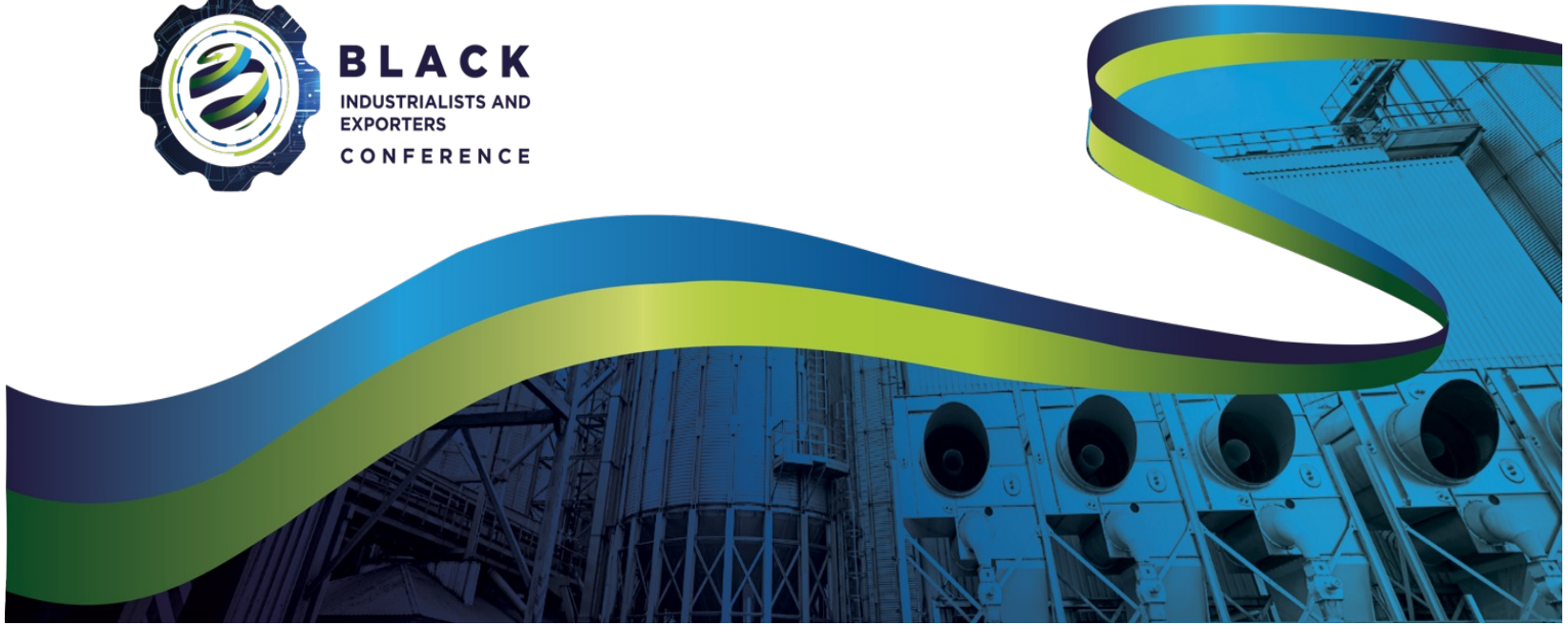


# THE BLACK INDUSTRIALISTS AND BLACK EXPORTERS CONFERENCE

Presentation to the portfolio Committee  
15 November 2022



**BLACK**  
INDUSTRIALISTS AND  
EXPORTERS  
CONFERENCE



**the dtic**

Department:  
Trade, Industry and Competition  
REPUBLIC OF SOUTH AFRICA



Industrial Development Corporation

Partnering you, Growing the economy, Developing Africa



**NATIONAL  
EMPOWERMENT  
FUND**

Growing Black Economic Participation





# Overall Mandate: the dtic and its Agencies



- **the dtic** and agencies have a mandate to support growth, jobs, industrial dynamism and transformation. It uses tools of industrial development , trade policy, competition measures and broadening levels of empowerment and economic inclusion.
- At the core of economic empowerment policies of government is the need to:
  - Redress the history of exclusion and its legacy
  - Lay the foundation for deeper growth through greater economic inclusion that widens the pool of enterprise and talents from which the economy can develop and grow.
  - Address the high inequalities, a challenge that many more countries now face, associated with the impact of globalisation in different parts of the world.
- The Black Industrialist and Exporter Conference was held on 20 July 2022.

**Link to the dtic Annual Performance Plan:  
Industrialisation and Transformation outcomes.**

**Link to dtic Budget Vote: Black Exporters  
Conference announced for 2022.**









The inaugural Black industrialist and Exporters Conference was a platform to:

- Reflect on progress made in advancing redress and transforming a skewed racialized economy and discuss further initiatives to strengthen economic transformation in support of greater diversity in ownership in the economy;
- Highlight Black Industrialist capabilities, their contribution to the South African economy and celebrate and recognize the successes of the Black South Africans in the economy.
- Identify challenges faced by industrialists and exporters to access funding, markets, technology and infrastructure for their business to grow; and



# Black Industrialists and Exporter Conference at a glance



 <p>1 300+ Participants 800+ black firms</p> <p><small>shutterstock.com - 612469265</small></p>	 <p>139 Exhibitors</p>	 <p>Extensive media coverage</p>
 <p>73 panelists and speakers</p>	 <p>7 Ministers participated in panels</p> <p><small>© Can Stock Photo</small></p>	 <p>10 Black Industrialists Excellence Award Winners</p>
<p>5 DFIs comprising National and International Organisations</p>	<p>22 banking and finance officials from the private sector</p>	<p>9 buyers from the biggest retailers, including Massmart, Shoprite, Woolworths, the Foschini Group and Pick'n Pay</p>



The Black Industrialist and Black Exporters Conference comprised 5 distinct platforms:

- **One:** a major **Forum** of discussions
- **Two:** the launch of **Networks** of support events with the President
- **Three:** a **Marketplace** of black industrialist exhibitors
- **Four:** **Awards** of Excellence
- **Five:** an **Information**, media, and public awareness platform







## **FIVE PLATFORMS OF THE BLACK INDUSTRIALIST AND BLACK EXPORTERS CONFERENCE**



# 1. Forum Discussions



- A Plenary session was addressed by the President and by the Minister of Trade, Industry and Competition.
- Six High-level Panel sessions were held comprising the following topics:
  - Assessing the impact of Broad-based empowerment: what can we celebrate, where are we.
  - Strengthening the impact of transformation: what should we focus on, where do we go.
  - Facilitating transformation - the role of Supplier Development and Procurement.
  - What are the challenges and opportunities with financing Black Industrialists.
  - Promoting exports and the AfCFTA and Master Plans to support economic inclusion.
  - Quantifying the impact of B-BBEE.



# Keynote address by the President - extracts



“This inaugural Black Industrialists and Exporters Conference is an opportunity to reflect on progress in advancing redress and equity in the South African economy. It is an opportunity to discuss what we need to do together to expand the frontiers of economic transformation for the next decade and beyond. Next year marks 20 years since the promulgation of the Broad-Based Black Economic Empowerment Act. It is undeniable that we have made gains in transforming a skewed, racialised economy.

“By way of example, in 1994 there were around 150,000 black-owned formal businesses in South Africa. Today, there are well over 300,000 black entrepreneurs who own over half of all small businesses in the formal sector. In addition to the progress in management, shareholding and ownership of businesses by black and women South Africans, there has also been substantial progress on employment equity.”



# Keynote address by the President - extracts



“But 28 years into democracy, there are still barriers preventing black entrepreneurs from meaningful and equitable participation in the economy. These barriers are particularly challenging for women, youth and persons with disabilities... for entrepreneurs in townships and rural areas. These entrepreneurs have difficulty accessing finance, markets, technology and infrastructure. There is red tape and other bureaucratic obstacles. On a wider scale, there is also the concentrated nature of the economy and ownership patterns, and exclusion from major value-chains.

“For this reason, even as we celebrate black entrepreneurial success, our eyes must look towards the horizon. While we are here to deliberate on learnings from the Black Industrialists Programme and other initiatives, this conference is also about shifting the transformation agenda into higher gear. What we want to see from this conference is the makings of a new, improved trajectory for broad-based black economic empowerment. We want concrete proposals on how to leverage both capacity and resources from across society. We want a frank conversation about impediments to the expansion of black business, not just from government, but from the private sector as well.”



# Keynote address by the President - extracts



**BLACK**  
INDUSTRIALISTS AND  
EXPORTERS  
CONFERENCE

“We need to talk about private sector procurement, value chains, access to financing for emerging black business and how existing systems militate against emerging black business. We need to talk about the inefficiencies in the economy that affect established and emerging businesses alike. We should be discussing the steps we have taken – and still need to take – to significantly improve the state of our ports, rail lines and roads. We need to discuss the far-reaching reforms we are taking in telecommunications, energy and water to improve the competitiveness of our economy and reduce the cost of doing business.

“These reforms are all necessary if we are to create conditions that enable black industrialists to emerge, to grow and to flourish. In particular, we need to act decisively and urgently to end the load shedding that is causing such damage to our economy and such disruption to our society. Like every other actor in the economy, black industrialists can simply not grow without a reliable supply of affordable energy. We have done much over the last four years to transform the country’s energy landscape and bring new generation capacity online. But that is not enough. And we need to move faster.”





