





Welcome

to the

Eskom Business Connect

The Eskom Business Connect Programme, an initiative of the Eskom Development Foundation, aims to support sustainable



Agenda Day I

08:00 - 08:55	REGISTRATION	All
08:55 - 09:00	Opening Remarks	Programme Directors
		Palesa Mocoancoeng & Bongani Mandla
09:00 – 09:05	The National Anthem	All
09:05 – 09:10	Venue Safety and Evacuation Procedure	Safety Co-ordinator:
09:10 - 09:20	Opening and Welcome	Rustenburg Local Municipality:
		Executive Mayor: Ms. Sheila Mabale- Huma
09:20 - 09:30	The Eskom Business Connect - The Purpose	Eskom Development Foundation, CEO Acting
		Mologadi Motshele
09:30 – 09:45	Setting the Scene	Honourable MEC: Department of Development, Environment, Conversation & Tourism
		Ms. Bitsa Lenkopane
09:45 – 10:00	Eskom perspective: Solutions to reducing South Africa's energy challenges	Eskom General Manager (GEMMA Cluster)
		Mr. Kolodi Makola
10:00 – 10:20	Transmission Development Plan 2024 -2034 North-West	National Transmission Company of South Africa, Northern Grid Planning
		Ms. Keineetse Rankunyane
10:20 10:40	Andrein Bronnerius Fotografica and Contal Forografic Bronneria	NI-val-VA/
10:20 – 10:40	Academic Perspective: Enterprises and Social Economic Development	North West University
		Dr. Johann Landsberg Manager, bhive Enterprise Development Centre &
		Prof Natasha de Klerk, Director of the School of Management Sciences.



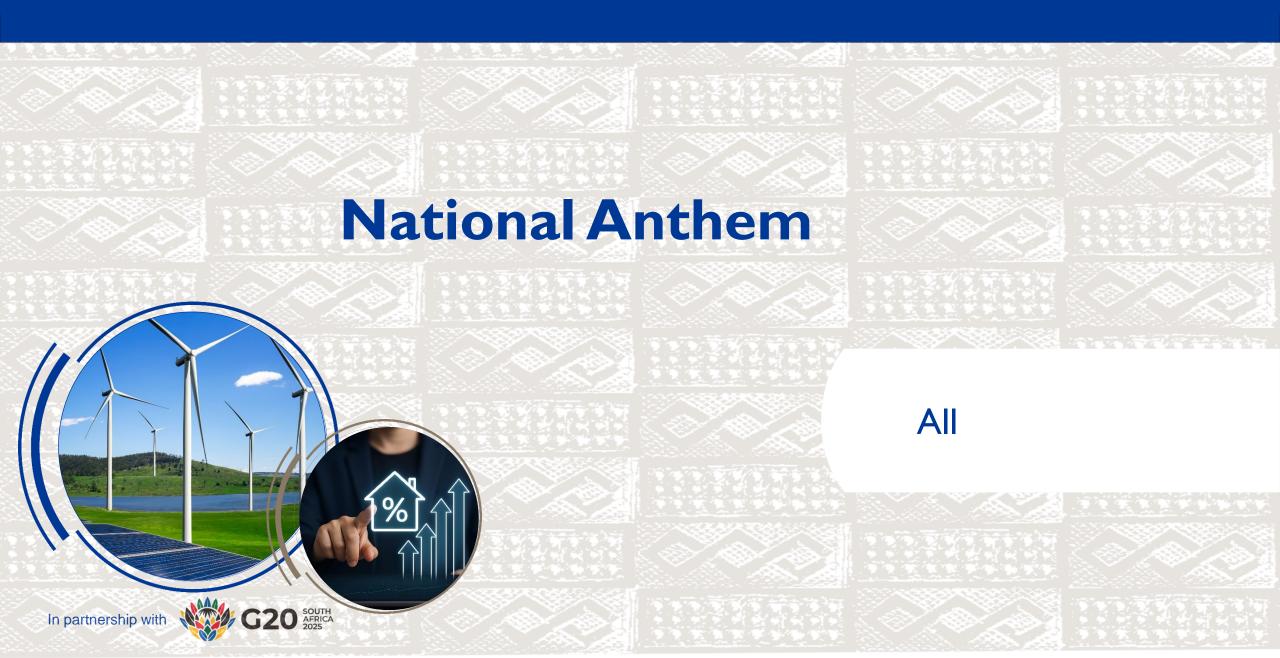
Agenda Day I

10:40 – 11:00		TEA BREAK
11:00 –11:20	Role of Municipalities in the development of businesses	Cooperative Governance and Traditional Affairs
		Deputy Director: Local Economic Development
		Ms. Colleen Mmutle
11:20 –11:40	North West view on SMME Development	Department of Economic Development, Conversation, Environment
		& Tourism (DEDCET)
11:40 –12:20	Eskom Procurement and Central Supplier Database (CSD) - S	SMME Eskom Procurement
	Capacitation	Ms. Verona Petzer and Mr Guideman Mbinyashe
12:20 - 13:30	LUNCH BREAK	
13:30 – 14:00	Funding opportunities	IDC Ms Itumeleng Mokwate
		&
		North West Development Cooperation (NWDC) CEO: Mr
		Mojalefa Nale
14:00 – 14:20	Stakeholder Management – SMME development/empowerment Enabler	
		Min Machaely I II and some 9
		Mr. Meshack Hlongwane &
		Mr Karabo Seane
14:20 – 15h00	Questions & Answers	Facilitated by Programme Directors
		Panellists (Speakers)
15:00 – 15:30	Vote of Thanks and Closure	NTCSA: Grids NW
		Middle Manager: Ellan Phaahla
 5:30 - 6:00	Networking	All

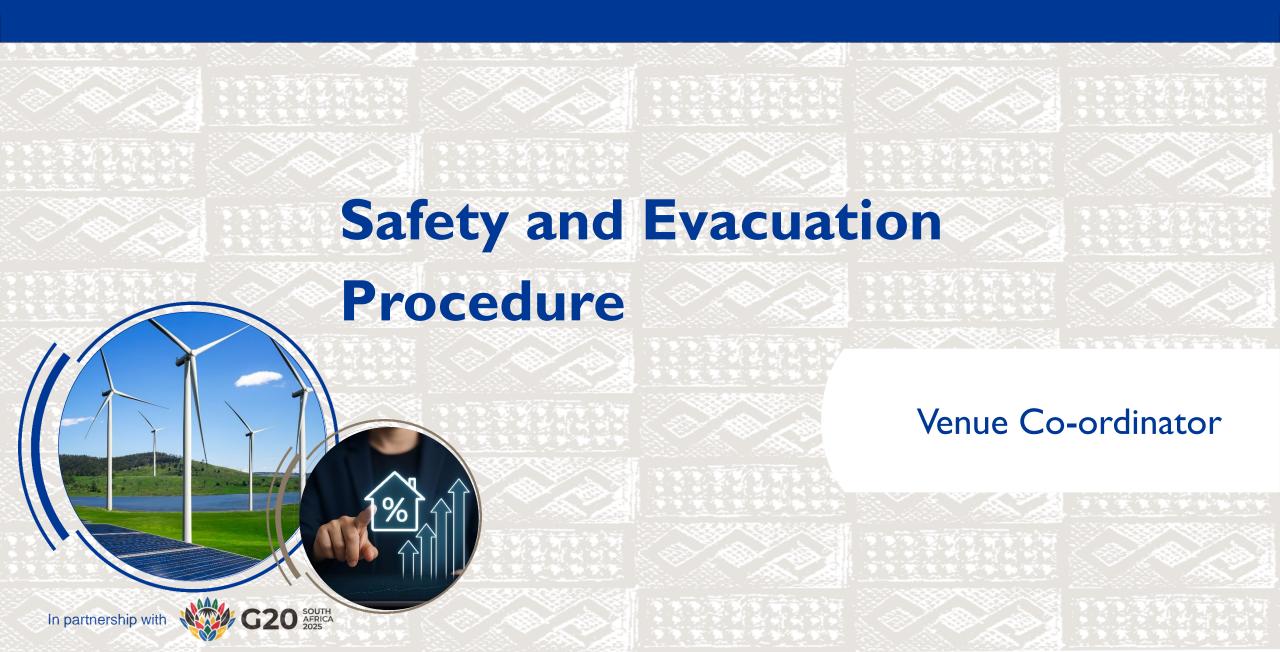






























General Manger (GEMMA Cluster): Kolodi Makola















17 September 2025



Agenda



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Opening Remarks

Programme Directors







National Anthem - ALL







Venue Safety and Evacuation Procedure – Venue Coordinator







Opening and Welcoming – Member of Mayoral Committee for Technical and Infrastructure Service Councilor Karabo Phutu







The Business Connect – The Purpose Eskom Development Foundation, CEO (Acting) Mologadi Motshele







Setting the Scene Honourable MEC: Department of Development, Environment Conservation and Tourism Bitsa Lenkopane







Eskom Perspective – Solution to Reducing South Africa's Energy Challenges Kolodi Makola



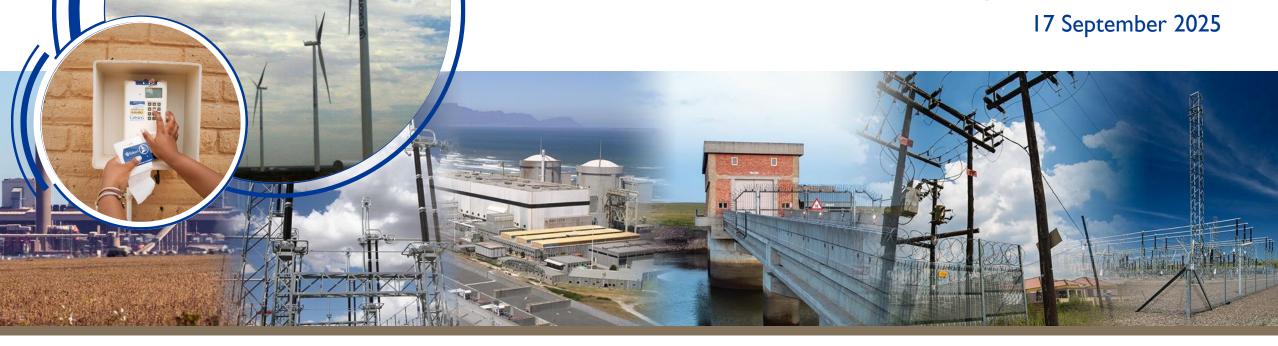




Eskom perspective: Solutions to reducing South Africa's energy challenges

Kolodi Makola

General Manager Gemma cluster



Our strategy pivots Eskom into a sustainable and competitive Company while leading the transformation of the Electricity Supply Industry



Commercial mandate

Assist in lowering the cost of doing business in SA, enabling Economic growth

Our Mandate

Social mandate Providing Electricity in an efficient and sustainable manner

Our Vision

Sustainable power for a better future

Our Purpose

Powering growth sustainably

Shareholders Priorities

Achieve Universal Access, Availability, Affordability and Quality

Attain sovereign and regional energy security

Drive industrialisation and lead innovation

Qualitatively transform energy demographics; elevate role of women and youth

Assert SA, continental and global energy leadership

Eskom Strategic Objectives



Pursue financial and operational sustainability

- Recover and sustain EAF to 70% in the long term
- Implement innovative solutions including Distribution Agency Agreement to reduce municipal arrear debt & energy losses
- Rebase costs, maximise profitability
- Strengthen leadership stability and upskill & reskill employees for future opportunities



Facilitate a competitive future energy industry

- Define Eskom's role in the energy transition and in the future
- Operationalise Dx, establish NewCo and operationalise Gx
- Fine-tune Gx and Dx business models, to improve customer centricity
- Drive clean energy project development through the establishment of RECo
- Develop Eskom's PSP/PPP model and unit



Modernise our power system

- Accelerate TDP execution incl. alternative funding models
- Strengthen Distribution network infrastructure incl. smart meters and microgrids rollout
- Increase flexibility of power system infrastructure
- Develop and implement digitalisation strategy



Strive for net zero emissions by 2050

- Drive Komati, Grootvlei, Hendrina, Camden repowering and repurposing initiatives
- Collaborate with government on Minimum Emissions Standards and environmental compliance
- Participate in Distributed
 Energy Resources (DERs) and
 drive eMobility

Entrench a high-performance ethical culture, innovation and agility

Use data analytics to create value and enhance decision making

Improve controls & governance processes to address fraud, corruption and criminality

Obtain unbundled tariffs approval (NERSA)

Drive socio-economic transformation

Zero Harm





Innovation





C 4: C 4:



Eskom is focusing on key strategic areas to become an investable, sustainable and competitive company while ensuring security of supply



Key focus area

Description

Turnaround and loadshedding

 Implementing operational recovery, strengthening governance to future proof the organisation (ending loadshedding, reducing costs, investing in future expansion)



Enabling energy security, **growth** and **long-term sustainability** to the benefit of South Africa and sub-Saharan Africa

People and performance

Providing employees with a vision and purpose to their work which creates an environment for success



- Re-focussing on people through leadership with a high challenge, high support culture
- Reversing complacency and taking action to address systemic issues

Long term sustainability

- Developing a meaningful pipeline of clean energy projects (~5.9 GW by 2030)
- Accelerating the implementation of the Transmission Development Plan
- Restructuring of **electricity tariffs** and rolling out smart meters for **effective revenue collection**, while **minimising the impact on consumers** and the **fiscus**



Balanced transition

 Pursuing Just Energy Transition strategy as a considered approach towards transitioning from high emitting sources of energy towards cleaner energy without jeopardizing socio-economic welfare





Case for reform

South Africa's electricity market is fundamentally changing and Eskom must reimagine itself to cement its position as a leader in the future market









Smart systems Leveraging data, technology, Al and analytics for smarter energy systems



Open Trading Platform Real time energy trading

amongst producers,

distributors and consumers



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scale generation and consumerproduced energy

Energy security will be a key feature...



Accessible Expands energy access to everyone. everywhere



consistent and uninterrupted power supply

Ensures

The market shift has already begun

• ~6.2GW of independent electricity has already been introduced to the grid

The separation of the NTCSA will open the market to new players



The Future Market will be **fundamentally** different, driven by new market players and innovations

Eskom must evolve to remain central in the future market

Source: Evolution Unbundling Programme Working Team

South Africa's energy landscape is evolving, and we will play a pivotal role by providing innovative and customer-focused solutions

Customer

Retention &

Growth

enabling



Sustainable innovative energy solutions for a rapidly evolving energy market

Empowering Electrifuture the Future of

Energy

Cutting-edge technology, enabling digital transformation and

People Resourcing for success and future readiness

> **Customer Centric Products** offerings

> > **Enhanced Customer** Experience - proactive communication

Operational Excellence -Enhance service reliability

Digitalization - Data accuracy, analytics & technology enhancement

Re-engineering Retail

Customer-centric focus to enhance customer experience through operational efficiency

Strategic Actions

One Stop **Energy Solution**

Offer a portfolio of competitive tailored offerings

Collaborate & **Partnering**

Supporting net zero goals by 2050



modernizing infrastructure

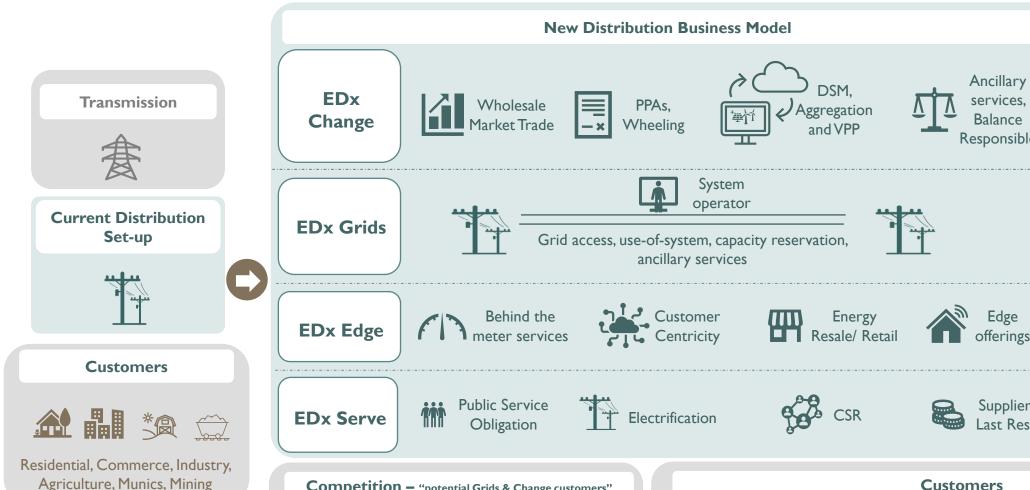
In partnership with Source: Dx - Edge Business

Together, we are shaping a sustainable and profitable energy future — for our customers and for South Africa.

Distribution of the future

Within the evolving Electricity Supply Industry, Distribution is also undergoing structural changes

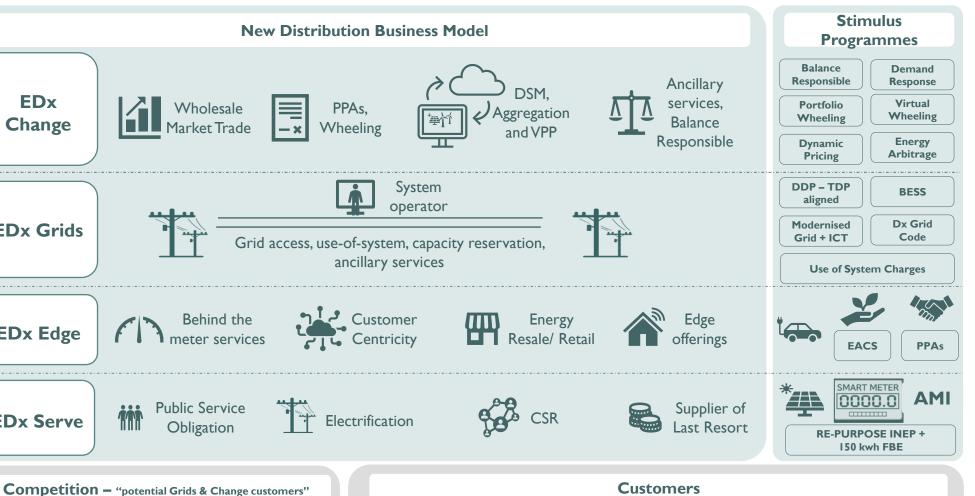




Prosumers

Distributed Generation/

Microgrids





Mining

E-mobility



鼺

Commerce/

industries

Residential

Market

traders

Across the board improvement in Eskom performance. Eskom forecasting no loadshedding over the Summer Period (1 September 2025 – 31 March 2026





Loadshedding free days between | April 2025 and 31 August 2025



Compared to 11.33% target. Amounts to 5.5TWh energy lost in FY26 QI (equivalent to running Kriel Power Station at an EAF of 91%)





Capacity added through the completion of Medupi U4 repairs

~66% EAF²



For Aug 2025, 10% point improvement since April 2025, with y-o-y increase in planned maintenance



13572

Total electrification connections against a target of 6201, driving universal access to electricity





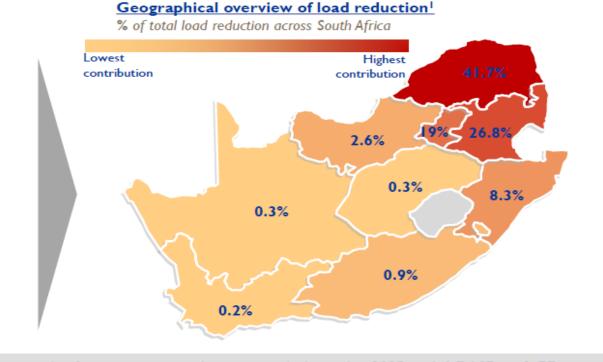
Renewable energy capacity added through IPP programmes (total REIPPP installed capacity is currently 730MW below target for FY26 YTD)



Some of Distribution customers are experiencing localized load reduction. its implementation is to protect the lives of customers and electrical equipment

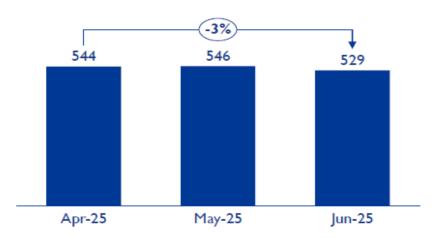


Load reduction is required in areas where distribution network transformers are overloaded, primarily due to electricity theft and illegal connections



Load reduction trends

Total MW across morning and evening peak



Largest improvement witnessed in Limpopo (-13%) and Mpumalanga (-5%)

- 529MW of load reduction was required over morning and evening peak during Jun 2025, with LP, MP and GP accounting for >87% of total
- Progress has been made to reduce load reduction nationally (3% improvement from 544MW in Apr 2025 to 529MW in Jun 2025), with the largest improvements experienced in Limpopo and Mpumalanga (13% and 5% reductions respectively)
- Eskom is committed to reducing load reduction by 15-20% by Mar 2026, and eradicating load reduction within the next 18 months by:
 - Removing and formalising of 640,000 illegal connections by Mar 2026
 - Upgrading infrastructure incl., smart meters, reducing zero buyers and illegal vending
 - Increasing free basic electricity registrations in key areas



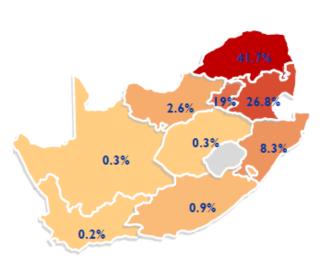
Eskom Distribution has committed to eradicating load reduction within the next 18 months. Key enabler would be collaboration between stakeholders



Current status

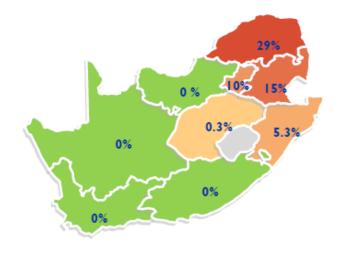
% of total LR across South Africa1

Improvement expected between Sep 2025 and Mar 2027 (compared to current view)

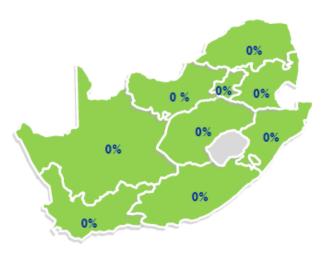


Currently, ~529MW of load reduction (evening + morning peak) is required due to distribution feeder network overloading - primarily in LP, MP, GP and KZN

Phase I accelerated (by Mar '26)



✓ 210 feeders, resolving EC, WC, NC and NW Phase 2 accelerated (by Mar '27)



✓ Total of 761 feeders, resolving Limpopo, Mpumalanga and FS

In addition interventions are being implemented to upgrade metering infrastructure including ~1.5 mil smart meters of the load reduction areas by Mar 2027

Reducing zero-buyers and addressing illegal vending



Eskom is proactively addressing the highlighted Energy Challenges, with significant progress noted on some.



ENERGY CHALLENGES

LOADSHEDDING

LOAD REDUCTION

ENERGY THEFT

UNIVERSAL ACCESS - ELECTRIFICATION

MUNICIPAL DEBT

ENERGY AFFORDABILITY

STATUS & PLAN

Eskom has drastically turnaround Generation fleet performance and has a pipeline of project to drive the energy sustainability whilst keeping a focus on its maintenance execution. The are part of the journey towards eradicating load-shedding, and we are starting with forecasting no loadshedding over the Summer Period (until 31 March 2026)

A distribution road map linked to collaboration with communities and smart meter deployment as well as accelerated electrification are amongst the long-term plans to **eradicate load reduction within the next 18 months.**

Theft of electricity in form of illegal connection due to unelectrified areas, will be dealt with through Universal Access plans. The **deployment of smart meters across both SPUs and PPUs** will assist Eskom in its fight against bypasses, tampering and non-meter connections

Eskom has done tremendously well in it drive for universal access. Collaboration between the municipality, governmental departments and Eskom is key to further unlock more opportunities to **expedite the electrification of both Eskom and Municipality customers.**

Municipality debt has reached an acceptable level and creates an unsustainable distribution business. Intervention including the **Distribution Agency Agreement** are being explored to help Municipalities ringfence their electricity business whilst partnering with Eskom to improve their business

Eskom is engaging government for the review of FBE from 50kWh to 150kWh. Eskom is looking into renewable energy and various **Eskom products** to assist customers reduce the cost of electricity

Customer **Offerings**

Distribution will leverage its assets and the power grid and to offer energy solutions to provide reliable energy supply and customer centricity





Wheeling (Traditional & Virtual)

Enabling energy trade between private generators and consumers through Eskom's distribution network

Available



Energy Attribute Certificates

Nuclear Energy Attribute Certificates (I-Tracks) to support customers with their carbon neutral journey

Available



DET Standard Offer

Allows traders, prosumers, and generators with excess energy to enter Power **Purchase Agreements** (PPA) with Eskom.

Available



E-Mobility (Public Charging)

Partnering with Eskom to roll-out Electric Vehicle (EV) Charging Network accessible

Available



Microgrid

Social responsibility partnership to improve quality of life by electrifying homes

Available



Consulting Services

Actively Partnering with customers to take care of all energy needs. Plant maintenance and energy advisory services

Available



Demand Response (DR) and Aggregation

and aggregated loads will be utilised to optimise purchases, offer regulating reserves to System Operator and bid-in to the balancing market

Available



Dynamic Excess Energy Pilot

Encouraging consumers to adjust their usage, balancing the supply demand by attracting customers to absorb the excess power



PPA on Eskom Renewable

PPA with customers for **Eskom Renewable Projects** RFP to be issued to the market, Phase 1 – 346 MW

In development - Sep 25



Balance Responsible Tariff

To manage imbalances for other Balance Responsible Parties (BRP), which includes generators and loads for market participants.

In development – Oct 25



BESS

Partner with Eskom to increase BESS capacity. Utilised for energy arbitrage and ancillary services.

In development – April 26



Dynamic Tariff

A tariff that will incentivise load participation during imbalance periods (to balance the forecasted and actual load). Based on realtime imbalances.

