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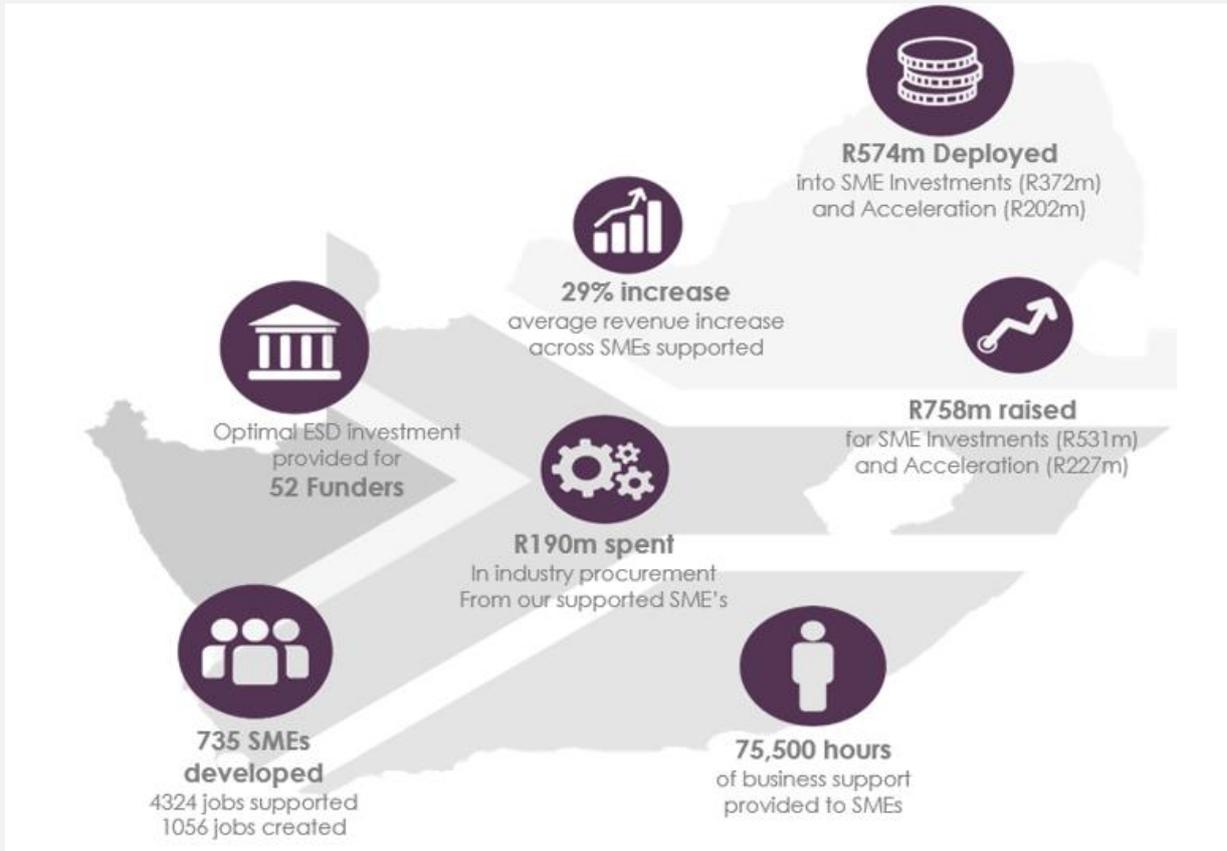
QUARTERLY UPDATE: JANUARY – MARCH 2020

During the first quarter of 2020, ASISA's Enterprise and Supplier Development (ESD) initiative committed R83 million towards funding developmental support of industry aligned small and medium enterprises and suppliers. We also received an additional R65 million in new loans, investments and project funding for the continued support of SMEs.

Qualifying unit holders in our SME Investment Trust also participated in the distribution of just over R8.2 million in profit generated during the previous financial year. The ASISA Foundation was a significant beneficiary of these proceeds and received R3.6 million, which was allocated to its Financial Literacy and Micro-enterprise (FLAME) programme. This is the second year in a row that a distribution has taken place.

As we enter the second quarter of 2020, we are acutely aware of the challenges that face many of the SMEs that are being supported by the ASISA ESD initiatives as a result of the COVID-19 epidemic. We have appointed a task team, which is working on proactive solutions for affected small businesses, utilising our knowledge and experience as funders and business accelerators.