# Platform One: Forum Discussions



Panel discussion



# Platform One: Forum Discussions

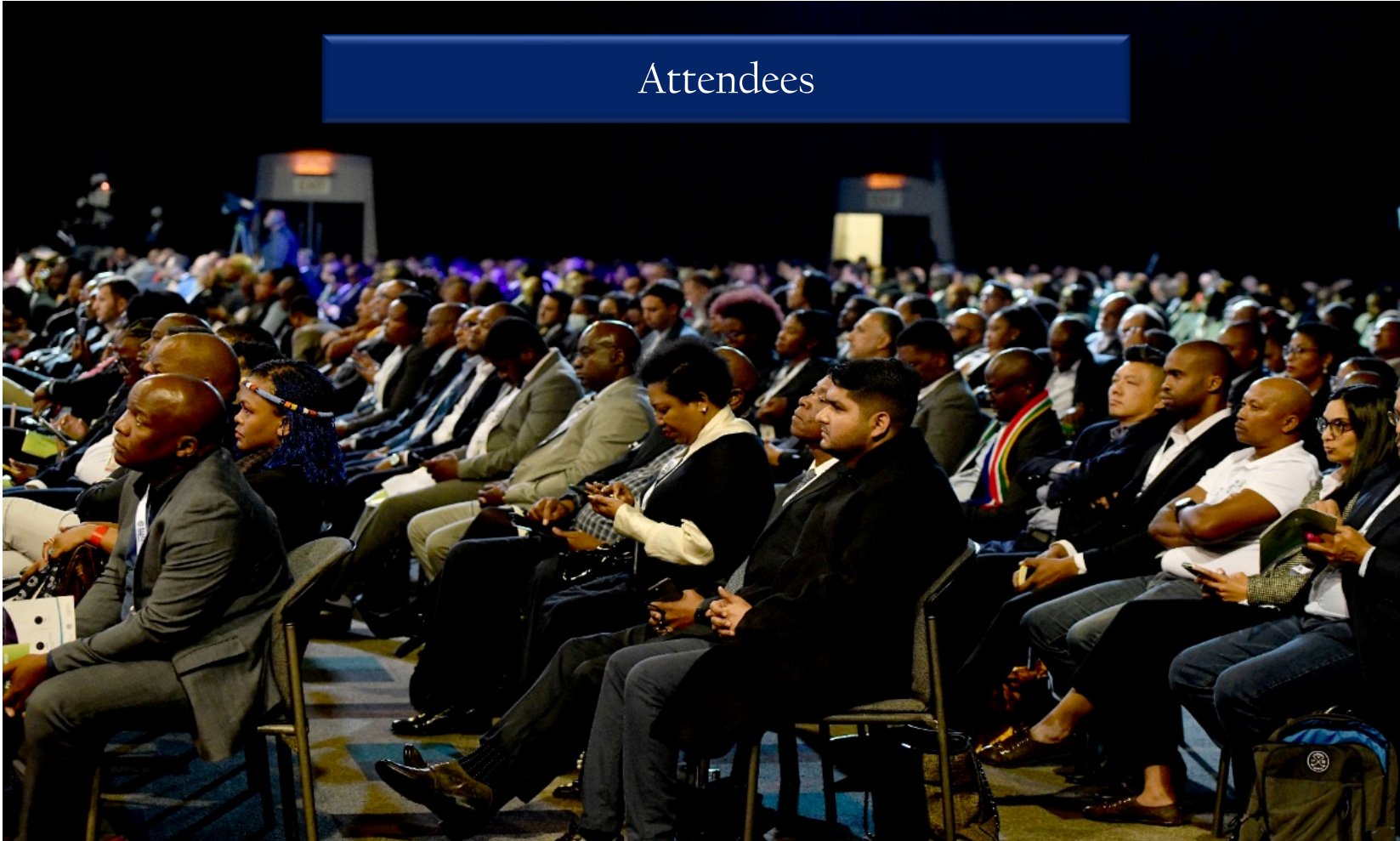
Attendees





# Platform One: Forum Discussions

Attendees





# Platform One: Forum Discussions



Attendees



# Platform One: Forum Discussions

Attendees





# High Level Panel 1: Assessing the impact of Broad-based empowerment -what can we celebrate, where are we

***MODERATOR:*** Minister Enoch Godongwana (Minister of Finance)

***PANEL MEMBERS:***

- Ms Gloria Serobe  
(Executive Director: Wiphold)
- Mr Kuseni Dlamini  
(Chairperson: Massmart)
- Ms Busisiwe Mabuza  
(Chairperson: IDC)
- Ms Sindi Mabaso-Koyana  
(Chairperson: AWCA Investment Holdings)





# High Level Panel 1: Assessing the impact of Broad-based empowerment -what can we celebrate, where are we



## PANEL DISCUSSION

### KEY POINTS

- Black Industrialist are developing and commercialising innovative products and services; generating new industries and firms to create employment opportunities and wealth.
- The Black Industrialists Programme is an important step in expanding transformation through supporting the creation of enterprises to contribute to economic growth and job creation.

### PROPOSALS MADE BY PANELISTS:

- Creation of funding structures - venture capital to support black entrepreneurs.
- Development Financial Institutions and banks to be more creative to enable Black Industrialists (particularly those in rural and underdeveloped areas) to access more funding
- Link black industrialists to global markets and showcase their products.



# High Level Panel 2: Strengthening the impact of transformation: what should we focus on, where do we go

***MODERATOR: Minister Ebrahim Patel***

***PANEL MEMBERS:***

- Ms Nolitha Fakude  
(Chairperson: Anglo American South Africa)
- Mr Elias Monage  
(President: Black Business Council)
- Ms Zingiswa Losi  
(President: Cosatu)
- Mr Mcebisi Jonas  
(Chairperson: MTN)
- Mrs Sabine Dall'Omo  
(CEO: Siemens South Africa)





# High Level Panel 2: Strengthening the impact of transformation: what should we focus on, where do we go



## PANEL DISCUSSION

### KEY POINTS

- Transformation extends beyond ownership and also incorporates the other seven pillars of the B-BBEE scorecard, such as skills development.
- Master Plans must continue to generate the growth that is required with increased focus on supplier development including for import replacement
- Worker ownership widely welcomed and to be accompanied by representation in corporate boards
- Wealth generated must be reinvested in new economic enterprises and communities.
- Strengthen data gathering and technical assistance services for SMMEs.
- Corruption in procurement damages legitimate black entrepreneurship, it must be tackled as part of efforts to highlight achievements of genuine Black Industrialists.
- Localisation is a key tool to empower the township economy and support enterprises
- Successes of broad-based empowerment were not well communicated; and this should not simply be a government responsibility. Other thought-leaders have a role to play. 20



# High Level Panel 2: Strengthening the impact of transformation: what should we focus on, where do we go



## PANEL DISCUSSION

### PROPOSALS MADE BY PANELISTS:

- Black Industrialist support to be designed to support sustainable business.
- Prioritisation of local procurement to support the development of new industries.
- Strengthen partnerships between the private and public sectors to develop Black Industrialists.
- An ecosystem of support by black industrialists for other emerging black businesses should be encouraged.
- Ensure alignment amongst government funding institutions with a referral process to improve efficiency
- Leverage experiences – industrialists need to engage and through networks that share export and domestic market opportunities.
- Preferential procurement has a role to drive transformation across the public and private sectors.



# High Level Panel 3: Facilitating transformation - the role of Supplier Development and Procurement



***MODERATOR:*** Minister Khumbudzo Ntshavheni (Minister of Communications and Digital Technologies)

***PANEL MEMBERS:***

- Ms Portia Derby  
(Group CEO: Transnet)
- Mr Molefe Fani  
(Acting Chief Procurement Officer: National Treasury)
- Mr Velaphi Ratshefola  
(Managing Director: Coca-Cola)
- Ms Maude Modise  
(Divisional Financial Manager: Shoprite Group)
- Mr Thami Gxowa  
(Director: Ikusasa Green)
- Mr Kganki Matabane  
(CEO: Black Business Council)
- Mr Hlubi Shivanda  
(Director: Samsung SA)





# High Level Panel 3 : Facilitating transformation - the role of Supplier Development and Procurement



**BLACK**  
INDUSTRIALISTS AND  
EXPORTERS  
CONFERENCE

## PANEL DISCUSSION

### KEY POINTS:

- Partnerships must be encouraged, to build a robust pool of suppliers across value chains.
- Medium to large business enterprises can have a significant impact on employment and the tax base.
- Stability of energy supply is posing a real challenge to businesses.

### PROPOSALS MADE BY PANELISTS:

- Competition Authorities to intensify investigations into markets where dominant firms inhibit the entry and growth of new firms
- Multi stakeholder alliances to improve access to the order book of key procurers to improve product development and quality.
- Networks among Black Industrialists to promote collaboration.
- Financial value of contracts awarded to black businesses must be tracked.



