

# **SMME Business Connect** Supplier Development Convention comes to Gauteng

**June 2025**



*The next Business Connect Conventions for different provinces will be announced.*

# TDP Summary 2025 – 2034

## *Eskom Business Connect Programme*

Presented: Thamsanqa Ngcobo

- Date: June 2025





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## TDP 2024 National Summary



## The Transmission Development Plan has four main objectives



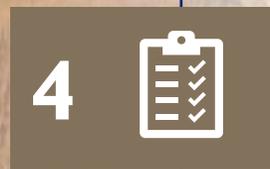
Determine **new network infrastructure requirements** to **integrate new generation capacity** and **address system stability requirements**



Determine **new network infrastructure requirements** to sustain and allow for future demand growth



**Consider asset replacement requirements** to ensure **reliability of supply** and **network optimization**

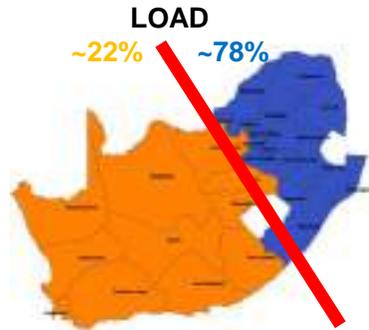


Attain **Grid Code compliance** by resolving both substation and line violations (N-1)

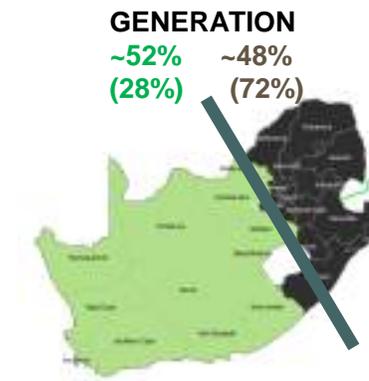
# Energy Transmission Challenges ~ Transition from centralised Gx in the north to distributed VRE in south requires grid expansion

Major corridors required

## Future load vs. generation patterns requires transmission infrastructure upgrades

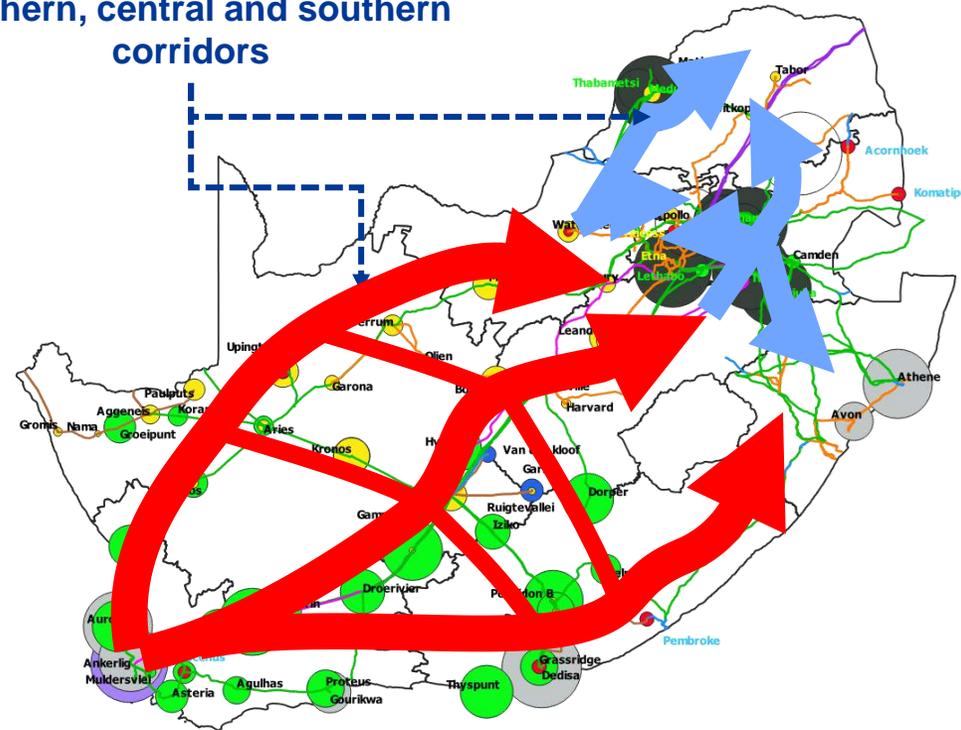


Lower load in the South remains



Generation increase in the South

Significant transmission development is required in the northern, central and southern corridors



## Key insights

- Historically, the architecture the Tx network was designed to dispatch power from the centralised power pools in Mpumalanga and Limpopo to load centres across the country
- The ramping down of some of the baseload coal plants, mainly in Mpumalanga, will likely be replaced with distributed RE, mainly Wind and Solar from the broader Cape regions
- Significant new transmission corridors or lines are required to transport the power from these regions to the load centres in the northern parts of the country
- The transmission infrastructure upgrades must enable security of supply, enable lower cost renewables in optimal resource areas
- Transmission infrastructure typically takes 8-10 years to complete (in line with international standards) and poses a significant risk to SA's energy transition.

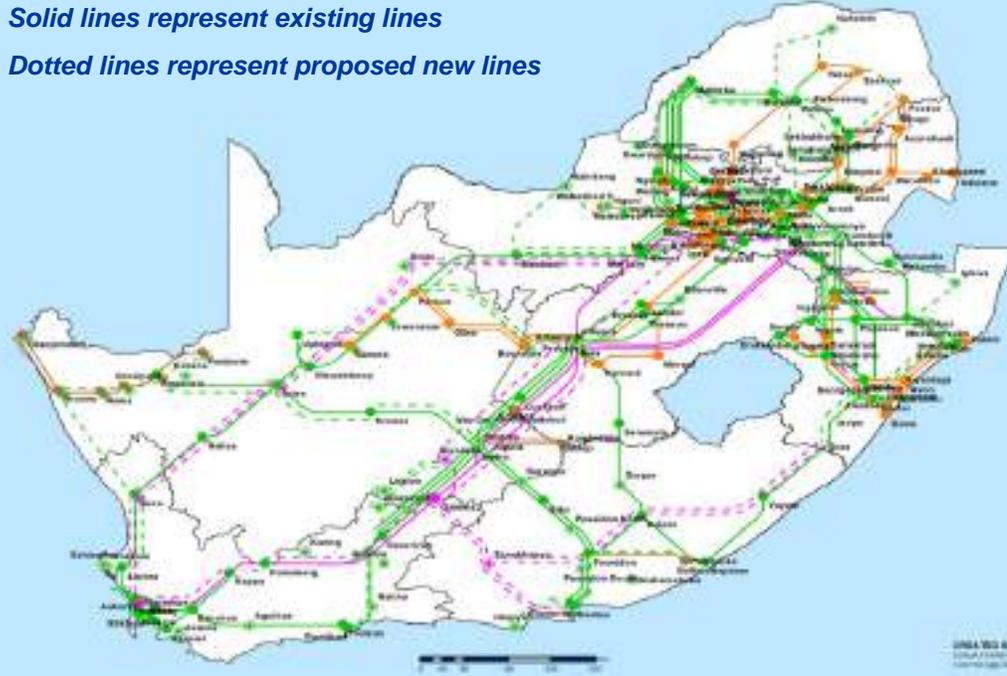
# TDP 2024 Summary of infrastructure requirements



## Power Lines (km)

Transmission Assets Nationally	Planned New Assets: 2025 - 2029	Planned New Assets: 2030 - 2034	Total New Assets: 2025 - 2034
Power lines (km)			
765 kV	767	6190	6957
400 kV	4251	3226	7477
275 kV	26	34	60
<b>Total length (km)</b>	<b>5044</b>	<b>9450</b>	<b>14494</b>

- Solid lines represent existing lines
- Dotted lines represent proposed new lines



## Transformers

Transmission Assets Nationally	Planned New Assets: 2025 - 2029	Planned New Assets: 2030 - 2034	Total New Assets: 2025 - 2034
Transformers			
Number of Units	87	123	210
Capacity (MVA)	41325	91325	132650



## Reactors

Transmission Assets Nationally	Planned New Assets: 2025 - 2029	Planned New Assets: 2030 - 2034	Total New Assets: 2025 - 2034
Reactors			
Number of Units	14	45	59
Capacity (MVar)	3260	13000	16260



## Synchronous Condensers

Synchronous Condensers to be installed at 7 substations

The transmission grid is central to security of supply and advancing the just energy transition



## Capacitors

Transmission Assets Nationally	Planned New Assets: 2025 - 2029	Planned New Assets: 2030 - 2034	Total New Assets: 2025 - 2034
Reactors			
Number of Units	15	25	40
Capacity (MVar)	1032	1660	2692

# Expanded TDP Delivery | Initiatives Progress

- **Planning**  
Focus on project development

- **Owners' Engineer (OE) & EPC**  
Owners' Engineer (OE) - contracts awarded Dec '23  
Lines EPC – contract awarded Jun '24  
Substation EPC – contract awarded Jul '24

- **Capital Budgets**  
Funding to deliver TDP

- **Integrated Reporting**  
Systems and Tools to report TDP



- **Line Contractor Incubation**  
Line contractor incubation programme, 2 Suppliers completed the program in Oct '24.

- **Resource Planning**  
Workforce plan revised and approved

- **Environmental Approvals**  
DFFE improved turnaround – from 107 to 57 days

- **Servitudes Acquisition & Consent to Occupy**  
NECOM and other government structures / entities

- **Government Depts**  
Engagements with Government departments and NatJoints for additional support needed to deliver the program

- **Transformer & Steel Supply**  
Accredited additional factories for Class 3B Transformers  
101 Transformer contracts awarded May'24.

6 Steel suppliers invited to prepare prototype towers



## Acquiring Land and servitude rights

- Landowner holdouts prevent projects from being commenced or energized; Projects are being escalated to Ministry and NECOM for increased focus



## Servitude encroachment & access

- Land parcels that are secured on route that may have informal housing encroaching, creating both a safety risk and preventing project teams from accessing Tx lines
- Projects are being escalated to NECOM-Presidency for increased focus



## Line construction capacity

- Local industry - construction capacity to deliver TDP
- Incubation program - 2 companies graduated



## Transformers

- Local supply capacity is adequate for Class 1 & 2
- One single supplier for Class 3b. No local supplier for Class 4
- 101 transformer panel contract has been established (Class 3b transformers)



## Steel

- The country has one supplier of fabricated structural steel
- RFI issued to the market for structural steel for powerlines to determine the capability and capacity of the local industry
- 6 Steel suppliers invited to prepare prototype towers

## TDP 2024 Gauteng Detail

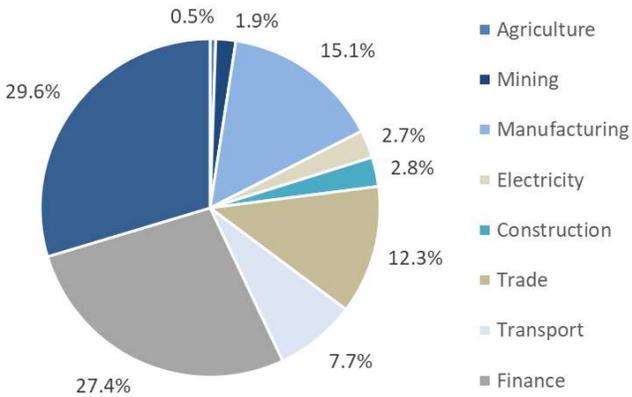


# Gauteng Province Profile



Peak Load: 9502 MW

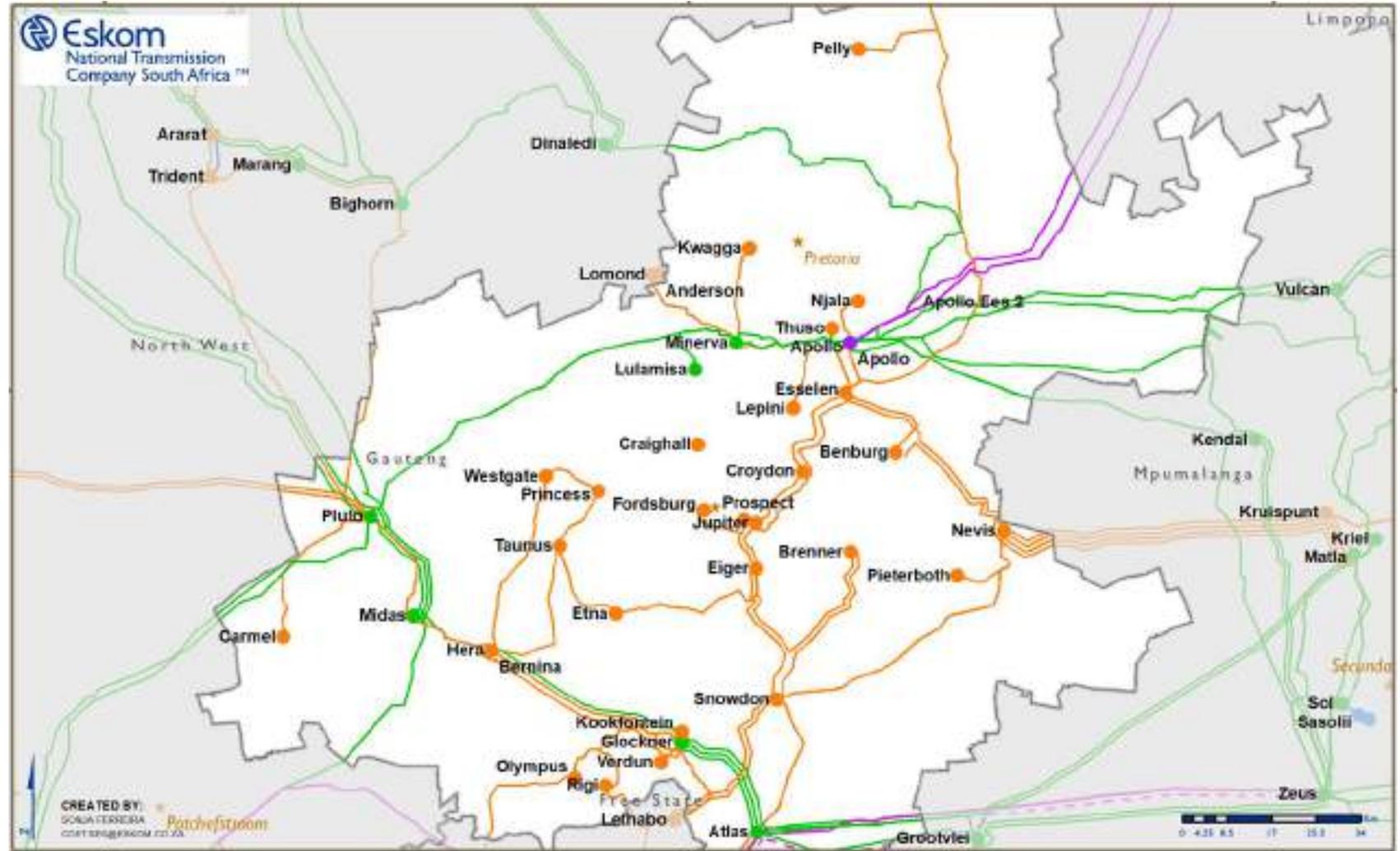
Gauteng Economic Sector Breakdown 2025



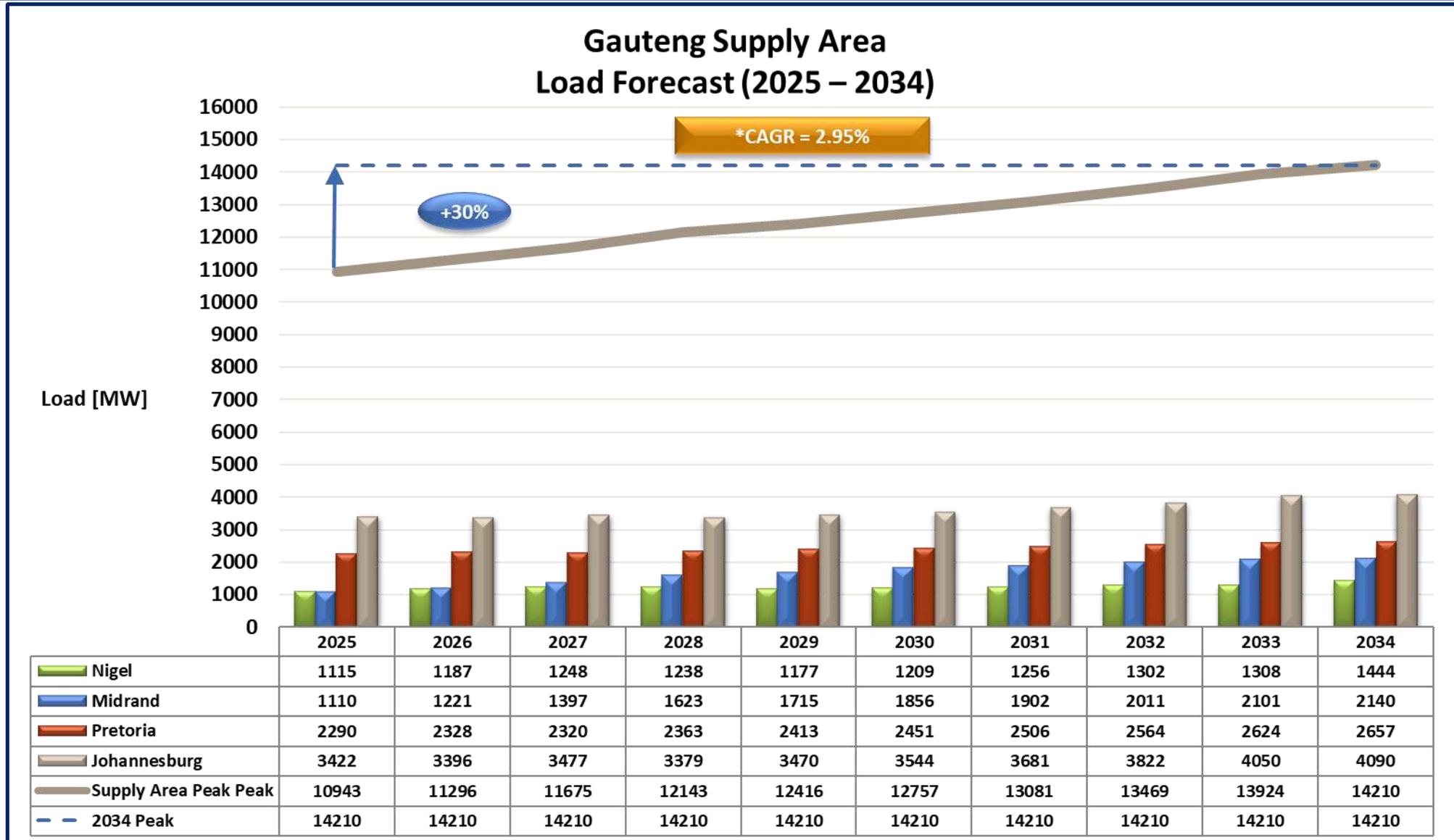
## Generation

□ Kelvin Power Station (in Johannesburg) and Rooival Power Station (in Tshwane) are some of the Independent Power Producers (IPP's) that lie within the defined Gauteng grid area. There is also potential Biomass IPP's in the region. Minimal Solar PV is embedded in the Dx network.

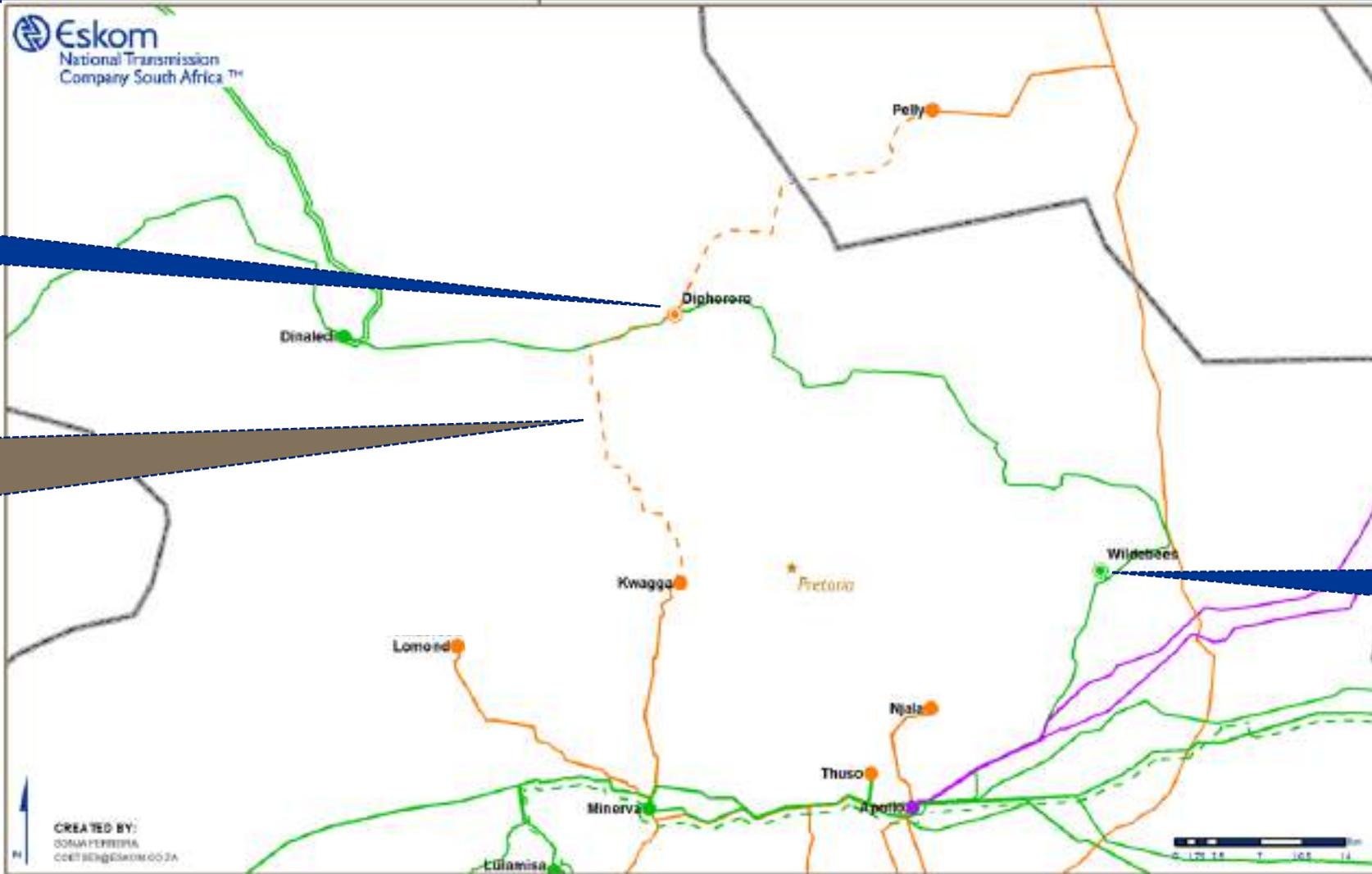
□ The primary sources of power are Cahora Bassa, Lethabo, Matla, Kendal, Duvha, Grootvlei, Matimba and Kusile power stations.



