



The Cape Chamber of Commerce & Industry and the Cape Higher Education Consortium

# WESTERN CAPE ECONOMY INNOVATION AWARDS NOMINATION FORM 2026

Please complete this nomination form accurately, completely but succinctly.

## 1. Contact details

Nominator (Person)	Nominating Organisation	Signature	Date	e-mail address
Khotso Morudi	<i>Western Cape Department of Economic Development and Tourism</i>		3 March 2026	Khotso.Morudi@westerncape.gov.za

Nominated Person	Nominated Organisation	Sub-sector one of the following: Private Sector or Academia or Public Sector or Non-Profit	Cell phone number	e-mail address
Ilse van Schalkwyk & Khotso Morudi	<i>Western Cape Department of Economic Development and Tourism</i>	Public sector	0845251479	Ilse.vanschalkwyk@westerncape.gov.za

## 2. Short description

**+100 word description of what the innovation / solution is and who needs to be recognised for which parts of the solution.**

*(e.g. new service /product /solution /regulation /infrastructure /institutional capacity)*

The Western Cape Investment Summit was a catalytic innovation in public-private collaboration, designed to convert provincial strategy into bankable opportunity. Anchored in the growth, energy transition and infrastructure priorities of the Western Cape, the inaugural Summit in November 2025 moved beyond a traditional conference model by curating investment-ready projects and presenting a deal book valued at close to R400 billion. It attracted over 500 foreign and local delegates and hosted structured deal rooms alongside a dedicated matchmaking platform that paired investors directly with aligned funds and projects.

The summit integrated policy reform, project preparation, investor facilitation and blended finance into a single, outcomes-driven platform. For the province specifically, this development had a significant impact, strengthening its standing in governance reliability, project preparedness, and financial discipline. By reducing transaction friction and accelerating deal closure, it positioned the Western Cape as a credible, competitive destination for long-term capital with measurable economic and social returns.

For details on the deal book and the information on the summit, please visit the website: <https://wcis.co.za/>

### 3. Detailed description

Please answer all the questions (a) to (j) below, and place answers in the prescribed place as indicated in the table below (to construct a results chain):

- a. What is the target business group/s that this innovation serves and improves?
- b. How many of these target businesses have already utilised this new solution?
- c. How did these businesses access and receive the new solution?
- d. What did this new solution help these businesses become better at?
- e. How did this help to improve their business performance? *Increased sales, lower costs, increased investment, increased employment, increased exports?*
- f. What exactly is this new innovative solution?
- g. What makes it new, compared what existed before? (Novelty in the WC economy)
- h. What makes it better than what existed before?
- i. How is/was the new solution made available to the target market / business group?
- j. What will ensure that the financial viability / sustainability of providing the innovative solution and the beneficial consequences remain intact over this period? *E.g. profitable business with enduring competitive advantage in the market.* What is the expected longevity of this this solution? *E.g. 5yrs, 10 yrs, 10+ years*

