

# Business Partners Limited SME Confidence Index

Third Quarter of 2014: July – September

Issued December 2014

**BUSINESS/PARTNERS**  
Investing in entrepreneurs

# RATIONALE FOR THE BUSINESS PARTNERS LIMITED SME CONFIDENCE INDEX



- SMEs are often touted as economic growth generators that will help solve the country's unemployment, poverty and inequality problems.
- Whilst we all view SMEs as the engines of economic development and job creation, we have in the past not had credible information on the sector and confidence levels within the sector.
- In July 2012, Business Partners launched its quarterly *Business Partners Limited SME Confidence Index* to obtain the views of SME sector entrepreneurs with the view to:
  - Gauge the current buoyancy of the SME sector;
  - Understand the key social and economic issues affecting SMEs in South Africa.
- The index and survey results are made available to stakeholders so that they may create and shape an environment which is conducive to SME growth.



BUSINESS/PARTNERS  
Investing in entrepreneurs

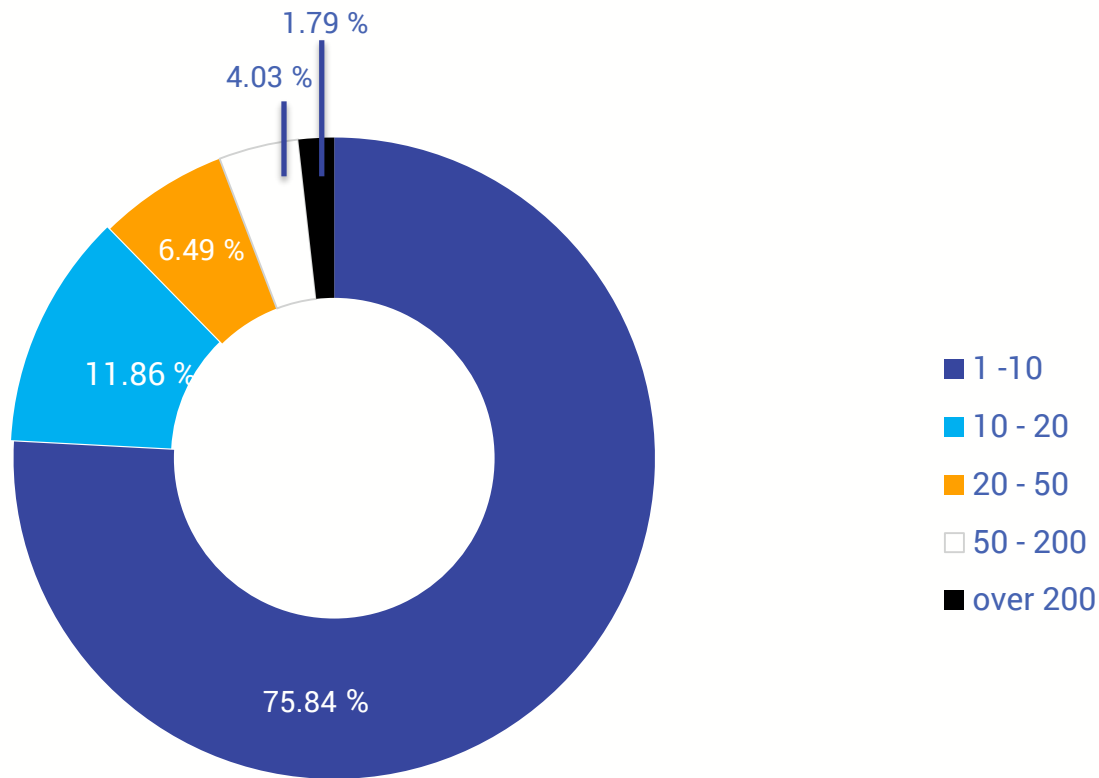
# 01 BPL SME CONFIDENCE INDEX

## SURVEY SAMPLE

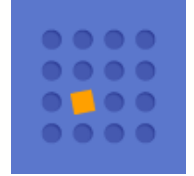
# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: SURVEY SAMPLE



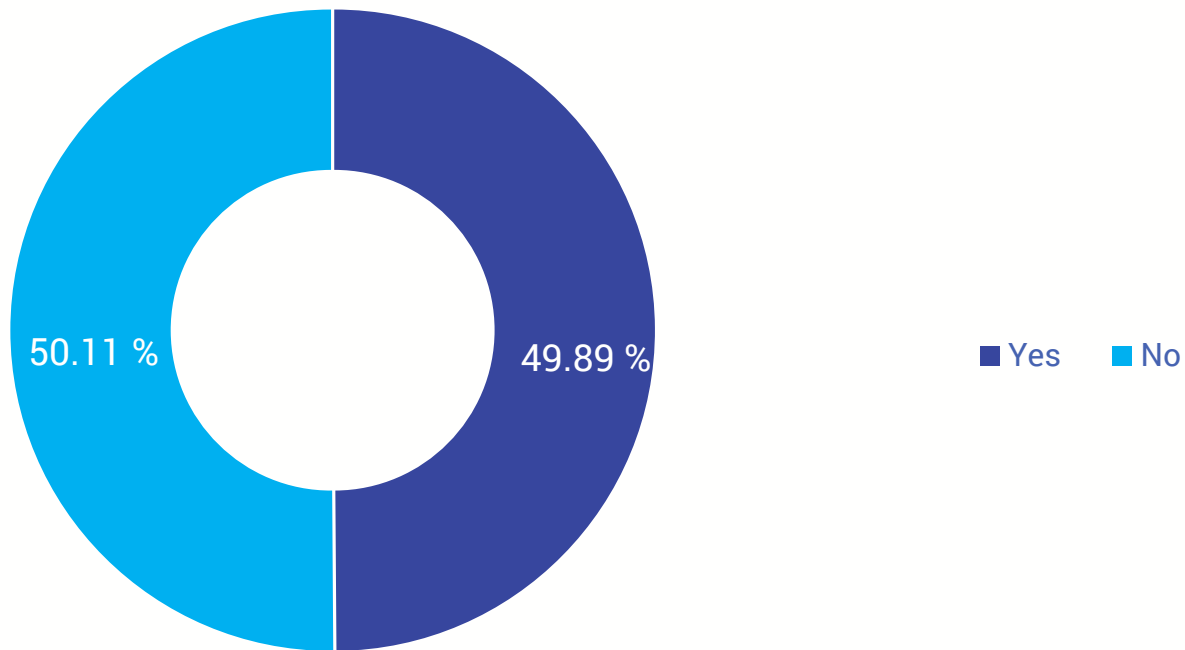
How large, in terms of full-time employees, is your business?



# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: SURVEY SAMPLE



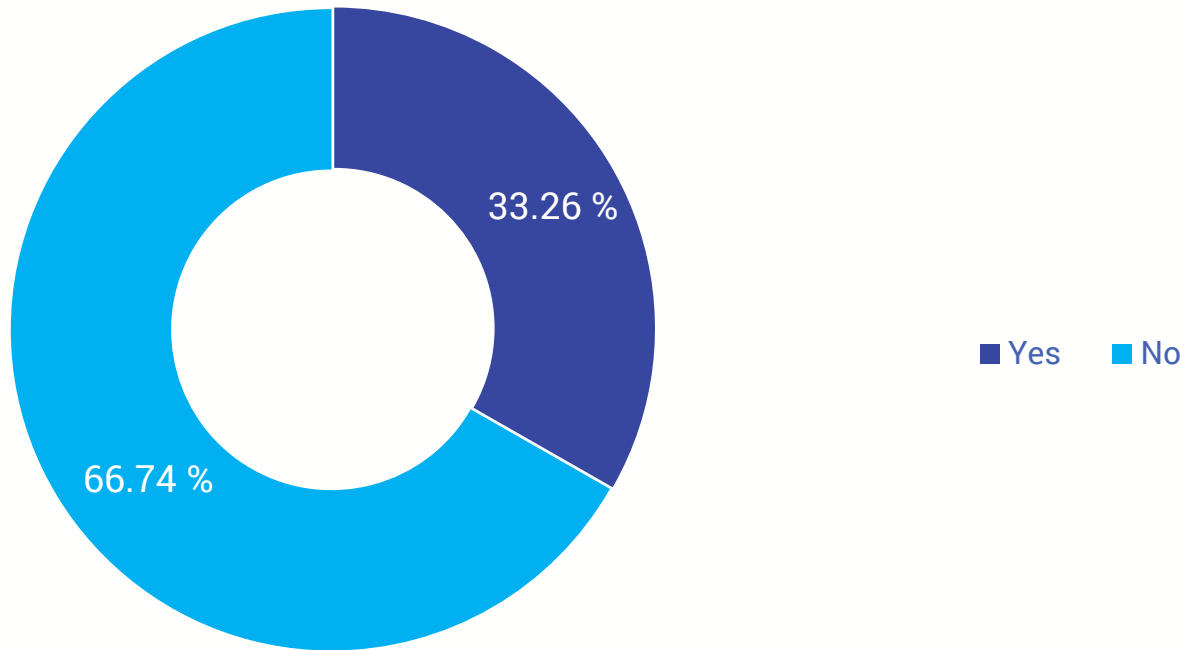
Have you appointed new employees in the last year?



# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: SURVEY SAMPLE



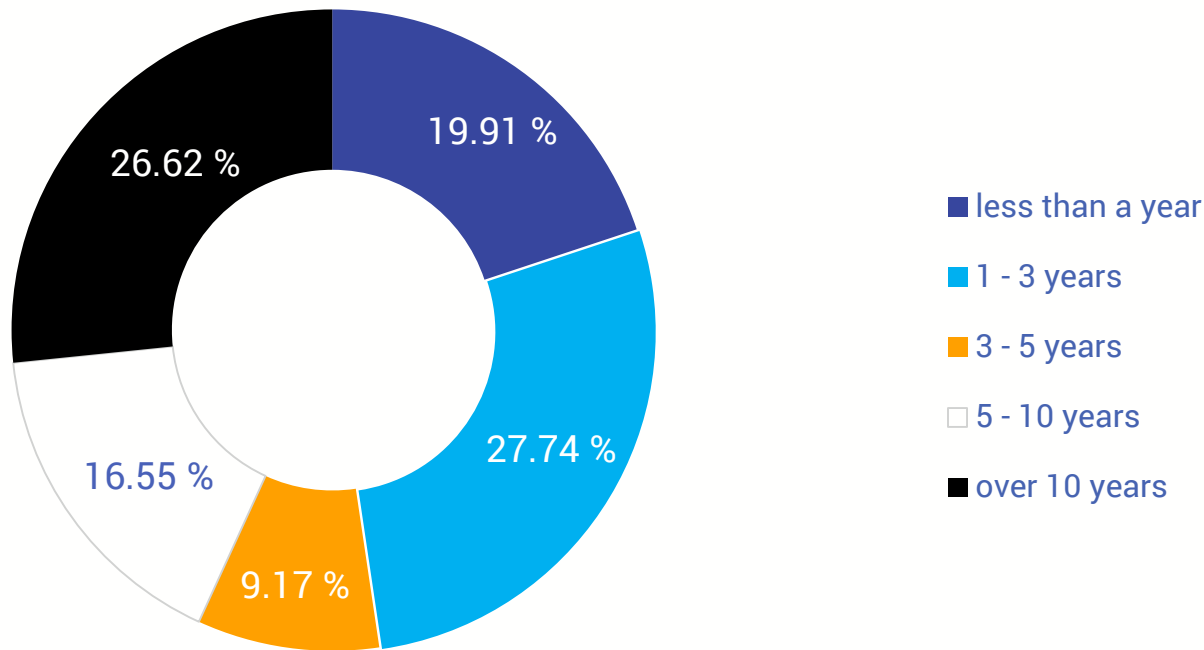
Have you appointed new employees in the last quarter?



# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: SURVEY SAMPLE



How long has your business been in operation?

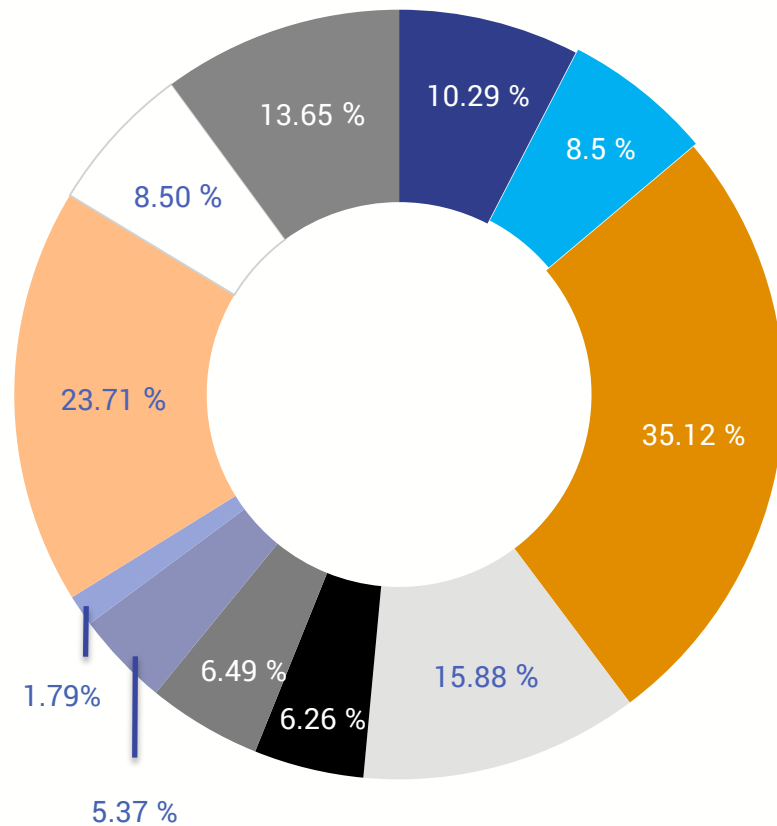


# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: SURVEY SAMPLE



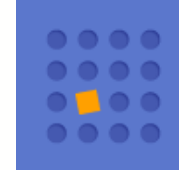
In which province do you operate?

- Eastern Cape
- Free State
- Gauteng
- Kwazulu-Natal
- Limpopo
- Mpumalanga
- North West
- Northern Cape
- Western Cape
- Country Wide
- Outside of South Africa

