



MEDIA RELEASE

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FOR IMMEDIATE RELEASE
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Solar Turtle Wins Nation Builder Social Innovation Challenge

SOLAR TURTLE, pitched by Lungi Tyali, was announced as the winner of the inaugural Nation Builder Social Innovation Challenge. They came out on top, chosen from ten outstanding ideas presented at the pitching final, hosted at the Stellenbosch University LaunchLab on Wednesday evening, 13 June.

Out of over 180 entries received, the Top Ten finalists were:

Department of Coffee – Wongama Baleni
Indlu – Cobus Truter
Kuba – Jacques Sibomana
Mygrow – Theran Knighton-Fitt
MzansiGo – Pieter Wasserfall
Real Steel – Jared McIntyre
Solar Turtle – Lungi Tyali
TAQA – Qhawe Bula & Tsepang Khoboko
Vizibiliti Insight – Courtney Bentley
Vollar – Kyle Ueckermann

"The judges were astounded by how all of these ideas, and particularly the winners, could really make an impact in improving the lives of people in South Africa, while also being financially viable," said Almero Strauss, one of the judges, and a Mergon director.

The winning pitch, Solar Turtle, aims to empower micro-entrepreneurs in rural communities by providing an easy-to-use renewable energy source that provides a place to charge and sell electricity. Solar Turtle provides a solar-powered kiosk in a container that serves as a hub for renewable electricity. During the day, the solar panels are open to collect sunlight and at night they are enclosed and locked securely into the container.

The second place went to Indlu, pitched by Cobus Truter. Indlu is a mobile application aimed at making room rentals easier. With Indlu, tenants can find, pay for and manage their monthly rentals, all with one application. Homeowners can register their rooms, and prospective tenants are then able to bid for the room. Payment occurs via the app directly, or through pay points located at a nearby participating shop. Indlu is an innovative funding method that finances properties for proper upkeep and helps build confidence in low-income areas. The People's Choice award, chosen from an audience sms voting poll, also went to Indlu.

In third place was Kuba, pitched by Jacques Sibomana. Kuba is a business platform that aims to empower small business owners in informal communities. Kuba works to address problems

that many small business owners run into, such as lack of administrative and support services, which often prevents the growth of these businesses. Kuba's software platform helps facilitate trading between the formal and informal markets, which includes the entire transaction to ensure a high standard of services and transparency.

"We found the winning idea to be an outstanding innovative self-sustainable business idea that addresses a pressing social issue," said Shawn Theunissen, an executive and the head of Corporate Social Responsibility at Growthpoint Properties. "We were so impressed with the quality of all the ideas that we created a new category on the spot, and all the judges committed to contributing an amount from their own pockets, which will be matched by LaunchLab," he added. The judges' choice award went to Department of Coffee, pitched by Wongama Baleni.

Based out of Khayelitsha, The Department of Coffee is bringing the high-end coffee culture to townships. The Department of Coffee plans to grow the economy in townships through their coffee sales. The Department of Coffee also plans to expand through other commercial franchises and offer support to township-based coffee shops.

"We were so inspired by the creativity and passion of the Top Ten entrepreneurs, who are building and scaling sustainable businesses to have a real social impact in our nation. We are delighted that all the pitches were of such high quality that the judges spontaneously added a new category," said Keri-Leigh Mac Donald, Executive Director of Nation Builder. "We look forward to having Solar Turtle speak at our In Good Company Conference in August."

Social innovation experts, business leaders, entrepreneurs and media attended the pitching event. The #Innovate4Change hashtag trended on Twitter in South Africa.

"We are excited about the potential of the connections that the social entrepreneurs were able to make through this with potential partners, to scale their amazing ideas. We are privileged to partner with them through this Nation Builder and LaunchLab initiative, to see them continue to grow in doing business with purpose," said Pieter Faure, CEO of Mergon.

These three winners will each receive their portion of R150 000 seed capital, as well as business incubation support from LaunchLab.

