



**NATGROWTH**

**NATIONAL AND AFRICA GROWTH, DEVELOPMENT AND INVESTMENT CENTRE**

**NGF**

**NATGROWTH FUND**

**NATVEST**

**NATGROWTH INVESTMENTS**



**I'Africa Iyathuthuka**  
Investment Holdings

## **GROUP PROFILE**

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[www.natgrowth.co.za](http://www.natgrowth.co.za); I'Africa, Natgrowth, Natvest, London School SA, Maison cc CK 89/24401/23

**Executives:** Eric Stillerman B Soc Sc BA Hons B Acc CA (SA) MA CEO; Artie Phatlane NDE, COO;  
Boniface Okanga LLB Lon LLM MBA DCJFI Uganda, Lisaniyas Mupambireyi BSc Econ Lon AMD IMM Zim,  
Princess Mavundla DMM; **Non-executive:** Dr Colin Lawrence Phd Chicago, FSA UK

## Profile Overview

**Natgrowth:** National and Africa Growth, Development and Investment Centre is an independent empowered development organisation providing business and economic growth, development and investment programmes, management, training and research services as a leading strategic resource to Government, Business, Labour, Communities and Stakeholders.

**NatGrowth Fund (NGF)** is a Public Private Partnership (PPP) investment initiative focused on funding growth and development projects. Natgrowth Fund provides investment, project and partnership facilitation services, Corporate and Strategic Advisory services, Business Strategy and Planning, Project Packaging, Stakeholder Consultation, Financial Analysis, Investment Proposals, Financial Structuring, Implementation and Management services.

**Natgrowth Investments (NatVest)** and **I' Africa Iyathuthuka** are investment companies focused on active investments in growth-oriented businesses and projects supporting Broad-based Black Economic Empowerment (BBBEE).

**London School of Business SA** provides education, training and skills development programmes, including tuition for University of London Degrees and Association of Business Executives London Diplomas which are recognised in South Africa and internationally, and London School SA Diplomas, which are in the process of accreditation with SAQA.

**Natgrowth LonDev I'Africa Trust** is a BBBEE entity with substantial equity and some 80% management participation in Natgrowth and London School SA.

**Natgrowth LonDev I' Africa Foundation** is a non-profit organisation established to facilitate funding for education and development programmes and projects.

**Devgrowth** Strategic Management and Financial Services provides strategic management and financial consulting services. **Maison** Management & Investment Services cc provides administration and corporate governance services for the above entities.

**The CEO** Eric Stillerman is a CA (SA) with a Masters in the Social Science and Development fields. He is a specialist in Business Strategy, Development, Investment and Finance with lifetime experience as a social and business entrepreneur and executive in business, consulting, education and training in diverse industries in the Public and Private sectors.

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**Natgrowth** aims to facilitate sustainable **Business and Socio-Economic Growth, Development, Investment and Employment** across industry sectors and regions in the Private and Public sectors, in South Africa, Africa and beyond. Natgrowth supports the implementation of initiatives such as the Growth and Development Summit, (GDS), Nepad, the World Summit on Sustainable Development (WSSD) and related initiatives. **Natgrowth** was conceived in 1993 as an **ECODESA**: An Economic Codesa, addressing the need for integrated economic strategies for growth and development.

**Natgrowth** provides ongoing seminars, strategic management and financial advisory services and widely circulated reports, acknowledged as contributing significantly to strategy development and implementation across spheres and sectors.

**Natgrowth Programmes and Services** include:

- Growth and Investment Programmes** at National, Provincial, Local and Sector levels
- Implementation Programmes** with targets, timeframes and management processes
- Partnership, Project and Investment Facilitation** including PPP's
- Strategic Management Services**, business planning, facilitation implementation
- Business Planning and Development** programmes and services
- Financial Management and Budgeting** Programmes and Services
- Project Facilitation Services** including planning, facilitation and implementation
- Development and Investment Finance Services** including the raising of finance
- Training, Capacity Building and Skills Development** programmes

**Current Programmes** include

- National Broad-based Growth, Development, Employment and Investment Programme**
- Provincial Broad-based Growth, Development, Employment & Investment Programmes**
- Sector Growth, Development, Investment, Employment and BBEE**
- Strategic Management, Business and Smme Development**
- Strategic Financial Management, Budgeting and Investment**
- Business and Economic Growth, Development and Investment**

**Previous Programmes** include

- World Summit on Sustainable Development (WSSD) 2002:** Ran Parallel Events at WSSD, served on the Multi-stakeholder Advisory Committee and made a Submission
- Growth and Development Summit (GDS) 2003:** Ran pre-Summit Seminars, presented a Submission to the Presidency, NEDLAC and Constituencies, and was a GDS observer.
- ASGISA and GDS Roll-out Programme 2005-8:** Programmes are provided regularly in the provinces to support implementation of the GDS and related initiatives such as Nepad and ASGISA, across spheres and sectors, focused on practical business planning, high impact projects, financing, investment, implementation and support services.