In development – April 26 33

Concluding Remarks



Eskom is hard at work in addressing South Africa's energy challenges, but we cannot do this alone. We need continued support from our shareholder, strategic partners, communities, suppliers and service providers.



In partnership with

Supplier and Service Providers need to be equipping themselves with the necessary skills and accreditations to participate on the interventions planned and those in execution.

In the expedited plan to eradicate load reduction, supplier and service providers will be required to complement the Eskom teams in executing the required work. North West in particular is amongst the provinces that must be addressed within next 6 months.

The deployments of Smart Meters across all Prepaid and Small Power User customers will also be expedited. This means more contractors will be required to support Eskom teams to achieve this strategic goal.

Universal access through the electrification of customers, through traditional means as well as microgrid will result in services required from business. Some of services which will be needed would be from Professional Services, EPC contracts and Labour Contractors.

Collaboration with our strategic stakeholders, businesses, suppliers, service provider, local leadership and communities is a key enabler to our continued success.









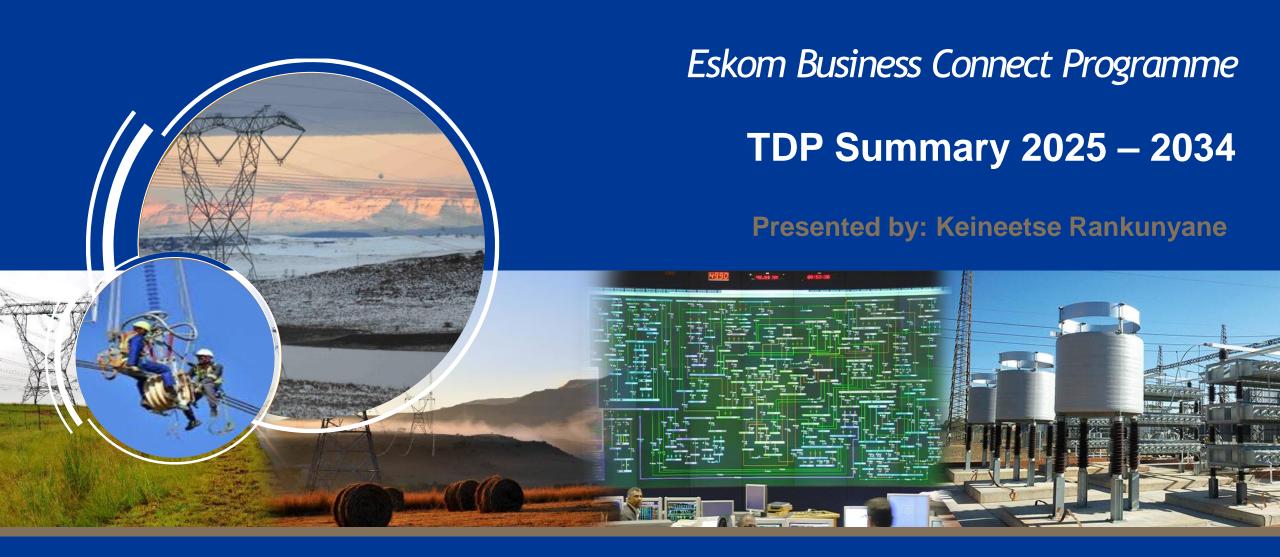


Transmission Development Plan 2024-2034 (North West)

National Transmission Company of South Africa – Northern Grid Planning – Keineetse Rankunyane









Contents:

TDP 2024 National Summary

TDP 2024 North West Details



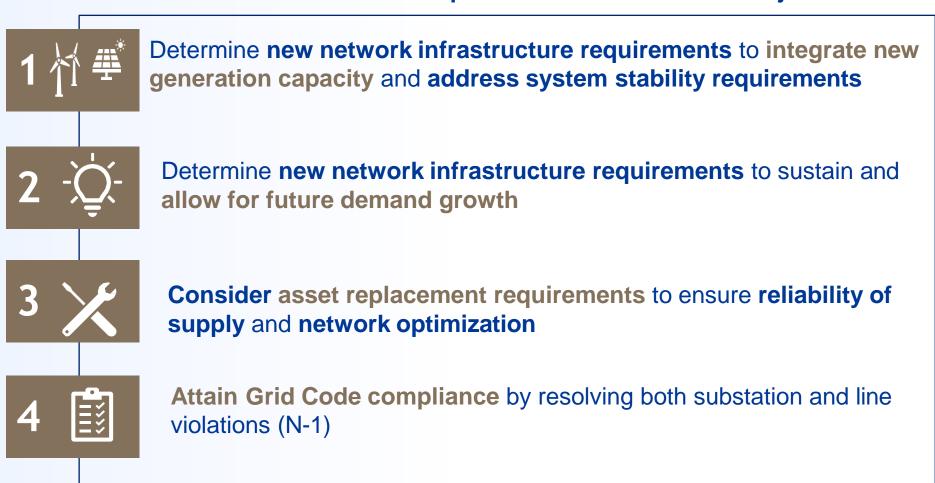
TDP 2024 National Summary



Transmission Development Plan (TDP) ~ addresses the energy transmission challenges



The Transmission Development Plan has four main objectives

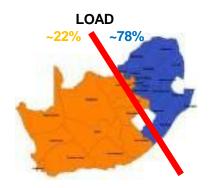


Energy Transmission Challenges ~ Transition from centralised Gx in the north to distributed RE in south requires grid expansion

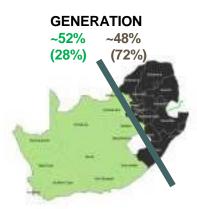


Major corridors required

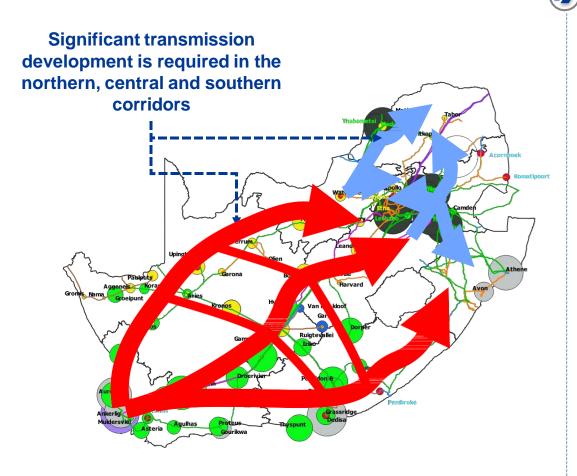
Future load vs. generation patterns requires transmission infrastructure upgrades



Lower load in the South remains



Generation increase in the South



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.

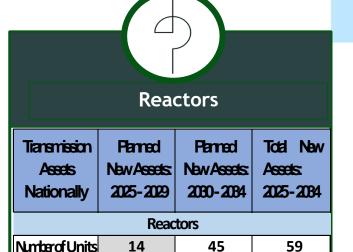
TDP 2024 Summary of infrastructure requirements





Power Lines (km)

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

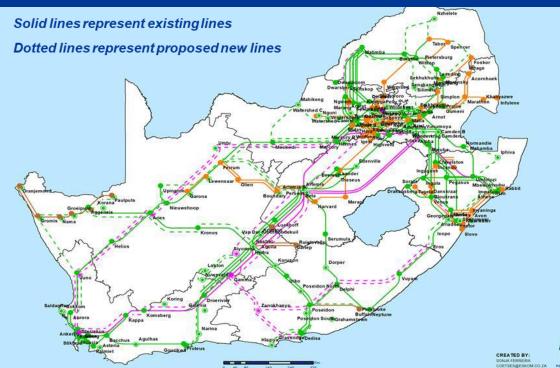


13000

16260

3260

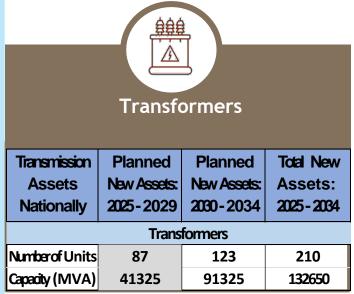
Capadity (MVar)



Synchronous Condensers

Synchronous Condensers to be to installed at 7 substations

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





Tiansmission	Planned	Planned	Total New	
Assets	New Assets:	New Assets:	Assets:	
Nationally	2025-2029	2030-2034	2025-2034	
Capacitors				
NumberofUnits	15	25	40	
Capacity (MVar)	1032	1660	2692	

Expanded TDP Delivery | Initiatives Progress

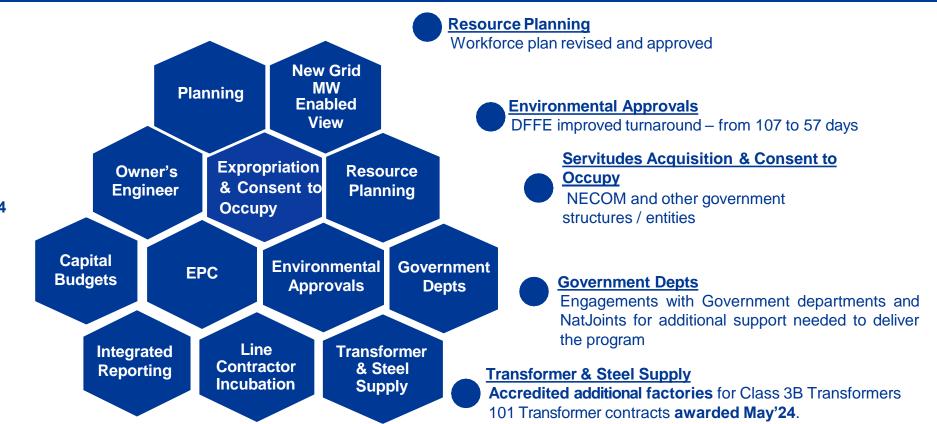


Planning

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.

6 Steel suppliers invited to prepare prototype towers

Delivery challenges | There are five delivery risks to the overall program





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 deliverTDP
- 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

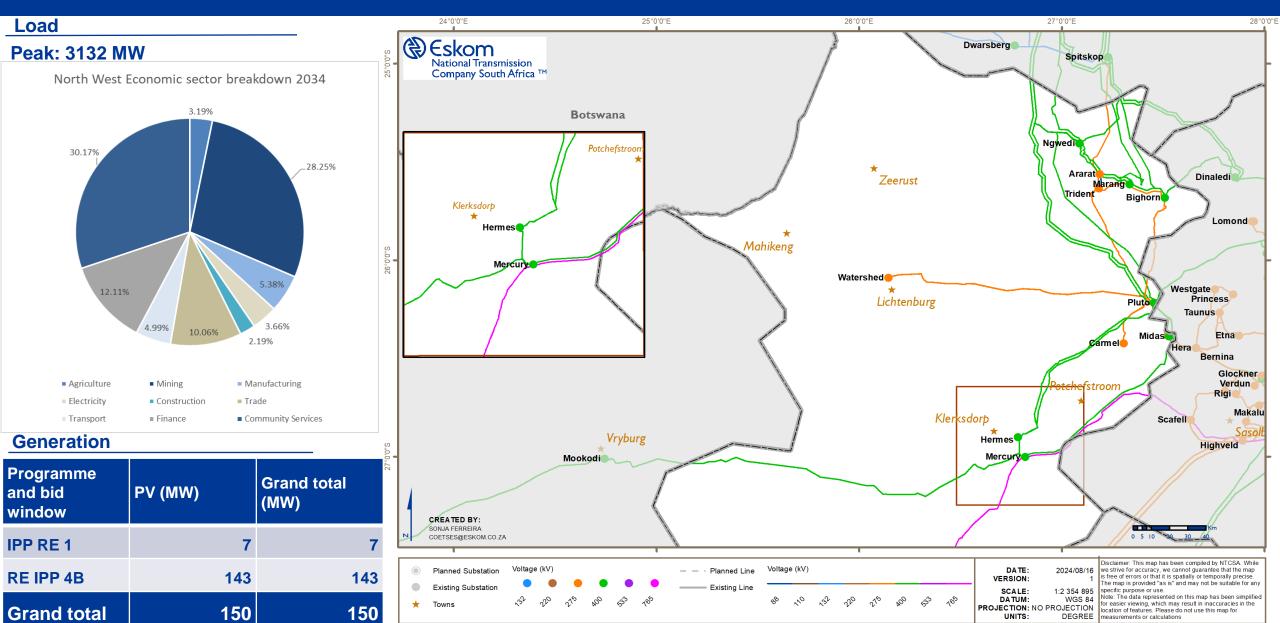


TDP 2024 North West Details



North West Supply Area Profile

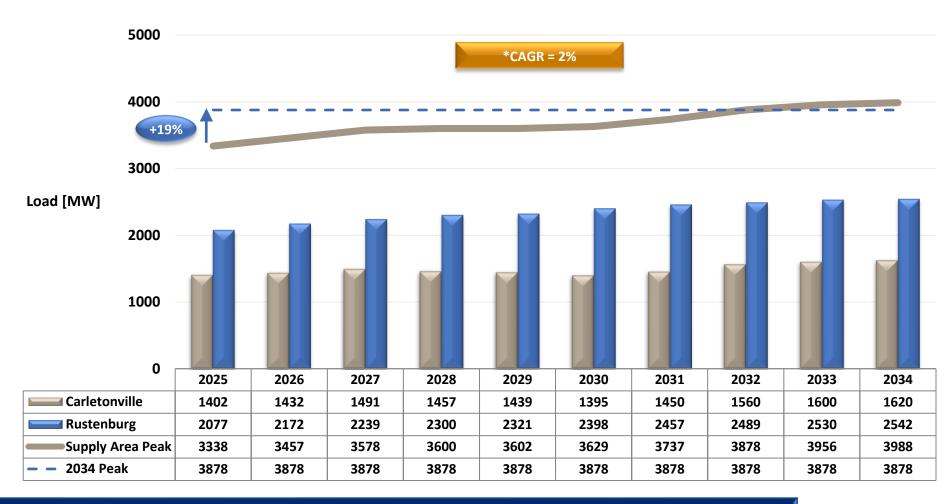




North West Supply Area Load Forecast



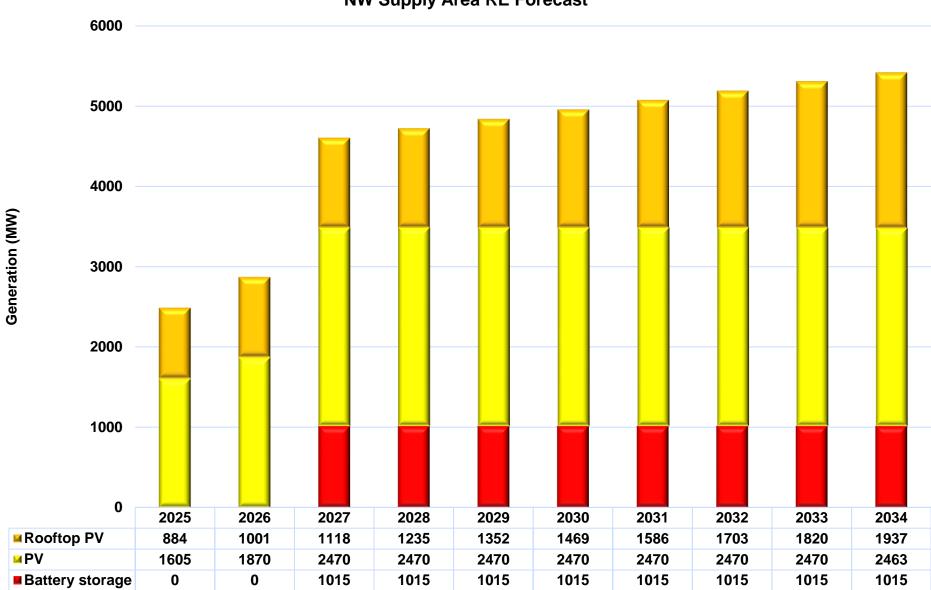
North West Supply Area Load Forecast (2025 – 2034)



North West Supply Area Renewable Energy Forecast

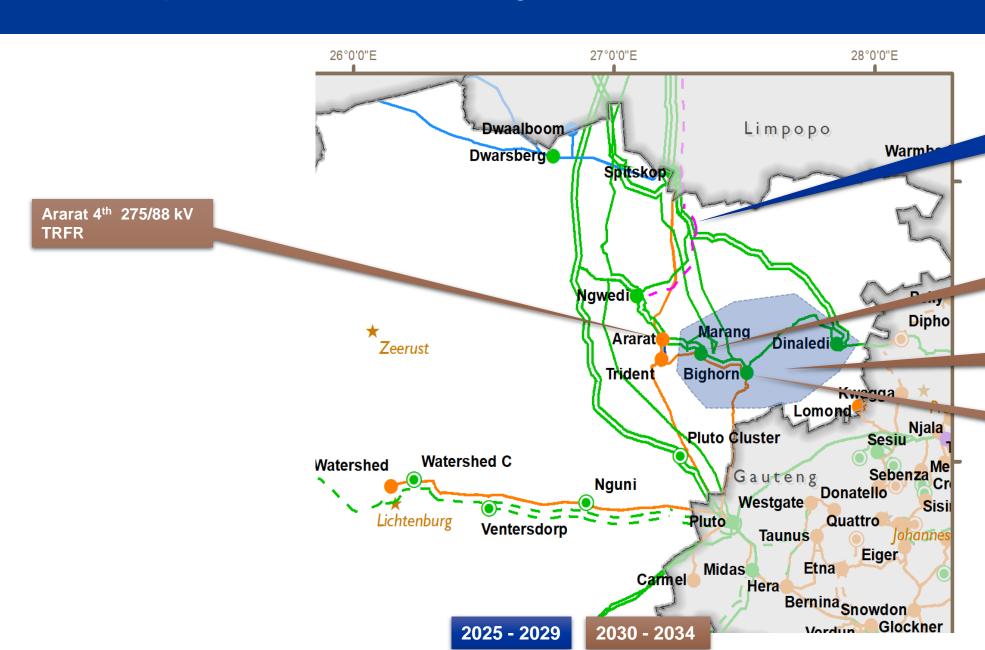






Developments in the Rustenburg Local Area





Medupi – Ngwedi 765 kV line (operated at 400 kV)

> Marang S/S Extension (400/132kV)

Capacitors at Bighorn S/S, Dinaledi S/S, Marang S/S

Bighorn 4th 275/88 kV TRFR

Developments in the Carletonville Local Area



Watershed C 400/132 kV 2 x 500 MVA S/S

Hermes 4th 400/132 kV TRFR

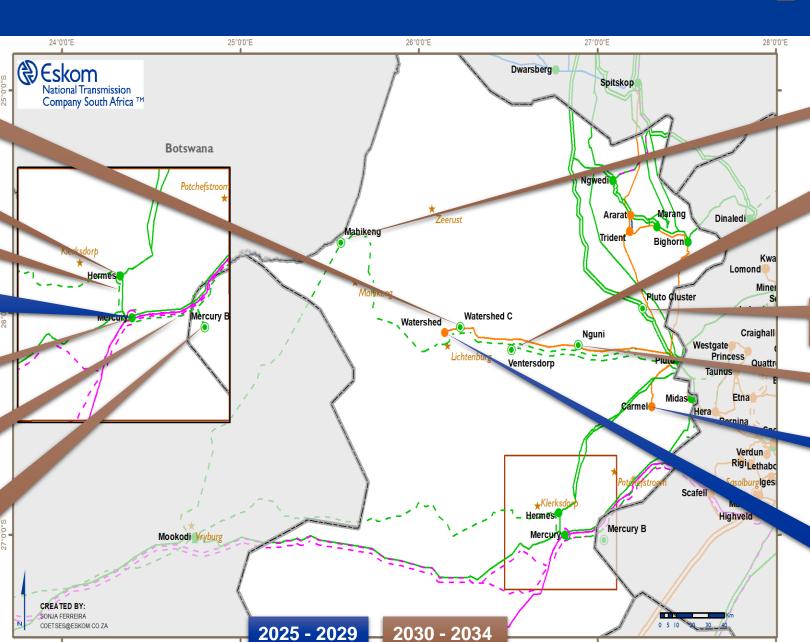
Mercury – Hermes 400 kV line 2

Mercury 1st 2000 MVA 765/400 kV TRFR Mercury 3rd 500 MVA 400/132 kV TRFR

Mercury 4th 500 MVA 400/132 kV TRFR

Mercury - Midas 400 kV line 2

Mercury B 400/132 kV 2 x 500 MVA S/S



Mahikeng 400/88 kV 2 x 315 MVA S/S

Ventersdorp 400/132 kV 2 x 500 MVA S/S

Pluto Cluster 400/132 kV 2 x 500 MVA S/S

Nguni 400/132 kV 2 x 500 MVA S/S

Carmel 3rd 275/132 kV TRFR

Watershed 275/132 kV 2 x 500 MVA



END







Academic Perspective: Enterprise and Social Development

North West University - Dr. Johann Landsberg & Enterprise Development Centre – Prof Natasha de Klerk



bhive Enterprise Development Centre (EDC)

Academic Perspectives on:

Entrepreneurial &

Social Development
in South Africa

Dr Johann Landsberg & Prof Natasha de Klerk



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- Academic Perspectives on Entrepreneurial and Social Development in South Africa
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 - Why Entrepreneurship Matters
 - Challenges in South Africa
- Current NWU Entrepreneurial Development Initiatives
- Focus areas
- Questions

bhive Enterprise Development Centre (EDC)

The "bhive" refer to a long acronym b²e²hive {Bridging Business and Education by Establishing a Hub of Innovative Ventures and Expertise}

bhive EDC

- Unit within the NWU's Faculty of Economic and ManagementSciences
- Initiated 2011



Academic Perspectives on Entrepreneurial and Social Development in South Africa

Why is Entrepreneurial and Social Development important?

- ✓ Current State of South Africa's Economy:
 - √ High Unemployment
 - ✓Inequality (Gini index 63,0)

Why Entrepreneurship Matters

- ✓ Drives Innovation
- ✓ Job Creation
- ✓ Local Resilience
- ✓ Offers Pathways for Marginalised Groups

Challenges in South Africa

- ✓ Lack of Access to Entrepreneurship Education
- ✓ Fragmented Ecosystem
- ✓ Limited Access to Finance and Mentorship
- ✓ Policy Gaps and Institutional Inertia

Current NWU Entrepreneurial Development Initiatives

bhive EDC Entrepreneurship Focus Areas

Students

- ENtrepreneurial ACTion for others (Enactus)
- Leopards Lair Business Competition
- EDHE -Developing entrepreneurial capacity
- Student Training for Entrepreneurial Promotion (STEP)

Women

- EnterprisingWomenProgramme
- Microcredentials
- Student Women Economic Empowerment Programme (SWEEP)

Community

- Start-up programmes
- Pitch! yourBusinessCompetition
- Business incubation
- STEP



Numerous initiatives to encourage, educate, and assist students to be entrepreneurs or become more entrepreneurial

Students

- Numerous business competitions both internal and external
- Formal structured training program STEP
- Student Societies
 - Enactus

Female Entrepreneurial Development

- Women are societal- and economic change agents within social and economic environments
- Extensive steps to educate and support female entrepreneurs
- Short Learning Programme (SLP) for business start-ups
 - Enterprising Women Programme (EWP): flagship
 bhive EDC offering since 2013
 - Ten micro-credential short courses: competencybased learning model
 - Applied for entrepreneurs and external entities

Community Engagement

- Creating intentional relationships with local, national, and international communities
- Mutually beneficial exchange of knowledge and resources for sustainable, just, and healthy communities
- Understanding current societal issues to allocate resources effectively

Questions?

Thank You





Research and Innvotaion Projects and their Impact on SMMEs: Eskom Research, Testing and Development

Mashudu Ndwambi







Tea Break!

