


Deutsche Bank
Entrepreneurship Centre

Passion to Perform





The Deutsche Bank South Africa's (DBSA) Entrepreneurship Centre

The DBSA Entrepreneurship Centre ("the Centre") is an exciting initiative started by Deutsche Bank in 2008 to promote the emergence and development of Black owned and managed financial services entities. The Centre, based at DBSA's Sandton headquarters, provides aspiring Black entrepreneurs in financial services with the necessary infrastructure to start and develop aspirational and inspirational businesses over a two to three year period ("the lease period").

The facilities the Centre has to offer includes a prominent Sandton address, office space, secure parking, IT support – all of which are offered to the entrepreneur free of charge for the lease period.

The idea for the Centre began when the then CEO of DBSA, Mr Herman Bosman, engaged with young, enthusiastic Black entrepreneurs who needed infrastructure support to get their nascent businesses of the ground. The vision was to offer this pool of talent the incredible benefits of working at 3 Exchange Square rent free allowing them to focus on delivering their business plan and becoming successful entrepreneurs.

The programme started with three entrepreneurs and has more than doubled in size offering eight start up, entrepreneurial businesses having gone through the centre to date. We are delighted to introduce a further six businesses from June 2015.

As a committed corporate citizen, this enterprise development initiative is aligned to our values and beliefs of integrity, transformation and building a sustainable economic environment in South Africa. It is more than tick box compliance - DBSA provides entrepreneurs with a genuine and unique offering as it gives them the necessary foundation to create their own sustainable businesses.



“The objective of this important initiative is to give entrepreneurs a rolling start. We believe strongly in giving back to our communities and the Entrepreneurship Centre fits firmly into our strategy. I have tremendous respect for entrepreneurs, many of whom have started from scratch with enthusiasm and courage. We’ve had great success with the Centre to date. We believe we are creating a partnership that is sustainable and that can make a real difference in society,”
Commented CEO, Peter Wharton-Hood.



Baba Mashologu, outgoing Head of Deutsche Bank’s Public Sector Finance and BEE Departments said:

“The Entrepreneurship Centre provides aspiring entrepreneurs with the necessary infrastructure to start their business: the entrepreneurs don’t have to spend any time managing their facilities, from day one allowing them to focus on their business development.

“It is inspiring to see accomplished professionals taking this plunge. It’s a huge risk and intimidating to set up your own business. Over the years some of the businesses have done really well. They have not all been a success to start with, but it’s encouraging to see people continue trying and ultimately reaching their goals.

“My vision is to see the DBSA entrepreneurship initiative replicated in corporate society more broadly, particularly given its significant employment and wealth creation opportunities.”



Looking ahead – New entrepreneurs to join the Centre in 2015

We started 2015 by looking for new tenants with an emphasis on Black female entrepreneurs and plan to extend the lease from two to three years as projections for the economy are generally somewhat conservative and an extra year to get to sufficient standalone strength may prove invaluable.

To join the programme applicants should be:

- Young
- Black
- Have a business less than two years old and a well-considered business plan.
- Accomplished in the industry

Our focus will be on businesses that have relevance in financial services and where possible we will try to partner with businesses and help them benefit from the depth of expertise at Deutsche Bank.

Successful participants in the Deutsche Bank entrepreneurship programme



Royal Square Financial

Royal Square Financial (Pty) Ltd was established in 2009 and has grown into a turn-key financial brokerage operation offering clients a range of solutions in financial advice, insurance, employee wellness, local and off-shore investing for both personal and commercial clients.

Qiniso Ntuli - CEO

We've had a fantastic relationship with Deutsche Bank since October 2011. The bank has provided us with office space, desks, hardware, printers and IT. We also have a secure premises and electricity which is critical these days. We have benefitted from being surrounded by other entrepreneurs and have managed to learn from each other and celebrate each other's victories.

Deutsche Bank's entrepreneurship centre is a fantastic initiative and we are very appreciative for this important foundation to help ensure our success. We saw a dramatic improvement in the calibre of clients coming to us once we started operating from Deutsche Bank's facilities. And given the address, we also attracted a better staff compliment.

Entrepreneurship is a global solution to the global problem of unemployment. This is particularly relevant given that many big corporates are cutting their staff numbers. It would be incredibly beneficial if local corporates should take heed of the Deutsche Bank example. Over the past three years we have doubled our income and we would like to thank Deutsche Bank for their integral role in getting us to this point.



