



**Private Capital**  
**Investing in Businesses to**  
**Drive Growth and**  
**Transformation**

# Private Capital: Landscape in SA

## Private Equity (PE)

- Buyouts
- Growth Capital
- Mid market
- Infrastructure, energy

## Size of market in SA: c. R 233 bn\*

**Largest and longest-standing PE industry in Africa**, anchored by professional fund managers, corporate investors, and Development Finance Institutions (DFIs)

## Venture Capital (VC)

- Seed
- Startup
- Early stage
- Highly scalable/tech orientated

## Size of market in SA: c. R 13bn\*\*

**Significant expansion over the last decade, supported by angel networks, accelerators, and early-stage funds.**  
**Key Tech sectors include fintech, insurtech, healthtech and edtech**

## Private Credit/Debt

- Senior lending
- Mezzanine
- Structured credit
- SME Debt (including ESD)

## Size of Market – no consolidated data

Private Capital Activity in Africa report: growth in debt deals in Africa 2024, +14% YoY for private debt deal value  
ESD in South Africa estimated between **R 20 bn and R 30 bn** per year<sup>^</sup>

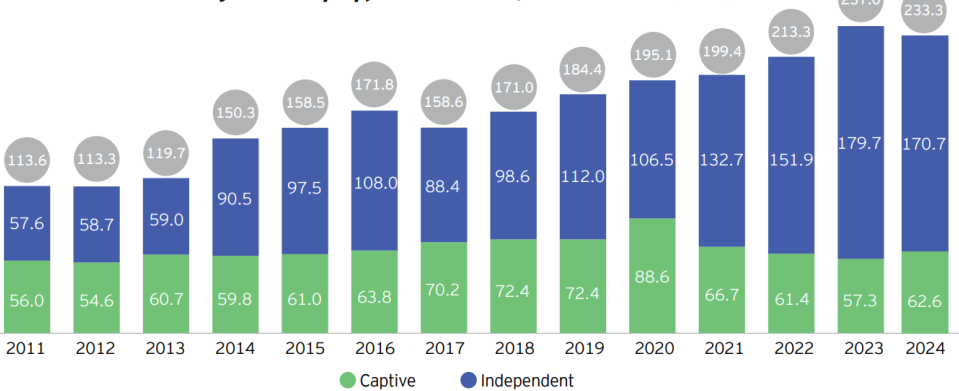
\* SAVCA 2025 PE Surve\*\* SAVCA 2025 VC Survey

<sup>^</sup>Based on several report data points – including 2024 White Paper (GIBS)

