





The Department of Trade and Industry (the dti)

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12 Tax Allowance Incentive

4IR Fourth Industrial Revolution

ADEP Aquaculture Development and Enhancement Programme

AIS Automotive Investment Scheme

APDP Automotive Production and Development Plan

APSS Agro-Processing Support Scheme

ARV Antiretroviral drug

B-BBEE Broad-based black economic empowerment

Bl Black industrialist

BIS Black Industrialist Scheme

BPESA Global Business Enabling South Africa

BPS Global Business Services

CapEx Capital expenditure

CECOSA Cosmetic Export Council of South Africa

CDP Cluster Development Programme

CIC Competitiveness Investment Cluster

CIP Critical Infrastructure Programme

CM Component manufacturer

CPFP Capital Projects Feasibility Programme

CPUT Cape Peninsula University of Technology

EBFM Emerging black filmmakers

EMIA Export Marketing Investment Assistance

FILM and TV Film and Television Production and Post-production Incentives

GBS Global Business Services

GDP Gross domestic product

HEI Higher education institution

HoD Head of department

Information and communications technology

Incentive Development and Administration Division

Industrial Development Corporation

IFD Industrial Financing Division

IM Investment multiplier

IMF International Monetary Fund

IPAP Industrial Policy Action Plan

ISP Incubator Support Programme

JSE Johannesburg Stock Exchange

LPO Legal process outsourcing

MCEP Manufacturing Competitiveness Enhancement Programme

MHCM Medium and heavy component manufacturer

MIC Manufacturing Investment Cluster

NEF National Empowerment Fund

NIPF National Industrial Policy Framework

OEM Original equipment manufacturer

PPD Product Process Development Scheme

QSAPE Qualifying South African Production Expenditure

QSE Qualifying small enterprise

R&D Research and development

SAAM South African Automotive Masterplan

SAFTA South African Film and TV Award

SARS South African Revenue Services

SETI Science, technology, and engineering institution

SEZ Special Economic Zones

SIC Services Investment Cluster

SMME Small, medium and micro-sized enterprise

SPII Support Programme for Industrial Innovation

SPP Strategic Partnership Programme

SSAS Sector-Specific Assistance Scheme

the dti The Department of Trade and Industry

THRIP Technology and Human Resources for Industry Programme

01 Manufacturing Investment Cluster

Black Industrialist Scheme

12I Tax Allowance Incentive

Automotive Incentive Scheme

Agro-processing Support Scheme

Aquaculture Development and Enhancement Programme

Incubation Support 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 Support Programme



Critical Infrastructure Programme

Cluster Development Programme

05 Export Promotion Cluster

Export Marketing and Investment Assistance Scheme

Sector-Specific
Assistance Scheme

Capital Projects
Feasibility Programme

06 Icons





Approval

Grant amount





Projected investment

Jobs created/ retained





Disbursements

Investment multiplier

Ebrahim Patel *Minister of Trade and Industry*

The focus of the Department of Trade and Industry (the dti) over the next five years is to improve industrial competitiveness and performance, expand markets for the country's products, increase the levels of investment, promote greater levels of economic inclusion, initiate equitable spatial and industrial development, and increase the capabilities of the state.

During the 2018/19 financial year, the department, through the Industrial Financing Division (IFD) has managed to contribute towards this vision within the constraints of a tough domestic economic



environment and a fragile and uncertain global economy. With investments of R31,4 billion, the division has supported 793 projects with machinery and equipment, skills development, and business development components to improve industrial competitiveness that will rejuvenate the economy.

The Export Marketing and Investment Assistance incentive, for example, has assisted 350 South African exporters to showcase their products at both national and international exhibitions in order to develop new markets and grow existing local and export markets. Other incentives, such as the Agro-Processing Support Scheme (APSS) and the Black Industrialists Scheme (BIS), are encouraging structural change in the economy by awarding higher incentive amounts to projects that reclaim domestic market space lost to imports.

But one thing all incentives have in common is that they promote economic inclusion through industrialisation. Overall, 47% black-owned, 32% female-owned, and 4% youth-owned business have been supported. Approximately 29 735 new jobs are projected and 38 366 jobs will be retained. The latter includes 27 994 black employees, 8 368 female, and 10 814 youth. In addition, as at 31 March 2019, 137 black industrialists have been approved for funding. This support will intensify over the next five years with further funding of R40 billion targeted at another 400 black industrialists.

A pillar of our industrial policy is to develop new investment clusters through special economic zones and revitalisation of industrial sites. Over R3,1 billion will be invested in Special Economic Zones (SEZ) that have reported 3 097 employment opportunities. Spatial regional development is also being achieved with the funding of 12 industrial parks located in former townships and rural areas.

While the IFD's performance is commendable, the country's growth levels are well below what is needed to attain our development goals. For incentives to reach their full potential, a coordinated effort among government, business, labour, and social partners is essential. Together, we can achieve a high-growth, high-employment, high-inclusion economy. The new administration has placed an even stronger emphasis on getting these partnerships to work better to ensure that the economy grows and is able to deal with various challenges that affect it.

The department will continue intensifying the effectiveness of incentives, and in collaboration with partners accelerate the path towards competitive and transformative industrialisation to attain sustainable inclusive economic growth.

Mr Ebrahim Patel | Minister

Department of Trade and Industry

Government of the Republic of South Africa

Mr Lionel October

Director-General

The department's mandate is to build a dynamic and globally competitive South African economy, characterised by inclusive growth and development, decent employment, and equity. To achieve this, and meet the country's ultimate goal of conquering unemployment, poverty, and inequality, **the dti's** industrial strategy will need to be effectively implemented.

The IFD has worked towards accomplishing this by administering key strategic incentives aimed at transforming the economy through inclusive industrialisation, such as the Industrial Parks Revitalisation Programme, which seeks to revive township and rural economies by attracting

investment and creating jobs. As at 31 March 2019, 12 industrial parks had been incentivised to upgrade security and build infrastructure to create a safe and more conducive business environment for current and new investors.

The SEZ incentive, on the other hand, is aimed at fast-tracking industrialisation throughout South Africa. Support to zones has continued in 2018/19 through an investment of R3,1 billion to facilitate the building of new or improving existing industrial infrastructure to attract foreign direct investments, facilitate the creation of quality jobs, promote exports, and spread economic activity to underdeveloped parts of our country.

The Black Industrialists Scheme is also making progress towards advancing transformation in the economy, and an additional 50 black industrialists were supported in the 2018/19 financial year. However, despite the programme's success, market access remains a major challenge for most black industrialists, and collaboration with other departments from all three spheres of government to procure from black industrialists is therefore critical to ensure their development and growth.

While the domestic economy remains hampered by challenges of poor economic growth, severe inequality, and high unemployment, the IFD continues to make progress in alleviating structural weaknesses through industrialisation that is focused on the inclusion of the economic excluded to achieve a vision of a revitalised, transformed, and thriving South African economy.

Mr Lionel October | Director-General

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

Malebo Mabitje-Thompson

Deputy Director-General

Incentives are key interventions aimed at facilitating the transformation of the economy in order to promote industrial development, investment, competitiveness, and employment. To achieve this objective, the IFD supports projects with development financing.

Overall, 2018/19 saw the approval of 793 projects to the value of R8,9 billion, of which 88% were in the form of grants, while the remainder consisted of tax allowances and loans. Projects supported during the 2018/19 year are anticipated to inject R31,4 billion into the economy, while retaining 38 366 current jobs and creating 29 735 new jobs.

Highlights of the year include the launch of the revised Film and Television incentive in July 2018, with amendments encouraging broader participation and transformation in this industry. The revised Global Business Services (GBS) incentive, formerly known as the Business Process Services (BPS) incentive, was effective from December 2018 and will strengthen the country's position as a preferred location for information technology-enabled business services, as well as provide additional tiers of funding for medium- and highly-skilled services.

The annual report provides further feedback on the positive results achieved through the incentives by providing an incentive analysis, as well as a closer look at projects that have benefitted from the incentives.

Incentives are necessary for transformation through industrialisation, but are not sufficient to ensure inclusive economic growth and a globally competitive South African economy on their own. The IFD therefore remains committed to funding enterprises and will continue to improve the support provided through incentives, while at the same time prioritising the working relationships with other government departments, institutions, and the private sector.

Ms Malebo Mabitje-Thompson

Deputy Director-General: Industrial Financing Division

Department of Trade and Industry

Government of the Republic of South Africa



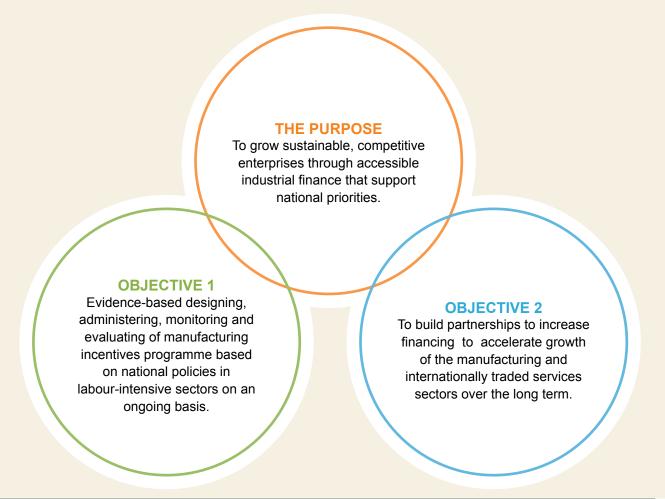
Fostering economic growth that is inclusive and supports the creation of employment opportunities is at the heart of what the Department of Trade and Industry (**the dti**) strives to achieve. The department's industrial strategy, aimed at increasing the rate of growth and stimulating specific economic activities, is the key to realising these goals and overcoming the undeniable economic challenges the country faces. In line with its vision of "a dynamic industrial, globally competitive South African economy, characterised by inclusive growth and development, decent employment and equity, built on the full potential of all citizens", **the dti** has directed its attention to initiatives aimed at disrupting the current downturn.

Incentives schemes, guided by the industrial strategy of the department, is one of these initiative's. Incentives are awarded to qualifying companies for various economic activities, including manufacturing, business competitiveness, export development and market access. These development financial tools range from cost-sharing cash grants and loans to tax incentives. This report provides a comprehensive view of the results of the incentive approvals and disbursements for 2018/19.

The Industrial Financing Division

The incentives are administered through **the dti's** Industrial Financing Division (IFD), formerly the Incentive Development and Administration Division (IDAD), which aims to grow sustainable, competitive enterprises through providing accessible industrial finance that supports national priorities.

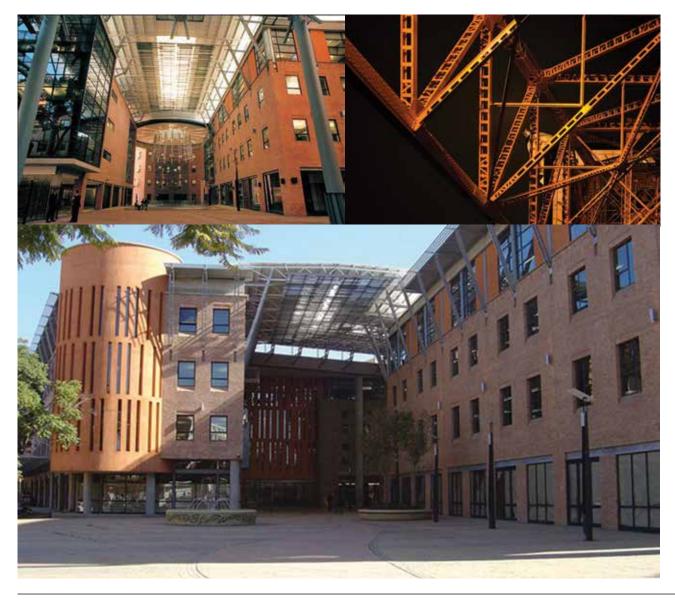
The IFD has a number of priorities, including leveraging private investment, expanding infrastructure, growing exports on the continent and internationally, as well as encouraging socio-economic inclusion. The division aims to meet these priorities by supporting projects in strategic manufacturing sectors as well as in the agriculture and services sector, revitalising townships, boosting small, medium and micro-sized enterprises (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.



We commit to customer centricity by:

- Treating customers trustfully, honestly ethically and professionally
- Caring for our investors, entrepeneurs, customers, communities, nation and environment
- Being accountable and taking full responsibility for our actions
- · Embracing operational excellence





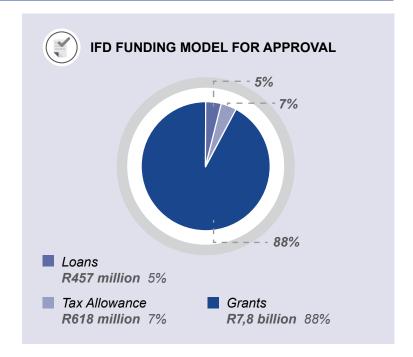
2018/19 Incentive Performance Snapshot

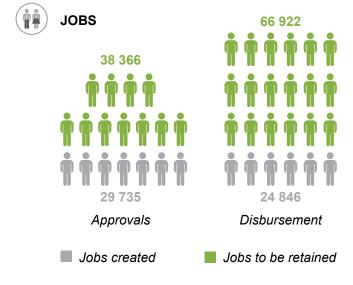


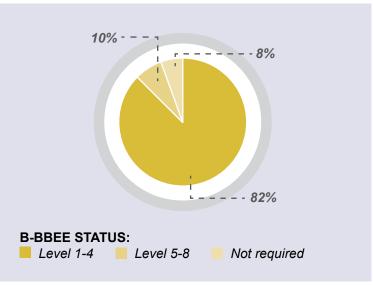












INCENTIVE PERFORMANCE OVERVIEW

BY THE NUMBERS

793 projects approved

Investment multiplier of 4

More than R8 billion approved

38 366 jobs to be retained and 29 735 new jobs projected R31,3 billion projected investment

R5,1 billion

SUPPORTING LOCAL MANUFACTURING

3

1

- Projects in the manufacturing sector accessed the largest share of grants and is expected to revive the local economy with procurement of R2 billion.
- Incentives provide support to the manufacturing industry in all provinces to boost local production of equipment, particularly in the automotive industry.
- Grants are awarded to a range of sub-sectors enabling economic diversification of local products and exports.

CATAPULTING ECONOMIC INCLUSION

- Diversifying the current ownership structure of the manufacturing sector with 50 new approvals for Black Industrialists.
- Progressing on the path towards transformation with 277 black-owned, 193 female-owned and 22 youth-owned projects supported.
- Over 82% of projects are B-BBEE level 1-4 compliant.
- Injection of R50 million into Industrial Parks to revive township and rural economies.
- Encouraging entrepreneurial development by supporting 901 SMMEs of which 474 are emerging exporters and 10 are emerging black-aquaculture farmers.
- Expanding economic opportunities for 25 black emerging film makers.
- Developing advanced technical skills through supporting 66% black students and 38% female students for innovative technology and research projects.



- R38 million approved in innovation projects in the green economy.
- Innovation-centric industries, such as electronics, communication, software development, and ICT services received over R7,6 million funding for technology development.
- The Netherlands, which is ranked number 1 in automotive innovation, is the country's biggest source of foreign investment for automotive industry projects.



BUILDING SKILLS AND CREATING JOBS

- In 2018/19, 66 922 jobs were retained and 24 846 jobs were created through the dti disbursement.
- Over the next two to three financial years, approved companies will retain 38 366 jobs and create 29 735 jobs.
- Significant investment in workplace training, including skills development through 12I and funding tertiary education through THRIP.
- Creating employment opportunities in provinces with high unemployment rates, such as the Eastern Cape and KwaZulu-Natal.



ENCOURAGING FOREIGN INVESTMENT

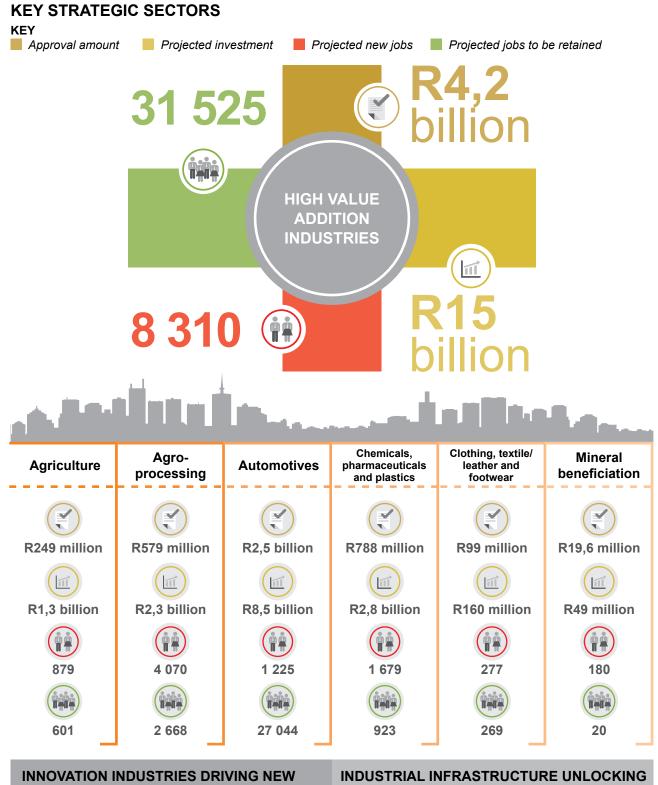
- Foreign manufacturers will invest R8,5 billion to rejuvenate the South African economy.
- The majority of AIS projects are foreign owned and are attracting R6,6 billion in foreign investment.
- 12I projects will bring R1,8 billion foreign investment into the country to impart technical and management skills into sectors such as wood and paper and electronics.

6

5

SUMMARY OF APPROVALS PER PROVINCE

Grant amount R8,9 billion Projected investment R31,3 billion Projected new jobs 29 735 Projected jobs to be retained 38 366 **LIMPOPO KEY**: **GAUTENG** R246 million **EASTERN CAPE** R2,2 billion **KWAZULU-NATAL** 147 4 321 9,2 **WESTERN CAPE** LIMPOPO FREE STATE MPUMALANGA NORTH WEST **GAUTENG** NORTHERN CAPE R3.6 billion R15 billion им **4,1** 4 321 147 **NORTH WEST** R R132 million R341 million ^{IM} 2,6 455 391 **NORTHERN CAPE MPUMALANGA** R523 thousand R155 million R1,9 million R1 billion 6,8 3,8 1 491 18 FREE STATE R198 million R1,7 billion **8**,9 1 331 361 **KWAZULU-NATAL** R1,3 billion R5,2 billion 5 127 9559 3,9 EASTERN CAPE R2 billion R3,9 billion 1,9 1 199 13755 **WESTERN CAPE** R1 billion R1,4 billion 4 492 2416



INNOVATION INDUSTRIES DRIVING NEW ECONOMIC GROWTH R234 million R339 million R11 billion R11 20 R3 270 R3 097

MANUFACTURING

INCENTIVE CLUSTER

Manufacturing incentives catalyse additional economic activity and aim to support broader participation in the mainstream economy through assisting businesses owned by individuals from historically disadvantaged communities and marginalised regions.

The cluster comprises of the following programmes and schemes:

- Black Industrialist Scheme (BIS)
- Section 12I Tax Incentive Allowance (12I)
- Automotive Incentive Scheme (AIS)
- Agro-Processing Support Scheme (APSS)
- Aquaculture Development and Enhancement Programme (ADEP)
- Incubation Support Programme (ISP)
- Manufacturing Competitiveness Enhancement Programme (MCEP)





BLACK INDUSTRIALIST SCHEME

In accordance with the Industrial Policy Action Plan (IPAP), which seeks to establish an industrial development path that is characterised by increased participation of previously marginalised citizens and regions, the Black Industrialist Scheme (BIS) centres on the growth and global competitiveness of black-owned enterprises. It has rigorous entry criteria, including the dominance and participation of black ownership and doing business in a favoured manufacturing sector in order to contribute towards shifting the demographic composition of South Africa's industrial sector and engage underutilised sources of jobs, revenue, taxes, and innovation. The policy has already demonstrated significant results, despite only being in an early stage of implementation, and further scale and expansion is planned.

more approvals in 2018/19

62% of grants awarded to B-BBEE Level 1 businesses

R490 million

injected into projects to support the expansion of manufacturing exports **R5,1** billion

in projected investments with an IM of 3,3

90%

of approvals are green economy projects



Approvals

The rate of BIS approvals has grown from 36 in 2016/17 to 50 in 2018/19. The grant amount has also significantly increased. At over R1,5 billion, this is a 17% increase from the last financial year, and coupled with the R5 billion projected investment by black-owned companies illustrates the sustained efforts in fast-tracking their participation in the economy. This is also reflected in the projection of new jobs, which is more than double the existing number in approved projects.

2016/17	2017/18	2018/19	Aggregate performance	
36	50	50	Approvals	
R473 295 705	R1 336 898 152	R1 564 770 211	Grant amount	(
R1 629 082 280	R5 280 665 183	R5 137 928 319	Projected investment	(
1 805	2 282	1 551	Jobs to be retained	- - (
1 993	5 076	3 136	Projected new jobs	
0,3	3,9	3,3	Approvals IM	-
3,7	3,5	3,8	Disbursements IM	- (.

Broadening participation to less developed provinces

During 2018/19, the BIS spurred on many new projects in provinces that have potential for economic growth but are currently plagued by high unemployment and poverty rates, such as Limpopo, Mpumalanga, and the Eastern Cape. In addition, the BIS continues to support Gauteng and KwaZulu-Natal, which are hubs of industrial activity and are the largest provinces in terms of GDP and population size. It is expected that this will create a ripple effect, with growth and employment being catalysed in the areas surrounding the urban hubs and more rural areas of these provinces.

		R			
Provinces	Approvals	Grant amount	Projected investment	Jobs to be retained	Projected new jobs
Eastern Cape	3	R97 102 595	R317 982 872	0	190
Free State	2	R69 544 290	R169 647 820	76	154
Gauteng	24	R740 175 796	R1 805 373 784	1 066	1 149
KwaZulu-Natal	11	R373 285 730	R2 061 659 006	244	1 136
Limpopo	4	R110 017 147	R229 131 799	0	172
Mpumalanga	3	R101 054 781	R402 733 399	0	177
North West	1	R40 323 172	R80 967 288	29	68
Western Cape	2	R33 266 700	R70 432 351	136	90
Total	50	R1 564 770 211	R5 137 928 319	1 551	3 136

Note: In cases of new projects, the number of jobs retained are 0

Driving competitiveness of the manufacturing sector

Many BIS projects focus on quality improvement of products and services, as well as reducing costs, which is crucial in strengthening the value chain and enabling black industrialists (BIs) to compete with global standards of products and production processes. This competitiveness strategy seems to be particularly pertinent for the chemicals, pharmaceuticals and plastics sub-sectors, in which the highest number of approvals were allocated.

In addition, 90% of BIS beneficiaries intend to produce cleaner products and improve energy efficiency, waste management, and water usage by using solar energy, LED lighting, natural gas, and implementing water efficiency and recycling initiatives. These efforts to increase the use of **green technology** are not only important for reducing natural resource consumption, but also make these companies more competitive and sustainable in the process.

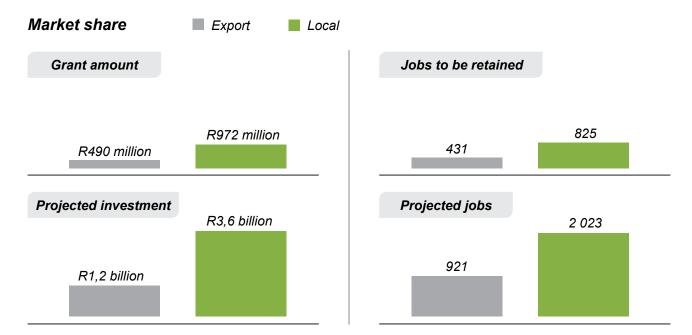
The investment multiplier (IM) of 3,3 implies that the supported BIs will be investing more than three times the grant amount.

The combination of investing in quality improvements, green technology, and cost-effective products and services is building a nation of black industrialists who can compete effectively in local and global markets.

		®
Sub-sector	Approvals	Approval amount
Aerospace, rail and automotive components	4	R88 416 478
Agro-processing	7	R240 609 095
Chemicals, pharmaceuticals and plastics	15	R454 321 916
Clean technology and energy	1	R26 205 0 <mark>00</mark>
Clothing, textile/leather and footwear	2	R63 0 <mark>56 000</mark>
Designated sectors for localisation	1	R50 00 <mark>0 000</mark>
Industrial infrastructure	7	R224 325 783
Manufacturing-related logistics	9	R289 452 687
Mineral beneficiation	1	R19 600 00 <mark>0</mark>
Oil and gas	2	R88 583 250
Pulp, paper and furniture	1	R20 200 00 <mark>0</mark>
Total	50	R1 564 770 210

Promoting localisation and exports

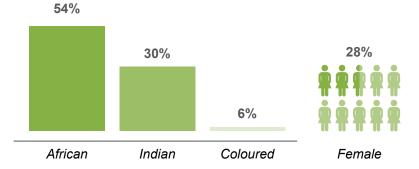
Most BI projects will be procuring their inputs and raw materials locally, and in some instances even replacing imports with local procurement. Furthermore, the BIS is assisting BIs to grow their markets not just locally, but globally as well. Approximately, R972 million was approved for projects that aim to increase their local market shares and R490 million for projects that intend to expand their export markets in the next two to three years.



Transformation through industrialisation

The fact that the BIS is attracting significantly more BIs that are B-BBEE level 1 compliant is a positive sign that the incentive is enabling transformation within the manufacturing sector. For example, of the 50 approvals in 2018/19, 54% are African-owned companies and 28% are female-owned. In terms of employment, BIs will retain 1 551 jobs, of which 87% are African employees.

Ownership



B-BBEE status	Approvals
Level 1	31
Level 2	14
Level 3	1
Level 4	4
Total	50

Jobs



Disbursements

A total of 48 projects received disbursements in six of the nine provinces in 2018/19. In addition, the BIS has contributed to the development of impoverished provinces, such as the Free State and North West, with new projects injecting R5,9 million and R104 million respectively into these local economies, while in the Eastern Cape it has helped to alleviate unemployment by assisting companies to sustain 109 jobs and create 247 new jobs.