All







Role of Municipalities in the Development of Businesses: Cooperative Governance and Traditional Affairs

Local Economic Development – Colleen Mmutle







North West View on SMME Development: Department of Economic Development Conservation, Environment and Tourism







Eskom Procurement and Central Supplier Database (CSD) – SMME Capacitation

Eskom Procurement – Guideman Mbinyashe and Verona Petzer





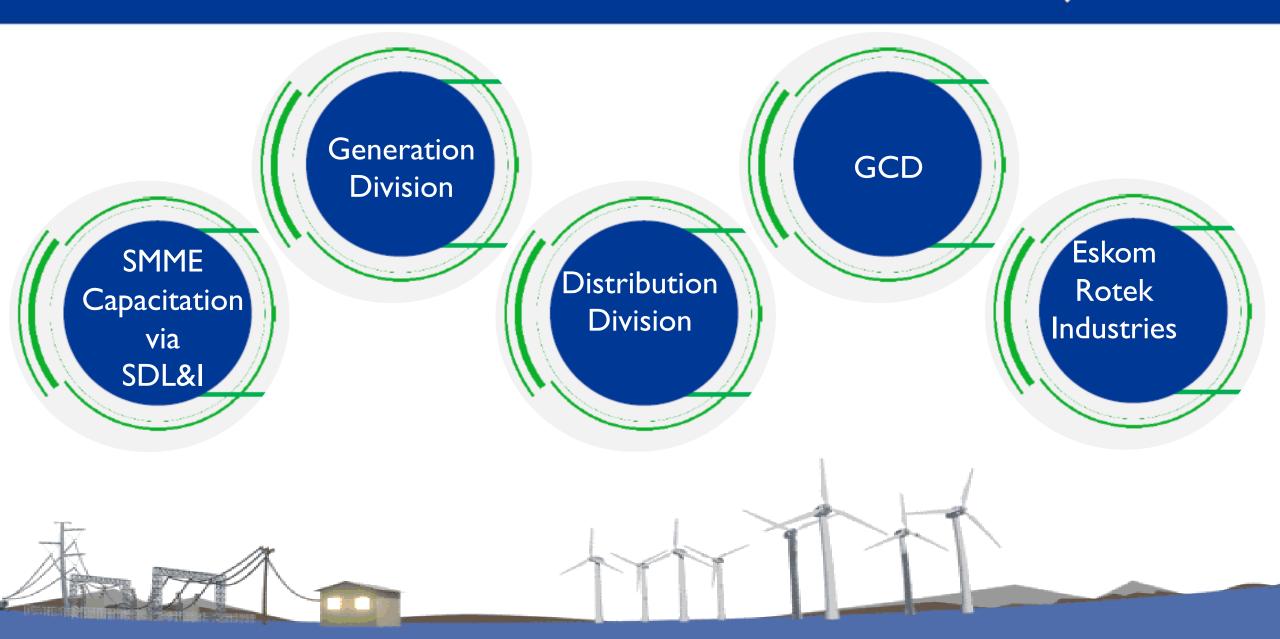
SMME
CAPACITATION &
OPPORTUNITIES

NORTH WEST

BUSINESS CONNECT / EXHIBITION



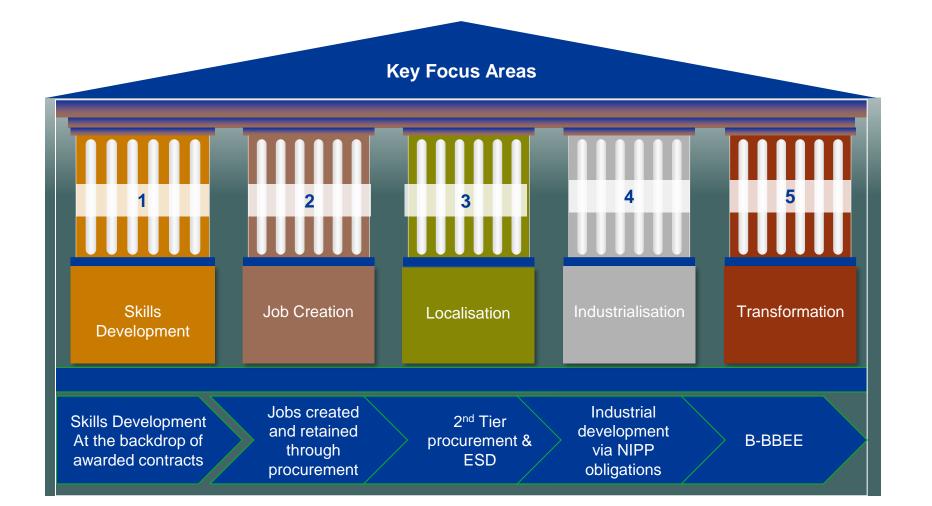




SDL&I's mandate and the underpinning five key pillars



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



Driving Socio-Economic Development & Transformation





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 labourintensive.

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

Shifting Spend to SMMEs & Development initiatives: Best practice



- 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 (MoU)
- 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

Source: Eskom SAP

Governance considerations



- Tenders are still advertised on the Eskom Tender Bulletin (www.eskom.co.za and tenderbulletin.ntcsa.co.za) for all procurement above RIMillion 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

Source: Eskom SAP





Generation Procurement Needs



Maintenance	 Sootblowers Boiler Dust Handling Plant HVAC Hydraulic Pneumatic Fans 	 Milling Plant Submerged Scrapper Conveyor Fuel Oil Burners Conveyor systems Control and Instrumentation Electrical systems
Supply and Delivery	CoalBoiler TubesMV / LV switchgearsValves and ActuatorsMotors	 Transformers Bolt and Nuts Gaskets, Seals, O-Rings and Packings Bearings Fabric Filters
Services	Office CleaningIndustrial CleaningHome-Work TransportationCatering	 NDT Services Scaffolding Security Services Horticulture
Refurbishment	PumpsValvesMotorsTransformers	 Gearboxes Electrostatic Precipitators



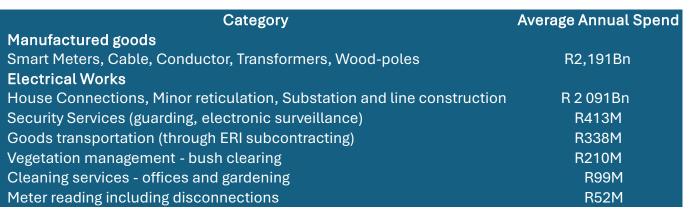


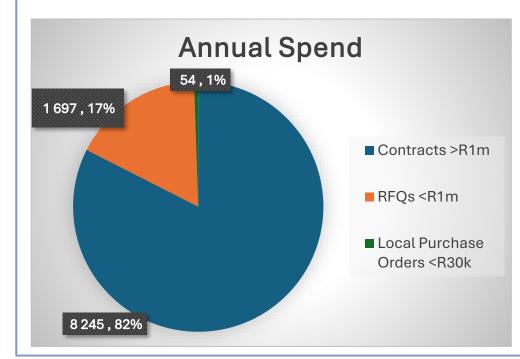
Distribution Spend and Opportunities Overview

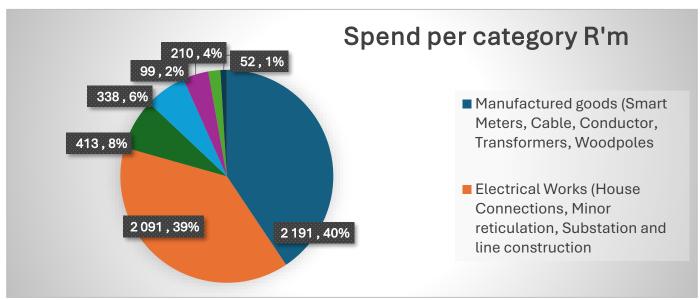


High Level Summary

Distribution Spend Categories	Annual Value (R'm)
Contracts >R1m	R8 245Bn
RFQs <r1m< td=""><td>R1,697Bn</td></r1m<>	R1,697Bn
Local Purchase Orders <r30k< td=""><td>R54m</td></r30k<>	R54m
Total Annual Spend	R9,996Bn











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

Source: Eskom SAP



Eskom Rotek Industries - Opportunities







Bulk Material Services





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



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





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

Transformer and Switchgear Services





Turbo Gen Services



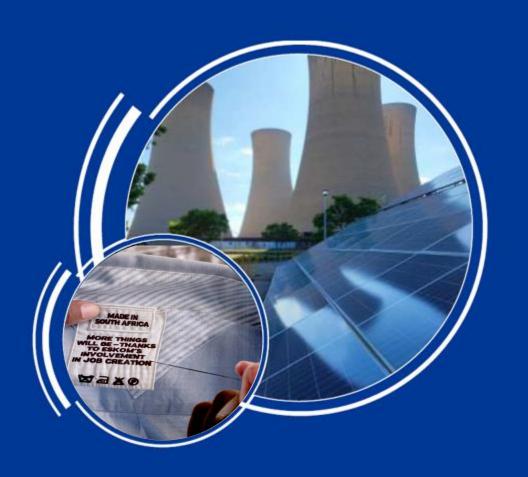
Turbo Gen Services is able to refurbish large power generation turbines, generators and related components, with a special focus on the maintenance engineering of the turbine and the generator island.

Services provided consist of:

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







Thank You





Supplier awareness session for **Eskom eTendering Solutions**



Introduction



- Eskom has introduced two eTendering Solutions viz
 - eTendering Solution for formal tenders
 - CSD system's RFQ functionality for informal tenders

- eTendering was rolled out in Eskom from February 2025 and ERI estimated September 2025
- CSD's RFQ functionality was rolled out in Eskom in a staggered approach starting with Generation Division December 2024 and the rest of the Division in March 2025







eTendering Solution for Formal Tendering - for high value items



Formal Tendering - for high value items

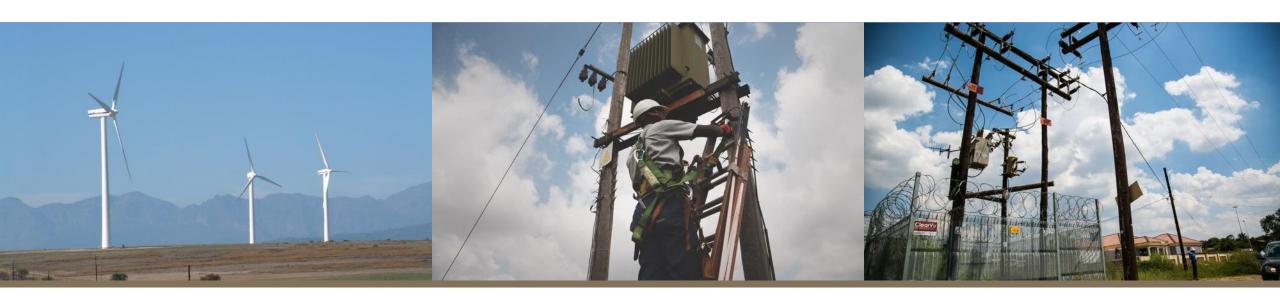


- The eTendering solution was developed for all Tender Offices nationwide for the electronic receipt and management of tender documents (returnables), which will be replaced by Digital Procurement.
- eTendering system is a web-based system that allows suppliers, bidding for various tenders advertised on Tender Bulletin system, to "upload" their tender documents.
- eTendering system replaces the manual process or physical submission of tender documents at various Eskom tender offices.
- eTendering system in a nutshell is an electronic box where tender documents can be "submitted" or "uploaded".
- Suppliers will be required to register their details before they can be granted access to the eTendering system.
- An OTP (one time pin) will be sent to both their cell phone and email addresses.
- The eTendering system will be paperless and will enable suppliers to submit tenders from wherever they are based.
- No need for suppliers to travel to various Eskom tender offices or sites.



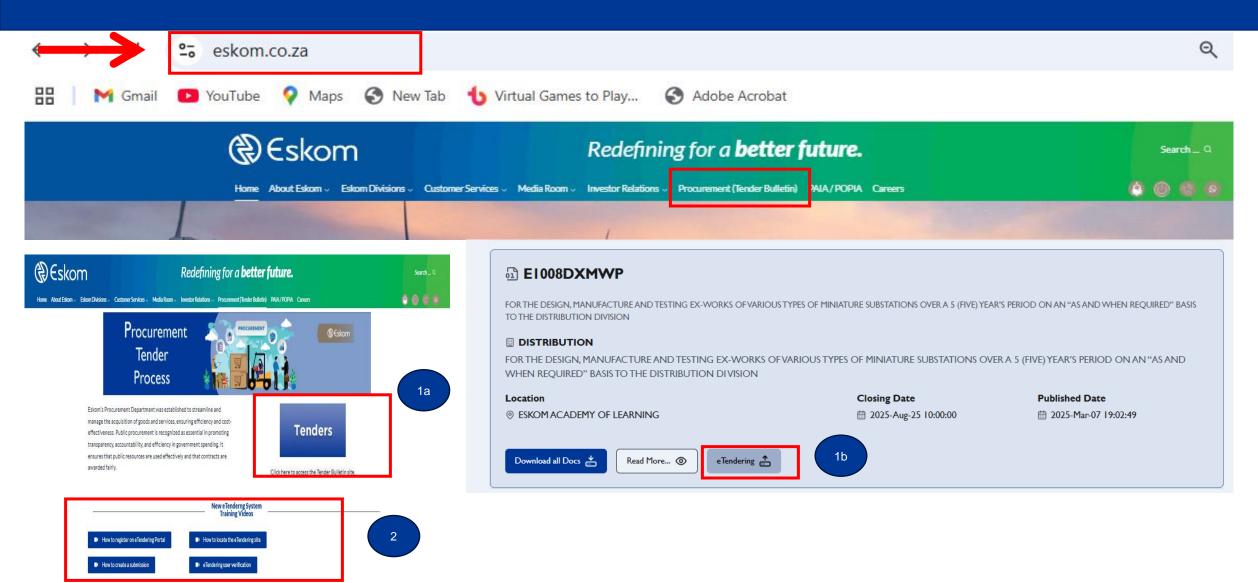


How to access Supplier videos



How to access the supplier video's

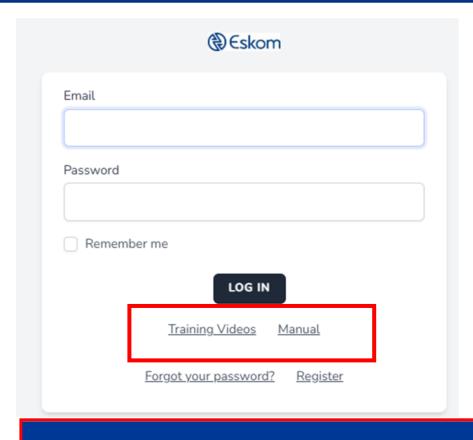






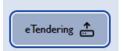
How to access supplier video's, user manual and a bit more info





Uploading of tenders

- The tenderer must upload the tender via Eskom Tender bulletin site on the Eskom E- tendering page via https://tenderbulletin.eskom.co.za/
- 2. Tenders with ICON close electronically.



will indicate that the tender will

For any IT or technology-related issues, please contact the ITCARE support team at the toll- free number 0860 724 365.

For any issues related to tender submissions, suppliers are kindly requested to contact the designated buyer for assistance.

About Privacy Policy

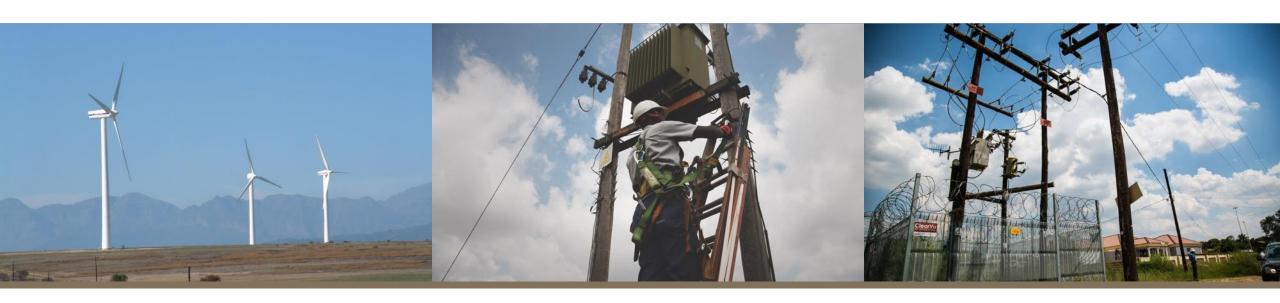
© 2025 Eskom Holdings SOC Ltd Reg No 2002/015527/30 All rights reserved | Terms of use







Visual of eTendering System



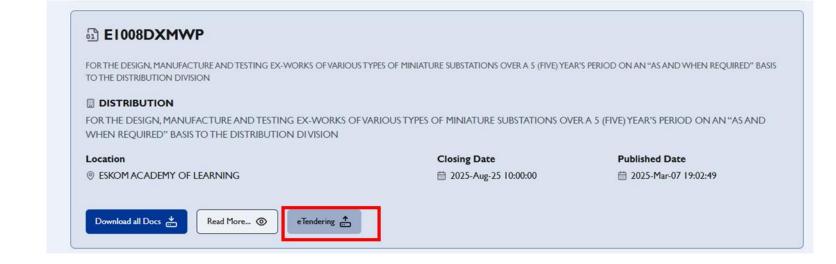
How to access the eTendering site



Quick and direct access is also available by using the following links:

- i. **TenderBulletin** eTendering hyperlink. This link will allow you to upload the required tender documentation.
- ii. eTendering website :

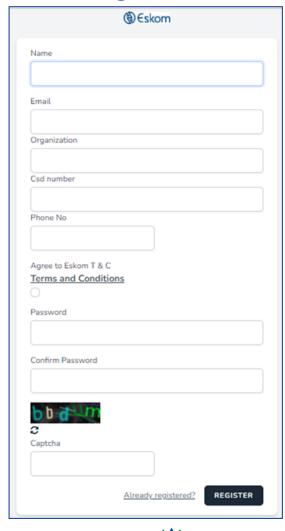
 https://eTendering.eskom.co.za
 this is used by members of the public, to view information about published tenders and submit their tender documents.



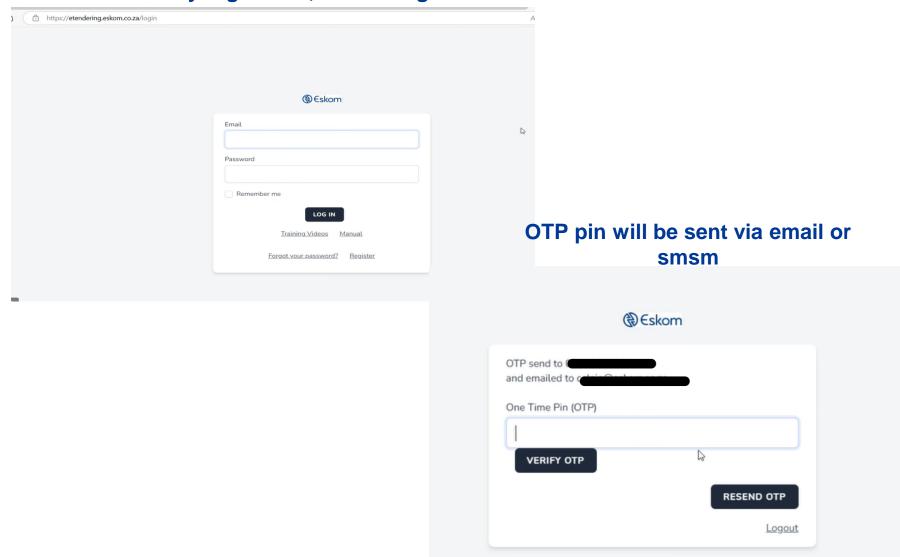
How to access the eTendering site: register & log in



To register



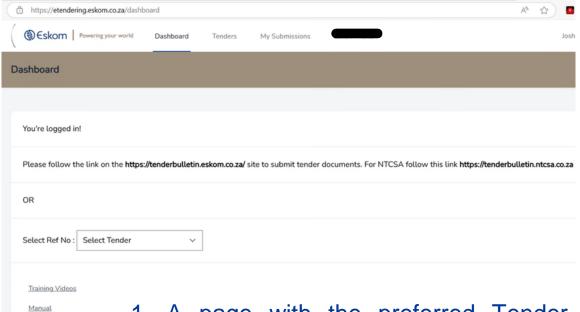
If already registered, then to sign in



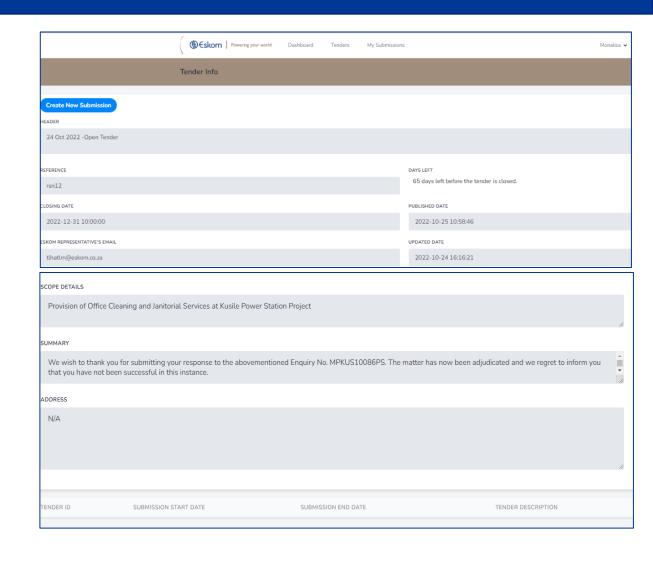


How to access the eTendering site: create new submission





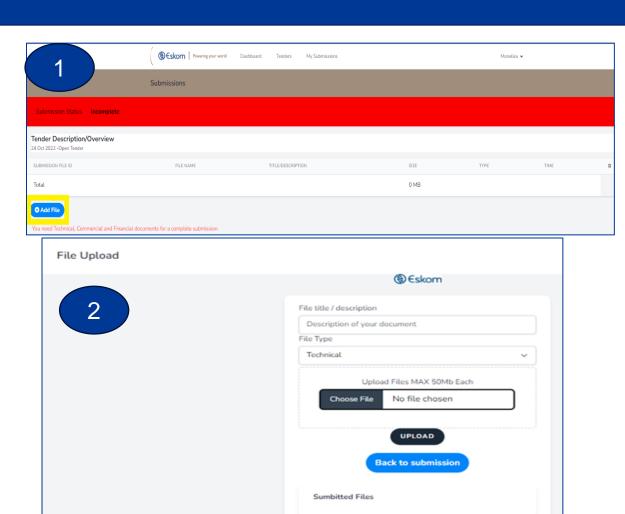
- 1. A page with the preferred Tender information is displayed before tender documentation can be submitted.
- 2. "Create New Submission" button is used to submit required Tender documents.





How to access the eTendering site: upload documents

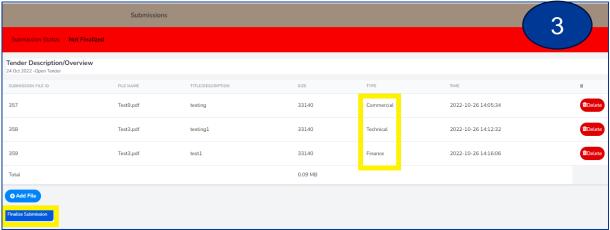




Tender Description/Overview

In partnership with

Award for Provision of Office Cleaning and Janitorial Services at Kusile Power Station Project



Upload required tender documents by:

- 1. Giving the file a name
- 2. <u>Select the listed file type e.g.: Technical, commercial, finance and etc</u>
- 3. Choose the file you need to upload

Then click on the "Upload" button

Important information



- 1. Tender documents need to be upload under the folders "Technical", "Commercial", "Financial", and "other"
- 2. All documents need to be submitted in a PDF only; unless stated otherwise in the invitation to tenders e.g. price list both PDF & Excel
- 3. The limit is 500MB per file and total submission of 4gb per submission.
- 4. No Zip/condense files can upload.
- No hard copy will be accepted.
- 6. The submission status is indicated as complete before final submission of the tender.

7. Resubmission for tenders

- If a tender requires resubmission, please note that only the most recent version submitted will be accepted. All previous submissions will be rendered invalid and superseded by the latest version.
- 8. It remains the sole responsibility of the tenderer to ensure that the documents (PDF/Excel) are submitted and accessible for evaluation without any challenges as well as they are not corrupt or unreadable.
- 9. It is the tenderer's responsibility to ensure that their tenders documents are submitted/uploaded, and the submission is finalised before the closing date and time
- 10. For E-tendering tenderers are not permitted to deposit a tender into the Eskom tender box only electronic submission via the Eskom Tender bulletin site on the Eskom E- tendering page will be accepted
- 11. Note: The information as indicated in the invitation to Tender document will determine how the tenders are to be submitted.



CSD's RFQ functionality for informal Tendering - for low value items



Informal Tendering - for low value items

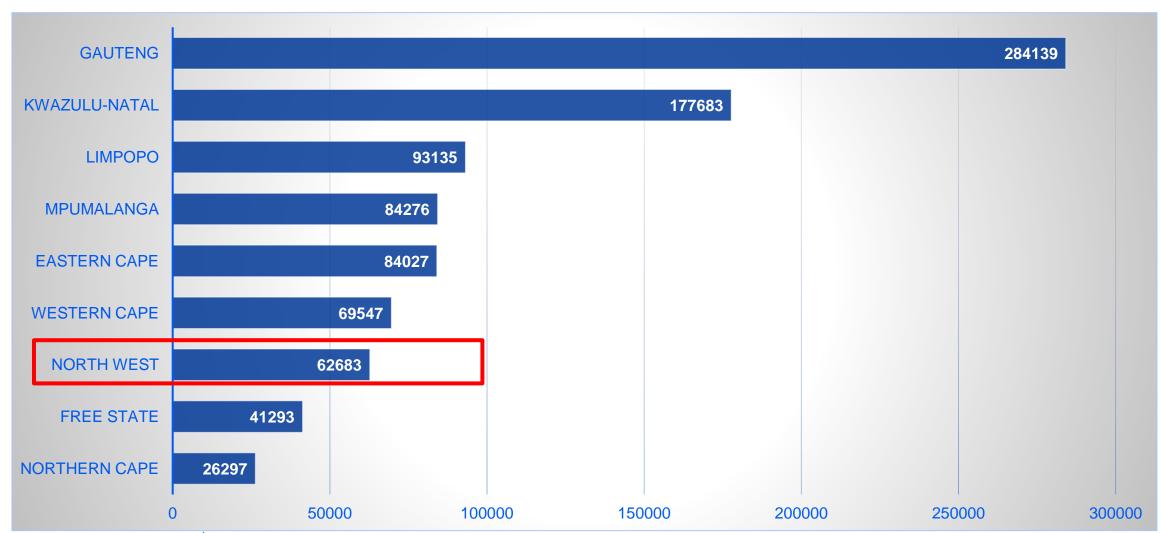


- The CDS system enables all active suppliers invited to respond to an RFQ, to view, download RFQ supporting documents, indicate their intend to respond to the RFQ or not as well as submitting their Quotation on CSD.
- This functionality will minimize the risk of suppliers responding to fake RFQs.
- It has the following Benefits for suppliers.
- CSD is viewed as a trusted source for RFQs as only legitimate Organ of States (OoS) officials can create RFQs.
- CSD will not re-direct the supplier to another site. This will minimize the number and the cost for suppliers responding to fraudulent requests received.
- All communication and documentation will be electronic which minimizes the cost of responding to RFQs.
- Improve communication between OoSs and suppliers as emails will be sent informing suppliers of opportunities and any changes that may occur.
- Enable suppliers to indicate before the closing date if they are going to participate and the reason why they are not going to respond.
- Suppliers can be assured that the price of quotations cannot be leaked prior to the closing date and time to ensure fairness.



