



DOUBLE FEATHER PARTNERS

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**AFRICA**

**STARTUP**

**REPORT**

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## EXECUTIVE SUMMARY

Undoubtedly, 2023 proved to be a challenging year for the African tech ecosystem.

Transaction volumes decreased significantly, with the region attracting only half the capital compared to the previous year's figures. This decline was observed across all stages, sectors, and countries. Furthermore, there was a noticeable decrease in investor activity, with half of them exiting the market. Given these circumstances, it's imperative to take a moment to assess the current state of the ecosystem and contemplate its future trajectory. In 2023, African VC investments encountered a notable downturn, witnessing a 46% decrease in total funding, amounting to \$3.5 billion raised across 547 deals. This marked the first time in eight years of reporting that there was a 28% decline in deal count. In contrast to the previous year where the region showcased resilience amidst a global downturn, 2023 saw a larger decline in the African tech sector compared to the global trend, despite demonstrating resilience in the debt aspect.

The African tech VC ecosystem has emerged robustly, despite facing various challenges such as COVID-19, the 2021 VC frenzy, and the collapse of SVB. Each of these obstacles forced adaptation, learning, and the development of new mechanisms. Now, facing another crisis, there's an opportunity to adjust, learn, and emerge even stronger. One key lesson learned is the importance of controlling cash burn and being "default alive" to sustain operations even if fundraising targets aren't met. Board meetings now prioritize sustainable growth and paths to profitability. Many founders have learned to navigate downturn scenarios like down rounds and layoffs, and these lessons will remain relevant as the ecosystem moves forward into a new growth cycle.

We remain available at any point for follow-up discussions and questions; and would also appreciate any feedback to make our publication of more value to you in the future.

All the best for 2024!

# FOREWORD



**Kohei Muto**

CEO, Founding Partner  
Double Feather Partners

**To our potential LPs, corporates, funds/researchers, and friends across Africa's tech start-up and investment ecosystems, we are delighted to present to you the 2023 edition of our African Startup Report.**

Double Feather Partners (DFP) is an Africa-focused VC and Startup Engagement Consultancy in Japan, running an early-stage startup accelerator program with the Japan International Cooperation Agency (JICA) and currently building an investment pipeline of startups in Africa. Founded in 2018, DFP started as a financial advisory firm advising small, medium, and large organizations in public and private sectors in Japan, the Middle East, and Africa, with expertise in mergers and acquisitions, fundraising, financial strategy, accounting, and market research.

DFP has been committed to delivering adequate and verifiable information on African startups since its establishment. With our 2023 Africa Startup Report, we hope to offer deep insight into the ecosystem, expand our visibility, and demonstrate our deep understanding and analytical capability. While we recognize that gathering accurate data on startup operations in Africa might be difficult, we equally recognize that one cannot anticipate the future of a market without first studying its past. Our team of analysts took on this effort to collect the most up-to-date data on African start-ups during the last five years, during which the region has experienced an increase in the number of start-up entrepreneurs, with funding from North American, European, and Asian investors. Nonetheless, there hasn't been a suitable report that closely monitors and analyses startup activity.

Our team conducted a thorough data collection process that included online and offline data sources as well as direct emails to the featured start-ups and our partners. This report, we believe, will provide insights on the types of startups that prosper in the region, their founders, the investors they attract, and the industries they operate in.

We hope that you find this report as valuable as we found it rewarding to produce.

# METHODOLOGY

The 2023 Africa Startup Report is an annual publication that provides an overview of financial transactions and flows across Africa's ecosystem in 2023. The report's data is extracted from our Exponential Africa (ExpA) Database. Its research was built over four years of reporting by Double Feather Partners' associates in the African startup space. In addition, we collected additional research and information from third parties. Primary data collection is solely based on direct reporting from DFP's ExpA Database, while secondary data collection includes sources from African startups' websites and news. The analysis of the data included defining the boundaries of access to information.