The companies receiving grants were able to invest more than 3,8 times the value of the disbursement.

		R			Ŷ
Provinces	Disbursements	Value disbursed	Actual investment	Jobs retained	Jobs created
Eastern Cape	4	R70 412 957	R354 759 691	109	247
Free State	1	R2 340 000	R5 859 000	0	2
Gauteng	26	R354 180 451	R1 459 600 894	2 012	608
KwaZulu-Natal	12	R105 256 488	R435 829 138	841	799
North West	2	R62 230 593	R104 745 703	0	34
Western Cape	3	R34 568 140	R56 146 975	272	59

Stimulating investment in the economy

At least one company is supported across each of the 12 BIS-targeted manufacturing sub-sectors, with the designated sector for localisation, mineral beneficiation, and pulp, paper and furniture showing higher investment multipliers as compared to the average of 3,8. Investment across all other sub-sectors was also substantial, and the disbursements have enabled the retention and creation of 4 983 jobs.









Sub-sector	Disburse- ments	Value disbursed	Actual investment	Investment multiplier	Jobs retained	Jobs created
Aerospace, rail and automotive components	2	R26 190 522	R64 960 845	2,5	40	13
Agro-processing	6	R85 232 297	R207 836 358	2,4	549	138
Chemicals, pharmaceuticals and plastics	10	R106 247 691	R273 912 781	2,6	504	245
Clean technology and energy	2	R10 835 379	R35 887 680	3,3	0	2
Clothing, textile/leather and footwear	2	R43 832 589	R101 373 399	2,3	200	463
Designated sector for localisation	2	R12 648 625	R84 323 914	6,7	335	55
Electronics	1	R15 241 832	R30 483 664	2,0	350	14
Industrial infrastructure	5	R70 124 435	R175 489 035	2,5	476	213
Manufacturing of related logistics	8	R93 133 991	R320 100 219	3,4	347	378
Mineral beneficiation	2	R97 500 000	R667 089 175	6,8	0	100
Oil and gas	3	R40 213 838	R221 987 040	5,5	23	5
Pulp, paper and furniture	5	R27 787 430	R233 497 292	8,4	410	123



OilspillXcellence (Pty) Ltd

Snapshot

Location: Limpopo



Sector: Manufacturing

 Sub-sector: Chemicals, pharmaceuticals and plastics

B-BBEE: Level 1

Ownership: African male

Approval amount: R23 million

Projected investment: R4 million

Jobs to be created: 40



Nocks Oil (Pty) Ltd

Snapshot

• Location: Eastern Cape



· Sector: Manufacturing

Sub-sector: Oil and gas

B-BBEE: Level 1

· Ownership: Coloured male

Approval amount: R38,5 million

Projected investment: R81,5 million

Jobs to be created: 49



Closer look

REMKOR MANUFACTURING

DATE OF ESTABLISHMENT

2015

PROVINCE

Gauteng

SECTOR

Manufacturing

SUB-SECTOR

Aerospace, rail and Automotive Components

OWNERSHIP

51% Black female

B-BBEE STATUS

Level 3

VALUE OF DISBURSEMENT

R16 079 022

ACTUAL INVESTMENT

R44 437 845

ACTUAL JOBS RETAINED

25

ACTUAL NEW JOBS CREATED

12

Remkor Manufacturing was started in 2015 by Ms Gwen Mahuma and Mr Raffael La Monica, who both had a background in the steel industry and in manufacturing. Their complementary skills – Gwen's commercial and Raffael's engineering – proved to be a recipe for success. They are of the opinion that the transfer of skills between them shortened the learning curve, which was a key component of success. This included learning the technical skills and processes needed to manufacture steel products, such as sheeting, through hands-on training themselves. In line with this, the company has built in-house training and a learnership programme for university graduates. Managing cash-flow is also crucial. This is a universal challenge for all businesses, but with the support of



the dti and the Industrial Development Corporation (IDC), Remkor has gone a long way in overcoming this. For example, while the company was getting access to contracts, it did not have the capacity to deliver the projects on time. It was therefore outsourcing services in order to complete products, which was not a cost-effective solution and was negatively affecting cash-flow. Funding from the dti and IDC not only enabled Remkor to hire more staff, but also to bring these services in-house, including bending, powder coating, and liquid coating. The company has increased the volume of supply to current clients and is growing because of its increased capacity, setting them up to become a serious contender in the industry in the near future.





Closer look

PROXIMO 101 INVESTMENTS (PTY) LTD

DATE OF ESTABLISHMENT

2012

PROVINCE

Gauteng

SECTOR

Manufacturing

SUB-SECTOR

Pulp & paper

OWNERSHIP

Indian male

B-BBEE STATUS

Level 4

VALUE OF DISBURSEMENT

R30 880 334

ACTUAL INVESTMENT

R144 079 708

Having observed the poor quality raw materials in South Africa used to produced tissue paper, the Lakhana family established Proximo 101 in 2012. The company first manufactured tissue paper then expanded to paper through **the dti** incentive.

With over 18 years' experience in the tissue manufacturing industry the family understood that operating a paper mill would entail a steep learning curve and entail knowledgeable technicians to install the machines and staff to operate them. The team only broke ground in March 2018 and produced its first roll of paper in March 2019. The company has demonstrated the ability to meet the technical skills and dedication needed to establish the paper mill in the challenging South African market.

The grant from **the dti** enabled Proximo 101 to not only install the mill and purchase essential equipment needed to produce its own material rather than importing it, but also to improve its energy efficiency by 85% through the procurement of flow systems, solar panels systems, and a water treatment plant. As a result, the company has been able to support the current BIS priorities, including supporting local employment and procuring 100% of its supplies locally, of which, 20% is from small enterprises, and 60% from black-owned companies.

The company found the incentive award process easy and efficient, with a turnaround time of six months from application to approval. Given that the mill began operating a relatively short time ago, Proximo 101's market share has not grown yet, but as production increases, this is set to be achieved.



Closer look

SYCAMORE TRADING CC

DATE OF ESTABLISHMENT

2015 (Star Trimming and Textiles)

PROVINCE

KwaZulu-Natal

SECTOR

Manufacturing

SUB-SECTOR

Clothing

OWNERSHIP

100% Indian male

B-BBEE STATUS

Level 1

VALUE OF DISBURSEMENT

R1 142 396

ACTUAL INVESTMENT

R27 295 094

ACTUAL JOBS RETAINED

93

ACTUAL NEW JOBS CREATED

25

Star Trimming and Textiles was originally established by Mr Sudhir Harilall and partners in 1995, producing textiles and digital printing on textiles. In 1999, Sycamore Trading CC was incorporated, with the business solely owned by Sudhir. The close corporation converted to a company in 2016. Observing a fundamental shift happening in the European textile industry as a result of digital printing, which was a quick response model for retailers that needed smaller quantities, Sudhir realised there was an opportunity to follow suit in the South African textile industry, which at the time was dependant on imports. With over 30 years' experience in the industry, he decided to start manufacturing textiles locally, and in so doing, create employment in the country. However, manufacturing the product was initially challenging, due to the lack of equipment, raw



materials, and skills. Nevertheless, the company was able to overcome these hurdles with the help of **the dti** funding, which allowed the acquisition of more equipment, and through Sudhir's focus on skills development by providing training to staff. The funding has also enabled Sycamore Trading to compete with imports, start exporting narrow fabrics to European countries, and acquire new market share. The company's experience with the BIS has been extremely positive overall, particularly with the account manager, who understood the value of product and market. Support from **the dti** has also come in the form of some very valuable programmes and initiatives.



BI POWER CONSORTIUM (PTY) LTD

Diversifying pathways for young black industrialists in the manufacturing sector

DATE OF ESTABLISHMENT

2016

PROVINCE

Gauteng

SECTOR

Manufacturing

SUB-SECTOR

Industrial infrastructure

OWNERSHIP

Black youth male

B-BBEE STATUS

Level 2

VALUE OF DISBURSEMENT

R11 546 418

ACTUAL INVESTMENT

R13 890 051

ACTUAL JOBS RETAINED

10

ACTUAL NEW JOBS CREATED

10

Having identified a gap in the sheet metal industry, in which there were no youth - and black-owned and managed companies, entrepreneurs Mr Mduduzi Mngomezulu and Ms Nonkululeko Mhlanga cofounded BI Power just three years ago, in 2016. Initially acting as an agent for outsourcing of steel-related manufacturing activities, once BI Power had created a market for its services, it used the



grant from the BIS to fund its capital expenditure (CapEx) and, together with a loan from the National Empowerment Fund (NEF), began to purchase its own equipment to expand into running its own operations. Critically, this includes very technically advanced machinery and state-of-the-art software systems, which their competitors do not have. While these were expensive at the outset, in the long-term they are cost-saving because the efficiency and precision with which they operate means there are no errors, and therefore no wasted time or materials. The company now supplies all steel-related services, from laser and high definition plasma cutting to bending, for a variety of steel products, comprising of stainless steel, brass, copper, carbon steel, and Hardox®. BI Power already has a wide range of customers, including in the automotive, mining, solar, agricultural, catering, and laboratory industries - and is rapidly expanding. "We are in the process of moving into supplying the rail industry and as such are busy becoming ISO 9000 certified across three standards, namely quality, health and safety, and environmental," said Mduduzi.

"the dti definitely helped us enter the market. The grant funding brought an element of security, and because it converted into equity, we could use it as collateral for the banks," explained Mduduzi.



Interestingly, Nonkululeko has a background in rail, having been one of the first black female Gautrain drivers, and although this was many years ago and is in fact completely unrelated to BI Power's current venture into the sector, it does reveal that even then, she was a pioneer. As Mduduzi points out, "We both had accounting qualifications, but our main "skill" was our entrepreneurial spirit, which gave us the drive to forge ahead in an industry which was still very much white male dominated. We were also willing to rise to the challenge of turning this into an opportunity." The team also spent several years laying a solid foundation for the business before launching, including learning about the industry in more depth, particularly the environment in which it operates and the technology used, investigating what support the dti could potentially offer, and putting together a strong business plan to take to the banks for them to assess if this was a viable business that would be able to compete within the existing market. Despite this preparation, there were considerable challenges the company had to overcome in the beginning, including being a blackowned entity, having no track record in the industry, and needing to raise a substantial amount of capital.

"The first thing we did was invest in human capital, bringing in people who had experience and could transfer skills to us," explains Mduduzi. "We also focused our business strategy on the smaller clients in the market, providing direct customer service and a quicker turnaround than our larger competitors, and in so doing making a name for ourselves in the industry." In addition, the funding from the dti has supported BI Power to scale through purchasing of machinery and job creation, with black youth making up 90% of staff across the board – from skilled to unskilled, production to admin. The company also procures 100% of its material and supplies locally (with the exception of Hardox®, which is not produced in South Africa), especially, where possible, from smaller emerging enterprises.

"... as our revenue is now more than R10 million per annum and we grow from being an SMME to a qualifying small enterprise (QSE), this [local procurement] will become imperative for our scorecard," said Mduduzi.

12I TAX ALLOWANCE INCENTIVE

The 12I tax incentive promotes manufacturing in the country by investing in manufacturing assets and the training of staff in order to improve labour productivity and the skills profile of the labour force. This incentive crowds in foreign direct investment and encourages both greenfield (new industrial projects that utilise new manufacturing assets) and brownfield (expansion or upgrades of existing industrial projects) investments. To be eligible for approval, projects are required to have a minimum investment in qualifying assets of R50 million for a greenfield project or R30 million for a brownfield project.

R1,8 billion

projected foreign investment indicative of growing interest in local markets **R136** million

of projected procurement from SMMEs that will enable them to create more jobs through the revenue injection Strengthening transformation in the manufacturing sector with 53% allowances used to support projects that are B-BBEE level 2 to 4 compliant and employing 69% African staff.

Approvals

Approximately R600 million in investment allowance and R18 million in training allowance (which enables companies to train more staff and improve skills development) was approved in the last financial year. Collectively, this funding is expected to substantially increase productivity and create more than 971 jobs, while sustaining 663. The projected foreign investment of over R1,8 billion is indicative of growing interest in local markets and increased streams of funding to further strengthen company productivity. Furthermore, the projected procurement from SMMEs exceeded R136 million in 2018/19. This in itself is a critical investment into companies which will drive innovation, new business opportunities, and growth.

	Aggregate performance	2018/19	2017/18	2016/17
	Projects approved	5	16	25
	Projected investments	R1 894 916 999	R9 608 563 023	R14 379 830 832
	Projected foreign investment	R1 837 055 366	R207 206 208	R233 776 686
	Projected procurement from SMMEs	R136 067 223	R1 309 480 060	R48 611 479 000
	Projected new jobs	971	1 234	1 148
	Jobs to be retained	663	1 831	1 083
	Investment allowance approved	R600 331 049	R2 329 090 241	R3 951 381 862
	Training allowance approved	R18 092 782	R70 402 941	R83 430 086
(IM)	Approvals IM	3,1	3,6	4,0

Industrialisation promoting inclusive economic development

The approved project in KwaZulu-Natal, one of the provinces with the highest economic activity, but also a very high unemployment rate, will enable the creation of 736 jobs through the R361 million allowance, while the projected investment of over R1 billion will further support development in the province. In Gauteng, another province with high economic activity, projects will revitalise the economy by procuring R136 million from SMMEs. This in turn will enable the SMMEs to create more jobs through the revenue injections.

B-BBEE status	Approvals
Level 1-4	3
Level 8	1
Not required by Act	1







Province	Approvals	Investment allowance	Training allowance	Projected SMME procurement	Projected investment	Jobs to be retained	Projected new jobs
Gauteng	4	R244 171 050	R12 463 978	R136 067 223	R609 415 229	663	235
KwaZulu-Natal	1	R356 160 000	R5 628 804	R0	R1 285 501 770	0	736
Total	5	R600 331 050	R18 092 782	R136 067 223	R1 894 916 999	663	971

Igniting competitivness and innovative investment

The 12I has made a significant contribution to driving growth in greenfield and brownfield projects alike. However, the investment of over R537 million in the greenfield projects will create considerably more jobs and novel opportunities for business expansion. Brownfield projects play a very important role in enhancing competitiveness by reducing production time and the cost of production as well as improving quality, and therefore, the 12I's continued support of around R81 million is vital. The 12I also enables critical investment in innovation, for example, in the case of Mara Phones, which received R361 million in support for the development of advanced technology. There are currently no smartphone production facilities in South Africa and this initiative aims to produce 250 smartphones an hour and reduce the unit cost of production by R13.



Mara Phones SA (Pty) Ltd - Mara X and Mara Z Smart Phones Manufacturing

Snapshot

Location: KwaZulu-Natal



Sector: ManufacturingSub-sector: ElectronicsProduct: Smart phones

B-BBEE: Not required by the 12l Act

(No. 58 of 1962)

Approval amount: R361 millionProjected investment: R1,2 billion

Jobs to be created: 763



12I TAX ALLOWANCE INCENTIVE







Project type	Approvals	Investment allowance	Training allowance	Projected SMME procurement	Projected investment	Jobs retained	Projected new jobs
Brownfield	2	R74 529 072	R6 396 894	R60 076 138	R195 861 633	663	40
Greenfield	3	R525 801 978	R11 695 888	R75 991 085	R1 699 055 366	0	931
Total	5	R600 331 050	R18 092 782	R136 067 223	R1 894 916 999	663	971

[&]quot;0 refers to new projects"

Performance of 12I projects

On an annual basis, projects are required to submit audited progress reports on the outcomes of the 12I. In 2018/19, 36 projects reported that they had drawn down from the tax allowance and generated investment of over R18,9 billion across eight provinces. Of note is the investment in Western Cape, Free State, Mpumalanga, and the North West, with these provinces having investment multipliers ranging from four to ten. In addition, foreign-owned 12I projects facilitated the flow of R6,4 billion in foreign direct investment into the country.





Provinces	Training allowance	Investment allowance	Actual investments	Value of training	SMME procurement
Eastern Cape	R1 041 733	R384 017 756	R1 140 546 667	R1 118 652	R630 814 327
Free State	R7 452 551	R595 491 275	R2 640 506 660	R705 319	R67 881 903
Gauteng	R12 562 372	R1 775 691 878	4 471 506 389	R5 173 055	R183 539 318
KwaZulu-Natal	R5 383 815	R763 814 033	R1 881 738 663	R7 505 058	R1 021 553 466
Limpopo ¹	R0	R441 274 000	R1 528 311 000	R557 612	R0
Mpumalanga	R184 546	R834 206 939	R3 544 696 760	R1 669 393	R0
North West	R7 387 137	R571 963 291	R2 400 308 485	R2 657 159	R149 638 396
Western Cape	R1 674 242	R437 325 641	R1 268 908 007	R80 083 378	R0
Total	R35 686 396	R5 803 784 813	R18 876 522 631	R99 469 627	R2 053 427 410

Supporting 12I projects with investment is closely integrated with the support for socio-economic transformation:

- The ability of supported projects to become levers of growth for SMMEs is imperative for a progressive South African economy. The contribution of 12I projects to SMME development was exponential, through the procurement spend of R2 billion.
- The value of SMME spend is substantially higher in the agro-processing and wood and paper sectors, which represent an important source of labour-intensive growth for the country. Furthermore, support to these sectors could promote the government's smallholder farmer development objectives, as they are dependent on downstream suppliers.
- A total of 53% of the projects are B-BBEE level 1 to 4 compliant and employ 69% African staff. The
 12I projects also support 3 414 employees, with 4.6% of annual wage bills spent on skills development.
 The metal sector, in particular, has spent substantially more on skills training. Given that skilled labour is
 very limited in this sector, the training allowance increases the opportunity for projects to strengthen
 skills development.

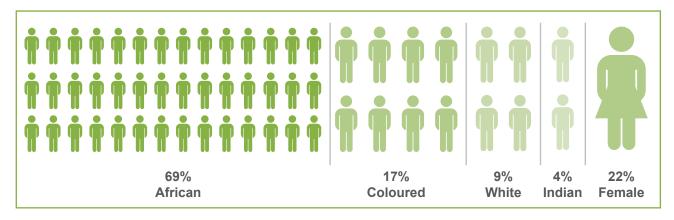
¹On approval, projects get points for a set of outcomes inclusive of improved energy efficiency, SMME procurement, and skills development. Projects that do not score a point for any one of these outcomes, are not required to report on them.





Sub- sector	Audited reports	Investment allowance	Actual investment	Rand value exported	Rand value of goods and services from SMMEs	Direct employment
Agro- processing	8	R709 430 203	R2 055 609 042	R507 884 775	R698 696 230	749
Chemicals	12	R2 277 381 878	R8 928 055 815	R2 957 493 353	R162 683 822	1 173
Electronics	1	R109 358 831	R109 345 585	R0	R0	164
Metals	4	R469 318 180	R1 436 653 528	R53 665 382	R0	385
Non-metals	4	R1 677 032 971	R5 364 186 649	R3 782 484	R149 638 396	586
Recycling	1	R99 947 747	R285 903 789	R0	R20 855 496	44
Wood and paper	6	R461 315 003	R696 768 223	R910 160 513	R1 021 553 466	313
Total	36	R5 803 784 813	R18 876 522 631	R4 432 986 507	R2 053 427 410	3 414

Employment



Improving global competitiveness of South African manufacturers

Increased skills development coupled with average energy savings of 26% will further enable projects to accelerate local production and exports, which equates to R4,4 billion in exported products. For instance, one brownfield project receiving R568 million exports of 45 million aluminium beverage cans to five countries (Argentina, Botswana, Mozambique, Namibia and Tanzania) in 2018/19. A single greenfield project with actual investment of more than R2,3 billion exported 900 000 tonnes of cement. These two examples demonstrate the growing global competitiveness of projects funded through the 12I incentive.

IN BRIEF: EVALUATION OF THE 12I TAX ALLOWANCE INCENTIVE

As at 31 December 2017, the 12I incentive was fully committed, however, due to high demand, approvals continue if and when savings are realised from completed projects and those that have cancelled. In light of this situation, an evaluation study was conducted in 2018 to determine the efficiency and effectiveness of the 12I through an assessment of the design, implementation, and extent of the achievement of its objectives. The evaluation was conducted by undertaking a hybrid of data collection methods, including interviews and focus group discussions with a selection of projects that had either already started investing or were yet to.

INTERMEDIATE OUTCOMES

- 92% of projects reported that employee skills were improved and equipped them to efficiently and safely manage the operation of new plant machinery and equipment.
- 64% of projects stated that the 12I allowed them to manufacture products that are more consistent in meeting high quality standards of both local and export markets.
- 75% of projects indicated that the new innovative technology and processes acquired through the 12I improved the longevity of their products.
- 91% of projects reported an improved energy efficiency as a result of innovative production techniques and new technologies introduced through 12I support.

LONG-TERM OUTCOMES

- R2,7 billion of contributions to total exports were through 12l projects, of which R915 million were from the metals and equipment sub-sector and R485 million from the wood, paper and pulp sub-sector.
- 8 539 direct jobs were created by
 12I beneficiaries, with the majority
 emanating from the chemicals
 and pharmaceuticals (2 884),
 agro-processing (2 077), and metals
 (1 018) sub-sectors.
- 66% of the employees are African,
 69% are male, 25% of employees
 are younger than 35, and less than
 1% of employees are disabled.
- R11,3 billion additional economic activity was directly stimulated by 12l genuine (non-redundant) investment.





ASPEN PHARMACARE

Carving out niche markets to expand its global footprint

DATE OF ESTABLISHMENT

1997

PROVINCE

Eastern Cape

SECTOR

Manufacturing

SUB-SECTOR

Chemicals/pharmaceuticals

OWNERSHIP

South African-owned entity

B-BBEE STATUS

Level 4

ALLOWANCE DRAWN DOWN

R169 783 926

ACTUAL INVESTMENT

R755 609 277

ACTUAL NEW JOBS CREATED

108

When entrepreneurs Stephen Saad and Gus Attridge launched Aspen Pharmacare 21 years ago, their ambition was to sell a few over the counter pharmaceutical products in South Africa. They had no idea then that the company would evolve into a major global pharma company with operations in approximately 65 countries and products available in around 150.

Aspen was first established in 1997 and in 1998 reverse listed on the Johannesburg Stock Exchange (JSE) first through a company called Medhold. In 1999, Aspen acquired the second-largest pharmaceutical company at the time, SA Druggist, in a transaction the Financial Mail described as "the mouse swallowing the elephant". The extensive



manufacturing assets in Port Elizabeth that came with the acquisition presented new opportunities for Aspen and allowed them to leverage multinational relationships which paved the way for further expansion.

Despite many market commentators expressing doubt about Aspen's ability to compete on a global pharma stage dominated by high-volume manufacturers in India and other parts of Asia at the time, the company was confident that, with the right strategies, it could. At the same time, South Africa's HIV epidemic was rapidly escalating. Aspen identified the dire need for generic antiretroviral drugs (ARVs), and thus proceeded to enter into negotiations with patent holders and multinational companies to secure ground-breaking voluntary licenses and technology transfer arrangements to manufacture generic ARVs. The impact of this on the HIV landscape was enormous: Aspen brought prices down from an exorbitant US\$10 000 (approximately R150 000) per patient per year to just US\$180 (R2 700) and accelerated the public ARV programme by three years.

"We knew we were the only real prospect in the country that could manufacture the products on a large scale and bring the prices down to make them accessible to patients," explains Stavros Nicoloau, Aspen's Strategic Trade Development Executive.

Aspen identified another niche market about five years ago – anaesthetic steriles. It has set about acquiring two portfolios of anaesthetic products from two different multinationals. At the time of the acquisition, the products were being made outside the country, presenting a significant opportunity for Aspen to relocate the manufacturing to South Africa.



the dti's incentive supported the creation of the high containment facility, SVP2, the company needed in order to manufacture the new highly potent products. Without this substantial investment, Aspen would not have been able to move into these speciality areas involving complex, difficult to replicate, manufacturing technologies and become globally competitive in highly commoditised markets.

"Once the S12I SVP2 project is completed and commences commercial production in 2022, it will make Port Elizabeth one of the largest and leading anaesthetic manufacturing hubs globally," says Stavros.

Although the company has made its mark as a world leader in the field, the pharmaceutical industry in South Africa presented some significant challenges that needed to be overcome along the way. Finding staff with the right skills, for example, was particularly difficult because the sector is largely deindustrialised, and the trade deficit in the sector is always growing. In addition, skills in the industry are disappearing with the shut-down or down-sizing of 35 pharmaceutical factories. Aspen therefore places the utmost importance on training and upskilling its own staff.

In addition, other than the S12I incentive, there is very little other incentives to attract and retain local investment in order to further industrialise and make the sector more locally and globally competitive, which allows for transformation in the industry. While the S12I application has been successful, it cannot be viewed in isolation of the menu packaging needed to attract more pharmaceutical investment, including better alignment with other government ministries to achieve the overall industrial objectives of the country.





THE MAMBA CEMENT (PTY) LTD COMPANY

Cementing South Africa with a positive Chinese partnership

DATE OF ESTABLISHMENT

2010

PROVINCE

Limpopo

SECTOR

Manufacturing

SUB-SECTOR

Non-metals

OWNERSHIP

South African-owned entity

B-BBEE STATUS

Level 4

ALLOWANCE DRAWN DOWN

R441 274 000

ACTUAL INVESTMENT

R1 528 311 000

ACTUAL NEW JOBS CREATED

206

The Mamba Cement Company is proof that the right partnership with China really can benefit everyone. Not only did the company manage to successfully enter a very difficult market at a very difficult time – it was notoriously uncompetitive and at a stage of oversupply in a poor economy – but thriving under the circumstances, reducing the price of cement and making it more affordable for the man in the street as well as bringing job creation and power to a poor rural area in Limpopo in the process. It was also the first project finance transaction of its nature ever in South Africa. **the dti's** role in facilitating introductions at events was a key ingredient in the success of the project, "...going right back to 2006 when Women



Investment Portfolio Holdings (WIPHOLD), one of our three main shareholders, expressed an interest in entering the cement industry and its CEO, Gloria Serobe, was introduced to the chairman of Jidong Cement at an event during a State Visit by then President Mbeki," explains Jannie Stockenström, WIPHOLD's co-head of investments. "After initially importing cement from Jidong Cement, in 2009, WIPHOLD partnered with a local company, Continental Cement, and the Chinese consortium (made up of the China Africa Development Fund and Jidong Cement) to build its own pure cement plant in South Africa. The plant was commissioned in 2015 and full production began in 2016."

