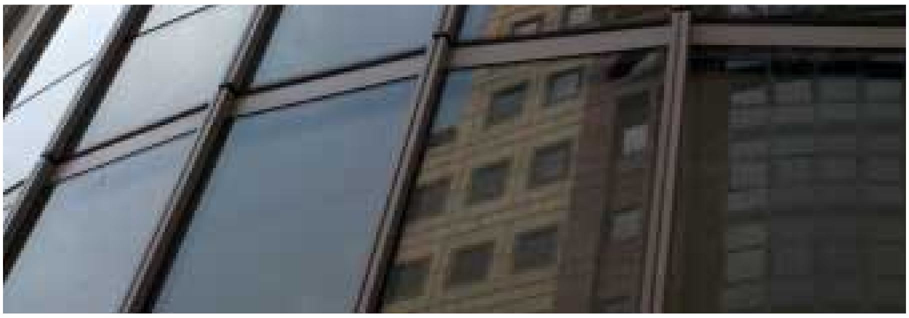
The cidb Quarterly Monitor: October 2008

development through partnership



THE ECONOMICS OF CONSTRUCTION IN SOUTH AFRICA

The Construction Industry Development Board

Acknowledgements:

In addition to information obtained from the cidb Construction registers, the cidb Quarterly Monitor draws on the following external information sources:

the Industry Insight Projects Database
the BER Building Confidence Index; and
the FNB/BER Civil Confidence Index

Their support is gratefully acknowledged.

CIDB QUARTERLY MONITOR ; OCTOBER 2008

1. Introduction

The National Contractor Development Programme (NCDP) is a sector-specific intervention within the framework of South Africa's Accelerated and Shared Growth Initiative (AsgiSA). Led by the Minister of Public Works and the Provincial MECs, it is committed to the accelerated growth of the construction industry to meet rising national demand. Specifically, the NCDP is geared to address enhancing capacity and equity ownership across the different contracting categories and grades, as well as improved skills and performance in the delivery of capital works and maintenance across the public sector.

The cidb Quarterly Monitor provides an overview of the state of contractor development in South Africa as input to developing targeted development intervention strategies in support of the NCDP. This Quarterly Monitor covering the 4th quarter 2007 to the 3rd quarter 2008 focuses on public sector supply and demand at a provincial level, and deals only with the General Building (GB) and Civil Engineering (CE) cidb Class of Works.

The cidb Quarterly Monitor now also includes an overview of contracts awarded on maintenance, refurbishment, renovations, etc., which provides an indication of public spending in line with the National Infrastructure Maintenance Strategy (NIMS).

The cidb Quarterly Monitor must only be seen as a guide to assist in developing targeted intervention strategies. Specifically, the cidb Quarterly Monitor should be seen as a tool for interrogating existing intervention strategies.

2. Background and Assumptions

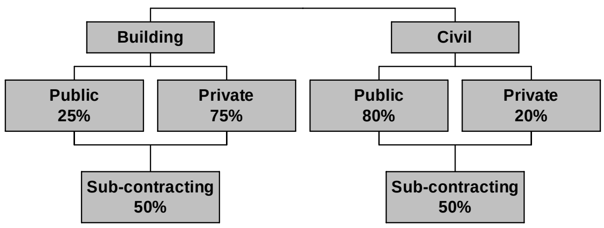
The background and assumptions used in developing and in interpreting the cidb Quarterly Monitor are highlighted below:

i) *Contracts Awarded*: Details of contracts awarded is obtained from the cidb iTender Register of Projects supported by the *Industry Insight* Project Database. The *Industry Insight* Project Database is considered to be about 60% or more accurate (and is constantly being improved). This data has then been scaled up to reflect total construction spend as reflected from Reserve Bank data. (The support of *Industry Insight* in providing this information is gratefully acknowledged.)

ii) *Public vs. Private Sector Demand*: The cidb Quarterly Monitor only presents information on public sector contracts for General Building (GB) and Civil Engineering (CE) cidb Class of Works. Most contractors would however target both public and private sector opportunities. Currently, public sector spend accounts for about 25% of total General Building activity and about 80% of Civil Engineering activity, although lower grade contractors, and in particular emerging contractors, would be more dependent of public sector contracts.

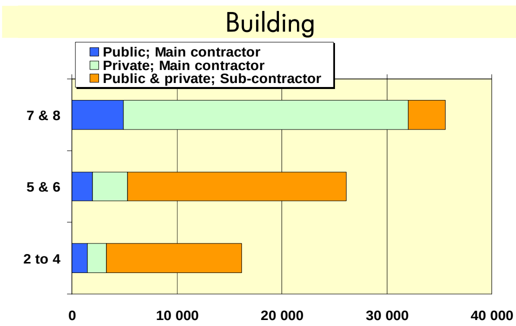
Class of Works	% Public Sector Spend
General Building (GB)	25%
Civil Engineering (CE)	80%

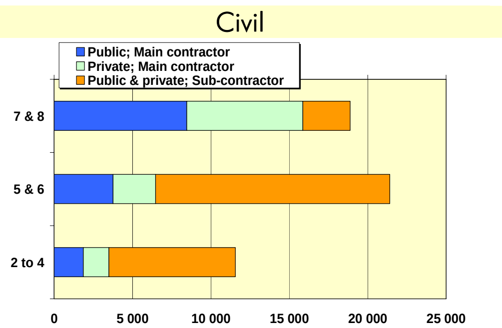
iii) *Sub-contracting*: Much of the work of contractors in Grades 2 to 6 is through obtained sub-contracting to higher level contractors, and not as main contractors. Typically, around 50% of work is sub-contracted to lower Grade or to speciality contractors.



The impact of sub-contracting is illustrated in the adjacent table and following figures, using an assumed distribution of work between the grades. Typically, direct public sector contracts to contractors in Grades 2 to 6 accounts for about 10% of total turnover in General Building and about 20% in Civil Engineering.

Class of Works	Public Sector Main Contracts as % of Total
General Building (GB)	10%
Civil Engineering (CE)	20%





iv) *Supply*: Contractor information is obtained from the cidb Register of Contractors, and considers only:

- contractors registered in Grades 2 to 8; and
- General Building (GB) and Civil Engineering (CE) Class of Works.

The data is then aggregated into the following categories:

- Grades 2 to 4; typically established and developing contractors that operate at a local level;
- Grades 5 and 6; typically contractors in transition from operating at a local to a regional / provincial level; and
- Grades 7 and 8; typically contractors that operate a regional / provincial level.

Grade	Characteristics
7 & 8	provincial / regional
5 & 6	local / regional
2 to 4	local

Grade 9 contractors are excluded from the analysis as these typically operate at a national / international level.

v) *Annual Turnover of Contractor Enterprises*: Although very dependent on the nature of work (e.g. roads, water supply and excavations), an important indicator in interpreting the cidb Quarterly Monitor in order to assess the sustainability of contractors is the ratio of the available work to the turnover per contractor – taking into account both public and private sector opportunities and sub-contracting opportunities. The average annual turnover of contractors per Grade is given in the adjacent table.

Contractor Grade	Average Annual Turnover (Rm pa)
7 & 8	98
5 & 6	13
2 to 4	2.8

vi) *Competition / sustainability*: The cidb Quarterly Monitor then presents a "turnover ratio", calculated as the average annual public sector awards per contractor normalised by the average annual turnover of the contractor (per class of works and per contractor grade per contractor). A turnover ratio of 1 (or 100%) would imply that a contractor could, on average, derive its total annual turnover only from public sector main contracts. A low turnover ratio indicates a highly competitive environment – which is likely to be an unsustainable environment.

The cidb Quarterly Monitor also presents this information per province relative to the average turnover ratio (or competiveness) for South Africa as a whole.

vii) *Business Confidence*: The cidb Quarterly Monitor also presents the FNB/BER Building Confidence Index and the FNB/BER Civil Confidence Index for the country as a whole and covering public and private sector work is presented below. The Confidence Index represents the percentage of respondents rating the business conditions as satisfactory.

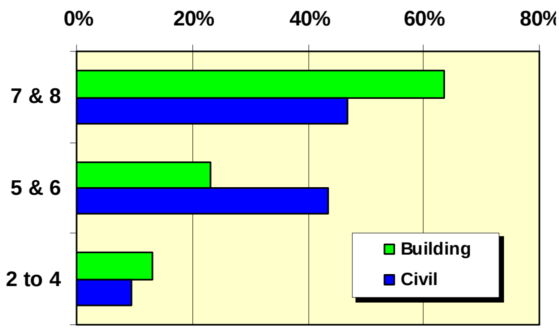
viii) *Contractor Development*: This cidb Quarterly Monitor has been extended to include information on new registrations as well as contractors that have upgraded during the preceding 12 months. The information on upgrades considers only "compliant" applications (i.e. where the full financial and track record information has been provided), and also excludes new business enterprises (i.e. who do not have a previous track record at time of registration).

3. South Africa

Demand: The value and distribution of public sector contracts awarded in South Africa in Grades 2 to 8 is shown in the adjacent table and figure. The distribution in the public sector contracts awarded between the grades clearly reflects the infrastructure requirements of South Africa, but also reflects the opportunities for public sector procurement to influence contractor development.

Demand; Public Sector Awards (Corrected)

Grade	Value pa (Rm; Corrected)	% Distribution
	Building	
7 & 8	13 813	64%
5 & 6	5 022	23%
2 to 4	2 867	13%
Total	21 702	100%
	Civil	
7 & 8	36 156	47%
5 & 6	11 220	44%
2 to 4	4 148	9%
Total	51 525	100%



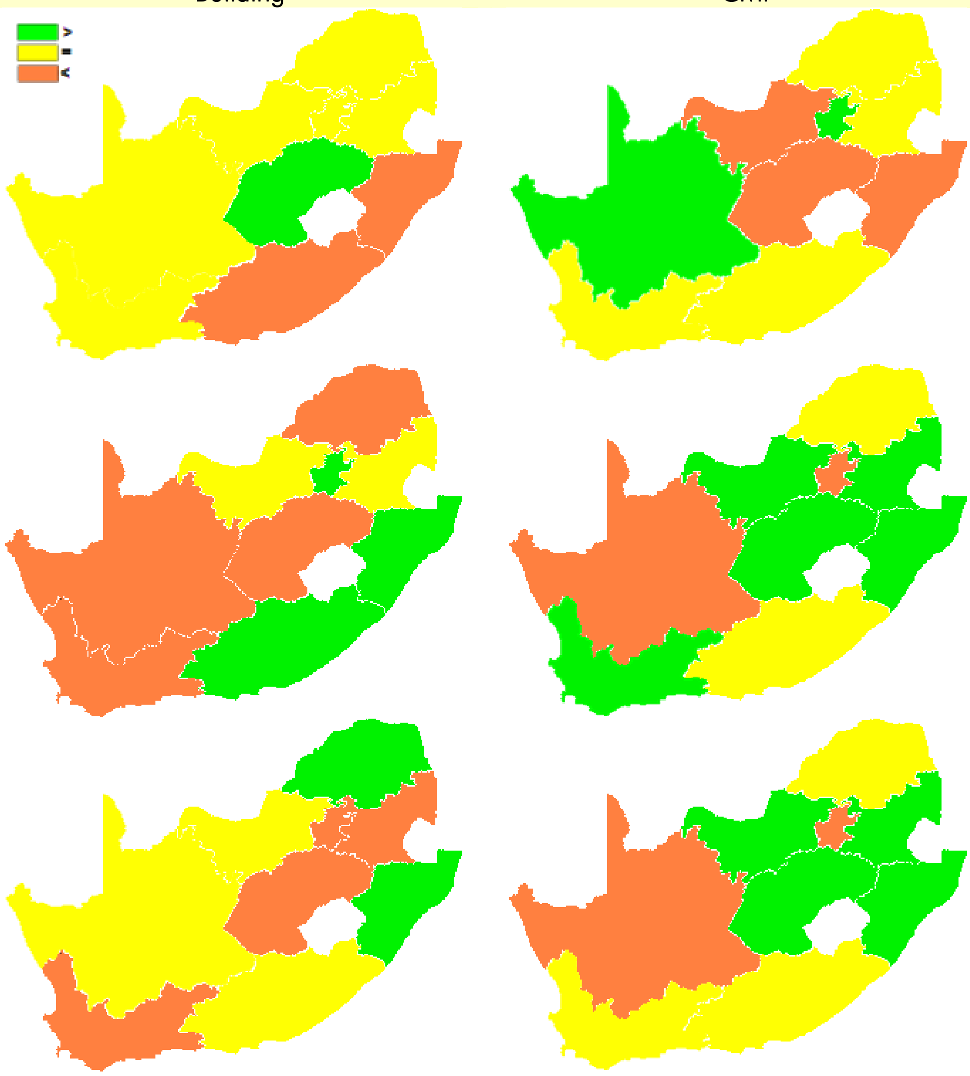
Demand; Distribution of Public Sector Awards

Grade | Building | Civil

7 & 8

5 & 6

2 to 4

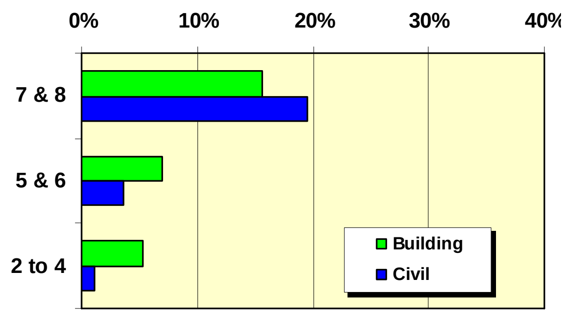


Key: Relative to ± 15% of national average

Maintenance: The value and distribution of public sector maintenance contracts (including refurbishment, renovations, etc.) awarded in South Africa in Grades 2 to 8 is shown in the adjacent table and figure. Overall, about 24% of public sector building contracts and around 28% of civil contracts are for maintenance – which is somewhat encouraging given the state of infrastructure in South Africa.

