

Sasol Business Accelerator Programme

Frequently Asked Questions

Enterprise and Supplier Development (ESD)	
Questions	Answers
1. Who qualifies to request business development support from the Sasol Enterprise and Supplier Development?	<ul style="list-style-type: none"> ▪ Businesses with 51% or more Black Ownership. ▪ With an annual turnover of less than R50 million. ▪ Registered with CIPC as a legal entity. ▪ The business must be tax registered ▪ Must be operating for at least 6 months ▪ Must have business growth plan ▪ The business must be operating in an industry or category that feeds into the Sasol business value chain
2. What kind of support do you offer?	<ul style="list-style-type: none"> ▪ Financial support: Enable SMMEs to access funding ▪ Non-Financial support: Coaching and Mentoring Business and technical training programmes Business and technical support Access to business and technical infrastructure Technology support Business operating systems Market access Commercialization Network linkages
3. What is the duration of the Enterprise and Supplier Development support?	<ul style="list-style-type: none"> ▪ We provide development support to SMMEs for a period of up to 3 years
4. How to apply?	<ul style="list-style-type: none"> ▪ Step 1: Send a brief email to info.esd@sasol.com ▪ Step 2: You will receive a response with an application form. Complete the form and send it back to info.esd@sasol.com along with your business profile. ▪ Step 3: Your request will be allocated to a business advisor who will be in contact with you for further discussions.
5. What documents are required to apply?	<ul style="list-style-type: none"> ▪ Completed application form ▪ Valid CIPC documents ▪ Valid B-BBEE documentation ▪ Valid tax clearance or pin ▪ Business profile ▪ Other relevant industry specific documents
6. How long will it take to get a response that my application is being received and attended to?	<ul style="list-style-type: none"> ▪ Acknowledgement that your application is received by the business advisor can be expected within 5 working days from date of submission.
7. What if I do not want development Support, I just want to be a vendor?	<ul style="list-style-type: none"> ▪ Please visit https://www.sasol.com/suppliers/overview to register as a supplier

<p>8. What should I do if I require Sasol to develop me as a vendor (existing vendor)?</p>	<ul style="list-style-type: none"> ▪ Step 1: Send a brief email to info.esd@sasol.com ▪ Step 2: You will receive a response with an application form. Complete the form and send it back to info.esd@sasol.com along with your business profile. ▪ Step 3: Your request will be allocated to a business advisor who will be in contact with you for further discussions.
<p>9. What should I do if I require Sasol to develop me but I'm not a vendor (non-existing vendor)?</p>	<ul style="list-style-type: none"> ▪ Step 1: Send a brief email to info.esd@sasol.com ▪ Step 2: You will receive a response with an application form. Complete the form and send it back to info.esd@sasol.com along with your business profile. ▪ Step 3: Your request will be allocated to a business advisor who will be in contact with you for further discussions.
<p>10. I require information on Retail Franchising</p>	<ul style="list-style-type: none"> ▪ Please click here for information www.sasol.com
<p>Sasol Business Accelerator (SBA) Programme</p>	
<p>11. What is the Sasol Business Accelerator programme?</p>	<ul style="list-style-type: none"> ▪ The Sasol Business Accelerator programme is where SMMEs will undergo a development programme and have access to business infrastructure. The process of an accelerator and the milestones thereof ensure the readiness of any enterprise for market linkage or to be positioned to become supplier development beneficiaries.
<p>12. How long does the development period take?</p>	<ul style="list-style-type: none"> ▪ The develop period will be determined by the SMME development gaps and the duration required to close them. ▪ The milestones to close the gaps will be developed together with the SMME. Once the milestones are reached the SMME will exit the programme within the period of 24 months.
<p>13. What is the difference between SMMEs undergoing the SBA programme and those in the abovementioned ESD?</p>	<ul style="list-style-type: none"> ▪ SMMEs in the SBA programme will be physically located at the SBI facilities. ▪ SMMEs in ESD are supported from their own business premises
<p>14. Where will the Sasol Business Accelerator programme take place?</p>	<ul style="list-style-type: none"> ▪ The programme will run from the current Sasol Business Incubator (SBI) facilities in Sasolburg. During the SBA programme the SMME will be physically located at the SBI facilities.
<p>15. What is the criteria to apply for the Sasol Business Accelerator programme?</p>	<ul style="list-style-type: none"> ▪ Businesses with 51% or more Black Ownership. ▪ With an annual turnover of less than R10 million. ▪ Registered with CIPC as a legal entity. ▪ The business must be tax registered ▪ Must be operating for at least 6 months ▪ Must be operational and can demonstrate some cash flow. ▪ Willing to operate enterprise from the SBI facility in Sasolburg over the duration of the programme ▪ Must have business growth plan ▪ Priority will be given to businesses operating within Sasol's fence-line communities ▪ The business should be operating in the areas mentioned in question 17.

