



the dti

Department:
Trade and Industry
REPUBLIC OF SOUTH AFRICA

PROGRAMME GUIDELINES

Strategic Partnership Programme (SPP)

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1. Preamble

- 1.1 The purpose of this document is to provide the policy and guidelines of the Strategic Partnership Programme (SPP) a sub-programme of Enterprise Investment Programme (EIP).
- 1.2 The guidelines set out in this document are intended to provide a framework for applicants to present their proposals to **the dti** and for **the dti** to evaluate such proposals.
- 1.3 The guidelines may be amended from time to time, as and when required. These amendments will be published on **the dti** website and will be effective immediately upon publication.
- 1.4 Where the guidelines lend themselves to varying interpretations or do not deal with a specific subject matter, the interpretation of **the dti** must be requested and such interpretation will be decisive and final.
- 1.5 Approval of applications will be subject to compliance with the programme guidelines, the relevant provision of the Public Finance Management Act (PFMA) and availability of funds.

2. Services Delivered by the dti

- 2.1 No fees or charges are levied for the processing or evaluation of any Strategic Partnership Programme (SPP) applications or claims.
- 2.2 Applicants are welcome to contact **the dti** directly or its appointed business support agencies in the provinces that can assist them with the process of application.
- 2.3 Applicants may approach **the dti** for assistance to apply for the programme. Although an applicant may make use of the services of a consultant or representative, **the dti** does not accept liability for any loss or damage incurred due to an action or omission of an applicant's consultant or representative.

3. Programme Description

- 3.1 The objective of the Strategic Partnership Programme (SPP), a sub-programme of the Enterprise Investment Programme (EIP) is to encourage large private sector enterprises in partnership with government to support, nurture and develop SMEs within the partner's supply chain or sector in order to be manufacturers of goods and suppliers of services in a sustainable manner.
- 3.1.1 The programme is intended to support Broad-Based Black Economic Empowerment (B-BBEE) policy through encouraging businesses to strengthen the element of Enterprise and Supplier Development (ESD) of the Codes of Good Practice.
- 3.2 The supported strategic-partners are expected to develop and support programmes/ interventions aimed at enhancing the manufacturing and services supply capacity of suppliers with linkages to strategic partner's supply chains, industries or sectors.
- 3.3 The programme is made available on a cost sharing basis between the government and private sector strategic-partner(s) towards manufacturing projects of SMEs.
- 3.4 The programme offers a cost-sharing grant to a maximum of R15 million towards the total qualifying costs, based on the number of suppliers to be supported (see Section 9.3)
- 3.5 The grant support is available for machinery and equipment, infrastructure, commercial vehicles and business development services necessary to grow enterprises to ensure that within a period of three (3) years¹, the SME's will have developed to be self-sustainable by providing locally manufactured products and/or services relevant to the sector.
- 3.6 The Strategic Partnership Programme is effective from October 2016 and will be administered for a period of three (3) years up 31 March 2019.

¹ This period can be shorter than three (3) years depending on the nature of the sector involved and/or strategic-partner programme.

4. Eligibility Criteria

4.1 The strategic-partner can either be:

4.1.1 A South African registered legal entity in terms of the Companies Act, 1973 (as amended) or the Companies Act, 2008 (as amended); the Close Corporations Act, 1984 (as amended) or the Co-operatives Act, 2005 (as amended);

- An entity with a minimum turnover of R100 million per annum for at least two (2) consecutive years at application stage confirmed by the latest available audited financial statements;

4.1.2 An industry association registered in terms of paragraph 4.1.1 above, representing interests of member manufacturing companies

- An association with five (5) or more registered legal entities in terms of the Companies Act, 1973 (as amended) or the Companies Act, 2008 (as amended); the Close Corporations Act, 1984 (as amended) or the Co-operatives Act, 2005 (as amended)
- An association which can organize itself for this purpose and must in this regard provide a letter(s) of commitment from manufacturer(s) that controls and/or has a direct influence in the market/manufacturing value chain to be developed.

4.2 The strategic partner must be:

- A taxpayer in good standing and must in this regard provide a valid tax clearance certificate;
- In compliance with the requirements for Broad Based Black Economic Empowerment (B-BBEE) and must in this regard provide a valid certificate of B-BBEE Compliance;
- Sixty percent (60%) of the total SME's supported by the strategic-partner programme should at least be fifty-one percent (51%) owned by Black South African citizen(s)
- Committed to the strategic partnership by having a corporate interest in supplier development and must in this regard provide a market access plan² for the SME's to be developed or off-take agreement(s).

4.3 The strategic-partner should either register a Special Purpose Corporate Vehicle (SPCV) incorporated in the Republic of South Africa or set up a separate cost centre or branch solely dedicated for the purpose of participating in this programme.

² The Market Access Plan should consist of the following: signed letters of commitment from possible buyers or activities, milestones and dates

4.4 The SME's supported by the strategic-partner must be:

- A South African registered legal entity in terms of the Companies Act, 1973 (as amended) or the Companies Act, 2008 (as amended); the Close Corporations Act, 1984 (as amended) or the Co-operatives Act, 2005 (as amended);
- Involved in manufacturing, agro-processing, mineral beneficiation and manufacturing related services³ sectors of the economy,
- At least fifty-one percent (51%) owned by Black South African citizen(s), with Black owners exercising dominant ownership and management control over the business⁴.
 - Dominant Black ownership with extensive⁵ Black management control may be considered for enterprises that are deemed strategic by **the dti**.