Our impact since inception is detailed in the diagram below:



IN THE SPOTLIGHT

The COVID-19 pandemic and the subsequent steps taken by the Government to aggressively slow the spread of the SARS-CoV-2 virus have had a debilitating impact on many of the country's SMEs. However, there are also those who were well positioned to seize the opportunity as a growth trajectory by making a positive contribution towards helping society deal with COVID-19 related challenges. We would like to share with you the inspiring stories of three of the majority black owned SMEs supported by the ESD initiative that were in a position to shift into top gear as the pandemic started unfolding in South Africa.

IYEZA HEALTH



Iyeza Health evolved from "Iyeza Express" – a bicycle courier business founded in 2013 by Sizwe Nzima. Since then the business has Together with Siraaj Adams, a former Metropolitan Health manager with a wealth of pharmaceutical experience, they have since developed the business into a growing Cape Town based pharmaceutical logistics company.

With the help of funding from the ASISA ESD initiative in December 2018, Iyeza Health was able to acquire delivery vehicles, bicycles and other items required for the growth of the business. Iyeza Health was also provided with working capital in February 2019 for their "I-Health" pharmacy.

Since the start of the COVID-19 pandemic in South Africa, the demand for Iyeza Health's door-to-door medicine delivery service has surged. Monthly deliveries now exceed 100 000. Between 9 and 20 March alone, 25 additional private pharmacies signed up with Iyeza Logistics. Iyeza Health is also partnering with corporates to deliver pharmaceutical products such as family planning medication and screening devices to their employees working from home. In the public health sector, several clinic pharmacies in Cape Town have called on Iyeza Health to assist with delivering chronic medication to patients.

[Find out more](#)

RECOMED



SAVE TIME AND MONEY

Spend less time on the phone, take appointments 24/7 & reduce no-shows with South Africa's fastest-growing Online Booking System.

The ASISA ESD initiative recognised the growth potential of online healthcare bookings platform RecoMed in 2016 and has been supporting the company with growth funding and development for the past four years. The platform was launched in 2013 by experienced tech founder, Sheraan Amod. Since then RecoMed has grown into South Africa's largest online medical booking platform, enabling patients to find a wide range of general and specialist healthcare providers near them and make bookings online.

With the spread of the COVID-19 pandemic to South Africa, RecoMed has recorded an increase of 30% in online bookings during March 2020, with 3 290 appointments booked on Monday, 16 March, alone. The booking of medical assessments for insurance purposes is excluded from the RecoMed offering until lockdown restrictions are lifted.

[Find out more](#)

EMGUIDANCE



The ASISA ESD initiative included Essential Medical Guidance (EMGuidance) in its investment portfolio in December 2018. Launched in 2012, EMGuidance is a black-owned technology business, which provides healthcare professionals with access to evidence-based medicine resources, clinical guidelines as well as clinical decision support tools.

In response to the COVID-19 pandemic, EMGuidance significantly ramped up its operations to support the more than 25 000 South African healthcare professionals and over 5 000 global users with comprehensive relevant and trusted information. Instead of having to source and verify information from numerous sources, healthcare providers can access relevant clinical and pharmaceutical information via EMGuidance.

EMGuidance continues working with local healthcare authorities and experts in expanding practical COVID-19 related content, protocols and care coordination information. The platform is also working towards publishing region specific COVID-19 guidance relevant for global users.

[Find out more](#)

DEVELOPMENT PROGRAMMES

OUTSURANCE KWANDE PROGRAMME



In April 2019 we launched a new Enterprise and Supplier Development Programme named Kwande in partnership with OUTsurance. Loosely translated Kwande means “to multiply”. The OUTsurance Kwande Programme aims to empower and develop small black owned businesses across its value chain. These businesses include panel beaters, tow truck businesses, builders, plumbers, electricians and other artisans.

The 24-month Kwande programme is currently providing business development support to 28 SMEs. Over the past year a total of 29 full-time and 10 part-time jobs were created by participating SMEs as a direct result of interventions, which include mentorship and specialist intervention and financial support in the form of grants and loans. The average SME revenue increased by 14% while profit increased by an average of 17%.

All 28 SMEs selected for the programme are still enrolled and we are proud of the fact that all of them graduated to form part of the second year of the programme. We look forward to partnering with the OUTsurance Kwande Programme for the next 12 months to continue to fast-track job creation by unlocking the growth potential of South Africa's SME sector.

LET'S ENGAGE

We are excited about continuing and strengthening our relationship with you, our valued stakeholder. If you have any questions about this report or if you would like to discuss new opportunities, please feel free to contact us on:

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THANK YOU!