<p>CREATED BY: SOLJA TERRELLA COPYRIGHT © 2024</p> <p><b>Plotch/struom</b></p>	<p>Existing Substation</p> <p>Towns</p> <p>Existing Line</p> <p>Voltage (kV)</p> <p>30 50 75 90 110 132 220 275 400 533 765</p>	<p>DATE: 2024/06/12</p> <p>VERSION: 1</p> <p>SCALE: 1:1 300 000</p> <p>DATUM: WGS 84</p> <p>PROJECTION: NO PROJECTION</p> <p>UNITS: DEGREE</p>	<p>Disclaimer: This map has been compiled by Eskom Transmission. Every effort has been made to ensure that the map is free of errors. Eskom is not responsible for the map in either spatially or temporally accurate or fit for a particular use.</p> <p>Note: Data in this map has been simplified for the sake of clarity. The location of substations has been indicated. Do not use this map for any measurements or calculations.</p>
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# Developments in the Tshwane Area



**Diphororo S/S (PTA North)**

**Tshwane Phase 2**  
(Diphororo 400/275kV transformers, Pelly-Diphororo -Kwagga 275kV line)

**Wildebees S/S (PTA East, Mamelodi)**

**2025 - 2028**

**2028 - 2034**



# Developments in the West Rand & Vaal Area

**Westgate Capacitor**

**Hera – Westgate 400 kV Line**

**Pluto-Westgate 400kV line**

**Etna 3<sup>rd</sup> TRFR**

**Hera 3<sup>rd</sup> TRFR**

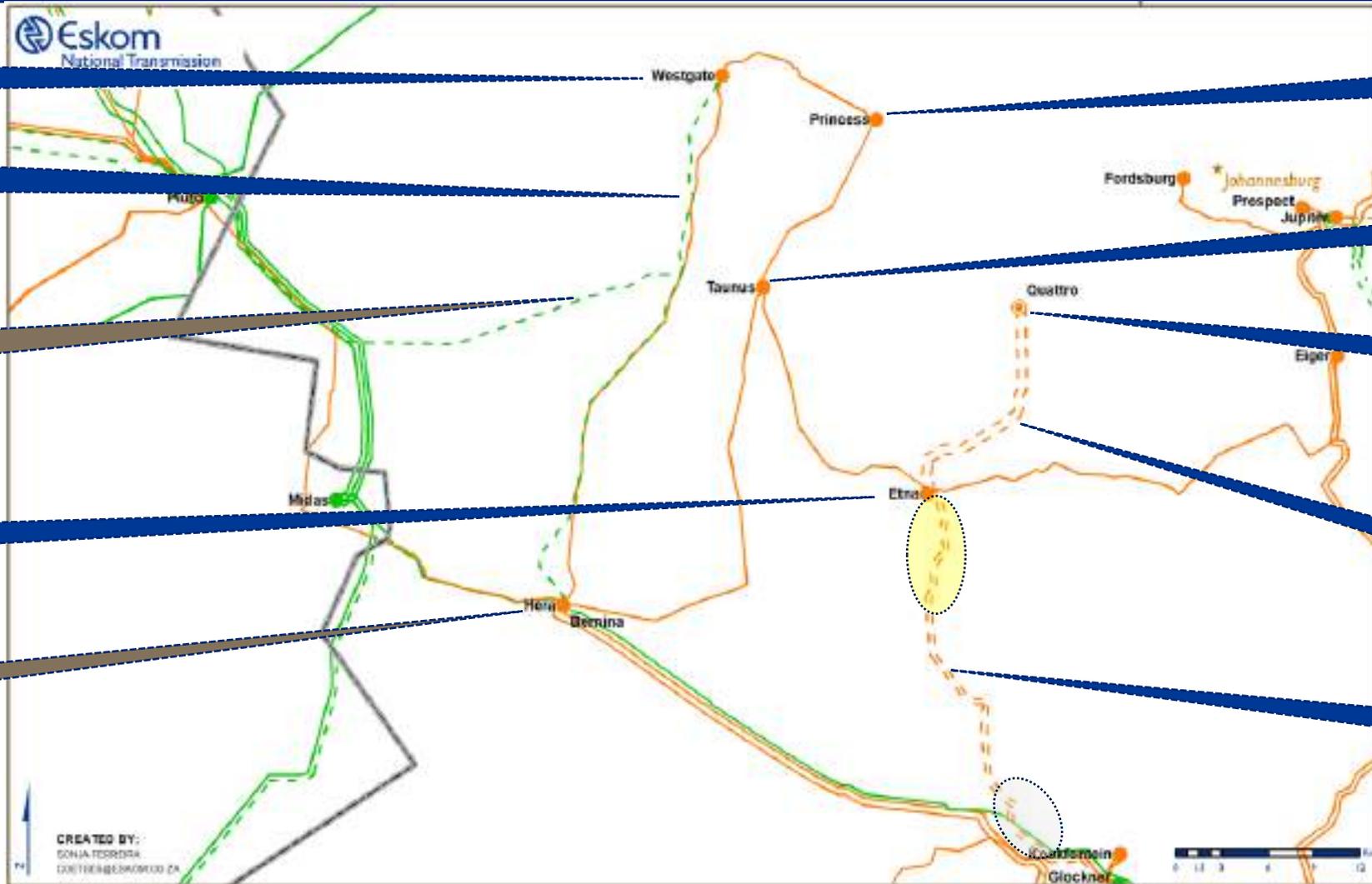
**Princess Capacitor**

**Taurus Capacitor**

**Quattro S/S & capacitor**

**Etna - Quattro 2 x 275 kV lines**

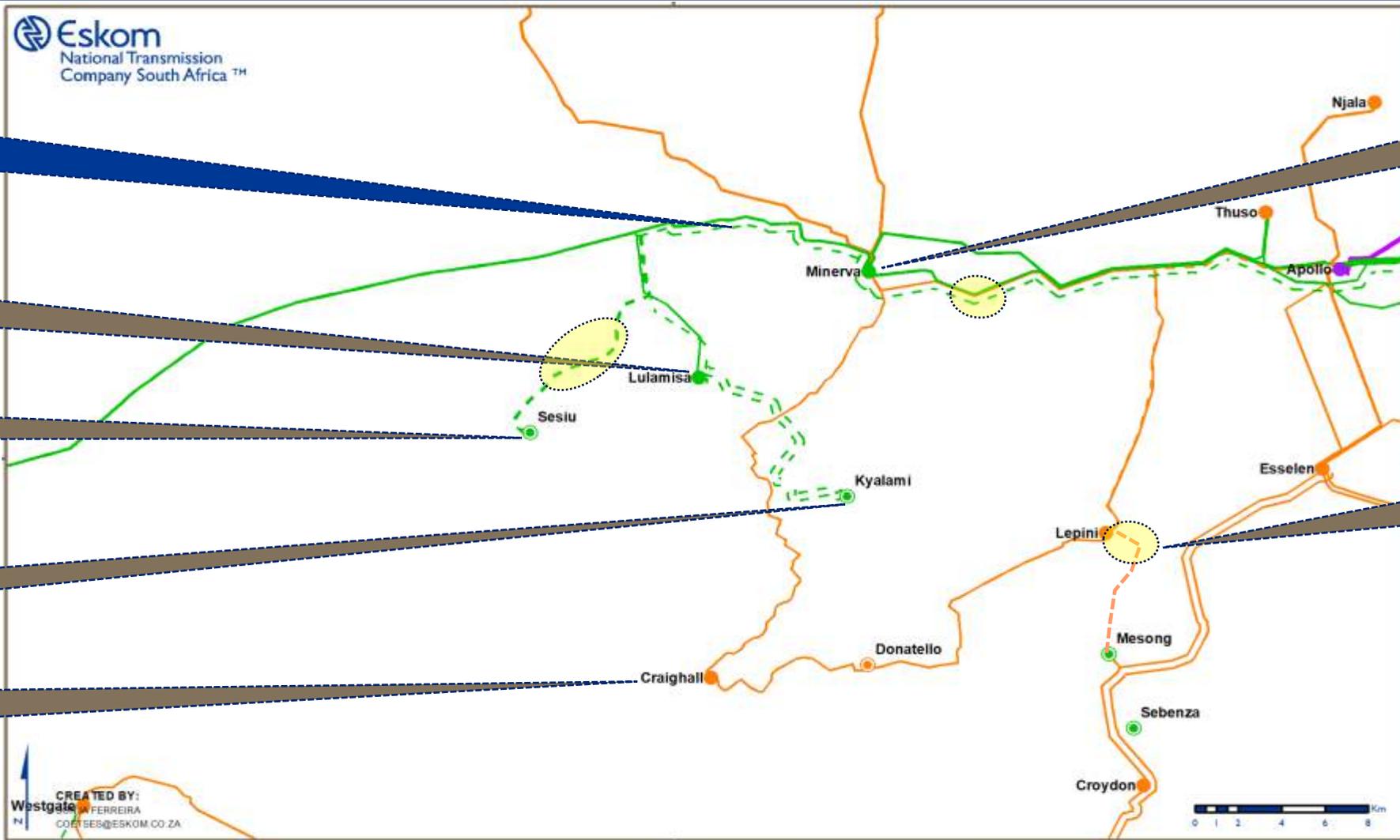
**Etna-Glockner 2x275kV lines**



**2025 - 2028**

**2028 - 2034**

# Developments in the Midrand Area



**Kusile-Lulamisa  
400kV line**

**Minerva 400 kV  
shunt capacitors**

**Lulamisa 400 kV  
shunt capacitors**

**Sesiu Substation**

**Lepini - Mesong  
275kV line**

**Kyalami S/S**

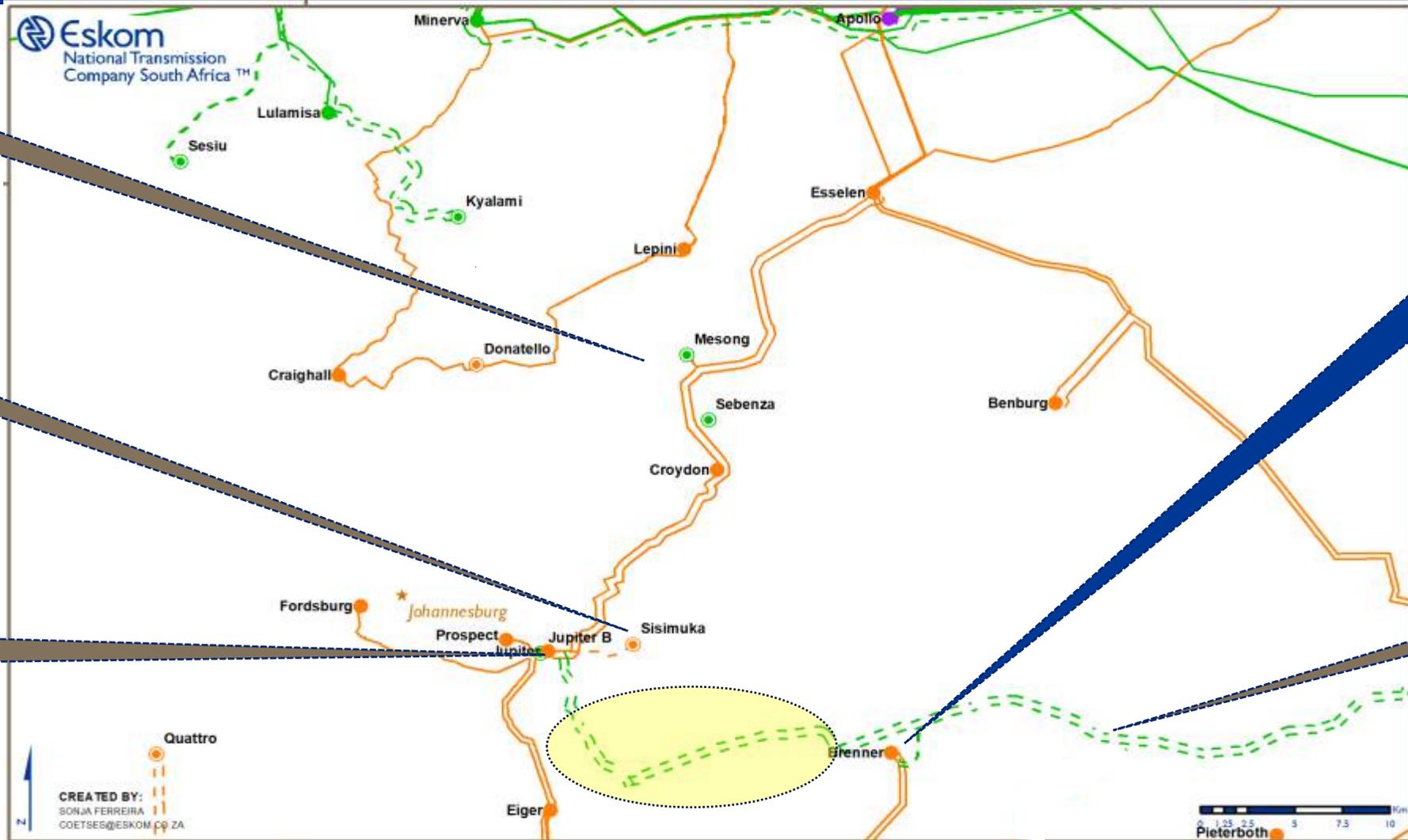
**Craighall 275 kV  
shunt capacitor**

**2025 - 2028**

**2028 - 2034**

<p>Planned Substation</p> <p>Existing Substation</p> <p>Towns</p>	<p><b>Voltage (kV)</b></p> <p>132 220 275 400 500 765</p>	<p>Planned Line</p> <p>Existing Line</p>	<p><b>Voltage (kV)</b></p> <p>88 110 132 220 275 400 500 765</p>	<p><b>DATE:</b> 2024/10/18</p> <p><b>VERSION:</b> 1</p> <p><b>SCALE:</b> 1:320 481</p> <p><b>DATUM:</b> WGS 84</p> <p><b>PROJECTION:</b> NO PROJECTION</p> <p><b>UNITS:</b> DEGREE</p>	<p><small>Disclaimer: This map has been compiled by NTCSA. While we strive for accuracy, we cannot guarantee that the map is free of errors or that it is spatially or temporally precise. The map is provided "as is" and may not be suitable for any specific purpose or use.</small></p> <p><small>Note: The data represented on this map has been simplified for easier viewing, which may result in inaccuracies in the location of features. Please do not use this map for measurements or calculations.</small></p>
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# Developments in the JHB Area



Mesong Substation

Sisimuka S/S

Jupiter B Integration

Brenner 88kV Shunt Capacitors

Jupiter - Matla line

2025 - 2028

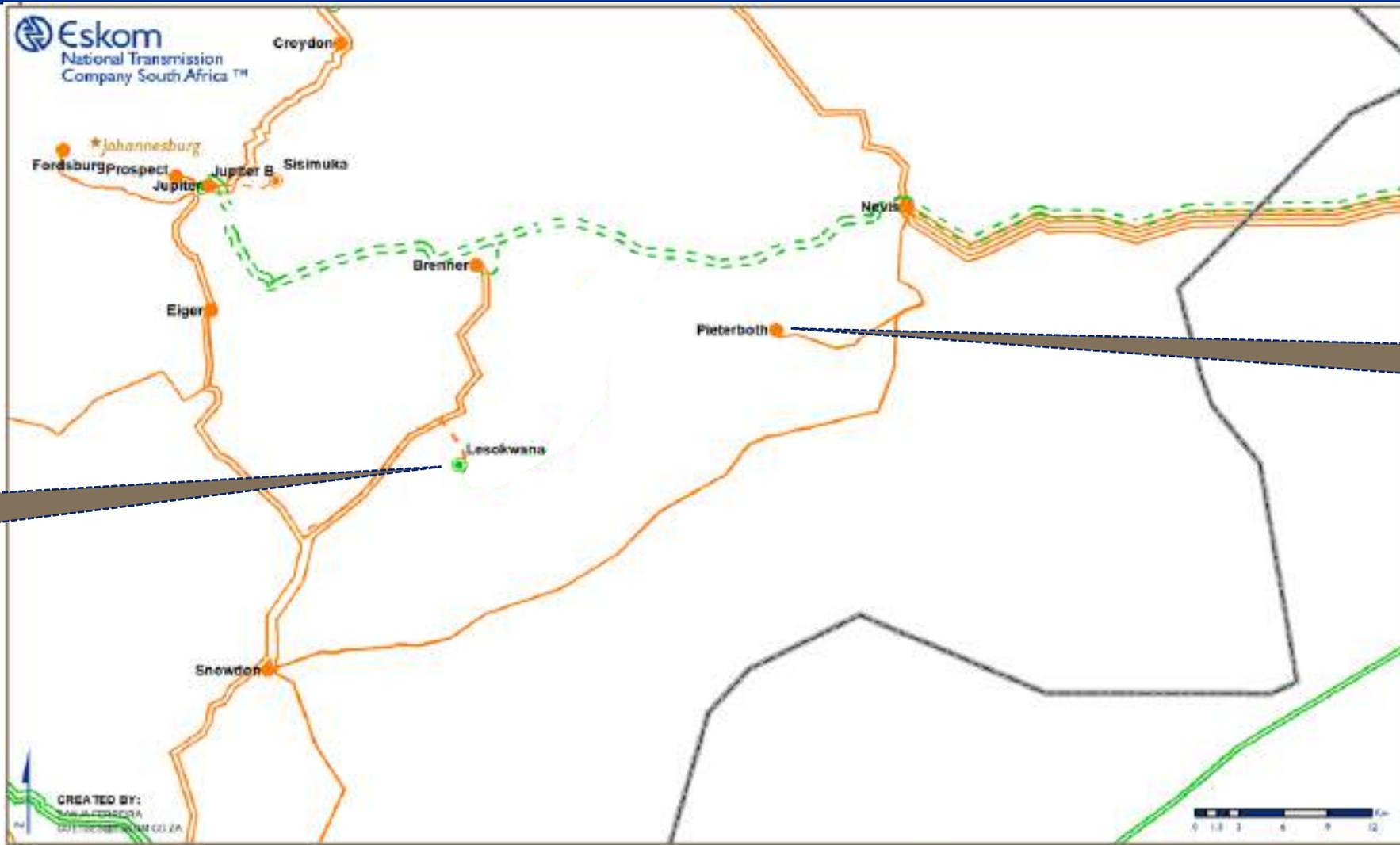
2028 - 2034



DATE: 2024/10/18  
 VERSION: 1  
 SCALE: 1:367 031  
 DATUM: WGS 84  
 PROJECTION: NO PROJECTION  
 UNITS: DEGREE

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# Developments in the Nigel Area



Lesokwana  
Substation

Pieterboth  
3<sup>rd</sup> TRFR

2025 - 2028

2028 - 2034

<ul style="list-style-type: none"> <li>Planned Substation</li> <li>Existing Substation</li> <li>Towns</li> </ul>	<p><b>Voltage (kV)</b></p> <ul style="list-style-type: none"> <li>220</li> <li>275</li> <li>330</li> <li>500</li> <li>550</li> <li>765</li> </ul>	<ul style="list-style-type: none"> <li>Planned Line</li> <li>Existing Line</li> </ul>	<p><b>Voltage (kV)</b></p> <ul style="list-style-type: none"> <li>40</li> <li>710</li> <li>220</li> <li>275</li> <li>330</li> <li>500</li> <li>765</li> </ul>	<p><b>DATE:</b> 2024/10/18</p> <p><b>VERSION:</b> 1</p> <p><b>SCALE:</b> 1:400 879</p> <p><b>DA TUM:</b> WGS 84</p> <p><b>PROJECTION:</b> NO PROJECTION</p> <p><b>UNITS:</b> DEGREE</p>	<p><small>Disclaimer: This map has been compiled by NTCSA. While we do our best to ensure the accuracy, we cannot guarantee that the map is free of errors or that it is suitable for temporary or permanent use. The map is provided "as is" and may not be suitable for any specific purpose or use.</small></p> <p><small>Note: The data represented on this map has been simplified for better viewing, which may result in inaccuracies in the location of features. Please do not use this map for measurements or calculations.</small></p>
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End



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*The next Business Connect Conventions for different provinces will be announced.*

In partnership with



## Research and Innovation Projects and their Impact on SMMEs

Ms Mashudu Ndwambi

10 June 2025



### Research, Testing and Development Mandate

“To provide energy research, development & evaluation of technologies & products, specialized testing and analytical services, & specialized consulting & training services for the benefit of Eskom & South Africa”

#### Operational Support – Research Work

Research, Pilot & Demonstrate Technologies to support Gx, Tx, and Dx with current challenges & future model (proven technologies).



#### Operational Support – Consulting & Training

Specialised Consulting & Training Services to Gx, Tx and Dx to deal with current challenges and future positioning



#### Operational Support – Testing & Analytical

Specialised Testing & Analytical Services and Sustainable Energy Research Services



#### Intellectual Property

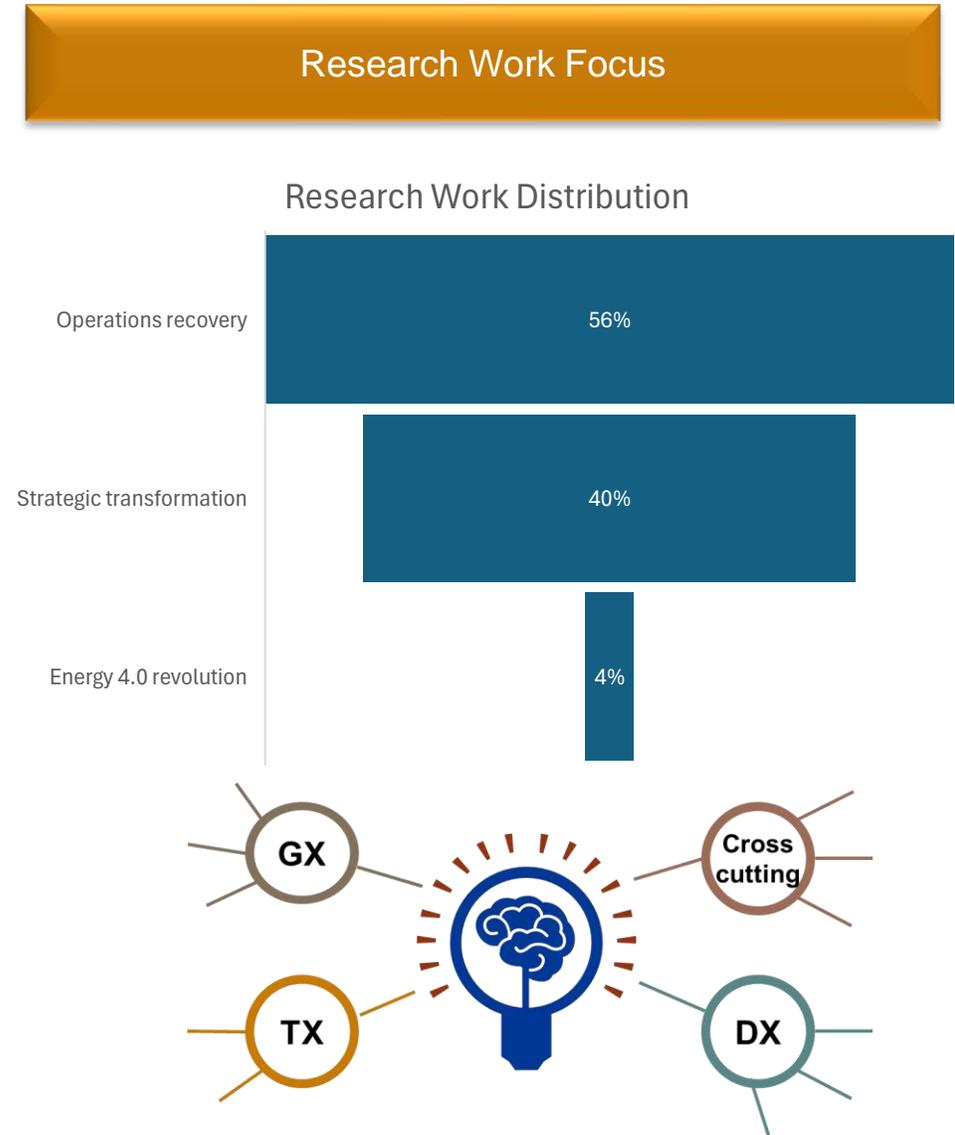
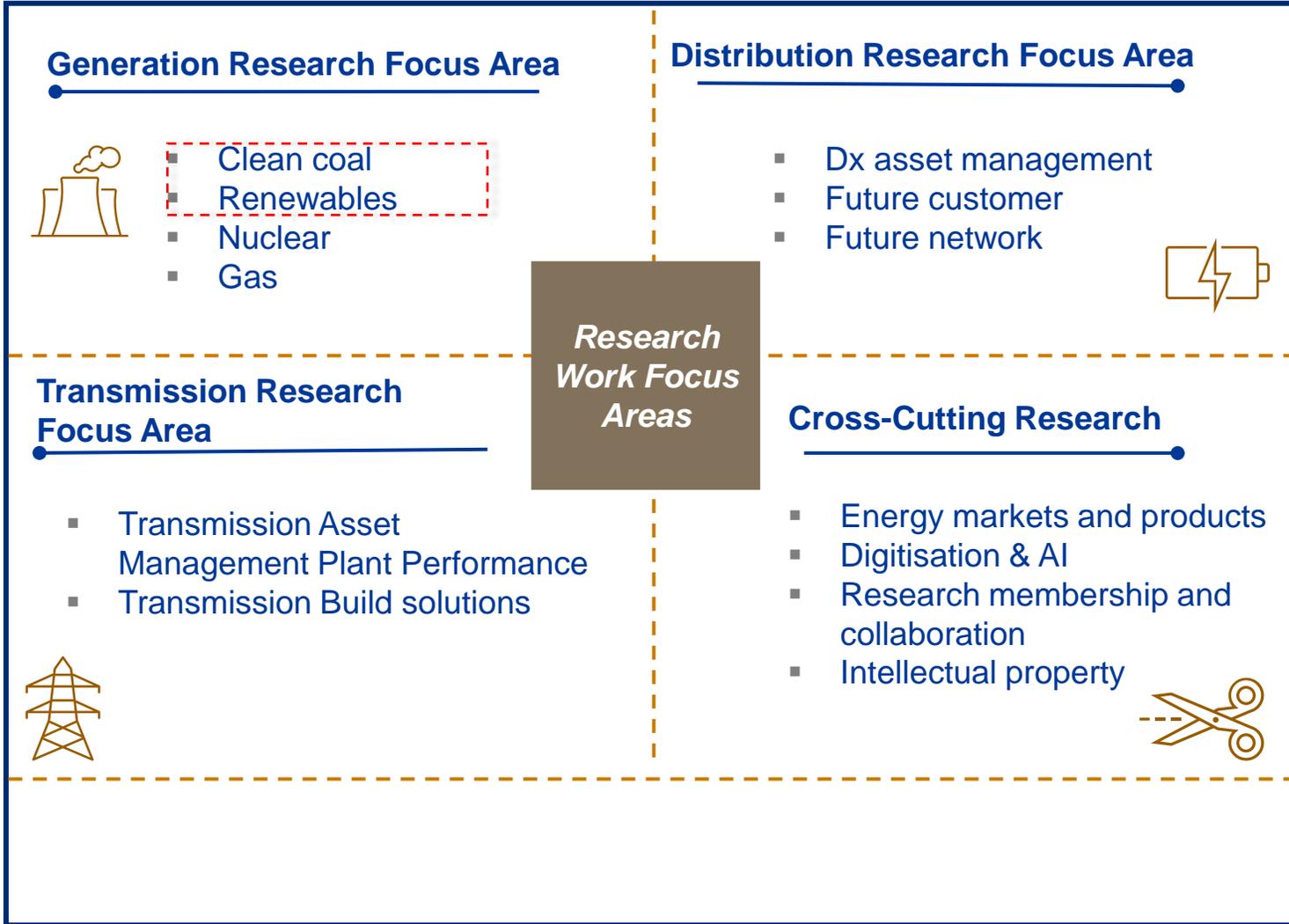
Knowledge Management, development and Incubation of Innovation, IPMO.



