



*Industrial Development Corporation*

***Your partner in development finance***

# Corporate ***Profile***

*The primary driving force of commercially sustainable  
industrial development and innovation in  
South Africa and the rest of Africa.*

## **About us**

Since 1940, the Industrial Development Corporation (IDC), South Africa's largest development finance institution, has helped to build the industrial capacity that fuels the country's economic growth by funding viable businesses. South Africa's prosperity is inextricably linked to the economic development of the rest of Africa, which offers enormous market potential and as yet untapped resources. As the government's key partner in revitalising the economy, the IDC focuses on priority economic sectors that offer the greatest potential to unlock job opportunities.

## **Our vision**

To be the primary driving force of commercially sustainable industrial development and innovation to the benefit of South Africa and the rest of the African continent.

## **Our mission**

The Industrial Development Corporation is a national development institution whose primary objectives are to contribute to the generation of balanced, sustainable economic growth in Africa and to the economic empowerment of the South African population, thereby promoting the economic prosperity of all citizens. The IDC achieves this by promoting entrepreneurship through the building of competitive industries and enterprises based on sound business principles.

## **What we do**

Through partnership, the IDC provides funding in support of industrial capacity development.

## **We do this by:**

- Proactively identifying and funding high-impact projects
- Leading the creation of viable new industries
- Using our diverse industry expertise to drive growth in priority sectors
- Taking up higher-risk funding in early-stage and high-impact projects

## **The primary outcome of the IDC's activities:**

- To facilitate the creation of sustainable direct and indirect jobs

## **Additional outcomes include:**

- Regional equity
- Expansionary BEE
- Grow the SME sector with linkages to priority sectors
- Grow sectoral diversity and increase localisation
- Environmentally sustainable growth

## **Additional services**

IDC's business support programme offers non-financial support to entrepreneurs. The support is available during pre and post approval stages, including assistance to distressed clients.

## **What we offer you:**

**The IDC offers funding across its mandated sectors under the following Strategic Business Units (SBU):**

**Basic Metals and Mining SBU** offers finance for mining-related enterprises. This ranges from emerging mining houses to jewellery manufacturing, with a focus on operations that have a significant developmental component.

**Automotive, Transport and Equipment SBU** provides industry and project development support to ferrous and non-ferrous metal-based manufacturing businesses. Sub-sectors supported by the unit include fabricated metal, capital and transport equipment; automotive assembly, including medium and heavy commercial vehicles, buses and taxis, and components; advanced manufacturing; and renewable and energy-saving industry components.

**Machinery, Equipment and Electronics SBU** focuses on supporting industrial activities in the manufacturing of machinery and capital equipment, combined with innovations in electronics and robotics. The SBU aims to leverage the strength of pre-existing investments and relationships while allowing for alignment to the future of Machinery and Equipment for the 4IR industry.

**Chemicals, Medical and Industrial Mineral Products SBU** supports entrepreneurship, promotes industrial development and strategic partnerships by building competitive industries and enterprises in South Africa and the rest of Africa.

**Textiles and Wood Products SBU** supports a variety of enterprises across the industry, ranging from the production of natural or synthetic fabrics, to creating home décor, from leather goods to clothing manufacturing. The unit's more specific focus is on synthetic fibre production, spinning yarn, knitting, and weaving fabrics, dyeing, printing, and finishing fabrics, non-woven textiles, home textiles, clothing manufacturing, footwear, leather tanning and leather products.

**Agro-processing and Agriculture SBU** invests in the development of projects and businesses that either create new or expand local manufacturing capacity – which often results in the creation of new jobs as well as replacing imports, facilitating increased exports, and enhancing competitiveness. This is done by, amongst other things, reducing production costs by introducing new technologies, increasing efficiencies, and promoting a value chain approach.

**Energy SBU's** role amongst others is to facilitate South Africa's energy transition and ensuring sustainable energy security in South Africa and the rest of the continent. South Africa's energy sector is currently undergoing several impactful transformations, moving from traditional fossil fuel power sources to lower carbon environmentally sustainable technologies and business models such as Renewable Energy (e.g. Solar PV, Wind, Biomass and Hydropower), Energy Storage Technologies, Green Hydrogen, Distributed Generation, Mini and Micro Grids, Energy Efficiency and Management among others.

