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An Intellidex Company



SAVCA

SOUTHERN AFRICAN VENTURE CAPITAL
AND PRIVATE EQUITY ASSOCIATION



SAVCA Awards 2025
Information Session
28 February

Meet the team



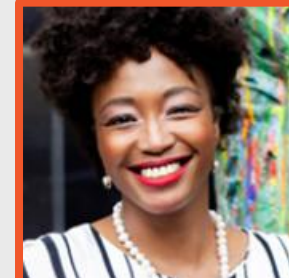
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CEO



Mandlakazi Gcasamba
Head of Operations



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Research and
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Agenda

1. Welcome – Mandlakazi Gcasamba, SAVCA
2. Benefits of participation
3. Timeline 2025
4. The Awards
5. Decision stages
6. The nomination form
7. How to nominate
8. Judging criteria
9. Questions

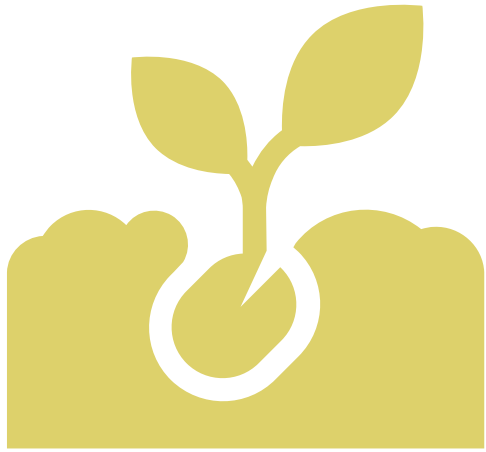


Welcome

**Mandlakazi
Gcasamba**
Head of Operations
SAVCA



Why should you participate?



Attract clients

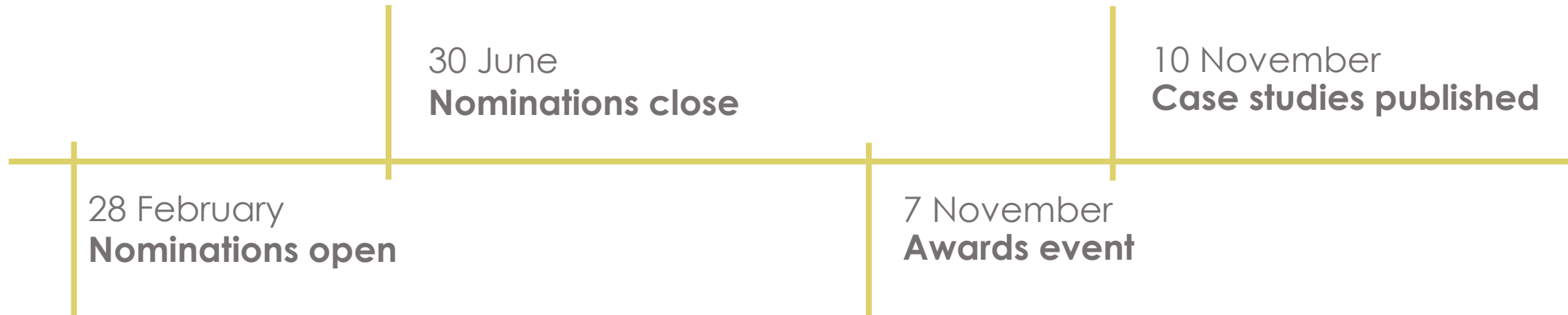


Showcase contribution
to portfolio success



Celebrate portfolio
companies

Timeline 2025





The Awards

1. **Start-up companies** - enterprise value not relevant; post-revenue; early-stage, series A or series B funding; excludes seed or pre-revenue funding. Investment period may be up to 7 years.
 2. **Small companies** - enterprise value of under R200m; revenue of under R200m; funding stage not relevant; established with positive operating cash flows.
 3. **Medium-sized companies** - enterprise value over R200m and under R1.5bn; revenue of over R200m and under R1.5bn; funding stage not relevant; established with positive operating cash flows.
 4. **Large companies** - enterprise value over R1.5bn; revenue of over R1.5bn; funding stage not relevant; established with positive operating cash flows.
- Nominees must be current portfolio companies, or the private equity/venture capital company must have exited in the past 18-24 months leading up to December 2024. Only the performance of companies during the last 36 months will be considered during the judging process.
 - To be eligible, companies must be portfolio companies that have benefited from private equity and venture capital investments in Southern Africa. These companies must be headquartered in Southern Africa. Southern African countries - South Africa, Angola, Botswana, Comoros, Eswatini, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Zambia, Zimbabwe.

Introducing the GP Award

This year we are introducing the GP Award. This award recognizes an individual from a fund management firm who has provided exceptional support to a portfolio company and are nominated by the nominees.

Decision stages

The process has five phases that build on one another.



Over time we've made sure that all the phases are aligned so that we collect the right information right from the start.

