



Incubation Support Programmes at TIH

4th WRC Symposium 2019

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GAUTENG PROVINCE
ECONOMIC DEVELOPMENT
REPUBLIC OF SOUTH AFRICA

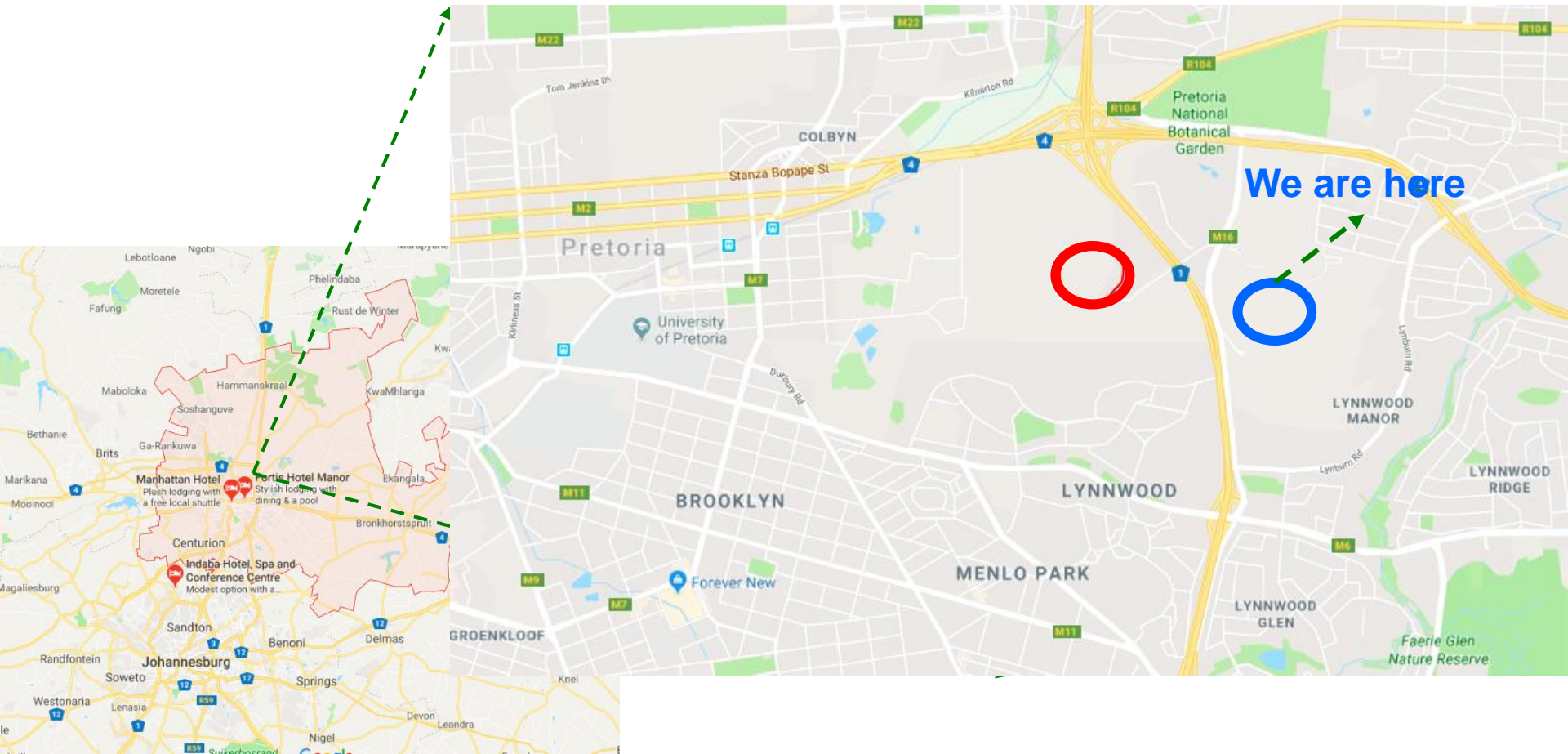


The story goes...

