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NEDS (National Enterprise Development Strategy)TM

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THE PROFILE

VISION

MB2 Institute will provide world class, tailor-made solutions for business and management excellence in the South African market.

MISSION

To establish sustainable business relationships through implementation of Industry-wide Enterprise Development Funding instruments, Corporate SMME Strategies, Strategic Organisational Development and Training & Development

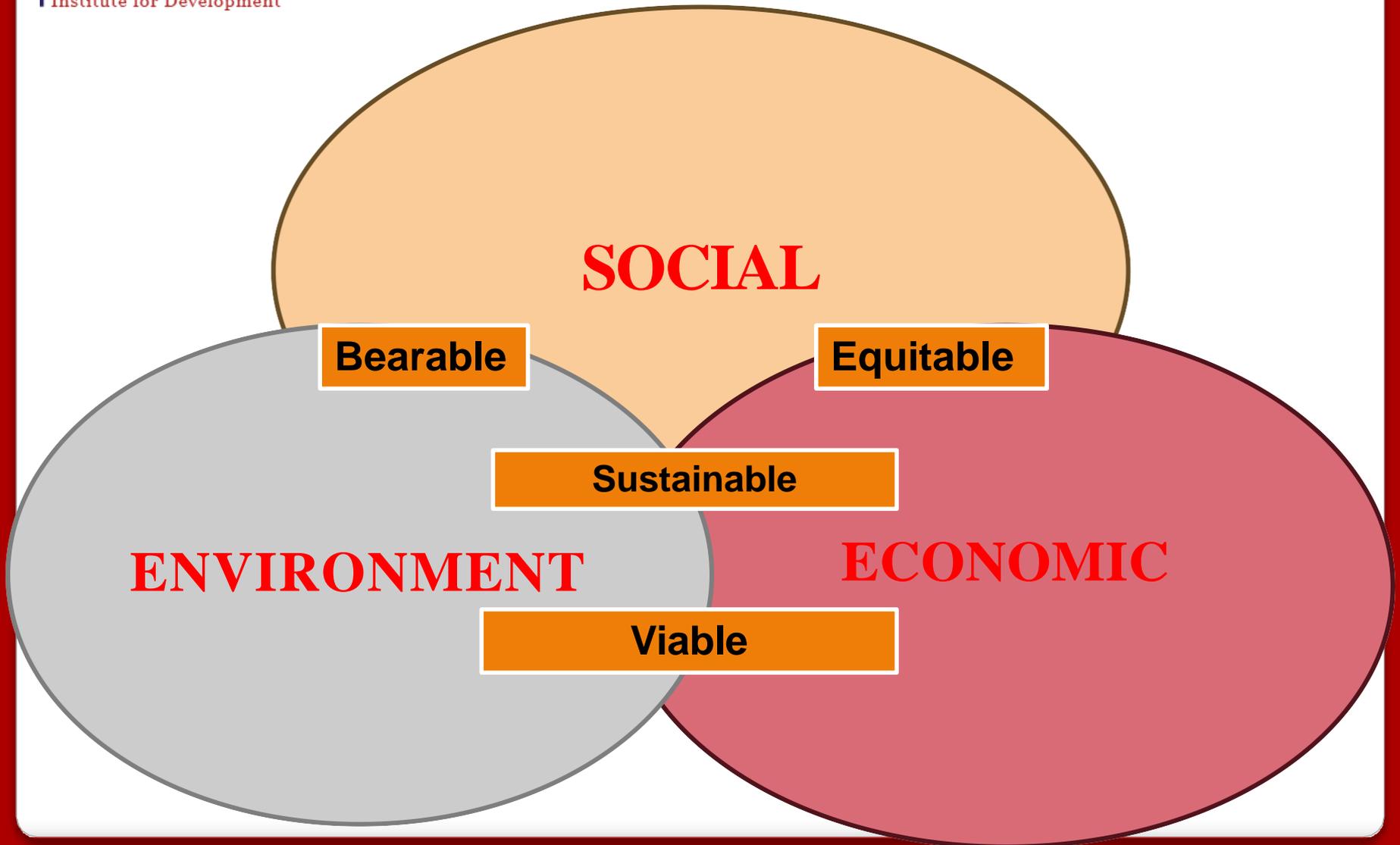
VALUES

- **Honesty in all endeavours**
- **Integrity based on sound moral principles**
- **Excellence in delivery**
- **Creating values-driven and sustainable Partnerships**

CORPORATE SOCIAL INITIATIVES

- **SA Red Cross Support**
- **UWC Alumni Association (Club 99)**
- **NPO Support**
- **SMME Mentorship**
- **SMME Business Network Support**

