



ENABLING THRIVING COMMUNITIES

Implementing Enterprise and Supplier Development (ESD) within the mining context can be challenging.

Many SMEs in host communities are early-stage growth phase, typically not funding ready and require more support – both financial and non-financial.

Our vast experience in the ESD industry have proven that successful initiatives have these imperatives:

- ▲ Successfully deliver on transformation objectives
- ▲ Consistently engage and empower local host communities and their SMEs
- ▲ Build future generation capability and livelihoods beyond the mine



SME growth beyond the life of mine

Mining houses require comprehensive SME growth programmes and impact funding solutions in their areas of operation, to ensure social licenses to operate.

Edge Growth is one of the only SME development specialists able to address ESD, ESG and SDG objectives in our integrated financial and non-financial support offering.

WHY MINING SMES STRUGGLE TO ACCESS FUNDING

Funding needs vary and available solutions don't cater to the biggest concerns

Oversupply of SMEs relative to demand, decreasing access to market and growth



Don't have the info and financial acumen needed to even apply

Bootstrapping causes cash flow issues impacting affordability and sustainability

Unable to get conventional bank funding - lack of security and exorbitant cost of capital





FUNDERS NEED A HIGHLY CUSTOMISED MANDATE TO ASSIST SMES

This is where Edge Growth can step in as your partner, solving these challenges together in a leveraged, engaged, and efficient way and cultivating an ecosystem of SME growth.

SMEs in local host communities need the kind of support that empowers them instead of creating dependencies on the mine.

We achieve this through

1 INVESTMENT READINESS SUPPORT:

Addressing the biggest challenge to SME growth i.e successfully accessing funding through targeted/focussed investment readiness that increases the probability of investment.

2 THE IGNITE FUND:

Creating opportunities for SMEs to access relevant funding (short, medium, and long-term) that they would be unable to access at a bank along side the post investment support journey required to scale SMEs independently.

Investing in the growth of strategic, value-chain-aligned SMEs

INVESTMENT READINESS SUPPORT:

Pre-investment support closes key gaps in achieving funding and investment readiness through targeted support.

- ▲ Help SMEs get through a funding review successfully by assisting in application submissions
- ▲ Enable capital protection and preservation through intensive loan management activities
- ▲ Provide a dedicated financial mentor for each SME for financial education, goal setting, planning, budgeting, debt management, investment guidance, risk management and many more
- ▲ Provide other mentors and specialist projects through our customised business development support

FUNDING INSTRUMENTS

Our Ignite Fund solution provides short, medium and long-term working capital funding for SMEs from R50k to R5m.

Uses of Funding:

- ▲ Interest free loans
- ▲ Capital for purchase orders
- ▲ Working capital
- ▲ Operational expenditure
- ▲ Small capex
- ▲ Capital for expansion

The Ignite Fund solves for:

- ▲ A range of relevant funding instruments that helps your suppliers access funding
- ▲ Incorporates SME context into risk profiling and pricing, allowing for affordability



Investment readiness support increases the probability of funding and builds a strong pipeline of sustainable SMEs

CASE STUDY: MINING HOUSE PROGRAMME

REQUIREMENTS

The Mining House wanted their ESD contribution to create maximum impact for their SMEs, ensuring everyone had a fair chance of participation. The vision for impact was to encompass financial and non-financial support. The requirement was to efficiently deploy cheap and effective funding to quality sustainable SMEs within the Mining House's community.

NON-FINANCIAL SOLUTION

Multiply: For post start-up businesses, the aim is to introduce SMEs to foundational business building blocks.

Empower: For early growth businesses, improving the ability to generate new business, optimise pricing, whilst amending business model and attracting talent.

Magnify: For medium growth businesses, to improve customer retention and profit margins as well as developing and retaining managerial talent.

FINANCIAL SOLUTION

Elimination of barriers by extending funding support to SMEs with a goal of dismantling the obstacles commonly encountered by SMEs in accessing affordable financing.

