

### B-BBEE STATUS

LEVEL 1

### APPROVAL DATE

MAY 2017

### APPROVAL AMOUNT

R2 700 250

### CLAIMS AMOUNT

R2 541 377

### ACTUAL LOCAL PRODUCTION SPEND

R4 662 755

Baby Mamas, a production by Stephina Zwane and Salamina Mosese, two African female producers based in Johannesburg, Gauteng, is a comedic-drama revolving around the daily lives and loves of four professional women who are all in various stages of their own real-life 'baby mama drama'. A sisterhood develops among these four very different women, as they find in each other the strength and courage it will take to navigate the treacherous waters of the relationships, good and bad, that they have with the men in their lives. The project had 10 FTE employees, of which nine were black. These employees included a black female director, producer, scriptwriting HoD, and key make-up artist, as well as a black male music and sound HoD. This feature film, supported through the EBFM, has a distribution agreement with Ster-Kinekor and is currently available on Netflix. The filming for this production was done in Johannesburg.



# TRIGGER FISH ANIMATION (PTY) LTD



ZOG

## OWNERSHIP

SOUTH AFRICAN SPVC

## B-BBEE STATUS

LEVEL 4

## APPROVAL DATE

JULY 2017

## APPROVAL AMOUNT

R6 442 080

## CLAIMS PAID TO DATE

R5 421 543

## ACTUAL PRODUCTION SPEND

R21 686 174

Zog is an animated mini/tv series funded through the Foreign Film and Television Production and Post-Production incentive. Produced in a studio in Bergvliet, Western Cape, the story is about Zog, who is the keenest dragon in school, but also the most-accident prone. He is always assisted by a mysterious little girl who patches up his bumps and bruises. The project had 61 FTE employees, of which 16 were black. South African employees that worked on this production include a technical supervisor, computer graphics (CG) supervisor, concept artist, animators, layout artists, character modelers and sculptors, and paint/fix compositors. The entity has a distribution agreement with Magic Light Pictures Limited in the United Kingdom.

The production contributed towards socio-economic development in filming communities through 51% of income contributing to the Triggerfish Education Foundation Trust, two full scholarships were issued, and excerpts of the film used in free training material to help teach animation to aspiring South African animators. The team also runs regular competitions to stimulate animation in disadvantaged communities. Film has won an International Emmy and a British Academy Award, establishing South African animators as the best in the world in these categories. The film had 20 interns, 19 of which were employed after their internship.







# SANG SANG ENTERTAINMENT (PTY) LTD

## SALVATION



### OWNERSHIP

BLACK FEMALE SPCV

### B-BBEE STATUS

LEVEL 1

### APPROVAL DATE

NOVEMBER 2017

### APPROVAL AMOUNT

R2 787 500

### CLAIMS PAID TO DATE

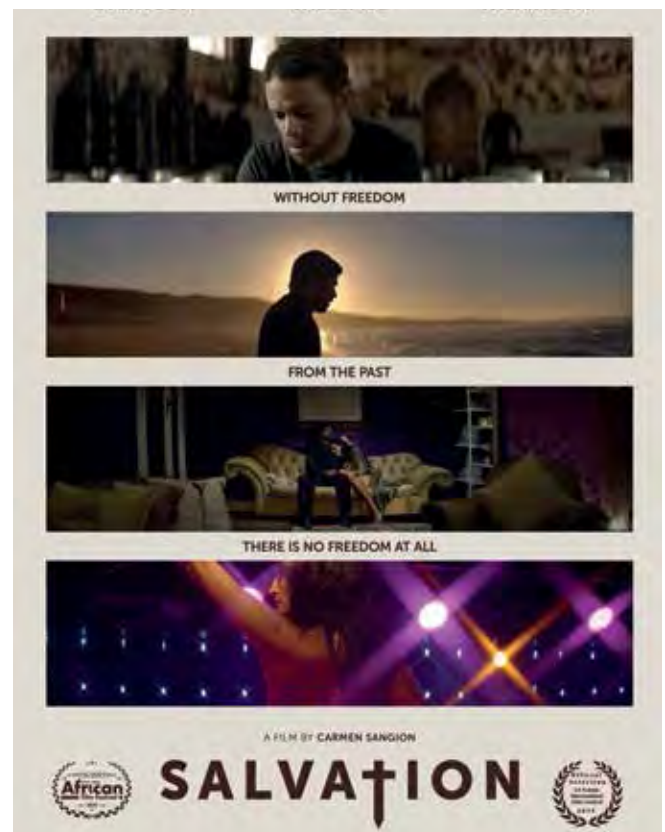
R2 787 500

### ACTUAL LOCAL PRODUCTION SPEND

R5 780 855

This feature film, by Carmen Sangion, a producer based in Johannesburg, Gauteng, portrays how chance encounters on the streets of Johannesburg connect Ezra – a young man on the run from the law, Roxy – a dejected stripper, and Father Benjamin – a despairing priest in their search for answers, acceptance, and faith. Charged to revive a struggling church in a depressed inner-city community, Father Benjamin is forced to learn about forgiveness. In addition to filming in Johannesburg, some scenes were also shot in Cape Town. This EBFM-supported production had 13 FTE employees of which seven were black. The employees included a black female director, producer, HoD of scriptwriting, and key make-up artist. The project has a distribution agreement with United International Pictures.

Sang Sang Entertainment had to bring their next project to a complete halt because all funding bodies postponed funding application deadlines until further notice. As a result, the next film production has been postponed to 2021. The Sang Sang Entertainment team has re-strategized the business approach, and is looking to implement smaller scaled projects and exploring digital business opportunities.



# BORN FREE MEDIA (PTY) LTD

## FAREWELL ELLA BELLA



### OWNERSHIP

BLACK FEMALE SPCV

### B-BBEE STATUS

LEVEL 1

### APPROVAL DATE

MAY 2016

### APPROVAL AMOUNT

R2 660 000

### CLAIMS PAID TO DATE

R2 660 000

### ACTUAL LOCAL PRODUCTION SPEND

R5 290 107

From Tsholo Mashile and Lwazi Mvusi, two Johannesburg-based producers, this is the story of Ella (24), whose alcoholic father's death leaves her with nothing but debt and the bitter memory of a complicated past. Abandoned by her mother at a young age, she has sacrificed her life, opportunities, and love to care for a man she resents, and is now left adrift in the world after his passing. The re-emergence of her nomadic godfather, Vusi (46) at her father's cremation gives Ella the opportunity to discover a better future for herself in Johannesburg. In addition to filming in Johannesburg, some scenes were shot in Cape Town. This EBFM-supported production had 13 FTE employees, of which seven were black. The employees included a black female director, producer, HoD of scriptwriting, and key make-up artist. The project has a distribution agreement with United International Pictures and is currently on Showmax.



# CUTO INVESTMENTS (PTY) LTD

## FROM UNDERGROUND TO THE CORRIDORS OF POWER

### OWNERSHIP

BLACK MALE & FEMALE SPVC

### B-BBEE STATUS

LEVEL 2

### APPROVAL DATE

SEPTEMBER 2015

### APPROVAL AMOUNT

R2 389 714

### CLAIMS PAID TO DATE

R2 049 731

### ACTUAL LOCAL PRODUCTION SPEND

R3 805 461

This film is written and directed by Mr Teddy Mattera and produced by Tsholo Mashile. The documentary feature focuses on the history of mining in South Africa since the 1800s, looking at the role that unions, like the National Union of Miners, played in fighting for worker's rights. While the production company is based in Johannesburg, Gauteng, filming also took place in the North West province. The filming required interviews with high profile individuals, such as President Cyril Ramaphosa, Former President Kgalema Motlanthe, Dr James Motlatsi, the entire NUM leadership from inception to date.

The EBFM supported the production costs for location travel and interviews, as well as in-studio costs. The production had eight FTE employees, of which seven were black, including a black male director, HoD of music and sound, and director of photography, other freelance crews (production team, studio team, camera, lighting, key grips, art department, sound recordists, make up and post production team). It also included a black female producer, HoD for scriptwriting, and key make-up artist. The project has a distribution agreement with OFF THE FENCE Distribution Company and recently screened during Encounters Film Festival 2020. The film was offered a licence deal by ETV in April 2020 but due to Covid-19 they cancelled the deal in July 2020.



# 04 INFRASTRUCTURE INVESTMENT CLUSTER

Providing grants for industrial infrastructure initiatives that are aimed at enhancing infrastructure, industrial development, and export of value-added commodities, this programme ensures that the funded projects are primed to attract foreign direct investment.



**SPECIAL ECONOMIC ZONES**



**CRITICAL INFRASTRUCTURE  
PROGRAMME AND  
INDUSTRIAL PARKS**



**CLUSTER DEVELOPMENT  
PROGRAMME**

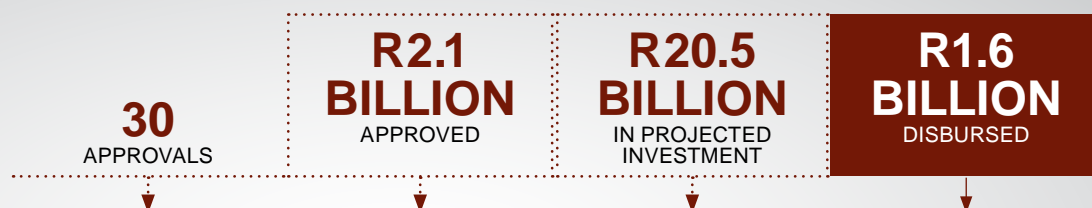






# 04 INFRASTRUCTURE INVESTMENT CLUSTER

## FUNDING AND INVESTMENT IN INFRASTRUCTURAL SECTORS



| INCENTIVE | APPROVALS | APPROVAL AMOUNT | PROJECTED INVESTMENT | DISBURSEMENT AMOUNT |
|-----------|-----------|-----------------|----------------------|---------------------|
| SEZ       | 20        | R 1 827 786 522 | R 10 281 770 000     | R 1 353 042 994     |
| CIP & IPs | 10        | R 275 931 568   | R 10 193 114 844     | R 196 963 345       |
| CDP       | -         | R 0             | R 0                  | R 6 618 881         |



# SPECIAL ECONOMIC ZONES






Special Economic Zones (SEZs) are areas that are geographically targeted to bolster economic activity. By expanding its strategic focus, the SEZ incentive, designed to drive industrialisation throughout the country, aims to meet the diverse regional development needs and attract both domestic and foreign investment, concentrating on exportation.

## 11 SPECIAL ECONOMIC ZONES LOCATED IN SEVEN PROVINCES

As at 31 March 2020, 11 Special Economic Zones (SEZs) had been designated across seven provinces, namely Eastern Cape, Free State, Gauteng, KwaZulu-Natal, Limpopo, Mpumalanga, and the Western Cape. In addition, 20 new projects have been approved, which are projected to generate R10.2 billion in investments with an investment multiplier of 5,6 and create just over 3 000 new jobs.

**Special Economic Zones may be sector-specific or multi-product, and consist of the following categories (as per the SEZ Act No.16 Of 2014):**

- Industrial development zones (Purpose-built industrial estates)
- Free ports (duty-free areas adjacent to a port of entry)
- Free trade zones (duty-free areas offering storage and distribution facilities)
- Sector development zones (development of a specific sector or industry through the facilitation industrial infrastructure, incentives, and technical and business services)

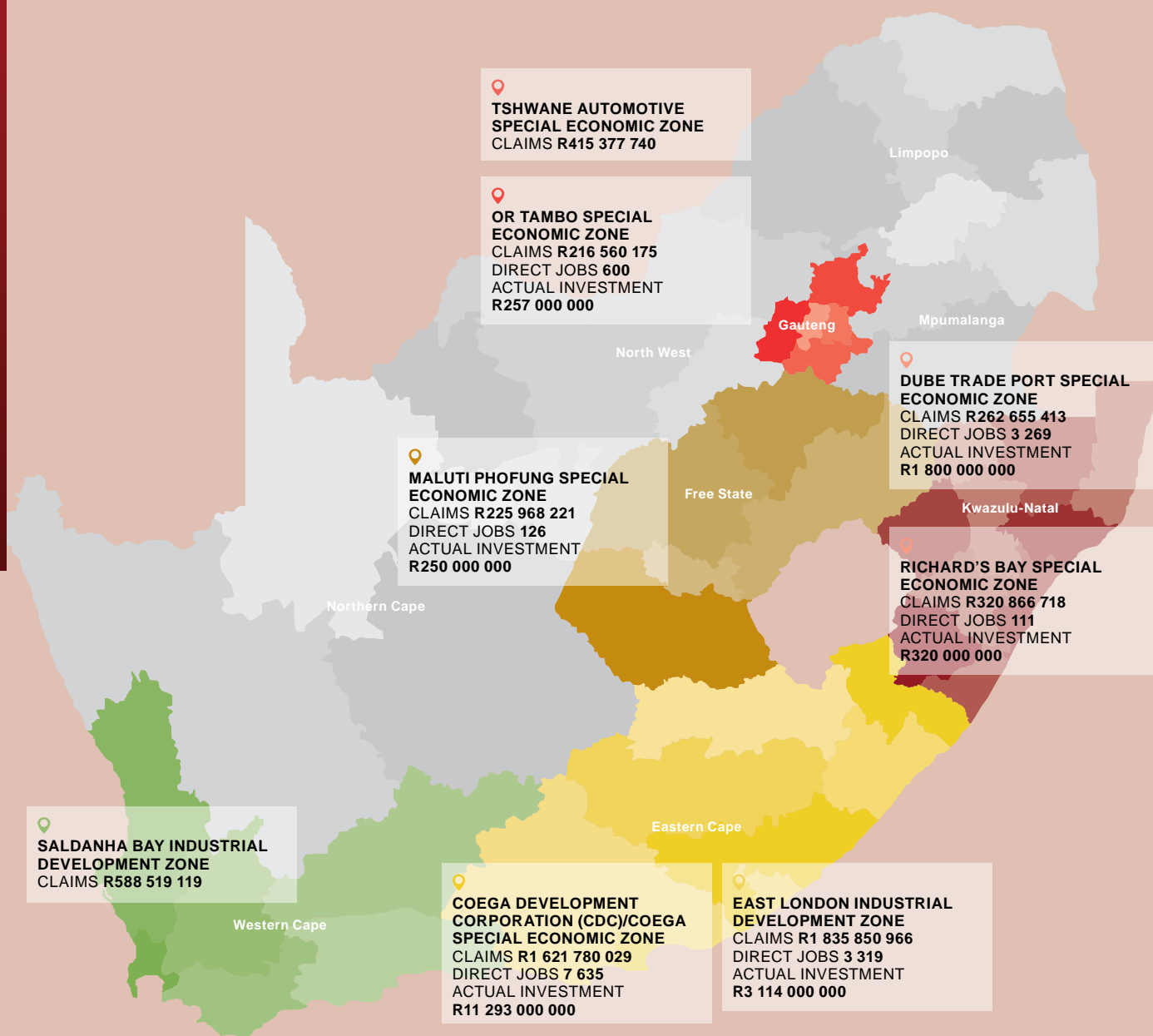
| YEAR    |  PROJECTS APPROVED |  PROJECTED NEW JOBS |  IM |  GRANTS APPROVED |  PROJECTED INVESTMENT |
|---------|--|---|---|---|---|
| 2017/18 | 14   | 1 796   | 1,9   | R1 181 220 065  | R2 292 874 774  |
| 2018/19 | 17   | 983   | 1,7   | R1 829 878 238  | R3 108 000 000  |
| 2019/20 | 20   | 3 102   | 5,6   | R1 827 786 522  | R10 281 770 000   |

An exciting development is the **official launch of Tshwane Automotive SEZ by President Cyril Ramaphosa on 5 November 2019**. The SEZ is a public-private partnership between Ford, the dtic, Gauteng Provincial Government, and the City of Tshwane, and has been approved for R1.1 billion for bulk and top infrastructure construction. The investment is expected to contribute towards attracting more automotive component manufactures to locate to the hub, in turn generating additional investment as well as creating employment opportunities for the local SMMEs and the unemployed, and in so doing integrate townships such as Mamelodi into the mainstream economy.