# High Level Panel 4: What are the challenges and opportunities with financing black industrialists



- **MODERATORS:**

Minister Mmamoloko Kubayi  
(Minister: Department of Human Settlements,  
Water and Sanitation) and  
Mr Harald Harvey, Sugar Master Plan facilitator

- **PANEL MEMBERS:**

- Mr TP Nchocho  
(CEO: IDC)
- Mr Sim Tshabalala  
(CEO Standard Bank)
- Ms Philisiwe Mthethwa  
(CEO: NEF)
- Ms Sonja De Bruyn Sebotsa  
(Principle Partner: Identity Partners)
- Mr Sibusiso Maphatiane  
(Executive Director: Naledi Ringrollers)
- Ms Zikhitha Zatu-Moloi (CEO Rail2Rail)





# High Level Panel 4: What are the challenges and opportunities with financing Black Industrialists



## PANEL DISCUSSIONS

### KEY POINTS:

- Access to the capital and financing remains a gap and is necessary to grow and expand businesses.
- Entrepreneurs to make own financial contributions towards a project as this enables limited state financial resources to be spread across a larger pool of entrepreneurs.
- Bankability is key for impactful funding.
- Access to Government schemes such as the COVID-19 Relief Package, administered via commercial banks – still proved onerous due to stringent banks requirements for approval.

### PROPOSALS MADE BY PANELISTS:

- Review risk appetite of DFIs and commercial banks.
- Better coordination of support across the three spheres and by private sector in support of black businesses.
- Establishment of a portal to disseminate information on sources of funding available by the private and public sector.
- Seamless access and ease of funding for Black Industrialists and entrepreneurs.



# High Level Panel 5: Promoting exports, AfCFTA and Master Plans to promote economic inclusion

**MODERATOR:** Minister Thoko Didiza  
Minister of Agriculture, Land Reform and Rural  
Development

## **PANEL MEMBERS**

- Mr Mandisi Nkuhlu  
(COO: Export Credit Insurance Corporation)
- Ms Rehema Isa  
(CEO: OYA Foods)
- Mr Kgomotso Lekola  
(MD: BT Industrial)
- Ms Vivian Kleynhans  
(CEO: Seven Sisters)
- Mr Nizam Kalla  
(MD: AMKA)
- Mr Luvhengwa Nemaorani  
(CEO: Easy Farm)





# High Level Panel 5: Promoting exports, AfCFTA and Master Plans to promote economic inclusion



## PANEL DISCUSSIONS

### KEY POINTS:

- Support in accessing markets was highlighted - and the need for Black Industrialists to partake in existing export value chains
- The discussion focused on access to finance and understanding the criteria used for eligibility, bankability and affordability of various offerings and instruments in the market such as grants, seed funding/venture capital, equity funding, working capital, long-term loans etc.
- Turnaround times for approvals should be improved.
- ECIC highlighted the necessity of having pre-approved facilities that could speed up the execution of deal specific finance.

### PROPOSALS MADE BY PANELISTS:

- ECIC and IDC are working on an MoU that will provide a collaborative facility of export finance and credit insurance package.



# High Level Panel 6: Quantifying the impact of the B-BBEE



- **MODERATORS:**

Minister Thulas Nxesi (Minister:  
Department of Employment and  
Labour)

Mr. Ayabonga Cawe

- **PANEL MEMBERS**

- Ms Polo Leteka  
(President: Association of Black  
Securities and Investment  
Professionals )
- Dr Nthabiseng Moleko  
(Chairperson: NEF)
- Mr Martin Kingston  
(Executive Chairperson: Rothschild)
- Ms Trudy Makhaya (Presidency)





# High Level Panel 6: Quantifying the impact of the B-BBEE



## PANEL DISCUSSIONS

### KEY POINTS:

- The starting point in the discussion was the recognition that rather than just transfers of ownership, B-BBEE is *an integrated series of socio-economic strategies and actions* targeted at benefitting disadvantaged groups, but also a key feature of the structural transformation that the South African economy is expected to undergo.
- South Africa has come along way since the narrow focus on heavily leveraged ownership deals. Panel participants mentioned opening up of supply chains to Black Industrialists and the inclusion and of black managers and professionals in the higher occupational categories of organisations and firms.
- It was highlighted that if B-BBEE is to complement economic diversification and structural change, there would be a need for stronger and more agile bureaucratic interface with this instrument of transformation.
- Panellists highlighted, despite significant social contest, the important role of public procurement in promoting B-BBEE and state procurement being a conduit for economic diversification as well as structural and demographic transformation.



# High Level Panel 6: Quantifying the impact of the B-BBEE



## PANEL DISCUSSIONS

### PROPOSALS MADE BY PANELISTS:

- A review of instruments such as codes and charters in order to address non-compliance and consideration how such instruments can facilitate entry and advancement for Black Industrialists in new sectors of the economy
- B-BBEE (especially via skills development and enterprise and supplier development) should consider enabling and facilitating the growth of small and medium sized enterprises, while also confronting concentrated product and service markets which constrains the growth of black entrants.
- State institutions, in particular the DFIs should facilitate B-BBEE outside of the 'typical sectors' (banking, mining, media and other licensed sectors), and into new markets (especially export markets).



## 2. Networks of support



### INTRODUCTION OF THE B-BBEE COUNCIL





# Platform Two: B-BBEE Council



## B-BBEE COUNCIL

- The newly establishment Advisory Council will be advising government, and guiding the trajectory of B-BBEE as South Africa recovers and rebuilds from years of slow economic growth and the impact of the COVID-19 pandemic.
- In line with the legislation that applies to the Council, members are drawn from business, trade unions, community-based organisations and academia. They also have broad expertise in major sectors of the economy.
- The President launched the council on 5<sup>th</sup> July 2022 and appointed 14 Council members in terms of Section 6(1) of the Broad-Based Black Economic Empowerment Act (Act No 53 of 2003). Eight of the members are women. The appointments are for a period of five years.



**President Cyril Ramaphosa : Chairperson of the Council**



## BLACK EXPORTERS NETWORK





## BLACK EXPORTERS NETWORK

- The Minister of Trade, Industry and Competition formally launched the Black Exporter Network in the presence of President Cyril Ramaphosa.
- The current membership is close to **80** and continues to grow.
- Members are drawn from sectors such as **auto components, food, machinery, doors, clothing and textiles, energy, chemicals and plastics, pharmaceuticals and cosmetics, furniture as well as rail and construction.**
- Members of the Black Exporter Network are exporting their products across the world, gaining access to new markets, an important element of our transformation efforts
- Some early successes were highlighted, with black exporters active in **SACU** and **SADC markets**, as well as markets such as the **EU, China, Japan, Russia, UK, USA, Australia and Canada.**





# Platform Two: Launch of Networks



## BLACK EXPORTERS NETWORK

- Oya Foods was conceptualised during the lock-down brought about by the Covid- 19 pandemic in 2020.
- The firm manufactures long shelf-life, ready-to-eat and ready-to-cook, plant based foods and snacks, for the health conscious consumer.
- Products include dried vegetables, vegetable powders, beverages (ready to drink) and snacks, pestos and sauces, as well as chocolates.

***“The opportunity to participate in industry specific conversations and to engage on matters of the ecosystem for entrepreneurship was definitely a highlight.***

***After a long hiatus, being able to walk around stalls and to see what Black Industrialists are doing visually and in person and to engage with them gave a fresh lens on scale and scope of industrialist activity . . .***

***Oya Foods received a number of queries and opportunities for future engagement. – Rehema Isa”***



**Rehema Isa and Lebo Biko - GAUTENG**







## BLACK EXPORTERS NETWORK

- Baynes Transformer Technology (BTT), designs, manufacturers and distributes small and medium power transformers, miniature substations and wind and solar renewable transformers.
- The company, which is based in Johannesburg, offers tailor-made energy solutions to markets in the African continent. They have customers as far afield as the Middle-East.



**Ernest Baynes - GAUTENG**

***“ BTT’s expansion onto the African continent is strongly promoted by the dtic and this support is of strategic importance to the growth of the company into a continental Black Industrialist. The initial support received by the dtic Black Industrialist programme has enabled BTT to expand and upgrade its South African operation.***

***The transition and addition of the BEN support was seamless and valuable. The export and outward investment team at the dtic provides access to knowledge, expertise and networks across the continent. . . . - Ernest Baynes”***





## BLACK EXPORTERS NETWORK

- Afro India Rolling Mills (Pty) Ltd is a new foundry and rolling mill plant commissioned in December 2021, to produce aluminium and copper alloys.
- In 7 months since commissioning, having reached 50% production capacity the company produced and exported approximately 4500 tons of aluminium ingots to countries like Japan, Indonesia, Thailand, as well as to Italy, with a production value of USD 9.4 million.
- Customers for its products include companies such as Toyota, Honda, and Sato
- The company employs 134 staff and has an in-house laboratory, with the latest industry specific specialized equipment, operational 24 hours a day for the testing of alloys as they are produced.



