

MANUFACTURING TISSUE

TD INVESTMENT GROUP

Business  
Plan  
January 2024



# TD Investments Group

## Key Business Areas:

- Manufacturing Tissue

## Director Contact Details:

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## HEAD OFFICE

83 Marshall Street  
Marshalltown  
Johannesburg  
Gauteng

## 1. COMPANY – Overview

Tissue papers are basically made from three major raw materials such as chemical pulp, mechanical pulp as well as recovered paper. These raw materials are then made into Bathroom tissue, paper towel, facial tissue, wrapping tissue, paper napkin as well as specialty tissue. However, the quality of the tissue papers, such as its porosity, absorption, tensile strength, coarse nature, and tactility, might vary depending on where it is intended to be used.

Basically, the tissue paper industry has two broad categories known as At Home and Away from Home. At Home tissues which are also called consumer tissues are mainly used for purposes that are domestic in nature, while Away from Home are used mainly for industrial and commercial purposes.

The demand for tissue paper is continually increasing mainly due to the fact there are few substitutes for tissue papers and those available aren't sufficient enough to shift people's interest to it. Another factor that has seen the growth of the tissue paper industry is the rise in Gross National Income.

This does not however mean that the industry hasn't encountered its challenges as more people are demanding hand dryers in place of tissues, and green environmentalists are making a strong point against felling of trees.

The industry is one that survived the economic downturn better than other manufacturing industries because tissue paper is regarded as a necessity. The recovering economy has seen consumers going for tissue papers that are of high end therefore boosting more revenue for the industry. The growth projection for this industry was pegged at 0.1% between 2015 and 2020.

The industry is a capital intensive one because it relies heavily on machinery, with efficient machines being constantly worked on so that the whole tissue paper manufacturing process can become better and also allow entrepreneurs to make more money.

The demand for tissue paper in South Africa has remained stable for more than 17 years, with the market growing at 2% annually. This has been of a great advantage to tissue paper manufacturing companies whose revenue has increased steadily as the year progresses, especially as the recent recession barely affected these companies.

A fast growing segment in the tissue paper manufacturing industry is the private label market, which is competing fairly with branded tissue counterparts. Between 2015 and 2020, the private label market in the South Africa has grown by 8%. Also, the market share for private label tissue for a decade is now at nearly 32% up from 18%.

The level of competition in the industry has seen more local tissue manufacturing companies having advantage with getting and retaining customers especially as users prefer to identify with manufacturing companies which are closer to them than those that are far away. Also, the local manufacturers have the advantage of setting lower prices for their

tissues especially as they would not need to deal with shipping costs in getting the tissue papers to their customers.

## **Executive Summary**

TD INVESTMENT GROUP is a registered manufacturing company with its Head office currently located at 44 Thomas Street, Meredale Mews, and Johannesburg to cater to domestic and international clients. We are a manufacturing company that will not only deal in the production of tissue papers for bathroom use but also produce paper napkins, face tissues, paper towels, wrapping and specialty tissues as well so as to be able to cater to our home consumers as well as commercial customers such as hospitals, cleaning manufacturing companies, hotels, and other such customers.

Having effectively studied this market, we are confident that our laid down strategies will enable us to be able to compete favorably with other tissue manufacturing companies in the area and even around. Besides manufacturing tissue and other such products for sale, we intend to offer other services that will give us an edge over our competitors and attract customers to us.

Our goal is to be amongst the top three top brands in Johannesburg, and amongst the top ten in South Africa as a whole. This we will do by not only offering the best services but also getting the best equipment.

Tissue papers are regarded as an essential commodity as every household buys a roll every week. Besides, households, business places and commercial businesses have to constantly stock their toilets with tissue papers and paper towels, and so this means that the demand of tissue papers cannot plummet even during a recession especially as there are no close alternatives in the market for consumers to switch to. In order to have repeat customers, we intend to ensure our tissue papers are of a high quality.

Knowing our important the human resources are to any business, we intend to get the best by not only hiring those who would be the best fit for the various roles but also those who we know will be able to project our visions positively internally and externally. We also intend to invest massively in the welfare of our employees so that their productivity rate results in a healthy bottom line for the company.

Our location will be easily accessible not only for our employees but also for our distributors and suppliers as well. This is to ensure that production and distribution goes on efficiently. Also, we intend to ensure our facilities are very conducive so that employees do not have issues carrying out their tasks effectively.

