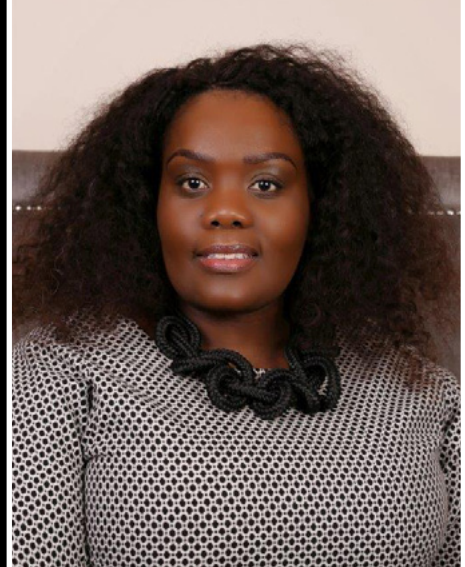


Black Umbrellas NEWSLETTER

My greatest satisfaction as Black Umbrellas CEO comes from knowing that we have pledged to be an organisation that ensure the growth and success of SMEs and have been able to deliver to every promise.

Seapei Mafoyane | Black Umbrellas CEO



HIGHLIGHTS | In this Issue...

Word from the CEO

Our name has changed but our commitment remains the same

Black Umbrellas proudly reaches a new Milestone - R2 Billion Client Turnover since 2012

Black Umbrellas Richards Bay Walks Away with Top Awards

Black Umbrellas celebrates women's excellence

Black Umbrellas Mooinooi hosts its first client graduation

New Appointments

A WORD FROM OUR CEO

The past quarter has seen some great and humbling achievements for Black Umbrellas. We have had an exciting 2017, and are closing off the year on a high note. Many exciting moments have taken place in the organisation and we are proud of all the achievements we have worked tirelessly towards.

The revelation of our new brand identity is our proudest moment, as it propels us to even greater heights and influence in the Enterprise and Supplier Development space – giving us the confidence to continue assisting black-owned businesses in the country and ultimately the whole continent.

Under our previous name, Shanduka Black Umbrellas, we have been able to work with many of our clients and have seen them go from strength to strength, and even though our name has changed, our commitment has not.

In 2016 we were excited to report on the R 1 billion turnover collectively generated by our clients, as it was a great feat for the organisation and the businesses we incubate. Within a space of 10 months, we were proud to announce that the figure has doubled, placing the turnover at R2 billion and counting, in 2017.

My greatest satisfaction as the CEO of Black Umbrellas comes from knowing that we have pledged to be an organisation that ensures the growth and success of SMEs and have been able to deliver to every promise. We are an organisation of the people and our brand goes beyond creating and sustaining businesses, we grow

the economy, and that for me is the main reason for my motivation - to help take the organisation to the next level and ensure that we continue to work towards the revitalisation of the country's economy.

Through supporting black businesses, we have also played a role in the creation of financial freedom for a lot of black families, whom without the 10 000 plus jobs created by our clients so far, would be in a worse position economically.

The next year will be a continuation of all the work we have put in 2017, but we look forward to taking the organisation to the rest of the continent and build an organisation that will outlive all of us. As this is our final newsletter of the year, I would like to extend my humble thanks and appreciation to the Black Umbrellas staff, who work tirelessly to grow the organisation, the Board for their leadership and contribution to the success and sustainability of the organisation and last but not least, I would like to thank our partners, donors and mentors for making it all possible. Here's to more years of success and black business excellence.

Best Wishes

Seapei Mafoyane | Black Umbrellas CEO



Black Umbrellas CEO, Ms. Seapei Mafoyane and the Deputy President, Mr Cyril Ramaphosa unveiling the new Black Umbrellas brand signage.

Our name has changed, our commitment has not



A launch was held at the Cyril Ramaphosa Foundation (CRF) by Black Umbrellas, formerly known as Shanduka Black Umbrellas. Shanduka Black Umbrellas has helped to develop thousands of black entrepreneurs and SMEs, across South Africa, for almost a decade.

The rebranding comes eight years after the organisation partnered with the Shanduka Foundation to help develop South Africa's small and medium-sized businesses. As part of our brand renaissance; we will be taking a giant leap into the future as Black Umbrellas. On the 5th October 2017, the Deputy President of South Africa and Chairperson of the Cyril Ramaphosa Foundation, Mr. Cyril Ramaphosa unveiled the new brand and logo. The iconic umbrella received a style revamp, while the distinctive orange continues to signify the promise and hope of a sunny home. The affiliated organisation, BlackPages enjoys its own rebranding – the new logo is reminiscent of the umbrella brand, but has also been crafted as a stylized book, in keeping with its primary purpose. As affiliated organisations, the new brand identities ensure that both are distinct, yet unified.

