

Socio-Economic Achievements Overview



104+ SMME Growth & Empowerment Solution:



At Sanlam, we recognize the vital role Small, Medium, and Micro Enterprises (SMMEs) play in driving economic growth, employment, and societal cohesion. To address pressing SMME challenges, we launched the 104+ SMME Growth and Empowerment Solution in partnership with like-minded investors. Our objective is to empower SMMEs through holistic support, providing a single point of access to funding, markets and business development capabilities. Our core goal is to establish a thriving ecosystem connecting SMMEs and investors, fostering sustainable growth and economic development.

This initiative demonstrates Sanlam's commitment to unlocking SMME potential, promoting economic inclusivity, and driving shared prosperity.

| AREA OF FOCUS | UPDATE | | | | | |
|------------------------------------------|-------------------------------------------------|-----------------------------------------------|----------------------------------------------|-------------------------------------------------------------|---------------------------------------------------------------------------|------------------------------------------------------|
| Investment made into the solution | Total Funding: R242.47 million | Santam: R2.42 million | Sanlam Life: R214.4 million | Sanlam Investments Holdings: R3.75 million | SIMEKA Consultants & Actuaries: R300 thousand | External Funding: R21.6 million |
| GROWTH AND EMPOWERMENT MANDATES | | | | | | |
| Funding allocated to SMMEs | Deals Finalised: 6 | Alternative Energy: Wetility | Manufacturing: PCB | Alternative Energy: I-G3N | Tech Marketplace - Mortgage Originators: Mortgage Market | Revenue-Based Funder: Linea Capital |
| | | | | | Pie Manufacturing and Distribution: Clover Projects | |

This update demonstrates the 104+ solution's progress in empowering SMMEs through strategic funding and development initiatives.



| DEVELOPMENT MANDATE | | | | |
|-------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------|-------------------------------------------------------|----------------------------------------------------|---------------------------------------------------------------------------|
| UWC Community Programme: | | | | |
| Supporting Western Cape township SMMEs through entrepreneurial fellowship | | | | |
| Progress: - 23 SMMEs supported (majority female-owned). - Sectors: Technology, Tourism, Agriculture, Alternative Energy | | | | |
| IMPACT TO DATE | | | | |
| Total jobs created: 36 | Total average of women employed: 56% | Total average of youth employed: 74% | Number of SMMEs funded to date: 6 | Total amount of funding provided to date: R111.7 million |

Y4T (Youth4Tourism): A Sanlam Youth Empowerment Programme:



Strategic context:

Youth4Tourism (Y4T) is a collaborative initiative addressing South Africa's youth unemployment crisis. By converging leading corporates, Sanlam aims to:

- Upskill youth in Gig Economy skills (initially: videography, content creation, photography)**
- Unlock employment and entrepreneurial opportunities**
- Stimulate the critical tourism sector, interconnected with other industries**

Strategic alignment:

Y4T supports Sanlam's transformation and sustainability goals, contributing to:

- Youth empowerment
- Economic growth
- Job creation
- Industry development

| AREA OF FOCUS | IMPACT TO DATE | | | | |
|-------------------------------------------|-----------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------|----------------------------------------------------------------------------|-------------------------------------------------------|
| Phase One Achievements (2023-2024) | Jobs created, surpassing the target of 1,000: 1,040+ | Corporates participated, including Sanlam, with repeat support from several partners: 15+ | Gigs secured for youth, directly benefiting participants: R2 million+ | Young entrepreneurs established their own businesses: 35+ | Successful launch of: Y4T Exhibition |

The Youth4Tourism initiative has achieved great success, empowering youth and communities through:

- High-quality skills development for economic participation
- Entrepreneurship development, creating employment opportunities

International Placements:

Youth have been strategically placed in international chambers of business, including:

- Italian Chamber
- Spanish Chamber
- UK Chamber
- Indian Consulate
- Swiss Chamber

Phase 2 commenced, where 48 youth-owned businesses were on-boarded and being integrated into corporate supply chains.

Sanlam SANParks SMME Rural Programme:



Strategic context:

Sanlam has partnered with SANParks to launch an SMME initiative supporting local businesses within South African National Parks' supply chain. This programme aims to empower SMMEs by addressing key challenges:

- Access to funding**
- Access to market**
- Access to business support**

Objectives:

- Enhance economic inclusion for Black-owned, Black Women-owned, Black Youth-owned, Exempted Micro Enterprises (EME) and Qualifying Small Enterprises (QSE).
- Foster sustainable job creation and growth.
- Support local economic development within 50km radius of national parks.

Current Status and Progress:

Programme is in progress within Kruger National and Garden Route Parks.

| Fund Expansion Project: | Non-Financial Support: |
|---------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Expansion to the Garden Route Parks (Tsitsikamma, Knysna and Wilderness) launched at the Tsitsikamma National Park. | Sanlam will schedule and implement financial management training for SMMEs in the communities surrounding the Parks. |
| Addo Elephant Park is pegged for a launch in February 2025. | These SMMEs will benefit not only from financial literacy programmes but also from non-financial support activities designed to enhance their growth and sustainability. |

| IMPACT TO DATE | | | | | |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|
| Micro-sized Enterprises have benefited from interest-free loans since inception: 55 This allows 55 SMMEs to be able to grow their businesses and thereby provide sustainability and potential job creation. | Total disbursements with additional funding allocated to support more SMMEs: R12.2 million | Total repayments made by the businesses: R9.6 million | Jobs retained by the SMMEs and 9 new jobs have been created because of the funding: 147 | Interest saved by SMMEs (assuming loans would have been paid over 12 months): R1.4 million | Demographic breakdown of beneficiaries: 100% Black-owned businesses 29% Black Woman-owned 44% Black Youth-owned |