



The Western Cape Funding Fair 2019

Programme and exhibitor information

The Western Cape
Department of Economic
Development and Tourism
and Deloitte welcome
you to the Western Cape
Funding Fair 2019

*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 2019

Time	Speaker	Topic / Theme
08h30 - 08h45	Solly Fourie Head of Department Department of Economic Development & Tourism	Opening address
08h45 - 08h50	Mweli Ndaba Independent Consultant	Master of ceremonies
Move into auditorium		
09h00 - 09h30	Paul Kim CEO - Picsa	Fire proofing your business for 2019 & beyond
09h30 - 09h30	Panel Discussion Moderator: Africa Melane (Cape Talk) Panellists: Diane Boorman (Brand Analytics) Sanchia Fairweather (Fairwether Consulting) Sandras Phiri (Startup Grind)	The blind side of the market: entering the great abyss
TEA 10h35 - 11h00		
11h05 - 11h30	Sandras Phiri Startup Grind	Startup and commercialisation readiness

11h30 - 12h15

Panel Discussion

Enterprise and supplier
development Readiness and
opportunities

Moderator:

Ryan Ravens (Accelerate Cape
Town)

Panellists:

Fezeka Stuurman (Cultiver Group)
Sanchia Fairweather (Fairweather
Consulting)
Mary Faulks (CiTi)

12h15 - 13h00 LUNCH

Masterclass

13h05 - 13h35

Rashaad Bastra
Artopsy

Building and communicating
your brand

13h40 - 14h10

Peter-Jon Thebus
Department of Economic
Development and Tourism
(DEDAT)

Investment readiness for
SMMEs

14h15- 14h40

Leon Lategan
Lions Den

Brand and sales optimisation
via online channels

14h45- 15h30

Jolene Simon
SARS

Tax and accounting

15h30 CLOSE

Western Cape Funding Fair

List of Exhibitors

1. Absa
2. Business Partners
3. Cape IT Initiative (CITi)
4. Casidra
5. CDI Capital
6. City of Cape Town
7. First National Bank
8. IDC
9. Lulalend
10. Masisizane
11. Nedbank
12. NEF
13. Productivity SA
14. Retail Trade Finance
15. SARS
16. Seda
17. SEFA

18. Standard Bank

19. WECBOF

20. West Coast Business Development

21. Working Capital Partners

SPEAKERS

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.

Solly Fourie
Head of the
Department
of Economic
Development
and Tourism
in the Western
Cape.



Solly holds a Bachelor of Commerce Degree, an Honours Degree and Master's Degree in Business Administration from the University of Stellenbosch Business School.

Before Solly joined the Western Cape Government in 2010, he spent nearly 30 years in the Financial Services sector. Solly's unique blend of experiences, in both the public and private sectors of the South African economy, enable him to bring a fresh business approach to the public sector.

Paul Kim
Chief Executive
Officer Picsa
Picsa



Paul is currently 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.

Diane Boorman
CEO Brand
Analytics



Diane has been a successful entrepreneur and business owner for 21 years. Her mantra is Inspire, Motivate and Educate all business owners to grow and provide employment to help our economy. At Brand Analytics, they take the business owner/entrepreneur out of their business to work on their business. Most business owners forget to strategise and analyse their successes but also their failures – to learn and grow. Co-presenting on radio business show, working with small business development at Chairperson at Cape Chamber and sitting on board of directors for NPO allows her access to information she wants to share with all small businesses. You won't know what you don't know, and she would like to share some of this vital information with you.

Rashaad Bastra

Artopsy



Rashaad is an Art Director, with almost 20 years experience in the creative industry. He has been fortunate enough to have been exposed to some of the most brilliant strategies in both business and creative space. This has contributed immensely in shaping him as an entrepreneur and as an art director.

**Sanchia
Fairweather**Fairweather
Consulting

Fairweather Business Empowerment Solutions, trading as Fairweather Consulting, was founded in 2016 by the Director and CEO, Sanchia Fairweather. The company focusses on strategy and business development for companies of all sizes, with a specialisation in enterprise and supplier development.

