



**The Western Cape Funding Fair 2018**  
Programme and exhibitor information

The Western Cape  
Department of Economic  
Development and Tourism  
and Deloitte welcome  
you to the Western Cape  
Funding Fair 2018

*The Western Cape Funding Fair is a joint initiative between Deloitte Western Cape and the Department of Economic Development and Tourism which aims to facilitate face-to-face contact between entrepreneurs/ businesses and various funding institutions*

*within the region. It is an exhibition and conference styled platform, seeking to educate and empower businesses on the holistic approach and processes to follow in turning ideas into bankable business plans that attract the right type of funding and investment.*

## Western Cape Funding Fair Speaker Programme 2018

Time	Speaker	Topic / Theme
<b>08h30 - 08h35</b>	<b>Marius Alberts</b> Regional Leader Deloitte Western Cape	Welcome
<b>08h35 - 08h45</b>	<b>Rashid Toefy</b> Deputy Director General Department of Economic Development and Tourism	Opening address
<b>08h45 - 08h50</b>	<b>Mweli Ndaba</b>	Master of ceremonies
<b>Move into auditorium</b>		
<b>09h00 - 09h45</b>	<b>Pavlo Phitidis</b> CEO Aurik Business Accelerator	Building a relevant business into the future
<b>09h50 - 10h30</b>	<b>Paul Kim</b> CEO Picsa	Fire side chat on funding, the lessons learnt in fund raising
<b>10h35 - 11h10</b>	<b>Panel Discussion</b> Moderator: <b>Matsi Modise</b> - Managing Director SiMODiSA Panellists: <b>Pavlo Phitidis</b> - CEO Aurik Business Accelerator <b>Tanya Van Lill</b> - Southern African Venture Capital and Private Equity Association <b>Paul Kim</b> - CEO Picsa	Building a relevant business into the future
<b>TEA 11h10 - 11h25</b>		

**11h30 - 12h15**

### Panel Discussion

Moderator:

**Kieno Kammies** - Cape Talk

Panellists:

**Florence Musundwa**

- MD Reign Supreme Holdings

**Ryan Ravens** - CEO

Accelerate Cape Town

**Fazielah Allie** - MD K9

Pet foods, Woolworths

SA Supplier Development  
beneficiary

Unpacking Enterprise and  
Supplier Development (ESD):

- Opportunities for SMEs
- Key considerations
- Requirements

**12:20 - 12:35**

### Ndumiso Khoza

Deloitte Senior Manager

Deloitte Digital Venturing  
Programme

**12h35 - 13h00 LUNCH**

### Masterclass

**13h05 - 13h35**

### Arnold February

Area Manager  
Business Partners

A finance focus session,  
understanding the numbers,  
entrepreneurial mistakes and  
structuring forecasts

**13h35 - 14h25**

### Hayley Walters

Independent Advisor  
Seed Engine  
&  
**Omeshnee Naidoo**  
CIO  
City of Cape Town

Leveraging digital to drive  
entrepreneurial success

**14h30- 15h00**

### Peter-Jon Thebus

Department of Economic  
Development and Tourism

Investment Readiness for SMEs

**15h00 CLOSE**

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## **Western Cape Funding Fair**

### **List of Exhibitors**

1. Absa
  2. Agis Investments
  3. Business Partners
  4. CDI Capital
  5. City of Cape Town Water Desk
  6. Department of Small Business Development
  7. Department of Trade and Industry (DTI)
  8. Edge Growth
  9. FNB
  10. Industrial Development Corporation (IDC)
  11. Masisizane
  12. Nedbank
  13. National Empowerment Fund
  14. Pitch Lab
  15. SA Furniture Initiative
  16. SARS
  17. Small Enterprise Development Agency (SEDA)
  18. Small Enterprise Finance Agency (SEFA)
  19. Standard Bank
  20. Technology Innovation Agency (TIA)
  21. TNK Attorneys
  22. Up-rise Africa
  23. Western Cape Business Opportunities Forum (WECBOF)
  24. Y2k Finance
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# SPEAKERS

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**Marius Alberts**

Regional Leader  
Deloitte  
Western Cape



Marius was appointed as the regional leader for Deloitte in the Western Cape in January 2013. He is a qualified attorney and became a director of the firm in 2005. He also leads Deloitte's Risk Advisory business in the Western Cape. In 2007 Marius was chosen to lead Deloitte's national Forensics Unit where he went on to build a team which established a reputation for combating fraud and corruption. Marius is one of Deloitte South Africa's leading spokespeople on the topics of fraud and anti-corruption and continues to Lead Deloitte Tip Offs Anonymous, Africa's leading whistle-blowing and ethics line.