## INDUSTRIAL ZONES LEVERAGING INVESTMENT

Since 2016/17, the SEZs have received a total of R5.2 billion for regional industrial development, of which the two zones in the Eastern Cape have been the biggest benefactors, receiving R3.2 billion. Overall, the SEZs have reported the creation of over 15 000 jobs and generation of R17.7 billion in investments, which is three times more than the claims paid out. In the 2019/20 financial year, claims worth R1.4 billion were disbursed to projects across five zones.





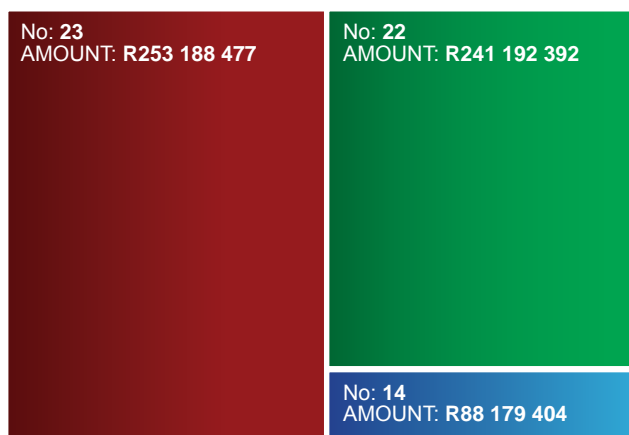
# CRITICAL INFRASTRUCTURE PROGRAMME

The Critical Infrastructure Programme (CIP) is designed to leverage investment by supporting critical infrastructure that enables the establishment or continuing operation of industrial projects. This will have the knock-on effect of lowering the cost of doing business, thus improving competitiveness and allowing for more production, ultimately stimulating investment growth. The CIP is offered through a cost-sharing of 10-30% of the total qualifying infrastructural development costs of up to R50 million to approved infrastructural projects on completion of their milestones. Projects that are supported by CIP may include those related to:

- Agro-processing
- Fuel supply systems
- Bulk water supply
- Electrical systems or equipment
- Electricity transmission and distribution systems
- Industrial parks (IPs)
- Water storage facilities

■ TOTAL ACTIVE PROJECTS  
■ FULLY PAID PROJECTS  
■ CANCELLATIONS

(2017/18 to 2019/20)



## INFRASTRUCTURE INVESTMENT IN ECONOMIC DEVELOPMENT NODES WITH HIGH INVESTMENT POTENTIAL

In 2019/20, six infrastructure projects were supported with R76.9 million to leverage investment. The projects' investment multiplier equates to a significant 133 times the grant approved, which demonstrates that, as in previous years, CIP projects hold high investment potential. For example, one of these, a mining infrastructure project in the Nkangala district in Mpumalanga, has a projected investment of R3.4 billion, while another, an oil and gas refinery in the Cape Town Metropolitan Municipality, has a projected investment of R4.9 billion. Beneficiaries have also shared that they have supported local municipal services and improved telecommunication and internet connectivity as a result of the incentive.

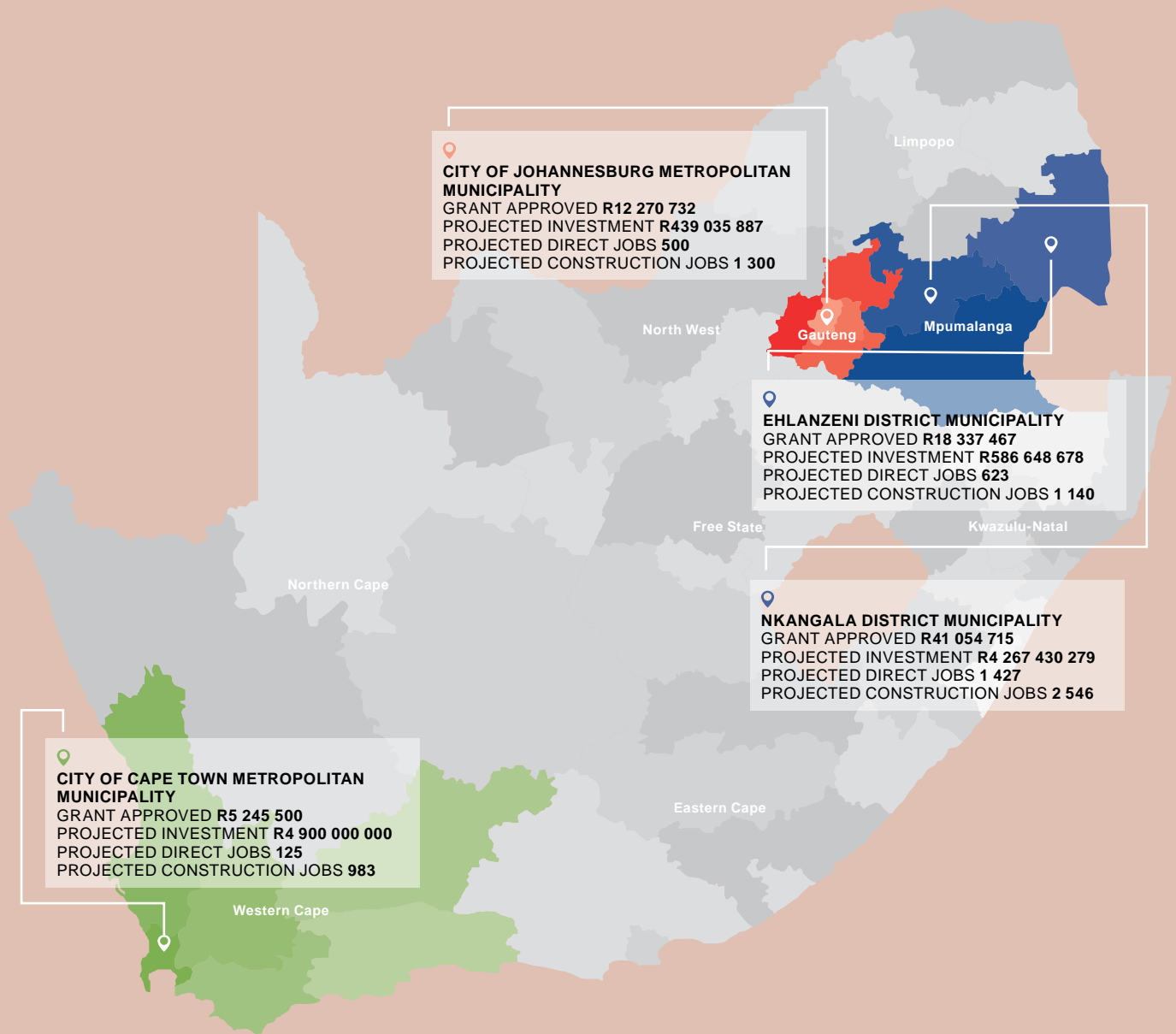
| YEAR    | PROJECTS APPROVED | JOBS TO BE CREATED | CONSTRUCTION JOBS TO BE CREATED | IM    | GRANT APPROVED | PROJECTED INVESTMENT |
|---------|-------------------|--------------------|---------------------------------|-------|----------------|----------------------|
| 2017/18 | 7                 | 2 396              | 4 966                           | 102,5 | R47 284 876    | R4 847 454 987       |
| 2018/19 | 9                 | 6 971              | 4 137                           | 63,1  | R116 999 102   | R7 383 831 423       |
| 2019/20 | 6                 | 2 675              | 5 969                           | 132,5 | R76 908 414    | R10 193 114 844      |

3 black-owned companies

Includes **two** large projects:

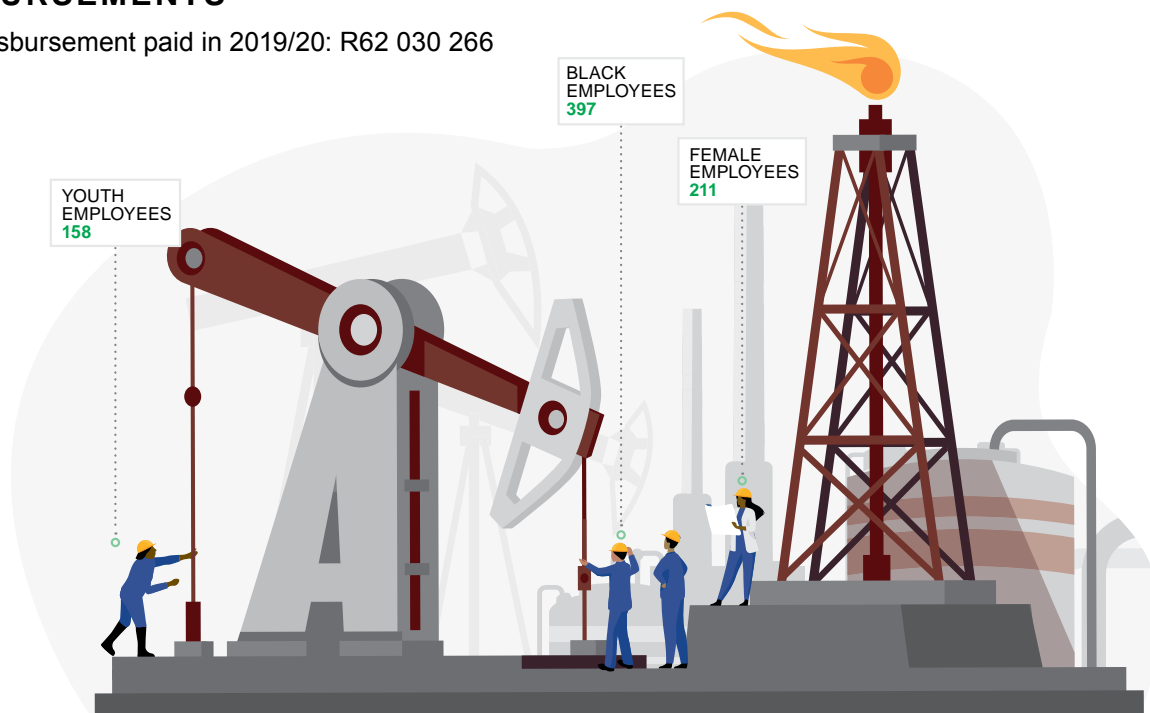
- **Oil and gas** refinery in Cape Town. The infrastructure is for a refinery with projected investment of R4.9 billion.
- **Mine** in the Nkangala district in Mpumalanga. The projected investment for this project is R3.4 billion and it was approved for mining infrastructure.

<sup>1</sup><https://www.globalafricanetwork.com/company-news/special-economic-zone-in-limpopo-to-host-an-energy-and-metallurgical-complex/>.



## DISBURSEMENTS

Total disbursement paid in 2019/20: R62 030 266





| INDUSTRY DISBURSEMENTS PER PROVINCE    | ACTUAL DIRECT JOBS | ACTUAL CONSTRUCTION JOBS |
|--|--------------------|--------------------------|
| <b>FREE STATE</b>                      | <b>23</b>          | <b>46</b>                |
| INDUSTRIAL INFRASTRUCTURE              | 23                 | 46                       |
| <b>GAUTENG</b>                         | <b>0</b>           | <b>417</b>               |
| DARK FIBRE INSTALLATION                | 0                  | 417                      |
| <b>LIMPOPO</b>                         | <b>0</b>           | <b>61</b>                |
| ROAD INFRASTRUCTURE                    | 0                  | 61                       |
| <b>MPUMALANGA</b>                      | <b>163</b>         | <b>150</b>               |
| BULK INFRASTRUCTURE                    | 16                 | 36                       |
| ROAD INFRASTRUCTURE                    | 147                | 114                      |
| <b>NORTH WEST</b>                      | <b>248</b>         | <b>41</b>                |
| BULK INFRASTRUCTURE                    | 0                  | 0                        |
| UPGRADING OF ELECTRICAL INFRASTRUCTURE | 248                | 41                       |
| <b>TOTAL</b>                           | <b>434</b>         | <b>715</b>               |

## HOW HAVE CIP BENEFICIARIES RESPONDED TO COVID-19?

### NEGATIVE IMPACTS DUE TO COVID-19

- Delays in intended investment in infrastructure.
- Cash flow challenges.
- Additional costs incurred to comply with health and safety regulations.
- Increased supply chain costs.

### ADAPTING BUSINESS DUE TO COVID-19

- Increased period of payment for customers.
- Used improved technology to monitor and measure capacity.
- Explored increased sales to local markets.
- Reviewed capital expenditure plans and changed construction schedules.
- Allowed employees to work from home.

## INDUSTRIAL PARKS HAVE CONTRIBUTED TO 1 845 SHORT-TERM CONSTRUCTION JOBS, FROM 2016/17 TO 2019/20

228



FEMALE  
JOBS  
SUPPORTED  
2018/19 TO 2019/20

349



YOUTH  
JOBS  
SUPPORTED  
2018/19 TO 2019/20

3



PEOPLE WITH  
DISABILITIES JOBS  
SUPPORTED  
2018/19 TO 2019/20

### INDUSTRIAL PARKS PERFORMANCE

The Industrial Parks Revitalisation Programme aims to promote industrialisation primarily through the provision of infrastructure for security upgrades, construction of roads, installation of sewage, water and electricity services, and top structures. It is envisaged that upgrades to these parks will expand existing investments and attract new investments and businesses, in turn creating more employment for the communities in these historical disadvantaged areas and former homelands. In so doing, this will also increase the tax base and accelerate economic development and growth. As at 31 March 2020, the 12 supported IPs have been approved for R690 million. All, with the exception of the Dimbaza IP, have completed the first phase of refurbishment, which generally included security upgrades and the construction of enabling infrastructure. Five of these have now embarked on phase 2.

| PROVINCES AND IPs                         | VALUE DISBURSED<br>(AS AT 31 MARCH 2020) | JOBS SUPPORTED |
|---|--|----------------|
| <b>EASTERN CAPE</b>                       | <b>R104 651 764</b>                      | <b>378</b>     |
| DIMBAZA                                   | R49 999 796                              | 234            |
| KOMANI/QUEENDUSTRIA                       | R36 104 682                              | 91             |
| VULINDLELA/KING DALINDLEBO<br>[PHASE 2] ■ | R18 547 286                              | 53             |
| <b>FREE STATE</b>                         | <b>R72 280 680</b>                       | <b>191</b>     |
| BOTSHABELO [PHASE 2] ■                    | R22 280 680                              | 106            |
| PHUTHADITJHABA                            | R50 000 000                              | 85             |
| <b>GAUTENG</b>                            | <b>R128 571 227</b>                      | <b>413</b>     |
| BABELEGI [PHASE 2] ■                      | R52 742 613                              | 215            |
| EKANDUSTRIA                               | R33 695 167                              | 113            |
| GARANKUWA                                 | R42 133 447                              | 85             |
| <b>KWAZULU-NATAL</b>                      | <b>R28 951 113</b>                       | <b>162</b>     |
| ISITHEBE [PHASE 2] ■                      | R28 951 113                              | 162            |
| <b>LIMPOPO</b>                            | <b>R53 068 295</b>                       | <b>434</b>     |
| NKOWANKOWA                                | R40 172 274                              | 338            |
| SESHEGO                                   | R12 896 021                              | 96             |
| <b>NORTH WEST</b>                         | <b>R70 706 991</b>                       | <b>267</b>     |
| MOGWASE/BODIRELO [PHASE 2] ■              | R70 706 991                              | 267            |
| <b>TOTAL</b>                              | <b>R458 230 069</b>                      | <b>1 845</b>   |

Approximately R30 million procured in 2019/20 for refurbishment of the IPs from 42 SMMEs in close proximity to these parks.