TD INVESTMENT GROUP intends to set the pace for how tissue paper manufacturing companies should be run. This we would do by constantly upgrading our machinery and providing continuous training to ensure that our staffs get updated on new technologies and innovations.

We intend to provide excellent customer service to all our customers so as to keep having repeat businesses with them. We would ensure that we listen closely to their complaints And resolve them in a timely manner. We would also listen to suggestions and tips that would move our business forward. We would also keep in touch with our customers and ensure that we keep them informed of new services and products from our stable.

TD INVESTMENT GROUP is owned and run by Tracey Bongisile Maphumulo, an experience businesswoman and entrepreneur, who brings his vast experience to bear in this business.

### **Our Product Offering**

TD INVESTMENT GROUP intends to not only focus on producing tissue papers but also produce other items that are closely related to tissue paper as well. We intend to produce white and colored tissue rolls.

TD INVESTMENT is established to make profit, and this we would do legally. However, in an aim to shore up our revenue base, we intend to offer other services as well such as franchise, and consultancy services. Our services will be packaged in such a way as to fir into every intending client's requirement and budget.

Listed below are some of the products and services we intend to offer;

White and colored tissue paper for home use

Paper Napkins

Face Wipes

Wrapping Tissue

Paper Towels

Specialty Tissue

Consultancy services





### **Short Term Objectives**

Maintain the competitiveness.

Maintain and expand an outstanding reputation as being the best in the immediate surrounding area.

### **Long Term Objectives**

Maintain our quality of products throughout our customer service dealings.

Build long-term relationships with our clients.

Become a major and trusted player within the tissues manufacturing industry.

## **2. Vision**

Our vision is to become one of the leading brands in the tissues manufacturing industry in Johannesburg and to establish a one stop tissue manufacturing company.

## **3. Mission**

Our mission is to ensure that we do not lose sight of our vision. This we would do by getting the best machinery possible and ensuring we meet the needs of our existing as well as potential clients.

#### **4. Our Business Structure**

To have a strong structure on ground, we at TD INVESTMENT GROUP intend to ensure that we start on the right footing by getting the right employees to carry out the defined tasks that will make the company grow and make profit. We intend to invest in their welfare so that they could remain focused on growing the company.

We intend to partner with our distributors in such a way that we would both benefit from the relationship. Our distributors would be carefully selected for their wide reach, and other benefits to us. We would constantly make sure we work at perfecting the relationship and listen to their complaints and suggestions on the way forward for the company.

We also plan to offer other products and services at TD INVESTMENT GROUP and to this effect, we know we would need more hands to be able to ensure that the business grows and expand smoothly in achieving our business objectives. Listed below are those we believe will build TD INVESTMENT GROUP

Chief Executive Officer  
Plant Manager  
Floor Supervisor  
Human Resources and Admin Manager  
Sales and Marketing Executives  
Accountants  
Truck Drivers  
Customer Service Executives  
Security Guard

#### **Roles and Responsibilities**

##### **Chief Executive Officer**

Provides a clear strategic direction for the organization and communicate these strategies to appropriate channels  
Has an experience with the budgets as well as allocate resources appropriately  
Ensures that the right professionals are hired into the management team  
Builds corporate culture that would influence employees attitude and decision

##### **Plant Manager**

Organizes the daily operations of TD INVESTMENT GROUP  
Oversees the entire plants and assign sections to floor supervisors  
Participates in the hiring of new employees for plant section and also create and keep work and manufacturing schedules  
Carries out constant monitoring of the manufacturing equipment to ensure that it is in working order  
Authorizes replacement of machine parts as at when due

## **Floor Supervisor**

Responsible for all the work carried out on the assigned floor  
Works with plan manager to ensure that all rules are complied with  
Understands the workflow in the assigned floor  
Understands how to operate machines and carry out light maintenance tasks  
Supervises workers in carrying out their assigned tasks

## **Human Resources and Admin Manager**

Ensures the development, management as well as implementation of personnel policies  
recruits, retain and terminates staff appropriately  
Ensures that office practices are adhered to and in line with employment related laws  
Ensures that the administrative systems are constantly reviewed with an aim to being proactive instead of reactive  
Ensures that staff welfare and incentive packages are appropriately done

