

**2017**

**INTEGRATED REPORT**



*Advancing Transformative  
Industrialisation*



Industrial Development Corporation

**Your partner in development finance**

The IDC is a state-owned development finance institution primarily mandated to provide funding for the development of industry in South Africa and the rest of Africa.



Industrial Development Corporation

Your partner in development finance

## INDUSTRIES THAT WE FUND



**BASIC CHEMICALS AND CHEMICAL PRODUCTS**



**AGRO-PROCESSING AND AGRICULTURE**



**INDUSTRIAL INFRASTRUCTURE**



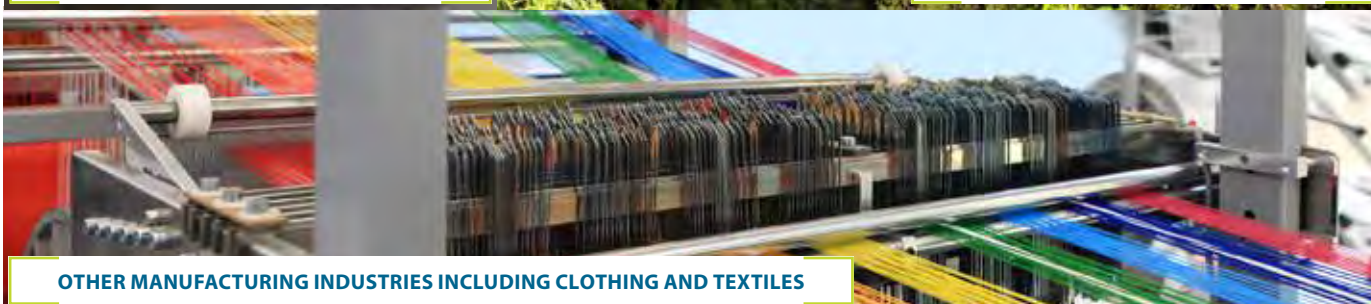
**MINING, BASIC METALS AND METAL PRODUCTS**



**NEW INDUSTRIES**



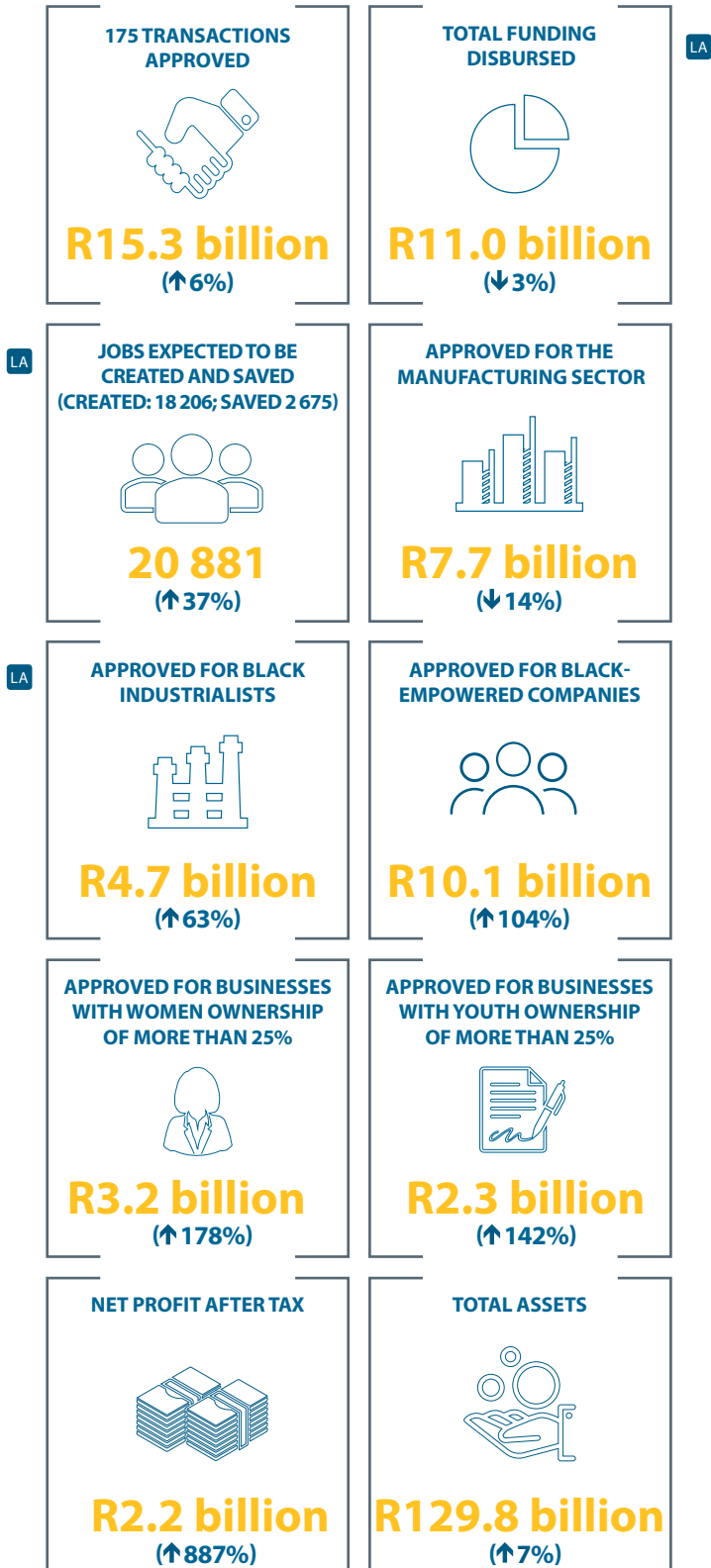
**TOURISM, ICT AND MEDIA**



**OTHER MANUFACTURING INDUSTRIES INCLUDING CLOTHING AND TEXTILES**

## PERFORMANCE HIGHLIGHTS

IDC continues to play a meaningful role in developing industry and contributing to the transformation of South Africa's economic landscape while remaining financially sustainable.



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-  Increase Industrial Development
-  Maintain Financial Sustainability
-  Human Capital
-  Stakeholders
-  Natural Environment
-  Utilisation of Resources
-  **LA** Refers to Limited Assurance

### REPORTING PACK

This Integrated Report forms part of a suite of reports. This report, other documents in this year's suite, and previous years' reports are available online at [www.idc.co.za](http://www.idc.co.za)



**2017  
INTEGRATED  
REPORT**



**2017  
ANNUAL  
FINANCIAL  
STATEMENTS**



**2017  
RESULTS  
PRESENTATION**



**Minister Ebrahim Patel**

**Industrial funding is a key instrument to reignite growth and to shift our economy onto a new inclusive growth path. The funding strategy has to adjust to both structural and cyclical trends in an economy.**

Technological innovations, developments in the political economy (local and global) and demographic factors will reshape the South African economy over the next decades in profound ways:

- The greater use of robotics, artificial intelligence and data-based networks in more economic and social applications will disrupt economies, markets and jobs.
- Economic populism in developed country markets may result in changes to trade, investment and migration policies that affects the economic integration project
- Pressures to address high levels of ownership concentration in the economy, inequality in the society and joblessness will require structural changes to the economy to ensure a fairer, more inclusive and broader-based growth model
- sharp levels of urbanisation and inward migration to South Africa and a large youth demographic that is not being tapped sufficiently with job and entrepreneurial opportunities, will place pressure on infrastructure, labour markets and social policies.

These developments come on top of contemporary or cyclical factors: changes in the commodity demand cycle, a domestic economy that has gone into recession, a sovereign ratings downgrade to sub-investment level by some agencies, serious concerns about governance within public enterprises and in procurement systems, slow global and continental growth.

They place greater value on smart governance to manage these new and older challenges - and sometimes contradictory forces and outcomes - to the benefit of South Africans as a whole and we should identify what we can do (for example skills retraining, R&D investments, job-rich industrialisation).

To achieve national economic goals require that we build on our advantages: location on a continent with huge potential; leveraging more from our position as Africa's largest industrial base; a strong and sophisticated financial market, a technical and professional skills base that is expanding; valuable deposits of natural resources that can be a source of new industrialisation, pockets of industrial innovation; advanced infrastructure in many parts of the country, a youthful population that can be a source of energy and enterprise, growing cities and urban densities that can benefit the economy, among many strengths.

The Industrial Development Corporation presents its annual report and releases its financial statements in this context.

The report records a number of gains that the IDC has made: increasing its approval of new projects and the expected jobs impact and expanding transformation through higher levels of funding for black industrialists and youth and women-empowered companies. It also increased its net profit last year.

The report points to significant headwinds and challenges in the economic environment that impacted on the IDC, resulting in slower levels of disbursements as companies postpone investment decisions, weaker approval levels for manufacturing (including the labour-intensive agro-processing and clothing & textiles sectors) and limited progress to achieve the corporate investment targets set for the IDC.

A new "national deal" to get back to investment grade and to address the needs of our people requires a roadmap consisting of four crucial elements:

- Developing a credible growth story that places emphasis on sectors and market-opportunities with high growth and job-creation potential, attracts investment and ensures effective implementation of the State's nine-point plan.
- Transforming the economy to make it more inclusive, bringing black South Africans, young people, the rural poor and the urban unemployed into the economy with speeded-up actions against high levels of economic concentration, inequality, social exclusion and joblessness
- Ensuring integrity in governance and decision-making, manage our fiscal policies responsibly and sustainably, to inspire confidence among our people

- Deepening domestic economic partnerships, with greater efforts to pursue a social compact between government, business and labour that focusses on jobs, investment and transformation.

The IDC can play a key role, with other public agencies, to respond to this forward-looking agenda:

**Growth story:** through its funding for industrial development, the IDC is attracting investors to the economy and facilitating the creation of sustainable jobs. The R15.3 billion funding that IDC approved during 2017, the highest nominal level yet, is facilitating R47 billion of investment in the economy. The report provides a number of case-studies of partnerships with private sector investors and industrialists.

To assist priority sectors, government has set up a Steel Competitiveness Fund to be administered by the IDC. The R95 million that the Economic Development Department will be transferring from its budget over the next three years, will allow the IDC to make available R1.5 billion at lower interest rates to improve the ability of this industry to compete on the international stage. The Fund will be available to foundries, valve and pump manufacturers, steel fabricators and capital equipment manufacturers including black industrialists, to help the core of our manufacturing industry to survive difficult global economic conditions.

The corporate targets set for the IDC for the new financial year will require that it expands its approval and disbursement levels and focus on a greater economic growth impact to its work.

**Transformation:** in the past 12 months, IDC investment resulted in 20 881 jobs that will be created and saved. R10.1 billion of the funds approved were for to black-empowered companies (which refers to companies with at least 25% shareholding by black South Africans). Of this sum, R4.7 billion will benefit companies that are controlled by black industrialists. Funding to women-empowered and

youth-empowered businesses also increased to R3.2 billion and R2.3 billion respectively. Transformation is both a social imperative and a source of growth as the economy is opened up to more black and youth entrepreneurs, the structure is shifted to greater local value-addition rather than export of raw materials only and more jobs are created for each billion investment committed.

**Governance integrity:** in executing its duties, the IDC is responsible for the approval of large sums of money and must always be subject to high levels of integrity in its decisions. The IDC has systems of corporate governance in place and to enhance transparency and accountability and has from June 2017, begun publishing details of all the investors to whom it provides industrial funding. The IDC and state-owned companies will need to further strengthen systems of governance to take account of legitimate public concerns about corruption. The IDC has focused on growing its portfolio and deepening its transformation impact whilst maintaining its financial sustainability.

The IDC's status as a financially sound, administratively well-run institution is a result of dedicated people who focus on the task of industrial funding and good governance. I wish to thank Ms Busisiwe Mabuza and the Board of the IDC for their guidance and support to IDC's management as well as the strong governance culture which they instil. I also thank Geoffrey Qhena, who continues to leads the Corporation through challenging times and the IDC management and staff who support him.



**E Patel**

Minister of Economic Development

30 June 2017



The IDC achieved commendable outcomes in a year characterised by high levels of uncertainty and by a slowing economic growth momentum, globally and domestically.

The rate of increase in world output, at 3.1% in calendar year 2016, was the weakest since the global financial crisis. Rather extraordinary geo-political developments at times dominated international headlines and affected investor and business confidence around the globe.

World trade remained under pressure, impacting on the performance of many export-reliant economies. Although commodity prices recovered during the course of the year, the underlying market fundamentals have not yet supported a sustained recovery. Alongside the relatively subdued demand for most industrial resources, this continued to affect the performance of many African economies. As a key market for South Africa's manufactured exports, Sub-Saharan Africa's subdued growth has been of particular concern.

South Africa's economic growth has been declining gradually for a number of years. Its gross domestic product increased by only 0.3% in calendar year 2016, the lowest rate of expansion since the 2009 recession, and the economy entered a technical recession in the second half of the reporting period. Concerns over the possible outcomes of rating agencies' reviews of South Africa's sovereign credit ratings also loomed large.

### COUNTER-CYCLICAL AND TRANSFORMATIVE

The IDC's stakeholders expect us to play a counter-cyclical role during an economic downturn. Our funding activity, both with respect to approvals and disbursements, support private sector investment activity, project conceptualisation and development, as well as business partners in distress due to the currently unfavourable economic environment.

Fixed investment spending by the private sector in the South African economy declined by 5% in real terms during the reporting period. The drop in IDC disbursements on a year-on-year basis reflects, to a large extent, the challenging operating conditions and investment climate faced by the business and investor communities over this period.

Notwithstanding the unfavourable economic environment, IDC funding approvals reached an all-time high in the past year, contributing to restoring business confidence and investment activity over the short- to medium-term.

South Africa's economic growth has been below potential for several years and also at considerably lower rates than those of some of our emerging market peers. As a country endowed with a wealth of natural and human resources, we can and must turn this performance around.

We at the IDC are confident that our industrial development strategies, which are based on a value chain approach, will enable us to contribute effectively towards this objective.

The agro-processing and agriculture, chemicals and pharmaceuticals, and metals and mining value chains have been prioritised, and our efforts aimed at their expansion and improved competitiveness are achieving some notable successes. While exploiting opportunities for their downstream and upstream development, with the local, regional, and/or global economies as target markets, the associated business activities funded by IDC are generating much-needed employment opportunities and preserving existing jobs, directly and indirectly.

**The Board has noted the progress achieved in value chain development, and emphasised the need for a more integrated approach for greater impact, particularly with regard to competitiveness improvements, jobs-rich and inclusive development, as well as economic transformation.**

Although our strategies did not deviate significantly from the previous year, the environment in which the Corporation is operating has necessitated the prioritisation of existing initiatives, such as those aimed at addressing economic inclusivity and assisting businesses in distress.

South Africans have manifested frustration with the slow pace of transformation of the economy. In this regard, the IDC's strategies to enhance inclusivity are bearing fruit. The funding approved for Black Industrialists and black-empowered companies, as well as for women and youth entrepreneurs was substantially higher in the year under review. This is enabling their increased participation in the formal economy and in sharing the rewards of its growth.

In February 2017, the Ministers of Trade and Industry and of Economic Development reached an agreement that the National Empowerment Fund should become a wholly-owned subsidiary of the IDC. This will be an important milestone in South Africa's quest for inclusive growth and economic transformation. A legislative process needs to be followed and we are currently in the process of obtaining all requisite approvals.

Financial sustainability is imperative for the IDC to continue delivering on its mandate in the long run. In the current difficult economic environment, which not only affects the performance of our existing portfolio, but also tends to raise the risks associated with new funding applications, we are monitoring trends in key financial indicators such as impairment levels very closely, and are taking the necessary pre-emptive actions. The performance of our subsidiaries is also crucial in this regard, hence the emphasis on closer oversight and strategic decision-making on future support so as to achieve the required return on investment.

We also embarked on certain new initiatives during the year, including an assessment of our leadership's competencies vis-à-vis the strategic requirements. The process started with the executive team and will be followed next year by our senior managers and their possible successors. The aim is to enhance the IDC's leadership capabilities and ensure continuity by building leadership bench strength.

## SOLID GOVERNANCE

**The trust of our stakeholders is of paramount importance. We believe that we have earned and maintained their trust over the years, but do not take it for granted.**

Our robust governance system, which is based on best practice globally, has played a major role in this regard. Sound corporate governance is vital for the IDC's success and, accordingly, the Board and management are committed to applying the principles and processes deemed necessary to ensure that good governance is practised in all of its dealings and other day-to-day operations.

Taking into consideration changing circumstances and the feedback received from stakeholders, we reviewed the Board Charter during the year. The emphasis was on avoiding and/or managing directors' conflicts of interest, decision-making by consensus and voting mechanisms in instances where consensus is not possible, improved transparency, and refining the role of each Board Committee. The Directors' Rotation Policy was altered to limit the participation of individual directors on the Board to a maximum of three terms of three years each.

We approved changes to the Directors' Conflict of Interest Policy, which now prohibits directors from doing business with the IDC. On matters in which directors are regarded as being conflicted and in line with the requirements of the Public Finance Management Act (PFMA), it ensures that they are not provided with the respective Board documentation or participate in the relevant deliberations so as to safeguard objective decision-making.

In keeping with high levels of transparency, the Corporation is identifying appropriate forms of disclosing transactions, including those involving politically exposed persons.

In addition, and complementing the messaging already effected through our website and media releases, the IDC is making increased use of public announcement platforms, such as the Johannesburg Securities Exchange SENS system, for timely communication of important matters.

## ACKNOWLEDGEMENTS

On behalf of the Board, I congratulate the Chief Executive Officer, Mr Geoffrey Qhena, his executive team, as well as the management and staff of the IDC for achieving admirable outcomes during a challenging year.

We thank Mr Brian Molefe, who retired during the year under review, for his contributions to the Board's deliberations.

Our gratitude is also extended to the Minister of Economic Development, Mr Ebrahim Patel, the Economic Development Department under the leadership of Acting Director General Mr Malcolm Simpson, and to the members of the Portfolio Committee for Economic Development and the Select Committee on Economic and Business Development, for the invaluable guidance and support provided to the IDC in executing its important developmental mandate.



**BA Mabuza**  
Board Chairperson

28 June 2017

# COMPANY OVERVIEW

## VISION

To be the primary driving force of commercially sustainable industrial development and innovation for the benefit of South Africa and the rest of Africa.

## MISSION

The Industrial Development Corporation is a national development finance institution whose primary objectives are to contribute to the generation of balanced, sustainable economic growth in Africa and to the economic empowerment of the South African population, thereby promoting the economic prosperity of all citizens. The IDC achieves this by promoting entrepreneurship through the building of competitive industries and enterprises based on sound business principles.

## OUR VALUES

Our day-to-day activities and business conduct are guided by our values

**PARTNERSHIP**

+

**PROFESSIONALISM**

+

**PASSION**

## OUR FUNDING MODEL

### THE IDC IS FUNDED THROUGH:

- Internal profits
- Divestment of mature investments
- Borrowing in domestic and international markets

We use these to provide funding to businesses in the form of loans and equity investments

**LOAN FUNDING**

**EQUITY FUNDING**

- Interest payments
- Capital repayments
- Dividend receipts
- Capital growth and realisation

Proceeds from this funding are used to repay borrowings, cover our costs and grow our balance sheet to re-invest in future businesses

## OUR STRATEGY



### INCREASE INDUSTRIAL DEVELOPMENT



- Be proactive and strategic in developing priority industries
- Align our funding activities with government's economic, industrial and infrastructure policies
- Integrate industries across the continent
- Address the needs of SMMEs particularly through sefa

### MAINTAIN FINANCIAL SUSTAINABILITY



- Manage concentration risk in our portfolio
- Diversify income sources in our portfolio
- Improve portfolio management

See page 13 for more information on our strategy

### HUMAN, SOCIAL, AND NATURAL CAPITAL



#### HUMAN CAPITAL

- Enhance skills and capacity
- Entrench a culture of performance and development



#### STAKEHOLDERS

- Improve customer service
- Leverage other financiers
- Identify industry development opportunities through broader sectoral engagement
- Develop Black Industrialists and increase funding to women and youth entrepreneurs
- Contribute to policy development
- Build strong communities around IDC-funded projects



#### NATURAL ENVIRONMENT

- Improve IDC's and industry's environmental sustainability





#### UTILISATION OF RESOURCES

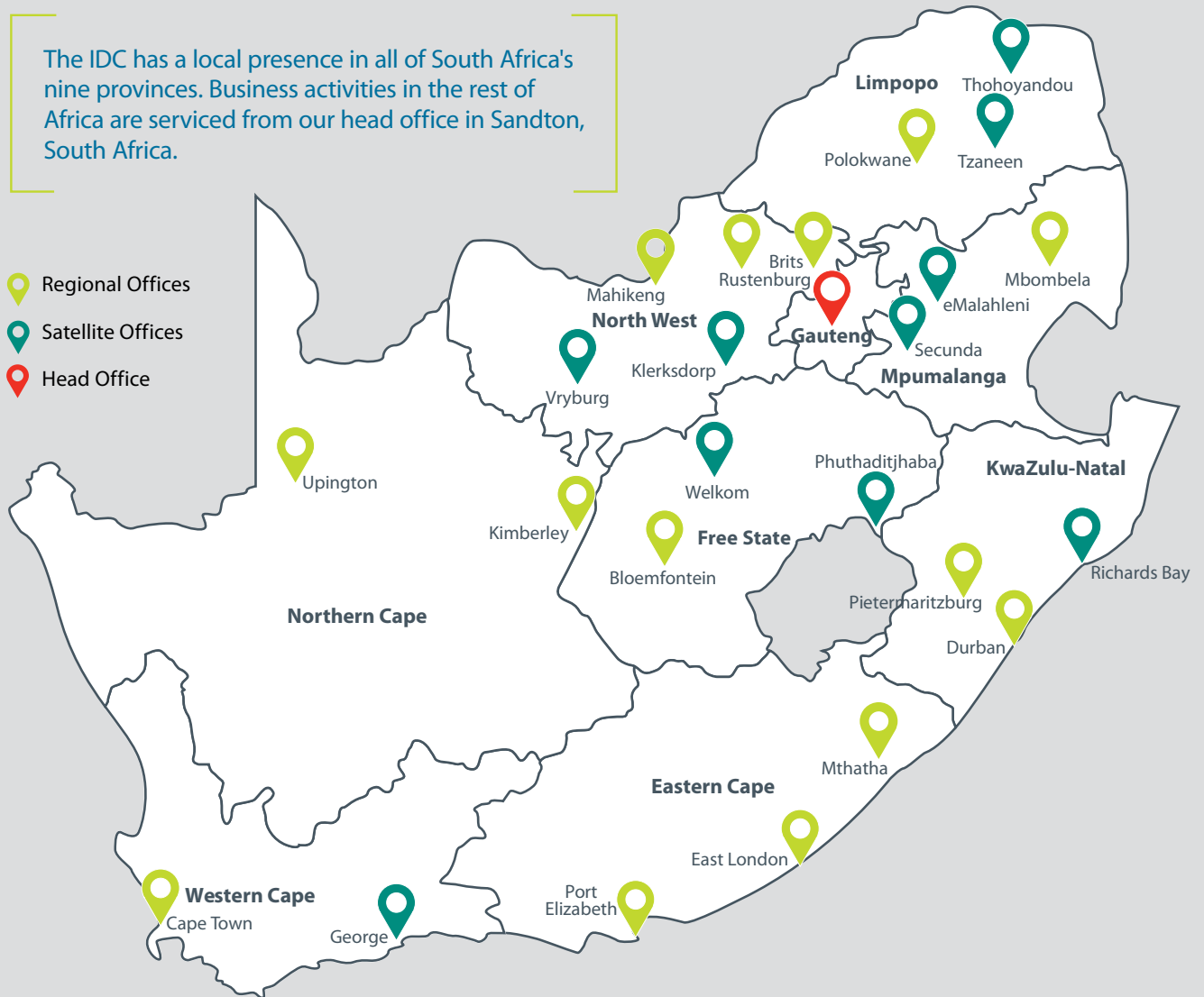
- Enhance efficiencies



## REGIONAL FOOTPRINT

The IDC has a local presence in all of South Africa's nine provinces. Business activities in the rest of Africa are serviced from our head office in Sandton, South Africa.





















-  Regional Offices
-  Satellite Offices
-  Head Office



Funding approved for the five years from 2013 to 2017









Jobs expected to be created and saved for the five years from 2013 to 2017

Northern Cape	North West	Limpopo	Mpumalanga	Gauteng
 <b>R15.1 bn</b>	 <b>R1.2 bn</b>	 <b>R9.3 bn</b>	 <b>R3.2 bn</b>	 <b>R18.5 bn</b>
 <b>5 890</b>	 <b>9 664</b>	 <b>15 790</b>	 <b>7 065</b>	 <b>25 607</b>
<b>Total exposure at cost: R12.3 bn</b>	<b>Total exposure at cost: R6.4 bn</b>	<b>Total exposure at cost: R9.2 bn</b>	<b>Total exposure at cost: R3.2 bn</b>	<b>Total exposure at cost: R18.2 bn</b>
Free State	KwaZulu-Natal	Eastern Cape	Western Cape	Outside South Africa
 <b>R0.6 bn</b>	 <b>R5.7 bn</b>	 <b>R5.3 bn</b>	 <b>R6.7 bn</b>	 <b>R2.6 bn</b>
 <b>1 075</b>	 <b>14 059</b>	 <b>8 050</b>	 <b>11 806</b>	 <b>17 countries</b>
<b>Total exposure at cost: R0.6 bn</b>	<b>Total exposure at cost: R3.7 bn</b>	<b>Total exposure at cost: R4.2 bn</b>	<b>Total exposure at cost: R4.6 bn</b>	<b>Total exposure at cost: R10.3 bn</b>

Total exposure refers to the amount of loans and equity funding outstanding










OUR BUSINESS MODEL

OUR RESOURCES	
CAPITAL	HOW THE RESOURCE IS USED TO ENABLE OUR BUSINESS MODEL
 <p><b>FINANCIAL CAPITAL</b></p> <ul style="list-style-type: none"> <li>Dividends and capital profits from equity investments</li> <li>Interest and capital repayments from loans provided</li> <li>Borrowings</li> <li>Funds managed on behalf of others</li> </ul>	<ul style="list-style-type: none"> <li>Extending new loans</li> <li>Making new equity investments</li> <li>Repaying borrowings</li> <li>Cover operating expenses</li> <li>Subsidising interest rates</li> </ul>
 <p><b>SOCIAL CAPITAL</b></p> <ul style="list-style-type: none"> <li>Network of entrepreneurs, clients and project partners</li> <li>Government ties</li> <li>Other funders and development partners</li> </ul>	<ul style="list-style-type: none"> <li>Sourcing transactions</li> <li>Developing and co-invest in projects</li> <li>Providing inputs to policy formulation</li> <li>Leveraging our balance sheet to increase impact</li> </ul>
 <p><b>HUMAN CAPITAL</b></p> <ul style="list-style-type: none"> <li>Our employees</li> </ul>	<ul style="list-style-type: none"> <li>Assessing funding applications</li> <li>Monitoring and managing our portfolio and all other aspects of our business</li> </ul>
 <p><b>INTELLECTUAL CAPITAL</b></p>  <ul style="list-style-type: none"> <li>Industry-specific and macro-economic research</li> <li>Knowledge gained through our industry experience</li> <li>Due-diligence, project development, credit-granting, and post-investment processes</li> </ul>	<ul style="list-style-type: none"> <li>Crafting strategies for the development of industries</li> <li>Providing inputs to policy formulation</li> <li>Allows us to identify and manage risk in the businesses that we fund</li> </ul>
 <p><b>MANUFACTURED CAPITAL</b></p> <ul style="list-style-type: none"> <li>IT infrastructure and systems</li> <li>Country-wide infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>Improving our processes</li> <li>Connecting with our stakeholders</li> </ul>



SUPPORT ACTIVITIES



CATEGORY	ACTIVITIES
<p><b>ACTIVITIES DIRECTLY RELATED TO PROVISION OF FUNDING</b></p>  	<ul style="list-style-type: none"> <li>Assessing the viability of business plans</li> <li>Providing funding to potentially viable businesses</li> <li>Developing and funding industrial projects</li> <li>Sourcing partners for industrial projects</li> </ul>
<p><b>ACTIVITIES SUPPORTING THE DEVELOPMENT IMPACT OF OUR BUSINESS</b></p> 	<ul style="list-style-type: none"> <li>Providing non-financial support to entrepreneurs</li> <li>Developing and managing specialised funding products to address specific development outcomes</li> <li>Undertaking industry and economic research</li> <li>Participating in government and private sector industry and economic development initiatives</li> </ul>
<p><b>ACTIVITIES DIRECTLY SUPPORTING THE FUNDING ASPECTS OF OUR BUSINESS</b></p>  	<ul style="list-style-type: none"> <li>Sourcing and managing loans and other funds at the lowest possible cost to pass on these benefits to our clients</li> <li>Managing our portfolio of loans and investments to ensure that we collect payments, interest and dividends and exit from mature investments</li> </ul>
<p><b>CROSS-CUTTING SUPPORTING ACTIVITIES</b></p>    	<ul style="list-style-type: none"> <li>Financial management</li> <li>Human capital management</li> <li>Information technology</li> <li>Strategy and continuous improvement</li> <li>Governance, compliance and legal</li> <li>Risk management</li> <li>Corporate affairs and marketing</li> <li>Procurement</li> </ul>

Icons represent areas of the IDC's strategy that address the specific aspect. See page 6.

Note on natural capital: Although our own utilisation of natural resources is not material, it is important for industries that we develop and a key input for most of our clients.

## OUTPUTS

### FUNDING PROVIDED



CUMULATIVE VALUE APPROVED

5 years: 2013-2017

**R68 bn**

DISBURSEMENTS

5 years: 2013-2017

**R59 bn**

### TRANSACTIONS APPROVED



NUMBER OF APPROVALS

5 years: 2013-2017

**1 001**



### EMPLOYEES TRAINED



TRAINING COST AS A % OF STAFF COST

2017

**2.0%**

### FUNDING RAISED



VALUE OF BORROWINGS RAISED

5 years: 2013-2017

**R44 bn**

### INFORM INDUSTRIAL POLICY



INDUSTRIAL POLICY RELATED OUTPUTS (2017)

- Industry research completed on, *inter alia*, automotive components, fertilisers, energy storage, yellow metal, medical devices, and nanotechnology
- Participation in Agriculture, Land Reform and Rural Development Operation Phakisa
- Contribution to the Steel Industry Task Team
- Participation in Poultry Industry Task Team

## DEVELOPMENT OUTCOMES

### INVESTMENT GENERATED



INVESTMENT FACILITATED

5 years: 2013-2017

**R200 bn**



### JOBS CREATED AND SAVED



DIRECT AND INDIRECT JOBS IMPACT

5 years: 2013-2017

DIRECT

**99 006**

INDIRECT

**245 000**

TOTAL

**344 006**

### INDUSTRY SECTORS SUPPORTED



SECTORAL DISTRIBUTION OF FUNDING APPROVALS

5 years: 2013-2017

51% Manufacturing  
20% Electricity generation  
18% Mining  
9% Services  
2% Agriculture

### DEVELOPING RURAL AREAS



NUMBER OF DIRECT JOBS CREATED/SAVED IN RURAL AREAS

5 years: 2013-2017

**32 155**



### ECONOMIC TRANSFORMATION



CUMULATIVE VALUE OF FUNDING FOR BLACK ECONOMIC EMPOWERMENT

5 years: 2013-2017

BLACK-EMPOWERED

**R15 bn**

BLACK-OWNED

**R16 bn**

CUMULATIVE VALUE OF FUNDING FOR WOMEN AND YOUTH EMPOWERMENT

YOUTH-EMPOWERED

**R4 bn**

WOMEN-EMPOWERED

**R8 bn**

### FINANCIAL OUTCOMES



2017

TOTAL ASSETS

**R130 bn**

5 years: 2013-2017



NET PROFIT AFTER TAX

**R8 bn**



See overleaf for our Key Risks

KEY RISKS

RISK	RISK MITIGANTS
	<p><b>MACRO-ECONOMIC CONDITIONS</b> Macro-economic conditions impacting the IDC's business, including weak domestic and/or export demand and overall fixed investment activity, as well as potential downgrades to South Africa's credit rating.</p> <p>This risk is monitored through regular analysis of economic, political and legal events and assessment of potential implications with resultant interventions.</p> <hr/> <p><b>CREDIT RATINGS DOWNGRADES</b> Potential credit ratings downgrades on SA's sovereign and IDC's credit rating.</p> <p>The IDC's rating is to a large extent determined by the sovereign rating. Interventions are introduced to manage some of the impact of ratings downgrades. Regular scenario planning, contingency funding and liquidity plans are in place.</p> <hr/> <p><b>CARBON TAXES PAID BY IDC'S SUBSIDIARIES AND ASSOCIATES</b> The high impact of the cost of carbon taxes payable by IDC subsidiaries and associates on its financial sustainability.</p> <p>Carbon Tax Management Strategy for the IDC as well as at material subsidiaries and associates.</p> <hr/> <p><b>WATER SECURITY IMPACTING IDC CLIENTS/ INVESTMENTS</b> Non-availability of water.</p> <p>Special drought relief funding introduced in conjunction with the Land Bank to clients affected by the unavailability of water.</p> <hr/> <p><b>DEBT AND EQUITY PRICING</b> Inadequate/inappropriate debt and equity pricing of facilities provided to IDC clients impacting negatively on IDC's financial sustainability.</p> <p>Development and implementation of robust pricing models for equity and debt transactions. Monitoring and enhancement of our sources of funding.</p> <hr/> <p><b>COMMODITY MARKETS RISK</b> A slump in commodity prices and volume demand can have a negative effect on IDC portfolio and financial sustainability.</p> <p>Continuous portfolio monitoring and management. Monitoring of exposure to commodities.</p>
	<p><b>PROACTIVE NEW BUSINESS GENERATION</b> The inability to proactively source new business.</p> <p>Continuous training and execution of proactive industry development strategies. Targeted and regular engagement with our existing and potential business partners or stakeholders.</p> <hr/> <p><b>CREDIT RISK</b> Non-payment by the IDC's business partners and non-recoverability of investments.</p> <p>This is managed through quarterly Investment Monitoring Committee meetings, which ensure that appropriate intervention strategies are in place to monitor the risk. A well-defined Credit and Investment Policy, together with an approved delegation of authority policy, is in place for the approval of transactions.</p> <hr/> <p><b>WINNING ORGANISATIONAL CULTURE</b> Culture, behaviour, values and change in mind-set not being aligned to deliver on mandate and strategy.</p> <p>This is mitigated by implementing a culture transformation initiative, conducting cultural awareness sessions and ongoing employee engagement. An approved process of achieving the desired culture, behaviour and values is monitored by executive management and the Board.</p> <hr/> <p><b>HUMAN CAPITAL CAPACITY</b> Not having adequate human capital resources to deliver on the IDC's strategy.</p> <p>The risk is mitigated by retention strategies, i.e. competitive remuneration and total reward offering. Focusing on employee education and training as well as study assistance packages for personal development.</p> <hr/> <p><b>STAKEHOLDER EXPECTATIONS RISK</b> The IDC not responding to stakeholder needs.</p> <p>Execution of the Stakeholder Engagement Strategy. Regular and formalised engagement with key stakeholders.</p> <hr/> <p><b>SUBSIDIARY DELIVERY AND PERFORMANCE RISK</b> The viability of subsidiaries and their ability to deliver effectively.</p> <p>Board representation on key subsidiaries. Subsidiaries' performance is monitored on an ongoing basis by both the IDC and the Board.</p>

## RISK

## RISK MITIGANTS



### INSUFFICIENT PARTICIPATION BY BLACK INDUSTRIALISTS IN THE ECONOMY

The risk of the IDC's inability to implement government strategy on Black Industrialists.

The introduction of Black Industrialist preferential pricing schemes and business support. Active participation and representation on the Black Industrialists programme through the dti.

### HIGHLY VOLATILE LISTED SHARE PORTFOLIO

The value of IDC's listed investments declining.

The introduction of corrective relevant actions to manage the risk as well as a long-term diversification strategy to reduce the volatility of the portfolio.

### INDUSTRIAL ACTION

Labour market volatility at investee companies.

This risk is mitigated principally by labour relations training for staff at investee companies and active workplace forums. Compliance with labour regulations by our investee companies.

### IT SECURITY RISK

Unauthorised access to electronic information could lead to information being compromised.

Firewalls and antivirus software are amongst the mitigants for this risk. Regular testing of our systems to prevent access by unauthorised users.

### NON-COMPLIANCE WITH HEALTH AND SAFETY REGULATIONS OF IDC INVESTEE COMPANIES AND BUSINESS PARTNERS

Non-compliance with health and safety regulations of clients.

Environmental health and safety audits at inception and during the life of the investment.

### COMPETITION ACT ISSUES

Prohibited practices: The abuse of dominance, horizontal agreements, vertical agreements as well as behaviour resulting in the lessening of competition in the market.  
Merger control: notification of notifiable transactions to competition authorities.

Competition law compliance training for relevant units.  
Legal due-diligence is conducted on all transactions prior to approval.



### BUSINESS CONTINUITY RISK

Adverse events that impact the organisation's ability to operate/resume operations following a major business disruption.

This risk is allayed by having the necessary business continuity plans in place and by ongoing disaster recovery plan testing.

### LEGAL AND REGULATORY COMPLIANCE RESULTING IN FINES (LOCAL AND FOREIGN)

The IDC not meeting its legal and regulatory requirements across the various industries and countries of operation.

Some of the key controls in place to mitigate this risk include the Legal department's systems and monitoring procedures as well as a compliance manual and policies. An independent and adequately resourced Compliance department is in place.

### ETHICAL CONDUCT AND BEHAVIOUR

Consists of all forms of internally and externally conducted theft or fraudulent activities including unethical business practices and behaviour.

This risk is alleviated by internal controls, fraud and ethics awareness training as well as the activities of the Governance and Ethics Committee, amongst others. All incidences of fraud and unethical behaviour are investigated independently.

### THE MATURITY OF THE IDC'S RISK MANAGEMENT ARCHITECTURE

A lack of a well-defined and fit-for-purpose risk management strategy by the IDC.

This risk is mitigated by having Board-approved risk governance structures and committees, a combined assurance approach to the management of risk. A "three lines of defence" risk management framework is in place with independent Internal Audit, Risk Management and Compliance departments.

### ELECTRICITY SUPPLY

The risk presented to the IDC's investments as a result of unreliable electricity supply.

This risk is mitigated by offering Green Energy Efficiency Funding to our intensive energy users. Active participation and funding of renewable energy transactions are maintained.



High risk



Medium risk



Low risk

## MAKING TRADE-OFFS

In an environment where various forms of capital are scarce there are many competing needs from multiple stakeholders. To create value for our shareholder, trade-offs are made. This requires us to proactively make tough decisions to allocate resources effectively to the strategic focus areas that will deliver the most value in the long term.

The primary trade-offs that are made and the respective rationales are presented below.

Trade-off	Strategic focus area	Material matter
<b>Trade-off between short-term goals and long-term industrial development</b> Project Evolve requires the IDC to be more proactive in the development of industries and the associated value chains. The IDC endeavours to optimise resources between achieving short-term goals and investing in activities that will have an impact in the long term.	Increase Industrial Development	Industrial Development  Financial Sustainability
<b>Trade-off between developmental and financial returns</b> The cost of the IDC's funding can be excessive for some clients, which affects IDC's developmental impact. This necessitates a customised pricing model that takes into account the potential development impact of a transaction and foregoes higher financial returns.  In addition, the IDC deliberately assists businesses that are facing challenges to ensure their long-term sustainability. The focus on development targets and those industries where the economy needs to be competitive can result in lower levels of recoveries and losses if the interventions to improve businesses fail to have the desired effect.	Maintain Financial Sustainability	Financial Sustainability  Industrial Development  Socio-economic Development
<b>Trade-off between capital- and labour-intensive industries</b> The IDC is targeting job creation to alleviate unemployment. It needs to balance investment in more capital-intensive industries that do not create many direct jobs, but have the potential to unlock downstream economic activity and increase competitiveness. This will result in investment in downstream businesses that create jobs, often at a lower cost, but that do not always have a catalytic impact on industrial or value chain development.	Increasing Developmental Impact	Industrial Development  Human Capital

## SELECTED PERFORMANCE INDICATORS

Indicator	2018 projected	
	Base	Target
<b>Development impact</b>		
Value of funding disbursed (R'bn)	14.5	18.5
Total value of funding approved – with agreement signed (R'bn)	13.4	17.8
Funding to Black Industrialists – value of funding with an agreement signed (R'bn)	4.9	7.4
Funding to women-empowered businesses – value of funding with an agreement signed (R'bn)	1.2	1.5
Funding to youth-empowered businesses – value of funding with an agreement signed (R'bn)	0.8	1.0
Funding in support of government localisation initiatives – value of funding with an agreement signed (R'bn)	4.4	5.1
Expected direct jobs created and saved – at signature of agreement (number)	23 951	29 488
<b>Financial and efficiency indicators</b>		
Impairments as a percentage of the portfolio at cost (%)	18.4	16.4
Net interest, dividends, fees and money market income as a percentage of total assets (%)	3.9	4.4
Growth in reserves (%)	Yield on LT government bonds	Yield on LT government bonds + 2%
<b>Subsidiaries</b>		
sefa – Performance rating (Rating between 1-5)	3	5
Scaw – Operating profits/(losses) (R'm)	(97)	(87)
Foskor – Operating profits/(losses) (R'm)	(216)	(194)

## OUR STRATEGY

The IDC's strategy is focused on the need to maximise development impact through jobs-rich industrialisation and competitiveness improvements, achieving other development outcomes, and ensuring the long-term sustainability of the Corporation by addressing specific issues related to financial capital, our human capital, stakeholders, the natural environment and by increasing the efficient use of resources.

Our strategy development is a continuous process with a formal annual review. These reviews take into account changes in the operating environment and are guided by robust discussions by the Board, executive management as well as other senior management. Strategies targeting specific industries and functional areas are developed with inputs from experts in their respective fields throughout the Corporation.

Details of the pillars of our strategy and how they address different aspects of our business model can be seen on page 6 of this report.

## PROJECT EVOLVE

To enhance certain aspects of our strategy, as from April 2015, we implemented a project to prioritise industries so as to ensure that we increase our effectiveness and maximise our impact on the economy. The selection of these priority industries was based on

assessments of South Africa's current and long-term growth potential, our ability to make a meaningful impact, and their alignment to government priorities. Three value chains were identified where our proactive support could make the largest impact on direct and indirect job creation through increased competitiveness, the development of downstream industries and higher levels of exports – especially into markets in the rest of Africa.

In addition, we are assuming a greater role in proactively nurturing and developing industries that might not currently play a significant part in the South African economy, but have the potential for growth in the future. New sectors that derive their strength from innovation, science and technology are particularly important. Another priority area aims to address the negative impact that the infrastructure backlog has on the development of industry. We are targeting infrastructure projects that can unlock industrial development.

Projects in the rest of Africa are supported where they benefit South African industry through procurements from local businesses, local ownership, or forming part of a regional value chain.

Project Evolve also identified opportunities to increase the IDC's operational efficiencies and effectiveness.

2017 performance			2016	2015
Actual	Base	Target	Actual	Actual
11.0 <span>LA</span>	11.9	14.4	11.4	10.9
13.7 <span>LA</span>	10.8	15.1	16.5	10.3
4.9	2.5	4.6	4.5	2.3
3.3	1.0	1.5	3.0	0.8
1.7	0.7	1.0	0.9	0.2
4.8	2.1	3.6	4.7	3.5
20 155	16 800	20 000	18 010	19 731
16.7	17.9	15.5	16.9	16.7
4.1	4.7	5.2	4.8	5.1
7.5	Yield on LT government bonds (8.9)	Yield on LT government bonds+2% (10.9)	(8.2)	(15.1)
3.2	3	5	3.1	3.6
(787)	51	56	(1 074)	(1 085)
(902)	559	615	(569)	(410)

### PRINCIPAL OBJECTIVE AND DEVELOPMENT OUTCOMES

The funding that we provide to businesses is directed at increasing investment in industrial sectors. Our investments are aimed at expanding capacity in productive sectors, enhancing value addition to raw materials, improving the competitiveness of industries, increasing exports and import replacement, and integrating value chains across borders.

It is through these investments and the resulting enhancements to industry, that development outcomes that deal with the socio-economic issues facing the country are addressed.

#### PRINCIPAL OBJECTIVE

- Lead industrial capacity development

#### DEVELOPMENT OUTCOMES

- Facilitation of decent sustainable direct and indirect jobs
- Development of Black Industrialists and support for women and youth entrepreneurs
- Increased development in poorer areas and higher integration of regional economies
- Promotion of entrepreneurship and small and medium enterprise (SME) growth
- Advancement of environmentally sustainable growth
- Increased sector diversity and localised production
- Support for the transformation of communities

### OPERATIONAL STRUCTURE

The Corporation consists of 11 divisions, each headed by a Divisional Executive reporting to the Chief Executive Officer (CEO).

Four of these divisions are directly involved in transactions, performing due-diligences on businesses applying for funding and developing projects. These divisions consist of individual units focusing on specific value chains and industries, with applications and projects pertaining to a specific industry being handled in the relevant unit. This approach allows the units to specialise and build industry expertise.

These operational units are supported by four divisions that provide support in terms of:

- The legal aspects of transactions
- Assisting with business turnarounds

- Strategy formulation
- Supporting targeted groups of entrepreneurs
- Assessing internal and external risks.

Other corporate support functions such as ensuring compliance, providing secretarial services, IT services, risk management and others are also performed in these divisions.

