

INCENTIVE SCHEMES

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INCENTIVE SCHEME: AGRO-INDUSTRIES (IDC)

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| Enquiries | IDC Call Centre 0860 693 888 or |
| Agro Industries SBU | 011 269 3590 |
| Target Group | Entrepreneurs in the agricultural, food, beverage and marine sectors wanting to expand and develop their businesses. |
| Loan/Grant Amount | The minimum financing is R1 million. |
| Requirements/criteria | An economically viable business plan must be submitted. |
| Additional information | Medium term finance takes the form of loans, suspensive sales, equity and quasi-equity in order to <ol style="list-style-type: none">1. Establish permanent infrastructure in the agricultural sector and aquaculture.2. Establish new or expand existing undertakings in the food and beverages sector. Interest rates are competitive and risk related and based on the prime bank overdraft rate. |

INCENTIVE SCHEME: BRIDGING FINANCE (IDC)

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| Enquiries | IDC Call Centre: 0860 693 888 or |
| Wholesale and Bridging Finance SBU | 011 269 3677 |
| Target Group | Entrepreneurs who have secured firm contracts - except for construction contracts - with government and/or the private sector and who have short-term financing needs, and/or guarantees such as performance, suppliers, etc. |
| Loan/Grant Amount | Minimum financing of R500 000.00 |
| Requirements/criteria | <ul style="list-style-type: none">• Entrepreneurs who have been awarded tenders by government.• Entrepreneurs who have secured contracts for providing services/products to established big, blue chip companies.• Entrepreneurs with an annual turnover greater than R1 million. |
| Additional information | <ul style="list-style-type: none">• Finance is short-term, for a maximum period of 18 months.• Competitive, risk related interest rates are based on the prime bank overdraft rate. |

INCENTIVE SCHEME: EMERGING ENTREPRENEUR SCHEME, CREDIT GUARANTEE SCHEME (KHULA)

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| Switchboard | 012 394 5560 |
| Fax | 012 394 6560 |
| Toll free help line | 0800 11 8815 |
| Website | www.khula.org.za |
| E-mail | helpline@khula.org.za |
| Target Group | <p>Individuals</p> <ul style="list-style-type: none"> • Loan/Grant Amount Provides up to R120 000 with the fee payable at 4% per annum in advance. • The duration is 24 months initially but can be extended three times for periods of 12 months each time. |
| Conditions | Mentorship of the loan |
| Requirements/criteria | <ul style="list-style-type: none"> • Applicant must be a South African Citizen. • Applicant must be owner/manager of the business. • Applicant must live within the borders of the Republic of South Africa. • Applicant must provide at least 10% own contribution. • Applicant must have the necessary skills and experience or access to such skills. • The business must demonstrate financial viability |
| Additional information | <p>The purpose of the individual guarantee scheme is to enable an entrepreneur to access funding from a participating bank or other financial institution. The scheme enables the entrepreneur to access funding for purposes of establishing, expanding or buying out an existing business, business assets and working capital. Facilities secured under the Khula guarantee scheme often include term loans, bank overdraft, revolving credit, installment sale, bank guarantees as well as construction performance guarantees.</p> <p>The bank itself does credit assessment of all applications. Upon satisfying itself that the applications conforms with all its necessary lending requirements, the bank then approaches Khula for a guarantee, if and when it needs cover beyond that which the entrepreneur can provide.</p> |
| Application Procedure | <ol style="list-style-type: none"> 1. Client prepares a business plan or may request help at the nearest Thuso Mentorship Office. 2. Client approaches his bank for finance. 3. Bank then approaches Khula for a guarantee. 4. Khula issues a guarantee to the bank. 5. Bank releases funds to the client |

INCENTIVE SCHEME: EMPOWERMENT SCHEME, CREDIT GUARANTEE SCHEME (KHULA)