**Swasti Sirohi - KZN**



***“ . . The awards themselves were very enlightening in terms of the great work that young entrepreneurs are doing in South Africa. The entire function, including the exhibitions was well organised and grandly executed - Imraan Omar”***







## BLACK EXPORTERS NETWORK

- Ario MetaPower, established in 2014, designs and manufactures power electronic equipment. Products include inverters (the only producer in South Africa), rectifiers and soft starters. The inverters are produced for renewable energy systems.
- Mitsubishi Electric Europe selected Ario as its preferred supplier of inverters and soft starters. Ario was accepted as a Mitsubishi factory partner in 2017.
- Ario's two founders are Dr Ramatsela Masango, who is the company's chairperson, and Mr Louis Heyns, the Managing Director.
- Dr Masango received her PhD in Nuclear Engineering from the Pennsylvania State University. Ramatsemela previous held the positions of Senior Manager for Safety and Licensing on the PBMR Fuel Plant project and Group Executive at NECSA. She has a career of over 20 years within the nuclear industry

***"The establishment of the Black Exporter Network (BEN) is certainly a step in the right direction, as it provides opportunities to establish new networks and collaborate. The launch was key in that it brought about the awareness of the BEN and what it stands for . . . During the conference, I met with a potential investor in our business, whom we are still engaging with"– Dr Ramatsemela Masango***

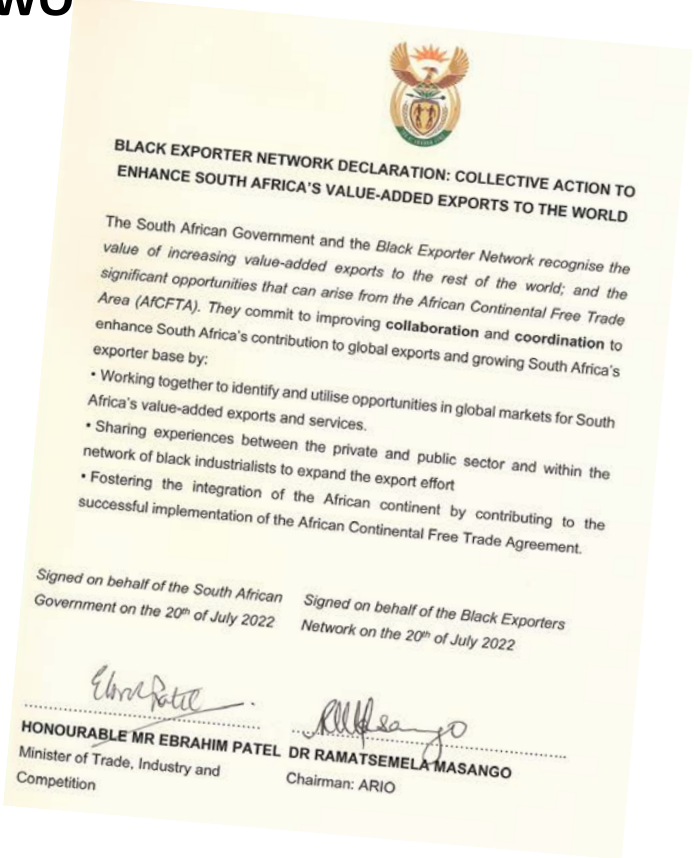


**Dr Ramatsela Masango -  
GAUTENG**





## BLACK EXPORTERS NETWORK





# Platform Two: Other Networks Announced

- Three networks were announced as priorities:
  - Black Auto Component Makers
  - Black Film Makers
  - Black Industrial Innovators (includes Sustainability and Beneficiations Enterprises)
- These networks will promote the creation of contacts and long term relationships for knowledge development and joint activity.



Black Film Makers Network



## Platform Two: Other Networks Announced and to be Formalised



**Black Auto Component Makers**



# 3. Marketplace of Exhibitors



## Exhibitions

Upon Entering the Marketplace around 30 food and beverage exhibitors were displayed





# Platform Three: Market Place of Exhibitors

- The market-place showcased products and services from Black Industrialists.
- It enabled firms to profile their output to conference participants, financiers, procurers as well as a broader audience through the media coverage.
- The market place concept replaced the traditional modular exhibition booths and provided for a more dynamic and interesting visual experience that better represented the scale and range of products manufactured by BIs.





# Platform Three: Marketplace of Exhibitors

**Furniture Companies profiling their products**

**32 Fashion, Clothing, Footwear and Leather Companies profiling their products**



Exhibitions





# Platform Three: Marketplace of Exhibitors

- The exhibition included the participation of **139** Black Industrialist entities (27 women owned) in the following sectors:
  - Agriculture and Agro-Processing (30)
  - Automotive (5)
  - Chemicals, Plastics and Packaging (9)
  - Cosmetics (8)
  - Energy, Oil and Gas (6)
  - Fashion, Clothing, Footwear & Leather (32)
  - Film (4)
  - Furniture (6)
  - General Manufacturing (12)
  - Innovation and Technology (7)
  - Metal and Mining Services (20)





# Platform Three: Marketplace of Exhibitors

the dtic, ECIC and IDC had booths where visitors could enquire and engage on support services



Exhibitions





# Platform Three: Marketplace of Exhibitors

- Exhibitors reported that R9.7 million in sales and R11.1 million in investment was generated as a result of their participation.
- The 139 Black Industrialists participants were from the following provinces:
  - Eastern Cape
  - Free State
  - Gauteng
  - KwaZulu Natal
  - Limpopo
  - Mpumalanga
  - North West
  - Western Cape

African Fashion International (AFI)  
presented 16 designers - Gauteng



Ikusasa Green – Eastern Cape



**SOMNYAMA**  
ZANELE MUHOLI  
**NGONYAMA**  
X  
GAVIN RAJAH

- Zanele Muholi, a Cape Town-based designer, collaborated with Gavin Rajah, produce the homeware collection, 'Muholi's ongoing Somnyama Ngonyama' (Hail the Dark Lioness).
- Muholi is a visual activist and photographer from Umlazi, Durban who live and work between Durban and Cape Town, and have exhibited in numerous countries.
- Gavin Rajah is a South African fashion and interior designer who founded the Cape Town Fashion Week and was the first African brand to be invited by to show at Paris Fashion Week (Couture).
- The collection includes cushions, carpets, throws, curtains and candles.



**Zanele Muholi and Gavin Rajah – WC  
and KZN**







**Somnyama Ngonyama x Gavin Rajah Stand at BIEC Marketplace**

*“The experience was inspiring as it showed us what other industrialists were doing in their sectors. We had a huge amount of interest and some of the outcomes were:*

- *We have been approached to work with a South African company to design and manufacture carpets for them*
- *We are working with textile manufacturers to create new fabrics for the collection*
- *We exported to the USA, Italy and France we were sold out.*
- *Locally we were sold out in 3 days of opening sales – Gavin Rajah”*

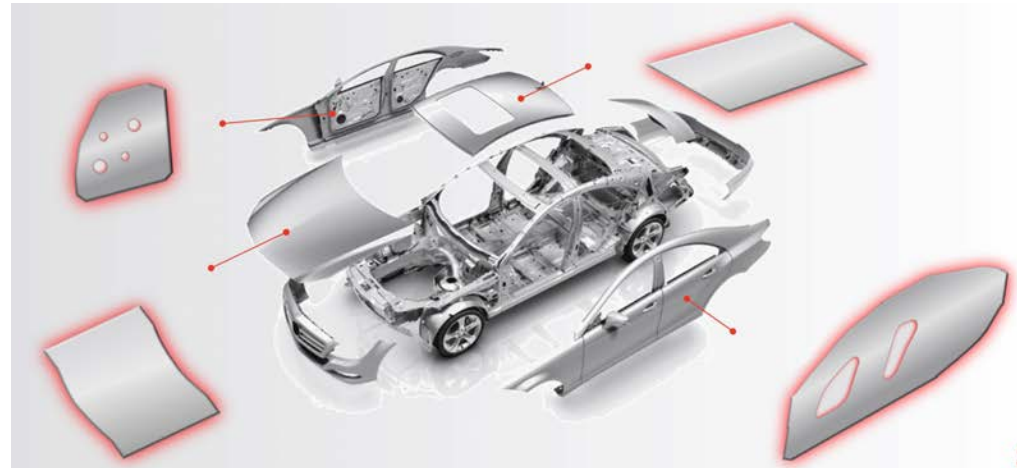


# Marketplace Of Exhibitors

- VM Automotive is a supplier of aluminium and steel products to the automotive industry. It produces metal blanks used for various body parts of vehicles.
- The company manufactured metal blanks for 10 new body parts for the 4<sup>th</sup> generation Mercedes C-Class. Previously these parts were imported from Europe. This C-class was exported to more than 80 markets around the world.
- In 2019 the company also secured a contract to produce metal blanks for the current C-Class. The current C-class is projected to be exported to 110 countries.
- The majority shareholder and CEO is Mr Gibson Njenje.



**Gibson Njenje – GAUTENG and EC**





# Marketplace Of Exhibitors

President Ramaphosa viewing VR Stand



*“Being recognised as part of the Black Industrialist programme on its own has exposed us to other potential customers and clients not just in the automotive sector.*

*We have been inundated with OEM’s and other potential clients requesting visits to both our Rosslyn and Berlin plants. Other suppliers and manufacturers have also made contact and agreements are in place on having a mutual working relationship, which we feel is caused by the BIC exposure - Gibson Njenje ”*



VR Stand at BIEC Marketplace



# Marketplace Of Exhibitors



- Pamodzi Unique Engineering designs and manufactures products, parts and equipment for sectors including mining, chemical, hygienic industries and agriculture.
- Its established brands include Eco and Wilflo Pumps, Unique Blast Barricades and BES Pantographs, which are distributed through an extensive network of local and international distributors.