"Although we had the limestone, which is the core ingredient in cement, and ability to raise project finance, our Chinese partner had the technology, skills, and experience with modern cement plants which we didn't have," says Jannie.

"This partnership has made it possible for us to build a truly 'green' cement plant. For example, it has Africa's first on-site waste heat recovery system. Through this system, we generate 23% of the power required to operate the plant, thus making full use of waste heat, saving on coal consumption, and improving energy efficiency. The waste gasses are also used as a drying medium in the raw mill and in pulverised coal preparation, saving approximately 13 000 tons of coal per year which would have ordinarily been used for drying raw materials,"



Jannie points out. While this meant that external skills needed to be brought in from China in the form of an Operations and Maintenance team, this is on the basis of a five-year contract, and an exchange plan is in place to ensure that as the contract progresses, local staff are trained up to take over these roles. "In addition, we place significant emphasis on recruiting from the local area, and in fact already around 80% of our staff are from Limpopo," Jannie adds.

While the Mamba Cement Company financed the project itself, it has also received vital ongoing relationship building support from the dti. "At inception level, the dti supported our entrance into the cement industry and our partnership with China through its inter-governmental relationship," Jannie reveals. "We also received a R30 million Critical Infrastructure Grant in 2015/16 in order to compensate the company for the national infrastructure we built in the area, specifically power, and we were awarded a 12I tax incentive." This is a commitment of R120 million tax write-off once the company starts making a profit as an incentive for investing in manufacturing assets, such as machinery and training of personnel. Since it is still new and technically not making a profit from its investment yet, the company will not benefit in the immediate term from the incentive, but will reap the reward in future years when the 12I reduces its tax liability, and in so doing enables future investment.

"The 12I incentive has contributed towards investment decisions and in a sense made the company more 'bankable' and sustainable as a deal," says Jannie.



AUTOMOTIVE INCENTIVE SCHEME

The importance of the automotive industry for the South African economy, with its enormous employment potential and high local production value through component manufacturing (CM), is highlighted in the current Automotive Production and Development Plan (APDP). This is evident in the 6.9% it contributes to GDP, accounting for 30.1% of manufacturing output and 13.9% of total exports. The automotive industry also employs more than 110 000 people in vehicle and component production, and attracts investment flows of R12,2 billion into the country annually. The Automotive Investment Scheme (AIS) is aimed at building on and sustaining these gains through investment in new and replacement models and components that will increase plant production volumes, create employment, and strengthen the automotive value chain. The AIS is part of the APDP and the South African Automotive Masterplan (SAAM), which is the overarching strategy for the automotive sector. The SAAM's 2035 vision is the achievement of "a globally competitive and transformed industry that actively contributes to the sustainable development of South Africa's productive economy, creating prosperity for industry stakeholders and broader society."

More than

1000
projected
new jobs
and over

26000
jobs to be
retained

10,1 average investment multiplier

Enabling access to global markets through **67%**OEM foreign ownership

Approximately **72%** black and **26%** women employees to be retained

Volumes to the value of R45 billion exported to Europe (91% of the total value of exports to more than 55 countries)

Approvals

All AlS projects receive an allocation of funds for tooling, employment creation, strengthening of the automotive value chain, value addition, and empowerment. Of the 45 approvals, 38 were allocated to CM projects, which have an investment multiplier of 3,7 and more than R1,7 billion was allocated to original equipment manufacturers (OEMs).

2016/17	2017/18	2018/19	Aggregate performance	_
	69	45 Projects approved		
R3 621 011 815	R2 608 902 027	R2 457 468 162	Grant amount	R
R12 469 135 734	R9 384 760 182	R8 507 802 674	Projected investment	
2 370	1 708	1 148	Projected new jobs	
34 788	23 230	26 097	Jobs to be retained	
3,4	3,6	3,5	Approvals IM	
	11,4	10,1	Disbursements IM	- (IM)



Localising original equipment manufacturing across five provinces

The automotive industry is mainly located in the Eastern Cape and Gauteng, where vehicle manufacturers such as BMW, Ford, Volkswagen, Daimler-Chrysler, and Toyota have production plants, but is also active in other provinces, including KwaZulu-Natal, North West, and the Western Cape. The Eastern Cape, which is a historically disadvantaged province, has a projected investment of over R1,4 billion.

		R		ů ni		IM
Provinces	Approvals	Grant amount	Projected investment	Jobs to be retained	Projected new jobs	IM
Eastern Cape	16	R340 657 508	R1 444 960 786	10 626	461	4,2
Gauteng	16	R1 751 428 934	R5 952 734 085	5 774	344	3,4
KwaZulu-Natal	9	R350 320 915	R1 058 345 309	9 140	279	3,0
North West	1	R5 093 892	R16 979 641	113	7	3,3
Western Cape	3	R9 966 913	R34 782 853	444	57	3,5
Total	45	R2 457 468 162	R8 507 802 674	26 097	1 148	3,5

Encouraging foreign investment

A large number of projects are B-BBEE level 8 and with a high proportion of foreign ownership which tends to be more characteristic of OEMs than medium and heavy component manufacturers (MHCMs). In fact, of the total projected investment of R8,5 billion, 78% (R6,6 billion) is foreign investment, with OEMs alone generating 91% of this. The foreign ownership is represented by 12 international countries, with the highest projected investment of R5,2 million coming from the Netherlands, which is ranked number one globally on the Automotive Disruption Radar. The Automotive Disruption Radar is a biannual analysis of market trends related to new innovations in the global automotive industry. This foreign investment is key for strengthening investor interest and accessing export opportunities, and provides the South African automotive industry with significant innovation and growth value.

45

R **B-BBEE** status Level **Approvals Grant amount Projected** Jobs to be **Projected** investment retained new jobs Level 2 1 R24 500 000 R70 000 000 266 50 7 R30 942 621 Level 4 R123 175 318 1 011 21 Level 5 2 R326 069 548 R940 655 852 1 370 187 Level 6 3 R104 270 923 R417 083 691 1 117 28 Level 7 1 R4 919 250 R19 677 000 124 0 R1 966 765 820 Level 8 31 R6 937 210 813 22 209 862

R8 507 802 674

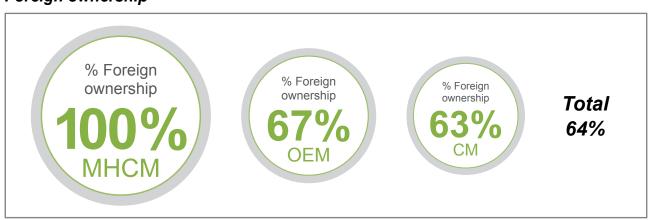
26 097

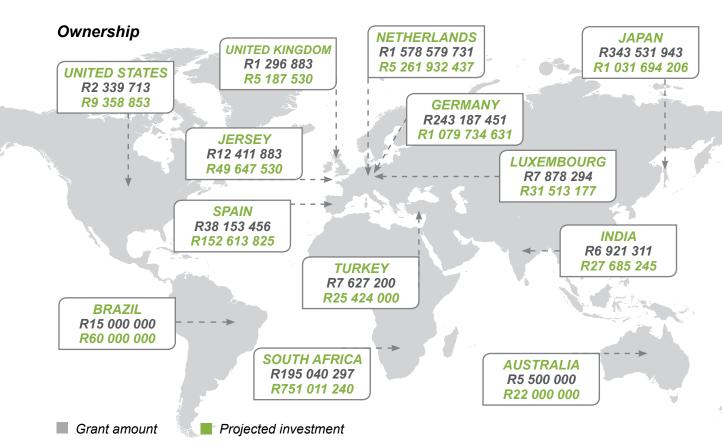
1 148

R2 457 468 162

Foreign ownership

Total



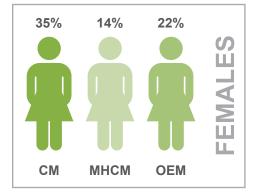


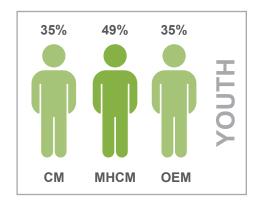
Automotive industry employee cohort

The 26 097 baseline jobs expected to be retained reflect the extent of employment opportunities in the automotive industry. This number has increased significantly since the 2017/18 financial year, and importantly, many of these jobs are held by youth and black employees. In total, 9 205 jobs are expected to be retained for youth and 439 for disabled people, while over 18 000 (72%) and approximately 6 850 (26%) jobs are held by African and women employees respectively.

Jobs to be retained

Component	White	African	Indian	Coloured	Other
CM	10%	63%	4%	22%	0%
MHCM	4%	84%	9%	2%	1%
OEM	8%	77%	8%	8%	0%
Total	8%	72%	6%	13%	0%





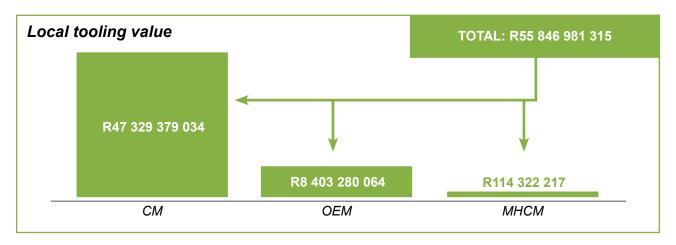
Disbursements

Almost R2 billion was disbursed through the AIS in 2018/19, of which R706 million was disbursed to CMs, with a substantial investment multiplier of eight times the disbursement value. They also have the highest job retention, at 26 485. In addition, approximately R1,2 billion was disbursed to OEMs, which propel an increase in revenue flows into South Africa and are important contributors of investments in new plants, equipment, tooling, and capital, as well as presenting further foreign investment prospective. Although these projects are currently only at B-BBEE level 7 or 8, there is a move towards improved transformation aligned with the SAAM's 2035 vision.

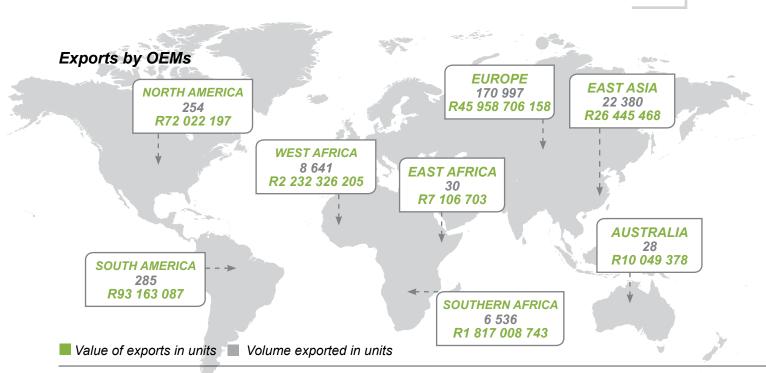
R					
Components	Value disbursed	Value of local procurement	Actual investment	Jobs retained	Jobs created
СМ	R705 791 394	R94 705 052 373	R5 772 663 448	26 485	4 636
MHCM	R23 014 2 <mark>29</mark>	R1 341 843 689	R160 133 929	1 435	304
OEM	R1 230 843 516	R34 839 642 850	R13 946 630 833	17 171	3 703
Total	R1 959 649 139	R130 886 538 912	R19 879 428 210	45 091	8 643

Procuring locally, exporting globally

Procuring locally supports the growth of homegrown businesses, while eliminating import costs and reducing delivery time. This in turn reduces the cost of services and production, allowing more profitable automotive outputs. In the last financial year, over R130 billion was spent on local procurement, of which R55 billion was spent on local tooling and R32 billion on raw materials. OEMs procurement from local manufacturers is inclusive of axles, suspension components, drive shaft components, complete seats, seat mechanisms and various seat and seat-related components, and catalytic converters.



Opening export markets through foreign investment and creation of new products is another lever of economic growth. With the help of AIS, the OEM projects produced five new models and achieved an average increase of 39% in the production volume of existing models, exceeding the AIS requirement of 30%. The automotive industries in Germany and the Netherlands are ranked highest in automotive innovation in the world, and therefore, exporting to these and other European countries opens investment doors for South African manufacturers. In the last financial year, exports of more than 245 000 units were reported, with the highest volumes exported to various European countries; more than R45 billion was exported to Europe (91% of the total value of exports to more than 55 countries), and volumes of values greater than R6 million to other regions, including Asia, Africa, and Americas.





SUPREME SPRING

a division of Alfred Teves Brake Systems (Pty) Ltd

DATE OF ESTABLISHMENT

1963

PROVINCE

Gauteng

SECTOR

Manufacturing

SUB-SECTOR

Automotive

OWNERSHIP

South African-owned entity

B-BBEE STATUS

Level 2

VALUE OF DISBURSEMENT

R804 010

ACTUAL INVESTMENT

R10 678 408

ACTUAL JOBS RETAINED

553

ACTUAL NEW JOBS CREATED

61

One of the challenges the APDP attempts to address is the difference in the economics of scale between South African vehicle manufacturing volumes and those of competing overseas countries. This not only applies to emerging new suppliers to the motor industry but to established suppliers such as Supreme Spring, which supplies suspension springs.

Supreme Spring, a division of Alfred Teves Brake Systems (Pty) Ltd commenced business in 1963 as a spring manufacture and forging unit of the Powerlines Group and expanded in the 1970s supplying automotive suspension components into the growing South African vehicle market.

In 1984, the company was purchased by the





Metair Group which owned several companies supplying parts to Toyota Manufacturing South Africa. Supreme Spring was soon successfully supplying parts to Toyota Manufacturing South Africa on models such as the Corolla, Hiace and Hilux models.

In 2011, Toyota announced that they would be quoting on the next generation of the Hilux pick-up (640A project), which would not only have potentially higher volumes, but in Supreme Spring's case, changes to the suspension specifications. The new specifications required significant improvements in corrosion resistance, particularly for European export models, and the company needed to invest in a separate Zinc Rich Paint Line for export leaf springs, as well as specialised test and laboratory equipment.

the dti's AIS which allowed Supreme Spring to claim 25% of the capital investment cost, which was a key part in the quotation phase which saw the company successfully secure the 640A business. This not only increased employment, but also helped develop a SMME supplier for some of the new paint requirements.

The investment in capacity enhancement using the AIS programme has also seen continued benefits in supporting new projects, such as the Ford Ranger and Nissan Navara.



LUMOTECH

DATE OF ESTABLISHMENT

1957

PROVINCE

Eastern Cape

SECTOR

Manufacturing

SUB-SECTOR

Automotive

OWNERSHIP

South African-owned entity

B-BBEE STATUS

Level 4

VALUE OF DISBURSEMENT

R45 434 278

ACTUAL INVESTMENT

R 46 358 515

ACTUAL JOBS RETAINED

476

ACTUAL NEW JOBS CREATED

45

Lumotech opened its doors in 1957, offering OEM and parts to the Ford Motor Company, Mercedes Benz, Toyota, and Volkswagen. The company also offers after-market products to Hella Automotive South Africa, Hella Australia and Germany, and Venter Trailers. OEM product development is highly technical, and requires engineering, financial, and management skills. To elevate these skills, the company uses various internal training and mentoring methods.

the dti assistance has played an important role in making the company competitive and in 2016, AIS funding was used to launch the Toyota 640 project, through which Lumotech was able to localise the headlight and tail-light production by investing in the improvement of its plants. The AIS also enabled the







company to launch the VW Polo project through the R11 million it received for moulding and assembly machinery.

The Toyota 640A and Ford Ranger project has created jobs for 251 youth, 18 disabled, 229 female, and 403 black employees, while the VW Polo project has created jobs for 309 youth, 20 disabled, 242 female, and 429 black employees.

AGRO-PROCESSING SUPPORT SCHEME

Given South Africa's wealth of natural resources and agricultural products, the agro-processing sector holds tremendous potential for contributing towards the economy in terms of stimulating investment, economic diversification, and job creation. The Agro-Processing Support Scheme (APSS) therefore aims to encourage South African agro-processing and beneficiation (agri-business) enterprises to invest in up and downstream support industries, and in the process enhance transformation. To qualify for the APSS, the investment should demonstrate that it will achieve some of the following: increased capacity, employment creation, modernised machinery and equipment, competitiveness and productivity improvement, and broadening participation.



Approvals

The investment multiplier for APSS projects remains substantial, at five times the value granted. This signals the high investment return across new and expansion projects in the agro-processing sector, although new projects have a higher expected growth and number of projected new jobs than expansion projects.

2017/2018	2018/2019	Aggregate performance	
23	56	Projects approved	(
R107 795 690	R220 471 335	Grant amount	(
R533 321 018	R1 241 586 917	Projected investment	(
920	2 283	Projected new jobs	1
1 966	2 071	Jobs to be retained	- (
0	R18 909 670	Disbursements	(
4,9	5,6	Approvals IM	
	5	Disbursements IM	- (

APSS encouraging investment in less industrialised provinces

Provinces dominated by food cultivation and forestry, such as the Eastern Cape, KwaZulu-Natal, and Limpopo tend to have more approvals, while the high investment multipliers for less industrialised provinces, such as Limpopo and Mpumalanga, are an encouraging sign of broadening participation in non-coastal areas.

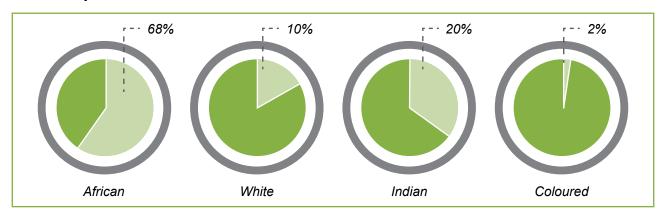
		R		Ů	•	IM
Provinces	Approvals	Grant amount	Projected investment	Jobs to be retained	Projected new jobs	IM
Eastern Cape	3	R4 631 315	R17 790 773	77	66	4
Free State	2	R12 237 493	R65 548 531	0	56	5
Gauteng	13	R46 777 609	R196 099 627	173	432	4
KwaZulu-Natal	12	R27 953 560	R101 041 206	171	213	4
Limpopo	8	R62 054 484	R398 092 738	113	881	6
Mpumalanga	2	R16 561 778	R193 834 434	0	100	12
North West	6	R13 835 349	R52 967 018	54	123	4
Northern Cape	1	R523 038	R1 974 768	0	5	4
Western Cape	9	R35 896 709	R214 237 820	1 483	407	6
Total	56	R220 471 335	R1 241 586 917	2 071	2 283	6

Broadening participation through black and female ownerships and employment opportunities

The APSS's labour-intensive nature is evident in the 2 283 new jobs projected to be created and 2 071 to be retained by approved projects over the next two to three years. Furthermore, agro-processing projects have a high projection of job creation for females (761) and youth (580), and more than 1 000 total jobs are expected to emanate from B-BBEE 1 compliant projects. In addition, APSS-supported projects have 90% black and 51% female ownership. These contribute to **the dti's** objective of broadening participation by race and gender.



Ownership



All five targeted sub-sectors, namely feed production, fertiliser production, fibre processing, food and beverages, and furniture manufacturing, have accessed approvals, with the majority going to food and beverages. Products in this sub-sector include packaging of citrus, meat processing and packaging, citrus fruits, fruit juice, sunflower oil, and soya bean. Feed production has the highest multiplier, at nine, projecting an investment of more than R196 million.

		R		Ů) Å	
Sub-sector	Approvals	Grant amount	Projected investment	Jobs to be retained	Projected new jobs	Investment multiplier
Feed production	6	R21 428 43 <mark>6</mark>	R196 218 414	23	158	9
Fertiliser production	1	R790 238	R3 817 580	0	14	5
Fibre processing	3	R10 455 445	R48 367 235	0	112	5
Food and beverages	39	R171 722 745	R943 031 793	1 913	1 924	5
Furniture manufacturing	7	R16 074 471	R50151894	135	75	3
Total	56	R220 471 336	R1 241 586 917	2 071	2 283	6

Disbursements

Approximately R18 million was disbursed to one project through APSS in 2018/19, in which 1 244 jobs were retained and 138 jobs were created. The disbursements have significantly supported local procurement, with 84% of production inputs being sourced locally.

		R		ů.
	Actual investments	Value disbursed	Jobs retained	Jobs created
2018/19	R94 598 472	R18 909 670	1 244	138



SEA HARVEST CORPORATION

DATE OF ESTABLISHMENT

1964

PROVINCE

Western Cape

SECTOR

Agro-processing

SERVICE(S) / PRODUCT(S)

Food and beverage

OWNERSHIP

South African-owned entity

B-BBEE STATUS

Level 1

VALUE OF DISBURSEMENT

R18 909 670

ACTUAL INVESTMENT

R94 598 472

ACTUAL JOBS RETAINED

1382

ACTUAL NEW JOBS CREATED

138

In 1964, Spanish-owned company, Pescanova, joined forces with Southern Sea Fishing Enterprises and Imperial Cold Storage (ICS) to form Sea Harvest, which today is a Level 1 B-BBEE contributor. Sea Harvest's principle business is the fishing of Cape hake along with horse mackerel, pilchards and anchovies, the processing of its catch into a range of valueadded frozen and chilled seafood and the marketing of its produce nationally and internationally. Due to challenges experienced in meeting consumer demand for value added products, it required new machinery at its Saldanha Bay processing plant on the Cape West Coast. Acquiring the new equipment would also put Sea Harvest at the cutting-edge of technological innovation and contribute to the long-term sustainability of the business, thereby securing sustainable, good quality



jobs, as well as the retention of specialised skills in this rural area of Saldanha Bay. A key strategic imperative in fishing is the allocation of quotas and to secure long-term quotas, companies must also be at the forefront of transformation initiatives and skills development.

Sea Harvest received a grant from **the dti** to invest in new machinery. The machinery investment has seen an improvement in the processing capabilities, product quality, and increased freezing capacity. Furthermore, investments went into improving the fish processing systems. A reverse osmosis plant has also been built that can produce 1 million litres of water per day, which helped to secure employment for over a thousand people dependent on the factory for work.

the dti grant will assist Sea Harvest in maintaining its preferential procurement strategy to source approximately 70% of raw material from local black businesses, 14% from non-black local businesses, and 16% from international businesses.

The grant application process was thorough and well documented. Sea Harvest also received support in completing the application and found comfort in knowing that a robust process was being followed.

AQUACULTURE DEVELOPMENT AND ENHANCEMENT PROGRAMME

The South African aquaculture sector, both freshwater and marine, has great potential to expand and, in so doing, contribute significantly to the economy. With the country's long coastline, inland resources and potential for export opportunities there is ample opportunity for the industry to grow, increasing job creation, economic activity, and inclusive ownership. The dominant sub-sectors in the country are trout farming, which occurs mostly in Mpumalanga and the Western Cape, oyster farming, occurring throughout the Eastern, Northern, and Western Cape provinces, and abalone, the production of which takes place in the Western Cape.

The Aquaculture Development and Enhancement Programme (ADEP) has been designed to encourage development in the aquaculture sector through incentives to South African-registered entities engaged in primary, secondary, and ancillary marine and freshwater aquaculture activities, and may be used for new projects or to upgrade existing projects. The incentives aim to develop emerging aquaculture farmers, increase production, sustain and create jobs, and encourage geographical diversification.

10 black emerging farmers, of which4 are female, approved for new aquaculture projects

Inclusion of offshore provinces indicate advancement of the aquaculture industry

More than half of total jobs are held by black employees

High disbursement for secondary aquaculture indicative of the value-added activities and potential to unlock new economic value

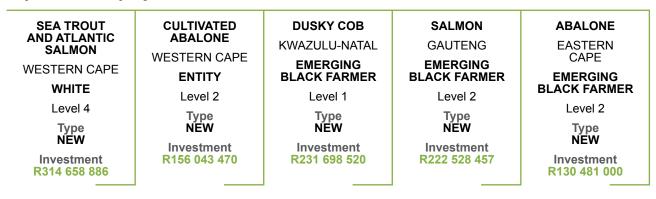
Approvals

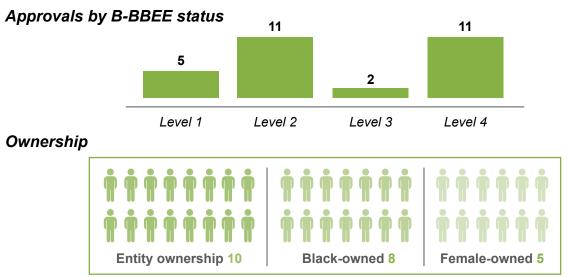
Approvals for 2018/19 significantly increased compared to the 2016/17 and 2017/18 financial years. The approved amount was more than R248 million and the projected investments rose above R1,3 billion, with five projects (of which three are black emerging farmers) contributing 78% towards this total.

2016/17	2017/18	2018/19	Aggregate performance	
8	21	29	Projects approved	
R45 126 539	R72 262 450	R248 934 277	Grant amount	R
R198 320 671	R208 781 976	R1 348 880 736	Projected investment	
220	278	879	Projected new jobs	
141	612	601	Jobs to be retained	
2	12	10	Black emerging farmers supported	
4,4	7,0	5,4	Approvals IM	- (IM)
0	4,3	6,9 Disbursements IM		

² Support for emerging black farmers commenced in 2017/18

Top five ADEP projected investments





Encouraging geographical diversification

Although the three coastal provinces, namely the Eastern Cape, KwaZulu-Natal and Western Cape, were among the highest approvals, ADEP has broadened participation to inland provinces, such as Limpopo, Mpumalanga, and the North West. Of the three projects in Limpopo, two new projects are farming tilapia and one is an expansion project involved in the farming of crocodiles.

In the Eastern and Western Cape job creation is relatively high, with 332 and 376 projected new jobs and 233 and 337 jobs to be retained, respectively. There were more job opportunities available for females in these provinces as well.