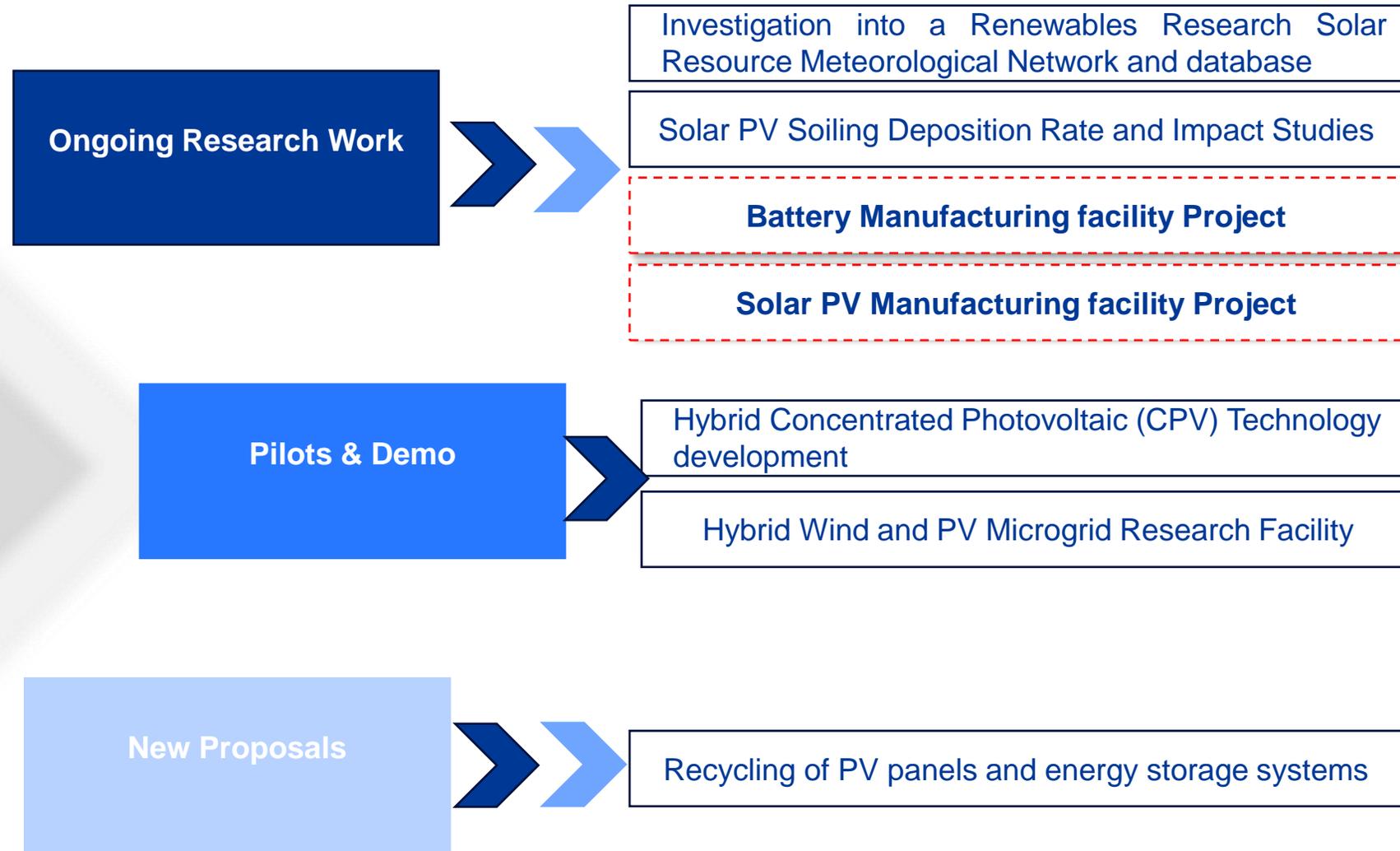
#### Eskom Mandate

To provide electricity in an efficient and sustainable manner, including its generation, transmission, distribution and sales

# Strategic Alignment: RT&D's Research Focus Areas for Eskom's Business Units and Subsidiaries



# RT&D's Strategic Pivot: Accelerating Research in Renewable Energy Renewables Energy Projects



# The Strategic Imperative - Igniting South Africa's Potential through Battery and Solar PV Manufacturing Localization

- The global energy landscape is undergoing a **profound transformation**, driven by the urgent need for **decarbonization**, enhanced **energy security**, and the integration of variable **renewable energy** sources.
- Eskom recognizes the pivotal role of BESS in South Africa's energy future. The Battery and Solar PV Manufacturing Projects are strategic initiatives aimed at developing and fostering a **local manufacturing** and **industrialization** ecosystem.



**Raw Material Sourcing & Processing:** The extraction and refining of critical minerals like lithium, cobalt, nickel, and manganese



**System Integration:** Battery packs and solar panels are combined with inverters, control systems, switchgear, and other Balance of Plant components.



**Cell Manufacturing:** Raw materials are converted into individual battery cells



**Deployment, Operations & Maintenance (O&M):** Physical installation, commissioning, ongoing operation, monitoring, and maintenance.



**Module and Pack Assembly:** Individual cells are grouped and interconnected to form modules. e.g Battery Management System (BMS) Integration.



**Second-Life & Recycling (Circular Economy):** Second-life or recover valuable materials for reuse in new batteries.

# Unpacking the Opportunities – Tangible Pathways for SMME Success in the Battery and Solar PV Manufacturing Sector

## Battery and Solar PV Manufacturing Key Features

### New Market Creation

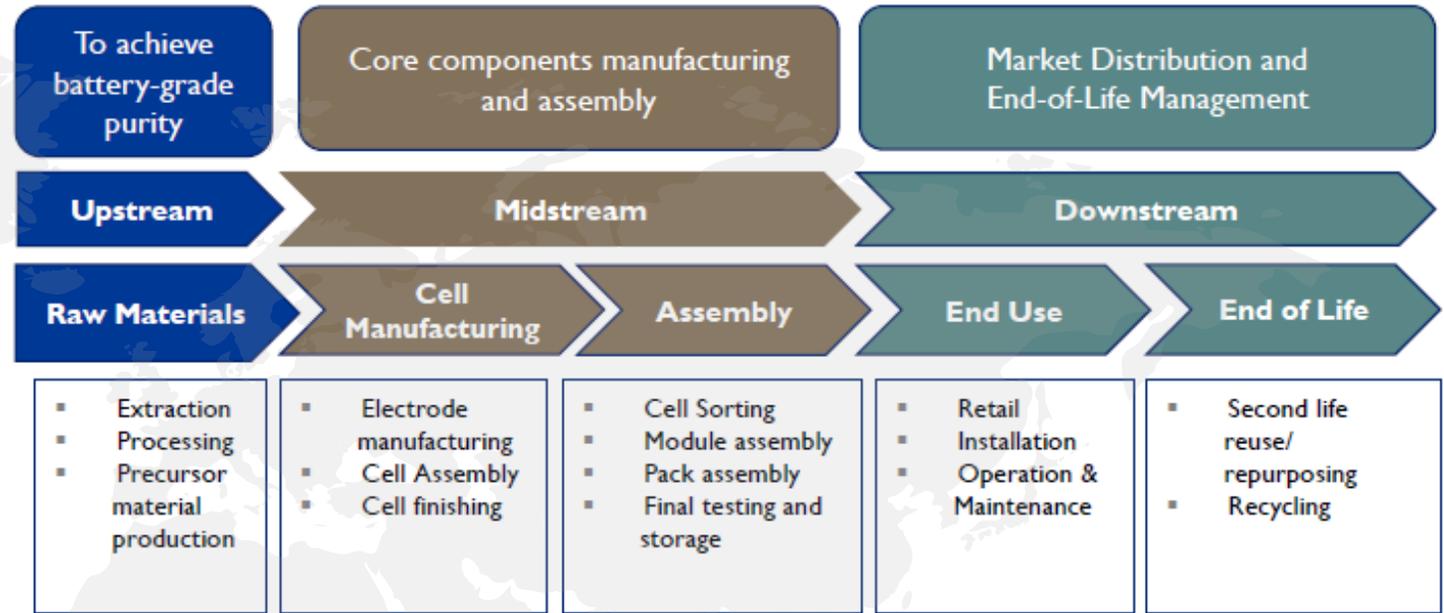
New, high-value manufacturing and service opportunities specifically accessible to SMMEs.

### Value Chain Integration

Integrate SMMEs across the entire lifecycle, from component production to deployment and maintenance.

### Capacity & Capability Building

SMME development through technology transfer, skills enhancement, and quality assurance frameworks.



## Value Chain Participation & Service Ecosystem Growth

- ❖ Logistics, transportation, and warehousing of components and finished goods.
- ❖ Maintenance and aftermarket services.
- ❖ Second-life applications and recycling initiatives.
- ❖ Community Infrastructure improvements and social programs
- ❖ Partnerships with TVET colleges for targeted skills training.

In partnership with



## Clean Coal: Ash Beneficiation Projects

*“Ash Reimagined: Building the Next Generation of Materials”*



# Ash Research Projects: Coal Combustion By-Products

Use of coal ash for road construction will **reduce environmental impact** and investment in ash dams while **addressing SA infrastructure needs.**

## Ash Beneficiation – Ash Roads



## Ash based poles and shotcrete material

Development of structures efficiently and utilizing ash material.

Development of a >60% ash-based brick and meeting building standards.

## High Content Ash Bricks



Mitigation of acid mine drainage and filling of mine voids with ash.

## Mine Backfilling



## Rare Earth Elements

Potential value and extraction of REEs.



# Coal Combustible Products: Realising the Value of Ash Through Strategic Partnerships



## Ash Beneficiation Strategic Objectives



### Key Market for Ash Products

- Construction industry (bricks, tiles, concrete).
- Civil engineering (roads, embankments)
- Agriculture (soil amendment)
- Export potential to countries needing pozzolanic materials



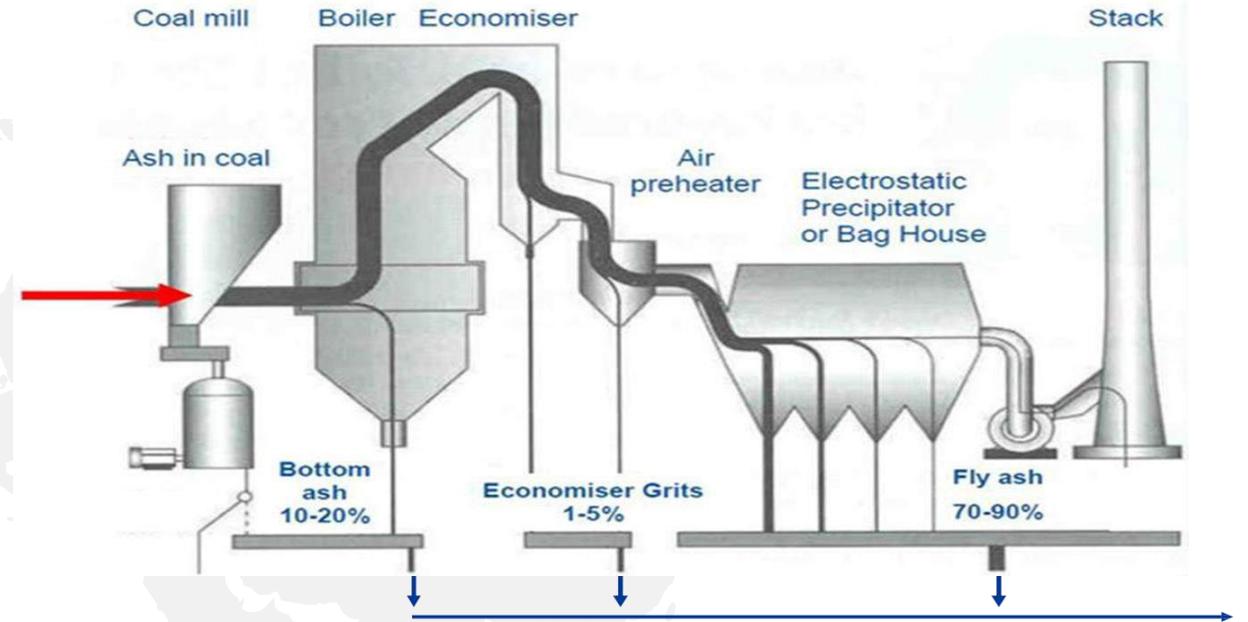
### Environmental Sustainability

The initiative mitigates environmental risks and supports sustainability through safer ash management and circular economy practices



### Opportunities for SMMES

- Partnering with existing off takers as distributors or processors in the ash value chain.
- Apply for upcoming off take opportunities.
- Engage the RT&D team for support and guidance on participation.



## SMMEs Participation & Service Delivery

- ❖ Enable SMMEs to reduce costs in the construction and cement sectors through participation in ash beneficiation initiatives.
- ❖ Create long-term employment opportunities for SMMEs in processing, handling, and logistics services.
- ❖ Support market development, product utilisation, and the formation of strategic industry partnerships.
- ❖ Provide technical assistance, including access to testing data and coordinated ash access and removal processes..

In partnership with



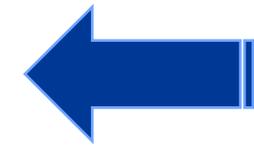
**Contact Details**

Tender and RFI Process  
<https://tenderbulletin.eskom.co.za>

HardinR@eskom.co.za



Tender Process

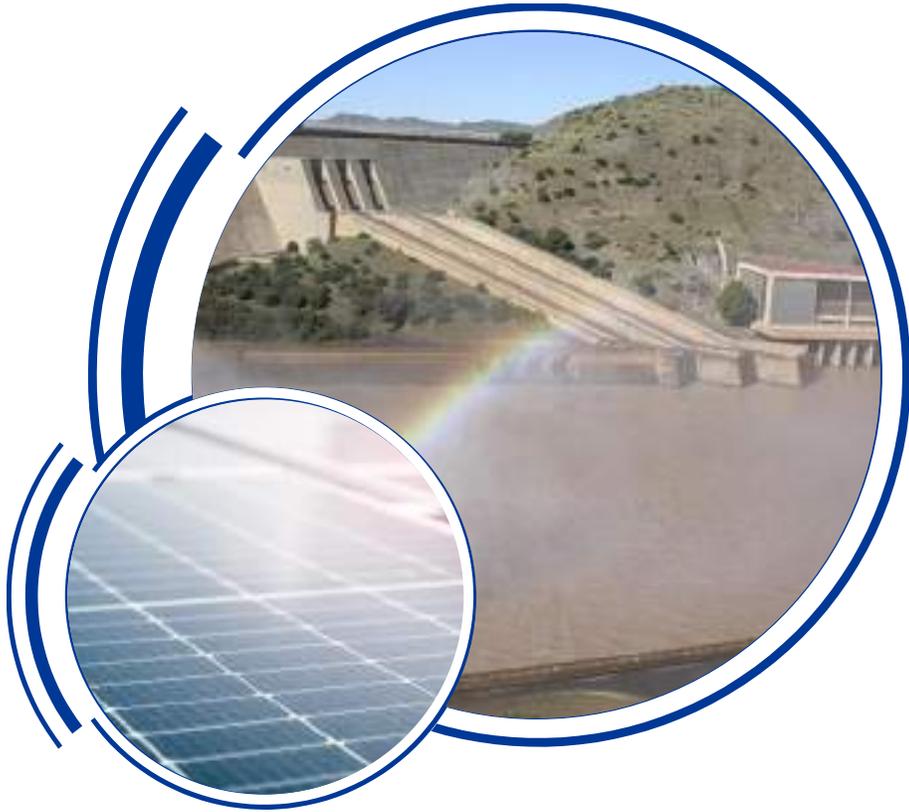


RT&D Unsolicited Process



RT&D Public RFI Process

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**Thank you**

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**UNISA  
ENTERPRISE**

**Unisa Enterprise  
Presentation: Eskom  
Business Connect**





UNISA Enterprise (Pty) Ltd (UE) was founded in 2016 through a Council Resolution. With its inception, all third-stream initiatives were centralised, and the Bureau of Market Research (BMR) became a fully owned subsidiary of UE.



The university currently generates the majority of its income from tuition fees and government allocations. To ensure financial sustainability, the university must explore alternative revenue streams.



UE has been tasked with the mandate to generate third-stream income. Success in this endeavour will support the university's mission of financial sustainability and allow it to maintain its educational and developmental programs.



Presently, the UE Group of companies, which includes BMR and UCS, employs nearly 80 individuals and generates an annual revenue of approximately R50 million.





## New Project

The Gauteng UIF Labour Activation Programme \_ Through a Partnership Between Unisa Enterprise and City Power. The Programme Targets **1200** Beneficiaries, Equipping Them with Practical Skills to Enhance Their Employability and Entrepreneurship Capacity in the energy sector.

**400** beneficiaries will be trained in Electrical, Solar Panel Installation, Gas Installation and Street Lights

**800** Beneficiaries will be trained as Entrepreneurs in the Energy sector, the beneficiaries will get an opportunity to be loaded on the supplier database of City Power after practical training and will learn modules customized for Enterprise Development.





AFRIC TRAINING COLLEGE IN COLLABORATION WITH  
UNISA ENTERPRISE  
PRESENTS

## A JOB CREATION INITIATIVE



### ENTERPRISE STUDENT DEVELOPMENT

PROGRAM DURATION: 6 MONTHS

\*PEOPLE WITH DISABILITIES  
ARE ENCOURAGED TO APPLY



**STIPEND  
INCLUDED**

#### REQUIREMENTS:

- MUST BE A SOUTH AFRICAN CITIZEN.
- PRIMARY RESIDENCE MUST BE IN OR AROUND THE CITY OF JOHANNESBURG.
- MUST BE BETWEEN 18 TO 35 YEARS OF AGE.
- MUST HAVE A NATIONAL SENIOR CERTIFICATE (MATRIC).

#### ADDITIONAL CONSIDERATIONS

- A RECOGNIZED TERTIARY QUALIFICATION.
- BASIC UNDERSTANDING OF BUSINESS AND ENTREPRENEURSHIP.
- STRONG COMMUNICATION, INTERPERSONAL, AND PROBLEM-SOLVING SKILLS.

**SEND YOUR CV TODAY!**

Application Closing Date: 13 June 2025

Apply at: [info@africtraining.co.za](mailto:info@africtraining.co.za)



## UNISA ESD Implementing Partner



No. of UNISA ESD Beneficiaries

250

UNISA Annual ESD Budget

R10 million

### Service:

UNISA appointed Unisa Enterprise as an implementing delivery partner for the UNISA Enterprise and Supplier Development Programme Initiatives, and our approach is a **turnkey project management support** together with **monitoring and evaluation** services with **key activities** such as:

- ✓ SMMEs Accounting, Tax & Other Professional Services Support
- ✓ SMMEs Skills Development & Training Support
- ✓ SMMEs Mentoring and Coaching
- ✓ ESD Business in a Box Portal Solution
- ✓ Continuous Monitoring, Evaluation and Improvement

### Benefits:

- ✓ Aligning UNISA Enterprise and Supplier Development initiatives with the objectives of B-BBEE generic codes.
- ✓ Promoting sustainable growth within Unisa Enterprise ESD offering.
- ✓ Promoting Unisa Enterprise Revenue Generation.



## Bank SETA Implementing Partner



### Service:

In partnership with Bank SETA, Unisa Enterprise has been appointed to deliver youth Entrepreneurship Programme on Green Economy in the Limpopo Province within our NQF Accredited **Unit Standards:**

- ✓ Fundamentals of Entrepreneurship
- ✓ Finance for non-Finance Managers
- ✓ Procurement & Tendering Management
- ✓ Contract & Supply Management
- ✓ Functional Mentorship & Coaching
- ✓ Technical Support and Business Incubation

### Benefits:

- ✓ Alleviating the skills shortage in South Africa.
- ✓ Promoting growth and Revenue Generation for Unisa Enterprise.
- ✓ Addresses the key socio-economic challenges facing the country which includes low economic growth, poverty, inequality, and unemployment.

No. of Beneficiaries	50
Project Location	Limpopo Province





# National Summit on Higher Education Funding



[info@unisaenterprise.ac.za](mailto:info@unisaenterprise.ac.za)



(010) 510 -1125



[www.unisaenterprise.ac.za](http://www.unisaenterprise.ac.za)



# **SMME Business Connect**

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Redefining for a better future

# SMME CAPACITATION & OPPORTUNITIES

GAUTENG

BUSINESS CONNECT / EXHIBITION





SMME  
Capacitation  
via  
SDL&I



Generation  
Division



Distribution  
Division



GCD

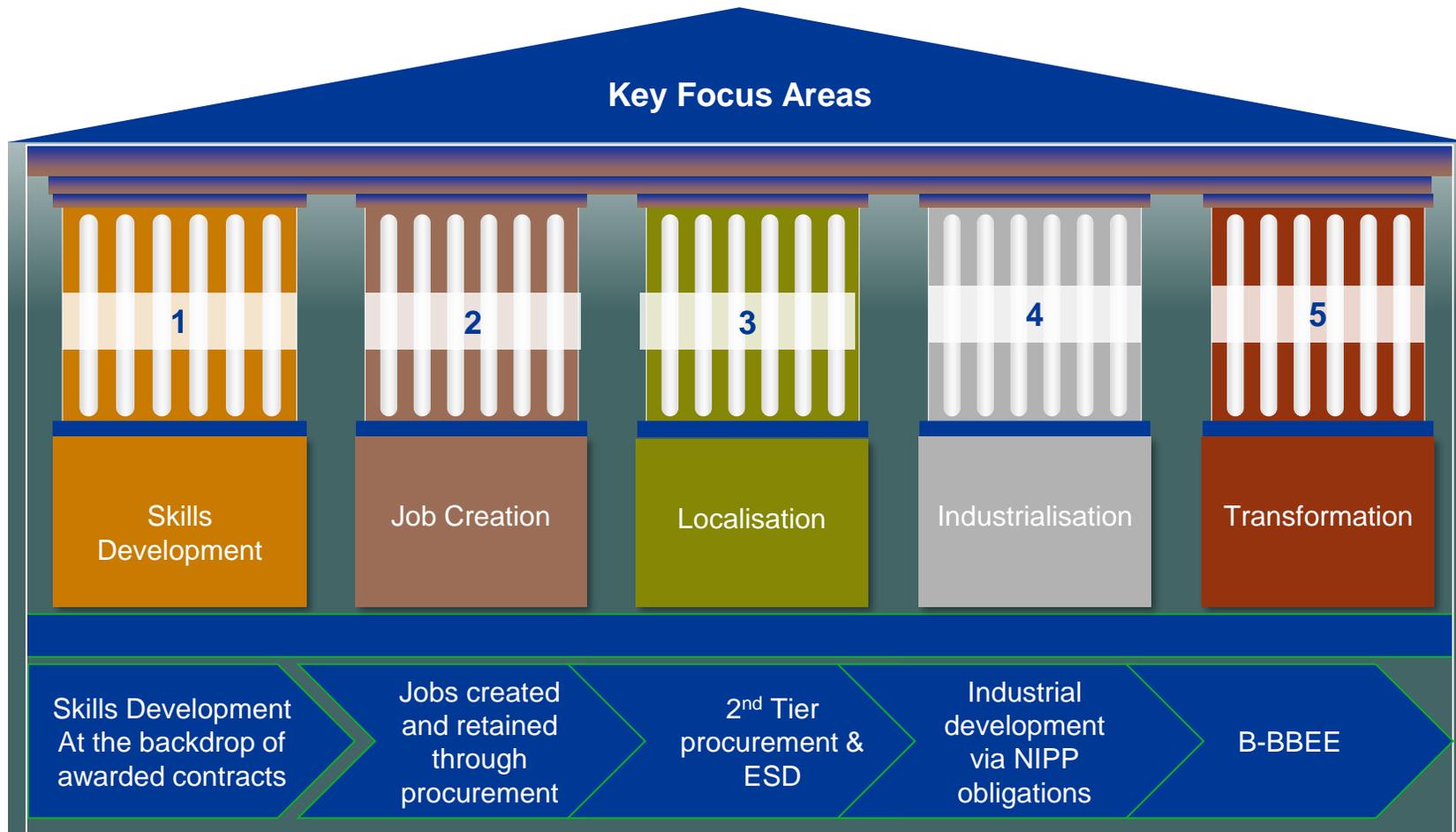


Eskom  
Rotek  
Industries



# SDL&I's mandate and the underpinning five key pillars

To achieve maximum and sustainable local development impact through leveraging Eskom's procurement spend in a manner that allows flexibility within the business in order to accommodate government local development initiatives and policies





Use Eskom procurement spend as a lever to promote socio-economic transformation, empowerment of small enterprises, rural and township enterprises and designated groups.



Strengthen local procurement in order to help build South Africa's industrial base in critical sectors of production and value adding manufacturing which are largely labour-intensive.



Actively support procurement from black owned SMMEs by identifying opportunities to increase procurement from local suppliers in order to support employment creation.

