

THE NEF APPLICATION FORM
R500 000 - R10 million



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Please complete this application in full with all the required information, including a comprehensive business plan proposal and the required financials as described below. Where the information requested is not applicable please write "Not Applicable" or "N/A". Incomplete applications will not be accepted. All business plan proposals declined by the NEF or withdrawn by the applicant, will not be kept on our records, please do not submit master/original documents. **THIS FORM IS FREE AND NO FEES ARE PAYABLE TO THE NEF OR ANY OTHER PERSONS FOR THE COMPLETION OR ASSISTANCE WITH THIS APPLICATION FORM.** To view the electronic format please visit: www.nefcorp.co.za

APPLICANT DETAILS

Name:			Surname:																						
Identity number:	<table border="1"> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>																								
Residential address:																									
Postal address:																									
Telephone:			Cellphone:																						
Fax:			E-mail:																						
			BEE classification	A <input type="checkbox"/> C <input type="checkbox"/> I <input type="checkbox"/> W <input type="checkbox"/>																					

BUSINESS DETAILS

Name of business:			Finance required: (Rands)		
Physical address and province:			Stage of business:	Start-up/new: <input type="checkbox"/> Existing: <input type="checkbox"/> Years in existence: <input type="checkbox"/>	
Postal address:			Type of industry:		
Business tel. number:			Key contact person:		
Business fax. number:			Key contact person's number:		
Business Location:	Rural <input type="checkbox"/>	Urban <input type="checkbox"/>	Peri-Urban <input type="checkbox"/>		

SHAREHOLDERS/MEMBERS OF THE COMPANY/CC

Name	*BEE/Non-BEE	Male/Female	Contribution	Shareholding % (Pre-NEF funding)	Shareholding % (Post-NEF funding)
TOTAL					

* "Black people" are, African, Coloured and Indian natural persons who are citizens of the Republic of South Africa by birth or by descent as well as natural persons who acquired citizenship by naturalisation prior to 27 April 1994.

FOR OFFICE USE ONLY

Date of original application:	<table border="1"> <tr> <td>D</td><td>D</td><td>M</td><td>M</td><td>Y</td><td>Y</td><td>Y</td><td>Y</td> </tr> </table>	D	D	M	M	Y	Y	Y	Y	Resubmission <input type="checkbox"/>
D	D	M	M	Y	Y	Y	Y			
Reference number:										
Product type:	Entrepreneurship finance <input type="checkbox"/>	Franchise finance <input type="checkbox"/>	Acquisition finance <input type="checkbox"/>							
	Procurement finance <input type="checkbox"/>	Rural and community development <input type="checkbox"/>	Project finance <input type="checkbox"/>							
	Expansion capital <input type="checkbox"/>	Strategic project fund <input type="checkbox"/>								

The NEF will not consider applications that do not comply with all current RSA legislation pertaining to the operations of a business, including but not limited to, all tax and corporate governance laws/principles. Where appropriate the NEF may report such cases to the relevant authorities.

BEE PARTICIPATION IN:							Current	Future
Shareholding/ownership (%)								
Management (%)								
	BEE			Non-BEE				
Details	Male	Female	Total	Male	Female	Total	Grand Totals	
Senior Management								
Non-Managerial Staff								
Temporary Staff								
Grand Totals								

OPERATING ENTITY:	Company: <input type="checkbox"/>		CURRENT REGISTRATIONS
	Reg no: <input type="text"/>	(indicate by X)	
	Close Corporation: <input type="checkbox"/>	VAT	Yes <input type="checkbox"/> No <input type="checkbox"/>
	Reg no: <input type="text"/>	RSC	Yes <input type="checkbox"/> No <input type="checkbox"/>
	Other: <input type="checkbox"/>	UIF	Yes <input type="checkbox"/> No <input type="checkbox"/>
	Please elaborate: _____	PAYE	Yes <input type="checkbox"/> No <input type="checkbox"/>
	_____	INCOME TAX	Yes <input type="checkbox"/> No <input type="checkbox"/>

Purpose of Finance: (Rands):			
Asset acquisition:	<input type="checkbox"/> R <input type="text"/>	CONTACTABLE BUSINESS REFERENCES:	
Working capital:	<input type="checkbox"/> R <input type="text"/>	1. Name: _____	
Start-up: (Additional set-up costs)	<input type="checkbox"/> R <input type="text"/>	Telephone: _____	
Other (please state):	<input type="checkbox"/> <input type="text"/>	2. Name: _____	
	<input type="checkbox"/> R <input type="text"/>	Telephone: _____	
AVAILABILITY OF THE FOLLOWING: (Indicate by X)		3. Name: _____	
Accounting Officer:	Yes <input type="checkbox"/> No <input type="checkbox"/>	Telephone: _____	

DECLARATION AND CONSENT

To be signed by all applicants

INDEMNITY BY APPLICANT

I/We the applicant as detailed below declare that the information provided in this document is a true and correct reflection of the facts, and I/we consent to a background verification of such information.

