Accelerating the Growth of SMEs in South Africa
ENTREPRENEUR
## State of Entrepreneurship in SA

<table>
<thead>
<tr>
<th>High levels of unemployment</th>
<th>27.1%</th>
</tr>
</thead>
<tbody>
<tr>
<td>High startup failure rate</td>
<td>70% within 18 months</td>
</tr>
<tr>
<td>Emerging entrepreneurial culture</td>
<td>Fail fast, fail often, fail forward</td>
</tr>
<tr>
<td>Emerging rate of innovation</td>
<td>GII -&gt; 54/128 countries</td>
</tr>
<tr>
<td>Growing but fragmented ecosystem</td>
<td>Silo effect</td>
</tr>
<tr>
<td>Low skilled labour force</td>
<td>Skills of the future</td>
</tr>
</tbody>
</table>
## What we Have

<table>
<thead>
<tr>
<th>What we Have</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>World class Incubators/ Accelerators</td>
<td>Raizcorp, Endeavour, SW17</td>
</tr>
<tr>
<td>Funding institutions</td>
<td>DFI (NEF, SEFA, IDC) VCs</td>
</tr>
<tr>
<td>Legislative framework</td>
<td>BBBEE (Supplier &amp; Enterprise Development)</td>
</tr>
<tr>
<td>Enabling infrastructure</td>
<td>Diverse Working spaces, access to the internet</td>
</tr>
<tr>
<td>Institutions of learning</td>
<td>Entrepreneurship 101</td>
</tr>
<tr>
<td>World class R&amp;D</td>
<td>Stays in the universities</td>
</tr>
</tbody>
</table>
What we need

<table>
<thead>
<tr>
<th>What we need</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Access to markets</td>
<td>public/private sector procurement opportunities</td>
</tr>
<tr>
<td>Access to funding</td>
<td>Information and efficiency</td>
</tr>
<tr>
<td>Access to social capital</td>
<td>Mentorship &amp; celebrating success</td>
</tr>
<tr>
<td>Enabling policy environment</td>
<td>Tax, capital, skills incentives</td>
</tr>
<tr>
<td>Collaborated ecosystem</td>
<td>Building critical mass</td>
</tr>
</tbody>
</table>
For Entrepreneurs by Entrepreneurs

Established in 2013 with the endorsement of the former Minster of Finance, Minister Pravin Gordhan

We are on a mission to catalyze and amplify entrepreneurship in South Africa

We aim to be the golden thread that connects a fragmented SA entrepreneurship ecosystem

So that we can identify, support, monitor and evaluate the impact entrepreneurship has on our country’s economy

We are an industry association with the power to convene diverse ecosystem stakeholders

We profile and celebrate entrepreneurs that have succeeded by sharing the good unheard stories, and promote the role models contributing to our country’s economy

We are currently supported by FNB, SAVCA, Dept. Science & Technology and Alpha Code

We focus on advocacy & lobbying; industry research; promotion of the venture capital asset class and creating a unified entrepreneurial community in South Africa.

We aim to aggregate information, opportunities and small business digital resources for the ease of entrepreneurs to navigate the space

SiMODiSA is an independent, non-partisan and non-profit organisation
SiMODiSA has programs that aim to **Catalyze** and **Amplify** entrepreneurship in South Africa.
SiMODiSA LeaderEX Annual Conference
SiMODiSA Start-Up Thursdays

Start-Up Thursday – For Funders & Founders
Featuring the Dragons, from Dragon’s Den SA

Join SiMODiSA, in partnership with AlphaCode as we host the Dragons, from Dragon’s Den South Africa, to give a masterclass on the insights of their newly launched book!

Master Class: And for all these reasons... “I'M IN” – Essential Advice for Entrepreneurs

Time: 18:00pm – 21:00pm
Place: AlphaCode, 3rd Floor, 2 Merchant Place, 1 Fredman Drive, Sandton, Johannesburg
Dress: Business Attire

**Please note that registration for this event is closed. Be sure to register for next month on: http://www.simodisa.com/startup-thursday/
Creating an enabling environment for SMEs to thrive is important

Established industry task teams that are reflective of the players in the ecosystem to provide insights

In 2013 released the first White Paper position paper outlining key policy recommendations to the government to nurture high growth, high impact SMEs

This included (7): IP & Exchange Control; Sec 12J Incentive; Matched Venture Capital Fund; Labour Reform; Business Visa; Government Funded IP; R&D tax incentive

Progress has been achieved on the IP & Exchange Control and Sec 12 J tax incentive

Current focus: Open Innovation, Sec12J, Venture Capital Matched fund, Business Visa

Continuous engagement on global, continental and local platforms to learn best practices: member of the World Economic Forum (WEF), Global Entrepreneurship Network (GEN), G20 Youth Entrepreneurship Alliance (G20 YEA), African Leadership Network

Other reports: Top 25 Constraints; Unlocking the potential of SA’s tech Innovation;

Global research partnerships: World Bank SA economic report and the StartUp Genome Global StartUp Ranking report
SiMODiSA Policy Recommendation White Paper

SiMODiSA: Accelerating growth of small and medium enterprises in South Africa
Policy recommendations for enhancing the start-up/SME ecosystem in South Africa

CONTACT: SiMODiSA
Jason Goldberg
t. +27 10 001 3715
e. +27 83 675 5368
e. ggoldberg@edgegrowth.com

CONTACT: IMPACT TRUST
Gabrielle Halliberton
t. +27 10 001 3715
e. +27 77 796 9827
e. gabi@impacttrust.org.za

Tamzin Radcliffe
t. +27 21 787 0617
e. +27 82 527 7798
e. tamzin@impacttrust.org.za

THE SiMODiSA ASSOCIATION TRUST is a not-for-profit association currently registering as a Public Benefit Organisation.

TRUSTEES
Pieter de Villiers | Jason Goldberg | Koet van Zyl | Vuyisa Gabaka | Claire Buselli

Policy recommendations for enhancing the start-up/SME ecosystem in South Africa
Prepared by The Impact Trust in collaboration with SiMODiSA with funding support from the Omidyar Network
SiMODiSA at the World Economic Forum Davos 2016 Meeting
Contact SiMODiSA

Tel: +27 11 037 4536

Email: info@simodisa.org

Website: www.simodisa.org

Social Media

Twitter: @SiMODiSA_SA
Facebook: Simodisa Association
Instagram: @simodisa_sa
Youtube: Simodisa Association