



# 13th Funding Round

## Catalysing Demand-Led Growth in the Green and Informal Economy

### Briefing Session

Presented By: The Jobs Fund

Date: 21 May 2026





# 1. Opening Address

*Deputy Director General: Employment Facilitation*  
*Najwah Allie-Edries*



# 1.1 About The Jobs Fund



## Overview

- Established by National Treasury in 2011 as a **R9 billion challenge fund** to support innovative job creation initiatives
- Allocates funding **competitively and transparently**, co-financing projects with partners
- Provides **once-off grants** for projects with sustainable job creation potential

## Strategic Focus

- Not a mass employment programme
- Targets innovative, scalable labour market interventions that enable sustainable employment outcomes

## Financial Leverage

- R7.7 billion in grants disbursed
- R15.7 billion leveraged from partners
- R2.05 matched for every R1 of government funding

## Performance Since Inception

- 12 funding rounds
- 180+ projects contracted
- 343,000+ jobs & internships created
- 58% women
- 66% youth
- 418,000+ individuals trained
- 98% previously disadvantaged beneficiaries



## 1.2 House Rules

1. Everyone except the presenters will be muted.

2. Delegates to **please post questions in the chat.**

3. The team will try to respond to all questions during the session, but those unanswered during the presentation will be included in the FAQ document found on the application site and the Jobs Fund website:

- <https://jobsfund.praxisgms.co.za>
- <http://www.jobsfund.org.za>



# 1.3 Agenda



<b>1. Opening Address</b>	<b>09h30 – 09h40</b>
<b>2. Introduction to the 13th CFP</b>	<b>09h40 – 10h15</b>
<b>3. 13<sup>th</sup> CFP – Key Criteria</b>	<b>10h15 – 10h50</b>
<b>4. JF 13 – Finance</b>	<b>10h50 – 11h20</b>
<b>5. Monitoring &amp; Evaluation Framework</b>	<b>11h20 – 11h45</b>
<b>6. Contracting</b>	<b>11h45 – 12h00</b>
<b>7. How to Apply – Online Application</b>	<b>12h00 – 12h25</b>
<b>8. Closure</b>	<b>12h25 – 12h30</b>





## 2. Introduction to the 13th CFP

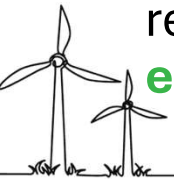
*Project Director  
Xavier Edziwa*



## 2.1 Target Beneficiaries and Priority Sector (1/4)



- **Theme:** Catalysing Demand-Led Growth in the Green and Informal Economy
- **Objective:** The Jobs Fund invites bold, implementable proposals from experienced sector intermediaries across the private, public, and not-for-profit sectors to stimulate new demand for labour in the economy.
- **Context:**
  - South Africa continues to face unacceptably high unemployment, particularly among young people and women.
  - At the same time, several parts of the economy demonstrate strong yet under-realised potential to absorb labour at scale e.g. **the informal economy and green economy**



## 2.1 Target Beneficiaries and Priority Sector (2/4)



### Priority sectors: Informal Economy & MSMEs

- **Definition:**

- MSMEs refer to micro, small and medium enterprises as classified in South Africa's policy and regulatory framework.
- The informal economy includes enterprises and workers that operate outside formal regulatory arrangements but provide livelihoods, services, and employment at scale.

- **The Informal Economy**

- A significant share of working South Africans already **earn livelihoods informally or through micro and small enterprises.**
- These enterprises face persistent barriers, including **access to finance, infrastructure, markets, and business capability that limit growth and job creation.**
- With the right enabling interventions, MSMEs and informal enterprises can **transition, expand, and create sustainable employment opportunities.**



## 2.1 Target Beneficiaries and Priority Sector (3/4)



### Priority sectors: Green Economy

- **Definition:** Economic activities that **reduce environmental harm, promote sustainability, and drive inclusive growth** — including renewable energy, circular economy activities, sustainable agriculture, waste and recycling, green construction, water management, and green mobility.
- **The Green Economy**
  - The transition to a **low-carbon, resource-efficient economy** presents a major opportunity to grow employment across sectors such as **renewable energy, waste, agriculture, construction, transport, and water**.
  - Green jobs are created across **entire value chains** from manufacturing and installation to maintenance, services, and enterprise development.
  - However, **skills gaps, financing constraints, technology access, and policy fragmentation continue to constrain scale**.



## 2.1 Target Beneficiaries and Priority Sector (4/4)



### Other Sectors

- This Call prioritises **labour-absorptive sectors and sub-sectors** where targeted interventions can unlock enterprise growth and employment
- Sectors not classified as green, or informal, but which **demonstrate strong labour-absorptive potential and alignment with the Fund’s objectives will also be considered**. These sectors can be in tourism, agriculture, light manufacturing, care economy, etc.



