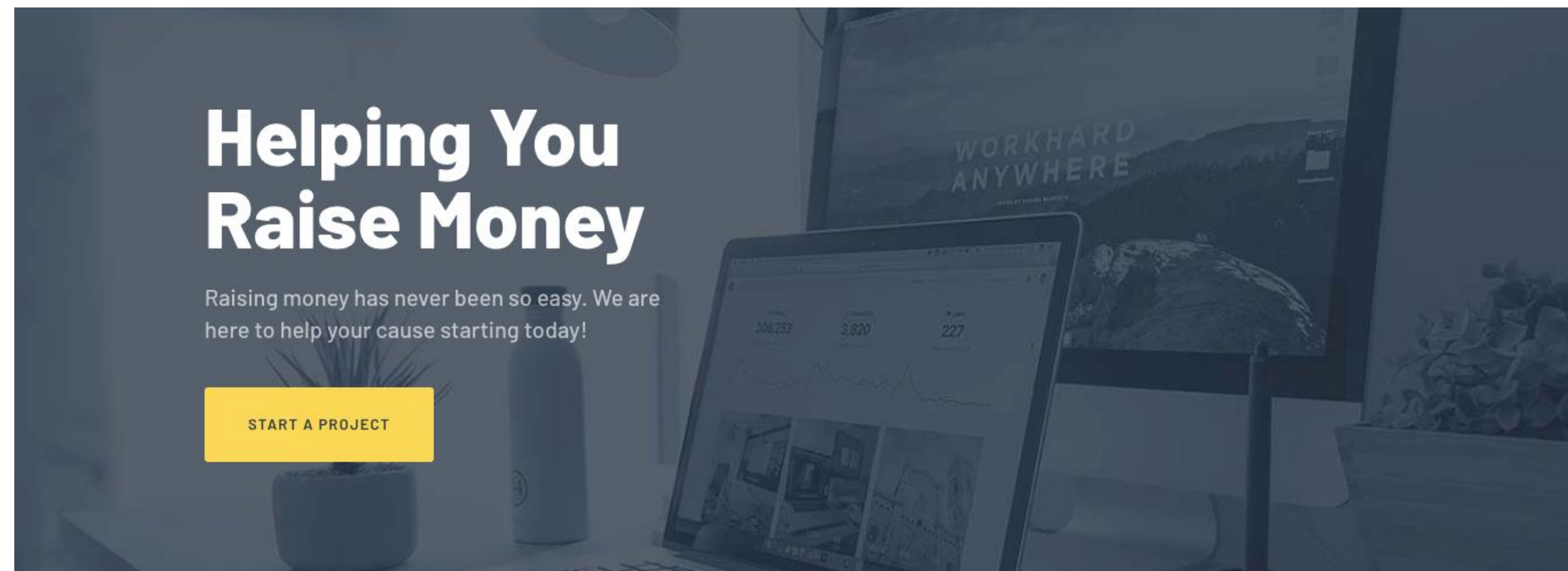


Attract Funding & Building Ecosystem

Smart Fundraising from Investors



Sanville Moses Fundraising Director

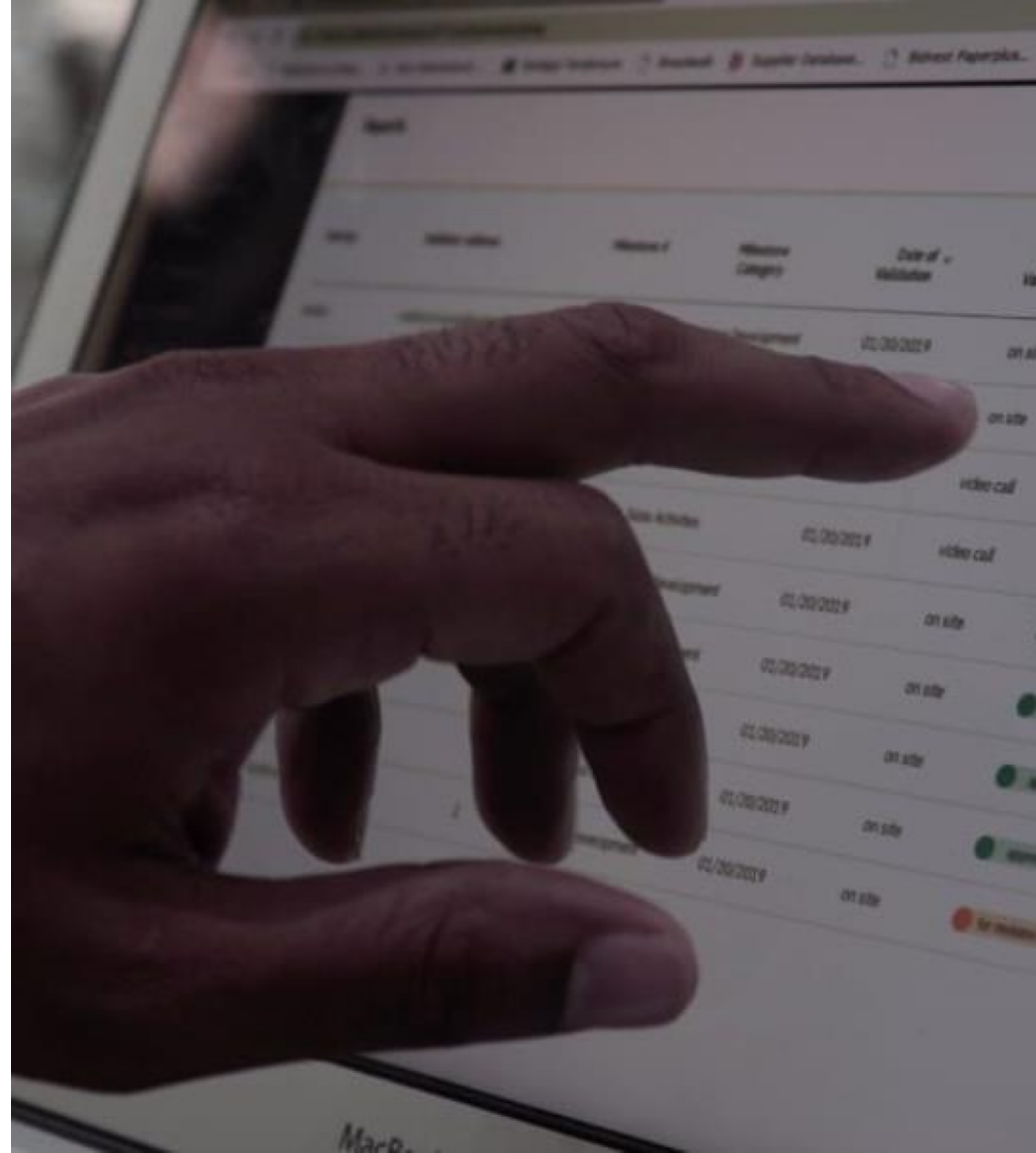
About Me

- I studied at UCT, Stellenbosch and GIBS - Business Management
- Worked in Europe for 7 years
- I am partner to the WBAF and G20 Financial Inclusion
- I manage portfolio of 120 million
- I manage w few funding and finance divisions for companies in SA
- I am business partner to few businesses in SA
- I have a network of 3000 investors (VC, PE, Family Offices, Angel Investors, Pension Funds, Foundations and etc)
- Built a Capital Raising Ecosystem that facilitate to investors and investees