Number of Suppliers per Province

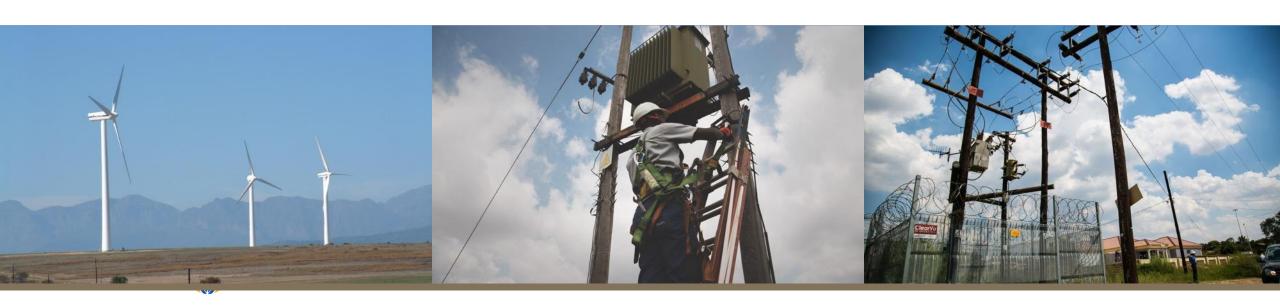








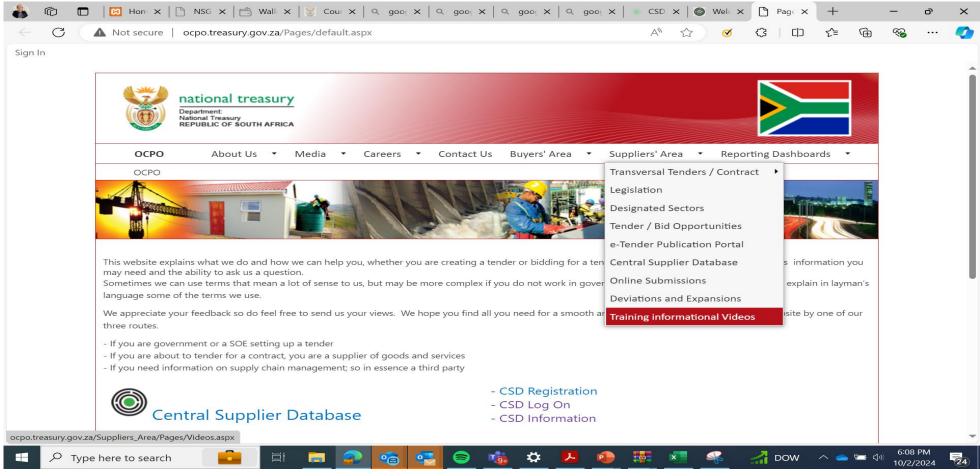
How to access Supplier videos



Training: OCPO Website: http://ocpo.treasury.gov.za



OCPO Website: http://ocpo.treasury.gov.za



TIPS when registering on CSD



- The RFQ notifications that are sent by CSD do not contain any links, instead suppliers are urged to login on CSD to view the RFQ details.
- MyInbox will reflect all automated notifications as well as RFQ invitations and document validation results e.g. proof of address, military veteran certificate and medical certificate.
- At minimum one contact is required to receive notifications (bank verification process) and RFQ invitations (Bid office contact), you can have ore that one active Bid office contact. Ensure email addresses and cell phone numbers are up to date and that the contact is active on CSD.
- Primary user should perform updates on supplier profile e.g. company is registered by agent or employee who resigned.
- At minimum one physical and postal address is required. Upload proof of address.
- Banking details must be exactly like the bank. Verify one bank account at a time.
- If any one of the possible three tax reference number specified by the user is reflected as non-compliant by SARS, then the overall tax status is non-compliant.
- Complete demographics of owners. Update beneficial owners at CIPC.
- Upload military veteran and disability certificates.
- Only specify commodities you are able to deliver.
- Do not misrepresent your company or try to mislead government. If you don't respond to RFQs send by CSD, the commodity will be removed as you are considered not to be interested.

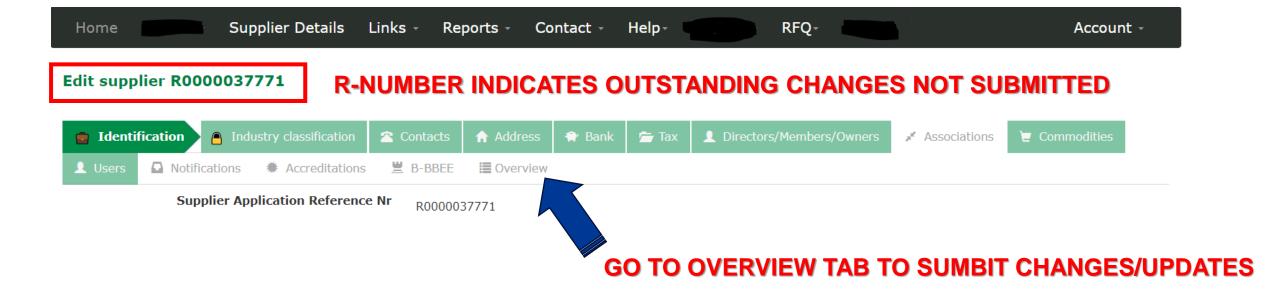


TIPS when maintaining your CSD profile



- Compliance unlocks opportunities so frequently visit your CSD site to up date you profile.
- Remember to submit changes on the Overview tab.
- The Search engine is used by 1060 OoS.





In order to submit please address all outstanding issues marked with X or where verification failed.

Back Submit



Your Compliance Check



Quotation **cannot be submitted** if supplier has red flag for Proof of Address, Government Employee, Restricted Supplier, Restricted Director, Ownership <> 100% or mandatory documents are not uploaded.

For support Contact

National support - CSD@treasury.gov.za or 0124069222





Thank you!





Lunch Break!







Finding Opportunities by IDC and North West Development Cooperation

IDC – Itumeleng Mokwate & NWDC – Mojalefa Nale





Partnering. Growing the economy. Developing Africa.









Who we are

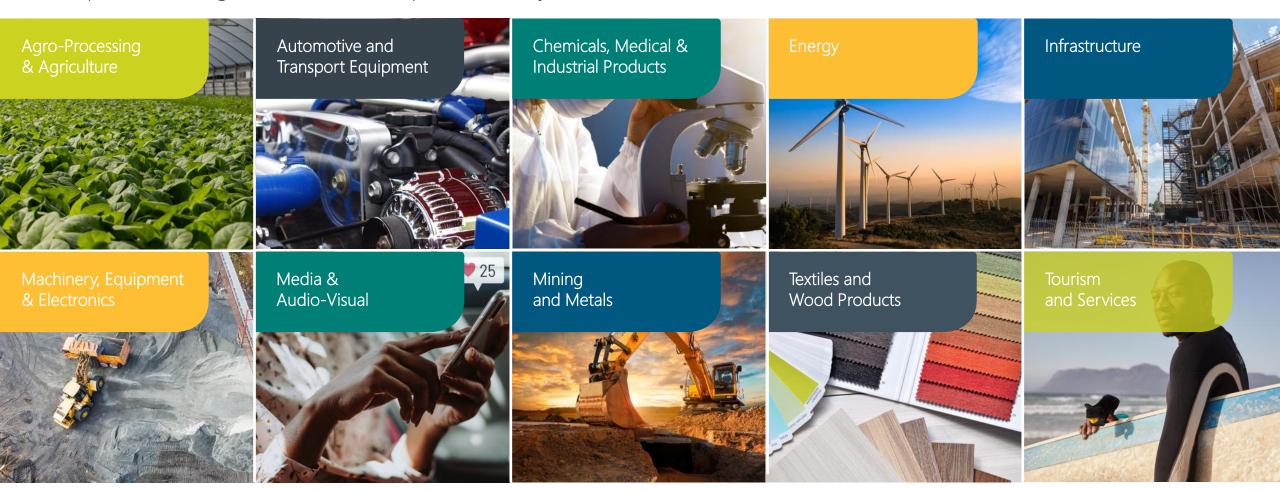
- South Africa's largest development finance institution
- Build industrial capacity to fuel the country's economic growth, by funding viable businesses
- Focus on priority economic sectors that offer the greatest potential to unlock job opportunities
- Proactively identifies new industries and looks to grow existing pivotal sectors



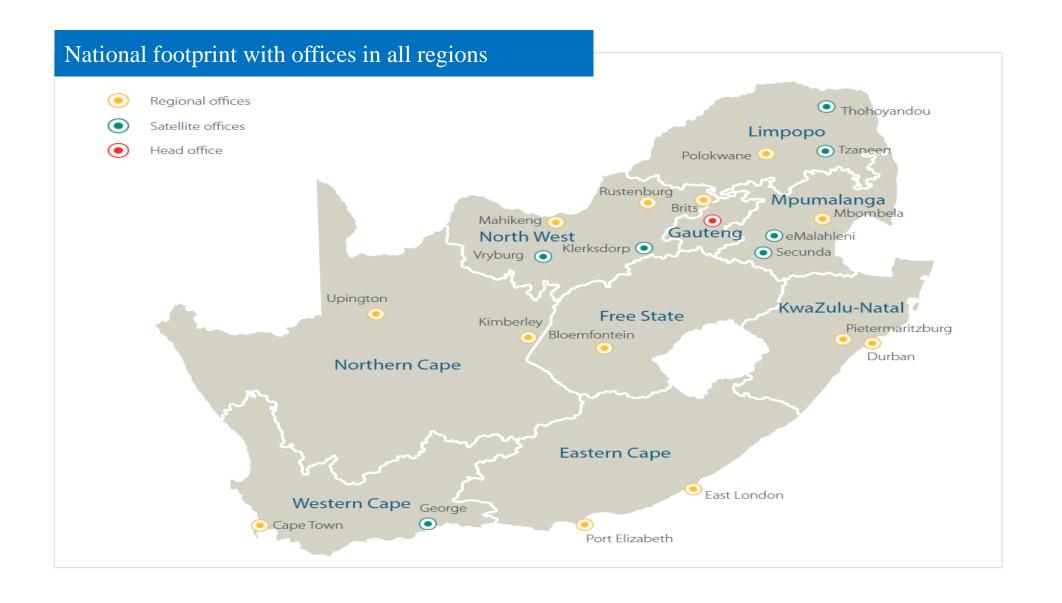


Sectors

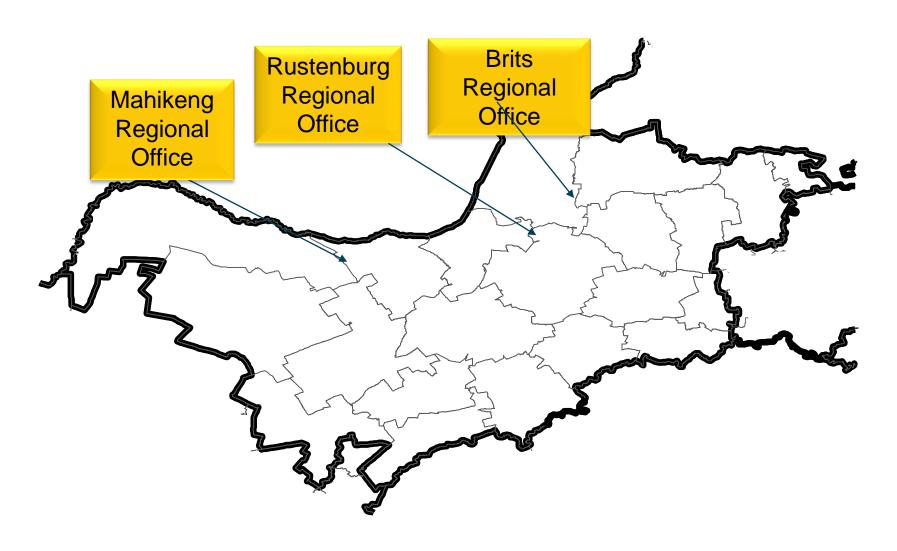
We provide funding across a number of pivotal industry sectors. These include:







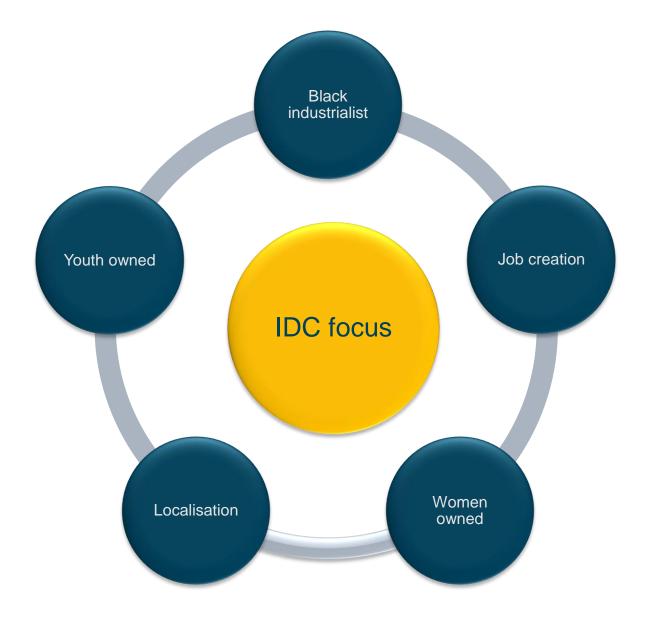
North West Regional Prescence







Funding Focus Areas





Customised funding products

Loans

- Senior debt (corporate finance, project finance)
- For direct investments or on-lending through channel partners (non-banking finance institutions)
- Interest rates, repayment tailored to needs
- Typical longer maturities with appropriate grace periods
- Shorter term facilities (trade finance or bridging loans)
- Range of security packages suited to project/country
- Procurement of fixed assets or % of working capital

Equity

- Direct equity investments
- Also investments in third party management private equity funds
- For IDC's own-account or to facilitate Black Economic Empowerment
- Typically, minority stakes
- Long-term investor, typically 6-8 year holding period
- Not just financial investor, adding to shareholder value
- Also used for JV project development vehicles

Guarantees

• Guarantee of trade-related payment obligations to financial institutions

Mezzanine / Quasi Equity

- Subordinated loans
- Preference shares

Syndications

- Capital mobilization to serve developmental needs
- Relationships with large number of co-financiers: banks, funds, DFIs
- Mobilization of funds from other lenders and investors, through co-financings and syndications

Blended Finance

• Augmenting IDC resources with donor funds or concessionary programmes

Grant funding

- Business support
- Special schemes/programmes earmarked for enterprises in the social economy







Chemical, plastics and medical value chain

BRITS BAG MANUFACTURERS - Brits

<u>Description</u> – A black owned woven polypropylene bag manufacturing company employing over 600 people based in Brits

<u>IDC investment</u> – R30 million debt

<u>IDC role</u> – Funding the expansion of the cement bag manufacturing line;

<u>Development outcomes</u> – Additional 90 permanent jobs. Supporting black industrialists



CARE CURE THANEZE WELLNESS CLINIC - Mahikeng

<u>Description</u> – a 50 bed sub-acute hospital (40 for psychiatric patients and 10 for medical patients) based in Mahikeng, majority owned by women.

<u>IDC investment</u> – R20,3 million debt funding and R28 million equity funding

<u>IDC role</u> – Assistance with the development of the project from the initiation phase.

<u>Development outcomes</u> – 48 direct jobs and 78 construction workers and rural development





The IDC manages a number of concessionary development funds available for industry

Key Objective:

Gro-E Youth (35 years and less)

- Encourage youth entrepreneurship and employment creation, thereby expanding South African production capacity
- Youth shareholding at least 26%

Size:

- Size R950m
- R750k per job
- Pricing between P-2% and P-3%
- Min R1m Max R50m

MCEP

- To assist manufacturing companies with working capital and Black Industrialists with capex
- Support Black industrialists with capex
- Blended with 20% IDC risk priced funding

Size R1Bn

- Pricing 2.5%
- R30m per applicant
- 48/84 months

MCEP Economic Distress

- Available to companies that are financially distressed and not as a result of deeper structural issues, mismanagement or operating inefficiencies.
- Available to SIC Code 3 companies including Textiles & Clothing, Automotive and Agro Processing.
- Size R300m
- Pricing subsidy 0% 2.5%
- R30m per applicant

Agri-Industrial Fund

- The aim is to develop a competitive industry in the food, beverage, fibre, forestry
 and agro-derivative industries; that utilises and develops local and regional
 resources to supply domestic demand and increase participation in international
 trade (at least 60% black owned)
- Size R1Bn over 5 yrs
- Grant funding and scheme related pricing
- Min R1m

Agro-processing Competitiveness Fund

- To facilitate increased competition, growth and development in the Agro-Processing and beverage sector.
- Size R250m
- Pricing 5%
- Min R1m and Max R15

Partnership Programmes

- Manage and support programmes from government and private sector which support industry and project development e.g. SEZ, SIPs
- KIPP, GTIP, CTLFP, Regional Programme, Township Economy, SME Connect





19 Fredman Drive, Sandown 2196



011 269 3000





www.idc.co.za



STRENGTHENING VALUE CHAIN FACTORS AND ALIGNING SUPPORT FOR ENTERPRISE CREATION

OPPORTUNITIES FOR COLLABORATION BETWEEN NORTH WEST PROVINCE AND ESKOM

Presented by:
Mr Mojalefa Nale
Chief Executive Officer

Date: 17 September 2025



Overview of the Presentation



The presentation explores opportunities for collaboration between the NWP and Eskom to strengthen supply chain factors that support enterprise creation.

Key areas of focus include:

- 1. Supply Chain Management Framework
- 2. Supplier Development and Localization
- 3. Enterprise Creation
- 4. Infrastructure Development

The presentation highlights potential benefits and a roadmap for implementation, aiming to foster a collaborative approach to drive economic development and growth



Why Supply Chain Strengthening Matters



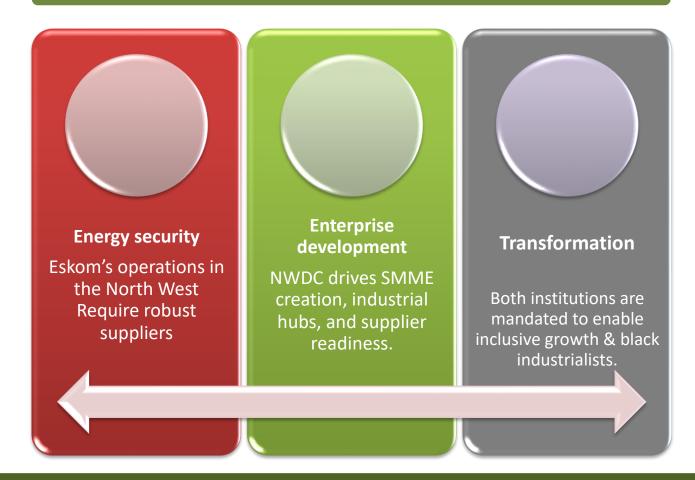
Strong Value Chains, Strong Economies



Eskom & North West Province – Shared Priorities



Synergies for Growth







Barriers for SMMEs

- Limited access to market information & procurement pipelines.
- Insufficient capacity & technical skills to meet Eskom standards.
- Financing & working capital constraints.
- Fragmented support programmes.



Aligning Enterprise Support with Eskom Needs

- Map Eskom's supplier requirements (e.g., maintenance, renewable inputs, logistics, safety gear).
- Match with local SMMEs and cooperatives in NW.
- Tailor NWDC support (funding, training, incubation) to Eskom's demand profile.
- Create a joint supplier development database.



Collaboration Models (Partnership)



Supplier Development Hubs

Co-located near Eskom operations

Skills Development

• Eskom provides technical mentorship + NWDC strengthens enterprise training

Funding Alignment

• Blended finance: Eskom enterprise funds + NWDC incentives

Market Access

• Fast-tracking local suppliers in Eskom procurement.

Innovation & Green Energy

• Support SMMEs in renewable/energy-saving solutions



Case Example -Opportunities



Value Chains Entry Points

- Mining-linked energy supply services (maintenance, spares, transport).
- Renewable energy projects (solar farms, storage, community energy solutions).
- Industrial parks (Bojanala, Dr. Ruth Segomotsi Mompati, Ngaka Modiri Molema): ready platforms for suppliers.
- Agri-processing: cold storage and energy-efficient agroindustrial operations.



Case Example -Opportunities



SUPPLIER DEVELOPMENT AND LOCALIZATION

Promoting skills development, job creation and incubation of local businesses

- Training Programmes local youth programmes in electrical engineering, project management and supply chain management
- Apprenticeships partner with eskom to offer apprenticeships and internships at eskom operations
- Workshops and seminars teach business skills, business management and technical skills
- Local Procurement encourage prioritizing of local procurement thereby creating jobs and stimulating the economy
- Business incubation establishment of business incubators that focus on youth development in STEM – Science, technology, engineering and maths

These initiatives can help skills development, job creation and incubation supporting both provincial and Eskom's business objectives



ENTERPRISE CREATION AND SUPPORT



I. POTENTIAL INITIATIVES FOR SUPPORTING ENTERPRISE CREATION IN THE ENERGY SECTOR

- Energy Sector Incubator establish an incubator that provides resources, mentorship and support to start-ups and small businesses in the energy sector
- Renewable Energy Entrepreneurship Programme Develop and fund a programme that supports entrepreneurship in renewable energy, such as wind, solar and biomass
- Energy efficient solutions support businesses that develop energy efficient solutions such as lighting, insulation and building materials

2. FUNDING

- Establishing Seed funding for assisting start-ups and small businesses
- Venture Capital establish a venture capital fund that invests in the energy sector
- Partner to provide Grants and Subsidies

3 POLICY SUPPORT

• Policy development that specifically supports enterprise creation in the energy sector, promotes innovation and contributes to growth



INFRASTRUCTURE DEVELOPMENT



I. Overview of electrification programmes and infrastructure investment in NWP

- Grid connections. Over 7.4 million households have been connected to the grid
- Non-grid connections alternative off-grid options such as solar are being used as an alternative where grid connections are impractical
- Renewable energy the province is promoting the use of renewable energy such as solar and wind to reduce dependency on fossil fuels.

2. Potential collaboration opportunities with Eskom on infrastructure projects

- Transmission lines investments are being made in transmission infrastructure including construction of new transmission lines and substations to extend services to deep rural.
- Sub stations new bulk substations are being built to support growing demand

Opportunities exist for partnerships between government, private sector and other stakeholders to support electrification programmes and infrastructure



Proposed Joint Action Plan



Short-Term 6-12 months

- Supplier mapping exercise
- Joint NWDC-Eskom SMME training workshops
- Pilot supplier development hub in one district

Medium

12-24 months

- Establish enterprise financing pipeline.
- Expand supplier hubs to all districts.
- Develop innovation-driven projects in renewables.

Long-Term

3-5 years

- Sustainable NW energy-SMME ecosystem.
- Position North West as an Eskom-aligned supplier province.



Benefits of Collaboration



Shared Impact

For Eskom

reliable, compliant, and localized supplier base.

For SMMEs

access to sustainable contracts, finance, and skills.

For North West Province

industrialization, jobs, transformation.

For South Africa

stronger energy sector, economic inclusion.



Recommendations (Call to action)



Powering Collaboration for impact

- Let's build a joint Eskom–NWDC supply development framework.
- Invite SMMEs to register interest and join supplier readiness programmes.
- Together we can energize growth, transform enterprises, and power the nation.

"The future of energy and enterprise lies in our collaboration – strengthening supply chains and empowering SMMEs to drive inclusive growth."







Stakeholder Management – SMMEs Development/Empowerment Enabler

Meshack Hlongwane & Karabo Seane

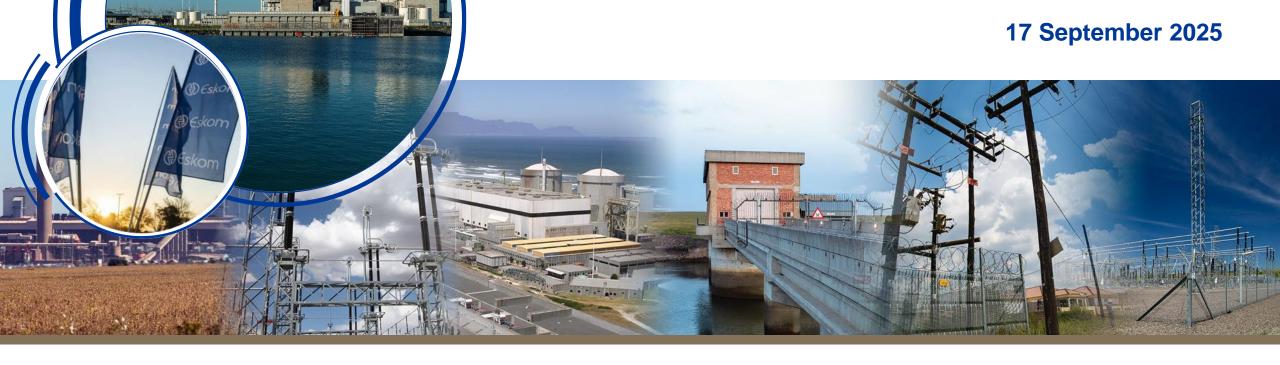








Presented by: Meshack Hlongwane



Global Outlook



Stakeholder Management in this context

Importance of SMMEs

Some of the challenges

Role of Stakeholder Management

- A coordinated engagement with individuals/groups who influence or are affected by SMME development
- SMMEs contribute over 40% to South Africa's GDP
- Key drivers of employment and innovation
- Economic transformation and poverty reduction

- Market entry barriers
- Regulatory complexity
- Limited access to finance
- Skills and infrastructure issues
- Aligning efforts, resources and partnerships to empower SMMEs
- Policy influence
- Platforms for dialogue, feedback and co-creation
- Aligns diverse interests into shared development outcomes



Strategic approach



- Mapping Stakeholders: identify who influences or impacts SME development.
- Engagement & Dialogue: regular consultation, transparent communication.
- Collaborative Partnerships: joint ventures, incubators, supplier development programs.
- Capacity Building: training, mentorship, knowledge-sharing.
- Monitoring & Feedback: track impact and adjust strategies





Objectives



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

- ✓ StakeholderForums
- ✓ Newsletters
- **✓ Public Meetings**
- ✓ Emails
- ✓ Notices in media and offices
- √ Website
- ✓ Letters









Thank You!





Questions and Answers

Programme Directors







Vote of thanks and Closure: NTCSA Grids

Middle Manager North West –Ellan Phaahla









Let's Network!









