

Corporate Profile

as of end June 2021

1. What is the **Name and Legal Status** of the Fund?

- *Growth Grid Venture Capital Partners* (Pty) Ltd. (“GGVCP”) (Registration No. 2015/315542/07) is a registered venture capital company (VCC) for purposes of section 12J of the Income Tax Act No. 58 of 1962
- SARS VCC Registration No: VCC-0037
- GGVCP is an FSCA authorized financial services provider. FSP No 46977

2. What is the **Vision** of the Fund?

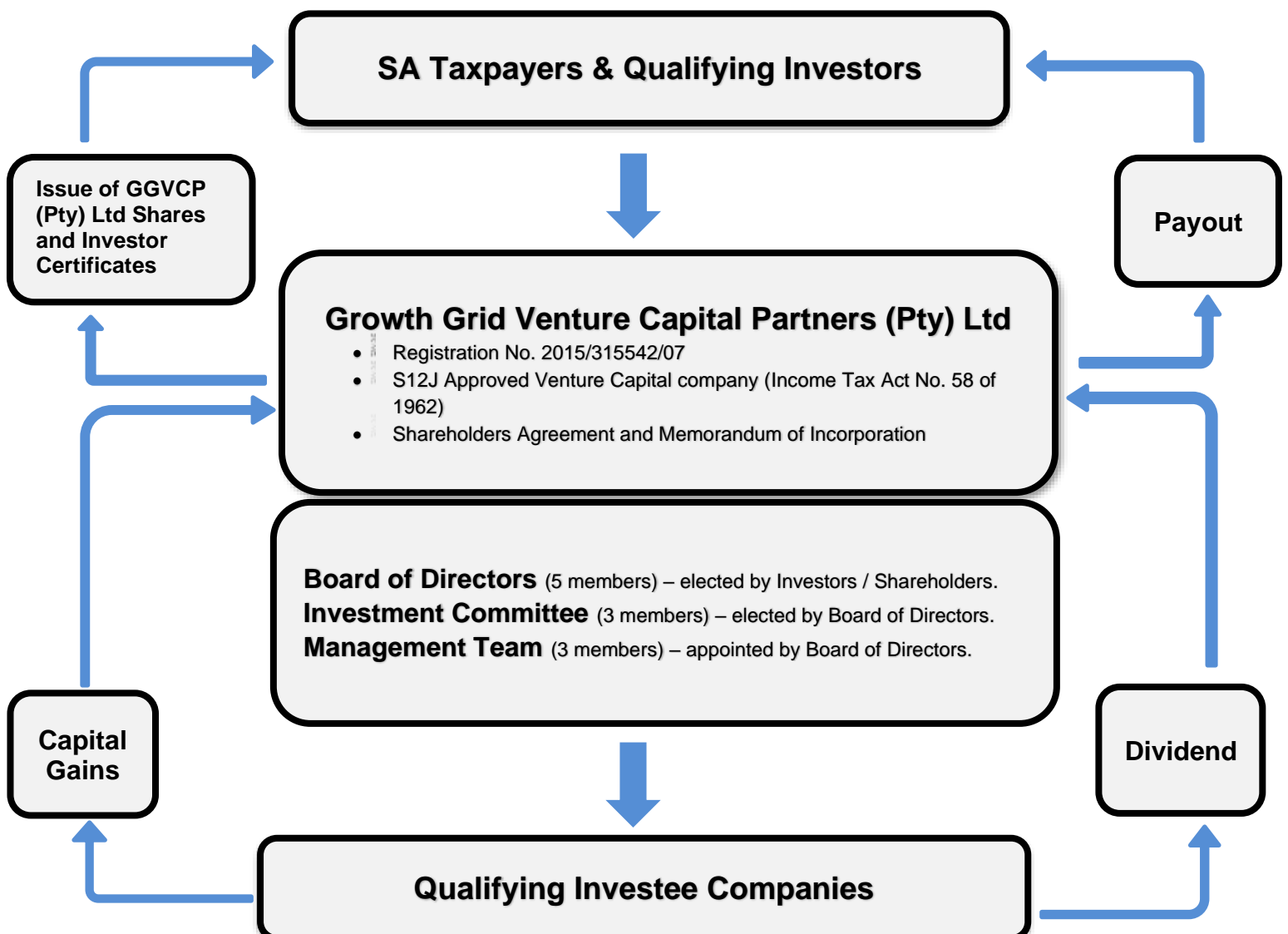
- Stimulate the SA economy through growing SMEs and in so doing support sustainable job creation, economic growth and black economic empowerment.
- Provide ongoing tangible guidance and mentorship to high impact entrepreneurs.
- Investors make available their commercial network and so hasten access to markets and resources.
- Provide customized post investment assistance.
- Hold significant minority equity / convertible loan stakes alongside vested management teams.
- Offer 100% upfront tax deductibility of amount invested in the financial year in which the investment is made.
- Do Good by Doing Well

3. Who is in the **Management Team** of the Fund?

- The management team, **Robert Ferguson – MD, Roy Fine – Executive Director and Adam Greenblo – Head of Operations** are actively supported by Mazars (Tax and Auditing), ENSafrica (Legal), Du Preez & Associates (Independent Accounting Services) and Moonstone (External Governance & Compliance Services)
- The founders of GGVCP hold 2.5% of the equity of GGVCP VC Fund through Angel Funder (Pty) Ltd
- Management has proven VC expertise, owner-managed experience and are capable of building privately owned companies.

