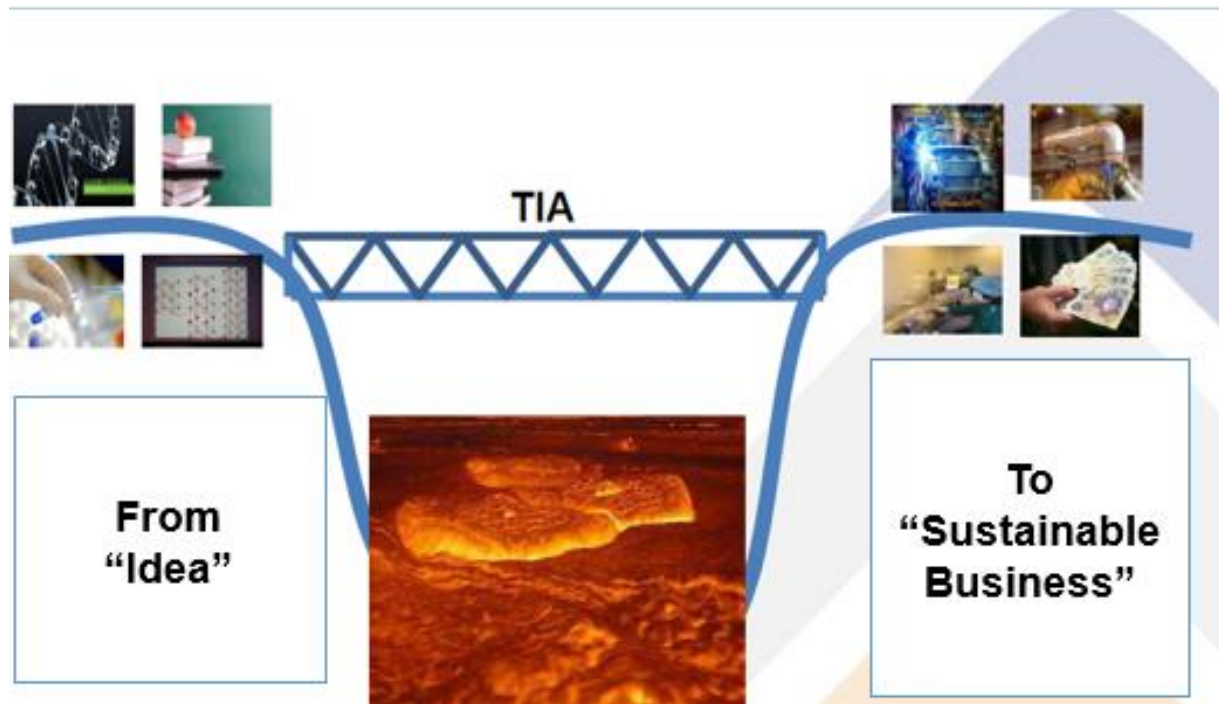


# TIA Funding Support

Malese Ndhlovu

# TIA Value Proposition



- Bridge the Innovation Chasm
- TIA is an early-stage investor, connector, facilitator and enabler in the National System of Innovation.

# TIA MANDATE

TIA is established as a Schedule 3A public entity under the provisions of the Public Finance Management Act (Act 1 of 1999, as amended by Act 29 of 1999).

Its mandate is derived from the provisions of the Technology Innovation Agency Act (No 26 of 2008),<sup>1</sup> which established TIA as an Agency to promote the **development and exploitation**, in the public interest, of discoveries, inventions, innovations and improvements.

TIA's objective is to support the state in stimulating and intensifying technological innovation to improve economic growth and the quality of life of all South Africans through the development and exploitation of technological innovations.

TIA aims to de-risk technology development and **catalyse the commercialisation of technological innovations into the marketplace.**

## VISION

Be a leading technology innovation agency that stimulates and supports technological innovation to improve the quality of life for all South Africans.

## MISSION

Facilitate the translation of South Africa's knowledge resources into sustainable socio-economic opportunities.

