

## Strategic Value Proposition to ESD Fund Managers

Toyota South Africa

**Subject:** Value Proposition | Umnini Community Trust SMME Development and Jobs Acceleration Programme

Dear ESD Fund Manager,

**Umnini Community Trust (UCT)** proposes a unique partnership opportunity for **Toyota South Africa**.

As long-standing corporate partner operating within the Umnini Trust land, we believe a collaborative approach could significantly impact our community's economic growth, especially through your Enterprise and Supplier Development (ESD) initiatives.

We invite your company to join us in developing and supporting local SMMEs fostering entrepreneurship, and creating sustainable jobs within the community. This is a strategic opportunity to align your business with high-impact community projects that will deliver long-term benefits for both the local economy and your supply chain.

### Key Value Propositions

- To transform local SMMEs into viable, sustainable suppliers within your industry. Many of these businesses have shown great potential but lack the necessary tools to scale. The purpose is to unlock the potential, create a ripple effect of economic development. SMME's will evolve into suppliers of raw materials for industries including automotive, providing a sustainable supply chain while creating jobs.
- **Develop Local Supply Chains for Enhanced Operational Efficiency**  
To reduce dependence on external suppliers, improving supply chain resilience and lowering procurement costs. Local automotive parts supply companies will be groomed to take on **sourcing and supply projects** within the community and beyond, enabling quicker turnaround times and cost savings for your business operations. This local sourcing strategy could increase efficiency while contributing to community development.

- Investment in local SMMEs through UCT not only uplifts the community but directly supports South Africa's and mainly provincial **economic transformation agenda**. Empowering local businesses, particularly **youth- and women-owned enterprises**, results in measurable social impacts, such as job creation and skills development. In return, this fosters community loyalty and strengthens the relationship between corporate partners and the region.
- This partnership directly aligns with your company's BBBEE goals. UCT offers a structured and accountable way to deploy ESD funding, ensuring that your contributions are both impactful and fully compliant. By focusing on developing **high-potential sectors**—such as **automotive, logistics, recycling and waste management, packaging and distribution** — your ESD funds will generate meaningful economic growth, reflected in enhanced procurement and business success.

### **Partnership Benefits:**

- **Improved BBBEE Compliance**
- **Strategic Supply Chain Development**
- **Sustainable Community Upliftment**
- **Reputation and CSR Impact**

We believe that by working together, we can create significant economic value for both the Umnini community and your organization.

We are keen to further discuss how this partnership can be structured to deliver mutual benefits for both your organization and the Umnini community. We welcome the opportunity to meet with your team to explore potential projects, funding mechanisms, and partnership models.

We look forward to your favourable response and to working together in building a lasting, impactful legacy for the Umnini community.

Warm regards,

**Busani Luthuli**

**Chairperson/CEO**

Umnini Community Trust

Project	Focus	Rationale	Support from Toyota
<b>Automotive Parts and Components Manufacturing</b>	Local manufacturing of vehicle parts like spare parts, upholstery, plastic components, and electronics	Reduces import reliance, creates cost-efficient and sustainable supply chains	Equipment, technical support, mentorship to meet industry standards
<b>Vehicle Maintenance and Repair Services</b>	Establish authorized service centers for Toyota vehicle repairs and maintenance	Enhances after-sales experience, especially in underserved areas	Training in Toyota repair standards, certifications, access to tools and spare parts
<b>Auto Body Repair and Spray-Painting</b>	Set up bodywork repair shops specializing in dent removal, painting, and panel replacement	Provides certified local repair services, ensuring quality standards for Toyota vehicles	Training on bodywork standards, equipment, and technical assistance
<b>Tyre and Battery Sales and Services</b>	Provide tyre supply, fitting services, and battery replacements	Increases convenience for vehicle owners, offering new business opportunities	Access to inventory, equipment, and training on fitting standards
<b>Car Wash and Detailing Services</b>	Establish car wash businesses offering cleaning, polishing, and detailing	Low capital business with high job creation potential in communities	Assistance with mobile car wash systems, branding, and quality control training
<b>Logistics and Delivery Services</b>	Develop local logistics providers to handle parts and vehicle deliveries	Supports Toyota's need for efficient logistics, improving supply chain responsiveness	Funding for vehicles, training in delivery protocols, digital tracking systems
<b>Recycling and Waste Management Services</b>	Vehicle recycling, scrap metal collection, and waste disposal	Aligns with Toyota's sustainability goals through eco-friendly solutions	Funding, technical guidance, and equipment for recycling processes
<b>Packaging and Distribution Services</b>	Provide packaging and distribution services for spare parts and accessories	Efficient packaging and distribution are vital to Toyota's operations	Training in logistics, quality control, and inventory management
<b>Automotive Software and IT Solutions</b>	Develop software for vehicle diagnostics, tracking, and service scheduling	Industry is moving toward digital solutions, benefiting from local innovations	Mentorship, access to data, and testing environments for software start-ups
<b>Construction and Facilities Maintenance Services</b>	Provide construction, infrastructure maintenance, and cleaning services	Cost-effective and responsive supply chain for Toyota's infrastructure needs	Contracts, access to tools, and training for local capacity building