104+ SMME
Growth and Empowerment Solutions
seeded and supported by Sanlam group

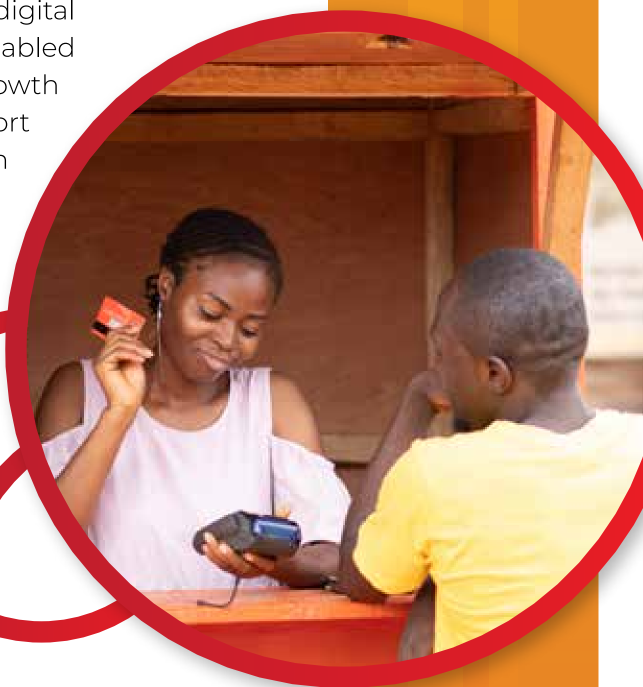
Q1 Newsletter

Key highlights

- Funds deployed: **R9.6 million**
- First successful exit from Wetility, returning **R25 million plus interest** – demonstrating early proof of concept for value creation

Tech-Enabled Growth Journeys: Scaling SMMEs Through Innovation

Across South Africa and the broader African continent, digital adoption is increasingly shaping how SMMEs start, operate and scale. Entrepreneurs are increasingly turning to digital innovation, data-driven decision-making, and fintech-enabled solutions to unlock growth opportunities. As part of its Growth and Empowerment mandates, 104+ continues to support businesses that are leveraging technology and innovation to transform sectors ranging from financial services and renewable energy to marketing, entrepreneurship development, and digital services. Recent investments into Mortgage Market, Capital Link Partners, Brave Group, and the University Technology Fund II (UTF II) reflect this commitment to supporting enterprises that combine commercial growth with long-term developmental impact.



Fintech and Access to Finance

Fintech continues to play a critical role in enabling SMME growth. In South Africa, digital lending platforms and alternative finance providers are expanding access to funding for businesses that may not meet traditional banking requirements. At the same time, digital transaction histories and financial data are becoming increasingly important in unlocking credit opportunities. This shift is gradually enabling more businesses to build financial profiles and participate in formal funding ecosystems. Despite this progress, access to finance remains a key constraint for many SMMEs. The challenge is not only access to funding, but access to the right type of funding, supported by business development and financial management capability.

Data and Insights

The growing availability of data is creating new opportunities for SMMEs to move toward more strategic growth. Businesses are increasingly able to track performance, understand customer behaviour and make informed decisions that improve profitability and efficiency. Data-driven insights can help businesses optimise pricing, manage stock more effectively and identify new market opportunities. However, data on its own is not enough. Without the skills and support to interpret and apply insights, many businesses are unable to fully realise the value of digital systems and apply data to scale faster. The reality remains that digital adoption alone does not guarantee sustainable growth. Without access to markets, mentorship and structured support, many businesses struggle to translate digital capability into long-term success. Many SMMEs lack the necessary digital literacy skills, access to affordable internet, or the financial resources to invest in new technologies. This highlights the importance initiatives such as accessible training programs, affordable connectivity, subsidised tools or resources and mentorship and support networks.

104+ Perspective: Enabling Digital Growth Within Real Economies

At 104+, we recognise that technology is a powerful enabler, but not a standalone solution. Our approach focuses on enabling structured growth journeys that support businesses to adopt technology in ways that strengthen their operational resilience and market participation. This includes aligning enterprise development initiatives with procurement opportunities, ensuring that supported SMMEs are not only digitally enabled, but commercially viable.

As digital adoption accelerates, the focus must remain on ensuring that innovation translates into measurable outcomes - including increased turnover, job creation and long-term sustainability.

Key Highlights: Portfolio Overview

The following provides a detailed overview of investments made across the 104+ primary mandate areas:

Mandate	Amount	Number of SMMEs reached	SMME benefitting	SDGs
Empowerment mandate	R 78.4 M	4	wetility, CapitalLink, Mortgage Market, i-G3N	7, 11, 13
Growth mandate	R 78.6 M	5	LINEA, University Technology Fund, Brave Group, Shamrock Pies, PCB Power Transformers	7, 8, 9, 10, 11
Development mandate	R 23.8 M	193	University of the Western Cape, CEI, I Am An Entrepreneur, South African National Parks	1, 8, 10

Together, Unlocking Opportunity

To all our investors and funders, thank you for your continued support and commitment to advancing inclusive economic development in South Africa. The success of 104+'s mandates is made possible by the strength of its partnerships with funders and investors who share a vision for an equitable and opportunity-rich future.

As 104+ advances toward its goal of mobilising R1 billion by 2030, technology-enabled entrepreneurship will continue to play an important role in unlocking inclusive economic participation across the continent. 104+ remains committed to enabling scalable, impact-driven enterprise development that supports South African and African SMMEs in navigating digital transformation while building sustainable, competitive businesses.

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