4.5 The programme is available to strategic-partners that want to strengthen and develop suppliers with linkages to their supply chains, industries or sectors.

5. Qualifying Costs

5.1 The following costs are eligible for support:

- Machinery, equipment and tools
- Infrastructure linked to the strategic partner's supplier development initiative (owned/ leased buildings, leasehold improvements)
- Product or service development
- Information and Communication Technology (ICT)
- Operational costs
- Business development services limited to the following costs:

³ These are projects that falls outside Standard Industrial Classification 3 (SIC3) such as logistics, distribution, but not limited to these within the supply chain

⁴ Enterprise with dominant Black ownership and extensive Black management control must demonstrate through a plan how the fifty-one percent (51%) black ownership will be achieved within a period of twenty-four (24) months. Such enterprises may not be more than a third of SME's participating in the programme.

⁵ At least seventy percent (70%) Black management control

Focus area	Category	Consulting fees and expenses
Product development	Product design improvement	Pattern-making, prototyping, grading, sizing and counter-sampling
	Product development improvements	Introducing product ranges and product adaptations for new markets
	Conformity assessments of products e.g. testing, inspection, certification	Costs for conformity assessment of products
Process improvement/ optimisation	Process improvement	Introducing new improved processes
Conformity Assessment	Quality Management Improvements	Installing or improving quality management systems
	Accreditation	Costs of preparations for accreditation and pre-/initial assessment

- 5.2 Investment project preparation costs (feasibility studies) will be limited to a maximum of two percent (2%) of the total approved grant amount capped to a maximum cost sharing grant of four hundred and fifty thousand rand (R450 000).
- 5.3 Management fees including travel and accommodation expenses for the strategic partner are limited to three-percent (3%) per annum of the total approved annual grant amount.
- 5.4 The SPP Adjudication Committee may consider for support, any other costs related to the activities that support the strategic partnership.

6. General Conditions

- 6.1 Applicants that are receiving grant funding from other government departments or agencies will not qualify for the similar expenditure or activities under this programme and such costs will be excluded when determining the cost-sharing contributions.
- 6.2 The following costs are excluded:
- Basic and applied research⁶

⁶ *Applied research* is research that is undertaken to answer a specific question and has direct applications to the world;

- Costs incurred or assets acquired prior to approval of complete proposal submitted to **the dti**.
- Bonus payments
- Any cost, which the Adjudication Committee in its sole discretion deems as non-qualifying.

6.3 The strategic-partner must provide a written confirmation of a contribution to the financial requirements of the partnership in line with its business plan.

6.4 The strategic-partners should engage **the dti** before submitting applications.

6.5 The strategic-partners should submit a completed application form for partnership and the actual project should commence no later than six (6) months after the receiving project approval from **the dti**.

6.6 The approved strategic partner should enter into a legal agreement with **the dti** by the signing of the Memorandum of Agreement (MoA) agreeing to the terms and conditions for approval. The MoA should be signed no later than sixty (60) calendar days by all parties upon the receipt of an approval letter.

6.7 Failure to conclude the legal agreement within sixty (60) calendar days of receiving an approval letter will lead to the termination or cancellation of the application.

7. Framework for the proposal

7.1 The proposal should be submitted in the form of an application form obtainable from **the dti** website and will cover the following key aspects:

- Executive summary outlining the objectives of the project
- A supplier development strategy and unique aspects.
- The business model detailing the target market and services.
- Marketing plan outlining how the target market will be defined and reached.
- Include intake and sustainability or exit strategies of suppliers from the programme.
- Details of resources required to deliver on the services and control systems in place

Basic research is a type of research driven by a desire to expand knowledge and tends not to be directly applicable to the real world in a direct way even though it enhances our understanding of the world around us.

- Financial information outlining the funding structure, sources of funding and financial forecasts for the project including three (3) years income statement, balance sheet and asset register projections.
- Processes for monitoring and evaluating performance of the suppliers.

7.2 The proposal must indicate a developmental plan including activities and timeframes towards sustainability of SME's over time.

7.3 The proposal must demonstrate technical skills and experience of human resources from the strategic-partner dedicated to the partnership.

7.4 The framework for the proposal is attached as appendix A.

8. Evaluation Criteria

8.1 The applicant will also be evaluated based on the following evaluation criteria:

- Management competency with business and technical background and entrepreneurial and leadership skills;
- Track record in successfully mentoring and coaching SME's (where applicable);
- Comprehensive project proposal;
- Availability of funding and commitment from strategic-partner to fund the project (approved by Board or delegated);
- SME support and capacity to develop networks;
- Extent to which partners are committed to and have demonstrated capacity to create market access opportunities for the product and services arising out of the strategic-partnership programme;
- Realistic exit strategy and post programme support plan.
- Contract values

9. Grant Support

9.1 The grant approval will be based on projections for the first year at application stage whereas the approval for subsequent year(s) will be accepted in principle and be reviewed annually subject to actual performance in the preceding year(s) against agreed milestones.

9.2 All payments will be made directly either to the primary bank account of the strategic-partner's established SPCV or the set-up cost centre.