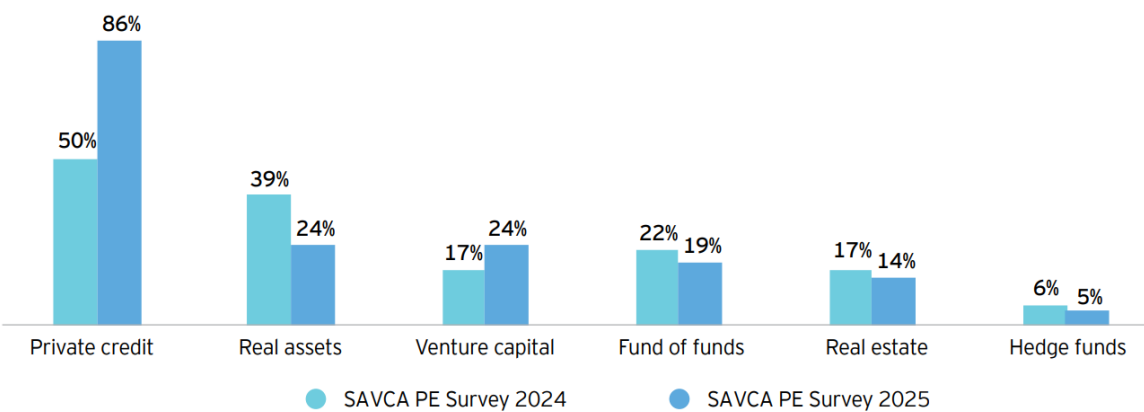
# Private Capital: Growth Evolution

## PE

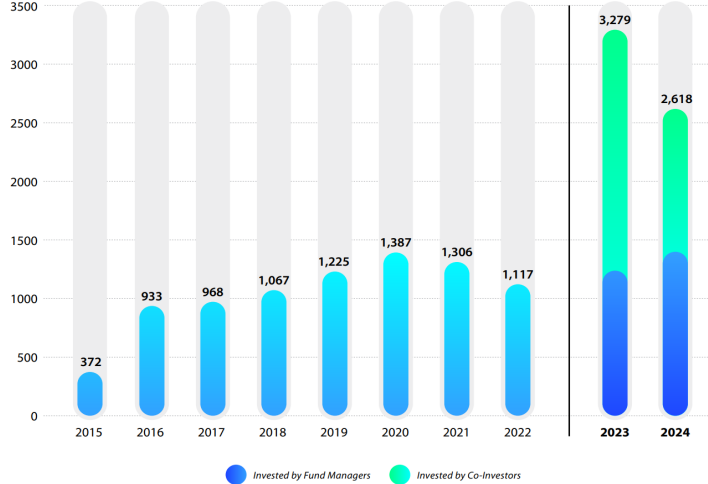
Funds Under Management by type of PE fund, 2011-2024 (R'bn)\*



