



To **elevate**, **educate** and **empower**
the community of **Supply Chain Professionals**
across Africa

www.sapics.org

SAPICS 2025 ANNUAL REPORT

Dear SAPICS Community,

2025 was a year of continued growth and consolidation for SAPICS, as the association strengthened its role as the leading voice for supply chain management across Africa. The year delivered tangible results: membership grew by 14% to 890 members, the 47th Annual Conference exceeded its forecasted profit despite global funding headwinds, and the organisation closed the year with a profit of R1,244,732 and a strengthened balance sheet.

Through a focused approach across membership, events, education, and partnerships, SAPICS expanded its reach, delivered high-impact engagements, and reinforced its value proposition to both individuals and organisations.

We hope to see you at the 2026 conference—please encourage your networks to join you.

<https://conference.sapics.org>

Thato Moloi

SAPICS President (Chair) 2025

1 FINANCIAL PERFORMANCE

2025 Financial Year Overview

The year 2025 marked a period of deliberate investment in organisational capacity for SAPICS. Building on the strong financial foundation established in prior years, the Board approved a strategic increase in operating expenditure to support growth initiatives and enhance service delivery to members.

SAPICS commenced the year with retained income of R2.6 million and concluded with a positive balance of R3.9 million, reflecting continued profitability despite a planned increase in operating costs. The organisation's cash position strengthened further, closing the year at R4.1 million.

Financial Highlights:

- **Revenue:** Decreased by 4.2%, from R16.3 million to R15.6 million, reflecting a modest contraction across most income streams, partially offset by a marginal increase in Events revenue.
- **Cost of Sales:** Decreased by 4.2%, from R12.1 million to R11.6 million, broadly in line with the movement in revenue, with gross profit margin maintained at 26%.
- **Operating Expenses:** Increased by 43.8%, from R1.9 million to R2.7 million, in line with the Board's deliberate decision to invest in management, people, and operational capacity to support future growth. People costs increased by R658,865, reflecting this strategic intent.
- **Profit for the year:** Decreased by 44.8%, from R2.25 million to R1.24 million, a planned outcome given the increased investment in operational capacity. The organisation remains profitable and financially sound.

Looking ahead to 2026, SAPICS will continue to balance disciplined financial management with the imperative to grow. The 48th Annual SAPICS Conference, to be held at the Century City Conference Centre in Cape Town from 19 to 22 July 2026, represents a key revenue and brand-building opportunity for the organisation. Strict financial oversight will remain central to the Board's governance approach.

SAPICS extends its gratitude to Sandipa Maharaj, who assumed responsibility for the Finance Pillar in May 2025 until December 2025, and to Elchanet Don, our accountant, and the Board for their continued collaboration and commitment throughout the year.

2025 Financial Statements

Financial Highlights:

- **Revenue:** R 15,574,742 (2024: R 16,260,251)
- **Cost of Sales:** R 11,588,951 (2024: R 12,099,143)
- **Operating Expenses:** R 2,951,279 (2024: R 1,906,530)
- **Profit for the year:** R 1,244,732 (2024: R 2,254,578)

Summary Statement of Financial Position as at 31st December 2025

Current Assets	5 148 277
Total Assets	5 148 277
	<hr/>
	5 148 277
	<hr/>
Current Liabilities	1 267 280
Total Liabilities	1 267 280
Retained Income / (Accumulated Loss)	2 636 265
Profit for the Period	1 244 732
Total Capital and Reserves	3 880 997
	<hr/>
	5 148 277
	<hr/>

Summary Statement of Comprehensive Income as at 31st December 2025

Turnover	15 574 742
Cost of sales	-11 588 951
Gross Profit	<hr/> 3 985 791
Other income	43 938
Operating costs	-2 951 279
Operating Profit	<hr/> 1 078 450
Investment revenue	166 282
Profit for the Period	<hr/> 1 244 732 <hr/>

Summary Statement of Changes in Equity as at 31st December 2025

Balance as at 01 January 2024	381 687
Profit for the year	2 254 578
	<hr/>
Balance as at 01 January 2025	2 636 265
Profit for the year	1 244 732
	<hr/>
Balance as at 31 December 2025	<u>3 880 997</u>

