

Media release
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CEO CIRCLE ANNOUNCES SEVEN BUSINESSES TO HELP SCALE TO A VALUE OF R500 MILLION PLUS

The SA SME Fund's CEO Circle has announced the initial seven recipients of the CEO Circle Entrepreneurs 2019 Award. Each recipient will benefit from a 'personalised pathway' of support to help them scale into significant companies of R500 million plus in value, as part of SA's private sector efforts to stimulate the economy and create jobs.

Endeavor ScaleUp (a not-for-profit aimed at identifying and scaling high growth entrepreneurs) helped run a rigorous selection process. Industry experts and senior businesspeople interviewed and assessed the entrepreneurs and businesses for track record and ability to scale.

A panel of CEOs chaired by Adrian Gore of Discovery, joined by Fani Titi of Investec, Shameel Joosub of Vodacom and Bongani Nqwababa of Sasol, announced the winners on 7 August.

"Mid-sized companies are an important engine of economic growth. We will leverage the enormous power of the SA SME Fund's shareholders (top 50 corporates) and fund managers to help grow these businesses into significant players in the South African economy," says Adrian Gore, Chairman, SA SME Fund.

The following companies have been selected as recipients of the CEO Circle Entrepreneurs 2019 Award:

BT Industrial: Manufactures High Density Polyethylene (HDPE) pipes and provides an array of complementary services to customers including engineering, project management, quantity surveying, and maintenance solutions. 4 fold growth in revenue estimated 2019-2020
Nominated by Endeavor

InnoVent: Has a dual offering: asset rental and management (computer hardware) to corporates, and the re-rental of refurbished computers to customers including large corporates and SMEs. Have opened offices in London, Zambia, Zimbabwe, and Tanzania. Revenue above R150 million. Now the leading independent/brand agnostic IT leasing company in SA.

KELE Mining Solutions: Niche contract mining services (load and haul and drilling) with a view to use data analytics to improve productivity and efficiency in the industry. Founded by a husband and wife team, now have 250 employees on 10 mining sites.
Nominated by Kumba

Sentio Capital Management: Boutique asset manager focused on integrating AI and machine learning with qualitative bottom-up research to build portfolios for institutional and retail clients. South African champion with global aspirations. Over R16bn of assets under management which have tripled in the last 3 years.
Nominated by RMI

SignCraft Africa: A one-stop shop that manufactures, installs, delivers and maintains corporate signage. Operates nationally, and has a presence in 14 African countries. Family business with revenue over R100 million.
Nominated by Nedbank

Siyeza Fine Chem: Procures, supplies and distributes Active Pharmaceutical Ingredients and other raw materials to pharmaceutical, nutraceutical and cosmetics manufacturers. Over R250 million revenue.
Nominated by Adcock

TSK Interiors: Deliver high quality, multi-million Rand turnkey interior fitouts and related construction solutions through strategic partnerships with skilled core suppliers. National footprint, with blue-chip client base (including GrowthPoint, Absa, and Allan Gray).

“The calibre of the recipients of the CEO Circle Entrepreneurs 2019 Award is impressive. These entrepreneurs have through sheer hard work and perseverance already built solid companies. With the CEO Circle as a catalyst, these businesses are poised to become significant players,” says Fani Titi, Joint CEO of Investec.

Each recipient will receive a personalised plan to accelerate their growth, that will include access to capital providers (debt and/or equity), introductions to and mentoring by senior executives and decision makers in SA SME Fund shareholder companies, and other tailored business support.

“We look forward to seeing these companies grow into national champions, and paving the way for younger entrepreneurs to follow in their footsteps,” says Shameel Joosub, CEO of Vodacom.

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Additional information:

The SA SME Fund (www.sasmefund.co.za) is a private sector led initiative born out of the “CEO Initiative”, a partnership between the SA Government and CEOs to stimulate the economy and create jobs. The R1.5-billion Fund focuses on building entrepreneurs and small and medium enterprises.

The SA SME Fund launched the CEO Circle in March 2019 as an initiative aimed at accelerating the growth of high potential black businesses within the SA SME shareholders’ supply chains. Shareholders nominated over 140 high-growth companies run by black founders and entrepreneurs. Endeavor ScaleUp (<https://endeavor.co.za/>) helped the CEO Circle run a rigorous selection process, during which the entrepreneurs were interviewed and assessed by a number of industry experts and senior businesspeople.

Over 20% of nominated companies qualified for the second round of business reviews, resulting in 13 businesses being selected for in-depth financial assessments. The 13 companies presented to an initial selection panel on 18 July 2019. Seven companies were selected from this group to present their businesses to the CEO Circle Selection Panel on 7 August 2019. This leg of the process culminated in the selection of the recipients of the CEO Circle Entrepreneurs 2019 Award.