

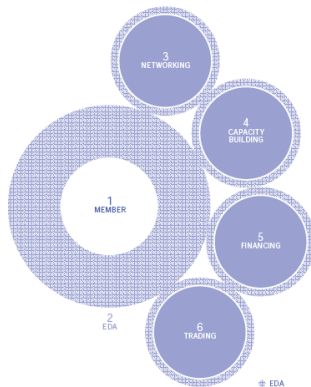
# Enablis Overview



**A Presentation at the  
Seminar on Finance and Business Development Services  
For Entrepreneurship Development**

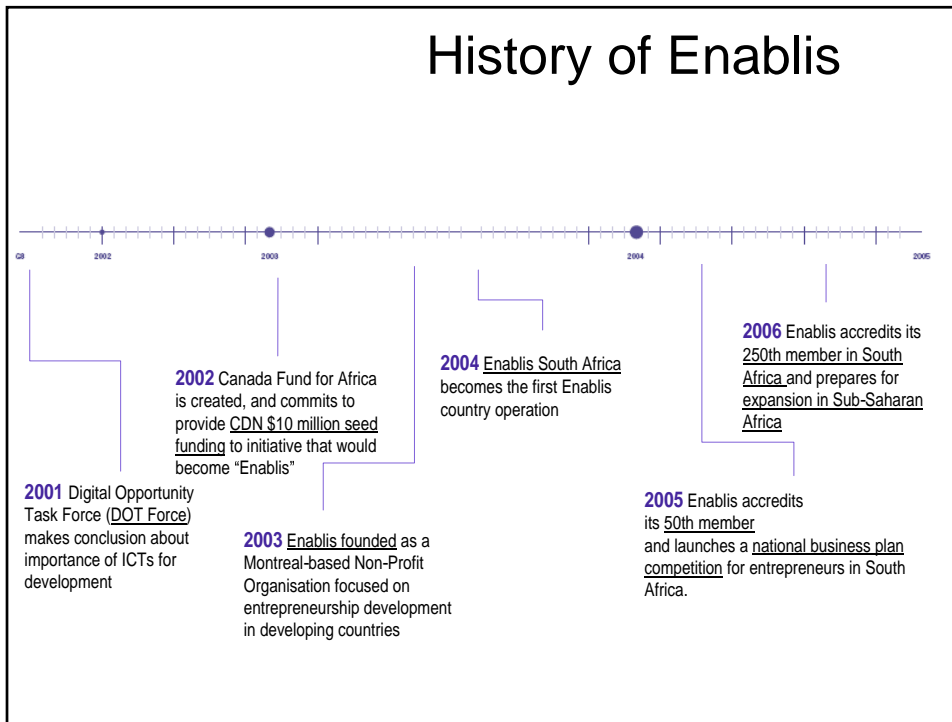
**Offered by  
Joint Africa Institute and African Development Bank  
Tunis, 11 – 14 December 2006**