Funding

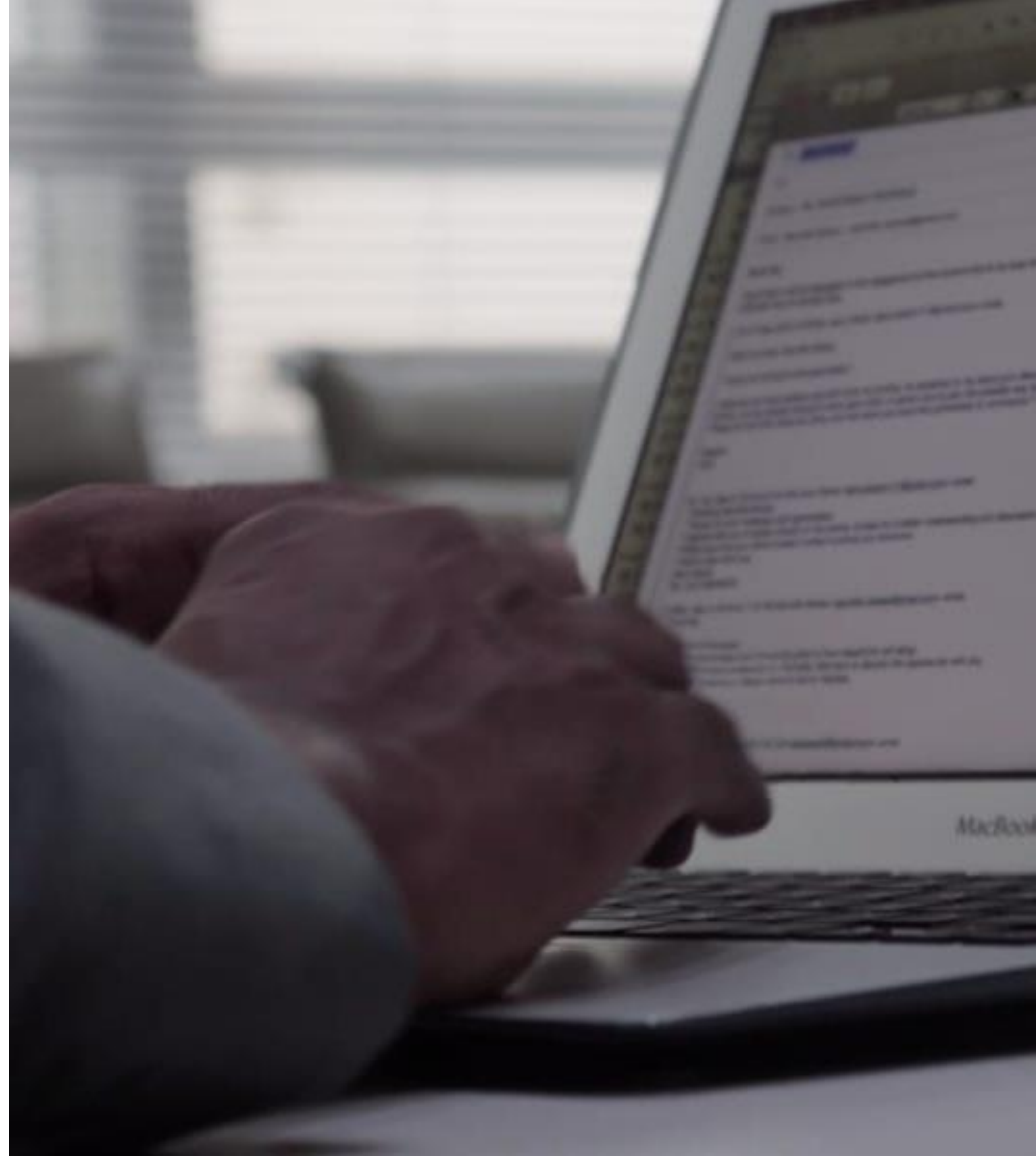
What been the slide Scale for VC's

- Many see start-ups as risk
- VC dislike start-ups due to the market trend
- Funders look at the innovative part of the business idea
- Start-ups don't highlight the key features
- VC's don't have time for 39 page document.