		R			Ŷ Å		IM
Provinces	Approvals	Grant amount	Projected investment	Jobs to be retained	Projected new jobs	Female jobs to be retained	IM
Eastern Cape	5	R65 394 597	R247 663 912	337	376	224	4
Gauteng	4	R40 800 666	R242 752 572	7	30	11	6
KwaZulu-Natal	4	R40 298 157	R246 624 217	0	80	38	6
Limpopo	3	R4 243 806	R11 525 412	6	13	1	3
Mpumalanga	2	R17 349 533	R82 029 333	18	38	0	5
North West	2	R3 038 580	R7 674 450	0	10	3	3
Western Cape	9	R77 808 938	R510 610 840	233	332	137	7
Total	29	R248 934 277	R1 348 880 736	601	879	414	4,5

Scaling up job creation through expansion and new projects

ADEP projects are projected to create 879 new jobs within the next two years. More than half of these jobs will be created by expansion projects, which will also be responsible for retaining 601 baseline jobs. Expansion in jobs will create higher production capacity and as a result, it is expected that there will be an overall average increase in production of 644 tonnes, with an average of 632 for expansion projects and 583 for new projects.

Approvals per activity







	Approvals	Approval amount	Projected investment	Jobs to be retained	Projected new jobs	
New projects (16)	,					
Primary aquaculture	14	R161 090 299	R992 214 245	0	371	
Primary and secondary aquaculture	2	R5 878 800	R9 712 667	0	16	
Expansion projects (13)						
Primary aquaculture	10	R69 823 271	R295 975 305	399	357	
Secondary aquaculture	2	R10 584 907	R45 788 519	177	127	
Primary and secondary aquaculture	1	R1 557 000	R5 190 000	25	8	

Disbursements

A total of R10 million actual investment was disbursed to two black emerging farmers in 2018/19 for new projects in trout and tilapia primary aquaculture. Both are located in Gauteng, and one of the farmers is female. Both these projects have created 15 jobs, while 320 new jobs were created and 724 retained throughout all the agriculture projects. Of these, 61% were black and 37% were female employees. A further R480 000 was disbursed to projects in Mpumalanga and the North West resulting in investment of more than R11 million.





Province	Claims	Value of disbursement	Total investment	Jobs retained	Projected new jobs	Total female jobs
Eastern Cape	2	R3 838 411	R16 847 044	230	90	106
Gauteng	4	R5 455 761	R29 343 257	4	21	8
Mpumalanga	1	R282 881	R1 414 404	0	2	1
North West	1	R201 920	R10 642 374	0	2	1
Western Cape	5	R11 746 543	R91 605 378	490	205	270
Total	13	R21 525 516	R149 852 457	724	320	386



LAROSTAR (PTY) LTD t/a SILVER LAKES FARM

DATE OF ESTABLISHMENT

2016

PROVINCE

Gauteng

SECTOR

Agriculture

SUB-SECTOR

Primary and secondary aquaculture

OWNERSHIP

Black male

B-BBEE STATUS

Level 1

VALUE OF DISBURSEMENT

R1 098 531

ACTUAL INVESTMENT

R2 594 314

ACTUAL NEW JOBS CREATED

9

In 2016, Mr Pius Mokhokong (BSc/MSc in Mining and Geology) and Mr William Maredi (Doctor in Gynaecology) saw a significant gap in the fish and fresh produce market, persuading them to start with construction of the Larostar Trout Farm in Boschkop, Pretoria East, Gauteng.

Their initial focus was on aquaculture, using a recirculating aquaculture system (RAS), but with the highly nutrient-rich water that the aquaculture system was going to produce, it was only logical to incorporate hydroponic tunnels using nutrient film technique (NFT) system. The result was aquaponics.



Naturally, before they could start the business, Pius and William needed to do vast amounts of research in order to gain the knowledge in aquaculture, hydroponics and aquaponics they would need to start operating the facilities. Their research paid off. The answer came in the form of a company called Cooper Aquaculture Services (CAS) CAS assisted Larostar with farm and system design, a skills transfer programme in aquaculture, hydroponics and aquaponics, system components, and implementation and management.

Once the initial batch of fish were in the system, the farm got its first big order. The company got off to a flying start but it was not without challenges. Although the market for rainbow trout is very large, as opposed to tilapia, it is a difficult fish to farm due to its sensitivities to the environment. The farm therefore required additional monitoring systems to ensure that even the smallest change in water temperature will set off the warning signal so that the problem can be found and resolved within an hour of the alarm going off.

Finding skilled staff, in particular who are trained in basic aquaculture and hydroponics was a considerable challenge, given that relatively few South Africans have access to tertiary institutions to attain a qualification. To bridge this challenge, the farm implemented its own skills transfer programme to bring its staff up to date with aquaculture, hydroponics and aquaponics.

Pius and William point out that financial backing is important in establishing a company in any industry. Fortunately, they were able to get this through the dti's ADEP incentive. The grant has been used to build hydroponic tunnels on the farm in order to use the water from its aquaculture facility, expand the facility, and ultimately created more jobs.

THE INCUBATION SUPPORT PROGRAMME

The Incubation Support Programme (ISP) was originally established to promote the development of incubators through private sector partnerships with government. The intention of the ISP was to build self-sustaining SMMEs through skills transfer, enterprise development, supplier development, and marketing opportunities so that they could generate revenue over time, create jobs, and contribute to economic growth. However, the programme was suspended in November 2016 and subsequently replaced with the Strategic Partnership Programme (SPP), although the ISP continues to pay out remaining claims.

333 incubatees supported

2 596 jobs created in SMMEs

R11,7million



Disbursements

The 333 incubatees supported during 2018/19 have created 2 596 jobs, of which 90% are held by black and 43% by female employees. Most of these jobs are in the forestry incubator located in the Eastern Cape, while the majority of disbursements were in the information and communications technology (ICT) sector, which is growing in demand and imperative for the Fourth Industrial Revolution (4IR).

Years	Value disbursed	Actual SMMEs/ incubatees	Jobs created by SMMEs
2017/18	R23 473 340	314	252
2018/19	R11 688 591	333	2 596

		(R)	(n n	
Sector	Province	Value disbursed	Jobs created by incubators/ SMMEs	Incubators/ SMMEs
Forestry	Eastern Cape	R3 803 731	2 130	116
ICT	Western Cape	R5 878 118	10	11
Manufacturing	Gauteng	R2 006 742	456	206



MONDI ZIMELE

DATE OF ESTABLISHMENT

2007

PROVINCE

KwaZulu-Natal

SECTOR

Manufacturing

SUB-SECTOR

Forestry

OWNERSHIP

Indian male

B-BBEE STATUS

Level 1

VALUE OF DISBURSEMENT

R7 447 781

ACTUAL NEW JOBS CREATED

2 109

In 2007, Mondi South Africa, a leading packaging and paper company, established Mondi Zimele, its enterprise development subsidiary, with the aim of accelerating and facilitating sustainable B-BBEE in the value chains of its operations. Mondi Zimele places particular emphasis on SMMEs.

In 2011, Mondi Zimele expanded its focus to incorporate support for small community-based businesses located around Mondi's operations, irrespective of whether the small business was operating in a forestry-related sector or not. Forestry is a scarce skills industry which faces the challenge of a declining supplier pool. In 2016, Mondi Zimele partnered with **the dti** to establish a Forestry Contractor Incubator programme, known as the Mondi Forests Partners Programme (MFPP). The incubator programme provides business development support to emerging forestry contractors in Mondi's value chain.

The incubator programme has a specific focus on productivity and profitability improvements, including the building of skills around business, financial, and tax management.



The incubator programme has also implemented a number of operational interventions, such as optimising business quality and efficiencies, as well as improving the incubatees' overall health and safety performance. The programme also ensures that the incubatees learn how to cost appropriately within their businesses, tender effectively, and have the necessary resources to run their businesses efficiently and professionally.

The MFPP methodology is to identify each entrepreneurs' skillsets and development areas, and then provide them with the necessary support to ensure the long-term sustainability of their business. The support includes extensive training tailored for each incubated business. Appointed forestry and business development managers assess each incubatee's proficiency using a diagnostic toolkit. Based on the outcomes of this diagnosis, each incubatee is supported with a customised development plan. The development managers also follow up with the incubatees to ensure the agreed deliverables within the business plan are carried out.

To maximise forestry best practice learnings and facilitate the sharing of knowledge, the programme has also sent forestry contractors to Brazil on benchmarking exercises. The adoption of these best practice learnings has helped incubatees secure new contracts. Most of the SMMEs that have been incubated in the MFPP, are currently in possession of active contracts and are operating healthy businesses.

MANUFACTURING COMPETITIVENESS ENHANCEMENT PROGRAMME

The Manufacturing Competitiveness Enhancement Programme (MCEP) was originally designed in response to the global economic recession as a means of providing support to manufacturing projects who were battling in the economic conditions. It aimed to secure higher levels of investment, raise competitiveness, and retain employment. However, the programme was suspended in 2015 as the funds were fully committed. All final application payments were honoured, with the last disbursements made in 2018/19 for an amount of R13 million to two manufacturers operating in the automotive and agro-processing sub-sectors.

R13million
by sectors with high
employment potential

39
black industrialists
empowered
through
financial
loans

R379million

for grants and loans disbursed to manufacturers to upgrade machinery and equipment

2016/17	2017/18	2018/19	Performance aggregate for grants managed by the dti
62 255	4 904	650	Jobs retained
R823 663 996	R62 030 835	R13 311 329	Disbursements
3,8	3,6	8,8	Disbursements IM

Industrial Development Corporation

While **the dti** managed the grant component of MCEP, the IDC administers the loan component in the form of working capital and plant and equipment loans, and continues to provide financing facilities to some projects. A total of 93% of MCEP loans amounting to R443,6 million were accessed by black industrialists, the vast majority of which are certified as B-BBEE level four and lower.



The IDC's provision of loans to manufacturing companies cuts across eight sectors and seven provinces. Projects in Limpopo are projected to create 1 330 new jobs and leverage investment of R391 million, a substantial injection into the local economy development for one of the poorest provinces in South Africa. Over 80% of the investment and jobs in this province are for projects operating in the agro-processing sector, which indicates a move towards the manufacture of value added goods, rather than the exporting of primary goods.

MANUFACTURING COMPETITIVENESS ENHANCEMENT PROGRAMME







Province	Approvals	Loan amount	Projected investment	Jobs to be retained	Projected new jobs
Eastern Cape	2	R16 500 000	R32 550 000	8	41
Free State	1	R21 000 000	R43 600 000	0	161
Gauteng	21	R263 046 401	R541 703 879	4 036	632
KwaZulu-Natal	5	R37 200 000	R96 949 000	4	91
Limpopo	6	R47 011 598	R391 671 939	28	1 330
North West	4	R66 904 000	R182 810 500	195	231
Western Cape	2	R5 500 000	R23 500 000	15	21
Total	41	R457 161 999	R1 312 785 318	4 286	2 507





Sub-sector	Loan amount	Projected investment	Approvals	Jobs to be retained	Projected new jobs
Agro-processing	R81 564 401	R454 412 401	5	42	1 378
Automotive transport and equipment	R50 000 000	R50 000 000	1	947	77
Basic and speciality chemicals	R38 346 143	R74 957 012	4	0	127
Basic metals and mining	R31 000 000	R141 593 641	2	9	99
Chemical products and pharmaceutical	R84 750 000	R160 445 614	7	120	368
Clothing and textile	R14 100 00 <mark>0</mark>	R24 431 000	4	184	13
Heavy manufacturing	R86 759 455	R211 093 650	11	195	336
Machinery and equipment	R70 642 000	R195 852 000	7	2 789	109
Total	R457 161 999	R1 312 785 318	41	4 286	2 507





INNOVATION CLUSTER

The innovation cluster supports pioneering technology with its application attempting to improve the status quo of the South African industries either through producing better products for current market needs, delivering faster and more efficient processes or just providing more effective solutions to current industry problems. Incentives in this cluster promote research-based technology, and the testing of new profitable prototypes with the aim of enabling their commercialisation. It comprises of the Technology and Human Resource for Industry Programme (THRIP) and the Support Programme for Industrial Innovation (SPII).

- Technology and Human Resource for Industry Programme
- Support Programme for Industrial Innovation





TECHNOLOGY AND HUMAN RESOURCE FOR INDUSTRY PROGRAMME

Technological innovation across a range of sectors and provinces is necessary for the advancement of the economy, particularly within the context of the digital revolution that is currently underway globally. The THRIP aims to boost South African industry by supporting the development of technologies and increasing skilled technical labour. To achieve this, the incentive encourages collaboration and investment by industry players, researchers, and government through a 50:50 cost-sharing grant, to a maximum of R8 million a year. The programme also aims to build and strengthen relationships with higher education institutions (HEIs) and science, technology, and engineering institutions (SETIs) in order to promote technological innovation and competitiveness, knowledge exchange and technology transfer. Technology transfer can be achieved through collaborative research efforts between enterprises (large and small) on the one hand, and universities and SETIs on the other. When recruiting students at HEIs, priority is given to projects that support efforts to meet industrial policy goals, overcome gender and race disadvantages, and are located in institutions that were in previous homeland and tribal areas.

79 black students and45 female studentsgained experiencein research andtechnical skills



10 HEIs including
University of
Venda, University
of Limpopo, and
University of the
Western Cape
are participating
in the incentive

R106,4million

approved for black-owned SMMEs and R61,6 million approved for female-owned SMMEs

R28million

funding to projects developing innovation in the green economy

Approvals

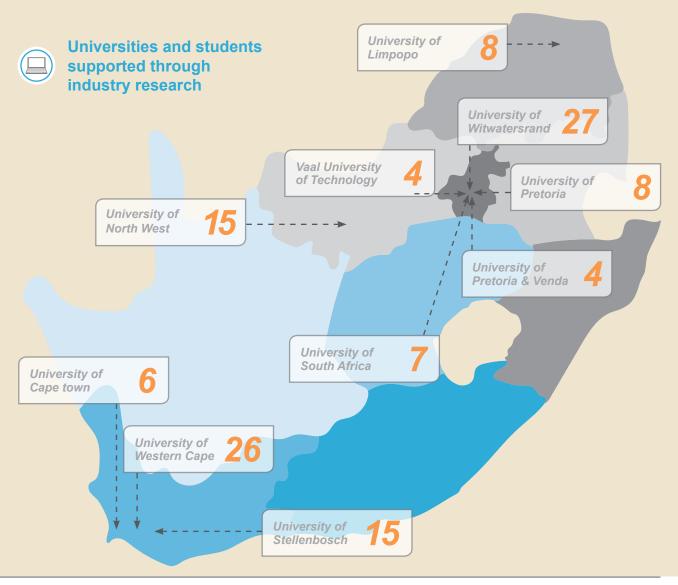
THRIP incentives totalling R193 million were approved in 2018/19. The programme supported 120 students involved in the development of innovative technology and research, of which 66% were black and 38% female. This demonstrates that through the THRIP, **the dti** is broadening participation. Funded projects have a projected investment of R262,6 million, which will enable the entry of more highly skilled professionals into the market, as well as new technology solutions, which will in turn increase industry competitiveness. Furthermore, all three provinces that accessed THRIP funding during 2018/19 are home to tertiary institutes producing highly skilled graduates, important research contributions, and offering programmes on par with global institutional competitors.

2016/17	2017/18	2018/19	Aggregate performance	
23	35	22	Approvals	
R156 221 150	R235 387 964	R193 770 110	Grant amount	R
R251 037 977	R346 170 143	R262 654 776	Projected investment	
75	152	120	Students to be supported	
R1 562 487	R20 130 052	R43 185 957	Disbursement	
1,6	1,5	1,4	Approvals IM	(IM)

		®	
Province	Approvals	Grant amount	Projected investment
Eastern Cape	1	R10 143 572	R10 933 280
Gauteng	17	R116 745 389	R140 195 083
Western Cape	4	R66 881 149	R111 526 413
Total	22	R193 770 110	R262 654 776

Transformation through innovation

Supporting partnerships between HEIs and the private sector creates opportunities for innovation in product design and has the ability to directly link prototype development to the market. With 10 HEIs approved across three provinces, these projects are contributing towards the country's transformation goals as well. The THRIP also plays a valuable role in empowering small businesses, which account for 18 out of a total of 22. Additionally, the programme offers significant support to female-owned SMMEs, with over R61 million in funding, and its support of 45 female students (38%) and eight female researchers (24%) for industry innovation and technology research, which will further increase the inclusion of women in a male dominated industry. By building competitiveness through its funding of projects in key industries, such as agro-processing, the THRIP also makes an important contribution to South Africa's GDP and economic growth potential.



B-BBEE status (R)



Level	Grant amount	Black- owned SMME	Female- owned SMME	Large enterprise	Black students supported	Female students supported	Female researchers supported
Level 1	R84 328 991	R84 328 991	R43 962 724	R0	26	19	1
Level 2	R6 550 000	R6 550 000	R6 550 000	R0	4	0	2
Level 3	R10 143 572	R10 143 572	R0	R0	5	1	2
Level 4	R75 624 490	R5 422 000	R11 105 972	R28 231 771	24	15	1
Level 5	R4 468 000	R0	R0	R4 468 000	3	2	0
Level 8	R12 655 057	R0	R0	R7 040 000	17	8	2





Innovation in industries	Approvals	Approval amount	Projected investment
Advanced manufacturing	1	R23 805 000	R61 930 000
Agriculture	1	R1 078 676	R1 637 351
Agro-processing	5	R31 091 028	R35 564 465
Aviation	1	R4 468 000	R8 936 000
Business development	1	R5 683 97 <mark>2</mark>	R6 671 080
Chemicals, pharmaceuticals and plastics	6	R69 774 771	R82 729 873
Electronics	1	R812 978	R1 191 470
Green energy and saving	3	R28 193 646	R31 352 160
Metals	1	R1 774 000	R2 040 000
Minerals beneficiation	1	R22 8 <mark>23 000</mark>	R25 409 000
Software development	1	R4 265 039	R5 193 377
Total	22	R193 770 110	R262 654 776

Disbursements

THRIP disbursements increased markedly from the previous financial year, from R20,1 million to R43,1 million. No approved projects have been fully claimed to date, although projects indicate that good results will be forthcoming. Two projects have already commenced with prototype development and another will be registering the outcomes of its research under the Agricultural Remedies Act 36 of 1947. Future economic benefits as reported by projects include: increased local procurement, import reduction, rural development, increased exports, and improved skills and knowledge among black and female graduates working in the science, technology, and engineering fields.



Province	Amount disbursed
Eastern Cape	R2 138 922
Free State	R879 687
Gauteng	R17 892 541
North West	R1 102 651
Western Cape	R21 172 156
Total	R43 185 957



Industries	Claim amounts
Advanced manufacturing	R836 8 <mark>3</mark> 4
Aerospace, rail and marine	R7 917
Agriculture	R509 945
Agro-processing	R7 185 565
Chemicals, pharmaceuticals and plastics	R13 670 471
Clothing, textile / leather and footwear	R2 799 261
Electrical engineering	R403 881
Electrotechnical	R1 8 <mark>25 060</mark>
Forestry	R1 080 2 <mark>40</mark>
Machinery	R1 50 <mark>5 326</mark>
Metal	R1 843 519
Minerals	R450 185
Renewable energy	R4 132 656
Technology	R5 215 097
Tourism	R1 7 <mark>20 000</mark>
Total	R43 185 957



Red Meat Industry NPC

Snapshot

· Location: Gauteng

· Sector: Manufacturing

• Sub-sector: Agro-processing

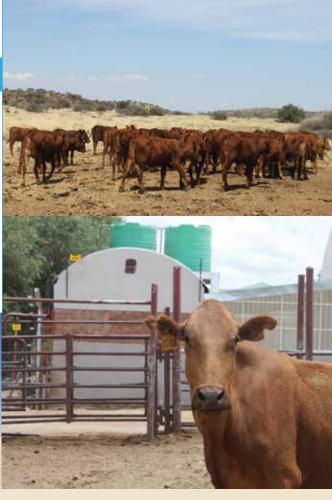
• B-BBEE: 4

Ownership: Non-profit company

Approval amount: R2 million

• Projected investment: R2 million







FOOTWEAR INDUSTRY TRAINING (PTY) LTD

DATE OF ESTABLISHMENT

2017

PROVINCE

Western Cape

SECTOR

Manufacturing

SUB-SECTOR

Clothing

OWNERSHIP

Indian male

B-BBEE STATUS

Level 1

VALUE OF DISBURSEMENT

R2 799 261

In 2017, Mr George Newton started Footwear Industry Training (Pty) Ltd. (FIT) through the THRIP grant funding after identifying the need for sustainable material from waste and seeing the lack of development in footwear in South Africa, specifically in affordable diabetic footwear. George's research is unique as there are limited skills in the country to undertake this kind of research since there are no formal colleges or universities that teach footwear technology and design, but this also presented a challenge at the beginning of the project. However, FIT has overcome this by collaborating with the Cape Peninsula University of Technology (CPUT) as an academic and institutional partner. Together with George's thorough understanding and knowledge of the industry, having studied design and footwear technology and gained 39 years' experience both locally and internationally, the project is now in full swing, with an expected duration of three years.

The project is not only an opportunity to pioneer diabetic

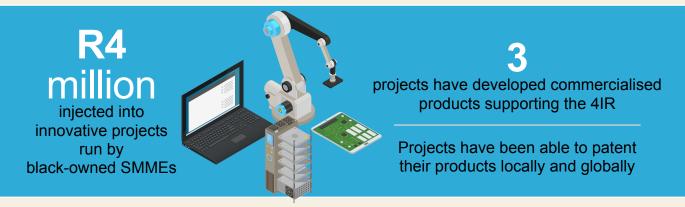


footwear made from recycled and environmentally-friendly materials in South Africa and abroad, but also gives postgraduate students the chance to be involved in innovative research and learn from international institutions already involved in similar projects. In keeping with FIT's empowerment mandate for black SMMEs and females, these students will gain business skills and be involved in the commercialisation of the final product. Once the product is ready to go to market, it will also give South African footwear manufacturers and SMMEs the opportunity to produce the patented footwear.

As George points out, this project would not have been possible without the grant funding received from the dti. The project has supported the involvement of two PhD students, two Masters students, six B-Tech students, and the lead researcher based at CPUT, as well as the purchasing of purposebuilt laboratory-scaled needle punching production machinery and other equipment and raw materials. It has also covered the costs of producing sample materials and allowed the project to source qualified black suppliers and involve them in the project.

SUPPORT PROGRAMME FOR INDUSTRIAL INNOVATION

The Support Programme for Industrial Innovation (SPII) aims to promote technology advancements through the provision of financial assistance to develop innovative products and processes. These allow prototypes to enter the market, creating new business opportunities in manufacturing and other sectors. The programme is focussed specifically on the development phase, which begins once basic research has been conducted and ends when a pre-production prototype has been produced. The SPII offers two incentives, namely the Product Process Development (PPD) Scheme and the Matching Scheme. The PPD provides financial assistance to small and micro-enterprises in the form of a non-repayable grant, while the Matching Scheme provides financial assistance to large enterprises.



Approvals

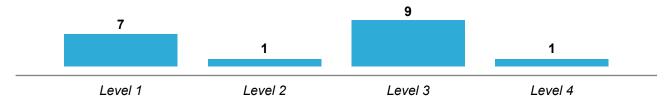
Over R40,9 million was approved for 18 SPII projects, while 7 Matching Scheme projects were approved for R23,2 million and 11 PDD projects were approved for R17,7 million. Innovative projects from Gauteng and the Western Cape dominated the approvals.

2016/17	2017/18	2018/19	Aggregate performance	
6	25	18	Approvals	
R13 388 228	R71 825 358	R40 934 045	Grant amount	R
R27 700 830	R141 369 935	R76 769 189	Projected investment	
R20 760 293	R36 230 680	R28 431 035	Value disbursed	
2,1	2,0	1,9	Approvals IM	(IM)

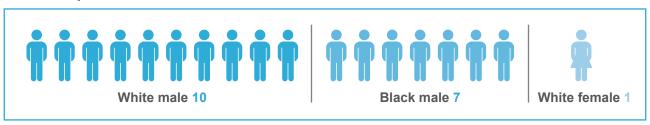
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Provinces	Approvals	Grant amount	Projected investments
Gauteng	10	R20 300 742	R35 957 765
KwaZulu-Natal	1	R4 995 428	R10 773 578
Mpumalanga	1	R1 801 741	R3 439 687
Western Cape	6	R13 836 134	R26 598 159
Total	18	R40 934 045	R76 769 189

Transformation through innovation

More than half of projects in the PPD Schemes were black-owned and have a projected investment of R13 million, and 95% of the 18 approvals were B-BBEE level 1 to 4 compliant.



Ownership



Technology development in the green economy

It is encouraging to see the support of green projects, inclusive of recycling and energy savings. Green projects benefit the environment as well as the economy, with their employment potential and highly skilled nature of jobs that tend to fetch a higher premium.

		R		
Industries	Approvals	Grant amount	Projected investment	
Agro-processing	1	R5 000 000	R12 724 129	
Bricks from waste material	1	R1 965 160	R2 280 426	
Green and energy saving	1	R4 995 428	R10 773 578	
Housing equipment	1	R1 244 9 <mark>87</mark>	R1 561 043	
Software development	3	R5 086 705	R8 410 942	
Waste recycling	2	R4 057 894	R5 353 687	
Mining	1	R2 000 000	R3 900 092	
Machinery and equipment	5	R8 878 381	R14 798 910	
Chemicals, plastics and pharmaceuticals	3	R7 705 490	R16 966 381	
Total	18	R40 934 045	R76 769 188	

Disbursements

SPII funds were distributed across four provinces, with the highest disbursements of R18,3 million in Gauteng, and over R1,2 million in funding disbursed for an SMME-owned project in Mpumalanga that will generate investment of R3,4 million. Most projects that received funding in 2018/19 are SMMEs with disbursements of over R4,1 million made to black-owned SMMEs.

Innovation projects for the 4IR

Many of the supported projects are aligned with the 4IR, which will improve the country's readiness to benefit from artificial intelligence machines, robotics, 3D printing, and cloud computing. For example, R714 026 was paid to a company in the Western Cape which contributes to industry innovation by optimising power efficiency with digitised technology applications. This project consists of only young black employees, and is projected to create more jobs. Patenting of this project has resulted in a 20% increase in revenue generated by the company. In addition, projects offering ICT, communications, and software development services received over R5 billion in grant funding. One of these is a smart sensors project in the Western Cape, which is developing fire detection systems and aims to replace imports and promote the export of this product. This project will potentially create 10 new jobs and has spent R1,2 million in procuring local tooling to date.