# Commercialization Outcomes

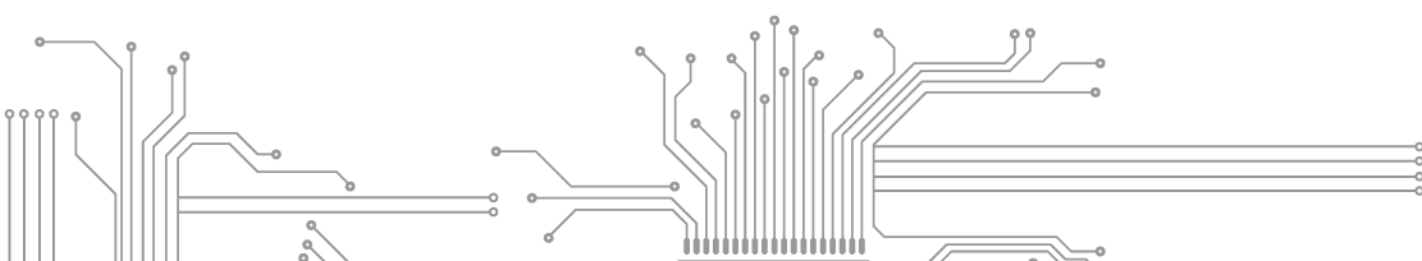
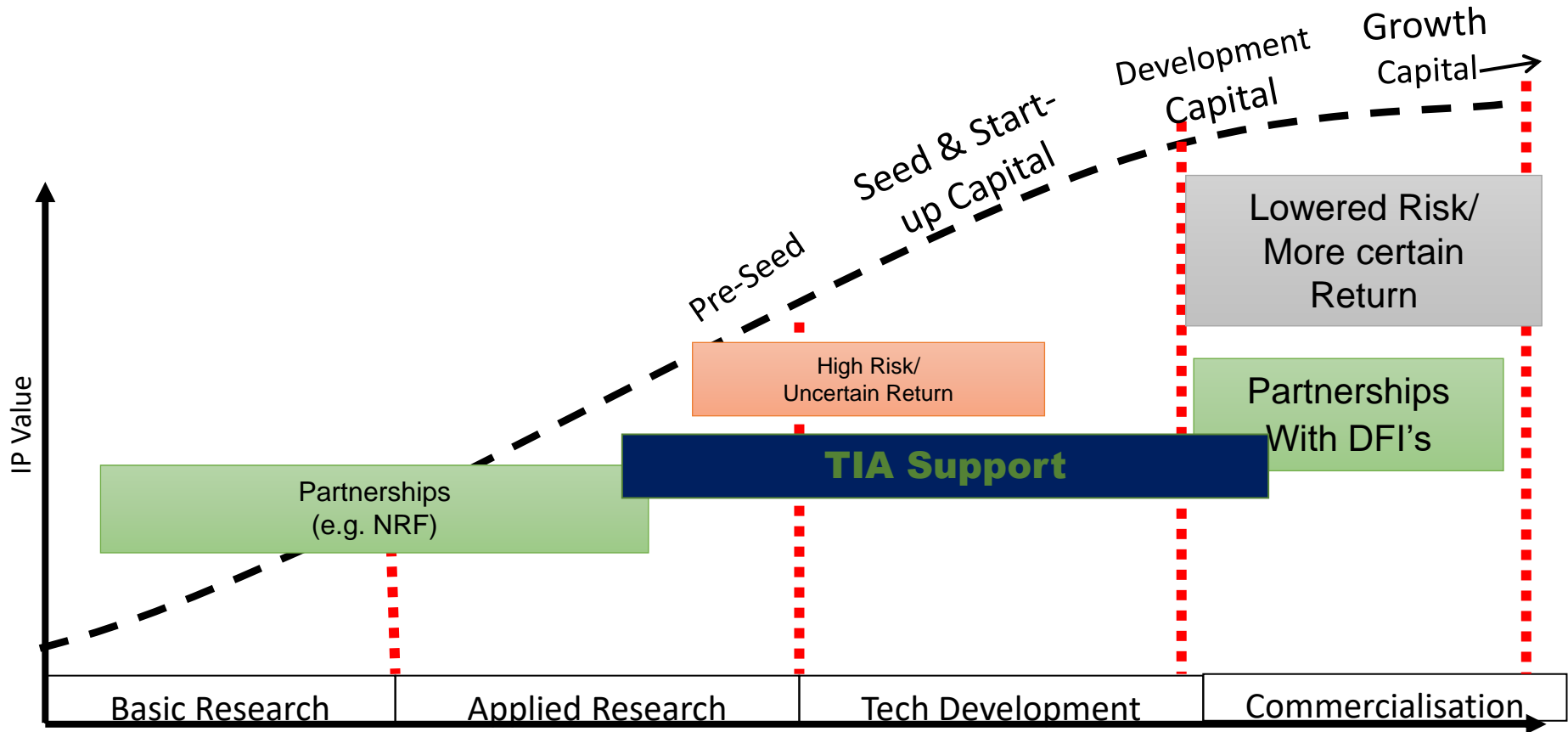
- **New Venture Creation**
- **Job creation potential**
  - Platform
  - Patented
  - Published
- **New spin-out company to take a new product to the market,**
- **Higher risk due to bootstrapping practices in novice technology ventures,**
- **More likely to drive the Platform strategy to exploit the full range of potential applications of the technology,**
- **Firm basis to endeavour joint-commercial ventures,**
- **Strong basis for IP protection (IPR act)**
- **Tech- Startups have high potential for accelerated growth and scaling**

