HESFF

Higher Education Student Finance Forum

IN PARTNERSHIP AND IN SUPPORT OF STUDENTS IN HIGHER EDUCATION

Know more. Be more.

FUNDI

Benedict Johnson: Sales Manager

A Fundi's Eye View of the Market…

STUDENT DEBT

Student debt R16.5 Billion

Student debt has grown from 23% to 52.3%*

Increasing private student loans

Unresolved strategies for Missing Middle

Graduate unemployment

Student throughput

Insatiable appetite for learning

Insatiable appetite for funding

HE Institutions owed R7 Billion

Insufficient progress on digital educational tools

Impact of Covid 19

Increasing private bursary allowances

Increasing CSI and Corporate foundations support

Local and global support

Community Sponsors

* Data from Universities South Africa (USAF)

Fundi’s response to the market dynamics

Enabling student access to higher education:	Fundi Student Loan Solutions
Enabling student access to higher education:	Fundi Fund Administration and Bursary Support Solutions
Providing access to the lost student:	Fundi Foundation Solutions Fundi doing Good Business

About Fundi

25-year-old home grown organization with **longstanding partnerships with higher education institutions** across the country.

200 employees with national presence including off and on campus retail stores across the 26 public universities.

Over **1.9 million** educational dreams enabled.

Over **R7 billion** study loans administered

Over **R5.7 billion bursary funds** disbursed to students in 2021 academic year.

Supported over **800 students** with tuition fees

Raised over **R2 Million**

Level 1 BBB-EE Contributor with 50% black female representation at executive management level.

End-to-end educational solutions (Loans, Fund Administration, Bursary Support Program(BSP), Student Accommodation, Student bursary and learnership recruitment).

NCR (NCRCP 158) Registered developmental educational loans provider.

Shareholders:
PIC, Standard bank, OLH Holdings, Fundi Employees.

Our Strategy on a Page

OUR WHY?

"Enabling the educational dreams & success of South Africans"

OUR HOW?

Phygital Migration

- Diversify
- Build for growth
- Digitize
- Transform

EDUFINTECH

We play in the epicentre of the following sectors:

- Education
- Financial Services
- Technology

OUR CUSTOMER BENEFITS

- Seamless journey
- Digital delivery
- Ease the access to education
- Convenience, value, quality

End-to-end products and solutions connecting you to a lifelong journey of education and learning.

Since its establishment in 1996, Fundi has enabled over 1,6 million dreams. In 2000 we pioneered South Africa's first fund administration smart card solution (FundiCard), and have since administered billions of rands in bursary funds for over 200 000 students and over 120 companies and organisations.

Fundi serves the school, college and university markets and is both a B2B and a B2C business. Fundi's channel to market includes retail stores, online platforms, call-centre capability and face-to-face sales representation with over 200 Fundis serving customers every day.

Know More. Be More.

The **single source** for all things that **enable education and learning**.

FUNDI

Competencies: Operations, Processes, People, Technology

FULLY AUTOMATED & INTERGRATED SYSTEMS (FUNDI IP)

INHOUSE TECHNOLOGY DEVELOPMENT RESOURCES

EXPERIENCED OPERATIONS & MERCHANT MANAGEMENT TEAMS

RISK & COMPLIANCE ADHERENCE

AUDITED CYBERSECURITY & DISASTER RECOVERY

HOSTING ENVIRONMENT IN TIER FOUR DATA CENTERS

INDUSTRY LEADING SOLUTIONS FOR STUDENT LOANS, FUND ADMINISTRATION, ACCOMMODATION AND BURSARY SUPPORT

200 PASSIONATE & HIGHLY SKILLED FUNDIS

Key Customers

Fundi Executive Team

Makgau Dibakwane
Chief Executive Officer

Jaco Joubert
Chief Financial Officer

Phumla Tshabalala
Chief Operations Officer

Mala Suriah
Chief Marketing Officer

Tshupelo Mosiane
Chief Commercial Officer

Jacques Van Rooijen
Acting: Chief Information Officer

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THANK YOU

QUESTIONS

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FUNDI