

Entrenching the Economic Citizenship of People With Disabilities

**Presentation to the Select Committee on Trade and Industry, Economic Development,
Small Business Development, Tourism, Employment and Labour**

**Tuesday, 03 November 2020
10h00 - 14h00**

Ms Philisiwe Mthethwa, CEO, NEF

NEF Mandate...

Established by the
National Empowerment Fund Act No. 105
of 1998, the NEF is an agency of *the dtic* and
is a driver and a thought-leader in promoting and facilitating
black economic participation through the provision of financial
and non-financial support to black-owned and managed
businesses, as well as by promoting a culture of savings and
investment among black people.

The only DFI exclusively mandated to grow B-BBEE

**NEF funds across all sectors of the
economy from R250 000
up to R75 million**

The NEF's strategic outcome-oriented goals

1. To provide finance to business ventures established and managed by black people.
2. Invest in black empowered businesses that have high employment creating opportunities
3. Support the participation of black women and youth in the economy
4. Maximise support for township and rural economies.
5. Facilitate investment across all provinces in South Africa
6. Encourage and promote savings, investment and meaningful economic participation by black people
7. Advance black economic empowerment through commercially sustainable enterprises
8. Establish the NEF as a financially sustainable DFI in South Africa.



The strategic planning framework...

Broad Based Black Economic Empowerment The Codes of Good Practice

NEF Act:
Objectives

the dtic
Objectives - Industrial
Policy Action Plan

NEF Sectors

Tourism; Construction & Materials; Agri-processing; Transport; ICT & Media; Mining Services; Franchising, Property; Energy; Services; Creative Industries; 4th Industrial Revolution; Financial Services; Food & Beverages; Engineering; Manufacturing; Automobile; Printing; Retail; Clothing & Textiles etc

Government Priorities:

- 1) Acceleration of economic growth and transformation, creating decent work and sustainable livelihoods;
- 2) Infrastructure development to achieve social and economic goals and rural development;
- 3) Skills and human resource development;
- 4) Build a developmental state and improve public service.

NEF Sectors in line with national industrial objectives

Life to date performance milestones

	Output	Achievements
1	Approvals	<ul style="list-style-type: none"> Approved 1058 transactions worth more than R10.61 billion across the country.
2	Disbursement	<ul style="list-style-type: none"> Over R7 billion has been disbursed to these companies since inception.
3	Integrity	<ul style="list-style-type: none"> Secured clean external audit opinions for 17 years running.
4	Supporting jobs	<ul style="list-style-type: none"> Since inception, the number of job opportunities supported is 101 183 of which 68 989 were new.
5	Industrialisation	<ul style="list-style-type: none"> 24 strategic and industrial projects worth R12.5 billion, with the potential to support over 52 000 jobs. 75% of the transactions are at an advanced development stage. Since inception 3 600 job opportunities have been created.
6	A culture of savings & investment	<ul style="list-style-type: none"> In a transaction worth over R1 billion the NEF Asonge Share Scheme made available more than 12 million MTN shares to over 87 000 investors comprising black individuals and groups. 49% of investors were women.
7	Investor education	<ul style="list-style-type: none"> Reached approximately 87 632 people in villages and townships through 322 community seminars on how to save and invest, personal financial discipline, shares, dividends, bonds, the property and money markets.
8	Entrepreneurship training / incubation	<ul style="list-style-type: none"> Business skills training provided over 3808 potential entrepreneurs who attended 398 seminars from 2012 to date.
9	National footprint	<ul style="list-style-type: none"> Approximately 72% of the number (76% by value) of approved transactions emanated from the regional offices and Pre-Investment Unit.
10	Collections	<ul style="list-style-type: none"> Over R3.7 billion has been repaid by investees.