**Speakers and Delegates** are invited from all National, Provincial and Local Government Departments, State-Owned Enterprises, Financial Institutions, Business, Labour, Community, Smme, Ngo and Cooperative organisations. Nonhlanhla Mjoli-Mncube ASGISA, Mrs Zanele Mbeki, Mmembathisi Mdladlana Min of Labour, Sazini Ndlovu ASGISA Jobs for Growth, Joey Mathekga CIPRO Acting Registrar of CC's, Dr Patrick Matlou DEAT, Elroy Africa DPLG, Roydon Frost Dti, Monale Ratsoma, Chris Hart ABSA, Afri-Vula, Anglo Platinum, Business Connexion, B-Tel, Peter Molotsi Callforcedirect, Elroy Africa DPLG, DWAF, John Alwood E Cape Agriculture, ECDC, ELIDZ, Mdu Mkhonza Embizeni Innovation, Johan Hoffman Ethanol Africa, Henk Gnade Global Insight, Gilberto Martins GPG Public Works, Keith Brebnor JCCI Nafcoc, Victor Kgomoewana Deloitte, FNB, Paris Mashile ICASA, Roger Dawes ICT Charter, Leonie Hall Interakt, Prof Sipho Shabalala KZN Office of the Premier, Land Bank, Lucent, Mfanu Mfayela SACCOM, Samaita, Tiffany, Walter Sisulu U, AFD, ANC, Banking Council of SA, BEE-Net, B-Tel, BUSA, CHAMSA, CENTLEC, COSATU, CSIR, DEAT, DOA, DOC, DOL, DOH, DOT, DME, DPE, DPW, DSR, Embassies: French, German, Israeli, UK, USA; Eskom, FDC, FNB, FEDUSA, GCIS, GEDA, GEP, GTKF, IDC, Investec, Ithala, Jasco, Khula, MboxOne, NAAMSA, NAFCOG, NDA, Nedbank, NEF, NEDLAC, NEPAD, NMCF, NPI, NT, PO, PMR, Proudly SA, Rainbow, SACOB, SABC, SAIRR, SALGA, SARB, Stats SA, SEDA, SGI, SETA's, SML, Stanbic, TETA, TIKZN, Thabo Mbeki Fund, Transnet, Ubuntu, UKDfid, UKZN UNDP, UYF, World Bank, WDB, WDF, Walter Sisulu University, Yebo Cooperatives.

## STRATEGIC BACKGROUND AND APPROACH

Natgrowth programmes are **aligned with Government Policies** and related initiatives. The programme **aims** include **supporting and contributing** towards strategy development and implementation across sectors and spheres and **broad-based** stakeholder participation. The **Philosophy** is **Developmental** in a pro-active professional and democratic political, economic and social context. This background indicates our strategic alignment, contributions, positioning and comparative advantages as a leading **strategic resource** to government and stakeholders, ever-extending the frontiers of development.

The **CEO**, Eric Stillerman's involvement in development started as youth, with **school-building** programmes as a volunteer at 15. He completed a **Masters** in the **Development** field on low-income housing while doing research at the CSIR and a **CA (SA)**, leading to a multi-disciplinary career in development, social entrepreneurship and activism, strategic management and financial consulting, education and training in the public and private sectors.

He was engaged in the early beginnings of the **labour** movement through the **Wages Commission** at Wits in the 1970's. He engaged with various parties on the CBF, **CODESA** and the Constitution, and in **1993** proposed an **ECODESA: Economic Codesa** as a multi-stakeholder economic development forum and strategy.

The **RDP** and **NEDLAC** followed in **1994/5** which were viewed as strategic vehicles with powerful potential for development, **reconciling** the **market** concepts of the **private sector** with the **socialist** objectives of **labour and government**, and identifying the **mutually reinforcing** dynamics of **broad-based growth and redistribution**. An **RDP Management and Implementation Programme** was initiated as a contribution to the process and the RDP remains an underlying influence on Government and Natgrowth.

**GEAR** in **1996** was generally seen as arising from the need to reverse the bankrupt legacy of Apartheid through Fiscal and Monetary discipline, as a foundation for real Growth and RDP implementation. Our activities focused on moving into "**Forward GEAR**" including consultations with the Reserve Bank on Monetary Policy, proposals to BEE Com for a Black Sanlam, an Entrepreneurship Programme for the NYC in the Presidency, and Strategic Business Development and Financial Management programmes.

The State of the Nation and Budgets in **2000** indicated that GEAR had achieved its Fiscal and Monetary aims and the **fruits were ripe** for the picking with more **Growth, Investment and RDP-oriented strategies** and **implementation capacity**. The **Job Summit** and **NEPAD** followed, and **Natgrowth: National and Africa Growth** and Development programmes were initiated as a contribution to these processes.

