

2023

# INVENTORS GARAGE

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Department:  
Trade, Industry and Competition  
REPUBLIC OF SOUTH AFRICA

## Competition Dealbook 2023



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# ABOUT

Introducing the Inventors Garage Competition, a remarkable event that shines at every summit. It presents innovators with a platform to display their product, prototype, or minimum viable product.

Ten exceptional entrepreneurs have been selected to exhibit their groundbreaking innovations at the highly esteemed #SAIS'23. This isn't just about showcasing creativity; it's a golden opportunity to garner attention from potential investors and customers. Participants get to expand their network and amplify their success.



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# FINALISTS



Investment Ask (\$)	: \$2.5 million
Investment Stage	: Seed
Employees	: 5-25
Year Founded	: 2021
Country/Region	: South Africa

## Sengeny | Nhlanhla Ndebele

Sengeny is a 100% black-owned company that has innovated a sustainable technology that manufacture and produce a premium Black Soldier Fly (BSF) meal that serves as an organic protein feed for animals. The company has built a bio-facility in the NorthWest to produce a probiotic based on BSF as a living organism and serves as a feed to advance high feed conversion ratio (FCR).

### Explain your unique selling proposition (USP):

- The product reduces inputs costs and this is translated instantaneous to the buyer through reduced feed periods and increased farmer quality, reduced inputs and high profitability.
- The product is affordable in relation the time to procure and feed utilising non-organic proteins that do not accelerate feed conversion ratio.
- The product is packed in relation to all segments of the market, and the promotion strategy includes farmer markets, newspapers, periodic market days at the facility, specific sessions with farmers as well as interactions with food nutritionists, feed agents, distributors and suppliers.

### Purpose of Investment:

Market expansion, Product development, Team growth, Capital items

### In which countries are you active in the market?

Botswana, Kenya, USA, EU, China



Investment Ask (\$)	: \$200 000
Investment Stage	: Venture capital: Series A
Employees	: 1-5
Year Founded	: 2017
Country/Region	: South Africa

## Kasselot Evanesse (Pty) Ltd | LeeAnne Kassel

Kasselot Evanesse is the premium manufacturer of the Evanesse Brand , which is known for our cutting edge technology, our superior membranes that allow evaporation of all body fluids , yet with a leak proof barrier. Our slogan Keeping you dry, Keeping you Comfy, is what our amazing fabric , magically does! Our Mother and baby range has the first leak proof baby grow world wide! The inventor of the first leak proof Feeding Bra! The Evanesse Magical range is going to expand into a sports range!

### Explain your unique selling proposition (USP):

Evanesse has premium ,cutting edge technology, Our membranes are durable yet washable. We support breastfeeding by promoting confidence, no more leaks in while mothers are in public! Environmentally friendly, washable, cost effective! Our Baby range gives our angel's longer sleeps , due to no wet clothes or blankets! The membranes wick away sweat using your baby heat! Keeping you dry! Keeping you Comfy!

### Purpose of Investment:

Market expansion, Investment

### In which countries are you active in the market?

South Africa

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# FINALISTS



Investment Ask (\$) : \$250 000  
Investment Stage : Pre-seed  
Employees : 1-5  
Year Founded : 2019  
Country/Region : South Africa

## Strategic Health Solutions | Rudi De Koker

Strategic Health Solutions is a pioneering digital health technology company focused on the development of innovative preventive care solutions for sexual and reproductive health in South Africa.

### Explain your unique selling proposition (USP):

Our distinctive selling proposition lies in our exclusive partnership with the Independent Community Pharmacy Association, setting us apart in the market. Furthermore, we have secured agreements for 2024 with prestigious institutions like Old Mutual and Gems Medical Aids, bolstering our commitment to comprehensive healthcare access. Additionally, we've established a distribution agreement with Lancet Laboratories for the Evalyn brush in South Africa, ensuring widespread availability of this vital screening tool

### Purpose of Investment:

Market expansion, Product development

### In which countries are you active in the market?

South Africa

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Investment Ask (\$) : \$100 000  
Investment Stage : Venture capital: Series A  
Employees : 5-25  
Year Founded : 2020  
Country/Region : South Africa

## I-N-TECH(PTY) LTD | Welcome Manyanya

I-N-TECH is a renewable energy technology start-up using a holistic approach for both our hardware and software. using kinetics' energy principles to revolutionise and reinvent the sector and artificial intelligence as an instrument for community engagement, predictive maintenance and much more.

### Explain your unique selling proposition (USP):

We are offering innovate clean energy technology into the market via a holistic approach along artificial intelligence. Our unique selling proposition lies in selling technology for everyday use but give it an option to play a role in everyday problems for example with our smart gym equipment, people workout everyday and lost some much energy physically and via electricity to run their equipment so our unique selling proposition lies in allowing users to still get the same health, fitness and wellness but also be able to generate the electricity to run their equipment and have portable energy but the accompanying artificial intelligence software creates a personalised fitness experience and that's the goal we follow for all our products and services the ability to harness electrical energy from kinetic energy and a personalised experience.

### Purpose of Investment:

Market expansion, Product development

### In which countries are you active in the market?

South Africa

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# FINALISTS



Investment Ask (\$) : \$300 000  
Investment Stage : Seed  
Employees : 1-5  
Year Founded : 2020  
Country/Region : South Africa

## BAOM (Eco Solutions) | Chloe Cormack

BAOM/ BAOM Eco Solutions is a South African biotech pioneer packaging start-up with the potential to revolutionize the packaging industry. We produce 100% home compostable biofilms, made from organic materials to replace flexible plastics and other unsustainable packaging materials. BAOM business model is B2B and uses a circular economy, integrating food waste products into our value chain and ensuring the product restores soil health at the end of its life-cycle. Our innovative approach, fortified by unique trademarked intellectual property, shapes a greener, waste-reducing future.