## **Sales and Marketing Executives**

Carries out promotional activities that will project the image of the company as well as bring in revenue  
Devises marketing and sales strategy for TD INVESTMENT GROUP  
Manages campaigns on all of the company's social media platforms  
Plans and organizes product and service exhibitions' for the company  
Monitors performance and change weak strategies

## **Accountants**

Ensures that tax returns are prepared and that tax requirements, preparation and reporting are complied with  
Works with management and report all the finances regarding TD INVESTMENT GROUP  
Ensures that budgets are developed and maintained periodically and also compare budgeted costs to actual costs  
Prepares and analyzes of accounting records, financial statements and reports in order to determine accuracy and conformance with accounting standards  
Carries out analysis of business operations including costs and revenues and use this to not only project future income and expenses but to proffer advice as well.

## **Truck Drivers**

Ensures that cargoes are loaded and unloaded at the appropriate times  
Ensures that all traffic laws are followed  
Inspects truck before and after every trip, and report any major defects found to the appropriate department  
Carries out light repairs and maintenance on trucks as at when due  
Ensures that clients get their products on time

## Customer Service Executives

Ensures that they answer calls that deal with complaints, orders, and inquiries professionally

Processes orders and applications for clients

Ensures that records of all customer interactions as well as transactions with the company are well kept

Follows up on inquiries and complaints to ensure that appropriate actions had been taken by the company

## Security Guard

Protects the property of the tissue manufacturing company




Prevents security problems that are likely to arise during the course of carrying out security duties

Responds to security issues that might crop up

Enlightens employees by providing security tips

## 5. Competencies/Measures of Success

The key to TD INVESTMENT GROUP Success is through the design of Corporate and Customer Solutions based on specific Requirements of our Clients. This is achieved through Strategic Partnership and creating an environment within TD INVESTMENT GROUP that is conducive to the successful execution of the tasks at hand based on long-term strategic thrust. Outstanding service and quality service is not only part of TD INVESTMENT GROUP philosophy, but also part of our daily routine. We ensure this through:

	<ul style="list-style-type: none"><li>Careful staff selection</li></ul>
	<ul style="list-style-type: none"><li>Supervision and management</li></ul>
	<ul style="list-style-type: none"><li>Regular communication with clients</li></ul>
	<ul style="list-style-type: none"><li>immediate response to clients' queries</li></ul>
	<ul style="list-style-type: none"><li> Inspection programmes</li></ul>
	<ul style="list-style-type: none"><li> People Development</li></ul>
	<ul style="list-style-type: none"><li>Accelerated Growth and Stability</li></ul>
	<ul style="list-style-type: none"><li> Partnerships and alliances with experienced and knowledgeable players in the same industry</li></ul>

## 6. Our Core Values

**In conducting our business, we embrace a core set of values that include:**

**Personality:** Personal commitment and modern management characterize our management style. Personalized service for our customers is the hallmark of our approach and that of each of our employees.

**Efficiency:** Solicit as well as commercial spirit is the pillars of our company's growth. To this day, the right balance between progress and efficiency has ensured healthy basis for future success.

**Quality:** Our products and our performance are set by us to the highest standards possible. It is natural that we continuously optimize our services. At the same time, there is only one measure of our success: the success of our customers.

**Investment:** Breaking new ground, finding innovation solutions, thinking for the long term- this is how we shape our business. We invest in intensive research and development of new techniques as well as future-focused products to continue offering outstanding services in the future.

**Environment:** Preserving the environments and conserving resources is an essential business principle for us. We take our environmental responsibilities seriously and are fully committed to reducing the environmental impact of our operation whenever possible

**Responsibility:** We see ourselves as members of a community for which we are responsible. We therefore commit to various social and cultural investments. Each one of our locations adopts this same principle – both within the region, and with the people who live there.

## 7. People

- Have talents as Individuals, but more importantly it is the synergy that is necessary through collective contribution to the team.
- Our entrepreneurial approaches continue to assist us in our endeavors to create wealth for our clients and Shareholders.
- Take pride in the work we do and by virtue of being professional, committed and confidence in the value we add to our clients and shareholders.
- The Knowledge and Skills we purpose assist in tackling the challenges and threats that are turned into opportunities.
- Have an understanding of our chosen markets to the extent that we are able to pre-empt and guide our clients in their chosen industry solutions with confidence.