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**Alan Winde**

Member of  
the Executive  
Council of  
Economic  
Opportunities  
Western Cape  
Government



Before Alan Winde began his career in politics, he started and successfully operated 10 businesses. While running his businesses, he became active in his community. As a respected and trusted member of society, in 1996, he ran as an independent candidate and was successfully elected to the South Cape District Council.

Shortly afterwards, Alan was approached by the leadership of the Democratic Alliance, a party which believes in creating an open, opportunity society for all the people of South Africa, to run for Provincial Parliament in the Western Cape under its banner, a responsibility and challenge which he gladly accepted.

Between 2000 and 2009, Alan served various political roles, including being the Chief Whip of the official opposition, Western Cape Provincial Finance Chairperson and Member of the Executive Committee.

When the Democratic Alliance won the Western Cape Province in 2009, Alan was elected to serve as the Minister of Finance, Economic Development and Tourism. He was appointed to office by Premier Helen Zille on the 8th of May 2009.

In 2014, the Democratic Alliance won the Western Cape Province with an even greater majority, and Minister Winde was selected by Premier Helen Zille to become Minister of Economic Opportunities, in charge of the Department of Agriculture and the Department of Economic Development and Tourism. The above portfolios were joined under one Ministry to increase cohesion and alignment in the economy. He was inaugurated into the role on 26 May 2014.

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**Rashid Toefy**

Deputy Director  
General:  
Economic  
Operations in  
the Department  
of Economic  
Development  
and Tourism



Rashid Toefy is the Deputy Director General: Economic Operations in the Department of Economic Development and Tourism in the Western Cape.

Before joining the department, Rashid was the Managing Director of MCI in Africa. The MCI Group is the world's largest conference and association management company, and brings people together through innovative meetings, events and congresses and provides strategic association management consultancy in 60 cities around the world.

From 2008 - 2014, he served as the Chief Executive Officer of the Cape Town International Convention Centre (CTICC), the leading convention centre in Africa, positioning it as a global leader in sustainability.

Rashid has worked extensively in the travel and tourism industry, both in South Africa and abroad. He spent three years based in Amsterdam, developing business and marketing strategies for travel companies and tourism businesses in over 30 countries, working extensively in Central Europe and Latin America. Rashid is a member of the United Nations Global Compact Advisory Board in South Africa.

He has a degree in Economics and Environmental Science, as well an MBA from the University of Cape Town with his Masters Dissertation focusing on Collaborative Leadership, balancing discipline and diversity in effective decision making.

Rashid is a thought leader on sustainability and implementation of triple bottom line principles within an organisation. He has spoken at several conferences, both in South Africa and abroad, about the importance and value of establishing social and environmental consciousness in businesses.

Rashid hates settling for mediocrity, and wants to do profound things that impact positively on all those around him.

He says: "We all need to make the following two ancient philosophies part of our lives....the first is the Japanese concept of Kaizen – "continuous improvement" and the second is the uniquely African concept of Ubuntu meaning "I am because we are".

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**Mweli Ndaba**  
Independent Consultant



Mweli Ndaba, a UCT alumnus, is a qualified chartered accountant who completed his training contract at Deloitte where he subsequently served as manager in Audit and later Corporate Finance Advisory. His professional experience spans various industries including Banking, Development Finance, Health, Education, ICT, Manufacturing and Transport with both Public and Private sector clients. Although predominantly based in South Africa, he has delivered short-term engagements in Namibia and Zambia and has broadened his career on the African continent following his move to Barclays Africa.

As a member of SAICA Mweli is passionately engaged with learning and transformation to impact socio-economic development, with particular interest in the role of the SMME sector and the human capital that drives it. Mweli has been the Western Cape Funding Fair Master of ceremonies since its inception in 2015.

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**Paul Kim**  
Chief Executive Officer  
PicSA



Paul is the CEO of PicSA, a company that partners with agricultural employers to improve the financial wellbeing of their employees. He started his actuarial career at Metropolitan Employee Benefits followed by GRS Actuarial Consulting before switching over to entrepreneurship and startups in 2010. He was previously the CEO of Qurio, a full-service data gathering and analytics company.

Paul is an actuary by profession but has spent the bulk of his working career trying to understand how to bring people together, align them and guide them in the right direction. He also has a keen interest in human behaviour, sustainability, stewardship, and creating meaningful businesses that add value to all stakeholders.

Outside of work Paul enjoys spending time with family and friends, helping others think through difficult decisions, and making sure that he doesn't fall off the Discovery Vitality hamster wheel.

