

AUG
2023

Welcome back to

INSIDE

A c t i o n

It gives us great pleasure to share this news update with you, our valued collaborator in the journey of the life-changing **ACTION ESD FUND**.

Leading Growth. Igniting Impact.

EDGE
GROWTH

BUT FIRST, A REMINDER OF

who we are

Edge Growth created the in-house Action ESD Fund in 2011 to maximise socio-economic impact in our beloved South Africa, through responsible investment and facilitation of B-BBEE code compliance. We tailor our funding to individual entrepreneurs and support them with specialised mentorship and access to markets through corporate supply chains - all with the goal of propelling entrepreneurs to next-level growth and sustainability.

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Good news

ROYAL BAFOKENG-OWNED SMMES SHINE AT FIRST PITCH FOR FUNDING DAY

The Kgolo Enterprise and Supplier Development (ESD) Programme is one of several Royal Bafokeng Nation (RBN) SMME development programmes aligned to the RBN Plan '35's aim of supporting quality and sustainable SMMEs. It is targeted at Royal Bafokeng-owned SMMEs operating in any industry or function, either in post-start up, early growth or medium growth life stages.

The aim is to provide customised, life stage appropriate business development support to SMMEs, guide the due diligence and post investment support of the funding, contribute to RBN Plan '35 objectives and provide a channel for visibility of funding deployment through pitch events.

Calls for applications to participate in the Kgolo ESD Programme were distributed in July 2022. SMMEs that expressed their interest completed a business

diagnostic and were selected based on meeting qualifying criteria. In November 2022, each SMME started working closely with their mentor to develop customised growth plans to grow and diversify revenue, improve operations, and reduce risks. Support covers mentorship (1-1, group), bootcamps and special projects with the aim of transparent, fair and development focused processes to get SMMEs investment-ready and deploy funding. A core part of the programme is PFF days.

The first PFF Session took place in May. The SMEs were given the opportunity to pitch to a panel of three independent judges in front of a live audience and answer questions from the judges. Despite some shaky knees, our SMEs presented with passion and energy. We are proud of how they have shown their commitment to the journey and their personal growth. The programme continues until mid-2024.



SMMEs pitch to a panel of judges at the PFF day

CCBSA BOOTCAMP SHOWCASES THE POWER OF INNOVATION

The next stop of the Coca-Cola Beverages SA (CCBSA) Supplier Skills Summit and Access to Markets Bootcamp took place on the 13th of July in the vibrant city of Gqeberha, Eastern Cape. The Supplier Skills Summit is a platform to share information with existing and potential black owned CCBSA suppliers about procurement opportunities and ESD funding through the Khulanathi Fund (powered by Edge Growth).

This year's Supplier Skills Summit centred around the theme of "Innovation Driven Growth", a key to staying relevant amidst evolving market dynamics. Speakers included Rapaleng Rabana

who emphasized the importance of embracing innovation at every level of an organization and Theo Baloyi who shared real-world examples of disrupting conventional markets, inspiring attendees to think differently and carve out their own path to success.

The Bootcamp facilitated crucial connections between SMEs and senior business executives from prominent South African corporations, enabling meaningful conversations about supply chain opportunities and sustainable development. Scania, Barloworld, and Cummins were among the companies represented.



A prominent theme throughout the event was the significance of deconcentrating risk in the business landscape by encouraging diverse approaches and innovative thinking. Attendees returned to their businesses armed with newfound insights, innovative strategies and valuable connections.



For more information visit: WWW.CCBSACO.COM

Email: KHULANATHIFUND@EDGEGROWTH.COM

INVESTEE PROFILE: MEET MASSIVE QUANTUM

Massive Quantum, an Edge Growth investee, is a South African supplier of chemical raw materials and mechanical engineering products and equipment to various industries worldwide. Massive Quantum celebrated their 10-year anniversary on 28 November 2022 and have their eye on business growth, both locally and abroad.



THE MASSIVE QUANTUM TEAM

Massive Quantum participated in the DTIC - GIZ Manager Training Programme which ran from 10 April – 29 July 2023. The DTIC in partnership with The Deutsche Gesellschaft Fur Internationale Zusammenarbeit (GIZ) of Germany hosted this programme to assist South African companies to better understand the German market and its business culture, assisting export that targets Germany as a market for their products and services. The programme provided an opportunity for Massive Quantum to expand as a small business and network abroad.

