



# Enterprise and Supplier Development



**Driving Inclusive Enterprises. Supporting Sustainable Growth.**

Sanlam's Enterprise and Supplier Development (ESD) Initiatives are a strategic pillar in fostering inclusive economic growth and sustainable transformation within its value chain. By supporting the growth and competitiveness of emerging black-owned businesses, Sanlam aims to cultivate a thriving ecosystem of suppliers and entrepreneurs that reflect South Africa's diversity.

Through targeted financial and non-financial interventions—including access to markets, mentorship, capacity-building, and access to funding — Sanlam's ESD programme not only strengthens supplier capabilities but also drives long-term socio-economic impact, contributing to the resilience and inclusivity of the broader economy.



**Sanlam**

**Foundation**





# Enterprise & Supplier Development

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## **Sanlam Group ESD (Sanlam value chain aligned SMEs)**

- 11 years of impact and growth
- Renewed and relaunched for 2025
- Supply chain aligned Tech SMEs
- Distribution chain aligned SMEs
- Programme Alumni

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## **Re Basadi (Women-Owned SME ESD)**

- Masakhe: Entry-level entrepreneurs
- Siyakhula: Scaling SMEs
- Asindize: Investment readiness

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## **Leruo Stokvel ED**

- Formalisation of community savings groups
- Financial tools, training & revenue growth support





## Outputs



**200+**  
SMEs aligned with the  
Sanlam supply chain



SMEs (FinTech,  
HealthTech, InsureTech)  
supported



Strengthened  
financial governance  
& compliance



Expanded market access for  
black-owned and female-  
owned SMEs



# Outcomes



Jobs created  
and supported



More SMEs  
integrated into  
Sanlam's supply  
chain



Surge in  
women-owned & youth-  
owned businesses



Revenue growth  
among high-potential  
SMEs



Increased  
access to growth  
funding



Improved mental  
wellness support  
for entrepreneurs





# Impact

Empowering Inclusive Growth Across  
Sanlam's Value Chain



**Female-**  
owned  
businesses supported



**Black**  
owned SMEs empowered



**Significant increase**  
in business knowledge & financial literacy