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**Pavlo Phitidis**  
Chief Executive Officer  
Aurik Business Accelerator



As an entrepreneur and director of various businesses, Pavlo offers over 22 years of direct experience in conceptualising and developing business in South Africa. He has developed and brought to market business assets in excess of R1bn through a combination of company start-ups, company turnarounds, company sales and a number of acquisitions for the purposes of company listings on the JSE. This has provided Pavlo with a beginning-to-end view on the entire business building process through all developmental stages to sale across a number of sectors and industries.

Using his hands-on experience, business capabilities and relationship networks, he continues to support the growth of entrepreneurs through [www.aurik.co.za](http://www.aurik.co.za), a venture capital business accelerator that offers support for early-stage and growth-stage business owners to grow their businesses into Assets of Value. Aurik also serves big business and corporate South Africa through its turnkey Enterprise Supplier Development (ESD) programmes which provide targeted business development support to beneficiary SMEs and ESD points for corporate clients. Finally, Aurik has under his leadership established Corporate Innovation Accelerators to support big business future acquisitions.

Pavlo is the resident entrepreneurial and business development content contributor for Talk Radio 702 and 567 Cape Talk, presenter and host of The Growth Engines for Business Day TV, newspaper and digital, the growth content contributor for Entrepreneur Magazine and a keynote speaker at both local and international business conferences.

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**Tanya van Lill**  
Chief Executive Officer  
Southern African Venture Capital and Private Equity Association



Tanya van Lill joined the Southern African Venture Capital and Private Equity Association (SAVCA) in March 2017 as CEO, after a rewarding 10-year career at the Gordon Institute of Business Science (GIBS). There, she fulfilled the roles of Director of Academic Programmes, and learning and development specialist, focusing on management and leadership development across a wide range of sectors. During her tenure, she served on the board of the Executive MBA Council (EMBAC), an international academic association that represents the executive MBA industry.

Tanya holds a BCom Informatics and Honours in Business Management degree from UNISA as well as a post-graduate diploma and MBA from GIBS. Her thesis was dedicated to the methodology behind developing a global mindset. As a strategic and creative thinker, Tanya's interests lie in both human and organisational development, with the aim of shaping the ongoing growth and success of Southern Africa's private equity and venture capital sector. Tanya is also an avid powerlifter as well as a motorbike and fitness enthusiast.

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**Florence Musundwa**  
Managing Director of Reign Supreme Holdings



As the MD of Reign Supreme Holdings, Florence is a born facilitator of growth, passionate leader and advocate for advancing entrepreneur's participation in the development of Africa's economy. Reign Supreme Holdings is an organisation which offers a blend of research, planning, content development, project management and intellect for the conferencing industry. Ultimately delivering thought leader platforms, strategies and initiatives that offer clients insight, knowledge and solutions targeted at the entrepreneurship landscape as well as knowledge that capacitates entrepreneurs and professionals. Florence founded Grow Supplier ZA, a business development initiative which aims to help suppliers build sustainable businesses. In 2013, she also founded Investing in Women Entrepreneurs Global Organisation (INWEGO).

Florence holds a BA degree in Journalism from the University of Johannesburg and a Honours degree in Political Communication from the University of North West. She also holds certificates of completion in Enterprise Supplier Development from Commerce Edge Academy and from South African Venture Capital Association (SAVCA) - GIBS Private Equity foundation course and the Venture Capital foundation course.

Florence is the member of the G20 YEA, B20 Argentina SME Development task force 2018 and she a recipient of the 2018 Exceptional Woman of Excellence Award by the All woman leagues - Women Economic Forum.

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**Kieno Kammies**  
Talk Show host  
Cape Talk



Kieno Kammies has become synonymous with asking tough questions. His frank and direct approach has won him many fans. Kieno is dismissive of spin and invites opinions challenging his own. But it's not all hard talk with this experienced journalist and radio personality.

Kieno cares deeply about the community in which he lives and works. His compassion for those less fortunate, those who've been wronged or ignored by the state is evident.

His presence on Breakfast has made major names a regular feature on CapeTalk. Kieno's interviewed CEO's, Ministers, industry leaders and trend-setters. Some of his interviews have resulted in changes in policy. A focus on MediClinic, for example, resulted in the group of hospitals changing the way they do triage. His interview with social workers assisting a young Melkbos boy, who'd been left orphaned following a fire, resulted in both retailers and individuals donating much-needed supplies and clothing.