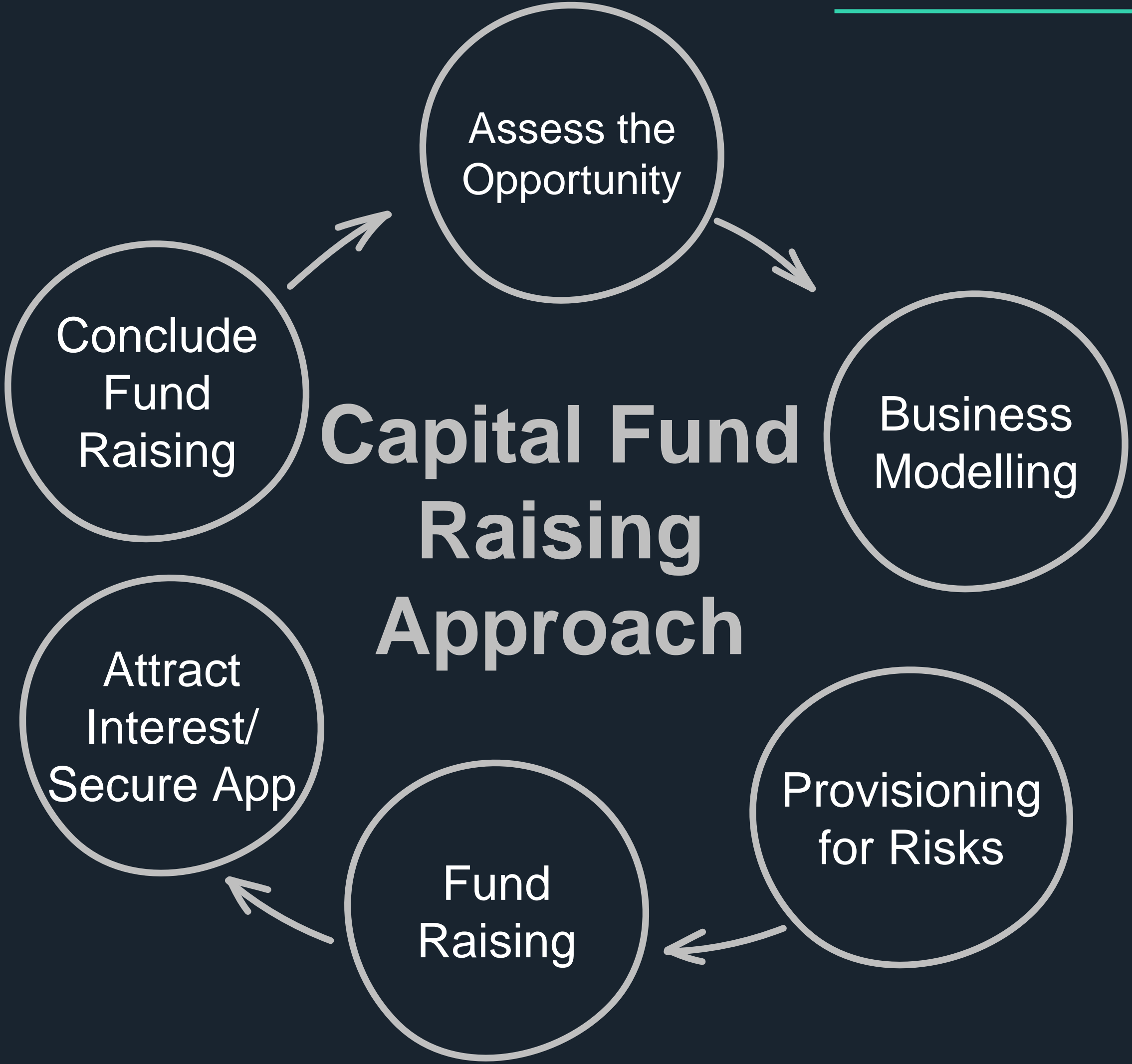


How to Build a Capital Raising Process

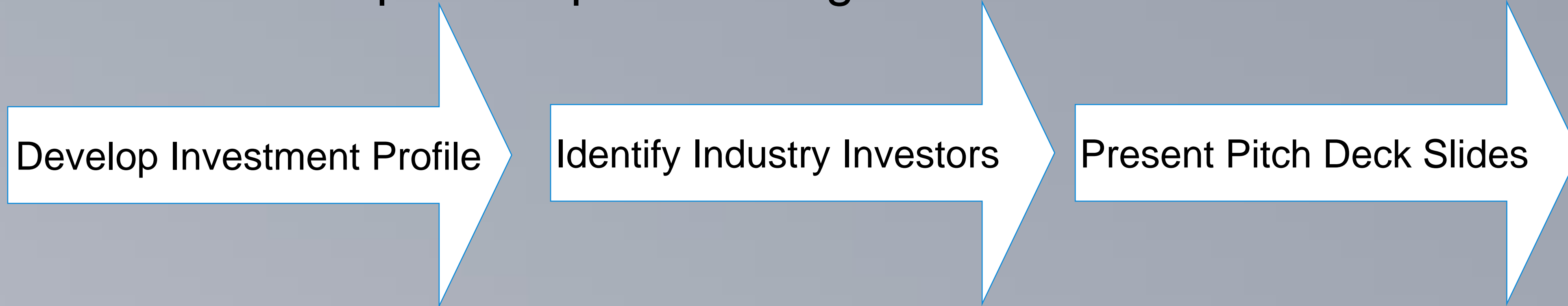
- Research your industry and use it to your advance. (LinkedIn, Pitchbook, Angel Networks)
- Understand what interest your potential investors.
- Know what is the sweet spot - min-max of investment
- The low the amount the less interested they are
- Start building relationships
- What makes you good, know when they last invested and with who.
- Know your facts around KPI - (key performance indicator)



Detail Capital Raising Approach



Our Complete Capital Raising Process within +- 3 months



Duration: 1 week

2 weeks

4 weeks

7 working days

15 working days

30 working days

Our Fees: 2.5% agreed according to each client. We charge an extra Deal Marketing Fee

Deliverables/ Achievements/ Task

Evaluate Business Plan
Pitch Deck
Investment Plan

Filter List of Investors
Approach Prospective
Investors

Present Proposal Pitch
Secure Meetings
Negotiate with Client
Management Team

Who do you want can Reach

Investors

Angel Investors
Accelerators &
Incubators
Venture Capital Firms
Corporate Venture
Capital Firms
Private Equity Firms
+15 other Investor type

Limited Partners

Pensions
Foundations
Family offices
Endowments
+20 other limited
partner types

Funds

Buyout, growth &
venture capital funds
Mezzanine & debt
funds
Infrastructure funds
Real estate funds
Funds of funds
Energy funds
+20 other fund types