4. What is the **Structure** of the Fund?

- GGVCP is a s12J Venture Capital Co. and in terms of the FAIS Act (Financial Advisory and Intermediary Services Act) is FSCA (Financial Sector Conduct Authority) and SARS - accredited and compliant.
- The FAIS Act together with the FSCA prescribes a professional code of conduct with specific enforcement measures.
- S12J offers investors 100% upfront tax deductibility of the amount invested in the financial year in which the investment is made.
- The management of GGVCP are governed in terms of standard good corporate governance, by a Board of Directors of 5 members nominated by the investors who are in turn also the underlying shareholders of GGVCP (**Board Members: Neil Lazarus SC – Chairman, Larry Sive, Professor Haroon Borhat, Greg Flash & Robert Ferguson**)
- The Investment Committee is made up of 3 members – appointed by the Board (**IC Members: Glen Heneck – Chairman, Jonathan Ackerman and Raoul Miller**)



5. How Will the Fund Make **Investment Decisions**?

- The Fund will facilitate an Application Process with a structured set of requirements for potential investees – This would include an Executive Summary, Business Plan and Financials
- The investee company will be informed whether the investment is a potential fit for GGVCP.
- GGVCP management will then engage with the investee company through a series of meetings and additional questions to review information provided.
- Parties agree their commitment, undertaking and intent to progress the investment process.
- Term Sheet finalised
- Conduct detailed Due Diligence and appoint specialist professional advisers, if required
- Investment Committee recommends to Board.
- Board approves investment.
- Prepare and sign formal Legal Investment Agreements
- Investment pay away.

6. Which **Investee Companies** will be targeted?

- Post revenue owner managed.
- Have a strong competitive position in their target market and/or address problems with innovative technology.
- Have differential/first of a kind registered intellectual property.
- Strong management team with clear focus on execution, human capital and governance
- Scalable business model with the ability to generate strong sustainable cash flows.
- Deal Flow Channels: Board & Shareholders extensive networks, Incubators & Accelerators, Universities, Professional Firms, Investment & Commercial Banks, other VC Funds looking for co-investment.

Investments



RecoMed is the leading and fastest growing **online healthcare marketplace** and booking platform in South Africa. RecoMed seamlessly connects practitioners, patients and other stakeholders in the healthcare ecosystem.

Healthcare providers use RecoMed to grow their business with increased patient bookings, streamline their practice and improve the service experience for their customers. Patients can easily find & book appointments with a diverse selection of health providers in their area quickly and privately from any connected device 24/7.

Key Partnerships: Discovery, Netcare, Medicross, Clicks, Dischem and the majority of PMA's (Practice Management Applications - including Healthbridge, GoodX and Medemass)

Website: www.recomed.co.za



Digital Cabinet specialize in digital, cloud-based, **Workflow and Document Management** solutions for organizations. Their vision is to create and power paperless office environments across an array of business functions & sectors.

Their technology allows for seamless document generation, collaboration, distribution, and storage, at scale – saving time & money. All data is secured, backed up with audit trails and is fully compliant with local regulations (POPI, FAIS, SARS).

Key Partnerships: JSE Issuer Services, Hewlett Packard, PKF Global, Bidvest, Cashbuild, Hertz

Website: www.digitalcabinet.co.za

SIRAC

Sirac design, supply and install **energy-efficient hot water systems** for commercial and industrial applications. Their hot water heat pumps and thermal storage solutions produce hot water at a fraction of the running cost of traditional water heating systems.

Sirac is a market leader in SA and is trusted by industry experts for their exceptional reliability and performance. They have a national footprint with offices and technical support in the major centres.

Key Partnerships: Growth Point, Amdec, Redefine, Eskom, Protea Hotels, Rabie, Pick n Pay, UCT, Anglo Gold Ashanti

Website: www.sirac.co.za

EXIT: successful trade exit to Viessmann Group (May 2021)



C2S is a **digital insurance administration and distribution** platform.

Their cloud-based, modular, scalable, insurance SaaS, enables businesses offering insurance: omnichannel distribution, reduction in administration costs, and better decisions with real-time reporting and insights.

C2S believe in enabling companies with innovative technologies, to better serve the changing needs of the modern customer.