Natgrowth participated in **WSSD** in 2002 in the Multi-stakeholder Committee, with **submissions and parallel events** emphasising the **integration of the triple economic, social and environmental pillars** of sustainable development and the Millenium Declaration Goals (**MDG's**).

The need for a comprehensive growth and development strategy led to calls for the **GDS**, which emerged as an agreement in 2003. Natgrowth presented a **submission** to the GDS and initiated **GDS Implementation Programmes** emphasising integrated strategies, implementation processes and multi-stakeholder **task teams** across **sectors and spheres**, with **targets**, time frames, budgets and resource alignment. **Government's Programme of Action** was seen as a **breakthrough** for implementation, informing various related initiatives as well as Natgrowth programmes, in consultation with Government Departments such as DPLG, SOE's, Provinces, Municipalities, Business and Stakeholders.

While **economic growth** and **basic service** delivery were gaining momentum in 2004/5, persistent **unemployment, gaps** between the “first” and “**second**” economies and **capacity constraints** in **provincial and local** government led to initiatives such as the Deputy President’s **Task Team, ASGI-SA and Project Consolidate (PC)** in 2005/6.

The **challenges** informing these initiatives and Natgrowth programmes include: accelerating the **roll-out of implementation** across **sectors and spheres, active multi-stakeholder partnerships**, enhancing the **substantive and strategic content**, and monitoring **the impact of programmes** towards agreed goals, such as **halving unemployment** and poverty.

**Natgrowth** activities have gained participation and acknowledgement across the levels of government, as well as stakeholder groups. The challenge is to build **long-term partnerships** and cooperation towards our common objectives. Further background is available on [www.natgrowth.co.za](http://www.natgrowth.co.za), in our Reports, Submissions, and Profile of Natgrowth, London School of Business SA and I'Africa Iyathuthuka.

Natgrowth has additional expertise established over many years as indicated above in areas such as

- **Business Strategy** consulting and implementation in diverse industries in the private and public sectors
- **Financial Management** and Investment services
- **Management** Development and Consulting Services
- **Social and Economic** Growth and Development
- **Sector** Growth and Development Strategies
- **Macro and Micro Economics:** Fiscal, Monetary and Micro-Economic Strategy and Policy Analysis and incorporation into ongoing Research, Development and Training programmes including
- **Development Planning** processes: IDP’s, LED’s and MIG incorporated into ongoing programmes with the participation of DPLG, Provincial and Local Governments
- **National and Provincial Strategies** and Policies
- **Operations of Provincial and Local Government**
- **Multi-Stakeholder Engagement**
- **Education, Training and Capacity Building**

**London School of Business SA** provides Full-time, Part-time, Flexi-study, Seminar and Customised In-house tuition in the following areas:

- **Accounting and Finance**
- **Business Management and Development**
- **Business Communication**
- **Banking and Finance,**
- **Development and Economics**
- **Entrepreneurship**
- **Financial Management**
- **Human Resource Management**
- **Information Systems and Technology**
- **Law and Business Law**
- **Marketing and Strategic Marketing**
- **Politics and International Relations**
- **Social Sciences**
- **Sports Management**
- **Strategic Management**
- **Tourism and Hospitality**

## Corporate Details

<b>Trading names</b>	Natgrowth, London School of Business SA, Devgrowth, Natvest, Natgrowth Fund, I'Africa Iyathuthuka,
<b>Admin. Company</b>	Maison Management & Investment Services cc
<b>Reference numbers</b>	CK 89/24401/23; Vat 4430/141/92/1; Tax 9376/035/84/7
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<b>Websites</b>	<a href="http://www.natgrowth.co.za">www.natgrowth.co.za</a> ; <a href="http://www.londev.co.za">www.londev.co.za</a>

## Broad-Based Black Economic Empowerment (BBBEE)

The Group **BBBEE** status in terms of the dti BBBEE Codes of Practice has been reviewed by the CSIR and is self-rated as follows, pending official verification; Natgrowth is also an SMME by official definition.

	<b>Target</b>	<b>Est.</b>	<b>Score</b>
1. <b>Equity Ownership</b> Allocated through I'Africa Trust	25%+1	26%	20/20
2. <b>Management Control</b> 80% of Executives with Participative Decision-making	40-50%	50%	10/10
3. <b>Employment Equity</b> 80% up to Executive level Women 30-40%; Disabled: Target 5%	43-80%	80%	15/15
4. <b>Preferential Procurement</b> 70% Consultants & Discretionary Suppliers	70%	70%	20/20
5. <b>Skills Development: Core Business</b> London School SA courses free for staff	3% Payroll	>3%	15/15
6. <b>Enterprise Development: Core Business</b> +/- 50% Sponsorships provided for SMME's	3% NPAT	>3%	15/15
7. <b>Socio-economic Development: Core Bus</b> Integral to Natgrowth's Core Business	1% NPAT	>1%	<u>5/5</u>
<b>TOTAL</b>			<b><u>100/100</u></b>