I furthermore authorise KreditInform (Pty) Ltd. to conduct all background checks including but not limited to credit bureau searches, employment history, and any other relevant checks in the pre- or post-investment vetting process and where necessary to request the South African Police Services, Tertiary Education Institutions to furnish personal information regarding my criminal background, criminal history, previous convictions and / or any other relevant information such as is usually furnished by the Criminal Record Centre of the South African Police Services, and or Tertiary Education Institutions in this regard, to the above agency / the NEF's duly authorised agent.

I furthermore unconditionally indemnify the South African Police Services, The NEF, Tertiary Education Institutions and all it's members, employees as well as the Government of the Republic of South Africa against any liability which results or may result from furnishing information in this regard.

I understand that it is a condition of the South African Police Services and Tertiary Education Institutions, that -

- (a) the information is furnished solely for the purpose of my proposed application
- (b) the NEF's duly authorised agent is responsible for verifying the accuracy, in every respect, of the information furnished by the South African Police Services.

Tick applicable box

Full name	Signed at	Signature	Date	<input type="checkbox"/> BEE <input type="checkbox"/> Non-BEE
Full name	Signed at	Signature	Date	<input type="checkbox"/> BEE <input type="checkbox"/> Non-BEE
Full name	Signed at	Signature	Date	<input type="checkbox"/> BEE <input type="checkbox"/> Non-BEE
Full name	Signed at	Signature	Date	<input type="checkbox"/> BEE <input type="checkbox"/> Non-BEE

DOCUMENT AND INFORMATION CHECKLIST

Please provide us with the applicable documents as outlined below;

		Existing Business	Start-up Business
1	Application form and Business plan	•	•
2	Affidavit from members or directors that they are aware of the contents of the application form	•	
3	Three (3) year audited financials (Income Statement, Balance Sheet, Cash Flow Statement)	•	
4	Five (5) year financial projections (Income Statement, Balance Sheet and monthly Cash Flow Statement) with first year prepared on a monthly basis	•	•
5	Recent management accounts (Income Statement and Balance Sheet)	•	
6	Personal Statements of Assets and Liabilities of all the members or directors including those of spouses if person is married in Community of Property	•	•
7	Certified ID copies of all members or directors	•	•
8	Registration Documents and all the relevant legal documents relevant to the entity	•	•
9	Valid Tax Clearance Certificate	•	•
10	Purchase Orders/Supplier Contracts	•	•
11	Fica compliance - Proof of residence	•	•
12	Detailed CV of principle Applicant	•	•
13	CAPEX and Working Capital Supplier Invoices	•	•
14	Valid B-BBEE Certificate/Affidavit	•	•

NB:

- AN APPLICATION WILL BE REJECTED IF YOU DO NOT SUBMIT ALL THE DOCUMENTS AS PER THE ABOVE LIST AND GUIDELINES.
- PROVIDE ALL OTHER DOCUMENTS RELEVANT TO YOUR BUSINESS NOT LISTED ABOVE.
- OUR APPLICATION PROCESS IS APPROXIMATELY 7 WORKING DAYS FROM THE RECEIPT OF THE APPLICATION UP TO DISBURSEMENT STAGE.

BUSINESS PLAN GUIDELINES AND INFORMATION CHECKLIST

PLEASE NOTE THAT THIS SECTION ONLY PROVIDES GUIDELINES TO ASSIST YOU WITH THE COMPILATION OF THE REQUIRED INFORMATION, TOGETHER WITH THE LIST OF PRIORITISED SECTORS IN THE GOVERNMENT'S ATTEMPTS TO SUCCESSFULLY COMBAT THE SPREAD OF COVID19.

RISK AND COMMERCIAL VIABILITY ANALYSIS

- 1 **Executive Summary**
Provide a brief description of the business, the reason the funding is required, background on the promoters, and an overview of the socio-economic benefits.
 - 2 **Purpose of required funding**
Motivate why capital is required and provide details of how these funds will be applied.
 - 3 **Products and Services**
Describe the product and/or service offering by including the following:
 - Benefits to the user
 - Specifications of products/services
 - 4 **Target Market Analysis**
Provide information on customers by including the following:
 - List of existing and potential customers
 - Distribution channels
 - 5 **Supplier Analysis**
Provide information on suppliers by including the following:
 - Number of suppliers
 - Cost of imported vs local materials
 - Rand/Dollar exchange rate (where applicable)
 - 6 **Operational Analysis**
Provide information on operations by including the following:
 - Production processes
 - Equipment required
 - Plant capacity and utilisation
 - Production costs
 - Replacement requirements
 - New technology requirements
 - Quality control/reject rate
 - Raw materials required
 - 7 **Management and Human Resources**
Provide information on management and HR by including the following:
 - Management experience and qualifications
 - Number of employees
 - % BEE • Skills required
 - Training programmes
 - Staff turnover
 - 8 **Socio-Economic Benefits**
Provide information on socio-economic benefits by including the following:
 - Job creation
 - Women participation
 - 9 **Financial/Cash Flow Analysis**
See attached templates for layout of financial statements:
 - Please provide income statement, balance sheet and cash-flow statements and state assumptions used in projections
 - Financials should reflect: 3 years historic information for existing entities plus 5 year forecasts
 - Please provide the most recent management accounts if the business is already in existence
 - The first year of financial forecasts must be broken down month by month
- Please include commentary on the financials to date and the forecasts, as well as:
- Break-even analysis
 - Specify value drivers for base, best vs worse case scenario
 - Cash flow cycle, seasonal, monthly, credit days, debtors days, stock days
 - Profit margins
 - Profitability
 - Key assumptions used in compiling cash flow forecasts
 - Cost drivers (What proportion is fixed)
 - Debt structure
 - Working capital review/analysis
 - Fixed assets profile For Start-ups please attach a five-year forecast, analysis as stated above but emphasis should be on motivating why forecasts on sales are achievable and costs are reasonable.