In addition, executives recently attended the Mission to Mauritius event hosted by SEDA and the Department of Small Business Development, a unique opportunity for Mauritian and South African enterprises to meet potential buyers for their respective products.

In June 2023 CEO Chantal Winnaar was one of the ESD speakers at the Rebooting ESD & CoP Launch Event hosted by the Department of Small Business and Development. The event launched an ESD Community of Practice and was attended by policymakers, practitioners and other stakeholders.

It's rewarding to see an investee like Massive Quantum mature and expand into new markets and Edge Growth continues to work closely with their leadership in this next season.

For more information on Massive Quantum, visit their website here: www.massq.co.za.

ACCESS TO FINANCE READINESS MASTERCLASS

The 'Access to Finance Readiness' Masterclass recently took place at the Beach Hotel in Gqeberha on 14 July 2023, hosted by empowerment development agency African Enterprise Network, in collaboration with Edge Growth Ventures.

This Masterclass equipped entrepreneurs and business owners with the knowledge and skills needed to navigate the complex world of accessing finance and secure funding for their ventures. From traditional bank loans to venture capital, angel investors and impact funding, every avenue was covered.

Speakers included expert speakers including Sinazo Vabaza Tundube (entrepreneurship), Noluvo Nela (finance and impact fund investment), Lunga Mjodo (Nelson Mandela Bay Business Chamber) and more. Participants were able to network and collaborate in the interactive sessions.

For more information about the Masterclass and a full schedule of upcoming events, contact AEN at info@africanenterprise.co.za or 087 821 6417.



Sinazo Vabaza Tundube, Founder at African Enterprise Network and Noluvo Nela, Investment Principal at Edge - in studio with Kingfisher FM doing interviews around the Finance Readiness Masterclass events

Our **Impact** and **Growth**

RAISING CAPITAL IN PARTNERSHIP WITH LOYAL CLIENTS

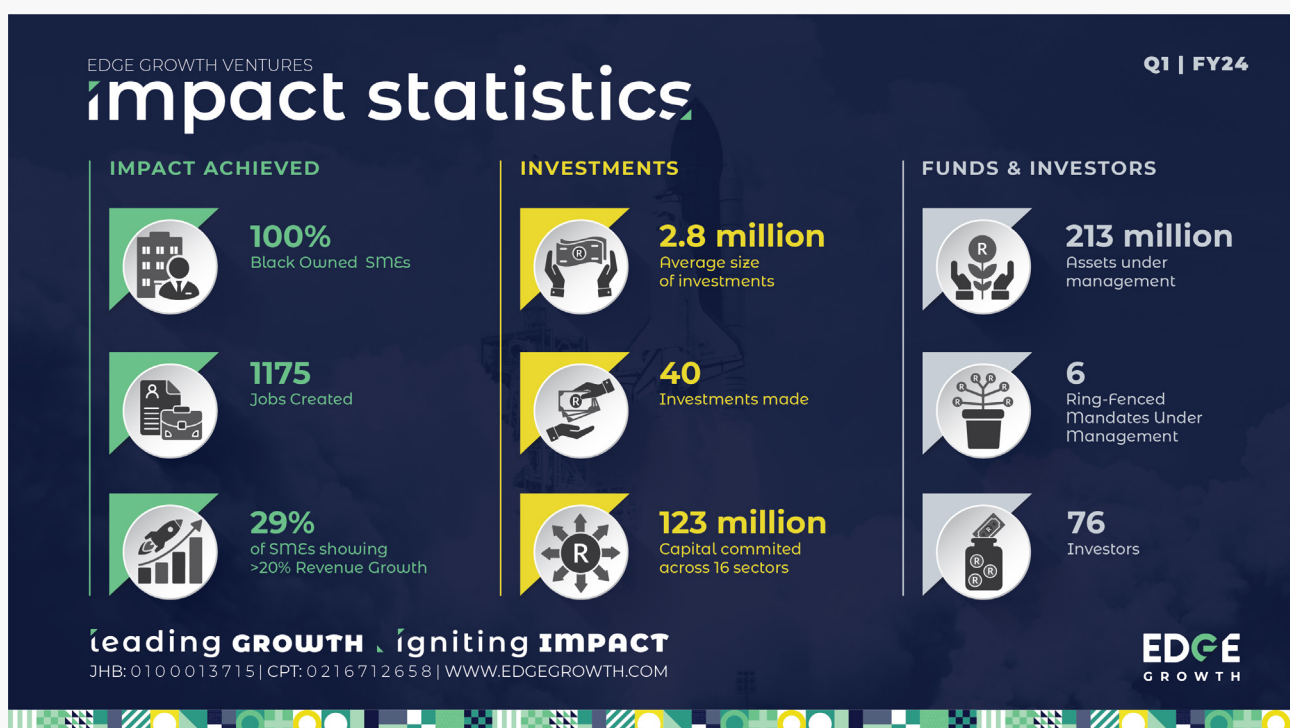
Macro-economic conditions continue to make new client capital raising challenging. This is due to several factors including shrinking budgets, ESD sophistication and risk appetite. Despite challenging macro-economic conditions, we have raised good ESD capital from our loyal existing and new funders. We are excited to see that mining continues to grow as the sector has had commodity price booms coupled with host community pressures. We are assisting these investors in using ESD as a tool to help foster sustainable, thriving communities beyond the life of the mine.