Speaking at the unveiling of the new brand, Black Umbrellas CEO, Seapei Mafoyane said "This is an exciting chapter for our organisation as we move forward in developing prominent entrepreneurial leaders in Africa. Our new brand identity forms part of the fast-changing and exciting ecosystem in our country, and we are a part of the visionary and transformative change. This also forms part of our strategic plan for growth in the years to come and we look forward to continuing the journey of developing and celebrating black businesses and entrepreneurs in Africa. Our look may have changed, but our vision and commitment to all our clients remain the same".

This change comes during an exciting time for the organisation and SME beneficiaries, which have collectively generated a turnover of R2 billion since 2012.

Black Umbrellas will continue to nurture and develop black businesses for years to come.

Developing Africa's Future
Black Businesses Together

Black Umbrellas

Celebrating The Future of
Black Business Together

Black Umbrellas proudly reaches a new Milestone

R2 Billion*

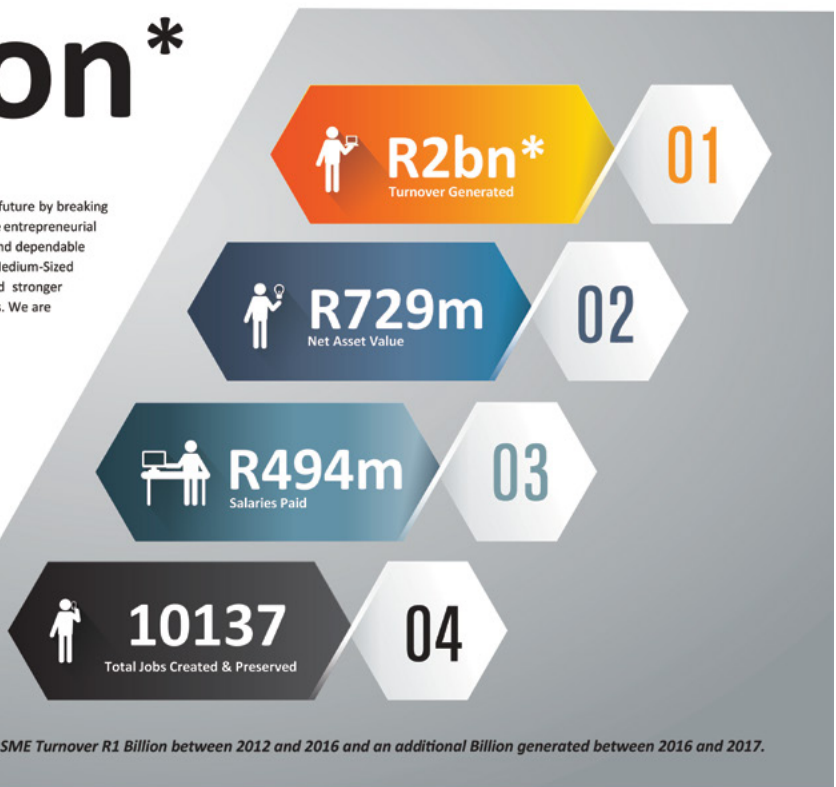
Client Turnover since 2012

"We challenge every entrepreneur to take a leap and dare to **disrupt** the future by breaking down historical barriers and focusing on transformative action. We enrich the entrepreneurial environment on the African continent with **empowered, sustainable** and dependable businesses. We have opened doors for thousands of black Small & Medium-Sized Enterprises (SMEs) in South Africa through which we continue to build stronger partnerships, inventive business solutions and **employment** opportunities. We are bold. We persevere. We are Black Umbrellas."

Seapei Mafoyane, CEO of Black Umbrellas

"Through our clients and emerging businesses, we ensure that our programme remains **sustainable, modernised** and **excellent**. We are strategically developing a movement through a system of **committed, competitive** and **growth-oriented** SMEs who collectively make a positive **impact** to our economy."

Emmanuel Mdhuli, COO of Black Umbrellas



Together we can activate a new economic and social order for all South Africans.

The advancement of black entrepreneurs in Africa is at the heart of the Black Umbrellas programme and we are proud of the R2 Billion turnover collectively generated by our SMEs.

