



the dti

Department:
Trade and Industry
REPUBLIC OF SOUTH AFRICA

PROGRAMME GUIDELINES

ENTERPRISE INVESTMENT PROGRAMME: MANUFACTURING INVESTMENT PROGRAMME

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DISCLAIMER:

These guidelines provide the criteria for assessing applications for the investment incentives under the Enterprise Investment Programme (EIP) and the process of applying for the incentive. The guidelines are approved and issued by the Minister of Trade and Industry for purposes of ensuring clarity on the aims and requirements of the incentive programme. **the dti** reserves the right to amend these guidelines as it deems appropriate. Furthermore, **the dti** has a right to, in its sole discretion, provide decisions on the interpretation of these guidelines, in instances where guidelines seem not to be specific. Amendments and interpretive decisions will be published on **the dti** website and in the Government Gazette and will be of immediate effect upon publication on the website.

1. Preamble

- 1.1 The purpose of this document is to provide the policy and guidelines of the Manufacturing Investment Programme (MIP).
- 1.2 The guidelines set out in this document seek to enable enterprises to present their business cases to **the dti**, and provide a framework for **the dti** to evaluate such cases. The purpose of the incentive programme is to advance certain policy objectives. It is thus not a guarantee that the incentive will be granted, and **the dti** reserves the right to allow or disallow the incentive, in its sole discretion, and any such decision will be final.
- 1.3 The guidelines for the MIP may be amended from time-to-time, as deemed necessary by **the dti**. These amendments will be published on **the dti** website and in the Government Gazette, and will be of immediate effect upon publication.
- 1.4 Where the guidelines lend themselves to varying interpretations or do not deal with specific subject matter, the interpretation of **the dti** must be requested and such interpretation will be decisive and final, and may, from time-to-time, be published on **the dti** website.
- 1.5 Approval of applications will be subject to the availability of funds. **the dti** will endeavour to communicate to the public, in good time, should there be a likelihood of funds available for allocation to new approvals being exhausted.

Services Delivered by the dti

- 1.6 No fees or charges are levied for the processing or evaluation of any MIP applications or claims.
- 1.7 Enterprises are welcome to contact **the dti** directly and **dti** officials will assist them to complete application or claim forms.
- 1.8 Except for agencies owned by **the dti**, **the dti** does not request or appoint any person or business entity external to **the dti** to approach applicants in

respect of this programme. Applicants may approach **the dti** for assistance to apply or claim on this incentive programme. Although an applicant may make use of the services of a consultant or representative, **the dti** does not accept liability for any loss or damage incurred due to an action or omission, including the giving of advice (with or without the knowledge of the applicant) of an applicant's consultant or representative.

1.9 **the dti** will only disclose information to the applicant directly.

2. Programme Description

- 2.1 **the dti** has initiated and is implementing the MIP, an investment incentive designed to stimulate investment growth, in line with the South African government's National Industrial Policy Framework. The primary objective of the MIP is to stimulate investment within manufacturing.
- 2.2 The incentive programme aims to enhance the sustainability of manufacturing investment projects by small enterprises and to support large-to-medium-sized investment projects in manufacturing that would otherwise not be established without the grant.
- 2.3 The incentive programme provides investment support to both local- and foreign-owned entities, by offering an investment grant of up to 30% of the value of qualifying investment costs in machinery, equipment, commercial vehicles, land and buildings, required for establishing a new production facility; expanding an existing production facility; or upgrading production capability in an existing clothing and textile production facility.
- 2.4 The applicable investment grant is as follows:
- 2.4.1 Investment projects of R5 million (m) and below may qualify for an investment grant equal to 30% of their total qualifying investment cost, payable over a three (3) year period.
- 2.4.2 Investment projects of above R5m may qualify for an investment grant of between 15% and 30% of their qualifying investment costs, calculated on a regressive scale (as detailed in Section 10.5), and payable over a period of two (2) years. This investment grant cannot exceed R30m.
- 2.4.3 Foreign investment projects may qualify for an additional grant for the cost of transporting their qualifying machinery and equipment to South Africa. The additional grant is the lower of 15% of the value of qualifying imported machinery and equipment or the actual transport costs of relocating qualifying new machinery and equipment from abroad to a maximum of R10m.

- 2.5 In all cases, grant payment is subject to the approved project achieving the stipulated performance requirements of investment and employment creation specified under Section 11 herein.
- 2.6 The MIP incentive is offered in conjunction with other instruments already available through the provisions of the Income Tax Act, No. 58 of 1962, which the government is implementing to stimulate investment, including the accelerated depreciation on investment assets; graduated tax rates applicable to small enterprises; and tax incentives applicable to research and development capital expenditure.
- 2.7 The effective date for receipt of applications under this programme is 21 July 2008, for a period of six (6) years, ending in 2014.

3. Mandatory Conditions

3.1 The applicant must be a registered legal entity in South Africa in terms of the Companies Act, 1973 (as amended); Close Corporations Act, 1984 (as amended); and the Co-operatives Act, 2005 (as amended). Section 21 companies or 'not-for-profit or gain' organisations are specifically excluded from applying.

3.2 The applicant must be a taxpayer in good standing and must, in this regard, provide a valid tax clearance certificate before the grant is disbursed.

The project for which an application is being lodged must constitute a **new production facility**; **expansion** of an existing production facility; or **upgrading** of production capability in an existing clothing and textile production facility. The cost of the qualifying investment in machinery, equipment, land and buildings, and commercial vehicles, will be capped at R200m.¹

3.3 The project must be classifiable as manufacturing (SIC code 3)² in terms of the 'Standard Industrial Classification of all Economic Activities'.³ The project and its activities must comply with all applicable South African legislation that could materially affect the project.

3.4 Projects should apply and receive approval from **the dti** before investment assets are taken into production. Any assets taken into production before approval of said projects by **the dti**, will be considered non-qualifying assets.

3.4.1 After the three (3) months referred to in paragraph 3.4.2, projects may take qualifying investment assets into production before receiving approval, and such investment assets will not be disqualified on the basis of having been in production before approval. However, the projects should notify **the dti** in writing of their intention to take qualifying assets into production before approval is granted.

3.4.2 Projects will not be considered earlier than twelve (12) months or less than three (3) months before the planned commencement date of

¹ Projects exceeding R200m may apply; however, their additional investments over R200m will not be taken into consideration when calculating the investment grant.

² See Annexure A1 for a full list of activities that are included and excluded.

³ Standard Industrial Classification of all Economic Activities (Fifth Edition), 1993, Central Statistical Service, RSA.

production. (For example, if a project plans to start production on the 1st September 2010, it cannot submit an application before 31st August 2009 and the latest that it can apply is 1st June 2010).

- 3.4.3 In instances where the lead time for delivering specific machinery and equipment or other qualifying assets exceeds a twelve (12) month period, the application can be considered earlier than twelve (12) months before the commencement date of production. In this instance, the project applicant will need to submit confirmation from the supplier of the asset, confirming lead times and expected delivery dates for the assets.

4. Evaluation Criteria

The evaluation criteria distinguish between applicants with investment projects of R5m and below (referred to as 'small projects'); and those with investment projects of above R5m (referred to as 'medium-to-large projects').

4.1 Small Projects (investment projects of R5m and below)

- 4.1.1 The applicant must demonstrate commitment to the planned investment project. For purposes of this requirement, **the dti** will consider:
- a. the financing structure for the project;
 - b. that the finance sourced together with the grant is adequate in relation to the requirements of the project; and
 - c. that there is evidence of commitment to fund the project from the financiers that form part of the funding structure of the project. (Conditional approval for the MIP grant may be given to qualifying projects that wish to use the grant to leverage other sources of funding.)
- 4.1.2 The project must be financially viable, subject to the projections being realistic and reasonable.
- 4.1.3 The applicant must substantiate a need for financial grant assistance and the application must indicate how the grant will be used to improve the financial viability of the planned project.
- 4.1.4 The applicant must provide business plan information indicating customers, competitors, competitive advantage, technology, marketing and management.

- 4.1.5 The project must achieve a minimum score of fifty (50) for contribution to industrial policy targets. This score relates to the achievement of development impact criteria in Table A1 below.