**Infrastructure SBU** enables infrastructure enterprises to pursue growth opportunities in water and sanitation, telecommunications, logistics, and transport. The unit offers funding instruments that include debt, equity, and guarantees tailored to clients' businesses and project-specific needs. The structuring thereof and the funding terms are dependent on the business plans.

**Tourism and Services SBU** invests in the accommodation sub-sector, particularly driving investment into the underserved areas. It further supports niche tourism categories such as adventure and business tourism.

**Media and Audio Visual SBU** supports the production of local feature films, television shows, and documentaries. The unit further supports the development of digital cinemas in townships and rural areas that for long have lacked such facilities.

**Rest of Africa** is responsible for business development activities such as marketing IDC products, identifying suitable financing and investment opportunities throughout the rest of the African continent, and managing relationships with clients and stakeholders on the continent. The IDC brings a wealth of experience both locally and across borders to industrial transformation in Africa, supporting sustainable development on the continent.

# What funding products do we have available?

The IDC funds start-up and existing businesses with a minimum funding requirement of R1 million and a maximum of R1 billion.

## *Funding can be structured utilising a wide array of instruments including:*

- Debt/equity
- Quasi-equity
- Guarantees
- Trade finance
- Bridging finance
- Venture capital

## *The funding will be structured in the most appropriate manner to meet the business needs, and structuring options include:*

- Funding term: short-, medium- and long-term loans are available
- Payment holidays: this can be negotiated where applicable, allowing for periods where no payments need to be made on either capital or interest

## *In addition, several special schemes are available including:*

- The Gro-e-Scheme that funds businesses with a high job creation potential at an interest rate of prime less 3%
- The UIF Fund that funds businesses with a high job creation potential at a fixed interest rate of 6%
- Transformation and Entrepreneurial Development (TES) that aims to assist entrepreneurs from marginalised groups to access the formal economy; Distressed Funding schemes that aim to save jobs by assisting companies across various sectors that have been affected by adverse conditions such as the recent economic downturn, the strong SA currency and natural disasters (e.g. floods, drought and fire)
- Sector-specific schemes (horticulture, forestry, clothing and textiles, hospitals)

## *Minimum requirements*

- Security, the form and nature of which will relate to your specific circumstances
- Compliance with international environmental standards
- Shareholders/owners are expected to make some financial contribution:
  - The contribution of historically disadvantaged people under special circumstances may be lowered, in which case the IDC will be prepared to extend finance in excess of the owner's contribution
- The project/business must exhibit economic merit in terms of profitability and sustainability
- The IDC does not refinance fixed assets, since our aim is to expand the industrial base

# Contact us

The Industrial Development Corporation has offices in all nine provinces of South Africa. For more information, please contact: **Call Centre:** 086 069 3888 | **E-mail:** callcentre@idc.co.za | www.idc.co.za

## **Free State - Bloemfontein:**

No. 10 Barnes street, 2<sup>nd</sup> floor, Arboretum, Bloemfontein  
Private Bag X 11, Suite 25, Brandhof, 9324  
**Tel:** 051 411 1450 | **Fax:** 051 447 4895  
**Mmeme Mhlalo (RM)**  
**Kedibone Moeketsi (S) Cell no:** 0737235312 |  
**email:** kedibonem@idc.co.za |

## **Limpopo - Polokwane:**

Ground Floor, Maneo Building, 73 Biccard Street, Polokwane  
Postnet Suite 422, Private Bag X9307, Polokwane 0699  
**Tel:** 015 299 4080/4099 | **Fax:** 015 295 4521  
**Mashweu Matsiela (RM)**  
**Virginia Mpanamana (S) Cell no:** 078 059 1655 |  
**email:** virginiampan@idc.co.za |

## **North West - Rustenburg:**

Suite 16, New Heights Office Park, 67 Brink Street, Rustenburg  
Postnet Suite 290, Private Bag X 82245, Rustenburg 0030  
**Tel:** 014 591 9660/1 | **Fax:** 014 592 4485  
**David McGluwa (RM)**  
**Nthabiseng Mosito (S) Cell no:** 082 511 2915 |  
**email:** nthabisengm@idc.co.za