Province	Claim amount
Gauteng	R18 318 253
Mpumalanga	R1 236 660
North West	R905 455
Western Cape	R7 970 667
Total	R28 431 035



Industries	Claim amount
Agriculture	R905 455
Communications	R351 288
Engineering services	R1 287 185
ICT services	R5 034 126
Ecotourism	R337 076
Electronics	R442 388
Hydraulics	R690 112
Software development	R1 754 695
Waste recycling	R4 865 101
Agro-processing	R1 488 426
Chemicals, plastics, pharmaceuticals	R3 331 923
Construction for eco-tourism	R1 137 395
Green and energy saving	R714 026
Machinery and equipment	R1 288 758
Metals	R4 184 776
Mining	R618 303
Total	R28 431 034



ESQUIRE TRADING (PTY) LTD

DATE OF ESTABLISHMENT

2014

PROVINCE

Gauteng

SECTOR

Manufacturing

SUB-SECTOR

Chemicals

OWNERSHIP

51% Black female

B-BBEE STATUS

Level 1

VALUE OF DISBURSEMENT

R125 020

ACTUAL NEW JOBS CREATED

2

Esquire Global was started in 2014 by Mr Lefentse Nokaneng and Mr Mpho Mahlangu. The idea for the business came about when Lefenste was delivering samples for clients at the University of Stellenbosch and he came across some research and development (R&D) being done in nanotechnology. After engaging the university, he identified an opportunity to take some of that know-how and develop an innovative permanently antimicrobial polymer that could potentially be used in the medical field for decreasing hospital-acquired infections and reducing the incidence and cost of wound management. Although Lefentse had business experience in the textiles industry that spanned more than 8 years, and both he and Mpho hold Honors degrees in Economics and Marketing respectively, they had to do a lot of work to become well versed in the science of chemicals, chemical compounds, and chemistry itself, and it became evident to them that they



needed outside help. They therefore enlisted the services of a biochemist with a Masters in Chemistry which shortened the learning curve dramatically.

The entrepreneurial road was not easy for Esquire Global, but partnering with an institution of higher learning that is constantly developing new products and needs to have some form of market access was one strategy that helped. Having identified a niche market in the development of next-generation wound dressings, another was identifying strategic multinational partners to work with in order to take the products to market. However, finding financial backers for a product that has never been produced and therefore has not been proven in the market is challenging, although the dti's SPII grant has contributed a significant portion of the funding required to, for example, procure critical skills and specialised equipment and register the polymer patent.

Your New Home Explorer









Closer look

CRIBROCKET PROPERTIES

DATE OF ESTABLISHMENT

2014

PROVINCE

Gauteng

SECTOR

ICT

SUB-SECTOR

Software development

OWNERSHIP

Black youth male

B-BBEE STATUS

Level 1

VALUE OF DISBURSEMENT

R536 431

ACTUAL NEW JOBS CREATED

16

CribRocket Properties was started by four friends who saw a gap in the student housing market. Through their research, they discovered that students found it very difficult to find accommodation, and therefore decided to create an online app that finds listed landlords and enables the user to locate and book accommodation. They also found that smaller-scale landlords found it challenging to find tenants on time, and experienced difficulty handling the administration (documents, leases, payments), communication with tenants, and management of their properties. Though the founders had expertise in investment banking, IT, quantity surveying and construction, sales promotion and networking, they initially lacked knowledge about the property sector. This included the Rental Housing Act, rental rules and regulations, the social dynamics in the market, and the different stakeholders' roles, such as universities and the National Student Financial Aid Scheme (NSFAS).

The team also had substantial hurdles to overcome in order to set up the business. Operational costs, including petrol and communications, were very high since they had to meet every landlord, and networking was difficult as the sector already had long established networks which were hard to break into, especially since some people were reluctant to buy into their idea. The application process for the grant was also challenging; it took two years to get approved and they were required to come up with at least 10% of the R2 million grant amount they applied for, which was not easy. However, once the funding from the SPII came through, it was invaluable, and has helped these young black entrepreneurs with the resources they needed to focus full time on developing the product before they started receiving a revenue stream. They have now been able to extend the functionality of the app. which includes allowing users to not only find and book accommodation online, but also engage with the landlord, sign a lease, pay a deposit and monthly rent, and even report issues, such as repairs that are needed.

SERVICE INVESTMENT CLUSTER

The service investment cluster is aimed at encouraging increased investment and job creation in the services sector. It contains two incentives, namely the Global Business Services (GPS) incentive - formally known as Business Process Services (BPS) - and the Film and Television Production incentive, which incorporates the Foreign Film and Television Production and Post-Production incentive, South African Film and Television Production and Co-Production incentive, and South African Emerging Black Filmmakers incentive.

- Global Business Services
- Film and Television

 Production Incentive





GLOBAL BUSINESS SERVICES

South Africa's world-class infrastructure, cost-efficiency, and large pool of English-speaking talent creates an enabling environment for investors who want to set up their global business operations in the country. As a result of the anticipated benefits, **the dti** launched the Business Process Service as a pilot in 2011, with the aim of attracting export revenue and creating employment opportunities for the youth through offshoring and outsourcing activities. The success of the pilot led to it being scaled up in 2014 in order to enhance its cost-competitiveness and sustain the strong growth momentum of the industry. Subsequent to its review in 2018/19, the BPS incentive was replaced by the Global Business Service (GBS) incentive, effective from December 2018.

In anticipation of the launch of the revised GBS, no new applications were received during 2018/19. Disbursements continued to projects that were approved in previous financial years.

More than 16 000 jobs retained

64% are female jobs

93% are youth jobs, exceeding the 80% target



R302,6million

disbursement has supported actual export revenue of over R3,9 billion (an export multiplier of 12,8)

GBS investing in the development of highly skilled professionals

Disbursements

More than R300 million was disbursed in 2018/19, with an export multiplier of over 12 – meaning that the export values were on average 12 times the value of disbursement received. The majority of projects are already B-BBEE level 4 or higher, and in the next few years, it is anticipated that all GBS projects will be at least level 4 compliant. The increase in demand for higher value services, such as IT, financial, and legal process outsourcing (LPO) is promising as it will enable investment in the development of highly-skilled professionals. Notably, these services also tend to have substantially higher export multipliers than contact centre functions for both offshore captives and outsourcers. Offshore captives are projects that locate in-house global businesses in a foreign location, while outsourcers are projects that use third parties to perform activities previously done in-house.

2016/17	2017/18		2018/19	Performance aggregate	
R287 778 054	R349 99	7 581	R302 581 610	Value disbursed	(
R4 382 401 899	R4 213 58	88 226	R3 914 220 085	Export revenue	(
13 132	15 044		16 574	Retained jobs	
11 950	14 207		15 350	Retained youth jobs	(
7 815	9 408		10 664	Retained female jobs	
	12,0		12,8	Export multiplier	













Province	Value disbursed	Export revenue	Total retained jobs	Retained youth jobs	Retained female jobs
Gauteng	R66 277 084	R1 195 179 783	3 891	3 639	2 542
KwaZulu-Natal	R124 080 270	R971 036 550	7 186	6 679	4 823
Western Cape	R112 224 256	R1 748 003 752	5 497	5 032	3 299
Total	R302 581 610	R3 914 220 085	16 574	15 350	10 664





Project types and services offered	Disburse- ments	Value disbursed	Export revenue	Jobs retained	Youth jobs retained	Female jobs retained
Offshore captive	11	R62 478 023	R1 254 291 159	2 776	2 528	1 377
Contact centre functions	6	R40 064 021	R471 074 350	1 816	1 740	963
IT support services	2	R14 429 342	R358 873 067	531	388	196
LPO services	1	R144 667	R9 384 067	38	35	29
Financial services	1	R4 200 658	R354 226 347	145	136	58
Insurance	1	R3 639 335	R60 733 328	246	229	131
Outsourcer	18	R240 103 587	R2 659 928 926	13 798	12 822	9 287
Airline reservations	1	R3 581 004	R46 552 362	157	133	104
Contact centre functions	14	R213 310 975	R2 422 646 101	11 853	11 008	7 895
Medical records retrievals	1	R1 583 333	R9 959 675	86	85	68
Online English tutoring	2	R21 628 275	R180 770 788	1 702	1 596	1 220
Total	29	R302 581 610	R3 914 220 085	16 574	15 350	10 664





Closer look

WEBHELP SA OUTSOURCING (PTY) LTD

DATE OF ESTABLISHMENT

2000

PROVINCE

Gauteng

SECTOR

Outsourcer

SUB-SECTOR

Contact centre functions

OWNERSHIP

Entity

B-BBEE STATUS

Level 4

VALUE OF DISBURSEMENT

R41 082 667

ACTUAL INVESTMENT

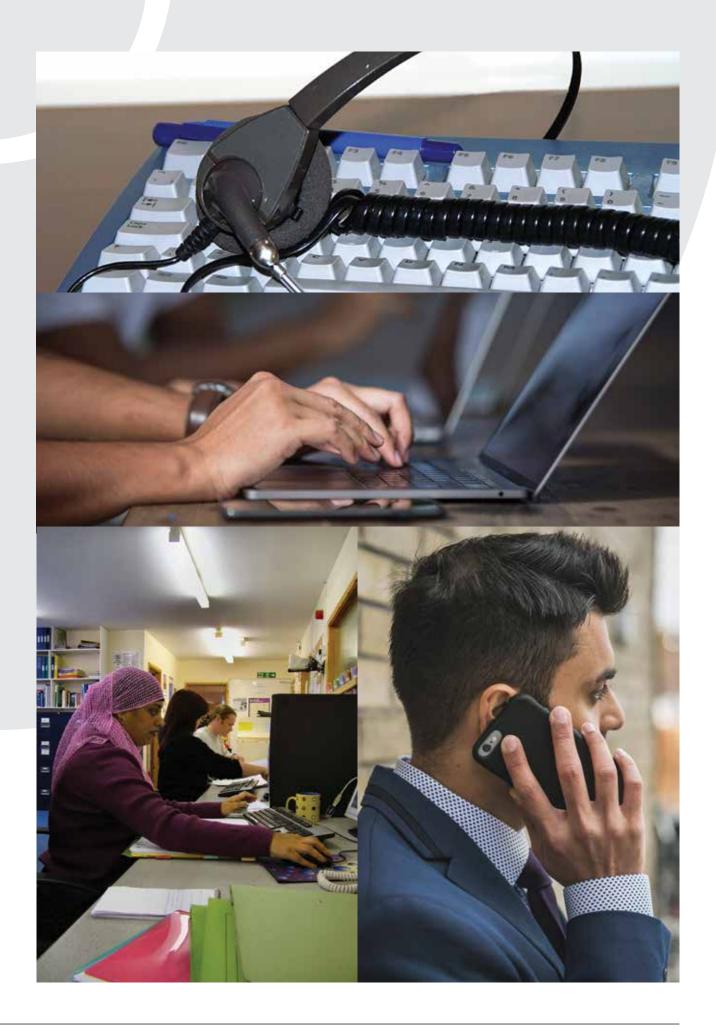
R554 191 696

ACTUAL NEW JOBS CREATED

1954

In 2000, Webhelp South Africa was established when the Webhelp Group, which was founded 18 years ago, bought Right Source, a small business founded by Craig Gibson. Craig and Webhelp South Africa co-founder Evan Jones wanted to innovate within the industry and introduce a fresh approach to outsourcing beyond a commoditised environment, particularly from a value-added perspective.

Strong entrepreneurial skills were needed to build the business in South Africa, especially given the risk involved in making big investments in an emerging market and in a developing country. The founders also needed to find good financial backing to keep growing in the country as part of a wider group of global business, and they needed to develop flexibility and agility, as the market matures very quickly. In addition, the business obtained valuable learning and support from the industry body, Business Process Enabling Services South Africa (BPESA), which provides an influx of capital and networking platforms for competitors to be able to share ideas in order to help the industry grow; a practice that is very unique in South Africa. BPESA also provided training about the recruitment and skills environment in the country, connected Webhelp with the dti and facility and technology providers, and helped the business navigate the changing landscape from an IT cost perspective. This helped Webhelp learn how to access the infrastructure, which has evolved over time, and served as a conduit for accessing different service providers before the market matured. BPESA now assists in advancing skills. Funding from the dti has been crucial as well, and the department has played a key part in mobilisation of the industry. It has helped to generate investor confidence, support competitiveness, and ensure sustainability, for example through price modelling, access to structures, and opportunities to invest in call centre and IT facilities and infrastructure.



FEATURE



Closer look

CCI CALL CENTRES PTY (LTD)

Creating new foreign investment flows in the BPS industry

DATE OF ESTABLISHMENT

2013

PROVINCE

KwaZulu-Natal

SECTOR

Outsourcer

SUB-SECTOR

Contact centre functions

OWNERSHIP

Entity

B-BBEE STATUS

Level 8

VALUE OF DISBURSEMENT

R85 286 667

ACTUAL INVESTMENT

R573 707 745

ACTUAL JOBS RETAINED

4 924

CCI originally came to South Africa in 2009 as a captive in order to service its customers at a reduced cost. The operation was so successful that the company decided to transition to offering global business outsourcing services in 2015. "As there was no BPS industry in South Africa at the time, initially senior management needed to be recruited externally. Support from **the dti** was key here in assisting us obtain the critical skills visas they needed," explains Mr Mark Chana, Managing Director of CCI South Africa. "However, through skills transfer, and with the BPS industry having grown over the years, all our staff are now recruited almost exclusively locally." With the massive unemployment

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challenge in South Africa, there is a huge pool of potential call-centre agents from which the company can recruit, as Mark points out.

Even so, in the company's early years in South Africa, staff were nearly all Indian men, and CCI South Africa has worked hard to change the employee demographic profile. "We did this by setting up a not-for-profit company called Careerbox through which we first conducted a gap analysis to see why the black applicants were not getting past the interview stage, and then developed and provided free training to equip them with the required skills," he says. "Through Careerbox, we have created around 5 000 jobs, trained about 10 000 people, and now have 75% black staff and 60% women."

"This is something we are very proud of because, with 60% of young black women aged 18-25 years unemployed in the country, it is critical to target this segment of the population with increased job opportunities to help them become part of the formal economy," Mark explains.

In addition, as Mark points out, because the industry is very vocational, it allows learning on the job. The company conducts much of its training internally, but **the dti** has been exceptionally helpful with





which provides many of CCI's employees with entry level skills training specific to the industry. Another way **the dti** provides support to CCI is through the confidence it gives to prospective clients by virtue of its endorsement. "Although the global BPS market was well-established, it was a completely unknown quantity as a South African service provider when we launched, which made encouraging foreign investment very challenging. The department has been enormously helpful in overcoming this by building awareness of the market and driving knowledge about South Africa as a BPS destination of choice," says Mark.

Then of course, there is **the dti** grant itself, which has been instrumental in the success of CCI. "The grant subsidised our rate to make us competitive with the more established markets in India and the Philippines so that we could bring foreign investment into the country. Although these countries are able to charge less because they pay less in wages in line with their lower cost of living, the quality of the work in South Africa is incomparable, and so what we have found is that over time, as customers see the value in this superior service, they are willing to pay more and the grant can therefore be reduced as the need for a subsidised rate falls away," reveals

Mark. "In this way, the grant has enabled us to grow and become more profitable, and in turn be able to feed money back into skills development."

Mark asserted that, "Without the dti incentive, this business never would have happened: we would never have been able to bring people to a new country with no track record and charge them more. It's enabled us to create a market that wasn't there before, and become really successful. The company would just not be here without the dti's support. It's that simple."

FILM AND TELEVISION PRODUCTION INCENTIVE

South Africa has long been a favoured destination for foreign filmmakers. There are many reasons for this, including the country's excellent locations for urban, rural, and scenic sites and wealth of competent local technicians and companies that are able to supply technical equipment, such as cameras, tracking, lighting, sound and first-class post-production facilities and a wide range of actors and extras for lead and smaller roles. Based on these foundations, the Film and Television Production incentive intends to both attract international filmmakers and promote the development of the local industry. The package of incentives on offer covers three areas:

- Foreign Film and Television Production and Post-Production incentive aimed at attracting foreign based film productions to shoot on location in South Africa and conduct post-production activities.
- South African Film and Television Production and Co-Production incentive, which seeks to assist local filmmakers in the production of local content.
- South African Emerging Black Filmmakers incentive (EBFM), a sub-programme of the South African
 Film and Television Production and Co-production Incentive, which aims to nurture and grow emerging
 local black filmmakers so that they can take on big productions and thus contribute towards employment
 creation and development of a local creative industry.

25 black emerging filmakers supported with an investment of

R90million

into their local productions

Productions in Limpopo and the North West will contribute towards rejuvenating these local economies



Moving towards economic inclusion by supporting 28%

female-owned productions and

62%

black-owned productions across all three subprogrammes

Approvals

2016/17	2017/18	2018/19	Aggregate performance
96	99	102	Approvals
R816 429 573	R724 702 034	R1 024 528 446	Grant amount
R3 772 312 235	R2 933 457 261	R4 364 912 514	QSAPE
6 031	9 423	5 767	Projected new jobs
R513 259 668	R462 500 516	R528 760 543	Disbursed
4,6	4,0	4,3	Approvals IM
		3,8	Disbursement IM











Through the Film and Television Production incentive, **the dti** approved 102 projects overall and granted them R996,9 million; a notable increase from the previous year. Over R670 million was injected into foreign film productions to shoot on South African soil. These productions have an investment multiplier of five and will generate foreign exchange revenue and expose local talent to the international market. The highest number of approvals were in the South African Film and Television Productions and Co-productions incentive, while R90 million was approved for the South African Emerging Black Filmmakers incentive scheme. The **28% femaleowned** productions and **62% black-owned** productions across all three sub-programmes points to progress being made towards transformation. In addition, all productions are B-BBEE level 1 to 4 compliant, and the level 2 and 4 companies have promising job creation opportunities and have a local production spend ranging from R1,4 billion to R2,1 billion.

		R		
Sub-programme	Approvals	Amount approved	Projected ³ QSAPE	Projected full-time equivalent jobs
Emerging Black Filmmakers	25	R90 539 2 <mark>20</mark>	R193 469 589	323
Foreign Film	31	R670 432 581	R3 388 369 795	4 016
South African Film	46	R235 9 <mark>65 163</mark>	R676 062 607	1 202
Total	102	R996 936 964	R4 257 901 991	5 541

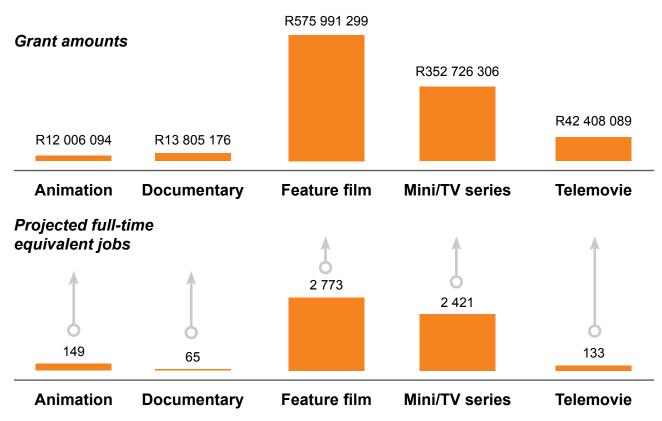
Location and studio facilities in Gauteng and Western Cape could possibly be the reason for the large number of approvals in both these provinces. Productions in the Western Cape show good investment and job creation potential, with an investment multiplier of 4,6. The investment multiplier across the other provinces ranges from 1,8 to 4,6. Productions in Limpopo and the North West could result in spending of at least R7,5 million on production goods and services, which will contribute towards rejuvenating these local economies.



³The cost incurred on goods and services as a result of production is called Qualifying South African Production Expenditure (QSAPE), and these goods and services should be delivered and provided in South African by a legal registered South African entity.

		R		ŤŤ
Province	Approvals	Grant amount	Projected QSAPE	Projected full-time equivalent jobs
Gauteng	54	R307 914 541	R1 129 910 912	1 968
KwaZulu-Natal	3	R8 813 328	R18 444 844	28
Limpopo	1	R5 675 510	R10 408 652	15
North West	1	R3 535 943	R7 543 775	16
Western Cape	43	R670 997 642	R3 091 593 808	3 514
Total	102	R996 936 964	R4 257 901 991	5 541

The most common formats in 2018/19 were feature films and mini/TV series across all three sub-programmes. These formats also tend to spend more on productions and create significantly more jobs, however, these jobs are usually temporary. In addition, feature films tend to have larger budgets and is a prime format for high foreign and domestic spend. Animation is an up-and-coming format that is known to be a high job creator, as well as create skilled and permanent jobs.



Disbursements

Given feature films have created the most jobs across all three sub-programmes, investing in such projects ensures that South Africa can compete with larger markets in Africa, such as Bollywood, as well as other global industries, such as Bollywood. The film industry has created 2 441 full-time equivalent jobs for black South Africans, with foreign films contributing 94% towards this total. In addition, 35% of employees were female. Transformation is expected to rapidly accelerate in line with revised guidelines that encourage participation and transformation, with a bonus rebate for the hiring of black HoDs, procuring from black-owned enterprises, or using black-owned service companies.

			R	ŶĤ		
Sub- programme	Disburse- ments	Disbursement value	QSAPE	FTE jobs	FTE black employees	FTE white employees
EBFM	55	R47 286 284	R27 899 751	101	95	6
FOREIN FILM	19	R400 236 545	R1 815 927 202	4 846	2 634	2 212
SA FILM	63	R81 237 714	R170 411 124	307	120	187
Grand Total	137	R528 760 543	R2 014 238 077	5 254	2 849	2 405

R1 455 435 326

Actual QSAPE

R452 806 587

R24 404 542

R11 807 363

R69 784 259

Animation	Docum	entary	Feature film	1	Mini/TV seri	es Te	lemovie
	R		R				
_		.			Actual full-		

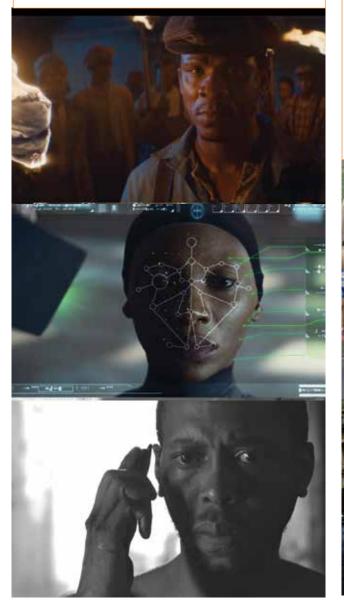
Format	Disburse- ments	Disbursement value	Actual QSAPE	Actual full- time equiv- alent jobs	FTE black employees	FTE white employees
Animation	1	R2 101 136	R24 404 542	67	18	49
Documentary	10	R6 018 432	R11 807 363	14	10	4
Feature Film	106	R377 858 590	R1 455 435 326	3 257	1 761	1 496
Mini/TV Series	15	R123 142 502	R452 806 587	1 798	1 009	789
Telemovie	5	R19 639 883	R69 784 259	118	51	67
Grand Total	137	R528 760 543	R2 014 238 077	5 254	2 849	2 405

	R	9)	®			
Province	Number disbursed	Value disbursed	Actual QSAPE	Actual jobs (full time)	Full-time black employee	Full-time white employees
Eastern Cape	2	R1 646 200		0		
Gauteng	74	R64 383 124	R109 389 853	255	149	106
KwaZulu-Natal	8	R6 851 427	0	0		
Limpopo	1	R449 562	R899 123	4	4	0
North West	1	R1 161 705	R2323 409	3	2	1
Western Cape	51	R454 268 525	R1 901 625 692	4 992	2 694	2 298
Total	137	R528 760 543	R2 014 238 077	5 254	2 849	2 405



Sew the winter to my skin

Sew the winter to my skin is a black-owned, B-BBEE level 1 company supported through EBFM. To date it has received R1 022 863 in grant funding. This feature film also won the South African Film and TV Award (SAFTA) 2019 for Best Feature Film and Best Supporting Actor.





Everything must fall

Everything must fall is also a black-owned, B-BBEE Level 1 company supported through EBFM. This documentary film won two SAFTA's for Best Documentary Feature and Best Director, as well as Best Documentary awards at 2 international film festivals. It is screened or lined up to screen at 35 festivals around the world. The project received R410 014 in dti grant funding. The final budget of R5 232 060 was funded through other grants, broadcasters, personal investment and the film incentive.





Closer look

WONDERLUS

DATE OF ESTABLISHMENT

2014

PROVINCE

Gauteng

SECTOR

SA film

SUB-SECTOR

Feature film

OWNERSHIP

White youth owned

B-BBEE STATUS

Level 4

VALUE OF DISBURSEMENT

R204 763

ACTUAL INVESTMENT

R3 767 537

ACTUAL NEW JOBS

10

The Wonderlus film company was originally established in 2014 by filmmakers Scharl Van der Merwe, Johan Cronje, and Zandré Coetzer. With the help of the South African Film and Television Production and Co-Production incentive and mezzanine financing from the IDC, the internationally award-winning Wonderlus film was then produced by Nouvanaand Films in association with kykNET Films in 2017 and released in theatres in April 2018. Previously, the company had been making TV shows, and so with Wonderlus, one of the key things the team had to learn was the difference between making TV shows and movies, including how to do the setup required for producing a movie, such as financing, marketing, and distribution. On the one hand, advertising is expensive and the film had to compete with international movies with larger budgets. This is also not a typical Afrikaans movie, so tapping into the Afrikaans market was not straightforward. However, The Painted Dog



Collective and M-Net assisted with much of the marketing, and the distribution company that was used had a wealth of experience, which also helped, as did social media and word of mouth. Another hurdle the company faced was finding staff with appropriate skills. There is an oversupply of less skilled people in the industry, and the more experienced and skilled ones tend to be too expensive to hire and generally work for bigbudget productions. Furthermore, many of the older generations left the industry without transferring skills to the younger generation. Despite these challenges, the company managed to overcome them and create a film that has been a resounding success. As the team emphasises, it would not have been possible to produce the film without the dti support and funding. The incentive not only helped them fine-tune their skills in a highly pressurised environment, but also bought them valuable time, which allowed them to cultivate their creative side.