- We are leaders in driving expenditure to SMEs because of Eskom large annual procurement spend
- We implement auditable policies and processes, compacting to our contribution to SMEs development
- Our governance procurement processes ensure that we actively provide opportunities to SMEs
- We run supplier workshops to equip them on Eskom tender requirements
- We have formal relationships with key role players in SMME development e.g. SEDFA, IDC, NEF
- We conduct regular awareness workshops with SMEs to share procurement processes and opportunities
- We drive subcontracting on contracts above R30 million to ensure that SMEs are included in such contracts

- Tenders are still advertised on the Eskom Tender Bulletin ([www.eskom.co.za](http://www.eskom.co.za)) for all procurement above R1 Million as well as National Treasury E-Tender website as well as CIDB website (for construction tenders).
- It is not a pre-condition that suppliers be registered on the Eskom vendor Database for them to tender
- Tenders **MUST** conform to all mandatory requirements for them to qualify for evaluation.
- It is forbidden to bring into the evaluation additional documents that were missed when tender was submitted.
- Tenders below R1 million go through an 'informal' tendering system where suppliers are directly invited by procurement practitioners to submit tenders.
- Legislation requires all tenderers to be of good standing with their tax affairs and other stipulated qualifications **PRIOR** to contracting with SOC's

## Procurement Opportunities in Generation Division



- Civil Construction
- Building Construction
- Refurbishment of Motors
- Industrial Cleaning
- Cabling Contractors
- Construction and maintenance of Power Lines
- Construction and maintenance of Substations
- Electrification
- Recruitment Services
- Refurbishment of Transformers
- Bush Clearing Services
- Security Services
- Post Connections
- Rock drilling
- Servitude negotiators
- Meter Audits
- Meter Reading
- Engineering Consultants

<b>Operations &amp; Maintenance</b>	<ul style="list-style-type: none"><li>• Consulting services</li><li>• Cleaning services</li><li>• Securities</li><li>• Transport</li><li>• Office equipment/ furniture</li><li>• Garden services</li><li>• Plant hire</li><li>• Fire protection systems</li></ul>
<b>Eskom Network</b>	<ul style="list-style-type: none"><li>• Line construction</li><li>• Substation Construction</li><li>• Transformers</li><li>• Conductors</li><li>• Protection Equipment</li><li>• Line hardware</li><li>• Electrification</li><li>• Bush clearing</li></ul>
<b>Power Stations</b>	<ul style="list-style-type: none"><li>• Coal supply</li><li>• Refurbishment of Motors</li><li>• Transformers</li><li>• Boiler Refurbishment</li><li>• MV Reticulation</li><li>• Conveyors</li></ul>

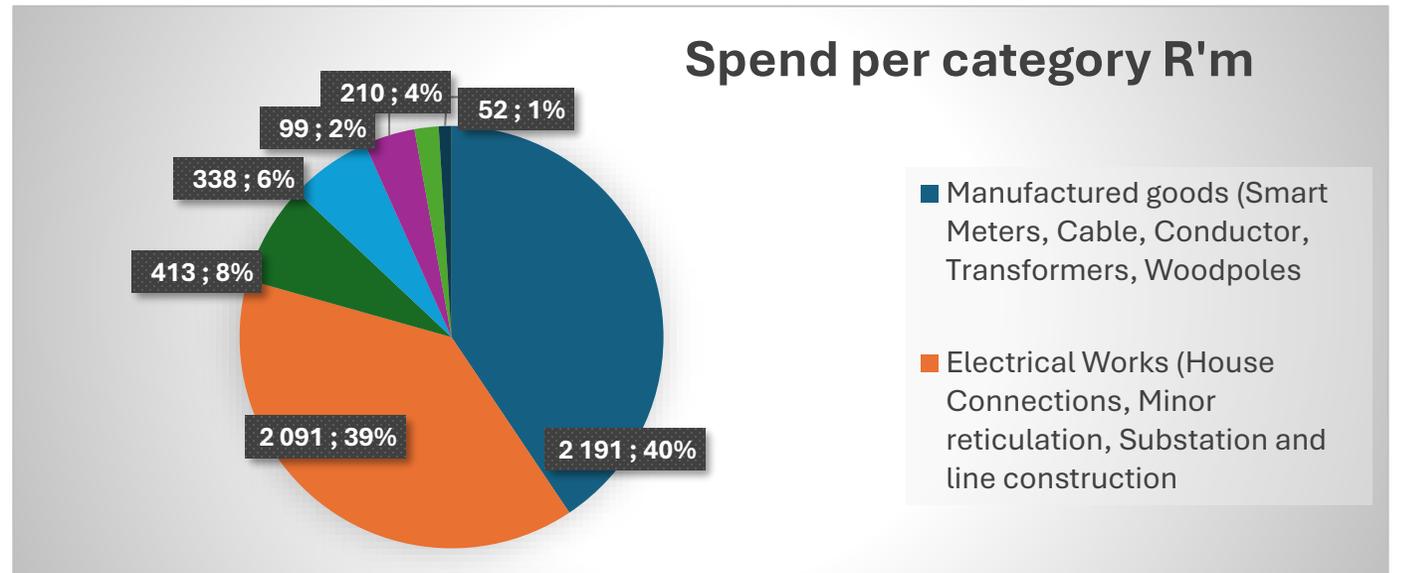
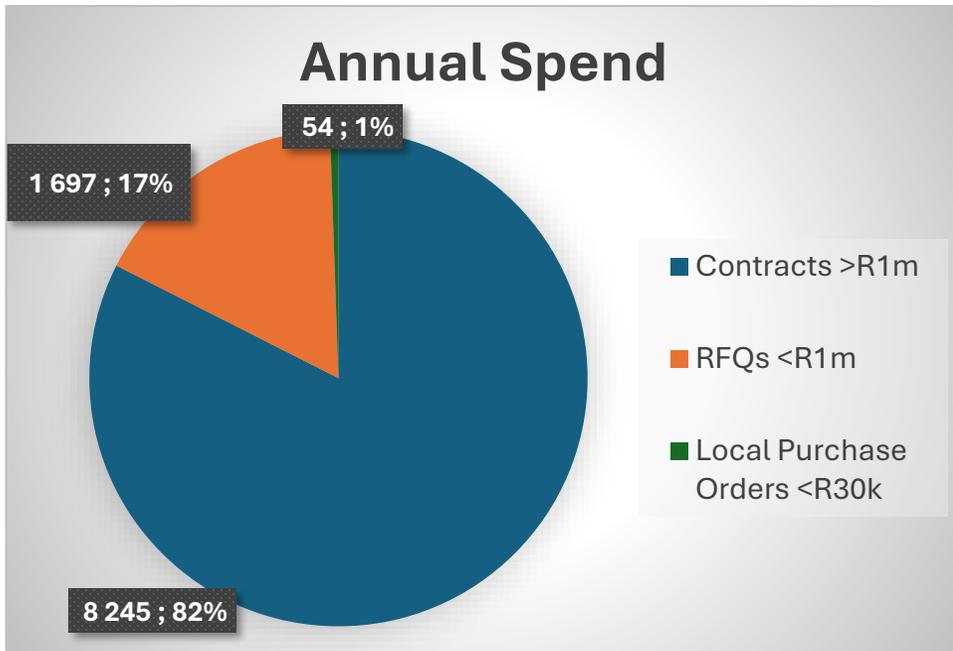
## Distribution Spend Opportunities



## High Level Summary

Distribution Spend Categories	Annual Value (R'm)
Contracts >R1m	R8 245Bn
RFQs <R1m	R1,697Bn
Local Purchase Orders <R30k	R54m
<b>Total Annual Spend</b>	<b>R9,996Bn</b>

Category	Average Annual Spend
<b>Manufactured goods</b> Smart Meters, Cable, Conductor, Transformers, Wood-poles	R2,191Bn
<b>Electrical Works</b> House Connections, Minor reticulation, Substation and line construction	R 2 091Bn
Security Services (guarding, electronic surveillance)	R413M
Goods transportation (through ERI subcontracting)	R338M
Vegetation management - bush clearing	R210M
Cleaning services - offices and gardening	R99M
Meter reading including disconnections	R52M



## Forthcoming Procurement Opportunities for **GCD**



## Majuba Power Station



Construction of  
Ash Dump Facility

## Kendal Power Station



Dust and Noise  
Monitoring

## Kusile Power Station



Ash Dump Facility – Wetlands  
Rehabilitation & offset

## Eskom Rotek Industries - Opportunities





Bulk Material Services offers services in bulk material handling for coal, ash, limestone and gypsum, water treatment operations, electrical control maintenance and mechanical services.

## Operations include:

- Coal transportation logistics
- Bulk water operations
- Bulk material handling (coal and ash)
- Coal combustion products
- Plant maintenance

Construction Services offers both civil and electrical construction in projects associated with power generation allowing delivery of energy efficient installations, power line, substation, cabling and switchgear and electrification services.

## Services involve:

- Specialised mixed civil construction
- Construction related bulk material handling
- Substation construction
- Cabling management and installation
- Power line construction
- Electrification projects
- Microgrid manufacturing and installation





Logistics Services offers road transport, material handling and consolidation, warehousing, full scope waste management including the removal of both general and hazardous waste, road logistics services, as well as the haulage of all heavy and abnormal sized equipment.



## Operations comprise of:

- Transport services (1 kg to 500 ton)
- Waste management services
- Material handling and consolidation
- Clearing and forwarding
- ERI white fleet management



Transformer and Switchgear Services offers maintenance, refurbishment, repair and modification of transformers and switchgear, both on site and at its workshop facilities. It provides a 24/7 turnkey service that includes commissioning, localised cabling and stringing, oil leak repairs and electrical testing.

## Services incorporate:

- Transformer services (up to 920 MVA and 765 kV)
- Switchgear services
- Engineering solutions

Turbo Gen Services is able to refurbish large power generation turbines, generators and related components, with a special focus on the maintenance engineering of the turbine and the generator island.



## Services provided consist of:

- Turbine and generator refurbishment
- Engineering solutions
- Condition monitoring
- First line maintenance
- Clean Conditions and Foreign Material Exclusion





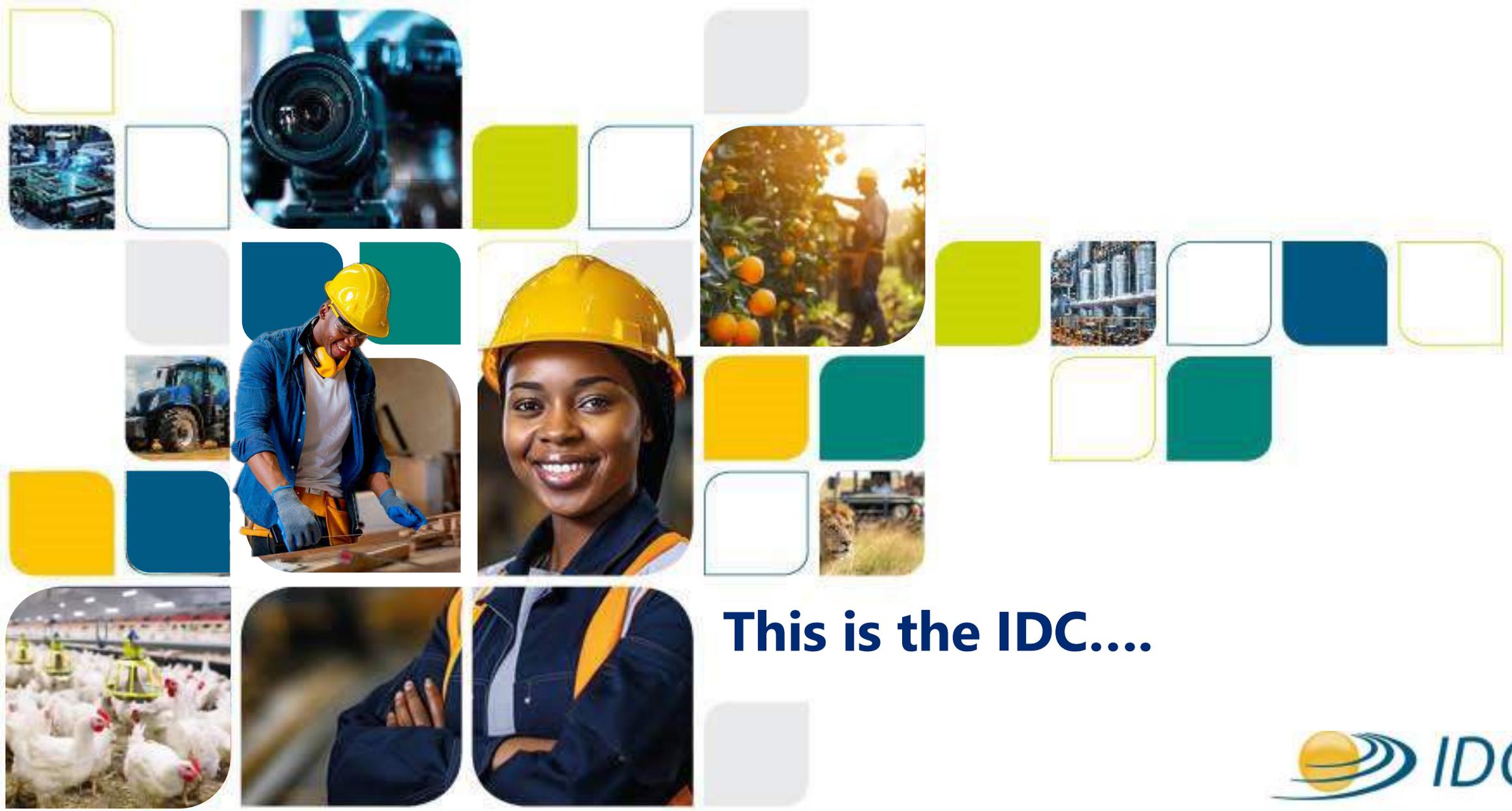
# Thank You

# **SMME Business Connect** Supplier Development Convention comes to Gauteng

**June 2025**



*The next Business Connect Conventions for different provinces will be announced.*



**This is the IDC....**



*Industrial Development Corporation*

**Partnering you. Growing the economy. Developing Africa**

South Africa's largest development finance institution.

Builds industrial capacity to fuel the country's economic growth, by funding viable businesses.

Focuses on priority economic sectors that offer the greatest potential to unlock job opportunities.

Proactively identifies new industries and looks to grow existing pivotal sectors.



Regions

Global exports of South Arica's goods and services  
Rest of Africa  
South Africa

Clients

- Businesses segmented into Large, Medium and Small

Sectors

Chemicals, medical and industrial mineral products  
Machinery, equipment and electronics  
Automotive and transport equipment  
Agro-processing and agriculture  
Tourism and related services  
Textiles and wood products  
Media and audio-visuals  
Mining and metals  
New technologies  
Infrastructure  
Energy

Products

- General debt
- Equity
- Mezzanine
- Export/Import finance
- Short-term trade finance
- Bridging finance
- Guarantees
- Lines of credit
- Syndication and lead arranging

Activities

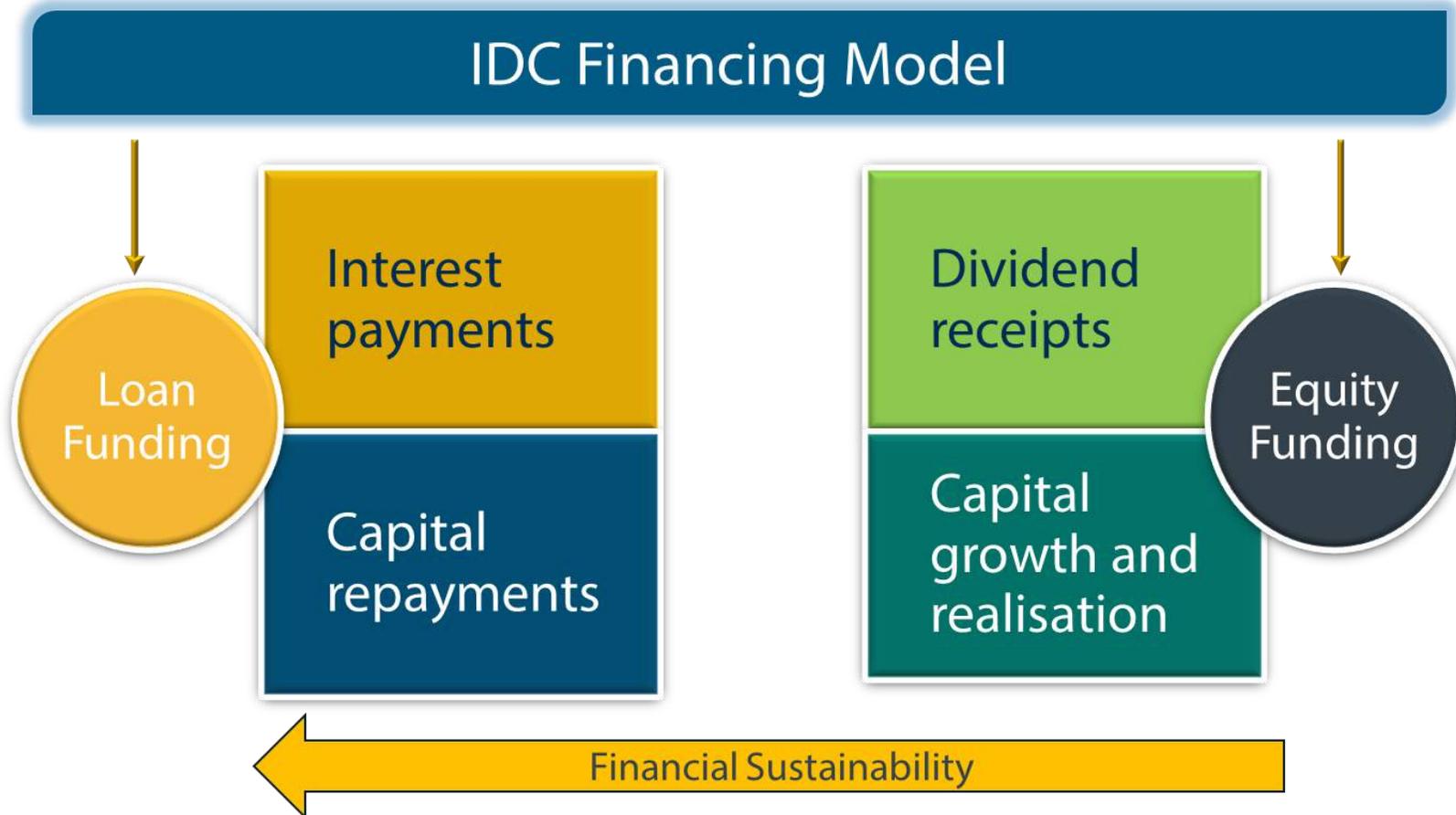
Provision of development finance  
Industrial projects development  
Research and policy inputs  
Funds management  
Business support  
Capacity building

Business Cycle

- Feasibility
- Product commercialization
- Establishment
- Expansion
- Mature
- Turnaround



IDC is funded through internal profits, divestment from mature investments and borrowings in domestic and international capital markets.



Proceeds from these funds are used to repay borrowings, cover costs and grow the balance sheet to re-invest in future businesses





# SMALL BUSINESS FINANCE & REGIONS

## Mandate & Key Objectives

- SBF&R specifically caters for businesses looking to access funding from R1m to R20m in the mandated sectors that the IDC funds.
- The key objectives of SBF&R are to:
  - Support entrepreneurs who seek to invest in industrial capacity development and job creation within the Small and Medium Enterprises (SME);
  - Deepen industrial development in the SME sector.
  - Grow the IDC's regional portfolio.
  - Promote sustainable industrial development and economic inclusion in SA by facilitating access to finance to

## Addressing SME Market Failures

- **High barriers to entry and industry concentration** – SA has a legacy of high industry concentration due to the upfront fixed investment required to be economically viable.
- **Lack of access to supply chains and distribution channels** – Black-owned SMEs struggle to access meaningful opportunities in corporate supply chains and distribution channels to scale their businesses.
- **Commercial credit rationing for start-ups** – start-ups struggle to get funding from the commercial financial sector due to the difficulty of assessing viability. DFIs play mainly in this space.

## Regional Infrastructure and Resources

- Regional presence across all 9 provinces.
- Proximity advantage to clients.
- Coordinate and manage stakeholder initiatives and relationships within the provinces.
- Adequate dealmaking skills to service small business segment



- The IDC’s value proposition is imbedded in its deep understanding of industrial value chains and regional offices play a key role in staying close to key local value chain players
- IDC has **regional presence** within all Provinces (with a total of 13 main regional offices)
  - Other major hubs in the various Provinces are serviced via periodic visits to these hubs.
  - Regional offices serve as the “on the ground” presence of IDC in the country, maintaining close relations with key stakeholders.
- The IDC has also developed an alternative channel for support to SMEs through wholesale credit lines to **Non-Banking Intermediaries (NBIs)** and other **Strategic Implementing Partners (SIPs)**, to extend reach and drive greater impact.
- **Pre-Investment Business Support** is provided to SMEs with good but not yet bankable business concepts.
- **Post investment business support** is provided to businesses to address gaps identified during the due diligence, on a shared cost basis.
- The **SME-Connect Programme** continues to nurture the collaboration of small and medium enterprises in the supply chains of larger entities (including enterprise and supplier development programmes and procurement as key levers).



### Main Regional Offices

- Bloemfontein
- Kimberley
- Cape Town
- Rustenburg
- Mahikeng
- Brits
- Sandton
- Polokwane
- Mbombela
- eMalahleni
- Durban
- Gqeberha
- East London



## Funds under management

Off-balance sheet funds		On-balance sheet funds
Stand-alone	Co-investment with IDC	
<ul style="list-style-type: none"> <li>Green Tourism Incentive Programme (GTIP)</li> <li>Khoebo Innovation Promotion programme (KIPP)</li> <li>Natural Indigenous products Programme (NIPP)</li> <li>Social Employment Fund (SEF)</li> <li>Clothing and Textile Footwear and Leather Growth Programme (CTFLGP)</li> <li>Township Economy Partnership Fund (TEPF)</li> <li>KfW Hydrogen Grant Fund (KfW)</li> <li>National Pathway Management Network Innovation Fund (NPMN)</li> <li>Junior Mining Exploration Fund (JMEF)</li> <li>Citi Group – Black Industrialist Fund (Citi – BI)</li> </ul>	<ul style="list-style-type: none"> <li>Agro Processing Competitiveness Programme</li> <li>Downstream Steel Industry Competitiveness Fund (DSICF)</li> <li>Agro Industrial Fund (AIF)</li> <li>Manufacturing Competitiveness Enhancement Programme (MCEP)</li> <li>MCEP – Economic Distress Fund</li> <li>MCEP – Stabilisation and Job creation (EJC) Fund</li> <li>MCEP – Infrastructure programme</li> <li>MCEP – Furniture Industry Challenge Fund</li> <li>MCEP – Energy Resilient Transition Fund</li> <li>MCEP – Manufacturing Support Programme (MSP)</li> </ul>	<ul style="list-style-type: none"> <li>Special Intervention &amp; Social Enterprise Fund (SIF/SEF)</li> <li>Township Economy Energy Resilience Fund (TERF)</li> <li>Gro-E Youth Fund</li> <li>Youth Pipeline Development Fund</li> <li>Sustainable Plastics Fund</li> </ul>
		<b>Administrative support to Programmes</b> <ul style="list-style-type: none"> <li>Tirisano Construction Fund</li> <li>Industrial Zones Programme</li> <li>Localisation Support Fund</li> <li>Presidential Infrastructure Coordinating Committee / Infrastructure South Africa</li> </ul>

- Partnerships between institutions in the development ecosystem are vital to enhance and accelerate targeted development initiatives.
- The IDC currently manages ca. 29 funds and programmes.
- In addition, IDC provides administrative support to programmes of government to enable their effective implementation



## SME-CONNECT



## Why?

Expand and deepen industrial development in the small industrial business segment

## How?

Leverage Corporate ESD-programmes to contribute to greater efficiency and impact in the SME development ecosystem

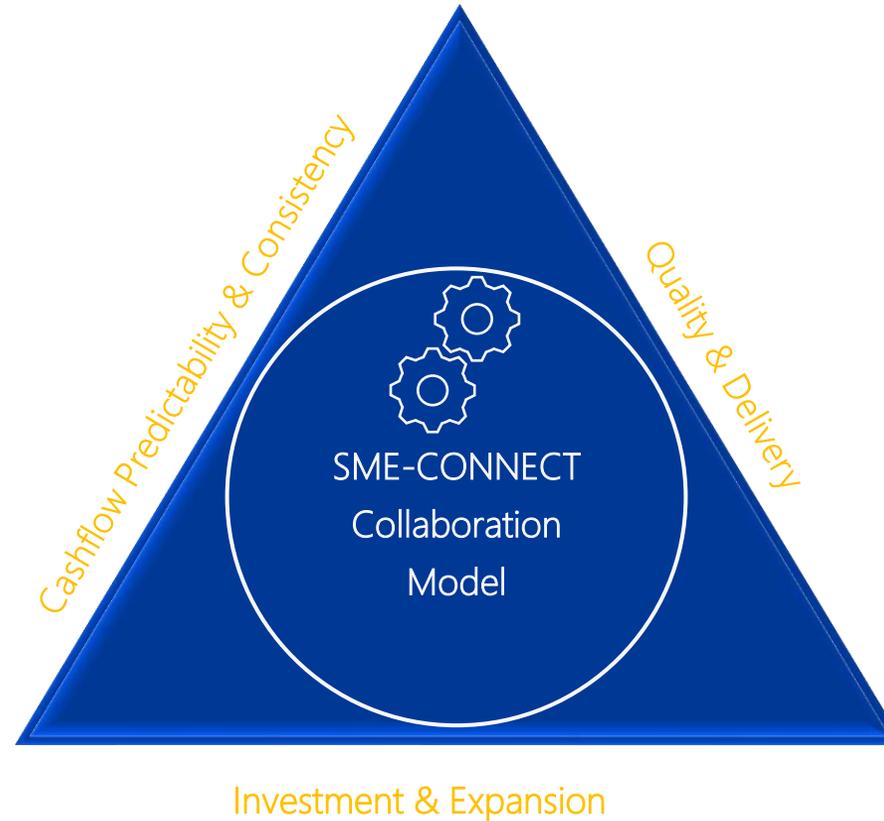
Identification & engagement of Opportunity Providers and ecosystem stakeholders

Cultivating a quality pipeline of SME applications or initiatives from ecosystem partnerships

Supporting and developing SME within the pipeline to enhance their investment readiness

Presenting qualifying SME applications to IDC SBU pipelines and support DD teams

access to high buyer commitment markets to ensure cashflow predictability and consistency.



### Access to Finance:

- Fund Management ability.
- Collaborate with funders, financiers and ESD initiatives to deliver appropriate and timely finance aligned to the investment and expansion needs of SMEs.

### Business Development Support:

- Compliance Support; and,
- Technical Support. Collaborate with supporting technical institutions and experts to provide focused business and technical support aimed at delivering customer value and building market share.

# **SMME Business Connect** Supplier Development Convention comes to Gauteng

**June 2025**



*The next Business Connect Conventions for different provinces will be announced.*

# Stakeholder Management as the enabler for SMME development/ empowerment

**Presenter: Meshack Hlongwane**

Date: 10 June 2025



## Inclusivity

- The key to inclusivity is the recognition of **diverse stakeholders** and to reach even those that are usually in the periphery.
- The **promotion of equity** is also critical to ensure no one is left behind  
Promotion of **meaningful engagement leads to, active participation**, shared decision making and co-creation of value
- Using **inclusive language in our interactions** with stakeholders is critical to ensure that information shared is understood and leads to participation

## Sustainability

- **Social equity** is a critical element of sustainability where opportunities and benefits are equitably and fairly disseminated to address social inequalities
- The **creation of sustainable business models** should be our focus to ensure economic activity and viability
- Being **responsible to the environment** and address current and future impact of our actions to lessen negative outcomes
- **Transparency and Accountability** are also key ingredients of sustainability to ensure that no one is disadvantaged

## Information sharing

Continuous information sharing to communicate decisions is central to this approach. The end goal is to ensure stakeholders access the right information to make informed decisions

## Consultation

It's a two-way approach where information is shared, digested, discussed and arguments are exchanged mutually to reach understanding even if it means no agreement.