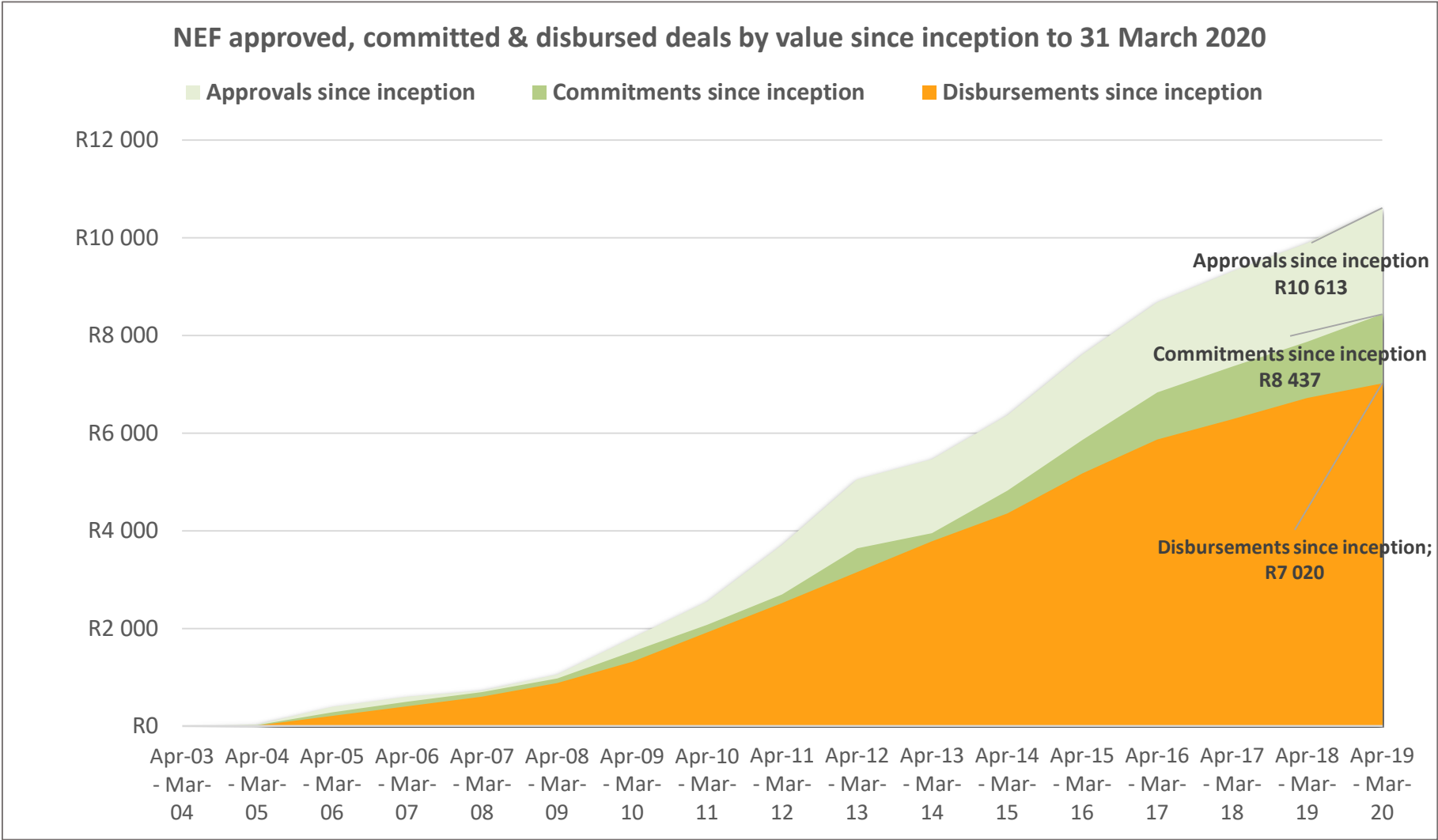
Annual NEF Approvals, Disbursements and Commitments

Year	Approval (R millions)	Commitments (R millions)	Disbursements (R millions)
Apr-03 - Mar-04	R 5.00	R 5.00	
Apr-04 - Mar-05	R 30.00	R 20.00	R 12.70
Apr-05 - Mar-06	R 357.00	R 251.00	R 192.90
Apr-06 - Mar-07	R 205.00	R 219.00	R 199.00
Apr-07 - Mar-08	R 128.00	R 203.00	R 192.10
Apr-08 - Mar-09	R 329.00	R 279.00	R 288.10
Apr-09 - Mar-10	R 749.20	R 548.50	R 429.20
Apr-10 - Mar-11	R 749.30	R 552.10	R 608.00
Apr-11 - Mar-12	R 1,162.23	R 620.17	R 597.00
Apr-12 - Mar-13	R 1,332.00	R 946.00	R 632.00
Apr-13 - Mar-14	R 418.00	R 303.00	R 636.12
Apr-14 - Mar-15	R 895.00	R 879.00	R 562.00
Apr-15 - Mar-16	R 1,248.00	R 1,028.00	R 819.00
Apr-16 - Mar-17	R 1,067.00	R 982.00	R 699.00
Apr-17 - Mar-18	R 634.00	R 521.00	R 411.00
Apr-18 - Mar-19	R 576.06	R 513.05	R 437.00
Apr-19 - Mar-20	R 726.51	R 566.86	R 304.00
Total	R 10,611.30	R 8,436.67	R 7,019.12

PERFORMANCE SINCE INCEPTION

- ❑ To date the NEF has approved over R10 billion to black entrepreneurs.
- ❑ Committed transactions have exceeded R8 billion in value.
- ❑ Cumulative disbursements currently sit at over R7 billion.

Cumulative NEF Approvals, Disbursements and Commitments



NEF Investment Funds

	uMnotho	iMbewu	Strategic Projects Fund	Rural and Community Development	Women Empowerment Fund
Objectives	Provides capital for expansion of businesses, the buying of shares in white-owned businesses or funding new ventures	<ul style="list-style-type: none"> • Supports start-up businesses • Provides capital for the expansion of small enterprises 	Funds the development of projects through stages of projects	Supports the development and growth of a rural economy in rural communities, which is achieved by the mobilisation of structures such as cooperatives	• Supports businesses that are more than 50% owned and managed by black women
Products	<ul style="list-style-type: none"> • Acquisitions • New Ventures • Expansion • Capital Markets • Liquidity and Warehousing 	<ul style="list-style-type: none"> • Franchise financing • Procurement/ Contract • Entrepreneurship funding 	<ul style="list-style-type: none"> • Venture Capital funding structures • Development of Black Industrialist funding in strategic sectors 	<ul style="list-style-type: none"> • New Ventures • Business Acquisition • Expansion 	The product offerings cut across all products provided by the different Funds
Range	Funding ranges from R2 million to R75 million	Funding from R250 000 to R15 million	Funding up to R75 million	Funding ranges from R1 million to R50 million	Funding from R250 000 to R75 million

Non-Financial Support



Pre-investment

As the first-point-of-contact the unit provides product advisory services, manages the online business-plan solution, manages the administration of applications, incubation and entrepreneurial training.



Socio Economic Development

Empower black people in existing NEF transactions and other broad based groups through various interventions such as promotion of saving and investments, social facilitation, entrepreneurial training, investor education, corporate governance training and market access for the acceleration of meaningful participation.