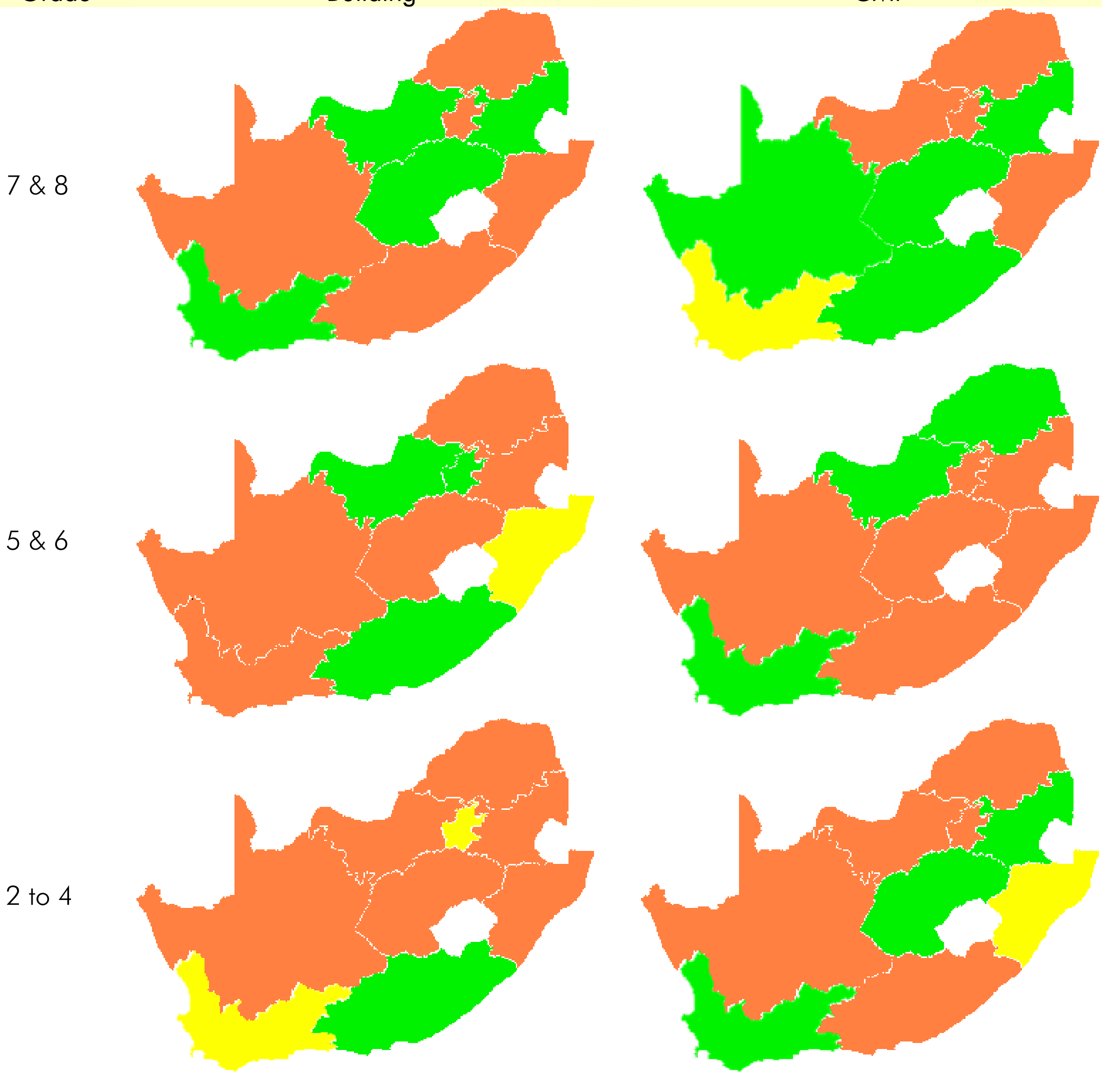
However, the breakdown of maintenance contracts across the provinces is variable, with KwaZulu Natal, Limpopo and Northern Cape allocating much lower proportions to maintenance – in particular within Grades 2 to 6.

Maintenance; Public Sector Awards (%)		
Grade	Value pa (Rm; Corrected)	% of Total in Grade
	Building	
7 & 8	3 396	16%
5 & 6	1 508	7%
2 to 4	1 160	5%
Total	6 064	28%
	Civil	
7 & 8	10 048	20%
5 & 6	1 871	4%
2 to 4	576	1%
Total	12 494	24%



Maintenance; Public Sector Awards

Grade	Building	Civil



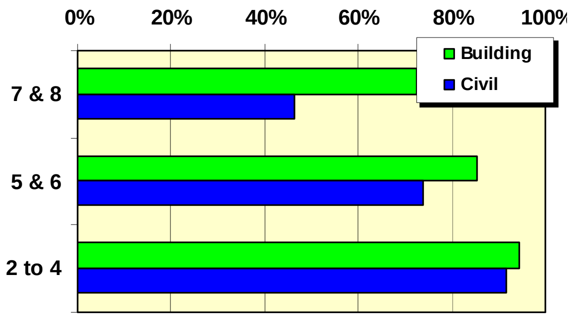
Key: Relative to ± 15% of national average

Supply; Black Ownership: For South Africa as a whole (and in fact for every province in South Africa), more than 80% of cidb registered Grade 2 to 4 building and civil contractors are black owned (defined as more than 50% ownership control). Furthermore, more than 80% of all Grade 5 and 6 building contractors are black owned, while around 70% of all Grade 5 and 6 civil contractors are black owned.

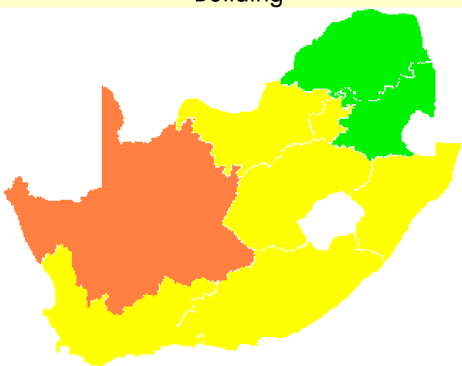
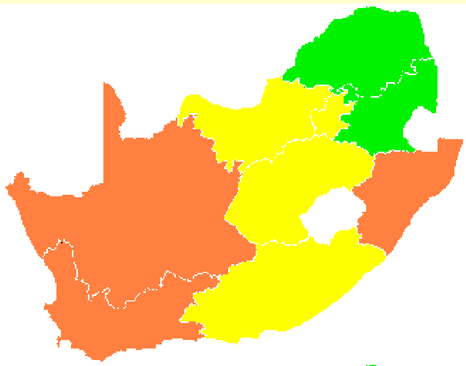
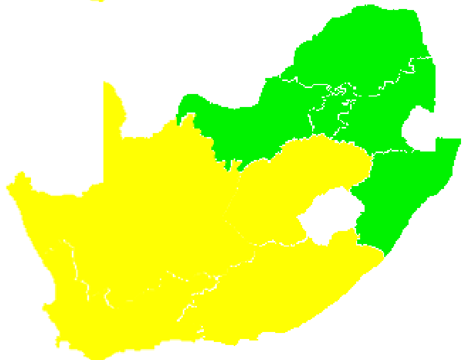
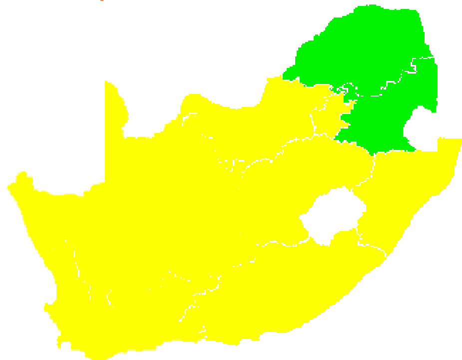
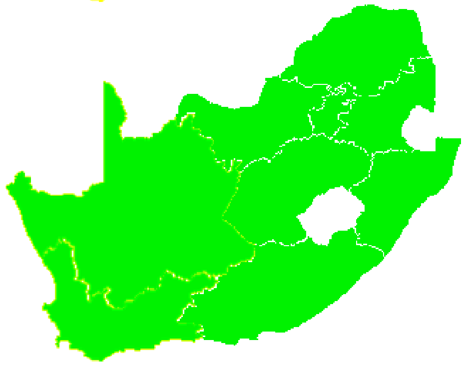
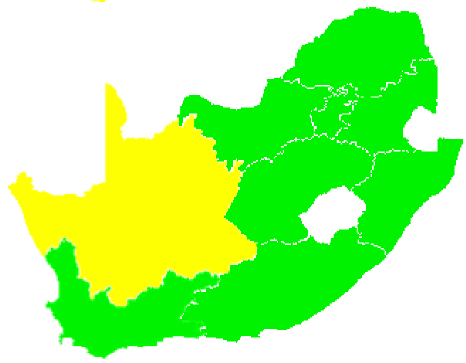
On a provincial basis, KwaZulu Natal, Limpopo and Mpumalanga have the highest proportion of black contractors across all grades and all classes of works (typically exceeding 80% black ownership).

While the high proportion of black owned contractors is encouraging, the sustainability and growth of contractors should be the end goal – which is examined later in this cidb Quarterly Monitor.

