

South Africa
KZN Funding Fair

26 February 2013

KZN Funding Fair

A fantastic opportunity to
engage with local and
national funders



A unique public/private partnership between the provincial government of KwaZulu-Natal and Deloitte will kick-start business initiatives across the province and also provide impetus for job creation in urban and rural areas.

At the heart of the partnership between Deloitte KZN, the province's Treasury Department and the Department of Economic Development and Tourism is a unique 'Funding Fair' that will initiate and facilitate face-to-face contact between project promoters, entrepreneurs, business development bodies, venture capital and private equity investors as well as debt funders.

The KZN Funding Fair, which will take place in Durban on 16 and 17 April 2013, will be aimed at facilitating access to the significant amounts of funding that is available annually for business development through a broad range of organisations. Entrepreneurs and project promoters, who will have undergone an initial selection process, will each be given 15 minutes to pitch their business propositions and funding requests to a panel representing major funding bodies. We envisage the actual pitch taking no longer than 5 minutes with 10 minutes for related discussion and questions from the panel.

Where individual funders and investors are attracted to the initial pitch, they will be able to arrange follow-up one-on-one meetings with the project promoters concerned on Day 2 of the event. The rationale is, simply, to get as many project promoters in front of as many possible funders and investors in a focused two-day session.

During the two-day event, Deloitte specialists and external speakers will be on hand to workshop essential business issues with entrepreneurs in line to pitch their business propositions. Topics will vary from how to develop business models and effective 'bankable' business plans, through to essential market research and the preparations required before crucial business presentations can be made to properly pitch for funding.

Details

Date: 16 and 17 April 2013

Time: 08h00 – 17h00; both dates

Venue: Coastlands Hotel, Umhlanga Rocks, KwaZulu-Natal

Submission of projects

Projects promoters who meet the initial assessment criteria will be contacted directly and emailed the necessary details to attend the project pitch sessions on 16 April 2013. We include some criteria (but not limited to these) below that need to be met to have you project(s) considered for assessment.

Project criteria:

- Project is to be based in KwaZulu-Natal
- Project value of at least R10 million

Should your project meet with the above criteria and should you wish to be involved in this unique opportunity to present your project to key funders, please complete the 1 page concept note attached and return it to me in Excel format by 7 March 2013 via lbezuidenhout@deloitte.co.za. Unfortunately projects submitted after this date, would not be eligible to be presented to the key funders.

We look forward to your participation in this exciting KZN public/private initiative.

Kind regards



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