EXPECT MORE FROM YOUR ESD INVESTMENT. CALL US TODAY.

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A PARTNER ENTITY OF THE CYRIL RAMAPHOSA FOUNDATION

Black Umbrellas Richards Bay Walks Away with Top Awards

2017 has proven to be a big year for our clients - it has been a year full of trials and tribulations, but as the old saying goes, "Hard work pays off".

Black Umbrellas Richards Bay celebrated with 3 of our beneficiaries this year as they walked away with various prestigious awards at the 29th annual Zululand Chamber of Commerce and Industry (ZCCI) Business Excellence Awards.

These annual awards showcase and reward businesses and corporates that exhibit excellence in their operations, create and retain jobs and also bring about a positive impact to the community of Zululand.

Companies are offered the opportunity to participate and submit their profiles and business portfolios to a panel of judges, which

consists of experts from the industry. Candidates are assessed on job creation, turnover, operation and customer service/relations.

The awards offer a platform for these businesses to promote themselves and create a footprint in the area. We are proud to announce that the following clients from Black Umbrellas Richards Bay placed within the top 3 of the following categories: Emerging Business of the year as well as Micro Business of the year.

- Emvelo Environmental consultants (2nd year client): Runner Up –Emerging Business of 2017
- Lighthouse Engineering (2nd year client): Runner Up – Micro Business of 2017
- Iqaba Consulting Engineers (2nd year client): Winner – Emerging Business of 2017.



Phumzile Lembede, Managing Director, Emvelo Environmental Consulting; Judith Nzimande, President, ZCCI; Siphon Mkhwanazi, Safety Health Environmental Manager, Tronox KZN Sands.



Siphon Mkhwanazi, Safety Health Environmental Manager, Tronox KZN Sands; Moses Shezi, Managing Director, Lighthouse Engineering; Judith Nzimande, President, ZCCI.



Natacha Nsengiyunwa, Office Manager, Iqaba Consulting Engineers; Judith Nzimande, President, ZCCI; Siphon Mkhwanazi, Safety Health Environmental Manager, Tronox KZN Sands; Nontoko Ndlovu, Office Administrator, Iqaba Consulting Engineers.

Black Umbrellas celebrates women's excellence

On Friday, the 18th of August, Black Umbrellas hosted 30 of some of the most successful women in Gauteng at a luncheon hosted by the CEO, Ms. Seapei Mafoyane at our Head Offices in Sandton. The luncheon was a celebration of women excellence; honouring them for the contribution they have made in business, society and the lives of those they care about.

Guest speakers at the event included the CEO of the JSE, Nicky Newton-King who shared her life experiences and what it means to be the first female CEO of the JSE and a woman of power. Dudu Msomi who is the Founder and CEO of Busara Leadership Partners was amongst the main speakers and spoke about her own journey, from being a young woman with a dream to being the Founder and CEO of a successful organisation.

The event comes as a perfect fit for the month of August which is women's month. It is in recognition of the positive influence that women have at home and in the boardroom. Amongst the topics discussed at the event, was the role that women play in uplifting communities and giving opportunities to the youth.

Speaking at the event, the CEO of Black Umbrellas, Ms. Seapei Mafoyane said: "I have been in a male dominated environment long enough to know that being a female head is a perennial struggle, in the sense that we are required to prove ourselves repeatedly in everything that we do. Today we are here to have a conversation about how we abandon the quest to be like men and embrace our quiet strength as women, but also celebrate the milestones we have reached."

The female leadership at Black Umbrellas is proof that indeed women do have the prowess and ability to run and manage organisations.

"Today we celebrate the women that have made it possible for all of us to be where we are in our careers; we recognise the hardships that they had to face in order to open doors and new opportunities for many of us. We need to be mindful enough to hold the door open for those women still on the rise." explains Nyasha Dzumbunu, the CFO at Black Umbrellas.



JSE Limited CEO, Nicky Newton-King; Dr Tshepo Motsepe; Phuti Mahanyele, Executive Chairperson, Sigma Capital; Black Umbrellas CEO, Seapei Mafoyane.



Amongst the women at the event were Motlapele Molefi (right), Co-Founder of Modi Mining, a mining company based in Mooinooi, which is one of Black Umbrellas' best performing clients.



Our CFO and CEO pose for a photo with some of our excited guests.

