

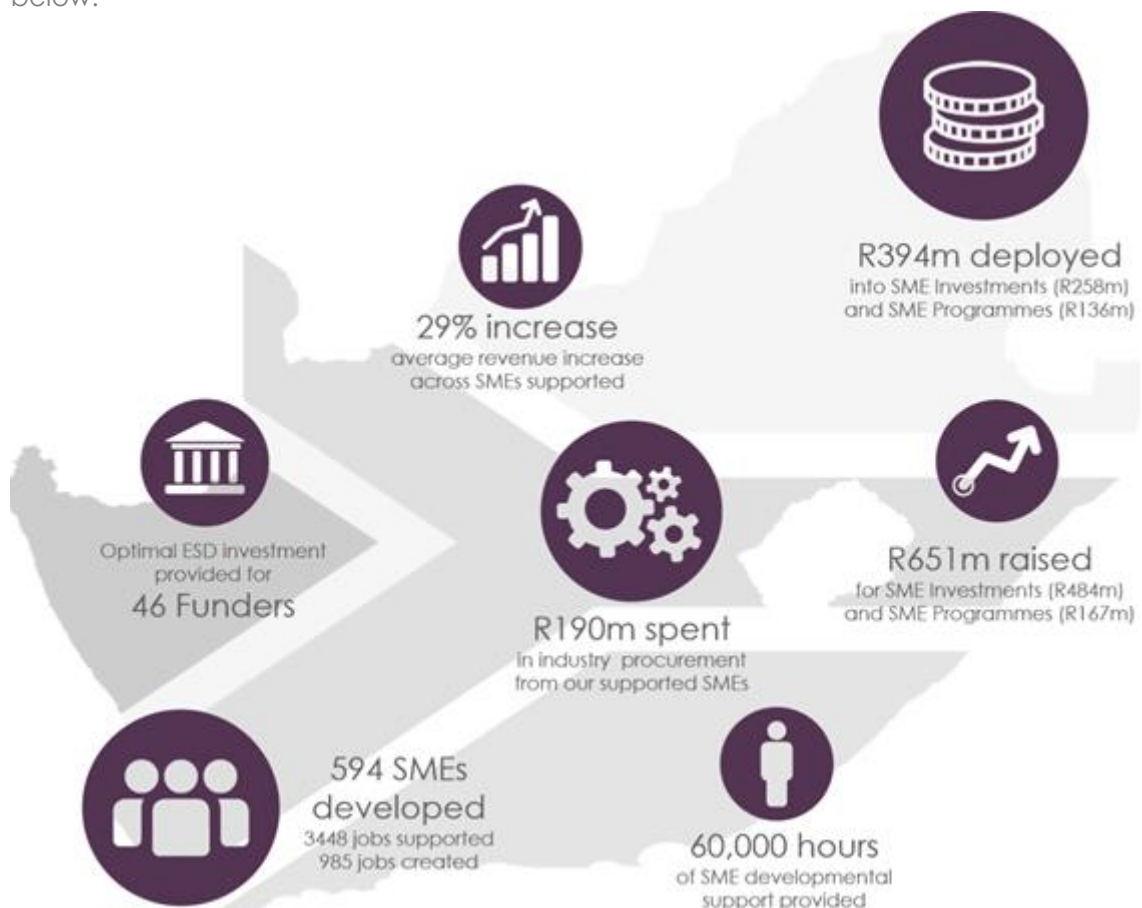


QUARTERLY UPDATE: JANUARY – MARCH 2019

AN IMPACTFUL START TO 2019

ASISA's Enterprise and Supplier Development (ESD) initiatives completed a record first quarter, creating 232 new jobs and committing an additional R43 million in developmental support of industry aligned small and medium enterprises. During the quarter we received R11 million in new contributions from funders for the continued support of SMEs into and beyond the 2019 calendar year.

We are proud of our achievements since inception which are detailed in the diagram below:



VISIT OUR NEW WEBSITE



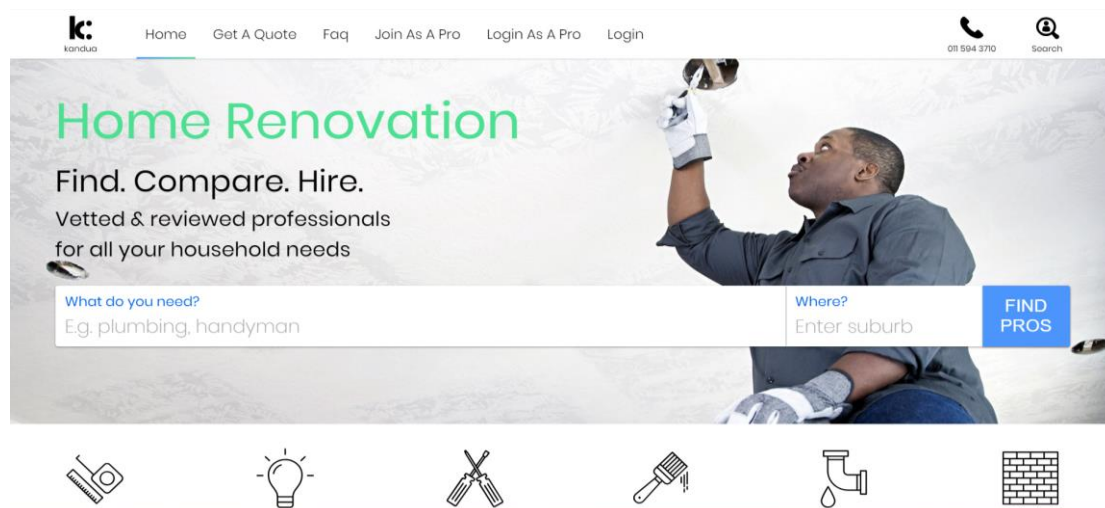
We are excited to announce the launch of our website. The site is updated regularly and contains information about:

- SME investments;
- Development Programmes;
- Impact metrics (including jobs supported, jobs created, growth in turnover, growth in profit);
- Our SME Database; and
- The funding application process.

