

SEED South Africa Symposium 2016

Unlocking capital, boosting support – building the ecosystem for eco-entrepreneurship in South Africa

15-16th March 2016, Innovation Hub, Pretoria

Programme

15 March 2016

08.00 – 09.00

Networking breakfast (by invitation only)

09.00 – 13.00

Investor Dialogue (by invitation only)

Auditorium 2

Hosted in collaboration with ANDE South Africa and Greater Capital

The Investor Dialogue themed ‘Catalysing capital for inclusive and green innovations’ will help to mobilise local capital for small and growing businesses. It will provide a unique opportunity for accessing the latest investment methods and best practices from sourcing deals through valuation to exits. It will focus on peer-learning between investors and funders and will explore the finance landscape for early stage innovations in South Africa. The workshop is part of a shared effort to connect the network, knowledge and capital needed to support the continued growth of South Africa’s innovation sectors and to help maximize its entrepreneurial potential. The Dialogue will be critical for raising the profile of early-stage investing in South Africa and it will play an important role in catalysing investments for inclusive and green innovations.

Focus Group Dialogue Moderators:

- Jaap Spreeuwenberg, Hivos Impact Investments
- Refilwe Mokoena, Greater Capital
- Donna Katzin, Shared Interest & Phindile Spies, Thembani International Guarantee Fund
- Lana Lovasic, Simanye
- Rob Grimberg, Capital Tool Company

Lead Moderator: Rainer Agster, SEED

Pre-workshop for SEED Accelerators and selected enterprises (by invitation only)

Boardroom 2 & 3

BDS Pre-Workshop: Co-creating a BDS Standard, Accelerating Service Provision (by invitation only)

Leaders Lab

This practitioner dialogue will bring together South African incubators, accelerators and BDS providers from different backgrounds. It will launch the discussion around a South African BDS Standard on the service provision for small and growing businesses and social and environmental enterprises. It will provide a unique opportunity to co-create a framework for the evolving landscape of support services and to co-develop a roadmap for the BDS Standard implementation.

Focus Group Dialogue Moderators:

- Standard content – Sifiso Ndwandwe, Catalyst for Growth
- Standard focus – Div de Villiers, Dimension Capital
- Accreditation model – Bekithemba Langalibalele, Department of Tourism
- Governance structure – Mirko Zuerker, SEED

- Sustainability – Benjamin van der Hilst, IB Accelerator
Lead Moderator: Mirko Zürker, SEED

PDCI pre-workshop (by invitation only)

Auditorium 1

Hosted in collaboration with Practitioners' Dialogue on Climate Investments (PDCI)

During the Pre-Workshop, PDCI core group participants will develop a joint understanding of the different roles and responsibilities for both, the up-coming event and the PDCI working process. They will jointly concretize the objectives of the PDCI process and the kick-off meeting. Prototype developers are invited to practice the pitching of their prototypes while policy authors develop first draft policy briefs and advisors define structural feedback approaches and prepare the expert discussions of the up-coming event.

13.00 – 14.30

Lunch (by invitation only)

14.30 – 15.00

Registration

15.00 – 15.10

Opening by SEED

Auditorium 1 & 2

- Rainer Agster, SEED

15.10 – 15.30

Welcoming by the Government of Flanders and ILO

Auditorium 1 & 2

- Geraldine Reymenants, General Representative of the Government of Flanders in Southern Africa
- Joni Musabayana, Acting Director Pretoria Office, International Labour Organisation

15.30 – 16.30

Panel Discussion

Auditorium 1 & 2

Why are Impact Investors in Africa looking East – and not South?

The adoption of the Sustainable Development Goals and the Climate Agreement in 2015 has made it clear that social and environmental concerns are no longer the preserve of NGOs and activists but have entered the mainstream of business and investor strategy. Impact Investing has been on the forefront of this movement and has become an increasingly important sector of the global investment community. Predictions see the impact investing market increase to between \$400bn and \$1-trillion worldwide in the next five years. With nearly one fourth of global impact enterprises located in Sub Saharan Africa and rapidly growing economies, the continent is a prime destination for impact investment. However, opportunities for impact investing in Sub-Saharan Africa are not spread equally. East Africa has become the centre for global impact investing, with Kenya, and its capital Nairobi, a leading regional hub, with Uganda and Tanzania not far behind. Development finance institutions (DFI) and other impact investors are firmly focused on this market with a growing interest for impact investments in West African countries such as Ghana. Notably, South Africa is not viewed by many impact investors as an equally important market or source of deal flow. The panel “Why are Impact Investors in Africa looking East – and not South?” aims to discern the key reasons for this, and potential differences in the ecosystems between the two regions, as well as identify actions South Africa could take to attract more investment.