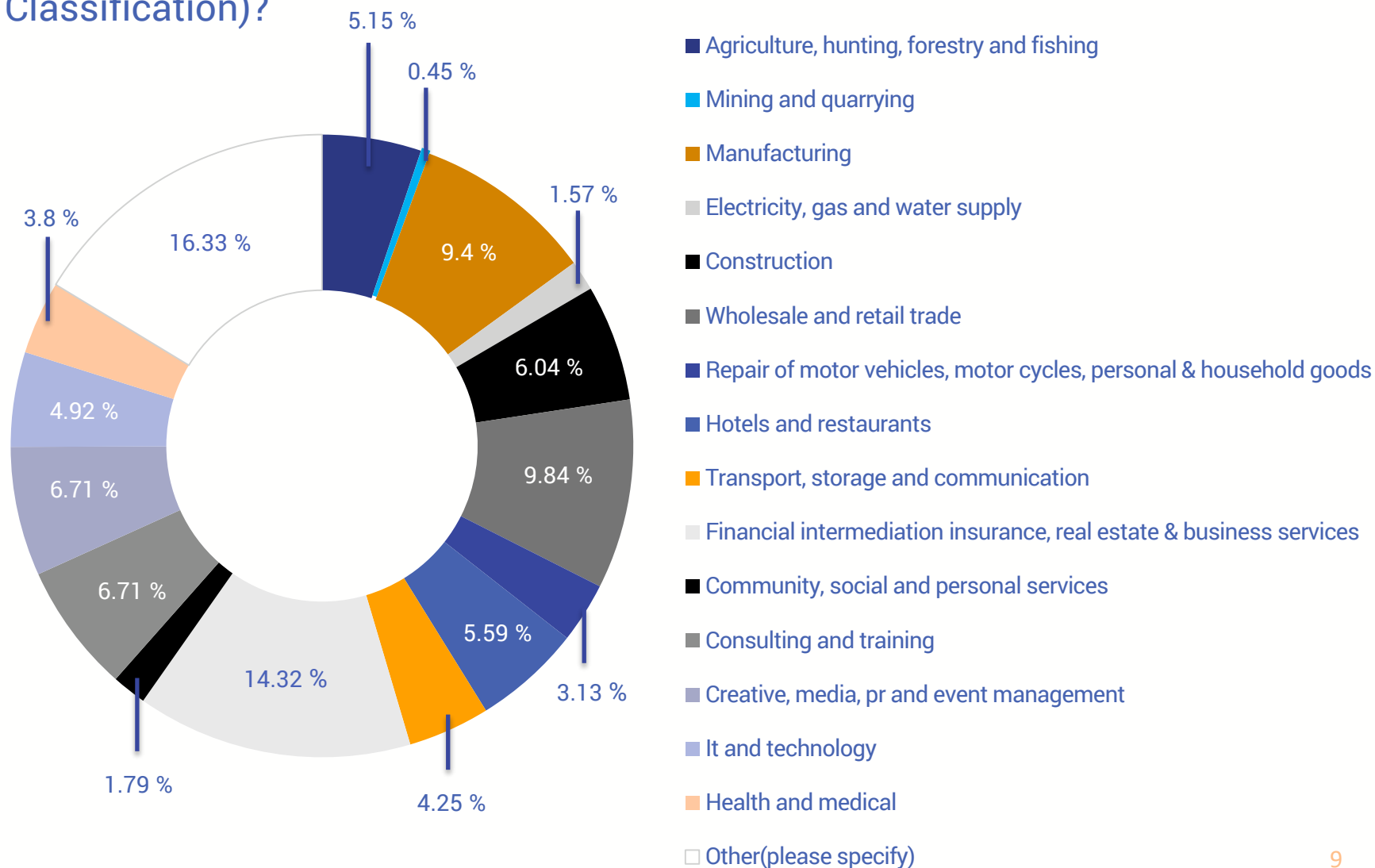




# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: SURVEY SAMPLE



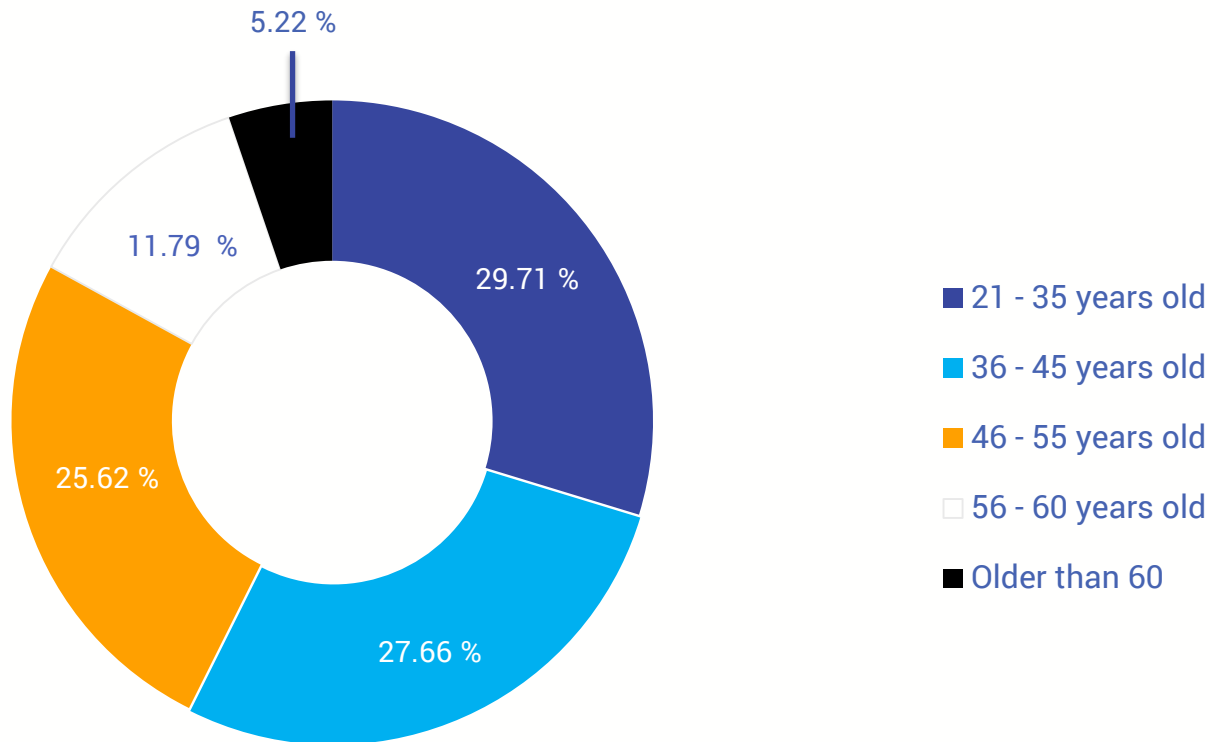
In which industry do you operate (Based on the Standard Industrial Classification)?



# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: SURVEY SAMPLE



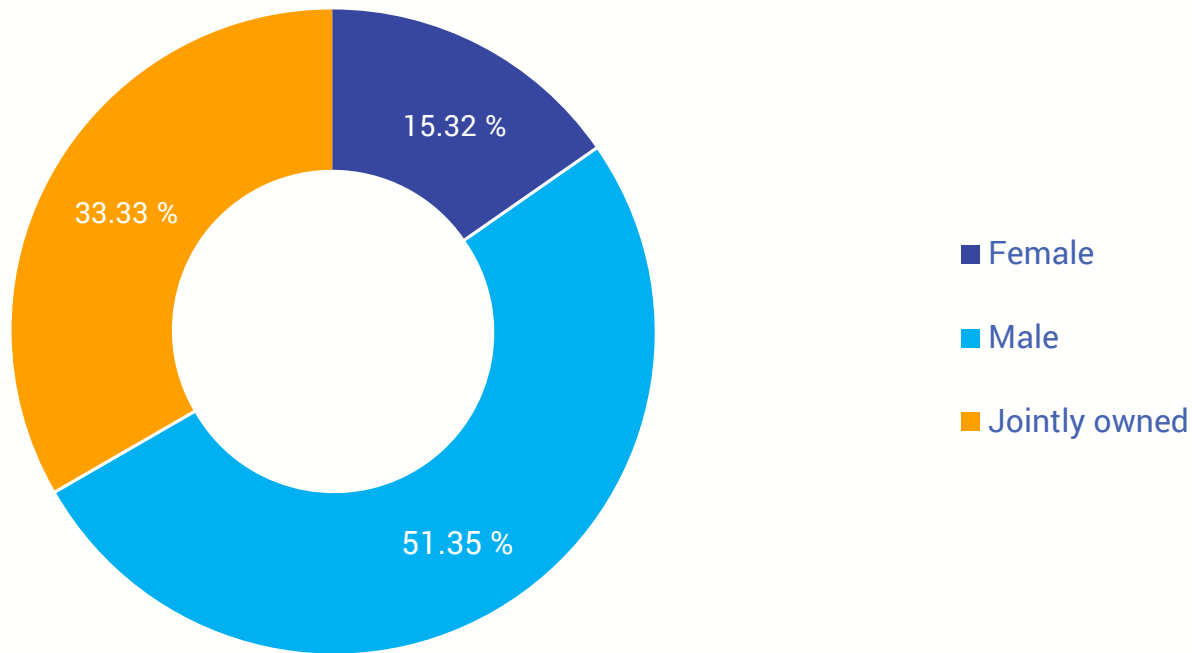
What is the average age group of the business owners?



# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: SURVEY SAMPLE



Is your business female, male or jointly owned?





# 02 BPL SME CONFIDENCE INDEX

## SURVEY RESULTS

# CONFIDENCE LEVELS

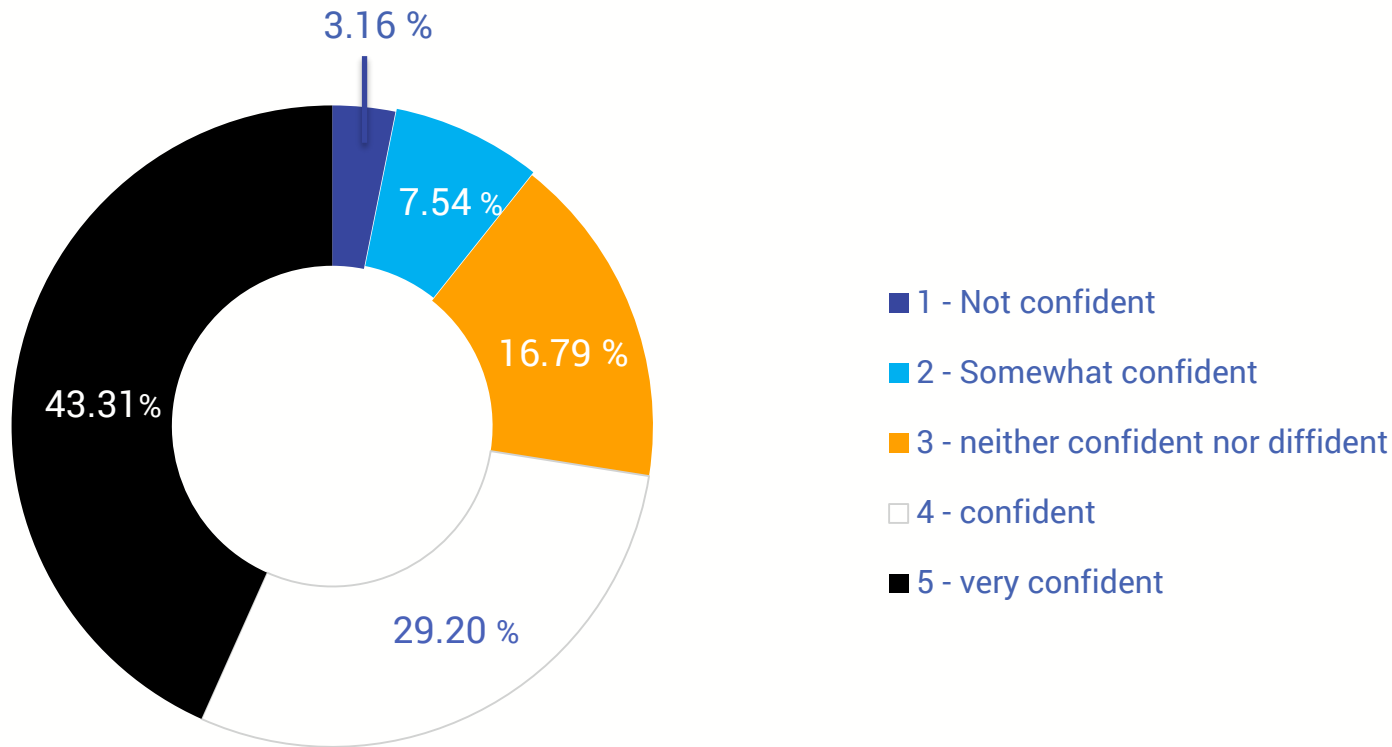


On a scale of 1 to 5, SME owners were asked to rate their level of confidence on a range of topics from economic growth, business outlook and ease of doing business.

# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: CONFIDENCE LEVELS

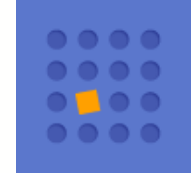


How confident are you that your business will grow in the next 12 months?