The nomination form



How to nominate

1. Online: The awards web site
2. PDF: downloadable form: [SAVCA 2025 Awards nomination form](#)

Judging criteria 1/3

Background

1. What does the company actually do? How does it add value to its customers? When was it founded?

A. Financials

1. Analyse annual financial statements for the last four years. *(We will undertake a non-disclosure agreement, if necessary)*

To answer the following:

1. What was the company's **top line revenue growth** in each of the last three years?
2. What was the growth in **profitability** over the last three years (Ebitda margin)?
3. What has been the **growth in profits** over the last three years (operating profit total)?
4. How has the balance sheet evolved from a book value (net equity) and a debt/equity ratio perspective?

B. Growth of the business

1. What growth and development has taken place? These specific areas may be relevant:
2. Growth in operations – new plant, new warehouses, new offices, etc.
3. Acquisitive growth
4. Growth in the marketplace – new countries entered, new product/service areas entered
5. Growth in capacity – increased leadership capacity, administrative capacity, etc.

C Job creation and retention

1. What has the business achieved in terms of **job creation**?
2. What has been the **growth** in the total number of jobs? (alternatively, number of jobs **saved/retained** where the case is more of a turnaround than growth phase)

Judging criteria 2/3

D. Innovation

1. Growth in innovation – new R&D capacity, how many new products. (A good metric to work out is the % of revenue in the latest year that came from products that hadn't existed the year before.)

E. Environmental impact

1. Evaluate the company's operations in terms of its direct environmental impact and any measures taken to address climate risk

F. Social impact

1. Outline all social upliftment / CSI initiatives
2. What transformation processes (BEE) have been undertaken by the company? Include any BEE ownership deals; employment equity initiatives etc.
3. What has happened to the company's BEE rating before and subsequent to the private equity/venture capital investment?
4. How have companies support their employees during the pandemic?

G. Leadership and reputation

1. What does the company do to develop and upskill internal leaders?
2. What has the company done in terms of succession planning?

H. Governance

1. Did the private equity investor take any **board positions**?
2. Did their staff otherwise engage with the company or take any other steps? Did these add value?
3. Were any changes to governance processes introduced?

Judging criteria 3/3

I. Corporate Citizenship

1. Assess the company's actions towards staff and society, especially during the pandemic
2. Consider the sector and profile
3. Agility of the business model
4. Consider business principles and ethics (maybe that's too high level)

The impact of private equity investment

1. How has having a **private equity** investor affected the business? For instance, has it:
2. Enabled improvement to **governance** (board capacity, structures and function) and overall professionalisation (policies and procedures for the business)?
3. Has it opened doors to **new markets** or partners?
4. Has it improved the **competitiveness** of the business?
5. How does management feel about private equity as a **source of capital** compared to other sources of capital (e.g. debt)?
6. Has it supported **innovation**, research & development? (New products/services etc)

GP Award - Judging criteria

1. Award will be presented to a GP Professional
2. Judges shall give more weighting to Professionals of Nominator GPs (companies that have submitted nominations for the 4 Award categories)
3. Professionals from Non-nominator companies will also be considered
4. Professional must have been integral to the success of the transaction



Assessment

	Start-up	Weighting
Primary assessment criteria	<i>Sustainable Growth of Turnover</i>	15
	<i>Sustained Job Creation</i>	15
	<i>Innovation and IP</i>	10
	<i>Environment</i>	5
	<i>Social</i>	5
	<i>Leadership</i>	10
	Total score /60	
	<i>Rank</i>	
Other differentiating factors	<i>Distinctive from its Peers</i>	5
	<i>Skilled execution of projects & plans</i>	15
	<i>Contribution to other stakeholders and society</i>	10
	<i>Positive impact of VC investment</i>	10
	Total score /40	
	<i>Rank</i>	



Assessment

	Small, Medium and Large Companies	Weighting
Primary assessment criteria	<i>Sustainable Growth of Turnover and or EBITDA</i>	12.5
	<i>Sustained Job Creation</i>	12.5
	<i>Innovation and IP</i>	5
	<i>Environment</i>	5
	<i>Social</i>	5
	<i>Governance</i>	10
	<i>Leadership</i>	10
	Total score /60	
	<i>Rank</i>	
Other differentiating factors	<i>Distinctive from its Peers</i>	5
	<i>Skilled execution of projects & plans</i>	15
	<i>Contribution to other stakeholders and society</i>	10
	<i>Positive impact of PE investment</i>	10

Meet the judges



Craig Beney
CEO – Helical Capital
Partners



Anne Keppler
Regional Director
Southern Africa, DEG



Shainal Sukha
Managing Director, Sukha
and Associates



Lumka Mlambo
Principal, SA SME Fund



Dr David Makova
Director – Tactus
Advisory



Dr Anthony Costa
Investment Lead – RSA
Presidency



Mike Donaldson
CEO – RMB Corvest



Idan Segal CIO
Founding Partner –
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Thank you



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