DISABILITY & BUSINESS TRIPLE BOTTOM LINE



Products & Services

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NEDS (National Enterprise Development Strategy)TM

**INDUSTRY-BASED
ENTERPRISE DEVELOPMENT
(ED Funding Instruments &
Corporate SMME Project
Management)**

**CORE
COMPETENCIES**

**ORGANISATIONAL
DEVELOPMENT
(Strategic Alignment &
Disability Management)**

**TRAINING
&
DEVELOPMENT
(SSETA NVC
Accredited
Courses)**



Value-Added Service Offering

Broad-Based Black Economic Empowerment Enterprise Development Fund Establishment

Value-add to the Corporate BBBEE
Scorecard As a consulting team, more
than 100 years BBBEE Experience

Employment Equity & Skills Development

More than 40 years Expertise in Employment Equity
and Skills Development

Preferential Procurement & Enterprise Development

More than 40 years Experience in
Adding Value to Enterprise Development)
Add Value to the Enterprise Development partnerships within which the increasing spend
on BBBEE Suppliers in general, and Black SMMEs (Black-owned, Women-owned and
Disability-owned) in particular.

INDUSTRY-BASED ENTERPRISE DEVELOPMENT

Enterprise Development Project Management (Corporate Strategies)

SMME Funding (International & National Agency Funding)

Black Economic Empowerment Alignment

Business Development Services

Business Diagnostic Tool (International Accreditation)

Training initiatives (NVC Accredited Courses)

MB2 AND THE NEDS TRACK-RECORD (1)

MB2: ENTERPRISE DEVELOPMENT SOLUTION

MB2 National Consulting Network



MB2 has successfully Mentored and Developed more than 200 sustainable SMMEs in less than 10 years across Financial Services, Building & Construction, Liquid Fuels, Automotive, Retail and other South African sectors.

The MB2 BBEE Experience Base

- MB2 has a National Consulting Network
- Value to the Corporate BBEE Scorecard (BBEE Level 1)
- As a consulting team, more than 100 years BBEE Experience
- More than 40 years Expertise in Employment Equity and Skills Development
- More than 40 years Experience in Adding Value to Enterprise Development
- Add Value to the Enterprise Development partnerships within which the increasing spend on BBEE Suppliers in general, and Black SMMEs (Black-owned, Black Women-owned and Black Disability-owned) in particular.

MB2 AND THE NEDS TRACK-RECORD (2)



MB2'S IMMEDIATE PAST EXPERIENCE AND TRACK-RECORD

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Institute for Development

- 1. ED Fund Establishment through JV with major Retail Bank Partnerships**
- 2. ED Fund Establishment with National and International Funder Community**
- 3. Financial Services Company (FSCo 1 EDF Programme –Total Procurement Value Projected at R25m (Western Cape & Gauteng)**
 - 70 Black SMMEs
 - 6 Month Provincial Pilot and then National rollout
 - 2019ED Support -R15m
- 4. FSCo 2 – Procurement Agreement Projected R200m (National: 2019 Calendar Year)**
- 5. FSCo 3 –Procurement Agreement Projected R35m (National: 2019 Calendar Year)**
- 6. FSCo 4 –Projected R30m (National: 2019 Calendar Year)**

TRAINING & DEVELOPMENT

**New Venture Creation: Level 2
(SETA Accredited Courses)**

Entrepreneurship Development

OHS Training

Franchise Training

Business Plan Writing

Strategy Facilitation & Implementation

Impact Assessments - Public & Private Sector

Industry Analysis

Key Performance Indicator Systems

Disability Management

Balance Scorecard Systems

ORGANISATIONAL DEVELOPMENT

New values processes

Transformation Strategies

Employment Equity as Business imperative

Training & Development

**Remuneration and Recognition
Strategies**

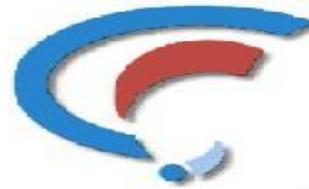
Strategic Relationships and Consultant Profiles

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NEDS (National Enterprise Development Strategy)TM

INDUSTRY ASSOCIATIONS

- DTIC (MITF)
- SAIA (MIT FORUM)
- CAPE TOWN REGIONAL CHAMBERS OF COMMERCE
- WESTERN CAPE BUSINESS OPPORTUNITIES FORUM (WECBOF)
- SAARSA
- SEDA
- SAIBL (US-AID)
- KHULA
- SWISSCONTACT
- IBASA (Level 4 Accreditation)
- PALAMA (SAMDI)
- MODERATOR & ASSESSOR ACCREDITATION



Brian Williams **Corporate Governance, Strategy &** **Enterprise Development**

A seasoned business strategist with extensive experience in Corporate Governance, Organisational Development and HR Strategies. Has served as Executive Director at a SA Top 100 Company with an International Brand and was CEO of a Technology Systems Company. He strongly believes in Results- based Leadership and Values-based Management practices.