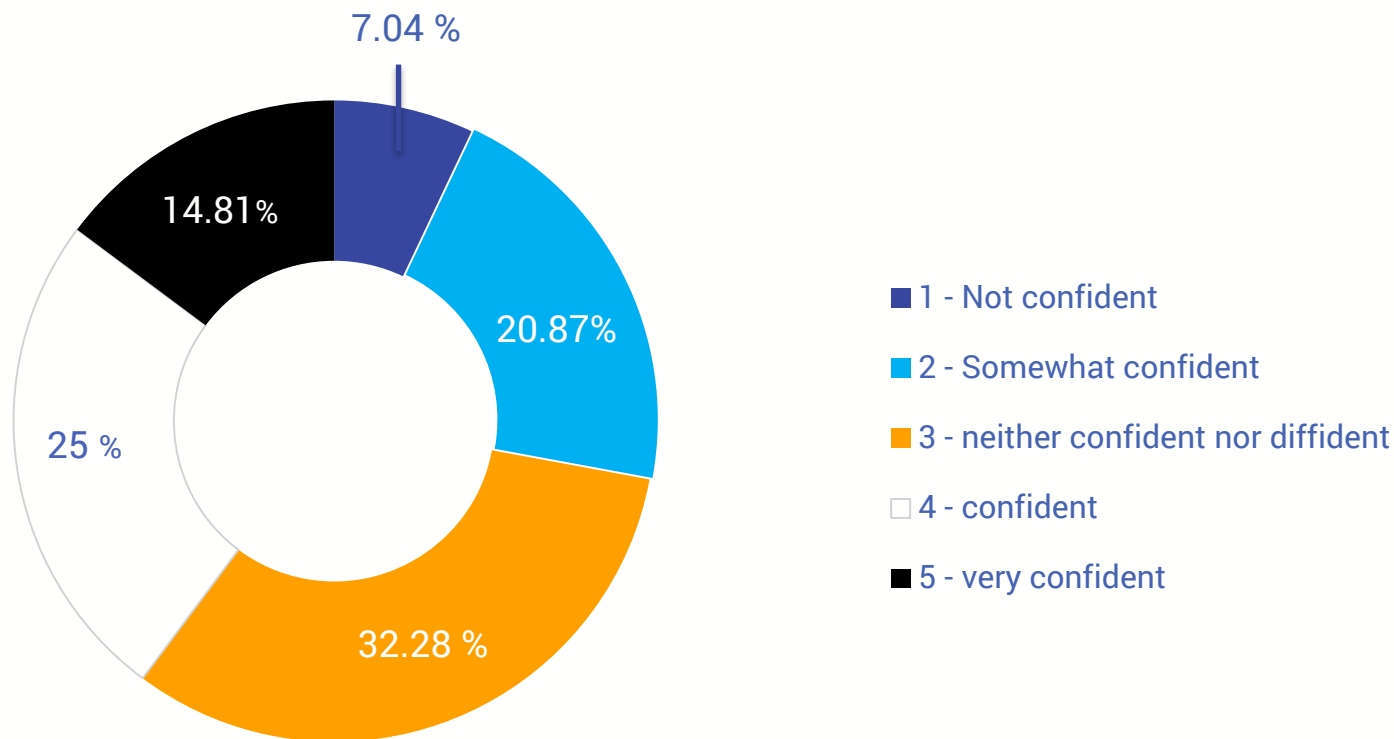


SMEs expressed average confidence levels of 75% (Unchanged from Q2 of 2014) that their business will grow in the next 12 months.

# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: CONFIDENCE LEVELS



How confident are you that the SA economy will be conducive for business growth in the next 12 months?

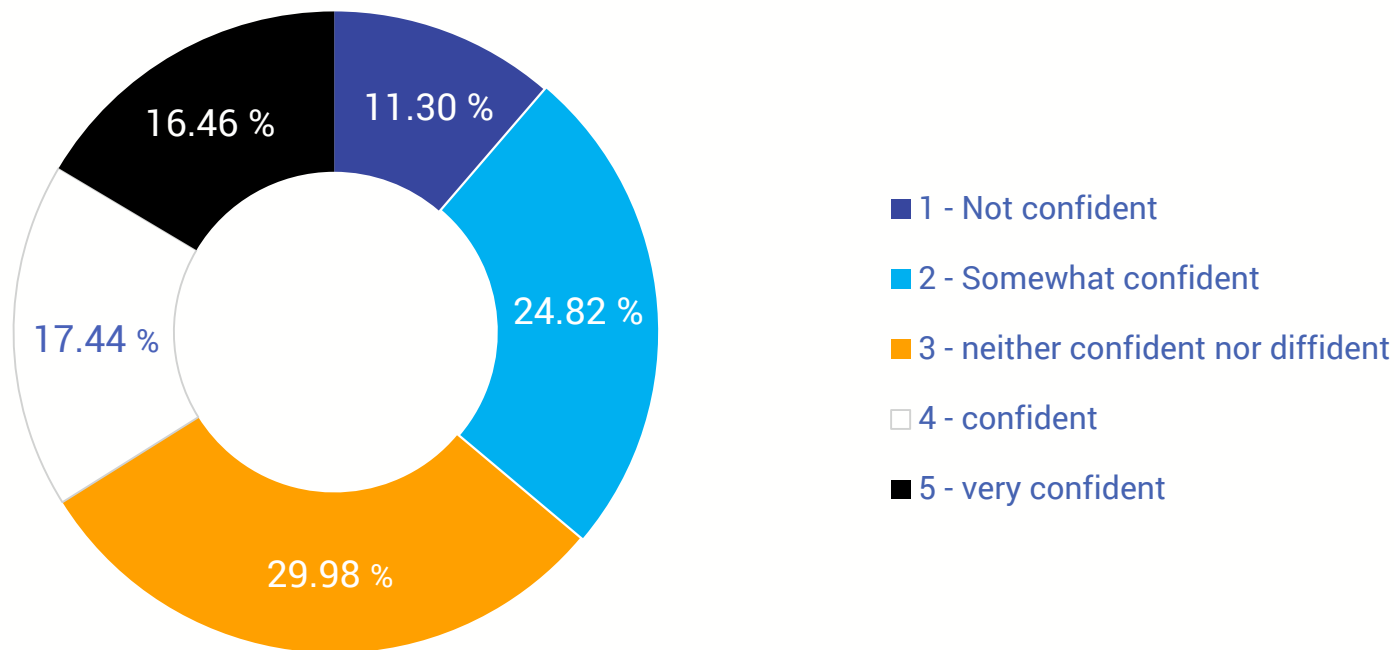


SMEs expressed average confidence levels of 55% (Down 3% from Q2 of 2014) that the SA economy will be conducive for business growth in the next 12 months.

# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: CONFIDENCE LEVELS



How confident are you that ease of access to business finance will improve in the next 12 months?



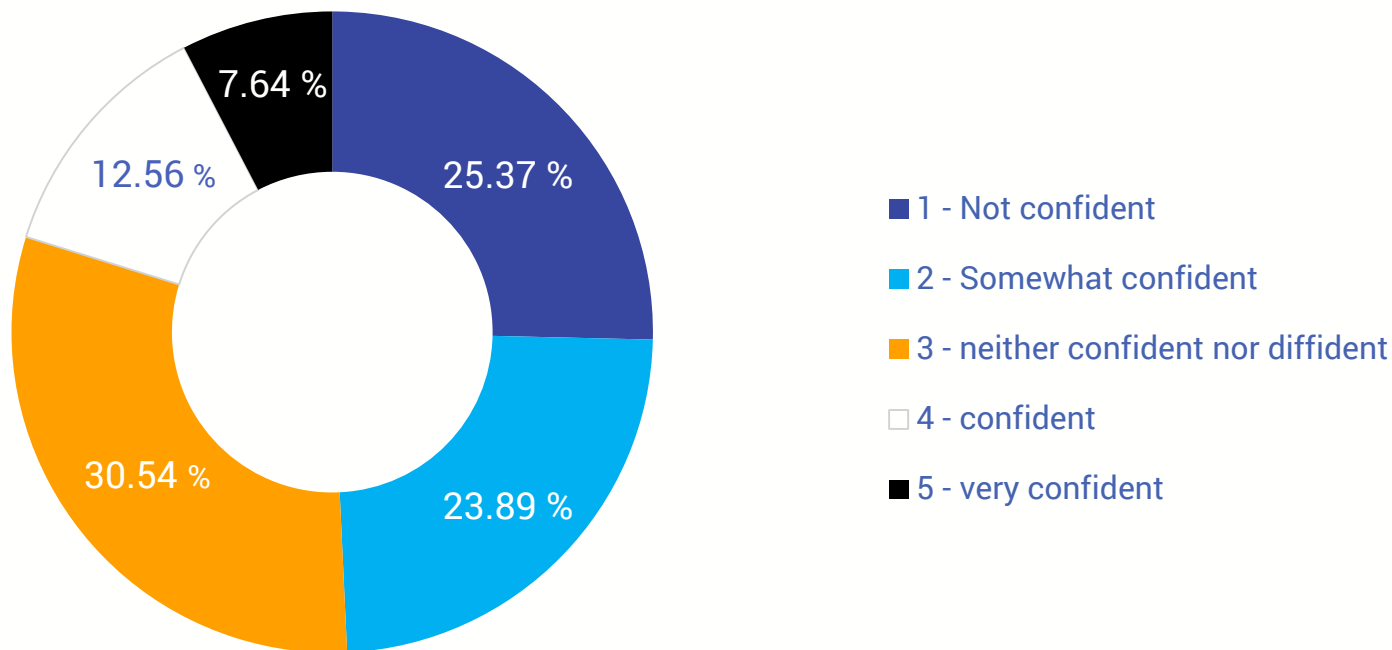
SMEs expressed average confidence levels of 51% (Down 1% from Q2 of 2014) that the ease of access to business finance will improve in the next 12 months.



# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: CONFIDENCE LEVELS



How confident are you that current labour laws are conducive to the growth of SA businesses?