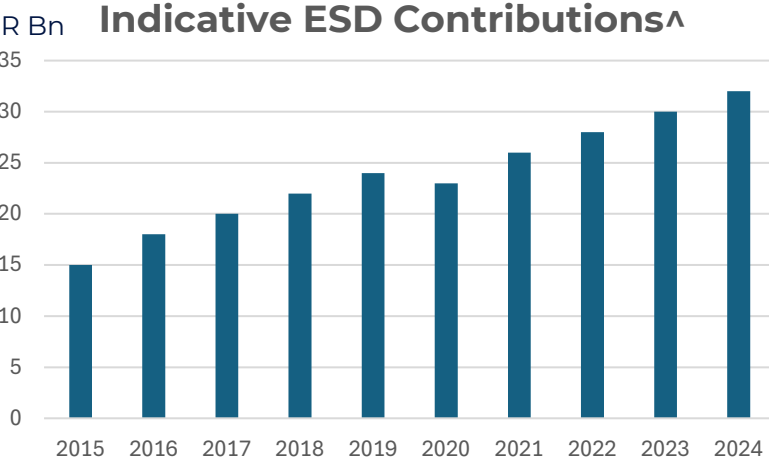
## Private Credit



## VC



## ESD

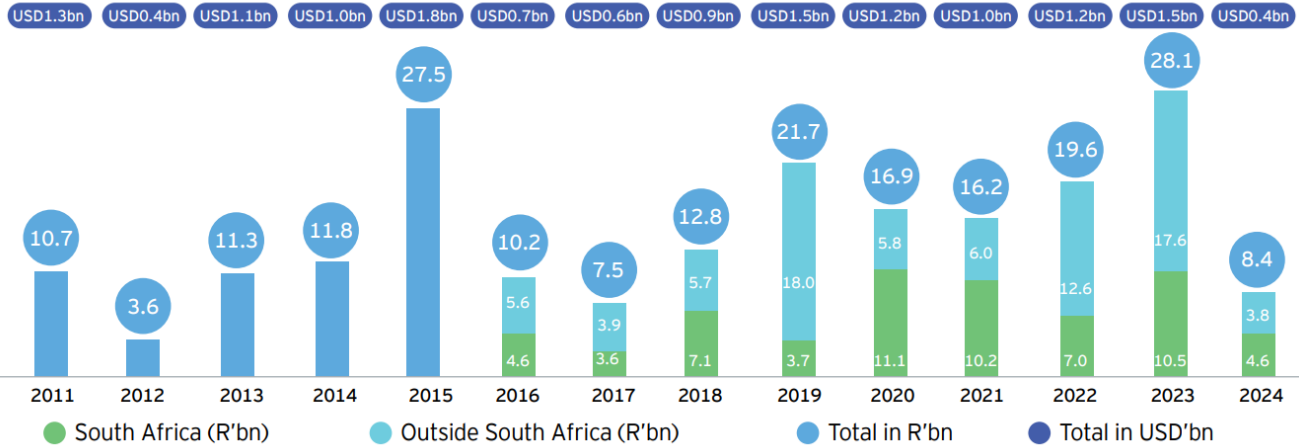


\* SAVCA 2025 PE Survey \*\* SAVCA 2025 VC Survey

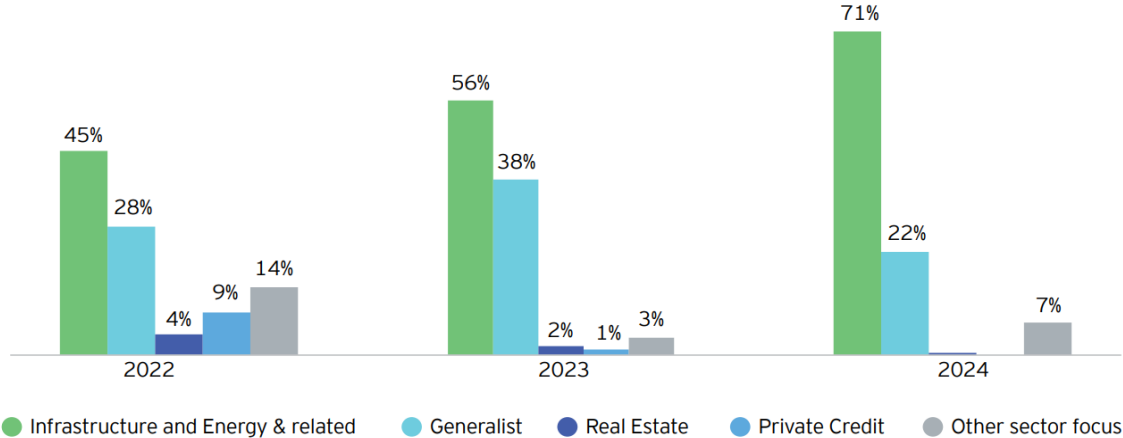
^Indicative based on several report data points – including 2024 White Paper (GIBS)

# Private Capital: Fund Raising

Value of funds raised (2011-2024), including split by investment destination from 2016 onwards (R'bn and USD'bn)



Composition of fundraising by focus of the fund, 2022 - 2024 (% of total)



## PE Fundraising in 2024:

- government,
- aid agencies, and
- DFIs

remained the largest investors with 35% (R3.0bn).

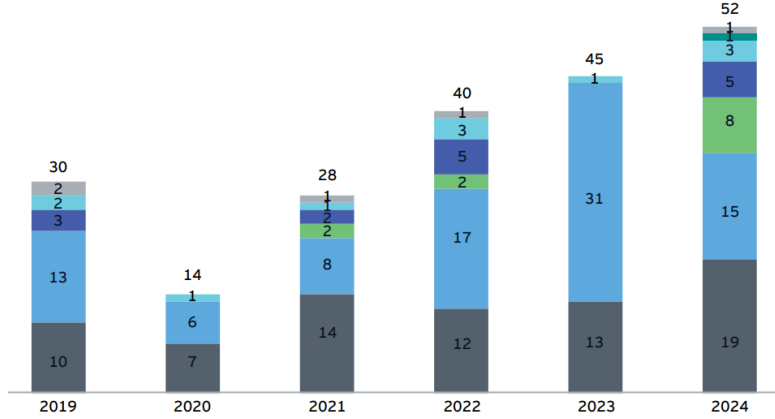
**Corporates** surpassed pension and endowment funds in overall share in fundraising to become the second largest contributors with 31% of the capital raised.