## 2.2 Focus areas



- **Proposals must be:**

- innovative, scalable, and demand-led, capable of catalysing new and sustainable jobs beyond the grant period.
- Projects must be implemented within a three-year period and require matched funding, reflecting shared risk and strong partner commitment.

- **The Jobs Fund is especially interested in initiatives that:**

- unlock new or expanded markets;
- strengthen value chains and ecosystems;
- crowd in private and non-state investment; and
- result in sustainable employment outcomes for women, youth, and workers in economically marginalised areas.



## 2.3 Timeline for the Round

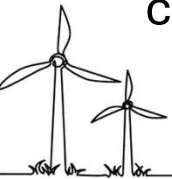


- **Application Deadline**

- Opened on 18 May 2026 and close on 30 June 2026 at 3pm (***no extensions***)

- **Two-Stage Application Process**

- **Stage 1:** Applicants complete the Concept Note application form and submit the additional requested information via the Jobs Fund Grant Management System (GMS).
- **Stage 2:** Applicants who are approved to proceed to Stage 2 will be required to complete the Business Case application form and submit the additional information requested via GMS. The Business Case requirements will be communicated to applicants proceeding to Stage 2.





## 3. 13th CFP – Key Criteria

*Team Leader*

*Lionel Kunene*



## 3.1 Funding Windows (1/2)



- **Enterprise Development:**

- Competitive applications in this Window include initiatives that develop innovative commercial approaches to livelihood development and long-term job creation, combining profitability with high social impact.

- **Support for Work Seekers:**

- Competitive applications in this Window are those linking active work-seekers, especially women and youth, to green and informal economy opportunities and job placement, including placement in the formal sector. Funding proposals must be **demand-led** interventions that match unemployed individuals **with suitable job placements/opportunities**.

## 3.1 Funding Windows (2/2)



- **Institutional Capacity Building:**

- SMMEs, including those in the informal economy, often cannot absorb a significant government stimulus without the type of well-calibrated support offered by intermediary institutions. In this funding round, there is an opportunity to support such intermediaries to scale their operations.

## 3.2 Eligibility Criteria (1/4)



The Jobs Fund has pre-determined eligibility criteria.

- Minimum grant size of **R5 million**
- Matched Funding Ratio must be a **minimum** of :
  - 1:1 for Private and Public entities
  - 1:0.5 for NPO/NGOs
    - Ratios are based on cash matched funding
    - Matched funding can be self-funded or raised from third parties
    - **Self-funded** : Requires written undertaking from the Applicant to contribute matched funding supported by a sufficiently strong financial position as evidenced by the Applicant's Annual Financial Statements.
  - Third parties: Undertaking from funders / An application made to a potential funder

## 3.2 Eligibility Criteria (2/4)



- Lead applicant must have been operating for more than **2 years** with 2 complete **Audited or Independently Reviewed** Annual Financial Statements for the previous 2 financial years. (Annual Financial Statements for each of the 2 years)
- The Lead Applicant/Intermediary must provide detailed management accounts (covering balance sheet, cash flow, and Income & Expenditure statements) for the period from the last Audited/ Independently Reviewed financial Statements to the end of the last full month before the close of the application, i.e. 31 May 2026

*(Listed entities may submit their latest interim financial statements where management accounts are not available.)*

## 3.2 Eligibility Criteria (3/4)



- The Project Implementer/implementing partner, which is the entity charged with the successful execution and completion of the project's activities, must have a track record of more than two years of technical experience in the area of interest
- Applicants must acknowledge that while the intellectual property (IP) will reside with them, all successful applicants must permit the Jobs Fund to use the concept for learning and dissemination purposes

## 3.2 Eligibility Criteria (4/4)



- *Existing/ previous Jobs Fund Partners will only be eligible to respond to the call if they meet **ALL** the following additional criteria as of 31 March 2026:*
  - The project must have reached **at least 50%** of its **contracted** implementation period in any one of its Jobs Fund-funded projects.
  - Performance on applicable **contracted job and placement targets combined must be greater than 50% inception date** in any one of their Jobs Fund-funded projects.
  - The project must have reached at **least 50% inception-to-date expenditure as measured against total contracted expenditure** in any one of their Jobs Fund-funded projects.