Summary Statement of Statement of Cash Flow as at 31st December 2025

Cash flows from operating activities	
Cash (used in) generated from operations	1 373 346
Interest income	<u>166 282</u>
Net cash from operating activities	1 539 628
Total cash movement for the year	1 539 628
Cash at the beginning of the year	<u>2 599 967</u>
Total cash at the end of the year	<u>4 139 595</u>

Explanatory Notes as at 31st December 2025

1. The financial statements have been prepared in accordance with the International Financial Reporting Standards for Small and Medium-sized Entities, and the Companies Act 71 of 2008. The financial statements have been prepared on the historical cost basis, and the accounting policies are consistent with the previous reporting periods.
2. The financial statements have been prepared on the basis of accounting policies applicable to a going concern. This basis presumes that the funds will be available to finance future operations and that the realisation of assets and settlement of liabilities, contingent obligations and commitments will occur in the ordinary course of business.
3. No provision has been made for taxation as the entity is exempt from tax.

Description	Audited Financials		
	2024 Actual	2025 Actual	YOY Change
Total Revenue	R 16,260,251	R 15,574,742	-R 685,509
Total Cost of Sales	-R 12,099,143	-R 11,588,951	R 510,192
Total Gross Profit/Loss	R 4,161,108	R 3,985,791	-R 175,317
- Membership Gross Profit/Loss	R 1,382,802	R 1,371,288	-R 11,514
- Exam Gross Profit/Loss	R 190,644	R 66,841	-R 123,803
- Education Material Gross Profit/Loss	R 896,182	R 830,352	-R 65,830
- Events Gross Profit/Loss	R 1,691,480	R 1,717,310	R 25,830
- Professional Body Gross Profit/Loss	R -	R -	R -
- Other Trading Gross Profit/Loss	R -	R -	R -
Gross Profit %	26%	26%	26%
Total Operating Costs	-R 1,906,530	-R 2,741,059	-R 834,529
- Management & People Cost	-R 1,102,070	-R 1,760,935	-R 658,865
- Other Operating Cost	-R 804,460	-R 980,124	-R 175,664
Operating Expenses as % of Revenue	-12%	-18%	122%
Operating Profit	R 2,254,578	R 1,244,732	-R 1,009,846
Professional Body Development	R -	R -	R -
Interest Paid	R -	R -	R -
Profit/Loss Before Tax	R 2,254,578	R 1,244,732	-R 1,009,846

Cash Flow	2025	2024
<i>Profit/Loss for the year (AFS)</i>	R 1,244,732	R 2,254,578
<i>Less interest paid</i>	R -	R -
<i>equals cash profit generated</i>	R 1,244,732	R 2,254,578
<i>Less working capital</i>	R 294,896	-R 143,209
<i>equals cash generated from operations</i>	R 1,539,628	R 2,111,369
<i>Less cash consumed by net interest paid</i>	-R 166,282	-R 73,850
<i>resulting in cash from operating activities</i>	R 1,373,346	R 2,037,519
<i>plus interest received</i>	R 166,282	R 73,850
<i>Resulting in an increase in closing cash position</i>	R 1,539,628	R 2,111,369

2 MANAGEMENT STRUCTURES AND GOVERNANCE

The contribution of volunteers to SAPICS's operational success continues to be invaluable. As our transformation journey deepens, the importance of volunteer leadership, particularly at Board level, has become even more apparent. We extend our heartfelt thanks to those who have generously dedicated their time, skills, and energy to help drive SAPICS forward. SAPICS thrives because of its people, and we are proud to see more professionals raising their hands to shape its direction in so many ways.

SAPICS Board of Directors 2025

Thato Moloi led the association in 2025, and he was well supported by fellow directors. Their respective pillars are shown in brackets.

- Selepe Phetla (Membership Pillar)
- Jonathan Mphake and Nikita Reddy (Education Pillar)
- Khumo Mosathupa and Linda Cham (Events Pillar)
- Boniface Fundafunda and Regina Naicker (Partnerships Pillar)

Sandipa Maharaj resigned from the Board in December 2025 due to work commitments, and we thank her for her contribution.