Follow Kieno on twitter: @KienoKammies

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**Ryan Ravens**  
CEO  
Accelerate Cape Town



Ryan Ravens is the CEO of Accelerate Cape Town, a business leadership organisation representing top-tier corporate business in the Cape Town city region. He currently holds three degrees including an MBA from the University of Cape Town (UCT), in addition to numerous globally recognised professional certifications such as CIPM: PMBOK and PRINCE2. Ryan, a life-long entrepreneur, owned and managed a successful management consultancy for a number of years before he was approached by FIFA in 2006 to develop the first draft of the masterplan for the 2010 World Cup – delivered months later to high acclaim, Ryan was asked to join FIFA on a full-time basis to oversee implementation of the event. Following the successful delivery of the FIFA 2010 World Cup, he was head-hunted by the Gauteng Growth and Development Agency (formally BlueIQ) where he served as Group Executive: EPMO (Enterprise Programme Management Office), as well as Strategic Partnerships. Following a 3-year stint with the agency, Ryan returned to his entrepreneurial roots with investments in numerous start-ups including solar renewables, large-scale project advisory services, and cloud-based software development. Ryan has extensive experience in leadership positions across both public and private sectors, has worked in all the major SA cities, as well as geographically diverse regions such as Shanghai, Lagos, Doha, and Zurich. Ryan believes in the power of education to transform lives and is passionate about making a positive difference in the SA socio-economic landscape.

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**Fazielah Allie**

Managing  
Director  
K9 Pet Food



Fazielah Allie grew up in the Malmesbury area of the Western Cape, and began her career in the pet food industry at a young age. At Promeal, she worked her way up to the top positions of Financial Director, then Managing Director. After a few years at Promeal, Fazielah was ready for a new challenge.

She had always wanted to own a business and in 2014, she bought a 70% share of the K9 Pet Food business. At that time, K9 Pet Food was an ailing frozen pet food business run from a small factory in Diep River, employing 11 staff members. Fazielah knew that the pet food industry was full of opportunity and she believed that with her experience and vision she could build a successful business.

Today K9 employs 48 staff members and has recently started the supply of wet Pet food to Woolworths. The 5 year supply contract with Woolworths meant a 5 time increase in production output, projected to increase substantially by the end of this year.

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**Ndumiso Khoza**  
Senior Manager  
Deloitte

Ndumiso is a digital native who has extensive knowledge and experience in digital business and integration consulting, where he was responsible for solving business problems using technology. With a passion for innovation, entrepreneurship and digital transformation, he has been involved in the implementation of strategic digital solutions for some of South Africa's major corporate clients across different industries. At Deloitte, Ndumiso is responsible for leading the Digital Venturing Programme.

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**Arnold**

**February**  
Area Manager  
Business  
Partners



Business Partners Limited is a specialist risk finance company that provides customised financial solutions, sectoral knowledge, mentorship, business premises and other added-value services for formal small and medium enterprises (SMEs) in South Africa and selected African countries. We're passionate about funding, supporting and mentoring entrepreneurs, or as we affectionately like to call them, the square pegs in a sea of round holes.

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**Hayley Walters**  
Independent  
Advisor  
Seed Engine

Hayley is an Independent Business Advisor at Seed Engine, which provides fast-track and practical entrepreneurship training, incubation and mentoring to start-ups and early phase entrepreneurs. They provide high-impact business development support and access to markets whilst assisting them to become funding ready.

Hayley has more than two decades of professional consulting experience, including as a Managing Director in the Accenture Strategy practice, delivering complex cross-functional transformation programmes to drive improved business results for clients. Her areas of expertise include strategic cost management; leveraging digital and new IT to address the next cost frontier and growth; back-office transformation; strategic sourcing and procurement; integrated supply-chain management; capital projects; shared services and organisation-wide cost transformation. She has led the Accenture Supply Chain Executive Network for Africa which comprises of over 50 director and executive level professionals and is currently the Chairperson for the CIPS Adjudication Committee.

Hayley is a strong believer that people are an organisations best asset and has led the Accenture Women's Forum; participated as a guest speaker at international Woman Leadership Forums; in addition to playing a part in South African Diversity mentoring for individuals, teams and in enterprise development programmes.

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**Omeshnee  
Naidoo**

Chief Information Officer  
City of Cape Town



Omeshnee Naidoo is the CIO at the City of Cape Town. She has worked in the ICT industry for over 15 years and brings with her a wealth of public sector and FMCG industry based experience.

In this digital transformational world, Omeshnee is a strong believer and advocate of being able to adapt to "new" ways of doing things on a daily basis. This can be seen from her own career of having consulted across the globe on various system and strategy implementations and then moving into local and regional CIO roles. She has extensive experience in leading large scale ERP based implementations through to driving strategy and implementations for digital transformation.

Omeshnee has a personal passion for people development, most especially in the female and small business entrepreneurship spaces.

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**Peter-Jon  
Thebus**

Department of Economic Development and Tourism



Peter-Jon Thebus is an Enterprise Development Specialist at the Western Cape Department of Economic Development and Tourism. He has been actively involved in direct funding and various access to finance initiatives for the last eight years.