## 8. Specific Target Market

The use of tissue paper is regarded as hygienic and with no close substitutes available and so our target market is basically everyone in Johannesburg and in South Africa as a whole. This is why part of our expansion strategy is to have strategic locations in different provinces of the country.

Due to several authentic statistics and market researches, we know exactly who and where our target markets are, and what they expect from us. We intend to engage in wholesale distribution to retail stores that will cater to the following group of people:

- Households
- Hospitals
- Malls
- Business Places
- Prisons
- Government Institutions
- Educational Institutions
- Spas and Beauty Salons
- Sports Men and Women
- Hotels and club houses
- Religious houses
- Restaurants
- Every person not listed

### Our Competitive Advantage

Since we intend to survive in the tissue production business for a long time to come and also be amongst the top leading brands not only in Johannesburg but also in the whole of South Africa, we have drafted competitive advantage strategies that will ensure that our vision and mission statement is achieved.

We know how important our customers are to the business, and so one of our competitive advantages is to ensure that our customer retention strategies remain very high. This can be achieved by promptly attending to the complaints of our clients and giving out incentives regularly.

Another of our competitive advantage is in the hiring of competent employees who have a vast experience in the field and are attuned to our vision and corporate culture, and also understand the need to have a strong distribution network as well as excellent customer culture while also positively promoting and projecting our brands.

Another part of our competitive advantage is in ensuring that our competent employees have fair welfare packages, which would be the best in the industry. This would then ensure that they improve on their productivity, which would to a greater extent improve our bottom line.

Lastly, we would ensure that our pricing policies are not only favorable to our customers but also to us as well. This we would do by critically evaluating the right price that would be fair to us as well as our numerous clients.

## 9. Product and Services

TD INVESTMENT GROUP is in the tissue manufacturing industry to manufacture a wide range of tissues. We are set to services a wide range of clientele not just in South Africa, but also all parts of the world and of course to make profits, which is why we will ensure we go all the way to give our clients and potential clients options.

We will do all that is permitted by the law of the South Africa to achieve our business goal, aim and ambition of starting the business. Our product offerings are listed below

## 10. Members of Top Structure:

Description Status	Member Name	Gender	Shares
Directors	Tracey Bongisile Maphumulo	Female	100%

Description Status	Member Name	Gender	Shares
Business Development Manager	David Ntate Dube	Male	0%

## 11.Strategic Business Partners

TD INVESTMENT GROUP has also entered into strategic business partnership with companies operating nationally with vast experience in the field of tissues manufacturing.

The agreement allows TD INVESTMENT GROUP to tap skills as well as scarce resources; for example, (special equipment, etc) on the project basis for which the results would be capacity building and skills transfer to a large degree. This was formulated with the client in mind and for excellent performance.

## 12. SWOT ANALYSIS

Having a SWOT analysis is very important as this would help us know what our chances of succeeding in this market are and how well we can improve on our weakness while eliminating totally or reducing threats to the barest minimum. In carrying out a thorough SWOT analysis, we hired a reputable business consultant who has several years of experience in helping start-ups with carrying out this analysis.

The aim of the SWOT has also helped us determine if this is a business that we should pursue or not. We are glad to say our strengths and opportunities were in high percentages and that the threats posed to our business is few and our weaknesses will be worked on.

Here is what the SWOT analysis carried out by an expert on behalf of TD INVESTMENT GROUP revealed;

**Strength:**

Our strength lies in our up-to-date technologies and machineries deployed to produce tissue papers. We also have the right and dedicated professionals that will handle these machines to ensure maximum output. Another strong suit of ours lies with our excellent customer service that is dedicated to ensuring that customers' complaints are promptly taken care of without excessive delays.

TD INVESTMENT GROUP have a Director who does not only believe in having the right professionals in the right positions but also has a robust and vast experience in the field that would ensure that the TD INVESTMENT GROUP does all the right things at the right time.

**Weakness:**

The tissue production market is one that already has many players in the field in Johannesburg and in South Africa as a whole. This has made it seem like the market is saturated as the entry requirements into this market are low. However, we intend not to allow this deter us as we have strategies in place to ensure we become a brand to be reckoned with.

**Opportunities:**

There is however several opportunities that abound in this field which stems from the fact that tissue paper is used daily, which shows the market is there. Also, because of our approach to producing quality and yet affordable tissue papers, we will help new business start-ups by giving them franchises that would elevate their business to great heights.