Fairweather Consulting follows the process: Think; Plan, Implement and Grow. Sanchia has over 10 years' experience in this field. That, coupled with an MBA qualification from the University of Stellenbosch Business School and a passion for small business development, is a recipe for a successful boost to the South African economy, as well as a considerable contribution towards job creation.

Mary Faulks

CiTi



Mary has been the Enterprise Development Operations Manager at the Cape Innovation & Technology Initiative (CiTi) for the past 3 years, where she has worked with over 100 entrepreneurs from the ideation stage right through to more mature businesses. For the second year running she has also been CiTi's Programme Lead for the Royal Academy of Engineering's Africa Prize, which sees her travelling for training bootcamps with the cohort of 16 engineering entrepreneurs to the UK, Kenya and Uganda. Having previously run her own business, she understands the challenges of navigating the complex landscape of being an SME in South Africa.

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 it's inception in 2015.

Sandras Phiri
Startup Grind



Sandras Phiri is an award-winning entrepreneur and director for Startup Grind South Africa. He is the CEO and founder of Africa Trust Academy, a coaching and consulting company. Sandras has worked with over 25 organisations and has lectured at over 15 universities. His work has taken him to 21 countries including Silicon Valley USA, Hong Kong, Ghana, India, Mexico, Switzerland and France. Some of the organisations he has served include Sanlam, General Electric, Big Brother Africa, McKensie & Co, The Foschini Group and the Africa Union.

He has worked in banking, mobile payments, unit trusts and IT in South Africa and Zambia and has run his own business in IT and entertainment. Sandras has a degree in Computer Science and an MBA from UCT. He has shared stages with Facebook co-founder Dustin Maskovitch, Youtube co-founder Steve Chen, Guy Kawasaki, Steve Blank and Clayton Christensen of Havard Business School.

He has been named one of the 15 tech people to follow in 2018, and has been featured on top business channels in African television.

Leon Lategan

Lions Den



Leon assists companies gain greater value out of their Internet Marketing channels, practical, easy-to-apply ways. Leon helps entrepreneurs turn potential customers into real customers and ultimately increasing their bottom line.

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.

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.

Africa Melane
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.

**Fezeka
Stuurman**

Cultiver group



Fezeka is the Chief Legacy Builder at the Cultiver Group a sustainability & CSI advisory that works with private, public and academic institutions, and the Founding Director of the BrightFutures Africa Foundation, a Cultiver powered NPO aimed at empowering at risk youth through tech based educational initiatives.

Prior to establishing the Cultiver Group, Fezeka spent her professional years in the Enterprise Development and Renewable Energy industries. In the enterprise development industry she was involved in the programme management of the Old Mutual Foundation's flagship enterprise development programme, The Legends Programme. In the renewable energy industry she worked on utility scale photovoltaic projects under the South African Government's Renewable Energy Independent Power Producer Procurement Programme (REIPPPP) as well as on projects in Ethiopia, Nigeria, Namibia, Ghana, and the World Bank's Scaling Solar Programme in Zambia. Fezeka's role spanned business & economic development.

Outside her professional commitments, Fezeka was involved in founding a youth development programme called The Milnerton Youth Club from 2012 – 2014. Furthermore, Fezeka was Vice-Chair of the Businesswomen's Association of South Africa (Cape Town) 2012 -2014, and during her time founded the FastTrack2Success programme, a structured young professional women's network that aims to help fresh graduates make a smoother transition into the world of work. Fezeka holds a Masters in Sustainable Development (cum laude) from the University of Stellenbosch.

EXHIBITORS

Contact Person	Shaun Saal/ Heather Louw
Organisation name	Absa Bank
Email address	shauns@absa.co.za/ heatherlo@absa.co.za
Contact number	0829646761
What is your organisations mandate/key services or focus area?	Financial solutions for Small, Medium & Large Businesses
Investment type	Commercial Asset Finance, Property Finance, Term Loans, Over Draft facilities etc.
Investment range in rands	Unlimited
Basic qualifying criteria	Registered business generating income.