Supply; Black Ownership			
Grade	**Number of Contractors**	**Number Black Contractors**	**% Black Owned**
Building			
7 & 8	193	140	40% to 80%
5 & 6	610	521	>80%
2 to 4	3 490	3 290	>80%
Total	4 293	3 951	>80%
Civil			
7 & 8	213	99	40% to 80%
5 & 6	765	566	40% to 80%
2 to 4	2 472	2 265	>80%
Total	3 450	2 930	>80%



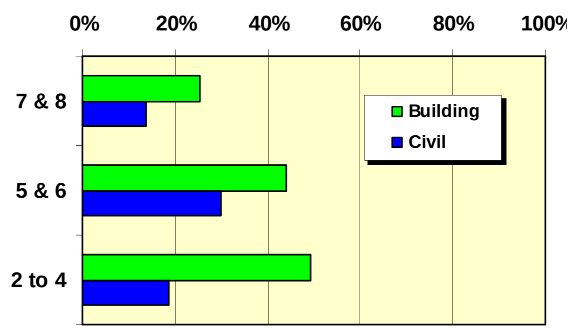
Black Ownership

Grade	Building	Civil
7 & 8		
5 & 6		
2 to 4		

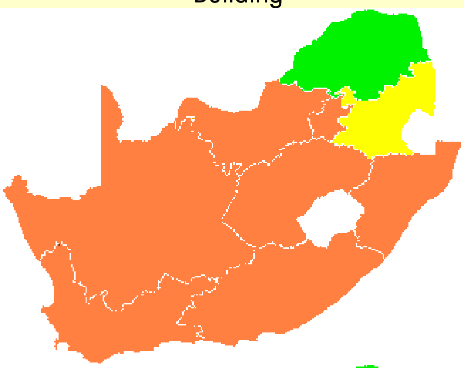
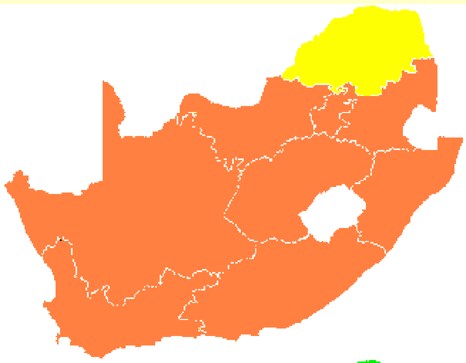
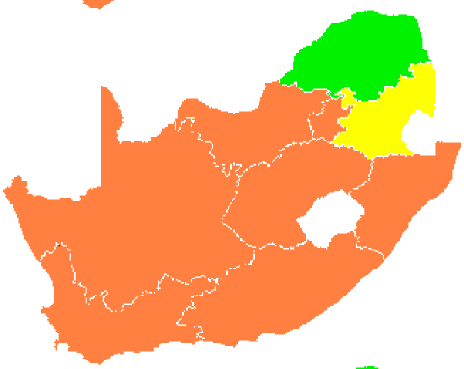
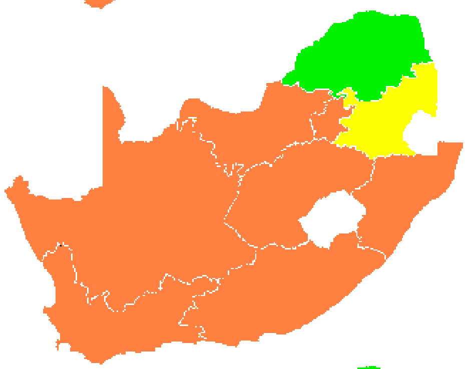
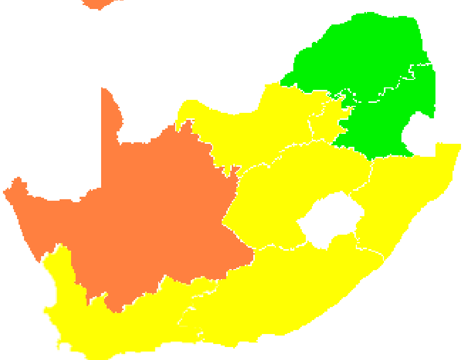
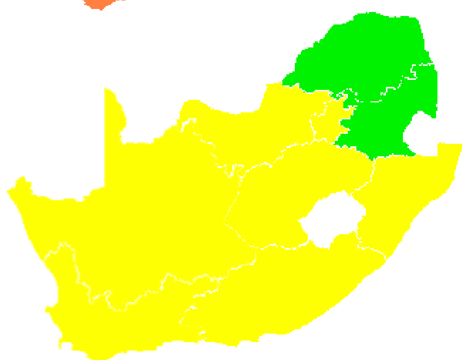
Key: See table above

Supply; Women Ownership: On average, around 40% of all Grade 3 and 4 contractors are women owned – with the highest ownership in Limpopo (which probably reflects tender preferencing in this province), followed by Mpumalanga. However, women ownership varies significantly from province to province, and across the Grades. From Grades 5 and 6 and above, women ownership is typically less than 30%.

Supply; Women Ownership			
Grade	**Number of Contractors**	**Number of Women Contractors**	**% Women Owned**
Building			
7 & 8	193	49	<30%
5 & 6	610	268	30% to 50%
2 to 4	3 490	1 715	30% to 50%
Total	4 293	2 032	30% to 50%
Civil			
7 & 8	213	29	<30%
5 & 6	765	229	<30%
2 to 4	2 472	461	<30%
Total	3 450	719	<30%



Women Ownership

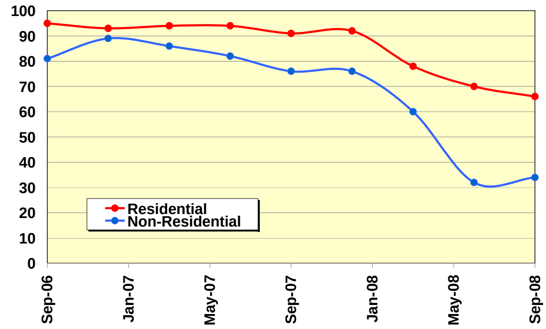
Grade	Building	Civil
7 & 8		
5 & 6		
2 to 4		

Key: See table above

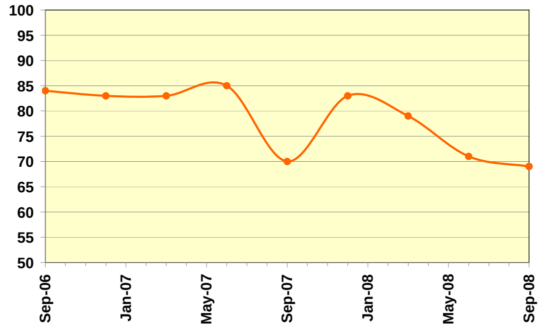
Competition / Sustainability: An indicator of competiveness is the Business Confidence Index. The BER Building Confidence Index and the FNB/BER Civil Confidence Index for the country as a whole and covering public and private sector work is presented below, where the index represents the percentage of respondents rating the business conditions as satisfactory.

It can be seen that business confidence in the building sector has again dropped sharply over the last two quarters – suggesting increasing competitiveness between contractors. (Note however that the public sector is not a major player in the residential sector.) Business confidence in the civil sector again dropped slightly in the last quarter.

FNB / BER Building BCI



FNB / BER Civil BCI



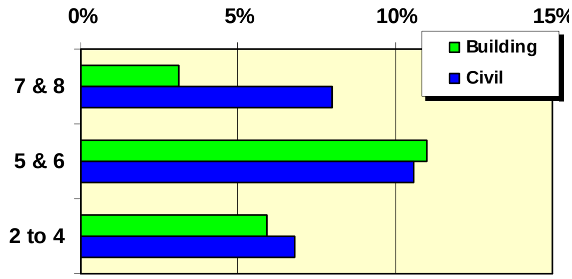
Source: Bureau for Economic Research; http://www.ber.ac.za

Contractor Development: Details of the upgrading of contractors in the building and civil sectors within the past four quarters is shown in the adjacent figure. On average, around 5% of Grade 2 to 4 contractors are upgrading per year, and around 10% in Grades 5 and 6 within the building sector.

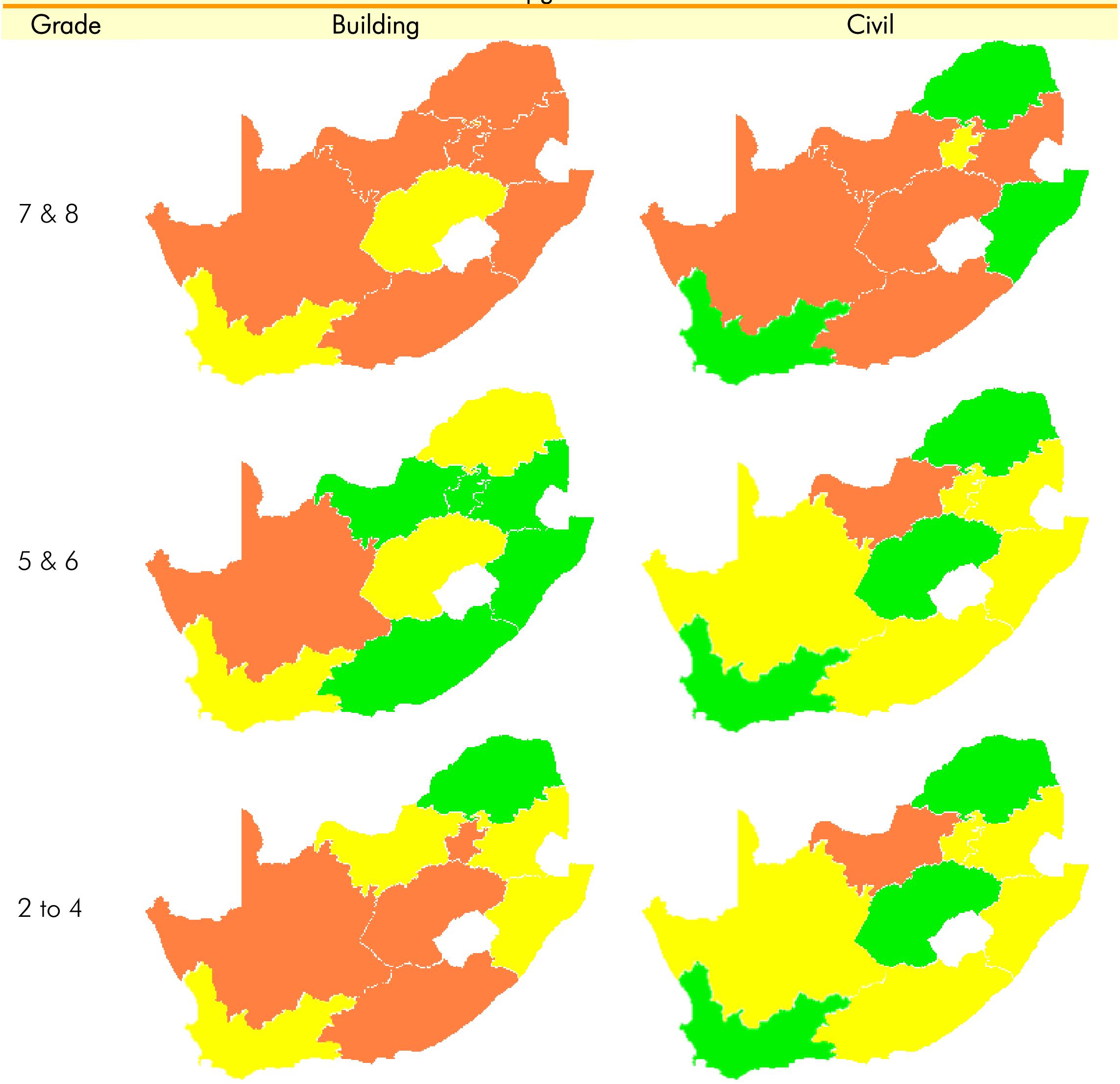
An overview of contractor upgrading per province is given in the adjacent figures – and again it is seen that (broadly speaking), the highest upgrading of contractors is taking place in Grades 5 and 6. Compared with the previous Quarterly Monitor, there has been a noticeable increase in the number of upgrades in Grades 2 to 4 in the building sector – from 185 upgrades for the four quarters ending June 2008 to 207 upgrades for the four quarters ending September 2008. Notwithstanding this, only one province has more than 10% of contractors upgrading in Grades 2 to four over the past four quarters, namely Limpopo.

Contractor Upgrades %

Grade (from)	Number of Upgrades	%	
Building			
7 & 8	6	3%	<5%
5 & 6	67	11%	>10%
2 to 4	207	6%	5% to 10%
Total	280		
Civil			
7 & 8	17	8%	5% to 10%
5 & 6	81	11%	>10%
2 to 4	168	7%	5% to 10%
Total	266		



Upgrades



Key: See table above

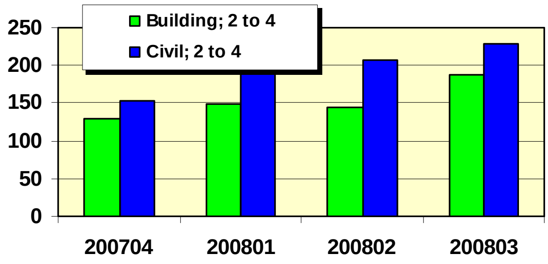
Contractor Development (continued): A comparison between the number of upgrades and the number of new registrations over the past four quarters is given in the adjacent table. On interest is that the number of upgrades in Grades 5 & 6 and in 7 & 8 in both the building and civil sectors typically exceeds the number of new registrations. However, in Grades 2 to 4 the number of new registrations far exceeds the number of upgrades taking place – suggesting an unsustainable situation.