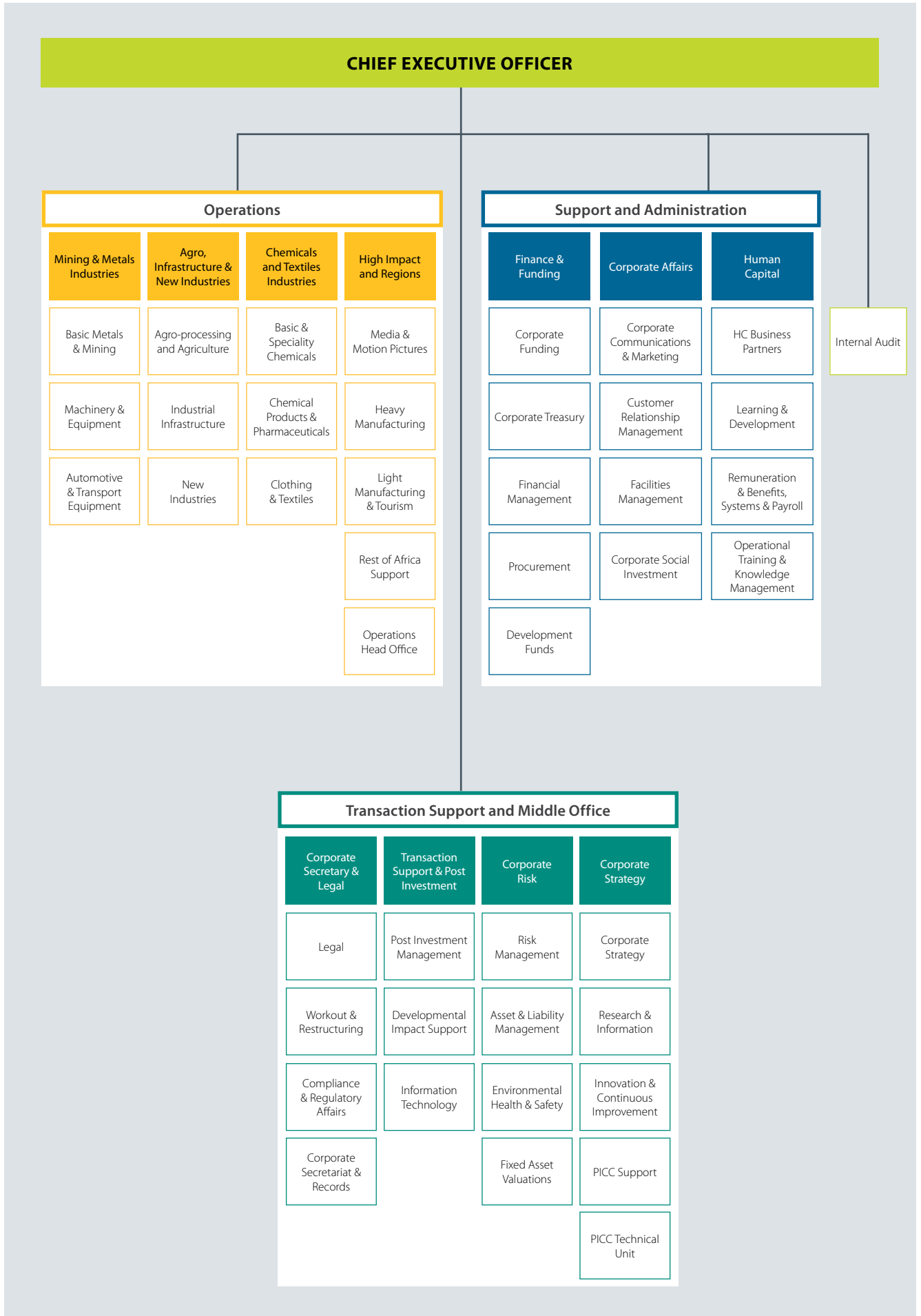
Three divisions provide administration and support functions related to finance and funding, corporate affairs and human capital, with the internal audit function reporting operationally to the CEO.



Our funding for Fair Price Furnishers, with its 100% black ownership, supported the company to increase its capacity. Fair Price Furnishers manufactures a range of furniture products for low-to middle-income groups. IDC's funding enabled the company to purchase plant and equipment to expand its operation in Brits, North West. The funding created 183 jobs.



**OPERATIONAL STRUCTURE**



## MATERIAL MATTERS

### INTRODUCTION

Our definition of materiality with regard to integrated reporting and the process followed for determining material issues, are based on the published guidelines of the IIRC. These take into account our strategic intent and operating context as a state-owned enterprise (SOE), as well as the guidelines of the International Federation of Accountants (IFAC) and the Global Reporting Initiative (GRI).

Our executive management is responsible for managing the material issues in a structured way and ensures that the list remains current and relevant. The Board Audit Committee (BAC) validates the list of material issues.

### OUR DEFINITION OF MATERIALITY

We consider a matter to be material if it supports our strategic goals as a state-owned development finance institution and has the potential to substantially affect our ability to create and sustain value in the short, medium and long term.

### CREATING VALUE

As a key implementer of relevant government policies, we support our shareholder, the State, through its shareholder representative, the Minister of Economic Development, in achieving our mandate and delivering on our goals.

### OUR MATERIALITY DETERMINATION PROCESS

A range of external and internal influences is taken into account, and a matter is considered to be relevant if it is deemed worthy to the appropriate stakeholders, if it links to significant risks confronting the IDC, or if it lies at the heart of our strategies. Issues that could substantially impact our ability to create financial value and deliver development returns over time are also considered to be material.

In addition to stakeholder consultations and engagements, we conduct research into industry best practice and the reporting themes and practices of our contemporaries. The process ends with a validation of the outcomes and confirmation of compliance with the requirements of the relevant frameworks.

We rely on existing, ongoing engagement mechanisms with stakeholders to gather feedback for our integrated report content.

The 11 material issues identified in 2013 were merged into five during 2015. These were revisited during the year under review to test their continued relevance. A revised list of seven material issues emerged from this process and these are introduced in this report.

### STRATEGY

Strategic priorities for the year are identified during Board strategy and business planning sessions. The strategic imperatives rest on our strategic pillars.

### KEY RISKS

Top risks are identified and evaluated in terms of magnitude and likelihood. Issues that could substantially affect value creation are identified and linked to strategy, governance, performance and prospects. Our risk management process and key risks are outlined on pages 10, 11 and 64 of this report.

### STAKEHOLDERS

Key to the process of determining our material issues is an in-depth understanding of our stakeholders and the information they require to evaluate our performance.

The issues identified by stakeholders are prioritised on the basis of their significance in terms of our economic, environmental and social impacts. The issues with the highest priority are the material issues, which we judge necessary to report.

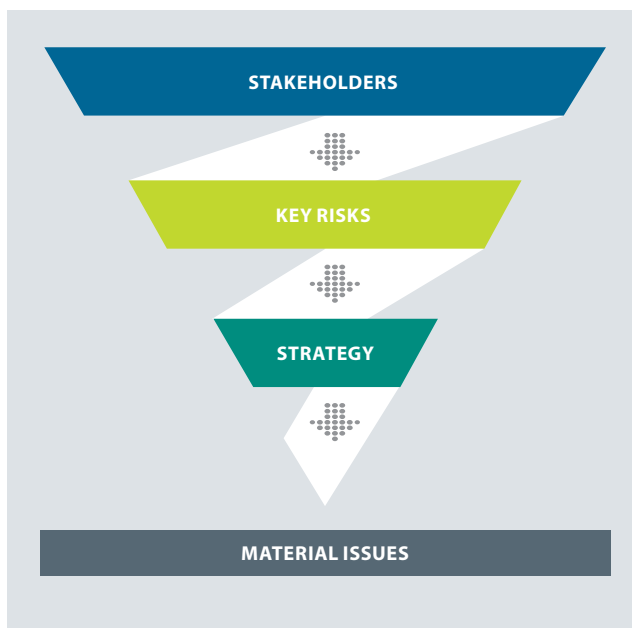
### STAKEHOLDER ENGAGEMENT OBJECTIVES

Our Stakeholder Engagement Policy recognises the following objectives:

- To identify, focus on and deepen stakeholder relationships
- To create a better understanding of stakeholder needs, leading to positive stakeholder perceptions
- To influence the social, economic and environmental policy framework within which the IDC operates to enable industrial development
- To increase engagement with sector players for better coordination of opportunities and programmes
- To improve our understanding of customer needs, leading to enhanced customer experience
- To improve communication channels
- To interact with stakeholders, to anticipate changes and challenges in the environment in which the Corporation operates, thereby optimising opportunities and minimising risk
- To entrench the IDC brand
- To enhance the delivery of our strategic objectives and projects.

### MATERIALITY FILTER

Issues emerging from three elements, namely our stakeholders, our strategy, and the key risks faced by our organisation, are evaluated in terms of probability and potential impact on our ability to create value.



### STAKEHOLDER UNIVERSE

Our stakeholders are ranked in terms of two parameters: our potential impact on the stakeholder, and the stakeholder's influence on the IDC. Where stakeholders rank high in both these areas, there is a high level of interdependence between us and the stakeholder. These stakeholders are therefore considered the most important and their requirements are prioritised.

The stakeholders with the highest levels of influence and dependence are government structures involved with industrial policy and economic development, lenders, our employees, and our clients and project partners as shown in the top right sector in the figure on page 17. Government exerts a strong influence on our strategic direction as it determines the country's broader policy direction and, in some instances, set policy which directly impacts on us. As a key implementer of some of these policies, the IDC also has a large impact on these government structures.

This is because the success of these policies – and by implication their performance, and government’s ability to deliver on its goals – are dependent on our performance in these areas. We also rely on government to create an enabling environment that is conducive to investment and economic growth to help facilitate our role as a Development Finance Institution (DFI) involved in industrial development.

We depend on other domestic and foreign financial institutions to raise capital required for our investment activities. Simultaneously, we have a high impact on these lenders as they depend on us to honour our financial commitments to them.

Without our human capital we cannot mobilise financial capital. We rely on our people in all aspects of our operations. Our people’s fortunes are also closely tied to those of the Corporation as they rely on the IDC to remunerate them fairly, ensure that their skills remain relevant and provide them with opportunities to develop and grow.

We rely on project partners and clients for the implementation and successful running of projects to ensure that we can achieve our goal of industrial capacity development and the development outcomes we pursue.

Project partners rely on us for funding and long-term support to ensure the success of projects.

The second tier of stakeholders are those that rank “high” on one of the axes in the diagram and “medium” on the other axis. These include potential IDC clients, communities around IDC-funded projects, IDC subsidiaries, provincial government, and regulators, including National Treasury.

Top risks and strategic priorities are mapped to the material issues of stakeholders and the most significant issues that emerge from the three perspectives are clustered.

### EVALUATION AND PRIORITISATION OF MATERIAL MATTERS

Material matters are identified by reviewing Board submissions, quarterly reports to the shareholder, our operating environment, risk management processes and findings, and stakeholder issues. Our material issues were prioritised by assessing the impact of delivering on our strategy and risk metrics in the context of our strategy.

We respond by:

- Assessing the impact on risk tolerance and risk appetite
- Actioning activities to manage material matters
- Evaluating scenarios.




We report outcomes to the Board and stakeholders and we review and monitor our performance on these issues.




## Stakeholder prioritisation

<b>Stakeholder's influence on the IDC</b>	<b>High</b>	<ul style="list-style-type: none"> <li>• Rating agencies</li> </ul>	<ul style="list-style-type: none"> <li>• Regulators</li> <li>• Government departments not mentioned elsewhere in the table with an interest in the sectors that IDC funds</li> <li>• National Treasury</li> <li>• Mature listed investments where IDC has a low shareholding</li> <li>• Department of Small Business Development (sefa)</li> </ul>	<ul style="list-style-type: none"> <li>• Economic Development Department (EDD)</li> <li>• The Department of Trade and Industry (the dti)</li> <li>• Portfolio Committee on Economic Development and Select Committee on Economic and Business Development</li> <li>• Employees</li> <li>• Strategic project partners</li> <li>• Lenders (bondholders, commercial banks, DFIs, PIC, UIF)</li> <li>• Existing and potential clients</li> </ul>
	<b>Medium</b>	<ul style="list-style-type: none"> <li>• Media</li> </ul>	<ul style="list-style-type: none"> <li>• Government departments not mentioned elsewhere in the table</li> <li>• Banks and other financial services providers</li> <li>• Governments of African countries other than South Africa</li> <li>• Business associations</li> <li>• Organised labour</li> <li>• SOEs</li> <li>• The unemployed</li> </ul>	<ul style="list-style-type: none"> <li>• Broader communities around IDC-funded projects</li> <li>• IDC’s subsidiaries</li> <li>• Provincial governments</li> </ul>
	<b>Low</b>	<ul style="list-style-type: none"> <li>• Former employees</li> <li>• Potential employees</li> <li>• Higher education institutions</li> <li>• Activist bodies</li> </ul>		<ul style="list-style-type: none"> <li>• Suppliers</li> </ul>
		<b>Low</b>	<b>Medium</b>	<b>High</b>
<b>IDC’s impact on the stakeholder (interest)</b>				

**STAKEHOLDER ENGAGEMENT**

The table below summarises our engagements with key stakeholders, their expectations from us, and our responses to their concerns.

Stakeholders	How we engage with them	What matters to them	How we respond to matters	The impact of our actions	Link to material issues
<b>Employees</b> 	<ul style="list-style-type: none"> <li>Combination of face-to-face, written, electronic and print communication</li> <li>Employee engagement surveys and focus group meetings</li> <li>Quarterly CEO engagement sessions</li> <li>Divisional Executive feedback sessions</li> <li>Regular line manager meetings</li> <li>Team effectiveness sessions</li> </ul>	<ul style="list-style-type: none"> <li>Making a difference</li> <li>Transparent communication</li> <li>Information on IDC's strategy and their role in its implementation</li> <li>Work/life balance and a conducive working environment</li> <li>Market-related remuneration and benefits</li> <li>Personal development and career advancement</li> </ul>	<ul style="list-style-type: none"> <li>Regular employee information sharing sessions</li> <li>Annual Star Awards to recognise top performers</li> <li>Market-related employee benefits, rewards and recognition</li> <li>Learning and development opportunities</li> <li>Leadership assessments</li> <li>Regular performance assessments</li> </ul>	<ul style="list-style-type: none"> <li>Defined culture, vision and transformation journey, focusing on customer-centricity</li> <li>Improved employee engagement</li> <li>Talent management through improved skills and capacitation</li> <li>Certification as a Top Employer</li> </ul>	<ul style="list-style-type: none"> <li>Customer expectations</li> <li>Governance regulation and risk management</li> <li>Human capital</li> <li>Financial sustainability</li> </ul>
<b>Economic Development Department</b> 	<ul style="list-style-type: none"> <li>Ongoing and an annual strategic meeting with Minister of EDD and IDC Board</li> <li>Ongoing and quarterly meetings with the Director-General and other officials</li> <li>Meetings between IDC employees and EDD officials</li> </ul>	<ul style="list-style-type: none"> <li>Increased levels of industrial financing, especially for women, youth and Black Industrialists</li> <li>Job creation through beneficiation, regional development and labour-rich sectors of the economy</li> <li>Proactively identifying investment opportunities across value chains</li> <li>Assistance in policy research and coordination of projects (including PICC)</li> <li>Compliance to Public Finance Management Act (PFMA) and good governance</li> <li>Alignment to National Growth Path (NGP), Industrial Policy Action Plan (IPAP) and National Development Plan (NDP)</li> </ul>	<ul style="list-style-type: none"> <li>Increased marketing to women, youth and Black Industrialists through CEO regional roadshows and Youth conference</li> <li>Funding for local suppliers to the government infrastructure programme</li> <li>Support for PICC and collaboration with government on its Strategic Integrated Projects (SIP 5 &amp; 8)</li> <li>Proactively identifying funding opportunities</li> <li>Contributing to the formulation and implementation of policies</li> </ul>	<ul style="list-style-type: none"> <li>Increased levels of industrial financing</li> <li>Increased impact on development outcomes</li> <li>Balancing proactive funding, whilst keeping funding competitive</li> <li>Managing the IDC's balance sheet for responsible lending</li> <li>Improved understanding of the IDC's mandate and subsequent impact</li> </ul>	<ul style="list-style-type: none"> <li>Industrial development</li> <li>Socio-economic development</li> <li>Financial sustainability</li> <li>Partners</li> </ul>
<b>Potential and existing clients/project partners</b> 	<ul style="list-style-type: none"> <li>Various media platforms including print, radio, TV and online (email, website)</li> <li>Meetings, interactions through sectoral/industry bodies</li> <li>Written correspondence such as information emailers and financial statements</li> <li>Annual and interim customer surveys</li> <li>Client site visits to showcase the IDC's impact</li> <li>Media briefings and press releases</li> </ul>	<ul style="list-style-type: none"> <li>A clear and easy to understand application process</li> <li>Upfront communication of the application/information requirements</li> <li>Prompt responses to queries/requests/service issues</li> <li>Timeous and effective evaluation of funding applications</li> <li>Regular updates and communication on the application process</li> </ul>	<ul style="list-style-type: none"> <li>Monitoring client performance</li> <li>Organisation-wide customer-centricity training</li> <li>Customer service excellence employee recognition</li> <li>Streamlining application processes</li> <li>Dedicated email address to report service issues</li> <li>Secondments, participation in Annual General Meetings (AGMs), Board representivity</li> </ul>	<ul style="list-style-type: none"> <li>Simplified and streamlined application process</li> <li>Increased focus on turnaround times</li> <li>Improved customer service</li> <li>Improved levels of communication</li> <li>Strengthened influencer role</li> <li>Proactive industry development</li> <li>Opinion pieces by industry experts</li> </ul>	<ul style="list-style-type: none"> <li>Customer expectations</li> <li>Industrial development</li> <li>Socio-economic development</li> <li>Financial sustainability</li> </ul>

Stakeholders	How we engage with them	What matters to them	How we respond to matters	The impact of our actions	Link to material issues
<b>National, Provincial and Local Government</b> 	<ul style="list-style-type: none"> <li>Meetings with relevant portfolio and select committees</li> <li>Meetings between IDC employees and government officials</li> <li>Stakeholder perception survey</li> <li>Interviews with industry experts</li> </ul>	<ul style="list-style-type: none"> <li>Development of rural areas and townships</li> <li>Broad-based black economic empowerment</li> <li>Opportunities for women, youth and Black Industrialists</li> <li>Development of SMMEs</li> <li>Assistance with projects related to industrial development</li> </ul>	<ul style="list-style-type: none"> <li>Proactively identifying projects in poor provinces and townships</li> <li>Expansionary Black Economic Empowerment (BEE)</li> <li>Skills development initiatives for youth and women co-operatives</li> <li>Leveraging relationships with provincial, local and rural development bodies</li> </ul>	<ul style="list-style-type: none"> <li>Local economic and rural development</li> <li>Increased job creation</li> <li>Expanding industrialisation to less-industrialised regions</li> <li>Improved accuracy of reporting on IDC</li> </ul>	<ul style="list-style-type: none"> <li>Socio economic development</li> <li>Industrial development</li> <li>Partners</li> <li>Financial sustainability</li> </ul>
<b>Commercial Banks, DFIs and Rating Agencies</b> 	<ul style="list-style-type: none"> <li>Due-diligences</li> <li>Annual ratings review</li> <li>Stakeholder perception survey</li> <li>Interviews with industry experts</li> </ul>	<ul style="list-style-type: none"> <li>Good governance</li> <li>Financial sustainability and liquidity</li> <li>Satisfactory levels of debt</li> <li>Viable strategy</li> </ul>	<ul style="list-style-type: none"> <li>Compliance to systems and procedures</li> <li>Prudent management of IDC finances</li> <li>Instilling a culture of governance and ethics amongst employees</li> <li>Transparent presentation of financial results</li> </ul>	<ul style="list-style-type: none"> <li>Financial sustainability, enabling IDC to honour its financial commitments</li> <li>Strong governance structures</li> </ul>	<ul style="list-style-type: none"> <li>Governance regulation and risk management</li> <li>Financial sustainability</li> <li>Partners</li> </ul>
<b>Broader community impacted by IDC-funded projects</b> 	<ul style="list-style-type: none"> <li>Meetings with community leaders and traditional authorities</li> <li>Local Economic Development (LED) Forums</li> <li>Meetings with the Department of Rural Development and Land Reform</li> <li>Stakeholder perception survey</li> <li>CEO regional roadshows</li> <li>Various media platforms, segmented for specific target audiences</li> </ul>	<ul style="list-style-type: none"> <li>Sustainable socio-economic development</li> <li>Responsible utilisation of community land and other assets</li> <li>Community participation</li> <li>Assistance in forming, registering and managing community trusts and cooperatives</li> <li>Corporate Social Investment initiatives</li> <li>Empowering local people</li> <li>Transformation</li> <li>Factual and transparent information</li> <li>Timeous feedback</li> </ul>	<ul style="list-style-type: none"> <li>Undertaking LED initiatives</li> <li>Appointment of specialists and consultants</li> <li>Establishing and registering community trusts and providing relevant training</li> <li>Compiling socio-economic needs assessments</li> <li>Community engagements</li> <li>Showcasing IDC's impact through client case studies on regional and national media platforms</li> </ul>	<ul style="list-style-type: none"> <li>Job creation</li> <li>Township development</li> <li>Productive utilisation of community land and other assets</li> <li>Improved skills and increased community participation</li> <li>Successful CSI initiatives</li> <li>Empowered local people</li> <li>Progress towards transformation of the rural economy</li> <li>Enhanced reputation</li> <li>Improved understanding of IDC's mandate and impact</li> </ul>	<ul style="list-style-type: none"> <li>Socio-economic development</li> <li>Financial sustainability</li> <li>Partners</li> <li>Governance, regulation and risk management</li> <li>Industrial development</li> </ul>

## MATERIAL ISSUES

Based on the above analysis, it has become clear that except for some details of what is expected from the IDC, the expectations of stakeholders have not changed significantly over the past number of years. Our material issues remain very similar to the previous year, with the issues relating to partnerships expanded:

- Industrial development
- Socio-economic development
- Customer expectations
- Human capital
- Partners
- Governance, regulation and risk management
- Financial sustainability.

## CONTEXTUALISATION OF MATERIAL MATTERS

### Industrial development

We execute our mandate of industrial development in accordance with relevant legislation and government policy. As a main implementing agent of government policies such as the New Growth Path, the Industrial Policy Action Plan, and the National Development Plan, we make every effort to intensify our investment activities in those sectors in which we are active.

### Socio-economic development

As a DFI, our funding directly influences certain socio-economic development outcomes and assists with South Africa achieving its Sustainable Development Goals and the transition to a low carbon economy. We participate in relevant forums and platforms to assist with this.

### Customer expectations

Our clients expect to be provided with customised products and services, and to deal with knowledgeable and professional staff. We therefore continuously revise our products and simplify processes in order to improve the fit of products with customer needs, respond to requests timeously, and improve communication.

**LA** The IDC conducts annual customer satisfaction surveys amongst its existing clients to keep abreast of needs and expectations. The findings enable the Corporation to have a full view and understanding of the customer experience through the application and after-care journey. One of the conclusions of the survey is that respondents rate

the IDC's "overall service experience" as 7.9 on a scale of 1-10, which is an indicator of the customer's overall satisfaction level with regard to the IDC's service delivery\*. More details and conclusions from the survey can be found on the IDC online website.

### Human capital

The Corporation fosters a high-performance culture with an emphasis on change and innovation. Transformation and diversity are cornerstones of our human capital strategy. We endeavour to offer appropriate rewards and recognition, work satisfaction, and a good working environment. Whilst we strive to attract and retain appropriately qualified, skilled and experienced employees, our employees expect commitment to mandate, a stable and predictable work environment and an engaged and supportive leadership.

### Partners

Our project partners, associates, subsidiaries and other business partners expect us to remain financially stable, operationally independent and to employ transparent processes and uphold governance principles. Successful collaboration calls for investments in time and effort to sustain relationships. The IDC plays a critical role in the structuring of projects to crowd-in private capital.

### Governance, regulation and risk management

Our Board of Directors leads ethically and effectively. We subscribe to the principles of good governance as provided for in the King III Report. Transparency is of the utmost importance and we strive to maintain effective governance at all times, including in our dealings with stakeholders. We comply with the provisions of the PFMA and the Treasury Regulations as are applicable to schedule 2 entities. Systems and processes are regularly updated and we keep and update registers relating to conflicts of interest, risk management and fraud prevention.

### Financial sustainability

As a financially sustainable SOE, we use our balance sheet and the ability to leverage on equity to achieve our objectives. Since our primary objective is developmental return, we make choices based on various factors including risks, the capital structure and financing structures.

\* The following clients are excluded from the survey: international clients, clients undergoing legal action as well as those who are undergoing restructuring. Some of these clients are however included in the short-term quarterly survey.

## Links between material matters and strategic pillars

Material matter	Link to strategy (as on page 6)		
Industrial development	 INCREASE INDUSTRIAL DEVELOPMENT	 UTILISATION OF RESOURCES	
Socio-economic development	 INCREASE INDUSTRIAL DEVELOPMENT	 STAKEHOLDERS	 NATURAL ENVIRONMENT
Customer expectations	 STAKEHOLDERS	 UTILISATION OF RESOURCES	
Human capital	 HUMAN CAPITAL	 UTILISATION OF RESOURCES	
Partners	 STAKEHOLDERS		
Governance, regulation and risk management	 MAINTAIN FINANCIAL SUSTAINABILITY		
Financial sustainability	 MAINTAIN FINANCIAL SUSTAINABILITY	 UTILISATION OF RESOURCES	

## CASE STUDY

### OILTANKING MOGS SALDANHA

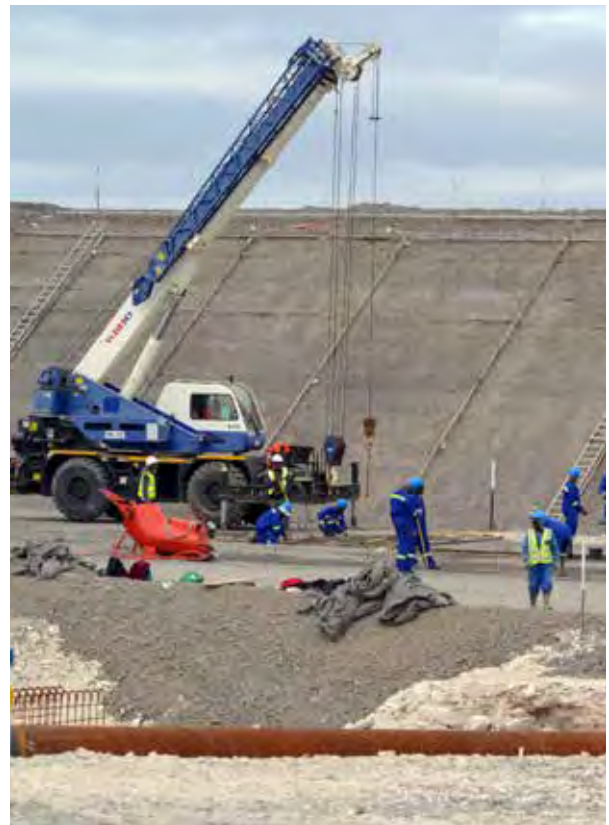
We are partnering with project oil company, Oiltanking MOGS Saldanha (OTMS), to fund the construction of the first phase of an open access commercial crude oil blending and storage terminal adjacent to the Port of Saldanha in the Western Cape.

DIRECT JOBS

**720**

OTMS was formed by a German-based company, Oiltanking GmbH, and a B-BBEE company, MOGS. MOGS was established in 2007 and focuses on providing various products and services to the mining, oil and gas services industries in South Africa, other African countries, and the Middle East. It is 51% owned by Royal Bafokeng Holdings and 49% by the PIC.

The OTMS project is a new entrant into the local crude oil storage industry. We are providing a plant and equipment loan for the first construction phase, which includes building eight crude oil storage tanks with a capacity of 1.1 million barrels each and the full infrastructure development for Phase 2, which includes building an additional four storage tanks.



The project will create 70 permanent jobs as well as 650 annualised construction jobs. Additional benefits include the use of local cement and steel and using skilled labour from a talent pool created by projects previously funded by the IDC.

Saldanha Bay is a deep sea port which allows very large crude carriers to transfer crude oil. Infrastructure at the port is currently underutilised, making it an ideal location for the trans-shipment of crude oil.

Funding for the project is being leveraged from international DFIs, including the German Investment Corporation (DEG), a subsidiary of German Development Bank (KfW Group) and Netherlands Development Finance Company (FMO).



Construction of eight crude oil storage tanks, with a capacity of 1.1 million barrels each, has begun in the Port of Saldanha, Western Cape.

## OUR BOARD OF DIRECTORS



**BA MABUZA (53)**

**Chairperson of the Board**  
(Non-Executive Director)

BA (Mathematics and Computer Science) (Hunter College, City University of NY), MBA (Finance and Information Systems) (Leonard Stern School of Business, NYU)

Appointed to the Board on 25 November 2011 and appointed Chairperson on 29 January 2015

**Committees:**

- Member of the Board Human Capital and Nominations Committee
- Member of the Board Investment Committee



**MG QHENA (51)**

**Chief Executive Officer**  
(Executive Director)

BCompt (Hons) (UNISA), CA(SA), SEP (Wits and Harvard), Advanced Tax Certificate (UNISA)



**LI BETHLEHEM (49)**

(Non-Executive Director)

BA (Hons) (Industrial Sociology) (Wits), Master of Arts (Wits), Certificate in Economics and Public Finance (UNISA)

Appointed to the Board on 1 October 2008

**Committees:**

- Chairperson of the Board Risk and Sustainability Committee



**BA DAMES (51)**

(Non-Executive Director)

BSc (Hons) (UWC), MBA (Samford University)

Appointed to the Board on 25 November 2011

**Committees:**

- Chairperson of the Board Human Capital and Nominations Committee
- Member of the Board Risk and Sustainability Committee



**RM GODSELL (64)**

(Non-Executive Director)

BA (Sociology and Philosophy) (UN), MA (Liberal Ethics) (University of Cape Town), Postgraduate studies (Sociology and Philosophy) (Leiden University)

Appointed to the Board on 25 November 2011

**Committees:**

- Member of the Board Human Capital and Nominations Committee
- Member of the Board Audit Committee



**A KRIEL (54)**

(Non-Executive Director)

BSoc Sci (Cape Town)

Appointed to the Board on 1 April 2016

**Committees:**

- Member of the Board Human Capital and Nominations Committee
- Member of the Board Risk and Sustainability Committee
- Member of the Social and Ethics Committee



**SM MAGWENTSHU-RENSBURG (57)**

(Non-Executive Director)

BA (Management Accounting and Business Administration) (Webster University, Vienna), MBA (Webster University, London), DPhil (Business Management) (UJ)

Appointed to the Board on 25 November 2011

**Committees:**

- Chairperson of the Board Investment Committee
- Member of the Board Audit Committee



**NP MNXASANA (60)**

(Non-Executive Director)

BCompt (Hons) (UNISA), CA(SA)

Appointed to the Board on 29 January 2015

**Committees:**

- Chairperson of the Board Audit Committee
- Member of the Board Risk and Sustainability Committee





**M MORE (36)**

(Non-Executive Director)

BBus Sc (Fin Hons – CA option) (Cape Town), B Com (Acc Hons), CTA (University of Natal), CA (SA)  
Appointed to the Board on 1 April 2016

**Committees:**

- Member of the Board Audit Committee
- Member of the Social and Ethics Committee



**PM MTHETHWA (53)**

(Non-Executive Director)

BA (Economics) (University of the North), MSc (Economics) (University of Paris), MBA (Corporate Finance) (University of Sheffield)

Appointed to the Board on 25 November 2011

**Committees:**

- Member of the Board Investment Committee
- Member of the Board Risk and Sustainability Committee



**ND ORLEYN (61)**

(Non-Executive Director)

BProc, Bluris, LLB, Certificate in Energy Law, Executive Management Programme (Kellogg Business School)

Appointed to the Board on 29 January 2015

**Committees:**

- Chairperson of the Social and Ethics Committee
- Member of the Board Investment Committee
- Member of the Board Human Capital and Nominations Committee



**NE ZALK (48)**

(Non-Executive Director)

BA (English and Private Law) (UNISA), Postgraduate Diploma in Economics (Development) (School of Oriental and African Studies), MSc (Economics) (with merit) (School of Oriental and African Studies, London University)

Appointed to the Board on 25 November 2011

**Committees:**

- Member of the Board Investment Committee
- Member of the Social and Ethics Committee

**RESIGNED**



**GS GOUWS (58)**

Divisional Executive: Transaction Support and Post-Investment  
(Alternate Director to CEO)

BCom (Law), BCom (Hons) (RAU-University of Johannesburg), CA(SA), FCMA, Advanced Management Programme (Insead)



**B MOLEFE (50)**

(Non-Executive Director)

Appointed to the Board on 29 January 2015.

**Resigned from the Board with effect from 25 January 2017**

**Committees:**

- Member of the Board Investment Committee
- Member of the Board Audit Committee

**Gender split**

07 – Female  
05 – Male



**Population group split**

09 – Black  
03 – White





The year under review was again a challenging one for the IDC. The world economy struggled to sustain its growth momentum, while activity levels in the South African economy became more subdued. The year also witnessed significant changes in the geopolitical environment, with the rise in anti-globalisation sentiments as evidenced by the United Kingdom's intended exit from the European Union, and the shifting economic policy in the United States.

In South Africa, the weak economic growth performance was largely due to sharply lower output in the agriculture, mining and electricity sectors, with the generalised weakness spanning across most other sectors of the economy. Higher inflationary pressures, low business and consumer confidence, the impact of the drought, as well as relatively low commodity demand and prices also contributed to the difficult operating environment. Naturally, these factors negatively influenced the IDC's activity levels and the credit quality of our portfolio.

2017 also marked the second year of the implementation of our proactive industrial development strategy, which focuses on the development of priority industries and initiatives across the country in order to increase our impact. This has meant that we take greater ownership of and leadership in the development of sectors and industries deemed critical for the growth of our economy in line with our value chain approach.

### INVESTMENT HIGHLIGHTS

Project Evolve, while a long-term strategy, is beginning to show results as seen in the improvement of our key performance indicators.

Our strategy is underpinned by increasing industrial development impact while ensuring alignment with government's strategic priority plans.

**Despite the challenging economic environment, our proactive investment approach resulted in an improvement in our overall performance. The total value of funding approvals increased to R15.3 billion, the highest level ever.**

Of this amount, 69% was to the value chains with the metals and mining value chain accounting for 56%. The chemicals and pharmaceutical value chain received 13%.

Funding approvals to the mining sector amounted to R3.9 billion (2016: R2.5 billion), representing a 25% increase and further demonstrating our counter-cyclical role in the economy. A recovery in commodity prices during the year across a range of commodities, including coal, iron ore and platinum, provided some relief to the mining sector at large.

Our funding approvals to the basic metals, metal products and mining value chain continued to counter the adverse trends experienced by these industries. Although copper and aluminium prices have rebounded strongly, the platinum price has been on a declining trend after an initial surge at the beginning of the year. For the South African mining sector at large, production volumes were lower in all but one of the main sub-sectors compared to the previous year, while export volumes also tumbled. Platinum production was 4.3% lower in 2016, while copper production (-15.6%) was sharply lower.

The automotive and transport equipment industries accounted for 11% of the total funding approved (R1.7 billion). A notable investment in this case was the approval of the R1.5 billion motor vehicle assembly plant project, a joint venture between the IDC and the Beijing Automotive Industry Holding Company (BAIC). This investment aligns with the strategic intent of the Automotive Production Development Programme, which seeks to attract new and/or expand existing investments by original equipment manufacturers and suppliers in order to achieve higher domestic production volumes, in the process contributing to much needed job creation.

This is the first investment of this scale in the South African automotive industry in 40 years. More than 2 500 jobs are expected to be created during the construction of the first phase of the project, with the permanent employment at around 800 jobs. Most importantly, the project has committed to achieving at least 60% local content on all vehicle models to be manufactured locally. Plans have also been initiated to scale up the existing South African supplier base.

The chemicals and pharmaceuticals industries received 13% (R2.1 billion) of the total funding approved. Despite a very difficult operating environment for the manufacturing sector at large, the chemicals industry managed to record a fairly solid growth performance over the past year. Throughout the year, business confidence in the industry was well above that for the manufacturing sector as a whole and ranked in second place out of all sub-sectors within manufacturing.

Approvals to the agro-processing and agriculture sectors performed below expectations. Severe drought conditions continued to impact negatively on agricultural output, leading to a general lack of investment. The food processing sector, in turn, also recorded a drop in production volumes over the past year, with fixed investment declining in response to unfavourable operating conditions. Despite the challenges faced by the sector, new jobs were created.

Numerous initiatives aimed at improving opportunities for backward and forward linkages as well as leveraging external partnerships more effectively have been identified by the IDC and will be implemented in earnest in the new year. An example is the initiative being pursued in partnership with Coca-Cola Beverage South Africa to support local emerging farmers in the grape value chain.

The delays in the signing of the power purchase agreements for the projects awarded the preferred bidder status in the Renewable Energy Independent Power Producer Procurement Programme (REIPPPP), had a negative impact on the level of our approvals and the levels of disbursements thus affecting the execution of new projects. We have, however, begun to diversify our involvement in the renewable energy sector by identifying alternative market opportunities, especially with regard to embedded generation, off-grid solutions and supporting South African developers in taking advantage of opportunities in other African markets.

As a result of the economic environment, the total funding disbursed during the year decreased marginally to R11.0 billion (2016: R11.4 billion), as clients held back on their investment plans. We continue to strive to ensure timely investment flows into the economy in order to expedite developmental impact.

### **ADVANCING TRANSFORMATIVE INDUSTRIALISATION**

A large part of our focus is on developing the industries of the future, particularly game-changing opportunities in response to the demands of the "Fourth Industrial Revolution". We recognise that this is a new and fast-evolving territory, and hence continue to refine and adapt our strategies to respond appropriately to rapidly changing market conditions.

One of the key focus areas in the year under review was increasing specific development outcomes, notably the creation of jobs, funding to Black Industrialists, as well as women-, youth- and black-empowered businesses in order to support transformation objectives. Building on the previous year's performance, I am particularly pleased to announce that we recorded significant improvements in all of these development indicators as envisaged in our Corporate targets. More specifically, we facilitated the creation of 18 206 new jobs (2016: 11 833 jobs) and saved 2 675 existing jobs (2016: 3 439), representing a 37% increase overall. Our investment in Oiltanking MOGS Saldanha, for example, is expected to contribute toward the creation of 720 construction jobs, while the Wagienience investment will create 463 jobs.

**During the year we approved R4.7 billion in 83 transactions for Black Industrialists, representing a 63% increase on the previous year's approvals. This reflects a concerted effort on our part to support economic transformation in South Africa and also indicates that our targeted stakeholder efforts are bearing fruit.**

The funding approved for youth-empowered businesses increased to R2.3 billion in 52 transactions (2016: R970 million, 19 transactions) during the year under review. This marked improvement follows the commitment by the Corporation to support youth enterprises to the value of R4.5 billion from 2016 to 2020. For example, we provided funding to Maneli Pets to buy machinery and equipment to convert the factory into an export-grade facility. The investment is expected to create 40 new jobs. In addition, the IDC's offerings to youth were reviewed to provide greater accessibility and dedicated support. A deliberate and targeted marketing campaign culminated in our first National Youth Enterprise conference, which we hosted in October 2016.

Similarly, we recorded a significant improvement in approvals for women-empowered businesses at R3.2 billion, triple the R1.1 billion approved in 2016. Approvals to black-empowered businesses recorded a 103% increase at R10.1 billion against R4.9 billion in the previous year. Supporting black business to grow, including women and youth entrepreneurs, is viewed as a lever for the increased participation of Black Industrialists in the economy, thus contributing to its transformation.

To ensure the Corporation delivers effectively on its mandate, we continued to effect efficiency improvement measures to simplify our business processes, making them more client-centric and responsive. Consequently, the time taken from approval to first draw-down has been reduced by 55%. We have also committed to delivering on what matters to our clients on a consistent and integrated basis. To do this we have also simplified the assessment process for non-complex transactions, empowered front line staff to make relevant decisions faster, and introduced automation platforms that enable our clients to engage IDC with greater ease.

During the financial year, a total of R58 million funding support was provided towards social enterprise initiatives and R24 million towards education and skills development. A further R3.5 million was provided for entrepreneurship and job creation initiatives as part of our Corporate Social Investment programme. The involvement in these areas is in line with the linkage of the future development of the pipeline for the value chain. We are also co-funding the PICC programme as the source of developing the localisation pipeline.

### **FINANCIAL PERFORMANCE**

Despite the difficult environment we posted a group profit of R2.2 billion, a significant increase from the previous year's profit of R223 million. This was as a result of a concerted effort to closely monitor the performance of our investments which resulted in the reversal of some impairments. The impairment charge decreased from R3.7 billion to R2.1 billion in the current year with the impairment ratio improving from 16.9% in the previous year to 16.7%. Revenue improvement combined with close monitoring of operating expenditure also had a positive impact on the bottom line. The conclusion of the first phase of the Exxaro empowerment structure resulted in capital gains of R1.7 billion. The equity

accounted investments continued to perform well, recording an 73% increase in profit, driven primarily by the recent recovery in commodity prices, contributing R963 million to the profits in 2017.

Our material subsidiaries performed below expectation, with Foskor recording a loss of R902 million (2016: R568 million) largely due to a lower than forecasted phosphate price, and the stronger exchange rate which had a significant impact on revenue and profit generation. Foskor continues to implement identified performance improvements and initiatives to optimise current operations. Scaw recorded a loss of R787 million in the year under review (2016: R1 074 million). The process to conclude the restructuring of the Scaw group is being finalised and is expected to result in the introduction of Strategic Equity Partners for its main operating divisions.

The IDC balance sheet has continued to strengthen with an asset base of R129.8 billion, mainly driven by stronger commodity prices as seen in the 12% improvement in the listed portfolio as well as new approvals. The diversification of our assets remains part of our strategy to mitigate the concentration risk. The debt to equity ratio recorded a marginal increase from 36% to 37% as a result of increased borrowings to support our funding activities.

The improvement in reserves had a positive impact on the debt-to-equity ratio which is still well within our internal threshold of 60% and our statutory limit of 100%. Financial sustainability remains a critical focus area, more especially in the current operating environment.

#### LOOKING AHEAD

The economic recovery anticipated in 2017 may be delayed by recent developments, including the downgrades of South Africa's sovereign credit ratings. Business and investor confidence has been negatively affected, which does not bode well for fixed investment spending. Operating conditions remain largely unsatisfactory in the manufacturing sector. Manufacturers are expected to hold back on investments in productive capacity in anticipation of an improvement in demand conditions, both domestically and in key global markets. As a result, investment activity in the sector is likely to remain subdued for some time.

We are continually evaluating how we can best fulfil our counter-cyclical role in the current environment. We expect our clients to remain under pressure in the short term, possibly resulting in an increased demand for distress funding. The ability of many businesses to raise debt in this environment is likely to be more challenging, with borrowing costs on the rise. Through our capital raising efforts we will look for opportunities to leverage outside funds more effectively.

Growth prospects look set to improve in several other African economies as export demand and commodity prices recover. A weaker exchange rate of the rand may, if sustained, lead to opportunities for the export of South African products as well as for import replacement. We also believe that there are opportunities to extend our support to the economy by integrating value chains from a regional perspective.

Investing in our people is key to our vision and delivery on our strategies. We will continue to ensure that our staff is appropriately skilled and capacitated in order to improve the support provided to our clients.

We have raised the profile of subsidiaries' management, especially in light of their poor financial performance in the previous financial years, and will continue to look for ways in which to improve their operating efficiencies.

We intend to intensify the level of regional integration by exploring different financial ways of investing in the rest of the continent through partnerships with established financial institutions in the efforts of enhancing the value chain approach, since this is one area in which we have performed poorly in the previous years.

#### ACKNOWLEDGEMENTS

I am most appreciative of the enormous efforts and commitment from the management team and staff in ensuring that we increase the IDC's role in the economy. The development outcomes of the past year are notable given the difficult market conditions.

I also wish to extend my gratitude to the Chairperson and the Board of Directors for their continued support and guidance, as well as for challenging the Corporation to do more.

A special word of thanks to the Honourable Minister of Economic Development and his team for their unwavering support and contributions in ensuring that the IDC continues to deliver on its mandate. I also express my gratitude to the Honourable Chairpersons of the Portfolio Committee on Economic Development and Select Committee on Economic and Business Development as well as the Honourable members of the committees for their continued support.

Last but not least, I would like to extend my appreciation to our clients and other stakeholders who choose us as their development finance partner.



**MG Qhena**  
Chief Executive Officer

28 June 2017

## PARTNERING WITH OTHER GOVERNMENT INSTITUTIONS

To achieve our development mandate, we partner with government and public sector entities to assist them in their areas of operation and to contribute to them achieving their economic and social development objectives. These areas of collaboration include:

- Assist with the formulation of policies and strategies in several areas, including industrial policy and action plans, and the various iterations of the Industrial Policy Action Plan
- Participate in policy and sectoral steering committees and task teams, e.g. Steel Task Team, Poultry Industry Task Team, etc.
- Identify industrial capacity development opportunities in line with national initiatives
- Coordinate infrastructural and industrial development aspects of specific national initiatives (e.g. Presidential Infrastructure Coordinating Commission (PICC))
- Co-fund specific national programmes (e.g. REIPPPP)
- Manage specific support and incentive schemes (such as the Clothing and Textiles Competitiveness Programme (CTCP), the Manufacturing Competitiveness Enhancement Programme (MCEP), the Agro-Processing Competitiveness Fund (APCF), the Industrial Policy Support Fund (IPSF), the Downstream Steel Industry Development Fund and others)
- Partner with other DFIs to co-fund projects that span different mandates
- Create funding partnerships to enhance the development benefits of interventions of state-owned companies, aligned with their respective mandates (e.g. Unemployment Insurance Fund (UIF) and the Public Investment Corporation (PIC)).

## SUPPORT FOR TVET COLLEGES AIMS TO UPSKILL YOUTH

Through its Corporate Social Investment (CSI) initiatives, the IDC is crafting a brighter future for unemployed youth, by supporting the Technical Vocational Education and Training (TVET) Colleges sector.

The TVETs are at the centre of government's efforts to expand post-school education and training to accommodate the growing number of young people seeking education and training outside of the schooling system.

In its 2017 financial year, the IDC set aside grant funding to support projects at four TVET colleges: the Ekurhuleni East College's Kwa-Thema Campus in Gauteng, the Port Elizabeth College's Ohayiya Campus in the Eastern Cape, Waterberg College's Lebowakgomo engineering campus in Limpopo and the Northern Cape Urban College's (NCUC) Galeshewe Campus.

These colleges were specifically identified due to their strategic links to IDC-funded projects and the prospective employment opportunities for students once qualified. In addition, if scarce skills related to a specific industry are increased in underdeveloped areas, the entire community benefits. Equipped with the necessary skills set, qualified students' chances to find employment not only increase, but in return can create employment opportunities for others by becoming entrepreneurs.

Courses at these colleges are related to the automotive industry, basic metals and mining, and the green economy. Training is not only focused on developing skills related to current employment opportunities, but also in future, such as the partnership with NCUC to develop a fully accredited renewable energy programme. The most successful students will be placed or indentured as apprenticeships to become qualified artisans, with industry partners.

Automotive courses offered at the Port Elizabeth College's Ohayiya Campus in the Eastern Cape could result in students finding employment at companies such as BAIC, in partnership with the IDC.

IDC's funding for the Founding Training Centre at the Ekurhuleni East College's Kwa-Thema Campus in Gauteng, focusing on the artisan skills curriculum for moulders patternmakers and melters, will go a long way in equipping students to find employment at IDC clients in the metals industries.

Support for Waterberg College's Lebowakgomo engineering campus in Limpopo will assist the college in getting their workshops accredited with the relevant SETAs to offer courses that are relevant to industry needs and prepare artisans for trade testing.