## 3.3 Exclusions (1/2)



- Funding for the bailout of distressed applicants
- Training activities that are not demand-led and that do not result in a job placement
- Initiatives with large capital investment but minimal short to medium-term job-creation potential
- Funding of initiatives that will not deliver on their intended performance outcomes within three years of implementation (e.g., initiatives that will take up to 3 years to obtain applicable permits and/or licenses)

## 3.3 Exclusions (2/2)



- On-lending projects that do not adequately demonstrate that they have a finance-ready pipeline of projects to support
- Projects receiving support for the same initiative from other public programmes, which may lead to *double-counting of jobs or other social impact indicators or double-dipping into public funds*; or
- Projects with commercial applications that are overly dependent on grant funding.

## 3.4 Impact Criteria (1/3)



- **Social Impact:** Initiatives should clearly demonstrate the social impact of the project with emphasis on participants in economically marginalised areas
- **Additionality:** The Jobs Fund supports initiatives that would not have taken place without Jobs Fund support and risk sharing because other funders consider the risk of failure too high or the projected financial return too low
- **Sustainability:** Initiatives should be able to convincingly demonstrate a path to commercial sustainability (for the initiative and enterprise development projects, the sustainability of participants is also critical) beyond the term of the Jobs Fund grant.

## 3.4 Impact Criteria (2/3)



- **Matched funding, value for money, and risk apportionment:** The Jobs Fund defines value for money in terms of risk-sharing, economy, efficiency, effectiveness, and equity. *(Rewarded for higher mf ratio)*
- **Innovation:** Initiatives must describe what is new or innovative in the proposed initiative and whether this is replicable. Avoid simple extensions of existing programmes whose funding is ending.
- **Scale/Replication:** The initiative must show how partners will be leveraged to multiply the outcomes; how costs will be kept low while increasing outputs; and how and to what extent the intervention/job creation model is replicable.

## 3.4 Impact Criteria (2/3)



- **Contribution to Systemic Change:** Applications that contribute to broader impact in the sector/industry/value chains or economically marginalised areas, as well as learning beyond the confines of their specific initiative, are preferred.
- **Capacity to implement:** Applicants must demonstrate relevant experience, organisational capacity, key capabilities, and the existence of a potential pipeline of participants to be supported.



## 4. JF 13 Budget / Matched Funding

*Senior Technical Finance Specialist*  
*Nazeem Hendricks*



## 4.1 Minimum Grant size



- **Minimum Grant Threshold**

- Applications must request a minimum of R5 million in grant funding

- **Purpose of Threshold**

- Targets high-impact, scalable interventions
- Ensures funding supports meaningful job creation at scale
- Prioritises well-developed, implementation-ready projects

- **Linked Requirements**

- Mandatory matched funding:

- 1:1 (private & public sector)
- 1:0.5 (NPOs)
- Projects must be implemented within 36 months (3 years)



## 4.2 Matched Funding



### • **Stage 1: Concept Note**

- Demonstrate ability to mobilise matched funding
- Provide:
  - Indicative funding structure
  - Evidence of progress (e.g., letters of intent or discussions with funders)
  - Focus is on credibility and feasibility, not final proof

### • **Stage 2: Business Case**

- Confirm secured matched funding
- Provide:
  - Formal commitments or signed undertakings
  - Clear sources and structure of funding
  - Matched funding must be: Cash-based (not in-kind)
  - Available at contracting stage



## 4.3 Business Plan



- **Applicants have the opportunity to:**

- Clearly communicate your commercial thinking and operating model in your own words
- Demonstrate how the intervention translates into real market activity
- Show the path from concept to execution and growth

- **Why It Matters?**

- Provides a clear line of sight from funding to outcomes
- Strengthens our understanding of:
  - Sustainability beyond grant support
  - Scalability and replication potential
  - The commercial rationale underpinning job creation



## 4.4 Basic Budgetary Principles



- Cash Basis of Accounting
- All Expenditure must include VAT
- Clear Assumptions to the budget must be provided
- Project Income e.g. product sales and interest income does not represent matched funding
- Dedicated project bank account required to account for all project cash flows





## 5. Programme Indicators

*Head of MERL*  
*Tlhalefang Moeletsi*



# 5.1 Programme Indicators (1/3)

## Longer term employment opportunities

### Indicator 1

#### New Jobs Created

A new permanent/ seasonal/ fixed term (fixed term of at least 12 months) position/job that has been created as a result of the project, for which an employment contract/agreement has been signed. The new position/job not directly maintained or paid for using Jobs Fund grant funds.

- 1 Permanent positions
- 1.1 Seasonal positions
- 1.2 Fixed-term (≥12 months)

### Indicator 2

#### Placements Beyond Partners

Participants that may have successfully completed the work seekers training and/or mentorship programmes as well as (where applicable) the time bound internship and have been employed by companies/enterprises other than the project partners in currently vacant position/job.