The infrastructure funding for the IPs has reignited further development, such as in the case of the Botshableo IP, which has been earmarked to house the Botshableo digital hub. This hub intends to create a centralised meeting point for innovation and technology development for businesses located near and around the industrial park. It will provide the community access to training centres and ICT facilities and will promote start-up programmes and business incubators for young ICT entrepreneurs. Botshableo IP received funding of approximately R50 million and is currently in the second phase of revitalisation. Through upgrading of infrastructure, the IP has reported a decline in crime rates and an occupancy rate of 81%.



The Botshabelo Digital Hub site has been revitalised and is ready to enhance job creation in the Free State.”

– Deputy Minister of Trade, Industry and Competition,  
Ms Nomalungelo Gina







# MOUTON CITRUS (PTY) LTD



## OWNERSHIP

SOUTH AFRICAN TRUST | 48% BLACK

## B-BBEE STATUS

LEVEL 4

## APPROVAL DATE

FEBRUARY 2018

## APPROVAL AMOUNT

R8 655 000

## CLAIMS PAID TO DATE

R351 207

## ACTUAL INVESTMENT

R1 355 570

Mouton Citrus is a leading citrus and rooibos producer, packer and exporter situated in Citrusdal, Western Cape, that has been in operation since 1994. Through the CIP support, the entity will be able to construct a bridge and upgrade the main road linking the packing facility to the N7 highway, as well as upgrade infrastructure for a new packhouse and construct a dam. With international demand exceeding its supply capacity, the packhouse infrastructure will allow the company to increase its capacity, while the road upgrades will ensure safer and more efficient travel between the orchards and packhouses, with less fruit damaged during the transport, thereby improving quality and consistency in the marketplace.

The company exports approximately 98% of its produce, earning it about R500 million in 2018. Currently, the company employs 400 permanent employees, of which 360 are black, 160 are female, and 150 are youth, as well as 1 800 (80% youth) seasonal employees in a rural area with an unemployment rate of 49.7%. The permanent employees are empowered through inclusive ownership, whereby an employee trust owns 12.5% of the company. In 2017, further 35.5% shareholding is held by a black industrialist, ensuring black empowerment through 48% black ownership. The company has created over 650 seasonal jobs (325 permanent equivalent jobs) and plans to employ an additional 1 000 more people in the next financial year.

Through the Mouton Foundation, the company supports socio-economic initiatives in the area such as the building and equipping of multi-purpose community centres; educational programs for school children, adult skills training, health care and elderly support. Through the R350 000 realised plus further expected CIP support, Mouton Citrus will be able to optimize their crop yields and increase international competitiveness, leading to further downstream investment and employment.

COVID-19 resulted in additional costs to provide safe staff transport PPE and risk mitigation. The company experienced logistical challenges with exports due to delays in the harbours. The weakened exchange rate and increased demand for immune boosting fruit such as citrus, countered these additional costs.

# DARKFIBRE AFRICA (PTY) LTD



**OWNERSHIP**  
SOUTH AFRICAN

**B-BBEE STATUS**  
LEVEL 4

**APPROVAL DATE**  
AUGUST 2015

**APPROVAL AMOUNT**  
R30 000 000

**CLAIMS PAID TO DATE**  
R19 295 592

**ACTUAL INVESTMENT**  
R100 000 000 (PROJECTED)

Dark Fibre Africa was incorporated in 2007 and commenced with the bulk infrastructure supported through the CIP in August 2014. The company, which is based in Centurion, Gauteng, was approved for the installation of fibre optic cabling across Gauteng, which improved the quality of broadband network available in the province and ensured that the benefits of high speed broadband internet are also available in economically depressed areas and townships, including Babelegi industrial estates, Innovation Hub Pretoria, Steel Hub Sedibeng, Aerospace Village Centurion, Smart City Nasrec, City Deep inland port, Soshanguwe, Mamelodi, Atteridgeville, Daveyton, Watville, Kwatsaduza, Kathlehong, Boipatong, Sebokeng, Sharpeville, Ratanda, Duduza, Ga-Rankuwa, Hammanskraal, KwaThema, Mafatsane, Orange Farm, and Vosloorus, among others. As a result of better internet connectivity, municipal offices, clinics, traffic and safety departments, social development and school facilities were able to improve their overall service delivery. In addition, education opportunities in rural areas increased as more people could access virtual training and education programmes, more remote job opportunities became available, and access to health care services through online services and to real-time information for rural farmers was also possible. As part of the construction of this infrastructure, Dark Fibre Africa sub-contracted three black-owned SMMEs to build the network, one of which is black female-owned. The project supported 130 direct jobs, of which 66 employees are black and 65 are female, as well as 794 indirect construction jobs.

Due to COVID-19 restrictions, some of the company functions were not as active as they would normally. This meant that some of their staff helped where other departments were understaffed, for example, data cleaning which is a labour-intensive task. Allocating staff from other departments over the period helped to speed up progress significantly. There were opportunities for skills transfer and better intra-organisational collaboration.



# CLUSTER DEVELOPMENT PROGRAMME

The Cluster Development Programme (CDP) was intended to develop competitive South African clusters through providing support for shared infrastructure, business development services, and the organisational management of these clusters. Although this pilot programme ended on 31 March 2018, processing and disbursements of claims continues for all projects approved prior to this date, with R22 278 016 already paid out so far.

## R6.6 MILLION DISBURSED TO BENEFICIARIES IN THE MINING AND PHARMACEUTICALS INDUSTRIES

The support to pharmaceutical industries in the Tlokwe Local Municipality, a highly dominant mining area in North West, will aid in diversifying the economic activities in this area and, in so doing, yield economic growth in a city that is already showing potential.



| YEARS   | DISBURSEMENTS | CLAIMS PAID |
|---------|---------------|-------------|
| 2017/18 | 8             | R14 771 967 |
| 2018/19 | 1             | R887 168    |
| 2019/20 | 2             | R6 618 881  |

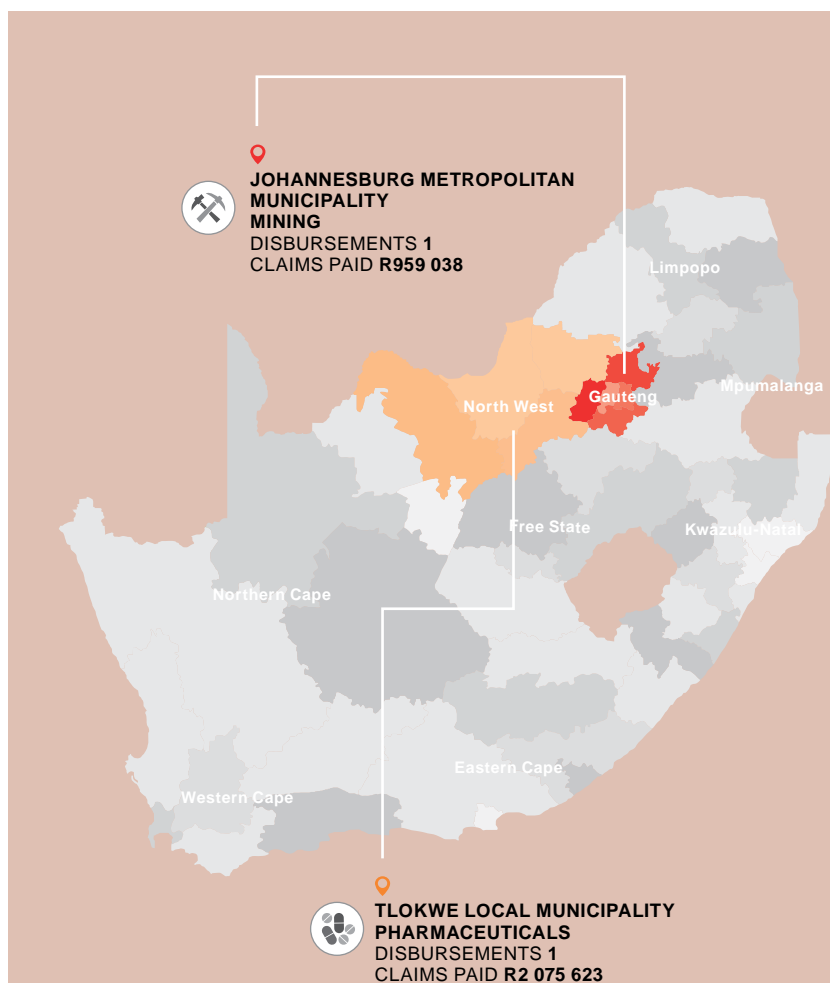
## CLUSTERS SHOWING ENCOURAGING RESULTS

Clusters consist of different member companies that collaborate to improve competitiveness.

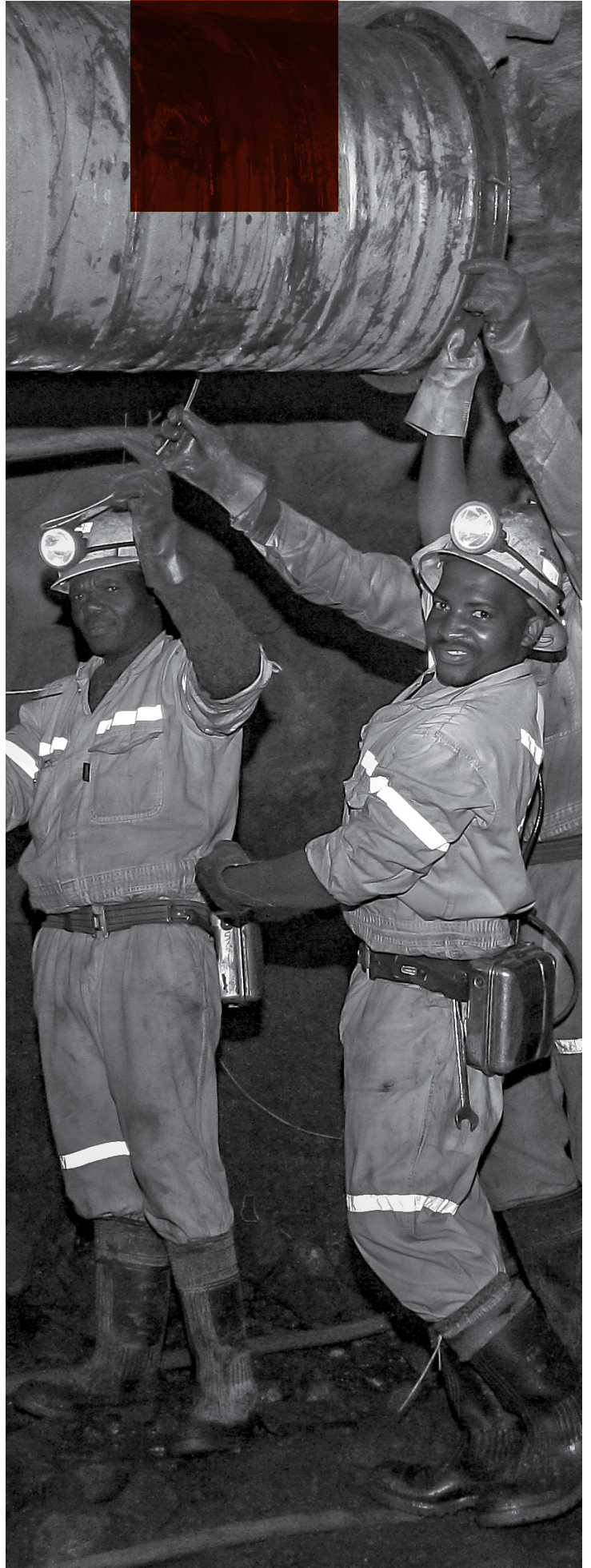
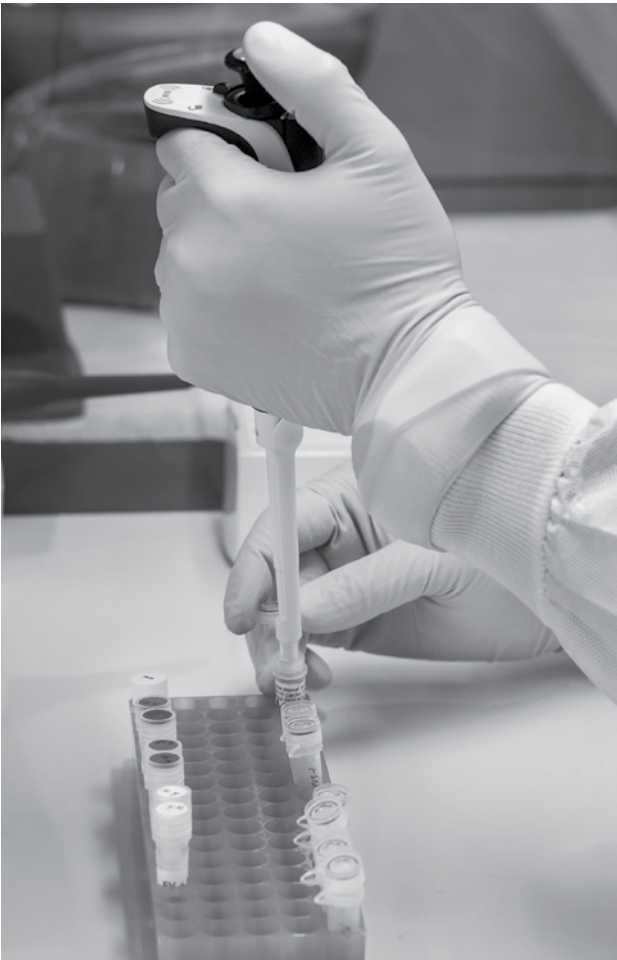
INCREASED MEETING PARTICIPATION OF MEMBERS WHO ARE NOT IN THE SAME PROVINCE THROUGH THE PROCUREMENT OF TELECONFERENCING EQUIPMENT AND ONLINE SOFTWARE. THIS IN TURN HAS IMPROVED KNOWLEDGE-SHARING AND COLLABORATION AMONG MEMBERS.

