

How SA's SMEs can plan for the festive season

Although South Africa's economy has shown some signs of recovery, the true cost of the disruption and violence in July this year must still be calculated. It is against this backdrop, that many small business owners are hoping to recover some lost ground during the upcoming festive season.



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Many SMEs are torn between needing to end a difficult year on the best possible note by making sure marketing messages hit the mark or investing in capex that will put them ahead of the pack when 2022 starts.

The crux of the matter is whether or not they have access to the required cash reserves to avoid making choices that will set them back in the new year. It is a reality that most South African SMEs cannot set aside funds to make provision for times of need, or when additional expenditure is required.

One way in which to access cash in a cost-effective way is to consider a business funding option that offers a deferred payment option during the year's busiest times.

"We've seen the positive impact that relief measures can have on businesses in need of additional support during the

Covid-19 pandemic. Deferred loan payments, commonly referred to as “payment holidays”, are a way to give businesses support, flexibility and stability, says Tom Stuart, chief marketing officer of Lulalend.

Deferred payment periods typically cover the suspension of both principal and interest payments for a predetermined time. Lulalend’s 2021/22 Payment Holiday covers the run-up to- and the festive season from mid-October 2021 to mid-January 2022 and over these months, no interest, monthly admin, or other charges will accrue.

Taking a payment holiday, under South African law, will not affect a business’ credit score, as long as this “holiday” is logged on the provider’s system so that it doesn’t reflect as a non-payment.

“Lending responsibly is key to making a payment holiday work and SMEs who plan to take advantage of it should be in good standing which means being able to service current debt, have a solid credit record and be up-to-date with other loan or credit payments,” says Stuart.

It is also critical for a small business owner or entrepreneur to showcase continued growth in their business and how they are planning for it in the future. A plan that involves streamlining operations, improving efficiency and cost-effectiveness in the long-term; in addition to plans to increase revenue, will get a business the support it needs.

Munangiwa Tshikovhi of MNT Consulting reflects on their experience with Lulalend.

“Lulalend’s repayment holiday gave us access to the finance we needed to start our project immediately. The deferred repayment period allowed us time to focus on our business and prepare to service the repayments with the income generated from the project. The entire initiative put us streets ahead of the competition as we headed into 2021.”

An accurate and up to date cash flow forecast means creating a rolling 12-month spreadsheet and a commitment to update it every month. In this way, businesses can anticipate cash flow shortages, and be able to plan for times when they’ll have to rely on funders to provide temporary financial support.

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