INTERNATIONAL FILM FESTIVALS SELECTIONS, NOMINATIONS AND AWARDS:

- Seoul International Film Festival, South Korea, Sept 2019
- Ramsgate International Film Festival, Ramsgate UK, Jun 2019 - Winner, Best Actress, Best Director
- Winter Film Awards, New York City, Feb 2019 -Nominee, Best Picture, Best Director, Best Actress, Best Sound
- Love Story Film Festival, London, Feb 2019 - Winner, Best Love Story Feature
- New Renaissance Film Festival, Amsterdam, Mar 2019 - Winner, Best International Feature
- Idyllwild International Festival of Cinema, California, Mar 2019
- Crossing The Screen, Eastbourne UK, Nov 2018 - Winner, Best Narrative Feature
- The Valley Film Fesitval, Los Angeles, Oct 2018 - Winner, Best Foreign Film
- Laughlin Film Festival, Arizona, Oct 2018
- Phoenix Film Fesival, Arizona, Apr 2018
- Silwerskerm Film Festival, Cape Town, Aug 2017 - Winner, Best Actress, Best Supporting Actor, Best Script

INFRASTRUCTURE SUPPORT CLUSTER

The infrastructure support cluster provides grants for industrial infrastructure initiatives which are aimed at enhancing infrastructure, industrial development, increasing investment and export of value-added commodities.

The programme consists of the Special Economic Zones (SEZs), Critical Infrastructure Programme (CIP), including Industrial Parks, and the Cluster Development Programme (CDP).

- Special Economic Zones
- Critical Infrastructure Programme
- Cluster Development Programme



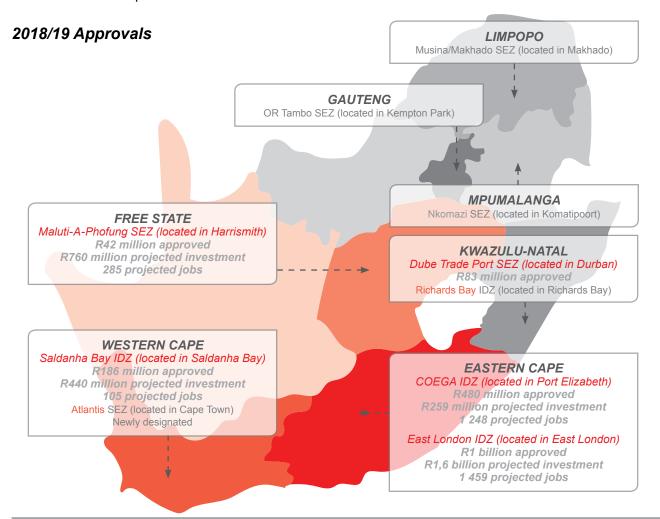


SPECIAL ECONOMIC ZONES

The SEZs are geographically designated areas of South Africa set aside for targeted economic activities. These are supported through special arrangements, which may include specific legislation, as well as incentives and allowances that are targeted at incentivising production and local development. The SEZs intend to attract foreign and domestic direct investment with an export orientation from a wide variety of sectors and are strategically located to service both global and African markets. They also encourage improved competitiveness, skills development, technology transfer, and job creation. They may be sector-specific or multi-product, and consist of the following categories (as per the SEZ Act No.16 of 2014):

- Industrial Development Zone, which is a purpose-built industrial estate that leverages domestic and foreign fixed direct investment in value-added and export-oriented manufacturing industries and services.
- Free Port, which is a duty-free area adjacent to a port of entry where imported goods may be unloaded for storage, repackaging or processing for value-adding activities within the SEZ (subject to customs import procedures).
- Free Trade Zone, which is a duty-free area offering storage and distribution facilities for value adding activities within the SEZ for subsequent export.
- Sector Development Zone, which is focused on the development of a specific sector or industry through the facilitation of general or specific industrial infrastructure, incentives, and technical and business services primarily for the export market.

As at 31 March 2019, 10 Industrial Development Zones (IDZs) have been designated to accelerate industrialisation located in the Eastern Cape, Free State, Gauteng, KwaZulu-Natal, Limpopo, Mpumalanga, and the Western Cape.



Approvals

In the 2018/19 financial year, 12 new projects were approved with an estimated R3,1 billion in investment and 3 000 projected new jobs. The Eastern Cape SEZs are expected to contribute significantly to these anticipated outcomes.

2016/17	2017/18	2018/19	Aggregated performance
16	14	12	Projects approved
R1 367 385 336	R1 181 220 065	R1 829 878 238	Grants approved
R11 320 500 000	R52 292 874 774	R3 108 000 000	Projected investment
2 536	1 796	3 097	Projected new jobs
8,3	44,3	1,7	Approval IM











Disbursements

From 2013/14 to 31 March 2019, SEZs received a total of R5,8 billion for industrial regional development. In 2018/19, claims were disbursed for SEZ projects in the Eastern Cape and KwaZulu-Natal. Recipient zones reported a total of 18 427 direct new jobs and investment of R18,3 billion. Disbursements were made for the construction of top structures, bulk infrastructure inclusive of electricity, water and telecommunications, as well as one feasibility study in the Richards Bay IDZ.







Province and SEZ	Value disbursed	Investment	Direct jobs
Eastern Cape	R1 067 772 281	R16 200 000 000	11 808
COEGA	R104 516 460	R11 600 000 000	7 815
ELIDZ	R963 255 821	R4 600 000 000	3 993
KwaZulu-Natal	R91 344 714	R2 120 000 000	15 630
Dube Trade Port	R83 957 214	R1 800 000 000	7 815
RBIDZ	R7 387 500	R320 000 000	7 815
Total	R1 159 116 995	R18 320 000 000	27 438



CRITICAL INFRASTRUCTURE PROGRAMME

The CIP aims to leverage investment in critical infrastructure. This is likely to lower the cost of doing business and is designed to support the achievement of the National Industrial Policy Framework (NIPF) and IPAP targets. It is a cost-sharing incentive through which projects are paid their share on completion of milestones. Projects that qualify for support include those that develop infrastructure that meet the following criteria:

- Test machinery and equipment that enables the investor to undertake a defined fixed investment or to expand, sustain, or refurbish the existing fixed investment;
- · Enables the construction of new or upgrading of existing infrastructure and fencing of state-owned industrial parks;
- Can be used for renewable energy projects that are not included in the Renewable Energy Independent Power Producers Procurement Programme (REIPPPP);
- · Alleviates water and/or electricity dependency on the national grid;
- Reduces development costs to distressed municipalities, state-owned aerospace and defence national strategic testing facilities, and state-owned industrial parks.

7 761
new direct jobs and
4 549
temporary construction
jobs to be created



12 industrial parks located in former homelands, owned by provincial governments and managed by their agencies

Approvals

The increasing number of new jobs anticipated through CIP funding is promising, as infrastructure not only serves as a catalyst for employment opportunities, but also spurs on further economic activity and foreign investment.

2016/17	2017/18	2018/19	Aggregated performance
13	18	12	Projects approved
R310 909 866	R168 106 560	R159 847 938 Grants approved	
R3 035 324 154	R11 661 005 367	R7 657 957 995 Projected investment	
1 234	4 877	7 761	Projected new direct jobs
1 447	7 530	4 549	Projected new construction jobs
R164 187 200	R27 439 931	R68 122 634 Disbursed	
9,8	69,4	47,9	Approval IM











Omnia Group

Snapshot

Omnia Group was established in 1953 as a family business manufacturing fertilisers, with just £53 in capital. Today, the company has a market capitalisation of around R12 billion. In 1967, Omnia expanded their operations and established its first granular plant in Sasolburg. In January 2018, the company commenced construction of its R630 million nitrophosphate plant. The support received through **the dti's** CIP has assisted the company to upgrade the Eskom substation and improve electrical infrastructure, which has also resulted in a reduction in the cost of fertilisers.

Infrastructure projects in poorer provinces, such as the Eastern Cape and Limpopo, are expected to result in investments of R20 million and R1,2 billion, respectively, and will enable economic development in these local economies. The ability of infrastructure to unlock additional investment is evident through the substantial average investment multiplier of 47. In addition, more jobs will be created directly by investors compared to short-term construction jobs. Nevertheless, the 4 549 construction jobs are important employment opportunities in densely populated and high unemployment regions of the economy.

	®		Ŷ	
Province	Grant approved	Projected investment	Projected direct jobs	Projected construction jobs
Eastern Cape	R1 687 132	R20 414 717	43	22
Gauteng	R79 615 710	R5 535 021 058	4 652	1 872
KwaZulu-Natal	R43 520 079	R433 755 855	1 227	1 337
Limpopo	R14 932 114	R1 236 212 703	1 200	710
Mpumalanga	R18 251 491	R378 553 662	576	600
Western Cape	R1 841 412	R54 000 000	63	8
Total	R159 847 938	R7 657 957 995	7 761	4 549

Projects in agro-processing, ICT, and industrial parks accessed the largest number of grant approvals in 2018/19. This is important, as investment in labour-intensive industries such as agro-processing, signals job opportunities in rural areas and small towns. Support to the ICT sector is vital for a digital economy and industrial parks which are enablers of development that can open up access to economic opportunities and productive resources.

	®		ŶŶ	
Industry	Grant approved	Projected investment	Projected direct jobs	Projected construction jobs
Agro-processing	R52 556 811	R339 484 846	939	348
Construction	R1 687 132	R20 414 717	43	22
ICT	R31 505 560	R1 702 083 069	25	120
Industrial parks ⁵	R34 145 691	R2 645 937 989	4 468	642
Rail	R2 358 375	R180 044 000	480	947
Retail	R20 789 498	R1 425 766 365	1 410	1 010
Tourism	R2 840 412	R157 227 009	237	350
Transportation	R13 964 4 <mark>59</mark>	R1 187 000 000	159	1 110
Total	R159 847 938	R7 657 957 995	7 761	4 549

⁵This is a privately owned industrial park.

CRITICAL INFRASTRUCTURE PROGRAMME

Disbursements

Gauteng accounts for a large share of claims, totalling R32.3 million, however, the CIP is encouraging spatial regional development with investment in provinces such as Mpumalanga, North West, and the Free State. In Mpumalanga, for example, a project in the mining sector has created 1 117 short-term construction jobs. Overall, youth employment constituted 35% of all direct and construction jobs.





Industry disbursements per province	Approval amount	Direct jobs	Total construction jobs
Free State	R9 590 071	330	292
Chemicals, plastics and pharmaceuticals	R9 590 071	330	292
Gauteng	R32 257 117	1 345	1 504
Construction	R2 983 424	102	0
ICT	R8 909 889	54	54
Manufacturing	R3 128 959	420	0
Transportation	R13 964 459	181	1 450
Property development	R3 270 386	588	0
KwaZulu-Natal	R2 032 450	0	312
Tourism	R2 032 450	0	312
Mpumalanga	R11 614 779	86	1 156
Agro-processing	R2 358 983	39	39
Mining	R9 255 796	47	1 117
North West	R3 374 042	54	16
Services	R3 374 042	54	16
Western Cape	R9 254 175	184	37
Agro-processing	R6 032 719	45	35
Manufacturing	R3 221 456	139	2
Total	R68 122 634	1 999	3 317



Province	Total jobs	Total black	Total female	Youth
Free State	622	564	18	288
Gauteng	2 849	2 386	69	1 260
KwaZulu-Natal	312	295	45	240
Mpumalanga	1 242	1 052	115	22
North West	70	70	35	35
Western Cape	221	163	70	25
Total	5 316	4 530	352	1 870

Performance data for industrial parks

Government has been investing significantly in state-owned industrial parks in order to make them safe and more conducive to business activities, and therefore attract investors. In 2018/19, the Botshabelo Industrial Park was approved for funding of R50 million and is projected to create 380 new jobs and 580 short-term construction jobs. This is the first project to be approved for funding for phase two which includes: engineering design, the construction of roads, bulk water supply, and sewage treatment. Phases three and four will include upgrading of electricity infrastructure; building new top structures for expansion projects; and the development of sustainable industrial clusters within the industrial park.

As at March 2019, R386,5 million had been disbursed to 12 industrial parks, encouraging local development through the 1 007 short-term construction jobs created through the projects and procurement from 181 black-owned SMMEs. The investment is used for a number of interventions, including: upgrading security and building enabling infrastructure. In the process, people who live in townships adjacent to the industrial parks benefit from the increased demand for employment, as well as opportunities for township entrepreneurs to access services and production space. Seven of the industrial parks have already completed phase one upgrades, which will and include the improvement of security infrastructure, street lighting, critical electricity equipment, and fencing that will deter crime and prevent illegal occupation.

487 youth jobs	160 female jobs	19 women-owned	38 youth-owned	181 black-owned
		SMMEs	SMMEs	SMMEs

Province	Industrial park	Expenditure as at 31 March 2019	Local SMMEs	SMME contract value	Total jobs	Jobs (female)
Gauteng	Babelegi IP	R42 406 603	15	R10 288 149	176	18
Free State	Botshabelo IP	R22 650 053	10	R3 210 000	74	4
	Phutaditjhaba IP	R36 709 875	20	R3 825 364	82	15
	Dimbaza IP Phase 1	R19 994 262	0	R0	30	9
Eastern Cape	Vulindlela IP Phase 1	R19 519 582	3	R3 351 276	51	1
	Komani/Queendustria IP Phase 1A and 1B	R34 053 207	7	R5 369 777	59	6
	Ekandustria IP	R51 901 312	19	R11 606 216	81	16
Mpumalanga	Garankuwa IP	R28 320 677	17	R2 303 719	62	18
North West	Isithebe IP	R40 869 162	15	R6 300 843	121	18
KwaZulu-Natal	Mogwase IP	R30 384 770	17	R0	71	21
North West	Nkowankowa IP Phase 1A and 1B	R29 878 344	15	R1 229 239	142	17
Limpopo	Seshego IP Phase1A and 1B	R29 846 452	43	R4 193 667	58	17
	Total	R386 534 303	181	R51 678 252	1 007	160

CLUSTER DEVELOPMENT PROGRAMME

The CDP was launched as a pilot in April 2016 and was rolled out until 31 March 2018. The aim of the incentive was to promote competitiveness through improved production, productivity, and marketing by supporting enterprises within a cluster or industrial park. In particular, it sought to enhance export readiness and competitive intelligence, facilitate capacity and institutional partnership for the management of clusters, build strategic partnerships through the triple helix model (government, research institutions and private sector), create an inclusive platform within the clusters for emerging industrialists, and create collaborative platforms for facilitating development needs of industrial sectors. Support was offered as a cost-sharing grant for infrastructure, business development services, and for the organisational management of clusters. Processing and disbursements of claims continues for all projects approved prior to termination date of the pilot. The incentive was reviewed post the sunset clause date, with a revised incentive currently being drafted.

Approvals

2016/17	2017/18	Aggregate performance
R65 941 481	R24 399 974	Grant approved
R18 646 989	R13 492 303	Projected investment
1 033	138	Projected jobs
93	427	Retained jobs
0,3	0,6	Approval IM

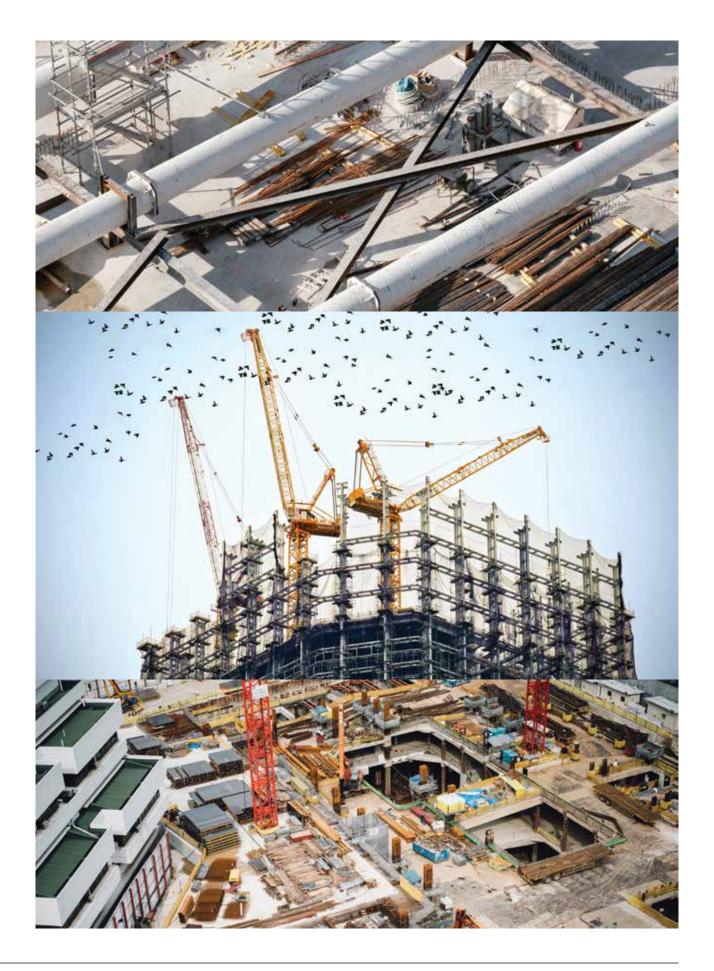
Disbursements

2016/17	2017/18	2018/19	Aggregate performance
R10 787 070	R11 573 667	R887 168	Disbursements

One claim of R887 168 was paid out in 2018/19 to a pharmaceutical manufacturer. The cluster-based approach has been used to enhance productivity, innovation, and quality in the pharmaceutical sector.

Province	Sector	Claim paid
Western Cape	Manufacturing (pharmaceuticals)	R887 168





EXPORT PROMOTION CLUSTER

The export promotion cluster consists of three incentive programmes that promote industrial competitiveness and growth of South African goods and services in the global economy. These are the Export Marketing and Investment Assistance (EMIA) Scheme,the Sector Specific Assistance Scheme (SSAS) and the Capital Projects Feasibility Programme (CPFP).

- Export Marketing and Investment Assistance Scheme
- Sector-Specific Assistance Scheme
- Capital Projects Feasibility Programme





EXPORT MARKETING AND INVESTMENT ASSISTANCE SCHEME

The EMIA scheme aims to develop new and grow existing export markets for South African products and services. It does this by funding exporters to enable them to attend international exhibitions at which they can showcase their products. Funding is provided for the following areas:

Transport of samples
 Interpretation fees
 Subsistence allowance per day
 Rental of exhibition space
 Internet connection
 Return economy-class airfare

· Construction of stands · Telephone installation · Exhibition fees up to a maximum of R45 000

Increased share of approvals for female-owned SMMEs

Approvals for 307
SMMEs in 2018/19



export sales reported in six months, with 723 new jobs created

Approvals covered as many as 12 sectors



The increase in approvals for SMMEs is evidence of **the dti's** commitment to transformation, while the broad spectrum of economic sectors, inclusive of aerospace, services, and clothing and textiles, points to a diverse range of investment. There has also been a prominent increase in approvals for exporters in the service sector. Black female-owned SMMEs from Gauteng received substantial support of approximately R3,7 million, while the Western Cape and Gauteng continue to receive most of the grant approvals.

2016/17	2017/18	2018/19	Aggregate performance
408	403	350	Projects approved
R32 100 000	R31 100 000	R28 564 588	Grants approved
71	126	113	Female-owned SMMEs
315	349	307	SMMEs
93	54	43	Large enterprises
R22 300 000	R17 100 000	R19 436 734	Disbursed







Approval per industry	Black male	Black female	White male	White female	Entity	Total
Aerospace, rail and marine	R98 700	R92 727	R144 800	R0	R57 000	R393 227
Agro- processing	R539 314	R1 124 766	R3 523 351	R1 033 405	R539 068	R6 759 904
Automotive	R121 520	R0	R91 261	R129 672	R125 000	R467 453
Basic metals	R78 890	R0	R0	R0	R57 000	R135 890
Chemicals, pharmaceu- ticals and plastics	R281 544	R114 500	R1 291 901	R573 636	R270 953	R2 532 534
Clothing, textile/leather and footwear	R469 144	R973 232	R2 865 879	R431 927	R171 000	R4 911 182
Creative industries	R1 445 467	R2 044 450	R2 149 113	R1 453 624	R663 818	R7 756 472
Electro- technical	R188 115	R229 000	R1 703 777	R607 814	R251 749	R2 980 455
Fabricated metal products	R0	R185 017	R496 841	R133 700	R0	R815 558
Wood and paper	R0	R0	R0	R0	R57 000	R57 000
Business Process Outsourcing	R61 187	R105 300	R856 549	R445 375	R286 502	R1 754 913
Total	R3 283 881	R4 868 992	R13 123 472	R4 809 153	R2 479 090	R28 564 588



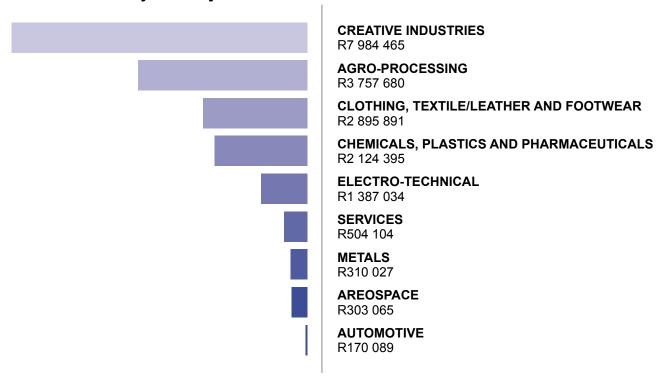
Approval per province	Approval	Approval amount
Eastern Cape	11	R954 989
Gauteng	119	R9 661 867
KwaZulu-Natal	42	R3 104 204
Limpopo	9	R832 136
Mpumalanga	7	R684 483
North West	2	R109 200
Western Cape	160	R13 217 709
Total	350	R28 564 588



Disbursements

Trends noticed in the approvals across provinces and industries were similar to those observed for 2018/19 disbursements.

Disbursements by industry



Export sales

Supported projects reported export sales of R286 million, which far outweighs the cost of investing in export exhibitions. High-tech industries such as electro-technical, chemicals, and aerospace contributed significantly to export sales, which demonstrates the EMIA's role as an enabler of global competitiveness during a time of technological revolution. Export sales have resulted in the creation of 723 jobs, of which the majority are within the creative industry.



Province	Permanent jobs	Temporary jobs	Export sales at the event and 6 months after
Gauteng	161	113	R86 298 685
KwaZulu-Natal	59	105	R158 498 727
Limpopo	63	4	R3 097 281
Mpumalanga	8	0	R488 750
North West	2	0	R700 000
Western Cape	133	75	R36 937 246
Total	426	297	R286 020 689



Industries	Permanent jobs	Temporary jobs	Export sales at the event and 6 months after
Creative industries	175	102	R14 237 507
Electrotechnical	15	17	R147 975 712
Chemicals, plastics and pharmaceuticals	107	67	R80 327 024
Agro-processing	55	69	R16 946 921
Clothing, textile/leather and footwear	34	12	R3 382 109
Aerospace, rail and marine	40	30	R22 250 000
Fabricated metal products	0	0	R901 416
Total	426	297	R286 020 689



Be Safe Paramedical CC

Snapshot

• Date of Establishment: 1993

Province: Western Cape



Sector: Manufacturing

Sub-sector: Textiles for First aid kits

Ownership: Black female

B-BBEE status: Level 1

Value of disbursement: R76 589



Collateral Trading 68 Cc t/a The Bridge of Hope Wines

Snapshot

Date of Establishment: 2012

Province: Western Cape

Sector: Manufacturing

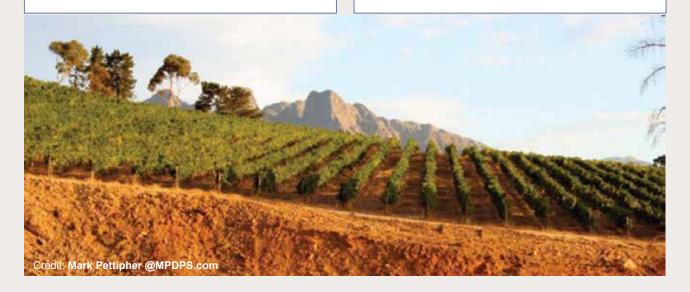


Sub-sector: Agro-processing

· Ownership: Black female

B-BBEE status: Level 1

Value of disbursement: R54 594





Closer look

GONE RURAL SAFARI CURIOS

DATE OF ESTABLISHMENT

2000

PROVINCE

KwaZulu-Natal

SECTOR

Manufacturing

SUB-SECTOR

Creative industries

OWNERSHIP

Black male

B-BBEE STATUS

Level 1

VALUE OF DISBURSEMENT

R54 537

In 2000, Mr Oscar Ngcobo took over his mother's informal beading and traditional crafting to transform it into a sustainable business and not just a survivalist enterprise. Oscar was a banker with a marketing management diploma and a business management diploma.

Gone Rural - Safari Curios uses traditional skills to produce exquisite contemporary Zulu beadwork, including bracelets, earrings, and necklaces. It has over 80 women making bead and telephone wire crafts in rural areas of KwaZulu-Natal. Most are the primary breadwinners in their families. Typically, the women support 10 people. Gone Rural - Safari Curios aims is to continue helping, developing, and empowering women in rural areas, who otherwise would have no means of earning a living other than from social grants. However, it was not easy to access the international market initially, nor to access finance as a black-owned business. Oscar relied on his personal savings and money he received from the market abroad to get the business off the ground.







In addition, he received funding in 1996 to attend an exhibition abroad. The funding covered accommodation, flights, and payment of a stand.

"I would not be where I am now if not for the dti scheme and the support of individual exhibitions, having received international exposure. The company is now recognised on Amazon where people can order online," says Oscar.