Post-investment support

Monitor investments, provide ongoing portfolio management, manage mentorship support and collections as well as legal compliance



Turnarounds. Workouts and Restructuring

Rehabilitate distressed transactions and reduce impairments Through a combination of measures including balance sheet restructuring, equity and /or working capital injection, operational restructuring, introduction of a strategic equity partner and / or turnaround specialist and business rescue.



NEF's Performance and Investment Criteria...

“The Empowerment Dividend”

The assessment of impact is not driven only by financial returns but by measurement in terms of “The Empowerment Dividend” made up as follows:

- Broad Based Black Economic Empowerment
- Ownership, management control, employment equity etc.
- Black Women Empowerment
- Job Creation
- Growth Sectors
- Geographic Spread
- Investment Return



Sectors Funded by the NEF

	Government Sector Focus	Examples of NEF Investment Breakthroughs
1	Black industrialists	Create new manufacturing and industrial capacity alongside local and international partners. To date the NEF has invested about R900m in developing projects (with a total of 24 projects currently under development) with a total of 5 operational businesses that have created over 3600 jobs and leveraged over R4 billion of third party funding.
2	Support SMEs	A dedicated fund that has supported entrepreneurship, procurement & franchise funding, as well as business planning, incubation, training and mentorship support. To date, NEF disbursed over R1.6 billion into the support of 454 small and medium enterprises.
3	Township & Rural Economy	A dedicated fund that supports businesses in rural areas and townships. The businesses are in various sectors including property (shopping malls), petroleum sector (petrol stations) and tourism. To date the NEF disbursed over R2.1 billion in support of entities in rural and township economies.
4	Property	To respond to the market failures of low ownership of property by black businesses, the NEF introduced the property funding product to contribute to transformation of the sector. To date the NEF has approved over R372 million in the property sector. These investments are expected to contribute in job creation, infrastructure development, addressing the lack of student accommodation and supporting government's economic stimulus and recovery plan. In the past year alone, the NEF approved approximately R150 million in this sector, leveraging close to R600 million in third-party funding.
5	Tourism	The NEF continues to invest in community-owned hotels and lodges to drive the growth of the tourism sector. This includes investments in tourist attraction projects like the Graskop Gorge Lift, a flagship project that will drive tourism development in the Panorama Tourist Route in Mpumalanga, and is the first of its kind in Africa. To date the NEF has disbursed over R251 million into this sector and continues to identify opportunities in partnership with the Department of Tourism.
6	Affordable housing	In partnership with various industry stakeholders, supported the construction of several social housing, student accommodation and related projects. To date, NEF invested over R272 million in this sector.
7	Agro-processing	Supported beneficiation investments across the agricultural value chain such as processing of castor oil, fruit juices, condiments etc. To date, NEF invested over R316 million in this sector.
8	Energy	Invested over R885 million in service stations countrywide, 40% of which are owned and managed by black women.

NEF COVID-19 Black Business Fund Milestones



Received a R200 million endowment from **the dtic** for concessionary funding of black businesses to manufacture and supply healthcare products and essential foods, in fighting the COVID-19 pandemic.



Over **R207 million approved for 33** transactions comprising R166 million from *the dtic's* endowment and R41.2 million from the NEF's balance sheet.



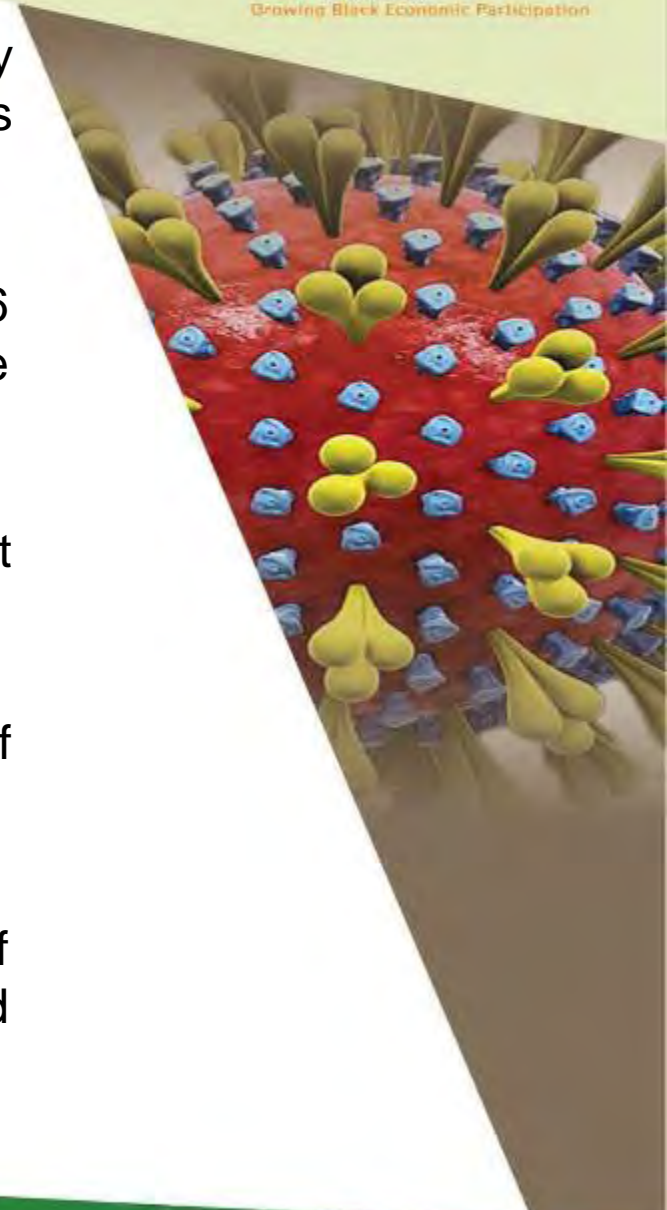
As at 22 September 2020 the Fund had received 395 applications valued at more than R2.1 billion for equipment and working capital.