## CASE STUDY

### AVK HOLDINGS SOUTHERN AFRICA

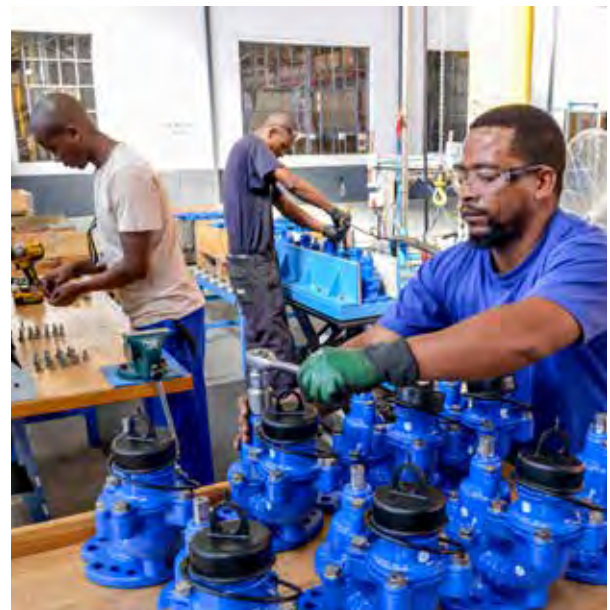
Our funding of AVK Holdings will assist in replacing imported machinery and equipment with locally manufactured goods.

DIRECT JOBS

49

AVK Holdings was established in 2014 and is one of the largest manufacturers and suppliers of large bore, high pressure/high temperature water control valves for the water distribution, power, and mining industry in southern Africa. AVK Valves is owned by AVK Group, a Denmark-based industrial group with a market presence of 16 years in South Africa.

The company sought a local partner to establish a manufacturing facility to ensure that 70% of its valves and actuators used in South Africa are produced locally. We funded the transaction by providing a loan facility for plant and equipment as well as a working capital and a



revolving credit facility. The transaction resulted in the creation of 49 jobs.

Going forward, the water and power segments present growth opportunities and demand for inputs is expected to increase as a result of government's infrastructure development and maintenance programme to address the current power, water and sanitation challenges.

The company will have a strong position in South Africa for both the water and industrial segments based on present market position and localisation, which is expected to reduce competition from cheaper imports.

## OUR EXECUTIVE MANAGEMENT



**MG QHENA (51)**

**Chief Executive Officer**  
BCompt (Hons) (UNISA), CA(SA), SEP (Wits and Harvard), Advanced Tax Certificate (UNISA)



**N DLAMINI (43)**

**Chief Financial Officer**  
BCom (Accounting) (Wits), Post Graduate Diploma in Accounting (UKZN), CA(SA)



**MP MAINGANYA (44)**

**Chief Risk Officer**  
BCom (Wits), BAcc (Wits), HDip Tax Law (RAU – University of Johannesburg), Adv. Cert. Banking (UJ), IEDP (Wits), GEDP (GIBS), CA(SA)



**RJ GAVENI (45)**

**Divisional Executive: Human Capital**  
BAdmin (Hons) (Industrial Psychology) (UNISA), Masters in HR Management (Golden Gate University), Executive Development Programme (GIBS)



**GS GOUWS (58)**

**Divisional Executive: Transaction Support and Post-Investment**  
BCom (Law), BCom (Hons) (RAU – University of Johannesburg), CA(SA), FCMA, Advanced Management Programme (Insead)



**DA JARVIS (47)**

**Divisional Executive: Corporate Strategy**  
BSocSci (Natal), BSocSci (Hons) (UND), MSocSci (Natal)



**PZ LUTHULI (40)**

**Divisional Executive: Corporate Affairs**  
BA Communications (UZ), MBA (UNISA)



**P MAKWANE (51)**

**General Counsel and Group Company Secretary**  
Bluris, LLB (UWC)



**AP MALINGA (52)**

Divisional Executive: Mining and Metals Industries  
BSc (Geology) (UCT),  
MBL (UNISA)



**L MATSHEKGA (43)**

Divisional Executive: Agro, Infrastructure and New Industries  
BCom General (UWC), BCom Hons Financial Analysis and Portfolio Management (UCT), Masters in Development Finance (USB), Global Executive Development Programme (GIBS)



**SAU MEER (55)**

Divisional Executive: Chemicals and Textiles Industries  
BSc (Mechanical Engineering) (Natal), MBL (UNISA), Advanced Management Programme (Insead), Executive Development Programme (GIBS)



**WH SMITH (56)**

Divisional Executive: High Impact and Regions  
Pr Eng, BEng (Civil) (Stell), GDE (Civil) (Wits)

**Gender split**

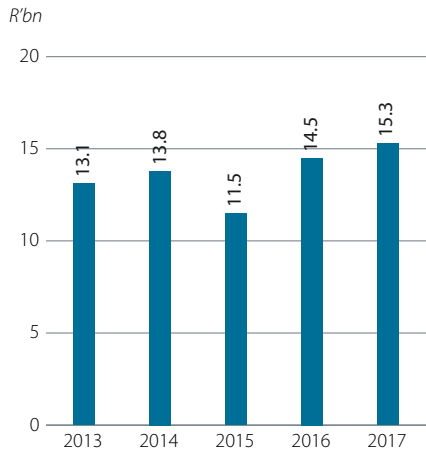


**Population group split**

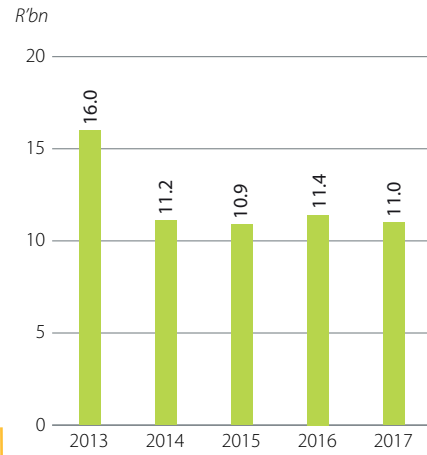


# PERFORMANCE OVERVIEW

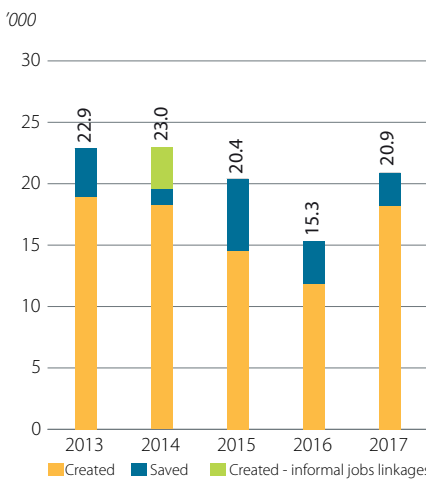
**Value of funding approvals**



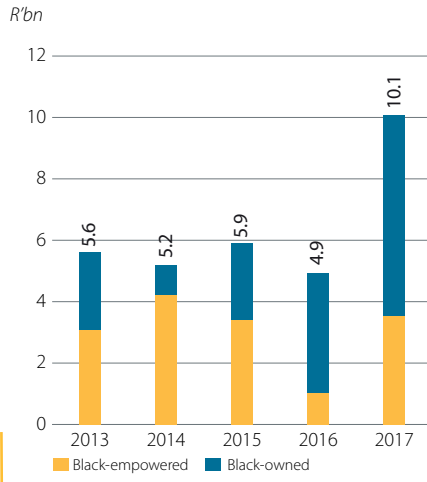
**Value of funding disbursed**



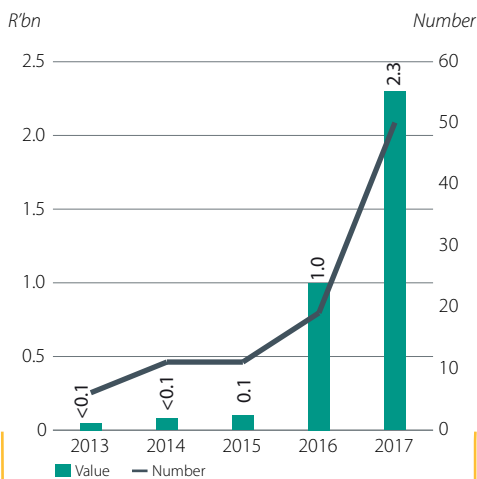
**Number of jobs expected to be created and saved**



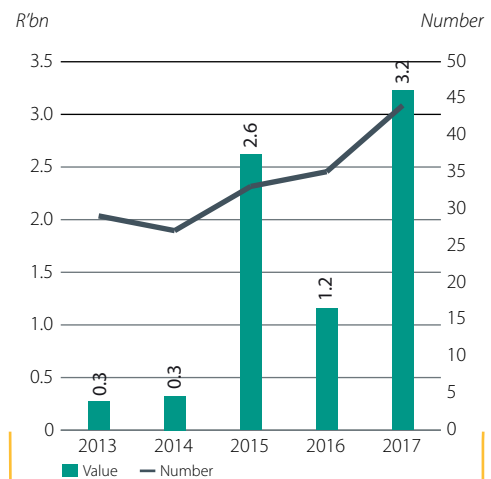
**Value of funding for black-empowered and black-owned companies**



**Value approved and number of approvals for youth-empowered enterprises**

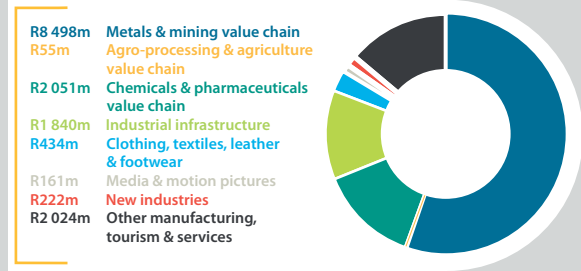


**Value approved and number of approvals for women-empowered enterprises**

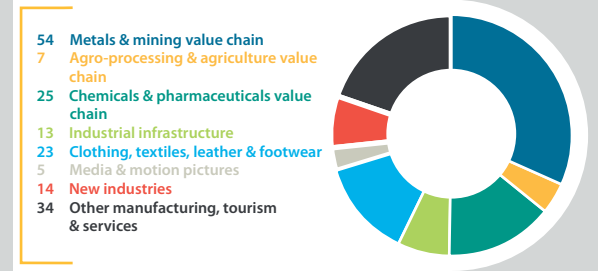




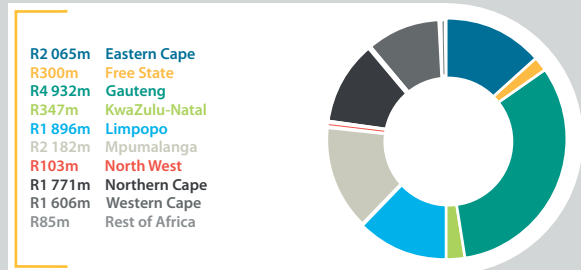
### Value approved by sectoral focus area (2017)



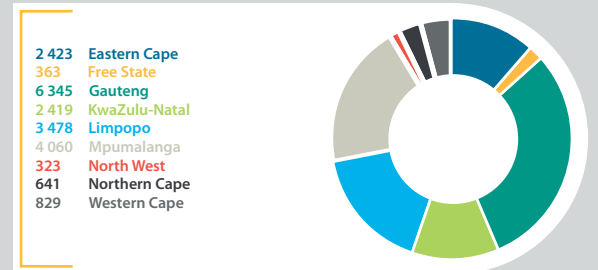
### Number of transactions approved by sectoral focus area (2017)



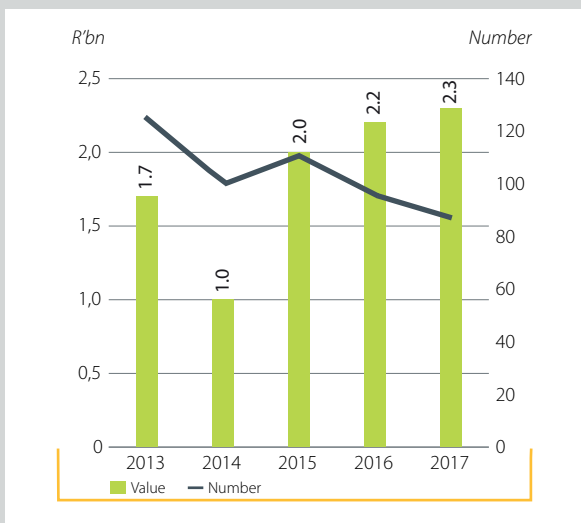
### Value approved by region (2017)



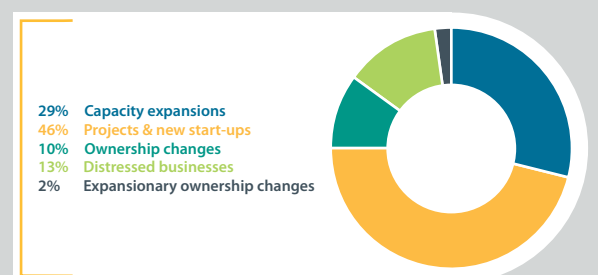
### Number of jobs expected to be created and saved by region (2017)



### Funding approved for SMEs\*



### Utilisation of funds approved (2017)



\* Excluding funding from sefa

## LEADING INDUSTRIAL CAPACITY DEVELOPMENT

### METALS AND MINING VALUE CHAIN

This value chain includes mining and the manufacturing of basic metals, metal products, machinery, motor vehicles and components, and other transport equipment.

With global demand and prices for commodities and basic metals subdued over a large part of the year, mainly as a result of lower input requirements in China, the mining and metals processing industries have been under pressure. This is evident in the mining industry's value add contracting by 4.7% during 2016 following the rebound experienced in 2015. The domestic steel industry has also been severely impacted, with ArcelorMittal SA continuing to post losses and Evraz Highveld Steel still under business rescue. A drop in capital expenditure by the private sector and public corporations as well as reduced consumer spending impacted downstream industries negatively.

**Our activities in this value chain are aimed at ensuring a globally competitive downstream metals industry. We achieve this through direct intervention in value-adding industries and by developing basic metals industries so that competitively priced inputs can be supplied.**

The mining industry, as a key supplier of raw materials to the metals and other downstream industries throughout the economy, is also an important consideration in our strategies for this value chain. Apart from the potential benefits that a competitive mining sector can bestow on downstream industries, it assists with the development of rural communities where projects are implemented in a sustainable manner.

### FUNDING ACTIVITY

The gross value of funding approved in 2017 for this value chain increased by 41.7% to R8.5 billion (2016: R6.0 billion). Funding for both downstream and upstream industries increased, although despite this increase in funding approved, funding disbursed declined by 28.5%.

In support of our drive to develop downstream sectors, the motor vehicle industry saw a R1.6 billion boost in funding approved. Our proactive activities to attract investment by OEMs resulted in the partnership with Chinese vehicle manufacturer BAIC Group to establish a new car plant in Port Elizabeth. The benefits of this investment will be further leveraged through commitments to increase local content during the construction and operational phases of the plant.

The R0.9 billion increase in funding for the fabricated metals industry was largely driven by continued support for Scaw Metals. During the year, we were able to complete negotiations for the restructuring and introduction of strategic partners into this subsidiary, which recorded a loss of R787 million during 2017 (2016: R1.1 billion). The proposed transaction is awaiting regulatory approval. We envisage that, when implemented, this will result in significant improvements in the business and a turnaround in its financial performance. We also continued to support Scaw to comply with environmental regulations and perform remedial work.

Levels of funding for the industry were also boosted with the approval of funds for a new aluminium beverage can factory to be built in Germiston by a Black Industrialist.

Funding for the mining industry increased by R1.3 billion. This resulted from the restructuring of existing facilities and additional funding for the Kalagadi Manganese project in the Northern Cape. Full operation of the mine was hampered by delays, but construction of the mine, plant, and connecting infrastructure has now been completed and the project is ready to start operation in full.

With the unwinding of Exxaro's BEE transaction, we approved funding for the replacement BEE transaction to ensure that Exxaro maintains a significant level of black shareholding. In support of our strategy to ensure security of supply for energy minerals, we continued to provide funding for a number of coal projects that will supply Eskom.

The momentum in levels of funding for the machinery and other transport equipment sector could not be maintained, with a R0.8 billion decline in the funds approved for these industries. Despite the decline, we continued our support for the industry with funding approved for several projects. This included funding for Black Industrialists to acquire an engineering firm specialising in the design and manufacture of pneumatic cylinders and the manufacturing of valves, electric transformers, electrical and solar geysers and rolling stock components in support of infrastructure programmes.

### STAKEHOLDER ENGAGEMENT

In response to the crisis experienced in the steel industry, government established the Steel Industry Task Team in 2015. We are active participants on this team, which is seeking ways to improve competitiveness in this industry.

We also continued engagements with Eskom, Transnet and the Passenger Rail Agency of South Africa (PRASA) to increase levels of local content in their capital investment programmes, and with automotive assemblers to increase the local manufacturing of components for motor vehicles.

### DEVELOPMENT OUTCOMES

The employment impact of the transactions that were approved during the year will be felt through an expected 8 982 jobs to be created (2016: 6 881) and 268 jobs to be saved (2016: 1 000). Our commitment towards transformation in the industry is evident, with 54% of the value of funding aimed at black-empowered companies (2016: 42%). This is further illustrated through levels of funding for Black Industrialists and women- and youth-empowered businesses increasing in comparison with 2016 by R1.7 billion, R1.9 billion, and R94.7 million respectively.

### OUTLOOK

Despite the challenges experienced in segments of the value chain, our role as a countercyclical and long-term funder allows us to find ways to address these. In addition, we continue to identify various opportunities in the value chain that can lead to new investment (see page 34).

Given this, we are targeting the provision of R6.6 billion in funding for these industries in 2018. While we expect to reduce funding for capital-intensive sectors to some extent, we are aiming to increase funding for the more labour-intensive sections of the value chain.

## CASE STUDY

### BAIC AUTOMOBILE SA

As the first new car plant to be built in South Africa in 40 years, the BAIC project is evidence of international investors' confidence in basing their off-shore manufacturing capacity in South Africa. The first phase of the plant, to be built in Port Elizabeth, Eastern Cape, will have the capacity to make 50 000 cars per annum.

DIRECT JOBS

**784**

INDIRECT JOBS  
THROUGHOUT THE  
ECONOMY

**18 100**

One of the strategies that we have been pursuing over a number of years to further develop the local motor vehicle industry concerned the establishment of a plant to manufacture vehicles for a number of original equipment manufacturers (OEMs). While engaging foreign companies as potential partners for this multi-OEM project, we were able to convince BAIC, a Chinese OEM, of the merits of establishing a plant in South Africa as part of its expansion into foreign markets.

The first phase of the factory will consist of a body shop, paint shop, and a trim and assembly plant. Later phases of the project could result in the development of a supplier park next to the plant and capacity being doubled to produce 100 000 vehicles per year.

Components that will be sourced locally include interior and exterior trim, plastic and rubber components, wiring harnesses, air-conditioning systems, rims, tyres, windscreens, body panels, chassis components and assemblies, and some engine component parts. Local materials will also be used during the construction of the plant.

The motor vehicle industry has strong linkages to the rest of manufacturing and other sectors of the economy. The project itself will support 784 jobs during operation, but through these linkages, up to 18 100 jobs will be supported throughout the economy.



The Minister of Economic Development along with officials from the IDC and BAIC at the sod turning ceremony.



# METALS AND MINING VALUE CHAIN

## OPPORTUNITIES

### FOCUS AREA



#### MINING

- Development of viable mining projects contributing to sustainable communities
- Security of supply of energy minerals



#### BASIC METALS

- Development of competitive base metals industries
- Improve competitiveness of primary steel industry



#### FABRICATED METALS

- Production of metal products such as coil, pipes, tubes, rods, wire, cables etc. including aluminium body sheets and aluminium rod



#### MACHINERY AND EQUIPMENT

- Manufacture of power generation, transmission and distribution equipment (including renewable energy)
- Manufacture of equipment for mining, quarrying and construction
- Manufacture of equipment for bulk handling and heavy lifting
- Manufacture of equipment for oil and gas, water handling, storage and distribution



#### MOTOR VEHICLES, PARTS AND ACCESSORIES

- Increasing motor vehicle and medium and commercial heavy vehicle assembly capacity
- Manufacture of automotive parts and components (e.g. catalytic converters)



#### OTHER TRANSPORT EQUIPMENT

- Manufacture or assembly of rail and rolling stock, as well as parts and components (including forged train wheels)
- Manufacture or assembly of boats and aircraft, as well as parts and components (including support for fishing recapitalisation programme)

## INDUSTRY RESEARCH COMPLETED\*

- Analysis of the uranium value chain
- Analysis of the vanadium value chain with strategic assessment of redox flow battery technology
- Analysis of the automotive components value chain
- The potential to attract yellow metal OEMs
- The shipbuilding industry
- An analysis of the South African gas cylinder value chain
- The mining and construction machinery and equipment value chain
- The motor vehicles, parts and accessories value chain
- South Africa's chrome value chain – a strategic perspective
- Global solar photo-voltaic industry, focusing on South Africa
- Export potential of South Africa's capital goods industry

\*2015, 2016 and 2017

## INDUSTRY SPECIFIC RISKS AND CHALLENGES

- South Africa losing its position as a top investment destination for mining
- Low commodity prices and currency volatility
- Legacy of environmental problems
- Long lead times for regulatory approvals
- Slow transformation due to the significant barriers to entry in some sectors including economies of scale, technology, capital requirements and routes to market
- Significant over-capacity in global steel supply chain
- Highly concentrated sector
- Increased protectionism by some trading partners resulting in automotive manufacturers reviewing location of new manufacturing capacity

## INDUSTRY SPECIFIC STAKEHOLDERS AND STRATEGIC ENGAGEMENTS

- Economic Development Department
- Department of Mineral Resources
- Participation in Steel Industry Task Team
- Eskom, Transnet, PRASA and Rand Water (as purchasers of machinery and equipment)
- Department of Trade and Industry
- CSIR and other research institutions
- Automotive OEMs
- Industry bodies (e.g. SEIFSA, SAISI, NAAMSA, VAMCOSA)
- Organised labour (e.g. NUM, NUMSA)

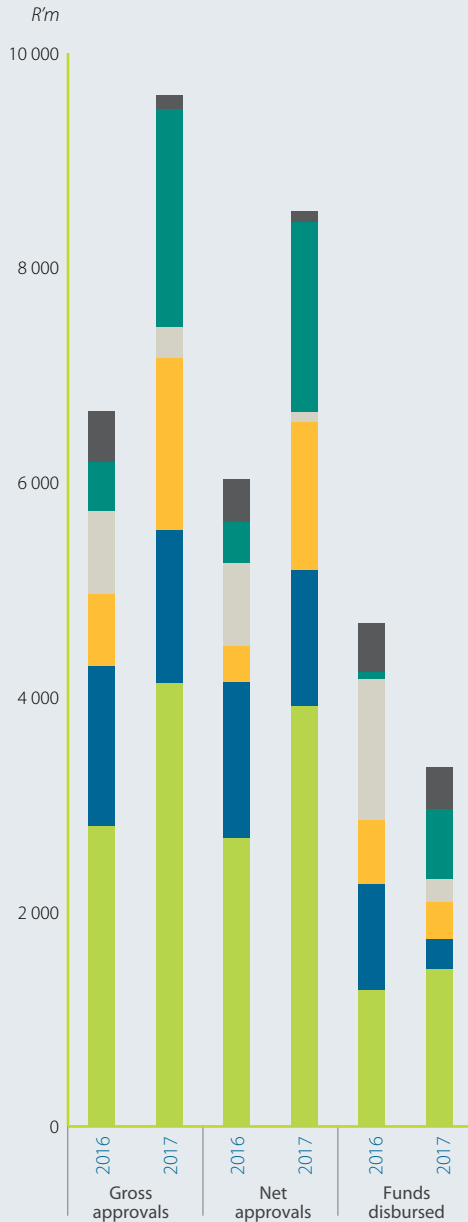
## HUMAN CAPITAL

### STAFF PROFILE OF UNITS SERVICING THE VALUE CHAIN



BLACK	WHITE	TOTAL
2017 37	2017 8	2017 45
2016: 33	2016: 10	2016: 43
MALE	FEMALE	TOTAL
2017 30	2017 15	2017 45
2016: 29	2016: 14	2016: 43

## FUNDING ACTIVITY



- Other transport equipment
- Motor vehicles and parts
- Machinery and equipment
- Fabricated metals
- Basic metals
- Mining

In addition to the above, in 2017, R304.4 million was approved (2016: R8.5 million net cancellations) and R167.7 million disbursed (2016: R175.9 million) which do not form part of IDC funding, but are from funds managed by IDC. This is predominantly made up of funds from MCEP managed on behalf of the dti.

## DEVELOPMENT OUTCOMES

### JOBS EXPECTED TO BE CREATED AND SAVED IN SOUTH AFRICA

**2017**  
**9 250**  
2016: 7 881

### JOBS CREATED AND SAVED PER R'M APPROVED IN SOUTH AFRICA

**2017**  
Created **1.1** Saved **1.8**  
2016: Created 1.7 Saved 1.2

### FUNDING TO BLACK-EMPOWERED COMPANIES

**2017**  
**R5.2 bn**  
2016: R2.8 bn

### FUNDING TO BLACK INDUSTRIALISTS

**2017**  
**R3.3 bn**  
2016: R1.6 bn

### FUNDING TO WOMEN ENTREPRENEURS

**2017**  
**R2.2 bn**  
2016: R0.3 bn

### FUNDING TO YOUTH ENTREPRENEURS

**2017**  
**R286 m**  
2016: R191 m

## FINANCIAL OUTCOMES

### IMPAIRMENT AS A PERCENTAGE OF PORTFOLIO AT COST

**2017**  
**14%**  
2016: 16%

### SIZE OF PORTFOLIO VALUED AT COST

**2017**  
**R32.8 bn**  
2016: R31.7 bn

## PROJECTS UNDER DEVELOPMENT

- Production of aluminium automotive body sheets
- Aluminium rods
- Coal projects to develop Waterberg coal fields
- Steel mini-mills
- Implementation of projects to manufacture cables
- Gas cylinder manufacturing project
- Forged train wheels
- Multi-OEM vehicle assembly plant project
- Migrate mini-bus assembler from semi-knock down assembled to completely knock down
- Uranium mining
- Chrome smelter
- Iron briquettes to replace scrap in mini-mills
- Manufacture of cables for control and instrumentation applications
- Copper cables
- Expansion of mining equipment manufacturing capacity

## AGRO-PROCESSING AND AGRICULTURE VALUE CHAIN

Primary industries such as agriculture, forestry, and fishing, as well as the manufacturing of food products and beverages form part of this value chain.

South Africa's agricultural production has been severely affected by the worst drought on record, with most summer crops having recorded sharply lower output levels in 2016 compared to 2015.

The adverse effects of this have been felt in downstream sectors, with production growth in the food processing sectors underperforming the average for manufacturing as a whole. In contrast, the beverages industry has been outperforming, recording high rates of production capacity utilisation as well as the highest level of business confidence of all manufacturing sub-sectors.

### OUR APPROACH

Our approach to this value chain is to focus on the development of downstream industries. This not only adds value to primary agricultural produce, but also increases demand in the more labour-intensive primary sector, thereby stimulating employment. We do fund projects in the primary sector where there is a shortage of inputs into the processing industry, or where a new high-value crop is being introduced in the country.

### FUNDING ACTIVITY

During the year under review, we approved R203.4 million for projects in this value chain utilising the IDC's own funds (2016: R632.4 million) before cancellations. An additional R79.1 million was approved utilising funds under management by the Corporation (2016: R15.7 million), predominantly the Agro-Processing Competitiveness Fund (APCF). Cancellations of funding that had previously been approved resulted in a reduction of 79% in the net amount of funding for this value chain compared to 2016. Despite the lower levels of funding approvals in 2017, the disbursement of funds, including funds approved for projects in previous years, increased by 5% to R542.5 million.

In support of our aquaculture strategy we approved funding for a project to set up a commercial fresh water aquaculture operation utilising local catfish species near Graaff-Reinet in the Eastern Cape. We have been involved in the development of this project from an early stage, a demonstration of how our proactive industry development approach is resulting in bankable funding opportunities.

Participation by Black Industrialists in the meat products industry is increasing, with funding approved during the year expected to enable the expansion of operations of a black-owned abattoir in Klerksdorp in the North West.

In another transaction, we are assisting with the diversification of the agro-processing industry by funding the establishment of a black youth-owned company that will be producing pet treats in Sebenza, Gauteng, particularly for export markets.

The year saw us continuing support for several projects in the horticulture industry that produce nuts and berries.

### STAKEHOLDER ENGAGEMENT

Apart from the drought conditions, there were other major challenges experienced by some parts of the value chain, in particular the poultry industry, during the year. Beset by increased competition from imports, the industry has been facing cut-backs in production as well as job losses. We are participating in the joint public and private sectors' Poultry Industry Task Team, identifying opportunities to increase competitiveness in the industry.

The year also saw the launch of another leg of government's Operation Phakisa, focusing on the agricultural sector. We are participating in some of the initiatives, particularly in those focusing on the integration of small-scale cattle farmers in formal beef value chains, soybean and oilcake production, and the participation of small-scale producers in formal white maize value chain and horticulture.

### DEVELOPMENT OUTCOMES

Transactions that were concluded during the year are expected to create 585 jobs (2016: 1 379 created) and save 438 (2016: 519 saved). This was significantly lower than the expectations that we had for this value chain and was in line with the lower levels of funding activity experienced during the year. This had an impact on our transformation activities in the industry, with the value of funding for black-empowered and women-empowered enterprises and for Black Industrialists declining, compared with 2016. Funding for youth-empowered enterprises increased to R78.5 million (2016: R20.1 million).

We view the agro-processing and agriculture value chain as playing an important role in the South African economy and acknowledge the need to realise its full potential in alleviating the high levels of unemployment in the country.

We are expanding our internal capacity to increase our levels of funding in the value chain to a targeted R2.1 billion and to further develop the opportunities that we have identified.

## CASE STUDY

### MANELI PETS

Maneli Pets is a black youth-owned pet treat manufacturer, and the first South African pet treat company to secure access to the United States market.

DIRECT JOBS

39



Maneli Pets is a business initiative of the Maneli Group, a newly established agro-processing holding company with initiatives aimed at exploring other business ventures.

The company is being established to produce ostrich- and venison-based treats for dogs, branded under the label Roam, to be sold in retail stores in the United States. The treats will be sold in over 100 regional pet speciality chain stores in high-end suburban areas across the country.

The funding secured from the IDC to establish a processing facility in Sebenza, Johannesburg, will create 39 jobs, and with the company sourcing its raw materials from the Karoo and Limpopo, it will also assist in the development of rural areas.

Maneli Pets has developed a strong relationship with its suppliers, which began in 2015 when the company was initially producing trial samples for the US market. An exclusive supply agreement was concluded as a result of this relationship.

In addition to the funding being supplied by the IDC, Maneli Pets also received grant funding through the dti's Black Industrialist Scheme.



IDC's funding for Maneli Pets went towards establishing a processing facility in Sebenza, Johannesburg.

# AGRO-PROCESSING AND AGRICULTURE VALUE CHAIN

## OPPORTUNITIES

### FOCUS AREA



#### FIELD CROP PROCESSING

- Enhanced utilisation of existing soybean crushing facilities, establish new processing facilities for grains, oils and vegetables, and integrate emerging farmers in the processing chain
- Small-to-medium scale grain processing activities milling at Agri-parks
- Improving SA bio-economy
- Hemp as a crop for textile production
- Preserving and processing of vegetables (canning, bottling etc.)
- Production of malted barley and the growing of barley from emerging farmers



#### HORTICULTURE

- Adding value to/formulation of new products
- Replacing ageing orchards/vineyards
- Establish new cultivar orchards and fruit products in global demand
- Advanced processing capacity
- Utilisation of under-utilised community land
- High value additives
- Improve efficiencies and competitiveness
- Improve infrastructure (dams, irrigation schemes)
- New and/or improved preservation and packaging technologies



#### RED MEAT AND DAIRY PRODUCTS

- Integrate rural cattle into formal value chain
- Adding value in the dairy products industry
- Transformation of dairy products industry
- Development opportunities for game/crocodile products
- Introduce improved preservation and packaging technologies
- Export sector development



#### POULTRY PRODUCTS

- Enhance competitiveness and encourage transformation in key segments
- Reduce feed costs
- Value addition
- Contribute to export sector development and import replacement
- Improved preservation and packing technologies



#### FISH AND SEAFOOD PRODUCTS

##### Aquaculture:

- Expansion of exports, build upon successful abalone export industry
- Develop and establish viable finfish aquaculture operations, permitting import replacement
- Production to replace harvesting fish and other aquatic organisms from the wild

- Improved competitiveness by, for example, lowering feed costs and improving efficiencies
- Utilisation of existing fish processing facilities

## INDUSTRY RESEARCH COMPLETED\*

- An analysis of South Africa's citrus value chain
- The livestock value chain in South Africa
- The poultry value chain in South Africa

\*2015, 2016 and 2017

## INDUSTRY SPECIFIC RISKS AND CHALLENGES

- Climate conditions affecting agricultural output
- Water availability, quality, and infrastructure
- Other infrastructure constraints
- Skills, including training and development of young farmers
- High barriers to entry with high land and capital equipment costs
- Increasing levels of mechanisation reducing employment opportunities
- Unfair trading practices resulting in high import penetration
- Increasing input costs e.g. energy, animal feed
- Complex process to develop rural-based projects with various stakeholders, permits, and other bureaucratic hurdles
- Low levels of transformation

## INDUSTRY SPECIFIC STAKEHOLDERS AND STRATEGIC ENGAGEMENTS

- Economic Development Department
- Department of Agriculture, Forestry and Fishing
- Department of Rural Development and Land Reform
- The dti
- Participation in Poultry Industry Task Team
- Operation Phakisa – Agriculture, land reform and rural development
- The Land Bank
- Large agri-business
- Emerging farmers
- Trade unions
- Industry bodies (e.g. Grain SA, Citrus Growers Association, SA Poultry Association, Aquaculture Association of SA, Forestry SA, SA Sugar Association, Subtrop, Hortgro, SA Table Grape Industry Association, Aquaculture Association of SA)
- Research institutions (e.g. CSIR; universities; Agricultural Research Council)
- Food retailers

## HUMAN CAPITAL

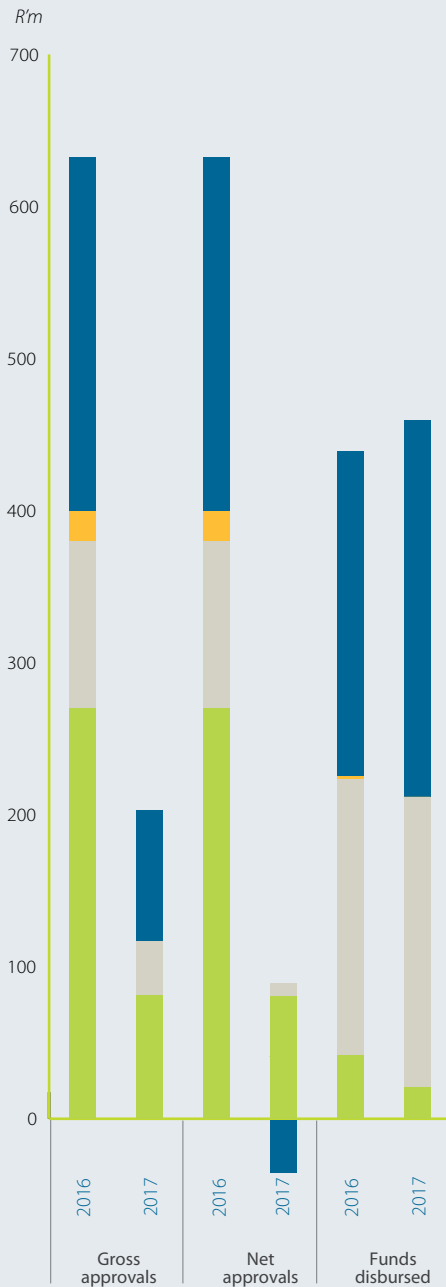
### STAFF PROFILE OF UNITS SERVICING THE VALUE CHAIN



BLACK	WHITE	TOTAL
2017 8	2017 4	2017 12
2016: 14	2016: 6	2016: 20
MALE	FEMALE	TOTAL
2017 7	2017 5	2017 12
2016: 12	2016: 8	2016: 20



## FUNDING ACTIVITY



- Horticulture
- Beverages
- Food processing
- Agriculture, forestry and fishing

In addition to the above, in 2017, R79.1 million was approved (2016: R15.7 million) and R20.6 million disbursed (2016: R56.4 million) which do not form part of IDC funding, but are from funds managed by IDC. This is predominantly made up of funds from the APCF managed on behalf of the EDD.

## DEVELOPMENT OUTCOMES

### JOBS EXPECTED TO BE CREATED AND SAVED IN SOUTH AFRICA

**2017**  
**1 023**  
2016: 1 898

### JOBS CREATED AND SAVED PER R'M APPROVED IN SOUTH AFRICA

**2017**  
Created **4.1** Saved **66.3**  
2016: Created 2.6 Saved 5.9

### FUNDING TO BLACK-EMPOWERED COMPANIES

**2017**  
**R77 m**  
2016: R138 m

### FUNDING TO BLACK INDUSTRIALISTS

**2017**  
**R45 m**  
2016: R54 m

### FUNDING TO WOMEN ENTREPRENEURS

**2017**  
**R36 m**  
2016: R51 m

### FUNDING TO YOUTH ENTREPRENEURS

**2017**  
**R79 m**  
2016: R20 m

## FINANCIAL OUTCOMES

### IMPAIRMENT AS A PERCENTAGE OF PORTFOLIO AT COST

**2017**  
**15%**  
2016: 16%

### SIZE OF PORTFOLIO VALUED AT COST

**2017**  
**R4.4 bn**  
2016: R4.5 bn

## PROJECTS UNDER DEVELOPMENT

- Dried fruit
- Ester oil manufacturing
- Development of agricultural projects that can feed into the local beverage industry e.g barley, hops and malted products as well as fruit for carbonated fruit juices
- Almond industry development
- Pineapple value-adding complex
- Industrial hemp fibres
- Poultry value chain development
- Rural cattle commercialisation project
- Game-related production activities (game, crocodile products – lean meats, skins for textiles and leather industries)
- Catfish farming and processing project

## CHEMICALS AND PHARMACEUTICALS VALUE CHAIN

The manufacturing of petroleum, basic chemicals, fertilisers, agro-chemicals, paints, pharmaceuticals and other medical products, soaps and detergents, plastic products, and other related products is covered in this value chain. We also include storage and distribution of oil and gas as part of the value chain's activities.

Compared with most other manufacturing industries, the chemicals industry showed good performance in 2016, with the volume of production increasing by 3.9% compared with 2015 levels. An upward trend in production levels was evident in all sectors of the value chain except for downstream plastic products.

**Our goal in the development of the value chain is to enhance the competitiveness of downstream industries, including pharmaceuticals and other consumer products. In doing this we also consider the importance of the basic chemicals industry in the development of other sectors such as the agriculture and metals industries.**

### FUNDING ACTIVITY

We approved R2.9 billion in 2017 for the funding of businesses in this value chain compared with R4.8 billion in 2016. This reduction should be viewed in light of the R4.0 billion that was approved for the recapitalisation of our subsidiary Foskor in 2016. Funding for all segments of the value chain, except for fertilisers, increased significantly. The net value of funding approved, after cancellations, was R2.1 billion.

We have been supporting this sector for a number of years as a means of diversifying South Africa's energy mix and the largest portion of the new funding approved was for storage and transport of oil and gas, with R1 015.9 million approved (2016: R107.6 million) for such activities. Two significant projects have been approved in this sector with the first involving the establishment of a black-owned crude oil storage facility at Saldanha Bay. This, as well as other local facilities and the recently completed Sunrise Energy Liquefied Petroleum Gas (LPG) import and storage terminal, also funded by the IDC, is positioning Saldanha Bay as an energy minerals trans-shipment hub. The second significant project that we funded in this sector in 2017 entails the establishment of a pipeline and compression infrastructure to distribute natural gas from wells in the Free State to industrial users.

As part of our strategy to develop more labour-intensive downstream industries, we provided funding for a company manufacturing plastic solar geysers. This innovative product previously received assistance

from government in the form of grants from the Support Programme for Industrial Innovation as well as funding from the Technology Venture Capital Fund. We are also continuing our support for the development of a technology that processes waste plastic in landfill sites to produce high grade chemical fluids.

Our strategy to increase local manufacturing and to support local brand development in the consumer products market was further enhanced through funding for a young black woman who produces hair products.

Although we did not approve additional funding for Foskor in 2017, we have been working with the company to develop plans to improve efficiencies so as to return the business to profitability. As a result of weak phosphoric acid prices, currency volatility, as well as outdated plant and equipment, Foskor posted a loss of R902 million for the year (2016: loss of R568 million). Due to these continued tough trading conditions for Foskor, we had to increase our impairment in the company, resulting in impairments in our chemicals portfolio increasing from 10.0% at the end of 2016 to 24.3%.

### STAKEHOLDER ENGAGEMENT

Our team played a significant role in assisting with the development of the latest iteration of the Industrial Policy Action Plan relating to chemicals industries. We continue to engage with both the private sector and other public sector players to improve the environment for the development of the industry and to identify growth opportunities.

### DEVELOPMENT OUTCOMES

There was a substantial increase in development outcomes achieved in the year, with funding approved expected to create 1 148 jobs (2016: 738) and save 21 (2016: 569). R1 109.8 million of the funding that we approved was for companies with at least 25% black shareholding, assisting with black economic empowerment in the industry. The funding approved for Black Industrialists increased to R383.9 million (2016: R217.8 million), for women-empowered businesses to R218.6 million (2016: R106.8 million), and for youth-empowered businesses to R110.1 million (2016: R3.9 million), further supporting transformation in the industry.

### OUTLOOK

Our strategies for the development of the upstream portion of the value chain focus on establishing capacity that enhances the competitiveness of the economy through linkages with other value chains. The agricultural value chain is targeted through our support for the fertiliser industry. The focus on gas as an energy source can have benefits for a wide range of industries.

We are also targeting the competitiveness enhancements in the downstream chemicals industries by localising production of inputs for these consumer goods. Our downstream activities aim to increase the local production of these goods and localising the production of pharmaceuticals. We are targeting R3.2 billion in investment in the value chain in the 2018 financial year.

## CASE STUDY

### TETRA4

Our support of JSE-listed Renergen's subsidiary, Tetra4, is in line with our strategy to diversify energy resources.

DIRECT JOBS

15

Tetra4 is currently South Africa's first and only onshore production-right holder for natural gas. The company provides a sustainable, clean energy solution to large-scale users in the Free State Goldfields region.

Tetra4 beneficiates natural gas to offer Compressed Natural Gas (CNG) solutions for the transport, mining and industrial markets. CNG is a fossil fuel substitute for petrol, diesel and propane (LPG). It is considered to be a more cost-effective and environmentally friendly alternative to traditional liquid fuels, as it produces less pollutant emissions.

IDC assisted Tetra4 with funding for the first phase of a project to construct a pipeline linking up 13 existing gas wells to the mother-station compressor and dispenser. Gas emanating from a specific well can only be used if that well is piped to an appropriate processing point. With the project, Tetra4 aims to reticulate the existing 13 wells to a central processing facility or mother-station compressors and dispensers.

The company aims to expand the project in multiple phases, which will include further construction, linking up 26 additional gas wells to increase the gas production volumes to take CNG to market. These phases will also include power production with heat recapture for customers in the area.

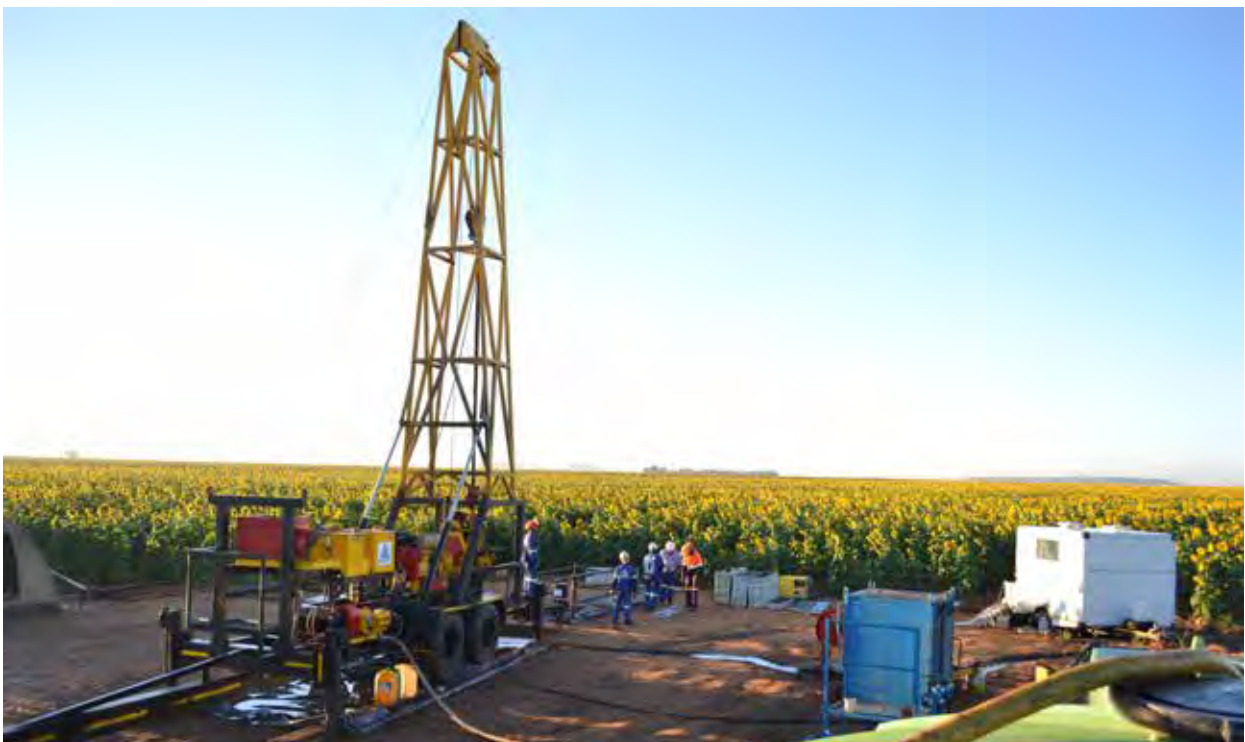
With full field development anticipated at 260 interconnected gas wells, the pipeline network will stretch over 500 km.

Tetra4 currently has a total of 16 employees, with an additional 15 new permanent jobs to be created through IDC's funding.

Tetra4's production rights, granted by the Petroleum Agency of South Africa, span 187 000 hectares in the Free State near Virginia, Theunissen and Welkom, surrounded by a further 98 000 hectares of exploration rights in the same area. A second field is located in Evander, Mpumalanga, consisting of exploration rights spanning roughly a further 52 000 hectares.

