



SBFS
SMALL BUSINESS FINANCE & SUPPORT
Financing Sustainable Small Business

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**INTERNAL
COMMUNICATION**

Immediate Release

SBFS Providing Financial Support Services for SMMEs

Organisation opens its doors for business in Gauteng and KwaZulu-Natal (KZN)

The Small Business Finance and Support (SBFS) Director, Mr Vincent Heynes announced today that they have launched bridging finance products and other small business support services to bridge the gap for the much needed finance, particularly for small businesses in the construction industry. SBFS is looking to increase its client base in the Gauteng and KwaZulu-Natal (KZN) provinces.

SBFS provides financial and strategic support to Small, Medium and Micro-sized Enterprises (SMMEs) in the South African construction sector. This includes national infrastructure development projects as either contractors and/or subcontractors of larger, more established construction firms.

The bridging finance and support to SMMEs have already kicked off in the Eastern Cape with SBFSs client base increasing daily. The objective of SBFS is to bring about sustainable enterprise development, specifically through the creation and conservation of SMME jobs, and ensure that SMMEs have access to adequate financial and non-financial resources. The organisations lending methodology is underpinned by the philosophy of not being a “lender” but rather a partner throughout the loan period and beyond.

“Our existence is premised on the current huge gap in the SMME lending market. As a result of this, we seek to address the need by investing in SMME capacitation and unlocking funding in a more efficient and effective manner,” said Vincent Heynes, SBFS Director.

In addition, SBFS seeks to cut back on red tape and putting the needs of SMMEs first by reducing unnecessary paper work which tends to have a negative effect and results in delayed turnaround times for SMMEs.

SBFS offering sees SMME's enjoying a quick turnaround in the approval of applications for finance and enjoy highly competitive interest rates and payment terms. Furthermore, SBFS offer cutting edge products and services, providing options for clients based on the size of the loan amount and the support requirement.

The following products are available to SMME's and construction industry at large:

Product	Benefits
Siyanceda Bridging Finance	Access to finance for contractors contracted to the CDC and requiring bridging finance for materials, wages & equipment.
Smart Choice Order Finance	Access to finance for businesses currently receiving orders from CDC.
SBFS Revolving Credit Facility	Access to a revolving credit facility for contractors receiving regular ongoing contracts with the CDC.
The SBFS Construction Guarantee	Access to construction guarantees for contractors requiring this facility with the CDC.

According to Dr Ayanda Vilakazi, CDC's Head of Marketing and Communications, Coega is pleased that there would now be access to the much needed finance for small businesses in the construction industry in the country. Coega is leading the implementation of infrastructure programmes in the country as

Implementing Agent (IA) for various government departments, including DoE, DoH, DPW, and COGTA. The Coega brand is now synonymous with expertise in infrastructure development, customised solutions, transparent practices, and sustainable socio-economic development to improve the lives of the communities in the country, added Dr Vilakazi.

However, the challenges facing small businesses with regards to access to finance is insurmountable. Many small businesses fail within their first year of operations, primarily due to lack of working capital and other business needs critical for small business, such as access to markets, mentorship, and training. In addition, SMMEs play a critical role in the country's economic growth and the expansion of South African public infrastructure. Key to sustainable enterprise development is the provision of adequate monetary and support resources, which will create long-term prosperity for SMMEs, and for the country as a whole," adds Dr Vilakazi.

SBFS Unique Selling and Value Proposition

- 50 years collective on-the-ground experience with SMME bridging finance;
- Specialist bridging finance focus;
- Sustainable lender partner;
- Turnaround 5-7 working days;
- No tangible collateral required as surety;
- Competitive interest rate of 15% per annum and low fees;
- Integrated technical & aftercare support;
 - Financial advice, loan restructuring, business management advice, recommendation for corrective action for future use; and
- Business training & skill development

Application Guidelines

Requirements for loan from applicants:

- Copy of CDC contract/ or/ order /or/ subcontract contract from a CDC main contractor
- Certified copies of Company documents
- Bill of quantities (where applicable)
- Cash flow forecast for the duration of the project
- Certified copies of identity documents of shareholders/members
- Proof of residential address of company and shareholders
- Proof of address of members (original utility bill)
- Marriage certificate (where applicable)
- Tax clearance certificate
- Latest financial statements if available
- Fully completed SBFS application form
- Bank statements for the past 6 months if available
- List of personal assets and liabilities of shareholders
- Applicant (s) should be a South African citizen/permanent resident

Loan Application Process

To apply for a loan contact SBFS on (041) 403 0449 or at info@sbfsfinance.co.za. SMMEs must have a valid contract awarded by the CDC or one of its main contractors to qualify (*Terms and Conditions apply*).

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Note to the editor:

About SBFS:

The Small Business Finance and Support (SBFS) is an accredited financial services provider. SBFS is intended to be a bridging partner for contractors and service providers. Its objective is empowering financial sustainability through financial advice, mentoring and skills development.

Brand Essence:

The brand essence "Pioneering Sustainable Financing" is an articulation of the "heart and soul" of the brand. It is a phrase that captures the core essence or spirit of the brand positioning and the values characterising the brand.

The brand pillars are:

1. Entrepreneurial efficiency

It's not only about fast turnaround time, but about being dynamic, being able to think on your feet with an entrepreneurial enthusiasm.

2. Business Development Expertise

With 50 years collective on the ground experience, we have the expertise to give advice on your company's financial future

3. Sustainable practices

We are prudent in our workings knowing that our decisions and advice will affect not only our business, but that of our clients and the lives of those they employ

4. Your financial bridge (partner)

We believe in walking a road with our clients, we will cross the bridge with you from stage one of your business to the next step.

Kind

Regards

Internal Communications