





The Western Cape  
Department of Economic  
Development and Tourism  
and Deloitte welcome  
you to the Western Cape  
Funding Fair 2017

*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 businesses plans  
that attract the right type  
of funding and investment.*



## Western Cape Funding Fair Speaker Programme 2017

Time	Speaker	Topic / Theme
<b>08h30 - 08h35</b>	<b>Marius Alberts</b> Regional Leader Deloitte Western Cape	Welcome
<b>08h35 - 08h45</b>	<b>MEC Alan Winde</b> MEC of Economic Opportunities Western Cape Government	Opening address
<b>08h45 - 08h50</b>	<b>Mweli Ndaba</b> Independent Consultant	Event master of ceremonies
<b>Move into auditorium</b>		
<b>09h00 - 09h20</b>	<b>Matsi Modise</b> Managing Director SiMODiSA	Sketching the SMME landscape
<b>09h20 - 10h30</b>	<b>Panel Discussion</b> facilitated by Africa Melane Talk show host, Cape Talk  FUNDERS - Andrew Whitty - RainFin - Roy Fine - Growth Grid Capital - Arnold February - Business Partners - Clive Butkow - Grotech	Alternative funding models and new approaches
<b>10h30 - 10h40 - TEA</b>		
<b>10h40 - 11h15</b>	<b>Rapelang Rabana</b> Thought Leader and Entrepreneur	Inside of Innovation and Value Creation

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**11h15 - 12h15**

**Panel Discussion**

facilitated by Ryan Ravens - CEO  
Accelerate Cape Town

CORPORATE ENTERPRISE  
DEVELOPMENT

- Adam Ismail - Webber Wentzel
- Mishinga Kombo - Pick n Pay
- Ntombi Nonxuban -  
Rise Uniforms
- Richard Qonto - Pendairies

Strategic sourcing, and the opportunity (or not) it presents; how business and parastatals buy and procure services, what support or technical training is available, access to finance and access to market.

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**12h15 - 13h00 LUNCH**

**Masterclass**

**13h00 - 13h55**

**Jason Goldberg**

Founder of 10XE; Founding  
Director of Edge Growth; Co-  
Founder of Vumela Fund

Scaling up your business:  
managing growth in your  
business as you scale (lessons  
learnt, findings and advice).

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**14h00 - 14h55**

**Dylan Kruger**

Strategist - M&C Saatchi Abel

Target Market Segmentation in  
SA and driving sales through  
cost effective marketing  
strategies using social media.

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**15h00 - 15h55**

**Arnold February**

Area Manager - Business  
Partners

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

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**16h00 CLOSE**

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## Western Cape Funding Fair list of exhibitors

1. 10XE
2. ABSA
3. Agis Investments
4. Anglo Zimele
5. Bibby Apex Financial Services
6. Business Partners
7. Caban Investments
8. Clothing and textile service centre (CLOTEX)
9. Deloitte
10. Department of Economic Development & Tourism (DEDAT)
11. Edge Growth
12. Industrial Development Corporation (IDC)
13. Innovative Finance
14. Masisizane
15. Nedbank
16. Newtown Partners
17. Protea Equity

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18. Purple

19. Royal Fields Finance

20. SA Businesses Resource Institute (SABRI)

21. Small Enterprise Development Agency (SEDA)

22. Seed Engine

23. Small Enterprise Finance Agency (SEFA)

24. Social Investment Africa

25. Technology Innovation Agency (TIA)

26. Thundafund

27. Transaction Capital

28. Western Cape Business Opportunities Forum (WECBOF)

29. 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. 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. Between 2009 and 2012 he led the Western Cape Risk Advisory business. 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**  
MEC 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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## Andrew Whitty

Chief  
Commercial  
Officer  
RainFin



Andrew has been appointed as the Chief Commercial Officer at RainFin and will, in this role, expand RainFin's ability to meet the specific investment requirements of large scale institutional investors, commercial lenders, development banks, impact funds, and philanthropic & individual investors – as lenders on the RainFin platform. Prior to joining RainFin, Andrew accumulated 16 year's worth of investment banking experience both internationally and locally. He worked for 7 years at Bank of America in London in the credit structuring and structured credit sales team, and for the last 10 years at Barclays Africa Corporate and Investment Bank. At Barclay's his responsibilities included arranging, structuring and distribution of billions of Rand in corporate, government and structured debt products, to a variety of investors.