A man in a grey suit is sitting at a white desk in an office, working on a laptop. The office has patterned wallpaper and framed abstract art. A window with blinds is visible in the background. The text "How to make Fundraising Worth your Effort and Time" is overlaid in white on the image.

How to make Fundraising

Worth your Effort and Time



Search



Home



My Network



Jobs



Messaging



Notifications



Me



Work

Reactivate Premium

Construction Software - Take Control of your project. Get started for free right now, click here. Ad ...



Message

More...

Warren Deerans · 1st

Transformation Enabler

Johannesburg Area, South Africa · 239 connections ·

Contact info



Warren Deerans
Mobile • 58m ago



Warren Deerans · 1st
Transformation Enabler

SATURDAY

Hi Warren, my name is Sanville and I came across your profile. I would like to connect with you. Thanking you in advance.

Write a message...



LinkedIn

View Personality

Highlights



8 mutual connections

You and Warren both know Vuyo Tofile, Hilton 希尔顿 Theunissen, and 6 others

WAYMAKER VENTURE SA

- Dashboard
- Calendar
- Contacts
- Companies
- Segments
- Components
- Campaigns
- Channels
- Points
- Stages
- Reports
- Collapse Menu

Sanville Moses

Dashboard

From Apr 6, 2020 To May 6, 2020 Apply

Save



WAYMAKER VENTURE SA

- Dashboard
- Calendar
- Contacts
- Companies
- Segments
- Components
- Assets
- Forms
- Landing Pages
- Dynamic Content
- Campaigns
- Channels
- Points
- Stages
- Reports
- Collapse Menu

Reports

Filter...