Welcome

to the

Eskom Business Connect

The Eskom Business Connect Programme, an initiative of the Eskom Development Foundation, aims to support sustainable



Agenda Day 2

11:05 – 11:30

08:00 – 09:00	REGISTRATION	All	
09:00 – 09:15	Opening Remarks & Recap	Programme Directors	
		Palesa Mocoancoeng & Bongani Mandla	
09:15 – 09:20	The National Anthem	All	
09:20 – 09:25	Venue Safety and Evacuation Procedure	Safety Co-ordinator: Eskom Academy of Learning	
09:25 – 09:45	Challenges and Opportunities for Junior and Emerging	Minerals Council South Africa:	
	Miners	Social Performance Head: Alex Khumalo	
09:45- 10:05	Nuclear Energy Drive – Public Education/Empowerment	Eskom Generation: Koeberg	
		Maxwell Msabala	
10:05- 10:25	Distribution Network Expansion	Eskom Distribution	
		Mpho Rikhotso & Edwina Schoeman	
10:25- 10:45	SARS: The Tax Ombud Free Services for the SMMEs	SARS: Complaints Resolution, Operational Specialist	
		Russel Mamabolo	
10:45 – 11:05	Energy Transition Impact on Future Skills	Senior Manager: Human Resources	
		Ntsoaki Radebe	

TEA BREAK



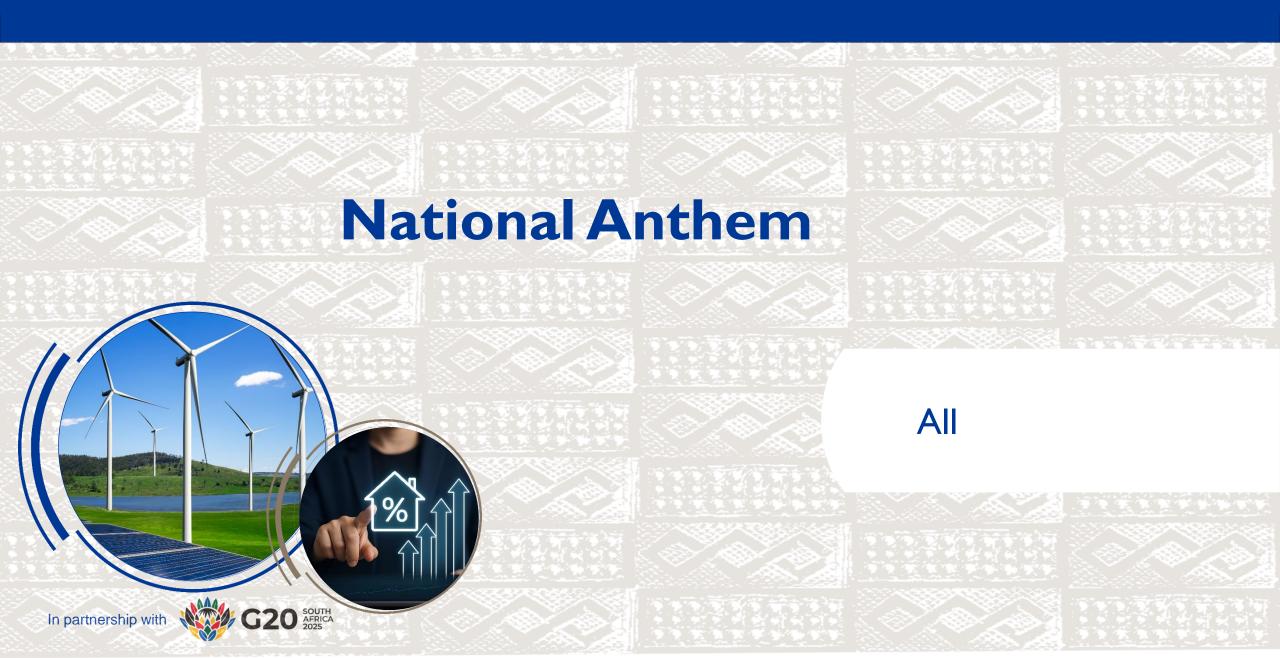
Agenda Day 2

Agenda		
11:30 –11:50	Research and Innovation Projects and Their Impact on SMMEs	Eskom Research, Testing and Development (RT&D)
		Kgaugelo Sokhulu
11:50 –12:10	Opportunities in the South African Oil, Gas, Fuels and Petrochemicals Value Chain	PetroSA
		Siphiwe Msipho
12:10 –12:30	Funding Opportunities	Provincial Manager SEFDA
		Sabelo Ntshangase
12:30 – 12:50	Incubation Programme Impact on SMMEs	Platinum Incubator
		Sibongile Shongwe
12:50 – 13:10	Opportunities Created by the New Public Procurement Act in Support of SMMEs	Provincial Treasury
		Head of Department (Hod) Mr Kunene
13:10- 13:30	Questions & Answers	Facilitated by Programme Directors
		Panellists (Speakers)
13:30 – 13:45	Vote of Thanks and Closure	Chairperson for Donations Committee: GEMMA Cluster
		Donations & Grant Committee
		Zandisile Nangu
13:45	Lunch & Networking	All

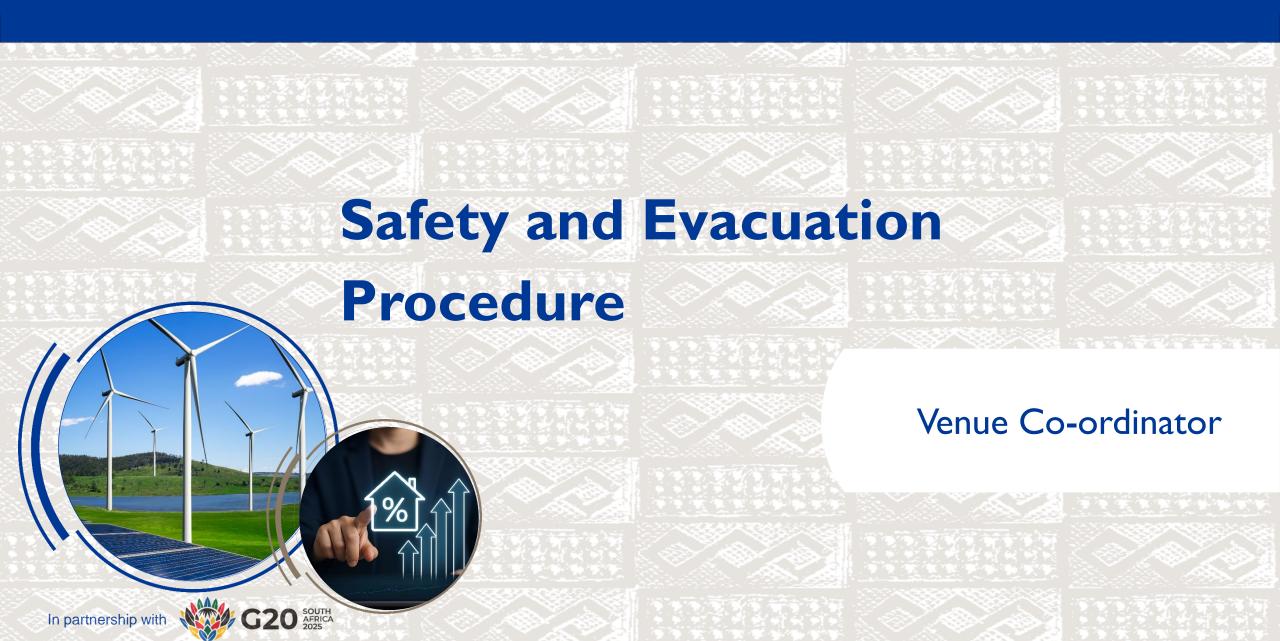














Challenges and Opportunities for Junior and Emerging



Minerals Council South
Africa- Social Performance
Head: Alex Khumalo



OPPORTUNITIES AND CHALLENGES IN JUNIOR MINING

Alex Khumalo

Head: Social Performance



Eskom SMME Business Connect, North West Province, 18 September 2025

Functions of the Minerals Council



Facilitating interaction among mining employers to examine policy issues and other matters of mutual concern to crystallise and define desirable industry

stantipoints



Initiating and overseeing initiatives to promote collaboration between members



Acting as a principal advocate to government, communicating about major policies endorsed by its members



Taking a leadership role within business organisations to resolve the country's binding constraints



Consultation, facilitation and collaboration for Positive Impact



Junior and Emerging Miners' Desk

The Minerals Council's Junior and Emerging Miners' Desk (JEMD) was established to provide advice and support, and to act as a resource center for smaller Minerals Council member companies.

The desk has become the voice for the developing mining sector of South Africa. Its key role is in supporting junior and emerging mining through policy lobbying, providing advice, linking junior and emerging miners to networks, providing mentorship and disseminating relevant policy information.

The JEMD also supports three mining associations representing over 200 smaller companies.



Overall Impact of the Mining Sector













Value of Production

R1.08 trillion

(2023: R1.12 trillion)

Direct GDP Contribution

R442.7 billion

(2023: R438.6 billion)

Percentage Contribution to GDP

6%

(2023: 6.2%)

Total Primary Sales

R803.1 billion

(2023: R794.0 billion)

Minerals Exports

R774.0 billion

(2023: R779.8 billion)

Employment

473,431

(2023: 479,228)



Employee Earnings

R195.5 billion

(2023: R190.1 billion)



PAYE by Mining Employees

R36.1 billion

(2023: R31.3 billion)



VAT (Net Outflows)

R49.1 billion

(2023: R38.1 billion)



Company Tax Paid

R43.6 billion

(2023: R85.5 billion)



Royalties

R16.0 billion

(2023: R25.3 billion)



Junior and Emerging Miners

Who are junior miners?

- While junior mining generally refers to prospecting companies involved in the early stages of mining development, in South Africa the term is used more broadly to include exploration and small to mid-tier producers
- Largely a result of legislative environment, in particular Mining Charter and BEE regulations

Who are emerging miners?

 Emerging miners typically smaller BEE companies involved in the early phases of mining exploration or in early development. Term encompasses a diverse group of mining and mining-related entities, including prospecting and smaller producer companies and contractors

MPRDA success story: Since 2002, significant growth in smaller mining companies operating in South Africa



Definitions of Junior Mining (Annual Turnover)

Turnover	Micro	Small	Medium	Large
DTIC Codes	R2,120,000	R68,900,000	R172,250,000	> R671,775,000
	to	to	to	
	R68,900,000	R172,250,000	R671,775,000	
Minerals Council	< R12,232,076	R12,232,076	R61,160,382	> R611,603,816
SA		to	to	
		R61,160,382	R611,603,816	
NSE Act	≤ R18,348,114	≤ R61,160,382	≤ R256,873,603	N/A
(Act 102 of 1996)				



Junior Mining Revenue Generated

Junior and Emerging Miners	Turnover - R Bil	Total income (incl. interest, dividends, royalties and other income) – R Bil
2018	54.3	60.6
2019	66.9	72.8
2020	70.0	74.2
2021	70.0	75.0
2022	88.2	95.8
2023	95.9	101
2024	111.5	122.5

Source: Stats SA (data in nominal terms (not adjusted for inflation))



Simplified Mining Value Chain



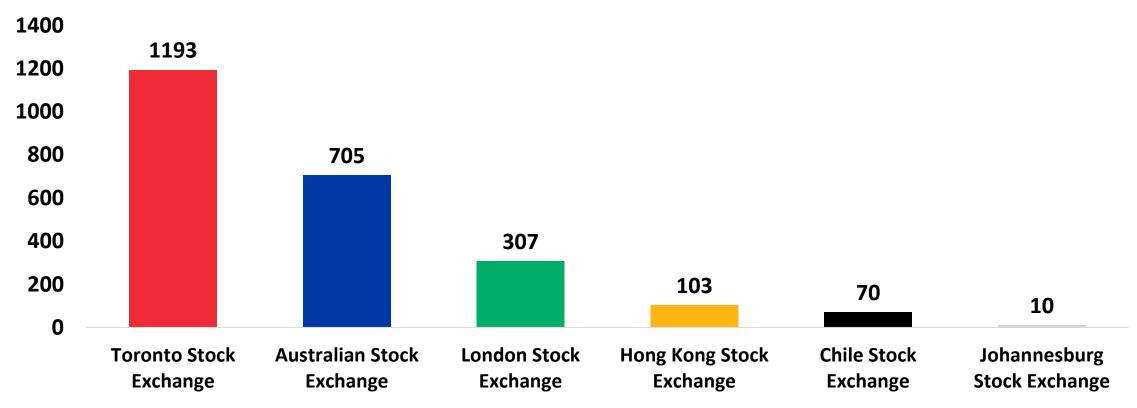
Focus area of Australian and Canadian juniors

Focus area of South African Junior Miners



Number of Listed Junior Mining Companies - 2017

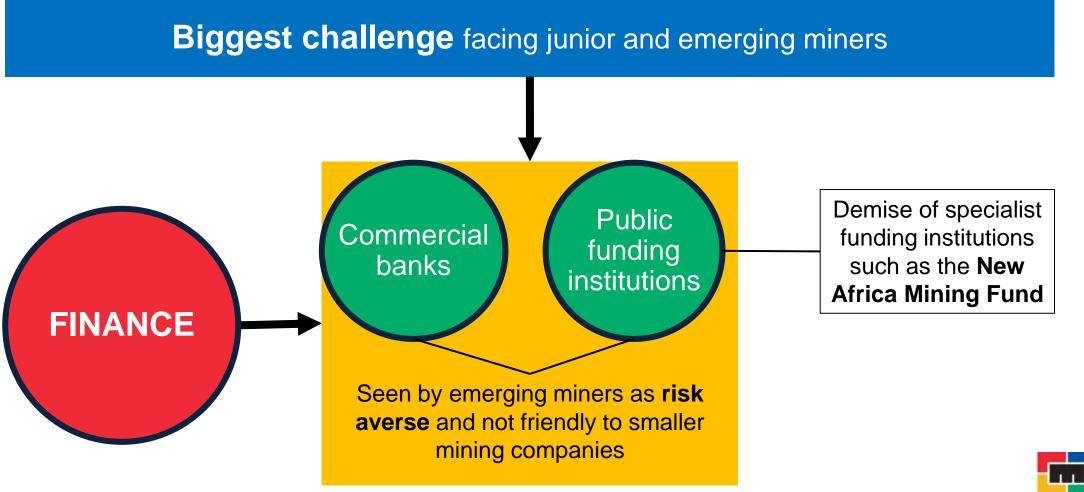
(Market cap < R500 million)



Source: Minerals Council survey



Challenges Facing Junior Miners



Challenges Facing Junior Miners (cont'd)

Skills development

- lack of technical expertise among smaller companies
- Little assistance from government departments

Social and labour plans

- guidance on implementation of SLPs and Charter requirements
- Internal politics between community leaders and municipalities

Mining right applications

 delays in the administration of mining rights which negatively impacts project. Personal interpretation of acts and regulations by regulators

Permit applications

- delay in WULAs which can have critical impact on projects.
- Disconnect between departments



Challenges Facing Junior Miners (cont'd)



Environmental compliance

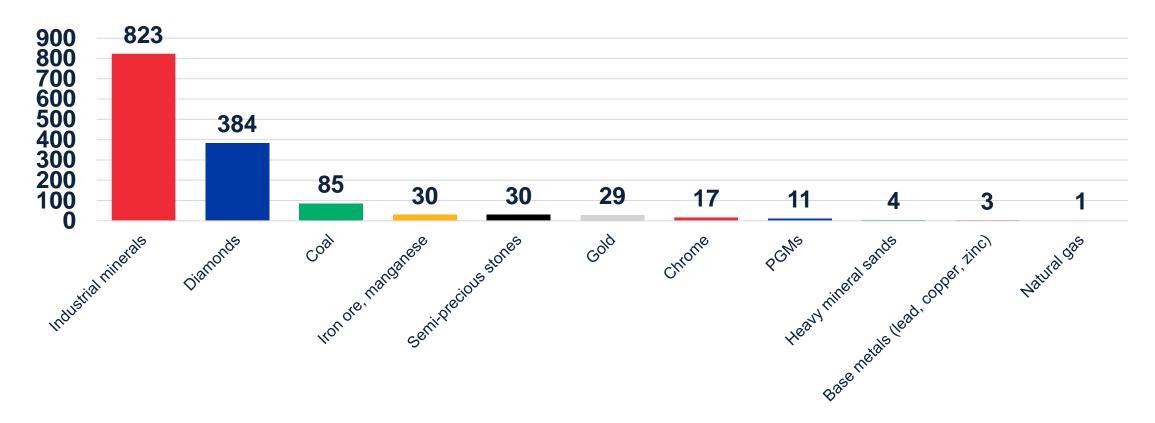
- guidance on EIA applications
- updates on legislative requirements
- constant changes in environmental and mining laws
- Development of new legislation without considering the consequences for the whole sector.

Industrial relations

- collective bargaining and unions
- Organised labour treating Juniors like Majors



Junior Mining Licenses* in South Africa (2017)



Source: DMPR (DMRE) Statistics Tables 2017
* Including mining rights and permits



Conclusions

The junior and emerging mining sector is a significant player in South African mining industry (explorers and developers, and smaller producers)

An entry point for mining entrepreneurs who can significantly contribute to the South African economy

The regulatory environment and finance remain the greatest challenges

Countries such as Canada and Australia have built their industries on the back of the junior sector





Thank You

#MiningMatters

T +27 11 498 7100 E info@mineralscouncil.org.za W www.mineralscouncil.org.za 7th Floor Rosebank Towers, 19 Biermann Ave, Rosebank, Johannesburg, 2196





Nuclear Energy Drive: Public Education/Empowerment



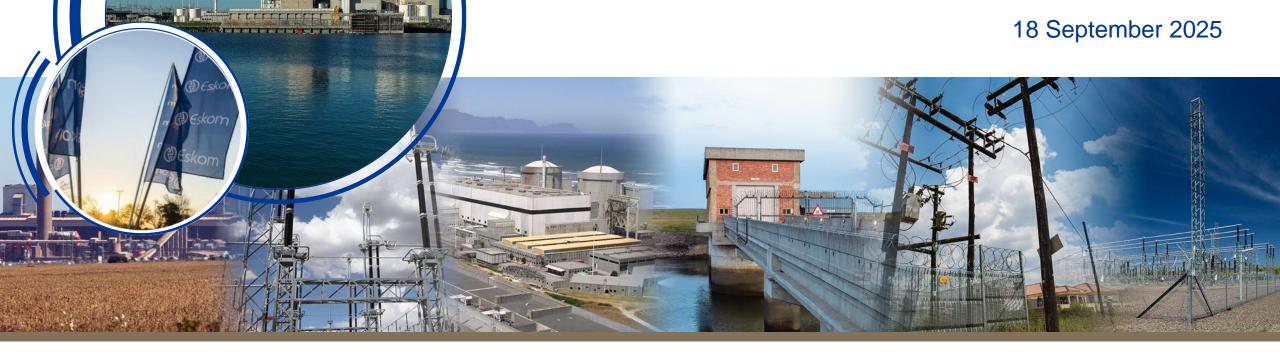
Eskom Generation Koeberg: Maxwell Msabala





Public Education on Nuclear Energy Drive Koeberg Nuclear Power Station

Presented by: Maxwell Msabala



Introduction



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.

- 3
- > Conducting country-wide awareness campaigns, which is why we are here in North West today. To drive public awareness on nuclear energy and open dialogue for public education.

- 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.

Global Outlook



- > 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.

Nuclear Community



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 (LTO¹) 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.

Closing Remarks



- Nuclear (currently Koeberg) remains the only carbon-free baseload option in South Africa.
- Fig. 1. There is an exciting future within Nuclear 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.













Thank You!







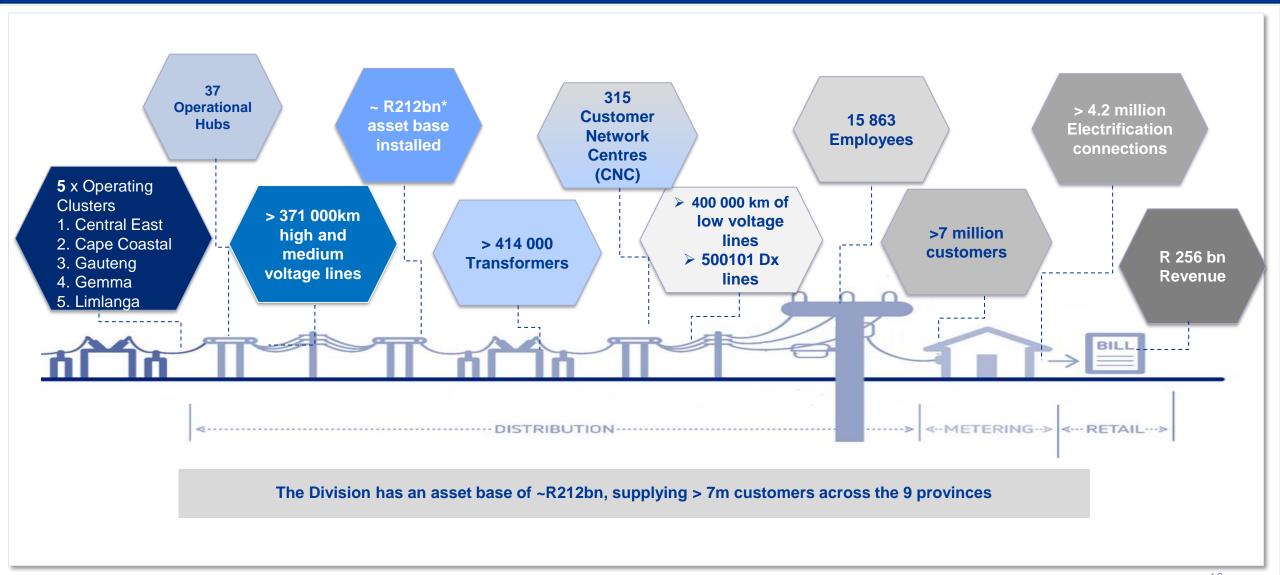


Enabling growth and Future

Powering economic growth through the provision of reliable electricity and related energy services to our customers in a sustainable manner

Role of the Distribution Company of South Africa Distribution Landscape





Role of the Distribution Company of South Africa



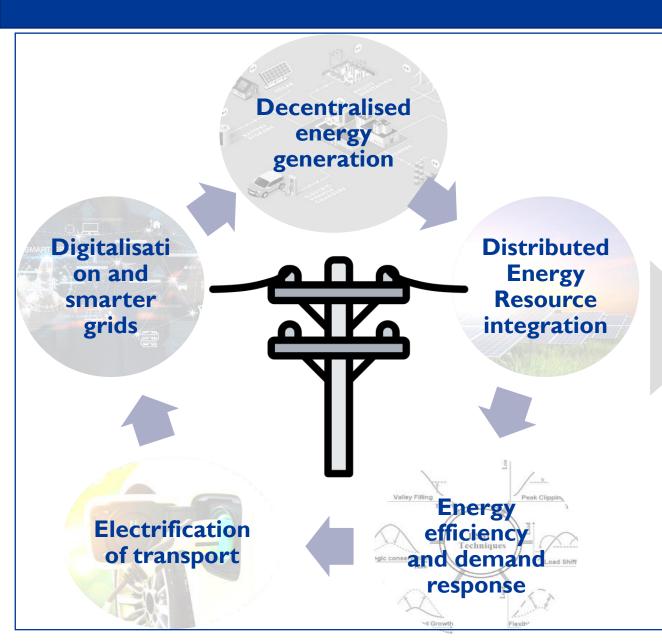


Distribution's long term strategy centres around three primary broad objectives:

- I. Driving the Distribution network plan for expansion and modernisation to create a reliable and resilient network
- 2. Enhance the customer value offering through products and services
- 3. Equip Distribution for the future Electricity Distribution Industry

The Distribution Network will be the heart of the Energy Transition Drivers



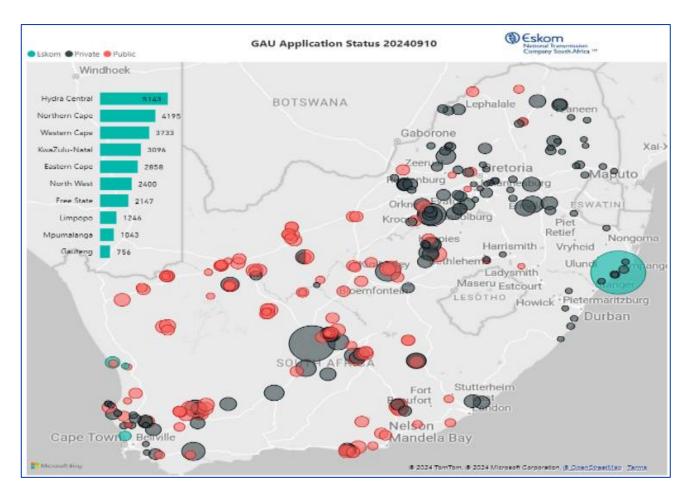


- New technology introduce opportunities and risks
- Distributor will be at the epicenter of the Digital &
 Energy Transformation
- EDI reform is imperative for industry and government to ensure encourage participation and support the efficiency
 - The digital revolution in the electricity sector has introduced new technologies, increased data, heightened cybersecurity and privacy risks, and optimized data engineering for supporting digital initiatives.
- Big data and Al in energy management optimize systems and cut unnecessary electricity use.

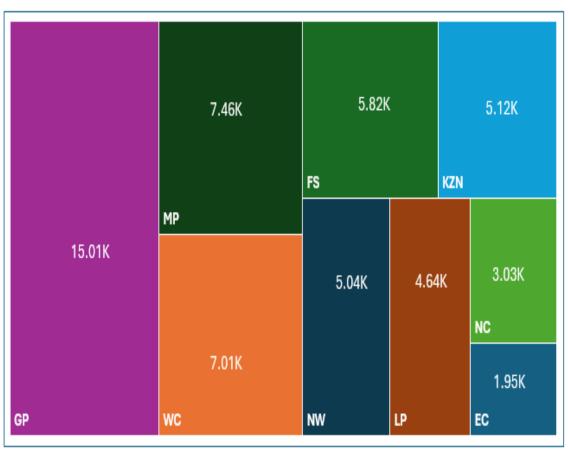
Translating the building blocks for the energy transition into action....