In addition he held various Trustee positions, e.g. Board of BESTmed Medical Aid Fund and served as Chairperson of the Board's Transformation Committee. Lectured at the University of Stellenbosch Graduate School of Business (Senior Management Programme) and various Colleges of Education. Brian Co-chaired the Transformation Committee of the Cape Chambers of Commerce. He is currently a Board Member of WECBOF, a 100+ strong SMME Network.

Brian holds an MBA from the University of Stellenbosch Graduate School of Business where he was voted a top student for his MBA research work in 2002. His qualifications further include an Hons. B (Business & Administration), Business Management Diploma, M. Ed, B.Ed. and BA.

Brian is a Member of the Institute of Business Advisors, Graded at Level 4 . He is Member of Council of Regional Chambers of Commerce. He also is an Accredited Training Service Provider for New Venture Creation (L2) registered under theSSeta.



Andre' Ward(Associate) Transformation (BBBEE, EE, ED and Disability Strategist)

André is an Associate for MB2 Institute for Development. He has more than 18 years experience in Broad-Based Black Economic Empowerment, Strategy, Project Management and Consulting. He is the Director: Finance, Legal & Administration for Aranha Construcoes LDA and Arcia LDA. Two Mozambican companies doing Foreign Direct Investment and Infrastructure Development: Road Concession & Construction (incl. Local Economic & Community Development and with Disabled People), Rail & Port Concession & Construction, Liquid Petroleum Infrastructure & Mining Concession & Construction in Southern Africa.He is also the Commercial Director of the Atlantis Ports and Logistics Group (Southern Africa).

He has held several directorships and management positions with NGOs, government and the corporate sector. Furthermore he has facilitated and co-ordinated Economic Empowerment and Organisational Transformation in various capacities within government.

Irvin Peters: Financial Accountant (Associate: Finance)

Irvin worked as an Articled Clerk in the corporate sector for a leading global financial services consultancy, Price Waterhouse Coopers (previously Coopers and Leibbrandt) as well as in a subsidiary of LTD Construction Ltd as a Financial Accountant, reporting directly to the Managing and Financial Directors. He joined the Light body's retail group as the Group Financial and Cost accountant, for a decade. He was employed by a subsidiary of the Waltons Group before pursuing a career as a Business Consultant. He joined Uhuru Communications (Pty) Ltd, to assist with Business planning and the procurement of the SAA in flight magazine SAWUBONA.

He brings experience in financial analysis, forecasting, project management, business strategy and business valuations. His academic qualifications include: B Com (UNISA), SAIT Registration, Financial Management Certificate (UCT) and TESOL (Cape Town International School of English)

Additional Executive Skills & Future Direction

BBBEE & TRANSFORMATION

- Transformation (BBBEE, EE & Moderator)
- Gender & Disability Transformation
- Organisational Development & Transformation and Change Management

ESD FUND MANAGEMENT

- Current Negotiations to develop a 100% Black-Owned ESD Fund Manager
 - Negotiating Two ESD Funds (NEDS PPP Model) to the value of R500m each
 - Growing additional Three ESD Funds (NEDS PPP Model) to the value of R500m+

**Dr Leizel Bruinders (Associate)
Capacity Building, Gender specialist
and Informal Housing Projects**

She offers vast lecturing experience at Masters' level at the Nelson Mandela Metropolitan University (NMMU). She also offers vast experience in the capacity development needs of rural and urban partners having been closely involved with informal housing developments, e.g. Joe Slovo informal settlement (PE). She has delivered a number of research papers on gender issues in housing and other fields at International conferences in Glasgow and Jogjakarta Java.

Her academic qualifications include: BA, Hons BA, MA and she has completed her PhD at the NMMU.

Llewellyn Williams (Associate) Labour Relations & Local Government & Moderator

Llewellyn offers more than 25 years of Training and Development, Para-legal experience, Public Service Administration, presentations and teaching. This includes development and facilitation of various SAQA aligned management training courses and training materials. He offers experience in SAMDI training and International Labour Organisation projects. He is well-schooled in the various Employment Acts, including BCEA and LRA.

His academic qualifications include: National Higher Diploma in Law (RAU), Masters Diploma in Human Resource Management, Diploma Training and Human Resource Development, Certificate Human Resource Management (RAU) and Diploma Labour Relations.