## The Enablis Solution

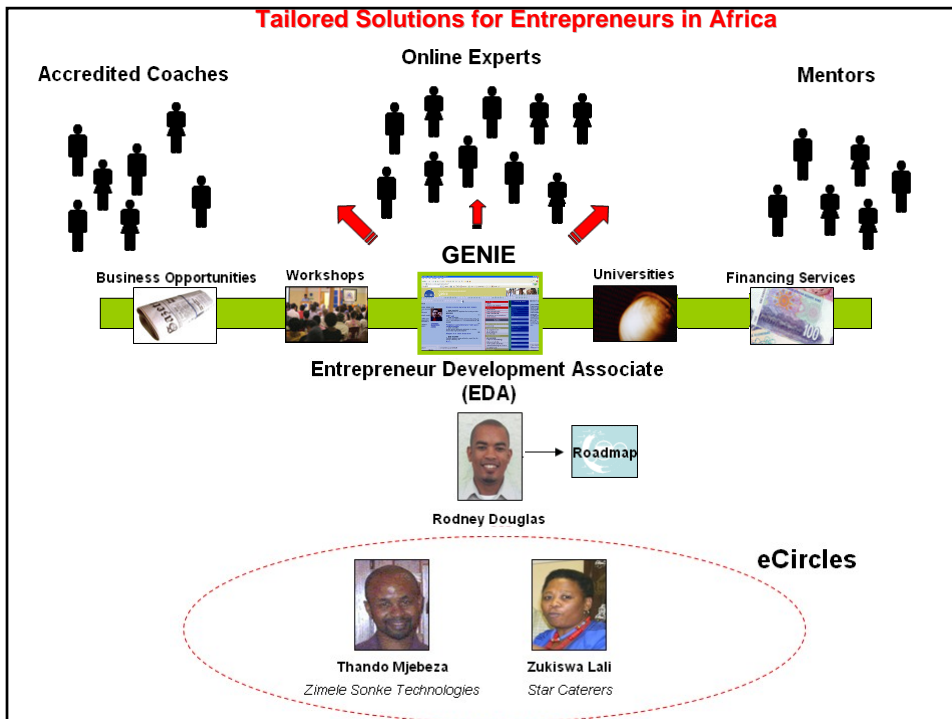


- Enablis is a private sector-led not-for-profit organization that supports entrepreneurship and SME development in developing countries. The Enablis solution starts with a focus on the entrepreneur -entrepreneurial capacity building which yields entrepreneurs who build and sustain enterprises, create jobs, reduce poverty and contribute to economic growth.
- Enablis is a one stop integrated solution provider for entrepreneurs in Africa who have existing businesses or are developing start-ups who are in need of SME risk capital.
- Enablis offers 4 interrelated services: **networking, business support, financing, and trading/BOS**

# History of Enablis



## Tailored Solutions for Entrepreneurs in Africa



## Balanced Scorecard

ITEM	March 2005	March 2006	November 2006*
Number of chapters	2	4	5
Number of members	54	151	264
% who are women*	22%	27%	30%
% who are PDI*	63%	64%	64%
Number of eCircles	6	17	22
Number of Exposé	0	5	3
Number of EDAs	3	6	10
Number of workshops	10	10	28
Number of coaches	6	31	20
Hours of coaching delivered	268	480	1156
Number of members with approved funding	2	12	16
% of loans for women	0	35%	49%
% of loans for PDI	0	94%	82%
Total value approved*	R540K	R8.3M	R9.0M
Number of public sector partners	2	3	4
Number of private sector partners	8	10	14

\*Approximation

## Enablis Successes

- Success in 2005
  - Member entrepreneurs created 151 new jobs (2 to 3 jobs each)
  - Just over 10% of members created between 6 and 20 new jobs
  - Nearly half of Enablis members saw profit increasing by up to 15%, with 25% saying their profit had increased by between 26% and 75%.
  - 20% of members increased their customer base by more than 51%.
  - 56% of members introduced new products or services
  - More than 26% of members expanded their areas of sales.
- The second annual survey in 2006 is scheduled to be completed by year-end with job creation as a key metric.

## Enablis Members



Meet Enablis SA member Cordelia Kunaka whose Johannesburg company, Whisper-it Wireless, provides pagers to restaurants and hotels. Enablis has helped her develop a comprehensive sales strategy which led to signing-up to exhibit at the industry prestigious 'Hostex' trade show. The Enablis Khula Loan Fund has provided her Company with a R 1 million loan guarantee for expansion capital.



Meet Enablis SA member Nkululeka Mvulana whose Cape Town company Wired Loop provides a method for small business to supply a means to pay for electricity and airtime. There are conspicuously few pay points for electricity and airtime in township areas so Mvulana designed his system to service and improve the lives of the previously disenfranchised. This product offers 1.5-7% margin to the retailers.



Meet Enablis SA member Dennis Brandjes whose Johannesburg Company Open Lab is the first African Operating System. It powers Namibian education which has over 500 sites on OpenLab networks and over 250 000 users. It is geared towards education over 90 educational programs are bundled. It helps to extend the life of old PCs. Dennis is involved in the Enablis mentoring programme.