## **Brits:**

Suite 108, Safari Centre, 28 Van Velden Street, Brits 0250  
**Tel:** 012 252 0008 | **Fax:** 012 252 4657  
**Sandra Bogatsu (S) Cell no:** 073 516 0291 |  
**email:** sandrab@idc.co.za |

## **Mahikeng:**

1B Mikro Plaza, cnr First Street / Bessemer Street, Industrial Sites Mafikeng  
Postnet Suite 89, Private Bag X2230, Mafikeng South, 2791  
**Tel:** 018 397 9942 | **email:** mahikeng@idc.co.za  
**Sherill Fry (S) Cell no:** 084 953 5641 | sherillf@idc.co.za

## **Northern Cape - Kimberley:**

Sanlam Business Complex, 13 Bishops Avenue, Kimberley, 8301  
PO Box 808, Kimberley, 8300  
**Tel:** 053 807 1050 | **Fax:** 053 832 7395  
**Mehmood Ahmed (RM)**  
**Maryam Suliman (S) Cell no:** 078 511 9438 |  
**email:** maryams@idc.co.za

## **Upington:**

De Drift Plaza, Block 6, Olyvenhoutsdrift Settlement, Louisvale Avenue, Upington, 8800  
**Tel:** 054 337 8600 | **Fax:** 054 334 0835  
**Vacant (RO)**  
**Jasmine Clarke (S) Cell no:** 071 155 8905 |  
**email:** jesminec@idc.co.za |

## **Western Cape - Cape Town:**

2817, 24th Floor Foreshore Place, 2 Riebeeck Street, Cape Town  
PO Box 6905, Roggebaai, 8012  
**Tel:** 021 421 4794 | **Fax:** 021 419 3570  
**Ganief Bardien (RM)**  
**Nazlie Hassen (S) Nazlie's cell no:** 060 648 2080 |  
**email:** nazlieh@idc.co.za | **Nandi's Cell no:** 073 065 0390

## **Kwa Zulu Natal**

**Durban:** Suite 2101, 21st Floor, The Embassy Building, 199 Anton Lembede Str., Durban  
PO Box 2411, Durban, 4000  
**Tel:** 031 337 4455 | **Fax:** 031 337 4790  
**Pat Moodley (RM)**  
**Desire Adams (S) - Cell no:** 083 792 3030 |  
**email:** desirea@idc.co.za

## **Eastern Cape (East) - East London:**

2nd Floor Block B, Chesswood Office Park, Winkley Str, Berea, East London  
PO Box 19048, Tecoma 5214  
**Tel:** 043 721 0733/4777 | **Fax:** 043 721 0735  
**Mandisi Rungqu**  
**Zikhona Mavata (S) Cell no:** 071 878 9067 |  
**email:** zikhonam@idc.co.za

## **Mthatha:**

Seda offices, 7 Sprigg Street, Mthatha  
**Xolelwa Sogiba (S) Cell no:** 082 503 4147 |  
**email:** xolelwas@idc.co.za |

## **Eastern Cape (West) - Port Elizabeth:**

Southern Life Gardens, Block A (Ground) 70 2nd Avenue, Newton Park, PE  
PO Box 27848, Greenacres, Port Elizabeth 6057  
**Tel:** 041 363 1640 | **fax:** 041 363 2349 |  
**Kingsley Dell-Robertson email:** kingsleyr@idc.co.za /  
**Monica Ntlabati (S) Cell no:** 082 091 0400 |  
**email:** monican@idc.co.za

## **Mpumalanga - Nelspruit:**

Maxsa Building, 15 Ferreira Street, Suite 702, 7th Floor, Mbombela  
PO Box 3740, Mbombela, 1200  
**Tel:** 013 752 7724 | **Fax:** 013 752 8139  
Paul Nyathi (RM)  
**Fikile Mkansi (S) Cell no:** 076 199 6481  
**email:** fikilem@idc.co.za

## **eMalahleni: (Witbank)**

Rm 304, Smokey Mountain Office Village, Route N4 Business Park, Ben Fleur X11, Witbank  
**Tel:** 013 658 2960 / 1 | **Fax:** 013 656 1043 |  
**Daphne Kambule (S) Cell no:** 071 355 2271 |  
**email:** daphnek@idc.co.za