

# EXXARO ESD PROGRAMME FACT SHEET

The Enterprise and Supplier Development (ESD) funding application process starts online via the Community Portal. The ESD Programme advertises the funding window period through the Community Portal, community forums and social media.

Interested entrepreneurs that are accessing the portal for the first time should start with registration; thereafter can continue with the application process by clicking on the link below : <https://corporateaffairs.microsoftcrmporthals.com>

## SIMPLIFIED DEFINITION OF ESD:

- Enterprise Development (ED): support to enterprises without Exxaro contracts.
- Supplier Development (SD): Support to enterprises with Exxaro contracts or purchase orders.

Targeted businesses include Exempted Micro Enterprises (EMEs) and Qualifying Small Enterprises (QSEs), i.e. majority black-owned businesses with an annual turnover below R50 million.

The ESD programme offers zero-interest loan funding but subsidises support for non-financial support programmes, e.g. Contractor Development Programme.

### PRIORITY SECTORS

- Mining
- Green industries (renewable energy, waste and recycling management)
- Services
- Manufacturing
- Agriculture
- Construction

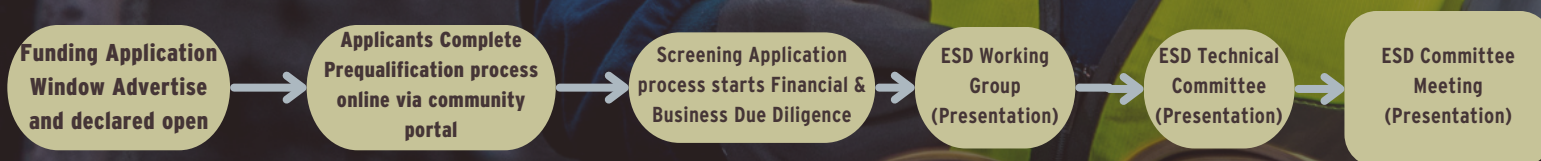
### TYPES OF LOAN FUNDING

- Assets Finance
- Assets Re-finance (Requires settlement letters)
- Bridging Loan/ Purchase Order Financing (Exxaro suppliers only and offering funding to a maximum aof R500 000)
- Working Capital (Not separately but as a complement to asset finance)
- Acquisition Finance

### FUNDING APPLICATION FORM CHECKLIST

- The following documents are required for us to understand the applicant's business. Please indicate which of the below documents is readily available.
- A one-page motivation letter to support the funding application (on the company letterhead);
- Include quotes for assets/goods, if re-financing, provide a settlement letter;
- Company Profile;
- Company Registration Documents (CIPC) else state if Sole Proprietor;
- A valid EME/QSE B-BBEE Affidavit or Certificate;
- A valid Tax Clearance Certificate;
- Certified copies of Identity Documents/cards (required for all directors, members, partners, shareholders, etc.);
- List of employees (names, surnames);
- CVs of directors;
- Proposed budget showing costs (itemised List of funding requirements)
- 12-months Monthly Financial Projections;
- Annual Financial Statements
- Current year-to-date Management Accounts;
- Latest 3-months Bank Statements;
- Existing contracts/off-take agreements/ letters of intent that support the application.(Volumes/ letters of intent must be converted into contracts for three months if approved)
- Successful applicants will be expected to convert the letters of intent into contracts within three months of funding approval.

### FUNDING APPLICATION PROCESS



### BRIDGING FINANCE/ PURCHASE ORDER FINANCING PROCESS



### FOR ANY ENQUIRIES:

Please contact us at [esd@exxaro.com](mailto:esd@exxaro.com) or 087 283 9704