**Threats:**

Every business is faced with threats, and so the threats that would face us in this area include having to compete against already established tissue paper manufacturing companies, and also unfavorable government policies.

**13. Type of Ownership**

TD INVESTMENT GROUP is a level 1 B-BBEE and it is 100% black company owned by a black female from previously disadvantaged back-grounds using own capital.

The meeting of the Board of Directors shall be annually or as may be required (in terms of Section 48 of the Close Corporation Act) and minutes shall be recorded by the company's secretary at all times

## **14. Marketing Strategy**

### **Sources of Income**

TD INVESTMENT GROUP is in business to manufacture and retail a wide range of tissue and tissues related products in South Africa and other parts of the world. We are in the tissue manufacturing industry to maximize profits and we are going to go all the way out to ensure that we achieve our business goals and objectives

### **Sales Forecast**

TD INVESTMENT GROUP is being established with the purpose of generating revenue and invariably making profit in South Africa. To ensure that we have a healthy bottom line, we intend to ensure that we have other sources of income for our business as well by producing other tissue related products as well as provide services too.

TD INVESTMENT GROUP will generate income by selling the following products;

- White and colored tissue paper for home use
- Paper Napkins
- Face Wipes
- Wrapping Tissue
- Paper Towels
- Specialty Tissue
- Consultancy services

### **Marketing Strategy and Sales Strategy**

Every business man knows how important marketing is to a business and how deploying the right marketing strategies will help the companies generate income as well as boost its own profile as well. After a thorough research on what marketing strategies would be best for us to not only penetrate the market but also compete favorably with other leading brands as an upcoming company, we were able to come up with reliable data and information that will ensure our business is marketed effectively in Johannesburg and in extension, the South Africa as a whole.

Because of how important marketing is, we hire a reputable brand and marketing consultant with a good understanding of Fast Moving Consumer Goods (FMCG) to help us in develop strategies that will position us to become amongst the top leading brands as well as win a large percentage of the available market not only in Johannesburg but in the South Africa as a whole.

Also, knowing the importance of marketing to our business, our sales and marketing executives have been empowered to deliver our corporate sales goals so as to shore up our revenue base while also positively promoting the company's image.

We also know how important technology is in these times especially when it comes to marketing and so we have perfected plans to develop an app that will bring us closer to our existing and potential clients. We would also make our official website and social media platforms as active as possible for our audience.

We intend in summary to leverage on the following approaches to market our products and services at TD INVESTMENT GROUP;

Advertise our tissue manufacturing company via local newspapers, national newspapers, and radio stations and on television.

Encourage our loyal customers by giving out incentives for referrals

Engage in word of mouth marketing

Engage in direct marketing through our sales and marketing executives

Ensure our business is listed in Yellow pages and other local directories as well as online directories

Use our website to sell our products and services

Make use of our social media platforms to actively promote and sell our products and services.

### **Publicity and Advertising Strategy**

Regardless of the fact that our brand is a well-known one that has a high standard, we know how important creating awareness for a business is.

Every business established for the purpose of making profit and competing favorably with other leading brands must have good publicity and advertising strategies laid out, and this we have in place.

TD INVESTMENT GROUP intends to explore all available means of publicity both in Johannesburg and around its environs as well. Our publicity strategies will ensure that we not only promote our products and services but project our image positively to intending and existing clients.

Listed below are the platforms we intend to leverage on in promoting our TD INVESTMENT GROUP;

Ensure that we introduce our tissue manufacturing company to commercial offices around us

Provide distribution benefits to all our distributors and partners

Place adverts on print media (local newspapers as well as relevant magazines) and electronic media (radio stations and televisions)

Use our social media platforms – such as Facebook, Twitter, and LinkedIn to seriously engage our existing and potential clients and promote our brands

Sponsor social shows such as community pageants and educational fairs Distribute our handbills and fliers in various target areas

Install our billboards in various strategic locations around Johannesburg

Give our distribution trucks an attractive color that will visibly show and promote our products

## 15. Finance Required

### Use of Funds

In addition to the start-up costs, the funds will also be used as Working Capital. Detailed list of the start-up costs.