COLLABORATION IS BRIDGING THE GAP BETWEEN ACADEMIC RESEARCH AND INDUSTRY NEEDS, THEREBY RESULTING IN COMMERCIALY VIABLE PRODUCTS.

DEVELOPMENT OF NEW PRODUCTS SUCH AS CANNABIS MEDICINAL CAPSULES AND SPORT CAPSULES THAT ARE ATTRACTING INTERNATIONAL MARKETS.









# 05 EXPORT PROMOTION CLUSTER

The incentives in this cluster aim to promote industrial competitiveness and growth of South African goods and services in the global economy by providing funding to showcase services and products to potential investors in the global market.



**EXPORT MARKETING AND  
INVESTMENT ASSISTANCE  
SCHEME**



**SECTOR SPECIFIC  
ASSISTANCE SCHEME**







# 05 EXPORT PROMOTION CLUSTER

**272**  
APPROVALS

**R75.2**  
**MILLION**  
APPROVED

**R67**  
**BILLION**  
DISBURSED

| INCENTIVE | APPROVALS | APPROVAL<br>AMOUNT | DISBURSEMENT AMOUNT |
|-----------|-----------|--------------------|---------------------|
| EMIA      | 234       | R19 384 114        | R15 643 667         |
| SSAS      | 37        | R53 586 902        | R51 364 909         |
| CPFP      | 1         | R2 268 775         |                     |





# EXPORT MARKETING AND INVESTMENT ASSISTANCE SCHEME

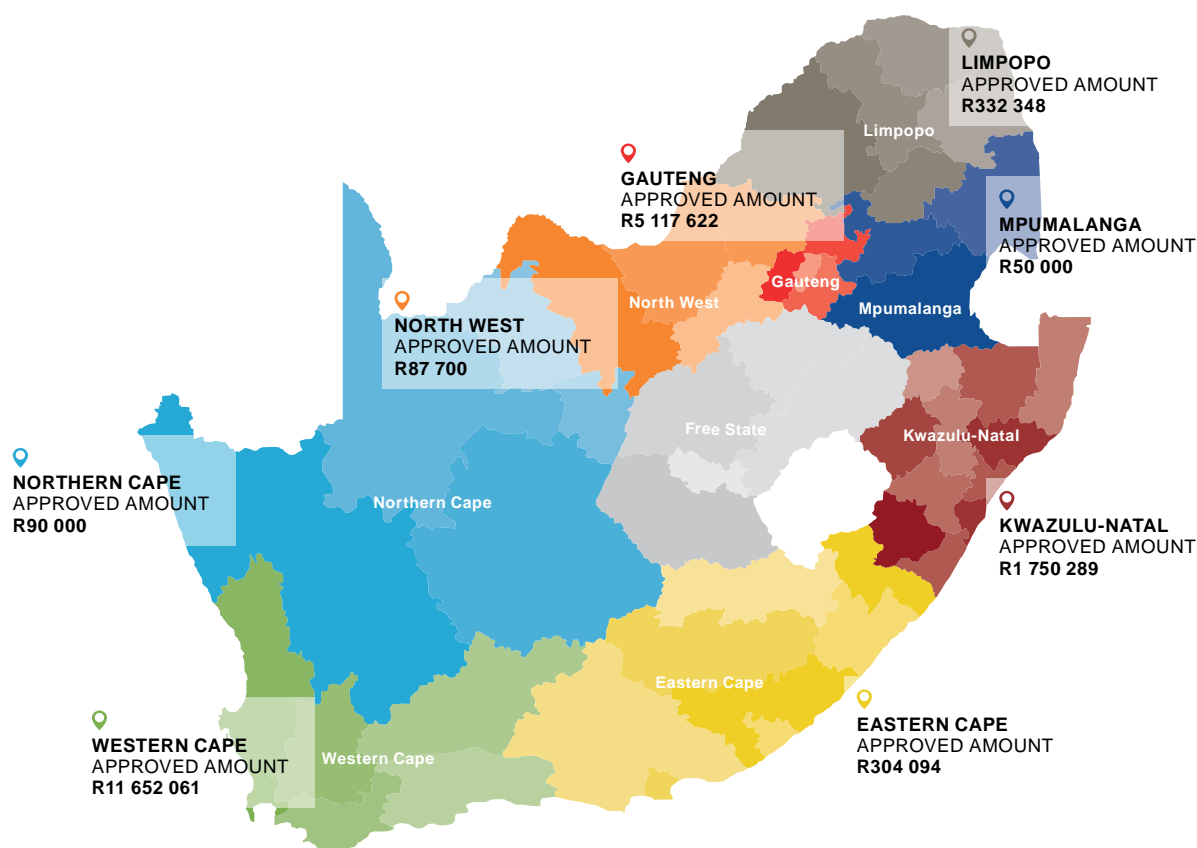
The Export Marketing and Investment Assistance (EMIA) scheme supports enterprises to develop new and grow existing export markets for South African products and services through the provision of marketing assistance and market research. Specifically, the EMIA provides support to exporters to attend international exhibitions at which they can showcase their products through funding for:

- Transport of samples
- Rental of exhibition space
- Construction of stands
- Interpretation fees
- Internet connection
- Telephone installation
- Daily subsistence allowance
- Return economy-class airfare
- Exhibition fees up to a maximum of R45 000

**168 ENTITIES WERE APPROVED FOR 19.3 MILLION TO ATTEND A VARIETY OF EXHIBITIONS<sup>1</sup>.**

| YEARS   | NUMBER OF APPROVALS | GRANTS APPROVED |
|---------|---------------------|-----------------|
| 2017/18 | 403                 | R31 126 709     |
| 2018/19 | 350                 | R28 564 588     |
| 2019/20 | 234                 | R19 384 114     |

Eight of the nine provinces will be supported through the EMIA in 2019/20. Importantly, the inclusion of companies in less affluent provinces, such as Limpopo, will aid in increasing their competitiveness in export markets. In addition, R7.1 million for female-owned and R3 million for black-owned SMMEs will increase the contribution to transformation in South Africa's economy.



<sup>1</sup>Entities can apply for funding up to four times per year.

| PROVINCE AND DISTRICT                             | APPROVALS  | APPROVAL AMOUNT    |
|---|------------|--------------------|
| <b>EASTERN CAPE</b>                               | <b>4</b>   | <b>R304 094</b>    |
| NELSON MANDELA BAY<br>METROPOLITAN MUNICIPALITY   | 4          | R304 094           |
| <b>GAUTENG</b>                                    | <b>71</b>  | <b>R5 117 622</b>  |
| CITY OF EKURHULENI METROPOLITAN<br>MUNICIPALITY   | 7          | R488 974           |
| CITY OF JOHANNESBURG<br>METROPOLITAN MUNICIPALITY | 50         | R3 602 399         |
| CITY OF TSHWANE METROPOLITAN<br>MUNICIPALITY      | 12         | R879 683           |
| SEDIBENG DISTRICT MUNICIPALITY                    | 1          | R56 616            |
| WEST RAND DISTRICT MUNICIPALITY                   | 1          | R89 950            |
| <b>KWAZULU-NATAL</b>                              | <b>22</b>  | <b>R1 750 289</b>  |
| ETHEKWINI METROPOLITAN<br>MUNICIPALITY            | 18         | R1 502 664         |
| UMGUNGUNDLOVU DISTRICT<br>MUNICIPALITY            | 1          | R57 000            |
| UTHUKELA DISTRICT MUNICIPALITY                    | 3          | R190 625           |
| <b>LIMPOPO</b>                                    | <b>4</b>   | <b>R332 348</b>    |
| VHEMBE DISTRICT MUNICIPALITY                      | 4          | R332 348           |
| <b>MPUMALANGA</b>                                 | <b>1</b>   | <b>R50 000</b>     |
| EHLANZENI DISTRICT MUNICIPALITY                   | 1          | R50 000            |
| <b>NORTH WEST</b>                                 | <b>2</b>   | <b>R87 700</b>     |
| DR KENNETH KAUNDA DISTRICT<br>MUNICIPALITY        | 2          | R87 700            |
| <b>NORTHERN CAPE</b>                              | <b>1</b>   | <b>R90 000</b>     |
| FRANCES BAARD DISTRICT<br>MUNICIPALITY            | 1          | R90 000            |
| <b>WESTERN CAPE</b>                               | <b>129</b> | <b>R11 652 061</b> |
| CAPE WINELANDS DISTRICT<br>MUNICIPALITY           | 35         | R3 074 278         |
| CITY OF CAPE TOWN METROPOLITAN<br>MUNICIPALITY    | 84         | R7 636 155         |
| EDEN DISTRICT MUNICIPALITY                        | 2          | R169 362           |
| GARDEN ROUTE DISTRICT<br>MUNICIPALITY             | 1          | R92 195            |
| OVERBERG DISTRICT MUNICIPALITY                    | 7          | R680 071           |
| <b>GRAND TOTAL</b>                                | <b>234</b> | <b>R19 384 114</b> |

■ BLACK-OWNED SMME      ■ LARGE ENTITY  
■ FEMALE-OWNED SMME       WHITE MALE OWNED

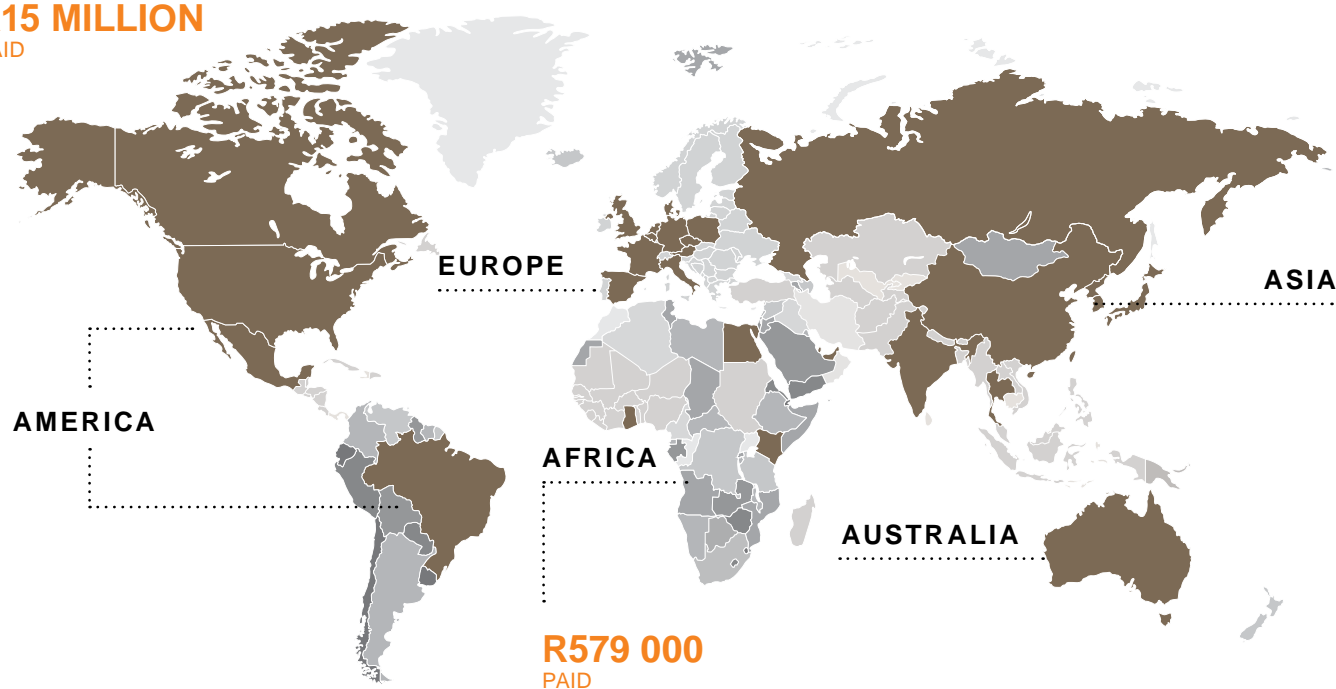
| INDUSTRY                               | GRANTS APPROVED    | OWNERSHIP   |
|--|--------------------|---|
| AEROSPACE, RAIL AND MARINE             | R268 333           | <span style="border: 1px solid black; display: inline-block; width: 10px; height: 10px;"></span>            |
| AGRO-PROCESSING                        | R4 450 407         | <span style="color: green;">■</span> <span style="color: blue;">■</span> <span style="color: red;">■</span> |
| AUTOMOTIVE                             | R150 000           | <span style="color: red;">■</span>  |
| BUSINESS PROCESS OUTSOURCING           | R542 045           | <span style="color: red;">■</span>  |
| CHEMICALS, PLASTICS                    | R2 210 652         | <span style="color: green;">■</span> <span style="color: blue;">■</span> <span style="color: red;">■</span> |
| HEALTH ECONOMY                         | R452 802           | <span style="color: green;">■</span> <span style="color: blue;">■</span> <span style="color: red;">■</span> |
| CLOTHING, TEXTILE/LEATHER AND FOOTWEAR | R4 375 950         | <span style="color: green;">■</span> <span style="color: blue;">■</span> <span style="color: red;">■</span> |
| CREATIVE INDUSTRIES                    | R4 012 034         | <span style="color: green;">■</span> <span style="color: blue;">■</span> <span style="color: red;">■</span> |
| ELECTRO-TECHNICAL                      | R1 198 674         | <span style="color: green;">■</span> <span style="color: blue;">■</span> <span style="color: red;">■</span> |
| MANUFACTURE OF FURNITURE               | R97 830            | <span style="border: 1px solid black; display: inline-block; width: 10px; height: 10px;"></span>            |
| METAL INDUSTRIES                       | R951 566           | <span style="color: green;">■</span> <span style="color: blue;">■</span> <span style="color: red;">■</span> |
| SERVICES                               | R673 821           | <span style="color: blue;">■</span>   |
| <b>TOTAL</b>                           | <b>R19 384 114</b> |   |

**IN 2019/20, 167 ENTITIES WERE PAID OVER R15.6 MILLION TO ATTEND EXHIBITIONS SHOWCASING THEIR OWN PRODUCTS ACROSS THREE AFRICAN COUNTRIES AND 26 INTERNATIONAL COUNTRIES**

## DISBURSEMENT

### INTERNATIONAL

**R15 MILLION**  
PAID





## HAVING ATTENDED EVENTS BETWEEN APRIL 2017 AND MARCH 2020, 27% OF COMPANIES SUPPORTED BY EMIA REPORTED A 50% OR MORE INCREASE IN EXPORTS

The majority of beneficiaries sourced more than 50% of their raw materials from black- and female-owned SMMEs, with some even reporting sourcing raw materials from youth-owned SMMEs and people with disabilities.

### HOW HAVE EMIA BENEFICIARIES RESPONDED TO COVID-19?

#### NEGATIVE IMPACTS DUE TO COVID-19

- Reduction in sales due to travel restrictions.
- Fewer opportunities available due to industry restrictions.

#### ADAPTING BUSINESS DUE TO COVID-19

- Revised online selling platforms
- Increased marketing through social media and other online tools
- Attended online trade shows
- Sought local market opportunities.



