



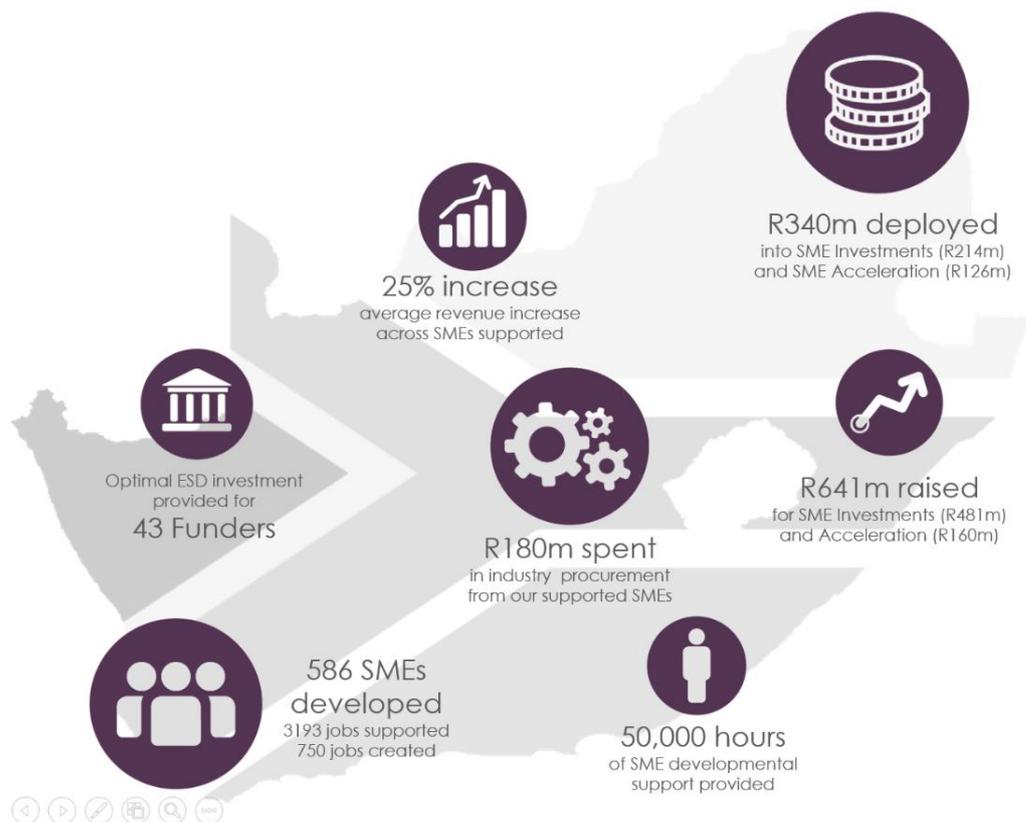
## QUARTERLY UPDATE: OCTOBER – DECEMBER 2018

### A STRONG FINISH TO 2018

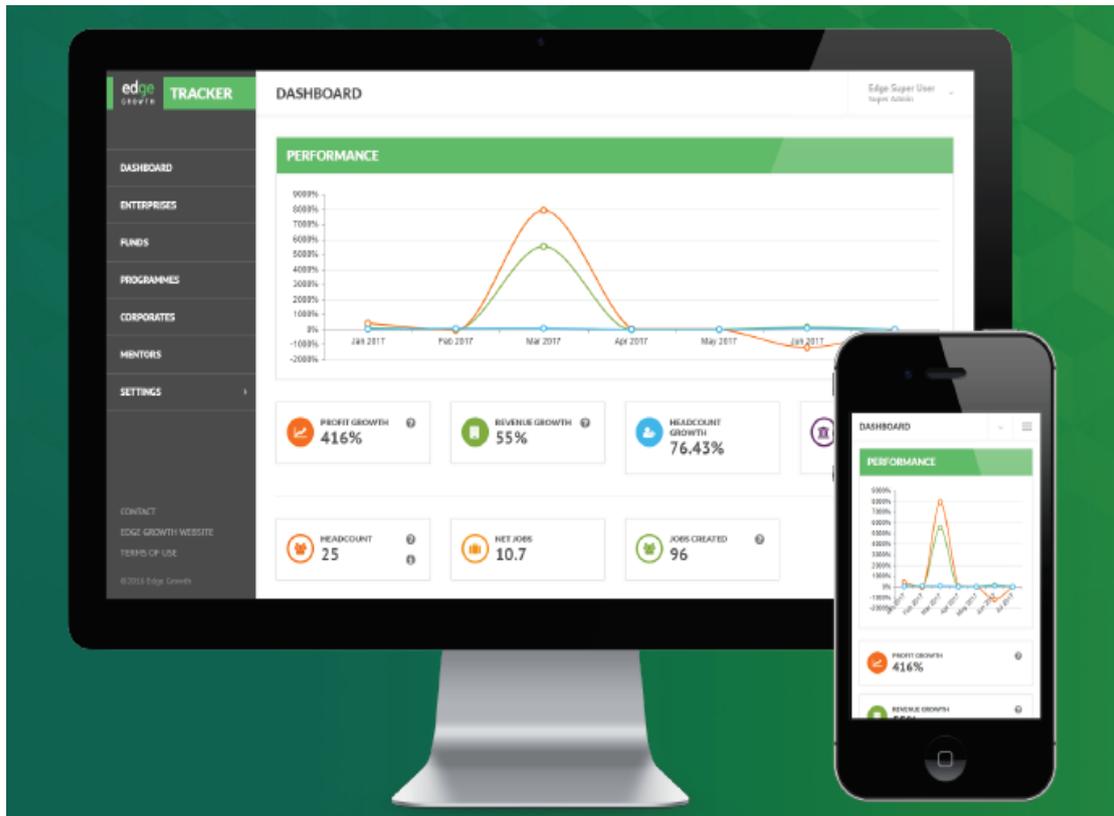
Due to the growing support from our valued Funders we achieved a strong finish to 2018.

