

Information Memorandum

exco **CAPITAL**

A Scale-Up Incubator

Turning SME potential into scale-up performance
through connected capital, strategic partnerships, and opportunity-led growth

July 2025

SUMMARY

Exco Capital is a virtual scale-up incubator.

We transform high-potential private companies into investable, scalable, and exit-ready ventures. We also identify undervalued or underperforming businesses and develop them through structured incubation, strategic restructuring, and capital readiness.

By combining business development, venture-building, and founder alignment, we deliver curated, de-risked opportunities to investors and public markets within a 3–5 year horizon.

Description of problem

Small and medium-sized businesses (SMEs) in South Africa and across Africa struggle to scale due to fragmented support, lack of growth capital, and poor access to strategic relationships and markets.

The Business Problem we address

The innovation pipeline from promising SMEs to investable, scalable businesses is broken. Most entrepreneurs are left to navigate growth without structured support, capital readiness, or deal discovery infrastructure.

Why does this matter?

SMEs are responsible for over 60-70% of employment and contribute about 40% to GDP in Africa. Unlocking their potential will drive inclusive economic growth, innovation, and regional development.

Our Solution to solve the Business Problem

At Exco Capital, we focus on three things CEOs and founders tell us they need most; relational capital, intellectual capital and investment capital – the **Tri-Capital Model**. We operate a vertically integrated synergistic model - integrating three strategic capabilities;

- **Relational Capital:** BDASA, the *Business Development Association of Southern Africa* (network & business development),
- **Intellectual Capital:** TOM1, *Targeted Opportunity Matching and Monitoring*, our AI-powered opportunity discovery system, and
- **Investment Capital:** The MOC (Miracles of Capital) Business Growth Methodology (capital and venture acceleration), turning promising SMEs into investable scale-ups.

The Solution Architecture

We “Opening Doors – Closing Deals”.

BDASA builds strategic networks and relationships → TOM1 discovers and matches opportunities between BDASA members and others → MOC incubates and accelerates high-potential ventures → Exco Capital partner, invest, holds equity and realise long-term value via exits or IPOs.

Companies incubated by Exco Capital benefit directly from our integrated ecosystem — gaining access to value-adding business development networks, early visibility into high-potential opportunities, hands-on mentorship from experienced business builders, and investment.

Why us/Why now?

We uniquely integrate relational capital, data-driven opportunity discovery, and hands-on incubation.

Our ecosystem acts as a small-business *Berkshire Hathaway* – built for Africa, the awakening giant, scaled by AI, the productivity engine.

How big can this get?

Our model can serve 1,000+ companies over the next 10 years, unlocking billions in enterprise value and catalysing a new generation of African champions.

“We open doors for promising ventures through trusted networks and intelligent discovery – and close the right deals that drive long-term value.”

<https://excocapital.com>

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A GLOBAL INCUBATOR NETWORK



Exco Capital is a member of the Miracles of Capital (**MOC**) business incubation and investment network. It is a high-impact, practitioner-led investment acceleration platform offering deep immersion into scaling, funding, and exiting businesses. It's ideal for ambitious CEOs, founders, and fund managers aiming to accelerate growth and access global capital.

MOC is a global investment and incubation platform founded by **Dr. Jeh Shyan Wong**. He and associates empower entrepreneurs and investors through immersive training and networking in the **Rapid CXO programme** (see Appendix A).

Website: <https://miraclesof.capital>

Our Reach

Miracle of Capital's network thrives in these key international markets:

Malaysia, Singapore, **South Africa**, Poland, China, Japan, Macau, Australia, Brunei Darussalam, Cambodia, Morocco, Thailand, Indonesia, India, Fiji Islands, Maldives, South Korea, Canada, United Arab Emirates (UAE), Spain, United States (USA), Cyprus, Greece



"We open doors for promising ventures through trusted networks and intelligent discovery – and close the right deals that drive long-term value."

INTRODUCTION

Africa's entrepreneurial engine is firing, but the support systems around it are misfiring.

Most SMEs operate in isolation — disconnected from capital, lacking strategic guidance, and absent from meaningful opportunity pipelines. Traditional incubators are often too academic, networks too transactional, and investors too risk-averse or late-stage focused. As a result, promising businesses stall before they scale, and the continent's true economic engine remains underpowered.

This is the problem the Exco Capital ecosystem is solving.

