

ABSA SMALL BUSINESS BANKING

Member of the  **BARCLAYS** Group.



EM ERGING MARKETS

THE KHULA GUARANTEE SCHEME

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WHAT IS KHULA GUARANTEE SCHEME?

- The scheme was established to give access to finance to
People who wish to start or expand small to medium sized
Businesses, but do not have collateral security to support
Facilities provided by Financial intermediaries.

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WHO QUALIFIES FOR FUNDING?



- BUSINESS MUST BE BASED INSIDE THE BORDERS OF THE REPUBLIC OF SOUTH AFRICA.
- S A CITIZEN
- ECONOMICALLY VIABLE AND HAVE A PROFIT MOTIVE.
- OWNER/MANAGER MUST HAVE THE SKILLS AND EXPERIENCE.
- OWN CONTRIBUTION.

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WHAT THE FUNDS CAN BE USED FOR?



- Expanding on existing business.
- Buying an existing business.
- Establishing a new business.



CHECKLIST - CONTINUED

- COMPREHENSIVE BUSINESS PLAN.
- COPY OF THE LEASE AGREEMENT.
- FINANCIAL STATEMENTS.
- COPY OF SIGNED FRANCHISE AGREEMENT.
- LETTER FROM FRANCHISER.
- LIST OF EQUIPMENT.
- FINANCIAL STATEMENT(EXPANSION).
- MONTHLY MANAGEMENT ACCOUNTS
- BANK STATEMENTS.
- BUY/SELL OR PURCHASE AGREEMENTS
- FICA
- PROOF OF OWN CONTRIBUTION



CHECKLIST

- COPIES OF ID'S OF THE MEMBERS/SHAREHOLDERS/DIRECTORS.
- MARITAL CERTIFICATES OF MEMBERS/SHAREHOLDERS/DIRECTORS.
- STATEMENT OF ASSETS AND LIABILITIES OF ALL MEMBERS.
- SHAREHOLDERS/DIRECTORS.
- REGISTRATION CERTIFICATES IF BUSINESS TRADE AS CC, (PTY) LTD OR TRUST.
- APPLICATION DOCUMENTS
- PERSONAL DETAILS OF THIRD PARTY SURETIES.
- CV'S OF ALL MEMBERS/SHAREHOLDERS/DIRECTORS

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ITEMS TO BE CHECKED WHEN DOING A TRANSACTION

- 1: BALANCE SHEET :-
 - Is the business profitable.
 - Is the business liquid (cash flow)
 - Is the business solvent.
- 2: ARE THE FIGURES COMPARED TO VAT RETURN IN ORDER.
- 3: CASH FLOW PROJECTIONS:
 - Base cash flow projections of historic performance (fluctuation, seasonal)
 - Expenses to be calculated on new owners costs.

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OTHER IMPORTANT POINTERS

- Credit history,
- Conduct of both business account and personal accounts,
- Suppliers,
- External support.
- Unbankable contracts.



CONTACT DETAILS

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CONSTRUCTIVE ENGAGEMENT

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