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## Jason Goldberg

Founder of  
10XE; Founding  
Director of  
Edge Growth;  
Co-Founder of  
Vumela Fund



Since starting his career at Bain and Co. and later as a corporate strategist, Jason has spent the last 10 years investing in, starting, scaling, advising, accelerating, and sitting on boards of high potential ventures. Jason brings his unique mix of experiences as an experienced investor, entrepreneur, strategist and his passion for growing business leaders to help venture leadership teams to scale themselves as leaders, build scalable teams with scalable cultures, and scale their businesses (operations, systems, boards). Jason's specialisations are growth strategy and scaling organisations after the Accelerator stage – helping teams navigate the most complex stage of building a business: transitioning from a start-up to a scaled enterprise.

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## Roy Fine

Director  
Growth Grid  
Capital



Roy from a young age has always been a passionate entrepreneur and was never “scared” to fail if starting, or being part of a start-up or early-stage business, if he and his partners believed in it.

He has always been involved in mentoring & supporting young entrepreneurs over many years.

Amongst various start-up businesses, Roy, together with his nephew Adam Fine, started FIVES FUTBOL ([www.fivesfutbol.co.za](http://www.fivesfutbol.co.za)) and serves as Chairman. He is actively involved in facilitating the process & development of these early-stage businesses using his significant “connectivity”. Others include “Zang” caffeinated chocolates (First and only in SA) ([www.zangchocolates.co.za](http://www.zangchocolates.co.za)), “Mapli” a unique transaction platform which services the Spar Group in SA, Kishugu Clothing (a BEE Level 1 clothing factory), to name just a few.

Roy’s background and that of his family is in the agricultural sector and at a young age he took over the family business, FINE BROS on Epping Market, which was one of the oldest agencies in the country. Later he was a founder and shareholder in the AFRIFRESH GROUP, ([www.afrifresh.co.za](http://www.afrifresh.co.za)) which is one of South Africa’s larger integrated agricultural companies, with 12 farms spread throughout South Africa. The group also developed successful businesses in the “food exports” ([www.berfin.biz](http://www.berfin.biz)) and “wine sectors ([www.africanpridewines.co.za](http://www.africanpridewines.co.za)), in which Roy was very involved, with the Head Office in Claremont, Cape Town.

Roy exited the Group in 2016 but remains a director of Afrifresh Holdings, which still has interests in large-scale farming in Zimbabwe, as well as fruit distribution centers in Europe & Asia.

Roy`s IP in the Agri sector and business in general is significant, and his “connectivity” and network across most sectors, both in South Africa and overseas is substantial.

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**Clive Butkow**  
Chief Executive  
Officer  
GroTech



Clive is the former Chief Operating Officer (COO) of Accenture South Africa, he has 28 years management consulting experience. During his tenure at Accenture (formally Arthur Anderson and Anderson Consulting), he played numerous leadership roles, including Managing Director of Accenture's Technology business as well as Managing Director of Accenture's Resources business. Since being promoted to partner in 1997, Clive led sales for various divisions including SAP, Resources and Accenture's Technology business, cultivating an entrepreneurial mindset which helped grow Accenture into one of the top emerging markets globally.

Clive is currently the CEO of GroTech, a disruptive digital technology Venture Capital Fund (VCC). Clive is also a nonexecutive director at Grovest (South Africa's first Venture Capital Company incorporated under Section 12 J of income tax act). He sits on various boards of the VCC's underlying companies including chairman on one of the companies. He also sits on the board of a large privately held ICT company. Clive joined Arthur Anderson in 1985 (now Accenture) after graduating from the University of the Witwatersrand with a B.Sc degree in Computer Science and Applied Mathematics.