# OUTCLASS CRYSTALLIZED GEMS



**OWNERSHIP**  
BLACK MALE SMME

**B-BBEE STATUS**  
LEVEL 2

**APPROVAL DATE**  
OCTOBER 2019

**APPROVAL AMOUNT**  
R90 000

**CLAIMS PAID TO DATE**  
R86 130

Outclass Crystallized Gems was founded in 2015. Based in Kimberley in the Northern Cape, the company was approved to attend the VOD Dubai International Jewellery Show in November 2019 in the United Arab Emirates to showcase its produce of loose polished diamonds. The EMIA funding contributed to fees for the exhibition stands, return flights, marketing material, shipping the product for exhibition, and travel allowance. The EMIA also supported the company to



improve its marketing skills at the event and facilitated meetings with potential new customers, which has resulted in new collaboration opportunities. Attending the events has helped in identifying where to sell the product and build the team knowledge on different diamonds that the Middle East requires. While the company did not experience an increase in exports, it is exporting to Canada, China, and the United States. Furthermore, the projected revenue increase was anticipated to result in 20 jobs being created and an increase in outsourcing of services to SMMEs (i.e. manufacturing, marketing, and philanthropy to local NGOs).

As a result of the mines shutting down due to COVID-19, the company obtained less raw materials and thus experienced reduced production. Furthermore, international travel was restricted which reduced sales. Currently, the company is therefore focussing on selling existing inventory.

# UMLANDO WEZITHOMBE PUBLISHERS



**OWNERSHIP**  
WHITE MALE SMME

**B-BBEE STATUS**  
LEVEL 4

**APPROVAL DATE**  
OCTOBER 2019

**APPROVAL AMOUNT**  
R90 000

**CLAIMS PAID TO DATE**  
R86 130



This SMME, based in Muizenberg in the Western Cape, was approved to attend the Kidscreen Summit in February 2019 in the United States to showcase Jabu's Jungle, its animated film. The EMIA also supported the company to improve the design of its marketing products, improve its marketing skills at the event, and facilitated meetings with potential new customers. While no new exports have resulted from the event as yet, the company met with distributors to discuss sharing its production in Europe, North America, and South America.

Due to COVID-19, the company was not able to keep investors on board to fund the production. However, to overcome the challenges it faced, the company identified an opportunity to merchandise and licence clothing, accessories, and bags with some of the characters from the film.





## CAPE ALPACA PRODUCTS (PTY) LTD



### OWNERSHIP

WHITE MALE & FEMALE SMME

### B-BBEE STATUS

LEVEL 4

### APPROVAL DATE

DECEMBER 2019

### APPROVAL AMOUNT

R99 233

### CLAIMS PAID TO DATE

R81 733

Although Cape Alpaca Products was established in 2002, trading of alpaca products only commenced in 2011. This producer of sock weight yarn, double knit yarn, throws, scarfs, and knitted snoods, based in Wellington in the Western Cape, has been supported by the EMIA multiple times to promote its goods at events in Australia, Japan, Germany, and the United States. The most recent event the company attended was NY Now, a fashion event in New York City, the United States, in February 2020. The financial support contributed to the costs for stand fees, airfare, accommodation and marketing materials. The EMIA support has also assisted the company by facilitating meetings with potential new clients, the success of which is reflected in the 20% increase in exports and new markets, including the United States and Australia. In addition, attending the events made the team aware of global trends and as a result, the company revamped its range and created a new brand to go with it.

Despite COVID-19, the company continued with production to ensure products would be available once it was able to start trading again. It has also developed a new product with raw materials not usually used and has started using waste fibre for stuffing packaging as importing of similar products was unavailable.

## ALURA PHARMACEUTICALS (PTY) LTD



### OWNERSHIP

ENTITY OWNED SMME

### B-BBEE STATUS

LEVEL 4

### APPROVAL DATE

JULY 2019

### APPROVAL AMOUNT

R66 826

### CLAIMS PAID TO DATE

R64 615

Alura Pharmaceuticals, established in 2017 and located in Pretoria, Gauteng, produces herbal iceman cooling gel. The company was approved for support to attend the SANA 31<sup>st</sup> International Exhibition of Organic and Natural Products in Italy in September 2019, including the costs for travel, accommodation, registration fees for a stall and marketing material. Since the iceman cooling gel is well known in South Africa, the company aimed to enter the European market with a superior product in packaging that suits the needs of people in Europe. While the EMIA support enabled the company to export its product to Italy and Malta initially, these exports have now ceased due to COVID-19 restrictions.





# SECTOR SPECIFIC ASSISTANCE SCHEME

The goal of the Sector Specific Assistance Scheme (SSAS) is to broaden the export base through the development of new export markets. Emphasis is placed on promoting broader participation of black-owned SMMEs in the economy, proposing solutions to challenges in export growth, and stimulating job creation. The scheme therefore provides financial support to projects that contribute towards the development of sectors and the growth of South African exports.

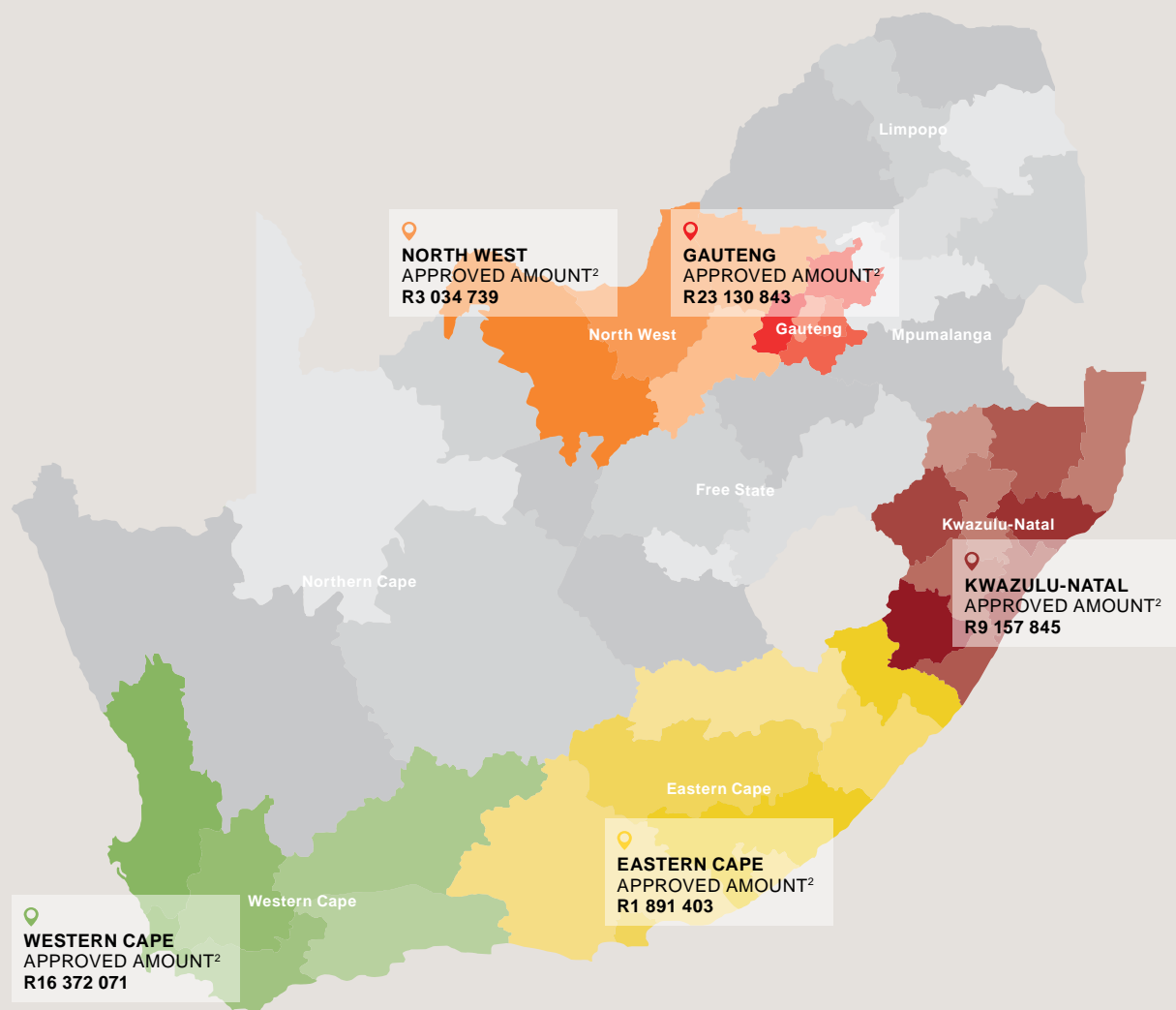
## SUPPORTING WOMEN-LED VENTURES

In 2019/20, 16 project co-ordinators were approved for 37 projects, supporting 337 SMMEs with grant funding totalling R53.6 million. Importantly, since lack of access to credit and other constraints to small businesses disproportionately affect women<sup>1</sup>, 55% of the SMMEs supported are women-owned, and 30.8% are black women-owned. SSAS's support will have a positive impact on the approved women-owned ventures, providing the financial backing to allow them to unlock the potential of their SMMEs.

| YEAR    | PROJECTS APPROVED | WOMEN-OWNED SMMEs | SMMEs | GRANTS APPROVED |
|---------|-------------------|-------------------|-------|-----------------|
| 2017/18 | 59                | 304               | 596   | R63 441 066     |
| 2018/19 | 47                | 232               | 435   | R64 514 698     |
| 2019/20 | 37                | 186               | 337   | R53 586 902     |



<sup>1</sup>Women's Financial Inclusion Framework. 2019. Department of Women, Youth and Persons with Disabilities.

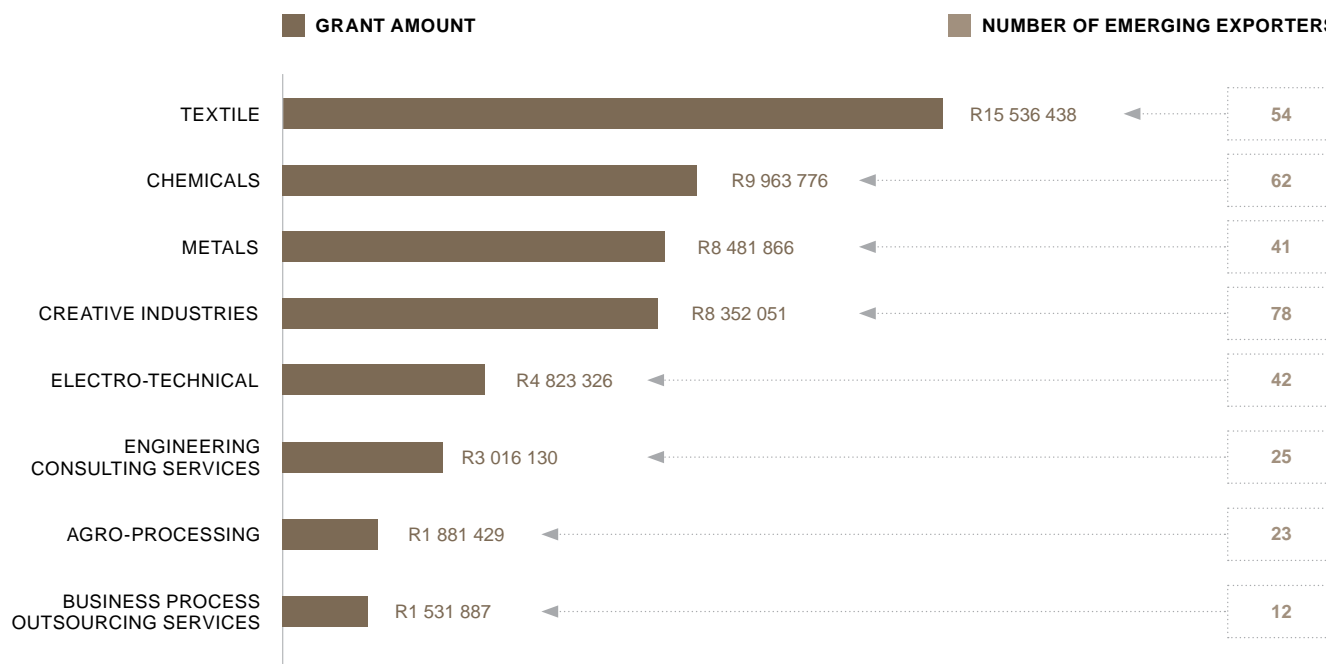


## EMERGING EXPORTERS

|               | BLACK FEMALE | BLACK MALE | WHITE FEMALE | WHITE MALE |
|---------------|--------------|------------|--------------|------------|
| EASTERN CAPE  | 9            | 2          | 7            | 0          |
| FREE STATE    | 0            | 2          | 1            | 0          |
| GAUTENG       | 51           | 38         | 21           | 19         |
| KWAZULU-NATAL | 18           | 15         | 4            | 10         |
| LIMPOPO       | 3            | 3          | 2            | 1          |
| MPUMALANGA    | 1            | 1          | 1            | 0          |
| NORTH WEST    | 5            | 12         | 1            | 0          |
| NORTHERN CAPE | 2            | 2          | 2            | 0          |
| WESTERN CAPE  | 15           | 23         | 43           | 23         |

## HIGHLIGHTING THE LOCAL TEXTILE INDUSTRY

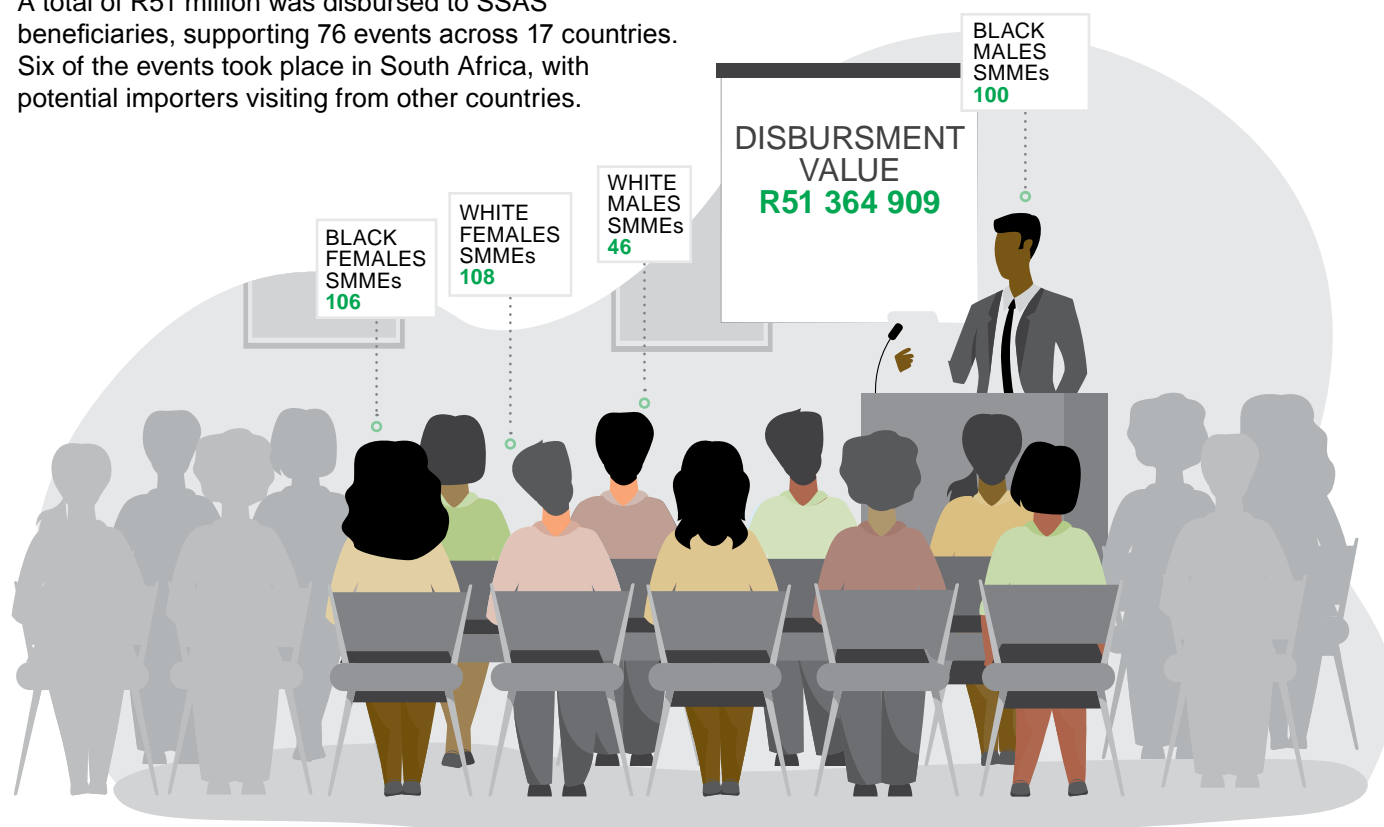
The chemicals, textile, and creative industries lead this scheme when looking at the number of SMMEs which are approved for grants. It is noteworthy that the textile industry – which has a high potential to create employment opportunities – had a significantly higher total value of grants approved relative to the other industries, at R15 million. The retail, clothing, textiles, footwear and leather value chain generates an estimated R74 billion in Gross Value Added, or 1.7% of domestic GDP<sup>3</sup>. In addition, COVID-19 presented this industry, unlike many others, with enormous opportunity because of the rapid increase in demand for PPE.