***“This was a good initiative to recognise black companies that are pushing through despite the challenges faced in the economy and country at large. It demonstrated that the government is still supporting and considerate of Black companies and instilling some sense of pride in the work that we are doing with all the negativity around us.***

***It provided a platform for marketing our products and a company as a whole as well as networking with other companies . . . - Sindisiwe Dlamini***



**Sindisiwe Dlamini -  
GAUTENG**











- GET Mining Services manufactures ground engaging tools for the Mining Industry.
- Its product range covers all loading equipment from 200Ton class right up 1000Ton class and the company offers a range of direct replacement parts for alternate brands.
- The companies REW range of auxiliary machines has been in the market for over 40 years and is well received. GET offers a range of undercarriage parts for all tracked machines

***“The BI&E conference exposed our company to Black Industrialists in the mining sector and we hope the contacts made will yield fruitful work relationships going forward.***

***- Olivia Fuka***



**Olivia Fuka - GAUTENG**





# 4. Awards Of Excellence

- The awards of excellence celebrated, show-cased and honoured the Black Industrialist contribution in a number of sectors
- There were 7 award categories. Finalist and winners are show in the following slides.

AWARD CATEGORY	NUMBER OF ENTRIES	NUMBER OF FINALISTS
Local Manufacturer	32	4
Innovation & Technology	28	4
Sustainability	10	3
Job Creator	30	3
Youth Industrialist	15	4
Women	27	6
Black Exporter	17	3





Dr Nthabiseng Moleko (Chairperson: NEF – National Empowerment Fund)

- A Development Economist, former CEO at the Joe Gqabi Development Agency, and currently serves as a Commissioner and Deputy Chairperson of the Commission for Gender Equality. She also serves in the strategic advisory committee of the Development Bank of Southern Africa's Infrastructure Fund.



Ms Busi Mabuza, (Chairperson, IDC)

- Currently serves as the Board chairperson of the Industrial Development Corporation (IDC) and the BRICS Business Council. Her leadership has extended to several board roles including Tsogo Sun Chair of the Board of Directors of Airports Company South Africa and the Central Energy Fund.



Mr Eustace Mashimbye (CEO, Proudly SA)

- More than 17 years in accounting and financial management roles, in both the public and the private sector with Telkom, Edcon, the Department of Trade & Industry and Proudly SA. He has served on various boards such as The Business Place and the South African Savings Institute.



Ms Malebo-Mabitje Thompson, (DDG, **the dtic**)

- The Deputy Director General responsible for Incentives Development and Administration (Currently known as Industrial Financing) where she oversees the **the dtic** team which designs and administers financial support to firms in SA



# The Pioneer Industrialist Award



- Gloria Serobe was born in Gugulethu, in the Western Cape. She started her professional career at Exxon Corporation in the US, after which she returned to South Africa to work in various positions for the Premier Group's Epic Oils and then Munich Reinsurance. She opted for a cut in salary to escape the routine of accounting and moved into investment and merchant banking with Standard Corporate & Merchant Bank.
- In 1996 Gloria joined state transport utility Transnet as group financial director until 2001, and served on the company's board as well as on the boards of its subsidiaries at the time, including Spoornet, Portnet, Petronet and South African Airways.
- In mid-2001, a few years after founding WIPHOLD with Louisa Mojela, Wendy Luhabe and Nomhle Canca, Gloria joined the company fulltime as its Executive Director, and later as CEO of its subsidiary, WipCapital.



# Special Black Industrial Pioneer Award



Industrialist Pioneer Award: Wiphold



# Manufacturing Award Finalists



**Capebio™**  
Rich in Diversity

BLACK INDUSTRIALIST

• DANIEL NDIMA (CEO)

LOCATION

• CENTURION, GAUTENG



**ASTR****FICA**  
TECHNOLOGIES

BLACK INDUSTRIALIST

• JESSIE NDABA AND KHALID MANJOO

LOCATION

• WESTERN CAPE AND , GAUTENG



**BT™**  
**INDUSTRIAL GROUP**

BLACK INDUSTRIALIST

• DONOVAN CLAYTON KGOMOTSO LEKOLA

LOCATION

• GERMISTON, GAUTENG



  
**Mohlalefi**  
Passion.Growth.Excellence

BLACK INDUSTRIALIST

• MARTIN MASITISE

LOCATION

• ALBERTON, GAUTENG





- Manufacture plastic pipes which are used on the continent as part of infrastructure programmes.
- During the COVID-19 pandemic, they pivoted and diversified their manufacturing portfolio from Engineering into Healthcare to manufacture personal protective equipment and products. They produced a medical filter used to manufacture masks for export to Europe and the USA.
- They are diversifying into the manufacture syringes that will align to global standards for exports.



# Local Manufacturer Award



Local Manufacturer Award: BT Industrial Group



# Innovation And Technology Award Finalist



BLACK INDUSTRIALIST	• LINDIWE MOKONE
LOCATION	• CENTURION, GAUTENG



BLACK INDUSTRIALIST	• DANIEL NDIMA (CEO)
LOCATION	• CENTURION, GAUTENG



BLACK INDUSTRIALIST	• SIPHO MAKHASANA
LOCATION	• GAUTENG



BLACK INDUSTRIALIST	• CINGA NYANGINTSIMBI
LOCATION	• EASTERN CAPE





100% black-youth owned and employees 100 people, an impressive feat considering it has been operating for only 3 years and 11 months.  
Strong track record in commercialising its best-in-class reagent enzymes in South Africa, Africa, the USA, Canada and India.

- CapeBio™ is a leading biotechnology company in South Africa that manufactures enzymes used in molecular biology research and diagnostics.
- The company produces diagnostic Test Kits for COVID-19, HIV, Syphilis, Malaria, Oncology as well as Laboratory Consumables and Laboratory Reagents and Solutions.
- It was the first local manufacturer of COVID-19 PCR tests to get South African Health Products Regulatory Authority (SAHPRA) approval for its in-vitro diagnostic medical device.
- Currently employs 100 people.



# Best Innovator Award



Best Innovator Award: Cape Bio Technologies



# Sustainability Award Finalist



BLACK INDUSTRIALIST • GQI RAOLEKA (EXECUTIVE DIRECTOR)

LOCATION • SANDTON, GAUTENG



BLACK INDUSTRIALIST • PREYESH BHAWAN

LOCATION • GAUTENG



BLACK INDUSTRIALIST • PADDY PADAYACHEE

LOCATION • KLIPPRIVIER, GAUTENG





- Pele Green Energy co-developed over 5MW of off grid generation capacity and aims to penetrate the global market
- The company operates in the utility scale and off-grid projects
- It was one of the first 28 preferred bidders in the first round of South Africa's renewable energy independent power producer procurement programme (REIPPP Programme) alongside Soitec, on the 36 MW Concentrated Solar PV project.
- 100 % black-owned and 20% women-owned.



# Sustainability Award



Sustainability Award: Pele Green Energy





# Job Creator Award Finalist



BLACK INDUSTRIALIST

• SIPHO MAKHASANA

LOCATION

• GAUTENG



BLACK INDUSTRIALIST

• MARTIN MASITISE

LOCATION

• ALBERTON, GAUTENG



BLACK INDUSTRIALIST

• BOIKANO SIKWANE

LOCATION

• MIDRAND, GAUTENG





- Khabokedi Waste Management, located in Germiston, was established in 2008 to provide waste management solutions.
- The services they provide includes landfill operations and management, landfill rehabilitation, waste collection, on-site waste management, waste management consulting, waste management training and waste recycling.
- The business is 100 % black-owned with 51% women-owned.
- The company partners with municipalities to train local youth to take advantage of opportunities in recycling and refuse removal.





- Mohlalefi Engineering designs, manufactures, supplies and installs safety structures, roof tendons and anchors for underground mining operations to help solve the problem of fall-of-ground which is the leading cause of death in South African mines,
- Their Anchorflex range of roofing and safety structures for the mining industry are exported to Zambia and Zimbabwe and are making inroads into the DRC
- The company's innovation team has generated several patents and established technology partnerships with mining houses such as Anglo American.
- They have created 187 jobs in the last three years with more than 65% being youth.
- Mohlalefi is one of the few black youth owned and managed OEM servicing the mining sector



# Job Creator Awards







BLACK INDUSTRIALIST	• TSHEPO LEKGAU AND ELAINE PHASHA
LOCATION	• SOWETO, GAUTENG



BLACK INDUSTRIALIST	• THORISO RANGATA
LOCATION	• MIDRAND, GAUTENG



BLACK INDUSTRIALIST	• DANIEL NDIMA (CEO)
LOCATION	• CENTURION, GAUTENG



BLACK INDUSTRIALIST	• ZAHEERA ABRAHAMS
LOCATION	• RANDBURG, GAUTENG



# Youth Industrialist Award Winner



- Tshellaine Holdings (Pty) Ltd is a student accommodation company established in 2012 to help solve the student accommodation challenge.
- It is accredited by the University of Johannesburg for off-campus student accommodation since 2013, housing 264 students in 66 units.
- Tshellaine Holdings has 50% Women Ownership.
- The company has 225 workers.