As a virtual scale-up incubator:

- We turn untapped SME potential into investable opportunities through *network-led incubation* and *AI-driven deal discovery*.
- We believe the next wave of African economic transformation will be driven by *intelligent capital* and *relational ecosystems*.
- Our model is built on a foundation of trust, partnership, and proven frameworks — combining what entrepreneurs need most (connection, capability, capital) into one synergistic platform.

WHY HASN'T ANYBODY CAPTURED THIS OPPORTUNITY?

Despite abundant SME support programmes, the landscape is fragmented and largely immature:

- Incubators lack commercial rigour or exit paths
- Investors lack visibility into early-stage opportunities
- Business networks are shallow or transaction-focused
- Deal discovery is manual, not intelligently leveraged
- Modern business development practices is not integrated with capital allocation

Exco Capital integrates the pieces. Our model is structured, network-led, AI-enabled, and long-term aligned.

THE WINDOW OF OPPORTUNITY

Several factors interplay:

- Digital adoption post-COVID has accelerated SME readiness
- Rising investor appetite for private market access in Africa
- Government policy increasingly supports SME development
- AI and data tools make scalable opportunity discovery viable now

SOLUTION PRINCIPLES

We focus on three things CEOs and founders tell us they need most. This we call the **Tri-Capital Model**.

- **Relational Capital:** We unlock access through trust-based networks, strategic partnerships, and ecosystem influence..
- **Intellectual Capital:** We apply sharp business development insight, systems thinking, and venture-building expertise to shape and scale opportunity.
- **Investment Capital:** We mobilise and structure funding opportunities to accelerate growth, unlock value, and prepare ventures for investment or exit..

We have embedded the Tri-Capital Model into our solution, taking a principle-led approach to SME incubation and acceleration.

First-Principles

1. Growth follows structured support, not random hustle
2. Smart capital follows engineered opportunity, not cold pitch decks
3. Relationship-led ecosystems outperform fragmented dealmaking

Guiding Principles

At the core of our operations:

1. Principles and values over hype
2. Long-term aligned partnerships driving win-win solutions
3. Smart matchmaking of problems and capabilities
4. Data-validated decisions, human-validated relationships

Our Ecosystem Capabilities

- **BDASA:** Business development leadership, deal flow networks
- **TOM1:** Smart AI platform surfacing latent business opportunities
- **MOC Advisory Services:** Structured incubation, strategic capital, growth advisory (Refer **Appendix A** for the Process outline of MOC Advisory Services)
- **Exco Capital Investment Services:** Investment portfolio vehicle with exit strategy discipline

COMPETITION & OUR STRATEGY

Understanding Our Competitive Landscape

We operate in a space that blends incubators, business development networks, AI-powered platforms, and investment holdings. While many players exist in each domain, few (if any) offer a vertically integrated solution.

In this competitive arena:

- Incubators often lack investor alignment
- Networks offer shallow matchmaking, not structured deals
- AI tools don't convert to funded pipelines

Unique Strategy

We think the most valuable problem to solve is how to scale SMEs into regional champions – with structured business development, curated partnerships, and funding.

Our primary goal is to incubate ventures with clear paths to capital and scale using the tri-capital model.

Strategic Advantages

Exco Capital's synergetic ability to:

- As a virtual company, we operate at low cost with high impact
- Combine deal discovery (TOM1) + business development enablement (BDASA) + incubation (MOC Advisory)
- Offer relationship-embedded value creation
- Hold equity long-term
- Monetise via successful exits or IPOs

Long-Term Vision and Opportunity

Solving the SME scale-up problem represents a R100 billion+ opportunity in Southern Africa alone. Our model can be replicated regionally, with global expansion possible within 5–7 years.

PROGRESS SO FAR

A high-level summary of the progress we made since starting 6 months ago:

Capital Asset Accumulation Capabilities

- **MOC Incubation:** Part of a 7-country incubator network offering local and international support with the worldclass Rapid CXO programme.
- **Incubation Participation:** Four participating, founder lead companies
- **Investment Portfolio:** Several companies and projects with between 1% and up to 25% shareholding.