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## Rapelang Rabana

Thought  
Leader and  
Entrepreneur



Recently honoured by the World Economic Forum as a Young Global Leader for 2017 and featured on the cover of Forbes Africa by the age of 30. Rapelang Rabana is an entrepreneur and thought leader in the burgeoning technology industry. A founding member of Yeigo Communications, one the first Voice Over Internet Protocol applications, her latest project Rekindle Learning has been profiled as a 'striking innovation' in mobile learning for both academia and corporate training environments. Named Entrepreneur for the World 2014 by the World Entrepreneurship Forum - Rapelang is lauded as an international speaker and has shared the stage with the likes of the president of Rwanda, Paul Kagame, and Professor Mohammed Yunus of Grameen Bank.

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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. She 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.

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**Ntombie  
Nonxuban**  
Founder and  
Director  
Rise Uniforms



Phakamile Industries is a player in the technical textile market, more specifically, a clothing manufacturing and services concept specialising but not limited to functional clothing such as uniforms, corporate wear and protective clothing. Products manufactured by Phakamile Industries goes to market under the “Rise” label/brand. Phakamile Industries is a supplier for discerning, quality-conscious buyers of safety clothing, uniform, corporate wear and complementary garments. The factory celebrates the work/school experience through modern design, colour and texture of fabric. We show customers how to transform their work/school wear to reflect and complement the image of their organisation/school. Phakamile Industries seeks to encourage customers to imagine what can be, and help make their vision a reality. We are driven to give every customer a brilliant experience by providing unique solutions in a fast and efficient manner.

A short video can be found at <http://www.picknpay.co.za/success-stories>  
More information is available at <http://riseuniforms.co.za/about.html>

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**Mishinga  
Kombo**  
Enterprise  
and Supplier  
Development  
Manager  
Pick n Pay



Before embarking on a career in retail, Mishinga worked in the Executive Office of the Secretary General Kofi Annan at the United Nations Secretariat in New York. Mishinga is an admitted Attorney of the High Court of South Africa and holds a Bachelor's Degree in Politics and Economics, a Bachelors of Laws Degree (LLB), and is currently pursuing a Masters in Tax Law.

As Manager of Pick n Pay's Enterprise and Supplier Development Programme, Mishinga is responsible for SMME integration at Pick n Pay. Mishinga works closely with the commercial, supply chain and buying teams at Pick n Pay to develop small suppliers, farmers and manufacturers. Pick n Pay provides small business owners, farmers and manufacturers access to Pick n Pay's local, regional, national retail shelves.

The Enterprise Development Academy has three key focus areas and aims, firstly to provide mentorship and business development support which helps small suppliers develop solutions to challenges that small business owners face such as cash flow, food safety, marketing and packaging. Secondly, to scale entrepreneurs and small businesses by engaging with strategic partners and stakeholders to drive collaboration, innovation and unlock new ideas and opportunities to ensure they are retail ready and thirdly to ensure that once these businesses are listed with Pick n Pay, they remain profitable and sustainable, that they are able to create jobs for the future.

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**Ryan Ravens**  
Chief Executive  
Officer  
Accelerate  
Cape Town



Ryan Ravens is the CEO of Accelerate Cape Town, a business leadership organisation aimed at voicing the views of corporate business in the Cape Town city region, in order to advance and implement sustainable, inclusive, economic growth. He currently holds three degrees including an MBA from UCT as well as numerous internationally recognised certifications including CIPM: PMBOK and PRINCE2.