# Young Industrialist Award



Young Industrialist Award: Tshellaine Holdings (Pty) Ltd



# Women Industrialist Award Finalist



BLACK INDUSTRIALIST • LINDIWE NKUNA

LOCATION • FOURWAYS, GAUTENG



BLACK INDUSTRIALIST • SINDISIWE DLAMINI

LOCATION • GAUTENG



BOUTIQUE HOTEL



BLACK INDUSTRIALIST • TSHOLO WESI

LOCATION • KIMBERLY, NORTHERN CAPE



BLACK INDUSTRIALIST • REFILWE TSILOANE AND KEKELETSO PULANE TSILOANE

LOCATION • FREE STATE AND GAUTENG



BLACK INDUSTRIALIST • JESSIE NDABA AND KHALID MANJOO

LOCATION • WESTERN CAPE AND , GAUTENG



BLACK INDUSTRIALIST • SIPHOKAZI FEKE

LOCATION • GAUTENG



# Women Industrialist Award Co-Winner



ASTROFICA  
TECHNOLOGIES



- Astrofica designs and builds satellites for specific missions, and also manufacture ground-based support systems for the export market. The company exports to the UAE, Saudi Arabia, Europe, Australia and the USA.
- This **50% women owned company - rare in this industry** - practices ISO 9001 quality management standards
- Astrofica (name coined from Astro + Africa) was a dream by Jessie Ndaba and Khalid Manjoo since they met as interns in 2006 on the SumbandilaSat program, the first government satellite under the directorship of the Department of Science and innovation
- Astrofica has satellite integration technical competencies gained over an aggregated 26 years of experience in the Space sector, and a unique business methodology.



# Women Industrialist Award Co-Winner



- Lindiwe Sanitary Pads manufactures sanitary pads for middle class and lower LSM black South Africans in townships, urban and rural areas.
- The company has grown from an initial 14 jobs and now employs 90 people
- Customers include government, Clicks as well as Cash and Carry Stores.
- The company works with NGOs, private businesses and civil society enable girls in disadvantaged communities can access affordable sanitary pads. Funds are raised through these partners so that free sanitary pads can be given to young girls. Over a 1 215 girls have benefitted from these programs.
- Charity work is done in high schools, universities, and villages in the Eastern Cape and North West



# Women Industrialist Awards



Women Industrialist Awards: Astrofica Technologies and Lindiwe Sanitary Pads



# Black Exporter Award Finalist



BLACK INDUSTRIALIST • DESHAN NAIDOO

LOCATION • PINE TOWN, KWAZULU\_NATAL



BLACK INDUSTRIALIST • FORTUNATE AND SPHO MDANDA

LOCATION • GERMISTON, GAUTENG



BLACK INDUSTRIALIST • ERNEST BAYNES

LOCATION • GERMISTON, GAUTENG





- Microfinish manufactures safety components for internal combustion engines in the automotive, marine and locomotive industries.
- Major product categories include valve guides and valve seat inserts which are installed in the piston compartment of engines and are directly responsible for engine efficiency.
- As part of the company's diversification and localisation strategy, Microfinish now produces parts that are used on vehicle brake and clutch systems.
- These products are supplied to Original Equipment Manufacturers and Aftermarket customers, globally.
- The company exports 98% of its production to EU (Germany, Italy, Belgium, France), USA and the UK.
- The company employs about 100 workers directly and supports 300 indirect jobs.



# Exporter Award



Exporter Award: Microfinish



# 5. Information and communication platform



- Initial research has been undertaken on the impact of broad-based empowerment, with provisional results
- Further work has been commissioned which will in 2023 provide a wider impact assessment of transformation measures
- The research has been supplemented by case studies of black industrialists.



# 5. Information and communication platform



- **More than 900 firms** – supported by the dtic group in the past six years (**from 2016**) for the black industrialist programme specifically (excluding BEE transactions outside the black industrialist definition).
- **6 years: Approximately 70,000 workers** – direct employment impact as reported by beneficiary firms, over the 6-year period
- **12 years: R160 billion** – projected gross impact over the 12 year period for black Industrialists in dtic programmes on GDP (direct and indirect impact) based on economic modeling.\*

\* A new research initiative has been launched to calculate the impact of B-BBEE on the GDP. The research is expected to show a far wider impact than set out here.



# 5. Information and communication platform



## Worker Ownership

**450,000 workers** – Number of workers employed by the 72 companies currently tracked on the DTIC register of companies known to have ESOPs.

Black Entrepreneurs – Formal Sector

**337,000** – Black entrepreneurs in 2021(post-Covid)

**52%** - Black entrepreneurs as % of total in 2021



# 5. Information and communication platform

Black People in Management & Professional Occupations from  
2002 to 2020

- **297,400 to 869,000** – PRIVATE SECTOR: Increase in number of black people in Management and Professional occupations
- **195,000 to 534,000** – PUBLIC SECTOR: Increase in number of black people in Management and Professional occupations
- **492 400 to 1,403,000** – PUBLIC AND PRIVATE SECTOR: Increase in number of black people in Management and Professional occupations





# Five: Information and communication platform

A publication which profiles Black industrialist and exporters was launched at the conference and is available in electronic form on **the dtic** website.



BLACK INDUSTRIALIST & EXPORTER PROFILES DIRECTORY

**PHAKAMILE INDUSTRIES T/A RISE UNIFORMS**

Rise Uniforms was established in 2007. It is 100% black women-owned and managed business that specialises in mass production of corporate uniforms, school uniforms, disposable and reusable surgical masks and gowns.

The Cape Town business employs mainly women (mostly single mothers). Rise Uniforms is listed as a national supplier with Pick n Pay and is part of Pick n Pay's Enterprise and Supplier Development Programme.

**Funding:** NEF Loan & Equity Funding

The investment is for machinery & equipment and working capital for the expansion of the business.

**Contact:**  
Ntombekhaya Nonxuba  
info@riseuniforms.co.za  
065 975 5552

<b>BLACK INDUSTRIALIST</b>	NTOMBEKHAYA NONXUBA
<b>LOCATION</b>	PHILIPPI, WESTERN CAPE
<b>FUNDING TYPE</b>	NEF LOAN AND EQUITY FUNDING
<b>JOBS CREATED</b>	40
<b>JOBS RETAINED</b>	23
<b>PRODUCTS</b>	Textiles manufacturing

**WOMEN EMPOWERED**

**the dtic**  
Department of Trade and Industry  
REPUBLIC OF SOUTH AFRICA

**IDC**  
Industrial Development Corporation

**NATIONAL EMPOWERMENT FUND**  
NATIONAL EMPOWERMENT FUND

**BLA**  
BLACK INDUSTRIALIST & EXPORTERS CONFERENCE



A post-event survey was conducted with approximately 200 participants providing feedback. Overall, participants found the event well organized, providing excellent networking opportunities business development opportunities and great information regarding the potential for partnerships and funding.

The following is some of the feedback received :

- *“Ability to interact with DFI’s and other stakeholders. The breakaway sessions were amazing.” – **Tshepiso Manyoha, Chuck Chilli Foods***
- *“Practical solutions were provided. It was action driven” – **Sindi Mabaso-Koyana, Awca Investment Holdings***
- *“The keynote address by the President and the steps the South African government is taking to invest in the youth is brilliant. As a young female being a part of this event for the first time motivates me to be better and do more for the employees of our company”. – **Yeshni Ramkisson, Ferre SA Holdings***
- *“The exhibitions and stalls were the highlight for me” – **Vin Naidoo, BK Steel & Profiles***





The Innovation Centre, Mark Shuttleworth Street, Pretoria, South Africa, Tel: +2772 322 8912, +2783 724 3522,  
Email: [lembe.daka@bubooinnovations.co.za](mailto:lembe.daka@bubooinnovations.co.za), [lungile.ndlovu@bubooinnovations.co.za](mailto:lungile.ndlovu@bubooinnovations.co.za)

23<sup>th</sup> July 2022

Dear Stakeholders,

**RE: GRATITUDE FOR THE INVITATION TO THE INAUGURAL BLACK INDUSTRIALISTS AND EXPORTERS CONFERENCE.**

We would like to officially express our gratitude for the invitation to the inaugural Black Industrialists and Exporters Conference which was held on the 20<sup>th</sup> of July 2022 at Sandton Convention Centre. We cannot overstate how privileged we were and we are eternally grateful for this. It was wonderful and inspiring to see all the great things that other black industrialists are doing. We would like to thank the President of the Republic of South Africa His Excellency President Cyril Ramaphosa for his time and presence as well as the Minister of Trade, Industry and Competition, Honourable Ebrahim Patel for his tireless work. We extend our gratitude to the entire team of the Department of Trade, Industry and Competition (the dtic), The Industrial Development Corporation (IDC) and The National Empowerment Fund (NEF). Unfortunately, we cannot thank -personally - all the countless unnamed faces that contributed to the success of the conference but allow us to thank the few names that engaged with us. We extend our gratitude to Miss Rashmee Ragaven, Mr David Molefe, Mr Donald Mabusela and Miss Maki Mohoje. These are the only names that we know among countless others that did an amazing job. Our gratitude may not be enough consolation but nonetheless – Thank you.