- 2 In permanent vacancies
- 2.1 In seasonal vacancies
- 2.2 In fixed-term (≥12 months)

### Indicator 3

#### Placements With Partners

Participants that may have successfully completed the work seekers training and/or mentorship programmes as well as (where applicable) the time bound internship and have been employed by one of the project partners in currently vacant position/job.

- 3 In permanent vacancies
- 3.1 In seasonal vacancies
- 3.2 In fixed-term (≥12 months)



# 5.1 Programme Indicators (2/3)



## Indicators for temporary job opportunities

### Indicator 4

#### Short-Term Jobs

A new position/job that has been created as a result of the project, which will exist for a finite period of time (less than 12 months in duration) and does not offer a permanent contract to the beneficiary.

### Indicator 5

#### Completed Internships

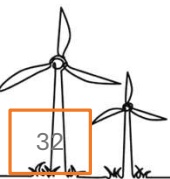
Participants that have completed work experience opportunities with potential employers over a pre-determined period of time and have signed internship contracts with the potential employers.

## Indicator for training opportunities

### Indicator 6

#### Trained beneficiaries

Participants who have successfully completed the entire training and mentorship programme as designed by the JF Partner. The training must be strongly linked to employment opportunities



# 5.1 Programme Indicators (3/3)

## Indicators for the informal economy

### Indicator 7

#### Self-Employed Informal

Informal enterprise/micro business owner generates a gross monthly average income at or above the South African Upper Bound Poverty Line (UBPL) or National Minimum Wage over a consecutive three-month period while they are supported by the intervention

- 7.1 Paid at or above Upper-Bound Poverty Line
- 7.2 Paid at or above National Minimum Wage

### Indicator 8

#### Informal Sector Workers

A job that is created in the informal sector and the payment received for the job is equal to or greater than the Upper Bound Poverty Line or National Minimum Wage.

- 8. Paid at or above National Minimum Wage rate
- 8.1. Paid at or above Upper-Bound Poverty Line

7.1 and 8.1 focus on supporting the most vulnerable beneficiaries, but interventions must support beneficiaries to move above the national minimum wage over time.

7.2 and 8 focus on improved livelihoods.

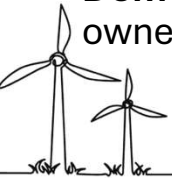


## 5.2 Project Secondary Indicators



Cross-cutting indicators on Small, Medium and Micro Enterprises (SMMEs) and Smallholder / Emerging Farmers (SHFs / EFs) supported by funded projects.

- **Who we support:** Total SMMEs and SHFs supported (each beneficiary counted once).
- **How we support them:** Reported across four modalities — training and mentorship, procurement of goods or services, access to markets, and funding or funded inputs (count and Rand value).
- **What we track:** Number of SMMEs / SHFs tracked for changes in turnover, and the number that achieved turnover growth.
- **Demographic lens:** All support and outcomes are disaggregated by ownership — black-, women- and youth-owned (majority shareholding).





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# 6. Contracting

*Legal Specialist*  
*Helena Roodt*



# 6.1 High Level Contracting Process

## 1. JFIC APPROVAL



## 2. SIGN THE GRANT AGREEMENT



## 3. PAYMENT OF ADVANCE DISBURSEMENT



### Risk Area:

The Contracting process is very detailed and **very** fast paced.

The dates are locked in and failure to meet these will result in the approval lapsing.

2.1 CONTRACTING MEMO  
(INTERNAL PROCESS  
DEMONSTRATING THAT THE  
PROJECT IS READY TO BEGIN)

2.2 SIGNING OF GRANT  
AGREEMENT +  
APPROVAL OF ABC PIMP

3.1 ADVANCE DISBURSEMENT MEMO  
(INTERNAL PROCESS DEMONSTRATING  
THAT THE PROJECT HAS THE  
APPROPRIATE FINANCIAL PROTECTION  
IN PLACE)

### 3.2 UNLOCKING THE DISBURSEMENT **3 levers: Bank account + MF + CPs**

- OPENING AND VERIFICATION OF NEW DEDICATED RING-FENCED PROJECT BANK ACCOUNT
- DEPOSIT MATCHED FUNDING INTO PROJECT BANK ACCOUNT
- MEET ALL CONDITIONS PRECEDENT

PRO TIP:  
DO NOT LOSE MOMENTUM AFTER THE JFIC APPROVAL.  
SUPPORT THE TEAM TO UNLOCK YOUR PROJECT.