## Involvement

When stakeholders are involved, consensus is easy to reach, and compromises made by both parties to find common ground or meet each other halfway

## Partnership

This approach builds on the former three approaches. This is where commitment and trust are built by both parties, the result is normally lasting cooperation and to address current and future concerns of each stakeholder

## Channels

- ✓ Stakeholder Forums
- ✓ Newspaper (Sinobuntu)
- ✓ Public Meetings
- ✓ Emails
- ✓ Notices in media and our stations and offices

- ✓ Organised & Constituency (NPO)
- ✓ Balanced representation
- ✓ Clearly defined objectives, scope and boundaries
- ✓ Terms of Reference
- ✓ Role clarity
- ✓ Transparency & accountability



Thank you



# Business connect feedback survey



**June 2025**



*The next Business Connect Conventions for different provinces will be announced.*

In partnership with



# GAUTENG ESKOM BUSINESS CONNECT

- Date: 11 June 2025



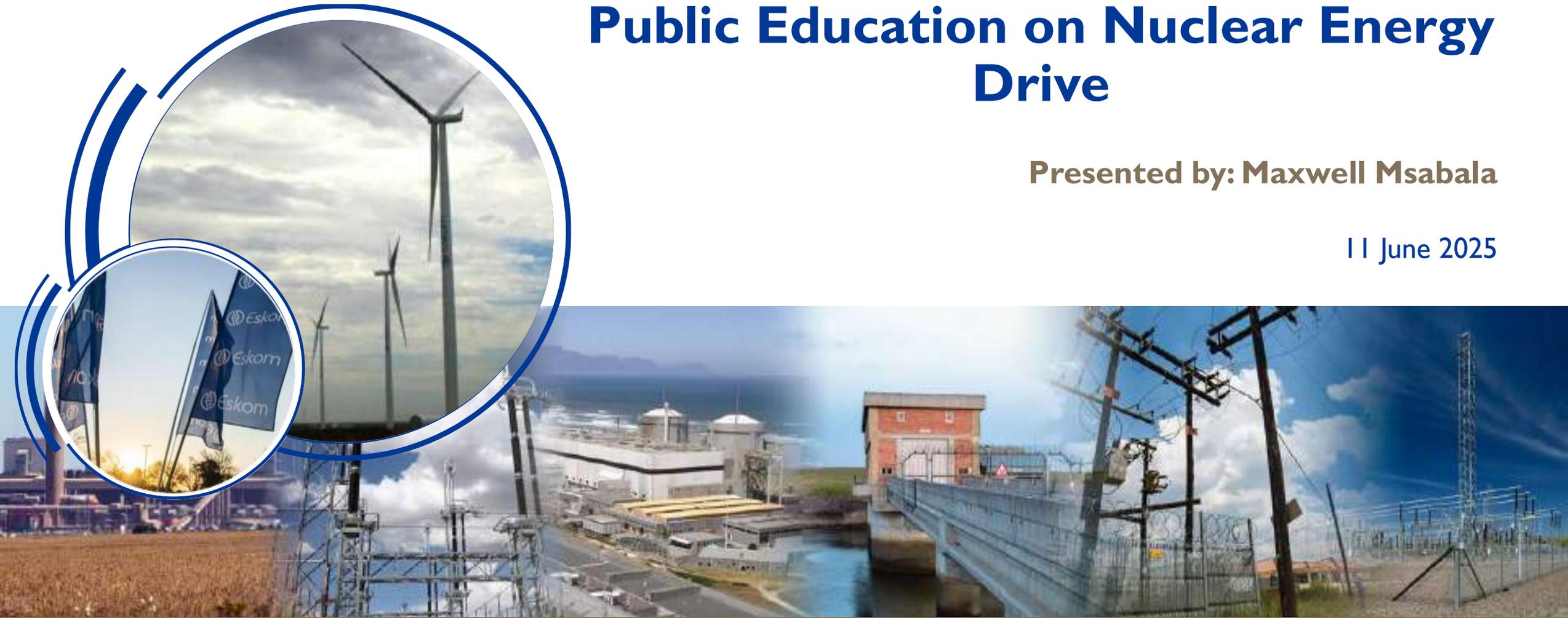
In partnership with



# Eskom Business Connect – Gauteng Public Education on Nuclear Energy Drive

**Presented by: Maxwell Msabala**

11 June 2025





## **Telling the nuclear story**

There is a growing global interest and investment in nuclear energy. As a low-carbon energy source, nuclear is increasingly viewed as critical part of addressing climate change concerns while providing sustainable, cost effective and reliable electricity.



However, public awareness of the role that South Africa is playing in the nuclear field remains low which result in limited support for nuclear and understanding of its contribution to the South African economy and various opportunities that exist.



To augment the challenges faced by the nuclear energy industry, Eskom has embarked on a robust nuclear public education campaign that aims to tell the Nuclear Story by stimulating public awareness and support for nuclear energy through transparency, education, and interactive engagements.



The approach seeks to build public trust by addressing concerns transparently and highlighting nuclear energy's key role in reducing emissions, inspiring informed support and interest from future leaders.



# Building Public Trust Through Dialogue



1

- South Africa's energy landscape is undergoing a significant transformation, with nuclear energy poised to play a crucial role as part of transitioning to low-carbon energy economy.
- Accelerating public education with focus on youth, women and communities across the country, and this will be achieved through proactively planned engagement, communication activities and education campaigns.

2

- Implementing programmes to develop local nuclear skills base that is crucial for supporting existing nuclear operations, new built activities and the coal-to-nuclear transition by ensuring the availability of qualified personnel. This will involve partnerships with educational institutions to create specialised training programmes and certification including initiatives to attract and retain talent in the nuclear sector.

3

- Conducting country-wide awareness campaigns, which is why we are here in Limpopo today. To drive public awareness on nuclear energy and open dialogue for public education.
- To promote Nuclear as a career of choice. We will be conducting awareness campaigns in high schools and universities.

4

- Building public trust through Community Outreach Engagements. This will be achieved by being visible in communities, not just in areas we operate in, but in all areas in order to maximise the public awareness.

5

- Participating in speaking engagements to advocate for nuclear energy. By using platforms such as the business connect to reach out to different audience such as business forums, SMME platforms, and entrepreneurship platforms.

- As of October 2024, 63 nuclear reactors were under construction globally, with most activity taking place in Asia and Eastern Europe.
- Fifteen countries are involved in nuclear construction – with China, India, Russia, Japan and South Korea having projects at multiple sites.
- Why is this important to South Africans? We want to ensure that we have energy security for the future and also leverage on technologies that have zero emissions.



- In 2022, construction began on ten nuclear reactors: Five in China and Five led by Russia – two of which in Egypt, one in Turkey, and two domestically in Russia.
- In the first half of 2023, three more reactors were initiated: Two in China and one in Egypt (*by Russia*).



- Russia leads the international market, with 26 reactors under construction as of mid-2023.
- Four are being built in Russia, while the remaining 22 are in seven countries, including four each in China, India, Turkey, and Egypt.



- China, with 29 reactors under construction, has the largest number of ongoing projects globally as of mid-2023, though all are within its borders.
- Beyond Russia's Rosatom, only French and South Korean companies are leading nuclear plant construction abroad – France in the UK and South Korea in the UAE.

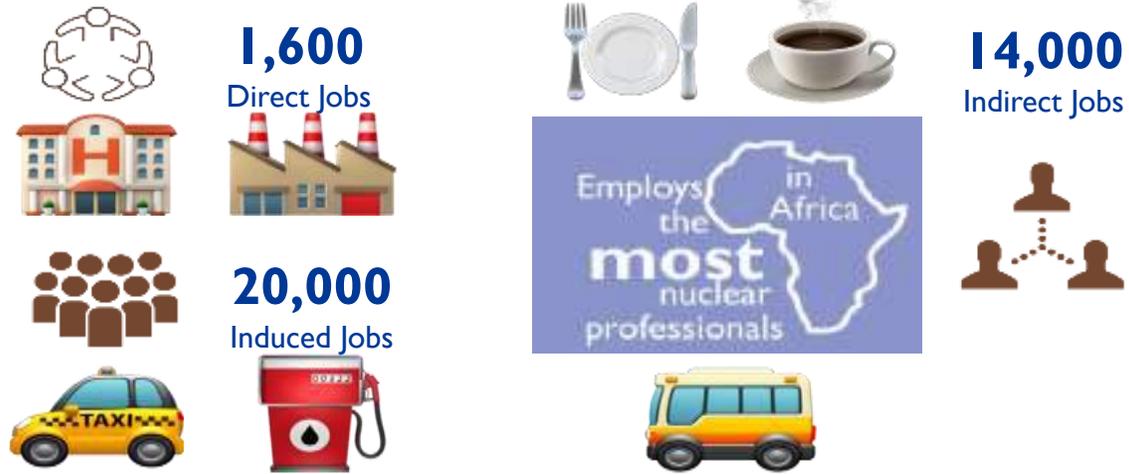
## Koeberg Nuclear Power Station

- Koeberg is **Africa's only commercial Nuclear Power Plant**.
- Koeberg's Units have operated safely since their commissioning in **July 1984 (Unit 1)** and **November 1985 (Unit 2)**.
- Koeberg has attained its **Long-Term Operation (LTO<sup>1</sup>) license**, to extend the plant's operational life from **40 to 60** years.

## Koeberg – Connected to the Global Nuclear Community



# Opportunities in the Nuclear Energy Space



- There 1600 employees directly employed by Koeberg
- There are over 14 000 contractors employed through contracts and tender processes
- There 20 000 induced jobs, which are linked to the Koeberg eco-system.
- There are opportunities through contract of service providers. The number of contractors spikes during outages/maintenance seasons.
- To become a service provider, please register with the Eskom procurement database.

- Koeberg **contributes Billions** of Rands to the **local economy!**

⇒ **R30.2 Billion** to **WC** GDP

⇒ **R23.1 Billion** to **Rest of SA** GDP

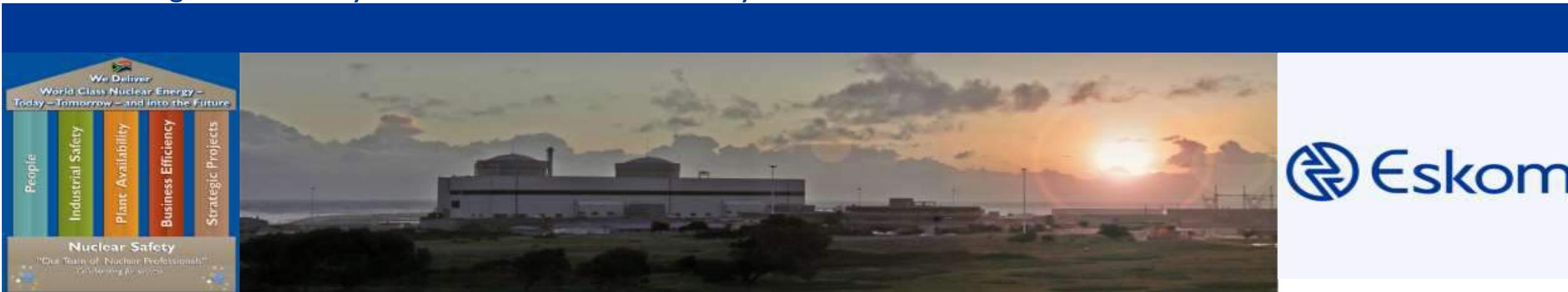
- Local and national companies and communities **benefit directly from the ongoing operation of KNPS through jobs and investment.**

⇒ **R20.7 Billion** impact on **households** in **WC**

⇒ **R15.7 Billion** impact on **households** (*rest of SA*)

# Closing Remarks

- Nuclear (*currently Koeberg*) remains the only carbon-free baseload option in South Africa.
- There is an exciting future within Nuclear for Young Professionals, both in South Africa and Globally.
- Koeberg forms part of the international Nuclear Industry – As such, Koeberg Nuclear Professionals represent the entire African Continent, on a Global scale.
- The Eskom track record at Koeberg is indicative of the high focus on safety, which has resulted in reliable operations, with Koeberg being one of the most reliable Units on the grid.
- The Nuclear Professionals working at Koeberg are fully committed to maximise the energy availability from Koeberg and will always make the time to do it safely.



In partnership with



Thank You!



**VAAL UNIVERSITY  
OF TECHNOLOGY**

*Inspiring thought. Shaping talent.*

**Prof Khehla Ndlovu**

Vice-Chancellor & Principal

*VUT's Value to South Africa's Stakeholders*

[www.vut.ac.za](http://www.vut.ac.za)

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5. STRATEGY 2033+: VISION AND INTENT
6. VUT SCIENCE AND INNOVATION HUB
7. OUR ASPIRATIONS
8. AN INVITATION TO CO-CREATE



# VUT IN THE NATIONAL POST-SCHOOL EDUCATION AND TRAINING SYSTEM

"At the Vaal University of Technology, we are not just preparing students — we are engineering the future of a reindustrialised and inclusive South Africa."

- ❑ VUT is a strategic public university of technology, located in the historic industrial heartland of the Vaal.
- ❑ VUT aims to be the nerve centre of innovation for a digitally smart, sustainable, and industrially vibrant economy.



## VUT in the National Post-School Education and Training System

- ❑ VUT is one of 6 Universities of Technology (UoTs) in South Africa
- ❑ UoTs offer career-focused education combining applied learning, applied research and technological innovation
- ❑ Positioned within a national strategy to develop a skilled, entrepreneurial, and innovative workforce
- ❑ Aligned to the White Paper for Post-School Education and Training (2013) and NDP 2030

## Institutional Types and Focus in PSET

- ❑ TVET Colleges (50)
  - Artisans
- ❑ UoTs (6)
  - Technicians/Technologist/Engineers/Scientist
- ❑ Comprehensive Universities (6)
  - Technicians/Technologist/Engineers/Scientist
- ❑ Traditional Universities (14)
  - Engineers/Scientist

## VUT CAMPUSES

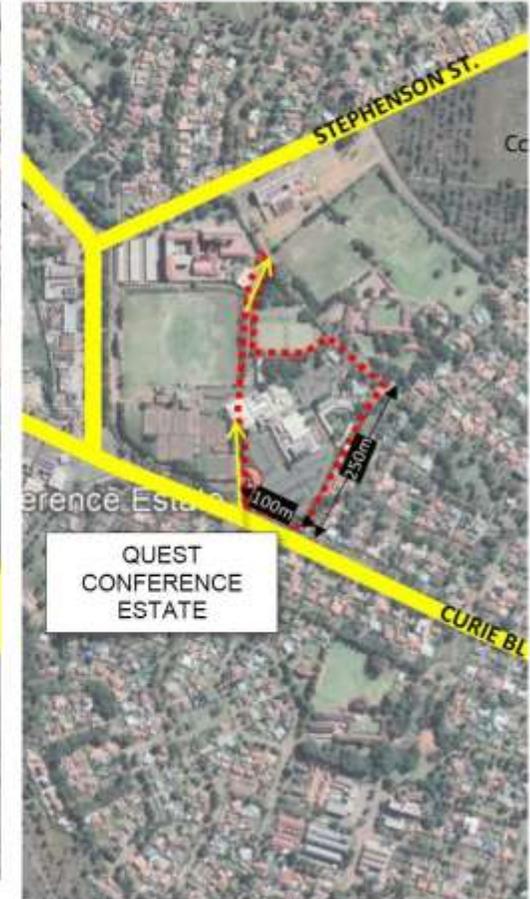
MAIN CAMPUS AND  
ISAK STEYL SPORTS COMPLEX -  
VANDERBIJLPARK  
77 HECTARES  
14 607 FTE Students



SEBOKENG CAMPUS  
118 OF 172,2 HECTARES  
(CAMPUS MASTERPLAN AREA: 47.8 HECTARES )  
520 FTE Students



QUEST CONFERENCE CENTRE  
3.83 HECTARES



# THE LADDER OF VUT PROGRAMMES

# Our Articulation Pathway:

- National Senior Certificate (NSC) (NQF 4) /
- Recognition of Prior Learning (RPL)

- 
- Higher Certificate (NQF 5)
  - Diploma (NQF 6)
  - Advanced Diploma (NQF 7)

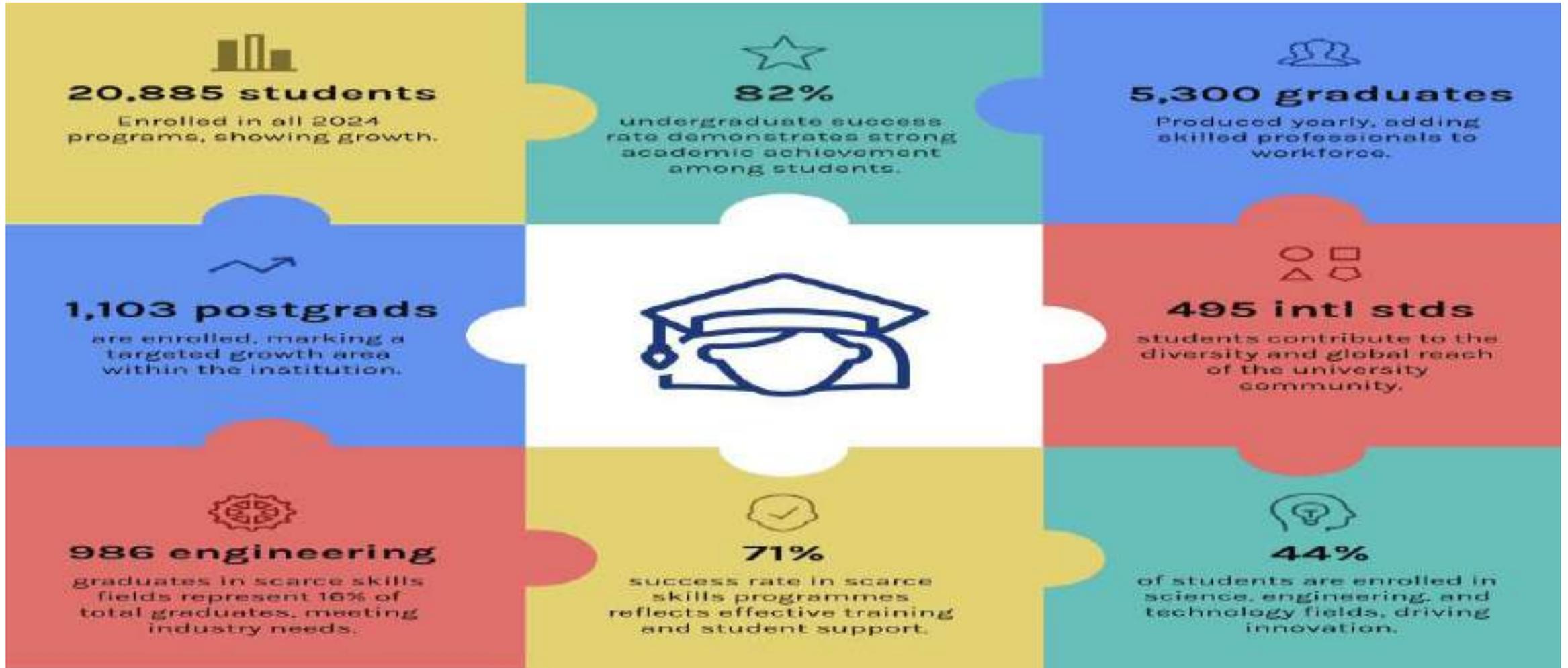
- 
- Postgraduate Diploma (NQF 8)
  - Master of Applied Science or Technology (NQF 9)
  - Doctor of Philosophy in Applied Disciplines (NQF 10)

VUT enables progression and access, from township youth to global innovation hubs.



# CONTEXTUAL STATS SNAPSHOT

Total headcount reached 20,885 students with a strong focus on science, engineering, and technology, which make up 44% of enrolment.



# STRATEGY 2033+: VISION AND INTENT

## Strategy 2033+: Vision and Intent

### Vision:

*"Learning and innovation for a digitally smart and sustainable industrial future."*

### Strategic Goals:

- Techno-entrepreneurial graduates and innovation
- Institutional sufficiency and sustainability

Focus: solving real-world problems through applied research, innovation, and industry partnerships.



# VUT SCIENCE AND INNOVATION HUB

## Science and Technology Park

- ❑ Occupies approx. 10ha of VUT's 172 hectares of land
- ❑ Officially the VUT Southern Gauteng Science and Technology Park (VUT-SGSTP)
- ❑ It was established in 2012 as a strategic technology hub in the Southern Gauteng region

## Purpose

- ❑ To foster industrial development and innovation through science and technology.



## Science and Technology Park The Future

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## Technology Transfer and Innovation (TTI)

The premier technology hub in the Southern Gauteng region. Renowned for its distinguished Advanced Manufacturing Precinct Consists of:

- ❑ Applied Research and Collaboration (Innovation Support)
- ❑ Technology Station for Materials Processing Technologies- TIA
- ❑ Technology Transfer Office- NIPMO
- ❑ Skills Development

**Supported by:** TIA, NIPMO, SEZ, and international partners

### Applied Research & Collaboration

- Technology development collaborations
- Applied research/ R&D support
- Innovation

### Technology Station

- Prototype development
- Production/ Engineering Components
- Skills development support

### Technology Transfer Office

- IP processing
- Commercialisation
- Research Contracts

### Skills Development

- Skills programs
  - I2P
  - SM
- Training
- SMME support



## The Innovation Hub (TTI)

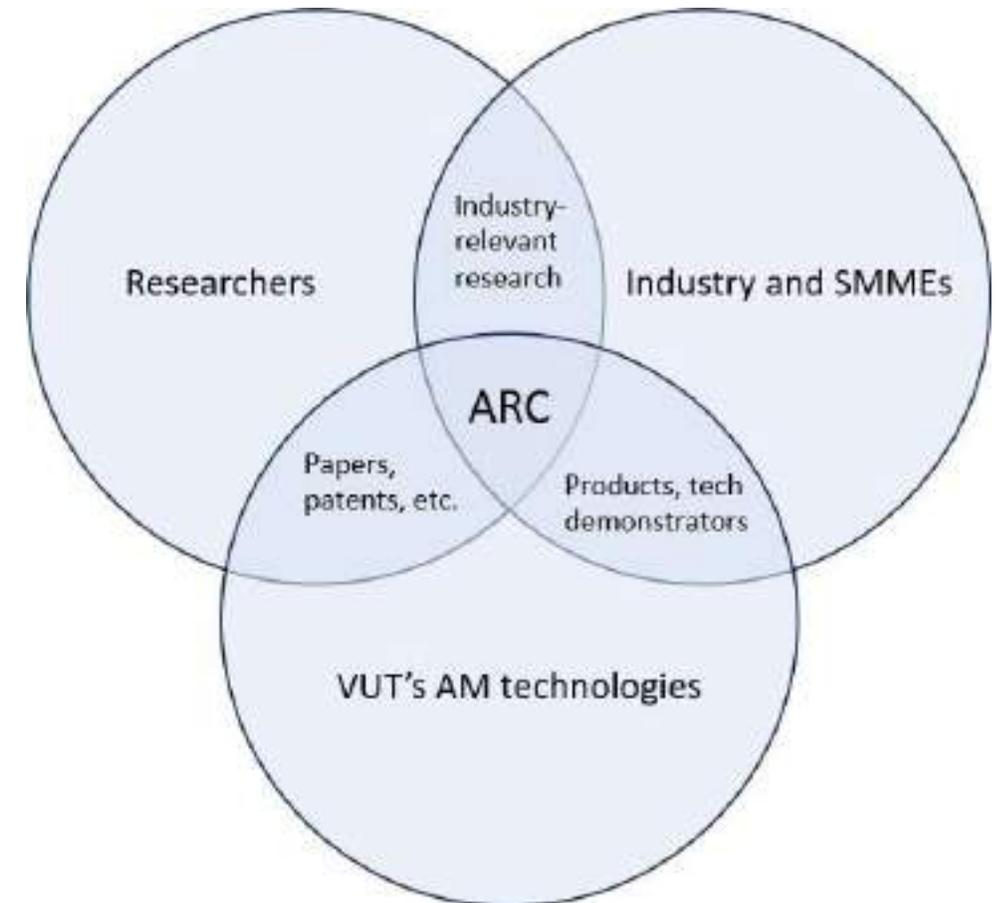
### Purpose:

- ❑ **To drive and support innovation** – applied research, research collaborations, prototype development and production/ engineering components
- ❑ **To transfer innovation** – IP processing, commercialisation, and contracting
- ❑ **To transfer innovation skills-** idea to product (I2P) and shoe manufacturing (CoFE).



## Applied Research and Collaboration (Innovation Support)

- ❑ Connecting VUT researchers to local and international networks
- ❑ Harnessing advanced manufacturing to support the development and commercialisation of novel and relevant concepts



# Technology Station for Materials Processing Technologies- TIA

Renowned for its distinguished Advanced Manufacturing Precinct

Consists of:

## Engineering Manufacturing Unit

- Robotic Milling
- Fabrication and Welding
- Tooling & CNC



## Additive Manufacturing (3D Printing) & Design

- Fuse Deposition Modelling;
- Binder Jetting Technology (PMMA and Silica Sand) and
- Laser Sintering.
- Design for additive Manufacturing
- Casting Simulation and Reverse Engineering



## Entry-level 3D Printing

- Training and additive manufacturing technology transfer



# Additive Manufacturing Technology

## EOS



P100/P110

P395

P760

**PA2221 nylon, PA2301 PEBA**

## STRATASYS



Fortus 400mc

Fortus 900mc

**ABS & ULTEM 9085**

## VOXELJET



VX500

VX1000

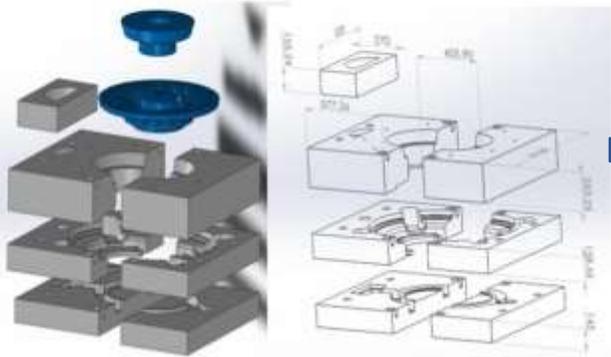
**PMMA & Silica sand, (Furan process)**



# CAPABILITIES

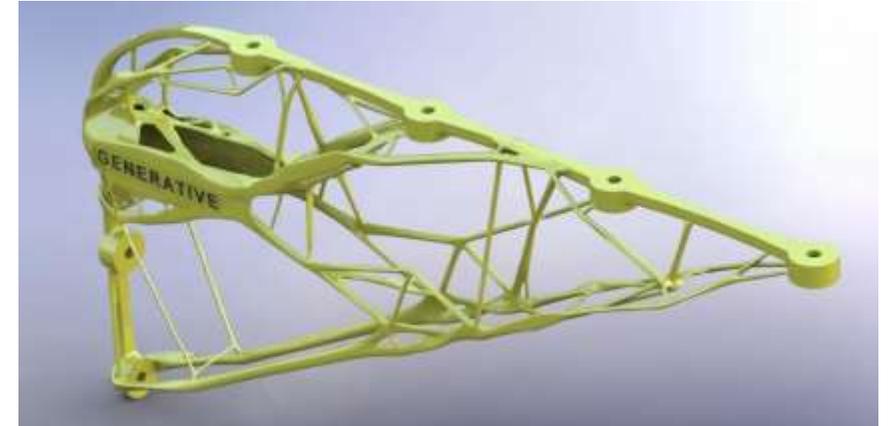
POWERING INDUSTRIAL RENEWAL THROUGH INNOVATION:  
*Showcasing VUT's Value to South Africa's Stakeholders*

Sand Printing: Design for AM



# Design for Additive Manufacturing

POWERING INDUSTRIAL RENEWAL THROUGH INNOVATION:  
*Showcasing VUT's Value to South Africa's Stakeholders*



## Technology Transfer Office- NIPMO

### Purpose:

- Foster Intellectual Property Generation
- Protection of VUT Intellectual Property
- The commercialisation of VUT Intellectual Property



The University of Pittsburgh Path to Research Impact diagram. Source: <https://www.innovation.pitt.edu/2021-inventors-guide>



## Skills Development

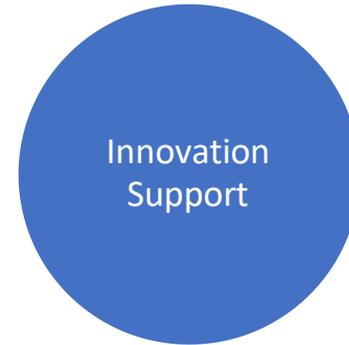
### Purpose:

- ❑ Production of highly skilled human capital required for manufacturing and localisation of products & consumable goods
- ❑ Business incubation, training, and skills development focusing on:
  - Additive Manufacturing (AM) technology or 3D Printing,
  - Footwear development (CoFE)
- ❑ Enterprise Development
  - SME establishment
  - Business management support
  - Business consultancy
  - Product development and Testing



# Idea To Product (I2p) Lab

POWERING INDUSTRIAL RENEWAL THROUGH INNOVATION:  
*Showcasing VUT's Value to South Africa's Stakeholders*



# Centre of Footwear Entrepreneurship (CoFE)



□ Promotes understanding and

knowledge of footwear  
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nal  
holders in  
manufacturing

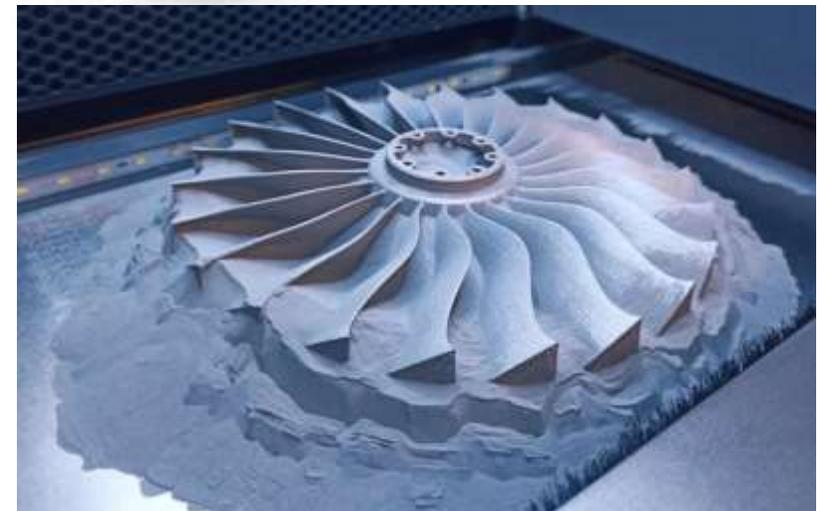
□ Incubation hub for  
potential  
footwear  
entrepreneurs



# OUR ASPIRATIONS

## Technology Transfer and Impact

- ❑ Commercialisation of VUT-owned IP and support individuals and companies
- ❑ Industry-relevant prototypes and demonstrators
- ❑ Local and international research collaborations
- ❑ Training for SMMEs and township-based innovators
- ❑ Alignment with ESG and sustainable development frameworks



# AN INVITATION TO CO-CREATE

## A Stakeholder-Centred Invitation

- ❑ As we reimagine South Africa's industrial and economic future, VUT offers a compelling academic perspective — one that bridges innovation, entrepreneurship, and inclusive development.
- ❑ We stand ready to partner with stakeholders who share our commitment to realising the socio-economic potential of applied knowledge and enterprise.