Sincerely,

Jonathan Lembelani Daka  
Co-founder and Managing Partner  
Buboo Bioinnovations (Pty) Ltd



Lungile Melly Ndlovu  
Co-founder and Managing Partner  
Buboo Bioinnovations (Pty) Ltd





# Pre-Conference Publicity

## Ramaphosa to attend conference for black industrialists and exporters

The President will on Wednesday deliver the keynote address at the inaugural Black Industrialists and Exporters Conference

19 JULY 2022 - 13:38AMANDA KHOZA



President Cyril Ramaphosa will deliver the keynote address at the opening of the inaugural Black Industrialists and Exporters Conference in Sandton. File photo. Picture: GCIS

President Cyril Ramaphosa is on Wednesday expected to deliver the keynote address at the opening of the inaugural Black Industrialists and Exporters Conference (BIEC) in Sandton, his office said on Tuesday.

- Pre-conference publicity was spread across key print publications; Business Day, Business Report and News 24 including radio news platforms. The communications plan and key messaging for the conference was done in partnership with the GCIS, IDC and NEF.
- Key broadcasting platforms that covered the pre-conference publicity include; 702, SAFM, CNBC Africa and SABC TV



# Conference Publicity



President Cyril Ramaphosa seen here with Minister Ebrahim Patel of the Department of Trade, Industry and Competitiveness at the launch of the Tshwane Automotive Hub in 2019

## Key Highlights of Conference

More than 500 Black industrialists (BIs) will this morning converge at Sandton Convention Center to among other things reflect on achievements of the BI program and explore opportunities aimed at boosting entry of Black-owned businesses and producers into the mainstream economy

The BIs will be drawn from the following disciplines: Food and beverages, Furniture/manufacturing, Chemical production, Cosmetics and health-care products, Steelmakers, Mining companies and their industrial suppliers, Clothing and textiles, Filmmakers, Tourism, innovation, and technology.

## Maximising the quest for inclusive economic growth

By Philiswa Mthethwa, CEO of the National Empowerment Fund

The inauguration of the Black Industrialist and Exporters Conference (BIEC) in the week marking the 10th anniversary of the Mandela Rhodes Foundation, heralds an important milestone in the quest for inclusive economic growth.

As an agency of the Department of Trade, Industry and Competitiveness (DTIC), the National Empowerment Fund (NEF) is mandated to facilitate the growth of Black-owned businesses through the provision of financial and non-financial support to black entrepreneurs, and to help them to realise their potential as viable business entities.

Since operational inception in 2009 the NEF has approved 1 001 transactions worth more than R120 billion across the country with a total project value of R24.44 billion. Over R207 billion has been disbursed to these companies, supporting a success of 112 802 of which 71 876 were new. As a testament to the NEF's financial management strategy, the development finance has secured three external credit ratings for 10 years rating.

**Economic context**  
The BIEC takes place in the context of a national economy that has been characterised by growth for a decade as a result of sustained low levels of inflation and growth, and as a result of the government's commitment to economic stability on the road to homecoming. As outlined in the Economic Reconstruction and Development Strategy, the growth and challenge needed to reverse the decline and also impact negatively on economic indicators. This challenge, coupled with the increasing global demand for a new set of skills have created the need for a new set of skills to drive the South African economy.

In addition, when the Covid-19 pandemic hit South Africa in March 2020, it forced an economy that had been experiencing two consecutive quarters of a recession. Economically, the pandemic exacerbated the country's economic woes.

The BIEC, therefore, could not have come about at a time when the country's economic challenges are so acute. It is a testament to the resilience of the South African economy and a testament to the resilience of the South African people.

development in creating the integrated of, inequality, unemployment and poverty

### Strategic Projects Fund (SPF)

In a proactive approach to the country's re-industrialisation efforts, the NEF has established the Strategic Projects Fund (SPF) as a special vehicle to support the growth of Black-owned businesses by co-financing industrial projects aimed at increasing the number of black people participating in a new value chain.

The NEF has used an integrated approach to developing these projects as defined in the Industrial Policy Action Plan (IPAP) and the Industrial Policy Action Plan (IPAP) as a special vehicle to support the growth of Black-owned businesses by co-financing industrial projects aimed at increasing the number of black people participating in a new value chain.

Through the SPF, the NEF provides financial and technical support for black entrepreneurs to conduct feasibility studies in order to commercialise business concepts and to support the growth of Black-owned businesses and to support the growth of Black-owned businesses by co-financing industrial projects aimed at increasing the number of black people participating in a new value chain.

Accordingly, the NEF aims to create an inclusive economy by providing financial and technical support to black entrepreneurs to conduct feasibility studies in order to commercialise business concepts and to support the growth of Black-owned businesses and to support the growth of Black-owned businesses by co-financing industrial projects aimed at increasing the number of black people participating in a new value chain.

Whether it is the construction of a new factory, the expansion of an existing business, or the development of a new product, black people must have an equitable voice in the economic growth and development of the country.

**Future opportunities for supporting Black industrialists**  
South Africa's industrialisation and infrastructure development strategy as outlined in the National Development Plan (NDP) 2030, is aimed at creating 10 million jobs by 2030. This includes the creation of 10 million jobs by 2030.

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## Transforming South Africa's economy

DFIs including IDC will continue to play a critical role

By TP Ntshoche

A key attribute of the Industrial Development Corporation (IDC) is its ability – the ability with which it has been able to respond to the pressing needs of the country at any given time. Since its establishment, the Corporation has been instrumental in spearheading and implementing South Africa's industrial development agenda, helping to create industries that have since become cornerstones of the country's economy.

It was the need to transform the country's economy that prompted the IDC to play a critical role in re-energising the petrochemicals, mining and mineral beneficiation industries, traditional media, agro-industries, clothing and textiles and metals, re-energising energy infrastructure, among others. While the country's economic challenges have eased the past few years, the IDC has remained resolute in its mandate to address these challenges.

Post the democratic dispensation, unemployment, poverty and inequality have remained South Africa's biggest challenges. And while tremendous progress has been achieved in addressing these, the global financial crisis and subsequent economic recession post 2009 and most recently, the Covid-19 pandemic disrupted the momentum. These twin calamities wiped out years of progress in progress reduction – more in the most vulnerable of our communities.

In both these moments, IDC stepped in and actively demonstrated its developmental role by ramping up its investment in the economy. It facilitated a similar response to the July 2007 crisis, when it stepped in to help prevent deindustrialisation in affected areas and save jobs.

It is within this context, but with a much broader obligation, that the Corporation has continued to demonstrate its role to play a critical role in the transformation of the country. This, among others,

has required the Corporation to adopt proactive funding role, enabling strategic enterprises to upgrade its critical sectors of the economy with a key focus on manufacturing.

Against the unemployment crisis that has been in the headlines for years, the IDC has remained resolute in its mandate to address these challenges. It has been instrumental in spearheading and implementing South Africa's industrial development agenda, helping to create industries that have since become cornerstones of the country's economy.

The Black Industrialists Programme is pivotal and focused on removing barriers to entry through the provision of capital to financing Black-owned businesses that have the potential to become productive economic value chains.

While the initial focus of the Black Economic Empowerment (BEE) programme focused on black-owned companies, it has since evolved to include the growth of Black-owned businesses. The objective of the Black Industrialists Programme is to support the growth of Black-owned businesses that have the potential to become productive economic value chains.

This dynamic response is what South Africa needs to overcome the pace of the Black industrialisation. It is precisely the reason why CEOs of some of South Africa's largest 200 have embraced the challenge of responding to the Black Industrialists Programme. It is precisely the reason why CEOs of some of South Africa's largest 200 have embraced the challenge of responding to the Black Industrialists Programme.

In this way, the Corporation has continued to demonstrate its role to play a critical role in the transformation of the country. This, among others,



TP Ntshoche is CEO of the Industrial Development Corporation

efforts and progress by the IDC, the National Empowerment Fund (NEF), the Export Credit Insurance Corporation of South Africa (ECIC) and other state institutions to address the challenges of the Black Industrialisation Programme.

Over the last five years, the IDC alone approved R25 billion to support transactions for 208 black industrialists. It has also been instrumental in approving these transactions through its provision of support to entrepreneurial ventures, including its equity equity development or financial interest, significant influence or strategic director and executive participation or managerial control over the business.

Beyond supporting the Black Industrialisation Programme, IDC's mandate extends to ensuring the developmental impact through job-creating

## SMMEs are the spark to ignite SA's growth and jobs recovery in the modern, digital world

Charles Mphahlele, MTN CEO

MTN SA believes that the power of technology is the key to igniting South Africa's economic growth and jobs recovery. This is why we are committed to supporting small, medium and micro enterprises (SMMEs) in the modern, digital world.

There are no doubt SMMEs will be the engine room of the economic future and a key focus for the growth of the economy. SMMEs are the backbone of the economy and the backbone of the economy.

Increasing economic growth will however require the support of SMMEs. SMMEs are the backbone of the economy and the backbone of the economy.

As we gather at the Integrated Black Industrialists and Exporters Conference (BIEC), it is a time to reflect on the success of this programme, acknowledge the challenges we face and set the agenda for the future. It is a time to reflect on the success of this programme, acknowledge the challenges we face and set the agenda for the future.