## DISBURSEMENT SNAPSHOT

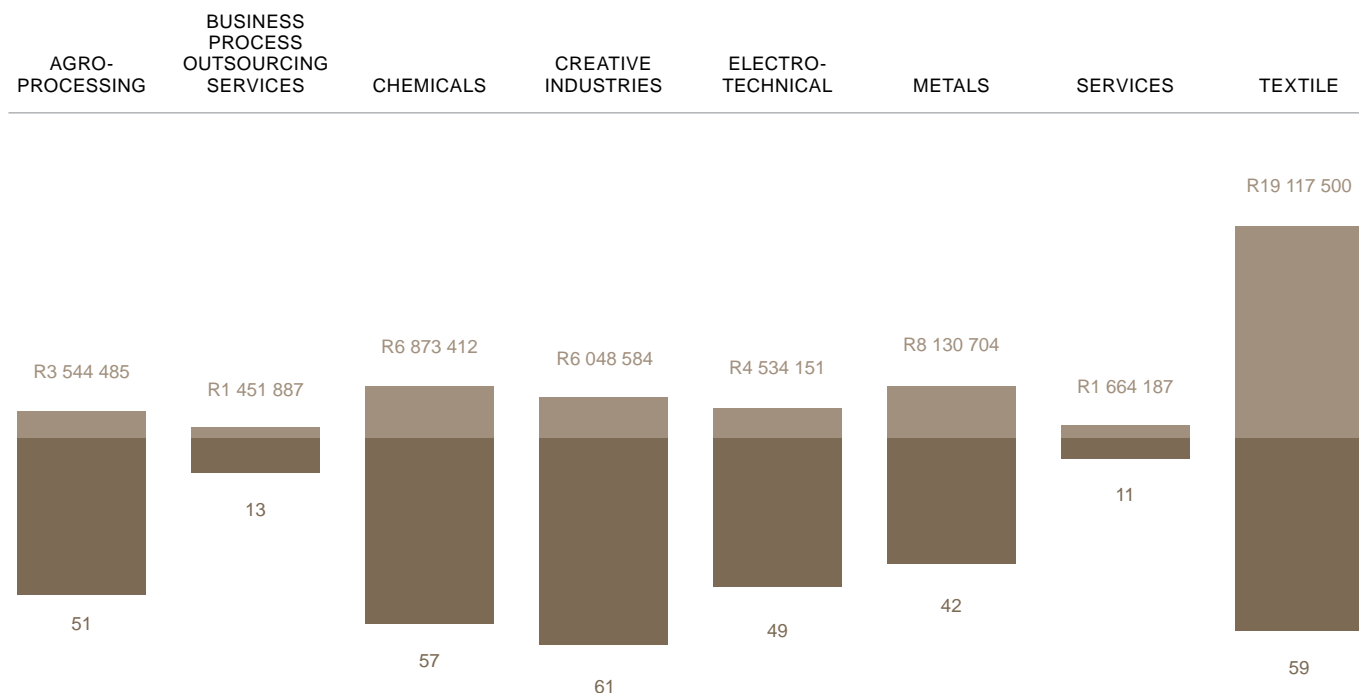
### CREATING THE POTENTIAL TO EXPAND EXPORT TO 17 EXISTING AND NEW MARKETS

A total of R51 million was disbursed to SSAS beneficiaries, supporting 76 events across 17 countries. Six of the events took place in South Africa, with potential importers visiting from other countries.

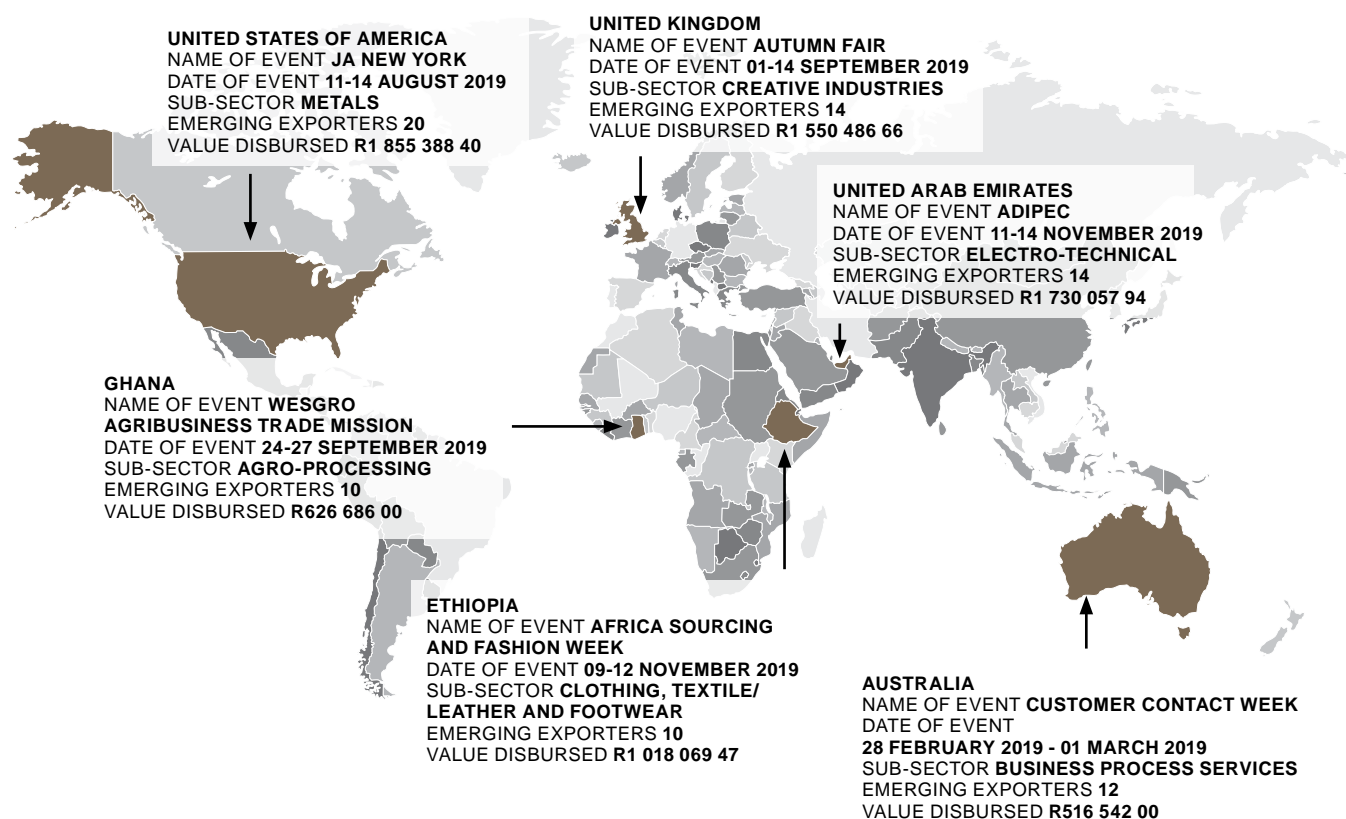




■ TOTAL EVENT PARTICIPANTS  
■ CLAIM PAID



## EXAMPLES OF EVENTS



## CLOSING

The IFB remains committed to supporting job creation, economic growth, and industrialisation of the country, and will continue administering incentives that contribute to achieving these outcomes. However, the negative impact of COVID-19 on the economy in terms of employment, inclusivity, and investment, together with budget cuts, will require the branch to review current financing interventions for all sectors in order to maximise impact. Even though the current allocations are under considerable pressure, the IFB will reprioritise funds for the revitalisation of industrial parks and increased support for other pressurised programmes, while strengthening partnerships to increase financing to accelerate growth of manufacturing and internationally-traded service sectors. The branch will also continue to improve its partnerships with other agencies and departments to ensure a streamlined approval process to avoid duplication, as well as to attract projects from provinces with low participation rates. Going forward, the IFB will play an important role in the economic reconstruction of the country to unblock investment and support as they navigate their new challenges.



# LIST OF BENEFICIARIES

|   |  |
|---|--|
| 33 Unlimited Trading                      | Arid Parks of Southern Africa                                |
| 3D Tactical Systems (Pty) Ltd             | Arkivio  |
| 69 Bodies                                 | Around The World In Eighty Day                               |
| A Kind of War                             | Artrix Crafts (Pty) Ltd t/a Seventyfour                      |
| Aaa Entertainment                         | Aruvali Designs (Pty) Ltd t/a Aruvali                        |
| Abel and Jane Diamonds (Pty) Ltd          | Asiphileni Energy Solutions (Pty) Ltd                        |
| Adapt Marketing (Pty) Ltd                 | Askosa (Pty) Ltd   |
| Adient South Africa (Pty) Ltd             | Asset Partner Holdings (Pty) Ltd                             |
| Adjani Schoeman t/a Adjani Design Studio  | Astron Energy (Pty) Ltd                                      |
| Aeon Skin Solution (Pty) Ltd              | ATM Investment (Pty) Ltd                                     |
| Aeroklas Duys (Pty) Ltd                   | Auto Industrial Group (Pty) Ltd                              |
| Aerosud Aviation (Pty) Ltd                | Autoliv SA (Pty) Ltd   |
| Aerovape Technology                       | Aveng Africa (Pty) Ltd                                       |
| Africa Farm Embroidery Products (Pty) Ltd | Aviro Med Design (Pty) Ltd                                   |
| African American                          | Awareness Publishing (Sa) (Pty) Ltd                          |
| African Clinical Research Organisation    | Bagman   |
| African Leather Footwear                  | Balloct (Pty) Ltd  |
| Afro India Rolling Mills (Pty) Ltd        | Barakat  |
| Afterlife of the Party                    | Bayside Marine (Pty) Ltd t/a Bayside Marine CC               |
| AJ Products Natal CC                      | Beach Cult (Pty) Ltd   |
| Akacia Medical (Pty) Ltd                  | Beadz By Flex (Pty) Ltd                                      |
| Akeno Health                              | Bedazzled Trading CC t/a The Makery                          |
| Alfred Teves Brake Systems                | Belegile Consulting (Pty) Ltd                                |
| Allan Maskew (Pty) Ltd                    | Belsias (Pty) Ltd  |
| Allweld Marine Industrial (Pty) Ltd       | Belsias Communications (Pty) Ltd                             |
| Altis Biologics                           | Benteler South Africa (Pty) Ltd                              |
| Alton SA                                  | Bergendal Rooibos (Pty) Ltd                                  |
| Aluminium Federation Of South Africa      | Bestgrovers Trading and Projects t/a Badivine Creations CC   |
| Alura Pharmaceuticals (Pty) Ltd           | Bhiyoza Publishers (Pty) Ltd                                 |
| Amasu Technologies (Pty) Ltd              | Bioclones (Pty) Ltd  |
| Anchor Foods (Pty) Ltd                    | Black Beauty   |
| Anchora Enterprises (Pty) Ltd             | Black Planet (Pty) Ltd                                       |
| Angeliena                                 | Blendtech (Pty) Ltd  |
| Anna Georgina                             | Bloekomlaan Organic (Pty) Ltd                                |
| Anne Manaczynski t/a Anaczynski Jewellery | Blood And Water  |
| Antjies Handmade Naturals (Pty) Ltd       | Blood Psalms   |
| Appelsdrift Farm (Pty) Ltd                | Blossom Beatuy Collections (Pty) Ltd t/a Euphrates Cosmetics |
| Aqua Blue 1 (Pty) Ltd                     | Blue Noise Production CC                                     |
| Aqua Foods SA (Pty) Ltd                   | Blue Sapphire Pearl (Pty) Ltd                                |
| AR John Engineering (Pty) Ltd             | Bluvein (Pty) Ltd t/a Bella Roze                             |
| Arbeidadel Akwaponika (Pty) Ltd           | Bokone Group of Companies (Pty) Ltd                          |
| Arclight Distributors (Pty) Ltd           | Bonngoe Productions (Pty) Ltd                                |