The number of new registrations per quarter in Grades 2 to 4 is also shown adjacent, which shows a constant flow of around 150 to 200 or more new registrations per quarter in the building and civil sectors.

Upgrades & New Registrations			
	2 to 4	5 & 6	7 & 8
Building			
Upgrades (to)	76	147	55
New Reg.	609	85	21
Civil			
Upgrades (to)	59	143	58
New Reg.	776	111	19

Number New Registrations

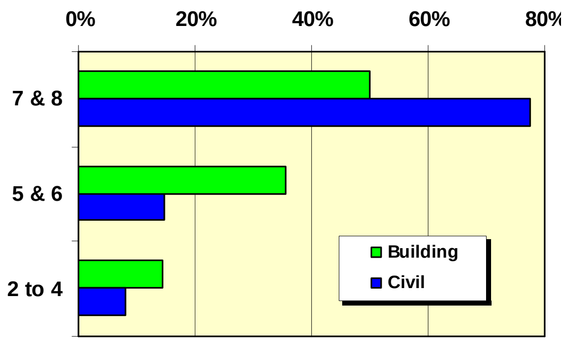
Quarter	2 to 4	5 & 6	7 & 8
Building			
200704	130	16	7
200801	148	24	3
200802	144	16	5
200803	187	29	6
Civil			
200704	152	33	8
200801	190	28	4
200802	206	26	4
200803	228	24	3



4. Eastern Cape

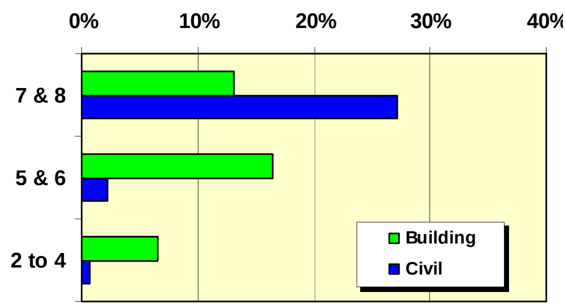
Demand; Public Sector Awards (Corrected)

Grade	Value pa (Rm; Corrected)	% Distribution	Distribution 15% +/- Average
Building			
7 & 8	1 385	50%	<
5 & 6	985	36%	>
2 to 4	402	14%	=
Total	2 772	100%	
Civil			
7 & 8	8 420	77%	=
5 & 6	1 598	15%	<
2 to 4	865	8%	=
Total	10 884	100%	



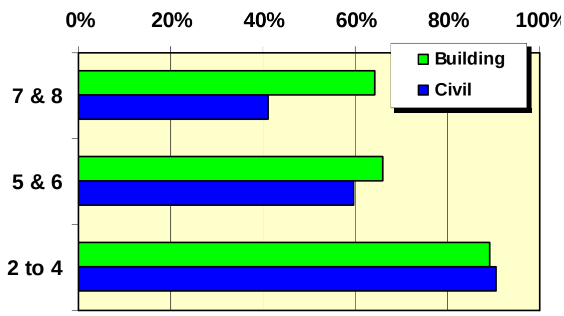
Maintenance; Public Sector Awards (%)

Grade	Value pa (Rm; Corrected)	% of Total in Grade	Distribution 15% +/- Average
Building			
7 & 8	365	13%	<
5 & 6	455	16%	>
2 to 4	181	7%	>
Total	1 001	36%	>
Civil			
7 & 8	2 956	27%	>
5 & 6	246	2%	<
2 to 4	82	1%	<
Total	3 284	30%	>



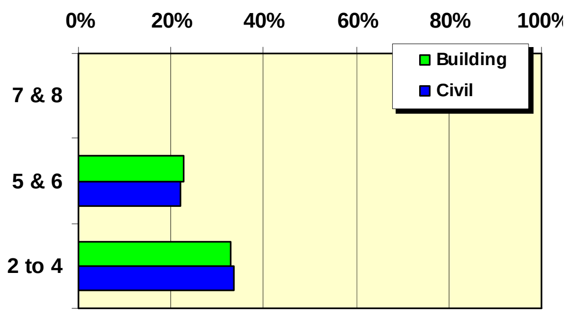
Supply; Black Ownership

Grade	Number of Contractors	Number Black Contractors	% Black Owned
Building			
7 & 8	14	9	40% to 80%
5 & 6	53	35	40% to 80%
2 to 4	331	295	>80%
Total	398	339	>80%
Civil			
7 & 8	17	7	40% to 80%
5 & 6	77	46	40% to 80%
2 to 4	264	239	>80%
Total	358	292	>80%

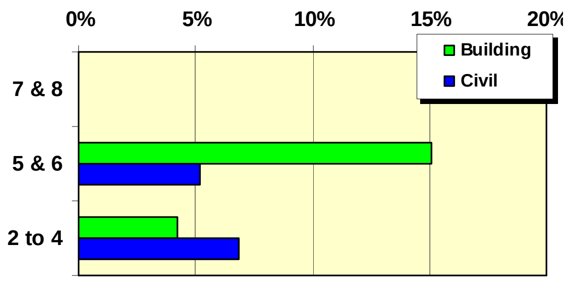


Supply; Women Ownership

Grade	Number of Contractors	Number of Women Contractors	% Women Owned
Building			
7 & 8	14	0	<30%
5 & 6	53	12	<30%
2 to 4	331	109	30% to 50%
Total	398	121	30% to 50%
Civil			
7 & 8	17	0	<30%
5 & 6	77	17	<30%
2 to 4	264	89	30% to 50%
Total	358	106	<30%



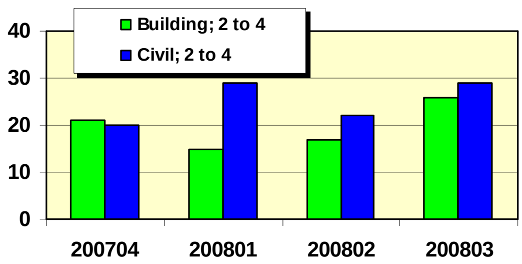
Contractor Upgrades %			
Grade (from)	Number of Upgrades	%	
Building			
7 & 8	0	0%	<5%
5 & 6	8	15%	>10%
2 to 4	14	4%	<5%
Total	22		
Civil			
7 & 8	0	0%	<5%
5 & 6	4	5%	5% to 10%
2 to 4	18	7%	5% to 10%
Total	22		



Contractor Upgrades				
From/To	2 to 4	5 & 6	7 & 8	9
Building				
7 & 8			0	0
5 & 6		2	6	0
2 to 4	4	10	0	0
Civil				
7 & 8			0	0
5 & 6		2	2	0
2 to 4	6	11	1	0

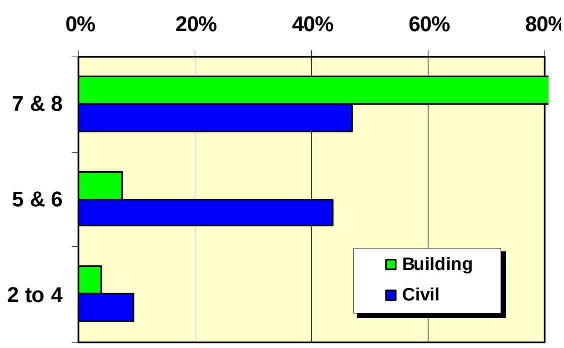
Upgrades & New Registrations			
	2 to 4	5 & 6	7 & 8
Building			
Upgrades (to)	4	12	6
New Reg.	79	4	2
Civil			
Upgrades (to)	6	13	3
New Reg.	100	7	0

Number New Registrations			
Quarter	2 to 4	5 & 6	7 & 8
Building			
200704	21	1	0
200801	15	2	0
200802	17	1	1
200803	26	0	1
Civil			
200704	20	2	0
200801	29	1	0
200802	22	1	0
200803	29	3	0

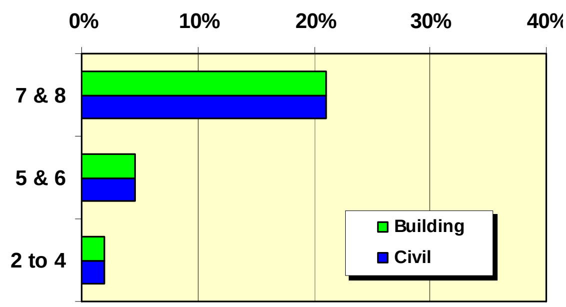


5. Free State

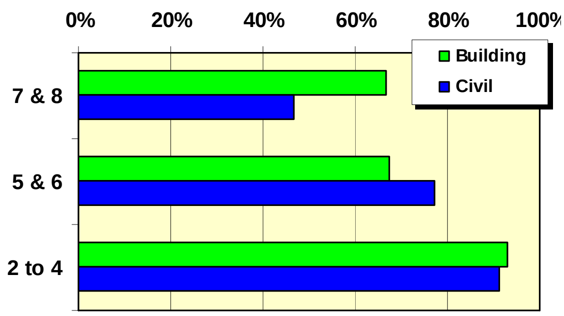
Grade	Value pa (Rm; Corrected)	% Distribution	Distribution 15% +/- Average
Demand; Public Sector Awards (Corrected)			
Building			
7 & 8	1 491	89%	>
5 & 6	128	8%	<
2 to 4	65	4%	<
Total	1 685	100%	
Civil			
7 & 8	713	47%	<
5 & 6	662	44%	>
2 to 4	143	9%	>
Total	1 518	100%	



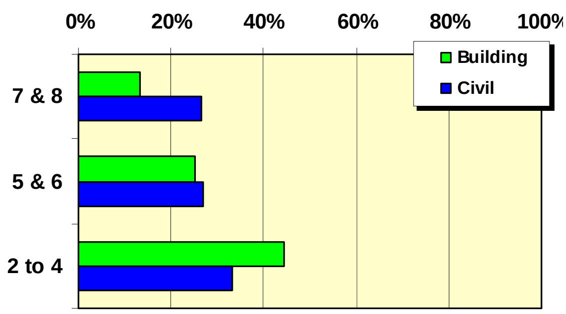
Grade	Value pa (Rm; Corrected)	% of Total in Grade	Distribution 15% +/- Average
Maintenance; Public Sector Awards (%)			
Building			
7 & 8	356	21%	>
5 & 6	79	5%	<
2 to 4	33	2%	<
Total	468	28%	=
Civil			
7 & 8	522	21%	>
5 & 6	29	5%	<
2 to 4	29	2%	<
Total	580	28%	>



Grade	Number of Contractors	Number Black Contractors	% Black Owned
Supply; Black Ownership			
Building			
7 & 8	15	10	40% to 80%
5 & 6	40	27	40% to 80%
2 to 4	201	187	>80%
Total	256	224	>80%
Civil			
7 & 8	15	10	40% to 80%
5 & 6	48	27	40% to 80%
2 to 4	126	187	>80%
Total	189	224	>80%

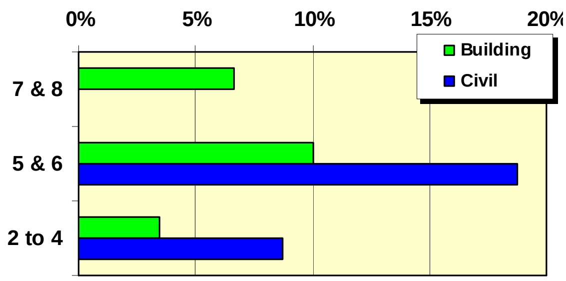


Grade	Number of Contractors	Number of Women Contractors	% Women Owned
Supply; Women Ownership			
Building			
7 & 8	15	2	<30%
5 & 6	40	10	<30%
2 to 4	201	89	30% to 50%
Total	256	101	30% to 50%
Civil			
7 & 8	15	4	<30%
5 & 6	48	13	<30%
2 to 4	126	42	30% to 50%
Total	189	59	30% to 50%