TABLE A1: DEVELOPMENT IMPACT CRITERIA

Factor		Points	Weighting	Score
Contribution to Broad-Based Black Economic Empowerment(B-BBEE)	Non-Compliant Contributor (<30 points)	0	5	0
	Level 7 – 8 Contributor (≥30 points <45 points)	2		10
	Level 5 – 6 Contributor (≥45 points <65 points)	4		20
	Level 4 Contributor (≥ 65 points <75)	6		30
	Above Level 3 Contributor (≥ 75 points)	8		40
Jobs created per million Rand	<0,5	0	10	0
	≥0,5 – 1	3		30
	≥1 – 1,5	4		40
	≥1,5	5		50
Locating in areas advancing spatial economic activities	Projects located in areas: (i) with higher unemployment rate than the national average ⁴ or (ii) that share a common border with an area that has higher unemployment rate than the national average or (iii) zoned as Industrial Development Zones.	2	5	10

- 4.1.6 The criteria in Table A1 are described as follows:

A: Contribution to B-BBEE:

A project's contribution to B-BBEE, as measured in terms of the Codes of Good Practice for B-BBEE.⁵ For example, projects that are level 4 contributors, will be given six (6) points, which will be multiplied by the weighting of 5, to give a score of 30.

B: Jobs created per million Rand investment made:

This is the total number of jobs created, divided by Rand value of the investment. For example, where 6 new jobs are created for a total Rand

⁴ The unemployment data is based on the Statistics South Africa Census, 2001. **the dti** may update the data on qualifying locations revealing higher than average unemployment rates, as the latest Census data becomes available or as unemployment rates are adjusted through the Statistics South Africa Labour Survey. Details of the eligible establishment points are listed with the guidelines on www.thedti.gov.za.

⁵ Codes of Good Practice for Broad-Based Black Economic Empowerment, as issued in terms of the Government Gazette, dated 9 February 2007.

value investment of R4m. For the achievement of 1,5 jobs, per million Rand investment made, the project will be awarded five (5) points, which will be multiplied by the weighting of 10 to give a final score of 50.

C: Locating in areas advancing spatial economic activities:

These are projects locating in areas with higher than national average unemployment rates; or in areas that share common borders with those that possess higher unemployment rates than the national average; or projects locating within the designated IDZs. These projects will be awarded a score of 10.

4.2 Medium-to-Large Projects (investment projects of above R5m)

4.2.1 In addition to the evaluation criteria for small projects as stipulated in paragraph 4.1.1 to 4.1.4 herein, the following criteria will apply for projects of above R5m:

- A. The applicant must demonstrate how the grant is necessary for the project to proceed. Projects are expected to explore other sources of funding before seeking grant funding. The principle is to use the incentive to:
- i. fill funding gaps where there is not sufficient equity capitalisation for the project;
 - ii. fill funding gaps where cash flows cannot support more third party debt;
 - iii. influence location of the project in favour of RSA in cases where the investor is considering other countries for locating the project.

4.2.2 The project must achieve a minimum score of four (4) points to industrial policy targets. These points relate to the following economic benefit criteria: investment within the priority sectors; creation and sustainability of direct employment; and BB-BEE compliance and location in areas advancing spatial economic activities, as detailed in Table A2.

TABLE A2: ECONOMIC BENEFIT CRITERIA

Criteria	Description	Potential Points
A. Investment project within priority sectors	Projects involved in manufacturing under the following sectors: Capital/transport equipment and Metals fabrication; Chemicals, Plastic fabrication and Pharmaceuticals; Furniture; and Automotive and Components (See Annexure A1)	4
A1. Expansion or upgrading project in the clothing and textile sector	Projects involved in the clothing and textile sector (See Annexure A1)	4
B. Job per million Rand investment	<0,5	0
	>0,5 - 1	2
	≥1	4
C. Compliance with B-BBEE requirements	Achieve a required status in terms of the BB-BEE Code of Good Practice as follows:	
	• BEE Scoring from 65 – 75 (Level 4 Contributor)	1
	• BEE scoring of more than 75 (Level 3 Contributor)	2
D. Location in areas advancing spatial economic activities	Projects located in areas: (i) with higher unemployment rate than the national average ⁶ or (ii) that share a common border with an area that has higher unemployment rate than the national average or (iii) zoned as Industrial Development Zones	2

4.2.3 The criteria in Table A2 are described as follows:

A: Investment project within a priority sector:

An investment project that is classifiable under the lead sectors prioritised in terms of the National Industrial Policy Framework (NIPF) and its Action Plan. Four (4) points are allocated to applying entities where the applicant project involves downstream manufacturing activities classifiable under the following sectors: Capital/transport equipment and Metals fabrication; Chemicals, Plastic fabrication and Pharmaceuticals; Furniture; and Automotive and components.⁷

A1: Expansion or upgrading project in the clothing and textile sector: Projects that are expanding or upgrading their

⁶ The unemployment data is based on the Statistics South Africa Census, 2001. **the dti** may update the data on qualifying locations revealing higher than average unemployment rates, as the latest Census data becomes available or as unemployment rates are adjusted through the Statistics South Africa Labour Survey. Details of the eligible establishment points are listed with the guidelines on www.thedti.gov.za.

⁷ National Industrial Policy Framework and the Industrial Policy Action Plan, as issued by **the dti** on 6 August 2007. **the dti** may from time to time revise the priority sectors as guided by the Industrial Policy Action Plan.

production facilities in the clothing and textile sector.

B: Jobs created per million Rand investment made: This is the total number of jobs created divided by Rand value of the investment. For example, where 12 new jobs are created for a total Rand value investment of R10m. The calculation will $(12/10 = 1,2)$, the project will be awarded four (4) points.

C: Compliance with B-BBEE: An applying entity achieving a required status in terms of the Code of Good Practice for B-BBEE.⁸ This requirement takes into account the exemptions in terms of Qualifying Small Enterprises (QSEs), as set-out in terms of the Code of Good Practice. Points are allocated to applying projects as follows:

- i. Applicants that are a Level 4 Contributor to BEE, achieving a B-BBEE score of between 65 and 75 and are allocated one (1) point.
- ii. Applicants that are a Level 3 Contributor to BEE, achieving a BB-BEE score of above 75 are allocated two (2) points.

D: Locating in areas advancing spatial economic activities:

Two (2) points are allocated to projects locating in areas with higher than national average unemployment rate or in areas that share a common border with an area that has higher unemployment rate than the national average or projects locating within the designated IDZs.

⁸ Code of Good Practice for Broad-Based Black Economic Empowerment, as issued in the Government Gazette 09, February 2007.

5. Qualifying Assets and Investment Costs

- 5.1 Machinery and Equipment (owned or capitalised financial lease), at cost. This will exclude any office furniture and equipment.
- 5.2 Owned land and buildings, at cost. The investment in qualifying land and buildings must constitute newly acquired land and buildings at cost, whether as part of a new project or expansion, and must be owned by the applying entity. Land costs must be directly associated with the purchase, renovation, or construction of a new production facility for the investment project under consideration, and must be located on land that has been zoned for mixed use, industrial or commercial activity. Calculation of the investment grant, with respect to land and buildings, will be based on the amount of the factory and administrative space utilised. **The qualifying costs in land and buildings are limited to the cost of the qualifying machinery and equipment.**
- 5.3 The lease for land and buildings may not exceed 20% of the cost of qualifying machinery and equipment. The cost of leased land and buildings is capitalised for the five (5) years' duration of the lease. It is calculated at the rental cost for year one (1) multiplied by five (5).
- 5.4 Where the applicant leases land and buildings from a connected party, the actual net rental paid, as per the income statement, will be capitalised as per 5.3 above, and must be verified by the auditor that it is of fair market value. Value-Added Tax (VAT), and rates and taxes, are excluded from this calculation.**
- 5.5 Commercial vehicles (owned or capitalised financial lease). Only eligible if such vehicles are for use on the production site, and/or have been customised for a particular business, e.g. refrigeration.
- 5.6 Second-hand (previously-used) machinery and equipment, and commercial vehicles, can be regarded as qualifying investment costs provided they meet the following conditions:
- 5.6.1 The purchase of these assets must be at arm's length. The assets may be acquired locally or internationally from existing project(s); a Liquidation Sale; Public Auction; through an offer directly to the Liquidator; or a *bona fide* machine dealer. The applicant must provide

the liquidation order or auctioneer report reflecting the source of the relevant machinery and equipment.