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| Switchboard | 012 394 5560 |
| Fax | 012 394 6560 |
| Toll free help line | 0800 11 8815 |
| Website | www.khula.org.za |
| E-mail | helpline@khula.org.za |
| Target Group | <p>Individuals:</p> <ul style="list-style-type: none"> • Loan/Grant Amount Provides cover up to R5m of bank facility at 60%, with the fee payable at 2,5% per annum in advance. • Duration is 36 months initially but can be extended twice for a period of 12 months each time. |
| Requirements/criteria | <ul style="list-style-type: none"> • Substantial job creation in an area where very little economic activity takes place. • Labour intensive projects. • An economic empowerment transaction which; entitles the borrower to acquire a controlling interest in the SMME within a period of 2 (two) years from the date the facility is granted by the bank. • Management buy-out which; entitles the borrower to acquire a controlling interest in the SMME within a period of 2 (two) years from the date the facility is granted by the bank. • Sub - contracting • Outsourcing transactions or • Any similar economic empowerment venture. |

INCENTIVE SCHEME: EMPOWERMENT FINANCE (IDC)

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| Enquiries | IDC Call Centre: 0860 693 888 or Empowerment SBU: 011 269 3719 |
| Target Group | <ul style="list-style-type: none"> • Emerging industrialists interested in acquiring small to medium sized ventures. • Entrepreneurs who are prepared to play a meaningful role in managing the business. • Entrepreneurs who can make cash contribution of at least 10 % of the purchase price. |
| Loan/Grant Amount | The minimum is R5 million and the maximum R120 million. |
| Requirements/criteria | An economically viable business plan must be submitted. |
| Additional Information | <p>Finance is medium term, in the form of loans, equity and quasi-equity.</p> <p>The finance is available for:</p> <ol style="list-style-type: none"> 1. Management buy-ins or buy-outs 2. Leveraged buy-outs 3. Strategic equity partnerships. |

The cost of funding is based on the level of risk attached to each transaction.

The business must be acquired as a going concern and have economic merit -i.e. make a profit and generate cash.

INCENTIVE SCHEME: ENTREPRENEURIAL MINING & BENEFICIATION SCHEME (IDC)

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| Enquiries | IDC Call Centre: 0860 693 888 or Entrepreneurial Mining SBU: 011 269 3572 |
| Target Group | Small and medium-sized mining and beneficiation activities and jewellery manufacturing activities. |
| Loan/Grant Amount | Minimum financing requirement is R1 million. |
| Requirements/criteria | An economically viable business plan must be submitted. |
| Additional Information | Medium term finance in the form of loans, suspensive sales, equity and quasi-equity to: <ol style="list-style-type: none">1. Establish or expand junior mining houses.2. Acquire mining assets by HDPs.3. Undertake mining related activities such as contract mining.4. Establish or expand jewellery-manufacturing activities. |

INCENTIVE SCHEME: FINANCE FOR EXPANSION OF THE MANUFACTURING SECTOR (IDC)

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| Enquiries | IDC Call Centre: 0860 693 888 or Chemicals, Textiles & Allied Industries: 011 269 3131 Metal based products: 011 269 3234 Wood, Paper & Other: 011 269 3573 |
| Target Group | Entrepreneurs wishing to develop or expand their manufacturing business and create new or additional capacity. |
| Loan/Grant Amount | The minimum financing is R1 million. |
| Requirements/criteria | <ul style="list-style-type: none">• An economically viable business plan must be submitted.• A meaningful financing contribution of at least 33 % must be made (10 -20 % for HDPs). |
| Additional Information | Medium term finance in the form of: <ol style="list-style-type: none">1. Loans2. Suspensive sales3. Equity4. Quasi equity Interest rates are competitive and risk related and based on the prime bank overdraft rate. |

INCENTIVE SCHEME: IMPORT FINANCE (IDC)

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| Enquiries | IDC Call Centre: 0860 693 888 or International Finance Department: 011 269 3266 |
| Target Group | Local importers of capital goods or services requiring medium to long-term import credit facilities. |
| Loan/Grant Amount | Credit and guarantee facilities available in US dollar and other foreign currencies for medium to long-term repayments of imported capital goods and services. |
| Requirements/criteria | An economically viable business plan must be submitted. |