The company has entered into development agreements with bus organisations to provide their fleet in the Free State with CNG, as well as with gas retailers, who then supply minibuses with gas. Tetra4 has also signed a memorandum of understanding with a gold mining company to convert a locomotive from diesel to CNG to reduce its diesel particulate matter in their underground gold mines.

A life-of-plant offtake agreement is in place with Linde Global Helium for all of the helium contained in the gas stream to be commissioned in 2019 as development progresses.



*Tetra4 is currently the only onshore production-right holder for natural gas in South Africa.*

# CHEMICALS AND PHARMACEUTICALS VALUE CHAIN

## OPPORTUNITIES

### FOCUS AREA



#### FERTILISERS

- Fertilisers import replacement and increased local value add
- Reduced cost of fertilisers as a key input to the agriculture sector



#### ENERGY

- Increased gas usage as an energy source
- Increased liquid fuels energy security



#### BASIC AND SPECIALTY CHEMICALS

- Increase local production of green and other new chemicals
- Local manufacturing of chemicals for inputs into consumer goods



#### PLASTICS

- Competitiveness improvements for the plastics industry



#### CONSUMER GOODS

- Local manufacturing of consumer goods focusing on personal care products



#### PHARMACEUTICALS AND MEDICAL PRODUCTS

- Production of radio-pharmaceuticals for nuclear imaging
- New capacity for telemedicine and traditional medicine as well as targeted pharmaceutical products for priority diseases including tuberculosis, HIV/Aids and malaria

## INDUSTRY RESEARCH COMPLETED\*

- Analysis of the fertilisers value chain
- An analysis of South Africa's pharmaceutical value chain
- The chemicals-based consumer products value chain in South Africa
- The global natural gas industry landscape focusing on Africa and South Africa in particular
- An investigation of localisation opportunities in the South African crop protection chemicals industry
- An overview of the oil and gas industry in South Africa focusing on shale gas and suppliers of related inputs
- Development opportunities and challenges in SA's medical devices value chain

\*2015, 2016 and 2017

## INDUSTRY SPECIFIC RISKS AND CHALLENGES

- Low commodity prices and currency volatility
- Insufficient cohesion in respect of gas industrialisation strategy and future clean fuels programme
- Low levels of youth participation in the industry, especially with respect to large projects
- Cost competitiveness in the downstream chemicals industry is constrained due to high raw material costs
- Regulatory registration for pharmaceutical products
- Long lead times for Environmental Impact Assessments
- Need for access to international technologies

## INDUSTRY SPECIFIC STAKEHOLDERS AND STRATEGIC ENGAGEMENTS

- Economic Development Department
- Department of Energy
- The dti
- Chemical Industry Association
- Transnet National Ports Authority
- PetroSA
- Durban Chemicals Cluster
- Technology Innovation Agency
- Trade unions
- CSIR

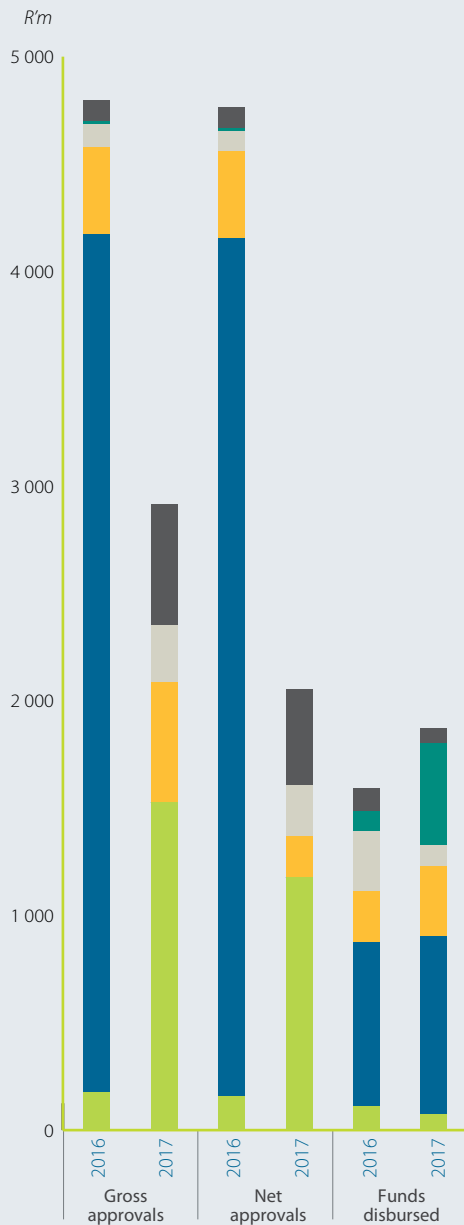
## HUMAN CAPITAL

### STAFF PROFILE OF UNITS SERVICING THE VALUE CHAIN



BLACK	WHITE	TOTAL
2017 25	2017 8	2017 33
2016: 23	2016: 7	2016: 30
MALE	FEMALE	TOTAL
2017 17	2017 16	2017 33
2016: 14	2016: 16	2016: 30

## FUNDING ACTIVITY



- Healthcare
- Oil and gas transport and storage
- Plastics and other products
- Chemical products and pharmaceuticals
- Fertilisers
- Basic chemicals

In addition to the above, in 2017, R282.5 million was approved (2016: R33.0 million net cancellations) and R114.7 million disbursed (2016: R20.7 million) which do not form part of IDC funding, but are from funds managed by IDC. This is predominantly made up of funds from the MCEP managed on behalf of the dti.

## DEVELOPMENT OUTCOMES

### JOBS EXPECTED TO BE CREATED AND SAVED IN SOUTH AFRICA

**2017**  
**1 169**  
2016: 1 307

### JOBS CREATED AND SAVED PER R'M APPROVED IN SOUTH AFRICA

**2017**  
Created **0.7** Saved **2.2**  
2016: Created 0.3 Saved 0.3

### FUNDING TO BLACK-EMPOWERED COMPANIES

**2017**  
**R1.1 bn**  
2016: R0.2 bn

### FUNDING TO BLACK INDUSTRIALISTS

**2017**  
**R384 m**  
2016: R218 m

### FUNDING TO WOMEN ENTREPRENEURS

**2017**  
**R219 m**  
2016: R107 m

### FUNDING TO YOUTH ENTREPRENEURS

**2017**  
**R110 m**  
2016: R4 m

## FINANCIAL OUTCOMES

### IMPAIRMENT AS A PERCENTAGE OF PORTFOLIO AT COST

**2017**  
**24%**  
2016: 10%

### SIZE OF PORTFOLIO VALUED AT COST

**2017**  
**R8.6 bn**  
2016: R7.1 bn

## PROJECTS UNDER DEVELOPMENT

- Further phosphate rock beneficiation
- Establishing a potash recovery facility in a neighbouring country
- Development of phosphate resources outside SA
- Establishment of a urea manufacturing facility
- Development of local natural gas resources
- Establishment of a liquid natural gas terminal at Richards Bay
- Complete implementation of LPG storage project
- Local oil refinery project
- Conversion of refinery
- Local crude oil storage facility
- Micro-algae production plant
- Beneficiation of cobalt, nickel, copper and lithium into speciality chemicals
- Beneficiation of magnetite into chemicals
- Contract manufacturing of personal care products

## INDUSTRIAL INFRASTRUCTURE

Infrastructure plays a critical role in the development of a competitive economic industrial sector. To address this, we provide funding for economic infrastructure that unlocks industrial development.

### FUNDING ACTIVITY

The value of funding approved for infrastructure development, before cancellations, reached R2.1 billion in 2017, similar to the value approved in 2016.

The bulk of the funding is for the electricity generation sector, with financing approved for two coal-fired independent power stations to contribute to South Africa's energy generation mix. One of these will be constructed in the Waterberg area of Limpopo and the other in Mpumalanga.

Although implementation of the REIPPPP is being delayed, funding has been approved for four projects seeking to participate in the second round of the Small Projects Renewable Energy Procurement Programme. This programme provides opportunities for smaller companies with the focus on South African companies generating less than 5MW to participate in South Africa's energy generation

sector. Preferred bidders have not yet been announced and the funding approved for these projects is not included in the figures provided in this report.

Funding for transport and logistics was allocated predominantly to a black-owned company that provides rail maintenance services for Transnet. We have further made strides in supporting a black woman-owned construction company that is supporting the execution of a transmission line. In addition, we have supported a 100% black youth-owned company servicing the rollout of fibre to homes.

### DEVELOPMENT OUTCOMES

Although infrastructure developments do not typically create many direct jobs during the operational phase, construction of these projects can create jobs in the short to medium term. Projects for which funding was approved during the year are expected to create 2 846 full-time equivalent jobs, a marked increase over the 1 591 for 2016. Of the funding that was approved in this sector 95% was for black-empowered companies, with our funding for the participation of youth and women in the sector also increasing.

### OUTLOOK

We are taking a more focussed approach to our support for industrial infrastructure projects, with expectations that funding for this sector will reduce to a targeted R2.5 billion in the 2018 financial year.

## CASE STUDY

### DELTA ZERO CORPORATION

Our funding for Delta Zero Corporation, a manufacturer and operator of slurry pump stations, is in support of initiatives that ensure the security of water supply as a scarce resource.

#### DIRECT JOBS

5

Delta Zero Corporation is a newly-formed company that acquired 100% of Eris Mining, which owns the Intellectual Property of the Delta Zero slurry pumping systems.

Delta Zero Corporation slurry pumps are an innovative way of pumping large volumes of slurry at high pressure that significantly reduces the load on the environment.

Its pumping systems use less than 70% of the energy required by conventional systems and require no gland seal water. In addition, conventional system energy efficiency reduces rapidly as wear takes place on rotating impellers in direct contact with abrasive slurries. The rotating impellers in Delta Zero systems operate in non-abrasive clean water with minimal wear rates, thus maintaining high energy-efficiencies over the life of the system.

Delta Zero's patented technology is locally developed and 80% of the components supporting it are locally produced, with the potential of being exported. The technology supports the mining value chain by reducing the cost of production through lower water and energy consumption, of which slurry pumping is a large component. In addition, maintenance costs are significantly lower than those of conventional systems.

IDC has a call option in Delta Zero Corporation and provided development funding towards completing units to be tested at Harmony Gold and another mining company for six months respectively. The company aims to manufacture and rent the units commercially to the mining industry.

The funding has created five jobs, with three additional jobs expected to be created for every 10 pumps installed. In addition, 37 indirect jobs were created through the associated supply companies, who manufacture the units.

# INDUSTRIAL INFRASTRUCTURE

## FUNDING ACTIVITY



- Electricity generation and distribution
- Transport and logistics
- Other infrastructure

In addition to the above, in 2017, R5.4 million net cancellations were recorded which do not form part of IDC funding but are from funds managed by IDC. This number is not included in the chart above.

## DEVELOPMENT OUTCOMES

**JOBS EXPECTED TO BE CREATED AND SAVED IN SOUTH AFRICA**

**2017**  
**2 864**  
2016: 1 594

**JOBS CREATED AND SAVED PER R'M APPROVED IN SOUTH AFRICA**

**2017**  
Created **1.4** Saved **1.1**  
2016: Created 1.1 Saved 1.5

**FUNDING TO BLACK-EMPOWERED COMPANIES**

**2017**  
**R2.0 bn**  
2016: R1.0 bn

**FUNDING TO BLACK INDUSTRIALISTS**

**2017**  
**-R9 m\***  
2016: R404 m

**FUNDING TO WOMEN ENTREPRENEURS**

**2017**  
**R297 m**  
2016: R181 m

**FUNDING TO YOUTH ENTREPRENEURS**

**2017**  
**R948 m**  
2016: R438 m

## FINANCIAL OUTCOMES

**IMPAIRMENT AS A PERCENTAGE OF PORTFOLIO AT COST**

**2017**  
**6%**  
2016: 10%

**SIZE OF PORTFOLIO VALUED AT COST**

**2017**  
**R13.7 bn**  
2016: R13.4 bn

## HUMAN CAPITAL

**STAFF PROFILE OF UNITS SERVICING THE VALUE CHAIN**

	BLACK	WHITE	TOTAL
<b>2017</b>	<b>18</b>	<b>4</b>	<b>22</b>
2016:	17	4	21



	MALE	FEMALE	TOTAL
<b>2017</b>	<b>15</b>	<b>7</b>	<b>22</b>
2016:	14	7	21

\* Cancellations of previously approved funding exceeded new transactions approved during the year in this category.

## CLOTHING, TEXTILES, LEATHER AND FOOTWEAR

The clothing, textiles, leather and footwear industries remain significant employers in manufacturing. We remain committed to supporting these industries despite the challenges that most of its segments have experienced for many years.

Our support includes close cooperation not only with the industries themselves, but with government, labour and retailers to build competitiveness in this sector.

### FUNDING ACTIVITY

Our net funding approved for businesses operating in the clothing, textiles, leather and footwear industries in the year under review declined by 22% to R433.5 million (2016: R553.7 million). A large portion of approvals in this industry is in the form of payment guarantees, which means that disbursements are typically significantly lower than approvals.

Of the total funds approved in the clothing, textiles, leather and footwear industries, 72% (R311.0 million) was for companies operating

in the textiles industry. Considering that we are one of the larger funders of the industry, most of the new funding approved was for existing clients, including funding for a business operating from Zwelitsha, Eastern Cape, that we helped to establish in the 1940s. Other niche textile companies that we supported included manufacturers of nylon webbing and inner curtains.

In 2017, R89.5 million was approved for the clothing industry, one of the most labour-intensive sectors in the economy. We continue to assist distressed companies that show a high likelihood of a successful turnaround.

### DEVELOPMENT OUTCOMES

The funding approved for the clothing, textiles, leather and footwear industries during the year is expected to create 852 jobs, 40% more than the 608 of 2016. Despite lower levels of overall funding, our funding for black-empowered companies, Black Industrialists, and youth-empowered companies increased by 25%, 49% and 43% respectively.

### OUTLOOK

For 2018, we are aiming to increase levels of investment in this industry to more than R700 million in order to support the creation of sustainable employment and continued improvement in competitiveness in these industries.

## CASE STUDY

### POLYFABRICS UNLIMITED

Polyfabrics Unlimited, a youth-owned enterprise, manufactures webbing from synthetic fibres such as polypropylene, nylon and polyester. This is predominantly used in packaging for the agricultural, chemical, mining and construction industries.

#### DIRECT JOBS

47

The business was acquired in 2015 by a Black Industrialist. Prior to that it had been in operation for 10 years.

Polyfabrics has been operating successfully due to its lean operations, allowing it to cater to clients' needs with short lead times and competitive pricing. Due to its success, the company has been facing capacity constraints at its plant in KwaZulu-Natal.



In order to meet rising demand, the company has identified a need to move to larger premises. During the move, the company will replace some of their ageing machines and some other additional equipment.

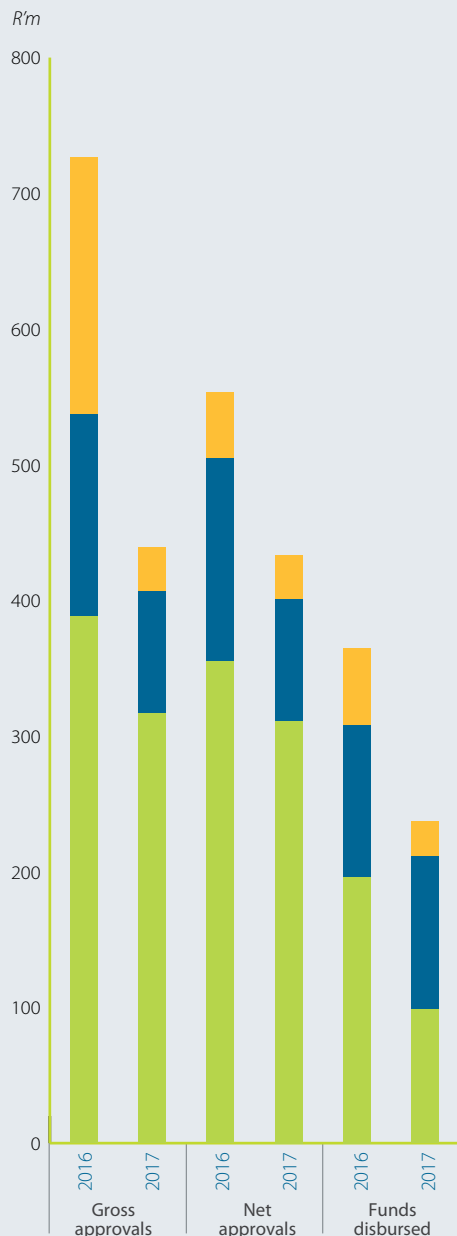
The company has also identified an opportunity to purchase a raw material manufacturing plant, which will allow it to backward integrate its operations, improve reliability of its raw material supply, and increase its competitiveness.

Our funding for these business improvements will help this young entrepreneur create 47 new jobs.



# CLOTHING, TEXTILES, LEATHER AND FOOTWEAR

## FUNDING ACTIVITY



- Leather and footwear
- Clothing
- Textiles

In addition to the above, in 2017, R11 million was approved and R5 million disbursed, which do not form part of IDC funding, but are from funds managed by IDC.

## DEVELOPMENT OUTCOMES

**JOBS EXPECTED TO BE CREATED AND SAVED IN SOUTH AFRICA**

**2017**  
**852**  
2016: 1 194

**JOBS CREATED AND SAVED PER R'M APPROVED IN SOUTH AFRICA**

**2017**  
Created **1.9**  
2016: Created 1.8 Saved 5.4

**FUNDING TO BLACK-EMPOWERED COMPANIES**

**2017**  
**R271 m**  
2016: R217 m

**FUNDING TO BLACK INDUSTRIALISTS**

**2017**  
**R120 m**  
2016: R80 m

**FUNDING TO WOMEN ENTREPRENEURS**

**2017**  
**R26 m**  
2016: R110 m

**FUNDING TO YOUTH ENTREPRENEURS**

**2017**  
**R33 m**  
2016: R23 m

## FINANCIAL OUTCOMES

**IMPAIRMENT AS A PERCENTAGE OF PORTFOLIO AT COST**

**2017**  
**36%**  
2016: 43%

**SIZE OF PORTFOLIO VALUED AT COST**

**2017**  
**R1.7 bn**  
2016: R1.8 bn

## HUMAN CAPITAL

**STAFF PROFILE OF UNITS SERVICING THE VALUE CHAIN**

	BLACK	WHITE	TOTAL
<b>2017</b>	<b>11</b>	<b>1</b>	<b>12</b>
2016:	11	1	12



	MALE	FEMALE	TOTAL
<b>2017</b>	<b>5</b>	<b>7</b>	<b>12</b>
2016:	4	8	12

## MEDIA AND MOTION PICTURES

Since IDC started to provide funding for the media industry in 2001, we have been instrumental in the revival of the South African film industry. In addition to financing film production, we also provide funding for studio infrastructure, as well as radio and television broadcasting.

Film production employs numerous people across a wide spread of skill sets. These include make-up artists, set-builders, camera operators and others during production, with an even wider range of skilled individuals employed during post-production. To build sustainable employment opportunities for these individuals, a continuous stream of movies needs to be in production.

### FUNDING ACTIVITY

During the year we approved R207.6 million in new funding for this sector before cancellations (2016: R266.5 million), with the largest portion being for film and video production. An amount of R350.3 million, including funds for transactions approved in previous years, was disbursed in 2017 (2016: R54.8 million).

The funds approved for film and video production are for the production of a television series, a full-length 3D animated film, and three lower-budget films that will be licensed for broadcast by pay television. We also continued to support a black-owned broadcasting group that has interests in a number of radio stations in Gauteng, Limpopo, the Free State and the Eastern Cape.

### DEVELOPMENT OUTCOMES

The funding approved in 2017 will create 126 new jobs (2016: 546 new jobs). These numbers have been adjusted as the production of individual films does not create permanent employment opportunities. Although levels of funding for black-empowered companies, Black Industrialists, and youth entrepreneurs have declined compared to 2016, we continue to have an impact on transformation in the industry. Funding for businesses in which women have a significant interest has increased.

### OUTLOOK

We are planning to maintain similar levels of funding in this industry to those recorded over the past two years, with an investment target of R252 million set for 2018.

## CASE STUDY

### OCTOPUS VISION

Funding young emerging black film-makers to enter the film production sector, is one of our key developmental areas in establishing and growing a sustainable local film industry.

DIRECT JOBS

10

Breaking into the local film production sector remains a challenge for young film-makers, especially since production companies typically require production equipment such as cameras, computers and editing suites. In addition, because broadcasters usually only make their buying decisions once they have seen finished productions, seed capital is required to fund start-up losses.



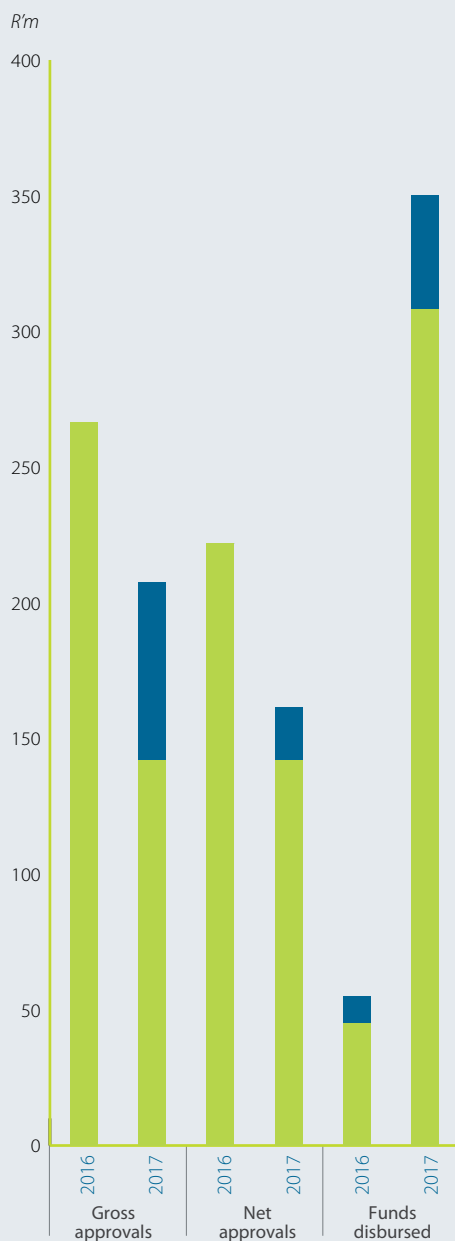
Octopus Vision, which is fully owned by two young aspiring black entrepreneurs, approached us to fund the purchase of film equipment and working capital to produce content, mainly for television, and to provide production services for music artists. The company produces TV shows that are based on local stories and films in Sebokeng, Gauteng, using local actors.

Over and above the film market, Octopus Vision has developed networks with local upcoming musicians who want to break into the mass market and promote their material on video channels such as Vuzu, DSTV's Channel 116.

Our funding for Octopus Vision will create ten jobs and is in support of the aggressive drive by South Africa's three broadcasters, namely SABC, M-Net and e.tv, to promote local content.

# MEDIA AND MOTION PICTURES

## FUNDING ACTIVITY



● Television and radio broadcasting  
● Film and video production

## DEVELOPMENT OUTCOMES

**JOBS EXPECTED TO BE CREATED AND SAVED IN SOUTH AFRICA**

**2017**

**126**

2016: 546

**JOBS CREATED AND SAVED PER R'M APPROVED IN SOUTH AFRICA**

**2017**

Created **1.2**

2016: Created 2.2

**FUNDING TO BLACK-EMPOWERED COMPANIES**

**2017**

**R80 m**

2016: R224 m

**FUNDING TO BLACK INDUSTRIALISTS**

**2017**

**R79 m**

2016: R224 m

**FUNDING TO WOMEN ENTREPRENEURS**

**2017**

**R59 m**

2016: R32 m

**FUNDING TO YOUTH ENTREPRENEURS**

**2017**

**R62 m**

2016: R215 m

## FINANCIAL OUTCOMES

**IMPAIRMENT AS A PERCENTAGE OF PORTFOLIO AT COST**

**2017**

**21%**

2016: 34%

**SIZE OF PORTFOLIO VALUED AT COST**

**2017**

**R729 m**

2016: R414 m

## HUMAN CAPITAL

**STAFF PROFILE OF UNITS SERVICING THE VALUE CHAIN**

**BLACK**

**2017 4**

2016: 5

**WHITE**

**2017 0**

2016: 0

**TOTAL**

**2017 4**

2016: 5



**MALE**

**2017 1**

2016: 2

**FEMALE**

**2017 3**

2016: 3

**TOTAL**

**2017 4**

2016: 5

**NEW INDUSTRIES**

The largest portion of IDC's funding activities is aimed at establishing new capacity or upgrading capacity in existing sectors.

In our New Industries unit, we promote the establishment of industries that are new or emerging to South Africa so as to ensure that the economy is ready to absorb work seekers in the future.

**FUNDING ACTIVITY**

During the year we approved R227.2 million before cancellations in funding for new industries, 52% higher than in 2016. Disbursements increased by 10% to R110.9 million.

Significant transactions included funding for:

- A company that produces light-emitting electronic devices using standard silicon-based manufacturing processes
- The commercialisation of a valve for toilet cisterns that is less prone to leaking
- A company that will produce metal-mould tooling using additive manufacturing.

In addition, we have allocated funding to support several of our existing clients in the medical equipment and other industries.

**DEVELOPMENT OUTCOMES**

The businesses that we have supported to date are typically start-ups focusing on the commercialisation of new technologies and have not yet entered a significant growth phase. As a result, the number of jobs being created during this early stage of development is fairly low, with 478 new jobs being created in the businesses that we funded in 2017 (2016: 39 new jobs). We have also been assisting Black Industrialists, providing R31.4 million in funding, with youth entrepreneurs receiving R107.9 million.

**OUTLOOK**

As with the value chains, there are several sectors in this area that we are proactively targeting. These are:

- Additive manufacturing
- Fuel cells
- Inputs for renewable energy generation
- Energy storage
- Medical devices
- Nanotechnology
- Machinery and components for purifying natural gas.

We are reviewing our approach to the development of new industries to ensure that we can keep pace with the requirements of innovators and entrepreneurs. We aim to approve R345 million in this area in 2018.

**CASE STUDY**

**WAGIENIENCE**

As part of our focus on promoting young entrepreneurs, we funded Wagienience, a 100% black youth-owned company founded by technopreneur Paseka Lesolang.

DIRECT JOBS

**462**

Wagienience, based in Gauteng, developed a unique patented product, the WHC Leak-less Valve™. This is a water-control mechanism that is placed in toilet cisterns to stop the influx of water at a pre-determined level, thereby reducing water loss due to outlet valve leaks. This technology is patented in South Africa, and has the potential to become a low-cost industry standard with a significant positive environmental impact.

IDC provided funding which enables the company to pilot projects with municipalities and public-private partnership

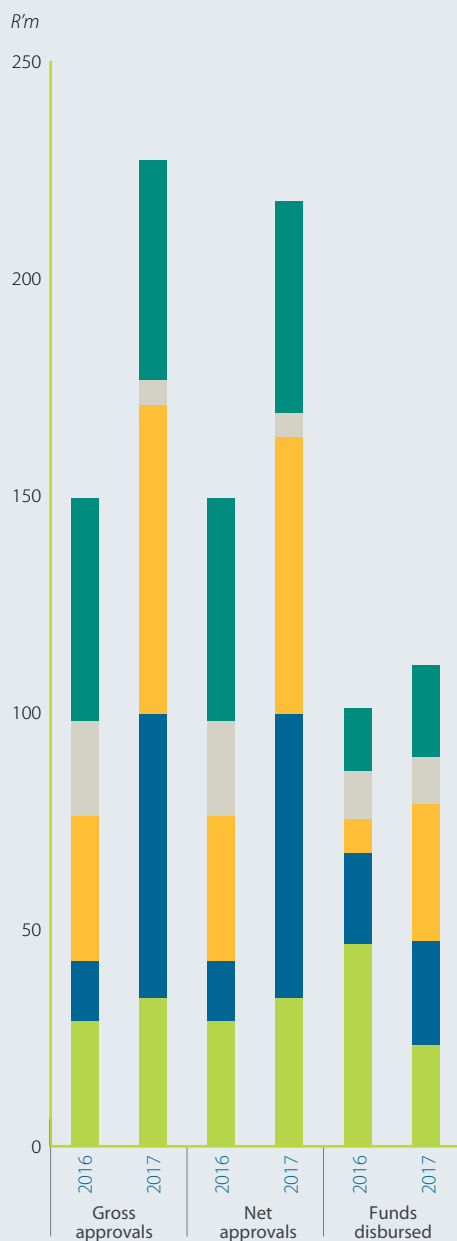


projects that target water savings. Development of moulds for the product was made possible in part from grant funding received through the Massmart Supplier Development Fund, an initiative that was established as a result of conditions imposed by competition authorities as part of the Walmart buy-out. Through the funding, Wagienience can further execute client orders and increase the supply of its products directly to wholesalers. In addition, we assisted the company in formulating a strategy to commercialise and promote this locally designed, patented and manufactured product.

The company has significant job-creation and export potential and the business is well underway in establishing itself as a manufacturing entity for its own products. The installation of its products throughout South Africa is also creating additional jobs.

# NEW INDUSTRIES

## FUNDING ACTIVITY



- Other industries
- ICT-related
- Machinery
- Electronics
- Medical equipment

## DEVELOPMENT OUTCOMES

**JOBS EXPECTED TO BE CREATED AND SAVED IN SOUTH AFRICA**

**2017**

**482**

2016: 39

**JOBS CREATED AND SAVED PER R'M APPROVED IN SOUTH AFRICA**

**2017**

Created **2.2**

2016: 0.3

**FUNDING TO BLACK-EMPOWERED COMPANIES**

**2017**

**R31 m**

2016: R0

**FUNDING TO BLACK INDUSTRIALISTS**

**2017**

**R31 m**

2016: R0

**FUNDING TO WOMEN ENTREPRENEURS**

**2017**

**-R3 m\***

2016: R6 m

**FUNDING TO YOUTH ENTREPRENEURS**

**2017**

**R108 m**

2016: R0

## FINANCIAL OUTCOMES

**IMPAIRMENT AS A PERCENTAGE OF PORTFOLIO AT COST**

**2017**

**32%**

2016: 38%

**SIZE OF PORTFOLIO VALUED AT COST**

**2017**

**R876 m**

2016: R811 m

## HUMAN CAPITAL

**STAFF PROFILE OF UNITS SERVICING THE VALUE CHAIN**

**BLACK**

**2017 10**

2016: 9

**WHITE**

**2017 6**

2016: 4

**TOTAL**

**2017 16**

2016: 13



**MALE**

**2017 11**

2016: 8

**FEMALE**

**2017 5**

2016: 5

**TOTAL**

**2017 16**

2016: 13

\* Cancellations of previously approved funding exceeded new transactions approved during the year in this category.

## OTHER MANUFACTURING INDUSTRIES, TOURISM AND OTHER SERVICES

In addition to the support for industries covered in previous sections, we also provide funding for other manufacturing industries, tourism, construction, and ICT.

### FUNDING ACTIVITY

The value of new funding approved during the year increased by 69% to R2.2 billion (2016: R1.3 billion). The value of funding disbursed increased from R1.2 billion to R1.3 billion.

The tourism industry was supported with funding for a new luxury hotel in Umhlanga Village in KwaZulu-Natal and a mid-market hotel in Mthatha in the Eastern Cape. ICT, another services industry that holds potential to create large amounts of jobs, was supported with funding for a large local IT company to allow it to execute contracts.

In the manufacturing sector, funding was approved for the expansion of a porcelain tile manufacturer in Bronkhorstspuit, Gauteng, contributing to investment in the non-metallic mineral industry. Other contributions to manufacturing include funding for establishment of a new tissue paper mill, and for modernisation of production equipment at a leading paper sack manufacturer.

Funding was also approved for the establishment of a materials recovery and waste transfer station, as well as for a number of smaller start-up waste treatment centres.

The construction industry was supported with funding for, inter alia, initiation of a new innovative roof manufacturing facility.

### DEVELOPMENT OUTCOMES

Funding approved during the year is expected to create 3 185 jobs (2016: projects cancelled that would have created 725 jobs) and save 1 930 jobs (2016: 762 jobs saved). The higher level of jobs is also being achieved at a lower cost than previously.

**Funding for black-empowered companies, Black Industrialists, women entrepreneurs and youth entrepreneurs increased significantly as we ramped up funding for economic transformation.**

### OUTLOOK

We are targeting to keep the value of funding for these industries at similar levels in 2018.

## CASE STUDY

### MTHEMBU TISSUE CONVERTING

Mthembu Tissue Converting, a 100% black-owned company, has received funding to purchase energy-efficient, modern equipment to expand its production capacity.

#### DIRECT JOBS

11

Mthembu converts paper wadding into 1-ply and 2-ply toilet paper, serviettes, paper towels and wipes for its industrial and retail clients, as well as its own brand, Cloud Nine™. Its array of SABS-approved products appeals to both the high-end and low-end markets.

The company was established in 2005 by a Black Industrialist, who started his career at Nampak as a packer, working his



way up to become the converting plant manager and later the owner of his own company.

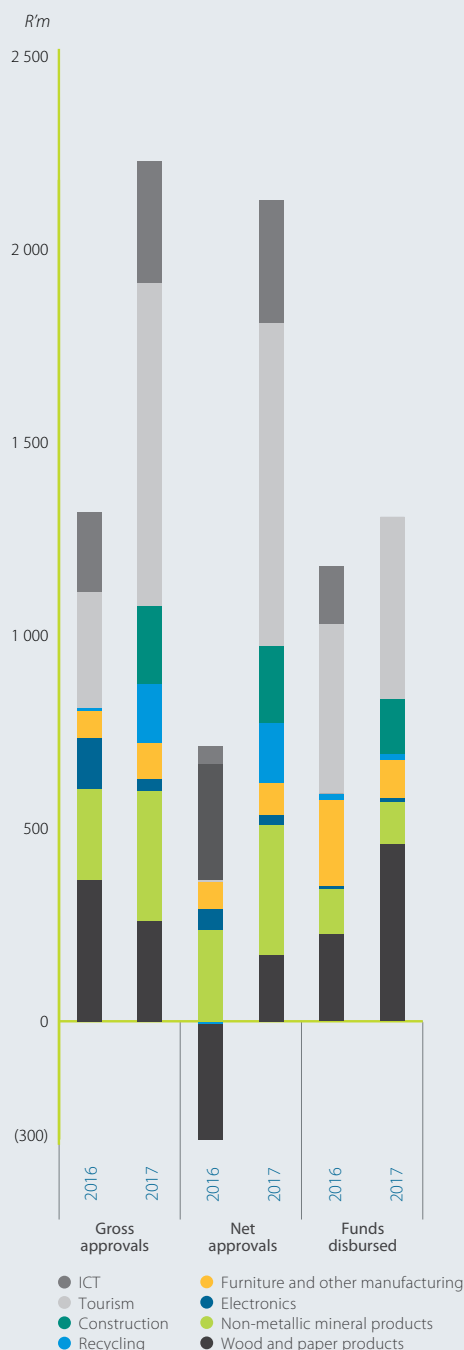
Since 2013, Mthembu Tissue Converting started manufacturing products for its industrial and retail clients and developed and registered its own brand.

We are part-funding a loan to purchase new equipment to enable this Phoenix-based company to increase its production capacity to serve the KwaZulu-Natal tissue product market.

Although the tissue paper industry is highly competitive, the company has proven to be resilient since its inception due to consistent guaranteed sales, technical expertise, product innovation and quality.

# OTHER MANUFACTURING INDUSTRIES, TOURISM AND OTHER SERVICES

## FUNDING ACTIVITY



In addition to the above, in 2017, R250.8 million was approved (2016: R1.3 million) and R139.1 million disbursed (2016: R13.5 million), which do not form part of IDC funding, but are from funds managed by IDC. This is predominantly made up of funds from the MCEP managed on behalf of the dti.

## DEVELOPMENT OUTCOMES

**JOBS EXPECTED TO BE CREATED AND SAVED IN SOUTH AFRICA**

**2017**  
**5 115**  
2016: 813

**JOBS CREATED AND SAVED PER R'M APPROVED IN SOUTH AFRICA**

**2017**  
Created **2.0** Saved **4.9**  
2016: Created 0.9 Saved 2.4

**FUNDING TO BLACK-EMPOWERED COMPANIES**

**2017**  
**R1.4 bn**  
2016: R0.4 bn

**FUNDING TO BLACK INDUSTRIALISTS**

**2017**  
**R796 m**  
2016: R316 m

**FUNDING TO WOMEN ENTREPRENEURS**

**2017**  
**R390 m**  
2016: R344 m

**FUNDING TO YOUTH ENTREPRENEURS**

**2017**  
**R717 m**  
2016: R78 m

## FINANCIAL OUTCOMES

**IMPAIRMENT AS A PERCENTAGE OF PORTFOLIO AT COST**

**2017**  
**13%**  
2016: 13%

**SIZE OF PORTFOLIO VALUED AT COST**

**2017**  
**R8.4 bn**  
2016: R8.0 bn

## HUMAN CAPITAL

**STAFF PROFILE OF UNITS SERVICING THE VALUE CHAIN**

BLACK	WHITE	TOTAL
<b>2017 20</b>	<b>2017 6</b>	<b>2017 26</b>
2016: 20	2016: 5	2016: 25



MALE	FEMALE	TOTAL
<b>2017 12</b>	<b>2017 14</b>	<b>2017 26</b>
2016: 10	2016: 15	2016: 25

## COMMITTED TO GOOD GOVERNANCE

### INTRODUCTION

Good corporate governance is at the heart of our business and, as such, defines and directs the structure and responsibilities of our Board and its committees, the Executive Management, and the systems and processes applied by our employees on a daily basis.

### KEY GOVERNANCE INITIATIVES FOR 2017

<b>Updated Board Charter</b>	The Board Charter was revised and updated. Particulars are provided on page 54.
<b>Revised Board Committees' terms of reference</b>	The terms of reference of the Board Committees were revised with the emphasis on dealing with conflicts of interest, decision-making by consensus as far as possible and strengthening voting mechanisms where consensus cannot be achieved.
<b>Conflict of Interest Policy</b>	A Conflict of Interest Policy was adopted which prohibits directors of the IDC from doing business with the Corporation from 1 April 2017.
<b>Directors' Training</b>	The IDC-customised directors' training course, which was implemented during the previous financial year, continued with training provided to a further 93 employees and independent directors.
<b>Compulsory FICA training</b>	Training on compliance with the Financial Intelligence Centre Act (FICA) was extended to the employees of the IDC. More details are provided on page 57.
<b>Corporate Governance Assessments of Investee Companies</b>	The corporate governance practices of more than 60 IDC business partners/investee companies were assessed and support, where necessary, was provided.

### GOVERNANCE FRAMEWORK

#### LEGISLATION, CODES OF BEST PRACTICE AND POLICIES

Our governance framework comprises:

- The Industrial Development Corporation Act 22 of 1940 (IDC Act)
- The PFMA
- Treasury Regulations
- The Companies Act 71 of 2008
- King III
- The Board Charter
- Various other policies, and internal systems and procedures.

#### BOARD OF DIRECTORS

##### COMPOSITION

Our Board of Directors guides the strategy of the Corporation and carries the ultimate responsibility for its performance. The Board is constituted to ensure the wide range of skills and knowledge required to meet the Corporation's strategic objectives.

The size of the Board is determined by the IDC Act, which permits a minimum of five and a maximum of 15 directors to be appointed by the shareholder. A unitary board structure is applied, with the majority (11 members) being non-executive directors.

As at 31 March 2017, the Board comprised one executive and 11 non-executive members and a gender composition of seven female and four male directors. The positions of Chairperson and Chief Executive Officer are separately held to ensure a clear separation of responsibilities. The Chairperson of the IDC Board is a non-executive director, in line with the recommendations of King III.

The Board retains full and effective control and is responsible to the shareholder for setting strategic objectives and key policies, major plans of action, a risk policy, annual budgets and business plans. It ensures that the performance objectives set by the shareholder are achieved through performance monitoring systems and reporting.

Directors have complete access to senior management through the Chairperson, CEO or Company Secretary at any time. In addition to regular presentations by senior management at Board meetings, directors may seek briefings from senior management on specific matters.

### KEY GOVERNANCE INITIATIVES FOR THE YEAR

In 2017, the focus was on enhanced transparency and taking positive steps to manage conflicts of interest. The main initiatives are summarised in the table below.

#### INDUCTION

All new directors participate in a formal induction process coordinated by the Company Secretary. The induction process includes briefings on financials, strategic, operational and risk management policies and processes, governance framework, culture and values, and key developments at the IDC and in the sectors and environments in which the IDC operates.

#### BOARD MEETINGS AND ATTENDANCE

The IDC Board meets at least six times a year and holds a strategy session at least once a year. Special Board meetings are convened when necessary. During the reporting period the Board met a total of 11 times and in addition, a Board strategy session was held over two days during September 2016.

#### CHANGES TO THE BOARD

In line with our normal practice, all non-executive directors of the IDC Board will retire and make themselves available for re-appointment at the Corporation's next AGM. Mr Brian Molefe resigned his position with effect from 25 January 2017.

#### BOARD CHARTER

The Board has a charter which sets out its responsibilities, including the adoption of strategic plans, the development of a clear definition of materiality, the monitoring of operational performance and management, and the determination of policy processes to ensure the integrity of the Corporation's risk management and internal controls, communication policy, and director selection, orientation and evaluations.

After the revision that was reported on in last year's report, a further revision of the Board Charter was completed. This revision was deemed appropriate in order to take into account changing circumstances and feedback received from stakeholders. The Board Charter was accordingly amended to provide for changes to the rotation policy and refinement of processes for arriving at decisions.



## BOARD COMMITTEES

The Board has established five standing committees to assist it in exercising its authority – the Board Investment Committee, the Board Human Capital and Nominations Committee, the Board Audit Committee, the Board Risk and Sustainability Committee, and the Board Social and Ethics Committee. All Board committees operate under Board-approved terms of reference which are regularly updated to stay abreast of developments in corporate law and governance best practice.

The chairperson of each Board Committee is a non-executive director. The members of each Board committee are appointed by the Board of Directors, except for Audit Committee members who are appointed by the shareholder at the AGM. At a Board meeting following each committee meeting, the Board receives a report on deliberations, conclusions and recommendations. The reports of the various Board committees appear on pages 65 to 68 of this report.

## ETHICS AND MANAGING DIRECTORS' CONFLICTS OF INTERESTS

At every meeting involving Board members, subsidiary directors and executive management, members are required to disclose any potential conflicts and if required, to withdraw from the proceedings. Declarations of conflict are also made to the Company Secretary as and when necessary. This is done in compliance with section 50(3) of the PFMA, the guidance provided by section 75(4) of the Companies Act, the IDC Guidelines on Conflict of Interest and the Conflict of Interest Policy. The declarations are made at each Board meeting and at meetings of the Board committees responsible for considering transactions.

## A NEW DIRECTORS' CONFLICT OF INTEREST POLICY

During February 2017 the Board approved a new Directors' Conflict of Interest Policy, effective from 1 April 2017, which:

- Prohibits directors of the IDC from doing business with the IDC
- Provides for a process to ensure that directors are not provided with Board papers, and do not participate in matters in which they are regarded as being conflicted.

## COMPANY SECRETARY

The Company Secretary plays a pivotal role in the corporate governance of the Corporation. The Company Secretary is responsible to the Board for, inter alia, acting as a central source of information and advice to the Board on matters of ethics, adherence to good corporate governance principles, and compliance with procedures and applicable statutes and regulations.

The Company Secretary is not a director of the Corporation and acts independently from the Board. In line with good governance practice, the appointment and removal of the Company Secretary is a matter for the Board.

The Company Secretary fulfils a dual role in that he is also the General Counsel of the Corporation.

## STRUCTURE

All members of Board Committees are non-executive directors. The IDC's Board structure is depicted in the diagram on page 56.

## REMUNERATION REPORT

### Remuneration Philosophy

Our employees are integral to achieving our corporate objectives. We therefore strive to keep them engaged, motivated and appreciated. We endeavour to attract and retain high-calibre, high-performing individuals who subscribe to the values and culture of the organisation.

Performance management and development are key enablers in establishing and reinforcing employee behaviours and outputs that will help achieve our business goals and objectives. This requires continuous formal and informal feedback as part of an ongoing performance improvement process.

The Corporation's remuneration philosophy is designed to ensure that employees are remunerated fairly, equitably and consistently based on individual performance, market remuneration trends and the relative value of each position within the business. The principle of performance-based remuneration is one of the cornerstones of the remuneration policy and it is underpinned by sound governance principles which are reviewed periodically in order to drive alignment with changes in remuneration trends and practices.

### Employee Remuneration

The Board and shareholder have directed that the outcomes of performance should reward increased efforts and sustainable successes and that incentives should only be payable for exceptional performance. Targets for certain strategic indicators must be met for incentives to be considered, in particular those indicators related to job creation/saving, disbursements and impairments.

### Incentives

The short-term incentive (STI) is aligned to recognise and reward performance which exceeds expectations in terms of short-term corporate indicators, and team and individual performance indicators. The on-target STI amounts are aligned to those of other SOEs as provided for by the remuneration guidelines for SOEs. An annual non-pensionable allowance (NPA) is payable to employees with acceptable performance ratings in terms of the Corporation's performance management process.

The long-term incentive (LTI) is based on performance against the IDC's long-term objectives. In line with emerging local and international trends, the incentive vests in three years and is paid over three years from the year of vesting. The amounts for the subsequent two years will be paid provided that performance against long-term objectives does not drop below the target performance level in any of the years.

The allocation of awards is discretionary and the Board has the authority to change or withdraw the awards. The Board also has the discretion to withdraw a vested incentive on the basis of a material event occurring. In respect of the LTI, the overall on-target incentive over the three-year vesting cycle has been aligned with the remuneration guidelines for SOEs.

### Board Remuneration

The Board Human Capital and Nominations Committee plays an advisory role on the remuneration of IDC staff employees and non-executive directors. The directors are remunerated for the meetings they attend at rates approved by the shareholder. No performance-based remuneration or retainer fees are paid to directors.

During the reporting period IDC directors were remunerated as per the table on page 56.

Name of director	2017 R'000	2016 R'000
BA Mabuza	1 057	690
LI Bethlehem <sup>1</sup>	364	301
BA Dames	416	322
RM Godsell	206	178
A Kriel <sup>1,2</sup>	208	–
SM Magwentshu-Rensburg	414	326
NP Mnxasana	546	441
B Molefe	–	64
M More <sup>1,2</sup>	271	–
PM Mthethwa	365	304
ND Orleyn	400	340
NE Zalk <sup>3</sup>	–	–

1. These directors do not derive direct financial benefit from services rendered to the IDC. Their fees are paid directly to their employers.