- 5.6.2 All imported second-hand assets must be accompanied by an engineer's report certifying the level of technology to be equivalent or better than the level currently in use in South Africa. The intention is to ensure that assets brought into the local industry are of an acceptable level of technology and fair value.
- 5.6.3 Applying projects that are **black-/women-owned, and all projects with investment of R5m and below**, may invest up to 100% in second-hand assets, without making an equivalent investment in new assets.
- 5.6.4 Investments in vehicles (as set out in paragraph 5.5) may not exceed 20% of the qualifying investment in machinery and equipment.
- 5.6.5 The purchase of second-hand machinery and equipment by **projects with investments of above R5m** is subject to the following additional rules:
- a. The project must invest in new machinery and equipment at a cost equal to 100% of the cost of the qualifying [actual] second-hand machinery and equipment as approved in the entity's MIP application, before the end of the first full financial year.
 - b. In calculating the equivalent investment in new machinery and equipment, any investment in new commercial vehicles will be excluded.

6. Exclusions and Limitations

6.1 Non-Qualifying Assets/Investment Costs

The following is a list of costs that do NOT qualify under the MIP:

- 6.1.1 Assets acquired by way of an operational lease agreement
- 6.1.2 Passenger vehicles (i.e. non-commercial vehicles), collection, delivery, distribution and vehicles not complying with Section 5.5 herein
- 6.1.3 Damaged assets or assets not utilised for the qualifying production process
- 6.1.4 Revaluated assets
- 6.1.5 VAT and finance charges on assets
- 6.1.6 Rates and taxes
- 6.1.7 Farms, smallholdings and residential land
- 6.1.8 Assets acquired between connected parties, i.e. all transactions pertaining to the acquisition of investment assets at non-arm's length.
In instances where the connected party is a machine dealer, these assets will qualify on condition that the auditor confirms that the cost is a fair and true reflection of the market value. Land and buildings acquired from a connected party will qualify (refer to paragraph 5).

6.2 General Exclusions and Limitations

- 6.2.1 Entities that are already receiving Small Medium Enterprise Development (SMEDP) incentives approved on recommendation by the Manufacturing Development Board (MDB) and those with any approved MIP projects, do not qualify for additional MIP incentives until the end date of the incentive grant period set out in the relevant incentive agreement, or the last date for submission of the final claim under the relevant agreement.
- 6.2.2 Entities already receiving incentives approved on recommendation by the MDB, may not attempt to convert existing incentive approvals to the MIP incentive.
- 6.2.3 An entity may only apply for one (1) project, be it a new project, expansion or upgrading, per district or metropolitan municipality area. Entities planning a number of investments within a period of three (3) years, across different metropolitan areas or district municipalities, should record their intentions in writing to **the dti** and discuss their

investment proposals with **the dti**, prior to submitting their applications, in order to determine the eligibility of these projects.

- 6.2.4 The project applicant must notify **the dti** in writing within thirty (30) calendar days of the commencement date of production, as indicated in the approval letter. **the dti** must also be notified in writing of any changes in the commencement date of production. **The new commencement date of production must be within one-hundred-and-twenty (120) calendar days of the original approved commencement date.**
- 6.2.5 **the dti** reserves the right to withhold, reject or terminate approval for projects seen to be circumventing the rules of the incentive programme. The entity may not change the facts in its application, such as the business set-up or how it operates, in order to have the entity's project meet the prerequisites for qualification, when it does not meet the appropriate criteria. If **the dti** finds that the entity tried to circumvent or circumvented these guidelines, the entity will automatically be disqualified, and if an agreement has already been signed, **the dti** will terminate that MIP agreement and institute action to reclaim any moneys that have already been paid to the entity.
- 6.2.6 **Projects that are benefiting from the Productive Assets Allowance (PAA) of the Motor Industry Development Programme (MIDP), or its replacement programme, will not qualify for the MIP grant.**
- 6.2.7 Non-Governmental Organisations (NGOs), Trusts, Partnerships, Sole Proprietors, and Foreign Governments, are explicitly excluded from participating in this programme directly or indirectly.
- 6.2.8 Applicants who have majority shareholding (51%) held by public-owned enterprises or state institutions are not eligible for grant. However, shareholding by Development Finance Institutions will be considered on a case-by-case basis.
- 6.2.9 Applications in respect of a project which constitutes a subsection (division, branch or profit centre) of a registered legal entity referred to in paragraph 3.1, must be submitted by the legal entity. Financial information must be provided for both the legal entity as a whole and the project.
- 6.2.10 Capital work-in-progress is excluded until taken into production.
- 6.2.11 Financial lease assets must be capitalised in the balance sheet in order to be considered for purposes of the incentive.
- 6.2.12 Grant approval will cease if the entity goes into liquidation.

7. Additional Conditions Applicable to Expansion Projects

The incentive support is intended for projects involving substantial expansions to existing production capacity. To be approved as a qualifying expansion project, an application must meet the following conditions:

- 7.1 Projects above R5m must show an increase (over and above total qualifying historic costs) of at least 35% in qualifying investment in machinery and equipment. Projects below R5m, whose existing assets (combined cost of land and buildings, machinery, equipment and vehicles) are R5m or below, must show an increase (over and above total qualifying historic costs) of at least 30% in qualifying investments of machinery and equipment. The increase in investment must be made in year one (1) and must be maintained for the duration of the incentive agreement. Any increase in investment in land and buildings, leasehold improvements and commercial vehicles is excluded for the purpose of calculating the increase in investment.
- 7.2 The base year machinery and equipment of the existing entity or project cannot have a zero-Rand cost. In other words, the existing entity or project must be actively involved in the manufacturing of a product with productive assets e.g. an entity or project that is below R5m, may qualify for an expansion, if the existing entity or project (its base year) had R100, 000 of machinery and equipment for the production of diapers, and demonstrates R 135,000 as the cost of qualifying machinery and equipment for year one (1) in the balance sheet. This will demonstrate a 35% increase in qualifying machinery and equipment.
- 7.3 The expansion must demonstrate an increase in projected revenue of 15% in the 1st year of production, and 25% increase in the 2nd year of production, above the revenue as reflected in the base year financial statements.
- 7.4 The period of the base year for the expansion, and the end of its first full financial year, may not exceed twenty-four (24) months. Once the twenty-four (24) months has been exceeded, the application will not be considered.
- 7.5 An expansion may not result in a reduction in the existing number of *personnel* employed in the *base year*, in any of the incentive years over the

period of the incentive agreement. That is, the total number of personnel employed in each year of the incentive period may not be less than the total number of personnel employed during the base year. Any reduction in total numbers of personnel, as compared to those in the base year, will disqualify the entity, and if an agreement has been issued, said agreement will be terminated. Any claims not yet evaluated or paid will immediately lapse and no obligation will accrue to **the dti** on such claims.

Example A: Qualifying Project

	No. of New Employees	Total No. of Employees
<i>Base Year</i>	<i>12 (existing)</i>	<i>12</i>
<i>Year 1</i>	<i>3</i>	<i>15</i>
<i>Year 2</i>	<i>5</i>	<i>20</i>
<i>Year 3</i>	<i>0</i>	<i>20</i>

Example B: Non-Qualifying Project

	No. of New Employees	Total No. of Employees
<i>Base Year</i>	<i>12 (existing)</i>	<i>12</i>
<i>Year 1</i>	<i>- 3</i>	<i>9</i>
<i>Year 2</i>	<i>1</i>	<i>10</i>
<i>Year 3</i>	<i>2</i>	<i>12</i>

The reduction of personnel from twelve (12) to nine (9) in year one (1) will disqualify the project.

- 7.6 Audited financial statements must be submitted for the base year, when applying for an expansion project.
- 7.7 Expansion projects in the clothing and textile sector should refer to Section 8 herein.

8. Conditions Applicable to Expansions and Industrial Upgrading Projects in the Textile and Clothing Sector for Both Below and Above R5m Projects

8.1 The incentive support for upgrading available under the MIP is intended to encourage substantive enterprise-level upgrading, in order to improve competitiveness in the clothing and textile sector.

8.2 The project must show an increase in qualifying investment of at least 10% above the historic qualifying investment in machinery and equipment, and this must be made in year one (1). Any increase in investment in land and buildings, leasehold improvements and commercial vehicles is excluded for the purpose of calculating the increase in investment.

8.3 The incentive grant will be utilised for qualifying investment costs, which are defined as capital expenditure for the replacement of old and inefficient machinery and equipment, or the addition of new machinery and equipment to the existing production line.

8.4 The aim of the upgrading project is to assist the entity to improve or sustain competitiveness. This should include at least one (1) of the following:

8.4.1 improvement in value-add, measured as the difference between gross turnover and cost of sales;

8.4.2 improvement in productivity, measured as value added/capital assets;⁹

8.4.3 reduction in production costs per unit of output; or

8.4.4 redirection of the product mix to the niche market.