- ✓ Introduction to TIHMC
- ✓ Introduction to Green Economy Unit
- ✓ How we work – our offerings and processes
- ✓ Challenges and opportunities for clean-tech start-ups

Introduction to The Innovation Hub

Physical location of The Innovation Hub



Introduction to The Innovation Hub

'We guide today, so you can help build tomorrow'



□ Aim: lead, facilitate and manage **sustainable job creation** and inclusive **economic growth** and development in the Gauteng City Region



□ Aim: **enable economic development** that is focused on creating **sustainable jobs**



□ Aim: fostering **economic development** and **competitiveness through innovation**



Green economy



Smart industries



Bio-economy



Township economy



TIHMC broad focus areas:

- ❑ Smart Industries
- ❑ Bio-economy
- ❑ Township economy
- ❑ Green Economy

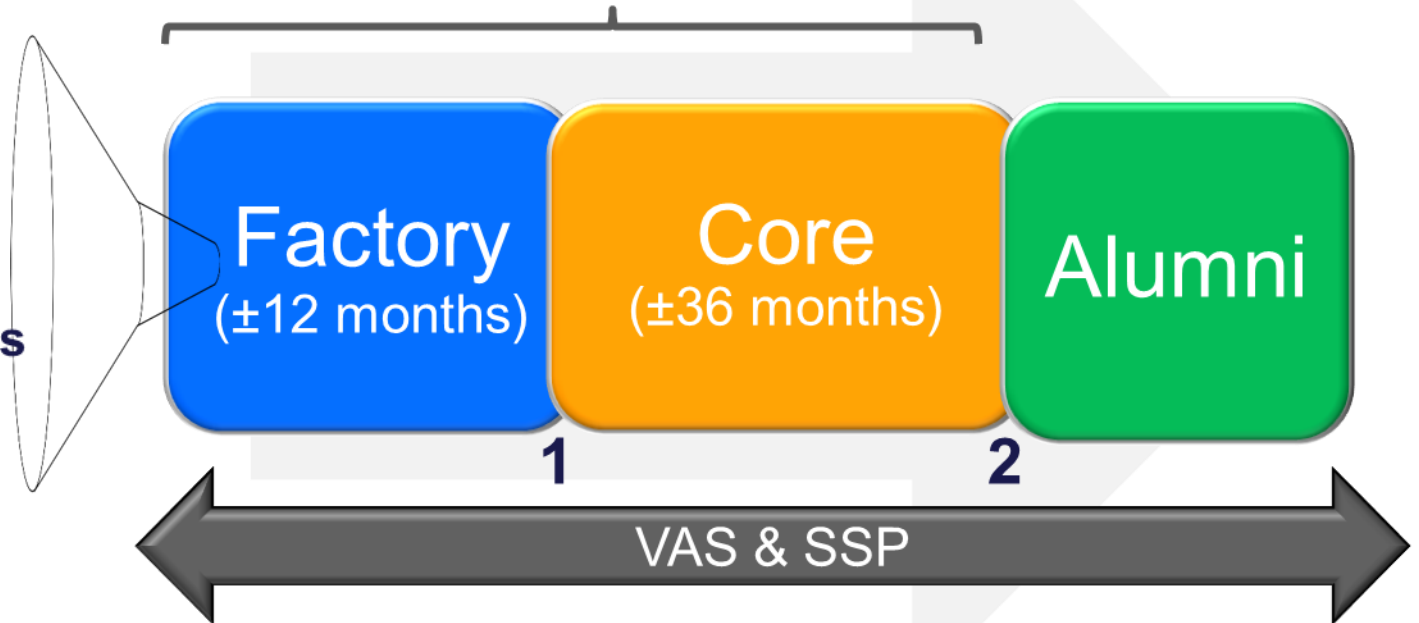
CICSA, as custodian of Green Economy, focuses on:

- ❑ **Water and Sanitation**
- ❑ Waste
- ❑ Energy

Recognition of job creation potential of these focus areas (ASSAf, 2008)

