

Funders Guide The Western Cape Funding Fair 2016



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.

Acorn Private Equity



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Funding mandate

Founded in 2009, Acorn is a dedicated partner to all our investee companies, fostering sustainable businesses and generating long-term value for all stakeholders.

The Acorn investment team is committed to exceptional performance, uncompromising integrity, honesty and ethical business practices. These principles allow us to encourage value creation and support growth as opposed to maximising returns to the detriment of our underlying portfolio companies.

Acorn specialises in a vital but often-overlooked sector of the market, being small and medium enterprises. SMEs are a critical growth driver in Sub-Saharan Africa and capital invested in these enterprises truly has the power to transform those businesses and uplift communities. Well-managed investments in this sector can also earn an astute investor exceptional returns.

Growth Grid



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Funding mandate

Growth Grid Committed to supporting job creation, black economic empowerment & social impact. Our strategy is to invest in businesses that have demonstrable proof of concept, clear scalability and a strong management team that we believe has the passion and energy to deliver on their vision. The targeted limited partners will comprise a mix of high-net-worth individuals and family offices by invitation.

Other priority targeted limited partners will include those with extensive business experience, networks and who have indicated a willingness to offer strategic guidance to the entrepreneurs.

Through mentorship, we intend to leverage our existing business networks, along with those of our investors, to introduce these businesses to other business partners that can add value. This might occur through joint ventures, distribution agreements, merchandising, retail listings or sharing of certain technologies. We would help entrepreneurs develop a successful exit strategy

Athena Capital



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Funding mandate

Our investment approach revolves around acquiring strong platform companies with excellent management teams and to use these companies, where appropriate, to identify and acquire additional businesses. We believe this approach provides a strong foundation for managing the performance of portfolio companies through balance sheet restructuring, cross-funding opportunities, cost rationalisation, central administration, cash management, information technology, and marketing functions, where possible. Through this approach, we aim to deliver synergistic benefits and improved returns to all stakeholders.

The sole purpose of our ongoing support and involvement in our portfolio companies is to provide a platform for value creation for our management teams and our stakeholders.

Angel Hub (pty) LTD



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Funding mandate

Starting out in 2011 as the first angel group in SA, we matured into an early stage Venture Capital firm in January 2014. Operating out of Stellenbosch in South Africa and backed by two family offices we are passionate about early stage investments in (South) Africa.

Being entrepreneurial ourselves, we thoroughly understand the challenges and changes our founders face – which is why we back them in any way we can. Most importantly, we believe in building great businesses and we are in it for the long haul.

Aurora Power Solutions



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Funding mandate

APS specializes in the early stage development of solar PV projects and the permitting, licencing, initial design and contracting associated with bringing these projects to fruition. Most of our projects are developed for the Renewable Energy Independent Power Production Program but we also develop projects for private power consumption.

APS has 5 years of experience developing projects in South Africa and a successful track record of compliant projects some of which are currently under construction. In addition APS has experience in building projects in international markets such

as California and Spain. Together, our employees have over 20 years of combined experience in the solar PV industry

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 interest 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.

Bank of Communications



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Funding mandate

Founded in 1908, Bank of Communications Co., Ltd. is one of the oldest banks in China as well as one of the note-issuing banks in modern China. The Bank was listed on the Hong Kong Stock Exchange in June 2005, the first China based commercial bank of its kind to get listed outside of the Chinese mainland, and on the Shanghai Stock Exchange in May 2007.

Bank of Communications Co. Ltd. is a Fortune 500 Company and rated A- by Standard and Poor's and A- by Fitch. In 2011, according to The Banker magazine, the Bank was ranked No. 35 in terms of tier-one capital among the global top 1,000 banks, and No. 24 in terms of profitability

Edge Growth



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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.

EMSS Group



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Funding mandate

EMSS specialises in the field of electromagnetic simulation software and services. We develop internationally recognised products and consult to various large enterprises. Our R&D department designs and produces highly specialised RF equipment and antennas.

Futuregrowth



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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.

Knife Capital



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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.

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.

Newtown Partners



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Funding mandate

Newtown Partners is an angel investment and venture capital firm based in Cape Town, South Africa. We focus on making early stage investments, typically series seed, in internet, mobile and e-commerce startups. Newtown Partners was founded by Llew Claassen and Vinny Lingham on the set of Dragons' Den South Africa season 1, which is also where the firm made its first investments.

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.

Standard Bank South Africa



Standard
Bank

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Funding mandate

Standard Bank South Africa has been in business for over 150 years. We understand that structuring your finances correctly is crucial to the success of your business, and that you need a financial partner that not only understands that cash flow is critical, but also gives you access to working capital.

Through our Small Enterprise and Enterprise Development business areas, we offer a wide range of finance solutions to suit your business needs as our finance solutions cater for different life stages of your business.

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.



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

“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

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