During the fourth quarter of 2018, the ASISA SME Investment Trust deployed R14 million in investment support to industry SMEs and received R35 million in new contributions from funders for the continued financial support of SMEs. The ASISA ESD Manco further deployed R10 million in developmental support for industry SMEs and received an additional R43 million in contributions from funders during the quarter under review for the continued support of SMEs into the 2019 calendar year.

We are grateful for the support of our stakeholders, which leaves us well positioned to further grow our impact in 2019. Our scorecard since inception is detailed in the diagram below:



## ASISA SME DATABASE ENABLES SUPPLIER DEVELOPMENT



The ASISA SME Database, launched in the final quarter of 2018, has already been adopted by many of our funders as their chosen SME Database solution. Currently the database lists more than 200 qualifying SMEs and offers an easy to use search function.

The database enables our stakeholders to access SME information for procurement purposes. Subscription to the database at a nominal annual fee provides subscribers with Supplier Development Points.

The SME Database also monitors the growth of SMEs supported by our funder's contributions, tracks the engagement of mentors working with the SMEs and allows useful insights and impact metrics to be monitored and downloaded for reporting purposes.

Once our new website launches later this quarter, the database can also be accessed online. We will provide more details on this once the new website has gone live.

## NEW INVESTMENTS

In the quarter under review the Investment Committee approved the deployment of capital to Weaver Investment Management (Pty) Ltd.

### WEAVER INVESTMENT MANAGEMENT



Weaver Investment Management ("Weaver") is a majority black-owned and black-managed investment management business. The founding directors, Owen Khumalo and Ngoni Gwatidzo, have over 60 years combined experience in the financial services industry encompassing asset management, asset consulting, employee benefits consulting, multi-manager investments and retirement fund administration. The company (formerly known as Gatzo Independent Advisors) was established 10 years ago and has maintained a successful track record managing multi-manager portfolios. Weaver's value proposition rests on three pillars, namely:

- Keeping costs to a minimum by blending passive with active solutions in portfolios.
- Transformation by using black asset managers together with traditional managers in all local asset class building blocks.
- Independence, as Weaver is not owned by any of the large insurance companies, banks or asset managers. This enables Weaver to offer unbiased advice to clients.

We believe that supporting the growth of a black-owned investment management business of Weaver's calibre is in line with ASISA's strategy of promoting greater access and inclusive economic growth.

Therefore, in recognition of Weaver's high growth potential, especially in an environment of default investment portfolios in the retirement fund space and consolidation in the umbrella fund space, the ESD Investment Committee approved the deployment of capital, which will be used for:

- Appointment of additional employees;
- Office rental;
- IT costs;
- Marketing and distribution costs;
- Auditing and compliance costs; and
- General office expenses.

[\*\*\*Find Out More\*\*\*](#)

## SUPPLIER DEVELOPMENT PROGRAMMES

### SANLAM ESD PROGRAMME



Launched in 2013 in partnership with the ASISA ESD initiative, the Sanlam ESD Programme is one of our flagship programmes. At present the programme has two key focus areas – supplier development known as Accelerate, and distribution development known as Elevate.

Accelerate is targeted at supporting businesses and helping them assimilate into large corporates' supply chains. Elevate, on the other hand, focuses on providing promising financial planning practices with the necessary business skills to grow. Overall, these two streams contribute to the programme's aims of promoting transformation, job creation as well as SME growth in the financial sector and the economy at large. Currently there are a total of 15 businesses enrolled in the Accelerate programme and 1821 in Elevate.

Accelerate's first year supplier development cohort, which consists of seven businesses, reflected good progress at the end of 2018. The businesses reached impressive milestones with respect to establishing relationships with large corporates interested in procuring their services. A few notable examples include Mindtrix, Jonga and BIZA Holdings.

- Mindtrix is a Cape Town based creative design agency owned and managed by Bheki Kunene. The business offers a range of services including brand development, brand strategy, graphic design and web design.
- Jonga is a home-based insurance tech start up operating in Cape Town and was founded by Ntsako Mgiba and Ntando Shezi. Jonga has been developing a low-cost security product for low income communities over the last two years, which is now ready for market. In 2018, Jonga successfully became a supplier to Santam, when the short-term insurer procured a batch of devices from them.
- BIZA Holdings is a fintech companion platform and consulting service that seeks to equip brand and creative agency teams with business intelligence as well as functional cost management support. The two founders, Andrew Olsen and Craig Kensley, previously secured deals to implement their pilot with both Santam and Sanlam, and initial results from each one are very positive.

As the Sanlam ESD Programme heads into its sixth year in 2019, we look forward to more good news stories and growth from the current cohort, as well as the new cohort of eight that will be selected and onboarded during March 2019.

## LET'S ENGAGE

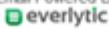
We are excited about continuing and strengthening our relationship with you, our valued stakeholder. If you have any questions about this report or if you would like to discuss new opportunities, please feel free to contact us on:

Call: +27 (021) 671 2658

Email: [Asisaesdfund@edgegrowth.com](mailto:Asisaesdfund@edgegrowth.com)

Website: [www.asisa.org.za](http://www.asisa.org.za)

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