GAU Applications Status



Distribution Hosting Capacity at HV level (GW per Province)

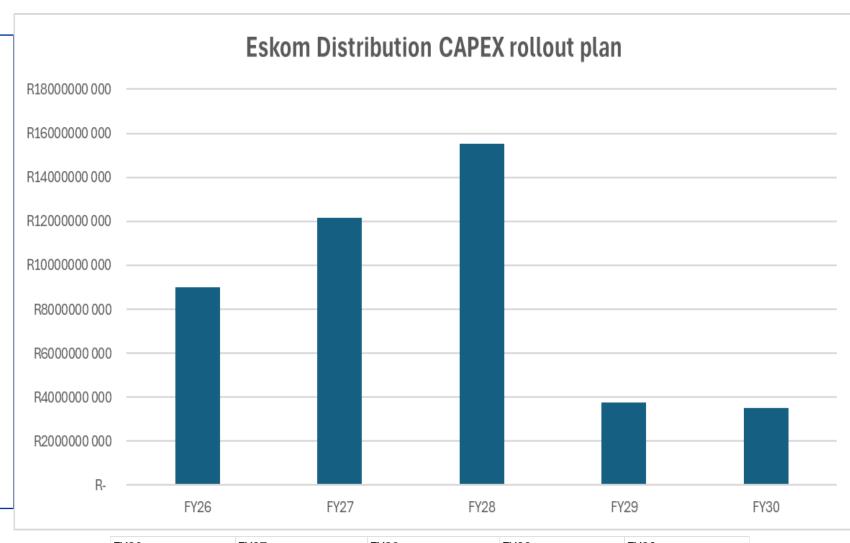


Eskom Corporate Plan allocation for Distribution Capital Plan 5-Year



The following strategic projects are incorporated in the plan:

- Strengthening & Refurbishment
- Modernisation (Telecom, etc)
- Customer Direct (Self-Build)
- Smart meters
- Solar Rooftop PV
- Fleet (EVs and Chargers)

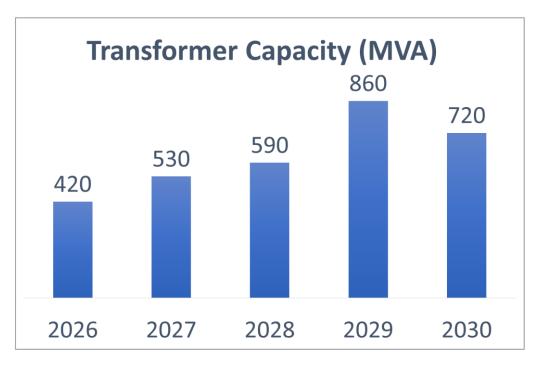


FY26	FY27	FY28	FY29	FY30
R 8 980 068 999	R 12 146 560 703	R 15 515 599 470	R 3 757 336 820	R 3 503 063 678

5-Year Physicals Plan





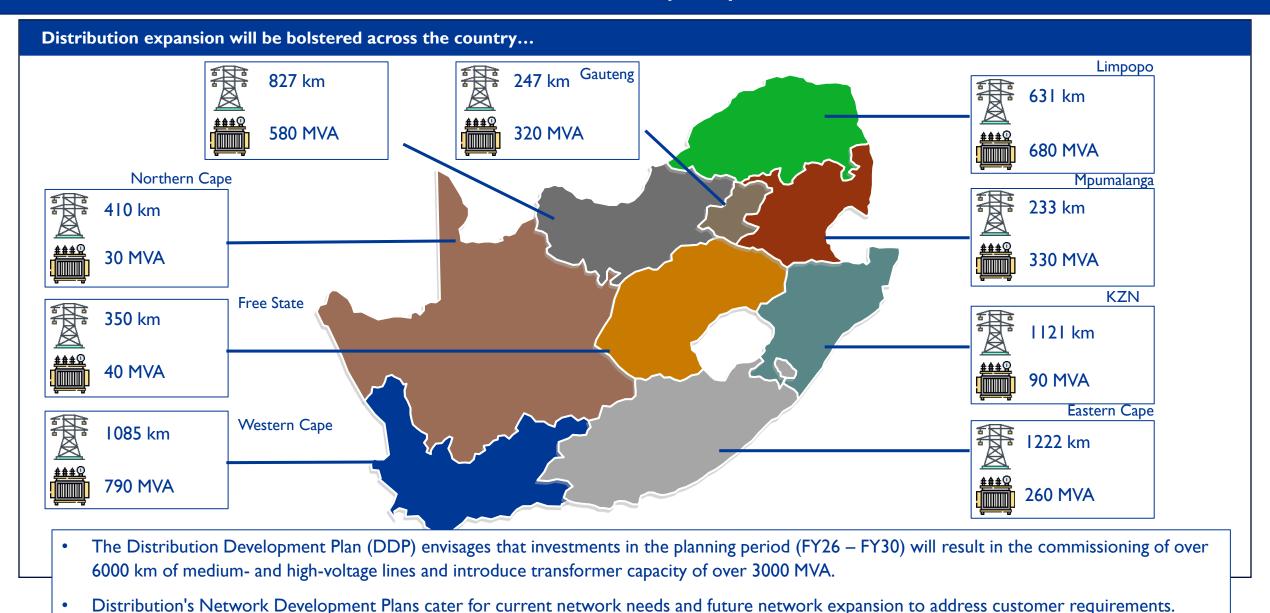


- The Distribution Development Plan (DDP) envisages that investments in the planning period will result in the commissioning of over 6125 km of medium- and high-voltage lines and introduce transformer capacity of over 3120 MVA.
- The Distribution Network Development Plans cater for current network needs and future network expansion to address customer requirements.



The Distribution Network Plan caters for a 5-year expansion of 6120 km Distribution lines and 3120 MVA transformer capacity





Detail expansion plan per Province



HV & MV Lines (km) Expansion Plan

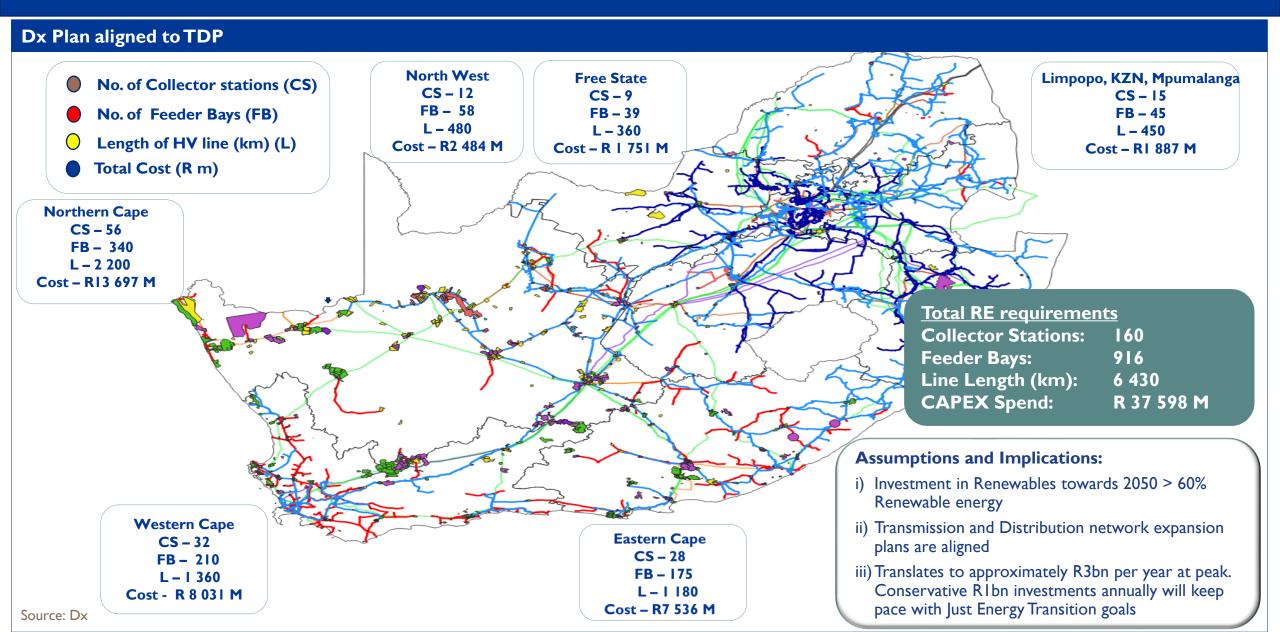
FY30 **Operating Unit** FY26 FY27 FY28 FY29 Total **ECOU** 1 222 FSOU GOU **KZNOU** 1 121 LOU MOU NWOU NCOU WCOU 1 085 1 402 1 228 1 324 1 006 1 165 DISTRIBUTION 6 126

Transformer Capacity (MVA) Expansion Plan

Operating Unit	FY26	FY27	FY28	FY29	FY30	Total
ECOU	0	20	80	80	80	260
FSOU	20	0	20	0	0	40
GOU	80	40	0	100	100	320
KZNOU	50	0	0	0	40	90
LOU	80	180	100	180	140	680
MOU	100	190	0	0	40	330
NWOU	0	20	200	180	180	580
NCOU	10	0	0	0	20	30
WCOU	80	80	190	320	120	790
DISTRIBUTION	420	530	590	860	720	3 120

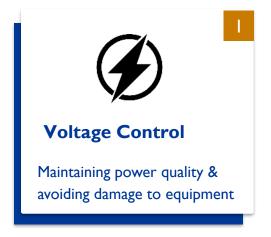
Eskom Distribution's Infrastructure Development Plan (Grid Expansion) for next 10-20 years for DG/RE integration





Distribution has Microgrids as new product which will be available for customers and electrification

















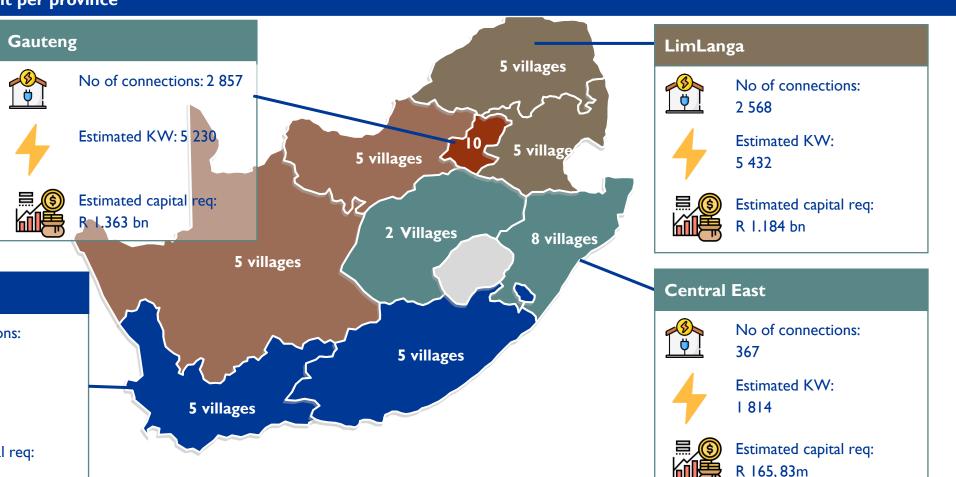


Eskom Distribution will implement 50 Smart Villages and connect 6459 customers through grid tied and off grid microgrid solutions





Gemma No of connections: 211 Estimated KW: 275 Estimated capital req: R 59.23m





Cape Coastal



No of connections:

456



Estimated KW:

53 I



Estimated capital req:

R 139,62m

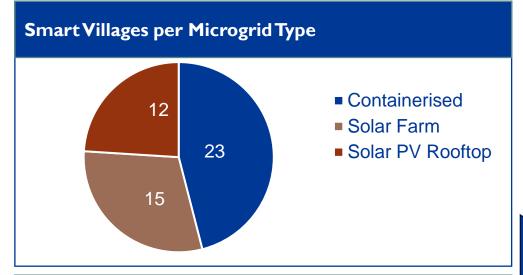
Total **CAPEX requirement** is R 2.85 bn across 5 clusters (10 per cluster)

Total no of connections are 6459 customers and 13 282 kW



The 3 types of Smart village microgrid types will be implemented across grid tied or off grid solutions with R 2.85 bn CAPEX required





ł

Cluster	Number of Connections	Estimated KW	Estimated CAPEX Requirements
Cape Coastal	456	531	R139 617 569
Central East	367	I 8I4	R165 831 551
Gauteng	2 857	5 230	RI 363 537 679
Gemma	211	275	R59 225 128
LimLanga	2 568	5 432	RI 118 396 552
TOTAL	6 459	13 282	R2 846 608 479



The Distribution utility scale Battery Storage projects are key to renewable integration into the network











Utility-Scale Storage Key To Renewables Integration

- \Box Incentives will emerge to stimulate battery support for ancillary services and prevent supply curtailment
- ☐ Batteries will be developed in conjunction with renewables in isolated power systems for reliability, flexibility and management, and resilience measures

Distribution aims to replace fleet with Electric Vehicles and create public charging infrastructure



Utility-Scale EV Key To Renewables Integration



EV charging customer offering in the residential sector

Launch a large-scale incentive programme to deploy EV charging infrastructure



EV vehicle fleet to identify opportunities for electrification.



Make-ready incentive for the electrification of public transport and/or private company fleets



Distribution will be installing of solar carports in the open parking area for visitors

Cluster	FY26	FY27	FY28	Total
Cape Coastal	6	6	6	18
Central East	7	8	9	25
Gauteng	10	15	15	40
Gemma	5	5	5	15
LimLanga	10	16	16	42
DISTRIBUTION	38	50	51	140



Eskom has made a commitment to be an anchor for electric vehicles (EVs) to make a positive contribution towards local market stimulation, and a pilot project for fleet electrification is being executed in Distribution.

Distribution Road Map – Asset Creation Expansion Objectives



- Execute the DDP by constructing 1402 km of line and introduce transformation capacity of 420 MVA
- Rollout of smart meter installation (~1 141 340 units)
- Execute installation and commissioning microgrids solutions
- Implement the e-mobility programme (125 EVs and charging infrastructure)
- Execute installation of 38 public charging stations
- Accelerate rooftop solar PV installations

26

 BESS phase I projects including Skaapvlei (80MW/320MWh), Paleisheuwel (14.5MW/75MWh) & Melkhout (35MW/140MWh)

- Execute the DDP by constructing I324 km of line and introduce transformation capacity of 590 MVA
- Rollout of smart meter installation (~2 444 503 units)
- Execute installation and commissioning microgrids solutions
- Implement the e-mobility programme (150 EVs and charging infrastructure)
- Execute installation of 51 public charging stations
- Accelerate rooftop solar PV installations

- Execute the DDP by constructing 1165 km of line and introduce transformation capacity of 720 MVA
- Rollout of smart meter installation (~64 221 units)
- Execute installation and commissioning microgrids solutions
- Implement the e-mobility programme (250 EVs and charging infrastructure)







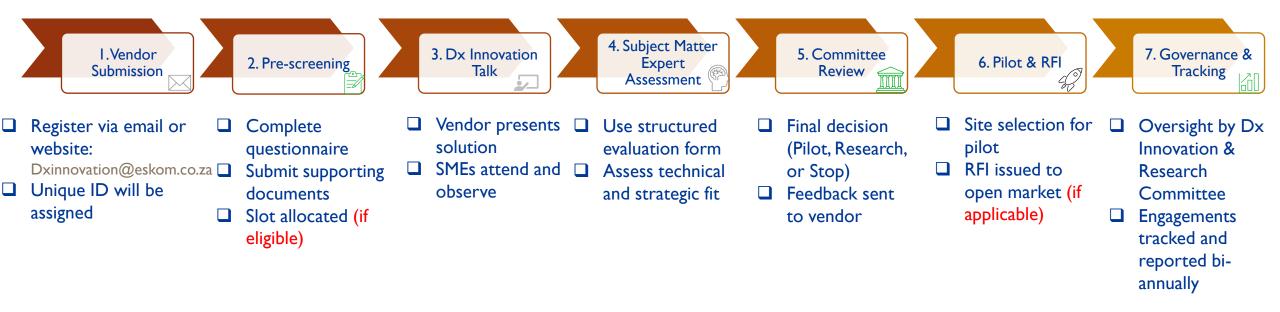
- Execute the DDP by constructing 1228 km of line and introduce transformation capacity of 530 MVA
- Rollout of smart meter installation (~3 742 818 units)
- Execute installation and commissioning microgrids solutions
- Implement the e-mobility programme (150 EVs and charging infrastructure)
- Execute installation of 50 public charging stations
- Accelerate rooftop solar PV installations

- Execute the DDP by constructing 1006 km of line and introduce transformation capacity of 860 MVA
- Rollout of smart meter installation (~78 400 units)
- Execute installation and commissioning microgrids solutions
- Implement the e-mobility programme (200 EVs and charging infrastructure)
- Accelerate rooftop solar PV installations

UNSOLICITED BIDS



Eskom Distribution now has a formalized, transparent process for managing unsolicited bids and proposals.



Note:

- * The Dx Innovation & Research Committee plays a central role in evaluation, governance and oversight.
- Vendor engagement is structured through pre-screening, presentations, and committee review.
- * Eskom is not obligated to consider unsolicited proposals unless they align with strategic needs and follow due process.





Task orders allocation criteria (Minor retic, Elec, Control plant, MV/LV)



Legal and statutory accreditations (CSD, CIDB etc.).

Notification of Default issued to the service provider.

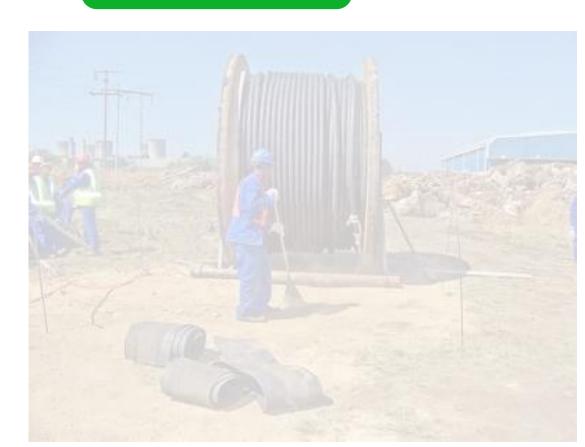
Defaults closed within the contractual period

Availability of resources.

Service providers past SHEQ performance.

Previous performance appraisal results.

SDL & I development initiatives compliance.



Factors Affecting Contractors Performance - Lessons Learned Common Contractual Contraventions



- Subcontracting without prior approval.
- Theft of Eskom material on sites.
- Employees without valid work permits.
- EPWP reporting/ Skills development reporting.
- Sharing of resources.
- Unclaimed retention monies.

Change in Ownership and impact on Suppliers (Due Diligence)

- Contractor to notify Eskom (Procurement Practitioner) of ownership changes
- Procurement Practitioner will initiate due diligence process to assess any possible risk Eskom will be exposed to

Maintenance of Expiring Legislatives

- BBBEE, COID, should be sent to ngomanmf@eskom.co.za
 or vendormdm@eskom.co.za
 to update. Failure to submit will result in the contractor being blocked
- Submission of fraudulent legislative requirements will lead to blocking and possible suspension

Local Content Requirements

- The list of items the contractor lists on Annexure C, should be the same as the items Eskom has listed on SBD6.2
- The items should be listed individually on each line item



SARS-The Tax Ombud Free Services for SMMEs



SARS Complaints Resolution and Operational Specialist:
Russel Mamabolo



SMART BUSINESSES DO THE RIGHT

Know their rights Stay compliant



Understanding the Tax Ombud's role

ESKOM Business Connect — Rustenburg, North West Province **Presented by: Russel Mamabolo**, Specialist : Communications and Outreach

18 September 2025

Who we are

Established in October 2013

in terms of the Tax Administration Act.

Independent

Impartial

What are the benefits of using us

Free Services

Easy Access

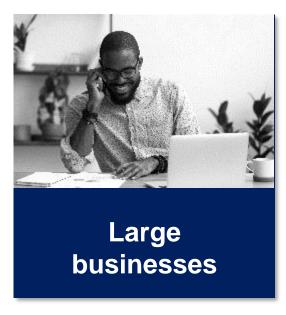
One on one support

Access to SARS systems

Who we serve









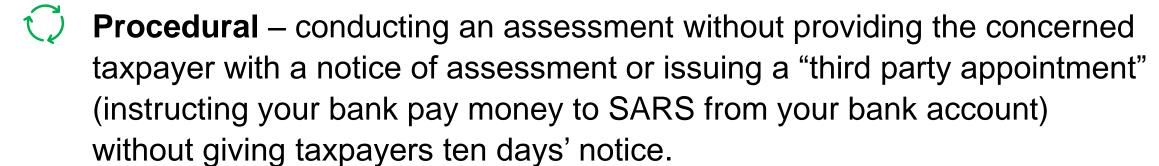
What We Investigate

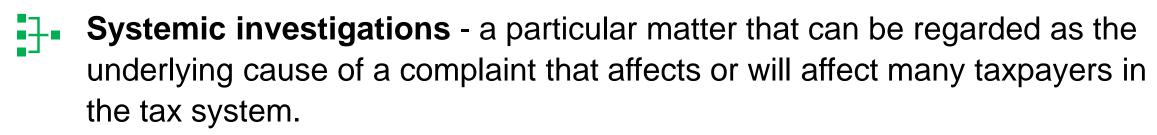


Service – unhelpful, unprofessional, or rude call centre agents or branch employees failing to provide requested information



Administrative – issuing a notice of assessment which does not have required information such as the name of assessed person or date of assignment





Making a difference in 2023/24

4618
Complaints received

R179 184 944.78

Value of top 10 refunds paid to taxpayers

17 014

contacts (13.28% increase on previous year) 99.77%

of the OTO's recommendations implemented by SARS

Outside our scope

- Tax legislation or policy
- SARS practice generally prevailing
- Matters under objections and appeal
- Court decisions

What Taxpayers Report Most

SARS inability to pay refunds within the prescribed period.

Non-response from SARS

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

Repeat verifications

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)

E-Filing Profile Hijacking

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)

Steps to lodge a complaint

□ After a taxpayer has exhausted the SARS complaints mechanism (Complaints Management Office (CMO)), unless there are compelling circumstances for the taxpayer not doing so.

Step 1: Get a complaint form

- □Website (online submission) <u>www.taxombud.gov.za</u>
- □OTO Offices Menlyn Corner, 2nd Floor, 87 Frikkie De Beer Street, Menlyn, Pretoria
- ☐ Toll Free number 0800 662 837
- □Fax 012 452 5013
- □ Post Menlyn Corner, 2nd Floor, 87 Frikkie De Beer Street, Menlyn, Pretoria

Step 2: Fill the form completely

- ■Write the factual situation in chronological order including SARS case numbers and attach all supporting documents;
- □Use correct tax reference number;
- ☐ Indicate the period you are complaining about;
- □ Indicate your desired outcome OTO will capture the complaint and issue a letter of acknowledgement and will decide how to handle the complaint or recommend alternative remedies for you.

Step 3: Sign and attach documents

When using a representative, the complainant must submit, a power of attorney, along with certified ID copies of the complainant and the representative.



What happens after a complaint is lodged?

- ☐ The OTO will investigate the matter and will establish whether the complaint falls within its mandate.
- □ OTO will also check whether the complainant has exhausted the SARS complaint resolution mechanism, if not whether the complainant has provided compelling circumstances.
- ☐ The OTO will verify if any limitations apply and check if the complaint is valid.
- ☐ If the complaint is found to be within the mandate of the OTO, the OTO will then make recommendations to SARS on how to remedy the situation, and a letter will be sent to the complainant.
- ☐ If the OTO rejects the complaint, a letter will be sent to the complainant with reasons for rejection.

Recommendations

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

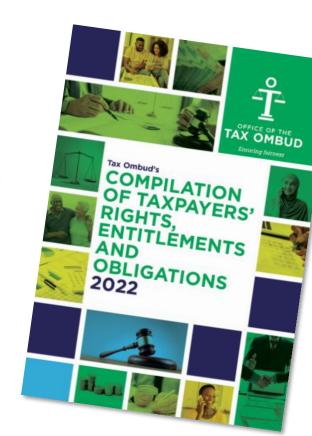
- □ But, if not accepted by SARS/taxpayer, reasons for such decision must be provided to the tax Ombud within 30 days of notification of the recommendations.
- ☐ Such information may be included in the Tax Ombud's report to the Minister of Finance or SARS Commissioner.

Avoid these taxpayer errors

- Not updating contact details with SARS
- ☐ Ignoring agreements with SARS
- Non-adherence to SARS dispute resolution rules 75 day
- Not submitting supporting documents for both SARS and OTO when required to do so and not responding to SARS queries.
- □ Practitioners not familiarizing themselves with the principles and contents of the Tax Administration Act and the Rules!!!!

Taxpayers' rights

- **1.Right to Access Information**: Taxpayers have the right to obtain information related to their tax affairs from SARS.
- **2.Right to Quality Service**: Taxpayers are entitled to receive timely and accurate service from SARS.
- **3.Right to a Fair and Just Tax System**: Taxpayers should expect fairness and impartiality in the application of tax laws.
- **4.Right to Pay No More than the Correct Amount of Tax**: Taxpayers should only pay the amount of tax legally due.
- **5.Right to Privacy and Confidentiality**: Taxpayers' information must be protected and used only for lawful purposes.
- **6.Right to Representation**: Taxpayers can seek assistance from a representative in dealing with tax matters.
- **7.Right to Finality**: Taxpayers have the right to know the maximum time for audits and other tax matters.
- **8.Right to Complain Without Fear of Victimization**: Taxpayers can lodge complaints without fear of retaliation.
- **9.Right to Dispute Assessments/Decisions**: Taxpayers can challenge SARS's decisions and expect a fair hearing.