## 6.2 Stage 1 & Stage 2 Due Diligence



### Stage 1: Shallow Waddle

High level review of the applicant and its partners

The capacity of the applicant and partners relative to the project size and proposed model.

This is a very dynamic phase and the information requested will be dictated by your specific intervention.

This is a competition at all times, and we will test to see how best your application ranks relative to other applications.

### Stage 2 : Deep Dive

In-depth appraisal of the Applicant, Partners & Project Model.

- The readiness of the Applicant & Partners to implement the proposed model.
- The sustainability of the applicant, the intervention, the resultant benefits and jobs.
- The efficient utilization of the budget, activities and costs are interrogated.
- The ability to raise the matched funding
- The governance framework
- The plausibility of the Theory of Change and the results chain

**Note: nothing in either of these phases should be interpreted as an indication that funding will be granted to your organisation.**

## 6.3 FICA requirements for Stage 1



In the downloads section on GMS the Jobs Fund provides a FICA checklist that must be completed.

### **Critical information includes:**

- For all directors and key project personnel: all IDs and proof of residence
- For Pty/ Ltd & NPC entities: CIPC registration documents (must be 2026 generated)
- Trusts: Letters of Authority and Trust Deed.
- Share Certificate and Shareholder's Agreements for Applicant and Partners.

**CAUTION:** *Non-compliance will negatively impact the appraisal of your application.*

**IF IN DOUBT - PLEASE REQUEST ASSISTANCE FROM US.**



# 7. How to Apply – Online Application

*Director: Grant Management System*

*Eldon Edwards*



# 7.1 Demo - <https://jobsfund.praxisgms.co.za>



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The screenshot shows the Jobs Fund website interface. On the left, there is a login form with fields for 'Username:' and 'Password:', a 'Login' button, and a 'Forgot Password' link. Below the login form, there is a link to register for new users. The main content area features a large green banner with the text 'THE JOBS FUND 13TH FUNDING ROUND (JF13) NOW OPEN' and the tagline 'Catalysing Demand-Led Growth in the Green and Informal Economy'. Below the banner, there is a 'Good day,' greeting followed by an announcement that the 13th Funding Round (JF13) is now open, with applications officially open from 18 May 2026. The announcement also mentions that the Jobs Fund partners with public, private, and civil society organisations to catalyse innovative, scalable solutions that address South Africa's unemployment challenge. At the bottom of the announcement, there is a note that this funding round places a strong emphasis on projects that address key employment barriers across the green and informal economies, while remaining open to high-impact, innovative proposals across all sectors.

# 7.2 Document Uploads for Stage 1



## Finance and Budget

- Audited/Reviewed financial statements and audit report of the Lead Applicant for the past two years
- Audited/Reviewed financial statements and audit report of the Implementing Partner for the past two years
- Audited/Reviewed financial statements of the financial partners for the past two years
- Completed Audited/Independently Reviewed Annual Financial Statements (AFS) and the latest Management Accounts per guidance above
- Flow of funds diagram
- Matched funding
- Project financial model linked to milestones

## Legal and Tax

- FICA documents
- If the Lead Applicant is a municipality, please upload a scanned, certified copy of the Council Resolution, indicating authority to conduct business on behalf of the Municipality
- Mandate for making application
- Proof of registration as a legal entity of the Lead Applicant (Certificate of Incorporation/ Registration Certificate etc.)
- Undertaking by the Applicant (on Applicant Letterhead) – see Downloads section for format
- Valid Tax Compliance Status or tax exemption certificate (as applicable)

## Institutional and Initiative information

- Market research, where applicable
- Organisation and partnership structure diagram
- Project Business Plan (Max 50 pages, include sales forecasts, marketing plan, breakeven analysis)
- Results of similar/precursor initiatives that the applicant or its project partners have implemented before

## Monitoring and Evaluation

- Theory of Change Diagram
- Theory of Change Narrative



## 8. Closure

*Deputy Director General: Employment Facilitation  
Najwah Allie-Edries*



# 8.1 Next Steps and JF Support



- Read the Term Sheet **thoroughly!**
- Access the **online portal** to register your application!
- Submit by **30 June 2026** at **15h00**
- Any enquires must be submitted by email:
  - [jobsfund@treasury.gov.za](mailto:jobsfund@treasury.gov.za) (**Use your JF13 no. as the reference**)
- For further information on the application process please visit:
  - <https://jobsfund.praxisgms.co.za> or [www.jobsfund.org.za](http://www.jobsfund.org.za)



Thank You  
Enkosi  
Siyabonga  
Ri a livhuwa  
Re a leboga  
Re a leboha  
Hakhensa  
Dankie