Ryan has extensive experience in leadership positions in the public and private sectors having joined Accelerate Cape Town from his role as CEO of a holding company which invested in numerous initiatives including a project advisory consultancy; an ICT startup focused on developing web-based collaborative project management platforms; as well as innovative alternative energy solutions for sub-Saharan Africa. Ryan has spent much of his working career in all the major South African cities, as well as diverse international locations from Shanghai to Lagos, and had significant stints in Johannesburg and Zurich when he served as the masterplan project manager for the FIFA 2010 World Cup. Prior to being recruited by FIFA to manage the 2010 World Cup, Ryan owned and managed a successful management consultancy. He was head-hunted by the Gauteng Growth and Development Agency (formally BlueIQ) following the successful delivery of the FIFA 2010 World Cup, and served as Group Executive for EPMO (Enterprise Programme Management Office) as well as Strategic Partnerships. Following GGDA, Ryan served as CEO for TetraPlex (Pty) Ltd, with interests in solar renewables, project advisory services, and collaborative web-based platforms.

Ryan is able to seamlessly undertake complex operational and strategic planning and apply analytical and conceptual thinking in highly pressurised environments, and describes himself as having 'an intense entrepreneurial spirit'.

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## Adam Ismail

Partner  
Webber Wentzel



Adam Ismail is a partner in the Corporate Practice at Webber Wentzel. He specialises in mergers and acquisitions, both in South Africa and Africa and has acted for a range of clients in both the local and international arena. He has extensive experience in BEE transactions and has advised on a number of significant high profile BEE deals and has deep experience on the BEE Act and BEE codes of good practice.

Adam also has substantial experience in commercial real estate transactions, where he has been involved in the structuring and implementation of a number of high profile property development transactions and sales in South Africa and Africa. He joined Webber Wentzel in 2015 after a 16-year career at ENSafrica.

His expertise has been recognised by various international research organisations including Chambers Global (Corporate/ M&A), Legal 500 (Commercial, Corporate/ M&A), IFLR1000 (M&A) and Best Lawyers (Corporate). Adam is a member of the Commercial and Tax Law Committee of the Cape Law Society.

He completed his BA and LLB degrees at the University of Cape Town. He is an admitted attorney of the High Court of South Africa.

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## Africa Melane

Talk Show host  
Cape Talk



Africa Melane's wide-ranging interests and relentless curiosity stand him in good stead as co-host of Weekend Breakfast on CapeTalk. The mostly lifestyle-focused program reflects international headlines and gives listeners a run-down of interesting weekend events while exploring social media developments. Every Saturday and Sunday morning from 6:00 – 10:00 Africa unpacks the news of the week – at a weekend pace. He takes the time to engage with the audience on stories that matter and unpack the issues these stories raise. Because it's the weekend – Africa will also find out what it is that listeners must do, must see, must taste and must try. An accountant by training, Africa has spent a decade in broadcasting, both on and off the air. He is open-minded, compassionate and committed to making a difference.

In 2012 he was selected as one of Mail&Guardian's 200 Young South Africans.

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**Mweli Ndaba**  
Independent  
Consultant



Mweli Ndaba, a UCT alumna, 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.

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**Dylan Kruger**  
Strategist  
M&C Saatchi  
Abel



With 16 years' experience as a marketer and strategist, Dylan has written and implemented digital strategies for major brands in various verticals such as automotive, finance, beverages, beauty and various retail and FMCG some of those brands include Heineken SA, Namibian Breweries, Twinsaver, Yardley, Coca-Cola, Standard Bank, Cadbury, Nivea, Ford, Toyota & Lexus, Samsung, FNB, Standard Bank, as well as various brands in the Pernod Ricard group.

He has also written and developed global and regional strategies for Coca-Cola AMEA, Ford APA and Heineken AMEE.

Having worked as a corporate marketer before crossing the agency line, he understands client requirements and business realities. In this he shares the group philosophy that digital should be an integral part of the overall marketing strategy and always serve business objectives and ROI.