CICSA – Business Incubation Model

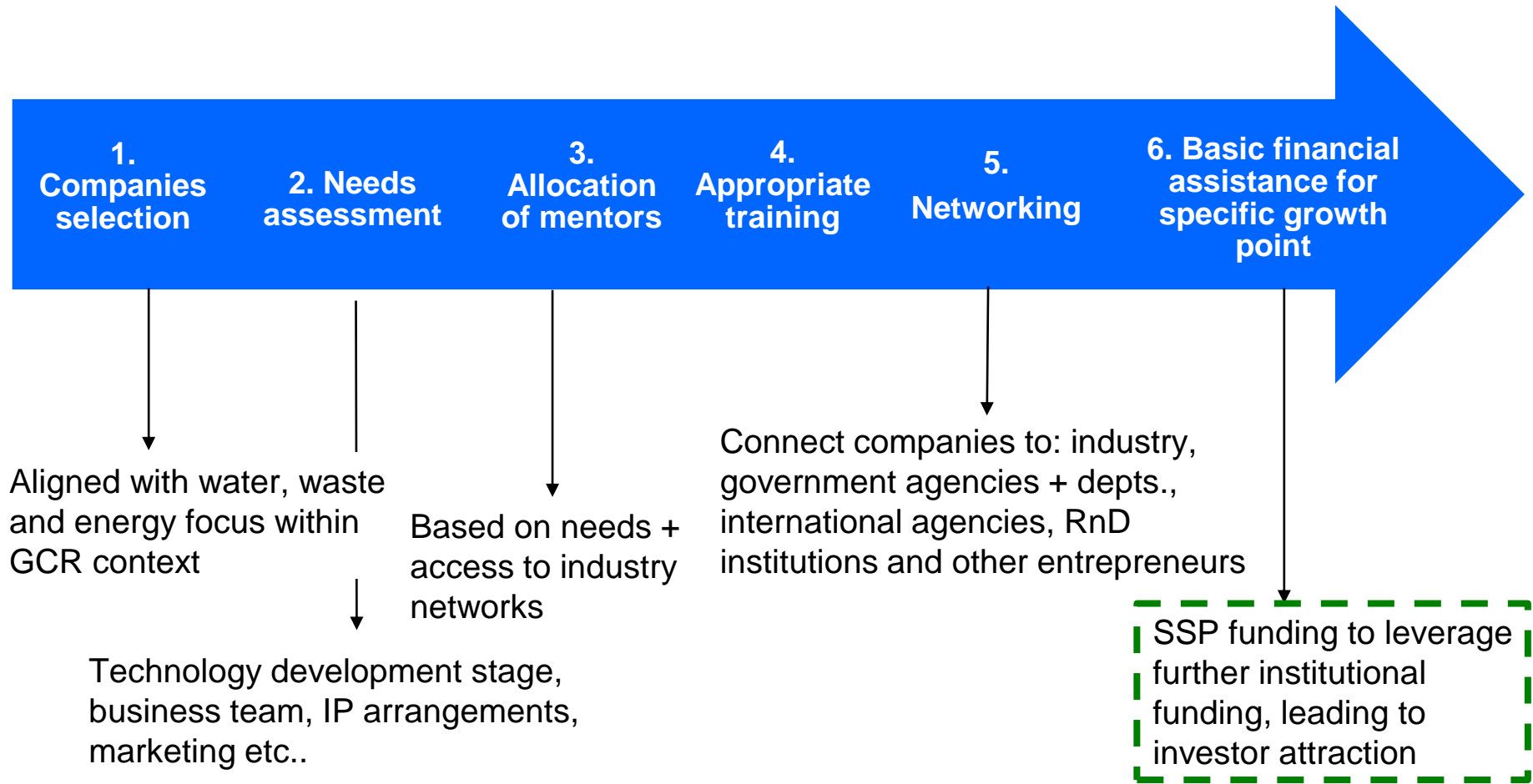
- GAP
- Calls
- Open IX
- Partner competitions
- Walk-ins



