

Services

Information

A key function of seda is to provide information to small enterprises and prospective entrepreneurs that will help and encourage them to start and build sustainable businesses. This is done through a variety of channels that together aim to reach as many citizens as possible with guidance and discussion on crucial business issues. The right sort of information is vital to improve the quality of decisions that entrepreneurs make, helping them plan ahead, avoid mistakes and reduce their costs.

National Information Centre: As a key part of its information services to entrepreneurs, **seda** has a National Information Centre that people can phone, fax or email with questions about how to start and run their businesses.
Tel: 0860 103 703

Website: seda website - the one you are looking at now - contains over 500 pages of useful contacts, factsheets, guidance; and other information that empowers entrepreneurs to get things done. This knowledge aims to build skills among entrepreneurs, so that they can enter the uncharted water of a new business with more confidence.

Website address: www.seda.org.za

Business Brief: Another free service offered by seda is an educational newsletter, Business Brief, which is sent out to subscribers by email once a month. This useful service has a section for entrepreneurs and a section for business advisors, updating them on news, regulations and events that will affect their businesses. To subscribe, click on the Newsletter button in the left-hand menu.

Daily talk on Ikwewezi FM: Every morning between 8:30 and 8:45, seda Senior Manager for Customer Relations and Information, Thami Bolani, is interviewed about an aspect of starting or running a business. Listeners are also free to call in for instant advice.

Brochures on-line: seda publishes booklets and brochures on issues that are important to entrepreneurs, and distributes these at various events or at its operational branches. To make it possible for our website visitors to have easy access to these documents, they are also published in pdf format on the website.

Technology services

The seda Technology Programme (STP) helps small technology enterprises by providing support services and incubation facilities. STP currently works with a number of businesses in the following sectors: bio and life sciences, medical devices, bio-diesel, essential oils, chemicals, construction, floriculture, furniture, ICT, small-scale mining, stainless steel, aluminium, platinum and metal beneficiation.

[Click here](#) to go to STP's dedicated web site.

National financial institutions

The following list is a starting point for finding organisations that offer finance to small businesses.

[Show all National finance institutions](#)

- [Business Partners](#)
(Loan Amount : R150 000 - R15 million)
- [Commercial Banks](#)
(Loan Amount : R60 000 - R120 million)
- [Khula Enterprise Finance](#)
- [Khula Retail Financial Intermediaries \(RFIs\)](#)
(Loan Amount : R60 000 - R120 million)
- [Khula Credit Guarantee Scheme](#)
(Loan Amount : R120 000 - R600 000)
- [Industrial Development Corporation - \(IDC\)](#)
(Loan Amount : R200 000 - R15 million)
- [Innovation Fund](#)
- [Sizanani Advisory Services](#)
(Loan Amount : R100 000 upwards)
- [South African Micro-Finance Apex Fund](#)
(Loan Amount : up to R10 000)
- [Umsobomvu Youth Fund](#)
(Loans for franchises and enterprises of various sizes)
- [Zimele](#)
(Loan Amount : Equity financing up to R1,5 million)

Business Partners

| Institution : | Business Partners |
|--|-------------------|
| Contact Details | |
| <p>Enquiries :</p> <p>EGOLI BUSINESS UNIT 3 Caxton Road Industria P O Box 43297 Industria, Johannesburg 2000 Tel: +27 (0) 11 470-3000 Fax: +27 (0) 11 470-3123</p> <p>e'THEKWINI BUSINESS UNIT Business Partners Centre 23 Jan Hofmeyr Road Westville P O Box 636 Westville, Durban, 3630 Tel: +27 (0) 31 240-7700 Fax: +27 (0) 31 266-7286</p> <p>iKAPA BUSINESS UNIT Business Partners Centre 60 Sir Lowry Road Cape Town P O Box 4295 Cape Town 8000 Tel: +27 (0) 21 464-3600 Fax: +27 (0) 21 461-8720</p> <p>WEST FUND Business Partners Centre 266 Govan Mbeki Avenue Port Elizabeth P O Box 1745 Port Elizabeth 6000 Tel: +27 (0) 41 582-1601</p> <p>Website: http://www.businesspartners.co.za</p> | |
| Target Group | |
| Existing medium to big existing businesses in the manufacturing, retailing and service sectors | |
| Loan Amount | |
| R150 000 - R15 million | |
| Requirements | |
| <p>Equity financing</p> <p>Business plan</p> | |
| Additional Information | |
| Business Partners have branches countrywide. They assist medium and big businesses through equity financing. This means they become a partner in the business until the loan has been paid off or until the owner of the business buys them out. Interest will differ depending on the risk involved. | |

Commercial Banks

Financing your business- Links to finance providers - National institutions - Commercial banks

| Institution : | Commercial Banks |
|---------------|--|
| | Target Group |
| | Any Business |
| | Loan Amount |
| | R60 000 to R120 million When advancing loans might require to take up to 20% equity in the business |
| | Requirements |
| | Business Plan Stringent assessment criteria Good credit rating |
| | Additional Information |
| | <p>All major South African Banks have different products to finance SMMEs. Banks normally prefer existing businesses as compared to Start-ups. Banks require that securities provided cover the amount of the loan applied for. Interest depends on the risk profile of the client. BankMonitor provides a good overview of what the banks can offer.</p> <p>Access the bank websites to find out about their products and services:</p> <p>ABSA First National Bank Investec Bank Nedbank Standard Bank Wesbank</p> |

Khula Enterprise Finance

About Khula

[Khula Enterprise Finance Limited](#)

Khula Enterprise Finance Limited is an agency of the Department of Trade and Industry established in 1996 to facilitate access to credit for SMMEs through various delivery mechanisms. These include commercial banks, retail financial intermediaries (RFI's) and micro credit outlets (MCO's).