Revenue Generating Capabilities

- **BDASA**

Capability	Description
Community Reach	900 CEO's, founders and BD professionals across 30 countries, supported by 5 country/city ambassadors and 20+ associated members
Digital Presence	Launched a website and online member platform, currently hosting 120 short courses
Thought Leadership	Hosted monthly webinars featuring 4 speakers per event, averaging 40+ attendees — materials being curated for the BDASA YouTube channel
Member Engagement	Established several RoundTables and MasterMind groups as the core of member engagement
Strategic Partnerships	Formed partnerships with two international organisations to enable BDASA's with coaching services and BD certification training. A collaboration with a major South African financier is currently under discussion
Knowledge Creation	Initiated a collaborative project to co-author an African-aligned Business Development Playbook
Achievement Celebration	Launched the BDASA Convention and Awards Programme
Member Recognition	Introduced the BDASA Spotlight to showcase and celebrate member contributions. TOM1: Build a minimum viable product (MVP)



Next, we need to:

- Enrol more companies into the incubation programme
- Scale TOM1 into a robust SaaS product
- Expand BDASA regionally
- Source seed capital to accelerate incubator portfolio

HOW BIG CAN THIS GET?

Market Potential and Scope

The African SME support market exceeds R250 billion annually. With its innovative approach, Exco Capital targets a scalable share of this by unlocking value through exits and long-term holdings.

Adjacent Opportunities

- Licensing TOM1 to accelerators
- Spinning out vertical incubators (e.g. Agri Tech, HealthTech)
- Creating a co-investment syndicate platform for angels

Upside Potential

The upside potential for Exco Capital includes:

- Exits at 10x–30x multiples for select ventures
- Portfolio value growth from minority shareholding in unicorns
- Institutional investor partnerships post Series A

Long-Term Growth Strategy

To fully realise this potential:

- Build deep domain-specific accelerators
- Expand BDASA to 1,000 members
- Use AI to identify regional trends faster than competitors
- Prepare portfolio for cross-border scale and listing

Ultimately, Exco Capital holds potential to become a listed entity, benefiting clients and shareholders alike. To accelerate our growth path, we offer a **shareholder-as-customer programme** where entrepreneurs participating in the incubation programme are also shareholders of Exco Capital, benefiting from the success of others.

THE WAY FORWARD

We have already laid the groundwork to transition Exco Capital into an unlisted public company.

This will open the door for a broader community of aligned investors, partners, and stakeholders to participate meaningfully in our long-term growth journey — while preserving our independence, mission integrity, and disciplined approach to building enduring value across our portfolio.

Capital Needs

In the short term, need funding to:

- Prepare to convert the Company into unlisted public company
- Grow capacity:
 - Scale TOM1 development - tech & product development
 - Expand BDASA's strategic reach through growth & strategic partnerships
 - Induct 10 high-potential ventures into the MOC incubation program

Growth in Company Valuation

For the companies incubated, we target a 6–8x blended return across a 7 – 10-year cycle. Exits anticipated from 2029 onward. This is the primary driver of Exco Capital's valuation.

Dividend Policy

No dividends are planned for the foreseeable future, as all profits will be reinvested into scaling the portfolio and building long-term enterprise value.

The Team

Management Team

- Vacant – **CEO**
- Vacant – **COO**, BDASA Lead
- [Gerrit Botha](#) – **CFO**, Capital Strategy and MOC Incubator Lead
- Vacant – **CTO**, TOM1

Advisors

- [Dr. Jeh Shyan Wong](#) – MOC Methodology and Investment Mentor
- **Mangrove Corporate Solutions (Pty) Ltd** ([Aletta Prinsloo](#)) – Statutory and Legal Compliance
- **Conquer Financial Consultancy** ([Gerty Green](#)) – Accounting, Tax and Financial Advisor
- **James Social and Ethics Consultancy** ([Robert Botha](#)) – Social and Ethics Committee
- Vacant – Audit and Risk Committee

Founding Cohort

The company was founded by Gerrit Botha in 2024 and currently has 4 early-stage investors.

We currently inviting a strong group of business leaders — all with deep networks and sharp BD instincts — to join Exco Capital as part of an advisory panel.

The aim is to open doors, close deals, and drive growth — creating and sharing value among those involved, while building Exco Capital into something exceptional. There's also the option to hold equity for those who come on board.

Exco Capital's Service Offering

Our service offering follows a 4-phase approach. Refer to **Appendix** for detail.

- **Intro Workshop (Free)**

Clients are invited to attend a free introductory workshop to explore the Capital and Business Mechanisms. This session includes a workbook, and workshop notes to help unpack the benefits of using this model to scale a business.

- **Planning Phase**

Once committed, the client signs a Limited Disclosure Agreement and may join a Roundtable or Mastermind group for peer support. A 1-day strategy workshop is held to

clarify the competitive advantage, business model, and roadmap. The phase concludes with a draft Business Brief and a Plan of Action.