- Pat Pillai, Life College Group
 - Andreas Zeller, Open Capital Advisors
 - Max Pichulik, Impact Amplifier
 - Bandile Dlabantu, Khepri Biosciences
- Moderator: Selma Seedat, GreaterCapital

16.30 – 17.30

Networking

17.30 – 18.30	Panel Discussion <i>Auditorium 1 & 2</i> Streamlining the Landscape of Business Development Support Services for Eco-entrepreneurship Greening Business Development Services (BDS) has grown to be an important element of a more enabling environment for small, medium and micro enterprises to flourish. Better shared understanding among the different players in the current landscape of support services is necessary. Speakers: ▪ Bridgit Evans, SAB Foundation ▪ Sifiso Ndwandwe, Catalyst for Growth ▪ Rainer Agster, SEED ▪ Kees van der Ree, International Labour Organisation Moderator: Mapula Tshangela, Department of Environmental Affairs, South Africa
18.30 – 18.45	Announcement of the 2016 SEED Accelerator Recipients <i>Auditorium 1 & 2</i> <i>Supported by the Government of Flanders</i> ▪ Geraldine Reymenants, General Representative of the Government of Flanders in Southern Africa ▪ Cecilia Kinuthia-Njenga, Head UNEP, Office in South Africa
18.45 – 19.00	Dinner Speech <i>Auditorium 1 & 2</i> ▪ H.E. Ambassador Marcus Cornaro, Head of the EU Delegation to the Republic of South Africa
From 19.00	Networking Dinner

08.00 - 09.00

Networking breakfast

09:00 - 11:00

Towards Inclusive Green Economies: Up-scaling Social-Environmental Entrepreneurship Models in South Africa

Auditorium

Hosted by the International Labour Organisation (ILO)

Social entrepreneurship, which seeks to provide products and services which directly relate to basic human needs, is increasingly beginning to provide innovative solutions to address related environmental challenges, such as water quality, transport, pollution, energy and food security and waste management. This session will provide a platform for discussing the development of enabling policy environments which can support, incentivise and up-scale social-environmental enterprises. These enterprises are not only drivers of innovation in green economy transitions, but they are vital conduits to ensuring “environmental sustainability and an equitable transition to a low-carbon economy”, as envisioned in South Africa’s National Development Plan (2012). This session, which will draw on innovative methodologies to promote social dialogue, will seek to create an improved understanding among donors, policy makers and ecosystem actors on key factors and gaps at the ecosystem level. Best practices and projects will be showcased and the replication potential of those approaches will be discussed.

The session will be moderated by the ILO and will begin with an introduction to the session, followed by a 3-5 minute elevator pitch by resource persons on key factors in the development of an enabling ecosystem for social-environmental enterprises. The session will then follow a world café format with four thematic sessions (Finance & Investment, Education & Skills, Business Models, Research & Innovation) moderated by the resource persons who will now act as table hosts. Through a series of conversations, the world café will create the space for participants to share their ideas and insights on the key factors required to support up-scaling of social-environmental enterprises. Table hosts will draw on both policy insights and project lessons to guide discussions on the thematic areas, and will also facilitate dialogue between public and private sector stakeholders. Each world café session will seek to highlight key policy recommendations which have emerged from the discussions, and, drawing on concrete case studies, table host will present three key policy recommendations in plenary.

Table hosts:

- Business Models: Mao Amis, African Centre for a Green Economy
- Education & Skills: Elize Hattingh, Green Talent
- Finance & Investment: Muammed Sayed, Green Fund
- Research & Innovation: Magamase Mange, Department of Science & Technology

Summary:

- Mapula Tshangela, Department of Environmental Affairs
- Brian Zondo, Economic Development Department (EDD)

Investor Forum: Reverse Pitching by Investors

Auditorium

Hosted in collaboration with ANDE South Africa

A reverse pitching format will connect impact investors with potential investees in an innovative and participatory manner. A format that will allow investors to showcase the How to’s of impact investing to an audience of entrepreneurs and businesses. It will facilitate matchmaking and will allow business owners to address questions around the investment process, financial product and requirements for successful deal closing.