2. Mr A Kriel and Ms M More were appointed to the IDC's Board on 1 April 2016 and did not receive any fees for 2016.

3. Mr NE Zalk is employed by the dti and does not earn directors' fees for services rendered to the IDC nor are fees paid to his employer.

### BOARD STRUCTURE AND COMPOSITION

IDC Board	Board Investment Committee	Board Human Capital and Nominations Committee	Board Audit Committee	Board Risk and Sustainability Committee	Social and Ethics Board Committee
Responsible for the performance of the Corporation while retaining full and effective control 	Considers transactions mandated to it by the Board and reviews related party transactions. Particulars of approval thresholds are provided on page 58	Develops compensation policies, resourcing plans and performance goals	Monitors the adequacy of financial controls and reporting	Governs risk and ensures responsible stewardship of sustainability	Promotes the ideals of corporate fairness and transparency, social and economic development and good corporate citizenship, and manages the Corporation's exposure to reputational risk
					

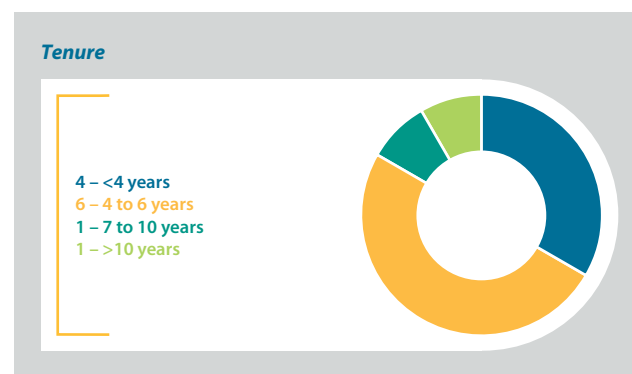
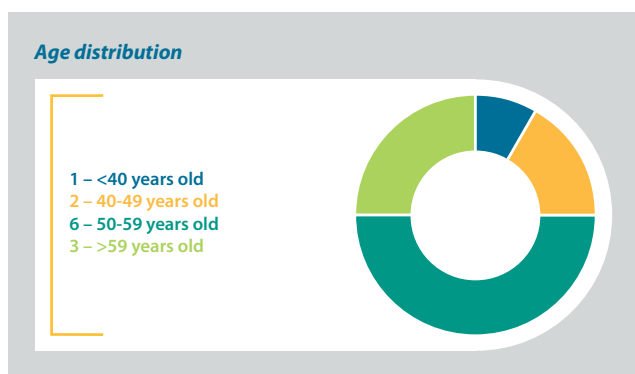
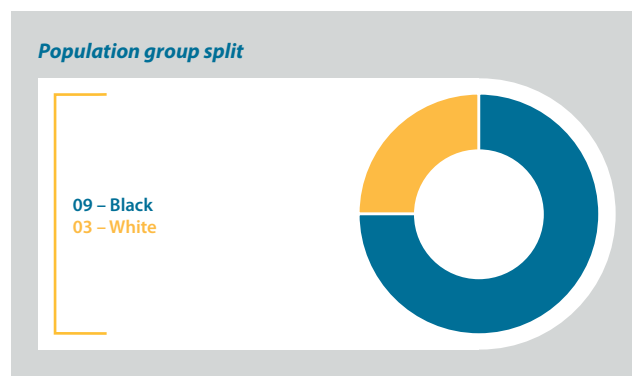
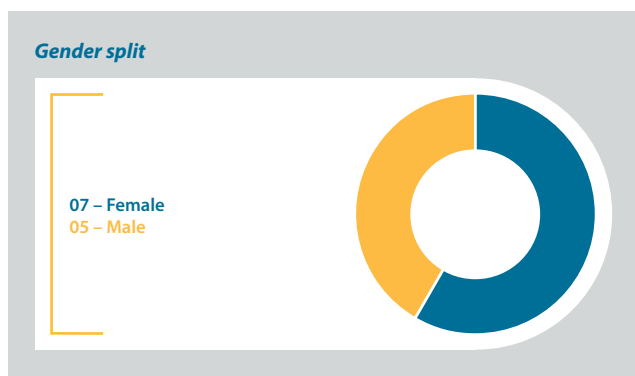
#### Committee membership and number of meetings attended

Number of meetings	11	13	6	4	8	4
<b>Non-executive directors</b>						
BA Mabuza (Chairperson)	11*	13	6		8*	
LI Bethlehem	10				6	
BA Dames	11		6*			
RM Godsell	6		3	2		
A Kriel	5		1		4	2
SM Magwentshu-Rensburg	9	13*		4		
NP Mnxasana	11	12		4*	8	
N More	9			4		3
PM Mthethwa	8	10			5	
ND Orleyn	8	10	4			3*
NE Zalk	6	11				4
B Molefe (resigned January 2017)	0	0		0		
<b>Executive directors</b>						
MG Qhena**	11					

\* Chairperson of the respective committee

\*\* Not a member of any sub-committee

## BOARD COMPOSITION



### DELEGATED LEVEL OF AUTHORITY

While the Board has the authority to delegate powers to Executive Management and Board Committees, it remains accountable to the shareholder. A Delegation of Authority is in place, which is updated on a regular basis.

### DELEGATION OF CREDIT APPROVAL

As depicted in the diagram on the next page, specific powers and authority have been delegated to those Board and Executive Committees responsible for credit approvals. Each of these committees has a clearly defined mandate outlined in written terms of reference. The management of day-to-day operations is delegated by the Board to the CEO, who is assisted by the Executive Management Committee and its subcommittees.

### COMPLIANCE

The IDC recognises its accountability to all its stakeholders under the regulatory requirements applicable to the Corporation.

Our compliance philosophy recognises the importance of ensuring continual adherence to regulatory requirements as a critical part of effective regulatory compliance risk management.

Whereas the ultimate responsibility for ensuring that the Corporation complies with all the applicable regulatory requirements as stipulated in the PFMA remains with the IDC Board, the Compliance and Regulatory Affairs department assists the Board in mitigating the risk of non-compliance with these requirements. The compliance function also assists business units/departments in identifying and assessing regulatory risks, and developing compliance risk management plans to mitigate and control them. Regulatory risks are monitored and reported to the relevant stakeholders.

During the year under review, the process of compliance awareness training to IDC employees which was embarked upon during the previous year continued, with compulsory FICA training provided to 683 employees. Anti-Money Laundering and Terrorist Financing Control policies were adopted, replacing the FICA Manual. The implementation of the anti-money laundering programme is currently our particular area of focus.

During the reporting period, there were no contraventions, penalties, sanctions or fines imposed on the IDC due to non-compliance with regulatory requirements.

## GOVERNANCE AT SUBSIDIARIES

### GOVERNANCE STRUCTURES AND FRAMEWORKS

A formal governance framework for IDC subsidiaries and investee companies is in place. This framework enables the IDC, as an institutional investor, to have an awareness of the material risks and issues that affect our investee companies and the industries in which they operate. Through this framework, we are able to exercise adequate oversight over our subsidiaries and investee companies.

The governance framework will be reviewed during the current financial year to bring it up to date with changes required in terms of King IV.

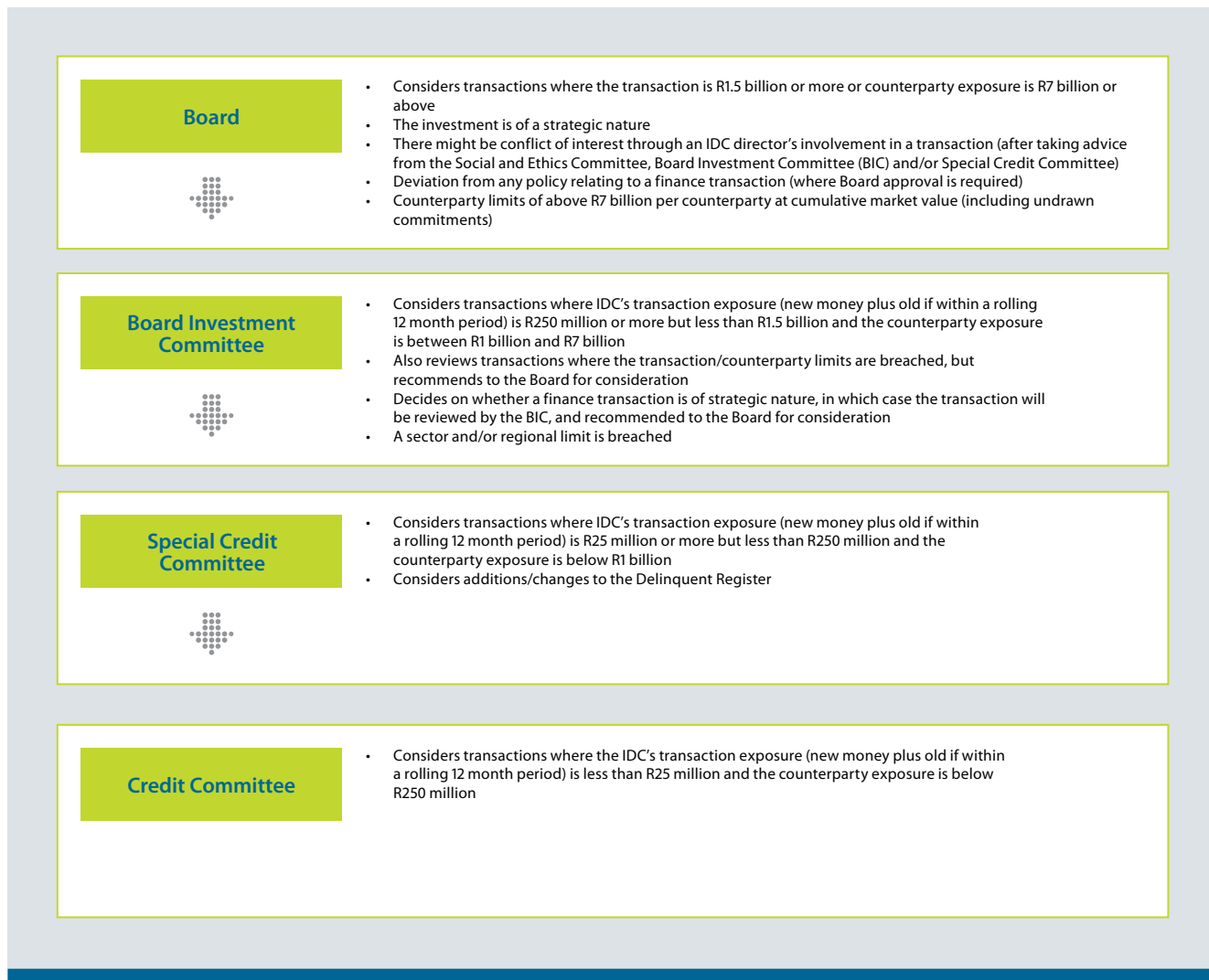
The extent of our influence on subsidiaries and other companies in which we have an ownership share is determined by the size of our shareholding in the various companies. We have a large measure of influence over wholly-owned subsidiaries and less influence over companies where our investment is limited to a minority shareholding or a loan. Care is taken to ensure that all our clients and investee companies have effective and fit-for-purpose governance structures in place.

## HUMAN CAPITAL

### BACKGROUND

As a leader in industrial development finance operating in a competitive environment, we recognise the need for employees with appropriate skill sets who are driven by a high-performance culture. Our initiatives in this regard have been met with positive results and in the year under review, the IDC was accredited by the Top Employers' Institute as a Top Employer for the second consecutive year.

## Delegation of credit approval



### STRATEGY

Our strategy of attracting and retaining top employees is based on the following:

- Building capacity
- Ensuring an enabling working environment
- Providing the necessary development and growth opportunities
- Supporting broader skills development in our country
- Enabling customer-centric values-based service delivery to internal and external stakeholders.

### LEADERSHIP FRAMEWORK

We are building our unique leadership brand. A leadership framework was developed to define the critical leadership competencies required to take our business forward. To this end, we have assessed all our executives against the framework and in the next financial year we will assess all our senior managers and potential successors for critical roles. In this way, we are meeting our objectives of enhancing the IDC's leadership capability and ensuring continuity by building leadership bench strength for our future needs.

The IDC's definition of leadership is: "To lead, influence and inspire oneself and others to achieve the IDC's vision by being accountable and responsive in the way leaders deliver and lead selflessly".

The diagram on page 59 represents our defined leadership framework and competencies.

### TALENT LA

Through our talent management strategy, we have identified all critical roles in the Corporation that require ongoing and focused attention to ensure the retention of individuals in these roles. Over the reporting period the voluntary turnover of individuals in critical roles has increased from 5.6% to 6.7%. In ensuring the Corporation is continuously capacitated to deliver on its strategy a comprehensive talent review process was undertaken to identify potential successors for critical roles. As a corporation we have determined the coverage ratio (i.e. percentage of potential successors identified at different readiness levels for all critical roles). Currently we have an overall 76% coverage ratio for all critical roles, excluding executives, across all readiness levels. In the immediate readiness level we have a 69% coverage ratio, in the 1-3 years readiness level the ratio is 89% and in the 3+ years readiness level, 72% of roles are covered with identified potential successors. The focus is on ensuring that a plan is developed to fast-track development and capability building in respect of gaps that have been identified for potential successors, which will be informed by the leadership assessment process.

### PEOPLE DEVELOPMENT

Customer-centricity training was made available to all employees as part of our aim of ensuring that employees are skilled in customer service through being accountable, adhering to service commitments and effective communication. Commitments made by

employees during the training will be used to measure customer satisfaction on an ongoing basis.

The development of leadership competencies through building and developing the IDC's leadership DNA is undertaken in order to deliver on our strategic objectives and positively impact the desired culture of the IDC. This is achieved by way of:

- Executive and leadership coaching, to assist with the transition into leadership roles, address leadership challenges and unlock potential
- Mentorship training for operations divisions, to build capability and create a conducive environment for the effective transfer of critical skills.

Particulars of training provided to employees during the reporting period are set out in the graphs on page 60.

The total staff cost during the year under review was R998 million. The training expenditure, expressed as a percentage of staff costs remained the same at 2% (2016: R1 011 million, 2%). A comparative summary of investment in staff training is available online.

### AN ENABLING CULTURE

Since the implementation of the Project Evolve initiative reported on in our last two Integrated Reports, we have focused on building an enabling culture, and an environment within which our people can thrive. To enable our culture vision, we have been driving the required culture shift with an approach based on performance and consequence management, engagement, customer-centricity and promoting greater accountability, trust and decision-making.

In order to ensure that our people are change-agile, a change forum network was established, with the focus for the year ahead on ensuring that all our people are appropriately and effectively engaged on changes that impact both them and the IDC's business, and to ensure that we are responsive to it. As a business, we aim to improve the functioning of the forum and build change-agile staff.

### REWARD AND RECOGNITION

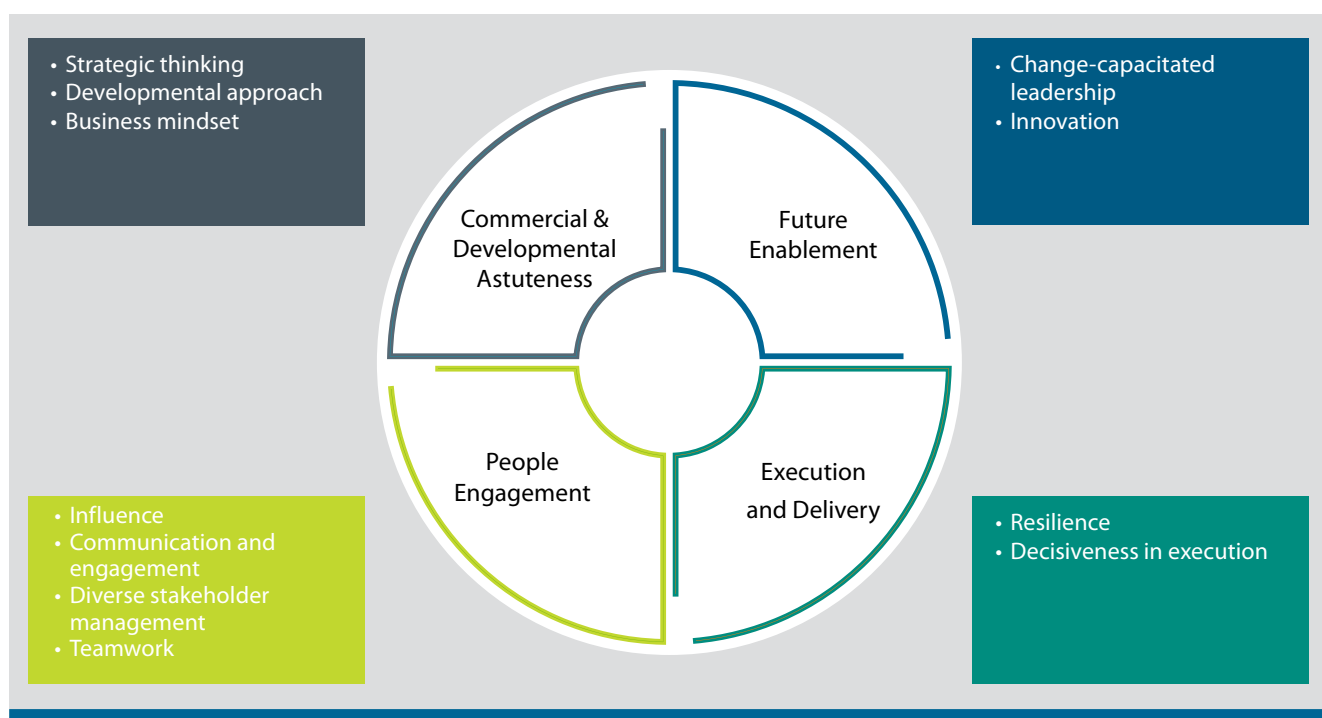
Our Remuneration and Benefits Philosophy is designed to attract and retain high performing employees. Total Remuneration consists of the following:

- A guaranteed package based on cost to company consisting of a cash portion and compulsory benefits such as retirement funding and medical aid
- Short-term incentives are made up of two components, a non-pensionable allowance payable at a performance score of 3 and a performance bonus at a performance score of 3.5 and above are awarded on the achievement of predetermined performance objectives and targets. All permanent employees irrespective of level are eligible to participate
- Our long-term incentive scheme vests over a period of three years and supports to facilitate retention of individuals in critical leadership, management and professional roles. Administrative and support bands are excluded from the long-term incentive.

In addition, to recognise our people the "IDC Star Awards" function was held in November 2016 whereby we pay tribute to our "Star" performers as identified and nominated by fellow employees and adjudicated by a panel. Understanding that teams are also critical to business success we recognise teams who have made a difference in projects involved in the business which directly supported the IDC objectives.

Our tailored recognition programme (e-Wards) shows our appreciation for staff who go the extra mile to serve our clients, both internal and external. This platform has grown year-on-year and remains a positive way for staff to recognise their colleagues.

### Leadership framework and competency requirements



**STAFF COMPLEMENT**

In ensuring that we are properly resourced and capacitated, our staff complement remained relatively constant at 839 employees (2016: 848). Of the 839 employees, 818 were permanent employees and 21 were on three-year fixed-term contracts, of whom 9 were trainee accountants on a chartered accountant learnership and 12 were employed in the Presidential Infrastructure Co-ordinating Commission’s technical unit.

Of the 21 fixed-term contractors, 38% were female and 62% male. Furthermore, 86% of the fixed-term contract employees were from designated groups. A comprehensive breakdown of staffing numbers by level is provided in the online section of this report.

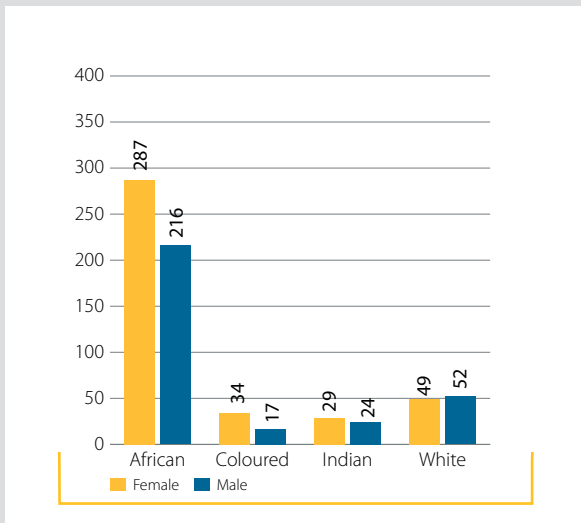
**DIVERSITY**

Diversity is a critical enabler. Being a proudly South African state-owned entity, we continuously strive to ensure that our staffing profile is representative of the broader society. Our overall equity representation of designated groups increased by 1% to 92% (2016: 91%).

Gender diversity is an imperative, and to this end 54% of all employees are female and 46% male. The composition of people with disabilities decreased slightly from 1.5% to 1.4% over the past year.

**Training investment**

*Number of employees trained by race and gender*



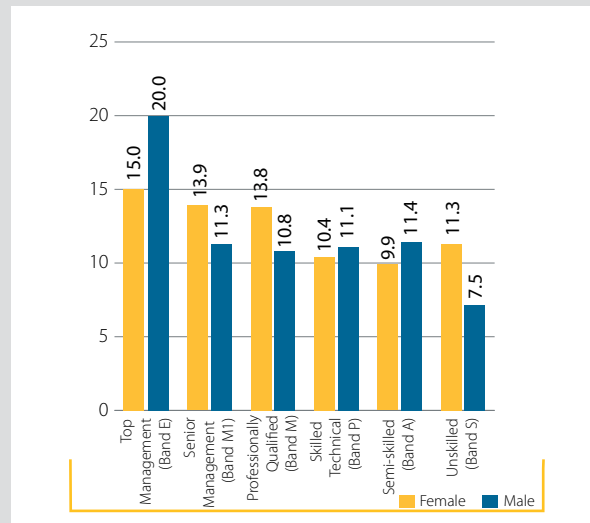
**HEALTH AND SAFETY**

We continue to drive our commitment to minimising work-related injuries and illness through the IDC’s Occupational Health and Safety structures, such as the Occupational Health and Safety Committee and the Emergency Response Team, and Employee Wellness programmes, in compliance with the Occupational Health and Safety Act, 1993.

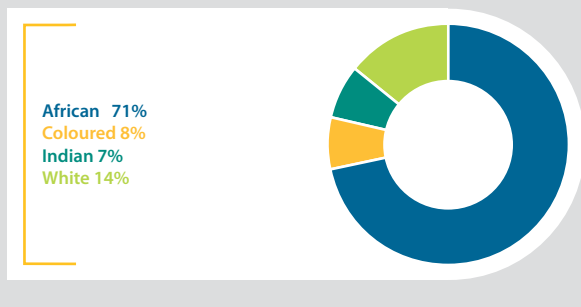
Only one Lost Time Injury and two Medical Aid Incidents were recorded during the financial year under review, which required management intervention and enhancement of Occupational Health and Safety activities. This approach will ensure that the health and safety of employees and visitors continue to be a key focus.

A company-wide safety awareness campaign will be rolled out. The Occupational Health and Safety programme will be benchmarked against similar institutions to ensure a focused approach in improving the performance of the Occupational Health and Safety Committee and reduction of health and safety incidents.

*Average training hours by band and gender* LA



*Percentage of employees trained, by race*



*Summary of training indicators* LA

Indicator	2017	2016
Total number of employees trained	708	673
Total number of days training: female	597	542
Total number of days training: male	493	517
Average number of hours training: female	12.0	12.5
Average number of hours training: male	12.6	12.7

\*For the purpose of this report, training has been defined as interventions that:

- Cover internal permanent staff and CA Trainees
- Have a duration of 1 day or more
- Were offered by external providers (including conferences and short courses)
- Included internal IDC Operations Training
- Included customised programmes delivered in-house

Excluded from these statistics are:

- On-boarding
- Online training

## LEARNERSHIPS

During the reporting period the Corporation prioritised supporting our existing graduates on our Graduate Development Programme to obtain suitable employment. The number of people enrolled on the programme in 2016 was 40, being initially placed across all the IDC offices nationally. The main objective of this programme is to expose our graduates to practical work experience and equip them with the required skills in preparing for the world of work and ultimately being employed.

The IDC has facilitated the employment of 25 individuals through various opportunities (IDC, IDC subsidiaries and the external market). The year ahead will focus on continuing to provide remaining learners with work-based exposure and assist to secure employment.

The size of our Chartered Accountant Learnership programme remained stable with 12 trainees at different levels of the 3-year programme (3 of these have since joined IDC's operations training programme).

Our partnership with Scaw Metals has seen us continuing to support 30 young people on an apprenticeship programme in various trades. This programme started in 2014 and will continue until 2018.

Our external bursary programme supports talented students from previously disadvantaged backgrounds who cannot afford tertiary fees. In the 2016 academic year, we supported 221 (2016:223). The Corporation is also supporting three learners with disabilities to undertake their studies.

## ENVIRONMENTAL AND SOCIAL GOVERNANCE

### ENVIRONMENTAL AND SOCIAL POLICY

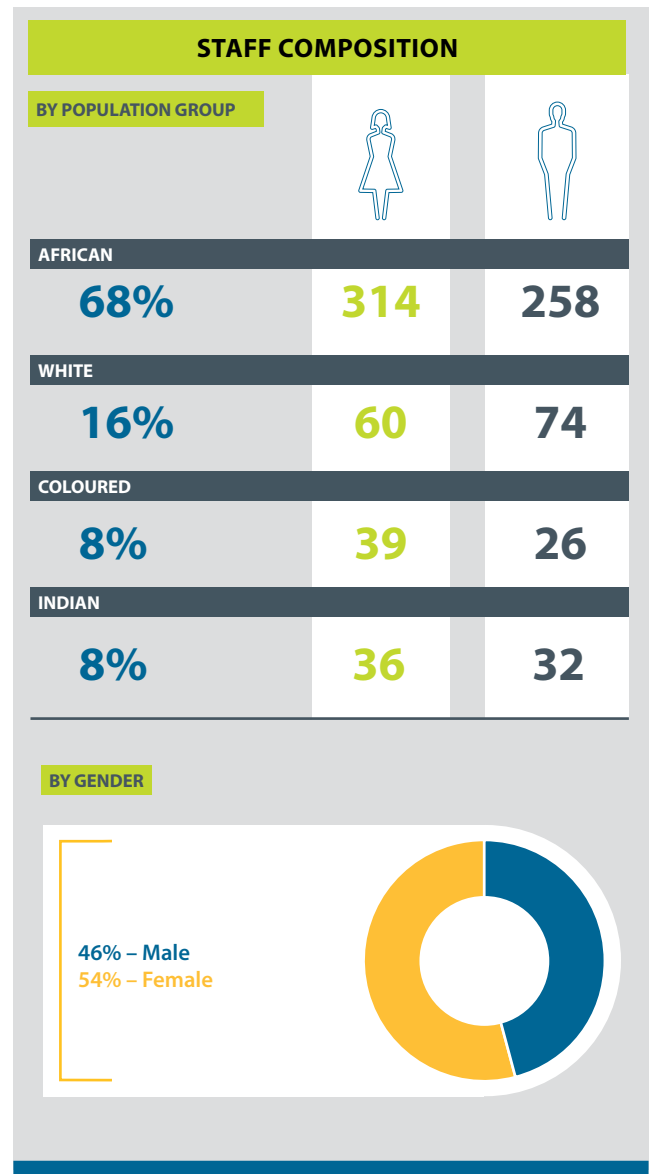
We recognise that sustainable economic growth is integrally connected to the sustainability of the environment and society. As the IDC, we are committed to investing in activities that enhance environmental protection measures, in compliance with occupational health and safety regulations, and that avoid negative social impact on communities, while promoting the sustainable use of natural resources. The IDC has adopted five principles to promote environmental and social protection in all its investments and activities:

1. All activities must be environmentally and socially responsible
2. All investments must comply with national legislation and international environmental protection conventions
3. All investments must respect local communities and people
4. Investee companies must create favourable working conditions that are not harmful to employee health and well-being
5. Investee companies shall develop and implement environmental management systems in line with international best practice

### ENVIRONMENTAL AND SOCIAL DUE DILIGENCE FRAMEWORK

Our Environmental and Social Due-Diligence Framework governs our approach to environmental and social due diligence in the funding request process. Investments are categorised in terms of inherent industry risk, as Category A (high risk), Category B (medium risk) and Category C (low risk), which enables risk-based due diligence procedures. In addition to the risk category, the Credit Committees' investment decisions are informed by a company's Environmental and Social Risk Rating, or ESRR, which reflects how well the company manages environmental and social risk exposure.

The Environmental and Social Risk Categories and ESRR are set out in the table on page 62.



**Environmental and social risk categories and risk ratings**

E&S Risk Category – industry risk perspective	E&S Risk Rating (ESRR) – performance perspective
Category A – high risk Category B – medium risk Category C – low risk	ESRR 1 – excellent performance ESRR 2 – good performance ESRR 3 – poor performance ESRR 4 – unacceptable performance*

\*The IDC's Executive Committee approved the ESRR4 rule as part of the Corporation's Environmental and Social Policy during the 2017 financial year. In terms of this rule, companies rated ESRR4 cannot be funded.

**LA ENVIRONMENTAL AND SOCIAL RISK MONITORING**

77% of the clients analysed are classified as Category B projects which are “those with potential limited adverse environmental or social impacts that are few in number, site specific, largely reversible and readily addressed through mitigation measures”. This category encompasses the manufacturing sector, therefore in the context of the IDC, most of the business partners fall into this category.

Of the clients assessed, 30 maintained the same rating as per their previous assessment, while 10 showed an improvement in their E&S risk category and 4 deteriorated. An additional 21 clients were assessed for the first time.

In the past year, IDC re-assessed 100% of the ESRR4 clients identified in the previous year. Engagements with these clients are assisting them to quantify and cost the corrective measures needed to improve their performance. Two further ESRR4 clients were identified this year and are being engaged to ensure that poor performance is addressed.

**CARBON FOOTPRINT**

Information on our carbon footprint is available online.

We include selected subsidiaries in the annual scope 1 greenhouse gas emissions calculations. Subsidiaries contribute 15% to IDC's scope 1 emissions. Of the six subsidiaries included, only two make a material contribution to IDC's scope 1 emissions. We continue to engage these companies on carbon-tax readiness.

**ENGAGING SUBSIDIARIES ON ENVIRONMENTAL AND SOCIAL ASPECTS**

**Dedicated Company Compliance Engagements**

**Scaw**

The IDC assisted Scaw South Africa with more than R201 million to implement corrective action of non-compliances issues identified through monitoring programmes (including non-compliance notices and directives issued by authorities) to ensure compliance with relevant statutory and regulatory requirements. To this end Scaw has secured most of the mandatory operational licences/permits, registrations and certificates.

**African Chrome**

During the past year IDC spent a further R2.8 million on care and maintenance activities on this legacy remediation project.

**Columbus JV**

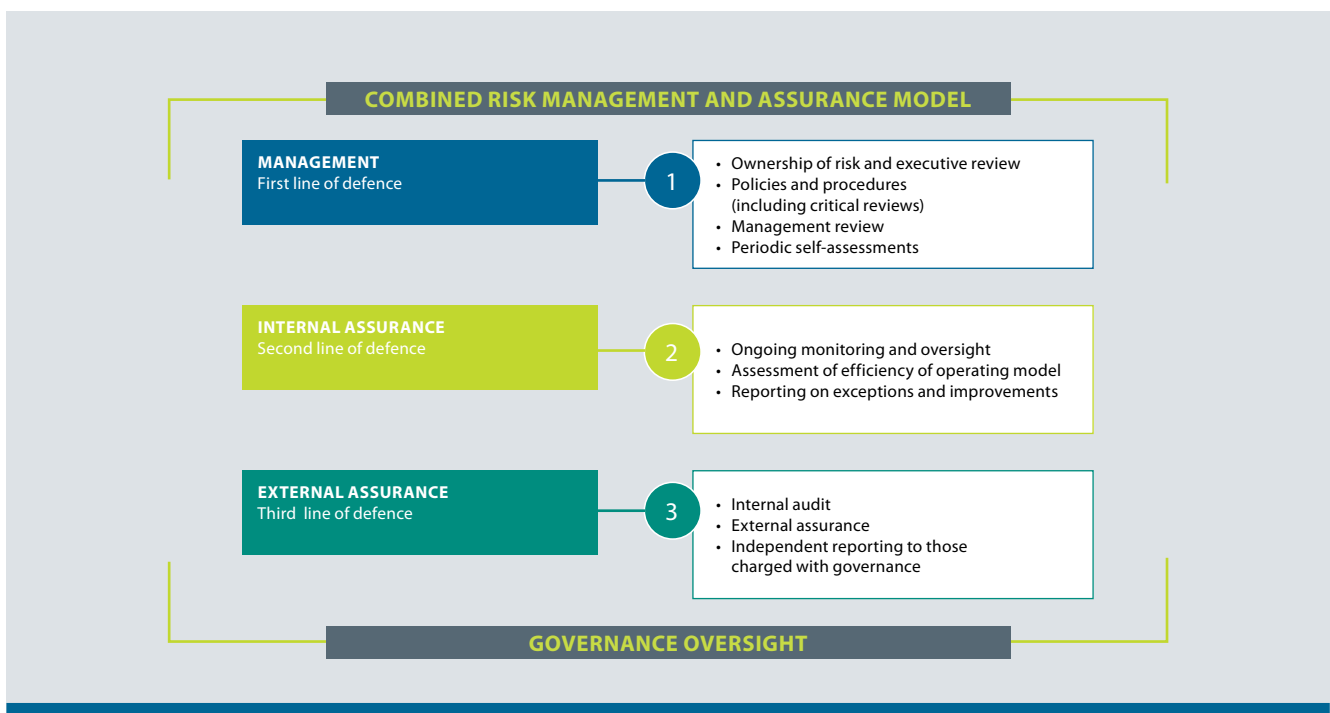
We contribute, along with Samancor, toward the effective management of the Columbus landfill site in Middelburg. R6.4 million was spent on this during the year.

**INTERNAL AUDIT FUNCTION**

**BACKGROUND**

The purpose, authority and responsibilities of our Internal Audit department are set out and formally defined in a charter approved by the Board Audit Committee.

**Combined risk assurance model**





Internal Audit forms part of the Corporation's Enterprise Risk Management Framework (ERM), as a third line of defence. ERM facilitates our objective to effectively govern and manage the Corporation's approach to risk management and to create sustainable value for our stakeholders through business objectives. These are defined in terms of achieving developmental outcomes and ensuring financial sustainability and satisfactory customer service.

Our operating environment is dynamic and is influenced by factors such as adverse economic conditions and social and political dynamics which require proactive action to address risks and ensure that we achieve our developmental mandate.

Effective ERM involves the strategic implementation of three lines of defence as set out in the figure on page 62.

### ROLE OF INTERNAL AUDIT

The primary objective of the Internal Audit function is to provide independent, objective assurance to the Board that the IDC's governance processes, management of risk and systems of internal control are adequate and effective in mitigating the most significant risks that threaten the achievement of the group's objectives and, in so doing, help to improve the control culture of the Corporation.

### LA MANAGEMENT'S RESPONSIBILITY FOR RISK MANAGEMENT AND FRAUD

Whereas management is responsible for the development, revision and implementation of our systems and procedures, the Internal Audit department provides support and advises management on the adequacy and effectiveness, or otherwise, of developed or revised systems and procedures.

During the reporting period, Internal Audit conducted face-to-face fraud awareness training and education to 29 of the Corporation's strategic business units and departments, 10 regional offices and 8 members of Executive Management (67%), covering a total of 345 staff members (40% of all employees). All 12 members of Executive Management (100%) received communication with regards to financial crime policies. Training was also extended to some of the major subsidiaries (sefa, Scaw and Foskor) and a number of business partners. All active business partners received communication on financial crime policies.

We have distributed our Financial Crime Awareness brochure on Social Engineering to 864 individuals, and we continued with other initiatives to enhance financial crime awareness, which included the hosting of a Fraud Awareness Week. Awareness initiatives were also extended to business partners through bulk SMS and regular website and email updates.

Key operational areas are investigated for corruption risks. Eight out of 16 high risk areas were assessed during the year. High risk areas include all operational units (12 SBUs), and the Financial Management, Procurement, Human Capital and Post-Investment Management departments. During this risk identification process, the significant risks identified are fed back into Internal Audit's fraud and corruption training activities. These include:

- Clients: Fraudulent audit certificates; non-compliance with drawdown procedures; overstated revenue; dishonest clients; fraudulent BEE certificates
- Other: Falsified invoicing; related party transactions; falsified IDC documentation/letters
- General: Offering gratification to an IDC employee to unduly influence an official decision.

### ASSISTANCE TO SUBSIDIARIES

Our Internal Audit department worked very closely with some of our key subsidiaries to provide support and oversight during the year. Amongst others, we shared some of the audit programmes, reviewed some of the work performed by subsidiaries and deployed

IDC Internal Audit staff to perform audits in the subsidiaries where capacity or skills needed to be supplemented.

### COMBINED ASSURANCE

During the reporting period, a Combined Assurance Policy was approved by the Board Audit Committee and Board Risk and Sustainability Committee. The policy clearly sets out the responsibilities of each assurance provider and the nature of assurance to be provided. On implementation, the combined assurance approach will ensure that all risk areas are adequately covered and that assurance is provided in an optimal manner whilst avoiding duplication.

### FORENSIC INVESTIGATIONS

As a result of the extended crime awareness programmes and education provided to employees and business partners, we have seen a reduction in the number of cases reported during the current year as compared with the prior year.

A total of 26 cases were reported for investigation, of which 17 were client-related. This compares favourably with the total of 36 matters during the previous year, of which 7 were internal cases and 29 external. This reduction is attributed to improvement in the control environment as well as vigilance in our employees and business partners in deterring and preventing fraudulent activities.

### RISK MANAGEMENT

#### RISK STRATEGY

Our approach to risk management is that the Corporation is fully aware, at all times of the existing and future material risks that impact the attainment of its strategic objectives. Therefore, our risk management processes are fully integrated with our strategic planning process, guided by an Enterprise-wide Risk Management Framework that is applied uniformly throughout the organisation.

Our Risk Appetite Statement clearly sets out the levels of risk that the Corporation is willing to accept in order to achieve its strategic goals. For more details on our ERM process, refer to page 64.

#### RISK CULTURE AND GOVERNANCE

The IDC has strong risk management culture, this is enforced by setting the right tone at the top and by having clearly defined risk governance structures and an independent and adequately resourced risk management function. The Corporation has zero tolerance for non-compliance with laws and regulations and promotes ethical behaviour.

#### ENTERPRISE-WIDE VIEW OF RISK

The Corporation assesses and manages its risks on an enterprise-wide basis, taking a holistic view of risks across the organisation. We identify our risks at a material strategic level as well as at an operating business unit level. All our employees, regardless of level, have a responsibility for the management of risks. The responsibilities are clearly set out in line with the three lines of defence model.

In terms of the three lines of defence model as applied by the Corporation, all business units are the first line of defence in the identification, assessment and management of risks emanating from their operations. The Risk Management and Compliance departments are the second line of defence. They provide oversight, establish limits, frameworks and policies under which the first line activities are to be performed. Internal Audit comprise the third line of defence and they provide independent assurance to the Board and executive management over the effectiveness of controls and processes employed by the first and second line of defence.

**THE IDC'S MATERIAL RISKS**

In accordance with our risk management framework and process, we assessed (identified, analysed and evaluated) existing and emerging material risks that could hamper the attainment of our strategic objectives.

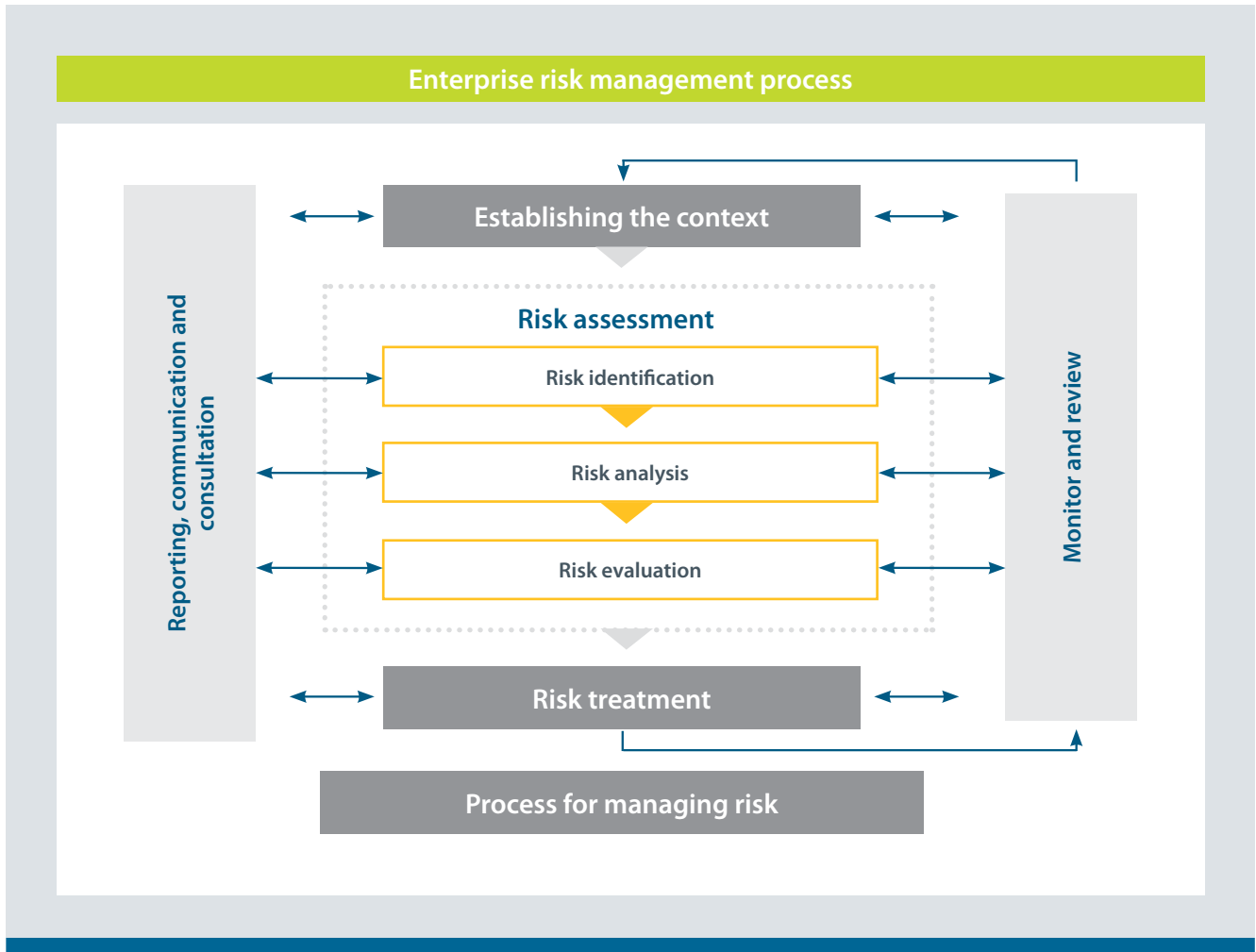
These risks were captured in the Corporation's Risk Register that is formally approved by the Board. Once so approved, the risks are managed within approved appetite levels by their respective risk owners.

Risks that migrate beyond the Corporation's desired appetite levels are escalated and reported in accordance with our approved matrix so as to ensure that necessary remedial actions are taken.

Taking into account the mitigating actions and controls implemented by the organisation, we are satisfied that the material risks will be managed within the Corporation's tolerable levels.

The Risk Assessment process identified several major risks that could have a material impact on the Corporation achieving its objectives. The list of material risks are shown on pages 10 and 11.

**The IDC's risk assessment process**



**RISK APPETITE**

We define risk appetite as the level of risk that the Corporation is prepared to accept in pursuit of its strategy. Our risk appetite is articulated in a set of statements, limits, thresholds and guidelines that are captured in our risk appetite statement that is formally approved by the Board.

The risk appetite metrics are reviewed annually in accordance with our dynamic strategy and changing risk landscape. Our risk appetite is prudent, whilst not being overly conservative and is in sync with our mandate as development finance institution. The risk appetite statement is communicated and cascaded down to the operating units and actively monitored and reported by the Risk Management department to the appropriate governance structures in the Corporation.

**OPERATIONAL RISK MANAGEMENT**

Given the changing risk landscape and adoption of Project Evolve, all departments' Risk and Control Self-Assessments (RCSAs) were

reviewed. RCSAs are a key component of the Operational Risk Management framework and enable a dynamic and iterative process for identifying and assessing key operational risks and controls. Mitigating actions were also put in place to proactively address control weaknesses and identified deficiencies.

The key operational risks attendant to a majority of our operations are:

- Internal and external fraud
- Data accuracy and integrity
- Retention of adequate skills.

Another key focus area for the Corporation during the year under review was the implementation of the Loss Data Collection (LDC) policy. LDC provides an overview of the operational risk environment in terms of the risks that are actually materialising (losses incurred) and the adequacy of controls. Through LDC, operational losses and near-miss events are collected and analysed. Action plans are then developed to address control weaknesses and prevent further losses from recurring.

## BUSINESS CONTINUITY MANAGEMENT (BCM)

During the financial year, critical plans were tested at the IDC work area recovery site. A crisis management table-top simulation training exercise was conducted for the Crisis Management Team (CMT). The main objective of the exercise was to test the BCM plans and IT infrastructure as well as the CMT's readiness to respond to a crisis. The outcome demonstrated that the organisation is well prepared to recover in the event of a disaster.

## BOARD COMMITTEE REPORTS

### BOARD INVESTMENT COMMITTEE (BIC)

The purpose of the BIC is to consider transactions mandated to it by the Board which would, prior to the creation of the committee, vest with the Board. The BIC considers transactions as per the Delegation of Authority which is summarised on page 58 of this report, and it makes recommendations to the Board.

The BIC contributed significantly to the overall funding approvals, with new funding of R7.8 billion approved by the committee in 14 transactions. Details of these and other transactions are provided in the Impacting on Industrial Development section of this report.

In order to align itself further with the IDC's development mandate, and to assess the catalytic role that the Corporation plays in the development of the country, the Committee instituted measures to assess the economy-wide impact of investment proposals that it is considering. This will ensure that investments are not only assessed on their direct economic impact, but consideration is now also given to other development aspects of transactions.



**Dr S Magwentshu-Rensburg**  
Chairperson of the Board Investment Committee  
28 June 2017

### HUMAN CAPITAL AND NOMINATIONS COMMITTEE (HCNC)

The Committee annually manages the Board's evaluation of the performance of the Chief Executive Officer and supports the Board in fulfilling its oversight responsibilities relating to succession planning as well as overall compensation and human capital policies for all IDC employees.