9.3 The grant approval is capped at a maximum of R15 million per financial year⁷ towards the total qualifying costs, based on the number qualifying suppliers to be supported as follows:

Number of Qualifying Suppliers per annum	Maximum Grant Amount
3 - 5	R 5 Million
6 - 8	R 7.5 Million
8 - 15	R 10 Million
16 - 24	R 12 Million
25 and above	R 15 Million

9.4 The programme offers a cost-sharing support of 50:50 towards manufacturing projects where **the dti** contributes 50% towards the total approved amount and the strategic partner contributes 50% towards the total approved amount.

9.4.1 For projects that are not in the manufacturing sector, but however support manufacturing supply chain related services⁸ and are deemed strategic by **the dti**, the programme offers a cost-sharing support of 70:30 where the strategic partner contributes 70% and **the dti** contributes 30% towards the total approved amount.

9.5 The strategic partner(s) contribution to the project can be in the following form:

- Cash transferred to the primary bank account of the strategic-partner's established SPCV or the set-up cost centre for the sole purpose of the strategic-partnership;
- Machinery and equipment (valued and a plan in place for the transfer or post-use of the assets by the SME's at the end of the strategic-partnership);
- Commercial vehicles (valued and a plan in place for the transfer or post-use of the commercial vehicles by the SME's at the end of the strategic-partnership)

10. Grant Disbursement

10.1 The grant will be disbursed quarterly or bi-annually based on the actual SMEs supported subject to approved disbursement schedule and actual expenditure incurred with supporting documents.

10.2 The first claim becomes due not later than six (6) months after the date of receiving an approval letter from **the dti**, and will be reimbursed based on actual expenditure incurred.

⁷ Refers to government financial year which runs from the 1st April each year to 31st March of the following year

⁸ These are projects that falls outside Standard Industrial Classification 3 (SIC3) such as logistics, distribution but not limited to this

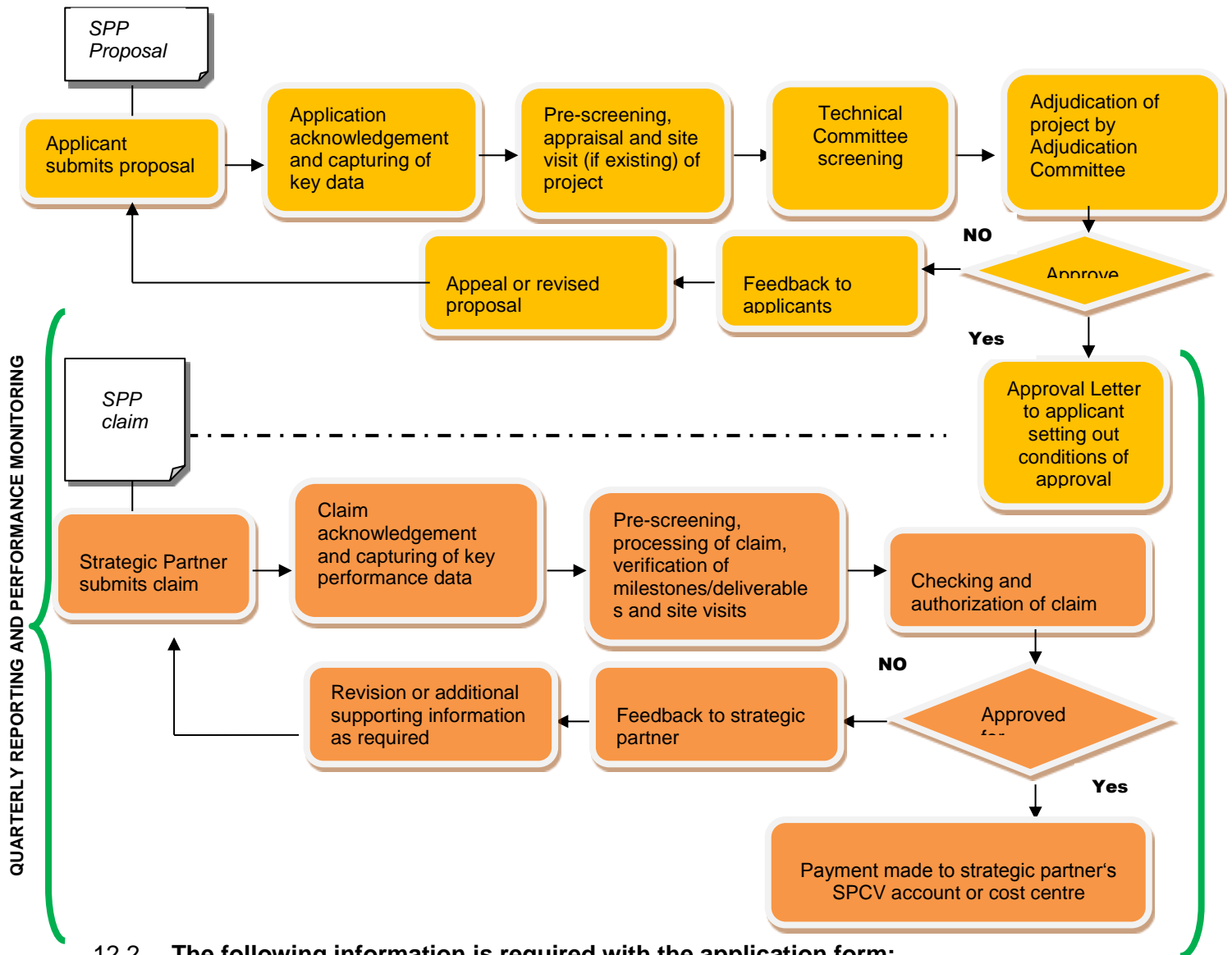
- 10.3 Successive claims thereafter are due three (3) months (quarterly) or six (6) months (bi-annually) after the submission of last claim as approved in the disbursement schedule.
- 10.4 Failure to submit claims by the due date, the approval will be automatically terminated and no further claim/s will be processed.
- 10.5 The grant will be disbursed subject to satisfactory verification of expenditure incurred by the strategic-partner and this may include audit confirmation and a physical on-site visit by **the dti**.
- 10.6 The claim form should be accompanied by relevant documentation as required by **the dti** on the approval letter as indicated in paragraph 12.3.
- 10.7 **the dti** reserves the right to recoup any monies already disbursed either in total or in part informed by circumstances and conditions deemed necessary to cancel the project.