Business Partners



Contact Person	Estelle Grobler
Organisation name	Business Partners Ltd
Email address	egrobler@businesspartners.co.za
Contact number	021 464 3600/ 041 3671082
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 – R50 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

Industrial Development Corporation (IDC)



Contact Person	Ganief Bardien
Organisation name	Industrial Development Corporation of South Africa
Email address	ganiefb@idc.co.za
Contact number	021 421 4794
What is your organisations mandate/key services or focus area?	Our mandate is to promote industrialization and employment creation largely by supporting the manufacturing sectors. However, we also fund the agricultural sector, particularly agro-processing and some services sectors.
Investment type	<ul style="list-style-type: none">• Equity• Loan Finance• Mezzanine, etc
Investment Range in Rands	Currently from R 5 000 000 to above R1 Billion
Basic qualifying criteria	Transactions-will fund going concerns with sound credit histories-funding for expansion, working capital and revolving credit facilities (also guarantees on a case by case basis). Projects-will consider from pre-feasibility through to implementation. Start-ups provided sound business case and strong technical partner



Contact Person	Leon Faro or Simozana Mdala
Organisation name	Casidra
Email address	esf@casidra.co.za smdala@casidra.co.za / lfaro@casidra.co.za
Contact number	021 863 5000
What is your organisations mandate/key services or focus area?	To support the growth of the economy through the support of businesses. One of our key support programmes is the Entrepreneur Support Fund (ESF), a financial programme providing bridging finance and contract finance. This is the provision of low-cost contract finance which aims to increase the capacity of small and micro businesses to access market opportunities which previously would have been out of their reach.
Investment type	Loan Finance
Investment range in rands	Bridging contract finance between R5000 and R100 000
Basic qualifying criteria	Enquire to confirm

Masisizane Fund



Contact Person	Portia Zilwa
Organisation name	Masisizane Fund
Email address	pzilwa@oldmutual.com
Contact number	021 509 1925 (CT Office) 011 217 1657 (JHB Office)
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 <ul style="list-style-type: none">• Agri business• Franchising• Supply Chain
Investment type	Loans
Investment range in rands	R1 million – R10 million
Basic qualifying criteria	<ul style="list-style-type: none">• 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

West Coast Business Development Centre

Contact Person	Chrisando Meyer
Organisation name	West Coast Business Development Centre
Email address	programs@wcbdc.co.za
Contact number	022 714 1731
What is your organisations mandate/key services or focus area?	<ul style="list-style-type: none">•The Development of SMMEs•Registration of Entities (CIPC)•Compliance•Targeted Training
Investment type	Non-Financial Support
Investment range in rands	Non-Financial Support
Basic qualifying criteria	Not applicable



Contact Person	Ashrinee Gopi
Organisation name	Nedbank Ltd
Email address	ashrineeg@nedbank.co.za
Contact number	010 235 7689
What is your organisations mandate/key services or focus area?	To use our financial expertise to do good for individuals, families, businesses and society. Nedbank Group is one of the largest financial services groups in Africa, offering wholesale and retail banking services as well as insurance, asset management and wealth management. In SA we have a strong franchise, evidenced by a 19% deposits advances
Investment type	As a financial services provider we are deeply connected to the environment we operate in and the societies we serve. Our ability to deliver value is dependent on our relationships and the contributions and activities of our stakeholders. By providing their needs and meeting their expectations, we create value for both our stakeholders and Nedbank. Corporate and Investment Banking: Continuing to provide attractive returns through targeted growth opportunities as we leverage our integrated CIB model underpinned by a low-cost model and sound risk profile. Nedbank Retail and Business Banking: Increasing ROE through a digitally transformed business that delivers delightful client experiences, simpler processes and cost-effective operations. Nedbank Wealth: High growth potential, high ROE business, contributing significantly to group economic profit. Leverage growth opportunities.
Investment range in rands	Enquire to confirm
Basic qualifying criteria	Enquire to confirm

Small Enterprise Development Agency (SEDA)



Contact Person	Sibongile Somdaka
Organisation name	Small Enterprise Development Agency (SEDA)
Email address	ssomdaka@seda.org.za
Contact number	021 487 3640
What is your organisations mandate/key services or focus area?	<p>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.</p>
Investment type	<p>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</p> <p>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</p>
Investment range in rands	Enquire to confirm
Basic qualifying criteria	Enquire to confirm