We are happy to note that our website has already become a valuable point of information for our stakeholders, funders and SMEs.

NEW INVESTMENT

KANDUA



In the quarter under review the Investment Committee approved the deployment of capital to Kandua. A majority black owned technology business, Kandua developed an online platform that links up property service providers like builders, plumbers, tilers, and electricians with property owners.

The business was built on a shared vision to help highly skilled artisans professionalise their businesses and market their trades to property owners seeking construction and maintenance services. The technology has offered the property service providers the opportunity to access new markets, prove good workmanship and showcase referrals on their online profiles. The platform also enables service providers to provide customers with automated quoting, invoicing and online payment processing. This has taken the marketing and administration burden away from service providers and allows them to focus on the technical aspects of their work.

The platform has earned Kandua the recognition of various media outlets and won them various accolades in the tech innovation space. This includes being crowned SA's top start-up at the Seedstars World Competition (a global seed-stage start-up competition for emerging markets and fast-growing start-ups) in 2016, for offering a creative solution to the unemployment problem in South Africa.

Recognising the high growth potential of this business, the ASISA ESD Investment Committee approved funding which is expected to help the company with nationwide expansion.

[Find out more](#)

IN THE SPOTLIGHT

IYEZA HEALTH



Iyeza Health celebrated a major milestone on 28 February 2019, when the Western Cape Minister of Health, Professor Nomafrench Mbombo, cut the ribbon in a symbolic gesture that signified the official opening of their first pharmacy in Khayelitsha.

With the help of a convertible loan from the ASISA ESD initiative in December 2018, Iyeza Health was able to acquire delivery vehicles, bicycles and other items required for the growth of the business. Iyeza Health was also provided with some working capital in February 2019 for their “I-Health” pharmacy.

Iyeza Health evolved from “Iyeza Express” – a bicycle courier business founded in 2013 by Sizwe Nzima. He used to collect medication from the clinic for his grandmother in Khayelitsha and while suffering the frustration of endless clinic queues came to realise that there was a need for a delivery service in his community.

Together with Siraaj Adams, a former Metropolitan Health manager with a wealth of pharmaceutical experience, they have since grown the business into a growing pharmaceutical logistics company. Iyeza Health has delivered over 500 000 parcels since August 2018 and currently employs 16 people, many of them local Khayelitsha residents.

[Find out more](#)

SUPPLIER DEVELOPMENT PROGRAMME

INDEPENDENT FINANCIAL ADVISER (IFA) PROGRAMME



The ASISA Independent Financial Adviser (IFA) Programme was initiated in March 2016 as a collaboration between ASISA, Prudential, Coronation, Investec and Allan Gray. The programme aims to fast track meaningful transformation in the savings and investment industry by growing black-owned IFA practices and developing skills. This is achieved through two distinct streams: the ASISA ESD IFA Practice Management Programme, which enhances the strategic and business capacity of select IFAs in growing their practices, as well as the ASISA Academy IFA Internship Programme for high potential black graduates that offers work-readiness training and internship placements within established IFA practices.

- **IFA Practice Management Programme**

During February, a cohort of 30 IFAs completed the last of six training modules that constituted the 2018/2019 Practice Management stream. The final module culminated in a closing event, hosted in Cape Town, where the 2018/2019 cohort had the opportunity to network and interact with the programme sponsors.

Since inception, this initiative has succeeded in equipping 87 IFAs with practical practice management toolkits, skills and knowledge to build the industry distribution capability. As a result of the knowledge and experience gained in the programme, participant IFA's cumulatively reported a total of 62 jobs created within their practices.

The results achieved by this initiative thus far demonstrate that there exists great potential to generate transformational impact through industry collaborations, as exemplified by ASISA, Coronation, Investec, Prudential and Allan Gray in this regard. Having recently welcomed a new select cohort of IFA's in March 2019, we look forward to more reports of business and industry growth, as well as job creation, stemming from the IFA Practice Management Programme.

We have delivered similar financial intermediary development programmes in partnership with Liberty, Metropolitan, Momentum, Sanlam and the Insurance Sector Education and Training Authority (INSETA).

- **IFA Internship Programme**

The ASISA Academy's fourth IFA Internship Programme kicked off in February with 35 interns completing a two week work readiness course before joining their host practices in Cape Town, Johannesburg, Durban, East London and Port Elizabeth where they will be initiated into a career in financial planning over the next 12 months.

At the same time the 2018 IFA interns completed their 12-month internships and the majority received employment offers from their host practices. Including the 2019 IFA interns, 109 black graduates have benefitted from the IFA internship programme since 2016. Of particular interest is the fact that around 60% of the IFA interns are females.

While there are a number of factors contributing to the success of the IFA Internship Programme, two significant factors are the solid launch pad provided for interns in the two-week work readiness training and the mentoring support offered throughout the programme by the ASISA Academy.

LET'S ENGAGE

We are excited about continuing and strengthening our relationship with you, our valued stakeholder. If you have any questions about this report or if you would like to discuss new opportunities, please feel free to contact us on:

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THANK YOU!