## Enablis Testimonials



"In fact I am humbled to be part of a network of entrepreneurs, many of whom have already succeeded in their businesses, and only hope that I am able to reach such heights myself I think Enablis can do a great deal for me as a woman entrepreneur, on a practical business level. On the networking end, I hope that I am able to meet more women in business and especially in the ICT sector, so that I may learn from their experiences." - Rashana Kassiem



"Being part of the ICT sector in South Africa at the moment is very exciting, there are so many possibilities and innovative ideas. Durban does not have a great support base for ICTs, so working for yourself can become very isolated. With Enablis you get outside interaction and connect on the same level, which exposes you to other entrepreneurs. It's fantastic to have that camaraderie." - Rosalyn Charlton



"Enablis allows entrepreneurs to operate as a large enterprise. The marketing and one-on-one workshops are most valuable. The coaches have helped me to focus, optimize and introduce efficient marketing and sales programmes in my business. I attend as many of the workshops as possible and draw from the coaches' experience. The greatest value as an Enablis member is having access to resources that I ordinarily could not afford." - Fairoz Jaffer

# Enablis Business Plan Competition



- Scope: national, open to business ideas / existing businesses to expand;
- Sector focus: ICTs, tourism, transportation, agriculture, Services **+600 applicants**;
- 12 professionally facilitated workshops with **+1500 entrepreneurs**;
- Prizes & Funding available for winners: **R10 Million**;
- Focus on development and assisting those who do not win to progress



**Strong partnership of public and private sector sponsors**

# Enablis Partnerships

## Public Funding Partners

Canada Fund for Africa	10 million CDN
Khula Enterprise Finance	10 million ZAR
MEGA – Mpumalanga	6 million ZAR

## Private Funding Partners

HP	406 216 ZAR
Accenture	6.5 million CDN
Sanlam	in kind support
KPMG	276 407 ZAR
First National Bank	in kind support
Telesystems	1.25 million CDN
Accenture Global Foundation	150 000 USD

## Business Plan Competition

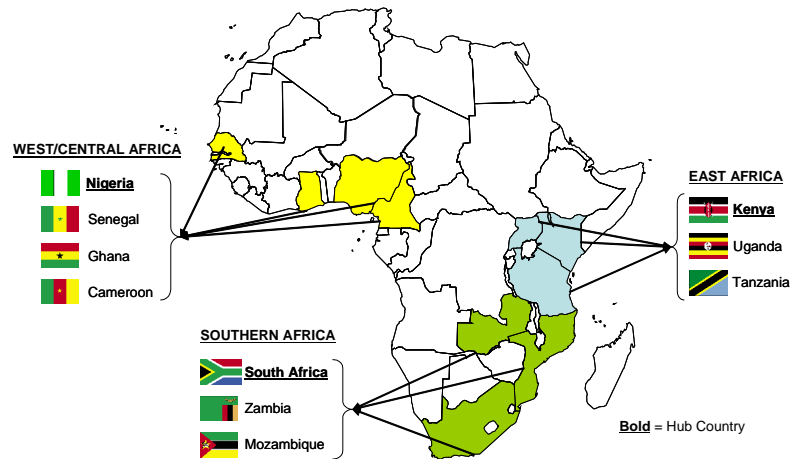
Umsobomvu	150 000 ZAR
First National Bank	400 000 ZAR
Microsoft	200 000 ZAR
Dawn Wing	in kind services
Enterprise Support	in kind services
Independent News and Media	2 655 990 ZAR

## Enablis Fund Partners

Khula Enterprise Finance	60 million ZAR
Khula Enterprise Finance	40 million ZAR
First National Bank	5 million

Total support to date 38,409,683 CDN plus uncalculated in-kind services

## Enablis Expansion Plan in Africa 2007-2011



## Enablis' Proven Approach

- Building Entrepreneur Communities in South Africa's urban, rural & virtual settings to 500 by 07 and 1000 by 09;
- Promoting learning partnerships for young entrepreneurs with University Partners such as GIBS in South Africa and Edouardo Motlane University in Mozambique;
- Creating jobs and building wealth through sustainable skills development programming;
- Pioneering the scaling of micro-credit through social investing with a target of \$100 Million in capital under management by 2010;
- Replicating our model in Africa through innovative PPP's and in-country corporate partnerships.

“Many people are entrepreneurs, but too many don't have the opportunity to find that out.”

Mohammed Yunus  
2006 Nobel Peace Prize

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