

## ANDE IN SOUTH AFRICA

The South Africa Chapter is **made up of more than 60 members** who work to support small and growing businesses (SGBs). 16 of these members have their headquarters in South Africa. Participating **organizations work together on initiatives** specific to the region, and to promote a healthy ecosystem for South African SGBs. Members benefit from the **opportunity to network** and learn from other like-minded organizations, as well as to links to **ANDE's extensive regional and global activities.**



### CHAPTER STEERING COMMITTEE

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### ANDE SOUTH AFRICA TEAM

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The chapter seeks to stay at the forefront of the opportunities, challenges, and development of the entrepreneurial ecosystem in South Africa, and to provide a neutral convening platform for the sector. In addition to providing ongoing member-services and communication through the various ANDE platforms, the Chapter hosts regular events and supports research and other activities to strengthen the sector.

### ANDE SOUTH AFRICA ECOSYSTEM MAP

ANDE South Africa has undertaken an extensive mapping exercise of the entrepreneurial ecosystem. We have plotted more than 200 organisations across specific categories along the growth phases of an SGB. This map provides a snapshot of an extensive but fragmented ecosystem. It enables members, as well as the South Africa chapter itself, to prioritise underserved areas that require additional focus and collaboration. The chapter intends to build an on-line tool in partnership with other ecosystem players such as PWC and SiMODiSA to facilitate better information sharing.

### ROUNDTABLES AND SECTOR-SPECIFIC EVENTS

Each year, ANDE and our members prioritise key sectors like agriculture, education or healthcare, to develop a deeper understanding of challenges and opportunities for SGBs in those sectors. To this end, ANDE holds events that gather and connect relevant stakeholders to flesh out challenges, generate ideas, and create opportunities to put ideas into action.

In 2014, we hosted a successful global series of roundtable discussions on the role of invention-based businesses. The roundtables were complimented by comprehensive research, and aimed to create collaborative initiatives resulting in better opportunities for invention-based businesses.



One of ANDE South Africa's sector focus areas for 2015 was **Education Entrepreneurship (or Edupreneurship)** including both models of low fee-paying school enterprises and tech-edupreneurs. This also helped inform a **series of global roundtables** on challenges and opportunities facing education-focused entrepreneurs. The chapter has published a brief report on the outcomes from a research-led stakeholder engagement exercise. Another roundtable focused on Green Invention took place in South Africa in August 2015 at the South Africa Innovation Summit.

### SOUTHERN AFRICAN IMPACT INVESTING NETWORK (SAIIN) CONFERENCE

The **SAIIN** conference is one of the major events on impact investing in South Africa, and ANDE is proud to be one of the host organisations again in 2016. In early 2015, the conference brought together more than 200 participants over two-days to discuss how to expand impact investing in the region, as well as to share examples of successful investments to-date.

In 2015, in addition to providing input on content and speakers, ANDE pulled together a pitching session for social entrepreneurs seeking investment and an ANDE member ran a training workshop to help these entrepreneurs prepare their pitches. This is in line with the ongoing work the chapter does to bring together investors, capacity providers, and ecosystem builders to better support SGBs.

### INVESTMENT MANAGEMENT TRAINING (IMT)

The ANDE IMT five-day intensive course was run for the first time in South Africa in 2015. It covers all aspects of the investment process from deal sourcing and due diligence, to term sheets, ongoing business support and exit strategies. The IMT attracted participants who comprised a mix of South African investment managers, capacity providers, and donors from across the continent, as well as ANDE members from India, Europe and the US. The course was facilitated by a global expert on early stage investing and was enhanced by local ANDE members providing case studies and a field visit to an investee company. ANDE South Africa hosted the training workshop with AMSCO and will look to run the training yearly.

### CHAPTER BREAKFASTS AND OPEN CHAPTER MEETINGS

ANDE South Africa hosts regular meetings in Johannesburg and Cape Town that offer members and prospective members the opportunity to network, receive updates and global content, and showcase their work.

### LEARNING JOURNEY TO FOSTER SOUTH-SOUTH LEARNING

The ANDE South Africa chapter aims to lead a group of members and key stakeholders on a nine-day visit to Brazil to visit successful and innovative institutions and organizations to cross-pollinate ideas, network, and engage on issues related to entrepreneurial ecosystems. Participants will visit with and learn from some of Brazil's leading funders, innovative financiers, consultants, incubators and social entrepreneurs in Rio de Janeiro and Sao Paulo. Participants will also be exposed to relevant learning in a context that has many similarities and challenges to South Africa.