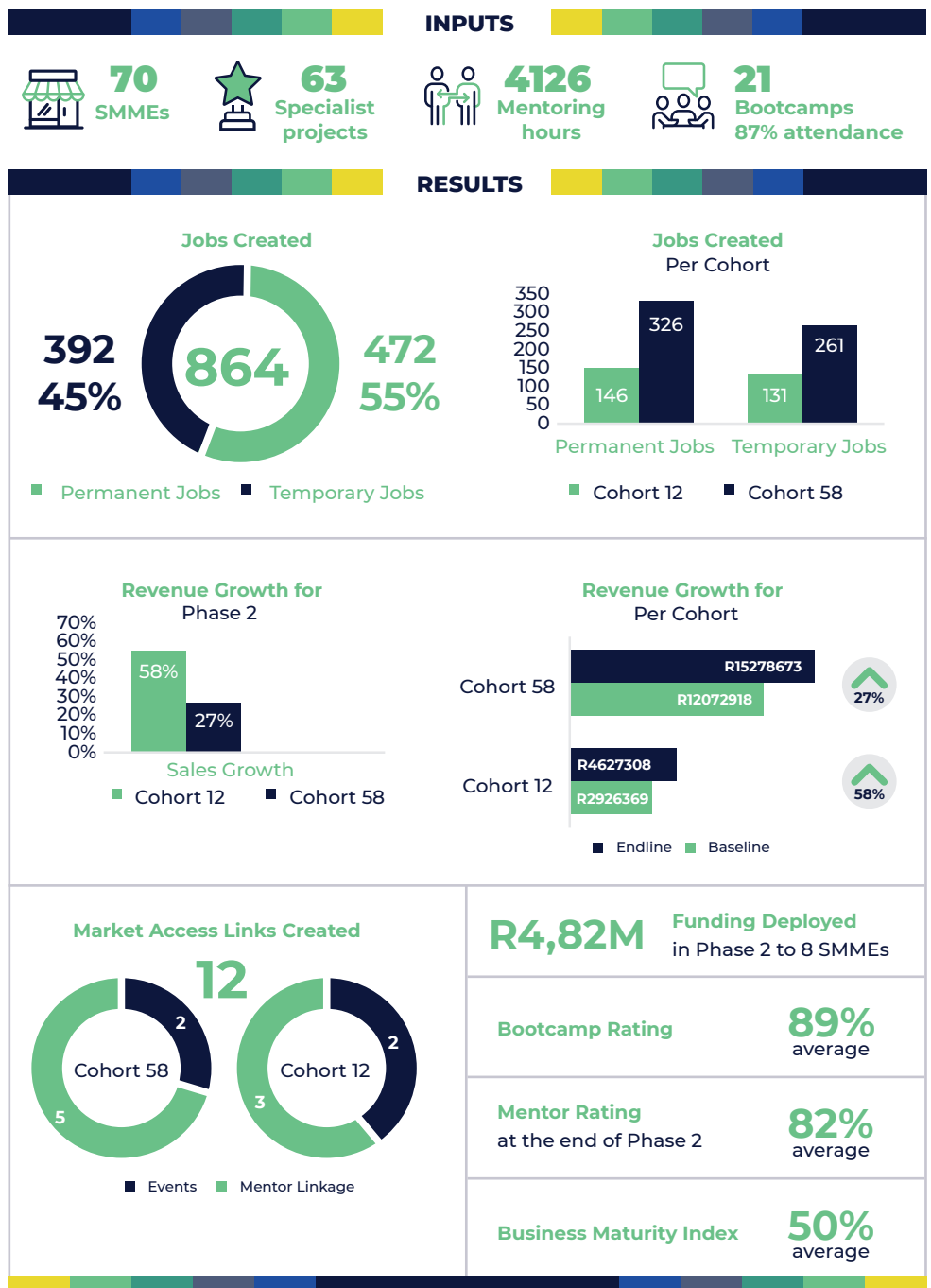
The Fund is exclusive to quality sustainable SMEs looking for short-, medium- and long-term capital to fund working capital, operational expenditure, purchase orders and capex related investments.

It is divided into two main funding streams namely, Dynamic Capital (aimed at short - medium term) and Action Capital (long term).

The objective of this programme is to grow quality and sustainable SMEs within the Mining House Community, thereby making a significant contribution to the nation's socio-economic growth in support of their 2035 plan.

SMEs have been provided with comprehensive support through access to skills, markets and funding which includes; diagnostics, custom growth plan, one-on-one mentorship, bootcamps, specialist projects, leads and introductions, as well as fund application support.

Mining House Impact Results





**Edge Growth
has been doing impactful
and life changing work
in the ESD and fund
management space since
2007. This includes working
with several prominent mining
corporations in Southern Africa.**

Detailed due diligence with the Edge Investment team and effective post investment management activities reduces time and complexity for your internal ESD team.

By selecting us as your ESD partner, you gain:

FOR CORPORATE

- ▲ Full and immediate compliance points
- ▲ Financial efficiency
- ▲ Impact, inclusion and transparency

FOR SME

- ▲ Non-financial support
- ▲ Effective financial support
- ▲ Market access and opportunity enablement

*Contact us to explore how we
can co-create a solution that
suits your unique requirements.*

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EDGE
G R O W T H

Leading **Growth.** Igniting **Impact.**
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