Key Partnerships: Massmart, Greenlight RE, Oracle, Babereki, GetSure

Website: www.click2sure.co.za



Making business better

Global Carbon Exchange (GCX) have developed a **business intelligence dashboard** which delivers real-time, on-demand, data analytics of an organizations environmental, social and governance factors (ESG).

These insights and tools, together with GCX's expertise, empowers companies to set and track more ambitious sustainability targets and drive their financial performance.

Key Partnerships: Growth Point, Redefine, Emira, Discovery, Pick n Pay, V&A Waterfront, Sun International, Netcare.

Website: www.gcx.co.za



Tradecloud is a cloud-based, full suite, **import trade management platform** that integrates and enables real time management of all the activities involved in the import trade process - including buying, merchandise planning, shipping, treasury, finance and accounting. With Tradecloud, importers can now obtain an accurate delivered price per unit together with a full transaction implementation service.

Incorporating all these functions onto a single platform drives supply chain efficiencies and provides enhanced visibility, control and risk management. Their offering is suitable for importers of any size – from SMEs to large, listed corporations.

Key Partnerships: Standard Bank, Kuehne & Nagel, Woolworths, TFG, Clicks, Cape Union Mart

Website: www.tradecloud.com



NHG is an accredited **healthcare administrator and managed care services** company. They offer South Africans affordable and reliable healthcare services that meet their needs at the lowest possible cost. This is achieved via an independent network of doctors, pharmacies and other healthcare providers, supported by digital health technology and financial innovation.

NHG's vision is to be the leading provider of quality medical cover to the lower and emerging income markets – providing millions of South Africans access to private healthcare services & care for the first time in their lives.

Key Partnerships: African Rainbow Capital, Invenfin, Essential Employee Benefits, Makoti, Sizwe, Malcor, Hungry Lion

Website: www.nationalhealthcare.co.za

Partnerships



Corporate Information

<u>Board:</u>	Neil Lazarus SC (Chairman) Rob Ferguson Greg Flash Larry Sive Prof Haroon Borhat Roy Fine (Alternate)	<u>Tax Advisors:</u>	Mazars Mazars House, Rialto Rd Century City Cape Town 7441
<u>Investment Committee:</u>	Glen Heneck (Chairman) Jonathan Ackerman Raoul Miller	<u>Bankers:</u>	Nedbank 135 Rivonia Rd Sandown Sandton 2196
<u>Registered Auditors:</u>	Mazars Mazars House, Rialto Rd Century City Cape Town 7441	<u>Legal Advisors:</u>	ENS Africa 1 North Wharf Square Loop Street Foreshore Cape Town 8001
<u>Company Secretary:</u>	Michael Berman Mazars House, Rialto Rd Century City Cape Town 7441	<u>External Compliance Officer:</u>	Moonstone Charmaine Terblanche 25 Quantum St, Technopark Stellenbosch Cape Town 7708
<u>Registered Office Of the Company:</u>	Unit C9 Westlake Square 1 Westlake Drive Cape Town 7945	<u>Independent Accounting Services</u>	Du Preez & Associates Wicus Du Preez 81 Main Rd Paarl Cape Town 7646

Disclaimer

The contents of this Brochure do not constitute and should not be construed as investment, tax, legal, accounting, or other advice. For advice on these matters, you should consult your own investment, tax, legal, accounting, and other advisors about any material or information discussed in this brochure. Venture capital investments are higher risk and generally more suitable for high-net-worth investors who are prepared to accept the risks inherent in investments of this nature.

Please remember that past performance may not be indicative of future results. Different types of investments involve varying degrees of risk, and there can be no assurance that the future performance of any specific investment or investment strategy, referred to directly or indirectly in this Brochure will be profitable, equal any corresponding indicated historical performance level(s), or be suitable for your portfolio.

This Brochure does not purport to contain all the information that a qualifying investor in GGVCPC may require nor is it intended to replace any form of legal, financial, or technical due diligence.

While all efforts to ensure the accuracy of the information provided herein, the Brochure has not been independently verified, nor has any of the information contained herein and the Management nor GGVCPC do not give any representation, warranty, or guarantee, whether express or implied, in relation to the completeness or accuracy of the information, or that reasonable care has been taken in compiling or preparing the information.

Accordingly, no qualifying investor shall have any claim of any nature whatsoever against Management or GGVCPC arising from the information herein contained.

None of the information furnished is warranted (whether express or implied) or is given for the purpose of inducing any agreement with a qualifying investor and therefore none of the qualifying parties shall have any claim of any nature whatsoever against Management or GGVCPC in furnishing this document, neither the Management nor GGVCPC undertakes or agrees to any obligation to provide you with access to any additional information or to update this document.

The FSP has the necessary PI Cover as required by FAIS.

Finally, this Brochure is being furnished to a limited number of parties only.