**When analyzing data, we categorize five types of data on investment transactions in Africa:**

- 1. Announced, disclosed transaction information**
- 2. Announced, undisclosed transaction information**
- 3. Unannounced transaction information directly provided by investors**
- 4. Unannounced transaction information directly provided by founders**
- 5. Undisclosed transactions**

In addition, we report on and analyze transactions on African startups and investments made in African regions. We compare the data from prior years to those collected in 2023. Most transactions we report on are based on publicly disclosed transactions.

We also utilize information from ExpA, the database in which our team has accumulated most of the transactions and deals made with African startups in recent years, as well as other sources such as Crunchbase, LinkedIn, Pitchbook, Thebigdeal.substack., and Briterbridges.

For regional analyses, we reviewed most recently available historical data to examine how each region has performed in 2023. In this analysis, we identify key macroeconomic factors and numbers demonstrating each region's opportunity and growth potential for startups. We also highlight key startups with high potential in each region. The primary data source is gathered from databases such as the World Bank, DataReportal, and others listed in each section. For sector analyses, we reviewed the following six sectors, Fintech, Energy, E-commerce, Mobility, Healthtech, and Agritech. In addition, we accumulated the most transactions made in each sector in 2023 and compared results with data from previous years to understand each sector's growth and opportunities.

In summary, we do not claim to have reported or identified every African startup in 2023 or every funding round since 2017, as there were undoubtedly many that took place quietly. As such, the overall total funding is likely to be higher than our results, especially given our conservative estimates of undisclosed rounds. However, we are confident that the data collected in this report is representative information on African startup ecosystems and activities.

# COMPANY OVERVIEW

We provide Risk Capital, Financial Strategy and Management Advice to help address our clients' business challenges in emerging markets, particularly Africa.

## Our Value



Experience in **26** countries



Both **Public and Private** Sector experience

DFP provides early-stage risk capital, financial and strategic advice, project management, business expansion support, including M&A, to businesses of all sizes in Africa and Japan, from start-ups, Japanese corporations and government bodies. We help our clients understand African and Japanese markets, as well as connect global investors to Africa by leveraging our experience, broad networks and research capabilities.

## Our Services



Financial Strategy



Africa-Focused VC Fund



Research & Analysis Service



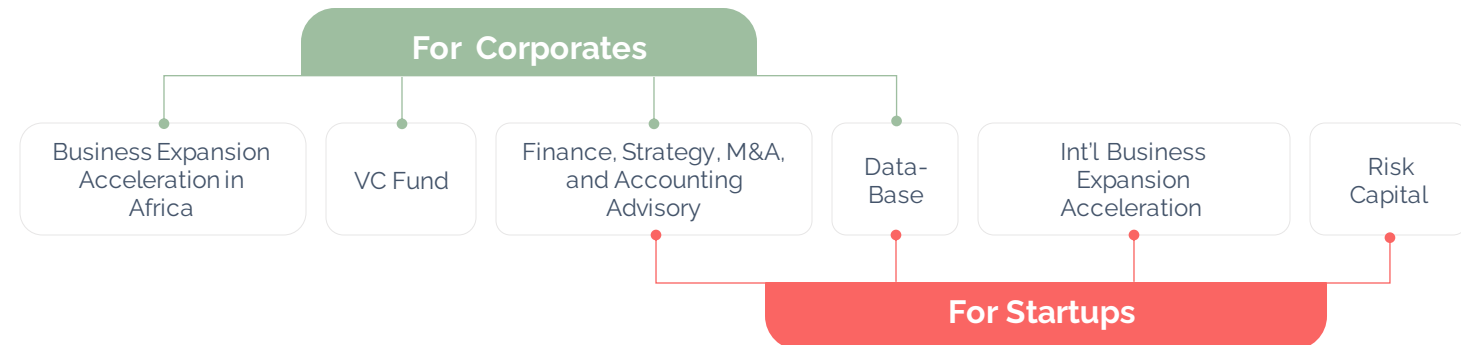
Risk Capital



Management Advice










ExpA (Exponential Africa): Database and deal flow access



# AFRICA INNOVATION FUND

# Overview of DFP Africa Innovation Fund (AIF)

	<b>Fund Type</b>	Venture Capital Fund
	<b>Investment Area</b>	<b>Pan Africa</b>
	<b>Investment Sector</b>	<b>Green tech:</b> Mobility/Logistics, Agriculture, Energy, Financial
	<b>Investment Stage</b>	Seed – Series A
	<b>Types of Investments</b>	Convertible Note, SAFE/KISS, Pref Equity
	<b>Portfolio Construction</b>	Up to 25 startups
	<b>Target Fund Size</b>	\$20M~

