



ENTERPRISE DEVELOPMENT

Standard Bank *IT CAN BE*™

Standard bank's Enterprise Development Division is a division mandated by the Broad-Based Black Economic Empowerment Act 53 of 2003, to develop and support qualifying black-owned businesses. Its vision is to contribute to economic transformation through the provision of access to funding and development.

CRITERIA

- **51% or more black-owned** (broad-based black; South African citizen)
- **Trading within South Africa** and the majority shareholder be a Black South African citizen
- Total annual revenue less than R50m with preference for enterprises with an **annual turn-over <R10m**
- Main applicant needs to be a director with shareholding, and dedicated full-time to the business
- The business must have a valid B-BBEE certificate with an indicator of at least 51% black-ownership; this cannot be in the form of black-beneficiaries as often the case with NGO's/NPO's
- ED stand-alone funding must enable the customer to move towards commercial lending rails through either access to funding, development or access to markets – that is, businesses that are ultimately unable to self-sustain are not considered.

ED OFFERS THE FOLLOWING SOLUTIONS





1

PURCHASE ORDER SOLUTIONS

An offering aimed at assisting customers with valid purchase orders from government or private sector entities to fulfil their contractual obligations, with the maximum loan term of 90 days at prime + 2% and 2% once off management fee.

The validity of the purchase order is determined by a delivery date that is at least 14 days from the date of submission of all required documents.

REQUIRED DOCUMENTATION FOR PURCHASE ORDER FUNDING

- Valid purchase order
- Quotations (including delivery costs) from suppliers
- Company registration documents
- Original identity documents of Directors
- Central Supplier Database (CSD) report not older than three (3) months, if it's a public sector application
- Valid tax clearance certificate
- Proof of address for the company directors
- Company profile
- Curriculum vitae of member/Director
- Sworn affidavit of B-BBEE exemption or a B-BBEE certificate
- Bank details confirmation letter.

BENEFITS

- Low interest rate
- No Collateral required
- Ring-fenced process
- Quick turnaround



2 CONSTRUCTION SOLUTION

A solution aimed at providing working capital and building material to black-owned Small, Micro and Medium Enterprises (SMMEs) that have valid contracts issued by either a Public or Private Sector institutions. Standard Bank has entered into partnership with Massbuild (Builders) and Tusk CSS, a construction support company, to provide this solution to your business.

REQUIRED DOCUMENTATION FOR CONSTRUCTION SOLUTION

- Appointment letter
- Bill of Quantity
- KYC documents (ID and Proof of Residence)
- Financial Statements
- Assessment of surety
- Tax clearance
- Company profile
- Sworn affidavit of B-BBEE exemption or a B-BBEE certificate
- NHBRC.

BENEFITS

- Collateral free finance and credit
- Low interest rate
- Flexible payment periods on credit facilities
- No interest, no delivery stoppages on overdue Builders account up to 60 days
- Construction support services as added value
- No upfront payment.



3 STAND-ALONE SOLUTIONS

ED also provides credit-enablement solutions aimed at supporting customers' credit application in collaboration with our regional credit team. This is done by utilising other ED mechanics.

- 1. Credit top-up:** ED can bridge the shortfall between the client's funding need and the funds approved by credit.
- 2. Cash cover:** ED can pledge collateral on behalf of the client for an application that has been approved by credit.
- 3. Full ED Funding:** ED can fund the starting up of commercially viable businesses.

REQUIRED DOCUMENTATION FOR ED STAND-ALONE FUNDING

- Business Plan/Company profile
- Latest financial statements (existing business) and Up to date management accounts (existing business)
- Personal statement of assets and liabilities for sureties
- Detailed 12 month cash flow forecast
- Company registration documents
- Identity documents of all members/directors
- 6 months' bank statement on business account if not held with Standard Bank
- Curriculum vitae of all member/Director
- Company profile
- Contracts if held
- 6 months' bank statement on business account if not held with Standard Bank
- Breakdown of what the lending is required for.

BENEFITS

- No collateral is required
- Interest free lending.

***Pricing and more information can be obtained from the ED team – please send us an email to:
Enterprisedevelopment@standardbank.co.za**

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