# LIST OF BENEFICIARIES

|  |   |
|--|---|
| Book Dash  | Cindy HCC (Pty) Ltd   |
| Boomerang Marketing Solutions (Pty) Ltd                      | Cirebelle Fine Chemicals (Pty) Ltd                            |
| Bosets Trading & Projects (Pty) Ltd                          | Citikay International Import & Export CC t/a Khonje           |
| Botanica Natural Products (Pty) Ltd                          | Designs Jewellery   |
| Bottle Jewellery Design (Pty) Ltd                            | Clarity Design (Pty) Ltd t/a Jenni Gault International        |
| BPO Client Service (Pty) Ltd                                 | Clevva (Pty) Ltd  |
| Brainwave 2 Tormi  | Clockwork Collective CC                                       |
| Braise Write Trading CC t/a HR Analytics                     | Coca-Cola Beverages South Africa (Pty) Ltd                    |
| Brenda Lee Kennedy t/a Allsorted Furniture Designs (Pty) Ltd | Cocobaci  |
| Brewsters Craft  | Coega Development Corporation (Pty) Ltd                       |
| Bridgestone SA (Pty) Ltd                                     | Coffee Capsules Direct (Pty) Ltd                              |
| Brink Towing (Pty) Ltd                                       | Coign Foundation (Pty) Ltd                                    |
| Brit Footwear Manufacturers CC                               | Content CD (Pty) Ltd t/a Content Jewellery                    |
| Briza Publikasies CC   | Cosmetic Export Council of South Africa (CECOSA)              |
| Btimbiwaminerals (Pty) Ltd                                   | Courting Anathi   |
| Bubom Nobu qubeka (Pty) Ltd                                  | Covet   |
| Bulletproof –The specials                                    | Cowgirlblues  |
| Buoycon (Pty) Ltd  | CP Magwai Trends (Pty) Ltd                                    |
| Business Process Enabling South Africa (BPESA)               | Cradleomics (Pty) Ltd   |
| Buthano Pictures (Pty) Ltd                                   | Crave Pictures  |
| Buttercup Trading 47 CC                                      | Crime Republic  |
| Buy Build and Sell Development (Pty) Ltd                     | Croft Sales & Rentals CC                                      |
| Byrons Yeats Consulting CC                                   | Css Credit Solutions Services                                 |
| Bytjie Salf (Pty) Ltd  | Culolesizwe Trading Enterprise CC                             |
| Cadet  | CVW Consulting Engineers (Pty) Ltd                            |
| Callforce Direct (Pty) Ltd                                   | Dana Spicer Axle SA (Pty) Ltd                                 |
| Callidus Engineering Projects (Pty) Ltd                      | Dandelion   |
| Canvas And Tent Manufacturing (Pty) Ltd                      | Daniel Rankadi Mosako t/a DRM Arts Solutions and Transport CC |
| Capability BPO Global (Pty) Ltd                              | Dark World  |
| Capaia Wines (Pty) Ltd                                       | Darling Sweet CC  |
| Cape Alpaca Products   | Data Mind t/a Iconic SP                                       |
| Cape Wine Company  | De Goree Farming  |
| Cara Saven Wall Design                                       | Deep Blue Sea 3   |
| Castle Ultra Trading 43 (Pty) Ltd                            | Denise Bierman t/a Fontis Skin Food (Pty) Ltd                 |
| Cataler South Africa (Pty) Ltd                               | Deon Chuistopher Assur (SP)                                   |
| Cathedral Peak Wine Estate                                   | Desire Glen Beauty Products Importer & Distributor CC         |
| Catin Systems (Pty) Ltd                                      | t/a Profusion Hair  |
| CCI South Africa (Pty) Ltd                                   | Devland Engineering   |
| CGI Creative Graphics International                          | D-Fence Manufacturing (Pty) Ltd                               |
| Chataprop Holdings 85 (Pty) Ltd t/a Zambezi Grace            | Di queen designs CC   |
| Cherry Moss Trade & Invest 83                                | Diamond Coast Aquaculture (Pty) Ltd                           |
| Chuma Mall (Pty) Ltd   | Dimanzi (Pty) Ltd   |

# LIST OF BENEFICIARIES

|  |   |
|--|---|
| Diprente   | FG La Pasta (Pty) Ltd                                       |
| Dironraps Business Enterprise (Pty) Ltd                      | Fikelephi Holdings (Pty) Ltd t/a Since Now Jewels           |
| Ditsala Design and Creation (Pty) Ltd                        | Film Afrika Worldwide (Pty) Ltd                             |
| Do Productions (Pty) Ltd                                     | Finding Jack  |
| Doolhof Wine Estates   | Fino Cosmetics CC   |
| Dream - The Lebo Mathosa Story                               | First Last Tour   |
| Dreamland Piggery (Pty) Ltd                                  | FK Empire (Pty) Ltd   |
| Dreams of the Moon   | Flavor N.T Music (Pty) Ltd                                  |
| Dube Trade Port  | Fontis Skin Food (Pty) Ltd                                  |
| Durr Africa (Pty) Ltd  | Foot Style (Pty) Ltd  |
| Dust   | Ford Motor Company of Southern Africa (Pty) Ltd             |
| Dynafoam Conveters (Pty) Ltd                                 | Free Women Films (Pty) Ltd                                  |
| E Gillis   | Fresenius Kabi Manufacturing SA (Pty) Ltd                   |
| E The Planner (Pty) Ltd t/a E The Planner Wellness Company   | Fresh Soil Products T/A Fresh Soil Health Food (Pty) Ltd    |
| East London IDZ SOC Ltd                                      | Full Circle Contact Centre Services (Pty) Ltd               |
| Easta Holdings E4H (Pty) Ltd                                 | Future Gold Bullion (Pty) Ltd t/a FG                        |
| Eastern Cape Development Corporation SOC Ltd                 | Garland-Waide Bradford                                      |
| EC Three (Pty) Ltd   | Gary Rom Hairdressing Imports and Sales (Pty) Ltd           |
| Eco Rubber CC  | Gauteng Growth and Development Agency (GGDA)                |
| Elna Victor  | Gauteng IDZ SOC Ltd   |
| Els And Co Fine Leather Craftsman (Pty) Ltd                  | Geestep (Pty) Ltd   |
| Empire Salon Specialist (Pty) Ltd                            | Gemilatex (Pty) Ltd   |
| EMV Nanomaterials (Pty) Ltd                                  | Girl Taken  |
| Enerlytics CC  | Global Jewellery Academy CC                                 |
| Ensa Environmental South Africa (Pty) Ltd t/a Ensa (Pty) Ltd | GMAC Foam Hygiene Technologies (Pty) Ltd                    |
| Enza Management Service CC T/A Imara Jewellery               | Gola Akwaponika (Pty) Ltd                                   |
| Escape Room 2  | Gold and I (Pty) Ltd  |
| Essel Products CC  | Golinco Manufacturers CC t/a Topline Manufactures           |
| Everest Corrugated (Pty) Ltd                                 | Gometro (Pty) Ltd   |
| Evergreen Latex CC   | Gosiame Celebrity Ntshole                                   |
| Everite Newco (Pty) Ltd                                      | Granadilla Swimwear (Pty) Ltd                               |
| Evolution Projects   | Grand Stage Trading (Pty) Ltd                               |
| Excel At Uni (Pty) Ltd                                       | Granville Essafrau Renecap (Pty) Ltd t/a 8th Avenue Trading |
| Exxaro Coal Mpumalanga (Pty) Ltd                             | Great Karoon Angels (SP)                                    |
| Family Secrets   | Green Star Media  |
| Fancy Sapphire (Pty) Ltd                                     | Greenies Farm (Pty) Ltd                                     |
| Fang-Yu Liao(SP) t/a Michl Contemporary Fine Jewellery       | Grupo Antolin SA (Pty) Ltd                                  |
| Faranani It Services   | GUD Holdings (Pty) Ltd                                      |
| Fashion and Décor CC   | Haflo (Pty) Ltd   |
| Faurecia Interior Systems Pta (Pty) Ltd                      | Halo Daze   |
| Fearika Heyns t/a Fearika Designs                            | Hannah creamery (Pty) Ltd t/a Skin creamery                 |
| Femke Kleisen Designs (Pty) Ltd                              | Hash one committee Entertainment (Pty) Ltd                  |

# LIST OF BENEFICIARIES

|   |  |
|---|--|
| Hasna Argan Oil (Pty) Ltd t/a Argan Green                               | Innovate Logistics (Pty) Ltd                       |
| Hawk Mobile (Pty) Ltd t/a Alenti Technologies                           | Innovation 4 Live Intellectual Property (Pty) Ltd  |
| Health Matrix Laboratories (Pty) Ltd                                    | Inside Job   |
| Heather Jane Brooker (SP) t/a Heather Jane Smith Ceramics and Porcelain | Intl Diamond Merchants CC                          |
| Heather Maile t/a HHM Global Trading (Pty) Ltd                          | ION X (Pty) Ltd                                    |
| Hesto Harnesses (Pty) Ltd   | IRA Consulting (Pty) Ltd                           |
| Hey Innovations   | Iraka Biotech (Pty) Ltd                            |
| High Rollers Trading and Projects CC t/a Lady K                         | Isithebe Industrial Park                           |
| Hinterveld (Pty) Ltd  | I-slices manufacturing (Pty) Ltd t/a Eyeslices     |
| Hisense SA Manufacturing (Pty) Ltd                                      | Istospark (Pty) Ltd                                |
| Hitower miniprologistics (Pty) Ltd                                      | Itau Ruminant Feeds (Pty) Ltd                      |
| Hoelson Sisters (Pty) Ltd   | Jabulani Jewellery CC                              |
| Homecoming  | James Massage (Pty) Ltd t/a Saint + Summer         |
| Honeyfields Wholesalers CC  | Jane Lawrenson t/a Jane Olivia Designs             |
| Hope 1978 (Pty) Ltd   | Janine Binneman Jewellery Design CC                |
| Hopewell Footwear (Pty) Ltd   | Jeannelle La Amour                                 |
| House of Eggs (Pty) Ltd   | Jessica Lea Gouws T/A Yellow Jewellery (SP)        |
| Houtlander  | Jewellery Council Of South Africa (JCSA)           |
| HSE Supplies (Pty) Ltd  | Jiva   |
| Hybrid Composite  | Jodam Manufacturing CC                             |
| Hypernova Space Technologies (Pty) Ltd                                  | John Moffat Prolock (Pty) Ltd                      |
| I Crous   | Juja Clay NPC                                      |
| I Wish I'd Said   | K Squared Group (Pty) Ltd                          |
| Iced Chilli Design Studion CC t/a Webby Agencies CC                     | K2014253646 (South Africa)                         |
| Icontact (Pty) Ltd  | K2017434288 (Pty) Ltd                              |
| Ikapa Resources (Pty) Ltd   | Kaalgat Karel                                      |
| Ikhwezi Agro Holdings (Pty) Ltd   | Kaho Creation (Pty) Ltd                            |
| Ilima Publishers (Pty) Ltd  | Kamani Pillay t/a NB Skin Science (Natural Beauty) |
| i-Make Plastics (Pty) Ltd   | Kamani Ramlakan (Pty) Ltd t/a NB Skin              |
| Impala Bolt and Nuts (Pty) Ltd  | Karoo Angels (Pty) Ltd                             |
| Impromptu Marketing   | Kat Van Duinen Design                              |
| Impulse Biomedical (Pty) Ltd  | Katavi Botanicals (Pty) Ltd                        |
| Imsyser Health Peoducts (Pty) Ltd                                       | Kaytex Beits (Pty) Ltd                             |
| Imvusa Interior Trim (Pty) Ltd  | Kea Projects Group (Pty) Ltd                       |
| In Therapy  | Kea-Nthabi's African Designs CC                    |
| Indemnity   | Keiskamma Trust t/a Keiskamma Art Project          |
| Indi Pots   | KG Jewellers (Pty) Ltd                             |
| Indigenius Kraft (Pty) Ltd  | Khayelitsha Cookies (Pty) Ltd                      |
| Indigi Designs  | Khazamula Properties (Pty) Ltd                     |
| Indoni Fashion House (Pty) Ltd  | Khepri Innovations (Pty) Ltd                       |
| Inkwali Fabrication and Maintenance (Pty) Ltd                           | Kingsgate Clothing (Pty) Ltd                       |
|   | Kirton Mechanical Equipment CC                     |



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|---|---|
| Kissing Booth 2                               | Ltd Distributors  |
| Kissing Booth 3                               | Lulu Khesa Craetion (Pty) Ltd                                 |
| Kleinskuur Boerdery Aquaponics (Pty) Ltd      | Lumegen Laboratories  |
| Knight of Grey (Pty) Ltd t/a Elegante         | Lumela Afrika CC  |
| Knights Baby Training (Pty) Ltd               | Lumotech (Pty) Ltd  |
| Known Associates Entertainment                | Lungisupreme Brands SA (Pty) Ltd                              |
| Kogita Secret (Pty) Ltd                       | LVSA Group (Pty) Ltd  |
| Konempire t/a Koni Wines (Pty) Ltd            | Lwandle Technologies (Pty) Ltd                                |
| Kruger  | Lynne Avis T/A Obtuse Jewellery (SP)                          |
| Kruger Lowveld Braai Supplies                 | Lynne De Jager (Pty) Ltd                                      |
| KT Opportunities (Pty) Ltd                    | Mabotho Interior Design (Pty) Ltd                             |
| Kwantu Entertainment Designs CC               | Macluminium Trading (Pty) Ltd                                 |
| Kwasukasukela                                 | Madlokovu Business (Pty) Ltd                                  |
| Kwena Products (Pty) Ltd                      | Magetz Guest Amenities CC t/a Velvet Bath, Body and Skin Care |
| L & J Tool & Engineering (Pty) Ltd            | Mahle Behr (Pty) Ltd  |
| L Heavens                                     | Makareng Electrical Industries (Pty) Ltd                      |
| La Van Skin and Body Excellence System CC     | Mali Belleggings (Pty) Ltd                                    |
| L'Abeille (Pty) Ltd                           | Mambu Design CC   |
| Laboratory Infrastructure Solutions           | Mamello MP (Pty) Ltd  |
| Lammershoek Farms & Winery                    | Mamoa Trading Enterprise CC t/a Mamoa Skin Care               |
| Larostar (Pty) Ltd                            | Mandla MLANGENI Music (Pty) Ltd                               |
| Laser Edge Designs                            | Manichad Beharilal and Beharilal                              |
| Lathitha Leisure Point (Pty) Ltd              | Mannequin Films   |
| Lavenderlane Essential Oils CC                | Manok Naturals CC   |
| Le Naturel (Pty) Ltd                          | Marina Walsh t/a Marina Walsh Designs                         |
| Ledika Creation (Pty) Ltd                     | Maritzdam Investment (Pty) Ltd                                |
| Leigh Schwert Clothing CC                     | Marleen Van Wyk T/A Kinkel Jewellery (SP)                     |
| Leony.E.Botha (SP)                            | Marshalls Traditional Healthcare                              |
| Lescath CC t/a Hats Off                       | Maselesele Jewellers (Pty) Ltd                                |
| Levelx Inter Trading (Pty) Ltd                | Masinga The Calling   |
| LFC Fitness (Pty) Ltd                         | Material 2  |
| Ligitprops 74 Cc                              | Matshidiso Shoes (Pty) Ltd                                    |
| Linda J. Fellowes (Sole trader)               | Maxhoba Entertainment CC                                      |
| Liselo Labs (Pty) Ltd                         | Md Tecma Group (Pty) Ltd                                      |
| Little Green Events                           | Megan Keyser t/a Meraki Jewellery Design (SP)                 |
| LJ Cosmetology (Pty) Ltd                      | Megan McFall t/a Starbright Jewellery (SP)                    |
| Llima Publishers (Pty) Ltd                    | Megz M Counture (Pty) Ltd                                     |
| Log (Pty) Ltd                                 | Melanin Skin Food (Pty) Ltd                                   |
| Logicalis SA (Pty) Ltd                        | Memo Corrugated Iron (Pty) Ltd                                |
| Lomond Wine Estates                           | Merchants Sa (Pty) Ltd  |
| Lotsha Publications and Booksellers (Pty) Ltd | Merwida Wingerde  |
| Lou Harvey (Pty) Ltd                          |   |