11. Decision Review Process

- 11.1 Any dispute relating to an application decision taken by **the dti** is limited to one decision review request per application lodged within 30 calendar days from the date of the approval/rejection letter to the Director General/Appeals Committee.
- 11.2 Only one claim decision review with material motivation will be allowed per claimant for the duration of the incentive period. In instances where the project does not meet the performance requirements and is cancelled, the written decision review request must be submitted to **the dti**, no later than 30 calendar days from the date of the cancellation letter to the Director General, or the right to a decision review will be forfeited.

12. Application and Claim Procedure

12.1 The following diagram presents the application and claims process:



12.2 The following information is required with the application form:

- Signed application form with terms and conditions
- A signed proposal/business plan in the prescribed format
- Valid B-BBEE Certificate of Compliance
- Detailed business plan
- Market Access Plan
- Off-take agreement(s)

- Letter(s) of commitment from manufacturer(s)
- Resolution of Board of Directors from the strategic-partner(s) confirming the matching grants amounts and value of contracts
- Two-year audited financial statements of the strategic-partner(s).
 - Where the strategic-partner is a new FDI in SA, one (1) year audit financials of holding company should be submitted.
- Assets and activity lists covering all required intervention as per qualifying costs
- Milestones and cash flow projections
- Three-year projected projections of activities and costing
- Curriculum Vitae of lead team members
- Lease agreements for a minimum period of three (3) years, where applicable
- Valuation certificate and agreement for the transfer of assets for the use by SME's, where applicable.

12.3 The following claim information is required on a quarterly basis:

- Signed Quarterly or Bi-annual Report
- A valid Tax Clearance Certificate
- Valid B-BBEE Certificate of Compliance
- Signed Factual Finding Report by a registered auditor or accounting professional
- Certified invoices and stamped bank statements
- Signed Oversight/Supplier Development Committee Minutes (not older than four months)
- Bank stamped Credit Order Instruction Form (not older than six months)
- Assets Register
- Proof of training provided including attendance register and certificate(s), where applicable

12.4 The strategic-partner is required to submit the following information annually:

- Signed Annual Progress Report
- Audited financial statements/ management accounts of the strategic partner
- SME's Incorporation and Valid B-BBEE Compliance Certificates, or for SME's with turnover below R10million, confirmation of turnover verified by an independent external auditor or accredited person
- Proof of certificates, where applicable
- Purchase order(s) or off-take agreement(s) or proof of goods or services supplied by SME(s)

12.5 The application and claim forms with supporting information must be submitted to the following address:

The Strategic Partnership Programme Secretariat

Postal address:

Private Bag X84

Pretoria, 0001

Physical Address:

the dti Campus, Building A

77 Meintjies Street

Sunnyside, Pretoria 002

Appendix A: Detailed Guidance for the Strategic Partner Proposal

Applicants for the SPP should ensure that their proposals cover aspects as outlined below:

1. EXECUTIVE SUMMARY

- Objectives and description of the strategic-partner's programme
- Brief history (if existing) and background to the of supplier development programme and other programmes offered
- Products and services
- Financing required

2. BUSINESS MODEL

- Services to be offered
- Who/what market or segment is the proposed programme targeted at
- What competences/experiences/technologies will be deployed
- What market trends for the sector

3. MARKETING PLAN

- How will the target market be defined and reached
- Analysis of the market and its potential (trends, competition, comparative advantages)

4. OPERATIONAL PLAN

- Procedures for reaching objectives including;
 - SME Development Process;
 - Period in the programme,
 - SME graduation/exit strategy and post programme support strategy
- Strategic partner business location (description, products, markets and economic conditions)
- Details of equipment, furniture & fixtures to be deployed for use by SME's
- Future expenditures and technology requirements to support SME's
- Development of partnerships and networks

5. ADMINISTRATION / ORGANISATIONAL PLAN

- Resources required by the strategic partner (machinery, furniture & equipment)
- Organisational structure (staff structure, roles & responsibilities, qualifications & experience) of HR to oversee partnership-programme
 - Experience in mentoring and/or offering business development support

6. FINANCIAL PLAN

- Initial investment required
- Details to financial model
- Three (3) year income statement and asset register projections where possible