**VAAL UNIVERSITY  
OF TECHNOLOGY**

*Inspiring thought. Shaping talent.*

**THANK YOU**

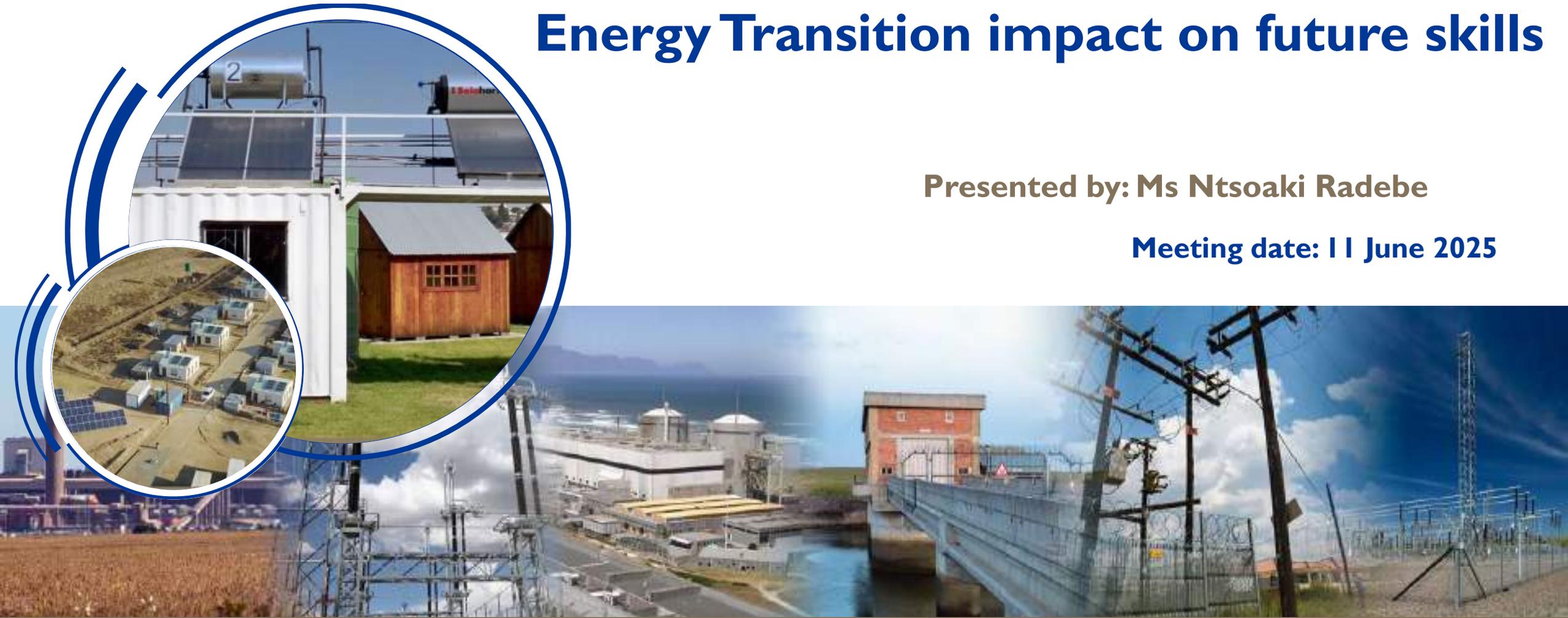
In partnership with



# Energy Transition impact on future skills

Presented by: Ms Ntsoaki Radebe

Meeting date: 11 June 2025



In partnership with



# GAUTENG ESKOM BUSINESS CONNECT

- Date: 11 June 2025





# **Tax Ombud's free services for SMME's**

Gauteng Eskom Business Connect: 11 June 2025

# Who we are what do we do?

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An impartial, free independent office established in October 2013 in terms of the Tax Administration Act.

Mandated to review and address any complaint by a taxpayer regarding a service, or procedural or administration

Review systemic issues – particular matters that can be regarded as the underlying cause of a complaint that affects or will affect many taxpayers in the tax system.



# Why should you use the Office of the Tax Ombud?



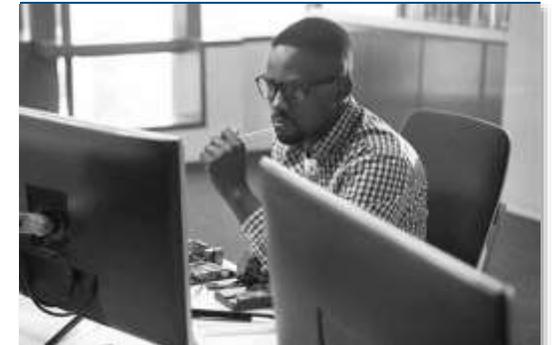
**Services are  
free**



**Accessible**



**Deal with one  
person**



**Have access to  
SARS systems**

# Mandate of the OTO

-  **Service** – unhelpful, unprofessional, or rude call centre agents or branch employees failing to provide requested information
-  **Administrative** – issuing a notice of assessment which does not have required information such as the name of assessed person or date of assignment
-  **Procedural** – conducting an assessment without providing the concerned taxpayer with a notice of assessment or issuing a “third party appointment” (instructing your bank pay money to SARS from your bank account) without giving taxpayers ten days’ notice.
-  **Systemic investigations** - a particular matter that can be regarded as the underlying cause of a complaint that affects or will affect many taxpayers in the tax system. many

# Current Systemic Investigation

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- eFiling profile hijacking survey feedback shared with taxpayers and taxpayer representatives on 28 May 2025**
- Request approved by the Minister on 12 August 2024
- Requesting information from taxpayers and tax practitioners via survey
- Survey closed on 05 March 2025
- Other systemic matters shared on the OTO website**

# Most common complaints received by the OTO

SARS inability to pay refunds within the prescribed period.

Non-response by SARS to taxpayer requests/queries /correspondence

SARS delays in coding the taxpayer's profile as a deceased estate and updating the executors contact details

SARS repeat verification cases

Non-adherence by SARS to dispute resolution regulations and related issues

Failure to respond to the request for a compromise within the prescribed turnaround times (90 days)

Fraudulent submission of tax returns, resulting in a tax debt of the taxpayers

SARS creates a "consistency check" case on a VAT period to conduct a verification

Failure to respond to the request for a suspension of payment withing the prescribed turnaround times (30 days)

## Process to lodge a complaint

- After a taxpayer has exhausted SARS complaints mechanism (**Complaints Management Office**) – Section 18 (4), unless there are compelling circumstances for not doing so. – Section 18 (4)
- Complete form** – [www.taxombud.gov.za](http://www.taxombud.gov.za)  
[/complaints@taxombud.gov.za](mailto:complaints@taxombud.gov.za)/0800 662 837
- Complete form in full (correct reference number, complaint period, include desired outcome)
- Investigation fall within OTO mandate....

# Recommendations

**Recommendations by the Tax Ombud are not binding on taxpayers or SARS.**

- ❑ But, if not accepted by SARS/taxpayer, reasons for such decision must be provided to the tax Ombud within 30 days of notification of the recommendations.
- ❑ Such information may be included in the Tax Ombud's report to the Minister of Finance or SARS Commissioner.

# Your rights and entitlements as a taxpayer

- ✓ You have the right of access to information
- ✓ You are entitled to receive quality and timely service from SARS
- ✓ You have the right to a fair, unbiased, and just tax system
- ✓ You do not have to pay any more than the correct amount of tax due to SARS
- ✓ Your right to privacy and confidentiality
- ✓ The right to retain representation
- ✓ You are entitled to finality
- ✓ You are entitled to make certain requests/proposals/applications to SARS
- ✓ You are entitled to complain without fear of victimisation
- ✓ You have the right to dispute/challenge assessments/decisions

# Your obligations as a taxpayer

- Duty to pay your taxes timeously;
- Take responsibility for own tax affairs;
- Registration;
- Honesty and Accuracy;
- Compliance;
- Full and True declarations;
- Submission of documents;
- Obligations to update contact details;
- Document Retention for 5 years; and
- Representation by Public Officers.



OFFICE OF THE  
**TAX OMBUD**



**TAX**

**Thank you**

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**Contact details:**

Tel: 0800 662 837 / 012 431 9105

Fax: 012 452 5013

Email: [complaints@taxombud.gov.za](mailto:complaints@taxombud.gov.za)

Web: [www.taxombud.gov.za](http://www.taxombud.gov.za)

**Physical address:**

2nd floor, Menlyn Corner

87 Frikkie de Beer Street

Menlyn, Pretoria

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# PANEL Q&A – AND RECOMMENDATIONS

- Date: 11 June 2025



In partnership with



# Funding Opportunities

Presented by: **Mr Phumelelo Mhlambi**

Meeting date: **11 June 2025**



In partnership with



# GAUTENG ESKOM BUSINESS CONNECT

- Date: 11 June 2025





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**Phumelelo Mhlambi**



Seda, **sefa** and CBDA Merge into the Small Enterprise Development and Finance Agency (**Sedfa**)



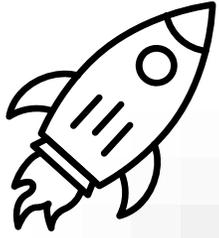
## WHO WE ARE

As of 01 October 2024, **Sedfa** commenced its operations. This new entity was formed when **sefa**, **Seda**, and the Cooperative Banks Development Agency (**CBDA**) officially merged to create the Small Enterprise Development and Finance Agency (**Sedfa**) under the National Small Enterprise Amendment Act of 2024 (NSEA).

This significant development creates a unified institution dedicated to supporting the growth and development of Micro Small and Medium Enterprises (MSME) across South Africa.

This step is in response to the National Small Enterprise Amendment Bill signed by President Cyril Ramaphosa on 23 July 2024. **Sedfa** is incorporated as a State-Owned Company under "Small Enterprise Development and Finance Agency SOC Limited," with the State as the sole shareholder. The agency operates through its Board and adheres to the Public Finance Management Act and the Companies Act.





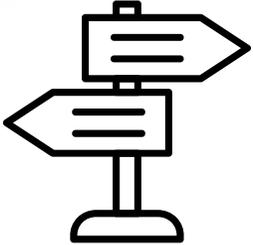
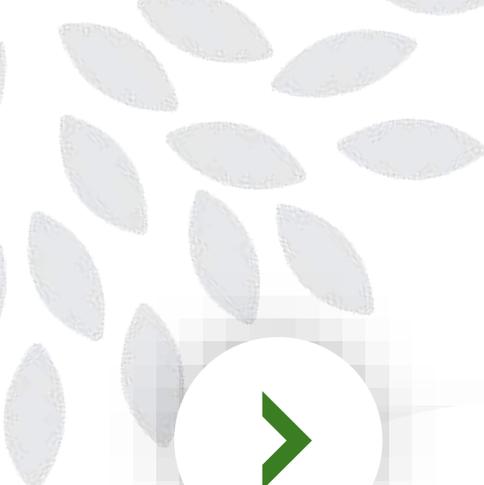
# OBJECTIVES



- Design and implement development support programmes for small enterprises.
- Promote a service delivery network that increases the contribution of small enterprises to the South African economy, and enhances economic growth, job creation, and equity for historically disadvantaged communities.



- Support, promote, and develop co-operative banks and co-operative financial institutions.
- Generally, strengthen the capacity of: service providers to support small enterprises; and small enterprises to compete successfully domestically and internationally.



## WHAT WE OFFER

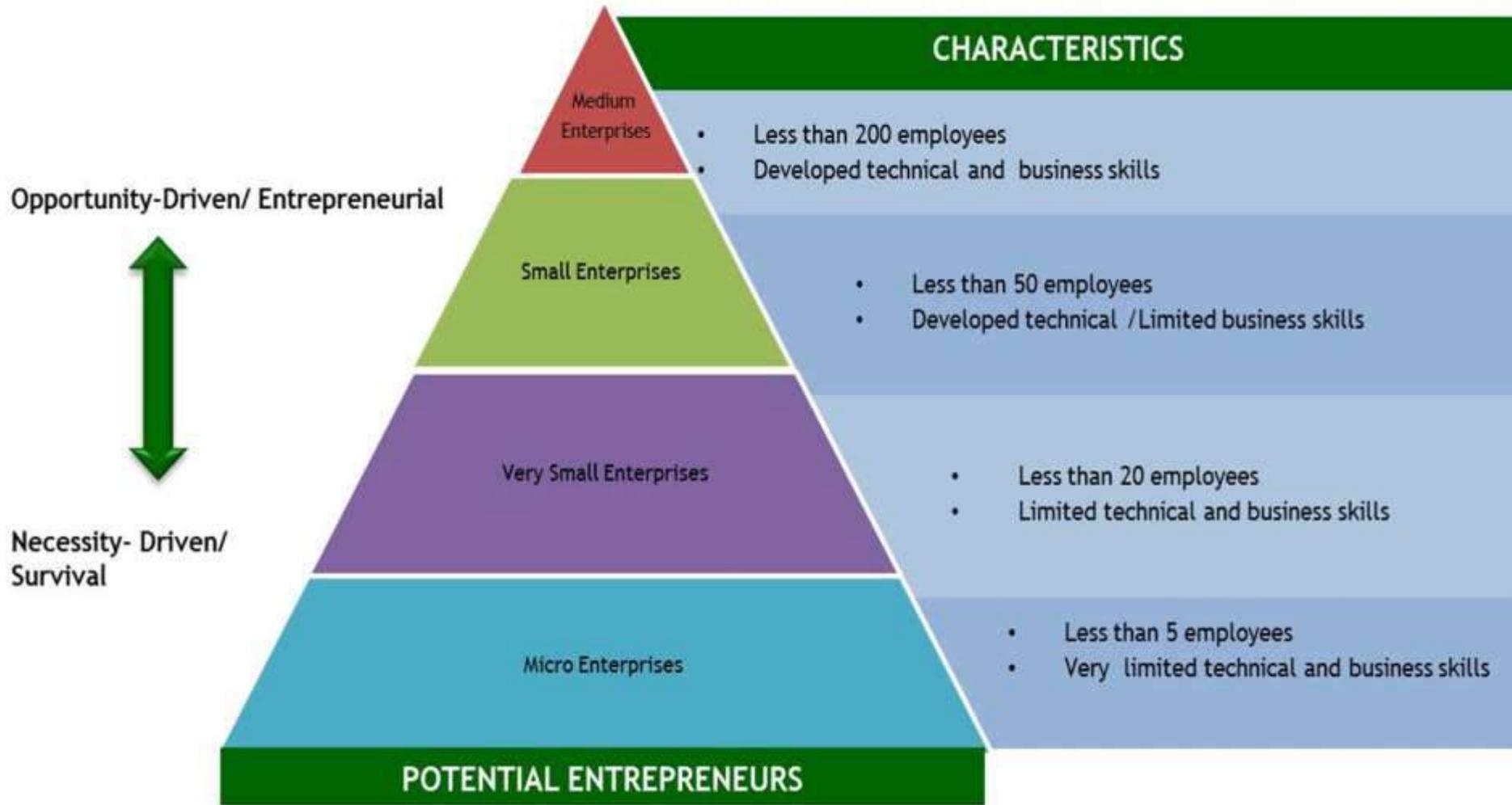
We provide comprehensive support to build and sustain competitive small enterprises. Our services focus on promoting entrepreneurship, creating an enabling environment, and ensuring equitable access to resources.

**Sedfa** is committed to fostering the development of Micro Small and Medium Enterprises (MSMEs) through a well-rounded approach that integrates both financial and non-financial support.

Our aim is to address the unique challenges businesses face, providing tools and resources that ensure sustainable growth and success.

Whether through business assessments, technology upgrades, or financial solutions, **Sedfa** offers customized services that guide businesses at every stage of their journey.

# TARGET MARKET



# SEDFA OFFERINGS – SEDFA TALK

Sedfa walks a journey with all clients, regardless of where in their business lifecycle they are.

For those entrepreneurs thinking about starting a business - Sedfa provides basic advice on:

- What you need to start your business
- How to test if your idea can and will work
- Where else can you get help with starting your business
- Information on business incubation

# SEDFA OFFERINGS – SEDFA START

For those starting their business - Sedfa can assist with:

- Small enterprise training
- Cooperative training (Pre-incorporation)
- Business planning
  - Feasibility
    - Viability
    - Market research
    - Business planning
- Business registrations
- Business Incubation

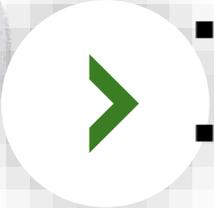
# SEDFA OFFERINGS – SEDFA BUILD

For business owners wanting to consolidate and improve their business, Sedfa can assist with:

- Access to markets (local)
  - Tender advice
  - Networking
  - Business linkages
- Facilitation of access to finance
- Access to technology through the technology transfer fund
- Mentorship / including group coaching
- Implementation of management systems / quality systems / productivity improvement

# SEDFA OFFERINGS – SEDFA GROW

For businesses wanting to improve their sustainability, Sedfa can assist with:

- 
- Access to markets (local and international)
  - Turnaround strategies
  - Due diligence for acquisitions
  - Secondary cooperatives
  - Access to technology through the technology transfer fund
  - Technical assistance:
    - Quality management systems
    - Productivity improvement
    - Product development
    - Process technology
    - E-marketing

# SEDFA INTERVENTIONS

MARKETING PROGRAMS	FINANCE & LEGAL	PRODUCTIVITY/ TECHNOLOGY	HUMAN RESOURCE
<ul style="list-style-type: none"> <li>Marketing Plans/ Strategy</li> </ul>	<ul style="list-style-type: none"> <li>Joint ventures (Due Diligence)</li> <li>Intellectual Property Registrations</li> </ul>	<ul style="list-style-type: none"> <li>Product Development (research &amp; Dev, Prototypes)</li> </ul>	<ul style="list-style-type: none"> <li>Training (Groups &amp; Individual)</li> <li>New Venture Creation</li> <li>Business Planning</li> <li>Basic Business skills</li> <li>Financial management</li> <li>Costing and pricing</li> <li>Customer Service</li> </ul>
<ul style="list-style-type: none"> <li>Signage</li> </ul>	<ul style="list-style-type: none"> <li>Business Plan Development</li> </ul>	<ul style="list-style-type: none"> <li>Process Development (Factory Layout, Problem solving Techniques)</li> </ul>	<ul style="list-style-type: none"> <li>Mentorship &amp; coaching (6 Moths programme)</li> </ul>
<ul style="list-style-type: none"> <li>Promotional Materials</li> </ul>	<ul style="list-style-type: none"> <li>Financial Management Implementation</li> </ul>	<ul style="list-style-type: none"> <li>ICT (ERP Systems)</li> </ul>	<ul style="list-style-type: none"> <li>HR Policies</li> </ul>
<ul style="list-style-type: none"> <li>E-marketing (Website &amp; E-commerce)</li> </ul>		<ul style="list-style-type: none"> <li>HR Policies &amp; Procedures (Remuneration policies, Performance Management)</li> </ul>	
<ul style="list-style-type: none"> <li>Trade Exhibitions (local and international)</li> </ul>			
<ul style="list-style-type: none"> <li>Packaging</li> </ul>			



# SEDFA PROGRAMME (TRAININGS)

## The training courses:

- Financial and Marketing Management
- HACCAP Trainings
- customer care,
- Start up 1 trainings
- Small Enterprise training
- Human Recourse trainings

## Entrepreneurs learn to:

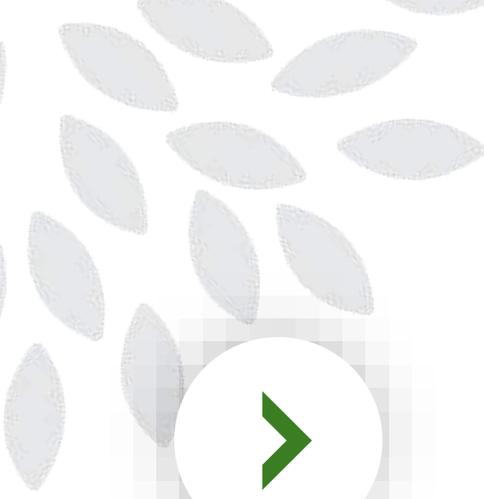
- Market their business effectively;
- Understand the importance of building a reputable business profile as a marketing tool.
- Maintain financial records and develop their business plans.
- Helping entrepreneurs to identify areas of improvement for their businesses.

# HOW DOES SEDFA SUPPORT?



Visit to the branch or Business Support Centre or make a telephonic booking for:

- **Entrepreneurs:** information session – consultation with Information Officer
- **Trading enterprises:** pre-consultation session with a Business Advisor:
  - Seda background and services
  - Modus operandi
  - Documentation required for registration and assessment, confidentiality agreement, etc
  - Individual appointments: assessment – indicate action plan
- **Support provided through interventions** according to action plan of your assessment, confirmed through a Service Level Agreement signed by all parties
- **Customer Satisfaction Survey** – at the completion of the intervention provided
- **Improvement Assessment** – 6 months after the completion to capture the impact from Seda support



## Three important questions about your business ideas:

1. Do you have a market for your product or service?
2. Do you have the skills needed to start the business?
3. Do you have the resources necessary to start the business, or can you get them?

# Types of market research

## Primary research

- The goal is to gather new data and information by analysing current sales and the effectiveness of current practices. Primary research takes competitors' plans to account, giving you information about your competition that calls for you to do competitors analysis.
- When collecting primary research/data from potential clients and competitors the following should be done:
  - a. Interviews;
  - b. Surveys;
  - c. Questionnaires; and
  - d. Focus groups- gather a sampling of potential clients or customers getting their direct feedback.

## Secondary research

- The goal of the secondary research is to analyse data that has already been published, with the secondary research you can identify competitors, establish benchmarks and identify target segments/market. Your segments/market are the people who fall into your target demographic - people who live a certain lifestyle, exhibit similar behavioural patterns or fall into a predetermined age group.

# Outline for your market analysis



Who & where is your target market	<ol style="list-style-type: none"><li>1. Establish demographic trends</li><li>2. Socio cultural trends</li></ol>
Market analysis (PEST): Political/Legal, Economic, Social, Technological)	<ol style="list-style-type: none"><li>1. Establish political environment, laws, and regulations</li><li>2. Economic trends</li><li>3. Social trends</li><li>4. Technological trends</li><li>5. Natural or seasonal influences</li></ol>
Competitors analysis	<ol style="list-style-type: none"><li>1. Determine their pricing strategies</li><li>2. Differentiation strategy</li><li>3. Product range</li><li>4. Discount structures and strategies</li><li>5. Their location</li><li>6. Their service/ backup distribution</li><li>7. Their Strengths and weaknesses</li></ol>
Market information gathering	<ol style="list-style-type: none"><li>1. Market size and potential market share</li><li>2. Market trends</li></ol>

# Steps in conducting market research



Plan on how to collect & analyze your research by doing the following:

- Personally seek information from your *potential customers*(target *market*), *suppliers* and your *direct competitors*
- Seize opportunities to start a business by obtaining finance required, equipment, land or work place
- Calculating risks and control your outcomes

# The Marketing Mix

<b>Product</b>	<ol style="list-style-type: none"><li>1. Product planning and development</li><li>2. Design</li><li>3. Packaging</li><li>4. Product presentation/display</li><li>5. Product services</li></ol>
<b>Price</b>	<ol style="list-style-type: none"><li>1. Pricing strategy and policy</li><li>2. Discount strategy and policy</li><li>3. Credit policy</li></ol>
<b>Place</b>	<ol style="list-style-type: none"><li>1. Location, Location, Location</li><li>2. Storage</li><li>3. Transport and logistics</li><li>4. Distribution channels</li><li>5. Distance from customers</li><li>6. Distance from competitors</li></ol>
<b>Promotion</b>	<ol style="list-style-type: none"><li>1. Promotion strategy</li><li>2. Advertising (mainstream media, internet, text messages, radio: community stations, community newspapers)</li><li>3. Publicity/ public relations</li><li>4. Customer relations</li></ol>

# PART II: FORMALISING YOUR BUSINESS

An extract from and credit to: *Entrepreneur.com*  
By Nicole Crampton

## 5 Different Types of South African Business Structures



Know the benefits and disadvantages of the various structure and make an informed decision on which structure would be best suited to formalise your business.