- **Fundraising Support Phase**

Clients gain access to Rapid CXO lectures and supporting resources. Exco Capital assists in drafting a Confidential Investment Memorandum (CIM), building a pitch deck, and developing a term sheet with share pricing. Support is also offered around investor relations and applying the MOC fundraising method.

- **Implementation & Governance Phase**

This phase includes legal and structural setup, including MOI amendments and SPV incorporation. Clients are supported in establishing an Advisory Board, receiving CFO input, preparing for due diligence, and setting up a data room. Guidance is also provided for converting to a public company, where relevant.

HOW TO PARTICIPATE

If you believe in the vision and would like to participate, please direct enquiries, or contact us as follows:

To participate as a strategic partner or member of BDASA:

Email: bdasa@excocapital.com

To participate as a startup or venture:

Email: tom1@excocapital.com

To enquire about investment opportunities, or to explore co-investment and joint venture partnerships:

Email: invest@excocapital.com

Opening Doors – Closing Deals

At Exco Capital, we believe relationships unlock opportunity.

Our platform doesn't just connect – it converts.

With BDASA's relational depth, TOM1's smart matching, and MOC's hands-on acceleration, we help entrepreneurs step into opportunity and scale with confidence.

"Exco Capital - Business Development, Reimagined."

APPENDIX A: GLOBAL EXECUTIVE (CXO) DEVELOPMENT PROGRAMME

The programme follows a 4-phase approach.

- **Intro Workshop**

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See next pages for service and lecturing schedules

Terms of Reference
(Process Outline of Advisory Services)

Exco Capital will perform the following work deliverables as indicated below. All Intellectual Property (IP) developed will belong to the client. Process-related IP will remain the property of Exco Capital.

Activity	Deliverable	Draft Timeline
1. Attends a free workshop to gain insight into the working and benefits of the Capital Mechanism for scaling business activities	- Workbook and workshop notes	As agreed
Decision Point 1: Client commits to the Planning Phase.		
The Planning Phase		
2. Sign a Limited Disclosure Agreement (LDA)	- Agreement	Month 1
3. Join a Roundtable / Mastermind group (optional)	- Support to navigate daily challenges and pursue strategic aspirations	Month 1
4. Facilitate a 1-day workshop to clarify competitive advantage, Business Model Roadmap, and align with the Financial/ Technology Roadmap	- Facilitated workshop with notes - Business Strategy formulation - Business structuring <i>Note: Client to provide venue and catering</i>	Month 1
5. Draft the Business Brief (Founders vision) that could be distribute freely to clients, potential investors and suppliers	- Approximately 10-page document that outlining the winning aspiration and vision (1 st draft)	Month 1 or 2
6. Draft a Plan of Action	- Project plan activities	Month 1
Decision Point 2: Client commits to the Fundraising Support Phase.		
The Fundraising Support Phase		
7. Client receives access to the WhatsApp groups to attend the Rapid CXO lectures (1x Pax: First seat at no additional cost. (Selling at \$1,620 in ASEAN countries) Additional seats at R9,500 pp)	- Access to 28 live Zoom sessions with Dr Wong. - Access to 200+ documents in the online library	Month 2 or 3
8. Draft the Confidential Investment Memorandum (CIM)	- Approximately 30-page document (1 st draft) (Does not include a prospectus)	Month 2 or 3
9. Develop a draft pitch deck	- 12+ slide deck according to MOC guidelines (First draft)	Month 3 or 4
10. Calculating number of shares on issue, share price, tranche/lot size, bonus shares, etc.	- Term Sheet and instruction to corporate secretary	Month 5 or 6
11. Provide guidance on Investor Relationship Management (IRM)	- IRM structuring & selected introductions (Note: No funding guarantee)	Month 5 or 6
12. Guidance on process according to MOC method	n/a	Month 5 or 6
Decision Point 3: Sign Service Level Agreement (SLA) to continue. Receive access to online platform and resources		
Participate in the incorporation of the SPV as agreed through shareholding		
13. Introduction to legal compliance support / "corporate secretary" (CS), guidance on process	- Template emails and instructions	Month 6 on
14. Amend the company Memorandum of Incorporation (MOI) aligned with MOC. We work with Mangrove Corporate Solutions	- Submitted MOI The MOI is available at a discounted fee through this arrangement	Month 6 on
Participation as Advisory Board (AB) member		
15. Setup AB	- Terms of Reference	Month 6 on
16. AB member appointment agreement	- Chair the first set of AB meetings	Month 6 on
17. Startup CFO support	- Provide input as needed	Month 6 on
18. Clarification on the implementation of MOC	- Available on the online platform	Month 6 on
19. <i>Due diligence</i> guidance	- Due diligence checklist	Month 6 on
20. Data Room design	- Guidance on setting up Data Room	Month 6 on
21. Input on contracting	- Review notes and drafts as needed	-
22. Converting to become a public company	- Guidance on the process	-