Small Enterprise Finance Agency (SEFA)



Contact Person	Shawn Charlie
Organisation name	Small Enterprise Finance Agency
Email address	shawnc@sefa.co.za
Contact number	021 418 0126
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

CDI Capital



Contact Person	Ryan Rode
Organisation name	CDI Capital
Email address	Ryan.rode@thecdi.org.za
Contact number	021 461 1488
What is your organisations mandate/key services or focus area?	We support business innovation, fast-track growth, and jobs creation to build a stronger transformed SA economy, by securing investment funds (grants, loans and equity) from public and private sector.
Investment type	Grant and Working Capital Loans.
Investment range in rands	Early stage Innovation Technology Solutions- Max R800,000 grant Growth stage businesses ready to create jobs- R21,000-R4m grant
Basic qualifying criteria	Early stage Innovation Technology Solutions - pre revenue Growth stage businesses ready to create jobs->R1m turnover, willing to create jobs at a Grant cost of R21,000

Lulalend



Contact Person	Tom Stuart
Organisation name	Lulalend
Email address	tom@lulalend.co.za
Contact number	087 943 2381
What is your organisations mandate/key services or focus area?	Fast and easy access to flexible business funding for SMEs
Investment type	Short-term (max 12 month) loans
Investment range in rands	R 20 000 to R 1 000 000
Basic qualifying criteria	Trading for at least 12 months, min of R500k turnover p.a., South African based.

Productivity SA



Contact Person	Christel Potgieter
Organisation name	Productivity SA
Email address	christelp@productivitysa.co.za
Contact number	083 442 2379/ 011 848 5458
What is your organisations mandate/key services or focus area?	To promote employment growth and productivity.
Investment type	<ul style="list-style-type: none">• Funded: Operational Improvement Support• Funded: Productivity Awareness Training• Not Funded: Operational Improvement Consulting
Investment range in rands	Funded Operational Improvement Support - R 90 000.00
Basic qualifying criteria	<ul style="list-style-type: none">• Funded Operational Support• Majority Black owned• Employ minimum 4 permanent employees• Manufacturing and service s sectors with at least 2 years in operation• At least 2 years financial statements• Valid tax clearance certificate• Must have physical premises• Company Registration Certificates• Shareholder ID copies

Retail Trade Funding



Contact Person	Michelle du Toit
Organisation name	Retail Trade Funding
Email address	michelle@retailtradefunding.co.za
Contact number	082 211 2241
What is your organisations mandate/key services or focus area?	<ul style="list-style-type: none">• Short term cash advances• Bridging finance• Financial funding
Investment type	Loan Finance
Investment range in rands	R20 000- R250 000
Basic qualifying criteria	6 Months bank statements, lease agreement & company documents.

Western Cape Business Opportunities Forum (WECBOF)



Contact Person	Arifa Parkar
Organisation name	Western Cape Business Opportunities Forum (WECBOF)
Email address	carifa@wecbof.co.za
Contact number	021 946 2519
What is your organisations mandate/key services or focus area?	To be the voice of business in the Western Cape <ul style="list-style-type: none">• To promote economic growth;• To promote a vibrant and thriving business environment;• To provide business support services;• To facilitate job creation and training
Investment type	WECBOF facilitates members who need investment
Investment range in rands	Facilitation of funding from R 50 000 – R 10 000 000
Basic qualifying criteria	We make sure that members are compliant

Additional funding institutions

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

Anglo Zimele
www.angloamerican.co.za

Bibby Apex Financial Services
<http://www.greenhousefoundation.co.za>

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

Clothing and textile service centre (CLOTEX)
<https://www.clotex.co.za/>

Innovative Finance
www.innovativefinance.co.za

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

Protea Equity
www.proteaequity.co.za/

Royal Fields Finance
www.royalfields.co.za/

SA Businesses Resource Institute (SABRI)
www.sabri.co.za

Seed Engine
www.seedengine.co.za/

Thundafund
www.thundafund.com/

Transaction Capital
www.transactioncapital.co.za/



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Website: www.westerncapefundingfair.co.za

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



“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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