IDENTIFIED PRIORITY SECTORS

- Medical Gloves and Accredited Masks.
- Bulk supplies of disinfectants, sanitizers (hand and industrial) and wipes.
- Nebulisers and nebulising agents.
- Ventilators and filters.
- Disposable visors, goggles, gowns and aprons.
- Packaging (bottles, caps, pumps, sachets etc).
- Drugs proven to combat the coronavirus.
- Digital Body Thermometer.
- Powered Air purifying respirator (PAPR).
- Sanitary pads, toilet and tissues paper.
- Manufacturing of hospital beds.
- Manufacturing of oxygen .
- Related chemicals

HOW TO REACH THE NATIONAL EMPOWERMENT FUND

Head Office

Gauteng Province

West Block, 187 Rivonia Road, Morningside 2057, PO Box 31, Melrose Arch, Melrose North 2076
Tel: +27 (11) 305 8000 | Fax: +27 (11) 305 8001 | Call Centre: 0861 843 633 | 0861 (THE NEF)
applications@nefcorp.co.za (Funding) | info@nefcorp.co.za (General Enquiries)

Eastern Cape Province

7b Derby Road, Berea, East London 5241
Tel: 0861 NEF ECP (0861 633 327) | easterncape@nefcorp.co.za

Free State Province

33 Kelner Street, Westdene, Bloemfontein, 9300
Tel: 0861 NEF FSP (0861 633 377) | freestate@nefcorp.co.za

KwaZulu-Natal Province

Smart X - Change Building, 5 Walnut Road, Durban, 4001
Tel: 0861 NEF KZN (0861 633 596) | kzn@nefcorp.co.za

Limpopo Province

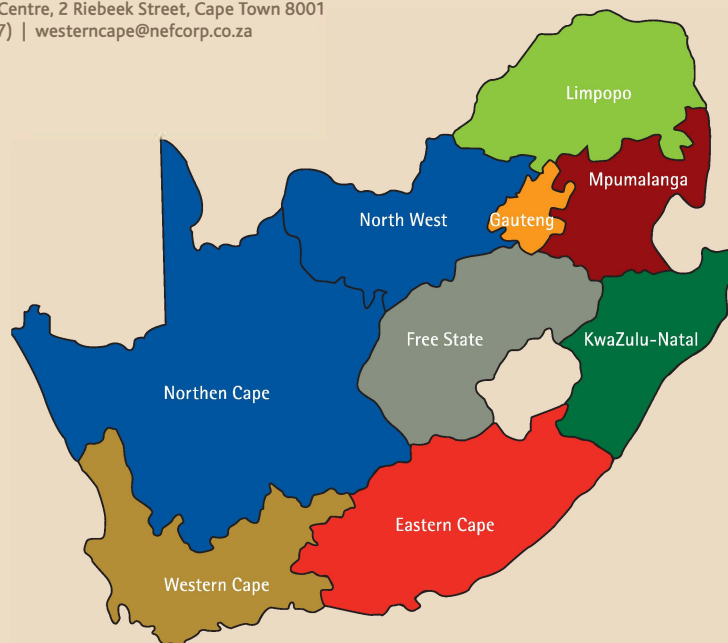
Suite 8, Biccard Park, 43 Biccard Street, Polokwane 0699
Tel: 0861 NEF LIM (0861 633 546) | limpopo@nefcorp.co.za

Mpumalanga Province

Trust Building, 16 Brander Street, Nelspruit, 1200
Tel: 0861 NEF MPU (0861 633 678) | 013 754 9860 | mpumalanga@nefcorp.co.za

Western Cape Province

Suite 2818, 28th Floor, ABSA Centre, 2 Riebeeck Street, Cape Town 8001
0861 NEF WCP (0861 633 927) | westerncape@nefcorp.co.za



■ North West and Northern Cape Provincial offices to open soon.

STOP Fraud, Corruption and Theft

Contact Tip-Offs Anonymous on 0800 212 705 or email nef@tip-offs.com

If you suspect any irregularity in the application process