Contractor Upgrades %

Grade (from)	Number of Upgrades	%	
Building			
7 & 8	1	7%	5% to 10%
5 & 6	4	10%	5% to 10%
2 to 4	7	3%	<5%
Total	12		
Civil			
7 & 8	0	0%	<5%
5 & 6	9	19%	>10%
2 to 4	11	9%	5% to 10%
Total	20		



Contractor Upgrades

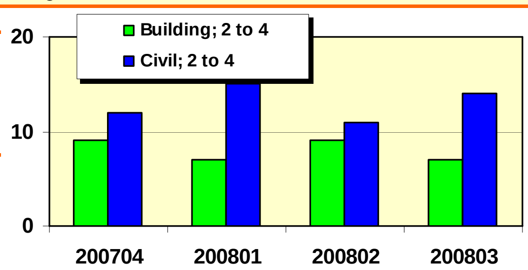
From/To	2 to 4	5 & 6	7 & 8	9
Building				
7 & 8			2	1
5 & 6		7	8	0
2 to 4	11	20	5	0
Civil				
7 & 8			4	2
5 & 6		6	14	0
2 to 4	4	21	3	0

Upgrades & New Registrations

	2 to 4	5 & 6	7 & 8
Building			
Upgrades (to)	11	27	15
New Reg.	32	4	0
Civil			
Upgrades (to)	4	27	21
New Reg.	52	3	0

Number New Registrations

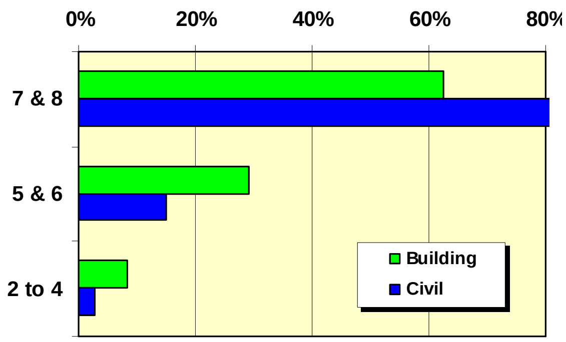
Quarter	2 to 4	5 & 6	7 & 8
Building			
200704	9	0	0
200801	7	1	0
200802	9	0	0
200803	7	3	0
Civil			
200704	12	1	0
200801	15	1	0
200802	11	0	0
200803	14	1	0



6. Gauteng

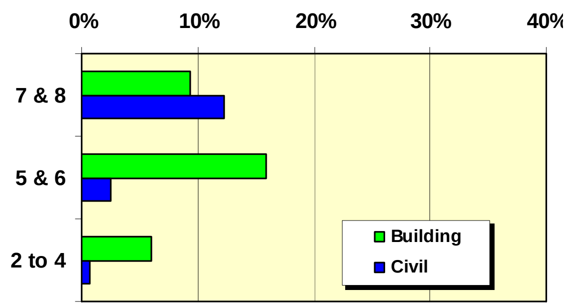
Demand; Public Sector Awards (Corrected)

Grade	Value pa (Rm; Corrected)	% Distribution	Distribution 15% +/- Average
Building			
7 & 8	1 455	62%	=
5 & 6	677	29%	>
2 to 4	197	8%	<
Total	2 329	100%	
Civil			
7 & 8	10 772	82%	>
5 & 6	1 972	15%	<
2 to 4	355	3%	<
Total	13 099	100%	



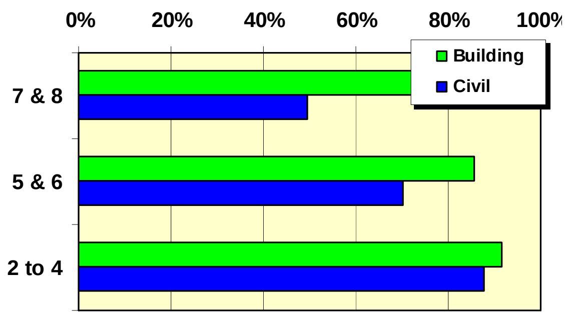
Maintenance; Public Sector Awards (%)

Grade	Value pa (Rm; Corrected)	% of Total in Grade	Distribution 15% +/- Average
Building			
7 & 8	218	9%	<
5 & 6	370	16%	>
2 to 4	140	6%	=
Total	728	31%	=
Civil			
7 & 8	1 609	12%	<
5 & 6	323	2%	<
2 to 4	84	1%	<
Total	2 016	15%	<



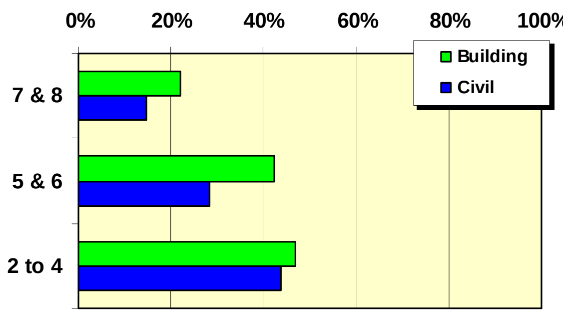
Supply; Black Ownership

Grade	Number of Contractors	Number Black Contractors	% Black Owned
Building			
7 & 8	68	51	40% to 80%
5 & 6	146	125	>80%
2 to 4	727	667	>80%
Total	941	843	>80%
Civil			
7 & 8	89	44	40% to 80%
5 & 6	209	147	40% to 80%
2 to 4	510	447	>80%
Total	808	638	40% to 80%

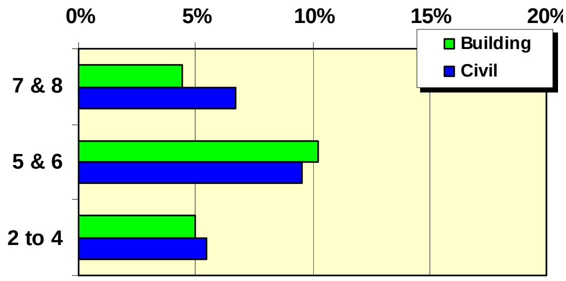


Supply; Women Ownership

Grade	Number of Contractors	Number of Women Contractors	% Women Owned
Building			
7 & 8	68	15	<30%
5 & 6	146	62	30% to 50%
2 to 4	727	340	30% to 50%
Total	941	417	30% to 50%
Civil			
7 & 8	89	13	<30%
5 & 6	209	59	<30%
2 to 4	510	223	30% to 50%
Total	808	295	30% to 50%



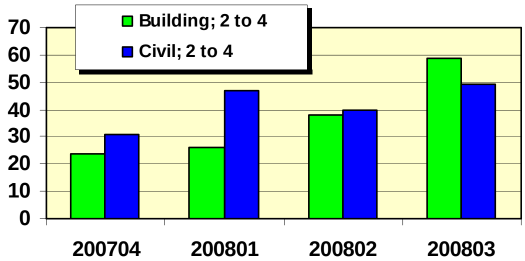
Contractor Upgrades %			
Grade (from)	Number of Upgrades	%	
Building			
7 & 8	3	4%	<5%
5 & 6	15	10%	>10%
2 to 4	36	5%	<5%
Total	54		
Civil			
7 & 8	6	7%	5% to 10%
5 & 6	20	10%	5% to 10%
2 to 4	28	5%	5% to 10%
Total	54		



Contractor Upgrades				
From/To	2 to 4	5 & 6	7 & 8	9
Building				
7 & 8			2	1
5 & 6		7	8	0
2 to 4	11	20	5	0
Civil				
7 & 8			4	2
5 & 6		6	14	0
2 to 4	4	21	3	0

Upgrades & New Registrations			
	2 to 4	5 & 6	7 & 8
Building			
Upgrades (to)	11	27	15
New Reg.	147	38	9
Civil			
Upgrades (to)	4	27	21
New Reg.	167	43	14

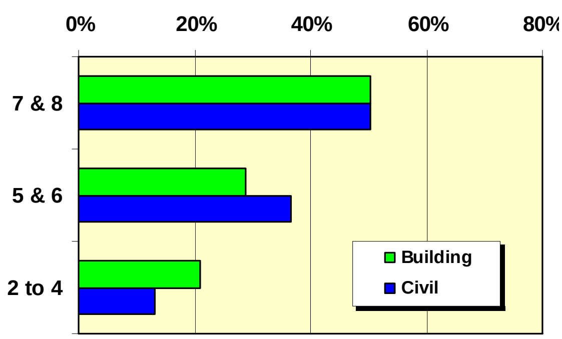
Number New Registrations			
Quarter	2 to 4	5 & 6	7 & 8
Building			
200704	24	9	4
200801	26	8	1
200802	38	8	1
200803	59	13	3
Civil			
200704	31	14	6
200801	47	11	3
200802	40	11	2
200803	49	7	3



7. KwaZulu Natal

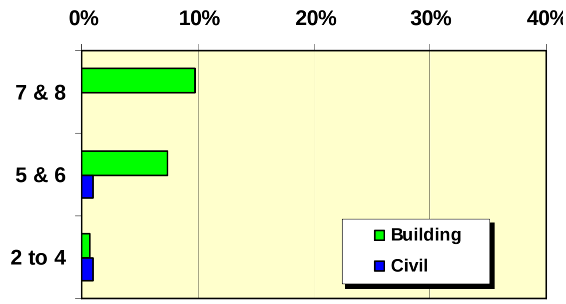
Demand; Public Sector Awards (Corrected)

Grade	Value pa (Rm; Corrected)	% Distribution	Distribution 15% +/- Average
Building			
7 & 8	2 211	50%	<
5 & 6	1 267	29%	>
2 to 4	917	21%	>
Total	4 396	100%	
Civil			
7 & 8	2 575	50%	<
5 & 6	1 878	37%	>
2 to 4	675	13%	>
Total	5 128	100%	



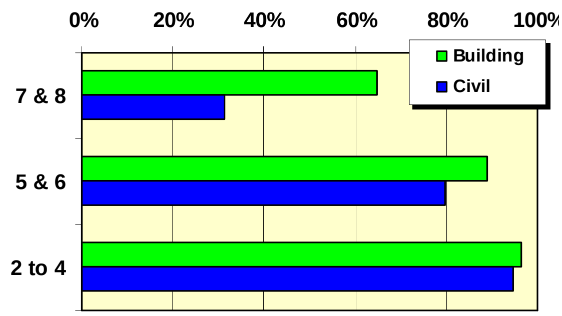
Maintenance; Public Sector Awards (%)

Grade	Value pa (Rm; Corrected)	% of Total in Grade	Distribution 15% +/- Average
Building			
7 & 8	432	10%	<
5 & 6	323	7%	>
2 to 4	33	1%	=
Total	787	18%	=
Civil			
7 & 8	0	0%	<
5 & 6	47	1%	<
2 to 4	52	1%	=
Total	99	2%	<



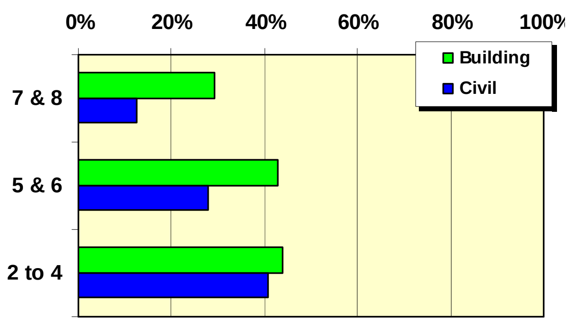
Supply; Black Ownership

Grade	Number of Contractors	Number Black Contractors	% Black Owned
Building			
7 & 8	34	22	40% to 80%
5 & 6	117	104	>80%
2 to 4	788	761	>80%
Total	939	887	>80%
Civil			
7 & 8	32	10	<40%
5 & 6	104	83	40% to 80%
2 to 4	708	670	>80%
Total	844	763	>80%