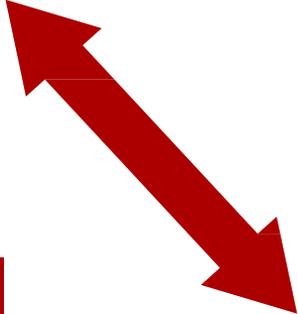
Previous Clients & Projects

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**PROJECT
INVOLVEMENT**



We have been involved in projects with:

- **Groupe Againce Fraince De Developpement (French Development Agency)**
- **South African Insurance Agency (SAIA)**
- **ABSA (ED Fund Establishment)**
- **Mutual & Federal**
- **SSETA**
- **Cape Chambers of Commerce**
- **Departments of Economic Affairs, Trade and Industry, Community Safety, Arts and Culture, Education, Social Development**
- **Cape Town Routes Unlimited (CTRU)**
- **Cape Winelands District Municipality (CWDM)**



Authorised Financial Services Provider

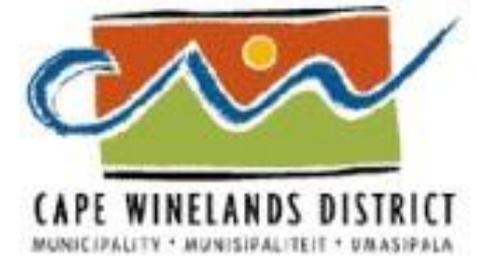
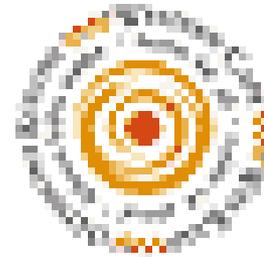
A Member of the  OLD MUTUAL Group



Cape Town Routes
Unlimited

Services Offerings to above clients

- Enterprise Development
- SMME Mentorship
- Industry Analysis
- SMME Empowerment Strategies
- Broad-Based Black Economic Empowerment
- Strategy Development & Facilitation
- Human Resource Development
- Organisational Structure Alignment
- Competency-based Performance Culture
- Employment Equity
- Policy Formulation



TOURISM BEE CHARTER
Council



Examples of South African Sectors Operated Within:



Enterprise Development Case Studies

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NEDS (National Enterprise Development Strategy)TM

SAARSA

**HOLLARD
INSURE**

=

**Success
Story**

+



26 April 2016

South African Auto Repairer and Salvage Association

23 Belgravia Road, 2nd Floor

Wembley Building

Athlone

Cape Town

7764

Dear Mr Len Smith,

RE: HOLLARD ENTERPRISE AND SUPPLIER DEVELOPMENT FUNDING

We write to you to confirm the approval of funding to the South African Auto Repairer and Salvage Association (SAARSA) for the following initiatives:

1. Funding up to R2,000,000 (two million rands), to the South African Auto Repairer and Salvage Association (SAARSA) for the acquisition or development of an IT system for SAARSA which will be sourced from PriceWaterhouse Coopers (PWC).
2. Funding up to R1,500,000 (one million five hundred thousand rands) for related set up costs for a SAARSA assessment centre located in Century City, Cape Town.

Hollard.

PWC

PRICE
WATERHOUSE
COOPERS

=

Success
Story

+



Mr Len Smith
SAARSA
21 Belgravia Road
2nd Floor Wembley Centre
Crawford
7764

18 May 2015

Our Reference: Howard Balmer
Your Reference: Len Smith

Dear Mr Smith

Insurance claims processing platform

PwC's Exordia hereby confirms our understanding of the details surrounding the project that SAARSA has embarked on relating to the redistribution of insurance claims to BEE auto repair companies.

Background

SAARSA, with the mandate from Government, has initiated a project that allows the re-distribution of insurance claims to BEE auto repair companies.



SEFA

+

**STRUCTURED
FINANCE
SOLUTION**

=

**Contractual
Stage**

R50M



***SME Development (incl. Database Development) and
Mentorship Programme of Entrepreneurs with
Disabilities***

**IP
Solutions
Group**

**NASHUA South
Africa**

=

**Success
Story**

IP SOLUTIONS-SA GROUP (PTY) LTD



DUE DILIGENCE REPORT

Prepared by



ASISA

SEFA

=

**Proposal
Stage**

+

WECBOF

**WECBOF – ASISA SEFA 10X ENTERPRISE
AND SUPPLIER DEVELOPMENT FUND**



Proposal by



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GABS

**Golden Arrow
Bus Services**

=

**Success
Story**

+



Golden Arrow Bus Services (Pty) Ltd

Employee Disability Declaration Programme

Final Management Report

Developed by



**Mutual
&
Federal**

Ashlee Panel Shop

=

**Success
Story**

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MB²
Institute for Development