- Jaap Spreeuwenberg, Hivos Impact Investments
- Donna Katzin, Shared Interest & Phindile Spies, Thembani International Guarantee Fund
- Carien Engelbrecht, Aurik Investments

- Stuart Bartlet, IDC / Small Enterprise Fund
 - Dave Romero, Caban Investments
 - Megan Dedekind, Business/Partners
 - Lize Lubbe, Edge Growth / Vumela Fund
- Moderator: Mixo Mayimele, South African Netherlands Chamber of Commerce

11.00 – 11.30

Coffee break

11.30 – 13.00

Putting the Paris Climate Agreement into practice: Opportunities for the private sector

Auditorium 1 & 2

Hosted in collaboration with Practitioners' Dialogue on Climate Investments (PDCI)

What is the relevance of the Paris Climate Agreement and each country's previously announced contribution to this deal ("Nationally Determined Contribution (NDC)" for the national private sector? How can the corporate sector – including SMEs – and the financial sector benefit from the implementation of a country's NDCs? How can national governments encourage private sector engagement in INDC implementation? Which incentives could be provided to SMEs and investors of SMEs in this context? These are the key questions discussed with statements and interactive table discussions facilitated by public and private sector experts.

Opening statements:

- Frédéric Wils, Practitioners Dialogue on Climate Investments, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
- Joanne Yawitch, National Business Initiative, South Africa, climate negotiators and business representatives
- Mkhuthazi Steleki, National Department of Environmental Affairs, South Africa

Chairs of table discussions:

- Carol Franco Bellini, National Council for Climate Change and Clean Development Mechanism, Dominican Republic
- Habiba Ali, Sosai Renewable Energies Company, Nigeria
- George K. Kosimbei, Chandaria Business Innovation and Incubation Centre, Kenyatta University, Kenya
- Jay Patel, Business Development Village Energy, Uganda
- Mehdi Mustafa & Farheen Javed, Renewable Energy & Energy Efficiency Program, GIZ Pakistan
- Churchill Zepherinus Norbert, Department of the Environment, Ministry of Health and Environment, St. John's, Antigua and Barbuda
- Roberto Verzola, Center for Renewable Electricity Strategies (CREST), Philippines
- Maria Victoria B Antonio, GIZ Philippines & Frédéric Wils, Practitioners Dialogue on Climate Investments, GIZ
- Manfred Kopper Castro, Asociación Empresarial para el Desarrollo (AED), Costa Rica
- John Kasiita Ssemulema, Uganda Energy Programme, GIZ & Isabel von Griesheim, Section Climate and Climate Policy, GIZ

Investor Forum (by invitation only)

Boardroom 2 & 3

Hosted in collaboration with IBA and VC4A

In the context of the newly launched SEED Investment Platform (in collaboration with IBA and VC4A), a variety of selected social and environmental enterprises will make a closed door pitch to investors and other funding institutions. Among those selected enterprises will be SEED Winners that received support financed by the Government of Flanders, enterprises that have received support from the Global Cleantech Innovation Programme for SMEs in South Africa (GCIP-SA), the United Nations Industrial Development Organization (UNIDO) and the Technology Innovation Agency (TIA).

13.00 – 14.00

Lunch

14.00 – 15.30

Putting the Paris Climate Agreement into practice II: Policy measures, financial regulation and financial products to foster low-carbon and climate resilient businesses

Auditorium 1 & 2, Boardroom 2&3, Leaders Lab

Hosted in collaboration with Practitioners' Dialogue on Climate Investments (PDCI)

Interactive practitioners' dialogue in parallel groups:

How to foster the implementation of climate-resilience measures in industry?

- Input by Nestor O. Raneses, University of the Philippines
- Hrishikesh Mahadev Rayadurgam, Integration Environment and Energy GmbH, India

How to create larger markets for off-and mini-grid renewable energy solutions?

- Input by Hamis Mikate, ENSOL (T) LTD, Tanzania
- Input by Agus Hasan Reksoprodjo, Sintesa Group Indonesia

How to foster wide scale uptake of energy-efficiency in industrial production?

- Input by Steve Piro, Synergy Efficiency Solutions (SES)
- Input by Rafaelita M. Aldaba, Department of Trade & Industry, Philippines
- Input by Vicente Co, Philippine Plastics Industry Association (PPIA)

How to ensure financing during the different development stages of low-carbon SMEs?

- Input by Belynda Petrie, OneWorld Sustainable Investments
- Input by Laura Sundblad, Arc Finance Ltd.
- Input by Rob Grimberg, Capital Tool Company

15.30 – 16.00

Synthesis

Auditorium 1 & 2