"Although social innovation is not an explicit focus of LaunchLab's we have had a history of facilitating valuable connections for some awesome social businesses and social entrepreneurs. So this challenge has been a great opportunity to showcase these businesses and work with an innovative local partner like Nation Builder. We believe that socially-minded entrepreneurs can have a significant impact on some of our biggest social problems and look forward to helping these winners to do that," said Philip Marais, LaunchLab CEO.

Solar Turtle will also be presenting at the Nation Builder In Good Company Conference, hosted on 21 August 2018 at Atterbury Theatre in Pretoria. In Good Company 2018 will explore how South African business is helping fix social problems with innovative social investment solutions.

Ends

Suggested social media post: Congratulations to Solar Turtle for winning the inaugural Nation Builder Social Innovation Challenge! #Innovate4Change

822 words

Notes to editors

TOP TEN FINALISTS – COMPANY BIOS

DEPARTMENT OF COFFEE Based out of Khayelitsha, The Department of Coffee is bringing the high-end coffee culture to townships. The Department of Coffee plans to grow the economy in townships through their coffee sales. The Department of Coffee also plans to expand through other commercial franchises and offer support of township-based coffee shops.

INDLU is a mobile application aimed at making room rentals easier. With Indlu, tenants can find, pay for and manage their monthly rentals, all with one application. Homeowners can register their rooms, and prospective tenants are then able to bid for the room. Payment occurs via the app directly, or through pay points located at a nearby participating shop. Indlu is an innovative funding method that finances properties for proper upkeep and helps build confidence in low-income areas.

KUBA is a business platform that aims to empower small business owners in informal communities. Kuba works to address problems that many small business owners run into, such as lack of administrative and support services, which often prevents the growth of these businesses. Kuba's software platform helps facilitate trading between the formal and informal markets, which includes the entire transaction to ensure a high standard of services and transparency.

MYGROW is an online emotional intelligence training platform. Mygrow delivers emotional intelligence for businesses and individuals in just a few minutes every day. Mygrow helps to address and work on key areas such as stress management, decision making, self perception and more.

MZANSIGO is a moving company that helps move objects from point A to point B at an affordable price. Whether it is a couch, dishwasher, or refrigerator, MzansiGo helps move just about anything that can fit on the back of a 1.5-ton truck. After booking your planned move online, two reliable workers will load the objects on the truck and bring it to the requested destination. MzansiGo creates jobs by giving owners of trucks access to the market and aims to empower and build a community with sustainable business practices with their partner drivers.

REAL STEEL manufactures wheelchairs for use in sports and other activities. The wheelchairs were initially created for use in rugby, but Real Steel is branching out into other sports like basketball and more. Real Steel aims to diminish the need for outsourcing by creating cost-effective wheelchairs as well as jobs in local communities. Real Steel wants to empower those that are disabled by providing them with proper skills development, employment, and sport.

SOLAR TURTLE provides a solar-powered kiosk in a container that serves as a hub for renewable electricity. During the day, the solar panels are open to collect sunlight and at night they are enclosed and lock securely in a box. Solar Turtle aims to empower micro-entrepreneurs in rural communities by providing an easy-to-use renewable energy source that provides a place to charge and sell electricity.

TAQA is based in Cape Town and was created by a team of four UCT students. TAQA is a service that helps translate business and academic material into African languages in an effort to preserve the languages and cultures of Africa. TAQA charges to translate materials, or licenses materials to translate and sell.

VIZIBILITI INSIGHT specialises in finding technology-based solutions, using artificial intelligence and machine learning, to design predictive analytics tools for business applications. Vizibiliti Insight can use its AI tool to create predictive models, based on

things like social media and social capital, to create credit scores for those with no financial history.

VOLLAR is a digital currency that is used as an incentive for local community service. Users of Vollar will be rewarded for volunteer work, where 1 hour of service earns 1 vollar. Vollars can be used at any participating retailer for products offered as part of social investment. By crowdsourcing community development, Vollar is empowering local communities and creating a safe job market for low-income individuals.