8.5 The applying entity is required to indicate the impact of the upgrading project on employment, before and after the project.

8.6 Paragraph 6.2.3 is not applicable to the clothing and textile sector.

⁹ Assets measured at depreciated replacement value.

9. Foreign Investment Grant for Qualifying Foreign Investors

- 9.1 The Foreign Incentive Grant (FIG) compensates qualifying foreign investors for costs incurred in moving qualifying new machinery and equipment (vehicles excluded) from abroad to the Republic of South Africa (RSA).
- 9.2 The Grant is available only to foreign entities establishing production facilities for the first time in the RSA, and is offered once only to any single entity. It will be the lower of 15% of the cost of qualifying imported machinery and equipment or the actual transport costs of relocating qualifying new machinery and equipment from abroad to a maximum of R10m.
- 9.3 The Grant is not available for foreign investment from South African Customs Union (SACU) countries, and the Southern African Development Community (SADC).
- 9.4 The FIG is only available to projects of registered incorporated legal entities in the RSA.
- 9.5 The FIG is conditional to the approval of the MIP project for the incorporated legal entity in the RSA. The application for the FIG is to be submitted prior to shipment from abroad and together with the MIP application.
- 9.6 Relocations are limited to a maximum of two (2) phases per project, provided that all phases are executed within one (1) year of commencement of production.
- 9.7 Only new machinery and equipment (vehicles excluded) acquired from abroad and required for a manufacturing project in the RSA will be considered. In exception cases, **second-hand** or **used** machinery and equipment may qualify, where a dti-appointed consulting engineer (CE) certifies that the machinery and equipment represent the latest technology. In this case 5.6.5(a) will not be applicable.
- 9.8 The Grant will not be considered where obsolete technology is to be relocated to the RSA, irrespective of whether the machinery and equipment is new.

9.9 The following expenditure might be considered as qualifying for the Grant:

TABLE B: QUALIFYING FIG EXPENDITURE

Freight Expenditure	Statutory Requirements
Machinery and Equipment Transfer Costs: Freight costs for the transfer of qualifying machinery and equipment	Wharfage: Only applicable for RSA harbours Handling: Only applicable for RSA harbours Duty: Only applicable for RSA harbours
Travelling Expenditure	Local Expenditure
Commissioning Technicians: Travel and accommodation costs, as determined by an appointed CE	Inland Transport: Costs applicable to the establishment point in the RSA Offloading: Costs applicable at the establishment point Insurance: Insurance from the point of origin to the point of establishment in the RSA Agency Charges: Costs applicable in the RSA

9.10 The following expenditure is considered to be non-eligible for the Grant:

TABLE C: NON-QUALIFYING FIG EXPENDITURE

Capitalised Elements	In Country of Origin Expenditure
Electrical and mechanical installation	Transport costs
Remuneration of commissioning personnel (staff or non-staff)	Insurance costs
Engineering services	Statutory Expenditure
	VAT

9.11 The effective exchange rate, as on the date of all documents relating to the importation of machinery and equipment, will be used for conversion purposes of foreign currency.

9.12 There must be at least a 50% direct foreign shareholding and this must be maintained for a period of at least two (2) years after completion of the investment project and certification of being in production. **the dti** may recoup the grant advanced if the level of foreign direct shareholding is not maintained at a minimum of 50% in this two (2) year period.

- 9.13 If the holding company of the project is liquidated, the Grant approval will terminate with immediate effect.
- 9.14 If the entity received FIG and were to sell or re-export any of the imported machinery and equipment or terminate manufacturing operations within a period of two (2) years from the date of production, as stated in the agreement, **the dti** will institute action to reclaim the FIG.
- 9.15 The payment of the FIG will only be effected if all of the approved machinery and equipment is imported within one (1) year of the commencement date of production, as certified by the accredited consulting engineer. Thereafter, no payments will be effected.
- 9.16 Relocated machinery and equipment must be free of any financial liability or lien in order to qualify for the FIG. Such machinery and equipment must, therefore, be the property of the foreign investor or be purchased with foreign funds.
- 9.17 If the machinery and equipment was financed by means of a foreign shareholder(s') loan(s), such loan(s) may not be transferred to any citizen of the RSA or any financial institution in the RSA during the payment period of the investment grant or the validity thereof. Foreign shareholder(s') loans must also be maintained for a period of at least two (2) years after completion of the transfer of machinery and equipment, and the certification of being in production, as provided by the CE.
- 9.18 All imported machinery and equipment considered for relocation costs must be accompanied by an auditor's report certifying that the equipment meets all the above requirements of the Grant.
- 9.19 **the dti** will appoint a registered CE, accredited to the South African Association of Consulting Engineers. The CE will evaluate the project, verify the technology and commencement of production, and recommend payment of the FIG against certified documented expenditure. **the dti** is responsible for payment of the CE's fees.
- 9.20 **If the actual expenditure is less than the CE's estimate, or machines and equipment have been used other than those originally approved, or if**

the same machines and equipment, as approved, are imported but the machine value, as determined locally by the CE (appointed by the dti), differs from the original machine values, payments will be made as follows:

- a. the FIG recommended by the CE; or
- b. the actual transportation cost; or
- c. the pro-rata FIG; or
- d. 15% of the recommended machine value, as determined by the appointed CE's final report; or
- e. the approved FIG, whichever is the lower value.

9.21 If the value of the imported machines and equipment, as determined locally by the CE (appointed by the dti), is in accordance with or more than the approved value, payments will be:

- a. the FIG recommended by the CE, or
- b. the actual transportation costs, or
- c. 15% of the recommended machine and equipment value as determined by the appointed CE, whichever is the lower value.

9.22 If the imported machines and equipment vary substantially in respect of mass, type and value from the original approval, the dti reserves the right to adjust or terminate the agreement.

9.23 After completion of the relocation of new machinery and equipment to RSA:

9.23.1 the entity must notify **the dti** in writing within thirty (30) calendar days of commencement of production;

9.23.2 a site visit will be conducted by the CE and a representative of **the dti**;
and

9.23.3 a production certificate will be issued by the CE, reflecting the production status of the project and recommendation of payment.

9.24 The financial statements must separately reflect the relocation costs of machinery and equipment under the notes to the financial statements, where capitalised on the balance sheets.

10. Incentive Grant Calculation

- 10.1 The investment grant on offer is capped at a maximum of R30m for local investments and additional FIG as stipulated under 9.2.
- 10.2 The investment grant is calculated proportionally on a regressive scale in relation to the qualifying investment cost, as follows:
- 10.2.1 Investment projects of R5m and below qualify for an investment grant equal to 30% of their qualifying investment cost, payable over a three-(3)-year period, on compliance with conditions outlined in this document.
- 10.2.2 Investment projects of above R5m, that obtain a minimum economic benefit criteria score of 4 (in terms of Table A2 of Section 4.2 herein), may qualify for an investment grant as stipulated below:
- a. Projects above R5m but less the R30m may qualify for a grant on a regressive scale between **15% and 30%** of their qualifying investment costs (refer to 10.5).
 - b. Projects above R30m may qualify for a grant of 15% of their qualifying investment costs (refer to 10.5).
- 10.2.3 In exceptional cases, the Adjudication Committee may consider a higher grant, up to a maximum of 20% of qualifying investment costs for large projects that:
- i. have high IRR requirements; or
 - ii. are foreign direct investments in priority sectors considering competing locations; and
 - iii. where the 15% grant is not sufficient to influence an investment decision for the investor.
 - a. These projects must have considerably higher economic spin-offs, such as the potential for opening up market competition, diversifying industrial output or having a technological demonstration effect. The sum of the grants awarded cannot exceed 5% of the annual programme allocation.
- 10.3 The grant offered cannot exceed **the dti's** assessment of the funding gap or funding shortfall in the project.

10.4 The grant offered in terms of MIP is tax exempt in terms of Section 10(1)(y) of the Income Tax Act, No. 58 of 1962, as amended.