7. MONITORING AND EVALUATION

- How will performance be measured and monitored

Appendix B: Glossary of terms and definitions

Applied Research	Refers to the research that is undertaken to answer a specific question and has direct applications to the world.
Basic Research	Refers to a type of research driven by a desire to expand knowledge and tends not to be directly applicable to the real world in a direct way even though it enhances our understanding of the world around us.
Independent external auditor or accredited person	Refers to Practicing Members of the Commercial and Financial Accountants of Southern Africa (CFA); Practicing Members and Associate general Accountants of the South African Institute of Chartered Accountants (SAICA), Practicing member of the South African Institute of Professional Accountants (SAIPA) and/or Associate General Accountant (AGA): Individual or enterprise/practice registered as an auditor with the Independent Regulatory Board for Auditors (IRBA).
Strategic Partner	Refers to the eligibility criteria listed in Section 4 of the guidelines, which provides for all the necessary conditions that a strategic partner applying under this programme must satisfy.
Manufacturing related services	Refers to activities that have a linkage to the manufacturing supply chain or sector and enhance the performance and competitiveness of the manufacturing sector
Product or service development	Developing and improving product or service range and product or service adaptations for new markets
Qualifying Costs	Refers to those criteria listed in Section 5 of the guidelines, referring to the strategic partner, which must all be satisfied by the strategic partner applying for finance.
Secretariat	Refers to the Directorate: Strategic Partnership Programme within IDAD. The members of the Secretariat will be the dti's employees specially tasked with the Programme management roles and responsibilities.
SME or Supplier	Refers to the eligibility criteria listed in Section 4 (Paragraph 4.4) of the guidelines, which provides for all the necessary conditions that an SME or supplier to be supported under this programme must satisfy.

Approved by
Dr. Rob Davies, MP

Date .../...../.....



Appendix C: Schedule for Incentive Programmes

1. DEFINITIONS

The definitions contained in the incentive guidelines apply. In addition:

- 1.1. **“The Beneficiary”** means the legal or natural person that was approved by **the dti** for incentives, and where the payment is ceded to a service provider, it also refers to the service provider.
- 1.2. **“Business Project”** or **“Project”** means the business operated by the Beneficiary and that was approved for the incentive.
- 1.3. **“the dti”** refers to the Department of Trade and Industry care of Incentive Development and Administration Division, Block A, 77 Meintjies Street, Sunnyside, Pretoria; Private bag X84, Pretoria, 0001.

2. NATURE OF THE INCENTIVES

- 2.1. **the dti** and the **Beneficiary** do not enter into a partnership, agency agreement, shareholding agreement or other representation because of the approval of an incentive application or a claim.
- 2.2. The **Beneficiary** has no authority to bind or attempt to bind **the dti** in any manner or to assume or to incur any obligation or responsibility, expressed or implied on behalf of or in the name of **the dti**.

3. INCENTIVE GUIDELINES AND ECONOMIC POLICIES OF the dti

The incentive guidelines and/or this schedule may be amended from time to time. Amendments to the guidelines and/or this schedule will be published on **the dti** website and will be effective immediately. **Beneficiaries**, whose applications have already been approved will only, be affected by retrospective amendments if it is not prejudicial to them or to **the dti**.

Where **the Beneficiary** is of the opinion that a word or sentence in the incentive guidelines or this schedule is vague and /or has to be interpreted, the **Beneficiary** must not make its own interpretation. **the dti** has the right in its sole discretion, to provide interpretations on the meaning and intention of such words or sentences. Such decisions are binding on all **Beneficiaries**.

The **Beneficiary** is required to familiarise itself with the economic policies of **the dti**. Any failure to conduct its business in line with such policies may result in the **Beneficiary** being regarded as having contravened the terms of this schedule. Specifically the **Beneficiary** is reminded of **the dti**'s Competition and Consumer Laws, BEE policy, as well as **the dti**'s efforts to phase out import parity pricing in favour of non-discriminatory pricing and the efforts to promote downstream beneficiation. Should the **Beneficiary** not be in compliance with these policies, it shall be expected of the **Beneficiary** to submit with its claims an adopted business plan indicating how it is striving to become compliant.

4. APPROVAL OF THE INCENTIVE APPLICATION AND SUBMISSION OF CLAIMS

- 4.1. The approval set out in the letter of approval is only relevant to the specific business project that applied. A business project, activity or expenditure can only qualify once for an incentive (unless the incentive guidelines states different). A Business Project will be disqualified if it contravenes this clause.
- 4.2. No representation, communication (including official **dti** letters), or offer made prior to the approval of the application/claim shall be valid in so far as it does not agree with the letter of approval, or the requirements of the claim.
- 4.3. No information may be submitted with the claim on any, or part of any, project other than the business project that has been approved.
- 4.4. The calculation method of the maximum incentive approved, replaces any calculation method explained in the incentive guidelines and shall be final. The approved maximum amount is fixed and shall not be adjusted due to changes in macroeconomic variables like inflation -; exchange -; or interest rate etc.
- 4.5. The **Beneficiary** is not automatically entitled to the full amount of the maximum incentive offered. **the dti** further reserves the right to correct any calculation error at any stage before or after approval / payment. A further calculation will be made based on the figures set out in the claim form. This calculation may result in an amount that is less than the maximum amount, but can never be more than the offered maximum amount.