PANNELISTS BIOS

Teboho Mafodi

Teboho is an award-winning businessman who has a passion for entrepreneurship, transformation, growing and financing of SME's. He is the resident business expert for Y-FM, Business Day TV and CliffCentral. A brand influencer, green entrepreneur, property investor, consultant, brand builder and SME Growth Champion, Teboho runs a conglomerate company called TM Group with interests in consulting, infrastructure development, property development, enterprise development, and media production.

Darlene Menzies

Darlene is the Chief Executive Officer of Finfind. The World Economic Forum named Darlene Menzies one of 6 Top Female Tech Breakthrough Entrepreneurs in Africa for 2017. She is a technology innovator and serial entrepreneur with 15 years' corporate IT experience with ABSA Bank and ICT outsource giant BCX. Since leaving corporate employment in 2001, she has established several successful technology businesses and has first-hand experience in what it takes to start and grow a successful enterprise and understands the difficulties entrepreneurs have to overcome to do so.

Darlene was awarded a South Africa Innovation Entrepreneur Award and was a top five Finalist for SA ICT Person of the Year alongside the MDs of Microsoft and EOH. One of her Fintech solutions won the Country Award for Best Business Product at the 2013 World Summit Awards and a mobile innovation won Nokia's Global Judges Choice Award (top 10 from 85 countries 1700 systems). She has also been identified by Zurich-based STARS Group as a future Global Leader.

Tshepo Ntamelie

Tshepo works for FNB Business and is part of the Business Transformation Unit. He is responsible for the FirstRand Group's Enterprise & Supplier Development Initiatives and strategy. Prior to joining FNB, Tshepo was Head of Project Management at Edge Growth where he was responsible for the design and implementation of enterprise and supplier development strategies and solutions for a range of corporate clients. Tshepo holds a Bachelor of Arts (Honours) in Development Studies from the University of the Witwatersrand, a Masters in Entrepreneurship and New Venture Creation from Wits Business School, and is currently studying towards a Masters in Development Finance through the University of Stellenbosch Business School.

Almero Strauss

Almero is a director and executive member of Mergon's investment team. Almero looks after and represents Mergon on the Boards of Urbanise.com (an ASX listed property software company), Infotech (one of South Africa's oldest IT companies), FREI (a digital and mobile virtual network enabler), Renewable Energy Holdings (the foremost independent developer and long-term investor in the hydropower sector in South Africa), and Mertech Marine (a world leader in the recovery, dismantling and recycling of out-of-service deep sea telecommunication cables).

Starting out as an electronic engineer, Almero obtained pre and postgraduate accountancy qualifications from UCT before starting his career in strategy and management consulting. Almero worked with leading international firms Bain & Company and Deloitte in South Africa

and the USA. Almero was also a founding member and an executive director of Decipher Consulting, a South African niche consulting firm.

Shawn Theunissen

Shawn is an executive and the head of Corporate Social Responsibility at Growthpoint Properties. In 2008 he founded Property Point, an Enterprise and Supplier Development Programme in the property industry, which focuses on the holistic development of small, medium and micro enterprises (SMMEs) and the creation of market linkages within the private sector. In 2011, he founded Entrepreneurship To The Point, an information and leadership development programme for entrepreneurs which host monthly events.

He serves on the boards of Social Enterprise Academy Africa, ED Council of South Africa, Property Sector Charter Council and on the advisory committee for Nation Builder.

Shawn obtained his Master's Degree in concept-making and people-centric innovation from 180 Academy in Denmark. The title of his thesis was "Innovation Strategies for economic development programmes" in which he explored the use of open innovation to drive small business improvement. He has a Bachelor of Commerce Degree from the University of Johannesburg, South Africa and has completed the Senior Executive Programme Africa at Harvard Business School.

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About Nation Builder: *Nation Builder is an initiative that aims to inspire and equip businesses to lead social change in South Africa. The Nation Builder website provides free resources for South Africans who want to learn more about how they can mobilise businesses to invest into communities, and become part of socio-economic advancement in South Africa.*

The Nation Builder team is based in Stellenbosch and Pretoria, and can be contacted at: nationbuilder@mergon.co.za / 021 816 111.

For more information on Nation Builder please visit <http://www.proudnationbuilder.co.za/>.

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