Grow and Expansion

**TOTAL R1 300 000**

## 16. Financial Plan

### Revenue Forecast

#### FINANCIAL PROJECTIONS FROM YEAR 1 TO YEAR 5

ITEMS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Projected Sales	R10 230 000	R12 304 000	R 12 304 00	R12 794 900	R13 145 980
Secondary Income	R930 000	R 930 000	R 930 000	R 930 000	R 930 000
<b>Total Cash Inflow</b>	<b>R11 160 000</b>	<b>R13 234 000</b>	<b>R13 234 000</b>	<b>R13 724 900</b>	<b>R14 075 980</b>
<b>Variable Cost</b>					
Materials	1461888	1561000	1471203	1481900	1461808
Electricity	125000	125000	125000	125000	125000
Maintenance	115575	116000	117000	118000	119000
Repairs	23000	25000	26000	27000	28000
Tax	23000	24000	26000	28000	29000
Telephone/Internet	36000	40000	44000	45000	46000
<b>Fixed Costs</b>					
Plant Maintenance Payment	442840.8	442840.8	442840.8	442840.8	442840.8
Servicing/Oil/Greasing Plant	142116.72	142116.72	142116.72	142116.72	142116.72
Insurance	36000	38000	39000	40000	41000
Health Insurance	4500	5000	5500	6000	6500
Rent	11400	11800	12400	12800	13200
Worker Prem Insurance	10000	11000	12000	13000	14000
Permit	1880	2300	2400	2500	2500
Licenses	7000	7000	7000	7000	7000
Office Lease Payments	80000	81000	82000	83000	84000
Depreciation	70000	70000	70000	70000	70000
<b>TOTAL CASH OUTFLOW</b>	<b>R1 969243</b>	<b>R2 702058</b>	<b>R2 624461</b>	<b>R2 644158</b>	<b>R2 631966</b>
<b>PROFIT/LOSS</b>	<b>R9 190757</b>	<b>R10 531942</b>	<b>R10 609539</b>	<b>R11 080742</b>	<b>R11 444 014</b>

## 17. INDUSTRIAL ANALYSIS TO DETERMINE VARIOUS RISKS

### Methods used to determine risks:

#### **Entry barriers**

We have assessed various factors that may be encountered when entering this type of business which include but not limited to the following:

**Capital requirements:** in terms of our plan we believe that this area is covered by our projections, which are real and workable.

**Special skills:** directors are very skilled in the field of tissues manufacturing with huge experience accumulated over period of time throughout the country

**Government and other regulations:** we have identified that there is no regulation which restrict the operations of this type of business

#### **Bargaining power of customers**

As a business we are not going to be concentrating on one customer. In terms of our plan we envisage that on the period not exceeding six (6) months we shall have recruited at least four customers, however, our projections have been designed looking at least one (1) customer in a twelve (12) months period.

#### **Exit barriers**

The demand for this type of business is on the rise. For that reason, we do not envisage a decline in the market.

This business does not use expensive machinery of specialised nature and we do not foresee suffering and heavy losses as a result of capital requirements being exceptionally high

## Products life cycle

During our market research, we have looked at the four phases of the cycle and identified them as follows:

**Price:** our price will definitely beat that of our competitors. Our customers will get value for their money and our benefits such as credit terms and discounts will stimulate our services

**Product:** the quality of our products will surpass that of our competitors because our previous experiences learnt. Sound knowledge of our products and that of our competitors will play a major role in the promotion of our business. Our clients will also get advice on improvements of their service and after service will also be available and the way we handle enquiries.

**Place:** the locality of our business is accessible and should be visible for our clients and potential clients alike. There is tight security therefore no risks of burglaries and robberies.

**Promotion:** our advertising strategy is such that no competitor in the market will match, that is, we will be selecting the correct advertising medium. Direct marketing of products will be applied in a form of personal sales calls and canvassing.

**Personal service:** the friendliness and punctuality of service and directors will ensure enhanced customer service, return business and sustainability thereof. We project the image of credibility and service orientation

## 18. Human Resources Plan

### Other Professional Advisors

**Financial Advisor:** A qualified accountant will assist with and offer advice on bookkeeping, the preparation and analysis of financial reports, tax preparation, financial planning, payroll services, internal controls, risk management, inventory strategies and pricing.

**Industry Regulators** will also be engaged, to ensure compliance with the applicable laws and regulations concerning tissue manufacturing.

