

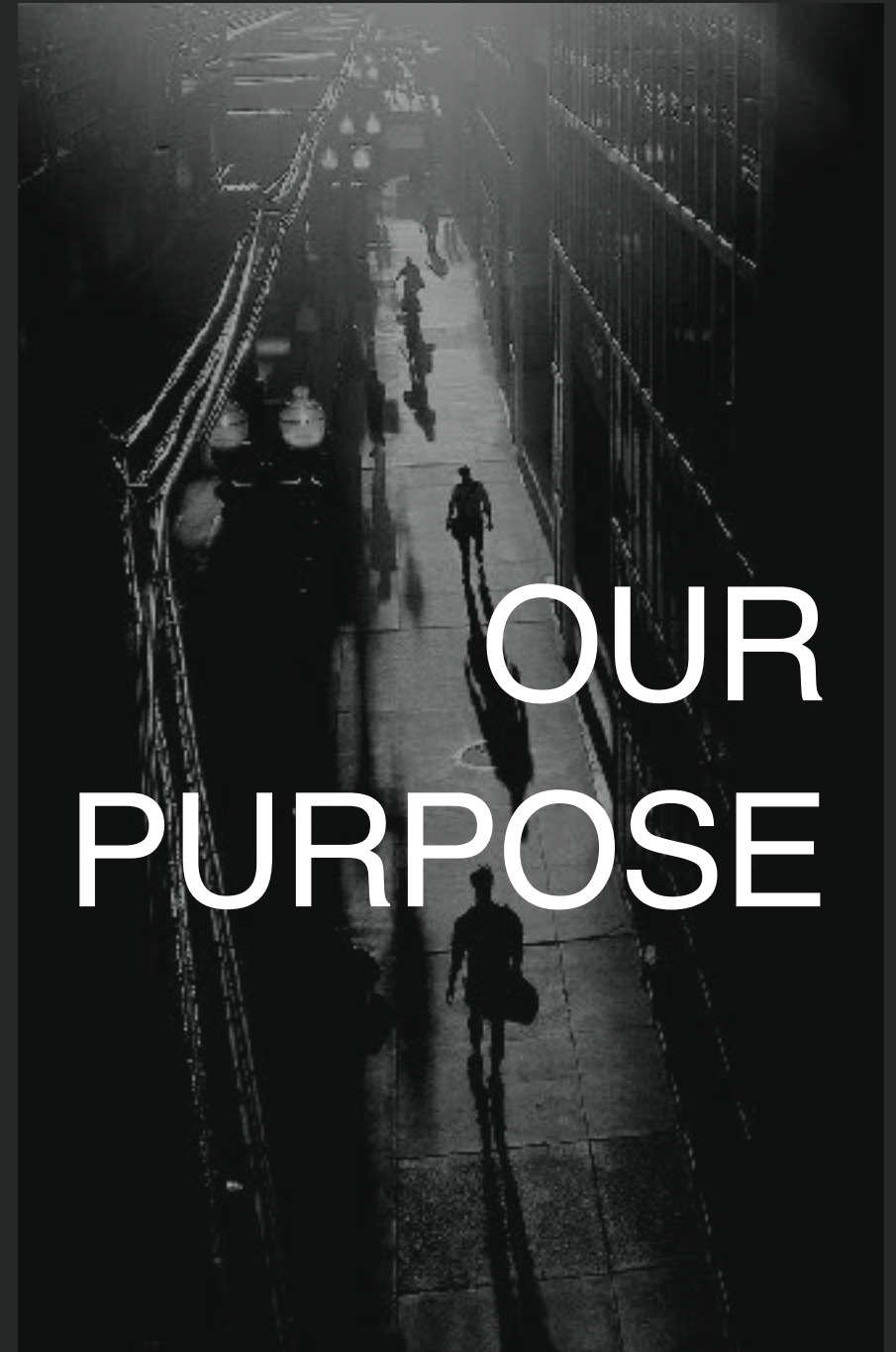
A black and white photograph of a woman with dark, curly hair, smiling warmly at the camera. She is wearing a striped long-sleeved shirt and a white apron. She stands behind a wooden counter. In the background, a computer monitor displays a grid-like interface, possibly a POS system. The setting appears to be a cafe or a small business. The overall mood is positive and professional.

**I AM AN ENTREPRENEUR**

Many entrepreneurs believe that all they really need to prosper is funding. The truth is, it's far more than that. They need skills in management, marketing, sales, finance and so much more.

That is why I AM AN ENTREPRENEUR exists.

WE **HELP**  
ENTREPRENEURS  
**BUILD & GROW**  
THEIR  
BUSINESSES



OUR  
PURPOSE

**I AM AN ENTREPRENEUR (“IAAE”)** is a specialist Business Development firm.

We are a B-BBEE Level 1, 100% Black owned and managed company that is a multi-skilled and highly experienced specialist in developing impactful tailor-made Enterprise & Supplier Development solutions for our clients.

