



Technology Start-Up Capital overview

CVP Entrepreneurial Top 20 Biotech highlights

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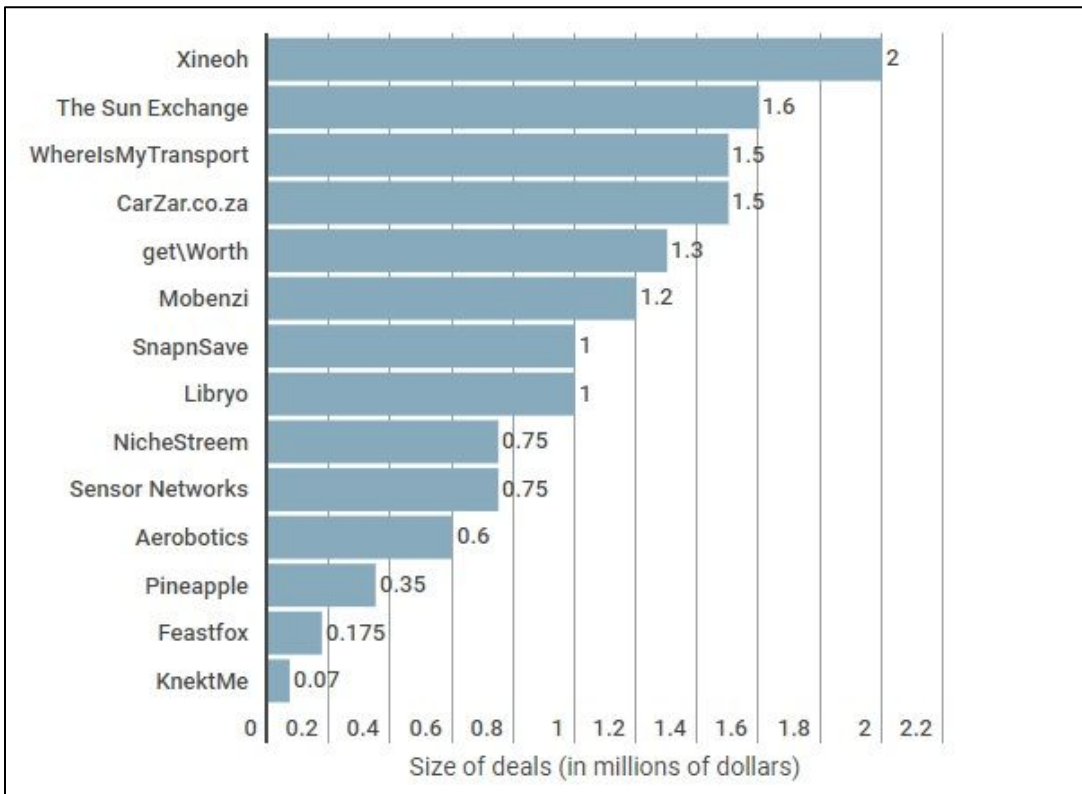
A few CVP Ventures and Clients



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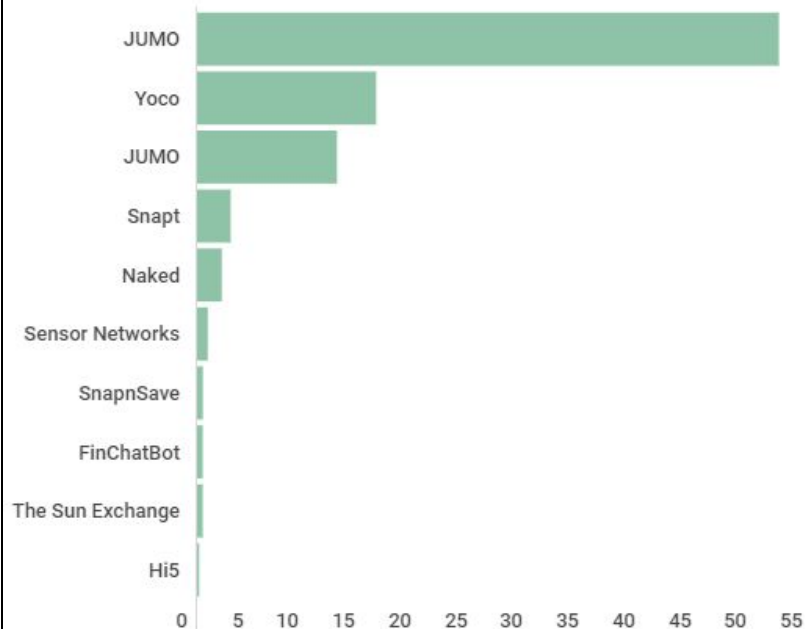


