



RBED Presentation

20 October 2012

Agenda

1. RBED overview

- Mandate

2. Key Activities

- Business Linkages
- Economic Development
- Platinum Province Trust

3. Way forward

- RBN Growth and Development Strategy



1. RBED Overview

Mandate and Purpose



The mandate of the RBED, as prescribed and outlined by the board of RBH is as follows:

- a) Plan and execute the development of entrepreneurs
- b) To be responsible for the coordination of all SMME related development activities of RBN entities
- c) Co-ordinate economic development activities

Key Activities



Business Linkages

- Access to market
- Access Finance
- BEE facilitation

Economic Development

- SMME database
- Business support
- Enterprise development
- Economic development

Royal Bafokeng Platinum Province BBEE Trust

- Beneficiary database
- Share offer
- Investment process
- Unlock economic benefit

Business Support

Business Linkages



RBED

Royal Bafokeng Enterprise Development

Projects and Programmes

- My future my business 2011
- Business linkages programme

Results

- Historical spent since 2009 R848m
- Mining procurement accessed R 258 million until Sept 2012
- Target R 300 million for 2012

Benefits

- Sustained jobs 551
- 70 New jobs created up to Sept. 2012
- Target 420 jobs 2012

Future Plans

- Potch Engineering Q4 2012 (15 jobs)
- Precrete Manufacturing Q4 2012 (11 jobs)

Business Linkage Results

Company	New Contract	Procurement spent (validated through spent value from mines)	Number SMME
Impala Platinum Ltd			
• Bafokeng owned	R 20 m	R 50 m	29
• Bafokeng empowered (ownership 25% -50%)		R 75 m	20
• RBH empowered (ownership 25% -50%)		R 53 m	2
Total	R 20 m	R 178 m	51
Royal Bafokeng Platinum & Styldrift			
• Bafokeng owned		R 47 m	17
• Bafokeng empowered		R 3 m	3
• RBH empowered		R 13 m	2
Total	Nil	R 63 m	22
Lonmin			
• Bafokeng owned	Nil	R 12 m	1
Lanxess Mine			
• Bafokeng owned	Nil	R 3 m	1
Frazer Alexander			
• Bafokeng owned	Nil	R 2 m	4
Xstrata	Nil	Nil	Nil
Total Spent	R 20 m	R 258 m	79

My Future My Business 2011

- To assist entrepreneurs to improve and develop their business plans i.o.t translate ideas to business implementation
- A pilot was run between July 2011 and March 2012
- Project supported by major developmental organisations (SA Institute of Entrepreneurship, Khula, IDC, SEDA, NYDA and DFIs)
- Pilot produced 20 competent SMME
 - 10 Start-ups with solid business ideas and detailed business plans
 - 10 Existing companies currently trading
- 4 of the 20 have already been identified for opportunities at Impala Platinum

Economic development



RBED

Royal Bafokeng Enterprise Development

Projects and Programmes

- SMME development
- Furniture manufacturing
- Dirang ka Natla
- Kotulo mushroom
- Aligning with Agric master plan

Results

- Implemented RBED:SMME relationship model
- Workshops presented
- 17 Direct interventions

Benefits

- Furniture Hub 10 jobs
- Dirang ka Natla 12 jobs
- Kotulo mushroom 22 jobs
- 29 SMME's market exposure
- 9 poor performing SMME's improved

Future Plans

- Small business park
- Implementation of the Economic and Growth strategies

Platinum Province Trust

- Purpose
 - To encourage the culture of investment , wealth creation and saving within RBN
- Methods
 - Bafokeng become beneficiaries of the Trust through buying shares
 - To introduce other initiatives through which the community can attain wealth creation

Platinum Province Trust



RBED
Royal Bafokeng Enterprise Development

Projects and Programmes

- Trust deed finalised
- Trustees confirmed
- Database updated
- Makgotla stakeholder relations

Results

- First draft governing rules completed
- 5 Regional Meetings with Makgotla executives
- Database potential beneficiaries 15000

Benefits

- Creating a culture of investment / saving
- Database available to invite Bafokeng

Future Plan

- Investment model 2013
- Invitations to Bafokeng
- Expand database

The way forward

- Projects at Feasibility stage
 - Bamboo Project - potential to create 200 jobs
 - RBN Engineering - potential to create 100 jobs
- RBN Growth and development Strategy



Thank you!