Investments (First Check)

**\$300-500K**

Follow-on Investments

**\$1-3M**

Investment Period

**3 Years**

Fund Period

**10 years**

(It can be extended by 2 years with LP approvals)

Target Gross Multiple

**3X**

Management Fee

**2.5%**

Carried Interest

**20%**

Impact Measurement/  
Reporting

**Yes**

Fund Domicile

**Luxemburg**

Legal

**Arendt(Lux)**

**Morrison Foerster(US)**

**MMN(JPN)**

Audit

**Ernst &**

**Young(EY)**

Administration

**IQEQ**



# Investment Sector: Green Tech



 **Mobility/Logistic**



 **Energy/Zero Carbon**



 **Finance / Insurance**



 **Agriculture**

# WHAT WE LOOK FOR

Disruptive business models turning the market constraints into opportunities



Future market leaders who can execute regionally or globally



Data driven tech that is inclusive for the 1.4 billion people

Solutions that are applicable to ubiquitous social issues across the continent



Fully leveraging the regulatory sandbox to run POC faster than highly regulated developed markets

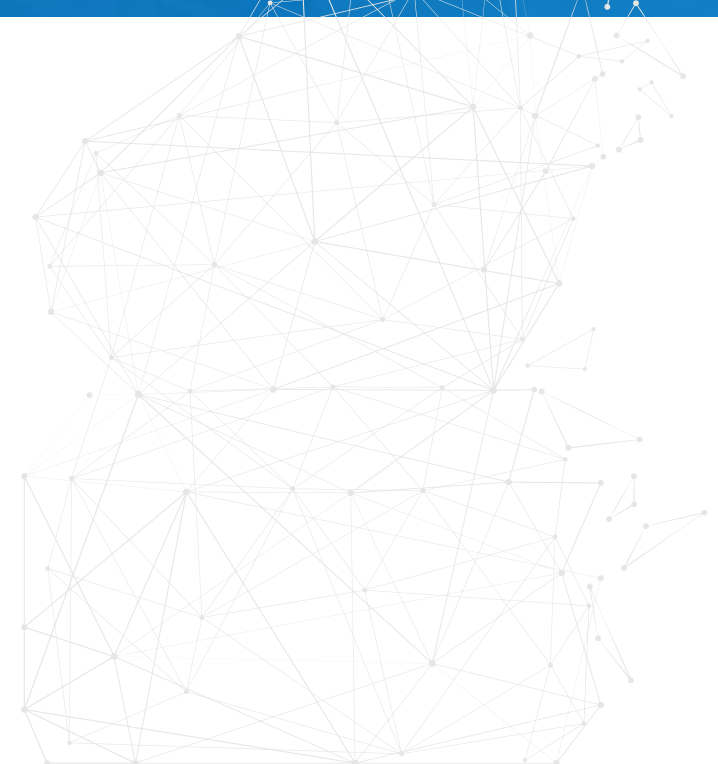




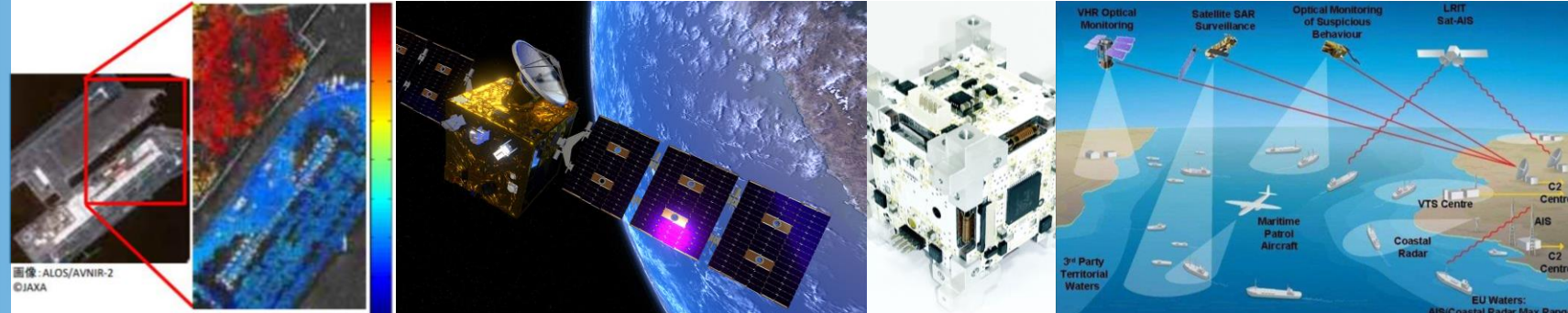
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# DFP PORTFOLIO



# Inter-satellite optical communication data relay network.



## WARPSPACE Company Outline

Established	2016
Employees	11-20
Location	Japan
Industry	Spacetech
Website	WarpSpace

### Description

WarpSpace originated in the space research laboratory of Tsukuba University in Japan. They are a provider of satellite-based communication services, which includes communication infrastructure for low-orbit satellites, small satellite module development satellite-related technology transfer, and CubeSat modules.

Proposed to the African governments and companies a project to transfer 10 cubic cubic micro satellite development technology to Africa.