5. AMENDMENTS TO THE INFORMATION SUBMITTED BY THE BUSINESS PROJECT

Any change (including amendment, addition or variation) in the information set out in the application which is relevant to the approved incentives, must immediately be communicated to **the dti** in writing. This includes, but is not limited to, changing an approved Network Facilitator or Service Provider, and changes to time frames.

The **Beneficiary** must request written approval from **the dti** that the planned changes do not affect the incentive in a manner that is unacceptable to **the dti**, before the planned changes take place. The decision to amend the information submitted for the incentive shall be solely in the discretion of **the dti** and is final.

the dti may accept the change; or may refuse to make the change applicable to the approval; or may accept the change as part of the approval, but make the approval subject to (additional / other) conditions; or may reject the whole application or claim

based on the planned changes. The application or claim shall be rejected where, amongst others, the **Beneficiary** will no longer qualify for the incentive because of the planned changes.

An approval of an amendment may affect the approved incentive amount.

6. PAYMENT OF THE INCENTIVE

- 6.1. **the dti**, or its representative (including independent engineers or other experts) may visit the premises where the business project is conducted/executed/produced/recorded/edited and inspect such business project before or after it approves an application or claim. **the dti** may do this with or without prior notice.
- 6.2. Such inspection will be among other things, to verify the information submitted with the application and/or claim and to inspect the premises, financial books, technology, documents, reports and any other information that may pertain to this incentive and to any other related entity or project.
- 6.3. The **Beneficiary**, or its successor in title (including the executor / trustee of a deceased / sequestrated / liquidated estate), must keep records (electronic or paper) of all documents relevant to the incentive for five (5) years after it received the last payment. This includes a copy of its application and all its claims; Originals of documents submitted with the application and claims; Copies of reports or other information provided to **the dti** and relating to the incentive.
- 6.4. The **Beneficiary** must allow **the dti** reasonable access to the records mentioned in paragraph 6.3 above, during normal business hours and must also provide **the dti** with any information required for the inspection. Should the **Beneficiary** hinder **the dti** or its representative and/or refuse access to such records in any way so that the inspection cannot be effectively completed, **the dti** may summarily reject the application and/or claim.
- 6.5. **the dti** may verify the information contained in the application, claim and/or supporting documents by carrying out an independent investigation. To do such an investigation **the dti** may contact any person which **the dti** feels may be of assistance. If the **Beneficiary** hinders **the dti** or its representative in any way so that the investigation cannot be effectively completed, **the dti** may summarily reject the application and/or claim and recover any payments already made.
- 6.6. Should **the dti** find that a price claimed by the **Beneficiary** is not market related, **the dti** may, in its sole discretion, and despite the contents of the letter of approval, reduce the approved claim amount to reflect such market related price, or may reject the full claim.
- 6.7. **the dti** shall only evaluate claim forms that are fully and correctly completed to the satisfaction of **the dti** (including that all the supporting documents required by the incentive guidelines be attached). Approval of a claim is in **the dti's** sole discretion.
- 6.8. **the dti** shall make payment within 30 calendar days after an approval by **the dti** of the relevant claim in accordance with the requirements and conditions of the incentive scheme's guidelines (which may include a physical inspection). **the dti** may delay payment for an indefinite period, provided that it shall inform the **Beneficiary** for the reasons for such delay so as to ensure that no delay is for unjust administrative reasons.
- 6.9. Payment shall be made directly into the bank account of the **Beneficiary** only. The **Beneficiary** must notify **the dti** of the correct account details in writing when submitting its claim form.
- 6.10. No interest shall be payable by **the dti** on any amounts due and payable. Payment is subject to availability of funds as approved by National Treasury and Parliament on a yearly basis, and allocated to **the dti** in terms of the annual Division of Revenue Act.
- 6.11. Where a service provider is involved in terms of the incentive guidelines, **the dti** accepts no liability for non-performance, poor or failed execution of the activity/ies by a service provider or for damages or penalties incurred by the **Beneficiary** for using the services of a service provider.
- 6.12. It is the duty of the **Beneficiary** to inform **the dti** in writing should any of the instances below occur and **the dti** reserves its rights in the event of any of the instances occurring to reject a claim and /or refuse any further payment:
 - 6.12.1. the business project stops manufacturing/production/operations for any reason. This includes provisional/final liquidation (or sequestration of the sole proprietor/partner/firm); becoming dormant; being destroyed. It is irrelevant whether this cessation is permanent or temporary (seasonal business projects must at least be operational during the relevant seasons);
 - 6.12.2. the **Beneficiary** enters into a compromise offer or arrangement with creditors, or where the **Beneficiary** is placed under judicial management;
 - 6.12.3. and where investment is a requirement, the business project reduces the qualifying investment without replacing it again with qualifying investment;
 - 6.12.4. the business project reduces jobs and/ or reduces permanent staff or reduces permanent staff in favour of casual, contract or temporary staff;
 - 6.12.5. the business project stops complying with the incentive guidelines and/or this schedule.
- 6.13. The **Beneficiary** is required to report to **the dti** in writing within 7 (seven) days any discrepancy (insufficient / excess) on payments made and must repay to **the dti** within 7 (seven) days from such report any excess received.
- 6.14. Any erroneous payment (including those resulting from a miscalculation, mistake, or irregularity) will immediately be recoverable and may be deducted from any future payments which are, or will become, payable. **the dti** reserves the right to reverse, apportion or recall any payment or any part thereof at its sole discretion. **the dti** levies interest at the rate prescribed in terms of the Public Finance Management Act, 1999 Act No. 1 of 1999 on any outstanding amounts payable as from 30 days of date of demand.