SECTOR-SPECIFIC ASSISTANCE SCHEME

The SSAS is a reimbursable cost-sharing incentive scheme aimed at expanding markets, creating jobs, and broadening participation of black-owned SMMEs in the economy. The scheme provides financial support to organisations that contribute towards the development of industry sectors and the growth of South African exports, including export councils, joint action groups, industry associations, and those involved in the development of emerging exporters.

R59,2 million invested in emerging exporters

67% of supported SMMEs are women-owned

Diverse range of manufacturing sub-sectors supported inclusive of the agro-processing and clothing, textile/leather and footwear



Approvals

Grants were approved for 50 projects in order to assist 474 emerging exporters across nine provinces to showcase their products at international market exhibitions. An encouraging development of 2018/19 is that women-owned SMMEs make up the majority of SMMEs supported. Furthermore, black women are the most represented among the business owners. These are good signs of changes in ownership and control structures in the economy.

2016/17	2017/18	2018/19	Aggregate performance
52	61	50	Projects approved
R74 326 103	R68 630 589	R68 536 913	Grants approved
332	401	252	Female-owned SMMEs
764	807	474	SMMEs
R51 200 000	R54 100 000	R59 216 661	Disbursed







Overall, the approvals are mostly driven by the creative, textiles, and chemicals industries. Agro-processing - an industry that is vital to livelihood within a country - and the electro-technical and green economy, which are industries that fall within the high-tech sector, are predominantly black-owned.



Approvals per industry	Black female	Black male	White female	White male	Total	Approval amount
Agro-processing	19	23	12	11	65	R6 744 352
Creative industries	42	36	22	8	108	R13 703 975
Electro-technical	9	13	0	3	25	R1 952 920
Green Economy	3	6	0	2	11	R1 812 324
Metals	15	10	14	7	46	R6 396 349
Multisectoral	2	8	0	0	10	R2 714 551
Chemicals, pharmaceuticals and plastics	19	11	14	9	53	R10 950 354
Clothing, textile/leather and footwear	42	21	18	14	95	R17 552 724
ВРО	4	18	17	22	61	R6 709 363
Total	155	146	97	76	474	R68 536 911

Increase in approvals were noted for emerging exporters in the Eastern Cape, Free State, and Limpopo. Black female-owners from Gauteng represent the largest cohort.



Province	Black female	Black male	White female	White male	Total	Approval amount
Eastern Cape	15	13	7	5	40	R10 037 113
Free State	3	3	1	2	9	R3 082 353
Gauteng	76	59	21	16	172	R32 129 093
KwaZulu-Natal	19	26	9	10	64	R9 808 177
Limpopo	11	13	2	1	27	R2 047 301
Mpumalanga	3	0	1	0	4	R0
North West	2	2	0	0	4	R0
Northern Cape	2	5	3	0	10	R0
Western Cape	24	25	53	42	144	R11 432 874
Total	155	146	97	76	474	R68 536 911

Disbursements

A total of R52 million was disbursed across six provinces, supporting a diverse group of industries, including creative industries, agro-processing, and metals. The funded projects further supported a number of SMMEs, of which 57% are black-owned and 50% are female-owned. This is even higher in the more densely populated provinces such as:

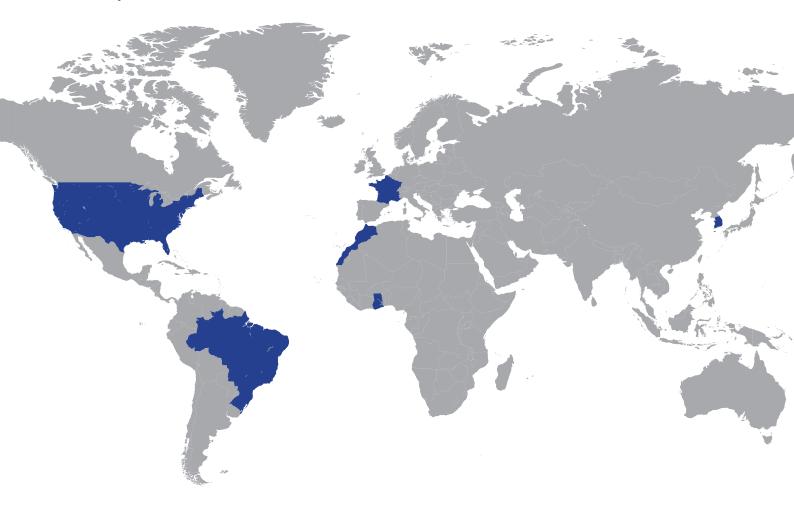
SMMEs per industry

Industries	Black female	Black male	White female	White male	Total	Value disbursed
Agro-processing	26	25	15	18	84	R6 008 935
Chemicals, pharmaceuticals and plastics	27	11	24	16	78	R10 479 106
Clothing, textile/ leather and footwear	41	25	29	18	113	R13 222 936
Creative industries	44	48	32	20	144	R11 805 532
Electro-technical	15	28	1	15	59	R1 598 178
Green Economy	5	6	0	2	13	R1 535 410
Metals	21	18	19	17	75	R7 070 484
Multi-sectoral	3	6	0	1	10	R899 449
Business process outsourcing	6	18	16	36	76	R 6 596 632
Total	188	185	136	143	652	R59 216 662

SMMEs per province

Province	Black female	Black male	White female	White male	Total
Eastern Cape	22	17	8	6	53
Free State	5	4	1	3	13
Gauteng	90	82	34	40	246
KwaZulu-Natal	22	31	17	16	86
Limpopo	14	12	2	1	29
Mpumalanga	4	0	1	1	6
North West	3	5	0	0	8
Northern Cape	3	6	3	0	12
Western Cape	25	28	70	76	199
Total	188	185	136	143	652

Examples of events



Name of event: CBH Expo Morroco Date of event: 6-8 December 2018

Country: Morroco

Sub-sector: Chemicals, pharmaceuticals and plastics

Emerging exporters: 20 Value disbursed: R1 550 327

Name of event: Françal

Date of event: 19 - 19 July 2018

Country: Brazil

Sub-sector: Clothing, textile/leather and footwear

Emerging exporters: 12 Value disbursed: R894 507

Name of event: Games Developers Conference

Date of event: 19 - 23 March 2018

Country: United States of America

Sub-sector: Electro-technical Emerging exporters: 16 Value disbursed: R487 969 Name of event: Games Developers Conference

Date of event: 30 May - 1 June 2018

Country: Ghana
Sub-sector: Metals
Emerging exporters: 8
Value disbursed: R1 043 286

Name of event: Marché International du Disque et

de l'Edition Musicale (MIDEM) Date of event: 5 - 9 June 2018

Country: France

Sub-sector: Creative industries Emerging exporters: 20 Value disbursed: R1 733 865

Name of event: Seoul Food and Hotel Exhibition

Date of event: 1 - 4 May 2018 **Country: South Korea** Sub-sector: Agro-processing Emerging exporters: 10 Value disbursed: R939 957



Closer look

NATURAL BEAUTY

DATE OF ESTABLISHMENT

2005

INCENTIVE

SSAS

PROVINCE

KwaZulu-Natal

SECTOR

Manufacturing

SUB-SECTOR

Chemical

OWNERSHIP

Black female

B-BBEE STATUS

Level 1

Mrs Kamani Ramlakan started Natural Beauty in 2005, motivated by her own experience of having skin problems as a teenager. Through research of skincare products, she started a skin care product line and programme which has proved successful.

Kamani experienced many challenges in the early stages of the business, and although she had little resources, her passion drove her to succeed. Being a member of Proudly South Africa and Cosmetic Export Council of South Africa (CECOSA) also helped and gave her business exposure. Though being an Indian female in the beauty industry was not unusual, developing her own range was unique. Through **the dti** support, she has been able to get more opportunities in the sector.

Natural Beauty (NB Skin Science) received **the dti** SSAS funding for emerging exporters, in order to conduct market research, export products, and take part in exhibitions. Kamani used the funds for travel and accommodation costs and exhibition fees.



Although international visitors to South Africa were already using Natural Beauty products and made purchases when visiting South Africa, Kamani saw an opportunity with the dti to expand the product market through export. With the dti assistance, she exhibited in Dubai in February 2019. The support has translated into multiple opportunities, from increased interest from salons and other outlets and large international orders from Dubai, Turkey, and the Middle East, to being appointed one of the directors of Mzansi Retail. Mzansi Retail is a division of CECOSA, established by CECOSA members. "We pull resources together to penetrate the local and international market as a group, making projects more accessible financially as emerging exporters and businesses. We currently working on projects to open a Mzansi Retail shop in V and A Waterfront, supply Dubai Airport with members products, supply Kenya Shoprite." These projects will increase employment.

SIBAHLE

Closer look

SIBAHLE JEWELLERY

DATE OF ESTABLISHMENT

2005

PROVINCE

Gauteng

SECTOR

Manufacturing

SUB-SECTOR

Jewellery

OWNERSHIP

Black female

B-BBEE STATUS

Level 1

Ms Nthabiseng Xaba started Sibahle Jewellery in 2005. While motivated to become an entrepreneur, Nthabiseng saw a gap in the jewellery industry. Design trends were mostly influenced by European styles and very few were of African origin. This inspired her to come up with a differentiated product. The plan was to start off using her pension and savings. She was also encouraged by the fact that at the time, government had just introduced the Beneficiation Policy and the precious metals industry was one of the focus areas to implement the policy. This signalled to her that precious metals were becoming a thriving industry.

Nthabiseng had no jewellery manufacturing skills but outsourced manufacturing of her African inspired designs to an existing manufacturer. However, over time outsourcing became a challenge as the company found it difficult to control its costs, delivery times, and other operational factors. Nthabiseng then decided to have her designs manufactured inhouse and set her company up as a manufacturer. The company's products were distributed through three retail outlets at the time.







It was difficult to succeed in such a challenging industry characterised by a very high cost of entry and a market attuned towards a biased consumption pattern, and in 2009, having suffered a series of setbacks, Sibahle was forced to close its manufacturing operations. Not one to be deterred, Nthabiseng applied for the SSAS, and used the support she received to search for new markets, both locally and internationally.

The company was able to secure two new local retail clients at an annual South Africa industry trade show, Jewellex, in 2016 and has gone from strength to strength since then.

While striving for the survival and growth of her business, Nthabiseng has at the same time been advocating for the transformation of the jewellery manufacturing industry in South Africa. This led her to serve as a member of the board of the South African Diamonds and Precious Metals Regulator and as ice-Chairperson of the Jewellery Council of South Africa. She believes that with the continued support of **the dti** to access markets, there is great opportunity for many SMMEs to make an impact in the industry and establish themselves as brands with differentiated jewellery ranges.

CAPITAL PROJECTS FEASIBILITY PROGRAMME

The purpose of the reimbursable cost-sharing Capital Projects Feasibility Programme (CPFP) is to contribute to the cost of feasibility studies for potential projects outside of South Africa. In order to qualify for the incentive, projects must demonstrate high potential for increasing exports and to stimulate the market for South African capital goods and services. There were no CPFP approvals during 2018/19, and only one disbursement of R3 114 711 made towards the feasibility study of a project in Zimbabwe which plans to augment a dam and infrastructure to supply potable water to Harare. The feasibility study was completed and the project was deemed bankable. This CPFP is currently being reviewed with a revised export promotion programme intended for launch later next year.



Closing

In the next three years, the IFD will continue administrating incentives that contribute to inclusive economic industrialisation of the country. While support to the manufacturing sector will still be key, attention will be given to sectors such as agriculture and other labour-intensive growth industries — in particular the GBS sector, with its enabling characteristic of skilling youth and women employees — in order to realise the goals of the President's State of the Nation Address, as well as those emanating from the Investment and Jobs Summit.

The Division will remain committed to supporting value addition and employment creation industries within the manufacturing sector, such as agro-processing, with a new incentive for the metal beneficiation sector being launched within the 2019/20 financial year. Through IFD's steadfast dedication to transforming the structure of the economy into one that is more racially representative, the support to black industrialists, emerging black filmmakers, and emerging black exporters will be a priority, as will the development of industrial parks that are located in townships and rural areas. Continued strategic partnerships with other national development financial institutions, productive consultations with business and stakeholders, in particular those in provinces which have low partition rates, and evidence-based incentive design and monitoring will assist IFD in the medium term to achieve its objective of growing sustainable competitive enterprise.



1300 Pictures

1Bigdoor Entertainment Group

438 Days

8 Miles Investments 483 (Pty) Ltd

Aaa Entertainment

ABALONE CULTURE (Pty) Ltd Absolute Style Wines (Pty) Ltd

Abyss Productions CC ACJ SAFARIS (Pty) Ltd Adapt Marketing (Pty) Ltd

Adcorp Fulfilment Services (Pty) Ltd

Adjani Schoeman

Advanced Monitoring Solutions Aegis Environmental (Pty) Ltd

Aegis Outsourcing South Africa (Pty) Ltd

Aerosud Aviation (Pty) Ltd Aerovape Technology

Africa Business Concept (Pty) Ltd

Africa Ignite (Rf) Npc

Africa Media Online (Pty) Ltd

Africa Soul Footwear Manufacture (Pty) Ltd

African American

African Clinical Research Organisation (Pty) Ltd

African Equations

African Farm Embroidery Products (Pty) Ltd

African Leather Footwear (Pty) Ltd African Olive Trading 232 (Pty) Ltd

African Penguin Afrisani Diamonds CC Afrisky Medical (Pty) Ltd

Afritim (Pty) Ltd

Afrivet Business Management (Pty) Ltd

Afro Asia Pacific (Pty) Ltd Afya Health Products (Pty) Ltd

Agrigel (Pty) Ltd Airmotive Technology Akacia Medical (Pty) Ltd Alcu Products (Pty) Ltd

Alexanderfontein Boedery (Pty) Ltd Alfred Teves Brake Systems

Alfs printmaking and mosaic art (Pty) Ltd All HVAC Piping (Pty) Ltd- Top Structure

All S Africa Distribution CC Allbro Africa (Pty) Ltd Altis Biologics (Pty) Ltd

Alu Style Sa

Alugas S.A (Pty) Ltd -Top Structure

Alvada Creations (Pty) Ltd

Alvarita

Amacricket (Pty) Ltd Amandlethu Art And Craft Amantle Trading & Projects (Pty) Ltd Amanziflow Water Control Projects Americandy Manufacturers (Pty) Ltd

Anaczynski Jewellery

Anansi

Anaphora Pictures Anatomy of a Wildfire Ancient Beauty (Pty) Ltd

Anderson and Kerr Engineering (Pty) Ltd Angel Footwear Manufacturers CC Animation South Africa NPC Anthony Smith t/a 2Bop Apparel Antjies Handmade Naturals (Pty) Ltd

Appelsdrift Farm (Pty) Ltd

Applied Protein Boitechnologies (Pty) Ltd Aqua Organic Enterprises (Pty) Ltd

ARC Innovations (Pty) Ltd

Argento Trading 69 CC T/A Troyann Foods

Artique Mirage Décor

Artisans Research Unit (Pty) Ltd Arttrix Crafts T/A Seventy four Arundo Energy Group (Pty) Ltd Aruvali Designs (Pty) Ltd

Askosa (Pty) Ltd Askosca (Pty) Ltd Astel Systems (Pty) Ltd Asty Plastic Machinery CC

ATM Investments (Pty) Ltd t/a Black Rose Cosmetics

Atrix Crafts (Pty) Ltd

Auria South Africa (Pty) Ltd: Top Structure

Auto Industrial Group (Pty) Ltd

AV Light Steel CC

Awareness Publishing (Sa) (Pty) Ltd

Ayango Biodiesel (Pty) Ltd

AZMET Technology and Projects (Pty) Ltd

B Braun Medical (Pty) Ltd Babelegi Industrial Park Baleia Bay Wines

Balobi Processors (Pty) Ltd Bambanani Fresh Art (Pty) Ltd

Banana Splits

Baramakama Poultry (Pty) Ltd

Baraq Diamonds Corporation (Pty) Ltd

Barrydale Hand Weavers CC Basikwa Trading (Pty) Ltd Be Safe Paramedical Cc Beachcult (Pty) Ltd Beads & Wire Connection

Becoming Anthology BEEDALE (Pty) Ltd

Belsias Communications (Pty) Ltd

Benger Gold (Pty) Ltd

Benteler South Africa (Pty) Ltd

Bentley van Wyk

Bergendal Rooibos (EDMS) BPK

Beryl Dingemans Best Seller

Bestgrovers Trading & Projects 123 CC

Bid Perfect Group (Pty) Ltd Bioprucence (Pty) Ltd Black Letter Media

Black Tax Blatch CC Blessers Bloodshot

Blossom Beauty Collections (Pty) Ltd Blot Engineering and Supplies (Pty) Ltd BLR Business Consulting (Pty) Ltd Blue Lagoon Productions (Pty) Ltd

Blue Shirt Bakery (Pty) Ltd Bluenoise Production CC Bluevein (Pty) Ltd

BMW South Africa (Pty) Ltd

Bokab

Bona Tlhapi (Pty) Ltd

Bon-Bran Trading Enterprises CC

Bon-Bryan Trading Enterprise CC t/a Exotic Gel Nail

Manufacturing Ltd

Bongi Beng

Bongi's Collin Music CC

Boomerang Marketing Solutions (Pty) Ltd

Borobalo Diamonds

Bostgrovers Trading and Projects 123 CC

Botebo Farming

Botshelo Prolific Designs (Pty) Ltd

Bouycon (Pty) Ltd

BPO Client Services (Pty) Ltd

Brainwave Projects 707 (Pty) Ltd t/a People Solutions

Bran Systems CC

Bread And Butter Trading CC

Bremz 100 (Pty) Ltd

Brendas Preserves (Pty) Ltd

Brian Makiwane

Bright Ideas wire art and craft CC Bright Technologies (Pty) Ltd Brink Towing Systems (Pty) Ltd

Briza Publikasies Cc Brummero Trust Buboo (Pty) Ltd

Bufallow Arts And Crafts

Bulk Electrical Supply Upgrade/Electrical Infrastructure

(Additional Funding)

Bulletproof 2 Bushbaby ER

Business Process Enabling South Africa (BPESA)

Buthano Pictures (Pty) Ltd

Buttercup Trading 47 (Pty) Ltd t/a Elim Spa Products Buttercup Trading 47 CC t/a Elim Spa Products Buze Bethu Trading and Contraction Projects CC Buzwe Bethu Trading and Construction Projects

Byron Yeats Consulting CC Bytjie Salf (Pty) Ltd Caelyn Robertson Callforce Direct (Pty) Ltd

Canvas And Tent Manufacturing (Pty) Ltd

Cape Alpaca Products
Cape Honey Bush Tea CC
Cape Kingdom Nutraceuticals
Cape Marine Distributors (Pty) Ltd
Cape Nordic Corporation (Pty) Ltd

Cape Wine Company
Caperay Medical
Cappeny Estates CC
Capturevate Productions
Carlos Fritz (Pty) Ltd

Carltrev CC

Castle Ultra Trading 43 (Pty) Ltd Cataler South Africa (Pty) Ltd Cathedral Peak Wine Estate

CC Leather CC

CCL Label South Africa (Pty) Ltd Charaprop Holdings (Pty) Ltd Chardine Goats Milk Skin Care Chataprop Holdings 85 (Pty) Ltd

Chimpel (Pty) Ltd

Chocoloza Belgian Chocolates

Christmas in the Wild

Citykay International Import and Export CC Claramae Timeless Collection (Pty) Ltd

Classy Trade And Invest 1196 Clear Innovation (Pty) Ltd

Clevva (Pty) Ltd

Clockwork Collective CC

CMD Industries

Coca Chemicals and Consulting (Pty) Ltd

Cocobaci (Pty) Ltd Coega: APLI (Pty)Ltd

Coega: Multi-User facility Phase 2

Coega: orion Engineered Carbons (Pty) Ltd

Coffee Capsules Direct (Pty) Ltd

Coffeeinacone (Pty) Ltd College Publishers S.A Colony HQ (Pty) Ltd Comit Technologies (Pty) Ltd

Commandos Conscript

Constantia Curtains CC

Constellation Engineering RSA (Pty) Ltd

Continental Entertainment CC

Corrado Trading CC t/a Nurscon Plastics

Cosmetic Export Council of South Africa (CECOSA)

Cosmos City Shuffle Courting Anathi Cowgirlblues

Cranium Medical Products (Pty) Ltd Craterstone Trading CC t/a Salsa Footwear

Creation Wines

CribRocket Properties (Pty) Ltd

Critters

Croc Skin Traders (Pty) Ltd Croft Sales & Rentals CC CTS Cape Town (Pty) Ltd Cullinan Jewellery School (NPC)

Dandelion

Daniel Rankadi Mosako CC

Darsot and More Chemicals (Pty) Ltd David Philip Publishers (Pty) Ltd

Dazonstax (Pty) Ltd De Goree Farming De Ladegourdie (Pty) Ltd

De Pizan Wineyards and Fine Wines (Pty) Ltd

De Werf

Dead In The Water

Deep Moon Trading Enterprise CC

Deep State Season Two
Dekha Cables (Pty) Ltd
Delberg Engineering (Pty) Ltd

Delking (Pty) Ltd Dema Chena (Pty) Ltd

Dermacell Cosmetics and Health Care (Pty) Ltd

Desire Glen Beauty Products Importer & Distributor CC

Devland Engineering

D-Fence (Pty) Ltd Top Structure (Additional Funding)

Di Queen Designs CC
Diamond Africa (Pty) Ltd
Dichaba Investments (Pty) Ltd
Die Verhaal van Racheltjie de Beer

Diemersdal (Pty) Ltd

Dima Relela Production (Pty) Ltd

Dipopaai (Pty) Ltd Dirty Money

Disa Vascular Distribution (Pty) Ltd

Do Productions (Pty) Ltd

Domestly

Doolhof Wine Estates (Pty) Ltd

Down So Long

Dr Beyer Naude Local Municipality Dragon Ginger Asso (Pty) Ltd Dreamland Piggery (Pty) Ltd

Dszostax (Pty) Ltd

Dunkeld Trout Hatcheries (Pty) Ltd

Dymocks 1006 CC t/a Integrated Solutons Group

E Gillis

East Coast Boards CC

Eastern Cape Development Corporation (ECDC)

Eberspacher Rosslyn (Pty) Ltd EBOR Automotive Systems (Pty) Ltd

EC Three (Pty) Ltd Eco Rubber CC Ecoproducts

Eden Agri Services (Pty) Ltd

Edith Schmidt Eight Film (Pty) Ltd

Ei'Wali

Ekhurhuleni Jewellery Project El Elyon Clothing (Pty) Ltd EL Elyon Clothing CC

EL Elyon Leather and Clothing CC

Elandiflex (Pty) Ltd
Eldorado Foods (Pty) Ltd
Elegant Afro Chemical (Pty) Ltd

Eli Ball in Africa (Pty) Ltd

ELIDZ: Ebor Automotive Systems SA (Pty) Ltd Top structure

Elna Victor

Elppag Brand (Pty) Ltd

Els And Co Fine Leather Craftsman (Pty) Ltd

Emoyo DotNetza (Pty) Ltd Energo Power Solutions (Pty) Ltd Enro-Farms and Trading CC

Envirosteel (Pty) Ltd Enza Management CC

Enza Management Services CC

Epelinadaba

Erudite Strategies (Pty) Ltd Escape from Pretoria

Esquire Global Trading (Pty) Ltd

Essel Products CC

Ethekwini Office Furniture and Stationery CC

Ethjo Investments (Pty) Ltd Evergreen Latex CC Evolution Projects

Excellent Meat Packers (Cape) (Pty) Ltd

Exit Plan

Extrizone (Pty) Ltd Extrupet (Pty) Ltd Fang-Yu (Michele) Liao Fantis Skin Feed (Pty) Ltd

Faurecia Emmission Control Techno (Pty) Ltd

Favor N.T Music (Pty) Ltd Fearka Design (SP) Feat Sock Company Feila Se Kind

Femke Kleisen Design (Pty) Ltd Fikelephi Holdings (Pty) Ltd Film Afrika Worldwide (Pty) Ltd Fine Bubble Technologies FINO Cosmetics CC Fiona Spolander

Fiona Spolander Promotion CC Fireworx Media (Pty) Ltd Flying High Investments Fontis Skin Food (Pty) Ltd Foot Style (Pty) Ltd

FORD Motor Company SA (Pty) Ltd

Forgiven

Formex Industries (Pty) Ltd

Forrest Fairies Sweet Company (Pty) Ltd

Forrester Vineyards (Pty) Ltd

Free State Development Corporation (FSDC)

Free Women Films (Pty) Ltd

Freight Fresh Produce Market (Pty) Ltd

Fresh Soil Products (Pty) Ltd

Full House Taverns (Pty) Ltd t/a SEAFOOD ENTERPRISE

Furniture and Doors CC Gallo Group (Pty) Ltd Gary Rom Haircare Geosun Africa

Gibela Rail Transportation Consortium (Pty) Ltd

Give Me The Verse

Global Health Biotech (Pty) Ltd Global Jewellery Academy Global Roof Tiles (Pty) Ltd Global Spel (Pty) Ltd Godspeed Trading (Pty) Ltd Goedgedacht Trading (Pty) Ltd Goldmaster Jewellery (Pty) Ltd

GOMetro (Pty) Ltd Gone Rural Safari Curios

Good Hope

Good Life Organic (Pty) Ltd Granadilla Swimwear (Pty) Ltd Grand Provence Properties Grandstage Trading (Pty) Ltd

Greater Sekhukhune Region Secondary Co-Operative Ltd

Green Fingers Multi-Purpose Green Thermo Energy (Pty) Ltd Green-Buds Logistics (Pty) Ltd Grupo Antonlin South Africa (Pty) Ltd

Guy Luke Butter Hair And Foil CC

Handmade by me (Pty) Ltd

Handmarkso APS

Hannah Creamery (Pty) Ltd

Happy Death Day

Hash One Committee Entertainment (Pty) Ltd Hasna Argan Oil Products (Pty) Ltd t/a Argan Green