DEPLOYING FUNDING TO HIGH POTENTIAL SMES

21 SMEs with great potential were screened in the first quarter. We found these candidates through active marketing engagements with the respective funders, including collaboration on supplier events and marketing mailers, a pitch for a funding event, and referrals from procurement departments. The focus over the next quarter is to further enhance marketing activities within the Fund to stimulate deployment.

These focused efforts assist us to generate deal flow and gets us to connect with the informal and micro business sector to find SMEs with great potential. A funding masterclass event is currently being planned to target qualifying SMEs, which will provide crucial education in terms of the world of business funding.

STATS AT A GLANCE



Our Team

AS ALWAYS, WE ARE
proud to present
 OUR **dynamic team**
 WHO ARE **passionate**
 ABOUT **Impact Investing**

IN THIS EDITION WE INTRODUCE YOU TO



SHRIVAR Mohan
 Chief Investment Officer

Shrivar Mohan leads the investment strategy and team of the Edge Growth Ventures business unit. He began his career as a junior Portfolio Manager at Aegon Asset Management in 2013 after graduating with First Class Honours in Aerospace Engineering from the University of Southampton and obtaining an MSc in Finance from the Duisenberg School of Finance (University of Amsterdam).

Shrivar joined Edge Growth in 2015 and worked his way from Investment Analyst to CIO, playing a pivotal role in the investment team, overseeing and leading early-stage impact investments across various sectors and instrument classes. He has been the driving force behind numerous strategic initiatives at Edge Growth Ventures. Shrivar also leads the Edge Growth Africa expansion strategy.



NOLUVO Nela
 Fund Owner and Investment Principal

Noluvo Nela has a diverse background in banking, business funding, venture capital and advisory roles having worked in a number of provinces within the country. She currently leads the Action ESD Fund and provides partnered solutions to SMEs, including access to finance, markets, and skills.

Prior to her current role, Noluvo served as the head of the East London area office for a national small business risk financier. She has also held various positions in Private Banking, Wealth Management, and Retail Banking, displaying her versatility across different banking sectors.

Noluvo Nela's educational background includes a Master's Degree in Business Management with a specialization in Entrepreneurship from the University of Pretoria. She also holds a Bachelor's Degree in Financial Management.

Before We GO

Thank You

TO OUR

investors, collaborators,
partners & supporters!

Without each of you, the Action Fund would not exist and so many lives would not have been improved. Should you wish to invest or discuss a possible solution for your company,

PLEASE GET IN
TOUCH



That's all for this edition, but we love hearing from you!

For any feedback or ideas for the newsletter, [click here](#).

Our portfolio Businesses

CLICK ON THE LOGOS TO FIND OUT MORE OR CONNECT WITH THEM