**Non-South Africa based government, aid agencies, and DFIs** — among the largest contributors of capital in previous years — reduced their allocations to the region’s PE firms by 74% in 2024.

Similarly, **South Africa-based pension and endowment funds**, also pulled back their contribution in 2024 (R6.2bn in 2023 vs. R1.6bn in 2024)

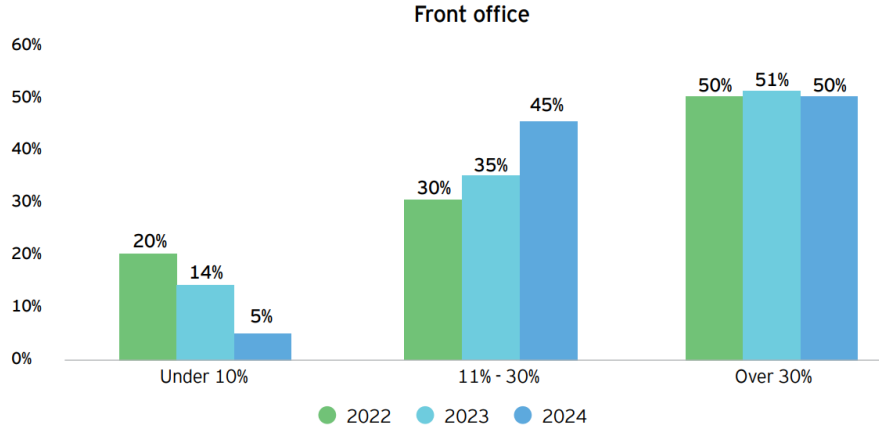
# Private Capital: Activity and Transformation

## PE Exits

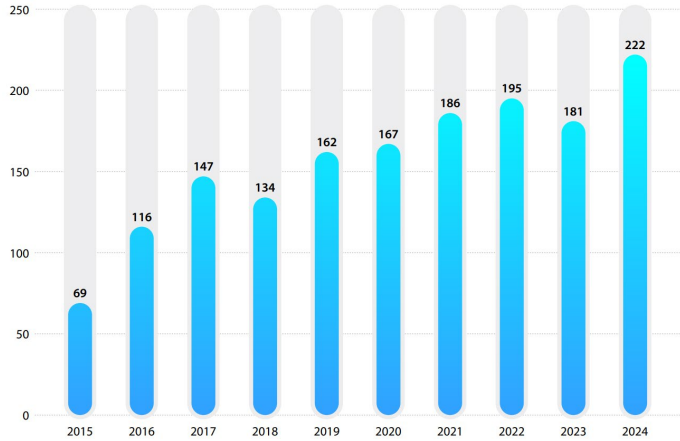


## Women representation

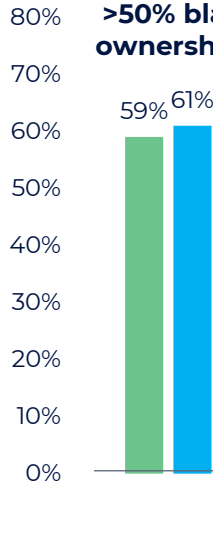
What proportion of the members of your firm are women?