His role as an Enterprise Development Specialist involves working with businesses through structured departmental programmes in areas such as Investment Readiness, Supplier Development and value chain support for earmarked sectors. In his role he has built up the capacity and experience which has seen many small businesses successfully scale and grow. With his passion for business and his heart for development, this has allowed him to help small businesses gain momentum backed by strategic focus.

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**Matsi Modise**

Managing Director  
SiMODiSA



Managing Director of SiMODiSA, an industry association whose mission is to accelerate entrepreneurship by collaborating with policy makers to enhance the success rate of high impact, high growth entrepreneurs in South Africa.

She is the founder of Furaha Afrika Holdings, a Pan African enterprise development advisory and investment firm. Her experience ranges from Investment Banking at Investec Bank Ltd, and Enterprise Development advisory with South African banks, institutions of higher learning and corporate entities. Matsi currently sits on the Barclays Africa Shared Growth Advisory Board; Agri-Vie Private Equity Fund; The Innovation Hub as a Non-Executive Director and Orange Corners, an incubation initiative of the Kingdom of the Netherlands. She is a subcommittee member of the South African Venture Capital/Private Equity Association (SAVCA) and the South African Bureau of Standards (SABS) Innovation Management committee.

In 2016, she was selected by the World Economic Forum (WEF) as one of the Top 50 Global Shapers to attend the WEF Annual Meeting in Davos, Switzerland and was named one of the Top 30 African leaders in technology, business, art, science, politics, design and media by Quartz Media Africa. She has won numerous awards and global recognition and was named one of the Top 100 Young Independent Disruptors by Independent Day Media, and the Coca-Cola Young Achiever of the year award at the Women In Leadership – Africa Summit 2013. Matsi hosts a weekly business mentorship show on SAfm and Radio 2000 and is a guest contributor on Destiny Magazine.

# EXHIBITORS

## ABSA

Contact Person	Gordon Sharman
Organisation name	Absa Bank
Email address	gordons@absa.co.za
Contact number	021 816 4123 or 082 786 7048
What is your organisations mandate/key services or focus area?	Absa Bank offers a full range of Banking Products and Services such as loan funding, investments and transactional/payments solutions. The Bank also offers a range of products and services aimed specifically at Enterprise development.
Investment type	Loan Funding
Investment range in rands	Unlimited
Basic qualifying criteria	Must be a viable project/business that can provide all necessary historical/projected financial, business plan and marketing plan.

## Agis Investments



Contact Person	Nic Raubenheimer
Organisation name	Agis Investments
Email address	nic.raubenheimer@agis-investments.com
Contact number	010 593 6440
What is your organisations mandate/key services or focus area?	Agis Investments provides growth capital to SMMEs. We back owner managers - particularly in the FMCG space - who look for long-term partners and seek aggressive growth.
Investment type	Equity
Investment range in rands	R2-8 million
Basic qualifying criteria	Business needs to be customer-facing, cash-flow positive, and provide management accounts.

## Business Partners



Contact Person	Estelle Grobler
Organisation name	Business Partners Ltd
Email address	egrobler@businesspartners.co.za
Contact number	041 367 1082
What is your organisations mandate/key services or focus area?	We are a specialist Risk Finance company for formal small & medium entrepreneurs (SMEs)
Investment type	Deals are structured using equity, shareholders loan accounts, revenue sharing and term loans.
Investment range in rands	R500 000 – R30 million
Basic qualifying criteria	Application for finance are assessed on the viability of the business which comprises two important elements: the business and the entrepreneur

## Black Umbrellas



Contact Person	Ezzad Fakier
Organisation name	Black Umbrellas
Email address	ezzadf@blackumbrellas.org
Contact number	021 447 7156
What is your organisations mandate/key services or focus area?	Black Umbrellas is an enterprise and supplier development organisation that assists small to medium size businesses through its incubation program.
Investment type	n/a
Investment range in rands	n/a
Basic qualifying criteria	n/a

## Edge Growth



Contact Person	Richard Chapman
Organisation name	Edge Growth
Email address	rchapman@edgegrowth.com
Contact number	021 671 2658 or 083 423 6559
What is your organisations mandate/key services or focus area?	Enterprise and Supplier Development: Business Acceleration and Investment funding
Investment type	Equity, Debt, Mezzanine: Our investments are tailored to the needs of the businesses we partner with.
Investment range in rands	R5 million – R20 million
Basic qualifying criteria	Post-operations and sales businesses seeking growth funding. Preference for businesses with the ability to supply corporates in the financial services sector with > 50% black ownership.