INCENTIVE SCHEME: INSTITUTIONAL GUARANTEE, CREDIT GUARANTEE SCHEME

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| Enquiries | 011 807 8464 |
| Fax | 011 807 9023 |
| Toll free help line | 0800 11 8815 |
| E-mail | helpline@khula.org.za |
| Requirements/criteria | <ul style="list-style-type: none">• Retail Financial Institution on lending to SMME's• Business to be conducted within the Republic of South Africa, to South African citizens• Guarantees limited to 70% of the financing provided by the bank, such limit not to exceed 10% of Khula capital. |
| Additional Information | Finance has to be approved by the financial institution and would only apply to Khula for guarantee in a case where there is lack of collateral. |

INCENTIVE SCHEME: KWA-ZULU REHABILITATION TRUST FUND, CREDIT GUARANTEE SCHEME (KHULA)

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| Switchboard | 012 394 5560 |
| Fax | 012 394 6560 |
| Toll free help line | 0800 11 8815 |
| Website | www.khula.org.za |
| E-mail | helpline@khula.org.za |
| Target Group | The entrepreneurs might be in a different line of business presently, but proof that the loss of the first business was due to the unrest will be required. |
| Requirements/criteria | Other qualifying criteria are as per Individual Guarantee Scheme agreements held with the various banks. |
| Additional Information | The KwaZulu- Natal Rehabilitation Trust Fund set aside R10m for entrepreneurs in KZN whose businesses were adversely affected by unrests up to 1994. This fund is meant to cover lack of own contribution for businesses wishing to reinstate their operations. The Khula Credit Guarantee Scheme provides a guarantee for up to 80% of the advance |

required from the financial institution. The Fund then covers the 10% contribution required from the applicant by issuing a letter of undertaking through ABSA, which then holds the funds on investment.

INCENTIVE SCHEME: MICRO CREDIT OUTLETS (KHULASTART)

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| Enquiries | 011 807 8464 |
| Fax | 011 807 9023 |
| Toll free help line | 0800 11 8815 |
| E-mail | helpline@khula.org.za |
| Target Group | It targets historically disadvantaged communities particularly women in rural and peri-urban areas. At least 70% of the loans should be given to women. |
| Requirements/criteria | <ul style="list-style-type: none"> • Organisations willing to assist in establishing MCO's must be based in rural or peri-rural urban areas and must have some links with the community as well as community leadership. • The NGO or CBO should already be involved in some form of SMME support activity in the community such as business training and advice. • There must be a need for an MCO in the community and there should not be another lending facility offering a similar product within close proximity to the area where the MCO will operate. |
| Additional Information | Micro Credit Outlets (MCO's) are established in rural and peri-rural areas where there is a need for micro credit to assist women, in particular; to start or expand their own small businesses. An MCO is initiated through existing Non-Governmental Organisations (NGO's) or Community Based Organisations (CBO's). They are established as a separate function of the existing NGO or CBO for micro credit facilities. |

INCENTIVE SCHEME: REGIONAL EQUITY FUNDS (KHULA)

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| Switchboard | 012 394 5560 |
| Fax | 012 394 6560 |
| Toll free help line | 0800 11 8815 |
| Website | www.khula.org.za |
| E-mail | helpline@khula.org.za |
| Target Group | <ul style="list-style-type: none"> • Communities and managers from previously marginalised communities, who will benefit from a transfer of ownership of existing business or the expansion of an existing one. • Joint ventures and new businesses that offer substantial job creation prospects and a fair return on capital investment. |
| Loan/Grant Amount | Look for investments between R250 000 and R2,5 million and invest in enterprises that are established and have high growth and returns. |
| Requirements/criteria | Requirements/criteria Investment companies will be growth - |

oriented small and medium enterprises with the following characteristics:

- Financial viability: investment projects must exhibit through realistic projections, valuation and exit plan, and the potential for attractive financial rate of return.
- Profitability: projects will enable the fund to make a profit when the exit takes place.
- Regional: projects will be based or will be relocating to the target geographic area of the particular fund.
- Innovation: the fund will tend to favour investment in businesses that have an innovative product or service.
- Patient capital: the funds seek longer - term (3 - 6 years) investments.
- Ownership: projects will be owned and managed by South African citizens.
- Social benefits: projects will result in ownership residing in or transferring to the previously marginalised community.
- Industry diversification: investments will cover a broad range of businesses in a variety of industries. However, as a risk management tool, no more than 20% of the fund's capital will be invested in any one industry.
- Board representation: Investments typically results in the fund owning a 25% to 45% minority share position depending on the valuation and amount sought.