Shortened turnaround times to ensure disbursement within 2 weeks of approval.



Declined applications comprised objectives not related to COVID-19, lack of requisite track-record with healthcare products, focus on distribution instead of manufacturing and incomplete documents.



NEF Covid-19 Black Business Fund (cont)

Salient terms of funding

- Up to R10 million funding for manufacturing;
- Interest rate 0% for the first 12 months and 5% for the remainder of the loan term;
- Funding of up to 60 months' duration;
- Fund clients who manufacture products that are critical to support Government and the country's fight against the COVID-19 pandemic,
- Examples: sanitizers, masks, detergents, PPE, testing kits, thermometers, dispensers, steel beds, food products (mealie-meal, dairy products, rice, mabele, fish, chicken etc)





Empowering the Black Youth (2010-2020)

Youth Sector Focus	Amount Approved	Active Deals	Jobs Impact
Arts & Culture	21,398,500	3	1570
Services	61,145,553	7	535
Energy	88,843,000	13	448
Construction	7,300,000	2	258
Mining	13,000,000	1	93
Property	78,369,002	4	83
Retail	12,622,000	5	81
Food & Beverages	13,792,529	6	68
Manufacturing	35,101,240	5	64
Agro Processing	15,750,000	2	47
Transportation	16,136,718	3	30
Tourism & Entertainment	4,051,859	2	17
Distribution	5,000,000	1	6
Engineering	6,500,000	1	1
Total	379,010,401	55	3301

- Young Entrepreneurs have increasingly found expression through the funding of the National Empowerment Fund.
- Creative industries have proven to be a great factor for unlocking broad-based impact with the number of jobs created per funds invested proving to be a great catalytic factor for the NEF.
- The Youth Owned Business portfolio has proven to be as diverse as it is sustainable with investments across numerous industries.

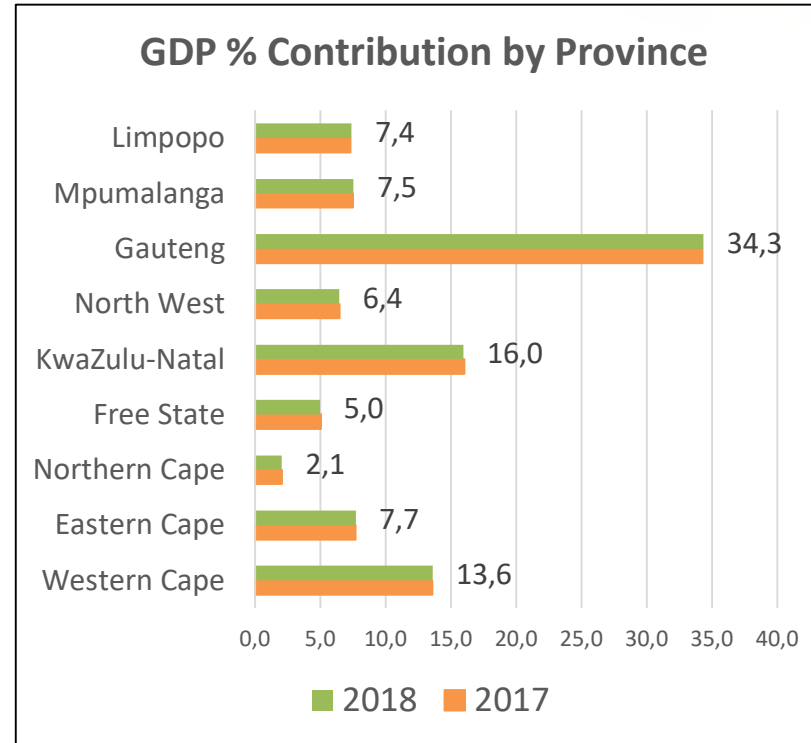
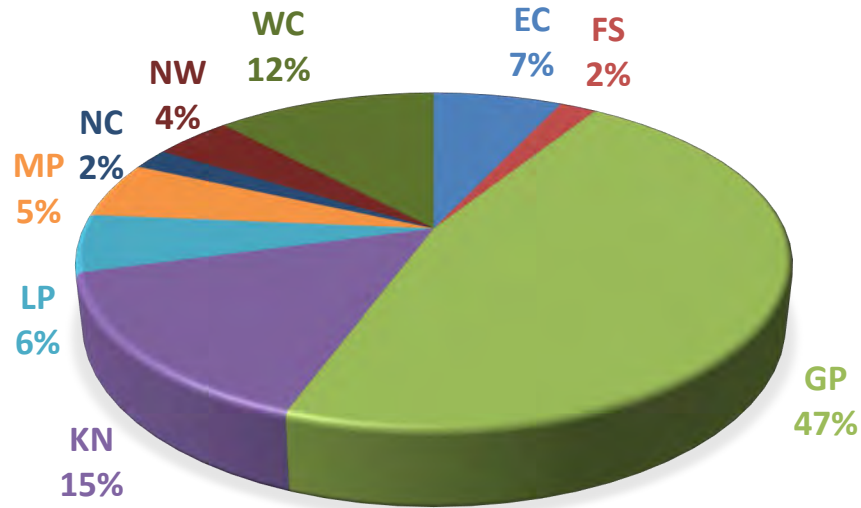
Black Women Owned Businesses -(2010-2020)