7. MONITORING

- 7.1. The **Beneficiary** must use the incentive amounts received from **the dti** for the approved business project or activities that it described in its application form and an inspector may require evidence at any time after an amount has been received for verification of this requirement. In contravention of this rule the amount will be recover from the **beneficiary** and prescription cannot be pleaded.
- 7.2. **the dti** may ask the **Beneficiary** to complete questionnaires and submit same within the requested period or to report to **the dti** on its business project /activities, as well as on the incentive received in order for **the dti** to monitor and evaluate compliance as well as the contribution that the incentive is making or has made to the South African economy. If the **Beneficiary** does not comply with the request, **the dti** may, in addition to any other legal remedies that it may have, stop or reduce all further payments in its sole discretion and may refuse any other applications being evaluated at that stage, or that may be submitted in future, from the

Beneficiary or any of its shareholders, directors or principal officers, whether presented directly, or indirectly through another legal person for this or any other scheme.

- 7.3. **the dti** may appoint an auditor to perform an audit on the **Beneficiary** to ascertain whether the **Beneficiary** has complied with the incentive guidelines and this schedule. **the dti** will notify the **Beneficiary** in writing of the audit and the **Beneficiary** must cooperate with the auditor.

8. NON COMPLIANCE WITH THE INCENTIVE GUIDELINES OR THIS SCHEDULE

- 8.1. Should the **Beneficiary** not comply with any requirement of the incentive guidelines or this schedule **the dti** shall be entitled without prejudice of any other rights that it may have, to reject the application and/or claim; to stop all further payments and/or benefits and to reclaim any or all of the moneys already paid in its sole discretion. In addition, should the **Beneficiary** be in breach of clause 3.3. *supra* regarding economic policies and commercial statutes, **the dti** reserves the right to implement any of the conditions under clause 10 *infra*.

9. DISPUTES

- 9.1. Any dispute relating to a decision (including the rejection of an application) taken by **the dti** must be resolved by way of one internal appeal only, lodged within such time as is set out in the letter of rejection. No appeals on inspections are allowed. Should the **Beneficiary** dispute the appeal decision, it must proceed by way of review in the High Court of SA.
- 9.2. If the **Beneficiary** wishes to place new facts before **the dti** for reconsideration, the **Beneficiary** must explain in writing why these facts could not be provided at the first hearing. If this explanation is, in the sole discretion of **the dti**, unsatisfactory, it may reject the request.
- 9.3. Any other dispute or disagreement between **the dti** and the **Beneficiary** may be submitted in writing, for mediation. If the matter can still not be resolved, it may be referred in writing for arbitration. The decision of the arbitrator shall be final and binding.
- 9.4. Arbitration shall be in accordance with the rules of AFSA (Arbitration Foundation of South Africa) and the arbitration costs shall be shared equally.
- 9.5. A beneficiary has no legal right or any entitlement to any grant irrespective whether a letter of approval has been issued or not as a grant is an act of grace and should a beneficiary or its consultant wish to litigate against **the dti** the law of contract will not apply.

10. CRIMINAL, MISLEADING, DISHONEST and UNLAWFUL ACTIVITIES

- 10.1. **the dti** shall, in the case of criminal/misleading/dishonest activities/information, or activities/information that contravenes any Act of the Republic of South Africa, specifically Acts that regulates commercial activities, be entitled to exercise any rights that it may have in terms of common law or statutory law. In addition, the following paragraphs will be applicable:
- 10.2. The **Beneficiary's** application/claim is approved conditional on the correctness and completeness of information provided by the **Beneficiary** in the application/claim/addenda/supporting documents /reports. Should the information be substantially incorrect and/or incomplete, **the dti** may immediately reject the application/claim and claim back all monies already paid.
- 10.3. Where **the dti** suspects criminal/misleading/dishonest activities/information in relation to the **Beneficiary's** incentive application or claim or commercial practices of **the dti** or its consultant **the dti** may immediately suspend any payments that may be due or may become due to the **Beneficiary**
- 10.4. **the dti** may, where the final findings of a forensic investigation, or the findings of a competent authority indicates criminal/misleading/dishonest activities/information or the contravention of an Act, without prejudice to any other rights that it may have, reject an application or any pending claim and reclaim any payments already made, with *mora* interest, together with the costs of any legal or other costs, which may also include costs of forensic investigators and/or costs of an auditor.
- 10.5. **the dti** may refer financial statements or supporting documents submitted by the **Beneficiary** to SARS for comment and comparison. If SARS informs **dti** of a difference in financials, **the dti** may without prejudice to any other rights that it may have, reject any pending claim and reclaim any payments already made, with *mora* interest, and refuse any further payment to the **Beneficiary**.
- 10.6. **the dti** shall not be liable for any damages, interest or other claims that may ensue, should incentive payments be delayed, suspended or terminated for whatsoever reason. In addition, the **Beneficiary's** risk of business failure is solely for the **Beneficiary** and no delay, suspension or termination shall render **the dti** liable to the **Beneficiary or any other related party** whatsoever.
- 10.7. Where **the dti** rejected an application or claim due to misrepresentation/discrepancy/abuse/fraud/contravention of an Act by the **beneficiary** and/or the consultant, **the dti** may reject any current or future application from the **Beneficiary**, its shareholders, directors or principal officers or application from the appointed consultant whether presented directly or indirectly through another legal person. **the dti** shall have the right to immediately refuse any other applications/claims or terminate any contract(s) that are in existence between **the dti** and the **Beneficiary**, its shareholders, directors or principal officers, whether represented directly or indirectly through another legal person. If it comes to light that any **Beneficiary**, its shareholders, directors or principal officers or application from the appointed consultant whether presented directly or indirectly through another legal person were involved in any misrepresentation/discrepancy/abuse/fraud/contravention of an Act and when a payment has already been received, **the dti** reserves the right to recover the payment(s) and hold the **Beneficiary**, its shareholders, directors or principal officers or application from the appointed consultant all the parties will be held liable serially and jointly the one absolving the other.
- 10.8. **the dti** subscribes to the principles set out in the Prevention and Combating of Corrupt Activities Act, 12 of 2004 ('PRECCA'). **Beneficiaries** are requested to contact **the dti** fraud hotline on 0800 701 701 should they wish to report any suspicious activities.