## Industrial Development Corporation (IDC)



Contact Person	Denise Reddy
Organisation name	IDC
Email address	deniser@idc.co.za
Contact number	N/A
What is your organisations mandate/key services or focus area?	Development Finance
Investment type	Debt, Equity, Quasi, Guarantees, Trade Finance, Bridging Finance, Venture Capital
Basic qualifying criteria	Align with IDC mandate – refer <a href="http://www.idc.co.za">www.idc.co.za</a>

**Masisizane Fund**

Contact Person	Portia Zilwa
Organisation name	Masisizane Fund (old Mutual)
Email address	pzilwa@oldmutual.com
Contact number	021 509 5074
What is your organisations mandate/key services or focus area?	<p>The funds focus is on enterprises that are 51% or more owned by previously disadvantaged individuals giving priority to youths, people with disabilities and women. The fund provides loan finance in the following sectors</p> <ul style="list-style-type: none"> <li>-Agri business</li> <li>-Franchising</li> <li>-Supply Chain</li> </ul>
Investment type	Loans
Investment range in rands	R1 million – R10 million
Basic qualifying criteria	<ul style="list-style-type: none"> <li>-Comprehensive business plan</li> <li>-Past financials (3 years)</li> <li>-Latest management accounts</li> <li>-Financial projections (5 years)</li> <li>-Tax Clearance certificate</li> <li>-Off-take agreements/contracts</li> <li>-Signed consent for a credit check</li> </ul>

**Nedbank**

Contact Person	Etienne Victor
Organisation name	Nedbank Ltd
Email address	ettiennevi@nedbank.co.za
Contact number	082 909 4199
What is your organisations mandate/key services or focus area?	Commercial Bank - offering the full spectrum of banking solutions
Investment type	Shares - Listed on JSE

**Small Enterprise Development Agency (SEDA)**

Contact Person	Sibongile Somdaka
Organisation name	Small Enterprise Development Agency (SEDA)
Email address	ssomdaka@seda.org.za
Contact number	021 483 3640 or 072 573 2193

What is your organisations mandate/key services or focus area?

The Small Enterprise Development Agency (SEDA) is an agency of the Department of Small Business Development. It is mandated to implement government's small business strategy; design and implement a standard and common national delivery network for small enterprise development; and integrate government-funded small enterprise support agencies across all tiers of government. Seda's mission is to develop, support and promote small enterprises throughout the country, ensuring their growth and sustainability in co-ordination and partnership with various role players, including global partners, who make international best practices available to local entrepreneurs.

**Offerings**

- **Seda Business Build** – Offerings focusing on clients who want skills to sustain and strengthen their businesses.  
*Assistance Provided:* • Capacity Building Systems  
• Mentorship • Tender Advice/Procurement • Export Readiness • Franchising
- **Seda Business Grow** – Offerings focusing on clients who want to grow their businesses and expand nationally and internationally.  
*Assistance Provided:* • Business Systems Development  
• Cooperative Support • Growth Strategies
- **Seda Business Talk** - Offerings focusing on clients who want information on starting a business.  
*Assistance Provided:* • Business Advice and Information  
• Small Enterprise Training • Business Registration
- **Seda Business Start** – Provides tools and techniques for clients who are ready to start a business and want assistance and direction.  
*Assistance Provided:* • Business Planning • Business Counselling • Facilitation of Access to Finance • Business Support

## Small Enterprise Finance Agency (SEFA)



Contact Person	Bonita Daniels
Organisation name	Small enterprise finance agency
Email address	bonitad@sefa.co.za
Contact number	021 425 6774
What is your organisations mandate/key services or focus area?	To foster the development of small and medium sized enterprises, and co-operatives. Our key service is loan funding. Target groups: youth, women, PDIs and people with disabilities.
Investment type	Loans
Investment range in rands	R50 000 – R5 million

## Technology Innovation Agency



Contact Person	Kagiso Ntanga / Mbalenhle Madlala
Organisation name	Technology Innovation Agency (TIA)
Email address	kagiso.ntanga@tia.org.za; mbalenhle.madlala@tia.org.za
Contact number	031 271 4525 / 078 812 4139 / 082 808 9180
What is your organisations mandate/key services or focus area?	TIA is an entity of the Department of Science and Technology mandated to enable and support technology innovation across all sectors of the economy. The purpose of TIA is to create socio-economic benefits for all South Africans, enhance economic growth and job creation while increasing South Africa's global competitiveness
Investment type	Grants
Investment range in rands	Project specific
Basic qualifying criteria	Project must demonstrate technological innovation