<b>Output:</b> A new catalytic innovation	<b>Outcome:</b> Improved business environment (for the target business group)	<b>Impact:</b> Which target group of businesses benefitted	<b>Longevity:</b> Duration of benefits
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established, serves the WC economy		& what improved for them	
<p>f. The innovation was an integrated, government-led investment facilitation platform that combined project preparation, policy alignment, investor matchmaking and capital mobilisation into one coordinated mechanism.</p> <p>g. Previously, investment promotion was largely event-based and promotional. This Summit introduced a structured, outcomes-driven model anchored in a quantified deal book, pre-arranged capital engagement and transaction support, a first at this scale within the province.</p> <p>h. It reduced transaction friction, improved information symmetry between investors and sponsors, and positioned government as an active dealmaker rather than a passive convener. The emphasis shifted</p>	<p>i. The solution was made available through open calls for proposals, targeted sector outreach, and collaboration with investment promotion agencies, development financiers and institutional investors.</p> <p>c. Businesses accessed the solution through a curated pipeline process. Projects were screened, prepared and packaged ahead of the event, then matched via a formal deal room system and a dedicated matchmaking platform that connected investors with aligned funds and sponsors.</p>	<p>a. The Summit primarily served developers across several sectors in the public and private sectors, and investment funders both domestic and foreign, seeking scalable, bankable projects within the Western Cape. It also supported project sponsors requiring capital raising, project preparation and investor access.</p> <p>b. More than 200 project sponsors and fund representatives actively participated in structured engagements, with over 500 foreign and local delegates attending. A significant portion of the R400 billion deal book entered direct investor discussions during the Summit.</p> <p>d. The Summit strengthened businesses' ability to structure bankable projects, refine financial models, align with investor requirements, and navigate blended finance instruments. It elevated</p>	<p>j. The model is sustainable because it builds a recurring pipeline of bankable projects in our project pipeline/investment dashboard, and strengthens long-term investor relationships. Its value lies in repeatable deal flow and institutional credibility, positioning it as an investment facilitation platform, through the live investment dashboard to be developed post the summit, capable of evolving with the province's growth priorities while maintaining competitive advantage in attracting capital.</p>

<p>from networking to deal execution.</p>		<p>commercial readiness and investment credibility.</p> <p>e. The platform unlocked increased investment commitments, accelerated and capital raising. For participating firms, this translated into expansion capital, improved balance sheet confidence, job creation prospects, enhanced export capacity and, in several cases, reduced cost of capital through competitive funding engagement.</p>	
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After completing the table, read from left to right. Check for coherence and improve if needed.

#### 4. Declaration of Evidence to verify the results chain

What supporting evidence can you provide to verify the results stated above are as stated?

	<b>Output:</b> A new catalytic innovation established, serves the WC economy	<b>Outcome:</b> Improved business environment (for the target business group)	<b>Impact:</b> Which target group of businesses benefitted & what improved for them	<b>Longevity:</b> Duration of benefits
<b>What evidence can be provided?</b> e.g. Records, reports, peer reviews, and so forth	Post event report	Post-event report, survey responses, matchmaking platform report, WCIS website	The investment declarations which are shared 3-6 and 12 months post the summit, will be used to measure impact. Thus far we have received 5 projects that are near financial close to the value of R3.4 bn.	This was the first year of the event and the impact will only be monitored over the next 3 years.

**5. Select the best category of award for this innovation**

Sector	Award	Mark with "X"
<b>Private Sector</b>	6 x Catalytic innovations that contribute to growth.	
<b>Public Sector</b>	1 x Provincial- or National-government systemic innovation most impactful on economic growth	<b>X</b>
<b>Public Sector</b>	1 x Municipal (LM+DM) innovation that is impactful on growth of their local economy	
<b>Public Sector</b>	1 x Public-sector innovation, enhancing good governance.	
<b>Safety &amp; Security</b>	1 x Innovation enhancing precinct safety & security.	
<b>Labour Market</b>	1 x Labour market efficacy award Reducing impediments to increased employment.	
<b>Academia</b>	1 x Research most impactful on competitiveness of Industry	
<b>Academia</b>	1 x Tertiary education best aligned to Industry / market needs	
<b>Academia</b>	1 x Most successful start-up / spin out	
<b>Academia</b>	1 x Entrepreneurship development in higher education	
<b>Industry Sector Bodies</b>	1 x Institution/s strengthening stakeholder cooperation to enhance competitiveness of their Industry.	
<b>Organised Business</b>	1 x Institution/s strengthening stakeholder cooperation to enhance competitiveness of their business precincts.	

**6. Check that you completed all that is necessary.**

**7. Submit this documented and/or video recorded to [innovation@capechamber.co.za](mailto:innovation@capechamber.co.za).**

Thank you for helping us discover and celebrate the champions shaping a better WC economy!