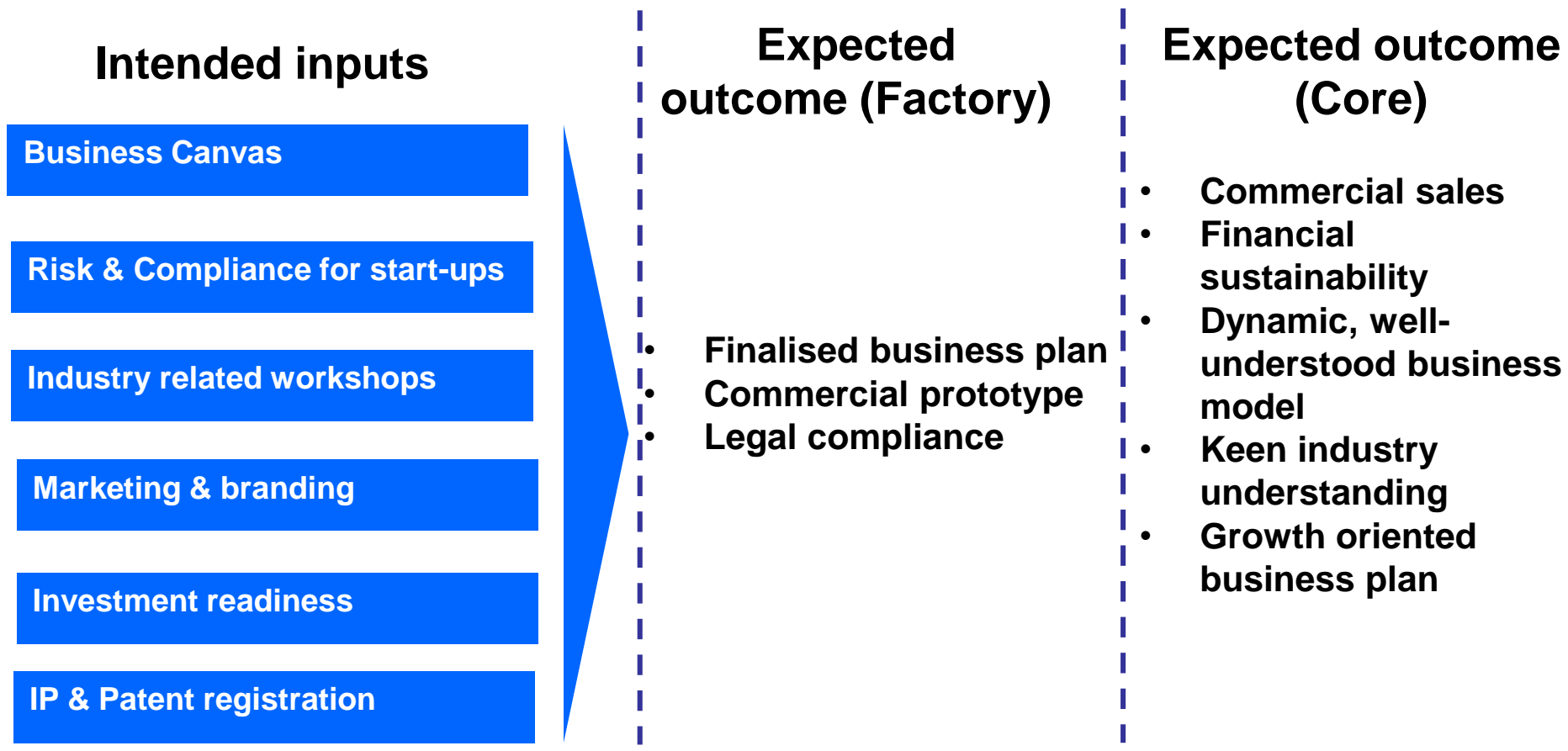
1: Commercialisation = first sale

2: Graduation = sustainability

Implementing the vision: The Incubation process



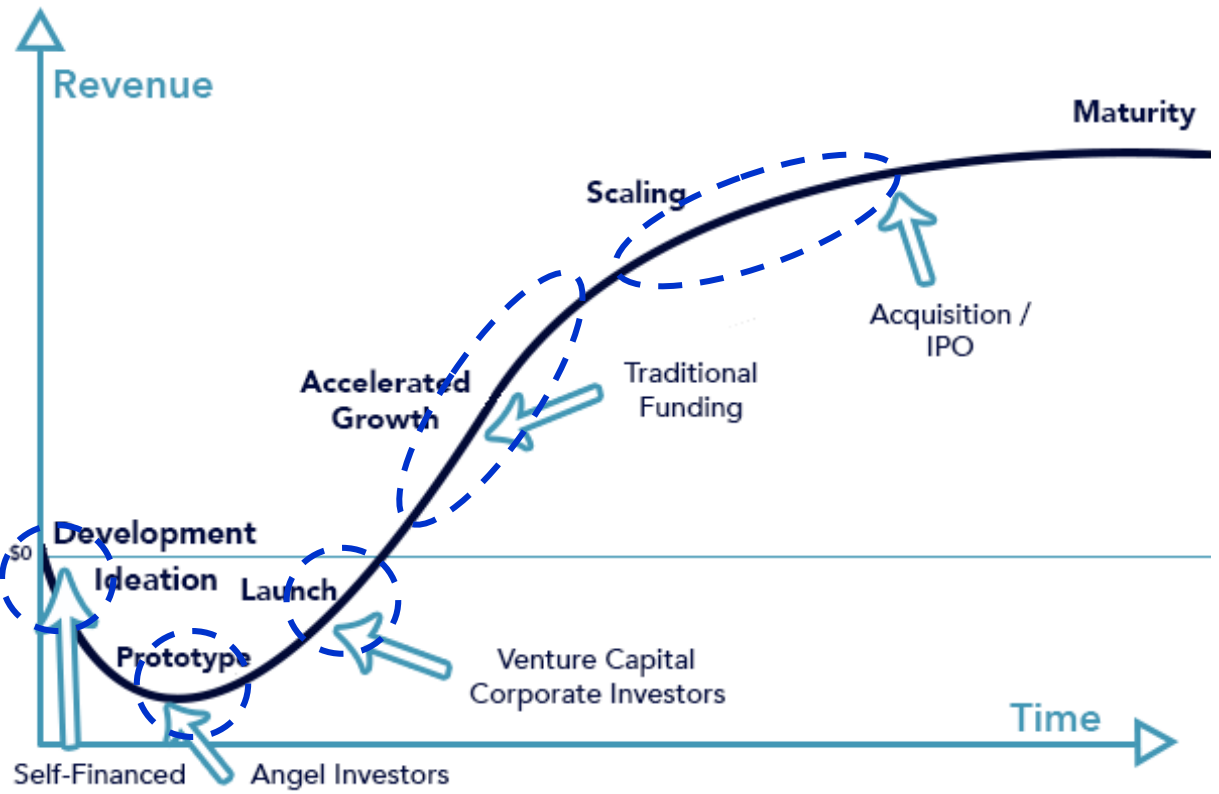
Implementing the vision: Strategies & expected outcomes



How we work – incubation offerings and processes

- ✓ Access to advisory and skills development
- ✓ Access to infrastructure
- ✓ Access to markets
- ✓ Access to finance