Financial year	Value Approved Transactions	Number of Approved Transactions
2020	R84 628 553	5
2019	R161 913 736	16
2018	R125 370 874	15
2017	R200 806 627	21
2016	R235 943 610	34
2015	R187 851 238	28
2014	R23 125 000	3
2013	R129 532 003	21
2012	R135 443 683	22
2011	R81 422 727	15
2010	R17 283 526	6
TOTAL	R1 383 321 577	186

- In the past 11 years the NEF approved black woman-owned transactions worth over **R1.3 billion**.
- Total volume approved transactions is **186**.



Geographic Split Life to Date



- The NEF has supported Black Businesses throughout the length and breadth of the country.
- As a development financier the NEF has prioritised the provinces with the smallest GDP contribution to spread the empowerment dividend countrywide more effectively.

Qualifications Statistics

No	Qualification	Number
1	Chartered Accountants	15
2	Master's degree	17
3	Engineers (additional 3 holds Master's degree)	4
4	Honours degree	22
5	Bachelors degree	39
6	LLB degrees (8 are admitted attorneys)	9
7	Advanced Diploma	1
8	Diplomas	20
9	Certificates	30
10	Abet	3
Total		160

Head Count – Core vs Support

	No.	Percentage
Core	106	66%
Support	54	34%
Total	160	100%

Average age of NEF employees is 39 years – maturing organisation

- 60% of the employee complement is female
- 41% of MANCO is female





NEF Funding Partnerships

Deployment of Trust Capital

Cash funds received from <i>the dti</i> (at the time)	R2.3 billion
Investment in listed shares (MTN) at cost	R171 million
Total Trust Capital	R2.4 billion
Net asset Value as at 31 March 2020	R3.6 billion
Net appreciation in assets since inception	R1.2 billion
In 2020 received support from the dtic for the NEF COVID Fund	R200 million

With the **R2.4 billion** total recapitalisation since inception, the NEF has **increased** its initial capital by 50% and delivered the following socio-economic benefits:

- Over **R10.6 billion** in approvals, **R7 billion** of which has been injected into the economy.
- **R3.4 billion** approved for the empowerment of black women.
- Over **101 183 jobs** opportunities supported.
- Provided financial and non-financial support to entrepreneurs across **all 9 provinces** of the country

NEF Capitalisation

1. Trust capital of R2.47 billion
 - cash transfers by National Treasury of R2.3 billion (awarded in 2005 and received over a 5 year period to 2010); and
 - allocation of MTN shares valued at R171 million (2002/3 financial year).
2. NEF Asonge Share Scheme (R1 billion raised through the retail offer) during the 2007/8 financial year.
3. Initially operating expenses supported through **the dti** (at the time) transfers of R322 million over a 5 year period to 2010.
4. Self-sustained through dividends, interest on investments and deposits, as well as ED Funding.
5. In 2020 received R200 million from **the dtic** for the NEF COVID Fund.

NEF Cash Balance

	Unaudited Actuals	Unaudited Projections
	Month	12 months
	31-Mar-20	1 April 2020 - 31 March 2021
	R	R
Inflows		
Bank balance	1 419 514 008	271 443 277
Collections	-	296 952 920
Dividends	-	56 505 244
Interest on cash Investments	-	48 391 345
Capital raising Fees	-	3 600 000
Enterprise Development Fund	-	5 200 000
Other income	-	1 150 000
Bad Debts Recovered	-	8 000 000
	1 419 514 008	691 242 786
Outflows		
Approvals	-	600 000 000
Commitments	723 037 181	-
Disbursement		
Cancellations		
Opex & Capex	-	252 167 205
Conditional Enterprise Development	425 033 550	
	1 148 070 731	852 167 205
Unencumbered cash	271 443 277	-160 924 419

Unlocking Third Party Funds

In partnership with other stakeholders, the NEF leveraged a total of **R782m** third party funding during FY 2018-2019

	uMnotho	iMbewu	RCDF	SPF	Total
Total value of funded projects	R952m	R61m	R18m	R135m	R1166bn
NEF funding	R304m	R34m	R8m	R37m	R383m
Third party funding	R647m	R27m	R10m	R98m	R782m
% funding leveraged	68%	44%	55%	73%	67%

- Average leverage of 60% across the Funds, with higher leverage in uMnotho and SPF (also driven by limited available capital for the NEF),
- NEF is a catalyst for unlocking economic value.

Life to date the NEF has leveraged third party funding amounting to R8.8 billion.