16. What are fence-line communities?	<ul style="list-style-type: none"> ▪ Fence-line communities means those communities who are in the immediate vicinity of Sasol’s business operations.
17. What areas or industries is the SBA programme focused on?	<ul style="list-style-type: none"> ▪ The SBA programme is focused on manufacturing, engineering maintenance, engineering services, recyclables, HVAC and hired equipment.
18. Does the SBA programme consider SMMEs outside of its prioritised commodities?	<ul style="list-style-type: none"> ▪ Currently the SBA programme is solely focused on the prioritised commodities with the intention to expand the focus over time, Sasol will communicate the opportunities at various intervals when the focus expands.
19. How do I apply for the SBA programme?	<ul style="list-style-type: none"> ▪ Visit www.sasol.com for application timelines and more information
20. What is the timeline/application window?	<ul style="list-style-type: none"> ▪ The SBA programme application window will be communicated with detailed timelines every time we launch the application process, please visit www.sasol.com
21. Who makes a decision on whether an applicant is successful for the programme?	<ul style="list-style-type: none"> ▪ The SBA programme has a 3 tier adjudication process that all applications go through. The adjudication team is made up business advisors and business representatives.
22. How will I be advised about the status of my application?	<ul style="list-style-type: none"> ▪ Applicants will be provided with feedback on the status of their application at every stage of the application process. You may also email info.esd@sasol.com
23. What support will I receive from the SBA programme?	<ul style="list-style-type: none"> ▪ SMMEs will receive support in several ways, <ol style="list-style-type: none"> 1) Access to business infrastructure (office, boardrooms and training facilities) 2) technical infrastructure (workshop space) 3) access to tools and equipment, 4) mentorship and coaching 5) product and/or service development 6) capability building through various trainings 7) market access 8) facilitate access to funding support
24. What are other benefits of joining the SBA programme?	<ul style="list-style-type: none"> ▪ Benefits include discounted office or production space rental rates, discounted telephone and Wi-Fi, access to boardrooms and other shared amenities. The added advantage of being located at the SBI facilities is the close proximity to dedicated Business Advisors and access to Sasol expertise from experienced employees.
25. How soon will the development process start once I’m successful for the SBA programme?	<ul style="list-style-type: none"> ▪ The programme will start within one month of being notified of a successful outcome of your application.

<p>26. When will I be expected to exit the SBA programme and does Sasol stop supporting my business?</p>	<ul style="list-style-type: none"> ▪ The SMME will exit the programme upon graduation. ▪ The SMME will then receive virtual development support.
<p>27. What is Graduation?</p>	<ul style="list-style-type: none"> ▪ This is when the SMME exits the programme after they have reached the agreed upon milestones.
<p>28. What is Virtual development support?</p>	<ul style="list-style-type: none"> ▪ This is development support provided after graduation at the SMMEs own premises.
<p>29. How will my business's progress be monitored and Measured?</p>	<ul style="list-style-type: none"> ▪ Sasol ESD will conduct regular review to check performance and progress against milestones in the following ways: <ul style="list-style-type: none"> ○ Weekly and monthly Progress reviews ○ Minor Panel reviews conducted 3x monthly ○ Major Panel reviews conducted 6x monthly
<p>Transformation and B-BBEE</p>	
<p>30. Why is transformation so important in South Africa and Sasol?</p>	<ul style="list-style-type: none"> ▪ Economic transformation and inclusive growth are essential for South Africa's long-term sustainability and success. Broad-Based Black Economic Empowerment (B-BBEE) is a key enabler of this transformation. ▪ At Sasol, transformation is a strategic, business and social imperative which we are committed to contributing to in a meaningful way. We believe that driving transformation across our South African businesses' will enhance our ability to deliver superior returns to shareholders and stakeholders and deepen our commitment to South Africa's national objective of redressing the inequalities of our country's past.
<p>31. What is the objective of B-BBEE?</p>	<ul style="list-style-type: none"> ▪ B-BBEE is aimed at redressing the imbalances of the past by seeking to substantially and equitably transfer the ownership, management and control of South Africa's financial and economic resources to the majority of its citizens. It seeks to ensure broader and meaningful participation in the economy by Black people to achieve sustainable development and prosperity.