Staff and Contractors

Bev de Sousa continues in her role as Administration Manager of SAPICS, with Lesedi Mnguni joining the team as Administrator in May 2025. Mbongeni Ndlovu was appointed as General Manager in July 2025. Clare Fincham is contracted as Marketing Manager on a part-time basis (6 hours per day). SAPICS outsources:

- Its accounting and payroll requirements to Elchanet Don.
- Its design work to Hartwood Printers
- Its digital marketing, Glue Up management and website management to Conor Fincham.
- Its Press Writing to Wendy Zipp

To learn more about SAPICS management structure:

<https://www.sapics.org/about-sapics>

3 EDUCATION



Throughout 2025, SAPICS strengthened its commitment to education and professional development through the evolution of its education programme into **Knowledge Junction** — a dedicated platform for learning, insights, and community engagement.

Knowledge Junction now includes a focused content ecosystem, comprising **six curated newsletters during the year** and a **dedicated LinkedIn presence**, <https://www.linkedin.com/company/sapics-knowledge-junction/> enabling SAPICS to engage more consistently and directly with the supply chain community. This has enhanced visibility of education offerings and improved engagement with both members and non-members.

SAPICS continued to promote a wide range of education and certification opportunities from its esteemed international partners, as well as local authors and organisations. SAPICS' Authorised Education Partners (AEPs) remained instrumental in supporting candidates on their journeys towards achieving globally recognised certifications.

The Knowledge Junction newsletters played a key role in driving education enquiries and awareness, supported by ongoing improvements to SAPICS' digital platforms. All education leads generated are distributed to AEPs for personalised engagement, ensuring prospective learners receive tailored guidance.

SAPICS is proud to partner with leading global organisations, including the Association for Supply Chain Management (ASCM), Demand Driven Institute (DDI), Institute of Business Forecasting and Planning (IBF), and the International Supply Chain Education Alliance (ISCEA). These partnerships enable SAPICS to offer a diverse and relevant portfolio of courses, certifications, and workshops aligned to global best practice.

During 2025, SAPICS partnered with Bee Skilled. Bee Skilled is a learning and networking platform promoting competency-based learning in the most affordable manner, in healthcare courses.

Education Affiliates



The table below reflects the total number of individuals globally who have earned and maintained their APICS certifications as of December 2025.

Certifications by Country for 2025

Region	CPIM	CSCP	CLTD	CTSC	Total
Asia Pacific Total	836	881	102	57	1 876
Central/South America Total	149	51	23	8	231
Europe Total	880	589	107	84	1 660
Middle East/Africa Total	227	714	97	27	1065
North America Total	3 852	3 971	670	300	8 793
South Africa	43	88	14	1	146
Total	5 944	6 206	999	476	13 625

SAPICS extends sincere appreciation to its Authorised Education Partners (AEPs) for their ongoing commitment to delivering high-quality education and supporting the success of supply chain professionals across South Africa and the broader African region.



SAPICS extends its sincere appreciation to Administration Manager Beverley de Sousa for her unwavering support, meticulous attention to detail, and dedication to both the AEPs and the wider SAPICS learning community.

