

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



# *Small Business Finance & Regions*

*Strategic Business Unit*

# ***Unlocking Opportunities, Potential and Sustainability of Small & Medium Enterprises***

The Industrial Development Corporation (IDC) actively promotes investment across all provinces in South Africa. With a keen interest in developing and growing regional economies, the corporation has offices in all nine provinces to ensure that entrepreneurs are opportunely serviced in the provinces they reside in.

The corporation's Small Business Finance and Regions (SBF) strategic business unit, which houses all regional offices throughout the country, was recently established to streamline offerings, and better serve the IDC's diverse clients.

SBF has a focus on stimulating local and regional economic activity through targeted funding and investments towards SME's. By supporting the development of an active SME environment, SBF contributes to job creation, promotion of youth & women entrepreneurs and operators, and strengthening of SME capacities to improve their competitiveness in domestic, regional and global markets.

SBF specifically caters for businesses looking to access funding from R1 million to R20 million in the mandated sectors that the IDC funds.

With a presence in all regions and with a wealth of expertise, SBF can structure customised funding solutions for a wide range of enterprises, from new/greenfield ventures to expansion considerations for existing businesses.

## ***Objective***

The development of the SME sector with linkages to priority sectors through the provision of appropriate funding products better suited to SME needs.

## ***Who We Fund?***

Our objective is to support entrepreneurs who seek to invest in industrial capacity development and job creation within the SME sector. We do this by considering funding applications from:

- Entrepreneurs starting new enterprises and companies that want to expand their existing operations. This is achieved through the following funding offerings:
  - Capex finance
  - Working capital facilities
  - Trade finance solutions, and
  - Contract finance solutions

Funding for business acquisitions is not included in SBF transactions. This is provided for in the IDC's broader offering.

## How We Fund

- We provide long-term debt, short-term working capital, guarantees and/or equity-type finance instruments, on commercial terms and on risk-adjusted interest rates with commensurate security.
- We provide funding from a minimum of R1 million to a maximum of R20 million. Larger funding applications are referred to our specific IDC Strategic Business Units.
- SBF can consider applicants in line with its mandated sectors from the core IDC industry Strategic Business Units.
- Shareholders are expected to make a financial contribution, determined on a case-by-case basis.
- The projects and/or businesses must exhibit economic merit in terms of profitability and sustainability (including the ability to repay any debt obligations) and meet IDC funding parameters.

**Note:** *The IDC's preference is not to refinance fixed assets or existing debt, our sole aim is to expand the industrial capacity base.*

## How To Apply for Funding

Applications for funding should be in writing and should include a letter of application for funding and a comprehensive business plan.

Applicants should submit a formal application in the form of a detailed business plan\* to enable the IDC to fully assess the business proposal and to ensure the evaluation process is accelerated.

***\*See the Business Plan Guidelines document for a comprehensive list of requirements***

[https://www.idc.co.za/wp-content/uploads/2022/05/IDC-Business-Plan-Guidelines\\_RE10.pdf](https://www.idc.co.za/wp-content/uploads/2022/05/IDC-Business-Plan-Guidelines_RE10.pdf)

# Contact us

The Industrial Development Corporation has offices in all nine provinces of South Africa.  
For more information, please contact:

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