“Funding and Enterprise Development
# sefa Profile

<table>
<thead>
<tr>
<th><strong>Founded</strong></th>
<th>April 2012 [merged entity – Khula, samaf &amp; IDC’s SME Activities]</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Legal Entity</strong></td>
<td>State-Owned Company [Government Agency]</td>
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<tr>
<td><strong>Reporting Shareholding</strong></td>
<td>Department of Small Business Development [DSBD]</td>
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<tr>
<td><strong>Shareholding</strong></td>
<td>100% Subsidiary of the IDC</td>
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<td><strong>Funding</strong></td>
<td>IDC</td>
</tr>
<tr>
<td><strong>Mandate</strong></td>
<td>Development of SMMEs &amp; Co-operative Enterprises through the provision of finance</td>
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<tr>
<td><strong>Corporate Governance</strong></td>
<td>Received unqualified (clean) audit report since establishment</td>
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<td><strong>Functions</strong></td>
<td>Provision of development finance</td>
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<tr>
<td><strong>Geographic mandate</strong></td>
<td>South Africa</td>
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<tr>
<td><strong>Values</strong></td>
<td>Kuyasheshwa!; Passion for development; Integrity; Transparency; Innovation</td>
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Funding Model

**DIRECT LENDING**
- sefa Regional Offices and co-locations

**WHOLESALE LENDING**
- Retail Finance Intermediaries
- Micro Finance Institutions
- Cooperative Financial Institutions
- Specialised Funds

**CREDIT GUARANTEE SCHEME**
- Formal Registered Financial Institutions
- Supplier credit

**Funding Amounts**
- R50 000 – R5 MILLION
- R500 – R5 MILLION
- UP TO – R5 MILLION

SMMEs and cooperatives can access sefa funding solutions through any of the above channels.
Products & Pricing

• Term Loans
• Bridging Loans (Contract-based financing)
• Revolving Credit
• Instalment Sale (Asset Finance)
• Purchase Order Product

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 Facility Amount: From R50,000 to R5Million
 Repayment Term: Up to 60 months
 Prime based Interest Rate
 Initiation fee = percentage of loan amount (once-off)
Targeted Groups

- Black-owned SMEs
- Women-owned SMEs
- Rural development
- Youth-owned SMEs
- SMEs owned by people with disabilities
Qualifying Criteria

- Registered entity with a fixed physical address (Close Corporations, (Pty) Ltd, Co-Operatives)
- Owned by South African citizens and permanent residents
- The majority shareholder to be the owner manager of the business
- Have a valid tax clearance certificate
- Shows sustainability and the ability to repay the loan
- Where available, can provide relevant collateral
Checklist for New Applications

Some of the basic documents we require are:

• Completed Sefa Application Form
• Business Plan / Proposal
• Cash Flow Projection
• Company Registration Documents
• Valid Tax Clearance Certificate
• Bank Statements
• Annual Financial Statements & Management Accounts
• Copy of Contract / Order \((where\ applicable)\)
• Quotations \((raw\ materials,\ machinery\ &\ equipment,\ vehicles)\)

Application Form and detailed checklist can be obtained from any Sefa office and Sefa website.
Who does Sefa fund?

**Enterprises we fund:**

- Start-Ups & Expansions
- Franchises
- Business acquisitions

**Enterprises we Not fund:**

*The following businesses fall outside the scope of enterprises that we fund:*

- Manufacturing and selling of ammunition
- Sin Industries - Tobacco, alcoholic beverages, gambling and sex trade
- Speculative property development
- Persons under debt review
- Un-rehabilitated insolvent shareholders
Application process

Application process is dependent on the cooperation between Sefa and applicant.

Turnaround Times: Target is
Bridging Loans = 10 to 15 working days
Term Facilities = 20 to 30 working days
To reduce sefa’s cost structure, further co-locations options are being considered.
Sefa Contact Details

Sefa offices in the Western Cape

Cape Town Regional Office
2 Long Street, Cape Town 8001
Office:  (021) 425 6774

SEFA George
(based at SEDA George)
Meade Street, George
Heidi La Grange
Telephone no:  044 – 803 4900
Cellno: 0834634576
Email: heidilg@sefa.or.za

SEFA Saldanha Bay
Located at the West Coast Business Centre
Office:  (022) 714 1731

SEFA National Call Centre : (012) 748 9600
E-mail: helpline@sefa.org.za
www.sefa.org.za
Thank you