The specific responsibilities of the HCNC, as set out in the Board-approved terms of reference, includes:

- Recommending the appointment of directors to the boards of key subsidiaries and investee companies for consideration by the Board
- Recommending the appointment of the CEO to the Board
- Setting the criteria to evaluate the performance of the CEO
- In consultation with the CEO, setting the criteria for evaluating the performance of executives
- Determining the CEO's salary based on the evaluation of his/her performance together with relative market benchmarks
- Overseeing the setting and implementation of remuneration policies and programmes at all levels of the Corporation, including the payment of performance incentives
- Ensuring that human capital expertise and capacity facilitate the achievement of the business objectives
- Ensuring development of strategies to retain key IDC personnel and playing an integral part in the succession planning, especially of the CEO and executive management
- Supporting the Board in defining corporate performance indicators as well as the evaluation of the performance thereof

For more information on remuneration and incentives, refer to page 55.

During the past financial year, the Committee ensured that the performance objectives of the Corporation, the CEO and that of

executives were aligned to achieve the strategic imperatives of the Corporation from both a short- and long-term perspective. The Board's oversight role included the evaluation of corporate and individual executive performance. On the basis of the achieved performance, the Committee recommended the payment of applicable incentives for the year under review.

In support of the corporate strategy and to drive a culture of high performance, the Committee provided oversight in the implementation of the Corporation's revised Remuneration Philosophy and Policy which was approved by the Board during the previous year.

The Committee also considered a report and provided guidance on the Corporation's Employment Equity Plan, reports on the Review of Talent Retention Strategies and the Implementation of Talent Management and Succession Strategy of the business, and approved the Succession Plan for Critical Leadership Roles including that of the CEO.

In Board deliberations the facilitation and embedding of a conducive culture was highlighted as a key imperative. Through the Board Human Capital and Nominations Committee, direction, guidance and input was provided into the culture transformation proposal that was presented for implementation. Furthermore, in order to successfully drive the IDC strategy as envisioned through Project Evolve, the committee provided guidance and input in the articulation of the leadership framework and capabilities required by leaders for the IDC. All leaders will be assessed in line with the leadership requirements and the committee will consider and evaluate the existing leadership bench-strength and how the capabilities can be further enhanced to execute the IDC mandate.



**Mr B Dames**  
Chairperson of the Board Human Capital and Nominations Committee  
28 June 2017

### BOARD AUDIT COMMITTEE (BAC)

The BAC assists the Board in fulfilling its oversight responsibilities, in particular with regard to the evaluation of the adequacy and efficiency of accounting policies, internal controls, risk management and financial reporting processes. In addition, the BAC assesses the effectiveness of the internal auditors and the independence and effectiveness of the external auditors.

#### Responsibilities, Composition and Functions of the Committee

The Committee's roles and responsibilities include its statutory duties as per the PFMA, the requirements of the King III Codes of Governance, the Companies Act and the responsibilities assigned to it by the Board.

The Committee therefore reports that it has adopted appropriate formal terms of reference as approved by the Board, and is satisfied that it has discharged its responsibilities as per the Companies Act, King III and the PFMA.

The Committee has carried out its functions through attendance at BAC meetings and discussions with Executive Management, Internal Audit and external advisers where appropriate. The BAC meets at least four times per annum, with authority to convene additional meetings as circumstances require.

Invitees to the meetings of the Committee include the CEO, Chief Financial Officer (CFO), Chief Risk Officer and internal and external auditors, as well as the Head of Information Technology, and any other executives as may be required.

To execute its key functions and discharge its responsibilities as outlined in its terms of reference during the period under review, the Committee:

- Assisted the Board in its evaluation of the adequacy and efficiency of the internal control systems, accounting practices, information systems, risk management and auditing processes applied within the Corporation in the day-to-day management of its business
- Facilitated and promoted communication between the Board, management, the external auditors and Internal Audit department on matters which are the responsibility of the Committee
- Introduced measures that, in the opinion of the Committee, may enhance the credibility and objectivity of the financial statements and reports prepared with reference to the affairs of the Corporation (and the IDC Group)
- Nominated and recommended for appointment as external auditors the firms of registered auditors KPMG, SNG and Ngubane & Co who, in the opinion of the Committee, are independent of the IDC
- Determined the fees to be paid to the external auditors as well as the auditors' terms of engagement
- Ensured that the appointment of the external auditors complied with the Companies Act and any other legislation relating to the appointment of auditors.

### Internal Control

The BAC monitored the effectiveness of the IDC's internal controls and compliance with the Enterprise-wide Risk Management Framework (ERMF). The emphasis on risk governance is based on three lines of defence and the BAC uses the regular reports received from the three lines of defence (process owners and department heads, Risk and Compliance departments, management, and the Internal Audit department) to evaluate the effectiveness of the internal controls (for more on the three lines of defence and risk assessment, refer to page 62).

The ERMF places weight on accountability, responsibility, independence, reporting, communication and transparency, both internally and with all the IDC's key external stakeholders.

No findings have come to the attention of the Committee to indicate that any material breakdown in internal controls has occurred during the financial year under review. The Committee is of the opinion that the internal accounting controls are adequate to ensure that the financial records may be relied upon for preparing the consolidated Annual Financial Statements, that accountability for assets and liabilities is maintained, and that this is based on sound accounting policies which are supported by reasonable and prudent judgements and estimates. The BAC is further of the opinion that the internal controls of the Corporation have been effective in all material aspects throughout the year under review.

This opinion is based on the information and explanations given by management regarding various processes and initiatives aimed at improving the internal control environment and the integrity of information, discussions with internal audit, and with the independent external auditors, on the results of their audits.

To formulate its opinion, the Committee:

- Monitored the identification and correction of weaknesses and breakdowns of systems and internal controls
- Monitored the adequacy and reliability of management information and the efficiency of management information systems
- Reviewed quarterly, interim and final financial results and statements and reporting for proper and complete disclosure of timely, reliable and consistent information
- Evaluated on an ongoing basis the appropriateness, adequacy and efficiency of accounting policies and procedures, compliance with generally accepted accounting practice and overall accounting standards as well as any changes thereto
- Discussed and resolved any significant or unusual accounting issues

- Reviewed reports supplied by management regarding the effectiveness and efficiency of the credit monitoring process, exposures and related impairments, and the adequacy of impairment provisions, to discharge its obligations satisfactorily
- Reviewed and monitored all key financial performance indicators (KPIs) to ensure that they are appropriate and that decision-making capabilities are maintained at high levels
- Reported to the Board on the effectiveness of the Corporation's internal reporting controls.

### External Auditors

The IDC's external auditors are KPMG, SNG and Ngubane & Co. Ngubane & Co were introduced as a third firm of auditors as part of an effort to contribute to transformation by offering an emerging black-owned audit firm an opportunity to gain auditing experience in respect of a Corporation of the size of the IDC.

The BAC has a well-established policy on auditors' independence and audit effectiveness. The committee has satisfied itself that the external auditors, KPMG, SNG and Ngubane & Co were independent of the Company as set out in sections 90(2)(c) and 94(8) of the Companies Act, which includes consideration of compliance with criteria relating to independence or conflicts of interest as prescribed by the Independent Regulatory Board for Auditors.

Requisite assurance was sought and provided by the external auditors that their claim to independence was supported and demonstrated by internal governance processes within their entities. The Committee, in consultation with Executive Management, agreed to the engagement letter, terms, audit plan and audit fees for the financial year ended 31 March 2017.

The Committee:

- Approved the external auditors' annual plan and related scope of work
- Monitored the effectiveness of the external auditors in terms of their skills, independence, execution of the audit plan, reporting and overall performance
- Considered whether the extent of reliance placed on internal audit by the external auditors was appropriate and whether there were any significant gaps between the internal and external audits
- Approved the Non-audit Services Policy, which stipulates that the external auditors are precluded from engaging in non-audit related services.

### Financial Statements

The Committee has reviewed the financial statements of the Corporation and the IDC Group and is satisfied that they comply in all material respects with IFRS and the requirements of the Companies Act and PFMA. During the period under review the Committee:

- Reviewed and discussed the audited Annual Financial Statements included in this Integrated Report with the external auditors, the Chief Executive and the Chief Financial Officer
- Reviewed the external auditors' report and management's response to it
- Reviewed any significant adjustments resulting from external audit queries and accepted unadjusted audit differences
- Reviewed areas of significant judgements and estimates in the Annual Financial Statements
- Received and considered reports from the internal auditors.

### Expertise and Experience of the Finance Function

The Committee has considered, and has satisfied itself of the overall appropriateness of the expertise and adequacy of resources of the IDC's finance function and the experience of the senior members of management responsible for the financial function.

## Duties Assigned by the Board

### Integrated and Sustainability Reporting

The BAC fulfils an oversight role regarding the Company's Integrated Report and the reporting process, and considers the level of assurance coverage obtained from management and internal and external assurance providers, in making its recommendation to the Board.

The Committee considered the Company's information as disclosed in the Integrated Report and has assessed its consistency with operational and other information known to Committee members, and for consistency with the Annual Financial Statements. The Committee discussed the information with management and has considered the conclusions of the external assurance provider.

The BAC is satisfied that the sustainability information is, in all material respects, reliable and consistent with the financial results. Nothing has come to the attention of the Committee to indicate any material deficiencies in this regard.

### Combined Assurance

The BAC is responsible for monitoring the combined assurance model detailing significant processes, line management monitoring, Internal Audit and external assurances. This model is used to assess the appropriateness of assurance over risks/controls provided to the Board.

Engagement regarding the extent to which the various assurance providers rely on each other's work take place continuously and the Committee is of the view that a better coordination between External and Internal Audit has been achieved.

During the year, a Combined Assurance Policy was approved by the BAC which includes a coordinated assurance effort with other assurance providers such as Risk Management and the Compliance function. This will assist in averting assurance gaps or duplication of efforts, and ensuring efficiency across various assurance services.

### Going Concern

After having reviewed a documented assessment by management of the going concern premise of the Corporation and the IDC Group, the Committee concurs that the adoption of the going concern assumption in the preparation of the consolidated Annual Financial Statements is appropriate and sound.

### Governance of Risk

The Board has assigned oversight of the Corporation's risk management function to a separate Board Risk and Sustainability Committee (the BR&SC). The Chairperson of the BAC attends meetings of the BR&SC as an ex officio member to ensure that information relevant to these Committees is shared regularly.

The Committee fulfils an oversight role regarding financial reporting risks, internal financial controls, fraud risk and information technology risks as they relate to financial reporting. The BAC is satisfied that appropriate and effective risk management processes are in place.

### Internal Audit

The Internal Audit department has a functional reporting line to the Committee Chairperson and an operational reporting line to the CEO. The BAC, with respect to its evaluation of the adequacy and effectiveness of internal controls, receives reports from Internal Audit on a quarterly basis, assesses the effectiveness of the internal audit function, and reviews and approves the Internal Audit department's Audit Plan.

The BAC is responsible for ensuring that the Corporation's Internal Audit function is independent and has the necessary resources, standing and authority within the Corporation to enable it to discharge its duties. The Internal Audit function's Annual Audit Plan was approved by the BAC. The Committee monitored and

challenged, where appropriate, the action taken by management with regard to adverse Internal Audit findings.

The Committee has overseen a process by which Internal Audit has performed audits according to a risk-based audit plan where the effectiveness of the risk management and internal controls were evaluated. These evaluations were the main input considered by the Board in reporting on the effectiveness of internal controls. The Committee is satisfied with the independence and effectiveness of the internal audit function.

### Conclusion

Having considered, analysed, reviewed and debated information provided by management, Internal Audit and External Audit, the Committee confirmed that:

- The internal controls of the Group were effective in all material aspects throughout the year under review
- These controls ensured that the group's assets had been safeguarded
- Proper accounting records had been maintained
- Resources had been utilised efficiently
- The skills, independence, audit plan, reporting and overall performance of the external auditors were acceptable.

Following its review of the financial statements for the year ended 31 March 2017, the BAC is of the opinion that they comply with the relevant provisions of the PFMA, as amended, and IFRS, and that they fairly present the results of the operations, cash flow and financial position of the Corporation.

The BAC has complied with all the King III principles, with the inclusion of integrated reporting, evidenced by the Corporation's sixth issue of its Integrated Report 2017. The Committee is satisfied that it has complied in all material respects with its legal, regulatory and other responsibilities.

This Integrated Report was recommended by the BAC to the Board for approval.

On behalf of the Board Audit Committee



**Ms NP Mnxasana**  
**Chairperson of the Board Audit Committee**  
**28 June 2017**

## BOARD RISK AND SUSTAINABILITY COMMITTEE (BR&SC)

The primary duty of the BR&SC is the governance of risk and oversight of risk management within the Corporation.

The Committee also assists the Board in determining the maximum mandate levels for the various investment and credit approval committees. The Committee assists management with the responsible stewardship of sustainability, including stakeholder impact, management of material issues, sustainability governance and reporting. During the year under review work done by the BR&SC included the following activities, which are of critical importance to the risk management process:

### Implementation of the Project Risk Framework

In light of the increased focus on project development and project risk management, it was necessary to establish a formalised project development process as well as appropriate project governance structures for managing IDC projects going forward. Project risk management is an essential management tool to support overall project management and ensures that risks are identified and effectively managed through mitigating factors.

A Project Risk Management Framework (PRMF) was established to provide guidelines for the management of risk in IDC projects.

In addition to the PRMF, a Project Risk Matrix or risk register was introduced to record and monitor identified risks and tools for their mitigation in specific projects.

### Implementation of Rating and Pricing Models

The new models promote transparency in respect of the risk profile of a new business partner and migration of the credit risk of existing IDC business partners. They follow best practice, and assist in quantifying the level of subsidisation granted for risk in order to ensure that the IDC's developmental role is achieved.

### Implementation of a Risk Appetite Framework (RAF) and Limits

An effective RAF helps to reinforce a strong risk culture, which in turn is critical to sound risk management.

The IDC RAF is aligned to the Corporation's strategy and capital planning. It includes a Risk Appetite Statement (RAS), risk limits, and an outline of the roles and responsibilities of those overseeing the implementation and monitoring of the RAF. It also explicitly defines the boundaries within which management is expected to operate when pursuing the organisation's business strategy, and, including an appropriate combination of policies, processes, controls, systems and procedures, it is considered adaptable to changing business and market conditions.

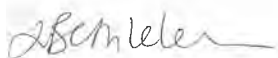
A Risk Limits and Thresholds exercise was undertaken to manage concentration risk, which is defined as the risk posed by any single exposure or group of exposures, having the potential to produce losses large enough to threaten the sustainability of the organisation.

Concentration risk arises in credit and investment portfolios due to uneven credit distribution among borrowers, industries or regions. Limits were set for single name losses and exposures, counterparty losses and exposures, industry exposure and Africa portfolio – regional exposure. Thresholds were approved for the Africa portfolio country exposure.

### Credit Risk Policy

The Credit Risk Policy provides a framework for maximising the IDC's risk-adjusted rate of return by maintaining credit risk exposures within acceptable parameters and appetite levels. This objective can be achieved and fulfils the requirements of proper risk management in line with the Corporation's Risk Management Strategy, sound principles of corporate governance and fulfilment of the National Treasury guidelines on proper risk management (for more on risk management and governance refer to pages 63 and 64).

The BR&SC provided guidance and input to enhance the policy to ensure that financial and credit risks are adequately managed whilst providing opportunities to improve business.



**Ms LI Bethlehem**  
**Chairperson of the Board Risk and Sustainability Committee**  
**28 June 2017**

### SOCIAL AND ETHICS COMMITTEE (SEC)

The objective of the SEC is to promote the ideals of corporate fairness and transparency, social and economic development and good corporate citizenship, and to manage the Corporation's exposure to reputational risk.

Part of the SEC's work is to assist the Board in vetting funding applications, projects and any matter in which a director of the IDC has an interest. The SEC is accordingly mandated by the Board to ensure that no special or unusual treatment is accorded to any application, project and or any matters in which a director of the IDC has an interest, and to make appropriate recommendations to the Board.

During the year under review the SEC considered one matter in which IDC directors had potential conflicts of interest. Note 42 to the Annual Financial Statements, which are published simultaneously with this report, provide particulars of present and past directors' financial interests in IDC transactions.

The SEC's terms of reference were revised during the year to accommodate the new Conflict of Interest Policy which prohibits directors from doing business with the IDC. It is therefore anticipated that this part of the SEC's function will fall away as only existing transactions involving IDC directors will be supported until they are concluded.

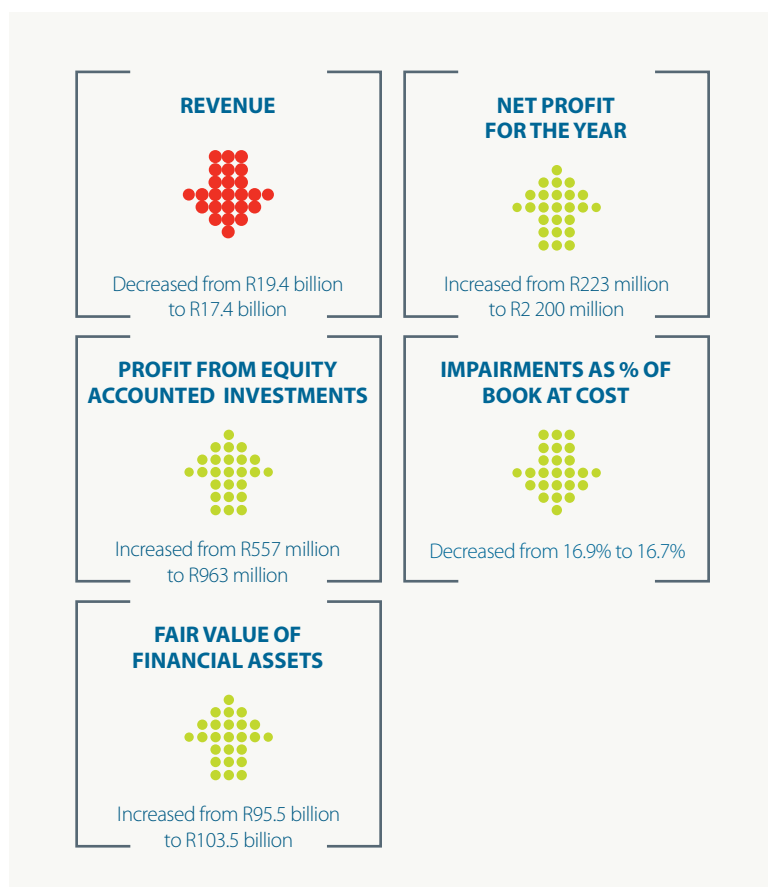
In addition to the above, the SEC considered reports on the Corporation's Code of Ethics and the Ethics Annual Report, quarterly financial performance and the budgets for the next financial year, the Sustainability Framework Implementation Plan, Corporate Social Investment (CSI), the media and stakeholder engagement and customer service.

No material non-compliance with legislation and regulation, or non-adherence with codes of best practice, relevant to the areas within the committee's mandate, was brought to the SEC's attention.



**Ms ND Orleyn**  
**Chairperson of the Social and Ethics Committee**  
**28 June 2017**

## ENSURING FINANCIAL SUSTAINABILITY



The IDC is a going concern. Due to the current state of the economy we expect profitability to be under pressure in the short- to medium-term. Our efforts to ensure sustainable development in the South African economy require that the Corporation remains financially sustainable.

We have sufficient liquidity to meet our current obligations and are confident that, for the foreseeable future, we can raise enough funding through a combination of new debt and internally generated funds (profits, repayments on existing facilities or equity divestments) to invest in new advances into the economy.

Managing impairments is key to ensuring our financial sustainability. We have and will continue to implement initiatives to ensure that impairments remain within acceptable levels.

### FIVE-YEAR OVERVIEW EXTRACT FROM THE COMPANY'S ANNUAL FINANCIAL STATEMENTS

Figures in rand million	2017	2016	2015	2014	2013
<b>Statement of financial position</b>					
Cash and cash equivalents	6 660	6 183	7 714	7 250	8 043
Loans and advances	25 802	23 451	21 760	20 298	18 297
Investments	100 175	91 430	94 198	108 943	98 437
Property, plant and equipment	54	166	129	120	121
Other assets	1 236	1 195	1 348	994	865
<b>Total assets</b>	<b>133 927</b>	<b>122 425</b>	<b>125 149</b>	<b>137 605</b>	<b>125 763</b>
Capital and reserves	83 814	78 000	84 860	99 869	90 909
Other financial liabilities	42 553	38 987	33 566	29 017	25 655
Other liabilities	7 560	5 438	6 723	8 719	9 199
<b>Total equity and liabilities</b>	<b>133 927</b>	<b>122 425</b>	<b>125 149</b>	<b>137 605</b>	<b>125 763</b>
<b>Statement of comprehensive income</b>					
Operating profit/(loss)	1 601	152	1 718	1 953	1 704
Income from equity-accounted investments	–	–	3	2	(1)
<b>Profit before taxation</b>	<b>1 601</b>	<b>152</b>	<b>1 721</b>	<b>1 955</b>	<b>1 703</b>
Taxation	194	25	(54)	(551)	(183)
<b>Profit/(loss) for the year</b>	<b>1 795</b>	<b>177</b>	<b>1 667</b>	<b>1 404</b>	<b>1 520</b>

## FIVE-YEAR OVERVIEW – EXTRACT FROM THE GROUP'S ANNUAL FINANCIAL STATEMENTS

Figures in rand million	2017	2016	2015	2014	2013
<b>Statement of financial position</b>					
Cash and cash equivalents	7 699	6 865	8 257	7 877	9 009
Loans and advances	26 673	23 928	22 412	20 818	18 666
Investments	77 996	71 586	73 114	92 337	84 116
Property, plant and equipment	9 613	10 626	9 921	9 012	7 913
Other assets	7 855	8 343	8 585	8 549	7 181
<b>Total assets</b>	<b>129 836</b>	<b>121 348</b>	<b>122 289</b>	<b>138 593</b>	<b>126 885</b>
Capital and reserves	88 097	84 715	89 797	106 769	96 766
Non-controlling interest	193	102	125	215	174
Other financial liabilities	30 367	27 984	24 005	21 350	19 025
Other liabilities	11 179	8 547	8 362	10 259	10 920
<b>Total equity and liabilities</b>	<b>129 836</b>	<b>121 348</b>	<b>122 289</b>	<b>138 593</b>	<b>126 885</b>
<b>Statement of comprehensive income</b>					
Operating profit/(loss)	616	(494)	1 011	2 513	2 447
Income from equity-accounted investments	963	557	656	(310)	(466)
<b>Profit before taxation</b>	<b>1 579</b>	<b>63</b>	<b>1 667</b>	<b>2 203</b>	<b>1 981</b>
Taxation	621	160	(14)	(560)	(3)
<b>Profit/(loss) for the year</b>	<b>2 200</b>	<b>223</b>	<b>1 653</b>	<b>1 643</b>	<b>1 978</b>

## REVIEW OF FINANCIAL PERFORMANCE

The 2017 financial year was a challenging year for the global economy, South Africa and the IDC Group. Most of our subsidiaries and certain associated companies are feeling the strain of the unfavourable economic environment. Notwithstanding, the Group made a consolidated profit of R2 200 million compared to a profit of R223 million in 2016.

## GROUP REVENUE

Group revenue for the year decreased by 10.5% to R17.4 billion from R19.4 billion, in 2016.

Interest income for the Group of R4.3 billion was 84% above the previous year due to an increase in loans and advances during the year and a higher interest rate environment.

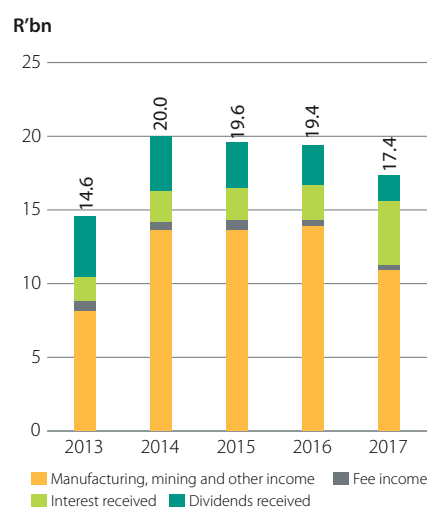
Dividends received were 35% lower compared to the previous financial year. In 2016, the IDC received a dividend in-specie from BHP Billiton upon the unbundling of South32 Limited. Shareholders retained their BHP Billiton shareholdings and received an in-specie distribution of shares in South32 on a pro-rata, 1:1 basis for no consideration. A dividend of R684 million was included in 2016 and not repeated in 2017. This was partially off-set by Sasol declaring dividends to the IDC to the value of R1 billion. Mozal also paid a dividend of R450 million.

Scaw's full year revenue, including that of the discontinued operations, of R5.5 billion is 3% lower than the previous financial year (R5.7 billion) due to continuing difficult trading conditions within the steel sector and slower growth in China (which is the largest consumer of steel), increasing cost of electricity, low spending by the mining sector due to falling commodity prices and subdued growth in the local economy. Management has initiated several interventions aimed at improving performance. Some of these include: improving efficiency through process reviews; focus on core business and selling non-core assets; restructuring the company's balance sheet; proposed further reduction of its workforce, which the company is currently discussing with trade unions, as well as repositioning the company as the main exporter to the African continent. Significant cost savings are expected from these initiatives, with more benefits expected to flow from the Strategic Equity Partner implementation. Scaw has applied IFRS 5 non-current assets held for sale and

discontinued operations in 2017. On 30 November 2016, management committed to a plan to dispose of the grinding media and cast products divisions of Scaw. At year-end, management is in negotiations with potential buyers and the sale is expected to be finalised within the next financial year. A net loss of R362 million has been recognised in profit or loss.

Revenue from Foskor was down 5% from the previous year to R5.9 billion, mainly due to lower market prices, a strong exchange rate, high cost of production and plant inefficiencies. The lower commodity prices and the stronger than expected rand continue to have a significant impact on the revenue of Foskor. A number of cost interventions have been identified for the reduction of production costs, as reflected in the decrease in the cost of production.

## Group revenue



## GROUP OPERATING PROFIT/(LOSS)

The operating profit for the year was R616 million (2016: R494 million loss) mainly due to an increase in Net Capital gains combined with a reduction in the impairment charge and a decrease in dividends as indicated above.



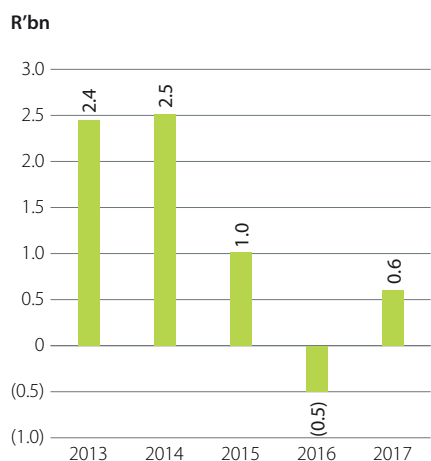
Impairments for the Group decreased significantly by R2 207 million, from R3 161 million to R954 million, mainly driven by initiatives implemented, the focus on investee companies and the difficult trading conditions persisting in the South African economy. In response to the higher risk of the IDC book, the Corporation has embarked on various initiatives to contain any further increases in impairments. The Corporation is confident that these interventions will be effective in curbing the growth in impairments, whilst continuing to play its counter-cyclical role in the economy. The impairments in the current financial year (R954 million) were attributed to the adverse macroeconomic environment and the protracted slump in commodities prices. The impact of the weakening rand, interest rate hikes and the drought also had a negative impact on some exposures.

Financing costs for the Group increased to R2 607 million (2016: R1 317 million) mainly due to exchange rate losses during the year. Operating expenses (excluding impairments) increased from R4 540 million to R5 348 million.

The Group made a capital profit of R1.7 billion from the disposal of certain listed and unlisted investments during the year, compared to R453 million in the previous year. The main contributor to the capital gain was the derecognition of the IDC's investment in Main Street 333.

During the 2017 financial year, we received R213 million from the South African Government to fund the Small Enterprise Finance Agency (sefa) (2016: R406 million).

#### Group operating profit/(loss)



#### INCOME FROM EQUITY ACCOUNTED INVESTMENTS

The equity-accounted investments showed an improved performance during the reporting period, with the Group's share of profits at R963 million compared to a profit of R557 million in 2016. The continued positive impact is encouraging, given the protracted pressure on commodity prices.

#### LOANS, ADVANCES AND INVESTMENTS

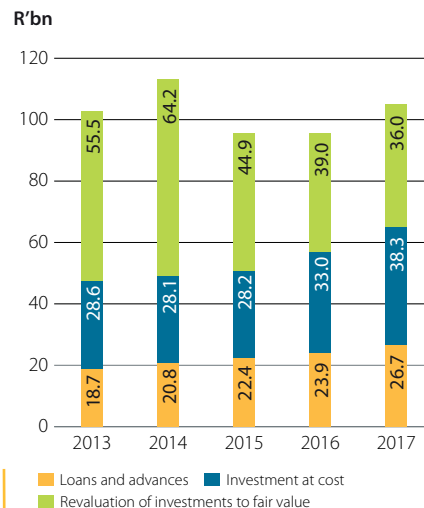
The IDC advanced R11.0 billion in new loans, advances and investments during the year, down from R11.4 billion in 2016. This resulted in loans and advances growing to R25.8 billion (net of repayments), from R23.5 billion and investments increasing from R33.0 billion to R38.3 billion (net of disposals and preference share redemptions).

The revaluation of investments to fair value increased from R38.6 billion to R40.0 billion, mainly due to the increase in the value of listed equities following some recovery in oil, platinum,

manganese, steel and iron ore prices. The largest declines in market values were as a result of Sasol.

The IDC is committed to diversifying its portfolio over the medium term to minimise the current concentration risk towards commodities by investing in a diverse portfolio, with more stable growth prospects.

#### Group loan, advances and investments



#### GROUP BORROWINGS

The growth in our borrowings portfolio was aligned with our strategy to fund growth in the loans and advances book predominantly from borrowings. Borrowings for the year grew to R30.4 billion, from R28.0 billion in 2016.

Borrowing activity during the year amounted to R12.6 billion with repayments of R3.7 billion. A large portion of the borrowings was raised mainly from local lenders, while foreign commercial banks showed great appetite for IDC credit by providing more funding support. These funds were offered in both short- and long-tenure through bilateral arrangements. We continued to utilise the IDC Domestic Medium-term Note (DMTN) programme to issue public bonds amounting to R722 million in November 2016. To date, the DMTN programme capacity to issue more bonds is R28.1 billion.

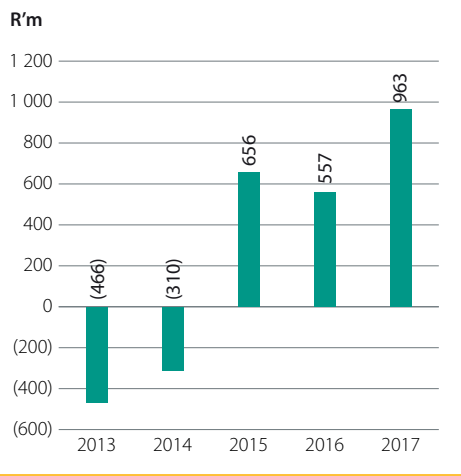
The demand and pricing of the bond issuances reflected investors' confidence in the IDC's creditworthiness and financial standing. We will continue our bond issuance programme as part of our strategy to diversify funding sources. This strategy will also be informed by local and international market conditions, pricing and liquidity available in these financial markets. Traditional sources, namely commercial banks (both local and international) and Development Financial Institutions (DFIs) will also be explored as part of our funding sources. The DFIs that we have bilateral agreements with are Kreditanstalt für Wiederaufbau (KfW), African Development Bank (ADB), Agence Française de Développement (AfD)/Proparco, European Investment Bank (EIB), China Development Bank (CDB) and China Construction Bank (CCB).

The Public Investment Corporation (PIC), acting on behalf of the Government Employee Pension Fund supported the green efficiency strategy by providing a longer tenure private placement bond. The Unemployment Insurance Fund (UIF), in their quest to reduce unemployment, partnered with the IDC to provide funding to assist companies which would save and create new jobs. This was facilitated by the PIC.

This diversified pool of funding provides the IDC with the flexibility to raise borrowings when required, depending on market volatility at

the time of raising funding. The IDC continues to meet its financial obligations emanating from these funding sources whilst maintaining excellent relationships with its lenders and investors.

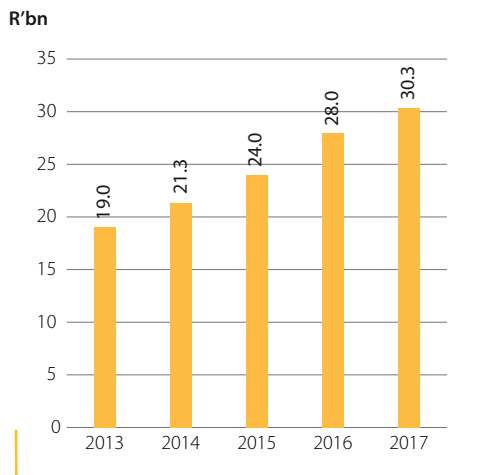
**Income/(losses) from equity accounted investments**



**TOTAL ASSETS, CAPITAL AND RESERVES AND DEBT/EQUITY**

Total assets increased from R121.3 billion in 2016 to R129.8 billion during the review period, mainly as a result of the increase in the fair value of BHP Billiton and Kumba Iron Ore Limited (largely due to higher iron ore prices). Our borrowings rose in line with the growth in loans and advances, resulting in an increase in the debt/equity ratio from 33% in 2016 to 34.5% in 2017.

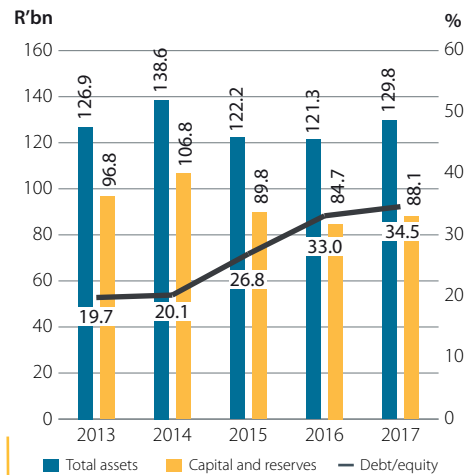
**Group borrowings**



**IMPAIRMENTS (IDC COMPANY)**

The impairments level has increased steadily over the past five years in value terms, from R8.6 billion in 2013 to R12.3 billion in 2017. A 5% increase occurred in cumulative impairments between the 2016 and 2017 financial years. As a ratio of the total outstanding financing book at cost, however, impairment levels decreased from 16.9% in the previous year to 16.7% during the period under review. The impairment level remains within the threshold of 20% as set by the Board.

**Group total assets, capital and reserves and the debt/equity ratio**



The current impairment levels are aligned with our risk appetite and role in supporting high-risk sectors and businesses that may be unattractive to commercial financiers. The trend also reflects our focus on funding early-stage projects and start-up operations. The impairment charge to the income statement of R954 million for the year ended 31 March 2017 was 70% lower than the charge reported at financial year-end in 2016.

We compiled a comprehensive list of impairment initiatives to mitigate the rising trend of impairments. This was approved by the IDC Board's Risk and Sustainability Committee and implemented during the 2017 financial year.

The IDC Executive Management and Board Risk and Sustainability Committee receive quarterly reports on impairments and credit risk measures.

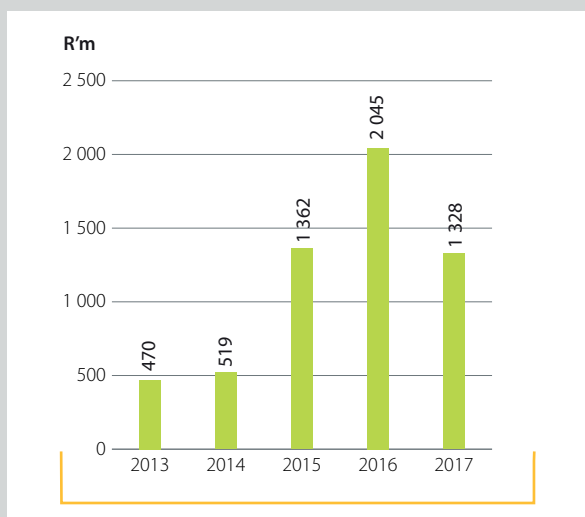
**WRITE-OFFS (IDC COMPANY)**

The IDC writes off investments only after, inter alia, viable turnaround and restructuring options have been exhausted fully and the exposure is regarded as unrecoverable.

During the year under review, R1.3 billion was written off (2016: R2 billion), a decrease of 35% compared to the previous year.

Funding for businesses operating in the industrial infrastructure and construction industries accounted for 38% of the write-offs. The reasons related mainly to poor management and market penetration, as well as fraud and mismanagement of funds. Written-off businesses have a low probability of recovery, while in some instances we recover already written-off amounts.

## Write-offs



## ASSET AND LIABILITY MANAGEMENT

### Liquidity risk

Liquidity risk refers to an inability by the Group to meet its obligations promptly for all maturing liabilities, increase in financing assets, including commitments and any other financial obligations (funding liquidity risk), or to do so at materially disadvantageous terms (market liquidity risk).

Liquidity risk is governed by the Asset and Liability Management Policy. The Asset and Liability Committee (ALCO) provides the objective oversight and makes delegated decisions related to liquidity risk exposures.

Sources of liquidity risk include:

- Unpredicted accelerated drawdowns on approved financing or call-ups of guarantee obligations
- Inability to roll and/or access new funding
- Unforeseen inability to collect what is contractually due to the Group
- Liquidity stress at subsidiaries and/or other SOEs
- A recall without due notice of on-balance sheet funds managed by the Group on behalf of third-parties
- A breach of covenant(s), resulting in the forced maturity of borrowing(s)
- Inability to liquidate assets in a timely manner with minimal risk of capital losses.

Corporate Treasury manages liquidity on a day-to-day basis within Board-approved treasury limits to ensure that:

- Sufficient, readily-available liquidity to meet probable operational cash flow requirements for a rolling three-month period is available at all times
- Excess liquidity is minimised to limit the consequential drag on profitability.

Liquidity coverage ratios aim to ensure that suitable levels of unencumbered high-quality liquid assets are held to protect against unexpected, yet plausible, liquidity stress events. Two separate liquidity stresses are considered. Firstly, an acute three-month liquidity stress that impacts strongly on both funding and market liquidity and secondly, a protracted twelve-month liquidity stress with a moderate effect on both funding and market liquidity. Approved high-quality liquid assets include cash, near-cash, committed facilities, as well as a portion of the Group's listed equity investments after applying forced-sale discounts.

Structural liquidity mismatch ratios aim to ensure adequate medium- to long-term liquidity mismatch capacity by maintaining a stable funding profile. This is done by restricting, within reasonable levels, potential future borrowing requirements as a percentage of total funding-related liabilities. A robust funding structure reduces the likelihood of deterioration in the Group's liquidity position should sources of funding be disrupted. The structural liquidity mismatch is based on conservative cash flow profiling with the added assumption that liquidity, in the form of high-quality liquid assets, are treated as readily available (i.e. recognised in the first-time bucket).

### Market risk

Market risk is the risk that the value of a financial position or portfolio will decline due to adverse movements in market rates. In respect of market risk, the Group is exposed to interest rate risk, exchange rate risk and equity price risk. Market risk is governed by the Asset and Liability Management Policy and ALCO provides the objective oversight and makes delegated decisions related to market risk exposures.

### Interest rate risk

Interest rate risk is the risk that adverse changes in market interest rates may cause a reduction in the IDC's future net interest income and/or economic value of its shareholders' equity. The IDC's interest rate risk is a function of its interest-bearing assets and liabilities.

The primary sources of interest rate risk include:

- Repricing risk: as a result of interest-bearing assets and liabilities that reprice within different periods. This includes the endowment effect due to an overall quantum difference between interest-bearing assets and liabilities
- Basis risk: as a result of the imperfect correlation between interest rate changes (spread volatility) on interest-bearing assets and liabilities that reprice within the same period
- Yield curve risk: as a result of unanticipated yield curve shifts (i.e. twists and pivots)
- Optionality: as a result of embedded options in assets (i.e. prepayment) and liabilities (i.e. early settlement), which may be exercised based on interest rate considerations.

The sensitivity to interest rate shocks and/or changes in interest-bearing balances is measured by means of earnings and economic value approaches. The former quantifies the impact on net interest income over the next twelve months and the latter gauges the impact on the fair market value of assets, liabilities and equity.

### EXCHANGE RATE RISK

Exchange rate risk is the risk that adverse changes in exchange rates may cause a reduction in the IDC's future earnings and/or its shareholders equity.

In the normal course of business, the IDC is exposed to exchange rate risk through its trade finance book and exposure to investments in and outside Africa. The risk is divided into:

- Translation risk, which refers to the exchange rate risk associated with the consolidation of offshore assets and liabilities or the financial statements of foreign subsidiaries for financial reporting purposes
- Transaction risk, which arises where the IDC has cash flows/ transactions (i.e. a monetary asset or liability, off-balance sheet commitment or forecasted exposure) denominated in foreign currencies whose values are subject to unanticipated changes in exchange rates.

Any open (unhedged) position in a particular currency gives rise to exchange rate risk. Open positions can be short (we need to buy foreign currency to close the position) or long (we need to sell foreign currency to close the position) with the net open foreign currency position referring to the sum of all open positions (spot and

forward) in a particular currency. For purposes of hedging, net open foreign currency positions are segmented into the following components:

- All exposures related to foreign currency denominated lending and borrowing
- All foreign currency denominated payables in the form of operating and capital expenditure, as well as foreign currency denominated receivables in the form of dividends and fees.

**Equity price risk**

Equity price risk is the risk that adverse movements in equity prices may cause a reduction in the value of the Group’s investments in listed and/or unlisted equity investments and therefore includes future earnings and/or value of shareholders’ equity.

Sources of equity price risk include:

- Systematic risk or volatility in relation to the market as a whole
- Unsystematic risk or company-specific risk factors.

The investment portfolio’s beta is used as an indication of systematic, non-diversifiable risk. Due to the long-term nature of the Group’s investments, unsystematic risk is managed through diversification.

Sensitivity analyses were performed on the Group’s equity portfolio

to determine the possible effect on the fair value should a range of variables change, such as cash flow, earnings and net asset values. These assumptions were built into the applicable valuation models.

Our Asset and Liability Management and Risk Management practices, together with regular scenario planning, assist Management to ensure that this objective is achieved.

**FUTURE PERFORMANCE**

We expect 2018 to be another challenging year as a result of a difficult set of conditions in the South African economy and modest growth globally.

Profitability could be impacted significantly in the year ahead mainly due to lower dividend income forecasts. Our balance sheet remains strong and we intend growing it further during the next five years, with advances of between R96 billion and R123 billion in total over that period. This will be funded from borrowings of between R58 billion and R62 billion, with the balance funded through internally generated funds. Gearing levels are expected to increase over the next few years in line with the strategy to utilise more debt funding.

**VALUE ADDED STATEMENT (IDC COMPANY)**

Figures in Rand million

	2017	2016
<b>Value created</b>		
Net interest income	2 143	1 779
Impairment losses on loans, advances and investments	(2 086)	(3 644)
Other income from lending activities	578	786
Other investment income	2 960	1 886
Operating expenditure and project feasibility expenses	(480)	(91)
	3 115	716
<b>Value allocated</b>		
*Benefits to employees	998	937
*Social spending in communities	124	87
To government as taxation and dividends	214	25
Taxation (including deferred tax)	194	(25)
Dividends to shareholders	20	50
	1 779	(333)
<b>Value reinvested in operations</b>		
Transfer to/(from) reserves (retained earnings)	1 765	(357)
Depreciation and amortisation	14	24
	3 115	716

\* This includes bursaries and sponsorships

## ABOUT THIS REPORT

This Integrated Report, themed "Advancing Transformative Industrialisation", covers our performance and strategies over the period 1 April 2016 to 31 March 2017.

There have been no significant changes to the scope, boundary or measurement methods applied in this report and there have been no restatements unless otherwise indicated in the relevant section.

In this report we focus on our means of adding value and are guided by the Integrated Reporting Framework issued by the International Integrated Reporting Council (IIRC). The report contains Standard Disclosures from the Global Reporting Initiative (GRI) Sustainability Reporting Guidelines. A list of these Standard Disclosures can be found online in our GRI G4 table at [www.idc.co.za](http://www.idc.co.za). The principles of the International Federation of Accountants (IFAC) are also taken into account.

The report is further informed by the following legislation and standards:

- The Public Finance Management Act 1 of 1999 (PFMA)
- The King III Report on Governance for South Africa (King III)
- The Companies Act 71 of 2008, as amended
- The International Financial Reporting Standards (IFRS)
- The Industrial Development Corporation Act, No 22 of 1940 as amended
- The internally developed guidelines and policies.

### IMPROVEMENTS

This year we publish our Integrated Report and Annual Financial Statements as separate publications. We also enhanced the structure of the 2017 Integrated Report to be more aligned with the Integrated Reporting (IR) Framework whilst still incorporating the requirements of the GRI (G4) guidelines.

Having benefited from a more structured dialogue with our key stakeholders, our value creation process and the risks we encounter are presented more comprehensively in this report. In our quest to be more succinct, we have made more use of graphs and illustrations. Our material issues remain similar to the previous year, with issues pertaining to partnerships expanded to allow for in-depth discussion of our materiality matters.

### MATERIALITY

We define the materiality of matters for reporting purposes as those that support our strategic goals as a state-owned development finance institution and those that have the potential to substantially affect our ability to create and sustain value in the short-, medium- and long-term. We have used issues arising from our stakeholder engagement processes in determining materiality (for more information on the process followed and our material issues, refer to page 20).

### SCOPE AND BOUNDARY

The IDC Integrated Report is compiled and produced annually. This report includes the performance and activities of the IDC across all the geographies in which we operate and contains our outlook, targets and objectives for the short-, medium- and long-term. When referring to "IDC", "we" or "our", we mean the

Industrial Development Corporation and our subsidiaries Findevco, Impofin and Konoil. When referring to the Group, we mean the IDC and all of its subsidiaries. The Group structure is shown in the online section of the report.

The boundary of the report includes financial reporting, determined in accordance with the IFRS, and our non-financial performance, opportunities, risks and outcomes that have a significant influence on our ability to create value. It excludes detailed information on subsidiaries.

The report focuses on matters which are material to the IDC within the boundary discussed above. Internal and external factors which substantially influence our business have been considered and where material, their real and potential impacts are covered.

Details of our investments in subsidiaries, joint ventures, jointly controlled assets and associates appear in our annual financial statements. Detailed information on our separately listed and managed interests in associates and listed investments, which account for the bulk of our other property assets, is provided in their annual reports, which are available on their websites.