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**Richard Qonto**  
Managing  
Director  
Pendairies



Richard matriculated in 1989 with Maths and Science as his major subjects. In 1991 he joined Afrox as a cleaner, went up through the ranks and was later appointed as their first black sales representative. He resigned in 2002 to start his own gas distribution business for Afrox. In 1994 Afrox also paid for his studies at the Cape Technikon to study National Diploma in Marketing. In 2006 he was a participant in the SAB Kick Start Programme and won second prize as the entrepreneur of the province. In 2007 he entered into a distribution agreement with Parmalat to market/distribute their products to the bottom end (informal sector). Currently he has exclusive distribution agreements with Parmalat, Fair Cape, RCL Foods and Glenryck SA. His mandate is to promote their products and maximise their market share in the bottom end. In 2014 he successfully completed a one year Small Business Development Programme at the University of Stellenbosch and is currently studying a two year Post Graduate Diploma in Business Administration (PGDBA) at the University of the Western Cape.

In 2015 he was part of the DTI Trade Mission delegation that visited Vietnam and the Philippines to explore export business opportunities. The Philippines is calling on Pendairies to export long-life milk, and he is busy with that process now. He is also in the process of packing his own brands.

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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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# EXHIBITORS

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## ABSA

In association with  


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.

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## 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.

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Contact Person	Portia Zilwa
Organisation name	Anglo American Zimele – Sebenza Fund
Email address	Portia.Zilwa@angloamerican.com
Contact number	021 422 1511 or 060 972 0503
What is your organisations mandate/key services or focus area?	We provide funding to new & existing sustainable businesses with the aim of creating new permanent jobs. We also offer post funding Mentorship for funded entities.
Investment type	Loan-based funding with preferential interest rate.
Basic qualifying criteria	<ul style="list-style-type: none"><li>• Key deciding factor: The number of new and sustainable jobs to be created.</li><li>• Application must be a registered entity (ie.CC,(Pty) Ltd or Co-operative)</li><li>• Entity must be fully compliant (ie. Income Tax, UIF/ PAYE, (OIDA, etc.)</li><li>• Business Model/proposal must align with Sebenza Fund's lending &amp; evaluation criteria</li></ul>

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Contact Person	John Van De Rheede
Organisation name	Bibby Apex Financial Services
Email address	johnv@bibbyapex.co.za
Contact number	082 222 4449 or 021 761 2912
What is your organisations mandate/key services or focus area?	<p>One of the critical challenges facing Small Medium enterprise (SMEs) and Small Medium Micro Enterprises (SMMEs) is access to finance. Bibby Apex Finance has decided to play a role in this market by assisting prospective entrepreneurs with access to Tender Finance. With public and private sector procurement being regarded as one of the important levers to grow the Western Cape Economy, Bibby Apex could fulfil a vital role in the realisation of public and private sector procurement opportunities by SMEs and SMMEs. Should you have a tender of R100 000,00 or more, you are welcome to contact us.</p> <p>We also offer Invoice Discounting enabling businesses to have a continuous flow of working capital.</p>
Investment type	We provide short-term finance in the form of a loan.
Investment range in rands	R100 000 - R2 million
Basic qualifying criteria	The qualifying criteria is a good banking code (A – D), favourable balance sheet and a good track record.

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## 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

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## Caban Investments



Contact Person	Dylan James
Organisation name	Caban Investments Ltd
Email address	dylan@caban.co.za
Contact number	021 683 2425 or 084 244 6389
What is your organisations mandate/key services or focus area?	Caban is a multi-national full service VC firm providing both capital and a wide range of services to early stage ventures. With a combined 85 years of private equity experience and multiple international IPO's under their belt the business provides both a high level of support, expertise and access to markets.
Investment type	Private equity
Investment range in rands	Early stage – Variable
Basic qualifying criteria	Caban has a flexible deal structure approach and steer away from one size fits all solutions and welcome early stage and pre-funding opportunities.