Black Umbrellas Mooinooi hosts its first client graduation



Obakeng Marobyane, Managing Director, Africa Maintenance Equipment Mooinooi; Mogomotsi Komane, Managing Director, Are Direng Transport and Labour Hire; Lindy Motshegwa, Managing Director, Katli and Rati Cleaning Services; Motlapele and Sam Molefi, Managing Directors, Modi Mining; Wendy Ngobeni, Enterprise Development Manager, Black Umbrellas; Andrew Mokwena, Managing Director, Planet Electrical.

On Tuesday, the 21st of November, our incubator in Mooinooi hosted its first graduation ceremony for 5 of our clients. These clients complied with the programmes’ regulations, which include attendance of all workshops, the businesses employing 4 full-time employees, the businesses having a positive net asset value and generating a positive turnover.

Below is the list of all of our client graduates:

1. Planet Electrical
2. Modi Mining
3. Africa Maintenance Equipment Mooinooi

4. Katli & Rati Cleaning Services
5. Are Direng Transport & Labour Hire

Speaking about the graduation, Black Umbrellas COO, Emmanuel Mdhuli said “We at Black Umbrellas are proud of producing such great and strong businesses, which have contributed immensely to the success of the programme. These beneficiaries have put us at the top as the leading Enterprise and Supplier Development programme. They have allowed us to put to practice what we preach, and that is to create businesses that will contribute to the development of the economy, create jobs and produce competent entrepreneurs”.



Tozama Kulati-Siwisa, Head: Stakeholder Engagement and Social & Labour Plan, Lonmin; Andrew Mokwena, Managing Director, Planet Electrical; Kim Willoughby, Training Manager, Black Umbrellas.



Tozama Kulati-Siwisa, Head: Stakeholder Engagement and Social & Labour Plan, Lonmin; Obakeng Marobyane, Managing Director, AME Mooinooi; Kim Willoughby, Training Manager, Black Umbrellas.



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New Appointments

The BU family is pleased to welcome the following staff into its fold:



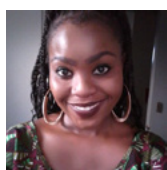
Kelsley Sharpley – Supplier Development Analyst – Head Office

Kelsley has solid Business Development, Customer Relationship and Project Management experience, and her relationship management portfolio ranges amongst various corporate organisations. Kelsley holds a Diploma in Business Management and Administration.



Thina Hlophe – Fundraising and Marketing Manager – Head Office

Thina joins Black Umbrellas as Fundraising and Marketing Manager, with over 5 years of industry experience. She holds a Bcom Honours degree in Business Management and is currently studying towards her Master's in Business Management.



Ziyanda Mngadi – Communications Officer – Head Office

Ziyanda moved to Johannesburg 12 years ago and graduated from The University of the Witwatersrand. During her studies and post studies, she gained skills in the media and communications sector. She has a passion for the NGO environment and believes in contributing to the wellness of others.



Sophia Mahwibila – Enterprise Development Administrator – Johannesburg Incubator

Prior to joining Black Umbrellas, Sophia was a Junior Business Consultant at Black Lite Consulting. Sophia holds a Bachelor of Commerce degree in Financial Accounting from UCT, and is currently pursuing a Post Graduate Diploma in Management at the UCT Graduate School of Business, specialising in Social Innovation and Entrepreneurship.



Neevin Ponto – Enterprise Development Manager – Pretoria Incubator

Neevin has 12 years of experience in increasingly responsible roles within Finance at different companies and is a registered Professional Accountant. Amongst the Companies which he has worked for are Deloitte, Foodcorp Consumer Brands, Silverton Reinforcing, Amicorp International and Nedbank. In his most recent position, Neevin was a Credit Analyst at Nedbank in the Corporate and Investment Banking, specialising in preparing and approving Credit Applications of Nedbank clients. His experience is enhanced by his Bachelor's degree in Financial Accounting obtained at University of Pretoria, and Honours in Financial Accounting obtained at University of South Africa. Currently he is studying and working towards his CIMA qualification, and also has Membership Affiliation with respective accounting and tax boards, being SAIPA, SAIBA and SAIT.



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WINNER:

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Randall M. Whaley Incubator of the Year Award

"The highest honour a business incubator can achieve"

Black Umbrellas



Become a Black Umbrellas mentor

Do you want to be a mentor and make a meaningful contribution in the development of entrepreneurs? Become a Black Umbrellas mentor. Being a Black Umbrellas mentor has one of the highest returns of your time, knowledge and experience. For more information, please contact Kim Willoughby on info@blackumbrellas.org