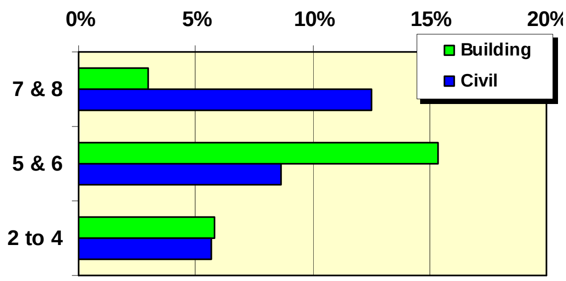


Supply; Women Ownership

Grade	Number of Contractors	Number of Women Contractors	% Women Owned
Building			
7 & 8	34	10	<30%
5 & 6	117	50	30% to 50%
2 to 4	788	346	30% to 50%
Total	939	406	30% to 50%
Civil			
7 & 8	32	4	<30%
5 & 6	104	29	<30%
2 to 4	708	289	30% to 50%
Total	844	322	30% to 50%



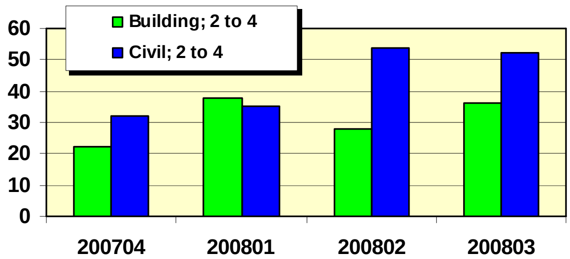
Contractor Upgrades %			
Grade (from)	Number of Upgrades	%	
Building			
7 & 8	1	3%	<5%
5 & 6	18	15%	>10%
2 to 4	46	6%	5% to 10%
Total	65		
Civil			
7 & 8	4	13%	>10%
5 & 6	9	9%	5% to 10%
2 to 4	40	6%	5% to 10%
Total	53		



Contractor Upgrades				
From/To	2 to 4	5 & 6	7 & 8	9
Building				
7 & 8			1	0
5 & 6		7	11	0
2 to 4	17	27	2	0
Civil				
7 & 8			3	1
5 & 6		4	5	0
2 to 4	20	20	0	0

Upgrades & New Registrations			
	2 to 4	5 & 6	7 & 8
Building			
Upgrades (to)	17	34	14
New Reg.	124	9	1
Civil			
Upgrades (to)	20	24	8
New Reg.	173	12	1

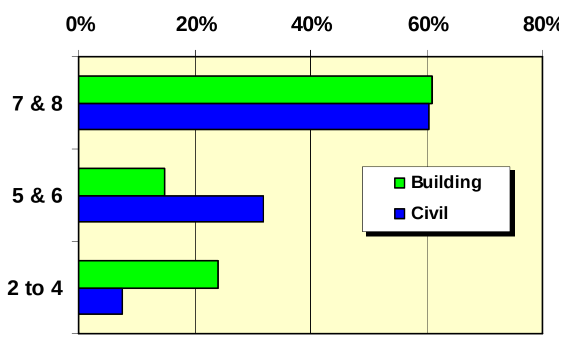
Number New Registrations			
Quarter	2 to 4	5 & 6	7 & 8
Building			
200704	22	3	0
200801	38	2	1
200802	28	3	0
200803	36	1	0
Civil			
200704	32	4	0
200801	35	2	1
200802	54	5	0
200803	52	1	0



8. Limpopo

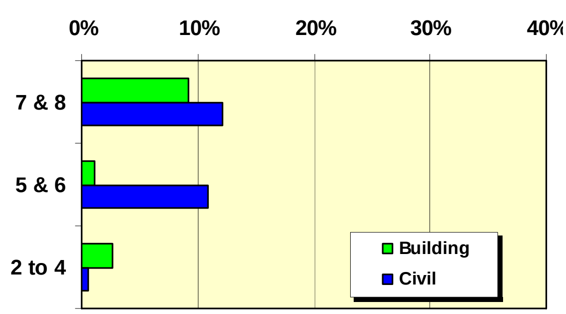
Demand; Public Sector Awards (Corrected)

Grade	Value pa (Rm; Corrected)	% Distribution	Distribution 15% +/- Average
Building			
7 & 8	1 491	61%	=
5 & 6	365	15%	<
2 to 4	586	24%	>
Total	2 441	100%	
Civil			
7 & 8	2 468	60%	=
5 & 6	1 305	32%	>
2 to 4	308	8%	=
Total	4 082	100%	



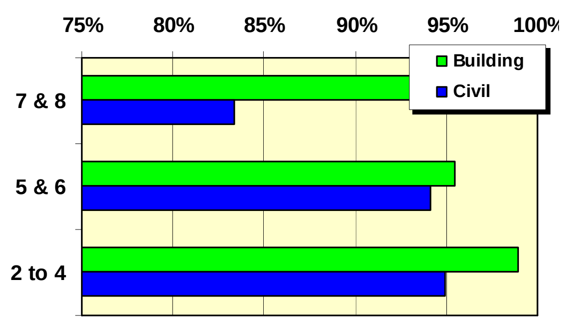
Maintenance; Public Sector Awards (%)

Grade	Value pa (Rm; Corrected)	% of Total in Grade	Distribution 15% +/- Average
Building			
7 & 8	223	9%	<
5 & 6	29	1%	<
2 to 4	64	3%	<
Total	316	13%	<
Civil			
7 & 8	497	12%	<
5 & 6	444	11%	>
2 to 4	21	1%	<
Total	963	24%	=



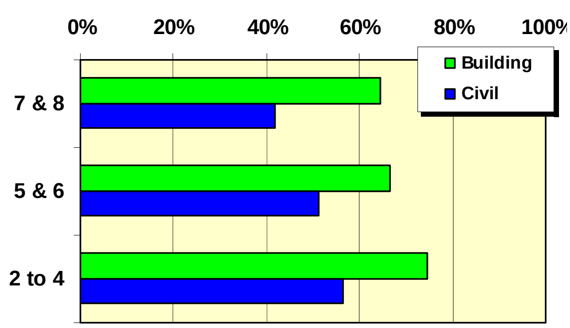
Supply; Black Ownership

Grade	Number of Contractors	Number Black Contractors	% Black Owned
Building			
7 & 8	14	14	>80%
5 & 6	111	106	>80%
2 to 4	482	477	>80%
Total	607	597	>80%
Civil			
7 & 8	12	10	>80%
5 & 6	119	112	>80%
2 to 4	296	281	>80%
Total	427	403	>80%

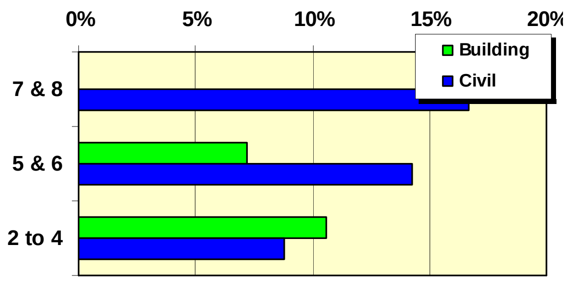


Supply; Women Ownership

Grade	Number of Contractors	Number of Women Contractors	% Women Owned
Building			
7 & 8	14	9	>50%
5 & 6	111	74	>50%
2 to 4	482	360	>50%
Total	607	443	>50%
Civil			
7 & 8	12	5	30% to 50%
5 & 6	119	61	>50%
2 to 4	296	167	>50%
Total	427	233	>50%



Contractor Upgrades %			
Grade (from)	Number of Upgrades	%	
Building			
7 & 8	0	0%	<5%
5 & 6	8	7%	5% to 10%
2 to 4	51	11%	>10%
Total	59		
Civil			
7 & 8	2	17%	>10%
5 & 6	17	14%	>10%
2 to 4	26	9%	5% to 10%
Total	45		



Contractor Upgrades

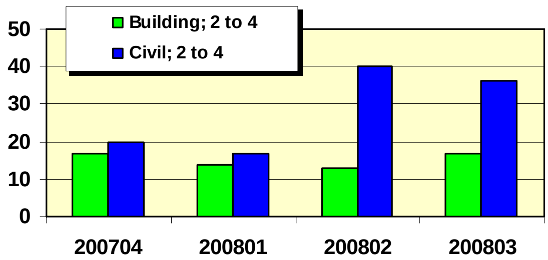
From/To	2 to 4	5 & 6	7 & 8	9
Building				
7 & 8			0	0
5 & 6		4	4	0
2 to 4	13	36	2	0
Civil				
7 & 8			1	1
5 & 6		11	6	0
2 to 4	8	18	0	0

Upgrades & New Registrations

	2 to 4	5 & 6	7 & 8
Building			
Upgrades (to)	13	40	6
New Reg.	61	7	0
Civil			
Upgrades (to)	8	29	7
New Reg.	113	15	1

Number New Registrations

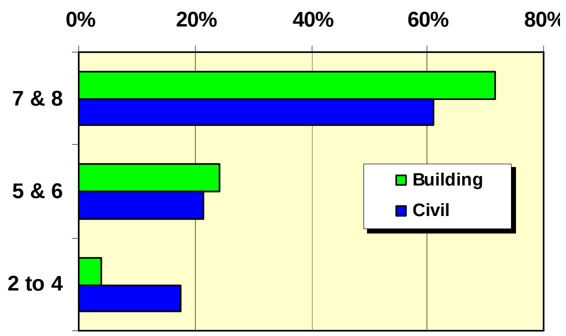
Quarter	2 to 4	5 & 6	7 & 8
Building			
200704	17	1	0
200801	14	1	0
200802	13	1	0
200803	17	4	0
Civil			
200704	20	7	1
200801	17	4	0
200802	40	2	0
200803	36	2	0



9. Mpumalanga

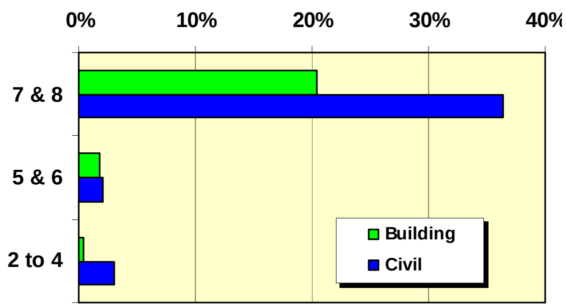
Demand; Public Sector Awards (Corrected)

Grade	Value pa (Rm; Corrected)	% Distribution	Distribution 15% +/- Average
Building			
7 & 8	2 335	72%	=
5 & 6	791	24%	=
2 to 4	129	4%	<
Total	3 255	100%	
Civil			
7 & 8	2 167	61%	=
5 & 6	766	22%	=
2 to 4	619	17%	>
Total	3 553	100%	



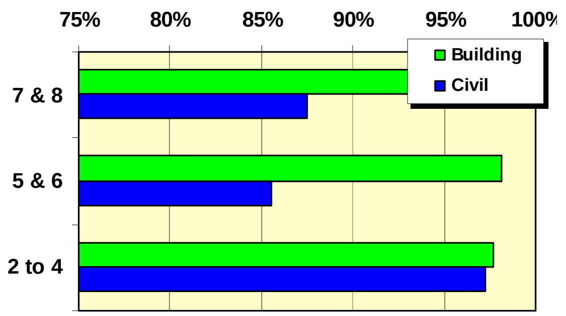
Maintenance; Public Sector Awards (%)

Grade	Value pa (Rm; Corrected)	% of Total in Grade	Distribution 15% +/- Average
Building			
7 & 8	666	20%	>
5 & 6	60	2%	<
2 to 4	12	0%	<
Total	738	23%	<
Civil			
7 & 8	1 293	36%	>
5 & 6	76	2%	<
2 to 4	111	3%	>
Total	1 479	42%	>



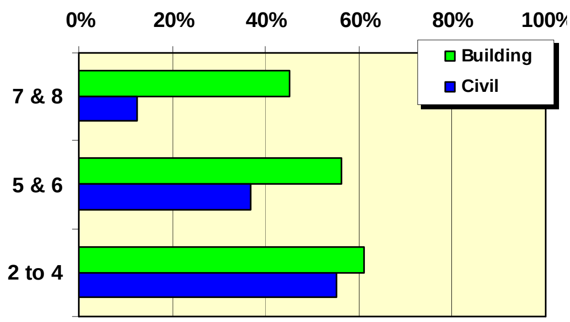
Supply; Black Ownership

Grade	Number of Contractors	Number Black Contractors	% Black Owned
Building			
7 & 8	20	19	>80%
5 & 6	55	54	>80%
2 to 4	387	378	>80%
Total	462	451	>80%
Civil			
7 & 8	8	7	>80%
5 & 6	76	65	>80%
2 to 4	257	250	>80%
Total	341	322	>80%