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## Clothing and textile service centre (CLOTEX)



Contact Person	Adriana Scholtz and Melody Minwords
Organisation name	Clothing and textile service centre (CLOTEX)
Email address	adriana@clotex.co.za; melody@clotex.co.za
Contact number	021 637 3648
What is your organisations mandate/key services or focus area?	Clotex is a catalyst in the transformation of the SMME value chain in clothing and textiles. We also assist SMME's to leverage funding for their growth and further development of infrastructures
Investment type	N/A we are a support organisation to SMME's

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## Edge Growth



Contact Person	Richard Chapman
Organisation name	Edge Growth
Email address	rchapman@edgegrowth.com
Contact number	021 671 2658 or 083 423 65559
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.

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## High Street Capital



Contact Person	James Whitehouse
Organisation name	High Street Capital
Email address	james@highstreetcapital.co.za
Contact number	083 441 5980
What is your organisations mandate/key services or focus area?	Niche private equity. We invest off our own balance sheet & actively participate in a strategic/financial role.
Investment type	Equity
Investment range in rands	R1 million – R20 million
Basic qualifying criteria	Fully developed business plan

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## 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>

## Innovative Investments Company



Contact Person	Rudi Scholtz
Organisation name	Innovative Investments Company (Pty) Ltd
Email address	Rudi@innovativefinance.co.za
Contact number	072 500 8477 or 021 383 2726
What is your organisations mandate/key services or focus area?	The innovative Group of Companies, provides business support, equity investment and finance facilitation to SMEs in the industrial sector through our finance readiness programme.
Investment type	Equity, Quasi-Equity and Finance
Investment range in rands	R100 000 – R1 million
Basic qualifying criteria	Existing Industrial Business with sufficient shareholders contribution and access to markets

## Masisizane Fund



Contact Person	Meredith Ryan
Organisation name	Masisizane Fund (old Mutual)
Email address	mryon@oldmutual.com
Contact number	021 509 1925
What is your organisations mandate/key services or focus area?	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 -Agri business -Franchising -Supply Chain
Investment type	Loans
Investment range in rands	R1 million – R10 million
Basic qualifying criteria	-Comprehensive business plan -Past financials (3 years) -Latest management accounts -Financial projections (5 years) -Tax Clearance certificate -Off-take agreements/contracts -Signed consent for a credit check

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## Nedbank



Contact Person	Ettienne 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

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## Newtown Partners



Contact Person	Llew Claasen
Organisation name	Newtown Partners
Email address	llew@newtownpartners.com
Contact number	021 202 6049 or 082 974 1603
What is your organisations mandate/key services or focus area?	We are a seed-stage venture capital firm that looks to invest in highly scalable and disruptive technology start-ups.
Investment type	Equity
Investment range in rands	R500 000 – R5 million
Basic qualifying criteria	We invest in technology-based companies who have a minimal viable product and initial market traction. We prefer start-ups who are highly disruptive and who have developed a scalable product or software.

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## Protea Equity



Contact Person	Warren Soll
Organisation name	Protea Equity
Email address	warren@proteaequity.co.za
Contact number	N/A
What is your organisations mandate/key services or focus area?	We invest our own funds to unlock and accelerate growth in high potential South African SMEs as a hands-on strategic partner and growth capital provider.
Investment type	Equity
Investment range in rands	R1 million to R10 million
Basic qualifying criteria	South African SME in the funding bracket, highly capable team, generating cash profits, looking to scale

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## Purple



Contact Person	Gugu Sithole
Organisation name	Purple by Standard Bank
Email address	gugu.sithole@sbfuturelab.com
Contact number	082 663 6193
What is your organisations mandate/key services or focus area?	Premier, Personalised Banking for Entrepreneurs. In addition to the full suite of banking products, Purple offers bespoke business and personal credit applications both into Standard Bank, and to external institutions.
Investment type	Wide range of loans and business financing.
Investment range in rands	N/A
Basic qualifying criteria	Must be a Purple or Standard Bank client.