### Partnerships



### CEO: Satoru Tsunemachi

Founding member/ executive of IT startup companies, he has overseen several business departments, including strategy, branding, legal affairs, and finance. He had been an external director of WARPSPACE from 2016 and inaugurated as CEO in January 2019. He has founded four companies so far.

WarpSpace aims to deploy some relay satellites for the launch of "WarpHub InterSat", the world's first optical telecommunications infrastructure. This network enables LEO satellite missions, such as earth observation missions.

WarpSpace is expanding into the US market to partner with American companies and compete for government and military contracts. WarpSpace plans to start deploying a constellation of three satellites in medium earth orbit that would receive and pass data from customers satellites in low earth orbit using optical communication.

### Business Outlook

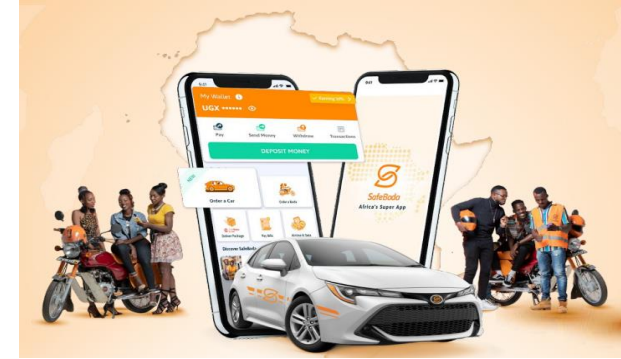
### Capital Raising

DATE	ROUND	AMOUNT	INVESTORS
October 2021	Series A	\$3.62M	SBI Holdings, Mizuho Capital, JMTC Capital, SPARX
August 2020	Venture Series	\$3M	Mitsubishi UFJ Capital
August 2019	Corporate	N/A	<b>Double Feather Partners</b>
July 2019	Corporate	N/A	Tsukuba Bank
August 2018	Seed	N/A	ANRI

Source: warpSpace.jp ; crunchbase.com; Image: From the company's website

\*This page is a draft and is intended to provide information for investment purposes only and is not intended as a solicitation for investment.

# The most reliable community-based urban transportation network in Africa .



## Company Outline

Established	2015
Employees	250 – 500
Location	Uganda, Kenya
Industry	Mobility
Website	Safeboda

## Description

Uganda-based ride-hailing platform with a community of drivers who receive extensive training to ensure safe and professional driving. SafeBoda's progress makes it one of the most active players in Sub-Saharan Africa. The company has completed more than 50 million rides across Uganda, Kenya and Nigeria (80,000 rides a day), with over 1.2 million customers. Holds more than 80% market share in Nigeria and Uganda.