Taxpayers responsibilities



- 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.



We are here to help









Contact details:

Tel: 0800 662 837 / 012 431 9105

Email: complaints@taxombud.gov.za

Web: www.taxombud.gov.za





Energy Transition Impact on Future Skills



Senior Manager – Human Resources: Ntsoaki Radebe



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Energy Transition Impact on Future Skills

Presented by Ntsoaki Radebe General Manager Skills Development (Acting)



Energy Transition impact on future skills



Just Energy Transition

I. Eskom JET Strategy

II. Impact on Skills



Ambitions and objectives | Eskom vision for a Just Energy Transition will create a more sustainable and equitable energy system





Ambition: Deliver on the 5 Es required for a just energy transition–Energy, Economy, Employment, Equity, Environment

Just: Do better for people by creating jobs and opportunities

- Create new high-quality jobs and contribute to new industrial development
- Drive coal power stations 2nd life through socio-economic impact projects
- Reduce water usage and greenhouse gas emissions

Finergy: Ensure access to clean, sustainable energy

- Ensure equitable access to energy by unlocking new sources of energy
- Balance supply and demand with technology agnostic, least cost, low carbon energy portfolio
- Address energy security and quality of supply through additional energy measures where required

Transition: Ensure smooth, transparent transition

- Move gradually, but decisively, to a sustainable generation fleet for the future
- Execute JET initiatives independently of station shutdown dates
- Communicate progress on JET initiatives publicly

Enablers: Enabling a just energy transition

- Obtain and mobilise affordable finance to enable investments in JET projects
- Leverage collaboration to accelerate execution, catalyse growth and secure offtake agreements
- Expand and strengthen the national grid to support a clean energy based power system



Delivery | The strategy proposed by Eskom will deliver on the 5 Es required for a Just Energy Transition



Employment

Create **new high-quality jobs** through repowering and repurposing initiatives with focus on Mpumalanga

Economy

Contribute to the reindustrialisation of South Africa by providing sufficient clean generation and catalysing new renewable energy-based industries

Energy

Ensure equitable access to clean, sustainable energy by unlocking new energy sources and strengthening the national grid



Catalyse re-skilling of staff and communities to ensure an equitable transition through training centres and repurposing projects tailored to each community



Environment

Reduce **GHG emissions** and water consumption, contributing to South Africa's sustainability goals

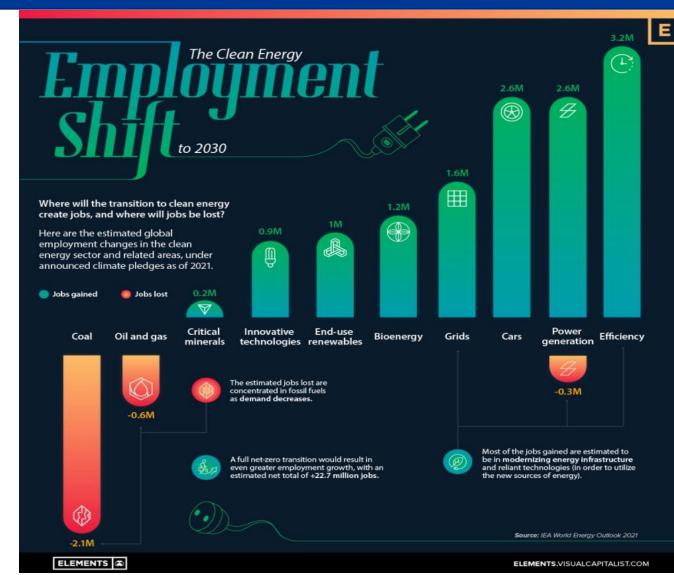


How many jobs could the clean energy transition create?



- The transition to clean energy is expected to generate 10.3 million net new jobs globally by 2030.
- That will offset the 2.7 million jobs expected to be lost in fossil fuel sectors.
- Most of the anticipated job gains are likely to be in electrical efficiency, power generation and the automotive sector.

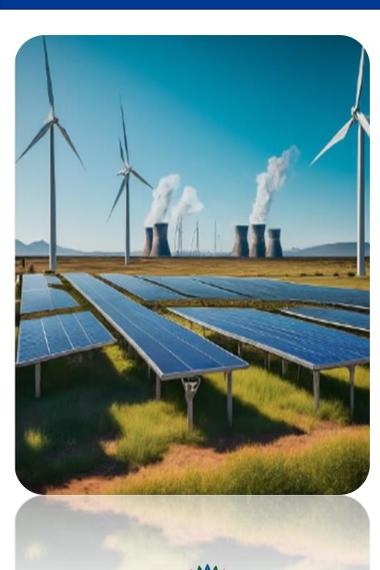
Clean Energy Jobs By Sector (to 2030)	Jobs Gained	Jobs Lost	Net Job Shift
Efficiency	3.2M	0	3.2M
Cars	2.6M	0	2.6M
Power generation	2.6M	-0.3M	2.3M
Grids	1.6M	0	1.6M
Bioenergy	1.2M	0	1.2M
End-use renewables	1M	0	1M
Innovative technologies	0.9M	0	0.9M
Critical minerals	0.2M	0	0.2M
Coal	0	-0.6M	-0.6M
Oil and gas	0	-2.1M	-2.1M
Total	13.3M	-3.0M	10.3M





How to identifying the critical skills required for your workforce to adapt to the evolving energy landscape?





In partnership with

A 2021 McKinsey study revealed that **87%** of companies globally are already experiencing a skills gap or anticipate one in the coming years. This gap represents a chasm between the skills employees currently possess and those required to drive businesses forward in an increasingly digital economy.

Upskilling & Reskilling of Staff

Evaluate and Identify

Detail current and future requirements

Identify Skills gaps

Develop Gap Closure Strategy

Train and Develop

What challenges exist when upskilling and reskilling the workforce?





Retaining talent

Employees
who gain new
skills may
become more
attractive to
other
employers
which increase
the risk of
increased
turnover.



Staying relevant

The continuous evolution in skills may make it difficult to identify which skills will be critical in the future.



Employee resistance

Employees may resist due to fear of change and insecurity about their ability to learn new skills.



Resource limitations

Upskilling and reskilling initiatives requires investment in training and development as well as balancing working and learning timelines.



Technology barriers

Comfortable with or have access to the digital platforms required for modern training. The fast pace of technological change can make it difficult to keep training programs up to date.



Return on Investment evaluation

Measuring the impact of upskilling and reskilling on performance and overall business outcome can be a challenge as the roles will not be readily available to employ newly learned skills.



How can we ensure we are aligned with the latest industry trends and technological innovations in the energy sector?





At a national level, the South Africa National Energy Association conducted work which looked at trends in the energy sector and developed with the primary objective to develop a comprehensive energy and related skills roadmap, identifying new skills and competencies that will be needed in the energy sector in the future because of the energy transition.

Going forward there is a need to:

- I. Conduct industry research to stay updated, follow trends and engage with experts in the training and development space.
- II. Collaborate with industry stakeholders and benchmark against companies already in the market.
- **III.** Review to ensure continuous improvement.















Eskom and Innovation Projects and Their Impact on SMMEs



Eskom Research, Testing and Development: Kgaugelo Sokhulu







Ms Kgaugelo Sokhulu



Research Testing & Development Functional Areas

Supporting the Eskom Mandate



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.



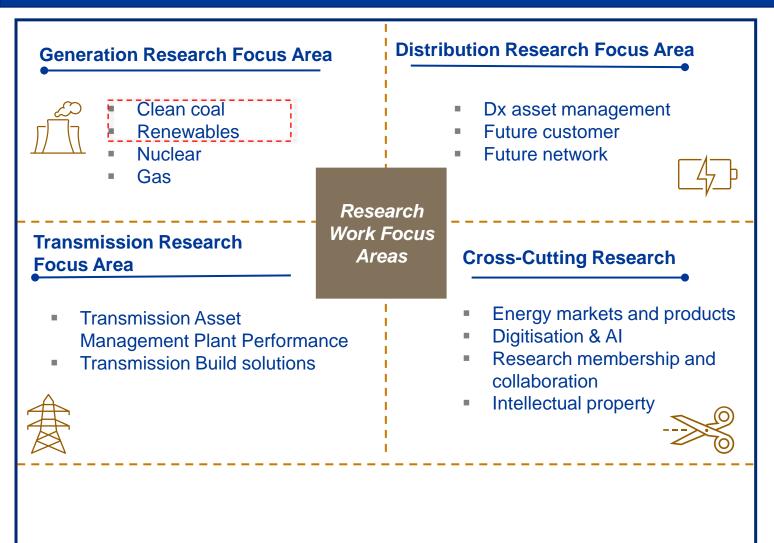
Eskom Mandate

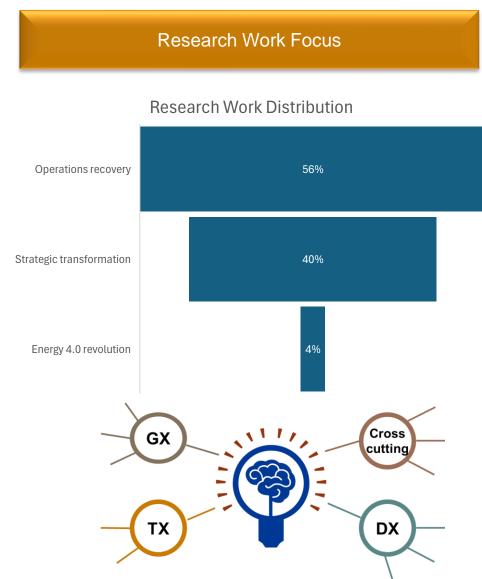
To provide electricity in an efficient and sustainable manner, including its generation, transmission, distribution and sales



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





Ongoing Research Work

Investigation into a Renewables Research Solar Resource Meteorological Network and database

Solar PV Soiling Deposition Rate and Impact Studies

Battery Manufacturing facility Project

Solar PV Manufacturing facility Project

Pilots & Demo

Hybrid Concentrated Photovoltaic (CPV) Technology development

Hybrid Wind and PV Microgrid Research Facility

New Proposals



Recycling of PV panels and energy storage systems

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



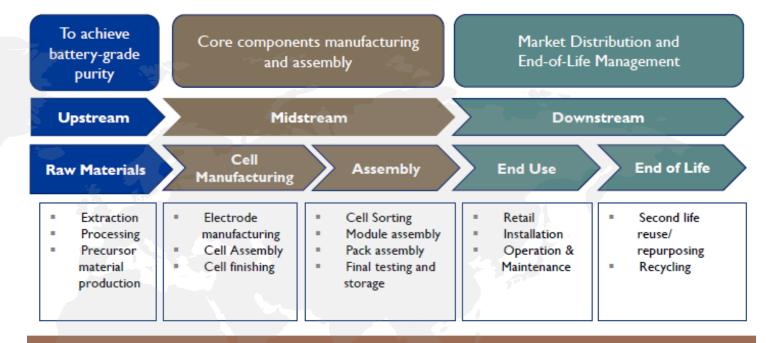
New Market Creation

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.







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 Roads

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

















Development of structures efficiently and utilizing ash material.





Potential value and extraction of REEs.

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



Ash Beneficiation Strategic Objectives

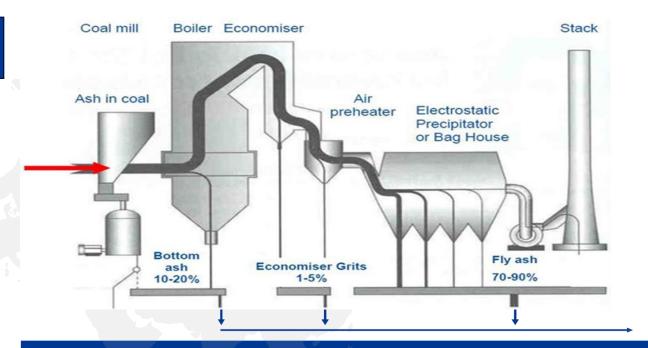


Key Market for Ash Products

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



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..



How to engage with RT&D?







Tender Process

Contact Details

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

HardinR@eskom.co.za



RT&D Public RFI Process





RT&D Unsolicited Process









Thank you





In partnership with G20 AFRICA 2025





Business Connect Presentation

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

Siphiwe Msipho siphiwe.Msipho@petrosa.co.za

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: <u>www.petrosa.co.za</u>)
□Supplier Registration □New Customer Registration

The Commercial Business Overview and Function



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.



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

Feedstock Markets Processing Products Biodiesel blending Petrochemical Partnerships Agro processing Farmers – 1st gen Bioprocessing Bioethanol Blending Aviation Agronomics team Waste processing BioEthanol to SAF Shipping Crop production BioMethanol for marine oil Commercial Biomass Biogas Oil Industry Carbon Market Recycling material BioChemicals 2nd & 3rd generation BioMaterials



25 September 2025

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

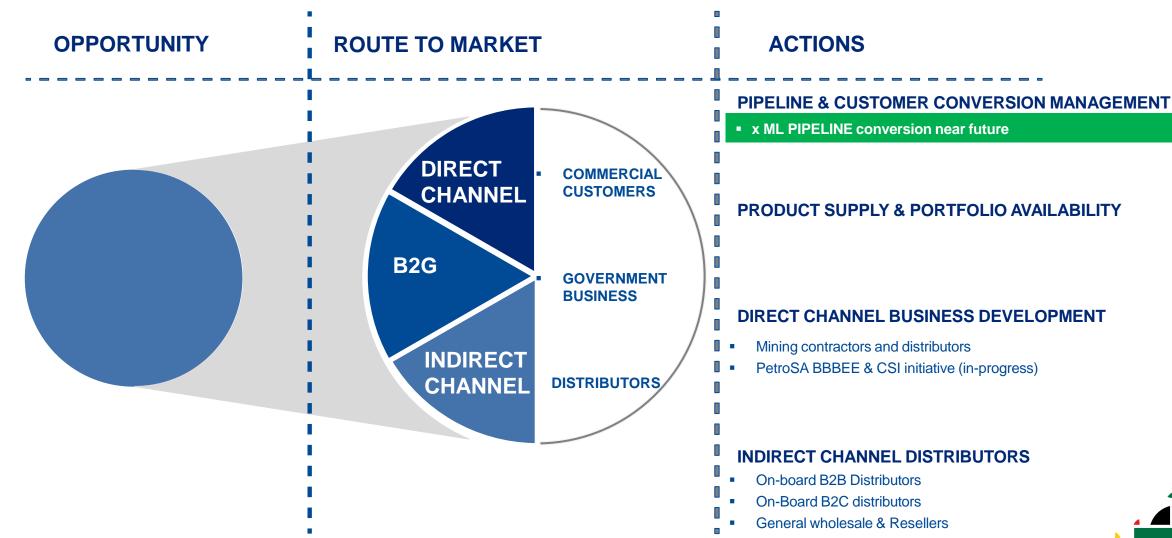
❖ Next Step

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



2.5 September 2025

LUBRICANT





PROGRESS ON DESIGN WORK







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 & PEFORMANCE 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



<u>...</u> ⊞/\

20L

CAUTION:

Avoid skin and eye contact | Wash throughly following contact | Dispose hazardous waste safely

*Consult the product Technical data sheet and MSDS for safe storing, usage and disposal.

PetroSA

www.petrosa.co.za/lubricants











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





Supplier Portal and Customer Onboarding

Live illustrations

Please visit: www.petrosa.co.za main landing page

Scroll down for the supplier portal visit: 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 G20 AFRICA 2025

Provincial Manager SEDFA: Sabelo Ntshangase



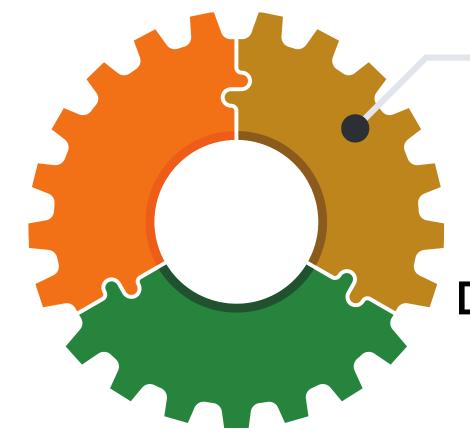


Branch Products and Services Session

Presenter: Joel Setshedi

Date: 18 September 2025





FINANCIAL SUPPORT

DIRECT LENDING INSTRUMENTS



Financing Products/Instruments

Asset Finance

- ISAs as the name implies should be fully secured and registered in SEDFA's name before the delivery of such assets to the client
- Such assets should also be fully insured by the client to the full value of the asset and ceded to SEDFA before the client takes delivery of such assets.
- For vehicles financed under ISA, the asset shall be installed with a tracking device at the expense of the client
- The tracking company shall note SEDFA's interest and give SEDFA access to such tracking device for the recovery of the vehicle in the event of a default.
- The client also has an obligation to return to SEDFA any asset that has been financed by
 SEDFA in the event of the client having difficulty in amortising the loan.
- The sale of such asset by SEDFA shall be used to either offset or reduce the outstanding amount.
- The client is liable for the difference between the proceeds (net of selling costs) from the sale
 of such asset and the outstanding loan amount.

Term Loans

- The term loan can be used for moveable assets or other working capital
 expenditures such as labour costs
 Unlike asset financing, term loans are used to acquire moveable assets that
 cannot be identified by means of serial numbers (e.g. office furniture, fixtures, and fittings, etc)
- The purpose of the loan is to finance longer-term working capital requirements,
 specific capital acquisition, and/or business expansion projects
- The useful life of the asset to be financed as well as the cash flow projections are used as a guideline in determining the tenure for a term loan facility



Financing Products/Instruments

Bridging Loans/Purchase Order Finance

- This product is for businesses that do not have sufficient capital to fulfil their tenders or purchase orders
- This is a short-term loan that is provided to an enterprise to finance working capital such as stock and/or operating overheads
- Depending on the nature of the transaction, the documentation required for the assessment of such transactions may not require a business plan
- The client shall obtain a cession of payment in favour of SEDFA where possible
- However, in the absence of a cession of payment in favour of SEDFA. The client is expected to confirm the following undertaking:
 - joint bank account, where applicable
 - under no circumstance shall the banking details on the contract change without prior notification of the financier
 - that they shall supply a progress report on the completion status of the contract on a monthly basis or when requested by SEDFA
- In the event of failing to secure the above, SEDFA shall use its discretion on whether to approve or decline the transaction
- It is compulsory that all contracts are verified in terms of its authenticity
- Telephonic verifications are not acceptable.

Revolving Facility

- This product is available to SEDFA's clients to facilitate short-term capital requirements
- The capital repayments plus interest are structured in relation to the cash flow projections of the borrower
- The loan duration of such nature shall be a maximum of 36 months and reviewed every 12 months
- This is a line of credit whereby an enterprise is allowed to use the funds as and when they are needed
- It is usually used for clients who have contracts with a predetermined lifespan and monetary value
- Revolving credit facilities are mainly used for operating purposes and the loan amount vary from month to month depending on the client's current cash flow needs



Eligibility Criteria

- Natural Persons: Applicants must be South African citizen, with valid South African identity document; a. Naturalised South Africans as defined in terms of BBBEE Act
 no 53 of 2003; SEDFA may set additional preference eligibility criteria in line with government policy interventions
- Juristic Persons: legally constituted including sole traders with a fixed physical address, Partnerships, Cooperatives, Non-Profit Organisations that function as social enterprises, Close Corporations, Private Companies (PTY LTD) and Public Companies (LTD)
- The financed operations must be conducted within the borders of South Africa, and the controlling interest (100%) of the business enterprise must be held by a South African citizen with a valid South African identity document
- The applicant shall ensure that the business maintains a staff compliment consisting of at least 95% South African citizens with a valid South African identity document throughout the duration of the loan tenure
- At least one member/shareholder should be operationally involved in the business
- The project must demonstrate ability to generate the level of development impact as stated in the SEDFA Corporate Plan such as job maintenance and or creation and economic empowerment
- The business should be sustainable and commercially viable with specific reference to loan repay-ability
- For Direct lending Loan facilities qualifying criteria will be > or = to 51% black ownership
- Risk taking by the entrepreneur which can be reflected in own financial contribution, equity and personal sureties



Exclusions

- Shareholder initiated exclusions, or business whose trade or operations may prejudice the reputation and good standing of SEDFA
- Speculative real estate
- Speculative trading and hedging
- Political parties or organisations
- People under debt review, or unrehabilitated insolvents, as well as businesses under business rescue or liquidation
- Business relationships and transactions with entities and individuals that contravene, in any way, the provisions of relevant legislation
- Entities/individuals whose primary business involves arms and ammunitions related transactions
- Entities/individuals involved with child labour
- Transactions that do not contribute positively to development impact, or ventures inconsistent with the mandate of SEDFA
- Entities operating in morally reprehensive sectors as defined by the Department of Trade Industry and Competition
- Entities involved in labour broking activities
- Business relationships/transactions that transgress tax, accounting, regulatory requirements and environmental legislation
- Entities where a SEDFA employee or Board member has a financial interest
- Individuals and entities listed on SEDFA and IDC as well as other DFI's Delinquency register; and National Treasury Supplier restricted database
- Entities where immediate family members of a **SEDFA** employee including a seconded employee and a Board member, which includes life partners, parents and children have financial interest in
- Acquisition of loss-making businesses without prospects of financial sustainability







FINANCIAL SUPPORT

DIRECT LENDING PROGRAMMES



Township & Rural Entrepreneurship Programme - TREP

What does the scheme cover

- Cost of production inputs, e.g., material, equipment, machinery, tools, etc.
- Working capital including salaries, rent, etc.
- Assistance with compliance and technical skills improvement, e.g., labelling, industry standards, and quality, etc
- Business and financial management training, including productivity management
- Facilitated market access



Financial Support:



The financial package is structured at **a maximum value of R1 000 000** that consist of:

- Maximum of R1 000 000 towards working capital, cost of equipment, or any other CAPEX (paid directly to the supplier where applicable)
- The financial package will be offered in the form of a blended finance with 50% of the total approved amount being a Grant i.e., a maximum grant amount of
 R100 000.

Financing examples

- Example 1: Total funding applied for R100 000 = R50k loan and R50k grant
- Example 2: Total funding applied for R150 000 = R75k loan and R75k grant
- Example 3: Total funding applied for R250 000 = R150k loan and R100k grant
- Example 4: Total funding applied for R1 000 000 = R900k loan and R100k grant



Loan repayment terms:

- Maximum 36 months repayment period dependent on cashflows.
- Interest rate at a fixed rate of 5%.
- 3 months moratorium (on capital and interest)



Township & Rural Entrepreneurship Programme - TREP

Types of Businesses

The Scheme supports all small enterprises operating in townships and rural areas that meet the qualifying criteria including but not limited to the following sectors:

- Clothing & Textile
- Bakeries & Confectionaries
- Tshisanyama and Cooked Food
- Retail (including restaurants, car washes, general dealers etc.
- Automotive
- Personal Care
- Artisans

Eligibility Criteria

- An entity registered with CIPC including cooperatives
- The business must be 100% owned by South African nationals
- Employees must be 70% South Africans, and in the case of non-South African
 employees they must hold valid work permits
- The enterprise must be operating in a township or rural area
- The enterprise or its owner must possess or willing apply for a business license after the funding has been provided, with the local municipality
- The enterprise must be registered or must apply for registration with SARS and
 UIF
- The enterprise must have a valid business bank account or willing to open and operate a business account



Small Enterprise Manufacturing Support Programme - SEMSP

Financial support

- Funding to purchase machinery and equipment for the various manufacturing sub-sectors that will be supported
- Working capital for the various manufacturing sub-sectors that will be supported
- Funding for product accreditation, certification, and testing

Funding terms

- Funding of up to a maximum of R15 million per small enterprise
- The term of the funding will be determined by the business cash flows up to a maximum of 84 months per small enterprise with a maximum moratorium of 3 months
- Blended finance instrument will be utilised where up to
 20% of the funding required could be a grant and the
 balance could be a loan
- The loan will be repayable at a prime lending rate

Eligibility criteria

The applicant must:

- Be a registered legal entity in South Africa in terms of the Companies Act, 1973 (as amended); Close Corporations Act, 1984 (as amended); and the Cooperatives Act, 2005 (as amended).
- Be a 100% owned by South African citizens.
- Have been in operation for at least two years prior.
- Be predominantly black-owned (51%).
- Have a predominantly black management team (51%).
- Be registered and compliant with the South African Revenue Service (where applicable).



Youth Challenge Fund - YCF

Financial support

- Both channels will receive a START-UP maximum of R2 million
- Both channels will receive GROWTH maximum of R15 million
- Within the red channel 40% will be allocated as a grant and 60% loan
- Within the blue channel 30% will be allocated as a grant and 70% loan
- Growth blended finance is 20% grant and 80% loan in both red and blue channels

	Red Channel	Blue Channel
Focus of Channel	Technology & Innovation	Other Sectors
Start-up Maximum per Enterprise	R2mil	R2mil
Start-up Blended Finance	40% grant / 60% loan	30% grant / 70% loan
Growth Maximum per Enterprise	R15mil	R15mil
Growth Blended Finance	20% grant / 80% loan	20% grant / 80% loan

Eligibility criteria

In line with National Youth Policy, the YCF will be providing support to youth start-up businesses/enterprises that meet the following criteria:

- Are between the age of 18 to 35 years.
- Registered with CIPC, and willing to register with SARS & UIF (if not registered)
- 100% South African-owned enterprises
- Are adequately involved in the day-to-day operation and management of the business with at least one or more of the member/shareholders being a full-time employee of the business, especially the main applicant.
- Prepared to participate in BDS and mentorship (pre and post)
- Commercially viable, sustainable, and feasible business idea.