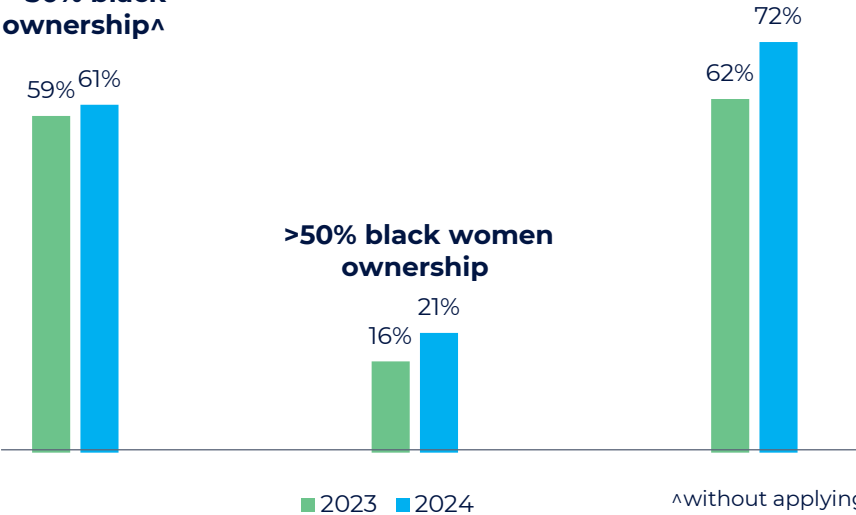
## VC Deals



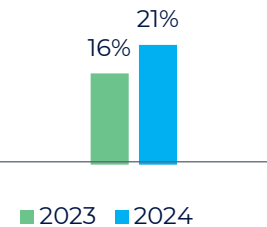
### >50% black ownership^



### >50% black management



### >50% black women ownership



^without applying modified flow through

\* SAVCA 2025 PE Survey \*\* SAVCA 2025 VC Survey

# Private Capital: Contribution to SA economy

## 1. Drives Business Growth and Competitiveness

- ◆ Expand operations
- ◆ Professionalise management
- ◆ Improve governance and financial discipline

## 2. Job Creation and Workforce Development

- ◆ Job creation in growing enterprises
- ◆ Skills development and managerial training
- ◆ Formalisation of informal or early-stage businesses

## 3. Catalyses Innovation and Technology Adoption

- ◆ Accelerate the development and commercialisation of local innovations
- ◆ Fintech, healthtech, edtech etc.

## 4. Expands Access to Finance (where banks not active)

- ◆ SMEs unable to access bank loans
- ◆ Working capital for mid-market companies
- ◆ Liquidity to areas not serviced by traditional finance.

## 5. Strengthens Governance and ESG Performance

- ◆ Board oversight and active portfolio management
- ◆ ESG frameworks
- ◆ Reporting and compliance standards

## 6. Supports Economic Transformation

- ◆ Empower black-owned SMEs
- ◆ Build black industrialists
- ◆ Institutionalise transformation in supply chains
- ◆ Create pathways for women and youth entrepreneurs

# Private Capital: Current barriers to growth

## 1. Macroeconomic & Structural Constraints

- ◆ Low GDP growth and macro volatility
- ◆ Currency volatility (ZAR)
- ◆ Infrastructure bottlenecks

## 2. Market & Capital Formation Challenges

- ◆ Small domestic institutional capital allocation
- ◆ Limited exits and shallow capital markets
- ◆ Limited depth in venture and early-stage capital

## 3. Regulatory & Policy Barriers

- ◆ Policy changes
- ◆ Exchange control environment

## 4. Sector-Specific Limitations

- ◆ Infrastructure procurement delays
- ◆ SME credit constraints
- ◆ Limited high-growth technology pipeline

## 5. Ecosystem & Competitiveness Issues

- ◆ Skills shortages
- ◆ High cost of capital
- ◆ Competition from Pan-African and offshore funds

## 6. Limited Catalytic and Blended Finance

- ◆ Limited public-sector first-loss structures
- ◆ DFIs remain significant but not growing

# Private Capital: Catalytic Capital



## Monabo Hygiene Services:

- 100% Black Women Owned
- 4 - 650 employees over c. 10 years
- ESD loan fully repaid
- Nationwide footprint in all provinces
- Active member of various recognised bodies in SA
- ISO 9001:2015 accredited