RAPID CXO SCHEDULE

Rapid CXO 26 extended

2025-26



84 Lectures

Please register intent and to get more details. Thank you.

Lecture No. and Tentative Date	CXO Lectures on Capital Mechanism (Kuala Lumpur 8:30pm - 9:30pm) (Jo'burg/Warsaw 2:30pm - 3:30pm)	Additional: CXO Accounts Lectures (Kuala Lumpur 9:30pm to 10:00pm) (Jo'burg/Warsaw 3:30pm to 4:00pm)	CXO Lectures on Global Strategic Studies and Thinking (Kuala Lumpur 10:00pm - 10:30pm) (Jo'burg/Warsaw 4:00pm - 4:30pm)
2025 1 - Sep 1	The Company	Accounting & Finance: Profit and Cash	Introduction to Global Strategic Studies and Thinking
2 - Sep 8	The Roles of Stakeholders and Corporate Governance	Financial Accounting: The Profit & Loss	Core Concepts in International Relations Theory
3 - Sep 15	Valuation Basics	Road Shows 1 and 2	Overview of Key Global Institutions
4 - Sep 22	Shares Issue	Financial Accounting: The Balance Sheet	Major Actors in International Relations
5 - Oct 6	NDA, Term Sheets, and IM or Prospectus	Fin Accounting: The Cash Flows Statement	Foundations of Strategic Thinking and Decision-Making
6 - Oct 13	Pitch Deck and Road Show	Road Shows 3 and 4	Historic Strategic Decisions: Case Studies
7 - Oct 20	Financial Road Map	External Audit and Assurance	Introduction to International Economics and Trade Policy
8 - Nov 3	Investors Relationship Management	US GAAP and IFRS	Global Supply Chains and Trade Analysis
9 - Nov 10	Calculating detailed KPIs	Road Shows 5 and 6	Geopolitical Landscape and Regional Dynamics
10 - Dec 1	Financial Budgeting	Internal Audit and Compliance	Regional Power Structures
11 - Dec 8	Financial Control	Internal Controls and Risk Management	Geopolitical Tensions and Alliances
12 - Dec 15	ESOS and SIG Calculations	Road Shows 7 and 8	Cultural Competence in Global Leadership
2026 13 - Jan 5	Rights Issue	Digital Accounting and Accounting Technology	Cross-Cultural Communication and Leadership
14 - Jan 12	Malaysia Listing Requirements	Managerial Accounting	Global Security and Defence Strategies
15 - Jan 19	Nasdaq and NYSE Listing Requirements	Road Shows 9 and 10	National vs. International Security Policies
16 - Feb 2	Risk Firewall	Cost Accounting	International Law and Global Governance
17 - Feb 9	Corporate Restructuring	Forensic Accounting	Human Rights and Strategic Policy
18 - Mar 2	Mergers & Acquisitions	Road Shows 11 and 12	Environmental Politics and Sustainable Strategy
19 - Mar 9	On Franchise	Accounting for Non-Profit Organisations	Economic Development and Emerging Markets

Rapid CXO 26 extended
2025-26

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20 - Mar 16	On Joint Ventures	Taxation (Individual and Corporate)	Global Financial Systems and Risk Management
21 - Mar 30	The Investment Portfolio	Road Shows 13 and 14	Energy Security and Global Power Dynamics
22 - Apr 13	Institutional Investors	Financial Statement Analysis	Comparative Political Systems and Strategic Impacts
23 - Apr 20	Shares Price Stabilisation	Financial Regulations and Compliance	Digital Transformation, AI, AGI and Strategic Innovation
24 - Apr 27	Ramping up Valuation for Post IPO companies	Road Shows 15 and 16	The Role of Media and Technology in Global Strategy
25 - May 4	P/E Ratio	Corporate Governance	China: the Rise and Demise of a New Global Order?
26 - May 11	Value Chain Analysis	ESG	Advanced Data Analysis for Global Strategy
27 - May 18	The Profit Pools Application	Road Shows 17 and 18	Scenario Planning and Strategic Forecasting
28 - May 25	Concluding Lecture: The CXO's Impact	Financial Markets and Institutions	Strategic Analysis and Policy

APPENDIX B: ABOUT BDASA

Website: <https://bdasa.org>

Who We Are

The **Business Development Association Of Southern Africa (BDASA)** is a fast-growing community of nearly 1,000 business development (BD) professionals, CEOs, founders, and business owners who view BD not just as a function, but as a powerful strategic lever.