### REPORTING PRINCIPLES, ASSURANCE AND APPROVAL

Our combined assurance framework brings together all assurance activities, identifies internal and external assurance providers and ensures that actual assurance takes place and is reported within our governance structures.

A combined assurance team from KPMG together with its consortium partner, Ngubane & Company, and SizweNtsalubaGobodo (SNG), supported by our internal audit team, assured the financial section of the report. The IDC Board Audit Committee verified the independence of the external assurance providers. The IDC Board approved the report on recommendation by the Board Audit Committee. Selected performance information was assured at a limited assurance level according to the International Standards for Assurance Engagements (ISAE 3000), assurance engagements other than audits and reviews of historical information.

### FORWARD LOOKING STATEMENTS

This report contains forward looking statements about the performance and position of the IDC. In line with the requirements of the PFMA, our annual Corporate Plan contains outlooks for a three-year period. These projections are based on the views of the Directors and assumptions about economic, political and global conditions. As such, these forward looking statements are subject to risk and uncertainty and have not been reviewed or audited by our external auditors.

We appreciate your feedback. Kindly submit queries and comments to [service@idc.co.za](mailto:service@idc.co.za).

**TO THE DIRECTORS OF INDUSTRIAL DEVELOPMENT CORPORATION OF SOUTH AFRICA**

We have undertaken a limited assurance engagement on selected performance information, as described below, and presented in the 2017 Integrated Report of Industrial Development Corporation of South Africa Limited (IDC) for the year ended 31 March 2017 (the Report), as well as in the supplementary online information available on the IDC website, at [www.idc.co.za](http://www.idc.co.za) (the supplementary online information). This engagement was conducted by a multidisciplinary team of sustainable development and assurance specialists with relevant experience in integrated and sustainability reporting.

**SUBJECT MATTER**

We are required to provide limited assurance on the following selected performance information, marked with a 'LA' on the relevant pages in the Report and the supplementary online information. The selected performance information described below has been prepared in accordance with IDC's specific guidelines and for selected performance information – the Global Reporting Initiative Sustainability Reporting (GRI G4 Guidelines), collectively referred to as the "IDC reporting criteria".

Material Issue	Key performance indicators	Unit of measurement	Guideline/ Criteria	Boundary	Reference page number
Industrial development	Value of funding approved	Rand Value (ZAR)	IDC internal criteria	IDC only	1
	Value of funding disbursed	Rand Value (ZAR)	IDC internal criteria	IDC only	1; IDC AFS 2017 Page 18
Socio-economic development	Number of jobs expected to be created/saved (approval)	Number (#)	IDC internal criteria	IDC only	1
	Value of funding for Black Industrialists (approved)	Rand Value (ZAR)	IDC internal criteria	IDC only	1
	Number of clients with high environmental and social risk rating (ESRR) that are monitored to ensure poor performance is addressed	Number (#)/ Percentage (%)/ Text	IDC internal criteria	IDC only	62
Customer expectations	Turnaround times	Number (#) of days	IDC internal criteria	IDC only	4; IDC AFS 2017 Page 18
	Overall service experience (customer satisfaction)	Score (#)	IDC internal criteria	IDC only	20
Human capital	Average number of days and hours of training by employees gender and employee category	Number (#)	GRI G4	IDC only	60
	Retention – % turnover of employees occupying critical roles	Percentage (%)	IDC internal criteria	IDC only	58
	Succession – % of critical roles that have identified potential successors for immediate, 1-3 and/or 3+ years	Percentage (%)	IDC internal criteria	IDC only	58
Governance, regulation and risk management	Total number and percentage of operations assessed for risks related to corruption and the significant risks identified	Number (#) and Percentage (%)	GRI G4	IDC only	63
	Communication and training on anti-corruption policies and procedures	Text claim	GRI G4	IDC only	63

**DIRECTORS' RESPONSIBILITIES**

The Directors of IDC are responsible for the selection, preparation and presentation of the selected performance information in accordance with the IDC reporting criteria. This responsibility includes the identification of stakeholders and stakeholder requirements, material issues, commitments with respect to IDC's performance and for the design, implementation and maintenance of internal controls relevant to the preparation of the Report and supplementary online information that is free from material misstatement, whether due to fraud or error.

**OUR INDEPENDENCE AND QUALITY CONTROL**

We have complied with the independence and other ethical requirements of the Code of Professional Conduct for Registered Auditors issued by the Independent Regulatory Board for Auditors (IRBA) that is consistent with the International Ethics Standards Board for Accountants Code of Ethics for Professional Accountants (Parts A and B), which is founded on fundamental principles of integrity, objectivity, professional competence and due care, confidentiality and professional behaviour.

KPMG Services Proprietary Limited and SizweNtsalubaGobodo Incorporated apply the International Standard on Quality Control 1 (ISQC 1), Quality Control for Firms that Perform Audits and Reviews of Financial Statements, and Other Assurance and Related Services Engagements and accordingly maintain comprehensive systems of quality control including documented policies and procedures regarding compliance with ethical requirements, professional standards and applicable legal and regulatory requirements.

## OUR RESPONSIBILITY

Our responsibility is to express a limited assurance conclusion on the selected performance information based on the procedures we have performed and the evidence we have obtained. We conducted our limited assurance engagement in accordance with the International Standard on Assurance Engagements (ISAE) 3000 (Revised), Assurance Engagements other than Audits or Reviews of Historical Financial Information, issued by the International Auditing and Assurance Standards Board. That Standard requires that we plan and perform our assurance engagement to obtain sufficient appropriate evidence to support our limited assurance conclusion, expressed below.

A limited assurance engagement undertaken in accordance with ISAE 3000 (Revised) involves assessing the suitability in the circumstances of IDC's use of its reporting criteria as the basis of preparation for the selected performance information, assessing the risks of material misstatement of the selected performance information whether due to fraud or error, responding to the assessed risks as necessary in the circumstances, and evaluating the overall presentation of the selected performance information. A limited assurance engagement is substantially less in scope than a reasonable assurance engagement in relation to both risk assessment procedures, including an understanding of internal control, and the procedures performed in response to the assessed risks.

The procedures performed were based on our professional judgement and included inquiries, observation of processes performed, inspection of documents, analytical procedures, evaluating the appropriateness of quantification methods and reporting policies, and agreeing or reconciling with underlying records.

Given the circumstances of the engagement, in performing the procedures listed above we:

Summary of work performed:

- Interviewed management and senior executives to obtain an understanding of the internal control environment, risk assessment process and information systems relevant to the performance reporting process;
- Evaluated internal data management controls based on system walkthroughs.
- Inspected selected internally and externally generated documents and records and comprehensive data analyses.
- Re-calculated certain performance information.
- Evaluated whether the selected performance information presented in the Report and supplementary online information is consistent with our overall knowledge and experience of performance at IDC.

The procedures performed in a limited assurance engagement vary in nature and form, and are less in extent than for, a reasonable assurance engagement. As a result the level of assurance obtained in a limited assurance engagement is substantially lower than the assurance that would have been obtained had we performed a reasonable assurance engagement. Accordingly, we do not express a reasonable assurance opinion about whether IDC's selected performance information has been prepared, in all material respects, in accordance with the IDC reporting criteria.

## LIMITED ASSURANCE CONCLUSION

Based on the procedures we have performed and the evidence we have obtained, nothing has come to our attention that causes us to believe that the selected performance information set out in the subject matter paragraph for the year ended 31 March 2017 is not prepared, in all material respects, in accordance with the IDC reporting criteria.

## OTHER MATTERS

IDC intends to publish the Integrated Report for 31 March 2017 financial year end, consisting of a printed report and additional online disclosures, both of which will be available on the IDC website, at [www.idc.co.za](http://www.idc.co.za). The maintenance and integrity of IDC's website is the responsibility of IDC management. Our procedures did not involve consideration of these matters and, accordingly we accept no responsibility for any changes to either the information in the Report or supplementary online information, or our independent assurance report that may have occurred since the initial date of presentation on the IDC website.

## RESTRICTION OF LIABILITY

Our work has been undertaken to enable us to express a limited assurance conclusions on the selected performance information to the Directors of IDC in accordance with the terms of our engagement, and for no other purpose. We do not accept or assume liability to any party other than IDC, for our work, for this report, or for the conclusion we have reached.



**KPMG Services (Pty) Ltd**

**Neil Morris**

Director

Climate Change and Sustainability

KPMG Services (Pty) Ltd



**SizweNtsalubaGobodo Inc.**

Registered Auditor

**Nhlanhla Sigasa**

Director

Financial Services Group

SizweNtsalubaGobodo Inc

## GLOSSARY

AfD	Agence Française de Développement
AGM	Annual General Meeting
APCF	Agro-Processing Competitiveness Fund
BAC	Board Audit Committee
BAIC	Beijing Automobile International Corporation
BCM	Business Continuity management
BEE	Black Economic Empowerment
BI	Black Industrialist
BIC	Board Investment Committee
BR&SC	Board Risk and Sustainability Committee
CCB	China Construction Bank
CDB	China Development Bank
CEO	Chief Executive Officer
CMT	Crisis Management Team
CNG	Compressed Natural Gas
CSI	Corporate Social Investment
CSIR	Council for Scientific and Industrial Research
CTCP	Clothing and Textiles Competitiveness Programme
DFI	Development Finance Institution
E&S	Environmental and Social
EIB	European Investment Bank
EDD	Economic Development Department
ERM	Enterprise Risk Management
ERMF	Enterprise-Wide Risk Management Framework
ESRR	Environmental and Social Risk Rating
Exco	Executive Committee
FICA	Financial Intelligence Centre Act
FMO	Netherlands Development Finance Corporation
GRI	Global Reporting Initiative
HCNC	Human Capital and Nominations Committee
ICT	Information and Communication Technology
IDC	Industrial Development Corporation
IFAC	International Federation of Accountants
IFRS	International Finance Reporting Standards
IIRC	International Integrated Reporting Council
IPSF	Industrial Policy Support Fund
IR	Integrated Reporting
IT	Information Technology
JSE	Johannesburg Stock Exchange
KfW	Kreditanstalt für Wiederaufbau
KPI	Key Performance Indicator
LDC	Loss Data Collection
LED	Local Economic Development
LPG	Liquefied Petroleum Gas
LT	Long-term
LTI	Long-term Incentive



MCEP	Manufacturing Competitiveness Enhancement Programme
MOU	Memorandum of Understanding
NAAMSA	National Association of Automobile Manufacturers of South Africa
NCUC	Northern Cape Urban College
NPA	Non-pensionable Allowance
NUM	National Union of Mineworkers
NUMSA	National Union of Metalworkers of South Africa
OEM	Original Equipment Manufacturer
OTMS	Oiltanking Mogs Saldanha
PFMA	Public Finance Management Act
PIC	Public Investment Corporation
PICC	Presidential Infrastructure Coordinating Commission
PRASA	Passenger Rail Agency of South Africa
RAF	Risk Appetite Framework
RAS	Risk Appetite Statement
RCSA	Risk and Control Self-Assessment
REIPPPP	Renewable Energy Independent Power Producer Procurement Programme
SABC	South African Broadcasting Corporation
SABS	South African Bureau of Standards
SAISI	South African Iron and Steel Institute
SBU	Strategic Business Unit
SEC	Social and Ethics Committee
sefa	Small Enterprise Finance Agency
SEIFSA	Steel and Engineering Industries Federation of South Africa
SETA	Skills Education Training Authority
SIP	Strategic Integrated Projects
SME	Small and Medium Enterprise
SMMEs	Small, Medium and Micro-sized Enterprises
SOE	State-owned Enterprise
STI	Short-term Incentive
the dti	Department of Trade and Industry
TVET	Technical Vocational Education and Training
UIF	Unemployment Insurance Fund
VAMCOSA	Valve and Actuators Manufacturers Cluster of South Africa
WACC	Weighted Average Cost of Capital

## CONTACT INFORMATION

### 1. HEAD OFFICE - GAUTENG

19 Fredman Drive, Sandown 2196  
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Tel: 011 269 3000 | Fax: 011 269 3116 | Email: callcentre@idc.co.za

### 2. EASTERN CAPE

#### East London:

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PO Box 19048, Tecoma 5214  
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#### Port Elizabeth:

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Tel 041 363 1640 | Fax: 041 363 2349 | Email: kingsleyr@idc.co.za/monican@idc.co.za

#### Mthatha:

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Tel: 047 504 2200 | Fax: 047 531 1587 | Email: kingsleyr@idc.co.za

### 3. FREE STATE

#### Bloemfontein:

Mazars Building, 46 1st Avenue, Westdene, Bloemfontein  
Private Bag X 11, Suite 25, B hof 9324  
Tel: 051 411 1450 | Fax: 051 447 4895

### 4. KWAZULU-NATAL

#### Durban:

Suite 2101, 21st Floor, The Embassy Building, 199 Anton Lembede Street, Durban  
PO Box 2411, Durban 4000  
Tel: 031 337 4455 | Fax: 031 337 4790 | Email: patm@idc.co.za

#### Pietermaritzburg:

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PO Box 2411, Durban 4000  
Tel: 033 328 2560 | Fax: 033 342 5341 | Email: patm@idc.co.za

### 5. LIMPOPO

#### Polokwane:

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Postnet Suite 422, Private Bag X9307, Polokwane 0699  
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### 6. MPUMALANGA

#### Nelspruit:

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PO Box 3724, Mbombela 1200  
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### 7. NORTHERN CAPE

#### Kimberley:

Sanlam Business Complex, 13 Bishops Avenue, Kimberley 8301  
PO Box 808, Kimberley 8300  
Tel: 053 807 1050 | Fax: 053 832 7395 | Email: mehmooda@idc.co.za

#### Upington:

De Drift Plaza, Block 6, Olyvenhoutsdrift Settlement, Louisvale Avenue, Upington 8800  
Tel: 054 337 8600 | Fax: 054 334 0835

### 8. NORTH WEST

#### Rustenburg:

1st Floor, Sunetco Building, 32B Heystek Street, Rustenburg  
Postnet Suite 290, Private Bag X 82245, Rustenburg 0030  
Tel: 014 591 9660 /1 | Fax: 014 592 4485

#### Brits:

Suite 108, Safari Centre, 28 Van Velden Street, Brits 0250  
Tel: 012 252 0008 | Fax: 012 252 4657

#### Mahikeng:

1B Mikro Plaza, cnr First Street / Bessemer Street, Industrial Sites Mahikeng  
Postnet Suite 89, Private Bag X2230, Mahikeng 2791  
Tel: 018 397 9942

### 9. WESTERN CAPE

#### Cape Town:

2817, 28th Floor ABSA Centre, 2 Riebeeck Street Cape Town  
PO Box 6905, Roggebaai 8012  
Tel: 021 421 4794 | Fax: 021 419 3570 | Email: lizon@idc.co.za

## SATELLITE OFFICES

### 1. FREE STATE

**Phuthaditjhaba:** Mapoi Road, Phuthaditjaba 9869  
Tel: 051 411 1450

**Welkom:** 1 Reinet Street, Welkom 9460  
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### 2. KWAZULU-NATAL

**Richards Bay:** Suite 17, Partidge Place, cnr Lira and Tasselberry Road, Richards Bay 3900  
Tel: 031 337 4455

### 3. LIMPOPO

**Thohoyandou:** Seda office: Old Mutual Building, Old Group Scheme Offices, Mphephu Road, Thohoyandou 7950  
Tel: 015 299 4080

**Tzaneen:** 1st Floor Prosperitas Building, 27 Peace Street, Tzaneen (Seda) 0850  
Tel: 015 299 4080

### 4. MPUMALANGA

**eMalahleni:** 23 Botha Avenue cnr Rhodes Street, Hi-Tech House, eMalahleni 1035  
Tel: 013 752 7724

**Secunda:** South Wing, Municipal Building Lurgi Square, Secunda 2302  
Tel: 013 752 7724

### 5. NORTH WEST

**Klerksdorp:** Office 35, West Ebd Building, 51 Leask Street, Klerksdorp 2571  
Tel: 018 462 6586 | Fax: 018 462 5061  
(Dr KK District Municipality Economic Agency)

**Vryburg:** 83 Vry Street, Vryburg 8601  
Tel: 053 927 0590 | Fax: 053 927 0590

### 6. WESTERN CAPE

**George:** Beacon Place, 125 Meade Street, George 6529  
Tel: 021 421 4794

## ADMINISTRATION

### DIRECTORS

#### Executive

MG Qhena (CEO)  
GS Gouws (alternate)

#### Non-Executive

BA Mabuza (Chairperson)  
LI Bethlehem  
BA Dames  
RM Godsell  
A Kriel  
SM Magwentshu-Rensburg  
NP Mnxasana  
M More  
PM Mthethwa  
ND Orleyn  
NE Zalk

### AUDITORS

KPMG (Johannesburg)  
SizweNtsabulaGobodo (Johannesburg)

### REGISTERED OFFICE

#### IDC

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PO Box 784055  
Sandton 2146  
Telephone +27 (11) 269 3000  
Fax: +27 (11) 269 3116  
Email: callcentre@idc.co.za  
Email: service@idc.co.za  
Call centre contact number: 0860 693 888  
Website: www.idc.co.za

### COMPANY SECRETARY

P Makwane  
Registration number:  
1940/014201/06

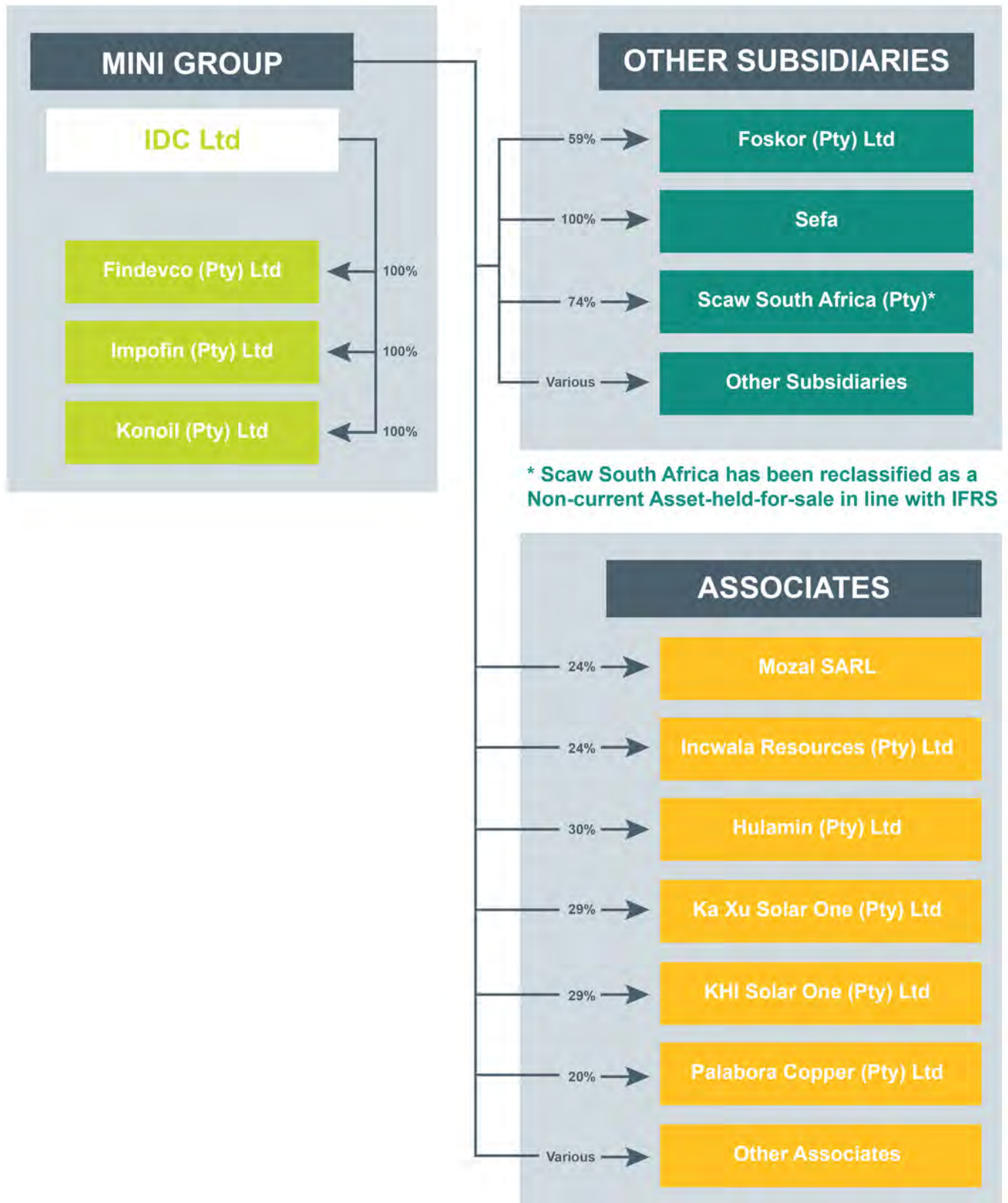






# ADDITIONAL ONLINE INFORMATION

## 1. GROUP STRUCTURE





## 2. STAKEHOLDER ENGAGEMENT

Stakeholder	How we engage with them	What matters to them	How we respond to matters	Impact of our actions	Material matters being addressed
<b>EMPLOYEES</b>	<ul style="list-style-type: none"> <li>Combination of face-to-face, written, electronic and print communication.</li> <li>Employee engagement surveys</li> <li>CEO engagement sessions</li> <li>Divisional Executive feedback sessions</li> <li>Regular line manager meetings</li> </ul>	<ul style="list-style-type: none"> <li>Transparent communication</li> <li>Information on IDC's strategy and their link to the strategy</li> <li>Work/life balance and a conducive working environment</li> <li>Market-related remuneration and benefits</li> <li>Personal development and career advancement</li> <li>Making a difference</li> </ul>	<ul style="list-style-type: none"> <li>Regular employee information sharing sessions</li> <li>Annual Star Awards to recognise top performers</li> <li>Market-related employee benefits, rewards and recognition</li> <li>Learning and development opportunities</li> <li>Leadership assessments</li> <li>Regular performance assessments</li> </ul>	<ul style="list-style-type: none"> <li>Defined culture vision and transformation journey, focusing on customer-centricity</li> <li>Improved employee engagement</li> <li>Talent management through improved skills and capacitation</li> <li>Certification as a Top Employer</li> </ul>	<ul style="list-style-type: none"> <li>Customer expectations</li> <li>Governance regulation and risk management</li> <li>Human Capital</li> <li>Financial sustainability</li> </ul>
<b>ECONOMIC DEVELOPMENT DEPARTMENT</b>	<ul style="list-style-type: none"> <li>Ongoing and an annual strategic meeting with Minister of EDD and IDC Board</li> <li>Ongoing and Quarterly meetings with Director General and other officials</li> <li>Meetings between IDC employees and EDD officials</li> </ul>	<ul style="list-style-type: none"> <li>Increased levels of industrial financing, especially to women, youth and Black Industrialists</li> <li>Job creation through beneficiation, regional development and labour-rich sectors of the economy</li> <li>Proactively identifying investment opportunities across value chains</li> <li>Assistance in policy research and coordination of projects</li> </ul>	<ul style="list-style-type: none"> <li>Increased marketing towards women, youth and Black Industrialists through CEO regional road shows and Youth conference</li> <li>Funding for local suppliers to the government infrastructure programme</li> <li>Collaboration with government on its Strategic Integrated Projects (SIP 5 &amp; 8).</li> <li>Contributing to the formulation and implementation of policies</li> <li>Pro-actively identifying funding opportunities</li> </ul>	<ul style="list-style-type: none"> <li>Increased levels of industrial financing</li> <li>Increased impact on development outcomes</li> <li>Balancing pro-active funding, whilst keeping funding competitive</li> <li>Managing the IDC's balance sheet for responsible lending</li> <li>Improved understanding of IDC's mandate and subsequent impact</li> </ul>	<ul style="list-style-type: none"> <li>Industrial development</li> <li>Socio-economic development</li> <li>Financial sustainability</li> <li>Partners</li> </ul>
<b>POTENTIAL AND EXISTING CLIENTS / PROJECT PARTNERS</b>	<ul style="list-style-type: none"> <li>Various media platforms including print, radio, TV and online (email, website)</li> <li>Meetings, interactions through sectoral / industry bodies</li> <li>Written correspondence such as information emailers and financial statements</li> <li>Annual and interim customer surveys</li> <li>Client site visits to showcase IDC's impact</li> <li>Media briefings and press releases</li> </ul>	<ul style="list-style-type: none"> <li>A clear and easy to understand application process</li> <li>Upfront communication of the application/ information requirements</li> <li>Prompt responses to queries/requests/ service issues</li> <li>Timeous and effective evaluation of funding applications</li> <li>Regular updates and communication on the application process</li> </ul>	<ul style="list-style-type: none"> <li>Monitoring client performance</li> <li>Organisation-wide Customer Centricity training</li> <li>Customer service excellence employee recognition</li> <li>Streamlining application processes</li> <li>Dedicated email address to report service issues</li> <li>Secondments, participation in AGM's, Board representivity</li> </ul>	<ul style="list-style-type: none"> <li>Simplified and streamlined application process</li> <li>Increased focus on turnaround times</li> <li>Improved customer service</li> <li>Improved levels of communication</li> <li>Strengthened influencer role</li> <li>Pro-active industry development</li> <li>Opinion pieces by industry experts</li> </ul>	<ul style="list-style-type: none"> <li>Customer expectations</li> <li>Industrial development</li> <li>Socio-economic development</li> <li>Financial sustainability</li> </ul>

Stakeholder	How we engage with them	What matters to them	How we respond to matters	Impact of our actions	Material matters being addressed
<b>NATIONAL, PROVINCIAL &amp; LOCAL GOVERNMENT</b>	<ul style="list-style-type: none"> <li>• Meetings with relevant portfolio and select committees</li> <li>• Meetings between IDC employees and government officials</li> <li>• Interviews with industry experts</li> </ul>	<ul style="list-style-type: none"> <li>• Development of rural areas and townships</li> <li>• Broad-based black economic empowerment</li> <li>• Opportunities for women, youth and Black Industrialists</li> <li>• Development of SMMEs</li> <li>• Assistance with projects related to industrial development</li> </ul>	<ul style="list-style-type: none"> <li>• Pro-actively identifying projects in poor provinces and townships</li> <li>• Expansionary Black Economic Empowerment (BEE)</li> <li>• Skills development initiatives for youth and women co-operatives</li> <li>• Leveraging relationships with provincial, local and rural development bodies</li> </ul>	<ul style="list-style-type: none"> <li>• Local economic and rural development</li> <li>• Increased job creation</li> <li>• Expanding industrialisation to less-industrialised regions</li> <li>• Improved accuracy of reporting on IDC</li> </ul>	<ul style="list-style-type: none"> <li>• Socio economic development</li> <li>• Industrial development</li> <li>• Partners</li> <li>• Financial sustainability</li> </ul>
<b>COMMERCIAL BANKS, DFIS &amp; RATING AGENCIES</b>	<ul style="list-style-type: none"> <li>• Due-diligences</li> <li>• Annual ratings review</li> <li>• Interviews with industry experts</li> </ul>	<ul style="list-style-type: none"> <li>• Good governance</li> <li>• Financial sustainability and liquidity</li> <li>• Satisfactory levels of debt</li> <li>• Viable strategy</li> </ul>	<ul style="list-style-type: none"> <li>• Compliance to systems and procedures</li> <li>• Prudent management of IDC finances</li> <li>• Instilling a culture of governance and ethics among employees</li> <li>• Transparent presentation of financial results</li> </ul>	<ul style="list-style-type: none"> <li>• Financial sustainability, enabling IDC to honour its financial commitments</li> <li>• Strong governance structures</li> </ul>	<ul style="list-style-type: none"> <li>• Governance regulation and risk management</li> <li>• Financial sustainability</li> <li>• Partners</li> </ul>
<b>BROADER COMMUNITY IMPACTED BY IDC-FUNDED PROJECTS</b>	<ul style="list-style-type: none"> <li>• Meetings with community leaders and traditional authorities</li> <li>• Local Economic Development Forums</li> <li>• Meetings with the Department of Rural Development and Land Reform</li> <li>• Various media platforms, segmented for specific target audiences</li> </ul>	<ul style="list-style-type: none"> <li>• Sustainable socio-economic development</li> <li>• Responsible utilisation of community land and other assets</li> <li>• Community participation</li> <li>• Assistance in forming, registering and managing community trusts and cooperatives</li> <li>• Corporate Social Investment initiatives</li> <li>• Empowering local people</li> <li>• Transformation</li> <li>• Factual and transparent information</li> <li>• Timeous feedback</li> </ul>	<ul style="list-style-type: none"> <li>• Undertaking LED initiatives</li> <li>• Appointment of specialists and consultants</li> <li>• Establishing and registering community trusts and providing relevant training</li> <li>• Compiling socio-economic needs assessments</li> <li>• Community engagements</li> <li>• Showcasing IDC's impact through client case studies on regional and national media platforms.</li> </ul>	<ul style="list-style-type: none"> <li>• Job creation</li> <li>• Township development</li> <li>• Productive utilisation of community land and other assets</li> <li>• Improved skills and increased community participation</li> <li>• Successful CSI initiatives</li> <li>• Empowered local people</li> <li>• Progress towards transformation of the rural economy</li> <li>• Enhanced reputation</li> <li>• Improved understanding of IDC's mandate and impact</li> </ul>	<ul style="list-style-type: none"> <li>• Socio-economic development</li> <li>• Financial sustainability</li> <li>• Partners</li> <li>• Governance, regulation and risk management</li> <li>• Industrial development</li> </ul>



### 3. BOARD AND EXECUTIVE MANAGEMENT DIRECTORSHIPS

Director	Significant Directorships
<b>BA MABUZA (54)</b> Chairperson of the Board (Non-Executive Director)	<ul style="list-style-type: none"> <li>• Afgri Operations Limited</li> <li>• Absa Financial Services</li> <li>• Africa Business News (Pty) Ltd</li> <li>• Tsogo Sun Holdings</li> </ul>
<b>LI BETHLEHEM (50)</b> (Non- Executive Director)	<ul style="list-style-type: none"> <li>• City Power (Pty) Ltd (Chairperson of the Board)</li> <li>• HCI Sun Energy (Pty) Ltd</li> <li>• HCI Propco (Pty) Ltd</li> <li>• Sedibelo Platinum Mines Limited</li> </ul>
<b>BA DAMES (52)</b> (Non-Executive Director)	<ul style="list-style-type: none"> <li>• African Rainbow Energy &amp; Power (Pty) Ltd (CEO)</li> <li>• Nedbank Limited</li> <li>• Nedbank Group Limited</li> </ul>
<b>RM GODSELL (65)</b> (Non-Executive Director)	<ul style="list-style-type: none"> <li>• Polymetal International PIC (Chairman of the Board)</li> </ul>
<b>AT KRIEL (55)</b> (Non-Executive Director)	<ul style="list-style-type: none"> <li>• South African Clothing and Textile Workers' Union (General Secretary)</li> </ul>
<b>SM MAGWENTSHU-RENSBURG (58)</b> (Non-Executive Director)	<ul style="list-style-type: none"> <li>• Rensiza Business Partners (Managing Director)</li> <li>• Merseta Finance and Grants Committee</li> <li>• Ministerial Advisory Committee on SME</li> </ul>
<b>NP MNXASANA (61)</b> (Non-Executive Director)	<ul style="list-style-type: none"> <li>• Nedbank Limited</li> <li>• Nedbank Group Limited</li> <li>• JSE Limited</li> <li>• ArcelorMittal South Africa Limited</li> <li>• Barloworld Limited</li> </ul>
<b>M MORE (37)</b> (Non-Executive Director)	<ul style="list-style-type: none"> <li>• Public Investment Corporation SOC Limited (Chief Financial Officer)</li> <li>• Independent Regulatory Board for Auditors</li> </ul>
<b>PM MTHETHWA (54)</b> (Non- Executive Director)	<ul style="list-style-type: none"> <li>• The National Empowerment Fund (CEO)</li> <li>• Group Five Limited</li> </ul>
<b>ND ORLEYN (62)</b> (Non-Executive Director)	<ul style="list-style-type: none"> <li>• Peotona Group Holdings (Pty) Ltd (Executive Director)</li> <li>• Toyota SA (Pty) Limited</li> <li>• Toyota SA Financial Services Limited</li> <li>• Impala Platinum Holdings Limited</li> <li>• Reunert Limited</li> <li>• Ceramic Industries (Pty) Ltd</li> <li>• Lafarge Industries SA (Pty) Ltd</li> <li>• BP SA (Pty) Ltd</li> </ul>
<b>NE ZALK (49)</b> (Non-Executive Director)	

# 4. CARBON FOOTPRINT

Improving climate performance has been an integral part of the IDC's climate change mainstream strategy. This critical bold step has been demonstrated in the past by tracking and monitoring of its climate related assets in terms of GHG emissions disclosure. The intention being to commit to climate change, promote and embrace investment lending in projects that promotes the transition to low carbon economy, account for climate change actions, support the government emission reduction target and demonstrates corporate environmental leadership.

This past financial year ending March 2018, the IDCs' GHG emissions inventory has remained marginally stable. However, its consolidation based on financial approach, the emissions increase to 1 445 653 tCO<sub>2</sub>e. These emissions exceed 0.1Mt CO<sub>2</sub>e threshold limit prescribed in the Air Quality Act of 2004 as amended. Companies exceeding such threshold limit are expected to annually report on their carbon management plan. The individual material business partners showed GHG emissions below 0.1 Mt CO<sub>2</sub>e. It is thought that such increase in emissions may be attributable to energy intensive processes or inefficient processing technology.

The IDC alone showed a GHG inventory of 6 503 tCO<sub>2</sub>e, a marginal increase of 0.8 % compared to the recalculated baseline of a 6 450 tCO<sub>2</sub>e reported in the previous FY ending March 2013/14. This translated into associated emission intensity of 7.66. Such increase has been observed to be associated aircon gas (R22 Gas) which appear to have increased substantially from 165 tCO<sub>2</sub>e to 215 tCO<sub>2</sub>e due to frequent maintenances. The consumption of R22, though very small, its contribution is high (GWP 1810 times higher than CO<sub>2</sub>).

Segmentation of the total carbon footprint estimate reveals that scope 1 emissions increased from 3 % to 16 % on addition of the emission data from subsidiaries (Fig 1). While scope 2 emissions increased from 56 % to 84 % on addition of emission data from

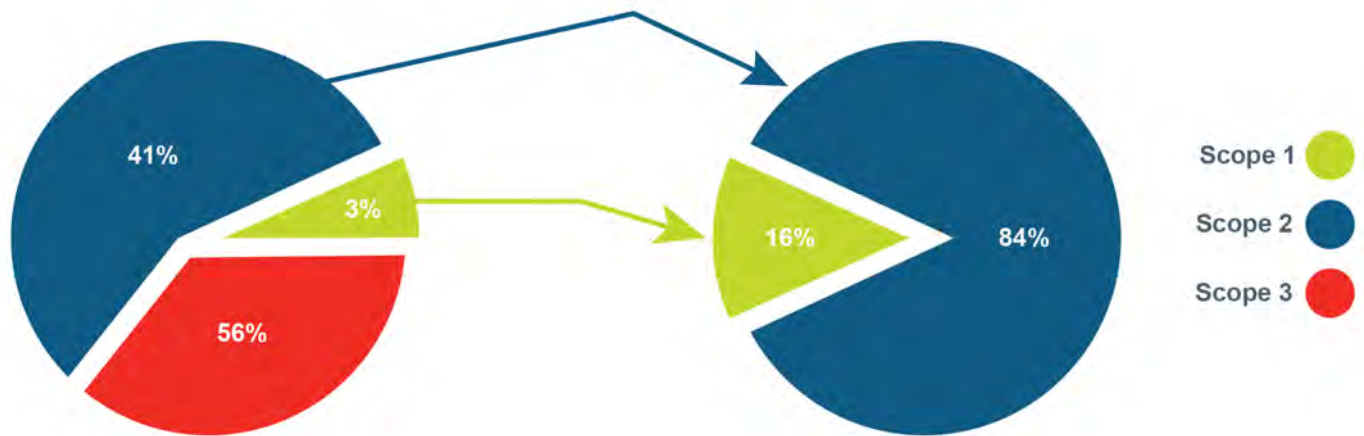
subsidiaries. Scope 3 emission data has been excluded from the discussion due to its complexity in nature and various challenges in data collection by subsidiaries. However, the scope 3 emission contribution is 41 %.

The IDC continuously monitors the implementation of its carbon management strategy to ensure that all material subsidiaries are transparent in their carbon footprint disclosure and voluntary commit to reduction.

Active energy data	Energy used (GJ)	Energy intensity	
<b>IDC AND MATERIAL BP ENERGY DATA</b>			
IDC only	23 034	<1%	EI
Scaw energy used**	2 148 046	51.8%	5.0
Foskor energy used**	1 973 623	47.8%	1.0

**Table 1: IDC Energy intensity**

The IDCs energy consumption amount to less than 1 % of the total energy contribution by material business partners. The consumption of energy (GJ) by material business partners amount to 4 144 703 GJ. Scaw Metal showed the highest energy consumption of 52 % translating into an intensity of 5, typical of metal recycling operations. Whilst Foskor energy consumption of 42 % at an intensity of 1.0 . This energy consumption efficiency reflects the nature of the individual operation in which the energy consumption drives the production (see table 1).



**Figure 1: Changes in the GHG emissions of IDC on addition of Emissions from Subsidiaries**



Table 2: GHG emissions data for period 1st April 2017 - 31st March 2018

	Verified	Unverified	Unverified
Base year	2013/14	2016/17	2017/18
	Baseline Recalculated	Update	Projection
<b>SCOPE 1</b>			
FLEET CARS	68	75	84
GENERATOR FUEL	9	59	24
AIRCON GAS (R22)	98	165	215
JET FUEL	(230)	0	0
REFRIGERATION GAS (R134A)*	2	0	35
REFRIGERANT (410)*		0	0.02
<b>SUBTOTAL (SCOPE 1)</b>	<b>407</b>	<b>299</b>	<b>358</b>
<b>SCOPE 2</b>			
ELECTRICITY	6 043	5 339	6 145
<b>SUBTOTAL (SCOPE 1&amp;2)</b>	<b>6450</b>	<b>5638</b>	<b>6503</b>
<b>SCOPE 3</b>			
NEWSPAPER	5	5	5
STATIONARY	20	16	18
MIXED WASTE	13	251	251
CAR RENTALS	35	20	27
BUSINESS AIR TRAVEL	2 343	1 833	2 088
STAFF COMMUTE	1 280	1 954	1 975
BUSINESS MILEAGE CLAIM	174	127	1 833
WATER	55	31	45
<b>SUBTOTAL 2 (SCOPE 3)</b>	<b>3804</b>	<b>4217</b>	<b>4516</b>
<b>TOTAL IDC (SCOPE 1, 2 &amp; 3)</b>	<b>10 254</b>	<b>9 856</b>	<b>11 019</b>
SCOPE 1 (IDC & BP**)	421 601	194 215	232 258
SCOPE 2 (IDC & BP)	1 383 435	1 032 086	1 213 396
<b>TOTAL SCOPE 1, 2 (IDC &amp; BP)</b>	<b>1 805 036</b>	<b>1 226 301</b>	<b>1 445 653</b>
EMIS INT (IDC SCOPE 1, 2 & 3)	12.38	12.00	13.00
EMIS INT (IDC SCOPE 1, 2)	7.79	6.64	7.66
<b>EMIS PER M<sup>2</sup> (IDC ONLY)</b>	<b>0.29</b>	<b>0.22</b>	<b>0.26</b>

# BROAD-BASED BLACK ECONOMIC EMPOWERMENT RATING

## IDC B-BBEE Scorecard

BEE elements	Weighting	Indicators	Indicator weighting	Target	Actual %	Score	Total score
Management control	20	Exercisable Voting Rights of Black Board Members	2.00	50.00%	75.00%	2.00	16.69
		Exercisable Voting Rights of Black Women Board Members	1.00	25.00%	50.00%	1.00	
		Black Executive Directors	2.00	50.00%	100.00%	2.00	
		Black Women Executive Directors	1.00	25.00%	0.00%	0.00	
		Black Other Executive Management	2.00	60.00%	72.73%	2.00	
		Black Female Other Executive Management	1.00	30.00%	36.36%	1.00	
		Black Senior Management	2.00	60.00%	50.72%	1.69	
		Black Women in Senior Management	1.00	30.00%	28.44%	0.95	
		Black Middle Management	2.00	75.00%	62.54%	1.67	
		Black Female Middle Management	1.00	38.00%	22.39%	0.59	
		Black Junior Management	2.00	88.00%	78.05%	1.77	
		Black Female Junior Management	1.00	44.00%	41.87%	0.95	
Black Disabled Employees	2.00	2.00%	1.07%	1.07			
Skills Development	25	Skills Development Expenditure in the Learning Matrix for Black People	9.00	6.00%	4.18%	6.27	22.40
		Skills Development Expenditure in the Learning Matrix for Black Disabled People	4.00	0.30%	0.02%	0.25	
		Number of black people participating in learnerships, Apprenticeships or Internships	6.00	2.50%	2.27%	5.44	
		Number of unemployed black people participating in learnerships, Apprenticeships or Internships	6.00	2.50%	2.27%	5.44	
		Bonus Points: Number of Black People absorbed by the Measured and Industry Entity at the end of the Learnership programme	5.00	100.00%	100.00%	5.00	
Enterprise and Supplier Development	50	B-BBEE Procurement Spend from all Empowering Suppliers	5.00	80.00%	56.80%	3.55	36.53
		B-BBEE Procurement Spend from all Empowering Suppliers that are Qualifying Small Enterprises	4.00	15.00%	3.56%	0.95	
		B-BBEE Procurement Spend from all Empowering Suppliers that are Exempt Micro-Enterprises	5.00	15.00%	2.06%	0.69	
		B-BBEE Procurement Spend from all Empowering Suppliers that are at least 51% black owned	11.00	40.00%	15.80%	4.35	
		B-BBEE Procurement Spend from all Empowering Suppliers that are at least 30% black women owned	5.00	12.00%	12.61%	5.00	
		Bonus Points: B-BBEE Procurement Spend from Designated Group Suppliers that are at least 51% Black Owned	2.00	2.00%	0.00%	0.00	
		Annual value of all Supplier Development Contributions	15.00	2.00%	63.85%	15.00	
		Annual value of Enterprise Development Contributions and Sector Specific Programmes	5.00	1.00%	2.71%	5.00	

		Bonus Point: Graduation of one or more Enterprise Development beneficiaries to graduate to Supplier Development Level	1.00	Yes	Yes	1.00	
		Bonus Point: Creating one or more jobs directly as a result of Supplier Development & Enterprise Development	1.00	Yes	Yes	1.00	
Socio-Economic Development	5	Average annual value of all Socio-Economic Development Contributions	5.00	1.00%	2.65%	5.00	5.00
<b>Total</b>							<b>80.62</b>

Measurement options	
FINAL SCORE	80.62
APPLICABLE DENOMINATOR	100.00
RECOGNITION LEVEL	Level Four Contributor
B-BBEE STATUS LEVEL	Level Four Contributor



## 5. CORPORATE SOCIAL INVESTMENT

Beneficiary/Project Name	Location	Beneficiary/Project Name	Location
<b>Education and Skills Development</b>		<b>Employee Volunteer and Giving</b>	
Adopt-a-School Foundation	National	CellC - Take a Girl Child to work	Gauteng
National Education Collaboration Trust	National	Stop Hunger Now - World Hunger Month	Gauteng
<b>Higher Education</b>		Stop Hunger Now - Sandton Convention Centre	Gauteng
Targeting Talent Programme: University of Witwatersrand	National	Stop Hunger Now - Cape Town Mandela Day	Cape town
Vhembe TVET College	Limpopo	Casual Day	Gauteng
Central Johannesburg College	Gauteng	Habitat for Humanity - Mandela Day	Gauteng
Maluti TVET College	Free State	S.A.M.E Foundation - Mandela Day	Gauteng
<b>I Do Care</b>		Tshedisanang Day Care Centre for Disabled - Mandela Day	Free State
Sathya Sai International Organisation of South Africa	Gauteng	Rotarus Home for Senior Citizens - Mandela Day	North West
The Rivers Foundation	Gauteng	Mamadila Community Development - Mandela Day	Limpopo
Ramakrishna Centre of South Africa	Kwazulu-Natal	Sterkfontein Hospital - Mandela Day	Gauteng
Mercy Shelter for Homeless	Gauteng	Uthando Children's Drop in Centre - Mandela Day	Mpumalanga
Impophomo Rushing Waters	Gauteng	Esandleni Somusa Matsulu Centre - Mandela Day	Mpumalanga
Siyaphambili Orphan Village	Western Cape		
Kidz Care Trust	Free State		
Kids Haven	Gauteng		

Beneficiary/Project Name	Location
<b>Entrepreneurship Development</b>	
Kusile Mzantsi Community Development	Eastern Cape
Food and Trees for Africa	Mpumalanga & Limpopo
Reakgona Disability Centre - University of Limpopo Trust	Limpopo
Y-BECA Youth Entrepreneurship	Gauteng
Sinakho Skills Development Centre	Western Cape
Pneuma Academy of Excellence	Gauteng
Thanda Community Project	Kwazulu-Natal
Amahlubi Chairman's Foundation	North West
TML Foundation	Free State
Mayine Imvula Cooperative	Eastern Cape
Rivoni School for the Blind	Limpopo

Beneficiary/Project Name	Location
<b>Strategic Special Interventions</b>	
SheEO SleepOut	Gauteng
New Brighton SDA Primary School	Eastern Cape
Empilisweni Centre	Eastern cape
Buhle Farmers Academy - Graduation	National
Young Voice Academy	Gauteng
Knowledge Hub Youth Empowerment	Gauteng
Sonke Gender Justice	National
Kakamas - Emmanuel House	Northern cape
IDC Gallery - Art Market	Gauteng
IDC Gallery - Curaror	Gauteng
2017 Top Learner Awards	National
Rashid Cassim Sports Kits	Kwazulu-Natal
Traditional HIV and Aids Home Based Care	North West



## 6. HUMAN CAPITAL

OCCUPATIONAL LEVELS		MALE				FEMALE				FOREIGN NATIONALS		TOTAL
		African	Coloured	Indian	White	African	Coloured	Indian	White	Male	Female	
Top management (E band)	Actual March 2018	4	0	1	3	4	0	0	0	0	0	12
	Target 2018	4	0	1	3	4	0	0	0	0	0	12
Senior management (Heads & champions)	Actual March 2018	13	3	4	18	17	1	1	3	0	0	60
	Target 2018	11	3	4	19	18	1	1	3	1	0	60
Professional qualified & mid-management (M band)	Actual March 2018	82	12	20	34	45	4	12	13	6	4	232
	Target 2018	96	12	19	38	71	9	10	14	7	5	281
Skilled technical (P band)	Actual March 2018	108	12	7	14	125	19	16	20	7	2	330
	Target 2018	129	19	10	21	128	18	22	25	8	3	383
Semi-skilled & discretionary decision-making (A band)	Actual March 2018	34	0	0	2	128	15	5	19	0	2	205
	Target 2018	37	5	0	1	121	15	5	23	0	2	209
Unskilled & defined decision-making (S band)	Actual March 2018	8	0	0	0	2	0	0	0	0	0	10
	Target 2018	10	0	0	0	3	0	0	0	0	0	13
TOTAL PERMANENT	Actual March 2018	249	27	32	71	321	39	34	55	13	8	849
	Target 2018	287	39	34	82	345	43	38	65	15	10	958



### Staff numbers per region, excluding head office employees

Regional office	2018	2017
Eastern Cape	13	11
Free State	5	5
KwaZulu-Natal	10	10
Limpopo	7	6
Mpumalanga	7	5
North West	7	8
Northern Cape	8	7
Western Cape	9	7
<b>Total</b>	<b>66</b>	<b>59</b>

### Staff movement for the period 2016 to 2018

Staff actuals	2018	2017	2016
Employees as at 1 April	839	848	825
Added through recruitment	79	54	76
Lost through resignation	52	51	47
Lost through death	2	3	3
Lost through retirement	10	5	3
Lost through dismissal	4	1	0
Lost through ill-health	0	0	0
Lost through contract expiry	0	1	0
Lost through other reasons (i.e. - subsidiary deployment)	1	2	0
<b>Total employees at end of period</b>	<b>849</b>	<b>839</b>	<b>848</b>

### Comparative summary of investment in staff training

Indicator	2018	2017	2016
Number of employees trained	375	708	673
Staff costs (R million)	1 031	998	1 011
Training expenditure as a % of total staff costs	1	2	2
Average cost of training per employee (R)	13 100	10 000	11 513
Black employees as a % of employees trained	74	86	83
% of female employees trained	56	56	52



## Talent attraction and retention rates

Staff actuals	2018	2017	2016
Overall staff turnover	8.1	7.5	5.6
Turnover of female employees	7.5	6.2	5.2
Turnover of male employees	8.7	8.9	7.6
Employee turnover younger than 29	5.0	8.1	1.0
Employee turnover between 30 and 50	8.4	8.8	8.0
Employee turnover over the age of 50	8.0	2.0	3.7
Turnover in specialist/expertise, management and executive roles	7.6	6.7	7.7
Female new employees	53.8	51.9	44.7
New employees in provincial offices	11.8	5.5	11.8
New employees from designated groups	96.2	96.3	90.8
New employees younger than 29	32.8	33.3	30.3
New employees between 30 and 50	64.4	66.7	6.7
New employees over the age of 50	2.8	0	2.6
Permanent employees younger than 29	9.4	9.6	11.3
Permanent employees between 30 and 50	71.0	71.4	71.8
Permanent employees over the age of 50	19.6	19.0	16.9



## 7. INFORMATION TECHNOLOGY

### STRATEGIC INITIATIVES

Once again, the IT department received a clean annual external audit report for the 2018 financial year. The external auditors concluded that the IT environment at the IDC could be relied upon for financial reporting purposes. The clean audit was as a result of the department adhering to industry best practices and stringent IT governance process controls.

