

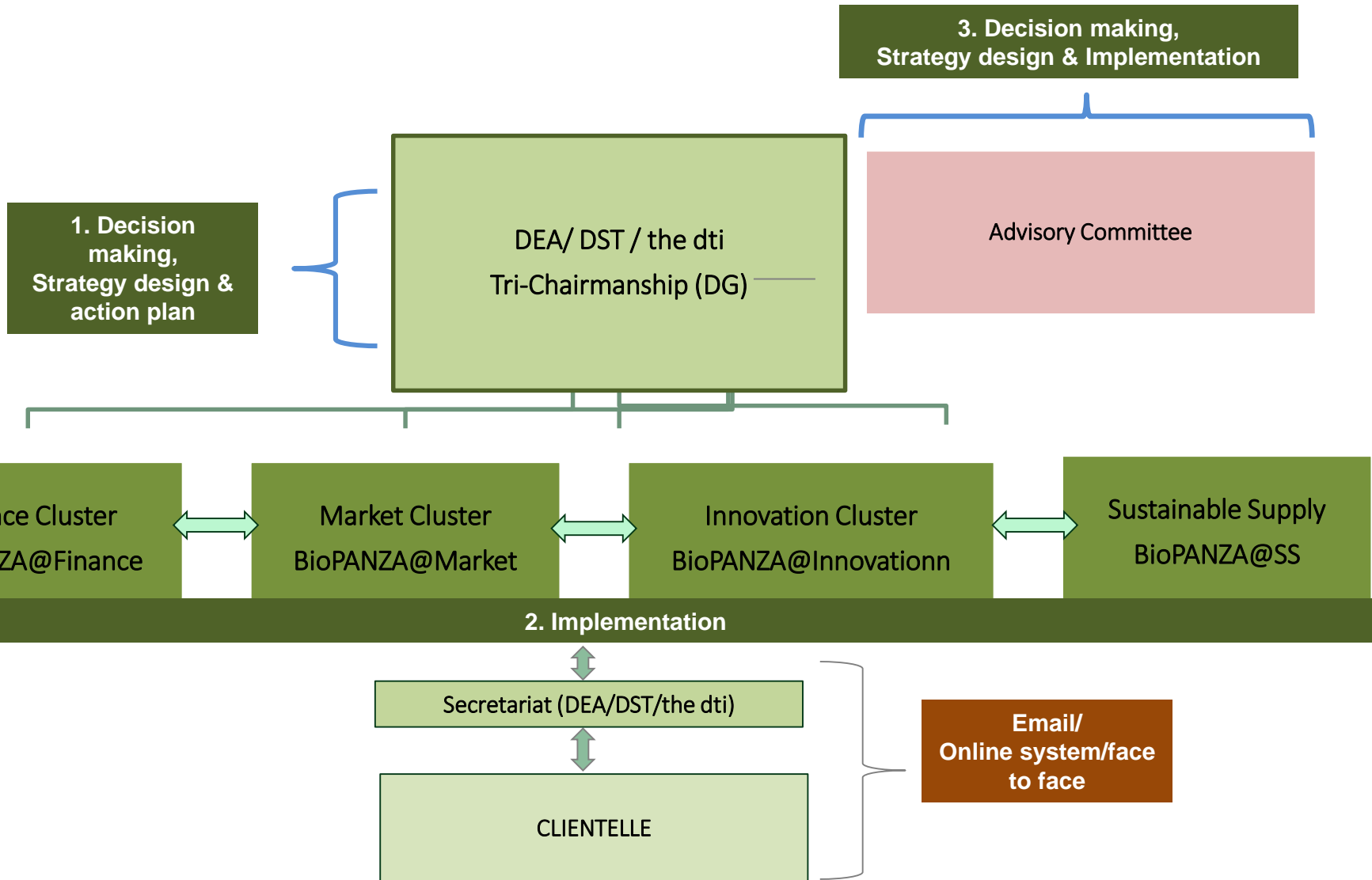


Biodiversity and Conservation

BioPANZA Integration



BioPANZA Operational Model



BioPANZA Cluster Outputs

1. **Finance Cluster:** Sector Fund
2. **Sustainable Supply Cluster:** BMPs; African ginger task team;
3. **Market Access Cluster:** SMME platform (integration model)

Integration

New candidates Sector Fund candidates



BioPANZA SMME Platform 2020-21

- Holistic support for SMMEs to improve market readiness
- Sit biannually
- Rotational Chair
- Secretariat- DEFF

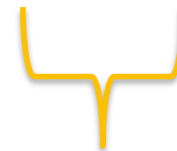
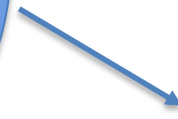
BSO
Network/Stakeholder
platform



Domestic
Market



International
Market



MESO segment
(IKS/DTI/DEFF/
CSIR/ARC etc
SMMEs



AbioSA/CECOSA/SIP
PO/**the dti** tailored
support to
strengthen market
access

BioPANZA SMME Platform

Objective:

1. Blend support from the sector MESO segment (BSO's) to unlock and enhance local value addition in the biotrade/bioprospecting sector.