A partner trusted by many

No.	Funder	Launch Date	Total Funds Received	Primary Objective of Fund
1	Daimler Chrysler SA	September 2011	R4 800 431,26	To empower two former employees of Chrysler to start their own business
2	Dept. of Economic Development (WC)	August 2012	R40 302 775,00	Co-funding black entrepreneurs in the Western Cape
3	Bakwena Ba Mogopa	November 2012	R5 000 000,00	Co-funding black SMME's in the North West.
4	Evrax Highveld	December 2012	R2 000 000,00	Co-funding black SMME's participating in the steel and Vanadium value chain in Mpumalanga
5	Transalloy	December 2012	R250 000,00	NEF to provide funding on a 60:40 ratio to black suppliers participating in the ED Gas supply chain in Emalahleni.
6	Intersurgical	December 2012	R400 00,00	Co-funding black entrepreneurs in the Inter-surgical value chain
7	ED Gas	December 2012	R350 000,00	Co-funding black entrepreneurs in the ED Gas value chain
8	BPSA	February 2017	R53 000 000,00	Support black entrepreneurs to acquire filling stations
9	Bakgatla Ba Kgafela	March 2013	R5 000 000,00	Provide financial and non-financial support for SMME's and entrepreneurs in the community.
10	Dept. of Rural Dev. & Land Reform	March 2016	R583 222 424,57	Support farms workers to become land owners
11	Department of Sports Arts & Culture	September 2016	R75 000 000,00	Unlocking business opportunities in the arts and heritage sectors
12	Department of Tourism	March 2017	R120 000 000,00	Tourism Transformation Fund (TTF)
13	Nissan South Africa	March 2016	R5 305 900,00	Allocate business vehicles to black entrepreneurs
14	Transnet Port Terminals	April 2019	R15 000 000,00	To empower SME's operating within the Transnet value chain.
15	Bakubung	December 2019	R3 000 000,00	Empower SME's in host communities of Bakubung in line with the Enterprise and Supplier Development obligations of the SLP.
16	City of Ekurhuleni Metropolitan Municipality	December 2019	R33 000 000,00	Invest in SME's conducting business within the City of Ekurhuleni
	Total		R945 631 530.8	

Enterprise & Supplier Development Partners

NEF ESD PARTNERS





Supported Employment Enterprises

“

It is not for them to adapt to the dominant and dominating world of the so-called non-**disabled**. It is for us to adapt our understanding of a common humanity; to learn of the richness of how human life is diverse; to recognise the presence of **disability** in our human midst as an enrichment of our diversity.

”

04 Apr 2004, Dr Nelson Mandela

What are Supported Employment Enterprises?

- ❖ The Supported Employment Enterprises were formerly known as Sheltered Employment Factories (SEF) and were established in 1943 to provide employment opportunities to people with disabilities who were unable to hold down employment in the open labour market due to the nature of their disabilities.
- ❖ The newly rebranded Supported Employment Enterprises (SEEs) was established through the Employment Services (ES) Act 4 of 2014.
- ❖ The Department of Labour's Public Employment Services (PES) has oversight over the entity (SEE).
- ❖ SEE has manufacturing factories in Bloemfontein, Cape Town, Durban, East London, Johannesburg, Kimberley, Pietermaritzburg, Port Elizabeth, Potchefstroom and Pretoria and has recently opened another factory in Limpopo.
- ❖ The Only Province without an SEE Factory so far is Mpumalanga.
- ❖ The factories currently employ over a 1000 people who are supported by 140 administration, management and technical staff.
- ❖ The entity's head office is located in Pretoria.

SEE's Product Range

The factories manufacture the following products, amongst others:

Furniture

- ❖ Office Chairs
- ❖ Office Desks
- ❖ Couches
- ❖ Boardroom Tables
- ❖ Filing Cabinets



Textiles

- ❖ Hospital Linen
- ❖ Doctor's Coats
- ❖ Nurses Uniforms
- ❖ Patient gowns
- ❖ Theatre wear
- ❖ Blankets



Metal

- ❖ Safes and gates
- ❖ Desks
- ❖ Chair frames and legs
- ❖ Trailers
- ❖ Built-in braais
- ❖ Burglar bars



1. Partnership with Department of Employment and Labour

Based on NEF's expertise and experience in managing third-party funds, NEF proposes a partnership with the Department of Employment and Labour (DEL) to help SEEs achieve the following:

- ❖ Capacitate entrepreneurs with disabilities to enhance their participation in the economic mainstream through provision of non-financial support interventions such as business planning, incubation, entrepreneurial training, investor education, social facilitation and mentorship;
- ❖ Provide a blended finance model, which involves the mixing of conditional grants/concessionary funds and loans in order to execute opportunities in the areas of their specialization;
- ❖ The product offering under the scheme will mirror the existing NEF product suite, namely procurement/contract finance, entrepreneurship funding, expansion finance, acquisition finance, etc.;
- ❖ SEE scheme will make funding available from R250 000 to R10 million for a maximum period that matches the opportunity/contract provided.

2. Partnership with Department of Employment and Labour

In terms of the partnership, the DEL in collaboration with the NEF would allocate funds over the MTEF period to manage the SEE scheme, and the following are the proposed salient points of the offerings:

- ❖ A mixture of conditional grants/concessionary funding and NEF's on-balance repayable loans based on a pricing model/matrix that would be developed and agreed with the DEL;
 - i. The pricing model would reflect the Empowerment Dividend elements;
- ❖ The blended funding model will go a long way in:
 - i. reducing the cost of capital to the entrepreneurs;
 - ii. reducing the level of gearing in the early-stage enterprises;
 - iii. increase access to finance;
 - iv. improve chances for the survival and sustainability of the enterprises;
 - v. leveraging NEF's funding to achieve higher Empowerment Dividend impact through crowding in of investments to SEEs;

3. Partnership with Department of Employment and Labour

(Salient points of the offerings continued):

- ❖ An allocation of between 5-10% of the total funding DEL would be set aside to provide non-financial support in the form of:
 - (i) business planning, incubation, entrepreneurial training, investor education, social facilitation and mentorship;
- ❖ All SEEs that need support would be referred to the NEF for financial support;
- ❖ DEL would help SEEs with access to market by:
 - i. unlocking procurement opportunities from other Government Departments, agencies and SOEs through the set-aside policies.