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## Royal Fields



Contact Person	Lerato Mkhondo
Organisation name	Royal Fields Finance Pty Ltd
Email address	leratom@royalfields.co.za
Contact number	011 447 9250
What is your organisations mandate/key services or focus area?	<p>Royal Fields Finance provides debt funding to Small and Medium Enterprises (SMEs). Our product offering is:</p> <ul style="list-style-type: none"><li>• Working capital</li><li>• Bridging finance</li><li>• Contract finance</li><li>• Invoice discounting</li><li>• Asset finance</li></ul> <p>We run an Enterprise Development Programme with the Jobs Funds. Qualifying entrepreneurs are enrolled, at no cost to them, for an Entrepreneurship course at the University of Witwatersrand.</p>
Investment type	Debt/loans
Investment range in rands	R250 000 - R3 million
Basic qualifying criteria	<p>Applicant must meet the following criteria:</p> <ul style="list-style-type: none"><li>• Entities in the business for at least 1 year unless it is an innovation based business or management has at least three years of relevant experience</li><li>• High growth business – potential to grow turnover by 10% annually</li><li>• Valid Purchase Order/Contract or Tender</li><li>• Potential to create at least 5 jobs over three years</li><li>• Owner involved operationally</li><li>• Annual turnover less than R80 million</li><li>• The business plan must demonstrate ability to break even in 3 years and start generating profit</li></ul>

Contact Person	Lynn Maggott
Organisation name	SA Business Resources Institute
Email address	lynnmaggott@sabri.co.za / info@sabri.co.za
Contact number	021 391 0752
What is your organisations mandate/key services or focus area?	We provide holistic service ranging from compliance and marketing support to strategic interventions. We are specialists in the facilitation of business resources that are required to establish, grow and increase the sustainability of SEM and NGOs
Investment type	Business development support
Basic qualifying criteria	Unemployed youth and women; Grass-root entrepreneurs and socio-economic impact indicatives

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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
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## 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

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## Seed Engine



Contact Person	Fatima Ebrahim
Organisation name	Seed Engine
Email address	fatima@seedacademy.co.za
Contact number	083 326 2606
What is your organisations mandate/key services or focus area?	Entrepreneur development, business development support, access to markets and funding
Investment type	Equity
Investment range in rands	R1 million to R5 million
Basic qualifying criteria	51% black owned

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## Social Investments Africa



Contact Person	Ant Hall
Organisation name	Social Investments Africa
Email address	contactus@socialinvestmentafrica.co.za
Contact number	082 290 2937
What is your organisations mandate/key services or focus area?	Social enterprises and entrepreneurs, specifically those operating in local communities, creating employment and with high social impact.
Investment type	Loans and Equity
Investment range in rands	R 250 000 – R 1 million
Basic qualifying criteria	Clear Social Mission R10 000 to R 300 000 annual revenue Entrepreneur/owner run

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## 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

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## Thundafund



Contact Person	Subhas Shah - COO
Organisation name	Thundafund PTY Ltd
Email address	hello@thundafund.com
Contact number	074 854 4314
What is your organisations mandate/key services or focus area?	Thundafund.com the online crowdfunding platform for Creatives & Innovators in South Africa. Where entrepreneurs with new ideas can raise capital.
Investment type	Crowdfunding - allows a large number of people to each pledge small amounts of money into a project or idea. They are paid back with a project related reward produced through the project itself. These small amounts soon add up to the capital required, simply due to the crowd factor.
Investment range in rands	R5000 - R150 000
Basic qualifying criteria	Sign up on our site - <a href="http://Thundafund.com/signup/">Thundafund.com/signup/</a> and begin the application. We will assess and provide you with feedback and mentor you on how best to crowdfund for your project or idea.