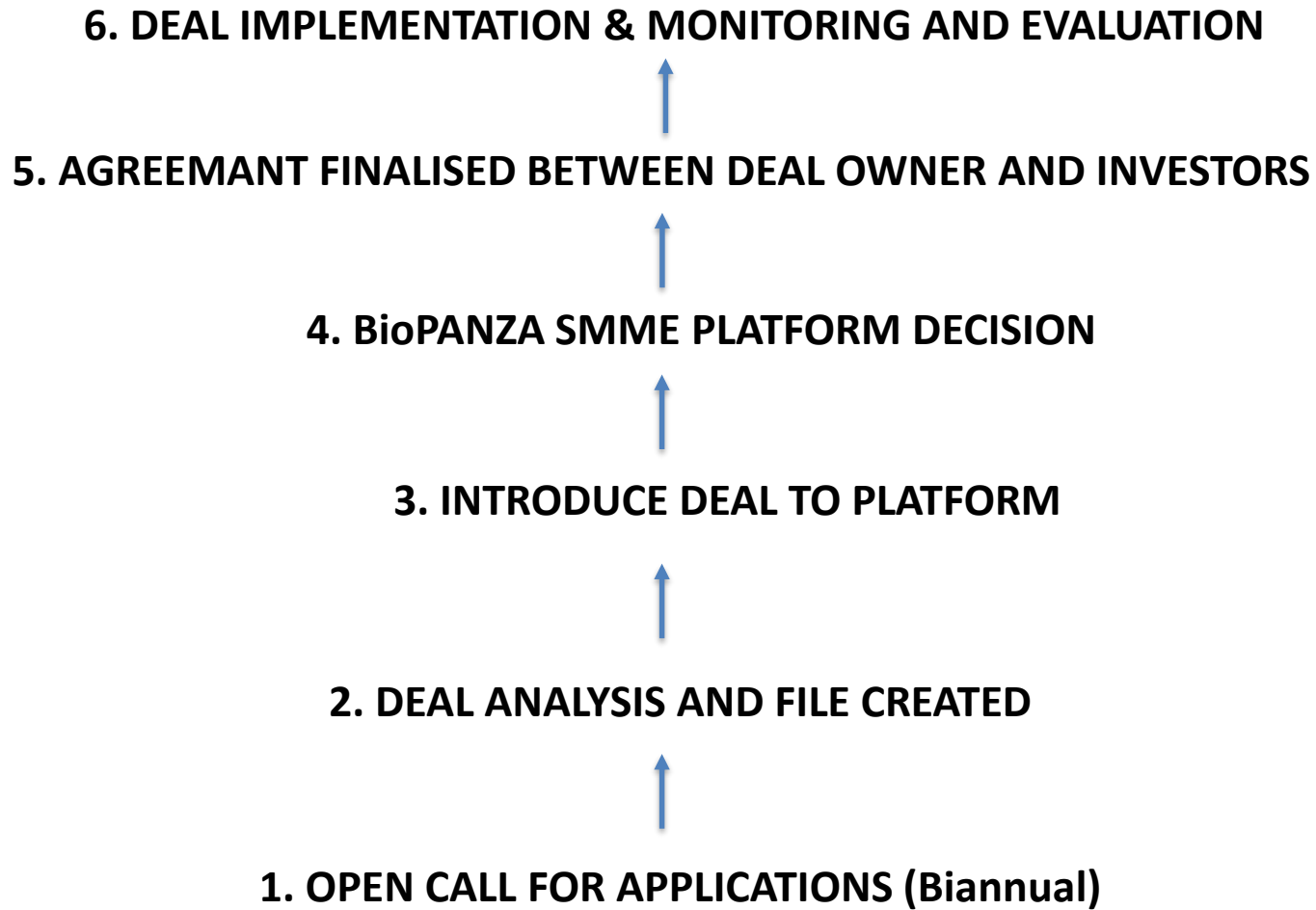
Blended Support

Blended support will involve the mixing of offerings from the sector's MESO segment through a common deal, with each party using their expertise in a complementary way.

- For entrants/start-up/up-scaling in the sector.
- Quick method to identify deals with or without diverse needs;
- Quick method to link funders with deals.
- Sponsor is accountable for area of support in deal.
- Zero cash exchanged in platform only investment agreements finalised within the cluster.
- No legal implications to the platform

Blended Support

KPI e.g. : 4 Investment Agreements Finalised / 4 new products in Market



NB: TORs for Deal Manager and Investment Committee will be in place

e.g. Blended Business Support Bioprospecting/Biotrade Business Acceleration Programme

Idea/Prototype

Business Plan/Pilot

Upscale

1. Individual/
SMME/Cooperative

2. Enterprise/Cooperative
Blueprint + Pre-
commercialisation

3. Commercialisation
Financing



small business
development
Department:
Small Business Development
REPUBLIC OF SOUTH AFRICA

- Idea
- natural product
- commercialisation implementation plan

12 Months

- Business plan
- Mentorship
- Training
- Pre-commercialisation support
- Supplier development programme

1 Month

- Commercialisation application processing and implementation

Thank You

