

Black Umbrellas

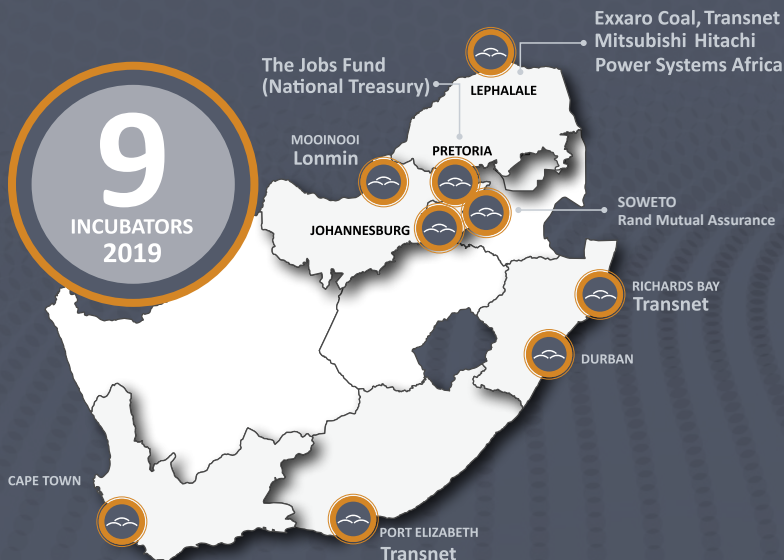
Who we are?

Black Umbrellas is an enterprise and supplier development (ESD) incubation organisation that partners with the private sector, government and civil society to address the low levels of entrepreneurship and high failure rate of 100% black owned businesses.

ESD benefits for your enterprise

ESD is an international best practice philosophy which drives economic growth through the inclusion of small and medium-sized enterprises (SMEs) in supply chains of large enterprises. ESD positively impacts the triple bottom line and fosters sustainable businesses.

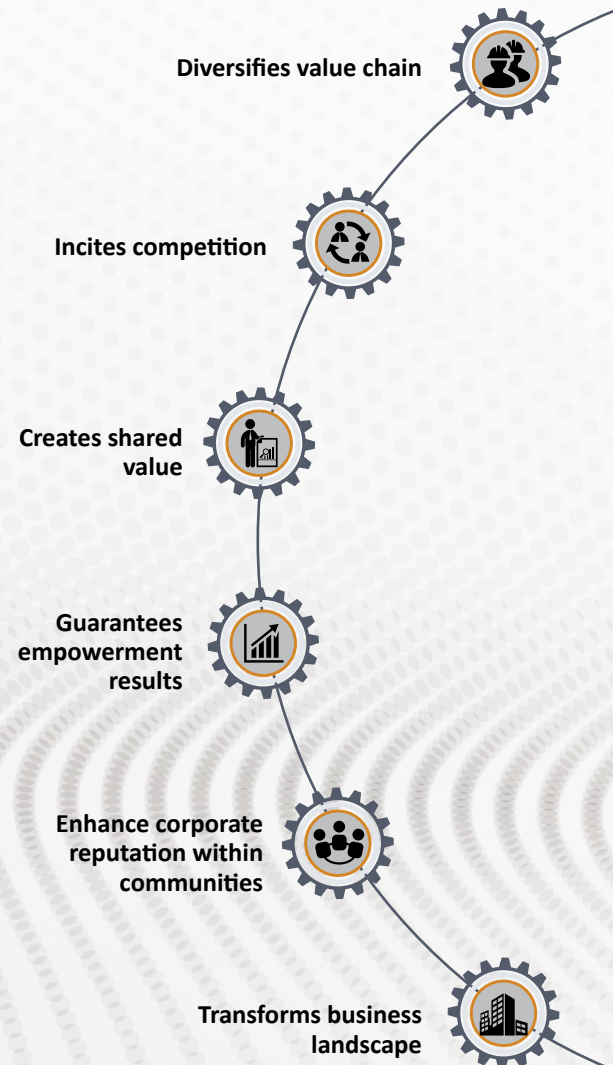
Geographic Footprint and Strategic Partners