<input type="checkbox"/>	Name	ID
<input type="checkbox"/>	Visits published Pages	1
<input type="checkbox"/>	Visits published Pages	6
<input type="checkbox"/>	Submissions of published Forms	3
<input type="checkbox"/>	Submissions of published Forms	8
<input type="checkbox"/>	Leads and Points	5
<input type="checkbox"/>	Leads and Points	10
<input type="checkbox"/>	Downloads of all Assets	2
<input type="checkbox"/>	Downloads of all Assets	7
<input type="checkbox"/>	All Emails	4
<input type="checkbox"/>	All Emails	9

10 items, 1 page in total

Mautic

Build your network with targeted searches on investors most active in Agtech/Agriculture (0-5m Deal size)

Investors & Buyers Search | 73 Investors Criteria (9)

Investor Type: Venture Capital Search for Primary Investor Type only Investor Location: Europe > Western Europe > United Kingdom Search HQ Only Deal Size: Min: 0
Max: 5M Deal Type: All VC Stages Include Active Positions Verticals: AgTech Industries: Materials and Resources > Agriculture
Search Verticals OR Industries

Investors Funds Companies Deals Limited Partners People Pivot Table Charts

Monitor portfolio investments of investors including valuations and Cap Tables

Scottish Enterprise

Profile News **Investments** Co-Investors Exits Funds Limited Partners Analytics Notes & Files

All Investments Active Portfolio Only Former Portfolio Only Portfolio Add-ons

Companies Deals **Pivot Table** Charts

844 Deals View Edit Columns Download to Excel Public Companies Exclude Add-ons

0 Selected
 Select All
 Select Page
 Select Top 25
 Show Selected Only
 Invert Selected
 Remove Selected
 Deselect All

Layout
VC Layout (default) Save Layout

Multiple Sort
 Sort Columns (1)

Table Filters
 Manage Filters (0)

#	Company Name	Deal Type	Deal Type 2	Deal Size	Pre-money Valuation	Post Valuation	% Acquir...	Investors
1	HelloFresh (FRA: HFG)	Later Stage VC	Series E	126.00	581.20	707.20		Insight Partners, Rocke
2	Cyclacel Pharmaceuticals (NAS: CYCC)	Later Stage VC	Series E	13.20	148.73	161.93	8.15%	Alta Partners, ARCH Ve
3	IndigoVision	IPO	PIPE	78.15	117.90	196.05		3i Group (LON: III), Nat
4	FanDuel	Later Stage VC	Series D	69.59	110.24	179.83	38.70%	Bullpen Capital (Paul M
5	NuCana BioMed (NAS: NCNA)	Later Stage VC	Series B	56.21	103.88	160.09	35.11%	Alida Capital Internatic
6	BrewDog	Early Stage VC	Series B	3.47	39.67	43.14	8.04%	Scottish Enterprise (lar
7	LendingCrowd	Early Stage VC		1.32	33.94	35.26	3.75%	Equity Gap, Scottish Er
8	Sustainable Marine Energy	Later Stage VC		4.53	33.41	37.94	11.95%	Schottel, Scottish Ente
9	Sunamp	Later Stage VC	Series A	5.79	31.29	37.08	15.62%	Aurus Capital (Victor A
10	TVSquared	Later Stage VC	Series B	8.40	29.71	38.11	22.04%	Scottish Enterprise (Ke

Show 250 Prev 1 2 3 4 Next Go To Page

Live Support

Startup Ecosystem

- Recruit or Partner with Developers, Designers and Marketers
- Build a pool of risk capital funds from individuals, families, VC Groups
- Build for corporate collaboration by venturing into creating opportunities whereby you can close it
- Build a channel that will always provide a free flow of innovation
- Seek government support by incentive by tax subsidies and R7D Grants



Keep in touch with us



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