### 1. Sole Proprietorship

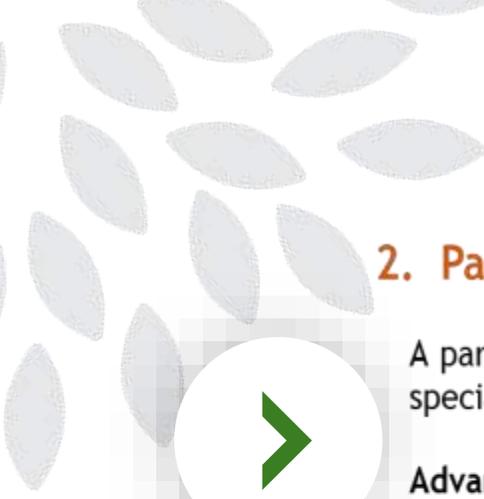
A sole proprietorship is when there is a single founder who owns and runs the business. This is the simplest form of business entity because the business is not separate from the owner. You can give your business a trading name, and only you have the authority to make decisions about your business.

#### Advantages of a sole proprietorship

- It's easier to set up than any of the other business entities.
- The owner maintains 100% control and ownership of the business.
- The owner is entitled to all of the profits.

#### Disadvantages of a sole proprietorship

- You, as the owner, assume all the risk for the business. Your assets will be seized to pay for business debt, and you are personally liable for any obligations.
- If you wish to include another owner in your business, you'll have to dissolve the sole proprietorship and form a new business entity.



## 2. Partnership

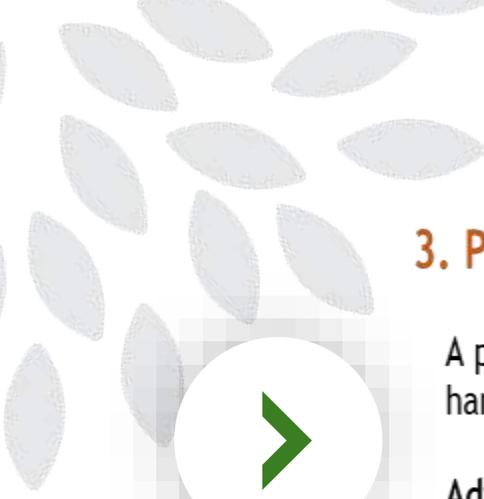
A partnership is when 2 or more co-owners run a business together. Partners will also pool their money towards a common goal, share specialised skills and resources and share in the ups and downs of business success.

### Advantages of having a partner

- With more people comes more knowledge and expertise
- You'll have more capital and cash to work with.
- You can share the financial burden and expenses of running a business with your fellow partners.
- Having partners means there is an even distribution of labour.
- You'll have a better work-life balance as there are others to assist you with the workload and ensuring your business is becoming a success.

### Disadvantages of having a partner

- Everyone is liable for debts whether they were caused by other partners or not.
- You have to share control of the business with your partner(s)
- Dealing with others is not always seamless, there could be a falling out or an argument, which can strain the relationship between you and your partner.
- If you ever want to sell your business, this could prove difficult if others don't want to sell.



### 3. Pty Ltd - Proprietary limited company

A private company, Pty Ltd or proprietary limited company is treated as a separate legal entity. So even if you launch your business single-handedly, this type of business is registered as a separate legal entity. The owners of a Pty Ltd are also known as the shareholders.

#### Advantage of being a Pty Ltd

- You don't have to explain your finances and decisions to anyone.
- The business is a separate entity, so it continues to run smoothly even if you sell your shares or take on partners.
- Shareholders are typically not liable for company debts, although there are some tax liabilities.
- Anyone acting recklessly or fraudulently can be personally liable for all or any debts of the Pty Ltd.

#### Disadvantages of being a Pty Ltd

- Private companies are required to comply with a large number of legal requirements.
- This type of business is challenging and more expensive to register.
- As this is a private company, you can't offer shares to the public or list the business on a stock exchange.
- Two shareholders must be at a meeting, except when the company only has one shareholder
- All of your financial statements need to undergo annual auditing.



#### 4. Public Company

A public company is a business that issues securities through an initial public offering (IPO) and trades its stock on at least one stock exchange. The daily trading of the public company's stock determines the value of the whole business.

Publicly traded companies are defined as public because, unlike Pty Ltd businesses, shareholders can be anyone who purchases stock. Anyone can then become equity owners of the business.

These are for big and well-established businesses, such as Shoprite Checkers, Massmart, etc.

## 5. Franchise

A franchise is when the owner of a business licenses their business to a third party. This gives you the right to operate the business or distribute goods and/or services using the business's name and systems, for a fee.



### Advantage of operating a franchise

- Typically, a franchise has a successful track record and a positive reputation that you can capitalise on.
- Franchises offer training programmes designed to optimise how you run the business and bring you up to speed quickly.
- If you join a franchise, they also offer ongoing operational support. This ensures you're not alone when building and growing your business.

### Disadvantages of operating as a franchise

Buying into a franchise also comes with its own set of issues and drawbacks, such as:

- If you've bought into a franchise, you'll have to follow the rules, regulations, system operations and directives of the franchise.
- The cost of becoming a franchisee can be high, sometimes even higher than starting your own business.
- You'll have to pay royalties to the franchise for the use of their name and systems.

# Way forward

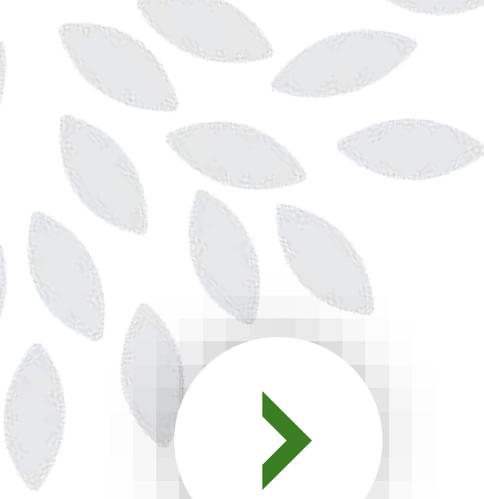


1. Explore opportunities
2. Conduct your market research
3. Draft a market research report
4. Submit market research back to Phumelelo Mhlambi via email- [pmhlambi@sedfa.org.za](mailto:pmhlambi@sedfa.org.za)
5. Become a Sedfa client for further assistance

# CONTACT US

## Seda Joburg Branch Access Point

Contact number	079 663 2518	Maponya Mall Shopping Centre, 1st Floor- Chris Hani Road
Muzi Molefe	<a href="mailto:info@caton.co.za">info@caton.co.za</a>	
Contact number	065 859 6234	19 Polock Street, Randfontein
Debbie Kapoock	<a href="mailto:debbie@macarius.co.za">debbie@macarius.co.za</a>	
Contact number Ellen Mavimbela	084 759 0032 <a href="mailto:ellen.mavimbela10@gmail.com">ellen.mavimbela10@gmail.com</a>	Nigel – 5 Von Geusau Street



## Joburg branch

33 Hoofd Street Braamfontein  
Braampark Offices  
Forum 5, Second Floor

011 408 6500

[www.sedfa.org.za](http://www.sedfa.org.za)



**THANK YOU**

Phumelelo Mhlambi  
[pmhlambi@sedfa.org.za](mailto:pmhlambi@sedfa.org.za)  
011 408 6500

In partnership with



# GAUTENG ESKOM BUSINESS CONNECT

- Date: 11 June 2025



In partnership with



# Opportunities in the South African oil, gas, fuels and petrochemicals value chain

Presented by: Mr Lehlohonolo Motsekoa

Meeting date: 11 June 2025





**PetroSA**

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**Business Connect Presentation**

**Opportunities in the South African oil, gas, fuels and  
petrochemical value chain.**

Lehlohonolo Motsekoa



# Outline and Content

---

- Commercial Business Overview and Functions
  
- Segmented Opportunities
  - Biofuels Approach
  - Natural Gas Supply
  - Liquid Petroleum Gas (LPG)
  - Lubricant
  - Diesel and Petrol
  
- Live Illustrations (PetroSA websites: [www.petrosa.co.za](http://www.petrosa.co.za))
  - Supplier Registration
  - New Customer Registration

## The Commercial Business Overview and Function

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Commercially, the role is to focus as an entry point for potential customers, formulate collaborations with other entities especially government and SoEs.



Business development currently incubates new products such as LPG business, Aviation, Lubricants, biofuels and other specialty products.



Margin management, revenue growth, optimal usage of PetroSA's existing infrastructure, new markets acquisition and new product rollout are the pillars to deliver the milestone in the immediate term.



**PetroSA**

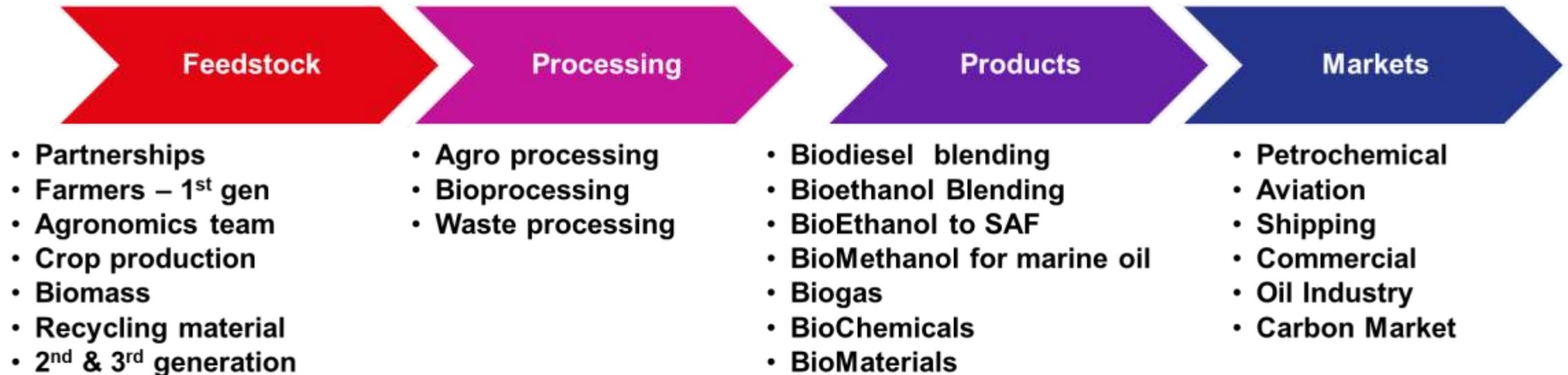


**SEGMENTED BUSINESS OPPORTUNITIES**



# BIOFUELS Opportunities

- **Generic value chain existence on developing the Biofuels Business be a leader in South Africa in implementation of blending material in-line with soon to be promulgated Clean Fuels II (CF2) fuel specification targeted for September 2027**
  - **Mandatory blending of min 2% Bioethanol & min 5% Biodiesel**
- **Develop biofuels using partnerships and collaboration with relevant stakeholders like associated provincial and national government agencies, traditional leaders and participating bodies**
- **SMMEs / partners: opportunities for partnership in the biofuels value chain: from farmers for feedstock, logistic & storage, bioprocessing and waste processing plus spin-offs**



# Natural Gas Supply

Importation of 2 PetaJoules/annum gas from Pande/Temane in Mozambique via ROMPCO pipeline to Secunda and supply potential off-takers in South Africa



# Gas Supply

## ❖ Completed to-date

- Gas Sales Agreement (GSA) signed by PetroSA and ENH
- PetroSA acquired a trading license from NERSA (Gauteng - Springs area) & Mpumalanga)
- PetroSA acquired gas activity registration certificate from NERSA
- Maximum Pricing Application approved by NERSA
- PetroSA acquired import permit

## ❖ Next Step

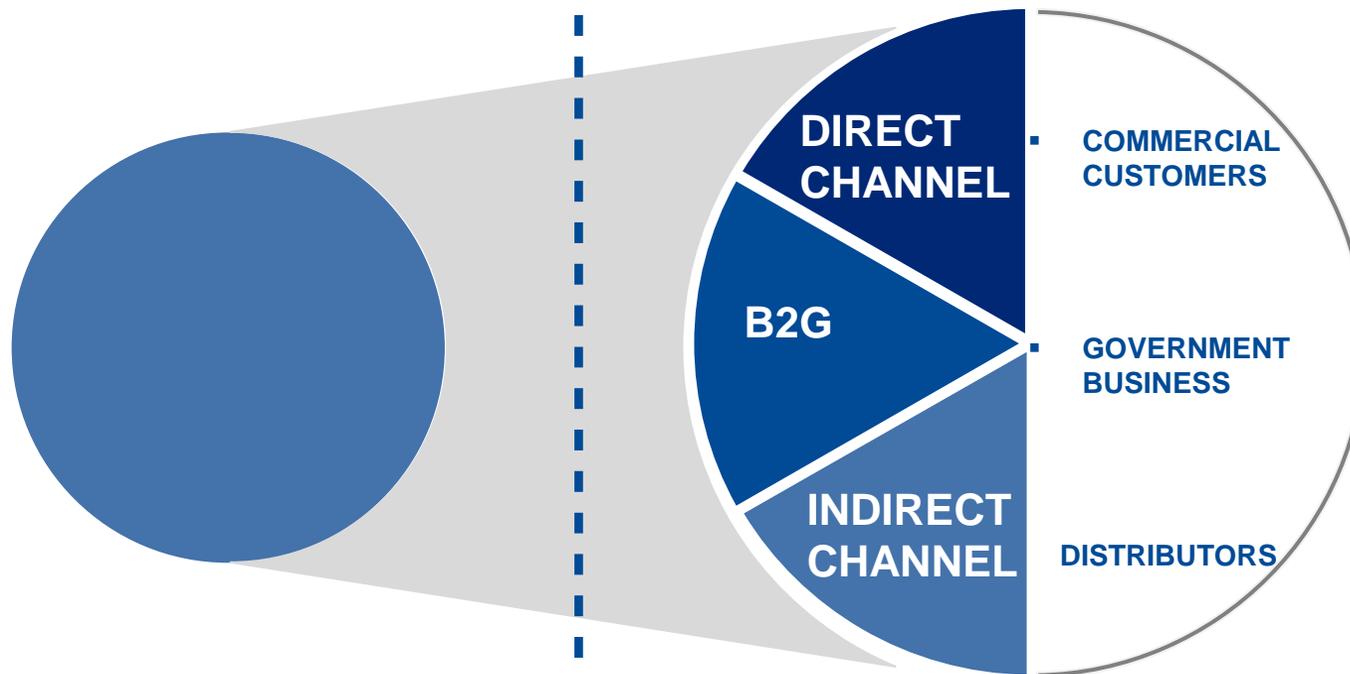
- Ultimate position to supply gas to an offtaker (GTP, Smelter, New IPPs, Eskom etc)

# LUBRICANT

## OPPORTUNITY

## ROUTE TO MARKET

## ACTIONS



### PIPELINE & CUSTOMER CONVERSION MANAGEMENT

- x ML PIPELINE conversion near future

### PRODUCT SUPPLY & PORTFOLIO AVAILABILITY

### DIRECT CHANNEL BUSINESS DEVELOPMENT

- Mining contractors and distributors
- PetroSA BBBEE & CSI initiative (in-progress)

### INDIRECT CHANNEL DISTRIBUTORS

- On-board B2B Distributors
- On-Board B2C distributors
- General wholesale & Resellers



# PROGRESS ON DESIGN WORK

**PetroSA OPTIM SAE-40**  
MINERAL MONOGRADE ENGINE OIL

OPTIM SAE 40 Engine Oil is recommended for all older petrol and naturally aspirated diesel engines of passenger cars, light commercial vehicles and farm equipment, for which engine manufacturers are specified.

**SPECIFICATIONS & PERFORMANCE STANDARDS: API SG/CH-4**  
**ADVANTAGES:** Provides excellent protection | Keeps engines clean | Provides engine life

THE PETROLEUM OIL AND GAS CORPORATION OF SOUTH AFRICA SOC LTD (PetroSA),  
151 Frans Conradie, Parow, Cape Town, +27(21)929 3000, www.petrosa.co.za

**CAUTION:** Avoid skin and eye contact | Wash thoroughly following contact | Cleanse hazardous waste safely | Consult the product Technical data sheet and MSDS for safe storage, usage and disposal, www.petrosa.co.za/labels

500ml

**PetroSA OPTIM 15W-40**  
PREMIUM MULTIGRADE ENGINE OIL

SUITABLE FOR PETROL & DIESEL ENGINES

API SL/CI-4

20L

**PetroSA OPTIM 15W-40**  
PREMIUM MULTIGRADE ENGINE OIL

OPTIM SAE 15W-40 Engine Oil is used for all 4-stroke petrol and diesel motors with and without turbo charges. It is a high-performance multi-grade-oil for a mixed fleet of trucks, cars and machinery. Specifically designed for the latest electronically controlled diesel engines experiencing high soot loading.

**SPECIFICATIONS & PERFORMANCE STANDARDS**  
API CI4/SF/CF

THE PETROLEUM OIL AND GAS CORPORATION OF SOUTH AFRICA SOC LTD (PetroSA),  
151 Frans Conradie, Parow, Cape Town, +27(21)929 3000, www.petrosa.co.za

**CAUTION:**  
Avoid skin and eye contact | Wash thoroughly following contact | Dispose hazardous waste safely  
\*Consult the product Technical data sheet and MSDS for safe storage, usage and disposal.  
www.petrosa.co.za/lubricants

20L



# Diesel and Petrol

## G2G Sector

- State Owned Enterprises
- Municipalities

## B2B Sector

- Mining
- Transport
- Manufacturing
- Wholesalers and Resellers

## Future Eskom supply

- Work is underway with other SOEs for supply of 10% of their requirement

# THANK YOU

*Working Together, Building a Better PetroSA, Again.*



# Supplier Portal and Customer Onboarding

---

Live illustrations

Please visit: [www.petrosa.co.za](http://www.petrosa.co.za) main landing page

Scroll down for the supplier portal visit: [www.procurement.petrosa.com](http://www.procurement.petrosa.com)

Customer onboarding: under main landing page click on **New Customer Registration**

- Diesel 50 and 500,
- Petrol ULP 95
- Lubricant
- LPG
- Biofuel support
- Natural Gas

# Ends



In partnership with



# GAUTENG ESKOM BUSINESS CONNECT

- Date: 11 June 2025



In partnership with



# Eskom perspective: Solutions to reducing South Africa's energy challenges

Presented by: Lefaso Hlapane

Meeting date: 11 June 2025



# Generation continues to drive the Recovery plan initiatives which have resulted in improved performance

■ Implementation complete
 ■ Implementation in progress

## 1 Set up for success

### Set-up the enabling structures

- Turnaround plans
- Generation recovery office
- Key enablers

### Guard performance at current flagship stations

- Medupi, Lethabo, Matimba and Peaking

### Focus on the Priority stations

- Tutuka, Duvha, Majuba, Matla, Kendal, Arnot, Kriel
- Kusile removed from priority list

### Execution of Koeberg 1 Outage

### Source external specialized skills

## 2 Execute excellence

### Actions for FY24

- Successful execution of Koeberg 1
- Sustain Excellent Medupi performance
- Embed principles of Operational Excellence
- Address internal skills gaps
- Prevent outage slips
- Return of Kusile 1, 2 and 3
- Synchronisation of Kusile 5
- Review plant shutdown dates based on system requirements

## 3 World class performance

### Actions for FY25 onwards

- Return of Medupi 4 from long term forced outage
- Commercial operation of Kusile 5
- Synchronisation of Kusile 6
- Continuous focus on current and future skills
- Ensure successful implementation of Koeberg 2 steam generator and long-term operating projects (synchronized to the grid on 30 Dec 2024)

65%<sup>1</sup>  
EAF

70%<sup>1</sup>  
EAF



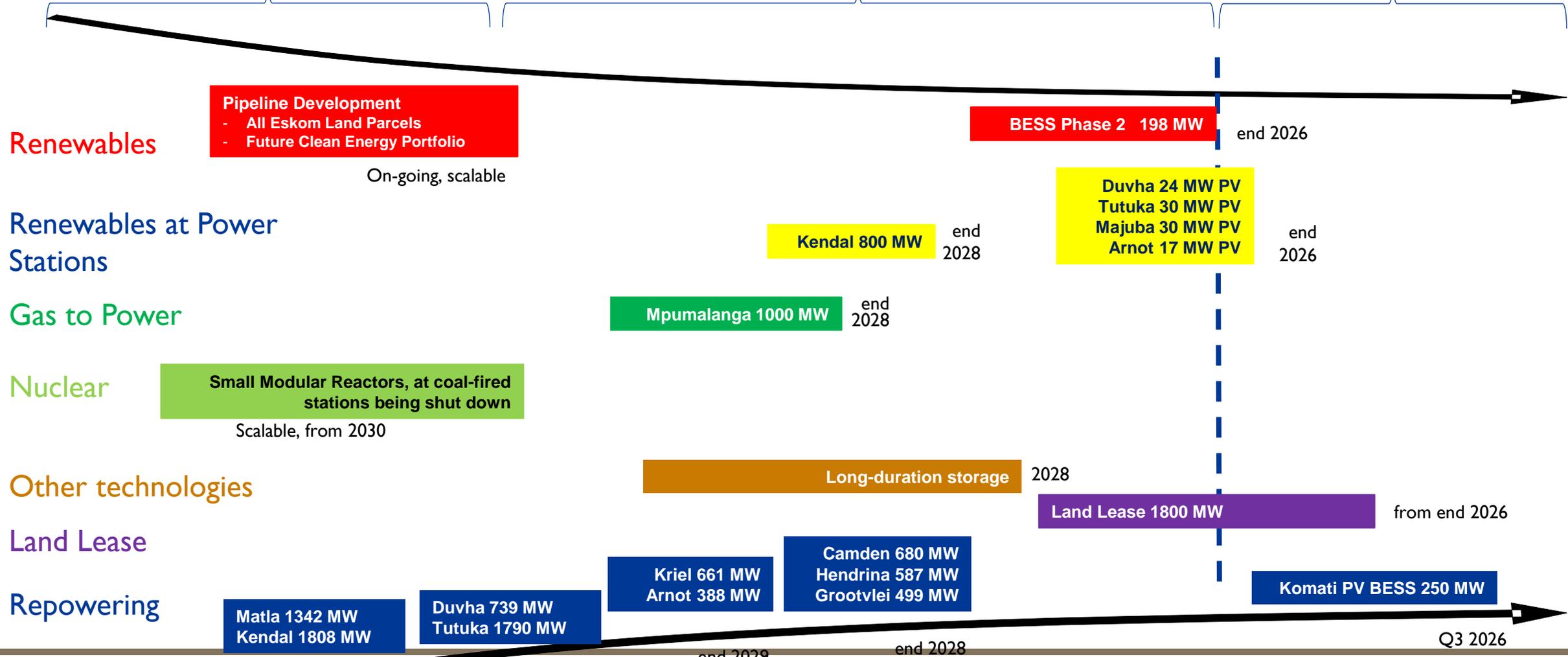
Continuous execution of Culture transformation and Strategic Levers as per the Generation recovery plan

# Clean Energy Project Funnel Unconstrained Opportunities (2025 – 2040)

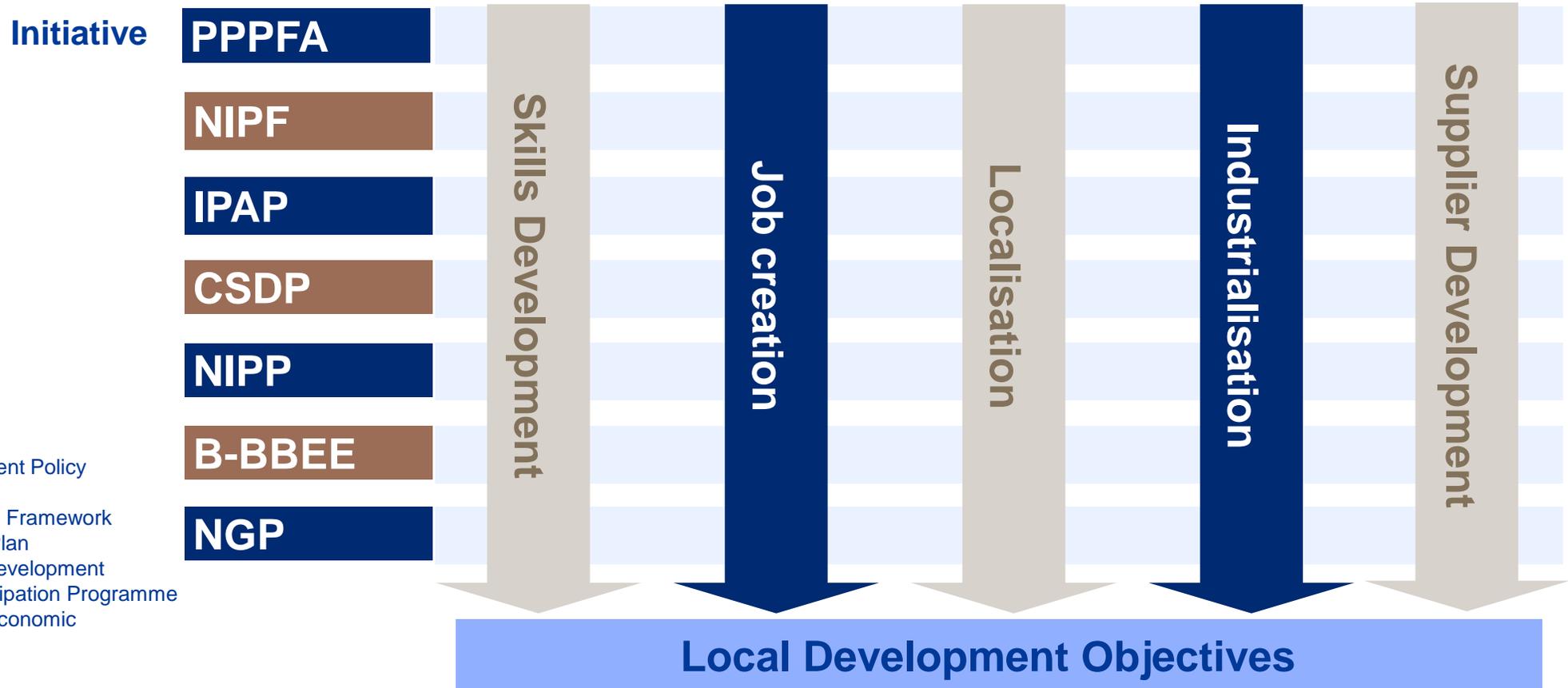
Concept

Investigation, Feasibility & Development

Implementation



Eskom’s mandate is to achieve maximum and sustainable local development impact through leveraging Eskom’s procurement spend in a manner that allows flexibility within the business in order to accommodate government local development initiatives and policies.