Additional Information

Equitable access: the funds will strive to ensure equitable access to risk capital by SMEs throughout South Africa without compromising the viability of the funds themselves.
 Technical assistance to portfolio companies: in addition to equity capital, the funds will also provide management expertise, advice and counselling, plus a network of resources useful to a growing company.

INCENTIVE SCHEME: RETAIL FINANCIAL INTERMEDIARIES

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| Switchboard | 012 394 5560 |
| Fax | 012 394 6560 |
| Toll free help line | 0800 11 8815 |
| Website | www.khula.org.za |
| E-mail | helpline@khula.org.za |
| Target Group | Entrepreneurs |
| Additional Information | Khula provides business and Capitalisation Loans, which are loans given to RFI's to enable RFI's to lend to entrepreneurs for business purposes. Entrepreneurs must approach RFI's directly and not Khula. Only companies that want to access these products and become RFI can apply to Khula. |
| | Visit this site to access the list of Retail Financial Intermediaries |

INCENTIVE SCHEME: SECTOR PARTNERSHIP FUND

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| Enquiries | 0861 843 384 (International Tel: +27 (11) 254 9405) |
| Fax | 0861 843 888 (International Fax: +27 (11) 254 9406) |
| E-mail | spf@thedti.gov.za |
| Target Group | Funding will be provided for partnerships of five or more firms/organizations in the development and execution of collaborative projects that are engaged in the manufacturing, agro-processing and ICT sectors. |
| Loan/Grant Amount | The fund will support the development of such partnerships through the provision of 65:35 grants, 65% from the SPF and 35% from the partnership with a cumulative ceiling of R1 million for each approved partnership. |
| Requirements/criteria | <ul style="list-style-type: none"> • Members of the partnership need to be registered, legal entities. • The entities also should be distinct and independent from each other with regard to their operations and ownership. • All members must make a financial contribution to the partnership. • Activities of the entities should fall within the manufacturing, agro-processing and ICT sectors. • The proposed project(s) should be aimed at assisting the efforts to improve productivity and competitiveness of all the members. • The project plan must clearly identify project outputs and outcomes |
| Additional Information | The application to approval process takes an average of 60 days. |
| Application | Once the members have made initial contact with the dti and they need to submit an application, which will be registered and the evaluation process begins. |
| Evaluation | All applications are carefully evaluated and verified, should there be any outstanding issues the dti will contact the applicant. |
| Approval | All qualifying applications are presented to the Secretariat and Governing Committee approval. The customer is then informed of the outcome and an MOA is forwarded to customer to complete and submit to DTI. Payment is only affected once claim of the applicant is also verified against the deliverables stipulated in the application and MOA. |
| Monitor and Evaluation of impact | The progress of the project is monitored on an on-going basis. |

INCENTIVE SCHEME: SKILLS SUPPORT PROGRAMME

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| Enquiries | Antjie Potgieter and Derrick Hobbs 0861 84 33 84 (International Tel: +27 (11) 254 9405) |
| Fax | 0861 843 888 (International Fax: +27 (11) 254 9406) |
| Target Group | Investors engaged in manufacturing, high value agricultural projects, agro-processing, aquaculture, bio-technology, tourism, information and communication technology, recycling, and culture industries. |
| Loan/Grant Amount | A maximum of 50% of the training costs, the development of training curriculum and or land and buildings related to training, and up to 30% of the total salaries of the companies will be granted to companies where the training programme is approved. This grant will is payable for up to three years. |
| Requirements/criteria | <ul style="list-style-type: none"> • New projects or the expansion of existing projects • There no restrictions on the type of training that can be conducted. • Training activities that cover procuring training equipment, upgrading instructor competence, training in-house assessors, printing of learner materials and designing learning programmes, material and curricula - all qualify |
| Additional Information | The Skills Support Programme is enhancement of SIP and SMEDP. Companies that have qualified for SIP or SMEDP can therefore qualify for this incentive. |