## Y2K finance

Contact Person	Jenny Classen; Charlene van Wyk
Organisation name	Y2K Finance Pty Ltd
Email address	info@y2kfinance.co.za
Contact number	021 534 0906; 060 445 4241
What is your organisations mandate/key services or focus area?	Y2K Finance is more than just about "handing out money". We are a catalyst "contract finance" provider to SMMEs in the Western Cape. We believe in harnessing the power of small business through an easy to use finance solution.
Investment type	Bridging finance/contract finance
Investment range in rands	R10 000 – R80 000
Basic qualifying criteria	Have a confirmed PO/Contract 51% women owned All business compliance documents



## Department of Trade and Industry (DTI)

Contact Person	Lionel Archillies
Organisation name	The Department of Trade and Industry
Email address	larchillies@thedi.gov.za
Contact number	021 480 8060   071 610 9558
What is your organisations mandate/key services or focus area?	<ul style="list-style-type: none"> <li>- Broadening economic participation</li> <li>- Manufacturing investment</li> <li>- Export promotion</li> <li>- Film &amp; TV; Business process outsourcing</li> <li>- Infrastructure development</li> </ul>
Investment type	Provide co-funding grants and incentives to qualifying enterprises
Investment range in rands	R1m – R50m; based on industry type and qualifying enterprises
Basic qualifying criteria	<ul style="list-style-type: none"> <li>- Registered business (for profit)</li> <li>- Tax clearance + BEE Certificate</li> <li>- Operating for minimum 12 months</li> <li>- Able to provide own contribution</li> <li>- Be in a sector supported by DTI</li> </ul>

## National Empowerment Fund



Contact Person	Palesa Mzolo
Organisation name	National Empowerment Fund (NEF)
Email address	mzolop@nefcorp.co.za
Contact number	021 431 4760
What is your organisations mandate/key services or focus area?	NEF is a driver and thought-leader in promoting and facilitating black economic participation through the provision of financial and non-financial support to black-empowered businesses.
Investment type	Loans
Investment range in rands	R10 000 – R80 000
Basic qualifying criteria	- Commercial viability - Job creation

## PitchLab



Contact Person	Limont Lehman, Scott Carr, James Lehman
Organisation name	PitchLab
Email address	Limont@pitchlab.co.za
Contact number	072 384 0888
What is your organisations mandate/key services or focus area?	PitchLab is a technology based platform that introduces entrepreneurs seeking funding to pre-qualified investors seeking opportunities.
Investment type	Equity, Working Capital Finance, Loans
Investment range in rands	Up to R1million
Basic qualifying criteria	Varies, and depends on the match between entrepreneur and featured investor

## SA Furniture Initiative



Contact Person	Bernadette Isaacs
Organisation name	South African Furniture Initiative
Email address	bernadette@furniture.org.za ; safe.info@furniture.org.za
Contact number	021 286 0821/2
What is your organisations mandate/key services or focus area?	The South African Furniture Initiative (SAFI) is a joint initiative of industry, labour and government and thus has the common interest of promoting development and growth of the South African furniture industry for the benefit of all stakeholders.
Investment type	n/a
Investment range in rands	n/a
Basic qualifying criteria	n/a

## TNK Attorneys



Contact Person	Fazloodien Abrahams / Whilma Kelleman
Organisation name	TNK Attorneys and Conveyancers
Email address	whilma.k@tnklaw.co.za
Contact number	082 495 8989/ 021 391 0169
What is your organisations mandate/key services or focus area?	All legal services including training
Investment type	n/a
Investment range in rands	n/a
Basic qualifying criteria	n/a

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## Additional funding institutions

10XE

<https://10xe.co.za/>

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Anglo Zimele

[www.angloamerican.co.za](http://www.angloamerican.co.za)

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Bibby Apex Financial Services

<http://www.greenhousefoundation.co.za>

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Caban Investments

<http://www.caban.co.za>

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Clothing and textile service centre (CLOTEX)

<https://www.clotex.co.za/>

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Innovative Finance

[www.innovativefinance.co.za](http://www.innovativefinance.co.za)

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Newtown Partners

<https://www.newtownpartners.com/>

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Protea Equity

[www.proteaequity.co.za/](http://www.proteaequity.co.za/)

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Royal Fields Finance

[www.royalfIELDS.co.za/](http://www.royalfIELDS.co.za/)

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SA Businesses Resource Institute (SABRI)

[www.sabri.co.za](http://www.sabri.co.za)

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Seed Engine

[www.seedengine.co.za/](http://www.seedengine.co.za/)

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Thundafund

[www.thundafund.com/](http://www.thundafund.com/)

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Transaction Capital

[www.transactioncapital.co.za/](http://www.transactioncapital.co.za/)

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## Contacts

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Email: [tphilip@deloitte.co.za](mailto:tphilip@deloitte.co.za)