10.5 Grant Scale

TABLE D: GRANT SCALE TABLES

Summary

Investment	≤ R5m	> R5m to ≤ R30m	≥ R30m
Grant	30%	30% - 15%	15%
Grant Ceiling	R1.5m	R4.5m	R30m

Grant Scale for Projects between R1m and R20m

Investment																					
R m	0.00	1.00	2.00	3.00	4.00	5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00
Grant R m	0.00	0.30	0.60	0.90	1.20	1.50	1.62	1.74	1.86	1.98	2.10	2.22	2.34	2.46	2.58	2.70	2.82	2.94	3.06	3.18	3.30
Grant %	30.00	30.00	30.00	30.00	30.00	30.00	27.00	24.86	23.25	22.00	21.00	20.18	19.50	18.92	18.43	18.00	17.63	17.29	17.00	16.74	16.50

Grant Scale for Projects between R21m and R40m

Investment																					
R m	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00	
Grant R m	3.42	3.54	3.66	3.78	3.90	4.02	4.14	4.26	4.38	4.50	4.65	4.80	4.95	5.10	5.25	5.40	5.55	5.70	5.85	6.00	
Grant %	16.29	16.09	15.91	15.75	15.60	15.46	15.33	15.21	15.10	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00

Grant Scale for Projects between R41m and R60m

Investment																					
R m	41.00	42.00	43.00	44.00	45.00	46.00	47.00	48.00	49.00	50.00	51.00	52.00	53.00	54.00	55.00	56.00	57.00	58.00	59.00	60.00	
Grant R m	6.15	6.30	6.45	6.60	6.75	6.90	7.05	7.20	7.35	7.50	7.65	7.80	7.95	8.10	8.25	8.40	8.55	8.70	8.85	9.00	
Grant %	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00

Grant Scale for Projects between R61m and R80m

Investment R m	61.00	62.00	63.00	64.00	65.00	66.00	67.00	68.00	69.00	70.00	71.00	72.00	73.00	74.00	75.00	76.00	77.00	78.00	79.00	80.00
Grant R m	9.15	9.30	9.45	9.60	9.75	9.90	10.05	10.20	10.35	10.50	10.65	10.80	10.95	11.10	11.25	11.40	11.55	11.70	11.85	12.00
Grant %	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00

Grant Scale for Projects between R81m and 100m

Investment R m	81.00	82.00	83.00	84.00	85.00	86.00	87.00	88.00	89.00	90.00	91.00	92.00	93.00	94.00	95.00	96.00	97.00	98.00	99.00	100.00
Grant R m	12.15	12.30	12.45	12.60	12.75	12.90	13.05	13.20	13.35	13.50	13.65	13.80	13.95	14.10	14.25	14.40	14.55	14.70	14.85	15.00
Grant %	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00

Grant Scale for Projects between R101m and R120m

Investment R m	101.00	102.00	103.00	104.00	105.00	106.00	107.00	108.00	109.00	110.00	111.00	112.00	113.00	114.00	115.00	116.00	117.00	118.00	119.00	120.00
Grant R m	15.15	15.30	15.45	15.60	15.75	15.90	16.05	16.20	16.35	16.50	16.65	16.80	16.95	17.10	17.25	17.40	17.55	17.70	17.85	18.00
Grant %	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00

Grant Scale for Projects between R121m and R140m

Investment R m	121.00	122.00	123.00	124.00	125.00	126.00	127.00	128.00	129.00	130.00	131.00	132.00	133.00	134.00	135.00	136.00	137.00	138.00	139.00	140.00
Grant R m	18.15	18.30	18.45	18.60	18.75	18.90	19.05	19.20	19.35	19.50	19.65	19.80	19.95	20.10	20.25	20.40	20.55	20.70	20.85	21.00
Grant %	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00

Grant Scale for Projects between R141m and R160m

Investment R m	141.00	142.00	143.00	144.00	145.00	146.00	147.00	148.00	149.00	150.00	151.00	152.00	153.00	154.00	155.00	156.00	157.00	158.00	159.00	160.00
Grant R m	21.15	21.30	21.45	21.60	21.75	21.90	22.05	22.20	22.35	22.50	22.65	22.80	22.95	23.10	23.25	23.40	23.55	23.70	23.85	24.00
Grant %	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00

Grant Scale for Projects between R161m and R180m

Investment R m	161.00	162.00	163.00	164.00	165.00	166.00	167.00	168.00	169.00	170.00	171.00	172.00	173.00	174.00	175.00	176.00	177.00	178.00	179
Grant R m	24.15	24.30	24.45	24.60	24.75	24.90	25.05	25.20	25.35	25.50	25.65	25.80	25.95	26.10	26.25	26.40	26.55	26.70	26
Grant %	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15

Grant Scale for Projects between R181m and R200m

Investment R m	181.00	182.00	183.00	184.00	185.00	186.00	187.00	188.00	189.00	190.00	191.00	192.00	193.00	194.00	195.00	196.00	197.00	198.00	199
Grant R m	27.15	27.30	27.45	27.60	27.75	27.90	28.05	28.20	28.35	28.50	28.65	28.80	28.95	29.10	29.25	29.40	29.55	29.70	29
Grant %	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15

11. Grant Disbursements

11.1 Grant Payment Schedule and Performance Requirements

11.1.1 The grant is disburseable on a bi-annual basis, subject to the approved entity meeting the prescribed performance requirements, as set out below.

1.1.2 At each grant claim stage, the project may be eligible to be paid a grant based on the full value of the actual investment made at that stage; however, this may not exceed the maximum approved grant for that financial year.

TABLE E:

Year	Claim Stages	Disbursements (under R5m)	Disbursement (above R5m)	Performance Requirements
YEAR 1	Stage 1: End of six (6) months from date of commencement of operations	Grant % of actual investment made, limited to 33.3 % of total approved grant	Grant % of actual investment made limited to 50% of total approved grant	<ul style="list-style-type: none"> • Minimum investment of 30% of the total approved qualifying investment for projects above R5m • Minimum investment of 15% of the total approved qualifying investment for projects below R5m • Achieve and maintain the conditions for points allocated in terms of the economic benefit criteria and development matrix (Table A2 and A1) • Achieve at least 10% of projected turnover for year one (1)
	Stage 2: End of 1 st full financial year	Grant % of actual investment made, limited to 33.3% of the total approved grant less amount paid	Grant % of actual investment made limited to 50% of the total approved grant less amount paid at Stage 1	<ul style="list-style-type: none"> • Minimum of 60% of the total approved qualifying investment must be made for projects of over R5m. • Minimum investment of 30% of the total approved qualifying investment for projects below R5m.

		at Stage 1		<ul style="list-style-type: none"> • Achieve 80% of employment levels projected for year one (1) • For projects over R5m, achieve at least 70% of the turnover projected for year one (1) For expansions this should be greater than 15% increase from base year. • For projects below R5m, achieve at least 50% of the projected turnover for year one (1). For expansions this should be greater than 15% increase from base year. • Achieve and maintain the conditions for points allocated in terms of the economic benefit criteria and development matrix (Table A2 and A1) • Upgrading projects to achieve at least 70% of agreed year one (1) productivity, value add or cost reduction targets
YEAR 2	Stage 3: End six (6) months of 2 nd financial year	Grant % of actual investment made limited to 33.3 % of total approved grant	Grant % of the actual investment made limited to 50% of total approved grant	<ul style="list-style-type: none"> • Minimum of 60% of the total approved qualifying investment must be made for projects above R5m • Minimum investment of 30% of the total approved qualifying investment for projects of below R5m • Achieve 80% of employment levels projected for year one (1) • For projects above R5m, achieve at least 70% of the projected turnover for year one (1) • For projects below R5m, achieve at least 50% of the projected turnover for year one (1) • Achieve and maintain the conditions for points allocated in terms of the economic benefit criteria and development matrix (Table A2 and A1)
	Stage 4: End of 2 nd full financial year	Grant % of actual investment made, limited to 33.3% of the total approved grant less amount paid at Stage 3	Grant % of actual investment made, limited to 50% of total approved grant less amount paid at Stage 4	<ul style="list-style-type: none"> • A minimum of 70% of the total approved qualifying investment must be made for projects above R5m • Minimum investment of 60% of the total approved qualifying investment for projects below R5m • Achieve 80% of employment levels projected for year two (2)