INCENTIVE SCHEME: SMALL MEDIUM ENTERPRISE DEVELOPMENT PROGRAMME

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| Enquiries | 0861 843 384 (International Tel: +27 (11) 254 9405) |
| Fax | 0861 843 888 (International Fax: +27 (11) 254 9406) |
| E-mail | smedp@thedti.gov.za |
| Target Group | <p><i>Sectors:</i> The scheme is available countrywide for local and foreign investors engaged in manufacturing, high value agricultural projects, agro-processing, aquaculture, biotechnology, technology, tourism, information and communication technology and culture industries.</p> <p><i>Legal Entities:</i> Incorporated legal entities, i.e. companies (private and public), close corporations (CCs), co-operatives (co-ops), sole proprietorships and partnerships can apply for assistance.</p> |
| Loan/Grant Amount | <ul style="list-style-type: none"> • The minimum and maximum amount of assistance received by the company is based on the amount of qualifying assets that it possesses. • 10% for projects with qualifying fixed assets up to R 5 million |

Requirements/criteria

- 25% for projects with qualifying fixed assets above R5 million
- The Board may support entities with a maximum incentive limit on qualifying assets (including capitalised rent of land and buildings) up to R120 million, although total-qualifying assets of the project may exceed R120 million. No support will be considered for an expansion if the R120 million limit is exceeded in the investment in qualifying assets prior to the investment in the expansion.

Manufacturing:

- Owned land and buildings at cost
- Leased land and buildings (capitalised at 15%)
- Owned machinery and equipment at cost
- Leased machinery and equipment (as capitalised in the Balance Sheet)
- Commercial vehicles (owned and /or leased)
- Research and Development Capital Costs (as accepted by the Receiver of Revenue)

Tourism:

- Owned buildings at cost
- Leased land and buildings (capitalised at 15%)
- Owned furniture and equipment at cost
- Leased furniture and equipment (as capitalised in the balance sheet)
- Vehicles (owned and / or leased) used for transportation of tourists

Projects:

- Be a new project or expansion of an existing project involved in qualifying activities
- Have investments in qualifying assets
- Not be for an expansion if the R120 million maximum allowance is exceeded in the investment in qualifying assets prior to the investment in the expansion
- Not qualify for both the SMEDP and the Strategic Industrial Projects (SIP)
- Not qualify for both the SMEDP and the Productive Assets Allowance (PAA) under the Motor Industry Development Program (MIDP), where it is a manufacturing project

Additional Information

The grant period is limited to a maximum period of 36 consecutive months, the first two years on approved qualifying assets and an additional grant for one year, based on the Human Resource Intensity.

New projects must submit their applications directly to the Board preferably before the production date, but not later than 180 days after date of commencement of production. Expansions applications must be submitted prior to the proposed commencement date of production.

INCENTIVE SCHEME: STANDARD SCHEME, CREDIT GUARANTEE SCHEME (KHULA)

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| Switchboard | 012 394 5560 |
| Fax | 012 394 6560 |
| Toll free help line | 0800 11 8815 |
| Website | www.khula.org.za |
| E-mail | helpline@khula.org.za |
| Target Group | Individuals |
| Loan/Grant Amount | Provides cover up to R1m of the bank facility at 80%, with the fee payable at 3% p.a. in advance. |
| Requirements/criteria | <p>The duration of the scheme is 36 months initially, but can be extended twice for periods of 12 months each time</p> <ul style="list-style-type: none"> • Applicant must be a South African Citizen. • Applicant must be owner/manager of the business. • Applicant must live within the borders of the Republic of South Africa. • Applicant must provide at least 10% own contribution. • Applicant must have the necessary skills and experience or access to such skills. • The business must demonstrate financial viability |
| Additional Information | (See, Emerging Entrepreneur Scheme, Credit Guarantee Scheme) |