EVENTS

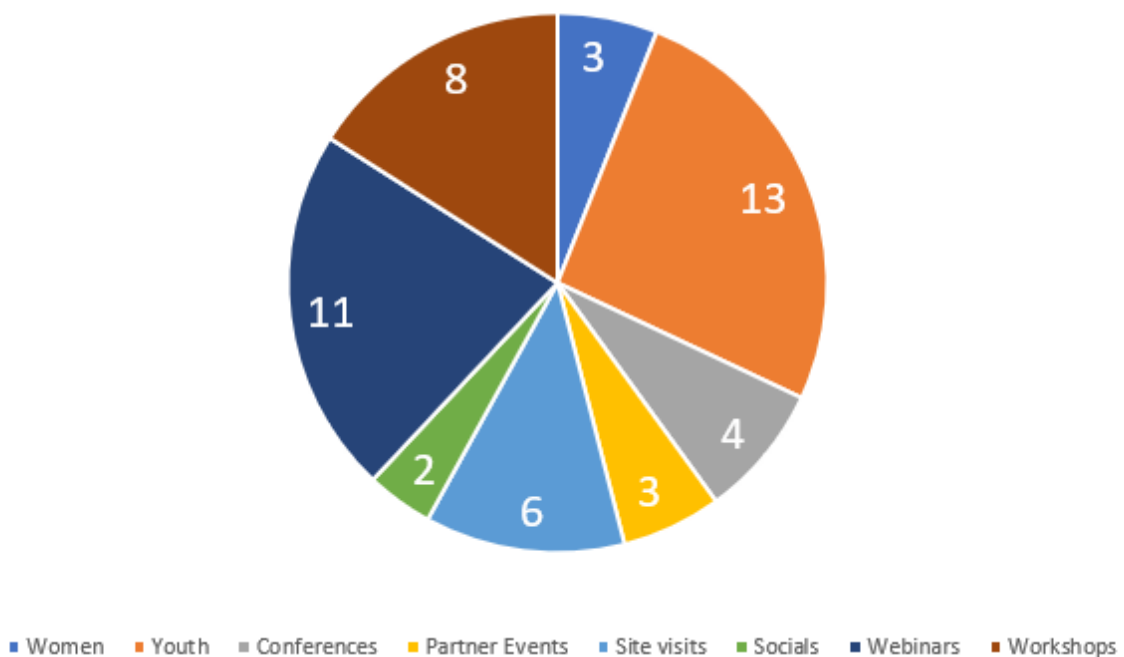


SAPICS delivered an extensive and diverse events calendar in 2025, reinforcing its role as a knowledge-sharing and networking platform.

Key Metrics

- Total events hosted: 56
- Total attendees reached: 5,245+

Event Summary 2025



Event Portfolio Overview

The 2025 events programme included:

- Workshops and short courses (technical and certification-focused)
- Webinars and virtual sessions
- Industry presentations and university engagements
- Social and networking events

Highlights and Insights

- Education-focused workshops continued to perform strongly, both in attendance and profitability, demonstrating sustained demand for practical, skills-based learning.
- Student and youth engagement remained a priority, with university presentations reaching large audiences and strengthening SAPICS' pipeline of future professionals.
- Webinars delivered scale and accessibility, although attendance conversion (booked vs attended) highlighted an opportunity for optimisation.
- Smaller, niche workshops delivered strong financial returns despite lower attendance, indicating a high-value, targeted audience strategy.
- Hybrid and short-format learning continues to gain traction
- There is strong appetite for AI, digitalisation, and supply chain innovation topics
- Engagement quality often outweighs volume, particularly in specialist sessions

SAPICS co-hosted the Botswana Supply Chain Summit in Gaborone in November 2025. 160 delegates attended this event, and MJ Schoemaker, Thato Moloi, Karen Pretorius and Lesego Manganye represented SAPICS. This was an important event for SAPICS to extend its exposure into other Southern African countries.

SAPICS events remain a critical driver of both revenue and member value, while also reinforcing the association's thought leadership positioning.

4 MEMBERSHIP



SAPICS membership remained a cornerstone of the organisation’s sustainability and influence in 2025. The year saw a stable mix of corporate and individual members, with corporate memberships continuing to drive both revenue and engagement.

Corporate membership tiers contributed significantly to net income, reflecting strong demand for bundled benefits such as event access, education exposure, and industry networking opportunities. Individual and student membership remained an important pipeline for young professionals and practitioners entering the supply chain field.

Key themes in 2025 included:

- Continued emphasis on corporate engagement, with structured value offerings
- Growing interest from young professionals and students, supporting long-term pipeline development
- Ongoing refinement of membership value propositions, aligned to industry needs

As an example of this, SAPICS introduced an Academic Package in 2025. This package is designed for universities and higher education institutions in Africa that offer accredited and registered qualifications for Supply Chain Management, Logistics, and Transport Management programmes. The package includes both individual members and student members, as well as branding and promotion for the institution.

Membership increased to 890 members at the end of December, up from 779 in 2024 — a year-on-year growth of 14%.

Membership Types	Dec-24	Dec-25
Corporate	44	44
Small Business	5	8
Individual	516	589
Joint SAPICS/ASCM	109	102
Global	54	65
Young Professional (YP)	12	5
Student	83	111
AEPs		10
	779	890

Overall, membership continues to position SAPICS as a central hub for the supply chain community in Southern Africa.

5 PARTNERSHIPS



As a non-profit organisation, SAPICS relies on partnerships with industry associations, professional bodies and media outlets to amplify its voice across the supply chain community. Partnerships are central to how SAPICS operates: like many associations, we depend on the strength of our community and collaborators to meet the evolving needs of members and the broader supply chain network. The publications listed below have provided exceptional value to SAPICS in 2025 through both print and online coverage, and we extend our sincere thanks for their ongoing support.