				<ul style="list-style-type: none"> • Achieve at least 70% of the projected turnover for year two (2). For expansions this should be greater than 25% increase from base year. • Achieve and maintain the conditions for points allocated in terms of the economic benefit criteria and development matrix • Upgrading projects to achieve at least 70% of agreed productivity, value add or cost reduction targets for year two (2).
YEAR 3	<p>Stage 5: End of six (6) months of 3rd financial year</p>	<p>Grant % of actual investment made limited to 33.3 % of total approved grant.</p>	Monitoring	<ul style="list-style-type: none"> • Minimum of 70% of the total qualifying investment must be made for projects > R5m (i.e. maintain investment made in stage 4) • Minimum of 60% of the total qualifying investment made for projects below or equal to R5m • Maintain projected employment levels • Maintain at least 70% of the projected turnover • Maintain the conditions for points allocated in terms of the economic benefit criteria and development matrix (Table A2 and A1)
	<p>Stage 6: End of 3rd full financial year</p>	<p>Grant % of actual investment made, limited to 33.3% of the total approved grant less amount paid at Stage 5</p>	Monitoring	<ul style="list-style-type: none"> • Minimum of 70% of the total investment made • Maintain at least 100% of the projected employment levels • Maintain at least 70% of the projected turnover • Maintain the conditions for points allocated in terms of the economic benefit criteria and development matrix (Table A2 and A1) • Upgrading projects to achieve at least 70% of agreed productivity, value-add or cost reduction targets

- 11.1.3 Projects that do not achieve or maintain the conditions for points allocated in terms of economic benefit criteria at claim stage, may be terminated if the project no longer qualifies (i.e. achieves a score of less than 4 on the economic benefit criteria matrix, Table A2 herein).
- 11.1.4 Projects that do not meet the minimum performance requirements for Stage 1, above, or do not have audited financial statements at Stage 1, may wait until Stage 2 (i.e. the end of their first full financial year) before they submit their first claim.
- 11.1.5 In submitting a claim for Stage 3, audited financial statements of Stage 2 may be used. A full reconciliation will then need to be submitted at Stage 4 with full audited financial statements. The same principle applies for Stages 5 and 6.
- 11.1.6 Any relaxation of minimum requirements or conditions in this document is based on merit and at the sole discretion of **the dti**. The decision of **the dti** will be final.

12. Claims Submission

12.1 It is the responsibility of the entity to provide complete and accurate information to **the dti** in order to enable speedy and correct processing of the investment grant. To claim for the MIP grant, the entity must submit the following documents to the Programme Manager at **the dti**:

12.1.1 An originally completed Claim Form, duly signed by the entity and an independent external auditor or accredited person;

12.1.2 Audited financial statements for the entity and authorised management accounts for the project;

12.1.3 A Project Monitoring Report ;

12.1.4 Audited asset list(s) of total assets of the project;

12.1.5 An original valid Tax Clearance Certificate of the entity;

12.1.6 A cancelled cheque and a Credit Order Instruction, as written confirmation of the bank details where payment must be made; and

12.1.7 A certificate of compliance with the Code of Good Practice for BB-BEE, where the entity's turnover is more than R5m, or such amount, as determined by **the dti** from time-to-time.

12.2 Conditions Regarding Grant Disbursement

12.2.1 Grant disbursement is subject to the satisfactory verification of qualifying investment expenditure items and may include the physical on-site inspection by **the dti** at every claim stage or whenever necessary.

12.2.2 The commencement date of claims may not precede the commencement date of production, and must be within a period of eighteen (18) months from the commencement date of production.

12.2.3 The claim period of each project should coincide with the financial year. If the date of commencement of production is less than six (6) months before the end of the financial year, then the claim date for the project should align to the start of the next financial year. In instances where the date of commencement of production is greater than six (6) months before the end of the financial year, the project claim period should start in the same financial year, as the production start date. No change in the financial year-end will be allowed over the claim period, other than in instances where the year-end is changed post a

take-over, and provided that a copy of the SARS approval letter has been submitted to confirm the change in year-end.

- 12.2.4 An approved project must commence its operation within a period of thirty (30) calendar days from the production date specified at the time of application, and remain in production for the duration of the incentive agreement, failing which the grant is forfeited. The applicant must send written confirmation of the commencement of production to **the dti** (refer to 6.2.4).
- 12.2.5 Failure to submit a valid claim within eighteen (18) months from the commencement of production will result in the termination of the MIP grant agreement.
- 12.2.6 Claims must be submitted within six (6) months after the end date of the specified claim period or end of the relevant financial year. Where bi-annual claims are not made in time, an entity must submit a claim for the full financial year at financial year end.
- 12.2.7 Payments shall be made directly into the bank account of the approved entity only. The name of the account holder must be the same as that of the applicant.
- 12.2.8 Should there be material changes to the main business under which the grant was approved, the grant approval will be cancelled and the entity be expected to reapply to **the dti**.

12.3 Additional Legal Conditions

- 12.3.1 The following are *inter alia* considered a circumvention of EIP guidelines and will lead to the rejection of an application or claim:
- a. Changing the business set-up, composition, structure or operations, processes or products in order to make the project qualify.
 - b. Restructuring the business internally, forming a new entity or project, phasing in or segmentation of investment to avoid exceeding maximum or differentiating levels.
 - c. More than one (1) business in reasonable proximity or in a defined municipal area, owned by connected person(s), manufacturing generically the same or similar products, or delivering generically the same or similar services – without, in the sole opinion of **the dti**, any real commercial reason for the separation.
 - d. Splitting-up of an integrated production process, including where the one (1) process manufactures the raw material for another process

- (e.g. thereby excluding a non qualifying process, or allowing two (2) projects to qualify for the incentives).
- e. Manipulation of inter-company assets, products, services and processes, and
 - f. Any other action that, in the sole discretion of **the dti**, can be regarded as circumvention to allow the entity, which otherwise would not have qualified, to qualify.

12.4 Appeal Process

Any dispute relating to a decision (including the rejection of an application) taken by **the dti** is limited to one internal appeal per application lodged, within such time as set out in the letter of rejection.

12.5 Criminal, Misleading, Dishonest and/or Irregular Activities

- a. **the dti** may, upon suspicion of any such activities, suspend payments that may be due or may become due to an applicant. **the dti** shall not be liable for any damages or interest, pending the finalisation of any forensic investigation and any criminal proceedings brought as a result of the investigation.
- b. Findings of a forensic investigation indicating such activities will be sufficient to allow **the dti** to cease all payments and reclaim any payments already made, with *mora* interest.
- c. **the dti** subscribes to the principles set out in the Prevention and Combating of Corrupt Activities Act, 12 of 2004 (PRECCA). Applicants are requested to contact **the dti** fraud hotline on 0800 701 701 should they wish to report any suspicious behaviour.
- d. A duty rests on the applicant and/any other person that may benefit from the scheme to disclose everything that may have an influence on the adjudication of the application and/or claim. Failure thereof will lead to termination/cancellation/suspension of the application/claim.

13. Application Process

13.1 The application process is as follows:

TABLE F: APPLICATION PROCESS

Project Application		the dti Approval Process	
Project Appraisal	<ul style="list-style-type: none"> ▪ Applicant sends completed application form (prior to the investment taking place) to the dti by mail or via the dti's MIP website ▪ Applicant may obtain further information about the criteria telephonically or by meeting with staff at the dti <p>NB Applicants are not required to use a consultant to prepare or submit an application</p>	Project Appraisal	<ul style="list-style-type: none"> ▪ Project business plan analysis ▪ Project and entity financial viability analysis ▪ Analysis of funding gap ▪ Economic benefit analysis
Basic Assessment	<ul style="list-style-type: none"> ▪ Application checked for completeness ▪ Letter/email requesting additional information sent to applicant ▪ Fully completed application is scheduled for evaluation 	Verification Inspection	<ul style="list-style-type: none"> ▪ Project verification inspection at applicant's premises may be conducted ▪ Inspector verifies that project meets all requirements and ▪ submits for the Adjudication Committee
		Adjudication	<ul style="list-style-type: none"> ▪ Adjudication Committee reviews report from project evaluator ▪ Application approved, rejected or returned for additional information ▪ The decision of the Adjudication Committee is final ▪ Letter confirming agreement with applicant
Grant Disbursement		Monitoring	
<ul style="list-style-type: none"> ▪ The approved grant is disbursed on achievement of predetermined performance requirements as set out in Section 11. ▪ On completion of milestone client completes a claim form with required attachments. ▪ Inspector may visit client to verify that all requirements have been met. 		<ul style="list-style-type: none"> ▪ the dti will collect project monitoring information at each claim stage and will require clients to complete a project monitoring report at the end of each financial year to measure the outputs and outcomes of the project. ▪ In order to evaluate the impact of the programme, the dti requires that for a period of two (2) years after completion of the claim period, the client completes the project monitoring report annually. This requirement forms part of the legal agreement between the dti and the applicant. 	