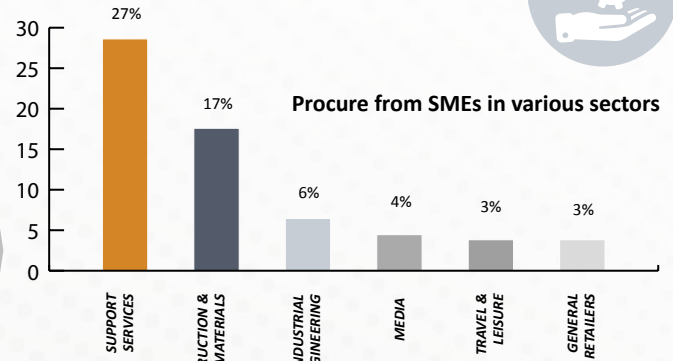
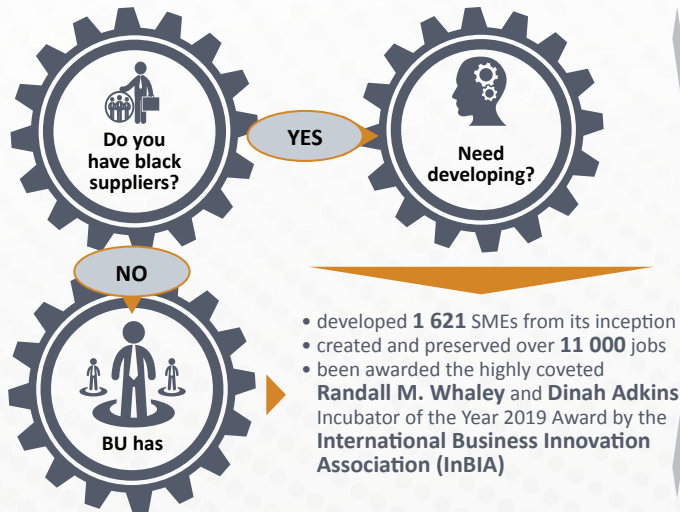
2019



BENEFITS



HOW IT WORKS



OTHER SECTORS 4%

Pharmaceuticals & Biotechnology, Industrial Metals & Mining, Oil Equipment, Services & Distribution, Chemicals, Consulting & Advisory, Electricity, Fixed Line Telecommunications, Forestry & Paper, Health Care Equipment & Services, Mining, Mobile Telecommunications, Nonlife Insurance

Enterprise and Supplier Development (15pts + 2)

By matching measured enterprises with SMEs, Black Umbrellas assists measured enterprises meet and exceed the ESD scorecard when contributing:

- 1% of NPAT for enterprise development
- 2% of NPAT for supplier development

Tax Exemption: section 18A certificate for ESD contributions

Skills Development

Through Black Umbrellas mentorship programme, professionals from measured enterprises are matched with 100% black owned empowering suppliers, recording all sessions as evidence of the 12 days required by BEE legislation when assisting EMEs and QSEs.

Preferential Procurement (25pts + 2):

By matching measured enterprises with SMEs, Black Umbrellas assists measured enterprises procure from EMEs (4pts, 15% TMPS), 51% black owned businesses (9pts, 40% TMPS), 30% black woman owned businesses (4pts, 12% TMPS) and 51% black owned designated group suppliers (2pts, 2% TMPS):

- 257 trading ready business in incubation:
 - 30 sectors and 64 sub-sectors;
 - 95% EMEs and 4% QSEs and 1% Large business;
 - R 3 million average turnover;
 - Employs 8 employees on average
- Over 11 600 business listed on Black Pages our online procurement portal

OUR PERFORMANCE MILESTONES

Year	Turnover generated	Total number of SMEs Incubated since Inception	Total Jobs created and preserved	Average Cost per Job	Salaries Paid	Tax Paid By SMEs	Net Asset Value	Clients in Incubation
2018	R2.74bn	1 384	11 762	R32 262	R665m	R193m	R1.11bn	202
2019	R3bn	1 621	11 881	R56 155	R796m	R221m	R1.24bn	176