**Other: Technology Transfer & Licensing**

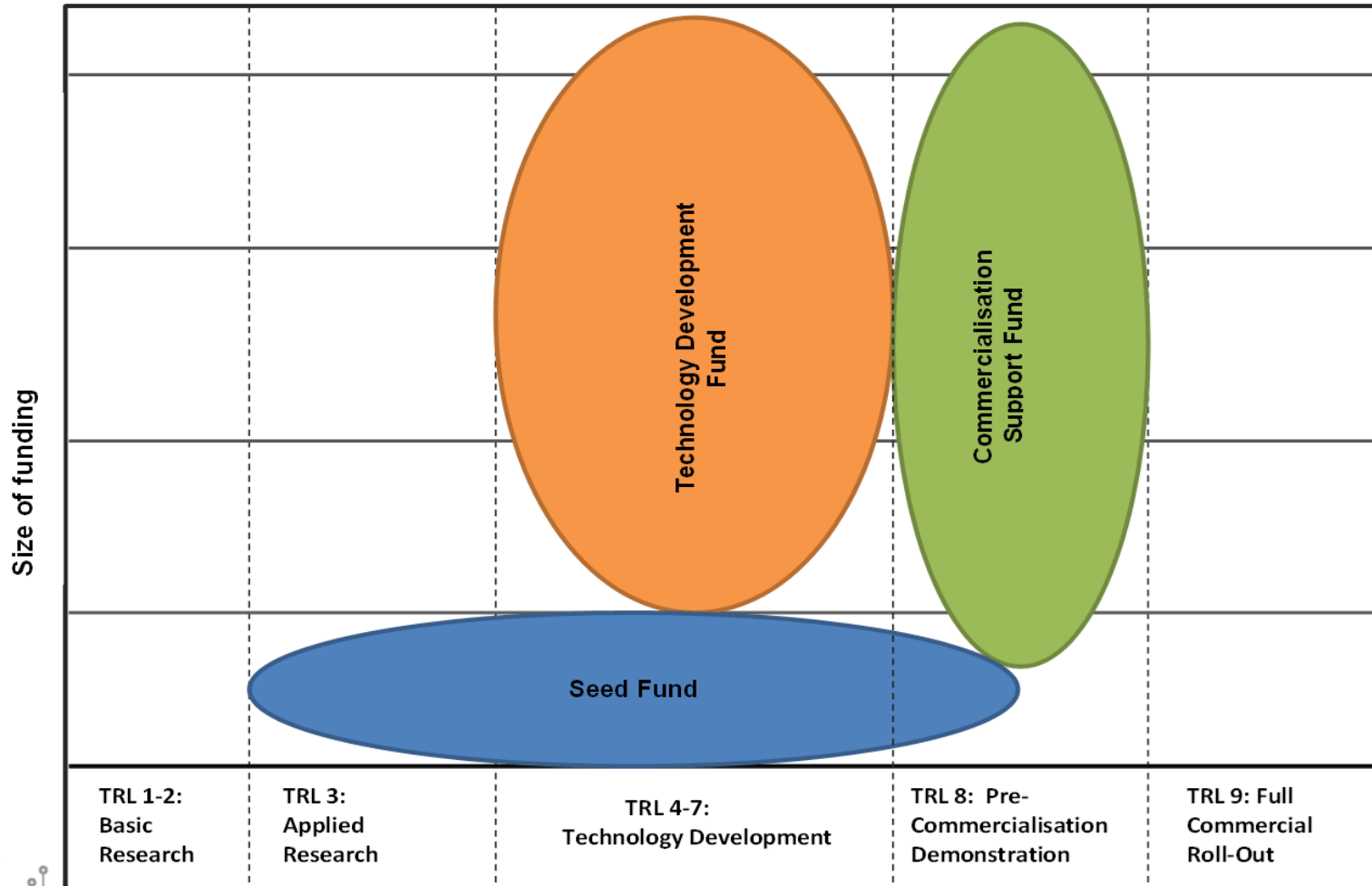
# Business Enablement Support

- RSA- Support schemes for R&D and early- tech innovations.
- Drive early high-tech innovations along the Industrial value chain (Market access and Offtake of products & Services)
- Converge industrial engagements, market opportunities, commercial prospects, collaboration and Cooperation partnerships between state organs, private corporations, R&D and Tech Startups ventures in key sectors of the economy at a global scale.
- Support new IP Commercialisation prospects (New Venture Creation & Technology Transfer)

# TIA Funding Instruments



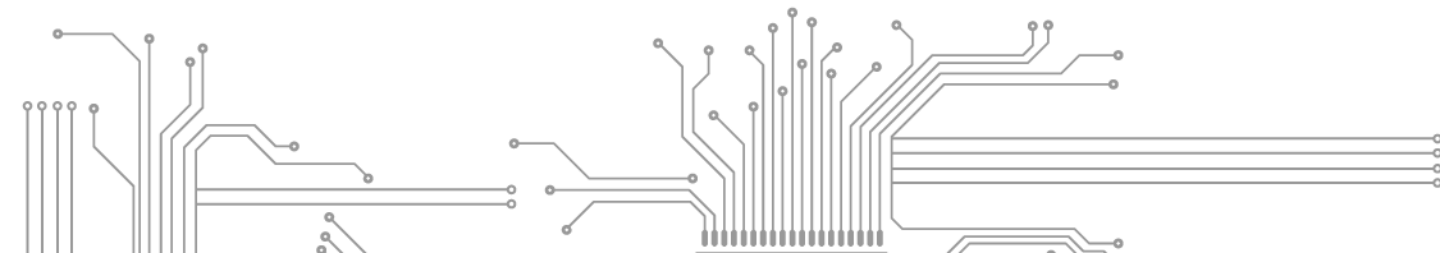
# TIA Funding Instruments





## Seed Fund

- De-risk applied research outputs & Proof-of-concepts towards viable technology demonstrators
- Test the value proposition of the technology incl. commercial potential or social impact
- Potential TIA investment pipeline







## Technology Development Fund

- Technology advancement toward full scale technology demonstrator
- Pre-revenue Piloting, performance field testing, Trials