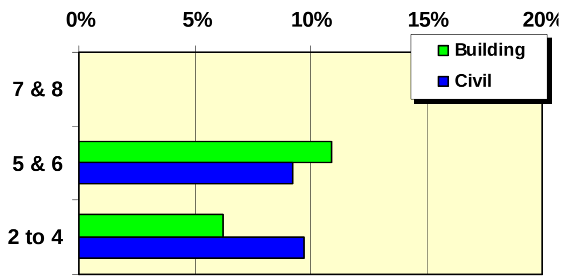
Supply; Women Ownership

Grade	Number of Contractors	Number of Women Contractors	% Women Owned
Building			
7 & 8	20	9	30% to 50%
5 & 6	55	31	>50%
2 to 4	387	237	>50%
Total	462	277	>50%
Civil			
7 & 8	8	1	<30%
5 & 6	76	28	30% to 50%
2 to 4	257	142	>50%
Total	341	171	>50%



Contractor Upgrades %

Grade (from)	Number of Upgrades	%	
	Building		
7 & 8	0	0%	<5%
5 & 6	6	11%	>10%
2 to 4	24	6%	5% to 10%
Total	30		
	Civil		
7 & 8	0	0%	<5%
5 & 6	7	9%	5% to 10%
2 to 4	25	10%	5% to 10%
Total	32		



Contractor Upgrades

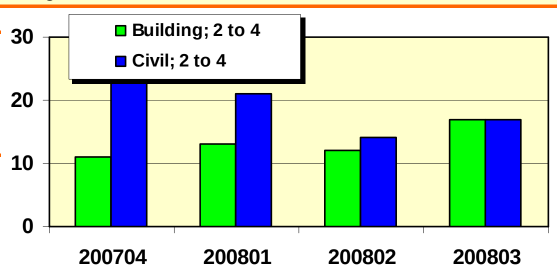
From/To	2 to 4	5 & 6	7 & 8	9
		Building		
7 & 8			0	0
5 & 6		2	4	0
2 to 4	10	13	1	0
		Civil		
7 & 8			0	0
5 & 6		6	1	0
2 to 4	12	12	1	0

Upgrades & New Registrations

	2 to 4	5 & 6	7 & 8
		Building	
Upgrades (to)	10	15	5
New Reg.	53	9	2
		Civil	
Upgrades (to)	12	18	2
New Reg.	75	13	0

Number New Registrations

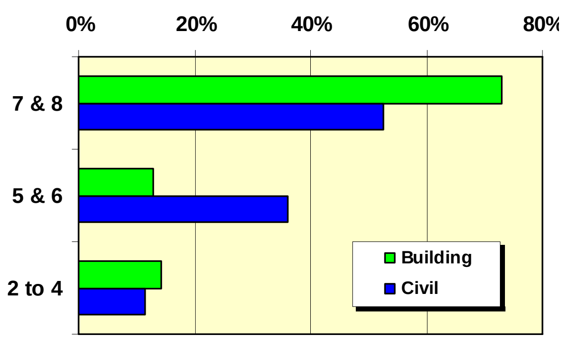
Quarter	2 to 4	5 & 6	7 & 8
	Building		
200704	11	1	1
200801	13	3	1
200802	12	2	0
200803	17	3	0
	Civil		
200704	23	2	0
200801	21	3	0
200802	14	4	0
200803	17	4	0



10. North West

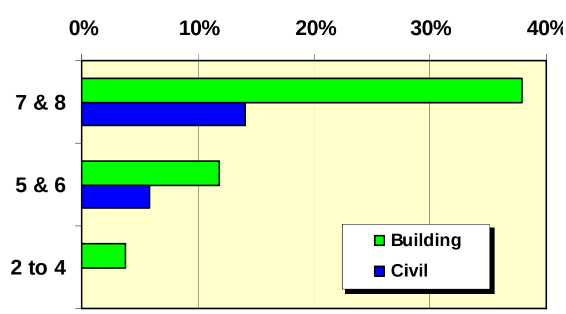
Demand; Public Sector Awards (Corrected)

Grade	Value pa (Rm; Corrected)	% Distribution	Distribution 15% +/- Average
Building			
7 & 8	379	73%	=
5 & 6	155	13%	=
2 to 4	81	14%	=
Total	615	100%	
Civil			
7 & 8	577	52%	<
5 & 6	396	36%	>
2 to 4	126	11%	>
Total	1 099	100%	



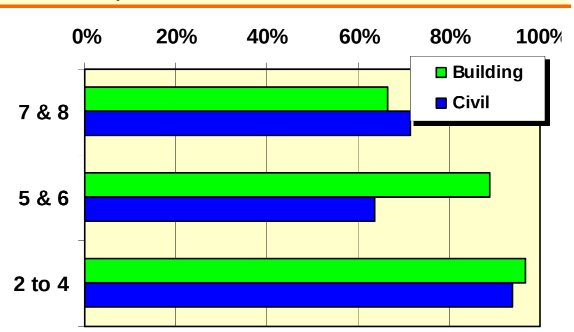
Maintenance; Public Sector Awards (%)

Grade	Value pa (Rm; Corrected)	% of Total in Grade	Distribution 15% +/- Average
Building			
7 & 8	233	38%	>
5 & 6	73	12%	>
2 to 4	23	4%	<
Total	329	54%	>
Civil			
7 & 8	154	14%	<
5 & 6	65	6%	>
2 to 4	0	0%	<
Total	219	20%	<



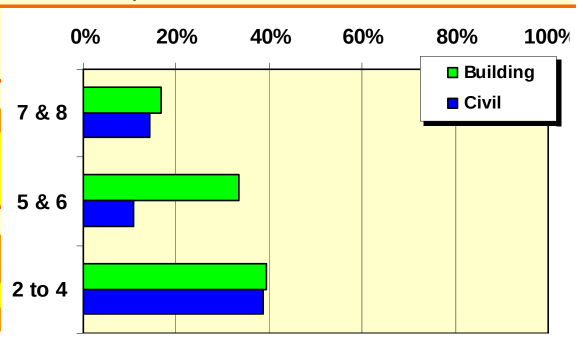
Supply; Black Ownership

Grade	Number of Contractors	Number Black Contractors	% Black Owned
Building			
7 & 8	6	4	40% to 80%
5 & 6	27	24	>80%
2 to 4	220	213	>80%
Total	253	241	>80%
Civil			
7 & 8	7	5	40% to 80%
5 & 6	47	30	40% to 80%
2 to 4	101	95	>80%
Total	155	130	>80%



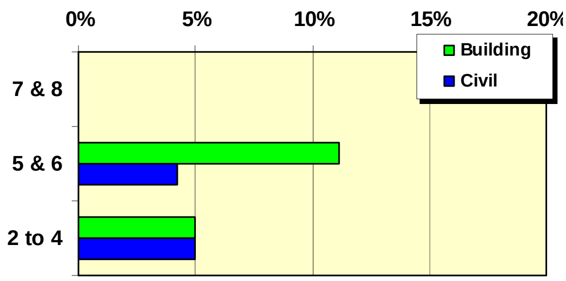
Supply; Women Ownership

Grade	Number of Contractors	Number of Women Contractors	% Women Owned
Building			
7 & 8	6	1	<30%
5 & 6	27	9	30% to 50%
2 to 4	220	87	30% to 50%
Total	253	97	30% to 50%
Civil			
7 & 8	7	1	<30%
5 & 6	47	5	<30%
2 to 4	101	39	30% to 50%
Total	155	45	<30%



Contractor Upgrades %

Grade (from)	Number of Upgrades	%	
Building			
7 & 8	0	0%	<5%
5 & 6	3	11%	>10%
2 to 4	11	5%	5% to 10%
Total	14		
Civil			
7 & 8	0	0%	<5%
5 & 6	1	4%	<5%
2 to 4	0	5%	<5%
Total	1		



Contractor Upgrades

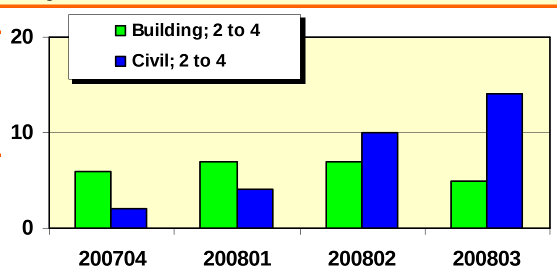
From/To	2 to 4	5 & 6	7 & 8	9
Building				
7 & 8			0	0
5 & 6		1	2	0
2 to 4	6	4	1	0
Civil				
7 & 8			0	0
5 & 6		1	0	0
2 to 4	0	0	0	0

Upgrades & New Registrations

	2 to 4	5 & 6	7 & 8
Building			
Upgrades (to)	6	5	3
New Reg.	25	6	2
Civil			
Upgrades (to)	0	1	0
New Reg.	30	10	1

Number New Registrations

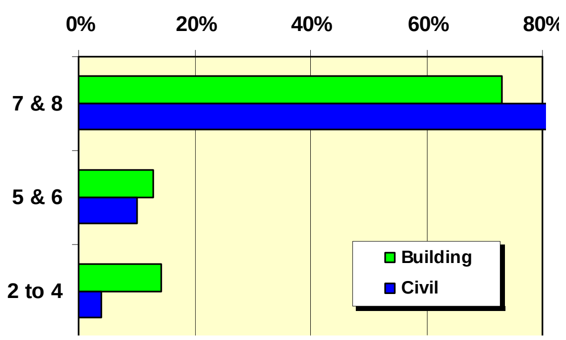
Quarter	2 to 4	5 & 6	7 & 8
Building			
200704	6	0	1
200801	7	2	0
200802	7	1	1
200803	5	3	0
Civil			
200704	2	1	1
200801	4	4	0
200802	10	1	0
200803	14	4	0



10. Northern Cape

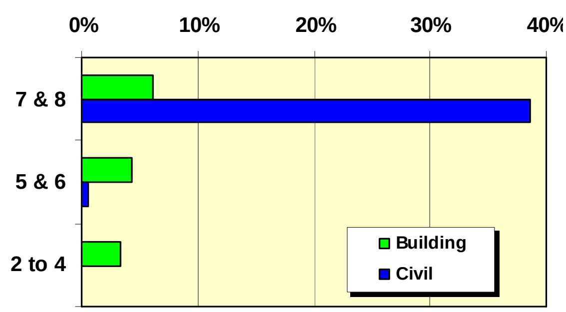
Demand; Public Sector Awards (Corrected)

Grade	Value pa (Rm; Corrected)	% Distribution	Distribution 15% +/- Average
Building			
7 & 8	955	73%	=
5 & 6	167	13%	<
2 to 4	186	14%	=
Total	1 308	100%	
Civil			
7 & 8	2 746	86%	>
5 & 6	318	10%	<
2 to 4	122	4%	<
Total	3 186	100%	



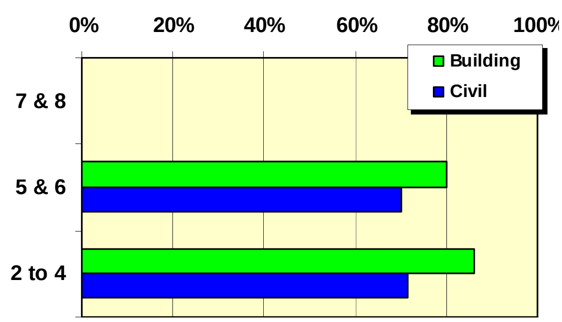
Maintenance; Public Sector Awards (%)

Grade	Value pa (Rm; Corrected)	% of Total in Grade	Distribution 15% +/- Average
Building			
7 & 8	81	6%	<
5 & 6	56	4%	<
2 to 4	44	3%	<
Total	180	14%	<
Civil			
7 & 8	1 229	39%	>
5 & 6	16	0%	<
2 to 4	3	0%	<
Total	1 248	39%	>