We are working with MIC Khulisani Ventures in the following areas:

- Application screening services
- Post-investment Support

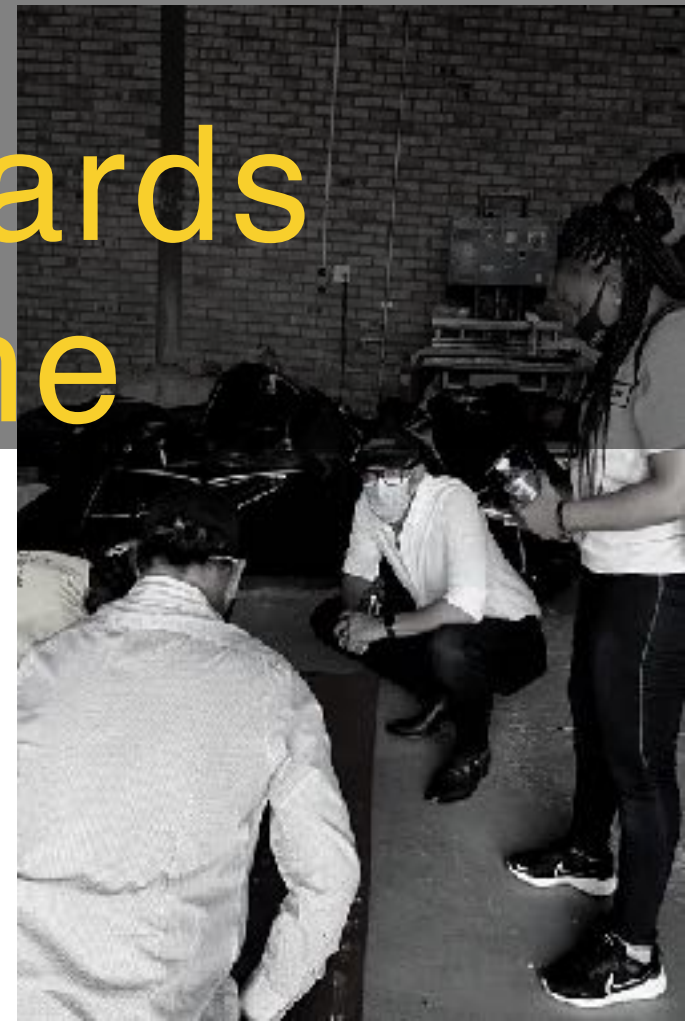


# INTRODUCTION





# Advisory Boards Programme



# 5 AREAS OF DEVELOPMENT FOCUS

## LEADERSHIP

Personal development focused on self-improvement to maximise potential and nurture business leaders who are driven, emotionally intelligent (EQ) and empathetic.

## CASH FLOW & FINANCIAL MANAGEMENT

Build companies that are better managed; maintain up to date financial records; understand how to manage their cash flow; articulate their funding need; and finally develop the trading history and track record necessary to secure funding.

## COMMERCIAL COMPETENCE

Well-entrenched operational systems, a solid business strategy and the right resources to achieve the business results.

## TECHNICAL COMPETENCE

Quality goods and services, certification or accreditation, innovation and world-class operations.

## COMPLIANCE

A “good citizen” in respect of finance and accounting, human resources, B-BBEE and any other applicable legislative requirements.





# The 6 Stages

Our programme encompass 6 main stages:

**IAAE  
PROGRAMMES**



**LOGISTICS OF  
IAAE ADVISORY  
PROGRAMMES**

1. Selection process (MIC)
2. GAP / Needs Analysis
3. Matching & Contracting
4. Implementation of Programme
5. Reporting
6. Completion

# Our Experience



*Coca-Cola*  
Beverages  
South Africa



**SHOPRITE**

**sefa**  
Small Enterprise Finance Agency



**nyda**

NATIONAL YOUTH DEVELOPMENT AGENCY  
OUR YOUTH. OUR FUTURE.



**Barloworld**  
*Leading brands*



**RENAULT**



SOUTH AFRICAN TOURISM

**IDF**

CAPITAL  
Value Catalysts



# Our Team



Andile Khumalo  
Founder



Keitumetse Lekaba  
Managing Director



Gontse Nosi  
Portfolio Manager



Nolwazi Mthi  
Post-Investment  
Support





QUESTIONS

A grayscale photograph of a woman with her arms crossed, standing in a crowd. The image is semi-transparent, allowing the text to be clearly visible. The text is centered horizontally and enclosed in a white rectangular border.

**I AM AN ENTREPRENEUR**