Thank you

Contact Details

	WHERE	TELEPHONE
1	Head Office, Johannesburg	011 305 8000 or 0861843 633 / 0861 THE NEF
2	Eastern Cape	0861 633 327 / 0861 NEF ECP
3	Free State	0861 633 377 / 0861 NEF FSP
4	KwaZulu Natal	0861 633 596 / 0861 NEF KZN
5	Limpopo	0861 633 546 / 0861 NEF LIM
6	Mpumalanga	0861 633 678 / 0861 NEF MPU
7	Western Cape	0861 633 927 / 0861 NEF WCP
8	North West	0861 633 697 / 0861 NEF NWP
9	Northern Cape	0861 633 627 / 0861 NEF NCP

www.nefcorp.co.za



A Sample of NEF Investees

Nkomazi Cotton Development

- **Nkomazi Cotton Development** – The project was progressed to financial close in the FY2020.
- The project is aimed at the development and operation of a cotton lint manufacturing plant to be located in Mpumalanga
- The project requires R300 million at financial close
 - The NEF has committed **R50 million** to the project.
 - The Project will be applying for Agro-processing Support Scheme incentive (dtic) targeting incentive assistance of R20 million.
 - Capital raising currently underway for the balance of ca. R230 million with progress being managed with AgriSA, IDC and Cane Growers' Association.
- Upstream analysis showed the upside potential of increasing employment to 16 500. Currently employment in the small holder farms ranges between 3 500 – 5 000 depending on how much of the land is committed to cotton production in any given year.



The People Shall Share...



1. Bussing over 20 000 daily
2. R66 million supporting 174 jobs



1. Transportation of ore from shafts
2. R15 million supporting 152 jobs



1. Supply Personal Protective Equipment
2. R15 million supporting 62 jobs

- Community of 50 000 households located in North West Province, Brits, in Marikana.
- Total NEF funding = R96 million.
- Supporting 388 direct jobs.
- Contracts worth R1.65 billion range between 5 and 8 years.



Rise Uniforms

The national protective mask policy which requires citizens to wear face masks when in public has increased the nationwide demand for protective masks. In response to this market need the NEF has funded Rise Uniforms to the value of R10 million through the COVID-19 Black Business Fund to purchase machinery and raw material that will help the company to produce 55 000 masks a day.

Based in Cape Town, Rise Uniforms is a 100% black woman-owned and managed business that specialises in clothing manufacturing for a wide range of items such as corporate uniforms and school wear.

Amount Funded	R10 million
Jobs Supported	63 jobs
Product	Protective masks



Afro-Botanics (Pty) Ltd

Afro-Botanics (Pty) Ltd is a 100% black-woman-owned company which established in 2011. The company is led by Ms. Ntombenhle Khathwane. The owner has over 15 years managerial experience in formal employment and more than 5 years' experience as an entrepreneur.

Afro-Botanics manufactures personal care, household and hygiene products. In March 2020 the demand for their hygiene products increased significantly due to the COVID-19 pandemic, which required capital for machinery and raw materials to manage the production constraints. The business has a secured market and trade agreements with Clicks, Pick n Pay, Mass Mart and other Independent distributors.

Amount Funded	R3.5 million
Jobs Supported	22
Products	Household and hygiene products



Asty Plastics

- Asty Plastics Machinery is 100% black-owned business involved in the manufacture of various products including hand sanitizers and hand washing gels. The business manufactures its own branded products of hand sanitizers known as Young Designer Collection.
- The business is based in Durban, KwaZulu Natal.



Amount Funded	R5.8million
Jobs Supported	55
Products	Plastic bottles, hand sanitizers, hand washing gels, body gels, body lotions

Building the economy, brick by brick



Construction of 312 social housing apartments in Kempton Park, Ekurhuleni, to be known as *Kempton Village*. Its scale and magnitude, developmental essence and the entrepreneurial spirit that birthed it, define the courage and vision of the NEF and its co-funders.

NEF Investments in the Fuel Sector

- Within the NEF's franchise portfolio, service stations rank as the most vibrant and successful both commercially and in terms of the repayment trends to the NEF.
- Relationships have been created with the various petroleum companies in line with the NEF SME Strategy that seeks to leverage the technical expertise provided by the oil companies for the benefit of black and women-owned enterprises.