US-AID

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SOUTH AFRICAN INTERNATIONAL BUSINESS LINKAGES

MB2
Institute for Development

INTEGRAL
DIAGNOSTIC
FOR SMEs
Versión 2.0



apdf Africa Project
Development
Facility

FUNDES ^{SA}
La red de soluciones empresariales

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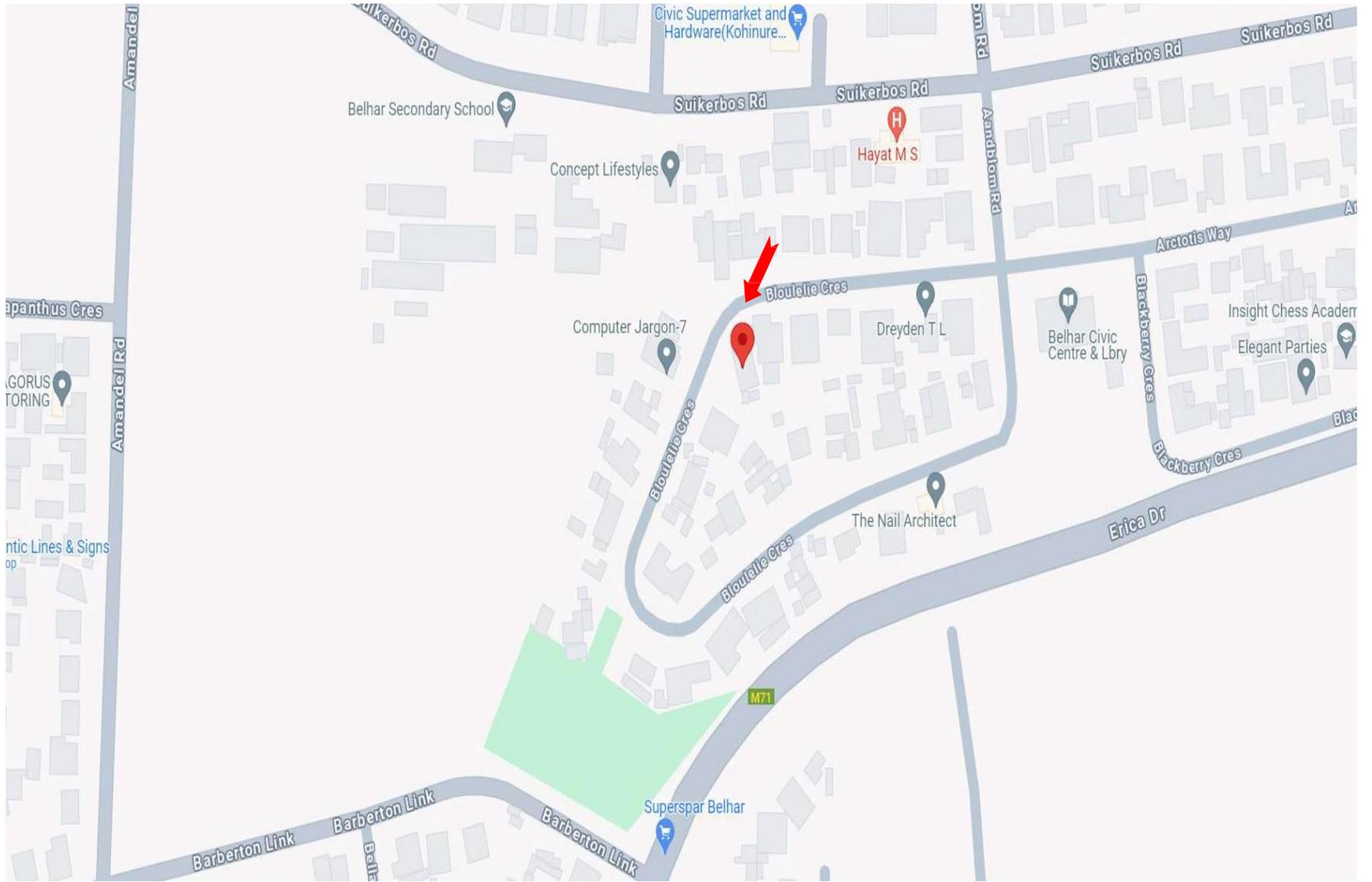
Cell: 082-565-9390

E-mail: bkn@mweb.co.za

COMPANY REG NO: 2005/114283/23

TAX NUMBER: 9785/834/14/5

VAT NUMBER: 4840226544





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