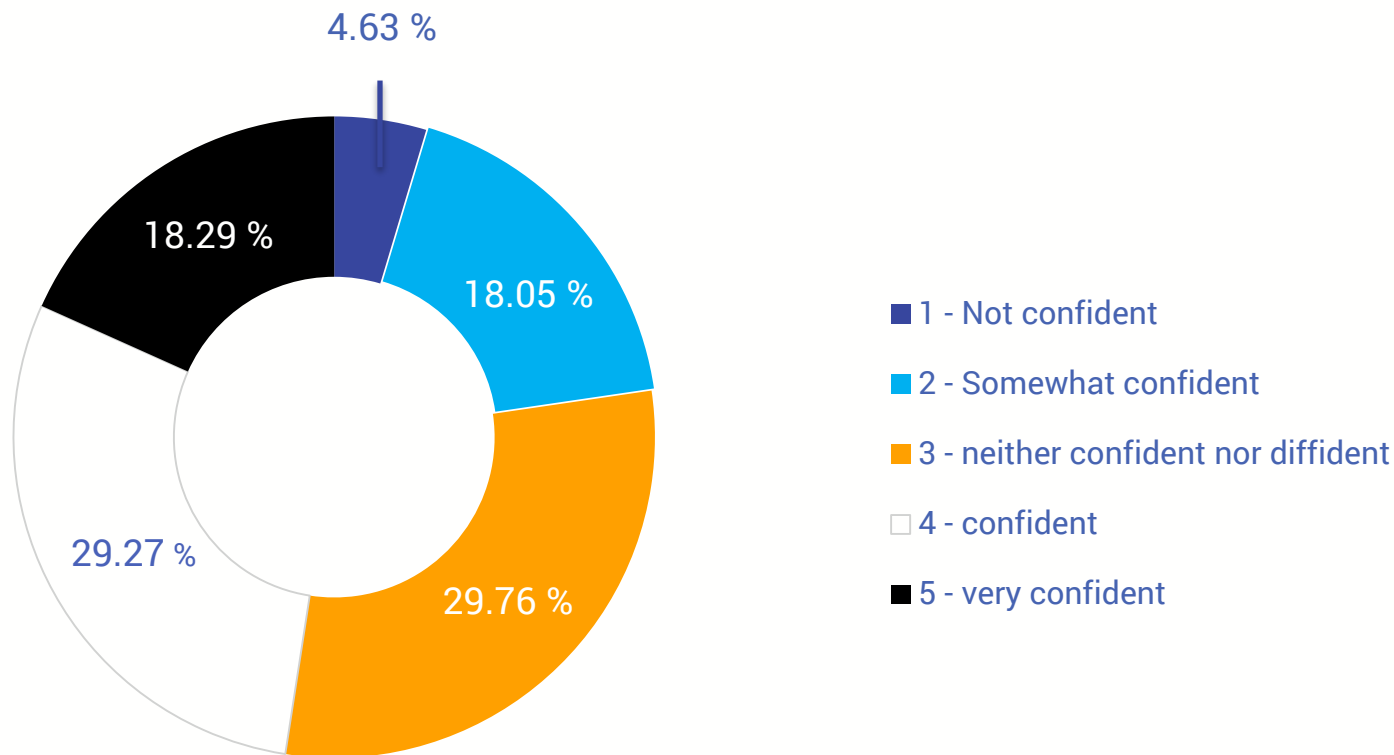


SMEs expressed average confidence levels of **38%** (Down 4% from Q2 of 2014) that the current labour laws are conducive to the growth of SA businesses.

# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: CONFIDENCE LEVELS



How confident are you of finding staff with the right skills set and experience to facilitate the growth of your business?

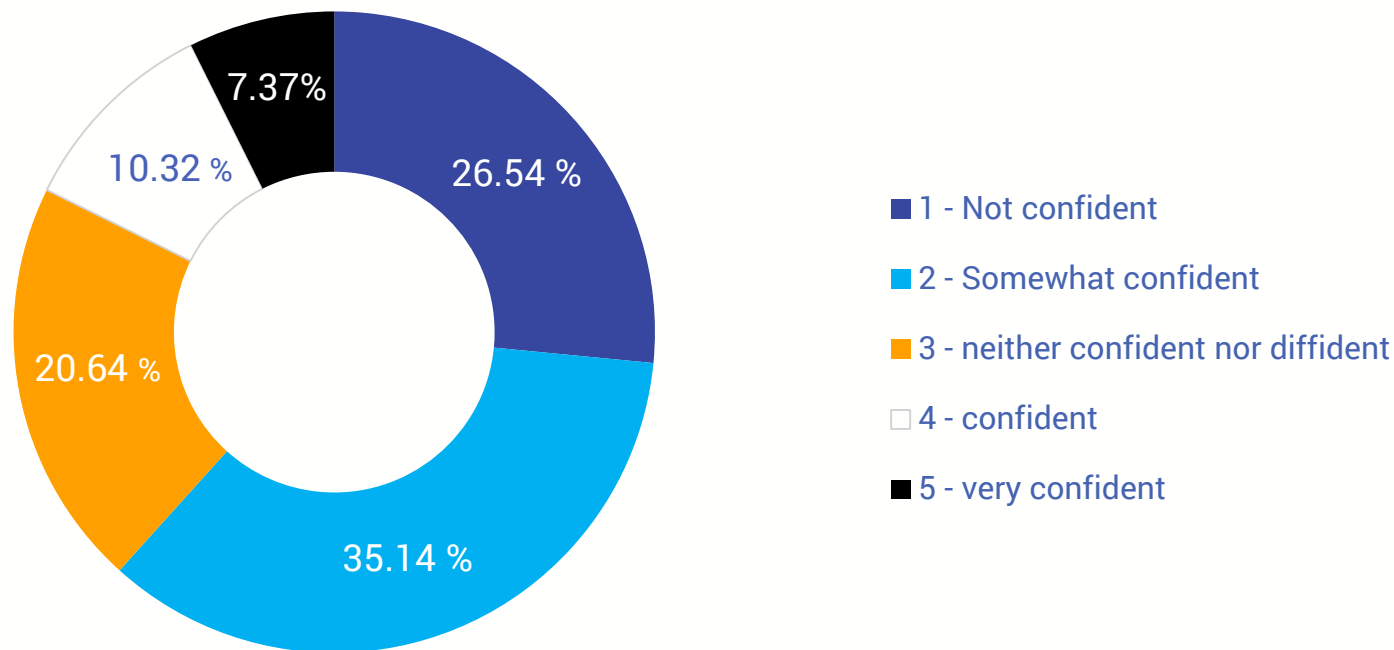


**SMEs expressed average confidence levels of 60% (Down 1% from Q2 of 2014) that they will find staff with the right skills set and experience to facilitate growth in their businesses.**

# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: CONFIDENCE LEVELS



How confident are you that the government is doing enough to foster SME development in SA?

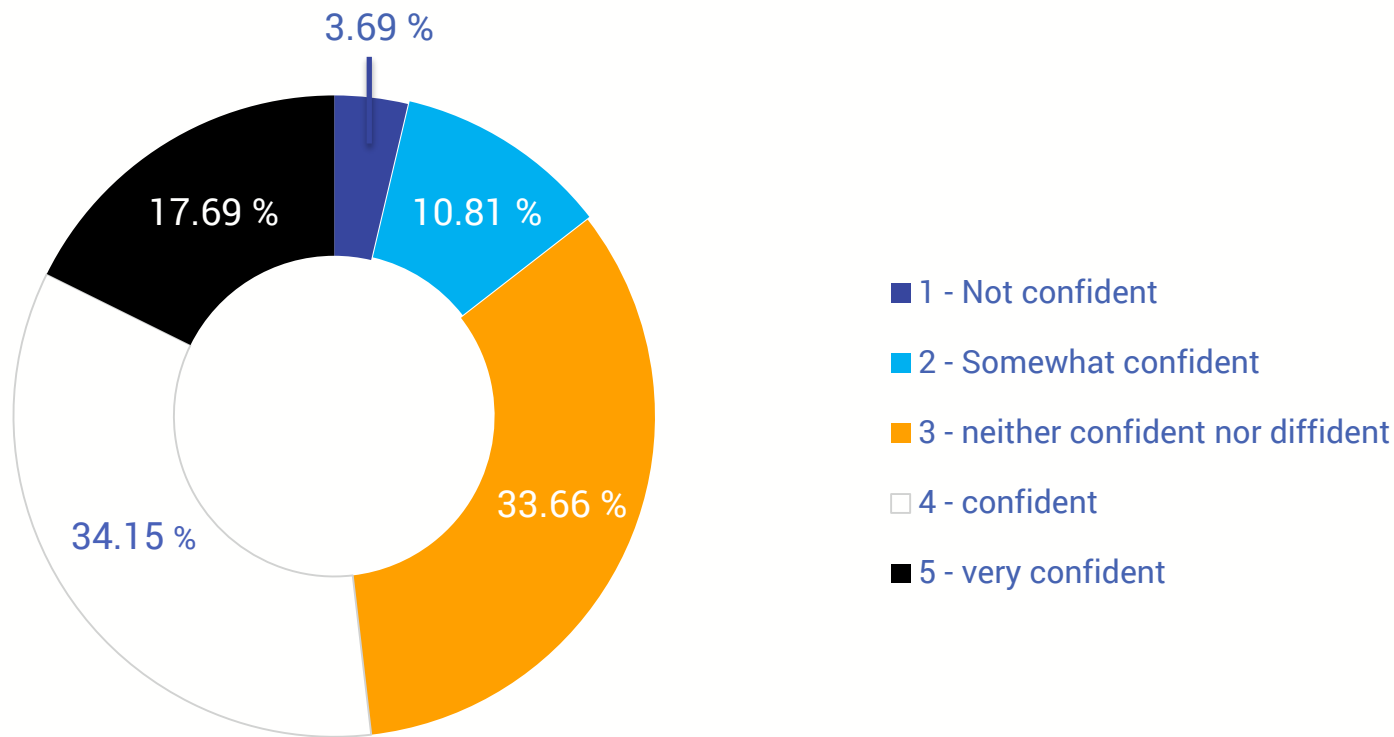


SMEs expressed average confidence levels of **34%** (Down 5% from Q2 of 2014) that the government is doing enough to foster SME development in SA.

# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: CONFIDENCE LEVELS



How confident are you that your clients will pay you within the stipulated time?

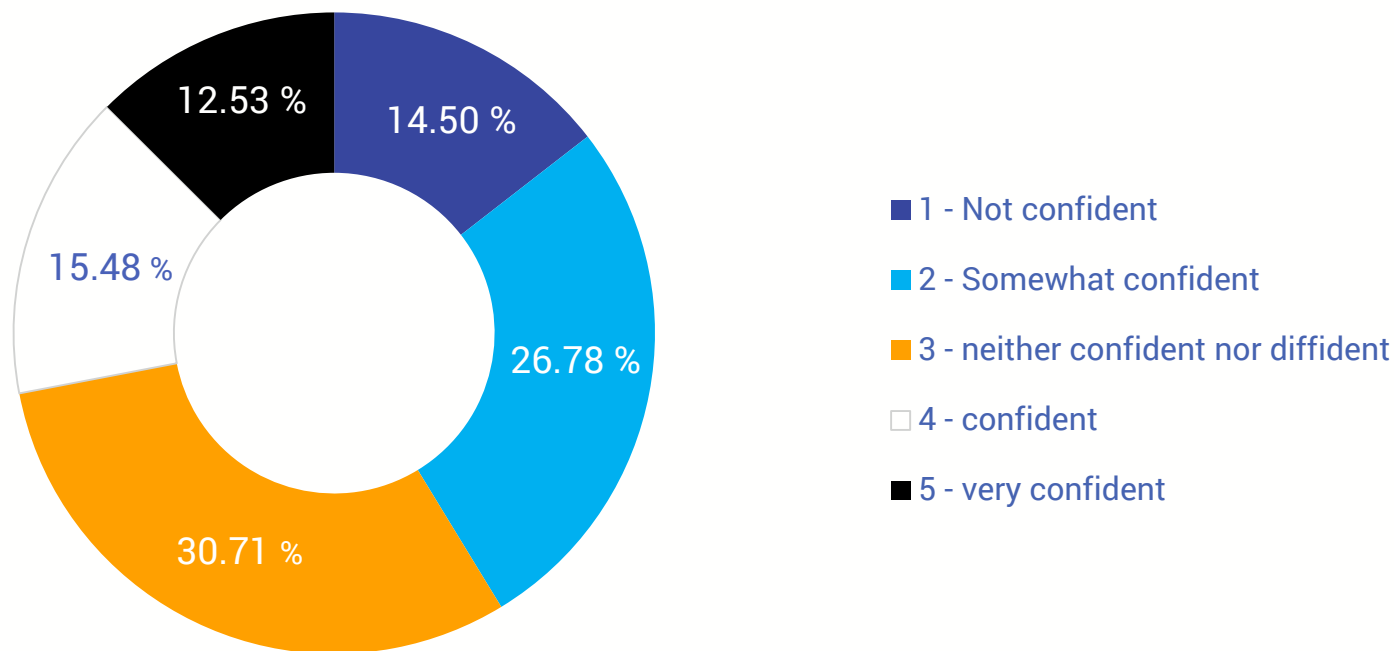


SMEs expressed average confidence levels of **63%** (Down 1% from Q2 of 2014) that their clients will pay them within the stipulated time.

# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: CONFIDENCE LEVELS



How confident are you that the newly introduced Ministry of Small Business Development will aid small and medium businesses?



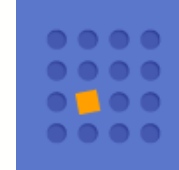
SMEs expressed average confidence levels of **46%** (Down 3% from Q2 of 2014) that the newly introduced Ministry of Small Business Development will aid small and medium businesses.



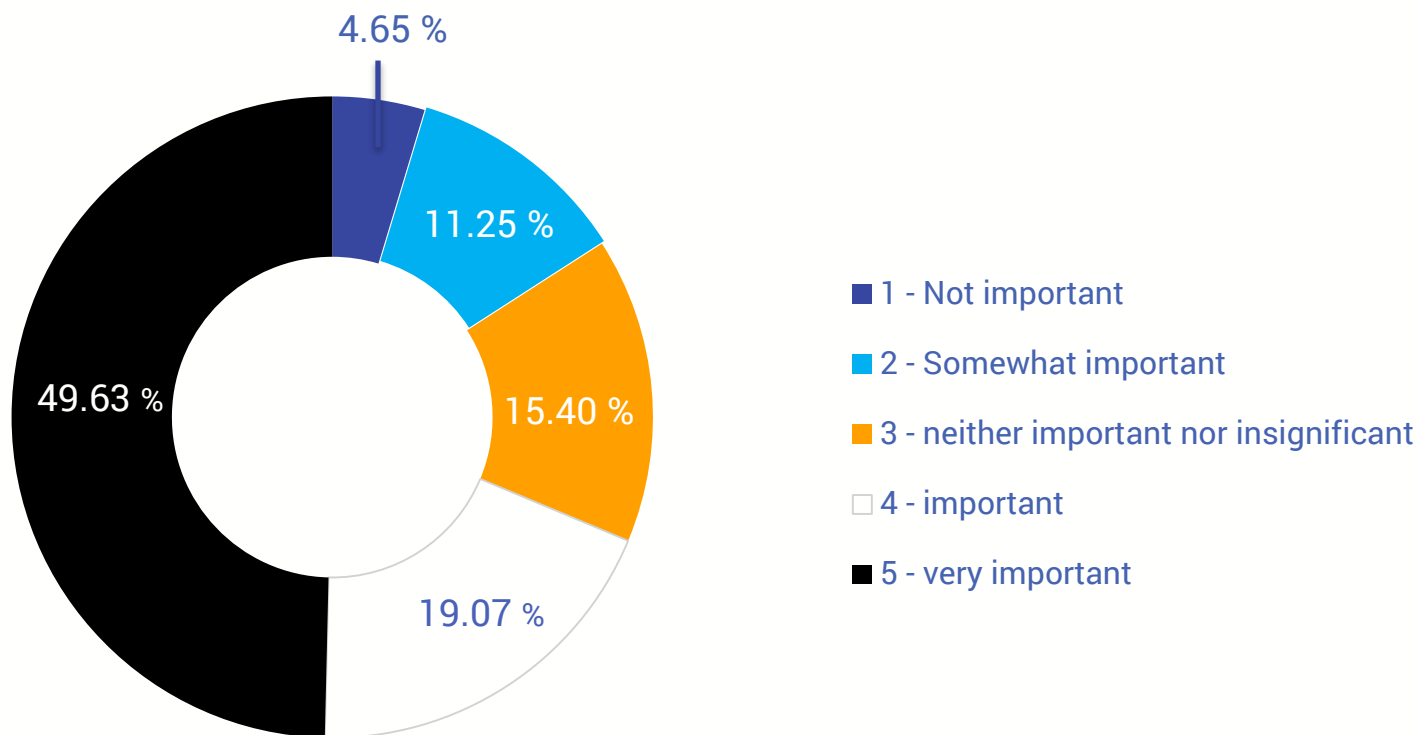
# IMPORTANCE LEVELS

On a scale of 1 to 5, SME owners were asked to rate the level of importance placed on issues such as mentorship, access to finance and SME specific information, resources and support.

# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: IMPORTANCE LEVELS



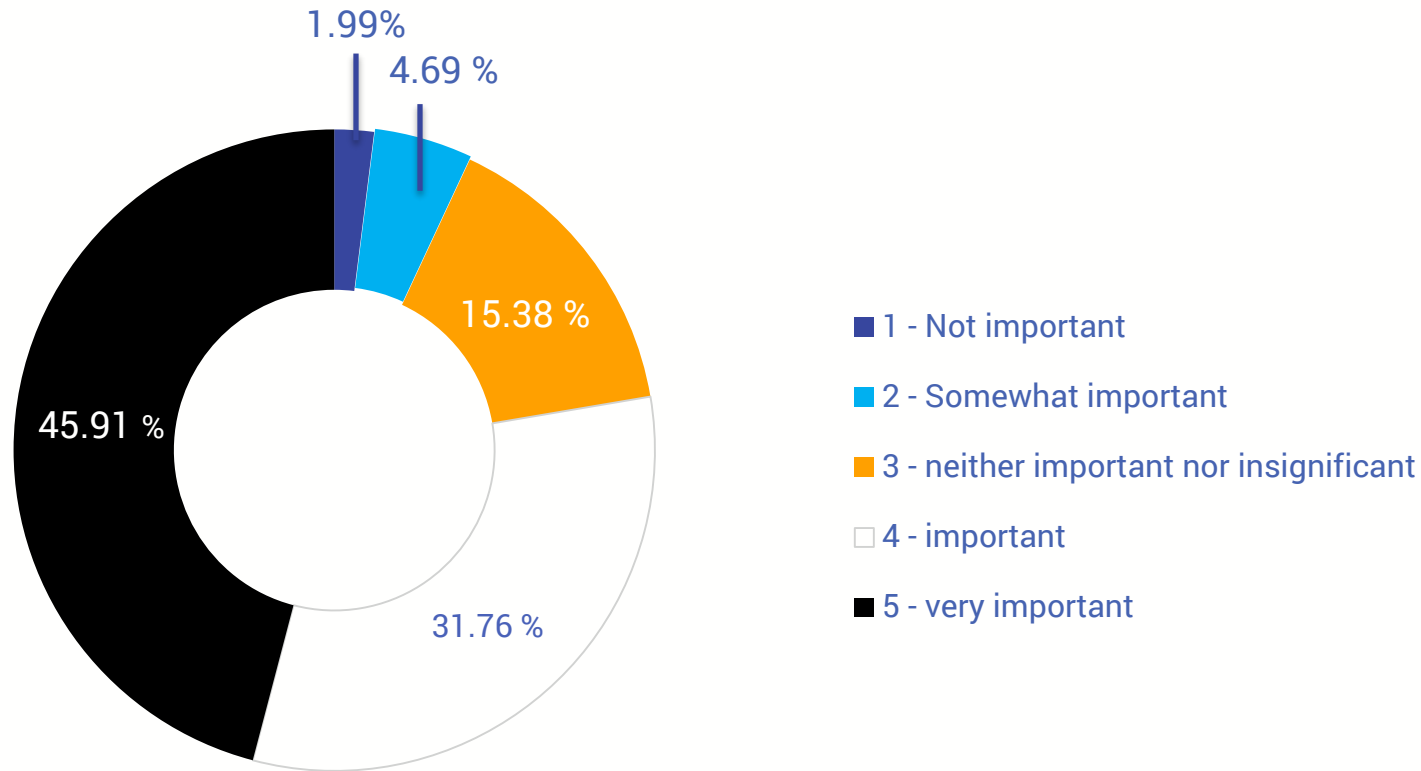
How important is access to finance to the growth and sustainability of your business?



# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: IMPORTANCE LEVELS



Please rate how important you believe having access to SME specific information, resources and support is the development and growth of your business.

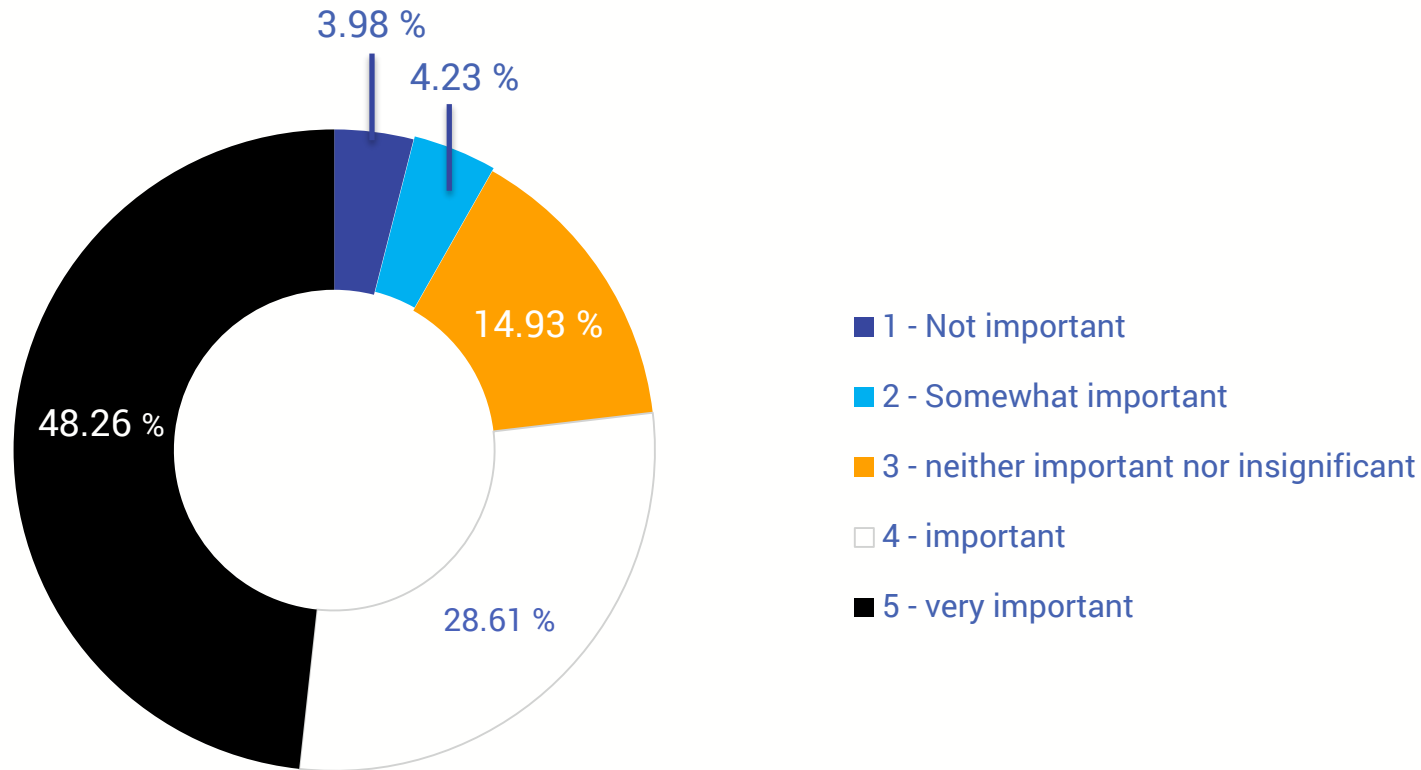




# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: IMPORTANCE LEVELS



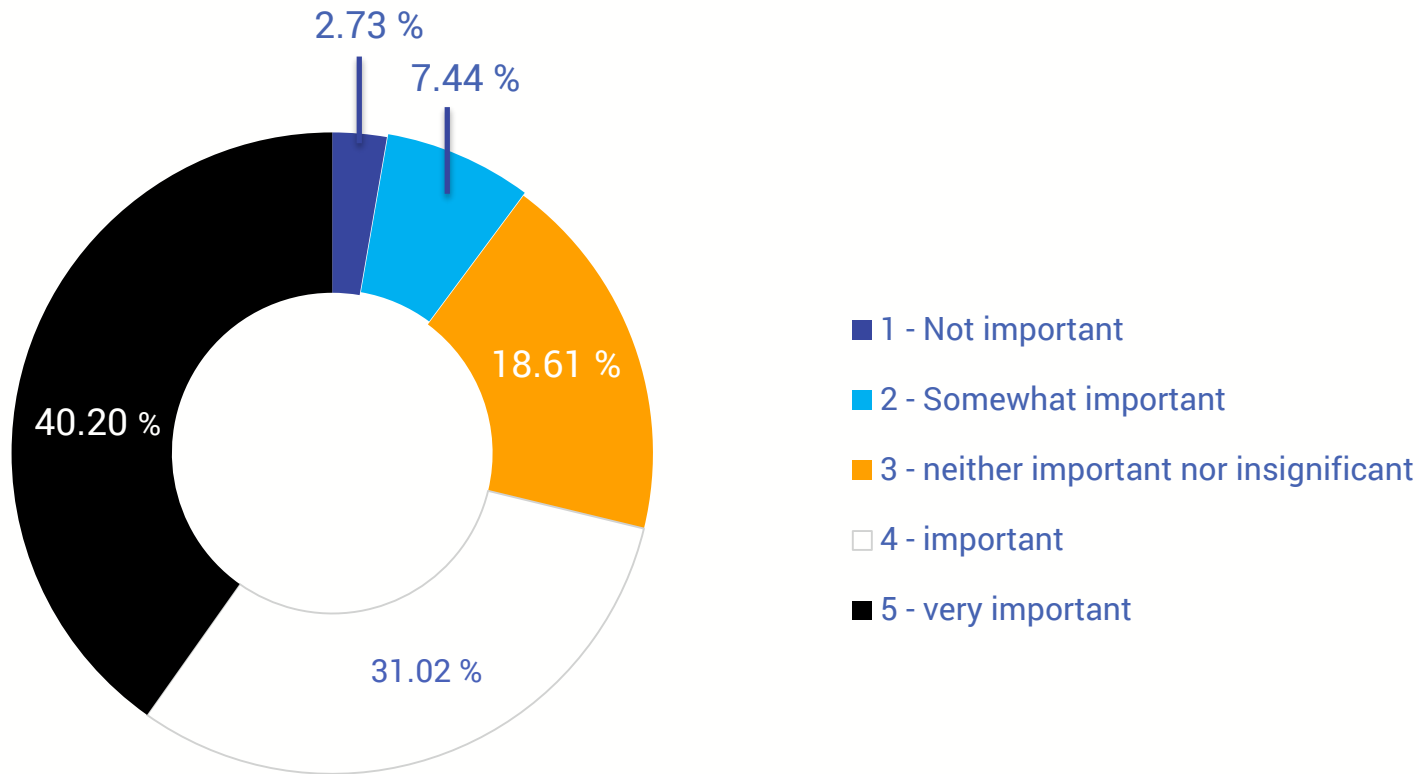
Please rate how important you believe having a mentor is when it comes to the development and growth of your business.



# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: IMPORTANCE LEVELS



Please rate how important you believe social media is to market your business effectively?