13.2 The following information is required when submitting the application form:

13.2.1 Information about the applying entity:

- a. Contact details of holding company;
- b. Copies of Certificates of Incorporation; and
- c. Written guarantees for financing or letters of intent, where applicable.

13.2.2 Details about the planned investment project:

- a. Planned date of commencing operations;
- b. Business activities, products and services;
- c. Expected revenue streams and markets to be served; and
- d. Employment opportunities to be created by the project.

13.2.3 Investment expenditure and expansion plans

13.2.4 Projected Cash Flow Statement, Income Statement and Balance Sheet

13.2.5 Engineer's report confirming level of technology for foreign entities looking to import machinery and equipment for the project.

14. Monitoring, Reporting and Impact Assessment

All approved projects will be monitored in order to assess their performance and that of the MIP.

the dti may conduct a site visit to projects at application stage and/or at claim stage. A set of all financial statements, invoices and other relevant records must be retained and kept in a fireproof safe, according to South African Bureau of Standards (SABS) specifications, for at least five (5) years after submission of the claim to which it relates. Such records must be made available to **the dti** inspector upon request, failing which the agreement automatically terminates.

All approved expansion and upgrading projects will be required to complete the project baseline monitoring report at the start of the project.

Project Monitoring Reports for approved projects must be submitted at the end of each financial year, including for an additional two (2) financial years following their final claim (i.e. two (2) years after the incentive period).

TABLE G: SUMMARY OF MONITORING AND EVALUATION

Monitoring Level	Indicators at Project Level	Indicators at Programme Level
Input	<ul style="list-style-type: none"> ▪ Completed application form 	<ul style="list-style-type: none"> ▪ No. of project applications approved/declined
Output	<ul style="list-style-type: none"> ▪ Total capital investment ▪ Total grant disbursed ▪ Increased turnover 	<ul style="list-style-type: none"> ▪ No. and value of new projects per sector, BEE, location and project size ▪ No. and value of expansion projects per sector, BEE, location and project size ▪ No. and value of upgrading projects per location, BEE and project size ▪ Amount of funds committed and disbursed
Outcome	<ul style="list-style-type: none"> ▪ % change in investment ▪ % change in employment ▪ % change in sales ▪ % change in profitability ▪ % change in value add ▪ % change in exports ▪ % change in capacity utilisation ▪ % change in productivity, costs in clothing and textiles 	<ul style="list-style-type: none"> ▪ Value of increase in investment ▪ Increase in manufacturing growth (no. of new projects, production output, employment) ▪ Change in manufacturing capacity utilisation ▪ Competitiveness improvement (textiles and clothing)
Economic Impact		<ul style="list-style-type: none"> ▪ The net addition to the economy (outcome minus the counterfactual)
Cost-benefit / Effectiveness		<ul style="list-style-type: none"> ▪ Economic impact vs. project costs

Annexure A: Glossary of Terms and Definitions

- a. *'Entity' or 'Applicant'*: A business registered as a legal entity is South Africa. The word entity is used here to refer to a business applying, or one that has qualified for the incentives, or is claiming MIP incentives.
- b. *'New production facility' or 'new business' or 'new project' or 'new investment'*: Includes where the entity was non-existent prior to the production date; where the entity was services orientated, and made a change over to production or manufacturing; where a new product line is pursued, which product line may not be generically linked (same SIC code, raw materials and production process) to the original product line, and which product line must be financially (separate income statement, balance sheet and cash flow statements and physically separated from the previous product line.
- c. *'Expansion' or 'Expansion project'*: Includes a minimum of 50% (projects above R5m) or 35% (projects below R5m) increased investment in total qualifying machinery and equipment above the existing investment in total qualifying machinery and equipment, at cost, as reflected in the base year financial statements, made in year one (1), and maintained for year two (2) and year three (3). In respect of land and buildings, refers to additional square meters. Where the product(s) to be produced by the new machinery and equipment is/are generically the same as the product(s) produced by an existing project or existing business;

'Expansion' or 'Expansion project': Excludes existing businesses with a 0 base year in respect of the MIP application. These projects may apply as a new project, provided that they comply with these guidelines and that the entity can substantiate why it has a 0 base year.
- d. *'Existing business'*: Includes minimal changes in staff, machinery, location, stocks, creditors, debtors e.g. where a business closes its doors on day one (1) and opens its doors on day two (2) as under new management or with new owners or new entity. The base year statements for this project are those to be handed over to the new owner by the previous owner. An entity that is in production; an entity which is not in production but has no liquidation actions or orders against it, i.e. it can start production at any time.
- e. ***'Acquired assets'*: Assets that have been taken into production.**
- f. *'At cost'*: Actual asset price at purchase time. For purposes of the incentive programme, the investment grant will be calculated and paid based on the lower of the actual historical cost paid for the asset; cost price of the asset; the market value of the asset; or a valuation by an independent valuator.
- g. *'Base year'*: A period of twelve (12) months reflected in audited financial statements and is the last financial year prior to the investment in the fixed (not current) assets of the new expansion.
- h. *'SIC code'*: Standard Industrial Classification of all economic activities.
- i. *'Bi-annual claim'*: A claim covering the first 6 months of the entity's financial year, and which may not be more, nor less than 6 consecutive calendar months.
- j. *'Black-owned'*: 51% owned by South African black people.
- k. *'Capital work-in-progress'*: assets that are not yet fully installed or are still being prepared for the production process and are not yet part of the production process.
- l. *'Connected party/persons/non-arm's length transactions'*: Connected, as described in the Income Tax Act, No. 58 of 1962, which, as at April 2007, reads as follows: in relation to a natural person – any relative; and any trust of which such natural person or such relative is a beneficiary;

And in relation to this definition, “arm’s length transactions” will mean the opposite.

- m. *‘Commencement date of production’*: refers to the date physical production started.
- n. *‘Commercial vehicles’*: means motor vehicles that are constructed for a special purpose other than the carriage of persons and have no accommodation for carrying persons other than such as is incidental to that purpose and that are used for the approved project only, and includes forklifts. A vehicle that will usually qualify as a commercial vehicle will be disqualified if it is or may be used at any time, as a passenger vehicle. Any motor vehicle, of a kind normally used on public roads that have two or more wheels and that are constructed or adapted wholly or mainly for the carriage of persons (this includes 4x4 and double-cab vehicles) are excluded for incentive purposes. Commercial vehicles will not be used in any calculation as forming part of machinery and equipment and specifically will not be used in calculating the required percentages relating to machinery and equipment.
- o. *‘Counterfactual’*: The forecast of the contribution of the project would have made to the economy in the absence of the grant.
- p. *“E-Applicant”*: Applications who have submitted and/or other documents electronically on **the dti’s** MIP website.
- q. *“Employees”*: Persons who work a minimum of forty (40) hours a week for the same employer
- r. *‘Upgrading’*: Modernising, refurbishing or renewing ‘technology of production’ that involves capital expenditure for replacement of old machinery and equipment or the addition of component(s) to the existing production line for purposes of competitiveness improvement.
- s. *‘Financial year’*: Period referred to in the entity's financial statements and as is registered with the Companies and Intellectual Property Registration Office (CIPRO), irrespective of the calendar period thereof.
- t. *‘Independent external auditor’ or ‘accredited person’*: Iro a Company, refers to its independent external auditor; and iro a Close Corporation, means a practising member of the Commercial and Financial Accountants of Southern Africa (CFA); practising member and Associate General Accountant of the South African Institute of Chartered Accountants (CA(SA) and/or AGA: individual or enterprise/practice registered as an auditor with the Independent Regulatory Board for Auditors (IRBA).
- u. *‘Industrial Development Zones’*: Coega Industrial Development Zone; East London Industrial Development Zone; Richards Bay Industrial Development Zone and the OR Tambo Industrial Development Zone
- v. *‘Large projects’*: Projects with investments over R5m. For purposes of this definition, investment is the total investment (qualifying and non-qualifying investment costs) to be made for the project, excluding working capital and works in progress.
- w. *‘Machinery and Equipment’*: Machinery, implements, utensils or articles used in a qualifying production process. *Machinery and Equipment* does not include *inter alia* commercial vehicles; office furniture; or office equipment.
- x. *‘Manufacture’*: For purposes of the MIP incentive, a production process that adds value to the raw material and *inter alia* includes the manufacture of the products set out in Annexure A1, subject to the requirement that the process must have met the criteria for qualification, and the applicant must show value addition. Products not included in Annexure A1 may qualify, and applicants are requested to approach **the dti** for

guidance prior to submitting an application for the MIP. Assembly that does not involve further value-adding production does not qualify.