Matlotlo

Matlotlo Group, established in 2008, is a quantitative finance and actuarial consulting and advisory business

Ranti Mothapo - Managing Director

Matlotlo is a quantitative advisory business and we have managed to grow our business and become profitable and successful. The key benefits of the Deutsche Bank initiative included having free office space and being able to fast track our employment of talented people. Deutsche Bank provided us with credibility and this made it an easy decision for graduates to join the company and for clients to take us seriously.

We've not had to worry about maintenance and operational aspects of our business and could focus on building our service offering and our core competence. The entrepreneurship initiative was done with distinction. It is unique and I've never seen it done anywhere else. It provides a fantastic first step for any fledgling company to develop and grow.

Entrepreneurs need to satisfy what society needs. You need to spot the gaps. You also need to be dynamic and flexible about taking opportunities. I don't believe it's about making the most money; it's about creating opportunities for people to be part of a business. Our business has benefitted hugely from the entrepreneurship initiative and it has helped us to be more adventurous in our business. I can't imagine how we would have grown to where we are if Deutsche Bank hadn't given us a helping hand.



Gradidge-Mahura Investments

Gradidge-Mahura Investments was incorporated in 2008 and is an investment and retirement planning specialist business.

Craig Gradidge – CFP

The Deutsche Bank entrepreneurship centre played a critical role in providing us the space to push through a very slow period, and survive despite incredibly tough market conditions. We had a professional looking office, a superb address and access to facilities that supported our growth. More importantly, we were not under pressure to generate revenue to meet monthly rental obligations, and we had the comfort of knowing that the space was ours for a period of at least two years. Ultimately it was our clients that benefitted because we were not tempted to offer them expensive products with high commission and fee structures.

The centre allowed us to focus on the business from the get go because the infrastructure was largely in place when we opened doors. Starting out at the Deutsche Bank entrepreneurship centre certainly assisted in this regard in that we were able to offer low cost product despite a tough trading environment.



Bataung Capital

Bataung Capital is a global investment management company, managing investment portfolios for institutional and retail clients. Bataung manages US\$45 million across three capital market portfolios.

Tota Tsotsotso - Managing Director

Our business has been part of the entrepreneurship centre since 2012, which has been hugely beneficial to our business. To have your headquarters in the heart of Sandton is a great boost for your business. The added benefit was gaining access to Deutsche Bank's equity research as well as executing trades through the Deutsche Bank trading desk.

The key lessons for entrepreneurship are that it's important to have a plan and set hard targets. Don't expect any easy routes. We will now be moving to larger premises which feels very scary but also exciting! It has been an extremely commendable programme and Deutsche Bank has provided us with an excellent platform to take our business to the next level and has put us on the right track to build a sustainable business.

Deutsche Bank
Exchange Square



Basis Points

BPS a specialist advisory services provider focusing on Advisory, Capital Raising, Project Management and Treasury Services.

Sisanda Tuku - Director

I'm a female executive director and shareholder in Basis Points. We provide investment bank offerings focused on capital raising and treasury services. We established our business in 2007 and have managed to attract good quality staff. We've opened up offices in Botswana where we provide advisory services and also have a minority shareholder in a renewables business.

Deutsche Bank took care of the administrative side of our business, which enabled us to focus on our product offering and building our business. It provides a great place to meet our clients and helps them to take our business seriously.

Since coming to the Deutsche Bank building we have increased our turnover tenfold. It makes the world of difference having Deutsche Bank as a partner as it helped to formalise our business and accelerate our growth. The incubation period this programme provides really makes a difference.



Bopa Moruo

Bopa Moruo is a mid-market private equity firm focused on generating long-term capital appreciation by investing in profitable and growing businesses. Bopa Moruo has made investments in AutoTrader SA, WACO Africa and One Digital Media.

Tumi Tlhabanelo – Co-founder

I'm one of the founders of Bopa Momo. In 2011 a colleague from one of the private equity houses and myself decided to start our own business as we saw an opportunity in the mid-market. Deutsche Bank who encouraged us to start our own business provided us with infrastructure that enabled us to be close to our key clients and was a credible starting point.

Working from the Deutsche Bank building makes a huge difference, especially to be in the centre of the Sandton financial district. Deutsche Bank's support increased our chance of success as a start-up as it provided credibility to clients. We have also benefited from the Deutsche Bank equity research.

Where to from here? We've raised a fund and have three key investments. We are aiming to raise a second fund and will be increasing the size of our business. It has been good to be supported by a major financial institution and Deutsche Bank is a key part of starting us on the road to success, if we didn't have Deutsche Bank's support it would have taken us longer to get off the ground. We hope the programme continues and is offered to other fledgling businesses.