



PRESENTATION ON THE ANNUAL REPORT 2005 - 2006

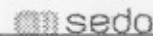
**PORTFOLIO COMMITTEE MEETING
27 OCTOBER 2006**

By : A N Damane
SEDA : Chief Executive Officer

BUILDING AN ENTERPRISING NATION



Small Enterprise Development Agency



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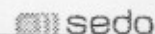
3. Our People

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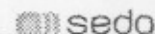
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INTRODUCTION

- **Seda** was established in December 2004 (in terms of the Revised National Small Enterprise Act, 1996 (as amended) as a merger of Ntsika, Namac and CPPP
- The goal of **seda** is to integrate and coordinate the public provision of SMME services through an extensive, national network of provincial offices, branches and Enterprise Information Centres
- The biggest challenges **seda** faced during the integration included the transformation of management and systems, and the creation of the infrastructure to create a new organisation that works together with other institutions in the provision of SMME support services

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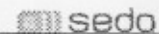


FOCUS 2: Support instruments, products & services

Seda training programmes

- Generic business skills
- Business management skills
- Export readiness programme
- Export Development and Trade Point Programme Tender Advice
- Franchise support
- Facilitation in Access to Finance
- Entrepreneurship Awareness
- Rural development: Mining and Beneficiation
- Agribusiness and Forestry

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FOCUS 3: Key partners & strategic relationships

Government

- Provincial and district governments
- SanParks
- Gauteng Department of Public Works, Roads and Transport
- Department of Minerals & Energy
- Department of Agriculture of Kwazulu Natal

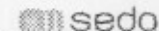
Private Sector

- JSE Alt-Ex
- CHAMSA

International

- Government of Finland
- Bilateral agreement with the Flanders governments
- SEBRAE, NSIC
- Technonet Africa

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FOCUS 4: Positioning **seda** as a credit and visible brand

Media

- 10.1 Listeners every month on 10 radio stations through Vukuzenzele Radio Series
- Bi-monthly City Press money insert

Events

- 400 Stakeholders at Annual Small Enterprise Summit – 2005
- Launch of six **seda** Provincial Offices
- **seda** presence at key exhibitions and trade faires

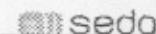
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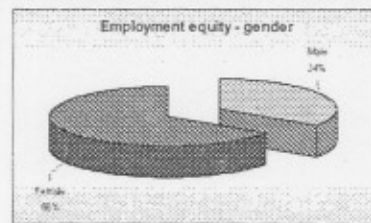
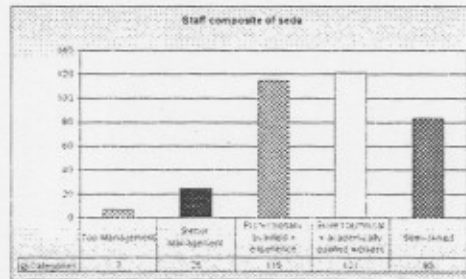
FOCUS 5: Organisational structure & HR policies

- Total of 351 employees
- 2,3 % Annual turnover rate
- Executive Management team
- Population of National Office structure

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FOCUS 5: Organisational structure & HR policies



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SUCCESS STORIES



- KC Chemicals
 - Challenge: Consistent quality
 - Solution: SABS accreditation
 - Results: Employees from 1 to 18
Premier's Entrepreneur of the year 2005

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SUCCESS STORIES



- Sharpline Signs

- Challenge: BEE compliance
- Solution: Project to assist with above
- Results: R 1.5m Loan approved
30 jobs sustained

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PERFORMANCE HIGHLIGHTS

FINANCIAL SUMMARY: 15 month period

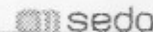
	2006 R'000
Total Revenue	200 409
Total Expenditure	171 780
Loss on sale of assets	168
Net surplus for the period	28 461

	2006 R' 000
Total Assets	94 796
Total Liabilities	52 867

- Unqualified audit Opinion
- Total expenditure as a % of revenue - 86%
- Net surplus as a % of revenue - 14%
- Total assets to total liabilities - 1,8:1
- Grant from dti as a % of revenue - 93%
- Other income - 7%

(grants from provinces, interest income and conference fees)

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CHALLENGES AND RISKS

- Inadequate resources both human and financial
- Outreach to rural areas
- Linkages with business associations
- Capacity and quality of Service providers

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WAY FORWARD

- *From* expanding the network to effective service delivery through the existing network of 40 countries + 103 Information Centres + 8 Technology Incubators
- *From* central controlled organisation to decentralized flexible and customer oriented organisation
- *From* reliance on mono funded approach to sustainable multi sourcing of funds
- Incorporation of seda Technology Programme

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