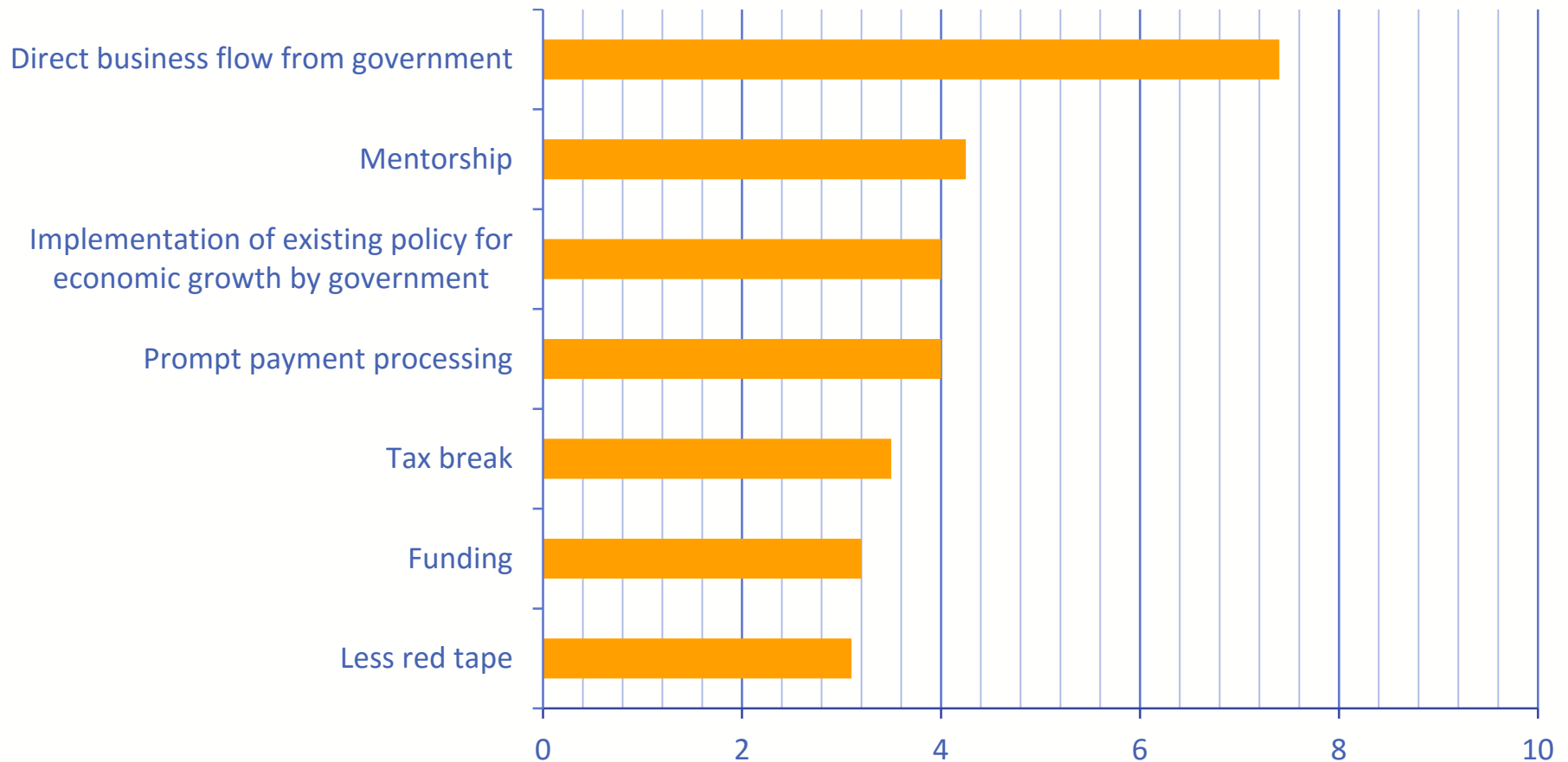
# ASSISTANCE REQUIRED TO OVERCOME CHALLENGES

SME owners were asked to rate assistance required to overcome challenges. The list of challenges was provided.

# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: ASSISTANCE REQUIRED TO OVERCOME CHALLENGES



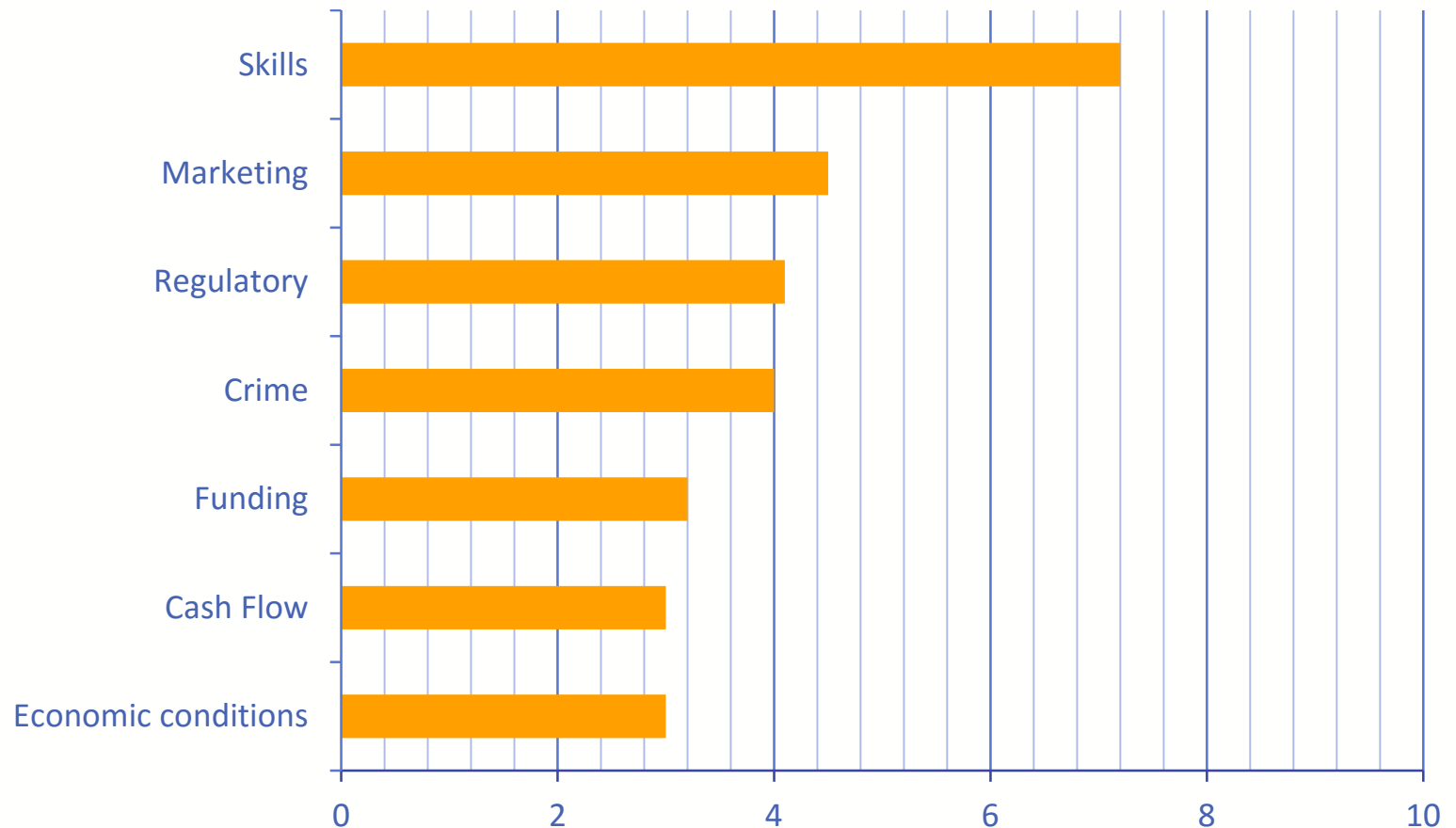
What form of assistance from government would benefit you most as an entrepreneur/aid the growth of your business?

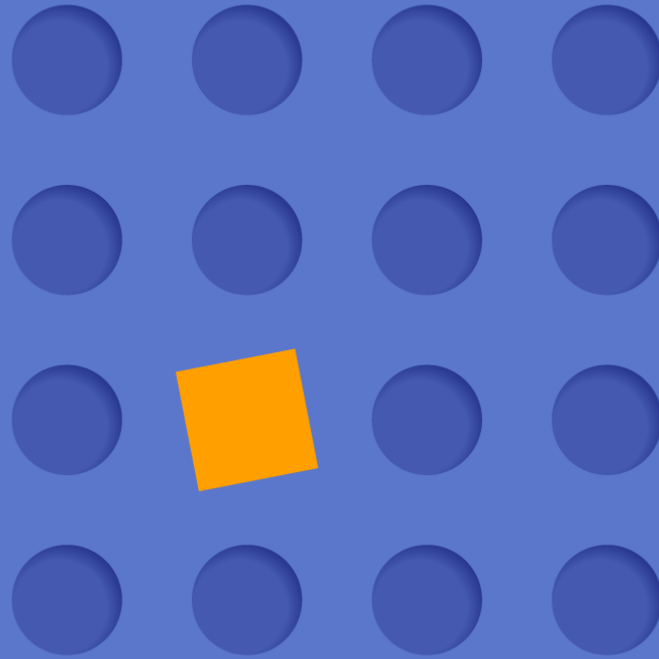


# BUSINESS PARTNERS LIMITED SME INDEX Q3 OF 2014: ASSISTANCE REQUIRED TO OVERCOME CHALLENGES



What is the main challenge that SMEs will face in the next six months?





**THANK YOU**