

# Funder Guide

## The Western Cape Funding Fair 2015



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# Investors/Funders

## Absa (ED)



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### Funding mandate

At Absa, we support economic growth and job creation by delivering commercial products and services that help people and society make sustainable progress. By using our knowledge, resources and networks we can address social challenges and contribute to inclusive prosperity.

We do this through a number of ways, from helping our customers and clients to manage their money, to helping them start and grow their businesses.

Through Absa's Enterprise Development, we focus on developing and creating opportunities for entrepreneurs and emerging small businesses to grow and become more sustainable. It is our commitment to contribute to an access-conducive environment that enables the nurturing of micro, small and medium size enterprises.

Absa's Enterprise Development supports enterprises across three key pillars of our customer value proposition - access to funding; access to markets; and access to non-financial support.

## Anglo Sebenza Fund



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### Funding mandate

The Fund aims to provide new and sustainable employment throughout South Africa. The Sebenza Fund provides a community-based hub system which offers financial and non-financial support to SMEs.

The Sebenza Fund provides both equity and/or loan finance at preferential interests rates to entrepreneurs and SMEs that are economically viable and can create new long-term sustainable jobs.

## Atlantic Asset Management



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### Funding mandate

Atlantic Asset Management provides debt funding to SMEs that have high levels of job creation and that contribute to the communities in which they work. Our team of analysts works hard to understand the inner workings of a business in order to realise its longevity.

We see security as more than just assets and place a large emphasis on the ability of the businesses human capital to make the business work. Typical transaction size of R15m to R100m.

## Business Partners



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### Funding mandate

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.

## Capital Equipment Group



**Key contact:** Tony Sinclair  
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### Funding mandate

The Capital Equipment Group (CEG) is a division of Invicta Holdings Ltd headed by Tony Sinclair, CEO, which consists of a number of divisions and companies focusing on the importation and distribution of Capital Equipment with a distribution network of over 152 outlets covering all aspects of distribution in the different sectors of the markets in which it trades.

The Capital Equipment Group has within in its fold the biggest agricultural equipment suppliers in South Africa and represent many well-known world brands.

## Edgegrowth



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### Funding mandate

Edge Growth is an Enterprise and Supplier Development (“ESD”) specialist firm, providing an end-to-end holistic ESD solution. We are passionate about leaving a legacy and believe that in South Africa, job creation is the most powerful way to transform the social injustices caused by the lack of skills, education and jobs. Established and run by a team of highly qualified business experts committed to change, Edge provides the strategic knowledge, management guidance, operational tools and financial support that inexperienced entrepreneurs need to overcome growth obstacles and succeed (“reach the other side”) in the long-term.

## Futuregrowth



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### Funding mandate

Futuregrowth provides debt and equity funding to organisations looking to raise funds in the capital markets. Investees include the government and its agencies, corporate entities, financial institutions, and others in both the listed and unlisted markets. Our large team of analysts are experienced in structuring a range of financing solutions for investees, from senior to mezzanine debt, secured and unsecured, listed and unlisted debt and unlisted equity, with transactions ranging in size from R20m to R1bn, across a broad scope of deals.

## Industrial Development Corporation (IDC)



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### Funding mandate

The Industrial Development Corporation of South Africa Limited (IDC) was established in 1940 by an Act of Parliament (Industrial Development Corporation Act, No. 22 of 1940) and is fully owned by the South African Government. The IDC was mandated to develop domestic industrial capacity, specifically in manufactured goods. During the 1990s, our mandate was expanded to include investment in the rest of Africa. Currently, our investments in Africa include mining, agriculture, manufacturing, tourism and telecommunications. The IDC’s funding is generated through income from loan and equity investments and exits from mature investments, as well as borrowings from commercial banks, development finance institutions (DFIs) and other lenders.

## Knife Capital



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### Funding mandate

Knife Capital is a South African growth equity investor and advisor focusing on innovation-driven ventures with proven traction.