Our Purpose: To raise the bar for business development by helping our members master the art, science, and ethics of identifying and unlocking high-impact opportunities for their organisations.

Vision and Mission: We are Africa's largest business development community — growing to become its most influential. BDASA exists to equip and empower BD professionals through a dynamic community of practice — one that **connects people, builds capabilities, and celebrates excellence**. Because better BD means better business — and better business drives Africa forward.

What We Do

1. We Foster Connections

Relationships are the heart of business development — so we create the spaces where they can thrive. From in-person meetups to digital peer circles, from TOM1's smart matchmaking to curated events, we bring the right people into the right rooms to unlock real opportunity. At BDASA, we help you spread your wings — and find your next deal!

2. We Develop Capabilities

Business development is evolving fast — and we make sure our members stay ahead of the curve. Whether it's through training, coaching, the **BD Playbook**, or the BD Body of Knowledge, we help individuals and organisations build the confidence and competence to do better deals, faster.

3. We Showcase Excellence

We don't just talk about good BD — we show what it looks like. Through awards, ambassador profiles, and spotlight stories, we highlight practitioners who raise their game — and redefine the game. Because when we raise the standard, we raise the impact.

SEVEN WAYS TO BENEFIT AS AN ASSOCIATE MEMBER

1. **BDASA RoundTable/MasterMind:** *Share and Grow Together*

Member collaboration and development is vital to the success of BDASA.

Our RoundTables/MasterMinds help members grow while growing their organisations. You can think of it as a Curated and Trusted Peer-to-Peer Business Development Growth Circle—designed to unlock collaborative growth, strategic insight, and real business traction. Participation is by invitation.

2. **The BDASA BD Playbook:** Your Practical Guide to Winning BD

This is our live, practitioner-built field manual for BD success — packed with strategies, tools, and principles to help you go from idea to deal with clarity and confidence. Whether you're refining your approach or starting from scratch, the Playbook's here to help you build better.

3. **Smart Matchmaking:** Connecting You with the Right People and the Best Opportunities

Our AI-powered platform helps you uncover hidden opportunities and connect with the right people at the right time.

Whether you're seeking partners, collaborators, or channels — we do the heavy lifting.

4. **Skills Share:** Sharpen Your Edge. Expand Your Impact

In our Library, members get on-demand access to 140+ short courses covering everything from leadership and negotiation to digital marketing, project management, and strategic thinking. It's self-paced, practical, and instantly applicable.

5. **BDASA Achievement Awards:** Celebrating Excellence in Business Development

These awards aren't just trophies — they're spotlights. They honour individuals, teams, and organisations doing BD differently — those closing deals that matter, building ecosystems, and moving markets. It all comes together at our annual BDASA Convention.

6. **Webinars and Workshops:** Insights. Inspiration. Action

Each month, we host practical, energising webinars featuring leading voices in the world of business development. From real-world case studies to expert panels, these sessions help BD professionals, founders, and growth-minded teams stay sharp, inspired, and ahead of the game. And it doesn't stop there — we also run a range of insightful workshops designed to build capabilities and spark fresh thinking.

7. Partnerships



Through our strategic partnership with the Global Institute of Organizational Coaching (**GIOC**), we offer access to internationally accredited coaching programmes. Whether you're leading teams, navigating tough negotiations, or building your BD leadership edge — this is your toolkit for transformational growth.

Best of all, some lucky members will be coached at no cost at all! More info to follow. You can also visit: globalioc.com



Our strategic collaboration with the Global Business Development Association (**GBDA**) connects our members to a world of global best practice in the BD-BOK (Body of Knowledge) certification programme. From Business Growth Practitioner (BGP) to BD Professional (BDP), these internationally recognised certifications help you scale your impact — beyond borders.

Access this discounted global certification offer through the “GBDA Collaboration” space on the members portal.

Opening Doors – Closing Deals

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