- IP Strategy, business case formulation and market validations
- Ascertain viability of the technology innovation and envisaged socioeconomic outcomes



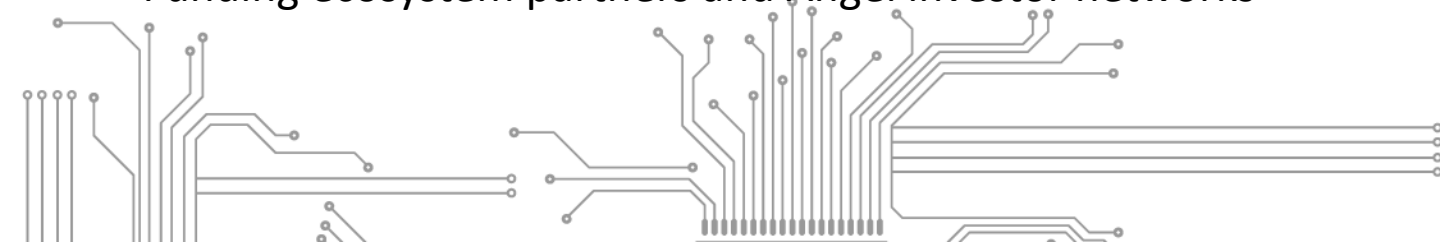
## Commercialisation Support Fund

- Towards full scale product development / Service orchestration
- Industry Certifications
- IP Derivatives
- Trials, Field Validations & Product Market Fit
- Growth plan (Business, IP Strategy and Technology roadmap)
- Early Revenue
- Investor Readiness (series funding)



# Industry Matching Fund

- Funding Ecosystem collaboration Partnership model
- To foster technology development and commercialisation support
- Vested strategic interest and oversight on investments
- Funding ecosystem partners and Angel investor networks





## Innovation Fund

- Support high risk technology innovation commercialisation
- Market facing early revenue endeavours incl. business development, product development & sales
- New venture creation, early expansion and internationalisation



**Thank you**

Malese Ndhlovu

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