Through the utilisation of Knowledge, Networks and Funding, we engineer growth and share in the upside of scalable African businesses. We Find, Make, Grow and Realise innovation-driven investment opportunities.

## Leaf Capital



**Key contact:** Simon Alston  
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### Funding mandate

Leaf Capital take strategic stakes in businesses within the South African mid-cap market and provide growth capital for established businesses to develop into significant players within their industries. We play an active role in the development of our portfolio companies and seek to invest for the long-term. While we specialise in active private equity, we also invest in empowerment structures and attractive co-investment opportunities through discreet vehicles.

## Masisizane Fund (Old Mutual)



**Key contact:** Meredith Ryan  
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### Funding mandate

The Masisizane Fund is an initiative of Old Mutual established in 2007 following the closure of the Unclaimed Share Schemes Trust and in consultation with the National Treasury of South Africa.

The mandate of the Masisizane Fund is to contribute to employment creation, reduction of inequality, economic growth and attraction of investment to Small, Medium and Micro Enterprise (SMME) development and promotion of entrepreneurship. Masisizane was set up as a non-profit funding company to provide loan financing and support to SMMEs.

## Merchant Factors



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### Funding mandate

Merchant Factors was founded in 1988 with a vision to offer growing businesses an alternative to traditional bank loans and overdrafts. Today we are leaders in our field of factoring and trade finance. We pride ourselves on innovation and flexibility, offering local and international trade finance, and are able to tailor our facilities to suit most emerging/small to medium size businesses. Our clients' turnovers range from R100 000 per month to R15 000 000 per month. Our independence allows us the fastest turnaround time in the industry from application to pay-out.

Services: Factoring/debtor finance and administration services; Trade finance; Invoice discounting; Bridging finance.

## Nedbank



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### Funding mandate

Nedbank has a multi-faceted approach to supporting SME development extending to financial and non-financial assistance. Regional teams, with specialist and expert support continue to drive this business imperative. In addition to the products and services offered to SMEs through the normal banking framework; Nedbank Business Banking provides a combination of technical assistance to black owned businesses and access to finance through the Enterprise Development proposition.

## NEF



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### Funding mandate

Established by the National Empowerment Fund Act No 105 of 1998 (NEF Act), the National Empowerment Fund (the NEF) is a driver and thought-leader in promoting and facilitating black economic participation by providing financial and non-financial support to black empowered businesses, and by promoting a culture of savings and investment among black people.

## SEFA



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### Funding mandate

SEFA's mandate is to foster the establishment, survival and growth of SMMEs and thereby contribute towards poverty alleviation and job creation. This is done via both direct and wholesale lending products.

## Thundafund



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### Funding mandate

Thundafund is South Africa's leading crowdfunding platform for creatives and innovators.

Through Thundafund, entrepreneurs with their respective projects and ideas can raise capital and build a supportive crowd of backers through the process of crowdfunding.

## U-Start



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### Funding mandate

U-Start is the entry point for private investors to the fastest growing opportunities in the tech and ICT sector. To provide access and constant exposure to digital innovation globally, U-Start offers its clients a series of activities, from advisory services to inspiring meet-ups in up-surging tech ecosystems.

U-Start Advisory is a global boutique advisory firm, focused on direct and indirect venture capital investments that provide fully fledged services to private investors – family offices and high-net-worth individuals-, corporations, and early stage companies. U-Start Advisory offers a wide range of services to support its clients from investment strategy evaluation, scouting and identification of high-value opportunities to negotiation, deal arrangement support, investment and portfolio monitoring.



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“We know that project funding is a stumbling block for many entrepreneurs. Through this Funding Fair, which is a joint initiative between Government and business, we are aiming to address this Better, Together.”

Alan Winde  
*Western Cape Minister of Economic Opportunities*

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“Deloitte Western Cape recognises the important role that SMEs play in our economy and are proud to partner with Government to provide a unique platform for funders to connect with business owners and stimulate economic growth in the Western Cape region.”

Marius Alberts  
*Deloitte Western Cape Regional Leader*

### **Contacts**

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