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| Messina Verpakkings (Pty) Ltd                    | Nubian Queen on 101 (Pty) Ltd                                |
| Metpar (Pty) Ltd                                 | Nuiba 373  |
| Mhlaba Group (Pty) Ltd                           | Nutriseed (Pty) Ltd  |
| Mico Shavings (Pty) Ltd                          | Nyamezela Metering (Pty) Ltd                                 |
| Micromega Publication (Pty) Ltd                  | Oh-Lief Natural Products                                     |
| Miracle Communications (Pty) Ltd                 | Okran 19 (Pty) Ltd T/A Jade South Africa                     |
| Miracle Touch Products CC                        | Oldenburg Vineyards  |
| MLT Inveters (Pty) Ltd                           | Olive Black Invest   |
| MMT Engineering (Pty) Ltd                        | Olive Handmade Soaps (Pty) Ltd                               |
| Moedi Learning Technologies (Pty) Ltd            | Omega Refrigeration (Pty) Ltd                                |
| Mohurutse Enterprise (Pty) Ltd                   | One of Each (Pty) Ltd  |
| Molo Mimi (SP) t/a Lisa Nettelton                | Ooh La La Confectionery                                      |
| Moono Tone Production CC                         | Ordained Trading (Pty) Ltd                                   |
| Moponosi Construction CC                         | Ostem (Pty) Ltd  |
| Mosioua  | Ostrich Business Chamber Export Council (OBCEC)              |
| MPC Recruitment                                  | Oudtshoorn Municipality                                      |
| MSSL Global RSA Module Ltd                       | Our Girl 4   |
| M-Tech Industrial                                | Outclass Crystallized Gems                                   |
| My Ebook (Pty) Ltd                               | Outsurance Shared Services (Pty) Ltd                         |
| My T Chai CC                                     | Outworx Contact Centre (Pty) Ltd                             |
| N. Ndlovu and Associates (Pty) Ltd               | Overhex Wines International (Pty) Ltd                        |
| National Pride                                   | Ozzys Eco Décor (Pty) Ltd                                    |
| Natibrands CC                                    | Pamsoro Mining and Lifting CC                                |
| Natural Touch Universal (Pty) Ltd                | Pastoll Joanina t/a Studio Sterling (Pty) Ltd                |
| NB Skin science t/a K Pillay                     | Patsima Jewellery Design T/A Phatsima Jewellery Designs CC   |
| Ndalama Armature Winders CC                      | Pauline's Handcraft & Home Decor CC                          |
| Ndlovu Jewellery (Pty) Ltd                       | Peppertree Bags  |
| Nelseg Entertainment (Pty) Ltd                   | Perdeberg Group  |
| Neworld Exhibitions                              | Peru and Bala - The Movie                                    |
| Next of Next Week 5                              | Petrel Group (Pty) Ltd                                       |
| Next Platforms (Pty) Ltd                         | PG Group (Pty) Ltd   |
| Nicholas Frederick Mathews                       | Phumelele Occupational Health and Medical Services (Pty) Ltd |
| Nilotiqa (Pty) Ltd                               | Phuzamanzi Industrial Maintenance Projects CC                |
| Nomad Jewellery and Associates CC                | Phyto Pro  |
| Nombuso Mahlangu t/a Isimilo Creations (Pty) Ltd | Pienaar And Son Distilling Company                           |
| Nomvula's Knitters (Pty) Ltd                     | Pikoko Innovations (Pty) Ltd t/a Afr-Berry                   |
| North West Development Corporation SOC Ltd       | Pneuma Jewellers CC  |
| Novus  | Poison City Brewery Pty Ltd                                  |
| NTGR Engineering Projects CC                     | Posthouse Vineyards  |
| Nthoese Development (Pty) Ltd                    | Pou (PeaKock)  |
| Ntobeko  | Power Plant Electrical Technologies                          |
| Nubian Nature (Pty) Ltd                          | Promap Civil Engineering Surveyors                           |

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|---|--|
| Publishers Association of South Africa (PASA)             | S T Bassett (Sole Proprietor)                                |
| Pura Soda Beverage Company                                | SA Commercial (Pty) Ltd                                      |
| Puso-Basa-Mmuso (Pty) Ltd                                 | SA Rebuilders (Pty) Ltd                                      |
| Pyga Industries (Pty) Ltd                                 | Sabertek Precision Manufacturing                             |
| Queen Nzinga  | Safricloud (Pty) Ltd   |
| Queen Sono  | Saldanha Bay IDZ Licencing Company SOC Ltd                   |
| Quizzical Pictures  | Samke Style (Pty) Ltd  |
| Raaswaters Community Craft Development (Pty) Ltd          | Samo Engineering (Pty) Ltd                                   |
| Rademan Global Safety Solutions (Pty) Ltd                 | Samuneti Leather (Pty) Ltd                                   |
| Ragon Industries  | Scan Display Solutions (Pty) Ltd                             |
| Rainbow Chillrun (Pty) Ltd                                | Scatec Solar Africa (Pty) Ltd                                |
| Rainbows End Estate                                       | Schoeman Adjani t/a Adjani Design Studio (SP)                |
| Rancet Trading CC t/a Siyakha Imperial Printing Co.       | Seatrin Consulting (Pty) Ltd                                 |
| Rarity Handbags   | Segachris Publishing (Pty) Ltd                               |
| Redeeming Love  | Senechal-Senekal Art Gallery                                 |
| Refined Revolt (Pty) Ltd                                  | Sensory Intelligence Consulting CC                           |
| Reflex Business Systems                                   | Serenus luxury body care (Pty) Ltd t/a Serenitii Luxury Body |
| Reg and Phil Jewellery (Pty) Ltd                          | Care by Sarinah  |
| Renditorque (Pty) Ltd                                     | Serratus Commerce (Pty) Ltd                                  |
| Reptile Trading (Pty) Ltd                                 | Shaina   |
| Rescomp Racegun Accessories CC                            | Sharp Shoot Print Publish and Stationery (Pty) Ltd           |
| Rethink bags (Pty) Ltd                                    | She Met Jewellery (Pty) Ltd                                  |
| Reunion Footwear Components CC                            | Sheba (Look)   |
| Reyka   | Shonaquip  |
| RH Newman   | Shooshoos CC   |
| Rhudzambilu Holdings (Pty) Ltd                            | Siathemba Construction and Mining (Pty) Ltd                  |
| Richard Pullen (SP)                                       | Sibahle Jewellery (Pty) Ltd                                  |
| Richard's Bay Industrial Development Zone Company SOC Ltd | Sibahle Skin Solutions (Pty) Ltd t/a Portia M Skin Solutions |
| Rickety Bridge Properties (Pty) Ltd                       | Sibongile Ayanda Sizwesiyanda Jiya                           |
| Risk of Relapses  | Sigma International (Pty) Ltd                                |
| Robinson and Sinclair                                     | Simera Sense   |
| Rogue   | Sinapi Manufacturing   |
| Rogue Taze  | Skaapboer  |
| Ronel Jordaan Textile's CC                                | Skillup (Pty) Ltd  |
| Rosehip Design  | Skin Kidz CC   |
| Roto Solutions CC   | Skin Scripts CC  |
| Roundhill Books (Pty) Ltd                                 | Skinesiology skincare (Pty) Ltd                              |
| Royal Commerce Trading (Pty) Ltd                          | Skinny Laminx Design   |
| Royalty Agribiz (Pty) Ltd t/a Brand Royalty Oils          | Slim BLVD Media (Pty) Ltd                                    |
| Royalty Communications & Hospitality                      | Slinko (Pty) Ltd   |
| RTJ Liquors (Pty) Ltd                                     | SLNKO (Pty) Ltd  |
| Rudzambilu Holdings (Pty) Ltd                             | Small Enterprise Development Agency (SEDA)                   |



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| SMEC SA (Pty) Ltd   | The Alice Group   |
| Smollan Diversified Services                                | The Bulk Wine Centre  |
| SNE and Busi porterry (Pty) Ltd                             | The Camp  |
| Softcoza Development CC                                     | The Emerald Room t/a Red Dane Skincare                      |
| Sotho Mafia Entertainment CC                                | The Fire Room CC  |
| Soulever Wellness Salon CC                                  | The FSP Collection (Pty) Ltd                                |
| South Africa Oil and Gas Alliance (SAOGA)                   | The Gig (Granny In Gloom)                                   |
| South African Boat Builders Export Coucil (SABBEX)          | The Good Hope Textile Corporation (Pty) Ltd                 |
| South African Electrotechnical Export Council (SAEEC)       | The Lash Collection   |
| South African Footwear and Leather Export Council (SAFLEC)  | The Mauritanian   |
| South African Ostrich Business Chamber (SOABC)              | The Night Outside   |
| Soweto  | The Power   |
| Spell   | The Prels Of Ukhahlamba                                     |
| SSG Khulisa (Pty) Ltd                                       | The Pride of Lioness  |
| Stainless Accessories Eastern Cape (Pty) Ltd                | The Spirit  |
| Still - Story of Lauretta Ngcobo                            | The Umbrella Men  |
| Stolen  | The Watch   |
| Storyscope  | The Wren Design   |
| Stowe and Co (SP) t/a The Corner Gallery                    | The Year of The Great Storm                                 |
| Stradom Design (Pty) Ltd                                    | Thembisa Gloria Sebonyane (Pty) Ltd t/a Ke 2 General Trader |
| Studio C Manufacturing Jewellers CC                         | Thermal Valve Manufacture (Pty) Ltd                         |
| Sugarbush Creations (Pty) Ltd                               | This Is Not Arthouse Anthology                              |
| Sumitomo Rubber South Africa (Pty) Ltd                      | Thuthukani Chapman. Cele                                    |
| Superb Flooring Systems (Pty) Ltd                           | Tinsel Contemporary Jewellery                               |
| Supplements Online  | Tnei Africa   |
| Surface Urban Farming (Pty) Ltd                             | Tokoetsile Logistics (Pty) Ltd                              |
| Surveillance Equipment And Research Technology CC           | Topqualitea South Africa                                    |
| Sweet-Orr And Lybro   | Tori Stowe / Stowe And So                                   |
| Sycamore Trading (Pty) Ltd                                  | Toyoda Gosei SA (Pty) Ltd                                   |
| Symbols on Silk (Pty) Ltd                                   | Toyota South Africa Motors (Pty) Ltd                        |
| Table Manners   | Tracy Lee Belter (SP)                                       |
| Tag Your Ride (Pty) Ltd                                     | Trade and Invesment Kwazulu Natal (TIKZN)                   |
| Tagmarshal  | Triangle Post And Animation Studios                         |
| Takka Trading (Pty) Ltd t/a Seoksbeads Accessories          | Tribus Energy (Pty) Ltd                                     |
| Tamasa Trading Wines (Pty) Ltd                              | Trident South Africa (Pty) Ltd                              |
| Tamzin Design (Pty) Ltd t/a HJT Designs                     | Trilogy Creative Studios                                    |
| Taste Of Terroir  | Trimax Digital Solutions (Pty) Ltd                          |
| Technique Manufacturing (Pty) Ltd                           | Triple Five Trucking (Pty) Ltd                              |
| Telesure Group Sevices (Pty) Ltd                            | Tropical Paradise Trading 514                               |
| Tellumat (Pty) Ltd  | Tshwane Automotive SEZ                                      |
| Teplov Shoes & Dancewear CC                                 | Tshwane Economic Development Agency (TEDA)                  |
| Thatha Solution and Projects (Pty) Ltd t/a 26Ten Publishers | TW Profile Services (Pty) Ltd                               |

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|---|---|
| Uhuru Productions                                   | White Earth Healthcare (Pty) Ltd t/a Wholesome Food |
| Ulwandle Marine Fishing (Pty) Ltd                   | Who I am not  |
| Univission Technology CC                            | Wild is the wind                                    |
| Untold - The Life and Times O Dr Joseph Shabalala   | Willem Basson t/a Fanglasstic CC                    |
| Urban Legend  | Wise Parking Systems (Pty) Ltd                      |
| Ursula Dale T/A Ursh Works Ceramics (SP)            | WNS Global Services SA (Pty) Ltd                    |
| Urucu Media   | Women in Wine (Pty) Ltd                             |
| Utkarsh Entertainment                               | Womxn: Working                                      |
| Vagrant Queen                                       | Wonki Ware  |
| Valsar Petroleum (Pty) Ltd                          | World of Focus 2215 CC t/a ROK                      |
| Vampire Academy                                     | XYZA Savanna (Pty) Ltd                              |
| Vansha Farming                                      | Yivani Ezi Nadaba Trading (Pty) Ltd t/a Yivani      |
| Vee Desh Nee  | Your Best Choice (Pty) Ltd                          |
| Vela Africa Sourcing Pty Ltd - Distillery 031       | ZA Natural Care (Pty) Ltd t/a Aloe Unique           |
| Vergeet My Nie                                      | ZA Suppliers (Pty) Ltd                              |
| Veronika Olivier (SP)                               | Zaviar (Pty) Ltd                                    |
| Vest- Activ Four                                    | Zazen Consulting                                    |
| Vexila (Pty) Ltd                                    | Zebra Armour (Pty) Ltd                              |
| Via - Vollenhoven & Appollis Independent            | Zetz Trading (Pty) Ltd                              |
| Via La Moda (Pty) Ltd                               | Ziloflo (Pty) Ltd                                   |
| VIC IT (Pty) Ltd                                    | Zinc Pictures                                       |
| Victoria Orpen Jewellerrrs (Pty) Ltd                | Zizamele Ceramics                                   |
| Villa 65  | ZK Roof Tile Manufacturers (Pty) Ltd                |
| Vincent Amoretti (Pty) Ltd                          | Zoe Décor (Pty) Ltd                                 |
| Vindemitor  | Zolarity Investment (Pty) Ltd                       |
| Vinglo (Pty) Ltd                                    | Zuplex (Pty) Ltd                                    |
| VIP Cosmetisc Laboratories CC                       | Zwakala Brewery (Pty) Ltd                           |
| Vlugtig   |   |
| VM Automotive (Pty) Ltd                             |   |
| Vogel Homeware                                      |   |
| Void Pro Manufacturing (Pty) Ltd                    |   |
| Wathinta Umfazi                                     |   |
| We Are It (Pty) Ltd                                 |   |
| Webhelp SA Outsourcing (Pty) Ltd                    |   |
| Weef (Pty) Ltd                                      |   |
| Wela Boerdery                                       |   |
| Wellington Wyne                                     |   |
| West Five Films                                     |   |
| Westcon Group Shared Services (Pty) Ltd             |   |
| Western Cape Tourism, Trade and Investment (WESGRO) |   |
| WH Burgundy (Pty) Ltd t/a Burgundy Collective       |   |
| Whimsical Collection                                |   |







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For general queries, please contact **the dtic** customer contact centre

Working hours: Monday - Friday, from 08:00 until 17:00

National callers: 0861 843 384

International callers: +27 (12) 394 950

**email**

Enquiries, compliments, complaints and suggestions  
can be sent to the following

email address: [contactus@thedtic.gov.za](mailto:contactus@thedtic.gov.za)

**fax**

National faxes: Send to 0861 843 888

International faxes: Send to +27 (12) 394 9501