NOTE: The date and time when the criminal/misleading/dishonest activities/information or contravention of an Act took place shall be irrelevant. **the dti** will only contribute to businesses that at all times and in all aspects conduct its business in a way that is exemplary and in accordance with the laws of the Republic. Failure to notify **the dti** of any record that may indicate the contrary will be seen as aggravating circumstances when **the dti** exercises its discretion in this regard.

11. CONFIDENTIALITY

- 11.1. Both **the dti** and the **Beneficiary**, its employees, members, directors, and agents shall treat all information that they gain access to as a result of communications between **the dti** and the **Beneficiary** relating to the incentive (e.g. application/claim/reports), whether on paper or electronic, and which information is not otherwise public knowledge, as confidential.

- 11.2. Confidential information may only be disclosed to any person outside the immediate working environment of **the dti** or the **Beneficiary** with the prior written permission of the other. Any information required by the public sector or its appointees in terms of the reporting duties of **the dti** may be reported by **the dti** without such consent.
- 11.3. Where either **the dti** or the **Beneficiary** receives a court order or a subpoena requiring disclosure of confidential information, it must notify the other in writing within seven (7) days. Where the court order or subpoena gives shorter notice than twenty (20) days, written notice must be given as soon as is reasonably possible. The reason for the written notification is so that **the dti** or the **Beneficiary** may seek a protective order or waive the provision of this clause in writing.
- 11.4. **the dti / Beneficiary** must take reasonable care to ensure that only the exact information required by the court order or subpoena, or as is limited by a protective/other order, is disclosed.
- 11.5. This paragraph shall apply even after the relationship between **the dti** and the **Beneficiary** has ceased.
- 11.6. This paragraph does not apply to litigation and/or arbitration proceedings between **the dti** and the **Beneficiary**.
- 12. CESSION**
- 12.1. The approval of an incentive application does not give the **Beneficiary** any right to payment. An approval merely allows the **Beneficiary** to submit a claim form in accordance with the requirements and conditions of the incentive guidelines and this schedule.
- 12.2. Cession of the right to submit a claim is not allowed. The possible right (*spes*) that the claim will be successful and that payment will accordingly follow may only be ceded with the prior written agreement of **the dti** and shall be subject to such strict conditions as **the dti** in its sole discretion will determine.
- 12.3. **the dti** may refuse cession, in its sole discretion, to certain institutions.
- 12.4. Assignment of any of the **Beneficiary's** obligations is not allowed.
- 12.5. No right that the **Beneficiary** might obtain by way of the approval of an incentive may be otherwise encumbered or subjected to any form of pledge or used as the basis for any form of security or guarantee to bind the state whatsoever.
- 12.6. **the dti** may cede or assign any of its rights or obligations in accordance with a decision from National Treasury, Parliament or Cabinet. This decision will include any decision that causes a policy shift within **the dti** so that in order to align itself with the shift in policy, **the dti** has to so cede or assign. **the dti** will take reasonable steps to ensure that the **Beneficiary** is not unreasonably prejudiced by such assignment or cession.
- 13. GENERAL**
- 13.1. No waiver, indulgence and/or relaxation of whatever nature of any of the provisions of the guidelines or this schedule by **the dti** shall be valid or enforceable against **the dti**, unless such waiver, indulgence or relaxation is in writing and is signed by **the dti**.
- 13.2. The Guidelines, the completed application form (with attachments), this schedule and the claim form(s) (with attachments) are the only documents that set out the requirements and conditions applicable to the relationship between **the dti** and the **Beneficiary** as well as the information on which the relationship is based. Amendments to the Guidelines and this schedule may be made by **the dti** in accordance with this Schedule.
- 13.3. The **Beneficiary** agrees that the Laws of South Africa, excluding the law of conflicts (which determines the legal system applicable to a dispute), shall govern the relationship between **the dti** and the **Beneficiary**.
- 13.5. The **Beneficiary, consultant and auditor** are required to sign this schedule where it appears in the application form and claim form in order to confirm that the **Beneficiary** has read the content hereof and knows that it forms part of the requirements of the incentive scheme and that the **beneficiary** are in compliance with same and that it is binding the **Beneficiary**.