### Explain your unique selling proposition (USP):

With BAOM biofilms, you can keep the speed, convenience and luxury that plastics provide; package almost anything and all without the radical environmental and health impacts of plastic use. Not only are our products effective in product-purpose application, but they regenerate soil quality and can be fed to livestock as a supplement to their usual diet for extra nutrition and probiotic components. Our first market product will be the root wrap, aimed at the agricultural and land restoration industries. Following that; we aim to service cosmetic; industrial and food packaging needs.

### Purpose of Investment:

Product development, Market expansion, Team growth, Business development through strategic partnering

### In which countries are you active in the market?

None (SA incoming)

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Investment Ask (\$) : \$25 000  
Investment Stage : Venture capital: Series A  
Employees : 5-25  
Year Founded : 2018  
Country/Region : South Africa

## The Wheelchair Doctor and Manufacturing T/A The Wheelchair Doctor Ernest Mongezi Majenge

911 The Wheelchair Doctor is a wheelchair repair and wheelchair manufacturing private company. Currently, the company has two inventions of which one is in the market already and the Intellectual Property is protected. The second one, namely the Off-Road Wheelchair is still at development stage

### Explain your unique selling proposition (USP):

We developed smart solution Stairs-Climbing wheelchair devices, 100% manual. (one First in the world) IP is protected

### Purpose of Investment:

Market expansion, Team growth, Product development, International market accessibility, Improve my sales skills and negotiation

### In which countries are you active in the market?

South Africa

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# FINALISTS



Investment Ask (\$) : R500 000  
Investment Stage : Venture capital: Series A  
Employees : 5-25  
Year Founded : 2015  
Country/Region : South Africa

## Letago Pharmaceuticals | Portia Hlako

Letago Pharmaceuticals is a dynamic pharmaceutical company with a unique focus on complementary medicines derived from African plants. Since its establishment, Letago Pharmaceuticals has been dedicated to harnessing the healing potential of Africa's rich botanical heritage, providing innovative and natural healthcare solutions.

### Explain your unique selling proposition (USP):

All our products are manufactured under strict GMP compliance ensuring Quality, Safety and Efficacy. The products are also Nappi-coded, which means that they can be purchased on Medical Aids (depending on scheme rules)

### Purpose of Investment:

Market expansion, Team growth

### In which countries are you active in the market?

South Africa and Botswana

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Investment Ask (\$) : \$2.5M  
Investment Stage : Venture capital: Series C  
Employees : 5-25  
Year Founded : 1990  
Country/Region : South Africa

## CT LAB | Willie van Wyk

Advanced Grid Monitoring

### Explain your unique selling proposition (USP):

VECTO System: Advanced Distributed Grid Monitoring System

Tailored for forward thinking professionals who:

- Demand bandwidth, functionality, precision & time synchronicity
- Seek adaptability, integrability, scalability and longevity
- Value low cost of ownership and efficient use of operator time

### Purpose of Investment:

Market expansion

### In which countries are you active in the market?

South Africa

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# FINALISTS



Investment Ask (\$)	: \$85 000
Investment Stage	: Seed
Employees	: 1-5
Year Founded	: 2019
Country/Region	: South Africa

## Le Tumai Trading & Projects (Pty)Ltd | Irene Tsele

Le Tumai is the company that aim to transform lives of unemployed women and graduate youth in our rural community well being . We cultivate castor plants the the surrounding farm in Mpumalanga the we extract the castor beans for high quality oil. We the outsource our skin and hair products from the well know compounding pharmacy in Potchefstroom, Our final products are Hair shampoo ,Hair food repair ,Body lotion ,Body bath and petroleum jelly.

### Explain your unique selling proposition (USP):

We know our ingredients from the groundside , It has 99% high quality of Ricinoleic acid compare to other vegetable oils in the world. It promote healthy skin and hair . This ancient oil has been used and trusted from 1784,It is easy to used and reliable, with more than 700 benefits.

### Purpose of Investment:

Market expansion, Team growth

### In which countries are you active in the market?

South Africa

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Investment Ask (\$)	: N/A
Investment Stage	: N/A
Employees	: 5-25
Year Founded	: 2014
Country/Region	: South Africa

## Lepsta | Nkosana Mabuza

Lepsta is a software company that is dedicated to providing productivity tools for teams. Our primary focus is on small and medium-sized enterprises(SMEs) that work remotely. We have identified that remote teams often face numerous challenges like difficulties with efficiency, transparency, misalignment on priorities, which in turn affect productivity. At Lepsta, we understand that these challenges can significantly impact team productivity, and we have made it our mission to develop innovative solutions to help teams overcome them.

### Explain your unique selling proposition (USP):

- Intelligent Workflow Automation: Lepsta's automation streamlines repetitive tasks, reducing manual effort and accelerating project timelines.
- Enhanced Collaboration: Our platform fosters seamless teamwork by enabling task review and approval, ensuring quality work in remote settings.
- Global Connectivity: Lepsta transcends time zones, enabling teams worldwide to collaborate effortlessly
- Data-Driven Insights: Gain deep insights into project progress and team performance with our overview screen that provides statistics and workload management.

### Purpose of Investment:

Customer Aquisition

### In which countries are you active in the market?

South Africa

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