Application Checklist

Affordability testing

- 1. Cash flow projections
- 2. Loan Breakdown
- 3. Supporting quotations (with contact person and banking details of supplier)
- 4. Personal Income and Expenditure Schedule and Assets & Liability Statement
- 5. Proof of own contribution and source (if applicable)
- 6. If a judgment, notice, default is issued against the applicant, a letter or document to prove that arrangements are made to settle the
- 7. account or proof that the account is settled must be provided
- 8. Historic Financial statements (not less than 3 years if applicable)
- 9. Up to date Management Accounts (if applicable)
- 10. Debtors Age Analysis (if applicable)
- 11. Creditors Age Analysis (if applicable)
- 12. Six months latest bank statement (personal and business)
- 13. Lease agreement (if applicable)
- 14. Franchise Agreement (if applicable
- 15. Project plan and projections (contract financing)
- 16. Copy of Contract or Order

Know your client (FICA)

- 1. Certified copy of ID and that of Spouse (if married In Community of Property [ICOP])
- 2. Marriage certificate (where applicable)
- 3. Proof of residence utility bill / sworn affidavit (not older than 3 months)



Application Checklist...cont

Capacity to deliver

- 1. Short CV of the members/directors/ shareholders/ trustees, etc.
- 2. Completion certificate for previous work done (for construction projects only)
- 3. Funding template or Company Profile (TREP)

Commitment

1. Surety Form (where applicable) – we don't require tangible security as we are a cashflow lender (risk capital)

Compliance

- 1. Valid Tax Clearance Certificate
- 2. Company Registration Documents e.g. CK2, Company Profile
- 3. Proof of CIPC/CIPRO annual fees
- 4. Member's resolution to apply (if applicable)



DANKIE KEALEBOGA S NGIYABONGA 2 NDIYABULELA INKOMU NDI KHOU LIVHUHA THANK YOU







In partnership with G20 SOUTH AFRICA 2025



Incubation Program Impact on MSMEs:



For the love of Platinum

Presented by Sibongile Shongwe

1. The Platinum Incubator-TPI: Vision & Mission





OPERATING SINCE 2006 REBRANDED IN 2017. RAN AS A SECTION21 ORGANISATION, NPC **REGISTERED UNDER SA** COMPANIES ACT, AND **GOVERNED THROUGH A** BOARD OF DIRECTORS. SINCE 2006, THE PLATINUM INCUBATOR-TPI SUPPORTED MORE THAN **585** MSME'S AND TRAINED 365 INTERNS IN **JEWELLERY AND** INDUSTRIAL **APPLICATIONS PRODUCERS IN** PLATINUM GROUP METALS (PGM)

INDUSTRY.



ENHANCED
COMPETENCE IN HIGH
STANDARD
MANUFACTURING WITH
PRECIOUS MINERALS
ALSO UTILISING
ADDITIVE
MANUFACTURING.

- WHICH MAKES US FUTURE FIR



WE ALSO DRIVE INCLUSIVE GROWTH, INNOVATION, AND MARKET ACCESS



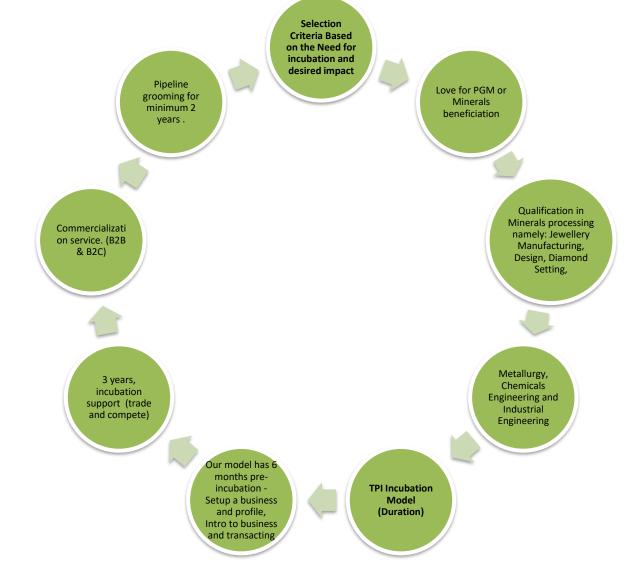


OUR MISSION -TO
PARTNER GOVERNMENT
AND INDUSTRY TO
MAINTAIN FACILITIES
ACROSS THE COUNTRY
OFFERING:

PGMS ADVOCACY, INCUBATION AND COMMERCIALISATION

2 TPI Background





2.1 Strategic Objectives/Pillars













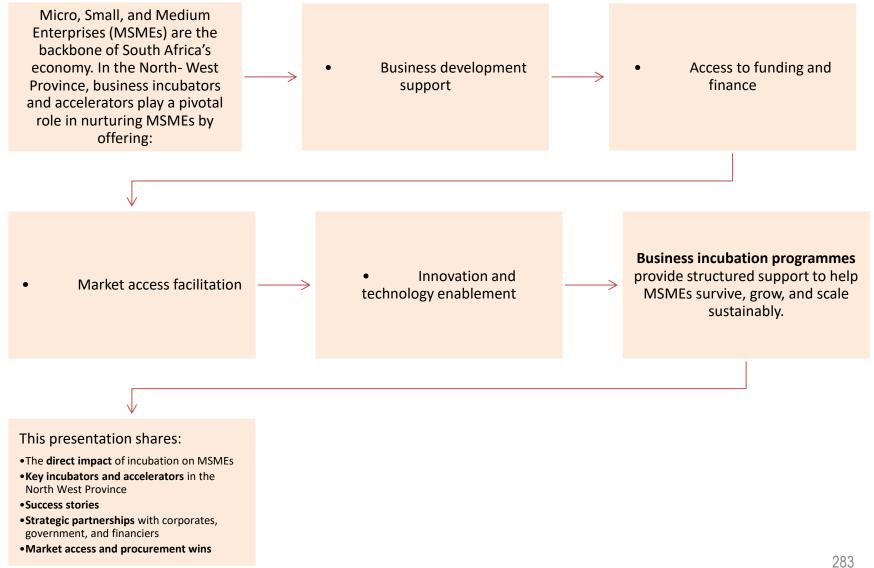








3. Business Incubation Importance



4. Direct Impact of Business Incubators on MSMEs







Identified 2 Areas of Direct Impact of Business Incubators on MSMEs

1.Business incubators have significantly improved MSME outcomes through :

- Infrastructure & Resources: Affordable workspace, equipment, and technology access.
- Capacity Building: Training in business management, compliance, marketing, and financial literacy.
- Market Access: Linking MSMEs to buyers, supply chains, and export opportunities.
- **Funding Support:** Grants, loans, and investor readiness programmes.
- Mentorship & Networking: Access to experienced business coaches and industry experts.

2. Key Services Provided (Direct Impact):

- Higher survival rates: Incubated MSMEs are 2–3x more likely to survive beyond 3 years.
- **Revenue growth**: Average annual turnover growth of 20–35% for incubated enterprises.
- **Job creation**: Each incubated MSME creates 1-3 jobs within 3 years of incubation.
- Innovation: Increased product diversification and adoption of new technologies eg

 Additive manufacturing and Computer Aided Design CAD

5. Some Business Incubators & Acceleration Programmes in the North West Province



SA Incubator 117 / Accelerator +45	Focus Area	Location
The Platinum Incubator (TPI)	Platinum beneficiation, jewellery manufacturing, SMME development	Rustenburg/ PTA
ORBIT Tvet Centre For Entrepreneurship	Hybrid centre for Startups (Student support)	Rustenburg /Mogwase
North West Growth Acceleration Programme (NWGAP)	High-growth MSMEs across sectors	Province-wide
Mafikeng Digital Innovation Hub (MDiHub)	Tech start-ups, 4IR solutions, digital skills	Mahikeng
Leema Township Incubator	Township-based enterprises, creative industries	Mogwase
Lepharo –Base Metals	Township-based enterprises, Base Metals incubator	Thlabane
North West University Business School Enterprise Development	Business leadership, entrepreneurship training	Mahikeng
Seda Technology Programme (STP)	Technology-driven SMMEs	Provincial Seda offices
AgriSETA-Aligned Agricultural Incubators	Farming, agro-processing, RPL programmes	Various districts
Private Sector Accelerators (e.g., Valterra Platinum supplier development, SADPMR beneficiation support)	Mining supply chain, precious metals	Rustenburg & Gauteng-linked

6. Some Strategic Partnership for Incubation



Strategic Partnerships & Support Received

Financial Support

- ✓ **ABSA Bank** Grant funding of **R120,000** each for selected TPI-incubated MSMEs over the past 4 years, enabling equipment purchases, marketing, and working capital.
- ✓ SEDFA- Grants for incubation for SMMEs Development
- ✓ MQA SETA- Funding of Skills Development and related Programs

Market Access

- Sibanye-Stillwater Mines Supplier development and procurement opportunities for TPI MSMEs, integrating MSMEs into mining supply chains.
- Bulk Orders & Corporate Gifts Procurement Commitments:
 - ➤ ORBIT TVET College Consistent procurement of MSME-produced goods.
 - > Valterra Platinum Supplier development and bulk purchasing.
 - > SADPMR Support for precious metals beneficiation enterprises.
 - > Other corporate buyers committed to local content products sourcing.

Equipment & Inputs

• **ESKOM** Enterprise Development— Equipment and input resources worth **R400,000** for TPI and its incubated enterprises, boosting production capacity by 48% over 3 years.

7. Business Acceleration Through Incubation Programs

the platinum incubator

Consistent Business Acceleration Through Procurement Bulk Orders from institutional buyers provide:

Predictable revenue streams

Economies of scale in production

Opportunities for reinvestment and expansion

Example: TPI MSMEs fulfilling large jewellery orders for SADPMR-linked buyers, sustaining year-round operations.

Key Takeaways

Incubation programmes significantly improve MSME survival, growth, and competitiveness.

Strategic partnerships with **banks**, **corporates**, **and government** amplify impact.

Market access is as critical as funding — consistent procurement drives long-term sustainability.

The North West Province has a **diverse incubation ecosystem** that can be leveraged for inclusive economic growth.

8. Conclusion

Business Incubation is a bridge between Industry, Academia, Government and Community. Incubators are where academia and naturally talented candidates get access industry and overall economy.

The final calls are:

- For MSMEs: Engage with local incubators to access resources, mentorship, and markets.
- For Corporates: Commit to local procurement and supplier development.
- For Government & Funders: Expand incubation funding and infrastructure to keep up with 4IR





Thank you



Opportunities Created by the New Public Procurement Act in Support of SMMEs



Provincial Treasury:
Advocate Thomas
Sekoboane



provincial treasury

Department:

Provincial Treasury
North West Provincial Government
REPUBLIC OF SOUTH AFRICA

North West Provincial Treasury









Let's grow North West together..

PRESENTATION ON OPPORTUNITIES PRESENTED BY THE PUBLIC PROCUREMENT ACT IN SUPPORT OF SMMES AS PART OF GOVERNMENT EFFORTS TO FOSTER ECONOMIC GROWTH AND INNOVATION

Presented by: Mr N Kunene

Head of Department





CONTENTS

- SMME's and the legal framework
- SMMEs: Driving Economic Growth and inclusion
- Provincial SMMEs Funding over the 2025 MTEF
- North West Enterprises Database
- Public Procurement As A Catalyzing Lever
- Public Procurement Act, 2024 Transformatory Legislative Reform
- Public Procurement Act, 2024 SMME Procurement Preference and Empowerment Measures
- Summary The Regime under the Public Procurement Act, 2024 (Act No. 28 of 2024)
- Conclusion
- Recommendation





SMME AND THE LEGAL FRAMEWORK

SMME's and the legal framework

- In a developing economy such as South Africa, the role of Small, Medium, and Micro Enterprises (SMME) cannot be disputed if the growth of our society is to be inclusive and transformed. This noble objective of transforming society is not a remotely hatched dream but is a constitutional imperative.
- In Section 217 (2), our Constitution allows organs of state to use public procurement to implement procurement policies that, in the allocation of contracts, specifically provide for transformatory programmes to the extent that these programmes protect and/ or advance persons, or categories of persons, disadvantaged by unfair discrimination.
- As early as 1994, our forebearers acknowledged through the government General Notice No. 1954 of 1994 on Reconstruction and Development Programme as published in *Government Gazette* No. 16085 dated 23 November 1994 that "Small, medium and micro enterprises need to play substantially larger part in economic activity" (see par 3.1.4 of the Economic Policy Framework chapter 3)





SMME'S AND THE LEGAL FRAMEWORK

SMME's and the legal framework

The subsequent legislative reforms, notably the Preferential Procurement Policy Framework Act, 2000 (Act No. 05 of 2000), in Section 2 (1) (d) (iii) allow organs of state to allocate preference points in line with specific goals aimed at addressing programmes included in this General Notice No. 1954 of 1994 promulgated in *Government Gazette* No. 16085 dated 23 November 1994.





SMMES: DRIVING ECONOMIC GROWTH AND INCLUSION

- Beyond economic contributions, SMME's generate jobs in rural areas, townships, and small towns, where large industries are scarce. This geographic spread, combined with a strong presence of women and youth-owned enterprises, makes SMME's key drivers of poverty reduction, economic inclusion, and community development.
- South Africa has about 2.7 million SMME's, however, only around 792,000 are formally registered, highlighting the need to move more businesses into the formal economy (Department of Small Business Development, 2024)
- These enterprises drive growth, contributing 52–57% of GDP and 61% of formal employment, making them vital for reducing unemployment, poverty, and inequality. (DSBD, 2024),
- For the quarter ended 30 June 2025, a <u>7 911</u> enterprises benefitted from public procurement in the North West Province, with <u>6 004</u> based in the Province. These were mostly youth and women owned entities.
- According to the data from the Central Supplier Database, as at 18 August 2025, there were 62 683 registered suppliers in the Nort West Province (most of which are SMME's), from a national total of 931 549. Only Free State and Northern Cape had lesser numbers at 41 293 and 26 297 respectively,





PROVINCIAL SMMES FUNDING OVER THE 2025 MTEF

- An allocation of R188 million over the MTEF, as detailed in the 2025/26 Provincial Estimates of Revenue and Expenditure, is set aside for the objectives listed below, among others:
 - ✓ **Empowerment Fund** is to support qualifying enterprises with production machinery and equipment to reduce their cost of doing business and improve viability and competitiveness in the market.
 - ✓ Comprehensive Business Development Support Services which is an important aspects of supporting the development of micro, small and medium-sized enterprises (MSMEs), which are known to create employment, generate income and contribute to economic development and growth.
 - ✓ Incubation programme to empower MSMEs within the North West Province using Incubation as a delivery model to meet the agreed deliverables.
 - ✓ Business Turnaround Solutions program supports businesses in distress by identifying problems and constraints that impact negatively on financial performance, growth and sustainability of businesses.
 - ✓ Enterprise Support Centres, Women & Youth Skills Development, Job Creation and Entrepreneurship programme provides quality services to enterprise and reduce the cost of doing business whilst ensuring that the entrepreneurs have access to business development services offered by various players in the value chain, has established seven (7) Enterprise Support Centres in rural and township areas.
 - ✓ The rural and township development programs to stimulate socio economic development through support of social enterprises, informal traders, co-operatives and private companies





PROVINCIAL SMMES FUNDING OVER THE 2025 MTEF

- An amount of R570 million over the 2025 MTEF is allocated to support Small-Scale and Emerging Farmers to boost agricultural production and rural livelihoods through Comprehensive Agricultural Support Programme (CASP) that provide funding for training and resources to the developing farmers while Ilima/Letsema aims to promote self-sufficiency by encouraging smallholder farming and increasing food production.
- As part of the Provincial Road Maintenance Grant (PRMG) with an allocation of R1.680 billion, the Expanded Public Works Programme is one of the flagship Programmes and priorities of the Department of Public Works and Roads as it aims to create employment and development emerging contractors. The Department will continue with the implementation of the Vuk'uphile Contractor Development and Itirele Programme in partnership with the National Department of Public Works, and Department of Transport with the intention of job creation, maximization and development emerging contractors.





NORTH WEST BUSINESS ENTERPRISES DATABASE

The NW Province (Provincial Treasury) established a **centralized**, **electronic platform (database)** that captures the diversity of North West-based enterprises, **active** and **inactive**, **formal** and **informal**, **urban** and **rural**, **irrespective of intention to trade with the state**. The aim is achieve the following **transformative objectives**:

- Comprehensive Supplier Profiling Mapping ownership patterns and areas of specialization, allowing a granular understanding of our province's economic landscape, enabling smarter, more inclusive economic planning'
- Closing Gaps in Supplier Registration Identifying service providers not yet registered on the CSD and utilising targeted outreach and walk-in support programs to assist willing businesses especially SMMEs owned by designated groups (ie women, youth, persons living with disabilities etc)
- **Driving Economic Transformation** connect relevant enterprises to emerging investment opportunities; maximize local impact, sustaining livelihoods, fostering entrepreneurship, and building a more resilient and inclusive economy



PUBLIC PROCUREMENT AS A CATALYZING LEVER

 Public procurement as a strategic enabler towards implementing policy perspective, can be used to stimulate economic growth and sustain SMME's.

 One of the innovative ways to achieve this is to research and invest in the reduction of cumbersome and costly mechanical and administrative processes that small to medium businesses have to wrestle with to access public procurement with minimal to no administrative support.



PUBLIC PROCUREMENT ACT, 2024 -TRANSFORMATORY 01 LEGISLATIVE REFORM

- The President assented to the Public Procurement Act, 2024 (Act No. 28 of 2024) on 18 July 2024 and it was promulgated in the Government Gazette on 23 July 2024.
- Once the development of the Regulations is finalised, and the Act is made effective by the President, in terms of section 69, this Act will be an overarching national regulatory framework for public procurement across all spheres of government.
- The Act has a specific focus in the SMME's throughout its chapter 4, which is a key chapter that outlines preferential procurement. In its body, the Act assigned the "small enterprise" a definition contained in section 1 of the National Small Enterprise Act, 1996 (Act No. 102 of 1996)
- The following broad objects of the PPA generally align with the fundamentals of SMME as critical economic units:
 - advancement of transformation, beneficiation and industrialisation (Section 2 (2) (c)
 - stimulation of economic development (Section 2 (2) (d)
 - promotion of innovation, sustainable development and the environmental rights (Section 2 (2) (g)





PUBLIC PROCUREMENT ACT, 2024 – SMME PROCUREMENT PREFERENCE AND EMPOWERMENT MEASURES

- Chapter 4 of the PPA is critical and demonstrates government's clear resolve to use SMME's in an effort to foster economic growth and innovation.
- The preferential paradigm in chapter 4 of PPA is expressed through the following layered structure:
 - (i) Set-asides (Section 17)
 - (ii) Pre-qualification (Section 18)
 - (iii) Sub-contracting as a condition of bid (Section 19)
 - (vi) Measures to advance sustainable development (Section 21)
 - (v) Measures for beneficiation and innovation, advancing creation of jobs, intensifi-cation of labour absorption and development of small enterprises within particular geographical area (Section 22)
 - (vi) Contract conditions (Section 23)





PUBLIC PROCUREMENT ACT, 2024 – SMME PROCUREMENT PREFERENCE AND EMPOWERMENT MEASURES

- In terms of chapter 4, the beneficiaries of public procurement under the Public Procurement Act are largely SMMEs.
- The <u>set asides</u> layer of the Act *inter alia* aims to benefit <u>small enterprises within a particular geographical area</u> (Section 17 (3) (i); <u>small enterprises</u> (Section 17 (3) (j); <u>cooperatives</u> (Section 17 (3) (k) and (l) <u>and cooperatives within a geographic areas</u> (Section 17 (3) (m)
- Section 18 on <u>pre-qualification</u> also *inter alia* targets preferential procurement to a "bidder subcontracting a prescribed minimum percentage to <u>small enterprises and co-operatives</u> owned by various targeted groups (women, youth, black people, people with disabilities etc (Section 18 (1) (b) (i) (x).
- Where feasible, section 19 (sub-contracting as condition of a bid) allows contracts to be advertised and awarded to bidders that sub-contracts small enterprises and co-operatives owed by specified designated groupings (Section 19 (2) (a j)
- Lastly, in sections 21 23 of chapter 4 (preferential procurement), the Act empowers organs of state to target SMME's by developing:
 - (i) Measures to advance sustainable development (Section 21)
 - (ii) Measures for beneficiation and innovation, advancing creation of jobs, intensifi-cation of labour absorption and development of <u>small enterprises</u> within <u>particular geographical area</u> (Section 22)
 - (iii) Contract condition (Section 23)





SUMMARY – THE REGIME UNDER THE PUBLIC PROCUREMENT ACT, 2024 (ACT NO. 28 OF 2024)

- Implementation of the Public Procurement Act, with its focus on giving impetus to the transformation of society, will provide legislative and policy tools to supporting SMMEs, especially those that will benefit previously disenfranchised communities (ie largely township and rural populations youth and women, persons living with disabilities, military veterans etc).
- Chapter 4 of this Act, dealing with preferential procurement, is replete with specific provision that direct procuring institution to prefer "small enterprises" owned by identified groupings it the set aside, prequalification and sub-contracting arrangements.
- Notably, section 22 of this Act allows procuring institutions to, when procuring, inter alia develop measures, in accordance with prescribed conditions, to develop small enterprises within particular geographical (ie localization).





SUMMARY – THE REGIME UNDER THE PUBLIC PROCUREMENT ACT, 2024 (ACT NO. 28 OF 2024)

- The aggressive preferential focus, empowerment and socio-economic ideals of the Public Procurement Act should, without creating risks that cannot be ameliorated with available risk management tools and processes, assist in the defragmentation of the current public procurement hegemony which is proving to be an entry barrier for SMME's.
- One key concern (risk) is possible fronting by big businesses with strong capital that can entice these smaller players into fronting activities, which defeat the very essence of empowerment.
- Systems will have to be implemented to monitor and evaluate the achievement of these empowerment initiatives within the SMME sector.



Department: Provincial Treasury North West Provincial Government REPUBLIC OF SOUTH AFRICA

CONCLUSION

- SMME's are a critical pillar of South Africa's economy, contributing significantly to GDP, formal employment, and socio-economic development, particularly in rural areas and townships. From a transformation point of view, SMME's sector benefits previously disenfranchised communities (ie largely township and rural populations youth and women, persons living with disabilities, military veterans etc),
- Despite their importance, SMME's face challenges that must be addressed to unlock their full potential in driving inclusive growth and development.
- In its efforts to place SMMEs at the center of the spectrum towards fostering economic growth, innovation and inclusivity, the Public Procurement Act, 2025 has been enacted as a seminal piece of legislation, to be operationalized through the soon to be finalised Regulations.
- Throughout the layered preferential procurement structure, the SMMEs identified for preference are those owned by <u>black people</u>; <u>black women</u>; <u>women</u>; <u>black people with disabilities</u>; <u>people with disabilities</u>; <u>military veterans</u>; <u>black people who are youth</u>; or <u>youth</u>.





RECOMMENDATIONS

Key Recommendations:

- The support package to SMME's should include advisory, improving access to finance/ finance, simplifying regulations, supporting SMME growth, invest in skills development, mentorship, and innovation programs to strengthen capacity and competitiveness
- The state should utilise public procurement as a strategic enabler towards implementing policy.
- Identify commodities that can be procured from SMMEs as a mechanism to facilitate entry to the markets. Where possible for strategic commodities such as the energy sector, these can be identified to allow established SMME to contribute to the national energy grid whilst creating employment and supporting the economy. It is a given that that a growing economy needs a stable grid to flourish and be an attractive market for foreign investors
- The Public Procurement Act provides mechanisms to assist with the stimulation and economic growth. The Act provides provisions to prefer SMME's in the procurement of goods and service and this should assist this sector.

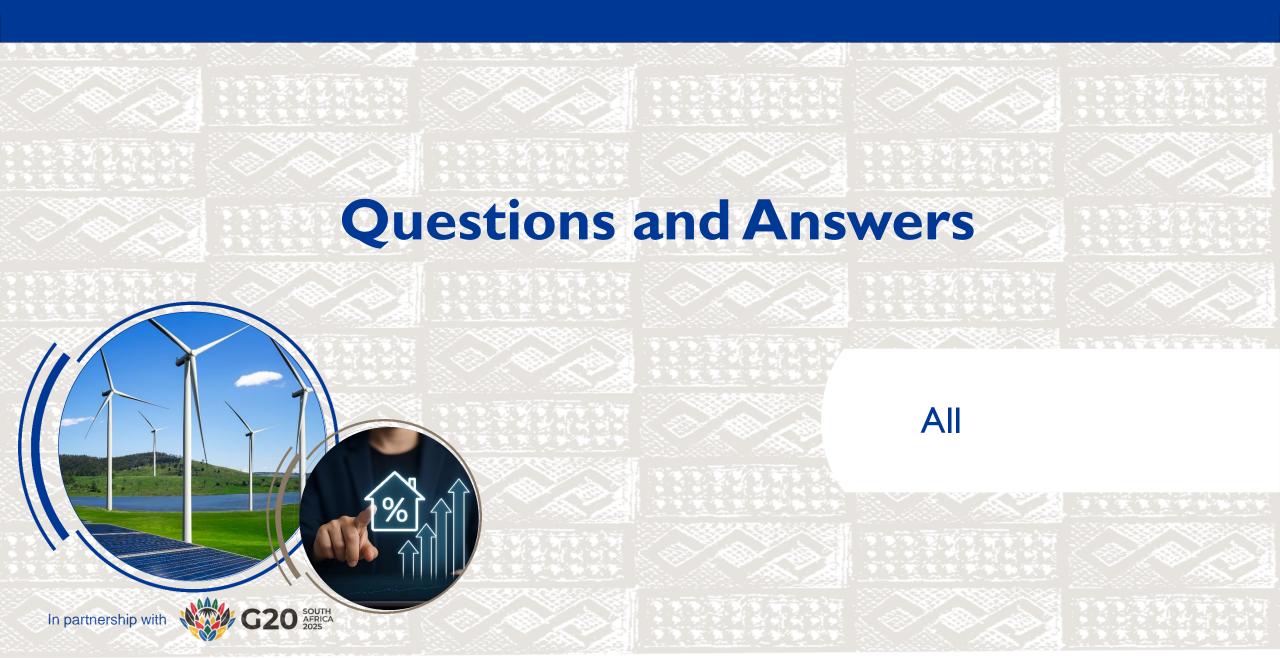


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