Website: [www.westerncapefundingfair.co.za](http://www.westerncapefundingfair.co.za)

Twitter #wcfundingfair

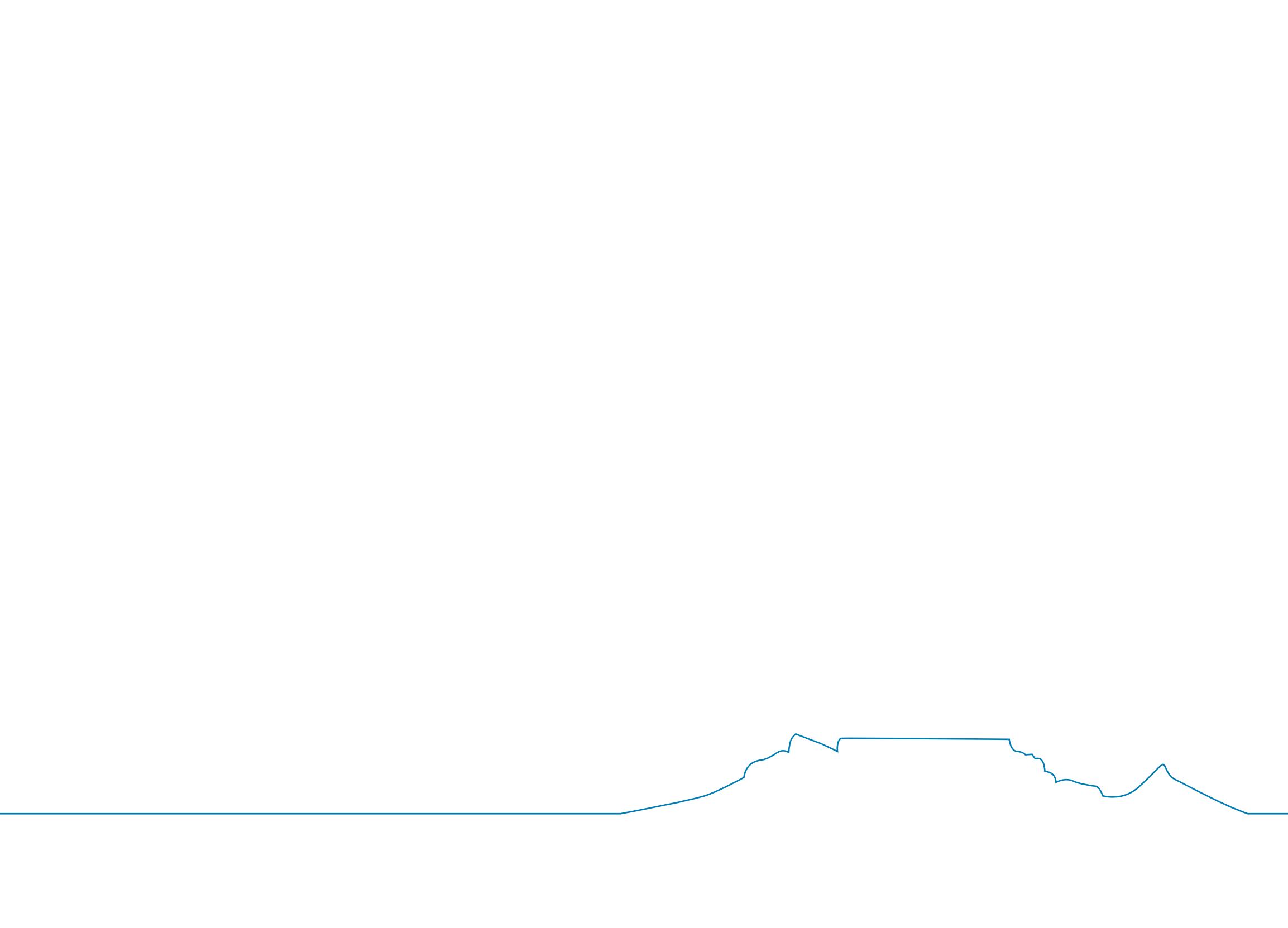
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*"The Western Cape Government recognises the power of growing enterprises in driving economic growth and job creation. Through our dedicated programmes we are committed to helping businesses secure the funding they require to succeed."*

*Provincial MEC of Economic Opportunities  
Alan Winde*

*"One of the things that differentiates the fair from other events of this nature, is that it isn't aimed exclusively at start-ups. The Western Cape Government believes, as do we at Deloitte, that it's important to support any worthy initiatives, whether they come from new or established businesses."*

*Deloitte Western Cape Regional Leader,  
Marius Alberts.*



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