R885 million



110 fuel stations



3 473 jobs



31% successful exits



44% women-owned



R100 million
guaranteed

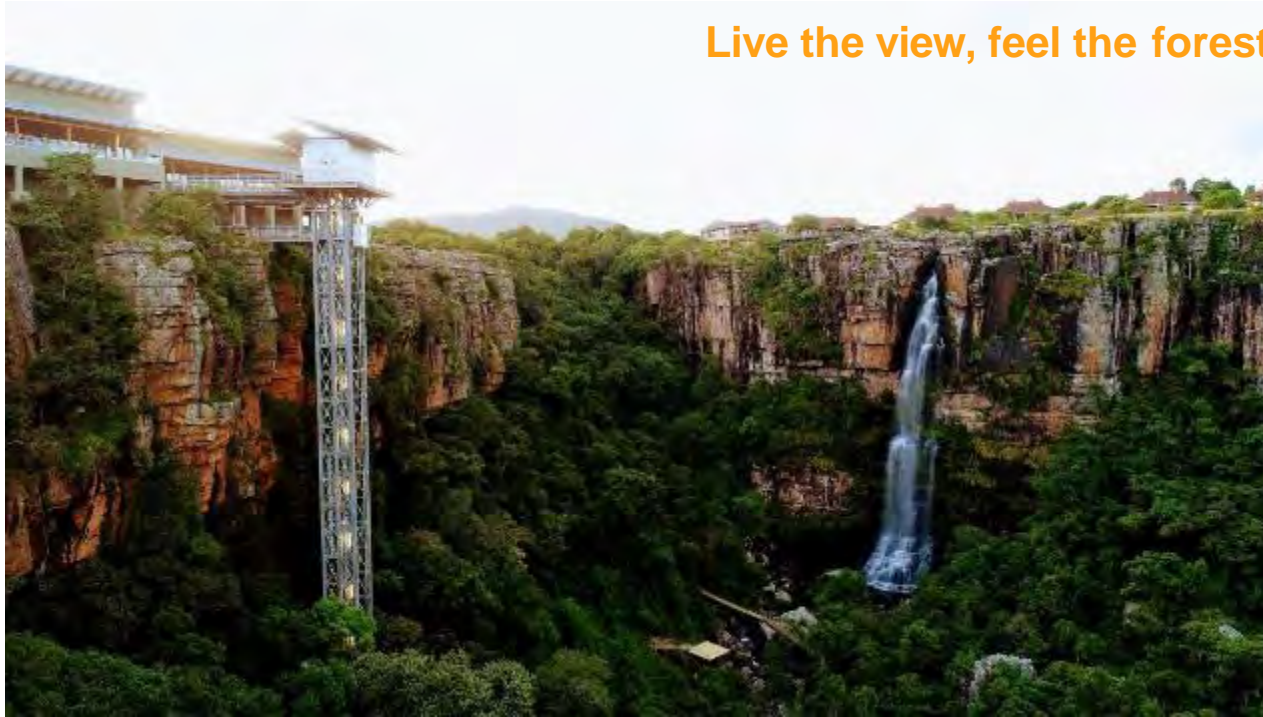
Success attributes:

- ❖ Hands-on approach by the owner
- ❖ Location is very critical
- ❖ Branding – new and revamped sites
- ❖ Continuous marketing with stakeholders
- ❖ High volume-based forecourt
- ❖ New developments in the area
- ❖ Non-financial support
- ❖ NEF personnel continuous monitoring & advice



Graskop Gorge

Live the view, feel the forest!



The Graskop Gorge Lift Company is the latest and most innovative tourism development in South Africa. This jewel of Mpumalanga's Panorama Route is located in the breath-taking Afromontane forest and may be accessed via a viewing elevator that travels 51-metres down into the Gorge. The centre also offers a restaurant perched on the edge of the gorge, an art gallery, African fashion, curios, crafts and much more.

The journey begins as the visitor drops off the grassy cliff top plateau in a custom-designed 26-passenger outdoor elevator. It travels down the cliff face into the cool mountain forest below. The forest trail is a sensory delight and environmental splendour, full of natural sounds, texture and unforgettable sights. Water drips down rock faces, moss grows in abundance, the river dances across boulders and the waterfall cascades. A rich, earthy aroma lingers, and little flowers vie for attention next to towering trees as exotic birds glide gracefully in their pristine habitat.



APM Busses

- APM provides intercity passenger transport services.
- APM started its operations with four rented/leased buses before obtaining NEF funding.
- APM received R50.5 million expansion finance from the NEF.
- The company has sales offices in Pretoria, Johannesburg and Durban.
- APM has 32 operating licenses for all the routes envisaged in the business plan.
- Black ownership is 100% and includes black women and youth.
- Through this investment, 30 jobs were retained and 33 new jobs were created.
- Localisation: All NEF-funded buses were assembled South Africa.
- Local content of body value is 31%, chassis is 19%. Average of 25%.



BusaMed – transforming healthcare in SA

Busamed's vision is to be a consolidator of the fragmented health care market. This has been kick-started with the commercialisation of 4 hospital licenses for 630 hospital beds, spread over three provinces, namely Western Cape, Gauteng and the Free State. The aim is to develop centres of excellence, which will provide world-class services. The first hospital (a cardiologic centre) commenced operations & admitted its first in May 2015. The second hospital was launched in Johannesburg's Modderfontein in November 2016, while the third was launched in Harrismith at the same time. The Bloemfontein hospital began operation in 2018.



PIC invested circa R700 million in BusaMed



Park Inn Hotel – R45.8m

- Presently the 3-star graded hotel with 160 rooms, centrally located in Polokwane within 3 kms from the CBD, next to a Golf course and Peter Mokaba Stadium, about 6kms to the airport and within walking distance to many professional firms and entertainment.
- Targeted at local and international business and leisure travellers.
- Traveller who requires quality services, a comfortable and safe environment.
- Offering all amenities including restaurant, conference facility and other related facilities typical of a 3-star midscale hotel experience.
- NEF funding of R45.8 million has enabled B-BBEE ownership of 83%, including the NEF equity as well as effective black women shareholding of 30%.
- And effective black woman shareholding is 30% and black male is 30%.
- This investment supports 108 direct permanent jobs.



POWER 98.7 - Now We're Talking

- The NEF has funded POWER 98.7 to the tune of R49,3million in a total project cost of R132 million.
- The radio station aimed at creating a platform that serves as a catalyst for frank talk about key issues and concerns in the hearts and minds of the audience.
- The company's core target market is aspirational black men and women aged between 25 and 49 years old in LSM 6 to 10.
- POWER 98.7 is licensed to broadcast up to 70% of its air time as talk and at least 30% of its air time as music.



POWER 98.7
NOW WE'RE TALKING