The provisioning of IT Security interventions and fourth industrial Revolution (4IR) digital technology solutions by the IT department to protect and enable the corporation's business value chain is a priority. The rollout of improved end user cloud services such as Office 365 and mobile video conferencing solutions has further enabled and improved customer centricity and expanded market/client reach.

### IT AND BUSINESS ALIGNMENT

The IT department continues to upgrade technological infrastructure and services at our Head and Regional offices to improve service presence, availability and unified communication (for voice and video).

The key IT strategic initiatives achieved during the year under review included:

- Successful disaster recovery testing of critical business systems;
- Installation and rollout of new and improved audio visual and telephony technologies for improved business communication/ collaboration, service availability, accessibility and performance;
- Further strengthening of detective, forensic, audit and preventative cyber security controls to protect the corporation against new and evolving security threats, such as unauthorized access to the corporation's information assets, and
- Improved business intelligence capability to improve organizational decision making.

## 8. PROCUREMENT

The IDC is committed to promoting economic growth through the advancement of preferential procurement and the promotion of local production. Spend with local suppliers refers to all discretionary procurement spend facilitated through the IDC Procurement department with suppliers of materials, products and services trading from premises which are physically located within the borders of South Africa.

IDC is a Level 4 BEE Contributor based on an independent review undertaken by a SANAS (South African National Accreditation System) accredited rating agency as assessed under the Amended Financial Sector Codes for B-BBEE that came into effect in December 2017. In the year under review, the Corporation spent more than 90% of its total discretionary procurement spend with locally-based suppliers.

The introduction of the revised Preferential Procurement Regulations which came into effect in April 2017, now enables the IDC to channel its procurement spend to BEE compliant companies which resulted in the Corporation appointing Black Owned External Audit firms for the 2017/18 financial audit. In addition, the IDC approved a panel of mainly Black Owned marketing agencies to provide marketing services to the Corporation to promote its transformation objectives through the procurement function.

The IDC's Supplier Development (SD) Program aims to accelerate sustainable development and to support small and emerging black-owned suppliers of the IDC. Beneficiaries of the SD Program were assisted with essential business support interventions which included business skills training, mentoring, coaching and the supply of essential business tools. To that end, the SD Program generally supported the creation of new job opportunities for the SD Beneficiary companies and also resulted in access to new business opportunities. During the year under review, the IDC added an SD Beneficiary to its program which is a Black youth owned company, and as a result of the IDC's contribution and association with this firm, the company attained a new cleaning services contract resulting in more jobs being created.

Through its commitment to Government's national broad-based black economic empowerment ("B-BBEE") and transformation goals, the IDC is playing an important role in supporting Government's initiatives towards a sustainable economy and people who actively participate in it.

## 9. SPECIAL FUNDING SCHEMES

Fund	Purpose	Fund size	Financial instrument	Fund inception	Amount approved since inception until 31 march 2018	
<b>CROSS SECTORAL</b>						
1	GRO-E YOUTH	Assist youth owned companies that create jobs at a cost per job of less than or equal to R750 000 per job.	R950M	loan/equity	2013/01/04	R553m
2	YOUTH PIPELINE DEVELOPMENT PROGRAM	Assist youth applicants with a wide-ranging set of non-financial support at pre-investment and post investment stages.	R50m	loan/grants	2016/03/31	R4m
3	UIF2	Assist companies that save or create jobs at a cost per job of less than or equal to R600 000 per job	R5b	loans	2017/03/31	R655m
4	EIB SME MIDCAP FUND	Assisting SMEs and MIDCAP companies to access loan financing for CAPEX, medium and long-term working capital	ca R750m (variable - exchange rate dependent)	loans	2015/11/23	R519m
5	TECHNOLOGY VENTURE CAPITAL	Commercialisation of innovative products, processes and technologies	R165m	loan/equity/quasi-equity	2012/04/01	R128m
6	MANUFACTURING COMPETITIVENESS ENHANCEMENT PROGRAM	To assist manufacturers under SIC 3 to access more affordable working capital and plant and equipment facilities	R1.5b	loans	2012/01/09	R1.9b
7	AFD FUND	Stimulate small scale Power Purchase Agreement based renewable energy and greenfield energy efficiency investments in commercial and industrial sectors.	R790 (\$66.6m)	loans	2012/06/27	R213m
<b>INDUSTRY SECTOR SPECIFIC</b>						
8	PRO-FORESTRY SCHEME	Support new afforestation and transformation projects in the Forestry sector	R200m	loan/equity	2008/07/01	R113.2m
9	AGRO-PROCESSING COMPETITIVENESS FUND	Facilitate increased competition, growth and development in agro-processing sector; through provision of finance to non-dominant players	R250m	loan/equity	2012/01/07	R286.2m
10	CLOTHING.TEXTILES.LEATHER AND FOOTWEAR SCHEME	To fund local players to upgrade their P/E to become globally competitive	R750m	loans	2008/09/08	R714.9m

11	CLOTHING AND TEXTILES COMPETITIVENESS PROGRAMME (CTCP)	To improve the overall competitiveness of the local Clothing. Textiles. Footwear. Leather and Leather goods manufacturing industries	R6.59b			R6.76b
11.A	COMPETITIVENESS IMPROVEMENT PROGRAMME (CIP)	Improve product. processes and people on a cluster basis	R931m	grants	2009/01/04	R956m
11.B	PRODUCTION INCENTIVE PROGRAMME (PIP)	Funding provided to individual companies for plant and equipment upgrade as well as improvement of product. processes and people	R5.57b	grants	2010/01/04	R5.8b
12	EMERGING BLACK FILMMAKERS FUND	The EBFTF is envisaged to provide opportunities to SA Black Filmmakers. who are black directors directing films where the majority of the film rights are owned by Black Filmmakers to gain experience. to build a track record and to establish a brand.	R77.2m	loan/equity	2014/06/18	R8.6m
13	DOWNSTREAM STEEL INDUSTRY COMPETITIVENESS FUND	To assist qualifying enterprises in the downstream steel sectors to improve their competitiveness. as well as companies in distress with bankable turnaround strategies in order to survive the current downturn.	R95m	loan/quasi-equity	2017/07/07	R5.9m
14	TIRISANO CONSTRUCTION FUND	To promote the development and enhancement of the Construction Industry and. in particular. transformation objectives in the Construction Industry. including promoting social infrastructure.	R1.5b	loan/grant/quasi-equity/equity	2018/03/31	0

## 10. MEMBERSHIPS

Company Details	Benefits to the IDC
<b>WORLD ECONOMIC FORUM -REGIONAL PARTNERSHIP</b>	<ul style="list-style-type: none"> <li>• Opportunity to register five (5) Executives and one (1) admin staff of the partner company to attend a Regional Forum meeting;</li> <li>• Executive members have the opportunity to speak at these Regional meetings;</li> <li>• Provide input to the programme and influence the agenda of the Regional Forum;</li> <li>• Access to Forum Affiliates' networks; and</li> <li>• Participate in regional projects and initiatives.</li> </ul>
<b>ASSOCIATION OF AFRICAN DEVELOPMENT FINANCE INSTITUTIONS (AADFI)</b>	<ul style="list-style-type: none"> <li>• This platform does not only profile the IDC but also enables information sharing of best practices in development finance;</li> <li>• Participating in workshops and conferences;</li> <li>• Participating in study tours organised by AADFI; and</li> <li>• Take part in the peer review exercises.</li> </ul>
<b>AFRICAN PROJECT ACCESS (APA)</b>	<ul style="list-style-type: none"> <li>• Visibility and networking of the IDC.</li> </ul>
<b>BUSINESS WOMEN'S ASSOCIATION</b>	<ul style="list-style-type: none"> <li>• Networking opportunities.</li> </ul>
<b>ASSOCIATION OF BLACK SECURITIES INVESTMENT PROFESSIONAL (ABSIP)</b>	<ul style="list-style-type: none"> <li>• The IDC leadership gets to share their experiences with prospective professionals and impart skills. At the same time, the members get to know about the important role that the IDC plays in shaping South Africa's economy;</li> <li>• This approach lends itself to business development through promoting IDC products and services to ABSIP members;</li> <li>• IDC professionals also get to attend conferences/seminars that are organised by ABSIP on pertinent issues that face the financial services sector</li> </ul>
<b>EASTERN CAPE FORESTRY DEVELOPMENT FORUM</b>	<ul style="list-style-type: none"> <li>• Opportunities to profile IDC;</li> <li>• Networking opportunities; and</li> <li>• Project pipeline and deal generation.</li> </ul>
<b>AGRICULTURAL BUSINESS CHAMBER (ABC)</b>	<ul style="list-style-type: none"> <li>• To communicate the important role that the IDC plays in shaping South Africa's economy;</li> <li>• For IDC leadership to share its plans for the agricultural sector with members of the chamber;</li> <li>• Business development through promoting IDC products and services to ABC members;</li> <li>• To source opportunities to fund businesses; and</li> <li>• Attendance of conferences/seminars – includes speaking opportunities.</li> </ul>
<b>BLACK MANAGEMENT FORUM (BMF)</b>	<ul style="list-style-type: none"> <li>• Profiling the IDC through speaking opportunities at BMF seminars, conferences and workshops.</li> </ul>
<b>AHI BLOEMFONTEIN BUSINESS CHAMBER</b>	<ul style="list-style-type: none"> <li>• Networking with various industries that are members of the chamber;</li> <li>• Speaking at seminars, conferences and workshops; and</li> <li>• Profiling the IDC.</li> </ul>
<b>BORDER KEI CHAMBER OF COMMERCE - EAST LONDON</b>	<ul style="list-style-type: none"> <li>• Corporate branding on chamber promotional brochures &amp; catalogues;</li> <li>• Branding /sponsorship of events;</li> <li>• Branding on electronic media (website, e-mail, newsletters);</li> <li>• Advertising in The Business Hi- Lite magazine; and</li> <li>• Complimentary places chamber dinners or breakfasts for IDC staff</li> </ul>
<b>DURBAN CHAMBER OF COMMERCE AND INDUSTRY</b>	<ul style="list-style-type: none"> <li>• Networking opportunities;</li> <li>• Marketing - dissemination of information to members of the chamber; and</li> <li>• Business referrals via the chamber.</li> </ul>

<b>CAPE REGIONAL CHAMBER</b>	<ul style="list-style-type: none"> <li>• Access to corporate members for potential funding;</li> <li>• Speaking opportunities; and</li> <li>• Stakeholder relations.</li> </ul>
<b>LOWVELD CHAMBER OF BUSINESS AND TOURISM</b>	<ul style="list-style-type: none"> <li>• Networking opportunities;</li> <li>• IDC is featured in the Lowveld Business and Investment Guide.</li> </ul>
<b>MCCI (BUSINESS CHAMBER)</b>	<ul style="list-style-type: none"> <li>• Networking with Industries;</li> <li>• Speaking at seminars, conferences and workshop; and</li> <li>• Profiling the IDC.</li> </ul>
<b>SOUTH AFRICAN CHAMBER OF COMMERCE AND INDUSTRIES (SACCI)</b>	<ul style="list-style-type: none"> <li>• Through its membership, the IDC is able to participate in issues that affect the business environment and in the national economy;</li> <li>• The IDC to help shape and formulate policy positions on business issues of national importance;</li> <li>• The IDC gets to showcase its position as a leading development finance institution, in line with its Leadership in Development strategy; and</li> <li>• A by-product of this is that the business community gets exposed to the IDC's product offerings and creates a better understanding of its leadership role; and</li> <li>• SACCI's various seminars and presentations where top speakers share important business insights.</li> </ul>
<b>POLOKWANE CHAMBER OF COMMERCE</b>	<ul style="list-style-type: none"> <li>• IDC has access to members from different subsectors thus providing investment opportunities for the corporation.</li> </ul>
<b>PIETERMARITZBURG CHAMBER OF BUSINESS</b>	<ul style="list-style-type: none"> <li>• Networking opportunities;</li> <li>• Marketing by dissemination of information to members of the chamber; and</li> <li>• Business referrals via the chamber.</li> </ul>
<b>NELSON MANDELA BAY CHAMBER</b>	<ul style="list-style-type: none"> <li>• Branding opportunity on the business chamber website;</li> <li>• Branding on the business chamber's newsletter; and</li> <li>• Advertising in their magazine.</li> </ul>
<b>CORPORATE EXECUTIVE BOARD (CEB)</b>	<ul style="list-style-type: none"> <li>• Adoption and utilisation of best practice information, benchmarking information, and people practice trends and analyses in the new world of work, understanding of lessons learnt and implementation advice, risks and considerations;</li> <li>• The membership affords the organisation opportunities to engage with specialist Human Capital advisers as and when required;</li> <li>• Guidance on where best practice information can be sourced; and</li> <li>• Opportunities for IDC to engage and network with other entities on people-related issues.</li> </ul>
<b>FOREST SECTOR BBBEE CHARTER COUNCIL</b>	<ul style="list-style-type: none"> <li>• Networking and profiling IDC (through Forestry and Wood Products SBU) Information sharing within the sector.</li> </ul>
<b>EXPORTERS CLUB (PORT ELIZABETH)</b>	<ul style="list-style-type: none"> <li>• Networking opportunities at its events;</li> <li>• Opportunity to gain information on export related matters;</li> <li>• Strengthening the bonds between members with interests similar to those of the IDC;</li> <li>• Opportunities for open debate on subjects of general interest to the export fraternity; and</li> <li>• Marketing exposure through the awards.</li> </ul>
<b>PROUDLY SOUTH AFRICAN</b>	<ul style="list-style-type: none"> <li>• The main benefit is that the IDC is at the forefront of efforts to turn around South Africa's economy for sustainable economic development;</li> <li>• To position the IDC as a home-grown, patriotic development finance institution in South Africa and the continent;</li> <li>• The showcase the corporation's efforts to fund and promote local manufacturing through local business that have been funded by the corporation, and thus lead by example; and</li> <li>• The corporation is able to promote its products and services amongst businesses that have similar localisation objectives.</li> </ul>
<b>KZN GROWTH COALITION</b>	<ul style="list-style-type: none"> <li>• Public private partnership networking opportunities; and</li> <li>• Dissemination of information between IDC and members of this organisation.</li> </ul>
<b>SOUTH AFRICAN DEVELOPMENT COMMUNITY-DEVELOPMENT FINANCE RESOURCE CENTRE(SADC-DFRC)</b>	<ul style="list-style-type: none"> <li>• Institutional support, including capacity building;</li> <li>• Infrastructure and public private partnerships delivery;</li> <li>• Through its work in capacity building, research and contribution to policy formulation, the IDC has an opportunity to exchange information with fellow SADC development finance institutions and thereby contribute to SADC's goals of economic growth and sustainable development;</li> <li>• For the IDC to work closely with the SADC-DFRC to build capacity and develop strategies to strengthen the development finance sector;</li> <li>• The IDC also benefits from the SADC Region's goal of regional integration, as spearheaded by the DFRC; and</li> <li>• Belonging to the network ensures that the IDC is at the forefront, keeping up with developments in the DFI space.</li> </ul>
<b>SOUTHERN BIOGAS INDUSTRY ASSOCIATION (SABIA)</b>	<ul style="list-style-type: none"> <li>• Profile IDC as a funder of green (Biogas) projects;</li> <li>• Share IDC requirements for financing green projects; and</li> <li>• Networking opportunities with the industry.</li> </ul>
<b>SOUTH AFRICAN INDEPENDENT POWER PRODUCERS ASSOCIATION (SAIPPA)</b>	<ul style="list-style-type: none"> <li>• Networking with the renewable energy industry; and</li> <li>• IDC is updated on regulatory matters that are relevant to the industry.</li> </ul>
<b>SAPVIA</b>	<ul style="list-style-type: none"> <li>• The association is devoted to promoting the growth of the country's solar photovoltaic (PV) electricity market, and aims to contribute to the country's renewable energy roll-out.</li> </ul>
<b>SOUTH AFRICAN VENTURE CAPITAL AND PRIVATE EQUITY ASSOCIATION (SAVCA)</b>	<ul style="list-style-type: none"> <li>• IDC get to participate in the SAVCA Venture Capital subcommittee;</li> <li>• IDC also benefits from venture capital-specific research conducted by SAVCA on behalf of its members;</li> <li>• Benefits from the research and lobbying done by SAVCA on behalf of all its members (including both Private Equity and Venture Capital participants);</li> <li>• To stimulate the growth of the SA Venture Capital Industry by playing a part in strengthening the overall SA venture capital ecosystem through collaboration with other venture capital funders and investors; and</li> <li>• Gain insight into the funding mandates, focus areas, and approach to new and follow-on investments of other venture capital funders.</li> </ul>

<b>SOUTH AFRICAN SAVINGS INSTITUTE(SASI)</b>	<ul style="list-style-type: none"> <li>•The Institute is committed to playing a meaningful role in securing sustained growth in the national savings rate to enhance the financial health of the nation and the well-being of its citizens; and</li> <li>•The institute foster a culture of savings through initiatives that: raise levels of awareness, cause debate and develop savings outlook that will influence decision-making by public and private sector institutions and consumers.</li> </ul>
<b>UNITED NATIONS ENVIRONMENT PROGRAM FINANCIAL INITIATIVE (UNEPFI)</b>	<ul style="list-style-type: none"> <li>• This membership positions the IDC as an environmentally responsible DFI; and</li> <li>• Membership provides the IDC with an opportunity to participate in the formulation of UPEPFI guidelines</li> <li>• Networking, and knowledge sharing.</li> </ul>
<b>CHAMBER OF COMMERCE AND INDUSTRY –JOHANNESBURG (JCCI)</b>	<ul style="list-style-type: none"> <li>• This membership assist the IDC to engaging with a key player in the promotion and facilitation of international trade;</li> <li>• The membership also promote enterprise development, skills development training and business advisory services; and</li> <li>• Networking, participate in the chambers programmes.</li> </ul>
<b>BLACK BUSINESS COUNCIL BBC</b>	<ul style="list-style-type: none"> <li>• Complimentary participation in the workshops organised by the chamber;</li> <li>• Contribution in the formulating policies; and</li> <li>• Participation in special Investment meetings with chamber board.</li> </ul>
<b>AFRICAN WOMEN CHARTERED ACCOUNTANTS (AWCA)</b>	<ul style="list-style-type: none"> <li>• The IDC gets the advantage of sourcing talent directly from a pool of highly qualified professionals seeking quality advancement in the financial services sector;</li> <li>• Access to groomed and fully vetted AWCA bursary recipients for possible training contracts.</li> <li>• Inclusion on AWCA's CSI initiatives;</li> <li>• Three complementary individual memberships,</li> <li>• Recognition and profiling of the organisation and its selected employees at AWCA events throughout the year;</li> <li>• An opportunity to further demonstrate a commitment to transformation policies in the corporate environment and alignment with the progressive AWCA brand;</li> <li>• Standing invitation to regular events held i.e. Power Tea, Out to Lunch, Roundtable Discussion, and Celebrate Success;</li> <li>• Preferential rates for staff on AWCA endorsed training and development programmes such as the Duke Women Leading Africa programme and the Fordham University- Emerging markets and Country Risk courses programme; and</li> <li>• Tailor-made collaborative initiatives, focusing on each individual corporate sponsor's current vision.</li> </ul>



## 11. CUSTOMER RELATIONSHIP MANAGEMENT

### ANNUAL CUSTOMER SATISFACTION SURVEY

Understanding our customers' needs is part of our customer experience strategy and works as a yard stick to measure and improve our service levels. The approach assists us towards continuous service improvements at every interaction. For this purpose, we conduct customer satisfaction surveys to measure the satisfaction levels of our clients and use the feedback to address service issues, including implementing remedial actions.

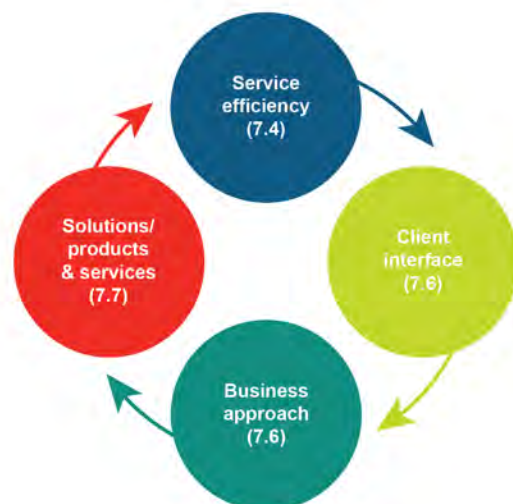
The Annual Customer Satisfaction Survey focusses on existing clients (clients who have gone through the entire IDC application process, including disbursement of funding). The survey excludes clients who are in Legal and Workout & Restructuring.

The study is conducted by an independent research agency, which uses a 10-point scale where a score of 7/10 is considered good, 8-9/10 as very good and 10 as excellent.

The Corporation scored 7.8 for the overall service experience in the 2017/2018 financial year. A total of 231 respondents, contacted randomly, participated in the survey with a representative sample across the various Strategic Business Units.

Respondents were also asked to rate the IDC on specific service attributes that were categorised under four dimensions, namely;

(a) Solutions/Products and Services, (b) Service Efficiency, (c) Customer Interface, and (d) Business Approach. The overall score for the four dimensions are depicted below.



## SUMMARY OF THE KEY RESEARCH FINDINGS

OVERALL, CLIENTS ARE SATISFIED WITH THE AREAS OF CONCERN BEING TURNAROUND, RESPONSIVENESS AND COMMUNICATION.

### KEY STRENGTHS

- High level of professionalism in business dealings
- A supportive business partner and funder
- Competitive pricing/good interest rates
- Availability of applicable solutions/products that meet the clients' requirement
- Satisfactory service levels

### SUGGESTIONS FOR IMPROVEMENTS

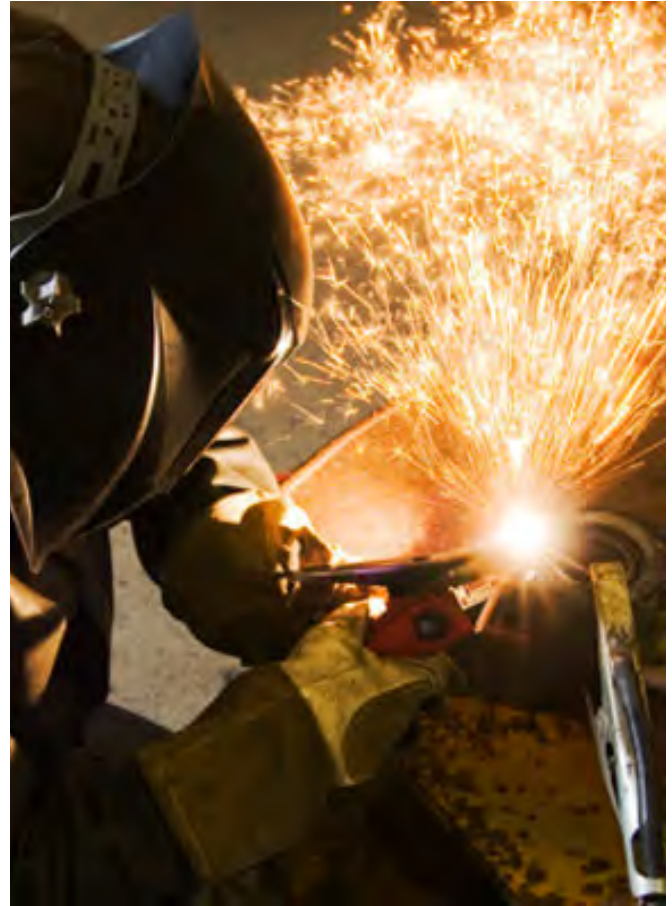
- Turnaround time
- Improve communication
- Improve internal processes
- Simplify rigid/not flexible contracts
- Streamline the application process

### BENEFITS

The findings enable the IDC to have a full view and understanding of the customer experience through the application and after-care journey. This has equipped the corporation to implement remedial actions to meet and exceed the clients' expectations.

### PLANS FOR THE 2018/19 FINANCIAL YEAR

The key focus is to enhance client interactions through face-to-face contact as well as through our online platforms. In addition, we see opportunities to create avenues for our clients to interact with each other and in that manner facilitate mutual business relationships.



## 12. KING IV CHECKLIST

Key		Application of the king IV report focus on
✓	Applied	<ul style="list-style-type: none"> <li>• Ethical culture</li> <li>• Good performance</li> <li>• Effective control</li> <li>• Legitimacy</li> </ul>
★	Partially applied	
◆	Not applied	
✗	In progress	
□	Not applicable	

### LEADERSHIP, ETHICS AND CORPORATE CITIZENSHIP

Leadership	Principle 1	The board should lead ethically and effectively	2-5, 51-54
Organisational ethics	Principle 2	The board should govern the ethics of the company in a way that supports the establishment of an ethical culture	51, 55-57
Responsible corporate citizenship	Principle 3	The board should ensure that the company is and is seen to be a responsible corporate citizen	60-61

## STRATEGY, PERFORMANCE AND REPORTING

Strategy and performance	Principle 4	The board should appreciate that the company's core purpose, its risks and opportunities, strategy, business model, performance and sustainable development are all inseparable elements of the value creation process	6, 9, 13-14, 18-19, 26-49
Reporting	Principle 5	The board should ensure that reports issued by the company enable stakeholders to make informed assessments of the company's performance, and its short, medium and long term prospects	66-72

## GOVERNING STRUCTURES AND DELEGATION

Primary role and responsibilities of the board	Principle 6	The board should serve as the focal point and custodian of corporate governance in the company	51-53
Composition of the board	Principle 7	The board should compromise the appropriate balance of knowledge, skills, expertise, diversity and independence for it to discharge its governance role and responsibilities objectively and effectively.	20-21, 51
Committees of the board	Principle 8	The board should ensure that its arrangements for delegation within its own structures promote independent judgment and assist with balance of power and the effective discharge of its duties	52-56
Evaluations of the performance of the board governing body	Principle 9	The board should ensure that the evaluation of its own performance and that is committees, its chair and its individual members, support continued improvement in its performance and effectiveness.	54-55
Appointment and delegation to management	Principle 10	The board should ensure that the appointment of, and delegation to, management contribute to role clarity and the effective exercise of authority and responsibilities	15, 22-25, 52-56

## GOVERNANCE FUNCTIONAL AREAS

Risk governance	Principle 11	The board should govern risk in a way that supports the company in setting and achieving its strategic objectives	10-11, 63-65
Technology and information governance	Principle 12	The board should govern technology and information in a way that supports the company setting and achieving its strategic objectives	62-63
Compliance governance	Principle 13	The board should govern compliance with applicable laws and adopted, non-binding rules, codes and standards in a way that supports the company being ethical and a good corporate citizen	65-66
Remuneration governance	Principle 14	The board should ensure that the company remunerates fairly, responsibly and transparently so as to promote the achievement of strategic objectives an positive outcomes in the short, medium and long term	57-60
Assurance	Principle 15	The board should ensure that assurance services and functions enable an effective control environment , and that these support the integrity of information for internal decision-making and of the company's external reports	63, 66, 79-82
Stakeholders	Principle 16	The execution of its governance role and responsibilities, the Board should adopt a stakeholder-inclusive approach that balances the needs, interest and expectations of material stakeholders in the best interest of the company over time	26-50, 60-61
Institutional investor	Principle 17	The governing body of an institutional investor organisation should ensure that responsible investment is practiced by the organisation to promote the good governance and the creation of value by the companies in which it invests.	61-62



# 13. GRI TABLE

## GLOBAL REPORTING INITIATIVE (GRI) G4 INDEX 2018

### GENERAL STANDARD DISCLOSURES

INDICATOR	DESCRIPTION	PAGE	EXTERNAL ASSURANCE
<b>STRATEGY AND ANALYSIS</b>			
G4-1	<b>Leadership Commentary:</b> <ul style="list-style-type: none"> <li>Minister's Foreword</li> <li>Chairperson's Statement</li> <li>Chief Executive Officer's Statement</li> </ul>	2-3 4-5 22-23	*
G4-2	<b>Key impacts, risks and opportunities:</b> <ul style="list-style-type: none"> <li>Economic, environmental and social impacts</li> <li>Materiality</li> <li>Strategy</li> <li>Stakeholders</li> <li>Financial sustainability</li> <li>Risk management</li> <li>Targets and performance</li> </ul>	1, 2-5, 7-9, 12-14, 48-50 16-17 6, 13-14 16-17 12, 73-78 10-11, 61-66 12, 18-19	Selected indicators are assured
<b>ORGANISATIONAL PROFILE</b>			
G4-3	The Industrial Development Corporation of South Africa Limited	79	*
G4-4	<b>The primary brands, products and services:</b> <ul style="list-style-type: none"> <li>Group overview and operational structure</li> <li>Approach to sector development</li> <li>Business model</li> <li>The IDC funding model</li> </ul>	14-15, 79 and online 13-14 8-9 6 and online section on special schemes	*
G4-5	The location of the organization's headquarters: 19 Fredman Drive, Sandton, Johannesburg, South Africa	84	*
G4-6	<b>Significant locations of operation:</b> <ul style="list-style-type: none"> <li>Operational footprint</li> </ul>	7	*
G4-7	<b>The nature of ownership and legal form:</b> <ul style="list-style-type: none"> <li>Mandate</li> <li>Group structure</li> </ul>	6 Online	*
G4-8	<b>Markets served, geographic breakdown and sectors served:</b> <ul style="list-style-type: none"> <li>Group overview and operational structure Business model</li> <li>Approach to sector development</li> <li>Geographical breakdown</li> <li>The IDC funding model</li> </ul>	15 and online 8-9 13 7 and online	*
G4-9	<b>The scale of the organization:</b> <ul style="list-style-type: none"> <li>Total number of employees</li> <li>The operational and project footprint in South Africa and the rest of the continent</li> <li>Products and services provided</li> <li>Net revenues and capitalization</li> <li>Business model</li> </ul>	59 and online 7 and online 6 69-75 8-9	*
G4-10	Staff profile	59, online	*

G4-11	The IDC operates within the provisions of all relevant labour legislation including the provision of minimum notice periods regarding operational changes should these arise	57-61	*
G4-12	The organization's supply chain is discussed under the IDC funding process and the online section on Procurement	6 and online	*
G4-13	There were no significant changes during the reporting period regarding size, structure or ownership. The aim of Project Evolve was to identify the sectors where the IDC will be playing a proactive role in developing industry.	13	*
G4-14	<b>The IDC's Environmental and Social (E&amp;S) framework is aligned to the Precautionary Principle:</b> <ul style="list-style-type: none"> <li>• Mitigating key risks</li> <li>• IDC funding process and business support</li> <li>• Natural environment (indirect risks)</li> <li>• Enterprise risk management</li> </ul>	61-65 6 61-62 63-65	*
G4-15	Externally developed charters, principles, or other initiatives to which the IDC subscribes or which it endorses: B-BBEEE ratings, Signatory to UNEP-FI, Guided by the PFMA, King III checklist, GRI G4 reporting guidelines	Online	*
G4-16	Associations and national or international advocacy organizations of which IDC is a member, special funds, building partnerships, assisting government/public sector	Online	*

#### IDENTIFIED MATERIAL ASPECTS AND BOUNDARIES

G4-17	Investments in subsidiaries	16-17, 62, 65, 72-74, notes to the annual financial statements	Yes, Consolidated and separate financial statements independently audited
G4-18	Explain the process for defining the report content	79	*
G4-19	List all the material aspects identified in the process for defining report content	16-17 and online - GRI Aspects can be found in the GRI checklist in the online section	*
G4-20	The boundary for each material aspect is explained throughout the report as referenced in this GRI index	Throughout the report and online - GRI Aspects can be found in the GRI checklist in the online section	*
G4-21	The boundary for each aspect is explained throughout the report at each indicator	Throughout the report	*
G4-22	There were no re-statements of information and no restatements of information were required	79	*
G4-23	Using the GRI 4 format, we continue to expand boundary to include more material subsidiaries in some aspects	79	*

#### STAKEHOLDER ENGAGEMENT

G4-24	Stakeholder engagement table	Online	*
G4-25	Stakeholder identification	16-17 and online	*
G4-26	Stakeholder engagement practices, feedback surveys and ethics	17 and online	*

G4-27	Key topics and concerns that have been raised through stakeholder engagement and the organisation's response to those key topics and concerns, including the identification of material issues, material issues table, the risk review, Directors' Report	22-23, 2-5, 10-11, 22-23, 57-65, throughout the report	*
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### REPORT PROFILE

G4-28	The reporting period is for the fiscal year 1 April 2016 to 31 March 2017	79	*
G4-29	The last report was issued for the year ended 31 March 2016	79	*
G4-30	The reporting cycle is annual	79	*
G4-31	Key contacts are listed on the inside back cover of the report	84-85	*
G4-32	The report contains Standard Disclosures from the GRI G4 Core Sustainability Guidelines	79, GRI table online	*
G4-33	External assurance	80, 69	*
G4-34	Governance structure	53-56	*

### ETHICS AND INTEGRITY

G4-56	Ethics and Values	6, 54-56	*
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## SPECIFIC STANDARD DISCLOSURES

DMA AND INDICATORS	STANDARD DISCLOSURE TITLE	IDENTIFIED OMISSION(S)	REASON(S) FOR OMISSION(S)	PAGE	EXTERNAL ASSURANCE
<b>CATEGORY: ECONOMIC</b>					
<b>MATERIAL ASPECT: ECONOMIC PERFORMANCE</b>					
G4-DMA	Economic overview, Policy environment, Our mandate, Governance	Fully disclosed		1-9, 12-14, 18-19, 22-23, 48-56	*
G4-EC1	Direct economic value generated and distributed	Fully disclosed		73-78	Yes
G4-EC2	Risks and opportunities posed by climate change that have the potential to generate substantive changes in operations, revenue or expenditure	Fully disclosed		38-39	*
<b>MATERIAL ASPECT: MARKET PRESENCE</b>					
G4-DMA	The IDC attempt to eliminate all forms of discrimination against minority groups through the Minority Fund Schemes and the application of the BEE scorecard	Fully disclosed		1, 7-9, 18-19, 50 and online section on the special funds	*
G4-EC6	The IDC provide percentages of designated groups in senior management positions, in line with South Africa's B-BBEE aspirations	Fully disclosed		57-59 and online	*

MATERIAL ASPECT: PROCUREMENT PRACTICES						
G4-DMA	Procurement				56 and online	*
G4-EC9	Proportion of spending on local suppliers at significant locations of operation, B-BBEEE code of good practice and preferential procurement				Online	*
MATERIAL ASPECT: INDIRECT ECONOMIC IMPACTS						
G4-DMA	An economic overview and the policy environment are addressed in the Leadership Commentary.	Fully disclosed			2-5	*
G4-EC8	Performance highlights, SBU sector-specific performance reports, Development funds, Investing in communities, B-BBEE, Indirect impacts	Fully disclosed			1-5, 26-47, 48-50, online section on special funds	*
CATEGORY: ENVIRONMENTAL						
MATERIAL ASPECT: ENERGY						
G4-DMA	Natural Environment	Fully disclosed			61 and online	*
G4-EN3	Energy consumption within the organization	Fully disclosed			61 and online	*
G4-EN5	Energy intensity	Fully disclosed			61 and online	*
MATERIAL ASPECT: WATER						
G4-DMA	Natural Environment	Partially disclosed			61 and online	*
G4-EN9	Water sources significantly affected by withdrawal of water	Partially disclosed	The information is currently unavailable		61 and online	*
MATERIAL ASPECT: EMISSIONS						
G4-DMA	Natural Environment				61 and online	*
G4-EN15	Direct GHG emissions (Scope 1)	Partially disclosed	The information is currently unavailable	Courier services not included in Scope 1 calculations as the couriers are expected to report on their impact separately.	61 and online	
G4-EN16	Energy indirect GHG emissions (Scope 2)	Fully disclosed			61 and online	
MATERIAL ASPECT: EFFLUENTS AND WASTE						
G4-DMA	Natural environment	Partially disclosed			61 and online	*
G4-EN22	Total water discharged by quality and destination	Partially disclosed	The information is currently unavailable		61 and online	*

**CATEGORY: SOCIAL**

**SUB-CATEGORY: LABOUR PRACTICES AND DECENT WORK**

**MATERIAL ASPECT: EMPLOYMENT**

G4-DMA	Human Capital	Fully disclosed			57-61 and online	*
G4-LA1	Total number and rates of new employee hires and employee turnover by age group, gender and region	Fully disclosed			57-61 and online	*
G4-LA2	Benefits provided to full-time employees that are not provided to temporary or part-time employees, by significant locations of operation	Partially disclosed			57-61 and online	*

**MATERIAL ASPECT: LABOUR/MANAGEMENT RELATIONS**

G4-DMA	Human Capital - Minimum notice periods regarding operational changes, and whether these are specified in collective agreements.	Fully disclosed		The IDC operates within the provisions of all relevant labour legislation including the provision of minimum notice periods regarding operational changes should these arise.		*
G4-LA4	Minimum notice periods regarding operational changes and whether these are specified in collective agreements.	Fully disclosed		The IDC operates within the provisions of all relevant labour legislation including the provision of minimum notice periods regarding operational changes should these arise.		*

**MATERIAL ASPECT: LABOUR/MANAGEMENT RELATIONS**

G4-DMA	Natural environment	Fully disclosed			Online	*
G4-LA5	Percentage of total workforce represented in formal joint management-worker H&S committees that help monitor and advise on OHS programs	Fully disclosed			Online	*
G4-LA6	Type of injury and rates of injury, occupational diseases, lost days, absenteeism, and total number of work-related fatalities, by region and by gender	Fully disclosed			Online	*

**MATERIAL ASPECT: TRAINING AND EDUCATION**

G4-DMA	Human Capital - Growing and developing our talented workforce	Fully disclosed			57-59	*
G4-LA9	Average hours of training per year per employee by gender and by employee category	Fully disclosed			58 and online	Yes
G4-LA10	Programs for skills management and lifelong learning that support the continued employability of employees and assist them in managing career endings	Fully disclosed			57-59	Yes

G4-LA11	Percentage of employees receiving regular performance and career development reviews, by gender and by employee category	Fully disclosed			57-59	*
<b>MATERIAL ASPECT: DIVERSITY AND EQUAL OPPORTUNITY</b>						
G4-DMA	Human capital	Fully disclosed			57-61 and online	*
G4-LA12	Human Capital - Composition of governance bodies and breakdown of employees per employee category according to gender, age group, minority group membership, and other indicators of diversity	Fully disclosed			57-61 and online	Yes
<b>MATERIAL ASPECT: SUPPLIER ASSESSMENT FOR LABOUR PRACTICES</b>						
G4-DMA	Procurement	Fully disclosed		Assessing our suppliers' labour practices is not material to the IDC's business	56 and online	
G4-LA14	Percentage of new suppliers that were screened using labour practices criteria	Fully disclosed			56 and online	
<b>MATERIAL ASPECT: LABOUR PRACTICES GRIEVANCE MECHANISMS</b>						
G4-DMA	Human capital	Fully disclosed			57-61	*
G4-LA16	Human Capital - Number of grievances about labour practices filed, addressed, and resolved through formal grievance mechanisms	Fully disclosed			57-61	*
<b>MATERIAL ASPECT: LABOUR PRACTICES GRIEVANCE MECHANISMS</b>						
<b>SUB-CATEGORY: HUMAN RIGHTS</b>						
<b>MATERIAL ASPECT: INVESTMENT</b>						
G4-DMA	Natural environment	Not disclosed	The information is currently unavailable			*
G4-HR1	Total number and percentage of significant investment agreements and contracts that include human rights clauses or that underwent human rights screening	Not disclosed	The information is currently unavailable			*
<b>MATERIAL ASPECT: NON-DISCRIMINATION</b>						
G4-DMA	Human capital	Fully disclosed			57-61	*
G4-HR3	No instances of discrimination were found	Fully disclosed			57-61 and online	*
<b>MATERIAL ASPECT: FREEDOM OF ASSOCIATION AND COLLECTIVE BARGAINING</b>						
G4-DMA	Human capital	Not disclosed	The information is currently unavailable			*

G4-HR4	Operations and suppliers identified in which the right to exercise freedom of association and collective bargaining may be violated or at significant risk, and measures taken to support these rights	Not disclosed	The information is currently unavailable			*
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#### SUB-CATEGORY: SOCIETY

##### MATERIAL ASPECT: LOCAL COMMUNITIES

G4-DMA	Our mandate and strategic pillars, Satisfying Customers, Investing in Communities	Fully disclosed			6, 13, 17, 48-49	*
G4-FS13	Access points in low populated or economically disadvantaged areas by type	Fully disclosed			7	*

##### MATERIAL ASPECT: ANTI-CORRUPTION

G4-DMA	Mitigating key risks, Material issues, Governance	Fully disclosed			10-12 and online	*
G4-SO3	Total number and percentage of operations assessed for risks related to corruption and the significant risks identified	Partially disclosed	The information is subject to specific confidentiality constraints		61-63	Yes
G4-SO4	Communication and training on anti-corruption policies and procedures	Fully disclosed			64 and online	Yes

##### MATERIAL ASPECT: COMPLIANCE

G4-DMA	Governance - Compliance with relevant laws and regulations	Fully disclosed			66-67	*
G4-SO8	Monetary value of significant fines and total number of non-monetary sanctions for non-compliance with laws and regulations	Fully disclosed		There were no contraventions, penalties, sanctions or fines imposed on the IDC due to non-compliance with regulatory requirements		*

#### SUB-CATEGORY: PRODUCT RESPONSIBILITY

##### MATERIAL ASPECT: PRODUCT AND SERVICE LABELLING

G4-DMA	Our main business and funding activities, satisfying Customers	Fully disclosed			6, 8-9, 13	*
G4-PR5	Customer satisfaction survey results	Fully disclosed			17 and online	*

##### MATERIAL ASPECT: PRODUCT PORTFOLIO

G4-DMA	IDC's mandate, Strategic pillars, Funding model, Operational structure, Strategic Business Units, Investing in communities, Corporate governance	Fully disclosed			6, 8-9, 13-14, 15, 26-47, 48-49, 51-57	*
G4-FS7	Monetary value of products and services designed to deliver a specific social benefit for each business line broken down by purpose	Fully disclosed			6, 8-9 and online section on special funds	*

G4-FS8	Monetary value of products and services designed to deliver an environmental benefit for each business line broken down by purpose	Fully disclosed			6, 8-9 and online section on special funds	*
<b>MATERIAL ASPECT: CUSTOMER PRIVACY</b>						
G4-DMA	Satisfying Customers	Partially disclosed	The information is currently unavailable	IT systems are being implemented for the protection of personal information	17 and online	*
G4-PR8	Total number of substantiated complaints regarding breaches of customer privacy and losses of customer data	Not disclosed	The information is currently unavailable	Processes to register customer complaints being implemented		*
<b>MATERIAL ASPECT: ACTIVE OWNERSHIP</b>						
G4-FS10	Percentage and number of companies held in the institution's portfolio with which the reporting organization has interacted on environmental or social issues	Fully disclosed		All transactions for this financial year and a percentage of our existing clients were monitored for EHS performance	61-62 and online - GRI Aspects can be found in the GRI checklist in the online section	*
G4-FS11	Percentage of assets subject to positive and negative environmental and social screening	Partially disclosed	The information is currently unavailable	Only high risk clients are currently assessed	61-62 and online	*
<b>MATERIAL ASPECT: COMPLIANCE</b>						
G4-DMA	Governance	Fully disclosed			51-57	*
G4-PR9	Monetary value of significant fines and total number of non-monetary sanctions for non-compliance with laws and regulations concerning the provision and use of products and services	Fully disclosed		There were no contraventions, penalties, sanctions or fines imposed on the IDC due to non-compliance with regulatory requirements	51-57	*

**\* INDICATOR NOT EXTERNALLY ASSURED OR NO EXTERNAL ASSURANCE REQUIRED.**

**- END -**

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