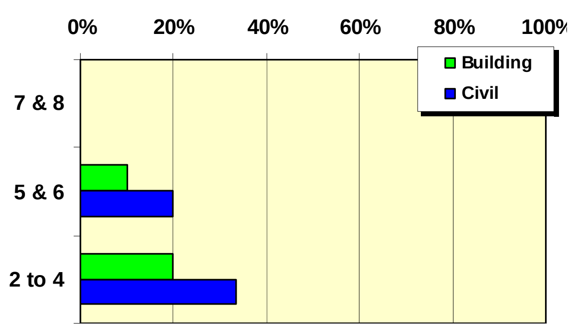
Supply; Black Ownership

Grade	Number of Contractors	Number Black Contractors	% Black Owned
Building			
7 & 8	2	0	<40%
5 & 6	10	8	40% to 80%
2 to 4	65	56	>80%
Total	77	64	>80%
Civil			
7 & 8	6	0	<40%
5 & 6	10	7	40% to 80%
2 to 4	42	30	40% to 80%
Total	58	37	40% to 80%

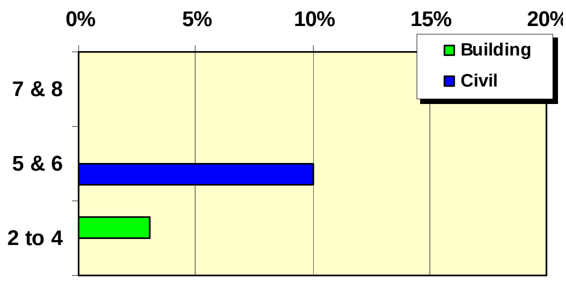


Supply; Women Ownership

Grade	Number of Contractors	Number of Women Contractors	% Women Owned
Building			
7 & 8	2	0	<30%
5 & 6	10	1	<30%
2 to 4	65	13	<30%
Total	77	14	<30%
Civil			
7 & 8	6	0	<30%
5 & 6	10	2	<30%
2 to 4	42	14	30% to 50%
Total	58	16	<30%



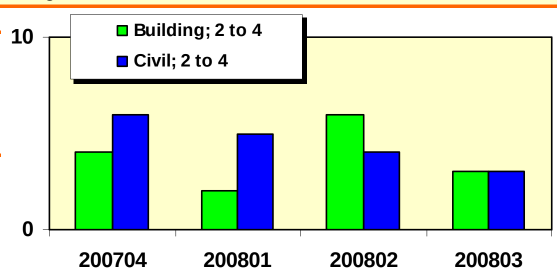
Contractor Upgrades %			
Grade (from)	Number of Upgrades	%	
Building			
7 & 8	0	0%	<5%
5 & 6	0	0%	<5%
2 to 4	2	3%	<5%
Total	2		
Civil			
7 & 8	0	0%	<5%
5 & 6	1	10%	5% to 10%
2 to 4	0	0%	<5%
Total	1		



Contractor Upgrades				
From/To	2 to 4	5 & 6	7 & 8	9
Building				
7 & 8			0	0
5 & 6		0	0	0
2 to 4	2	0	0	0
Civil				
7 & 8			0	0
5 & 6		1	0	0
2 to 4	0	0	0	0

Upgrades & New Registrations			
	2 to 4	5 & 6	7 & 8
Building			
Upgrades (to)	2	0	0
New Reg.	15	0	0
Civil			
Upgrades (to)	0	1	0
New Reg.	18	0	0

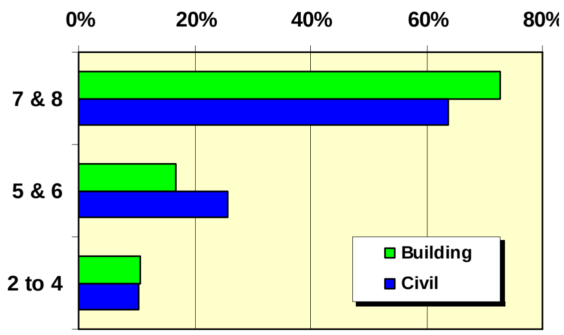
Number New Registrations			
Quarter	2 to 4	5 & 6	7 & 8
Building			
200704	4	0	0
200801	2	0	0
200802	6	0	0
200803	3	0	0
Civil			
200704	6	0	0
200801	5	0	0
200802	4	0	0
200803	3	0	0



11. Western Cape

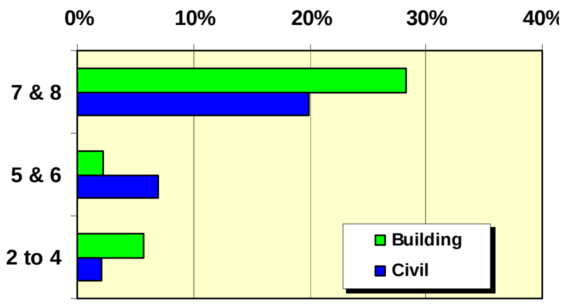
Demand; Public Sector Awards (Corrected)

Grade	Value pa (Rm; Corrected)	% Distribution	Distribution 15% +/- Average
Building			
7 & 8	2 112	73%	=
5 & 6	485	17%	<
2 to 4	305	11%	<
Total	2 901	100%	
Civil			
7 & 8	5 718	64%	=
5 & 6	2 322	26%	>
2 to 4	935	10%	>
Total	8 975	100%	



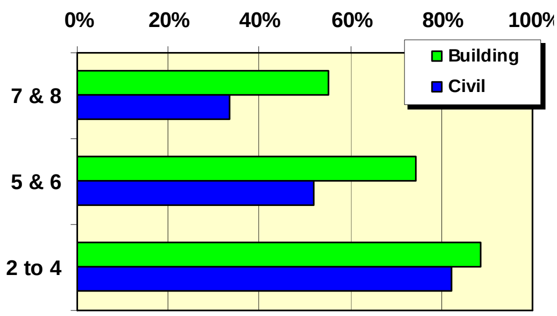
Maintenance; Public Sector Awards (%)

Grade	Value pa (Rm; Corrected)	% of Total in Grade	Distribution 15% +/- Average
Building			
7 & 8	822	28%	>
5 & 6	65	2%	<
2 to 4	165	6%	=
Total	1 052	36%	>
Civil			
7 & 8	1 787	20%	=
5 & 6	625	7%	>
2 to 4	193	2%	>
Total	2 605	29%	>



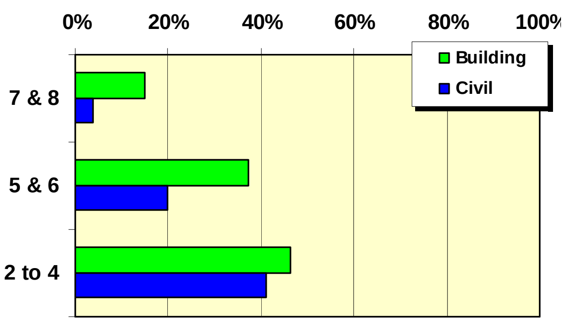
Supply; Black Ownership

Grade	Number of Contractors	Number Black Contractors	% Black Owned
Building			
7 & 8	20	11	40% to 80%
5 & 6	51	38	40% to 80%
2 to 4	289	256	>80%
Total	360	305	>80%
Civil			
7 & 8	27	9	<40%
5 & 6	75	39	40% to 80%
2 to 4	168	138	>80%
Total	270	186	40% to 80%



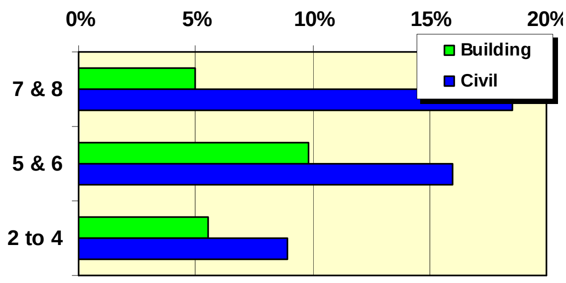
Supply; Women Ownership

Grade	Number of Contractors	Number of Women Contractors	% Women Owned
Building			
7 & 8	20	3	<30%
5 & 6	51	19	30% to 50%
2 to 4	289	134	30% to 50%
Total	360	156	30% to 50%
Civil			
7 & 8	27	1	<30%
5 & 6	75	15	<30%
2 to 4	168	69	30% to 50%
Total	270	85	30% to 50%



Contractor Upgrades %

Grade (from)	Number of Upgrades	%	
Building			
7 & 8	1	5%	5% to 10%
5 & 6	5	10%	5% to 10%
2 to 4	16	6%	5% to 10%
Total	22		
Civil			
7 & 8	5	19%	>10%
5 & 6	12	16%	>10%
2 to 4	15	9%	5% to 10%
Total	32		



Contractor Upgrades

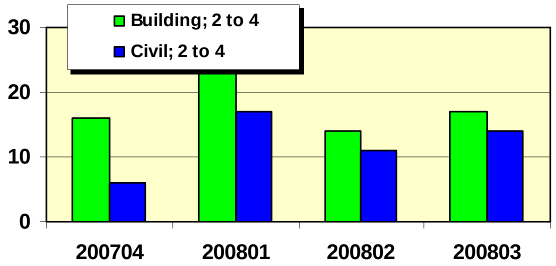
From/To	2 to 4	5 & 6	7 & 8	9
Building				
7 & 8			0	1
5 & 6		3	2	0
2 to 4	12	4	0	0
Civil				
7 & 8			3	2
5 & 6		7	5	0
2 to 4	5	10	0	0

Upgrades & New Registrations

	2 to 4	5 & 6	7 & 8
Building			
Upgrades (to)	12	7	2
New Reg.	73	8	5
Civil			
Upgrades (to)	5	17	8
New Reg.	48	8	2

Number New Registrations

Quarter	2 to 4	5 & 6	7 & 8
Building			
200704	16	1	1
200801	26	5	0
200802	14	0	2
200803	17	2	2
Civil			
200704	6	2	0
200801	17	2	0
200802	11	2	2
200803	14	2	0



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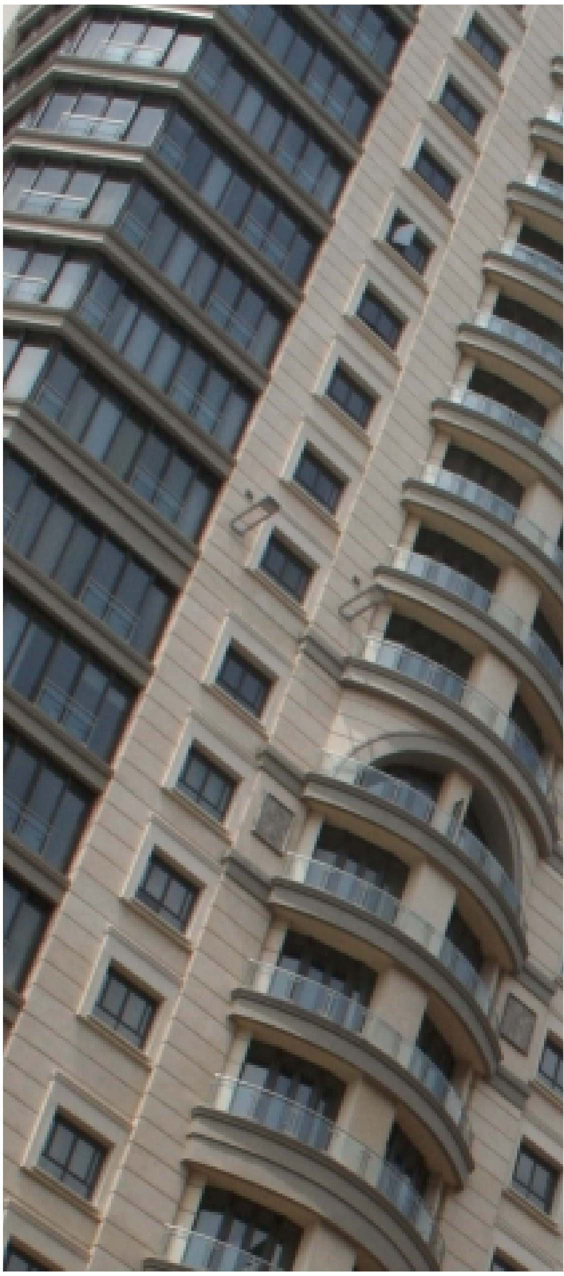

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