Access to funding - challenges and opportunities



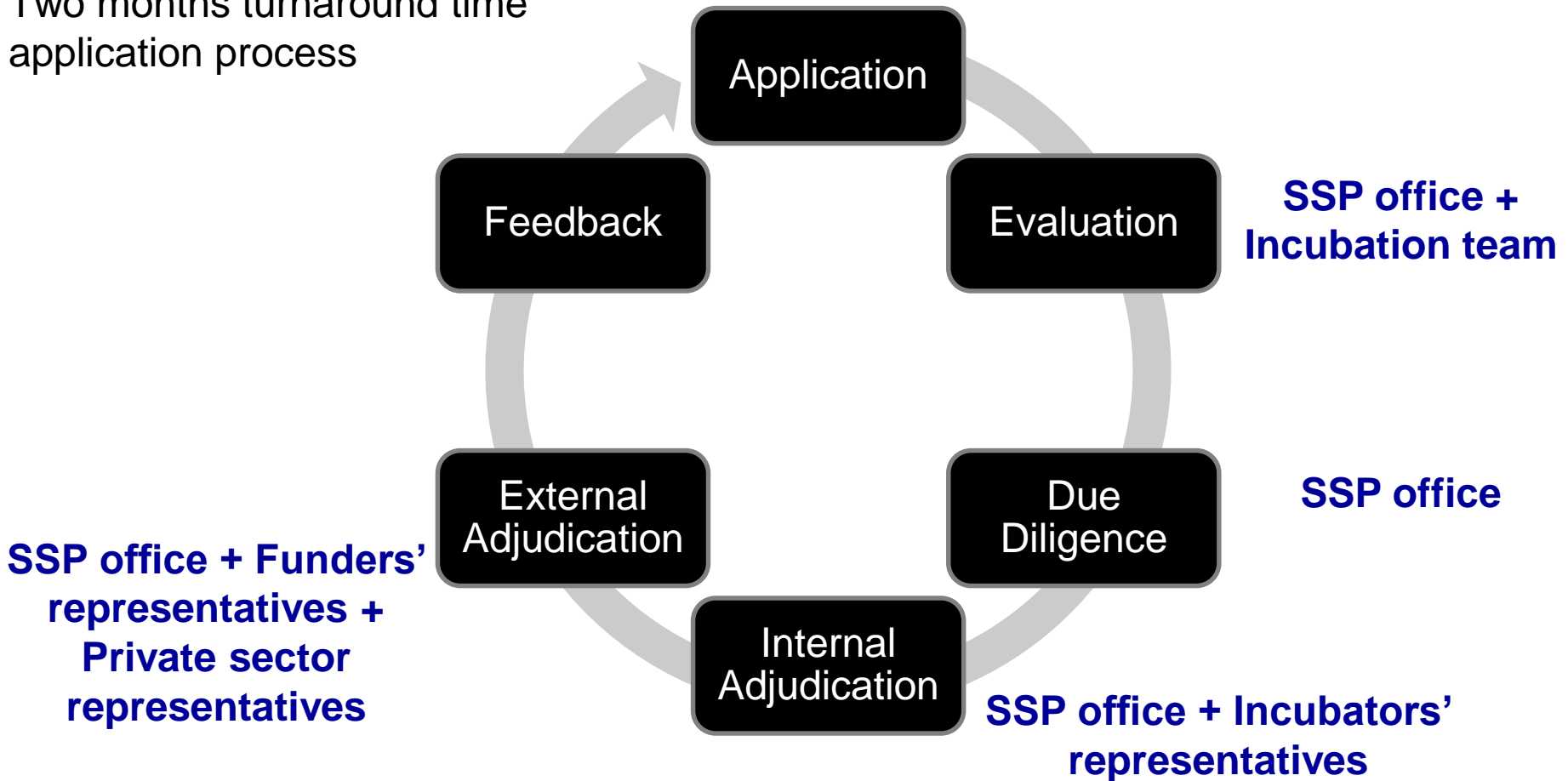
Entrepreneur, middle-aged, white
 Prototyping and first tests funded by numerous competitions + 3F →
 Final iterations funded by further competitions + DBSA Green Fund
 Understanding kinds of finance available suitable terms and
 Which team will scale this business? Issue shares? Which institutions support this stage? (Int. vs domestic)

Consider: is the policy environment supportive of sustainable growth into the market?



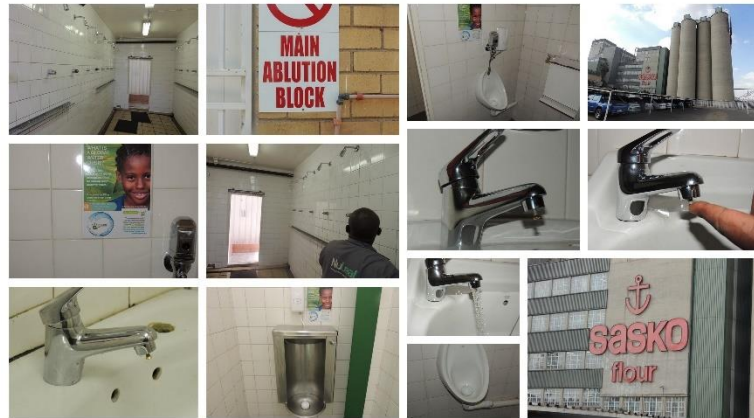
Implementing the vision: SSP Investment process

Two months turnaround time
application process



Our focus areas – water sector

NuLeaf



Opportunities within the GCR:

- ❑ Improving metering and monitoring in catchment systems
- ❑ Uptake of leak detection and prevention technologies to minimise losses (e.g. NuLeaf)
- ❑ Distribution and billing system technologies in municipalities (e.g. Nelisat, Share Water)
- ❑ Technologies to address acid mine drainage (e.g. Roc Water)
- ❑ Water access technologies for lowest income bracket in rural and informal setting (e.g. Kusini)

Needs within the sector:

- ❑ Cost effective solutions for maintenance and refurbishment of water treatment facilities
- ❑ Investment of R8,3 billion in the research and development of innovative solutions



Kusini



Nelisat

CICSA Performance

Companies (2014-2019)

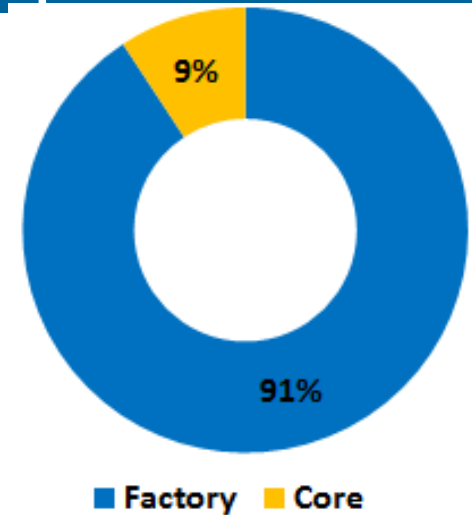
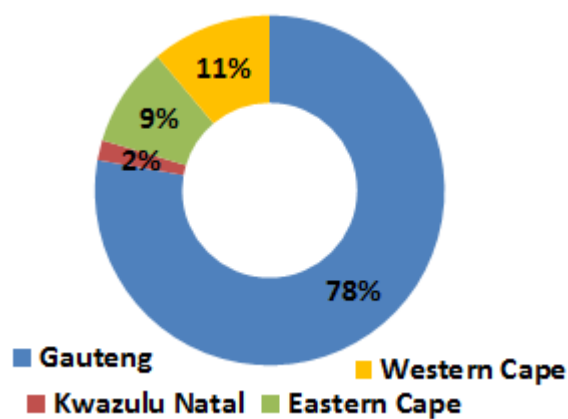
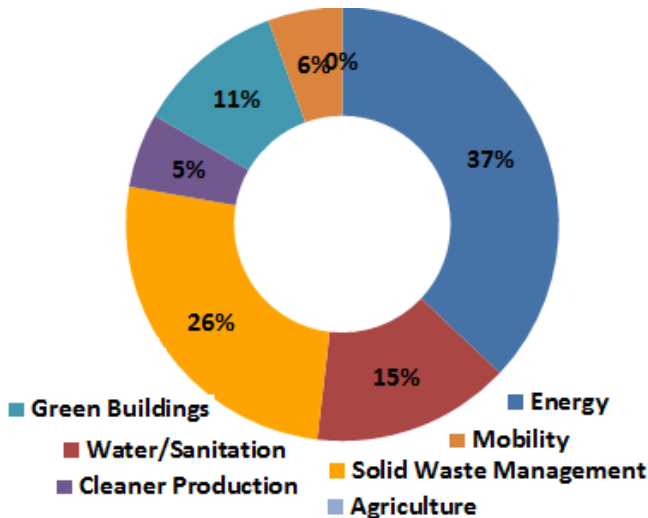
Approx. 100

Jobs created (2014-2018)

~>100-150

CICSA Current Portfolio

CICSA Companies: 54



Funding raised

Total: R

Internal (SSP):

External Leveraged :

R 9,162,000

R 63,508,000

Female, 15%
Black, 50%
<35 yrs, 37%

Siyabonga | Rea leboha | Ro livhuwa |
Enkosi



Green footprints – Source: https://cdn.pixabay.com/photo/2017/01/10/08/38/green-1968590_960_720.png



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GAUTENG
GAUTENG GROWTH AND DEVELOPMENT AGENCY



Climate *innovation* Center
South Africa

THE INNOVATION HUB[®]
Innovation Catalyst for Gauteng City Region