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Charles Mphahlele, MTN CEO

South Africa's National Development Plan (NDP) notes an important role in this direction. It says the country has the potential to create 10 million jobs by 2030 – but acknowledges the need for better policies

more public-private sector partnerships, up-skilling and higher competition, among others. The role of SMMEs is to be the engine room of the economy and the backbone of the economy.

A good example of this partnership and commitment to growth and SMME support is action by MTN SA's Foundation's ongoing support of digital entrepreneurs. It is aiming to be the partner of choice for digital entrepreneurs, including the University of the Free State and the Dabulazini Development Trust, for instance, give them support through the 60 SMMEs in the IDC's SMMEs benefiting from the programme in 2021. We want to give them more support in the future and it is only one of many ways we are driving support for entrepreneurs, consumers and businesses across our value chain.

Clearly, a bright future lies ahead for those who can harness the digital opportunity. It is only one of many ways we are driving support for entrepreneurs, consumers and businesses across our value chain.

Today Africa's mobile service subscription figures are skyrocketing, with 810 million users in sub-Saharan Africa expected to subscribe to mobile services by 2025, according to the GSMA. This presents an immense opportunity and a platform to Africa's potential and capacity to lead. Africa is a continent of immense potential and capacity to lead. Africa is a continent of immense potential and capacity to lead.

The recent GSMA State of the Industry Report on Mobile Money for 2021 shows that the report growth trend remains firm in place. It highlights that it is now possible to see a significant increase in mobile money use for more accessible than any other type of digital financial service. This is a significant increase in mobile money use for more accessible than any other type of digital financial service.

Businesses, however, need to adapt to stay ahead and ensure they remain relevant in the digital world. It is only one of many ways we are driving support for entrepreneurs, consumers and businesses across our value chain.

A wonderful opportunity lies on our doorstep, but there is no time for delay. We must act with speed and purpose to create jobs and drive the South African economy. If we don't, Africa will be left behind the rest of the world and it will not be able to enjoy the benefits of the unprecedented time of global change.

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# Post-Conference Publicity



## Reflections on inaugural Black Industrialists Conference

20<sup>th</sup> July 2022



A clarion call to accelerate economic transformation

**M**ore than 600 Black Industrialists (BIs) converged at the Swedish Convention Center on Wednesday last week to witness other things reflect on achievements of the BI program and explore opportunities aimed at boosting entry of black-owned businesses and producers into the mainstream economy. The BI was down from cross sections of the economy including food and beverages, furniture manufacturing, Chemical production, Cosmetics and health-care products, Steelmakers, Mining companies and their industrial suppliers, Clothing and textiles, Fibre-makers, Tourism, Innovation and technology. Delivering his keynote address to the conference, President Cyril Ramaphosa acknowledged the gaps and contribution that black businesses were making towards economic growth and transformation. The President was also quick to acknowledge the shortcomings of the Black Industrialist program saying government was committed to ensuring the success of black-owned businesses. The conference also honored various black-owned businesses for their excellence, contribution to ingenuity and as well as transformation.

## Reflections on inaugural Black Industrialists Conference



Ebrahim Patel, Minister of Trade, Industry and Competition

- Post conference publicity was spread across key print publications: Business Report, Business Day and News 24 including radio news platforms. The communications plan and key messaging for the conference was formulated and executed in partnership with the GCIS, IDC and the dtic.
- Key broadcasting platforms that covered the post - conference publicity include: 702, SAFM, CNBC Africa and SABC TV.

## ‘Resilient industrialists are creating jobs’

**W**e have in our midst industrialists who have invested their money to build new factories, to expand mines, to develop more agricultural lands, to obtain machinery and to employ young South Africans. Some of the exports came from the black-owned firms present here today. We are now working with a black exporters’ network, to be launched today, to increase the volume of exports and create local jobs. These are businesses that in many cases have shown resilience; and they are the productive engines that create jobs.

— Ebrahim Patel, Minister of Trade, Industry and Competition, addressing delegates at the BIEC conference

We have a large contingent of exporting firms present – last year, off the back of the commodity boom, South Africa achieved a record performance, exporting R1.8-trillion, representing almost one third of our GDP.

## Congratulations to the Black Industrialists Excellence Award Winners



Best Innovator award  
Capella Technologies

Job creation award  
Phiso Ford Waste management



# Conclusions



# Post Conference Impact – Platform for important interaction



- The BIEC presented an opportunity to interact with current clients and potential clients
- For current clients, the conference provided a chance to showcase their products and discuss operational challenges or the impact of funding for their businesses
- It served to reinforce support available for Black Industrialists - financial and non-financial support such as business advisory services and business support
- It also highlighted need for early-stage development funding; and Government support to develop avenues for market entry opportunities.



- Many industrialists took the opportunity to leverage networks at the conference, these included:
  - Interacting with service providers with linkages to their business (transport, raw material supply, contractors etc).
  - Business are now recognised as innovators within their respective fields. For example, Mohlalefi Engineering, is known as the first black, youth owned Original Equipment Manufacturer (OEM) supplying the mining industry. Mohlalefi was invited to form part of the South African business delegation State Visit to Saudi Arabia.
  - BT Industrial was identified as a partner by the NEF to investigate the viability of establishing local needle and prefilled syringes in South Africa.



- The media appearance of the various DFIs and **the dtic** through the week preceding and after the Conference highlighted their work.
- It helped strengthen partnerships among the DFIs and fostered new partnerships with international partners
  - Work on co-funding of projects between the NEF and IDC has been accelerated; and
  - Partnerships with international partners (two projects being developed have attracted French and Italian potential investors)
- It highlighted the efforts and successes of South African industrialists in the economy and challenged the storyline that
  - the programme is for the politically connected, with no real businesses involved
  - Black industrialists don't exist and if they do they perform low value-adding activities



# ORGANISING TEAM



The Ministry put a senior team together drawn from the dtic-group to drive the implementation of the five platforms.

The overall coordinator was **Yunus Hoosen** of InvestSA, with support from Tshepo Ramodibe, Shabeer Khan, Khensani Mageza and Malebo Mabitje-Thompson

The support of the IDC, NEF and ECIC was valuable and was led by their CEOs.

Work on the Panels was led by Ministry staff and Ayabonga Cawe, supported by Stephen Hanival

The market-place was coordinated by Willem vd Spuy from the Export Branch of the dtic with support from Mahomed Vawda from Competition Branch and Khensani Mageza from IDC

Work on the Networks was led by Malebo Mabitje Thompson with support from Kagiso Mamabolo and Lerato Mataboge

The Awards work was led by Jodi Scholtz and the Panel of judges

Media management and marketing was led by Tshepo Ramodibe from IDC and GCIS with support from the dtic media team

Conference attendance was driven by Annelize Van de Merwe with support from Thembinkosi Khula and spatial, industrial finance, export and competition branches, IDC, NEF, Competition Commission and Ministry staff.



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## Black Industrialist Sponsors:

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Macrocomm



For the black industrialist programme:

- Measure better: more research on the impact of B-BBEE to learn what works best and what requires change
- Communicate better: tell the stories of black industrialists confidently, which can inspire many more young people to enter industry
- Implement better: improve the speed, secure more development and jobs for the money invested
- Scale up: do more based on successful examples and shift resources from lower-impact to higher-impact measures.

Useful lessons have been learnt with the Conference. These will inform the black industrialist programme and the information base that is being developed by the dtic. There is wide support that a similar Conference should be held annually or every 18 months



# Annexes



## Transformation Policies to Promote Inclusion and Growth

- At the core of economic empowerment policies of government is the need to:
  - Redress the history of exclusion and the legacy that it left.
  - Lay the foundation for deeper growth through greater economic inclusion that widens the pool of enterprise and talents from which the economy can develop and grow.
  - Address the high inequalities, a challenge that many more countries now face, associated with the impact of globalisation in different parts of the world.
- Three broad focus areas
  - Strengthen inclusivity through broadening ownership and more inclusive corporate governance models. These include promoting a greater spread of ownership in the economy (Black Industrialists, women and youth) and supporting worker share ownership.
  - Address structural challenges to growth through active competition policies, particularly where concentration levels in the market limit new entrants and SMEs.
  - Promote spatial transformation, enabling more balanced growth between rural and urban areas and among provinces.



## Wider Broad Based Black Economic Empowerment Encompass Different Elements

**Programme on BIs and the wider broad based black economic empowerment encompass a number of different elements which includes the following where the dtic plays a role:**

1. Financial packages for Black Industrialists administered by the dtic-group
2. B-BBEE codes that promote procurement and supplier development.
3. Ownership transformation facilitated through B-BBEE codes, sector charters which customise commitment and targets to promote empowerment.
4. Township and rural enterprise development measures
5. Export promotion and work on the black exporter network
6. Master Plans in different sectors
7. Special Economic Zones
8. Supplier development programmes introduced through competition agreements in mergers and acquisitions.
9. Ownership transformation commitments arising from mergers and acquisitions.
10. Opening of markets through competition probes on abuse of economic dominance and though market enquiries.
11. Equity Equivalent measures directed a supplier and enterprise development by foreign multination corporations with local players.
12. Support for black suppliers through the ECIC by the state from black businesses through government department and entities.