2025 SAPICS Media Partners		
Automotive Business Review	Logis-T Africa	South African Business
Axxess Health	Global Africa Network	Supermarket & Retailer
Business Integrator/ Future SA/ SA Profile	Hardware Retail/FMCG/Independent, Convenience Store, Pharmacy retailer	Supply Chain First
Cape Business News	Logistics Business Africa	Supply Network Africa

Creamer Media - Engineering
/Mining weekly

Retail Brief Africa

FOCUS on Transport &
Manager's handbook

SA Career Guide/Zone

SAPICS AFFILIATE PARTNERS



Institute of Business
Forecasting & Planning



6 SAPICS ANNUAL 47TH CONFERENCE



The 47th Annual Conference was held at Century City Conference Centre, Cape Town, from the 8 – 11 June 2025.

The financial results of the 2025 Conference are pleasing: not only did they meet the original budget, but they exceeded the profit figure projected in the forecast. This was achieved despite a reduction in gross revenue from both delegate registrations and sponsorships, driven principally by two factors: firstly, the effect of the closure of USAID and the broader reduction in US funding; and secondly, the lack of material production by Demand Driven World. Sponsorship revenue was significantly strengthened by a restructured offering, which included higher charges for branding and improved overall margins.

Attendance was lower than in 2024, largely due to the loss of delegates from the global public health sector. It is estimated that at least 70 delegates from this sector were unable to attend as a result of the international funding cuts.

The venue once again proved popular with delegates, who provided positive feedback. Service was excellent overall, and the few minor issues that arose were promptly resolved by the Century City Conference Centre staff.

Technical services were significantly improved from 2024 with the appointment of a new supplier, The AV Company.

Thank you to the following sponsors for their incredible support.

Diamond Sponsor

TRANSNET



Gold Sponsors



Silver Sponsors



Support Sponsors



At the closing dinner that ended the conference on a festive note, prizes were awarded to the following outstanding speakers and exhibitors:

- The Most Innovative Presentation - Deborah Dull
- The Best Speaker - Carol Ptak
- Best Exhibition Booth – Open Learning Group
- Best Single Unit Stand – B2Wise
- Best Multiple Unit Stand – DHL Group

Thank you to those who have supported the Association over the years, by continually attending, volunteering on the speaker committee, on the judging panel and on exhibiting, speaking, and sponsoring the event.

The conference has been described as a world -class conference by many and its success can be attributed to the extraordinary efforts from Upavon Management, the commitment of the SAPICS staff and the promotion by the speakers, the volunteer committees and the Board, sponsors and exhibitors.

A comprehensive record of the 2025 Conference can be found here:

<https://www.sapics.org.za/sites/default/files/2025-12/2025%20Conference%20Ezine.pdf>

7 SOCIAL MEDIA AND MARKETING

PLATFORM	DECEMBER 2023 # OF FOLLOWERS	DECEMBER 2024 # OF FOLLOWERS	DECEMBER 2025 # OF FOLLOWERS
LinkedIn	9230	11 855	13 985
Facebook	3021	3127	3221
Knowledge Junction	187	340	561
You Tube	457	505	624

E-Zines and News

All SAPICS news articles, press releases and announcements are loaded onto the News page of the Website. Corporate members are able to send it their thought leadership articles. This page is an excellent source of information and content for SAPICS members.

An E-Zine was created in December 2025. It can be read here: <https://www.sapics.org.za/sapics-ezine>

All content created from the SAPICS events can be found on the SAPICS You Tube channel: [SAPICS - YouTube](#)

8 Concluding remarks

SAPICS' performance in 2025 reflects a resilient and adaptive organisation, successfully balancing financial sustainability with member value creation. With 890 members, 56 events reaching over 5,200 attendees, a profitable 47th Annual Conference, and the launch of Knowledge Junction as a dedicated learning platform, SAPICS demonstrated both operational strength and strategic momentum. The organisation closed the year with R3,880,997 in capital and reserves and R4,139,595 in cash, providing a solid foundation for the work ahead.

Looking ahead to 2026, the focus will be on deepening impact rather than expanding breadth — ensuring SAPICS remains relevant, influential, and indispensable to the African supply chain community. Priorities include further growing membership, advancing the Knowledge Junction platform, deepening partnerships with global certification bodies, and continuing to extend SAPICS' footprint across Southern Africa.