

Dear Members

The B-BBEE Council and the Department of Trade & Industry ("DTI") have commissioned a research study in order to assess the utilisation and impact of Enterprise Supplier Development ("ESD") spend by corporates.

The three objectives of the study are as follows:

1. determine how corporates utilise Enterprise Supplier Development (ESD) Funds;
2. assess how intended beneficiaries have benefited from participating in ESD-funded support; and
3. develop recommendations for addressing any identified problems in the utilization of ESD funds.

The DTI's service providers for this study are Impact Economics and Enterprise Analytics ("the researchers").

As part of the research programme, the researchers will meet with companies (that are willing to participate), in order to conduct an **interview and complete a survey**. The DTI has therefore requested BUSA to ascertain, from its members, which companies would be willing to participate in this phase of the research.

All information shared by participants during this study will remain anonymous. No individual's name or company name will be identified in the Report.

The study will focus on JSE Listed Companies but the DTI welcomes the participation of other companies too.

Companies are encouraged to please participate and support this study. BUSA is aware of many companies that have implemented significant and successful ESD programmes and it would be most beneficial if the researchers are exposed to these programmes.

Companies willing to participate in the study are to please indicate so by **close of business on 28 August 2018** and to provide the contact details of the appropriate contact person. The researchers will then make direct contact with those companies to arrange for a convenient time to complete the survey.

Kind regards



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