14 Start-ups raised \$14.7 Million in 2017 (2016 was \$5M, 7 deals) - VentureBurn



SA's biggest deals in 2018 - \$88,35m

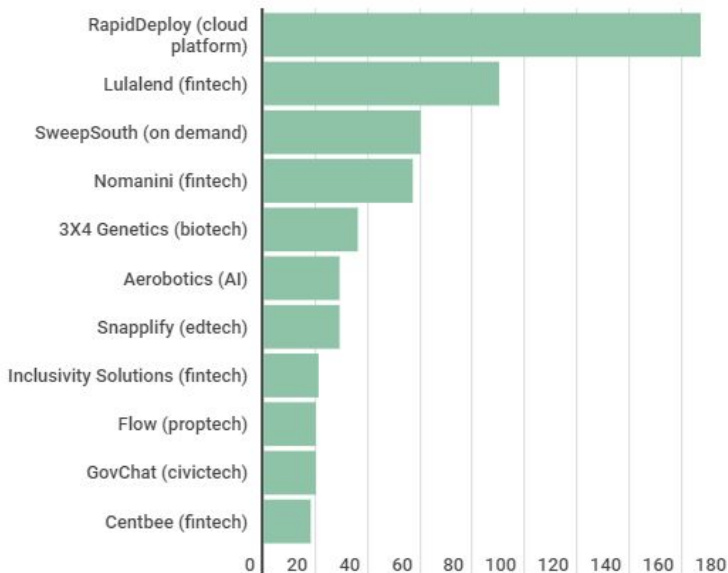
Here are the 20 biggest disclosed venture capital (VC) deals in 2018 (in millions of US dollars).



*The above include only announced deals in which funding amount was disclosed.

SA tech startups raised over R674m (\$45m) - 31 deals in 2019

Top 12 disclosed deals in SA tech startups in 2019 (in millions of rands)



Source: Ventureburn

*Investments include only those in which deal amounts were disclosed, made in tech firms no more than seven years old.

8 SA startups to watch in 2020 - January 2020 Ventureburn

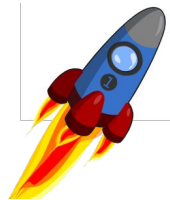


Ventureburn January 2020

- “Five Elms Capital has invested \$30m in Stellenbosch based tech company Skynamo, a field sales app and management platform provider”
- “Stellenbosch software firm Skynamo secures R435-million in funding”

The CVP Entrepreneurial Top 20

- CVP has selected three categories to benchmark success in technology entrepreneurship in the Western Cape, companies all founded post 2000...
 - Significant Capital Raised from Investors
 - Exponential Growth of the Business
 - Successful Exits
 - 3 Biotech companies feature.....





- A specialist mobile financial services platform
- Over 50 active deployments in 40 countries, including 27 countries in Africa, Asia and the Middle East
- Raised funding from Venfin and HBD
- Sold to VISA in 2011 for \$110 million

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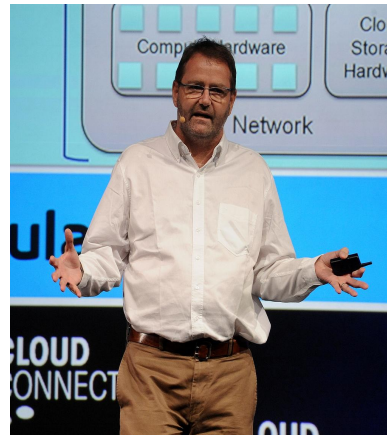
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nimbula



- 2008-2010 Stealth-mode building of cloud-based computing software, launched as Nimbula in 2011
- Raised \$21 million from Sequoia, Accel and VMWare
- Sold to Oracle in 2013 for \$110 million
- Founded by Willem Van Biljon
 - Mosaic Software
 - Amazon Cloud
 - Takealot Co-CEO





- Online education, short courses, university and postgraduate programs
- 37,000 signups, 94% completion rate over last 6 years
- Partner with UCT, Wits and Penguin
- 150 employees, 45 course instructors
- \$103 million exit in 2017 to Nasdaq listed 2U!!



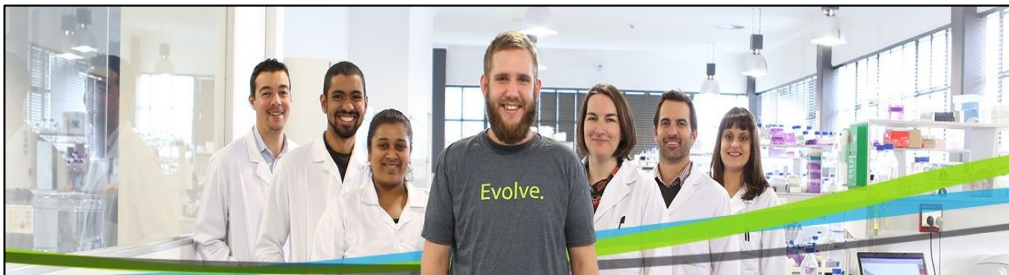


- Therapeutic drug development
- Bioventures, (were SA's only niche Biotechnology and Life Sciences Venture Capital Fund) invested R12 million in 2002
- Shimoda proved to be Bioventures' most successful exit
- Sold to Abraxis for \$15 million plus earn-outs in 2008





- Raised R24 million from Cape Biotech (Now TIA) in 2006
- Enzymes for PCR reagents
- Bought out 49% equity stake from TIA for \$4.1 million (R59 million) in 2014
- Acquired in 2015 by pharmaceuticals giant Roche for \$445 million!!
- “Task team’s investigation into Kapa Biosystems deal drags on”
-June 2017 VentureBurn
- “Taxpayers shortchanged by over \$400m - heads for arbitration”
-Oct 2019 VentureBurn



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Hot & happening SA startup picks for 2019

Ventureburn - Matthew Buckland

- Aerobotics
- Bank Zero
- Yoco
- Click2Sure
- Pineapple
- Giraffe
- Jumo

Special Mention:

Lumkani, Quicket, Ekeja, Sensor Networks