INCENTIVE SCHEME: TECHNO-INDUSTRY DEVELOPMENT FINANCE (IDC)

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| Enquiries | IDC Call Centre: 0860 693 888 or Techno-Industry SBU: +27 11 269-3364 |
| Target Group | <ul style="list-style-type: none"> • Entrepreneurs in the IT, telecommunication, electronic and electrical industries wanting to develop or expand their businesses. • New techno ventures with strong local or foreign technology partners and proven technology. |
| Loan/Grant Amount | Minimum financing requirement is R1 million. |
| Requirements/criteria | An economically viable business plan must be submitted. |
| Additional information: | <ul style="list-style-type: none"> • Finance is in the form of equity, equity-related and loan finance. • Finance is provided for Techno businesses that are expanding, new Techno ventures, take-overs, buy-ins and management buy-outs. <p>Interest rates are competitive and risk related and are based on the prime bank overdraft rate.</p> |

INCENTIVE SCHEME: THE LAND REFORM CREDIT FACILITY (KHULA)

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| Switchboard | 012 394 5560 |
| Fax | 012 394 6560 |
| Toll free help line | 0800 11 8815 |
| Website | www.khula.org.za |
| E-mail | helpline@khula.org.za |
| Target Group | Previously disadvantaged farm workers, neighbouring communities and emerging farmers to acquire land through mortgage finance and control of land based productive assets through equity share schemes. |
| Requirements/criteria | For accessing the LRCF, the project /applicant has to first submit their business plan to the commercial bank of their choice which will evaluate the application's viability, using their own criteria and only when the bank is satisfied, will the application be passed on to the LRCF to assess whether or not the application meets the basic empowerment and Land Reform criteria. |
| Additional Information | <ul style="list-style-type: none">• The Land Reform Credit Facility is a wholesale finance facility at Khula Enterprise Finance Ltd, whose aim is to stimulate and encourage private sector participation and involvement in the Land Reform process. The Department of Land Affairs and the European Union fund the LRCF.• Depending on the percentage shareholding of the previously disadvantaged individuals in this newly formed joint venture partnerships, the LRCF will charge the interest rate of between 2% to 3% below the three months average Johannesburg Inter-bank Agreed Rate (Jibar) to any of the commercial bank that is intending to on-lend such funds to projects that meet and promote land redistribution criteria. Financing for mortgage loans is available at 1% below the Jibar rate.• Once the bank and the LRCF have approved a loan application from any project, the land reform beneficiaries on that project automatically qualify for a grant to finance the organisational development and capacity building of the new shareholder partners in the enterprise. This grant is called the Community Facilitation and Support Fund. The grant can be accessed by LRCF funded projects only. Enables meaningful participation of historically disadvantaged individuals and communities in high value agricultural, agro processing and eco-tourism enterprises.• It is a wholesale facility, wholesaling funds to commercial banks and other high credit-rated institutions at preferential rates for on-lending to Land Reform projects.• LRCF funds are made available to the commercial banks and other high credit rated institutions on the submissions of a viable business plan. |

INCENTIVE SCHEME: TOURISM DEVELOPMENT FINANCE (IDC)

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| Enquiries | IDC Call Centre: 0860 693 888 or Tourism SBU: 011 269 3509 |
| Target Group | Commercial projects in the medium to large sectors of the tourism industry. |
| Loan/Grant Amount | Minimum finance R1 million. |
| Requirements/criteria | An economically viable business plan must be submitted. |
| Additional Information | Medium term finance in the form of: <ul style="list-style-type: none">• Loans• Suspensive sales• Equity• Quasi equity <p>Finance is granted for the creation of new or the upgrading and renovation of tourist facilities including hotels, conference and convention centres.</p> <p>Interest rates are competitive and risk related and are based on the prime bank overdraft rate</p> |