## 19. LEGAL MANDATES

Labour Relations Act  
Employment Equity Act  
Broad Based Black Economic Empowerment  
Unemployment Insurance Fund  
South African Revenue Services  
Compensation of Injuries & Diseases Act  
Occupational Health & Safety Act



**the dti**

Department:  
Trade and Industry  
**REPUBLIC OF SOUTH AFRICA**



Companies and Intellectual  
Property Commission  
a member of **the dti** group

## **B-BBEE CERTIFICATE FOR EXEMPTED MICRO ENTERPRISES**

Issued by the Companies & Intellectual Property Commission (CIPC) on behalf of the Department of Trade and Industry. Based on the Financial Statements/Management Accounts and other information available on the latest financial year-end, the annual Total Revenue was R10,000,000.00 (Ten Million Rands) or less.

This Certificate serves as an Affidavit in terms of Code Series 000, Section 4.5 of the Amended Codes 2013.



Tracking Number: 9379416477



Enterprise Number: K2023527900

### **B-BBEE LEVEL 1 CONTRIBUTOR: 135% PROCUREMENT RECOGNITION**

#### **B-BBEE INFORMATION**

Certificate Number	9379416477
Total Number of Shareholders	ONE (1) SHAREHOLDER(S)
Number of Black Shareholders	ONE (1) BLACK SHAREHOLDER(S)
Number of White Shareholders	ZERO (0) WHITE SHAREHOLDER(S)
Black Ownership Percentage	100% BLACK OWNERSHIP
Black Female Percentage	100% BLACK FEMALE OWNERSHIP
White Ownership Percentage	0% WHITE OWNERSHIP
B-BBEE Status	<b>B-BBEE LEVEL 1 CONTRIBUTOR: 135% PROCUREMENT RECOGNITION</b>
Date of Issue	27-January-2023
Expiry Date	26-January-2024

- Unemployed black people not attending and not required by law to attend an educational institution and not awaiting admission to an educational institution: **0%**
- Black people who are youth as defined in the National Youth Commission Act of 1996: **0%**
- Black people who are persons with disabilities as defined in the Code of Good Practice on employment of people with disabilities issued under the Employment Equity Act: **0%**
- Black people living in rural and under developed areas: **0%**
- Black military veterans who qualify to be called a military veteran in terms of the Military Veterans Act 18 of 2011: **0%**

#### **ENTERPRISE INFORMATION**

Registration number	2023 / 527900 / 07
Enterprise Name	<b>TD INVESTMENTS GROUP (PTY) LTD</b>
Registration Date	26-January-2023
Enterprise Type	Private Company
Enterprise Status	In Business

**Physical Address**  
**the dti** Campus - Block F  
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Sunnyside 0001

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P O Box 429  
Pretoria  
0001

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Contact Centre (International): +27 12 394 9500



Certificate issued by the Commissioner of Companies & Intellectual Property Commission on Friday, January 26, 2024 at 10:49



Companies and Intellectual  
Property Commission  
a member of the dti group

### COR14.3: Registration Certificate

Registration Number: 2023 / 527900 / 07  
Enterprise Name: TD INVESTMENTS GROUP

#### ENTERPRISE INFORMATION

Registration Number: 2023 / 527900 / 07  
Enterprise Name: TD INVESTMENTS GROUP  
Registration Date: 26/01/2023  
Business Start Date: 26/01/2023  
Enterprise Type: Private Company  
Enterprise Status: In Business  
Financial Year End: February  
TAX Number: 9043475301

Addresses	<u>POSTAL ADDRESS</u>	<u>ADDRESS OF REGISTERED OFFICE</u>
	44 THOMAS STREET MEREDALE MEWS JOHANNESBURG SOUTH GAUTENG 2901	44 THOMAS STREET MEREDALE MEWS JOHANNESBURG SOUTH GAUTENG 2901

#### ACTIVE MEMBERS / DIRECTORS

Surname and First Names	Type	ID Number / Date of Birth	Appointment Date	Addresses
MAPHUMULO, TRACEY BONGISILE	Director	8405190964083	26/01/2023	Postal: 44 THOMAS STREET, MEREDALE MEWS, JOHANNESBURG SOUTH, GAUTENG, 2901 Residential: 44 THOMAS STREET, MEREDALE MEWS, JOHANNESBURG SOUTH, GAUTENG, 2901