Hear No Evil

Heidi Dried Fruit & Nut

Hellooow Design and Concepts CC

Her Mask

Herbivore Earthfoods (Pty) Ltd

Herbs-Aplenty

Hibiscus Wood and Steel Works (Pty) Ltd

Hinterveld (Pty) Ltd

His righteousness Publishing House Hitower Miniprologisups (Pty) Ltd

Hoelsen Sisters (Pty) Ltd Honeyfield Wholesalers CC

Hooligan Picture

Horizon Global South Africa (Pty) Ltd

How to Steal a Country

Hulamin Hush hush

Hybrid Composite (Pty) Ltd Hydro Power Equipment (Pty) Ltd

Hygizone SA CC Ibert (Pty) Ltd

Ibotwe Empire Investment CC

iContact (Pty) Ltd I-contact (Pty) Ltd Ikemeleng Architects CC

Ilima Publishers Ilmolino CC

Imfundiso Skills Development

Impilo Collection
Impromptu Marketing
Imsyser Health Products CC
Imvuza Trading 1443 CC

In the Outback
Indi Pots (Pty) Ltd
Indigi Designs (Pty) Ltd
Indoni Fashion House (Pty) Ltd
Indukhu Antique (Pty) Ltd
Industrial Bakeware Coatings

Infantrust Parenting Solutions (Pty) Ltd Inkanyezi Yolwazi Fashion Design and Art

Innovative Logistics

Innovo Networks (Pty) Ltd K 23 Group (Pty) Ltd Innovon Technologies (Pty) Ltd K2 Group (Pty) Ltd

Inprodev (Pty) Ltd (uMfolozi Big Five Game Reserve) K2011129550 (SA) (Pty) Ltd t/a Verda Waste (Pty) Ltd

Inside Job K2017181918 (South Africa) (Pty) Ltd

Inside Man2 K2018375272 (Pty) Ltd
Insull Energy (Pty) Ltd Kaapse Liquers (Pty) Ltd
INTL Diamond Merchants Kairos Farming (Pty) Ltd
IRA Consulting (Pty) Ltd Kandasamys: The Wedding
Iris Exclusiv Jewellery (Pty) Ltd KAP Automotive (Pty) Ltd

Isandiso Pipelines and Engineering (Pty) Ltd Kapi's Engineering Solutions CC

Isimilo Creations (Pty) Ltd

Karisani (Pty) Ltd

Iskin (Pty) Ltd Karisani IT

Isondo Precious Metal (Pty) Ltd

Ispani Group (Pty) Ltd

Karongwe Furniture CC

Karoo Catch (Pty) Ltd

Karoo Catch (Pty) Ltd

Kase Group (Pty) Ltd

Kase Group (Pty) Ltd

Breva Beverages) (Pty) Ltd

Italite Investments (Pty) Ltd

Kat van Duinen Design (Pty) Ltd

Itau Ruminant Feeds (Pty) Ltd

Katanimate Studios (Pty) Ltd

Katavi Botanicals (Pty) Ltd

It's about time S1 Kaya Breweries CC
Izilamani Group (Pty) Ltd KDCD Unique Designs (Pty) Ltd

J L Gault

KDCD Unique Designs (Pty) Ltd

KDCD Unique Designs (Pty) Ltd

KDCD Unique Designs (Pty) Ltd

Kethstone Engineering and Infrastructure (Pty) Ltd

Kgalefo Ebosula

J9 Wine (Pty) Ltd Kgarose Kgaros (Pty) Ltd Jacobs Jam Company (Pty) Ltd Khakeli Enterprises (Pty) Ltd

Jan Harmsgat (Pty) Ltd

Khazeka (Pty) Ltd

Jane Massey Trading CC King Comfort Holdings (Pty) Ltd

Jane SewsKing DogJay Cubed (Pty) LtdKinkel JewelleryJealousKK Records (Pty) Ltd

Jeepce Trading 101 CC KLT Automotive & Tubular Products (SA)

Kloovenburg Vineyards

Jenna Gien Kluk CGDT
Jen-Til Touch CC Knuckle City

Jeannelle La Amour

Jessica Lea Gouws Koelenhof Wynkelder (Pty) Ltd Jewellery Council of South Africa (JCSA) Kogita Secret (Pty) Ltd

Jim Button and the Wild

Komicx Products (Pty) Ltd

JL Gault Konempire t/a Koni Wines (Pty) Ltd
Joburger (Pty) Ltd Kool Out Concepts (Pty) Ltd
Johannesburg Kriton Mechamical Equipment CC

Johannesburg Chamber of Commerce and Industry (JCCI) Krunch Sa

Jonga Syusytems (Pty) Ltd KT Opportunities (Pty) Ltd

Jonker Sailplanes (Pty) Ltd Kum Ar Ultimate Enterprise (Pty) Ltd

Joren Communications (Pty) Ltd

Jou Ma Se

Kumkani Group (Pty) Ltd

Kutaya Productions

Jounty Soundz CC t/a JS Consultants Kwena Products Cape Town (Pty) Ltd t/a Kwena Products

Joy Meyer Kxoxo Design

JR 209 Investment (Pty) Ltd La Familia Farming & Projects (Pty) Ltd

JST Pati Glass (Pty) Ltd La Leona

Julz Distribution (Pty) Ltd La Mohair (Pty) Ltd

Jw Absolut Art La Van Skin and Body Excellence Systems CC

La Vie Belle Est

Laarman Wines (Pty) Ltd Labora Shoes (Pty) Ltd

Laboratory Infrastructure Solutions

Lali Rothe Platinum Refineries SA (Pty) Ltd

Lammershoek Farms & Winery

Larzart Gallery CC

Last Days of American Crime Latex Products Africa (Pty) Ltd

Lavelilanga Womens craft primary cooperatives

Lavenderlane Essential Oils CC

Le Naturel (Pty) Ltd Lear Sewing (Pty) Ltd

Learner On Line Technologies (Pty) Ltd

Ledikana Creations (Pty) Ltd

Leila Fanner

Lemic Productions and Business Projects CC

Lescath CC

Level X inter trading (Pty) Ltd Lifestyle Nutrition Centre (Pty) Ltd Limpid Consulting (Pty) Ltd

Limpopo Economic Development Agency (LEDA)

Limpopo Valley Honey Farms CC Linde & Wiemann RSA (Pty) Ltd

Lindi Art World Lisa Nettelton Lisette Forsyth

LIT

Little Green Events

Livewire Engineering And Consulting Living Water Properties (Pty) Ltd LJ Cosmetology (Pty) Ltd Llyla Intimates (Pty) Ltd

LNR Training and Development (Pty) Ltd

Lochner

Look & Learn Publishing (Pty) Ltd

Lorile Media Productions Lou Harvey (Pty) Ltd

Love Films
Love in the 031

Lucan Visuals (Pty) Ltd Lukhanyo Mdingi (Pty) Ltd

Lula Loop (Pty) Ltd Lula Technologies Lung Animation

Lust Be Original (Pty) Ltd Luvarre (Pty) Ltd Lyla Intimates (Pty) Ltd Lynne De Jager (Pty) Ltd

MA Automotive Tool & Die (Pty) Ltd

Mabekane Foods (Pty) Ltd

Mabogo Biconversion (Pty) Ltd
Mabotho Interior Design (Pty) Ltd
Mace Electrical Technologies
Macluminimum Trading (Pty) Ltd
Madlokovu Business (Pty) Ltd
Magetz Guest Amenities CC
Magna Carta Wines (Pty) Ltd
MaH Quests Enterprises (Pty) Ltd
Mahle Behr South Africa (Pty) Ltd

Majesty Oil Mills (Pty) Ltd Makhabisa Food (Pty) Ltd Malika General Trade Maltento (Pty) Ltd Mambu Design CC

Mamoa Trading Enterprise CC

Mandulo Property Partners (Pty) Ltd Retail

Maneli Pets (Pty) Ltd Mangwayana (Pty) Ltd Mannequin Films CC

MAP: Bulk Infrastructure Phase 2 Mara Phones SA (Pty) Ltd Marbrin Olive Growers Margot Malyneux (Pty) Ltd

Marie

Marine Growers (Pty) Ltd Marirox (Pty) Ltd t/a Alglasico

Mark Gold

Marshall's Traditional Health Care Mash.T Design Studio (Pty) Ltd

Masingita Property Investment Holdings

Massive Quantum (Pty) Ltd

Material 2

Matongoni General Trading (Pty) Ltd

Matshidiso (Pty) Ltd Matsidiso shoes (Pty) Ltd Maxhosa Entertainment CC Maxion Wheels SA (Pty) Ltd Mbali Industrial Solutions CC

MBLS Publishing

MCR Manufacturing Company (Pty) Ltd

MCS Debt Recovery CC

Mecheng Industrial Solution (Pty) Ltd

Medical Device Manufacture of South Africa (MDMSA)

Mercedes Benz South Africa (Pty) Ltd Mercedes Benz South Africa Limited

Metpar (Pty) Ltd MF Creations (Pty) Ltd Michelle E'Silva

MICHL Contempory Fine Jewellery Middelburg Vineyards (Pty) Ltd Midnight Moon Trading 44 (Pty) Ltd Mike Scott Animation

MillBug

Mind's Eye Creative

Miracle Communications (Pty) Ltd Miracle Touch Products CC MM Engineering (Pty) Ltd

MOF Jewellery (Pty) Ltd Mogwase Industrial Park Mohurutse Enterprise (Pty) Ltd

Mokgotsi Jewellery Manufacturing (Pty) Ltd

Mokuti Herbs International Molapong Aquaculture (Pty) Ltd Molly's Food Enterprise (Pty) Ltd

Molo Mimi

Molteno Institute for Language and Literacy NPC

Monrovile (Pty) Ltd Monster Hunter Mouton Citrus (Pty) Ltd MPC Recruitment

Mphuzamanzi Industrial Maintenance Project CC

Mpiolo-Ende Fortified Foods (Pty) Ltd Mpumes African Cuisine (Pty) Ltd

Mr Johnson

MSG Design (Pty) Ltd M-Tech Industrial (Pty) Ltd

Mulpa (Pty) Ltd Munch Bowls (Pty) Ltd Musiki Investments (Pty) Ltd MWB Holdings (Pty) Ltd

Mycelium Agricultural Enterprises (Pty) Ltd

MyeBook

N and C Maintenance and Spares (Pty) Ltd

Nabian Nature (Pty) Ltd Namoneng Citrus (Pty) Ltd Nanny 2 – Mission: Afrika

Nativa (Pty) Ltd Natribrands CC

Natural Touch Universal (Pty) Ltd

Naturals Beauty

NB Skin Science (sp) t/a Kamani Pillay Nceduluntu Wesley Community Project

Ndumi Holdings (Pty) Ltd

Needco Construction And Projects (Pty) Ltd

Nelseg Entertainment (Pty) Ltd Nelson Mandela's African Folktales

Neon Energy

New Growth Distillery Newspace Publishing CC

Next Platforms (Pty) Ltd Nguni Shades SA CC

Nice Life Problems

Nicholas Coutts (Pty) Ltd Nikkita Footwear CC

Nina Bosch

Nina Sedumedi Creations CC

Nkwe-Madikwe Farming Group (Pty) Ltd

Noble Pictures CC
Nocks Oil (Pty) Ltd
Noluleko Foods (Pty) Ltd
Nomabali Art and Craft Co-op
Nomageba Trading CC
Nombali Art and Craft Co-Op

Nombulelo Eunice Dassie Noodle King (Pty) Ltd Noughts & Crosses

Nouvelle Cosmetics (Pty) Ltd

Novus

Ntembeko Yanga Bokolo Ntshole Gosiame Celebrity NuAngle Solution (Pty) Ltd Nubia Queen on 101 (Pty) Ltd Nubian Nature (Pty) Ltd Nu-Era Footwear (Pty) Ltd Nurtureone (Pty) Ltd

Nutrisees CC

Nyamezela Metering (Pty) Ltd Nyathi Arts Creationd CC Nyathi Arts Creations CC Oh-Lief Natural Products OilspillXcellence (Pty) Ltd

Okran 19 (Pty) Ltd Okuhle Media

Olive Handmade Soaps (Pty) Ltd Olive wine equipments (Pty) Ltd

One of Each (Pty) Ltd
Ooh La La Confectionery

OR Tambo District Municipality (Nciba Grain Group-Maize

Milling)

Oryx Desert Salt

Oscar Madlala Consulting and Projects CC

Osterwald & Sons Cabinet Makers

Ostrich Business Chamber Export Council of South Africa

(OBCECSA)
Our Girl 4
Out in Front

Outclass Crystallized Gems (Pty) Ltd

Outworx Contact Centre Ozzys Eco Décor (Pty) Ltd

Painted Wolf Wine Company (Pty) Ltd

Paltechnologies
Partum Holdings CC

Patsima Jewellery Design CC

Paulines Handcraft & Home Décor (SP)

Pearls in Paradise Pedayahu (Pty) Ltd

Peter O'Danoghue Trading as Upstanding Productions

Pfisterer (Pty) Ltd PG Group (Pty) Ltd

Phatsima Jewellery Designs CC
Phronesis Traning Academy CC
Phuthi Food Manufacturing CC
Pichulik Designs (Pty) Ltd
Pikoko Innovations (Pty) Ltd
Pine Timber Board Express CC

Planet events (Pty) Ltd Pneuma Jewellers CC Poison City Brewing (Pty) Ltd

Poloko Invasion

Polybox Enterprises (Pty) Ltd

Polynate (Pty) Ltd

Poppie

Porterville Olives (Pty) Ltd Potters Hand Ceramics (Pty) Ltd

PR Jewellery (SP)

Preserve Botanica (Pty) Ltd Priontex Micronclean Gauteng Prisaan Footwear (Pty) Ltd

Production Logix Promises

Publishers Association of South Africa

Quay Marine Factory (Pty) Ltd

Queen Domm

Raaswater Community and Craft Development (Pty) Ltd

Raised by Wolves Rarity Handbags

Ray And Ryan Investment RCL Foods Consumer (Pty) Ltd Recomed Online (Pty) Ltd Recycle and Beads Design CC Red Marlin Trading 444 CC

Red Meat Industry Association NPC

Reds Construction (Pty) Ltd

Reef Profile Cutting Services (Pty) Ltd

Re-Fihlile Trading Refined Revolt (Pty) Ltd Reflex Business System CC

REG and PHIL JewelleRRY (Pty) Ltd

RELBORG MANAGEMENT SYSTEMS (Pty) Ltd

Rele Business Enterprise (Pty) Ltd Remkor Manufacturing (Pty) Ltd Reptile Trading (Pty) Ltd Resolute Platforms (Pty) Ltd

Respect Music CC

Respitek (Pty) Ltd Reutech (Pty) Ltd

RG Brose Automotive Components (Pty) Ltd

Rh Newman

Rhino Energy Solutions
Rhodes Food Group (Pty) Ltd
Rich Rewards Trading 148 (Pty) Ltd
Richmond Hill Brewing company CC

Ricts Holdings (Pty) Ltd Riding With Sugar Riebeek Kelder (Pty) Ltd Rikus Neethling Wines

Rizia Bassa t/a Bassalicious (Pty) Ltd

RM Catering Services t/a Yamma Gemmer (Pty) Ltd

Robert And Son Art Gallery Robinson And Sinclair

ROC Water Technologies (Pty) Ltd

Rondex Parts (Pty) Ltd Ronel Jordaan Textile's CC

Rosehip Design

Rostro Enterprises (Pty) Ltd

Roto Solutions CC

Royal Wardrobe Designs (Pty) Ltd

Royale SA

Royalty Communications & Hospitality

Rudzambilu Holdings (Pty) Ltd

RV Footwear (Pty) Ltd S T Bassett (Sole Proprietor) SA Commercial (Pty) Ltd

Sa Wine Barrels

Sabertek Precision Manufacturing

Sabinet Online Ltd

Sachet Manufacturing (Pty) Ltd Sadijoyce Trading Enterprise CC Safricloud (Pty) Ltd Safritex International Salmar Trading (Pty) Ltd

Samke Style (Pty) Ltd Sammy Sheppard Art Sarah's Foil Boards CC

SASOL Ltd

Savyra (Pty) Ltd t/a Savyra.com

Sbue Music (Pty) Ltd Scalo Designs CC

Scorpion

Sealife Equipment

Sediba Beverage Company (Pty) Ltd Selibeng Agricultural Co-operative Limited Sensory Intelligence Consulting CC

Sensus South Africa

Senzee Trading Enterprise CC

Serenus Luxury Bodu Care (Pty) Ltd

Seriously Single

Serratus Commerce (Pty) Ltd

Serratus Commerce t/a Drifter Breweries

SF Bester

Shadow Season 2

Shagila Holdings (Pty) Ltd

Shaidan

Sharon Berry - Ellis Sharon Mary Lakey

She Met Jewellery (Pty) Ltd

Shooshoos CC Shuga Down South II

Shumayela Holdings (Pty) Ltd

Shwezu CC

Sibahle Jewellery (Pty) Ltd Sigma International Sihles Brew (Pty) Ltd Silulo Ulutho Technologies Sinapi Manufacturing (Pty) Ltd

Sirkel Jewellery Design CC
Sitting Pretty Clothing CC

Sivana Academy of Jewellery Design Masters (Pty) Ltd

Siyazenzela Art & Craft CC Siyazenzela Five Manufacturers

Skemer Son

Skinny Laminx Design Slim Blud Media (Pty) Ltd Slogging International

Small Enterprise Development Agency (SEDA)

Smartbot (Pty) Ltd Smec South Africa

Smiths Manufacturing (Pty) Ltd SNE AND Busi porterry (Pty) Ltd

So Africa Natural Oils

So African Consulting t/a African Natural Oils

Softcoza Developers CC

Solarport

Soldiers of Fortune Sonomatic SA (Pty) Ltd Sotho Mafia Entertinment CC Soulever Wellness Salon CC

South Africa Oil and Gas Alliance (SAOGA)

South African Electrotechnical Export Council (SAEEC)
South African Footwear and Leather Export Council

(SAFLEC)

South African Olive Assosiation (SAOA) South African Ostrich Business Chamber

Southern African Institute of Steel Construction (SAISC)

Southern Atlantic Sea Farms (Pty) Ltd

Sow Delicious CC

Soy Lights

SP Automotive Profile Sealing Systems SA (Pty) Ltd

Spare Invest 30 Sphihle Holdings CC Spier Productions

Spirit of Rooibos (Pty) Ltd

SSG Khulisa

Stardom Designs (Pty) Ltd

StoneCo Importers and Exporters (Pty) Ltd

Stotko Engineering (Pty) Ltd

Strait Access Technologies Holdings (Pty) Ltd

Strassberger skoene (Pty) Ltd Striving Mind Trading 83

Studio C Manufaturing Jewellers CC

Studio Hannerie Visser

Sukuma Media

Sumitomo Rubber South Africa (Pty) Ltd

Summer Trading 87 (Pty) Ltd Sunbird Lighting (Pty) Ltd

Sunnydale

Surveillance Equipment And Research Technology CC

Susky Design and Projects (Pty) Ltd

Swift Geospatial SY Ntuli (Ptv) Ltd

Syntegricom Solutions (Pty) Ltd

Table 58 Brewing Tagmarshal

Tallship Haulers(Pty) Ltd Tamasa Trading Wines (Pty) Ltd Tartan Timbers (Pty) Ltd

Tasha's Fantastic Fudge

Taste Of Terroir
Tchalieu Jewellery CC
Tea Tree And Co
Technovera (Pty) Ltd
Tekpoi Enterprise CC

Tekpoi Trading Enterprise CC

Temple Of Reason

Tenneco Emmission Control (Pty) Ltd
Teplou Ballet Shoes Dance Wear
Teplov Shoes and Dancewear CC
Teraco Data Enviroments (Pty) Ltd
Terrasano Holdings (Pty) Ltd
Thabi ya Boemo Trading CC
Thabile Engineering CC

Thalitha Strates (Pty) Ltd
Thandi Wines (Pty) Ltd
Thasimo Holdings (Pty) Ltd
Tha Avendala Treet

The Avondale Trust
The Bulk Wine Centre

The Camp

The CEO Hub

The Dam

The Ergo Company (Pty) Ltd

The Fire Room CC
The Fragile King
The girl from St Agnes

The Ground Beneath Her Feet The Growth System (Pty) Ltd

The Herbal Horse CC

The Insulation Company SA (Pty) Ltd

The Lash Collection
The Last Flight

The Motherboard Art and Crafts Projects (Pty) Ltd

The Ninevites

The Perfect Hair Africa Collective (Pty) Ltd The Polytec Group SA Top Structure

The Rage of the Lioness
The Road Less Cycled
The Snail And The Whale
The Storyteller Pod (Pty) Ltd

The Strategic Answer Marketing Solutions

The Tree

The Wine Gallery
The Wren Design

The Year of the Great Storm Theonista Products (Pty) Ltd Thermal Value Manufacture Theurbanative (Pty) Ltd

Thokozani Winelands Investments
Thokwe Agricultural Holdings (Pty) Ltd

Thring Kunene (Pty) Ltd Thurling Investment (Pty) Ltd

TI Automotive Fuel Systems (Pty) Ltd

Topline Manufacturing
Topline Plastics (Pty) Ltd
Toprope (Pty) Ltd
Township Patterns CC

Toyota South Africa Motors (Pty) Ltd

Tracy Stucki

Trade and Investment KwaZulu-Natal (TIKZN)
Trade Now 147 CC t/a Qualito Craft Distillery CC

Trade Zone 2 Bulk Infrastructure

Trading 47 CC Trapped

Triangle Post And Animation Studios

Tribus Energy (Pty) Ltd Trident Plastics (Pty) Ltd Trigger Movie (Pty) Ltd Triggerfish Animation

Tropical Paradise Trading 514
Truvelo Manufacturers (Pty) Ltd

TRW Occupant Restaints South Africa Inc

Trymos Foods (Pty) Ltd Tshiamo Chemistry (Pty) Ltd Tshino Investment (Pty) Ltd

Tshwane Economic Development Agency (TEDA)

Tugwell Tooling & Design (Pty) Ltd

Tuse Applications

Tweeter Quail Products (Pty) Ltd Twinkel Shoes Industries CC

Uhuru Productions

Ukana Trading and Investment (Pty) Ltd

Ukhozi Wealth (Pty) Ltd Ultrapure Hocl (Pty) Ltd Umlando Wezithombe CC

Umlando Wezithombe Publishing

Umushika Art And Crafts

Uncovered

Underdog Productions

Unikay Curios Unmask Me Untitled Grant Series

Ursh Works Ceramics
V and H Bono Furniture Manufacturers (Pty) Ltd
V and O Diamond and Jewellery (Pty) Ltd

Val Du Charron Wines

Valeo Systems SA (Pty)Ltd Top Structure

Valhalla Productions
Vana Shree CC t/a Vana

Vanessa Berlein Vansha Farming

Varadero Investment (Pty) Ltd

Vee Dee Nee
Vengeance Five
Vergeet My nie
Verigreen (Pty) Ltd

Vermont Leather Craft Manufacturers (Pty) Ltd

Vertiflex CC Vest- Activ Four

VG Art General Trading (pty)Ltd

Via la Moda (Pty) Ltd Vinifera Grape Seed Oil

VIP Cosmetics Laboratories CC VIP Domain Afrique (Pty) Ltd

Voestalpine Automotive Components East London (Pty) Ltd

Expansion top structure Vogel Homeware

Vulindlela Industrial Park Vumasono Productions

Vumile Nkewu Investments (Pty) Ltd

Warrior Season 2 Weef (Pty) Ltd Wegrow Farming Enterprises (Pty) Ltd

Welcome To Malawas Wensleydale Farms

West Coast Group (Pty) Ltd

West Five Films

Western Cape Tourism, Trade and Investment (WESGRO)

WH Burgundy (Pty) Ltd

Who's My Daddy The Next Gen

Widney Transport Components (Pty) Ltd

Wild Coast Abalone (Pty) Ltd

Wild is the Wind

Wildlife Exotics and Interiors

Willowlamp CC

Wisepill Technologies CC Wonderland Food (Pty) Ltd Woodview Gourmet Foods

World Focus 1072 CC (Concrete and Mortar Recycling

Plant)

World Focus 2215 CC

XSPARK

Yadah Praise Exclusive Designs (Pty) Ltd

Yanfeng South Africa Automotive Interior Systems (Pty) Ltd

(Expansion Phase II): Top structure

Yellow Green Lifestyle and Cosmetics (Pty) Ltd

Your Best Choice (Pty) Ltd

Z.A. ZEN Consulting (Pty) Ltd

Za Supplies (Pty) Ltd

Zam Brands CC

Zambesiaka Stud Game (Pty) Ltd

Zan Zan Décor CC

Zaviar (Pty) Ltd

Zazen Consulting

Zebra Armour (Pty) Ltd

Zellow (Pty) Ltd

Zetu Shoes

ZF Lemforder SA (Pty) Ltd

Ziloflo (Pty) Ltd

Zinc Pictures

Zizamele Ceramics

ZK Roof Tiles Manufacturers (Pty) Ltd

Zoetrope Narratives (Pty) Ltd

Zoviblox (Pty) Ltd

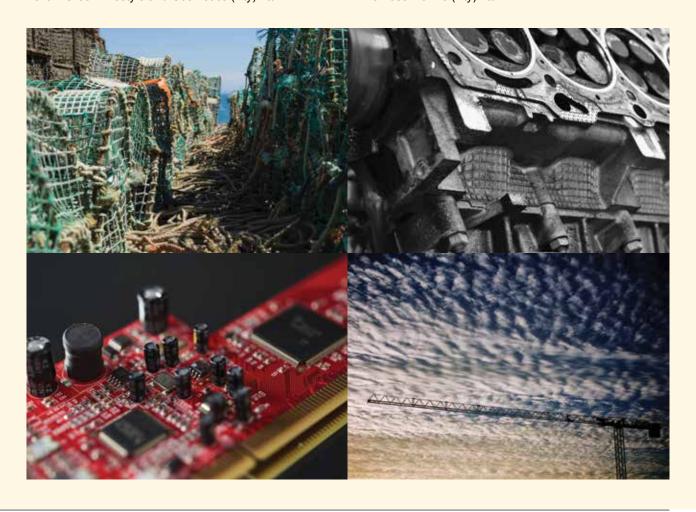
Zulu Mien

Zuplex (Pty) Ltd

Zurel Bros SA

Zwakala Holdings

Zwembesi Farms (Pty) Ltd



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