- y. *'Material Changes'*: Changes that, if known at application stage, could have affected approval of the project e.g. changes business setup; composition; structure of operations; processes or products.
- z. *'Small Projects'*: Projects with investments below R5m. For purposes of this definition, investment is total investment (qualifying and non-qualifying investment costs) for the project, excluding working capital and works in progress.
- aa. *'Same industrial area'*: Does not refer to demarcated or zoned areas and may include locations within the same metropolis or municipal area; having the same market; in a proximate area.
- bb. *'Second-hand'*: Refers to a production asset that has been in productive operation, and a new asset refers to one that has never been in production. A production asset that has been upgraded, refurbished, modernised, or reconstructed is regarded as second-hand.
- cc. *'Shareholding'*: Reference to 'shareholding' includes reference to shareholding in a Company; membership in a Closed Corporation; members or owners in a Cooperative.
- dd. *'MIP Agreement'*: The document containing an offer from **the dti** to the applicant setting out the terms and conditions of the MIP incentive being offered to the applicant, which will by implication include the terms and conditions set out in these guidelines ('implied terms').
- ee. *'Total qualifying investment costs' or 'total qualifying assets'*: in respect of new projects, refers to the investment, qualifying and non-qualifying, to be made in the project, and in respect of expansions, refers to all additional investments already made, as well as the qualifying and non-qualifying investments to be made in the expansion.

Annexure A1: Eligible Activities, Exclusions and Priority Sectors

ELIGIBLE MANUFACTURING ACTIVITIES		
MAJOR DIVISIONS AND MAJOR GROUPS		
1.1 List of Major Divisions, and Major Groups		
Division	Major Group	Title of Category

MAJOR DIVISION 3: MANUFACTURING

30		Manufacture of food products, beverages and tobacco products
	301	Production, processing and preserving of meat, fish, fruit, vegetables, oils and fats
	302	Manufacture of dairy products
	303	Manufacture of grain mill products, starches and starch products, and prepared animal feeds
	304	Manufacture of other food products
	305	Manufacture of beverages

31		Manufacture of textiles, clothing and leather goods
	311	Spinning, weaving and finishing of textiles
	312	Manufacture of other textiles
	313	Manufacture of knitted and crocheted fabrics and articles
	314	Manufacture of wearing apparel, except fur apparel
	315	Dressing and dyeing of fur, manufacture of articles of fur
	316	Tanning and dressing of leather, manufacture of luggage, handbags, saddlery and harnesses
	317	Manufacture of footwear

32		Manufacture of wood and products of wood and cork (except furniture); manufacture of articles of straw and plaiting materials; manufacture of paper and paper products; publishing; printing and reproduction of recorded media
	321	Sawmilling and planing of wood
	322	Manufacture of products of wood, cork, straw and plaiting materials
	323	Manufacture of paper and paper products
	325	Printing and service activities related to printing

33		Manufacture of coke, refined petroleum products and nuclear fuel; manufacture of chemicals and chemical products
	331	Manufacture of coke oven products
	332	Petroleum refineries/synthesisers
	333	Processing of bio-fuels
	334	Manufacture of basic chemicals
	335	Manufacture of other chemical products
	336	Manufacture of man-made fibres
	337	Manufacture of rubber products

338	Manufacture of plastic products
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34	Manufacture of other non-metallic mineral products
341	Manufacture of glass and glass products
342	Manufacture of non-metallic mineral products n.e.c.

35	Manufacture of basic metals, fabricated metal products, machinery and equipment and of office, accounting and computing machinery
351	Manufacture of basic iron and steel
352	Manufacture of basic precious and non-ferrous metals
353	Casting of metals
354	Manufacture of structural metal products, tanks, reservoirs and steam generators
355	Manufacture of other fabricated metal products; metalwork service activities
356	Manufacture of general purpose machinery
357	Manufacture of special purpose machinery
358	Manufacture of household appliances
359	Manufacture of office, accounting and computing machinery

36	Manufacture of electrical machinery and apparatus n.e.c.
361	Manufacture of electric motors, generators and transformers
362	Manufacture of electricity distribution and control apparatus
363	Manufacture of insulated wire and cable
364	Manufacture of accumulators, primary cells and primary batteries
365	Manufacture of electric lamps and lighting equipment
366	Manufacture of other electrical equipment n.e.c.

37	Manufacture of radio, television and communication equipment and apparatus and of medical, precision and optical instruments, watches and clocks
371	Manufacture of electronic valves and tubes and other electric components
372	Manufacture of television and radio transmitters and apparatus for line telephony and line telegraphy
373	Manufacture of television and radio receivers, sound or video recording or reproducing apparatus and associated goods
374	Manufacture of medical appliances and instruments and appliances for measuring, checking, testing, navigating and other purposes, except optical instruments
375	Manufacture of optical instruments and photographic equipment
376	Manufacture of watches and clocks
38	Manufacture of transport equipment
381	Manufacture of motor vehicles
382	Manufacture of bodies (coachwork) for motor vehicles, manufacture of trailers and semi-trailers
383	Manufacture of parts and accessories for motor vehicles and their engines
384	Building and repairing of ships and boats
385	Manufacture of railway and tramway locomotives and rolling stock
386	Manufacture of aircraft and space craft
387	Manufacture of transport equipment n.e.c.

39		Manufacture of furniture; manufacture n.e.c.; recycling
	391	Manufacture of furniture
	392	Manufacture n.e.c.
	395	Recycling n.e.c.

EXCLUSIONS

30		Manufacture of food products, beverages and tobacco products
	306	Manufacture of tobacco products

32		Manufacture of wood and products of wood and cork, except furniture; manufacture of articles of straw and plaiting materials; manufacture of paper and paper products; publishing; printing and reproduction of recorded media
	324	Publishing
	326	Reproduction of recorded media

PRIORITY SECTORS: ELIGIBLE ACTIVITIES

MAJOR DIVISIONS AND MAJOR GROUPS

Division	Major Group	Title of Category
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SECTOR : TEXTILE AND CLOTHING

31		Manufacture of textiles, clothing and leather goods
	311	Spinning, weaving and finishing of textiles
	312	Manufacture of other textiles
	313	Manufacture of knitted and crocheted fabrics and articles
	314	Manufacture of wearing apparel except fur apparel
	315	Dressing and dyeing of fur, manufacture of articles of fur

SECTOR: PULP, PAPER AND FURNITURE

32		Manufacture of wood and products of wood and cork, except furniture; manufacture of articles of straw and plaiting materials; manufacture of paper and paper products; publishing, printing and reproduction of recorded media
	323	Manufacture of paper and paper products
39		Manufacture of furniture; manufacture n.e.c.; recycling
	391	Manufacture of furniture

SECTOR: CHEMICALS, PLASTIC FABRICATION AND PHARMACEUTICALS

33		Manufacture of coke, refined petroleum products and nuclear fuel; manufacture of chemicals and chemical products; manufacture of rubber and plastic products
	334	Manufacture of basic chemicals
	335	Manufacture of other chemical products
	336	Manufacture of man made fibers
	338	Manufacture of plastic products

SECTOR: CAPITAL/TRANSPORT EQUIPMENT AND METALS

35		Manufacture of basic metals, fabricated metal products, machinery and equipment and of office, accounting and computing machinery
	351	Manufacture of basic iron and steel
	352	Manufacture of basic precious and non-ferrous metals
	353	Casting of metals
	355	Manufacture of other fabricated metal products; metalwork service activities
	356	Manufacture of general purpose machinery
	357	Manufacture of special purpose machinery

36		Manufacture of electrical machinery and apparatus n.e.c.
	361	Manufacture of electric motors, generators and transformers
	362	Manufacture of electricity distribution and control apparatus
	363	Manufacture of insulated wire and cable
	364	Manufacture of accumulators, primary cells and primary batteries

SECTOR: AUTOMOTIVES AND COMPONENTS

38		Manufacture of transport equipment
	381	Manufacture of motor vehicles
	382	Manufacture of bodies (coachwork) for motor vehicles, manufacture of trailers and semi-trailers
	383	Manufacture of parts and accessories for motor vehicles and their engines
	385	Manufacture of railway and tramway locomotives and rolling stock
	386	Manufacture of aircraft and space craft
	387	Manufacture of transport equipment n.e.c.

EXCLUSIONS

35		Manufacture of basic metals, fabricated metal products, machinery and equipment and of office, accounting and computing machinery
	35770	Manufacture of weapons and ammunition