PPPFA – Preferential Procurement Policy Framework Act  
 NIPF – National Industrial Policy Framework  
 IPAP – Industrial Policy Action Plan  
 CSDP – Competitive Supplier Development  
 NIPP – National Industrial Participation Programme  
 B-BBEE – Broad Based Black Economic Empowerment

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# Thank you.

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# GAUTENG ESKOM BUSINESS CONNECT

- Date: 11 June 2025



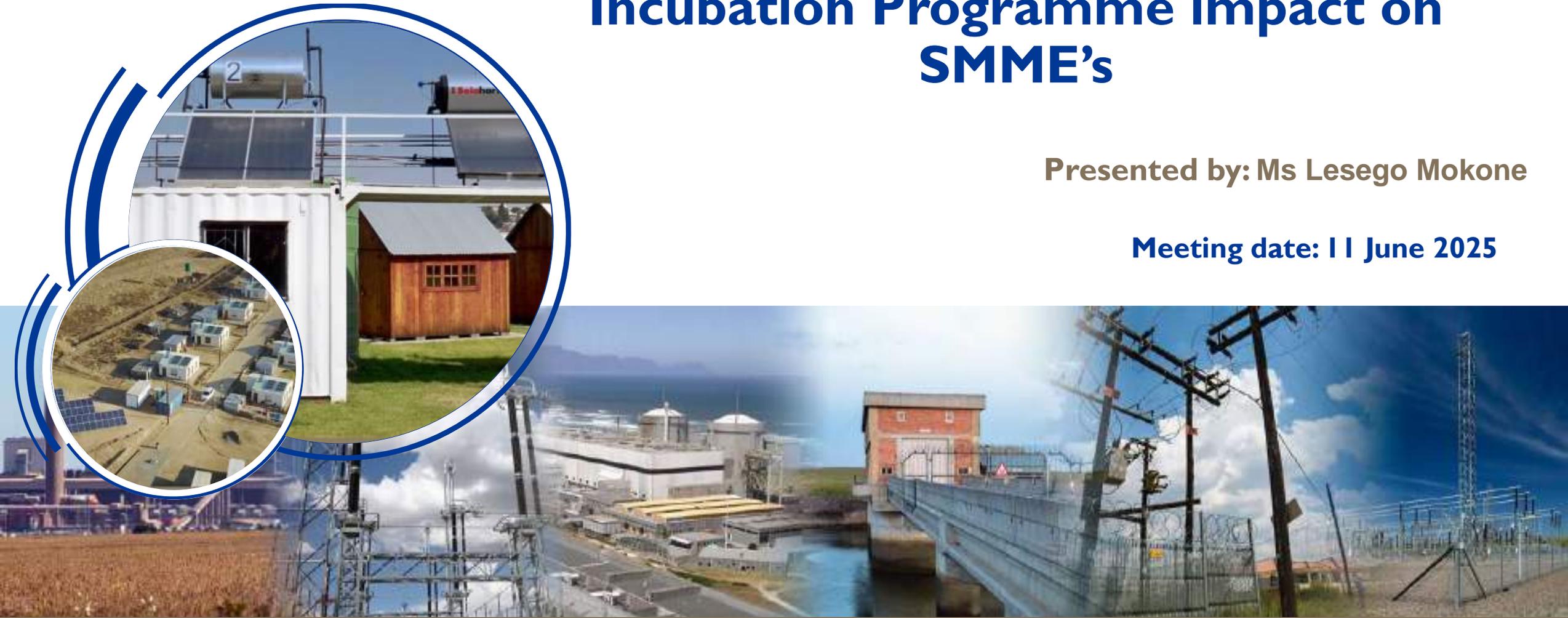
In partnership with



# Incubation Programme impact on SMME's

Presented by: Ms Lesego Mokone

Meeting date: 11 June 2025



# Lepharo

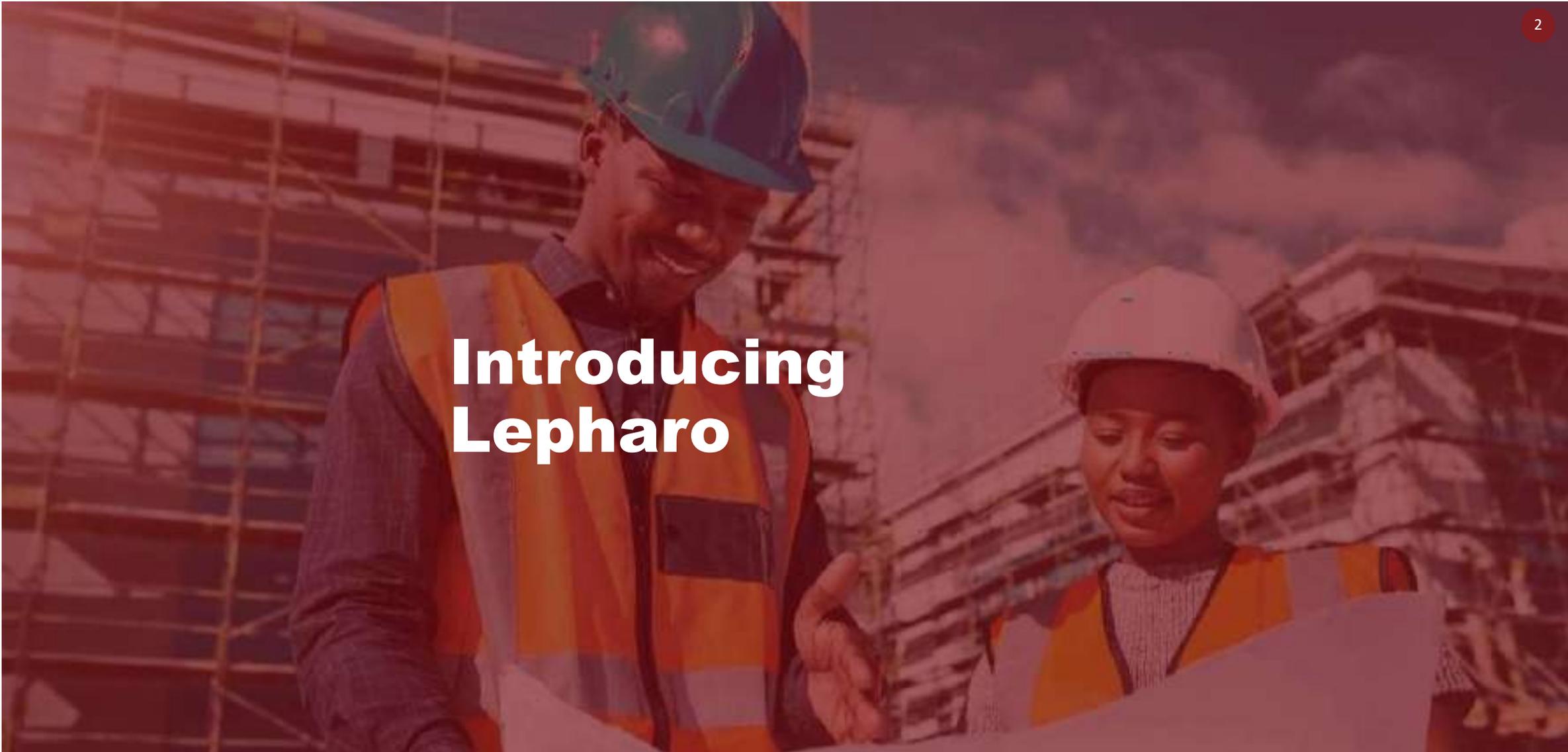
**LEPHARO INCUBATION PROGRAMME NPC**

**Eskom-Lepharo Alignment**

**2025**



# Introducing Lepharo



# Who We Are



Established in 2006, Lepharo introduced its Technology Business Centre in Springs, Ekurhuleni, in February 2011. We have a unique blend of business and technical training, coupled with mentoring and hands on support.

Our fully equipped incubation spaces accessible nationally, provide aspiring SMMEs with a robust platform to nurture their growth and achieve success.



It is registered as a not-for-profit(NPC), ISO 9001:2015 certified company governed by a detailed memorandum of agreement signed by all the stakeholders.

Lepharo is the fruit of the culmination of 5 years of careful planning and consultation between significant industry players, spanning the private and public sectors, industry associations and tertiary institutions.



Lepharo is dedicated to empowering both established enterprises and startups. We achieve this by offering essential entrepreneurial skills, state-of-the-art incubation facilities, and relevant intervention services crucial for achieving business growth and success.

Our meticulously crafted incubation model is tailor-made to provide comprehensive assistance and nurturing to entrepreneurs during the often-demanding initial stages of business development and expansion.



We are dedicated to guiding emerging and established small business entrepreneurs in the Engineering, Manufacturing, Agriculture, and Mining and Built Environment sectors through the critical startup phase.

Our aim is to foster their growth into resilient, confident, self-sustaining, and prosperous enterprises, equipped with strong financial foundations and a deep understanding of effective business management.

# Lepharo is proudly **SABS** **ISO 9001: 2015** certified



# Our National Footprint

No.	Province	Site	Local Municipality
1	Gauteng	Springs	Ekurhuleni Metropolitan Municipality
2	Gauteng	Khutsong	Merafong Local Municipality
3	Gauteng	Munsieville	Mogale City Local Municipality
4	Northwest	Rustenburg	Rustenburg Local Municipality
5	Northwest	Klerksdorp	City of Matlosana Municipality
6	Northwest	Ratlou (Kraaipan)	Ngaka Modiri Molema District Municipality
7	Free State	Welkom	Matjhabeng Local Municipality
8	Western Cape	Grabouw	In Process- Grabouw Development Agency, Wesgro, Western Cape Govt
9	Northern Cape	Springbok	Namakwa District Municipality
10	Mpumalanga	Matla Power Station area	In process - Eskom/Exxaro
11	Limpopo	Lephalale (Ellisras)	Lephalale Local Municipality



# Our Stakeholders

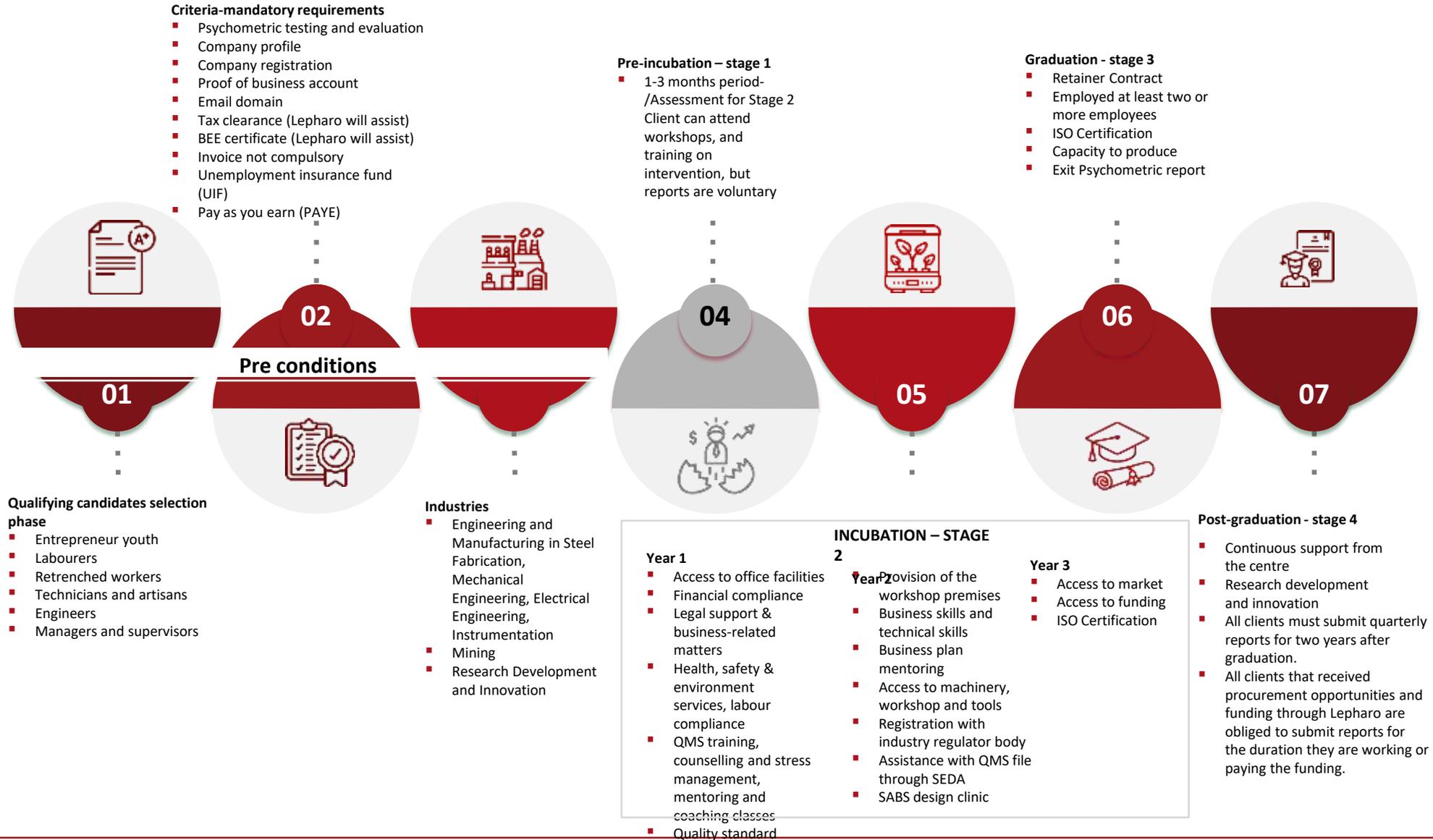
Lepharo is a good example of effective interaction between the local business community, private and public sectors and industry associations, proving that partnerships can have a considerably higher productive impact in the field of enterprise and supplier development.



# Our Delivery Partners

We cannot achieve our vision for a thriving South Africa alone, and are fortunate to have the support of some dynamic like-minded organisations who share our desire to see our country realise its potential

# INCUBATION MODEL



# Lepharo's expertise



- Hub set up
- Hub Implementation
- Hub Management
- Incubation
  - Enterprise Development: ED
  - Supplier Development: SD
  - SLP: Social Labour Plan
  - Procurement
- Fund Management (Multiple Funds co-ordination/collaboration)
- Private and Public Resource convergence
- Community and Stakeholder engagements
- BBBEE Scorecard Alignment
- ESG Initiatives
- Training Academy – Accredited with:



# Administrative Support Services



Community &  
Stakeholder Orientation  
Services



Monitoring & evaluation reporting:  
weekly, monthly, quarterly and  
annual reporting (ClickUp)



Data and Performance  
Management  
(Symphony system )



Supplier  
Management  
Tool



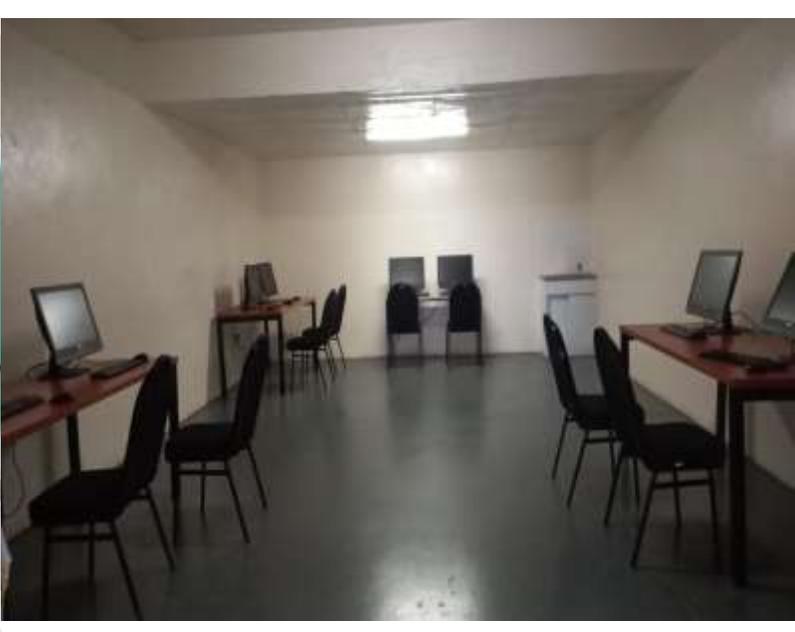
Impact &  
Value  
Assessment

# ESKOM-LEPHARO HISTORY



# West Rand Support received through the Foundation

The initial collaboration with Eskom began through the ISDA (Ms Toneka Maja), where Lepharo was connected to the Eskom Foundation. This foundation subsequently provided infrastructure funding to support the West Rand hubs of Khutsong and Munsieville in the 2023/24 fy.



# West Rand Support received through the Foundation



- The support included Solar installation to offset impact of power disruption.
- SMMES had access for business services uninterrupted
- Computer facilities ensured that SMMES has business connectivity for communication and operational purposes.

# Impact of the Incubation support

- ZIPHIWO Group

Ziphiwo Group is a Level 1 BBBEE, 100% black woman owned business established in 2017. Our diverse furniture portfolio has everything you need for a productive, comfortable and healthy business and home environment. Ziphiwo Group manufacturing provides full carpentry service, steel service and aluminium service, including design.

Established a fully equipped Manufacturing facility at the Mogale City with support from NEF





## BENANE Trading and Projects

- The company operates within the construction sector and has been in operation from the year 2018 and its operations were primarily focused on work as sub-contractor in the housing projects.
- The company ventured into the Mining sector with facilities maintenance work (Painting, tiling, and Plumbing) for DRD GOLD. They have significantly grown to work on the DRD Gold Plant with turnkey construction, steelworks, and spillage cleaning.
- The company has employed **35** workers and has a turnover of R **10 million** since it joined the Incubation in 2021.



A photograph of two construction workers, a man and a woman, wearing hard hats and safety vests, looking at a set of blueprints on a construction site. The man is on the left, wearing a blue hard hat and an orange safety vest, and is smiling while pointing at the blueprints. The woman is on the right, wearing a white hard hat and an orange safety vest, and is looking down at the blueprints. The background shows a building under construction with scaffolding. The entire image has a reddish-pink tint.

# PILOTED AND PLANNED ACTIVITES



## **Manufacturing and Engineering Shared Services Programme**

The Manufacturing and Engineering Shared Services Programme (MESSP) received a substantial injection of **R6.5** million from Harmony to Merafong Local Municipality, earmarked for procurement of High Tech Engineering equipment. This significant sum represents a Social and Labour Plan (SLP) commitment for the period spanning 2018 to 2022.

This is a significant step in enhancing the SMMEs ability to manufacture and supply components and products to primarily the Mining sector. And a major technological transfer to SMMEs based on the technical skills training that they will receive and ability to undergo technical assessment for procurement opportunities.

This programme based in the Khutsong Hub establishes a High Tech Shared Machinery Workshop for SMMEs to proptotype and manufacture components and new innovations .

Component Manufacturing Programme will facilitate technology tranfers between industrial giants and local SMMEs supporting the drive for localisation

Khutsong Hub will then be a Hub form SMME to manufacture and engineer technology in the quality contrlled environment with oversight provided by Lepharo.

## Piloted and planned activities

---

Request for infrastructure support from the Eskom Foundation.



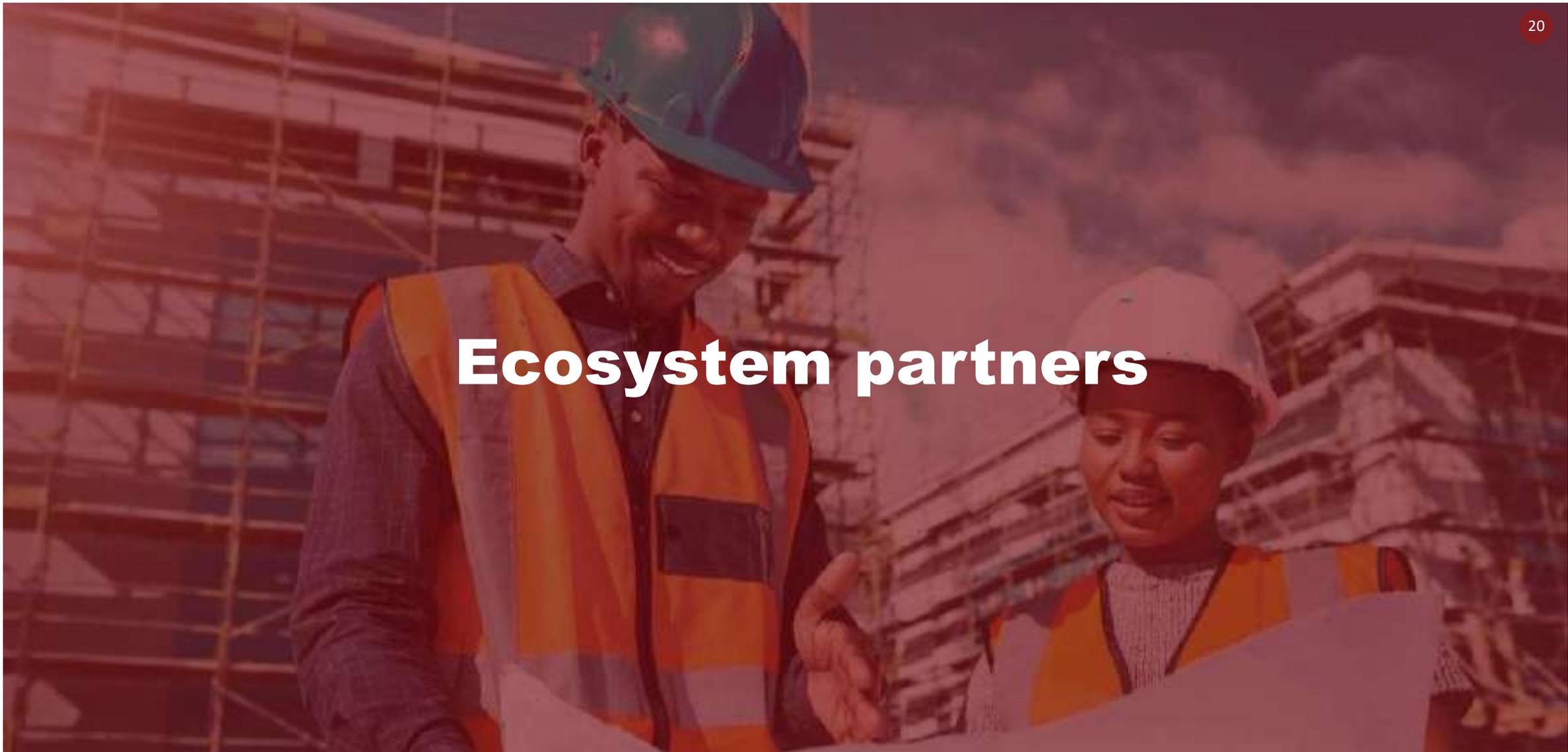
Request for funding resources for ED/ESD in the Lepharo hubs for the 2025/26 financial year, to support SMMEs in the mining, technology and plant operations, Power generation, Localisation and Transmission contracting activities



Inquiry into the Northern Cape hub: Lepharo has established facilities in the Northern Cape but currently lacks funding for implementation.



# Ecosystem partners



# Outlook Activities



Lepharo is actively participating in the **NIP Programme**, seeking collaborating with renowned partners such as Microsoft, Siemens, Innomotics, and Actom. This involvement reflects Lepharo's commitment to enhancing national infrastructure through innovative technologies and strategic alliances.



The partnership with **Microsoft** brings advanced cloud solutions and artificial intelligence capabilities, enabling Lepharo to optimize its operations and improve service delivery. Collaborating with Siemens opens doors to cutting-edge engineering and automation technologies that can enhance efficiency in various infrastructure projects.



**Innomotics** contributes its expertise in industrial motors and drive systems, which can significantly enhance energy efficiency and sustainability in infrastructure operations. Meanwhile, Actom's focus on electrical and mechanical engineering solutions complements Lepharo's initiatives by providing comprehensive support across various sectors.



Through these strategic partnerships, Lepharo aims to leverage state-of-the-art technologies and methodologies to drive transformation and progress in the infrastructure landscape. This collaboration not only positions Lepharo as a leader in the industry but also fosters innovation that benefits the broader community.

# WAY FORWARD



# Eskom-Lepharo Program Outline



# Lepharo

## Thank You

011 363 3920



[info@lepharo.co.za](mailto:info@lepharo.co.za)



[www.lepharo.co.za](http://www.lepharo.co.za)



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# GAUTENG ESKOM BUSINESS CONNECT

- Date: 11 June 2025



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# Unpacking Township Economy its current status and its role to the mainstream economy

Presented by: Mr Bheki Twala

Meeting date: 11 June 2025



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# PANEL Q&A – AND RECOMMENDATIONS

- Date: 11 June 2025



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# Vote of Thanks

**Ms Mologadi Motshele**

11 June 2025



# GAUTENG ESKOM BUSINESS CONNECT

- Date: 11 June 2025

**Scan the QR Code And Let us  
Know How You Feel**



# GAUTENG ESKOM BUSINESS CONNECT

- Date: 11 June 2025

**Scan the QR Code And Join Now**





NGIYATHOKOZA

DANKIE **KE A LEBOGA**

NGIYABONGA

**NDIYABULELA**

INKOMU NDI KHOU  
LIVHUHA

**THANK YOU**