Khula also provides mentorship services to guide and counsel entrepreneurs in various aspects of managing a business. Khula is a wholesale finance institution, which means that entrepreneurs do not get assistance directly from Khula but through various institutions named above.

An impact study done by the Bureau of Market Research in 2001 showed that more than 1,5 million people benefited directly or indirectly from Khula's assistance since 1996. This is a remarkable achievement considering the reluctance of the formal banking sector to lend to small businesses due to the perceived risk associated with that market.

Khula Retail Financial Intermediaries (RFIs)

| Institution : | Khula Retail Finance Intermediaries (RFIs) |
|---------------|---|
| | Contact Details |
| | Khula Retail Finance Intermediaries (RFIs) - Enquiries: helpline@khula.org.za Toll free number: (011 807 8464 0800 118815 |
| | Target Group |
| | Start-ups, existing manufacturing, retail and service SMMEs |
| | Loan Amount |
| | R5 000 upwards |

| Requirements |
|--|
| Criteria depends on RFI |
| Additional Information |
| RFIs are institutions that obtain loans from Khula in order to loan the money to clients in their communities. Different RFIs have different target markets depending on their operations. RFIs also use the Khula Credit Guarantee Scheme to access additional funds from participating banks. There are RFIs countrywide except in the North West. RFIs charge different interest rates depending on the risk involved in the application. |

Industrial Development Corporation

| Institution : | Industrial Development Corporation |
|-----------------|--|
| Contact Details | Industrial Development Corporation |
| Target Group | Big industrial development projects and new and existing businesses |
| Loan Amount | R200000 - R15 million. |
| Requirements | S A Citizenship Business Plan Equity Funding Asset base of R500 000 to R3 million |

| Additional Information |
|-----------------------------|
| Various products available. |

Innovation Fund:

Speak to a Mannaka Specialist to take you through the process and protect your product

Sizanani Fund

| Institution : | Sizanani Advisory Services |
|--|----------------------------|
| Contact Details | |
| Enquiries : 0861 333 000 Website: www.sizananiadvisory.org.za Tel: 011 838-1571 Fax: 011 645-6800 E -mail: sizanani@banking.org.za | |
| Target Group | |
| Small and medium-sized businesses with a turnover of between R500,000 and R20 million a year | |
| Loan Amount | |
| R100,000 upwards | |
| Requirements | |
| Sizanani Advisory Services business advisors are able to negotiate business finance and assist you prepare a business plan provided you have - <ul style="list-style-type: none"> a viable business proposal a suitable contribution in cash or assets | |

relevant experience to conduct the business, and
a projected annual business turnover of R500,000 to R20 million
R200 consultation fee

In addition, you should –

be a SA Citizen or have permanent SA residence
have an acceptable credit record, and
personally manage the business on a full time basis and trade from a fixed
address

Additional Information

Our core service is to assist SMEs in obtaining business finance from one of the participating banks and/or other financial intermediaries by appointing an accredited business advisor to

accompany the entrepreneur to the bank to assist in negotiating working capital and/or a loan facility from the bank
provide an aftercare service for a period of 12 months from date of implementation of the bank facility
work with the entrepreneur to develop and complete a business plan including cash flow projection, income statement and balance sheet.
On average the process will require at least four months from date of registration as a Sizanani Advisory Services client to date of loan approval.

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The services provided (i.e. assistance with bank negotiations, 12 month's mentorship, assistance with completion of business plan, income statement, balance sheet and cash flow projections) is, in our view, conservatively worth in the order of R22,200 in the marketplace.

However, Sizanani Advisory Services has access to donor funding which is used to subsidise the cost of the abovementioned services. Depending upon the availability of donor funding we are able to allocate a subsidy of R14,000 towards the overall costs. The entrepreneur is thus able to request access to a 63% subsidy and will only have to pay a total of R8200 for the entire service.

Apex Fund

| | |
|--|-------|
| Institution : | SAMAF |
| Contact Details | |
| Visit South African Micro-Finance Apex Fund | |
| Enquiries: | |
| Pumela Mahao | |
| Capacity Building Manager | |
| Tel: (012) 394 1796 | |
| Fax: (012) 394 2799 | |
| Target Group | |
| Those who fall within the LSM 1-4 (rural dwellers, farm workers, informal settlers, urban poor) 80% of loans should be made to women, disabled and youth Focus on rural & peri urban areas Historically disadvantaged individuals Those not having access to affordable financial services | |
| Loan Amount | |
| Up to R10,000 | |
| Requirements | |
| Group members must be self-employed or in an emerging/small business The group profile must have 10-25 individuals | |
| Additional Information | |
| Financial services include: | |
| Micro Credit Loan Fund: This programme provides for loans of up to R10 000 to | |

households and micro entrepreneurs who depend on their micro enterprises for their livelihood.

Institutional capacity building: Under this programme funds are provided to strengthen the institution and ensure its long-term sustainability.

Savings mobilisation: This serves to promote and encourage the creation of financial co-operatives and other indigenous savings establishments such as stokvels and burial societies for the accumulation of locally owned and invested wealth.

Loans are not provided by SAMAF directly, but through locally-based partner organisations. [Click here](#) for a list of SAMAF partners that you can approach for loans.