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## Transaction Capital



Contact Person	Fatima Hassan
Organisation name	Transaction Capital Business Solutions
Email address	fatimahassan@tcbusiness.co.za
Contact number	011 844 7160
What is your organisations mandate/key services or focus area?	Invoice Discounting property backed loans
Invetsment type:	Finance

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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

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## Contacts

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**Western Cape Department of Economic  
Development and Tourism**

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Twitter [#wcfundingfair](https://twitter.com/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.”*

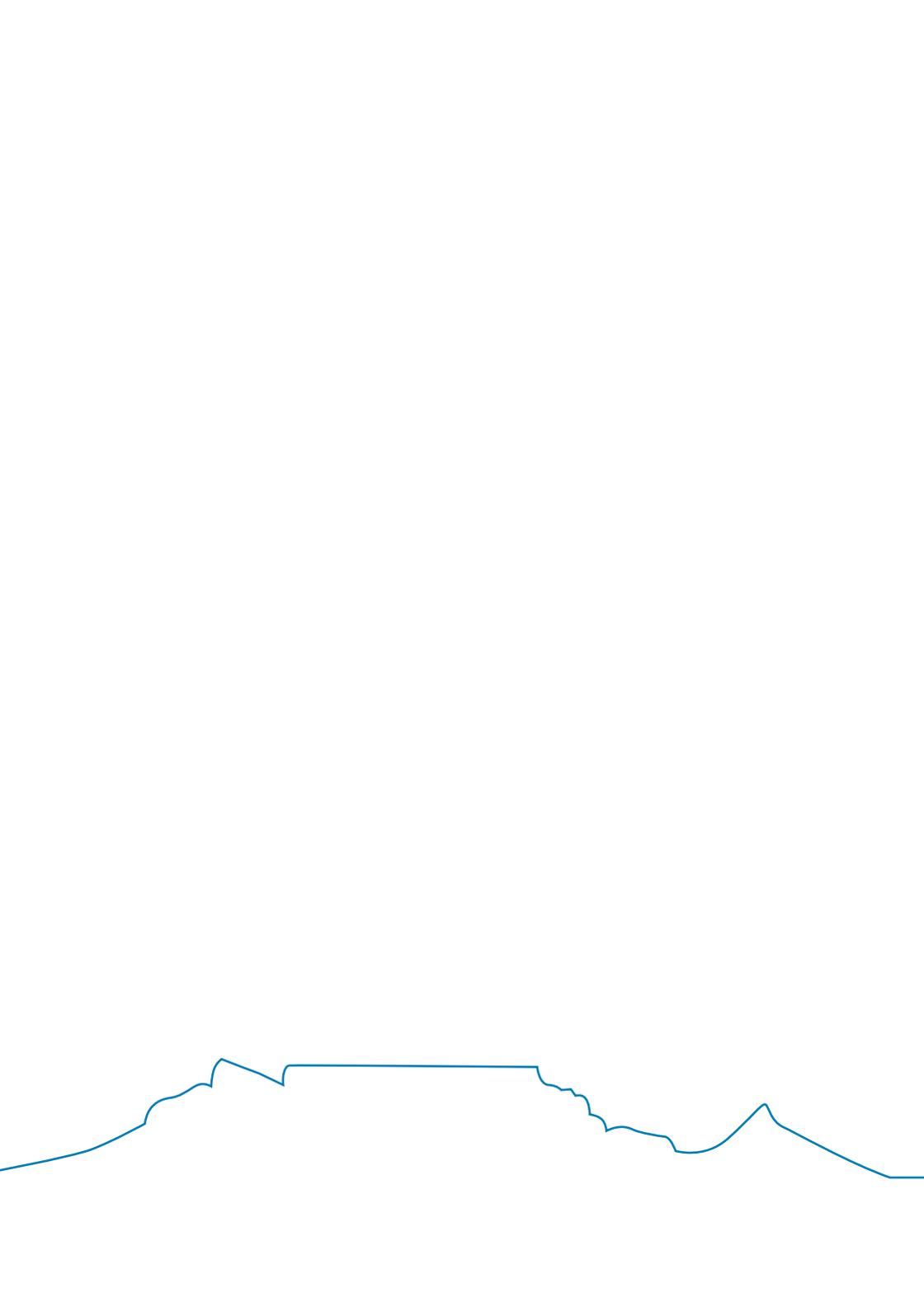
*Provincial MEC of Economic Opportunities  
Alan Winde*

*“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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