## Partnerships/Investors



## CEO Rob Sanford

Rob Sanford after gaining a Bachelor's Degree in Law from the University of Bristol in 2012, worked in audit at KPMG, as a Financial Controller in BASF, and then started as Head of Finance at SafeBoda in August 2019, where he has been assigned CEO since May 2023.

Safeboda has expanded into P2P, merchant and bill payments and grow its on-demand business in Uganda. Now, it offers rides, parcel delivery, food and shop, payments, savings, and other financial services to over 1.2 million customers in Uganda. The SafeBoda Wallet is now approved by the Central Bank of Uganda that allows customers to send and receive money, recharge airtime & data bundles, pay utility bills, shop online, or pay to friends/vendors. In August 2022, SafeBoda announced a car-hailing service, SafeCar in Uganda, SafeCar was introduced to Kenya in February 2024 as a reentry into Kenya after SafeBoda's exit in 2021. SafeBoda also exit Nigeria in December 2022.

DATE	ROUND	AMOUNT	MAIN INVESTORS
December 2021	Investment Fund	\$50M	Google
May 2019	Series B	\$30M	Gojek, Allianz X, <b>Double Feather Partners</b>
January 2018	Series A	\$1.1M	CRE Venture Capital, Musha Ventures
June 2017	Non-equity Assistance	N/A	Spring Accelerator
April 2016	Debt Financing	\$229K	Global Innovation Fund

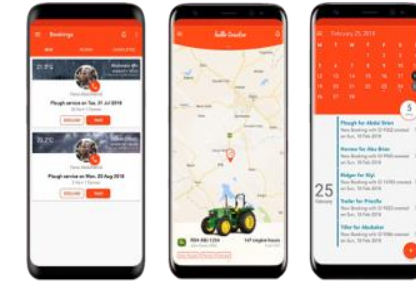
## Capital Raising

## Business Outlook

Source: Safeboda.com;Crunchbase.com

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Digital platform that connects tractor owners and farmers through a farm equipment sharing application.



## Company Outline

Established	2014
Employees	48
Location	Nigeria, Kenya
Industry	Agri-tech
Website	hellotractor.com

### Description

Hello Tractor is an award-winning agricultural technology company focused on improving food and income security for smallholder farmers relying on expensive and often unavailable manual labor.

Hello Tractor has captured 80 per cent of all commercial tractors sold into Nigeria and scaled into 15 additional markets. We have over 3,000 tractors and 1,220 booking agents on our platform. Our impact has reached over 500,000 smallholder farmers to date through these tractor services.

### Partnerships/Investors



### Co-founder & CEO: Jehiel Oliver

Jehiel has over 10 years of experience in investment banking and consulting. He also serves as board treasurer of Shared Interest, a loan guarantee fund for agriculture and financial sector development in sub-Saharan Africa and was also Presidential appointee under Obama administration. Holds Bachelor's Degree, Economics and Business from Florida Agricultural and Mechanical University and Masters of Science, Economics from Cornell University

Hello tractor rolled out IoT-enabled digital solutions that enable smallholder farmers to optimize farm productivity, designed an innovative credit framework that supports the company's new pay-as-you-go (PAYG) program. The credit and risk management tools will better serve the underbanked entrepreneurs who traditionally lack access to capital.

Hello Tractor has partnered with Heifer International aim to provide loans for tractors purchases – loans that can be repaid from revenues earned by leasing them to local farmers. In May 2023, Hello Tractor also launched a new mechanization hub in Nassarawa State, Nigeria.

### Business Outlook

Source: Hellotractor.com, Crunchbase.com

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### Capital Raising

DATE	ROUND	AMOUNT	MAIN INVESTORS
December 2023	Venture	\$3mm	Undisclosed
August 2022	Seed	\$2mm	Undisclosed
August 2022	Seed	Undisclosed	John Deere
May 2022	Seed	\$1mm	Heifer International
October 2021	Pre-Seed	Undisclosed	Double Feather Partners
September 2021	Grant	\$800K	Heifer International
April 2021	Grant	\$400K	Mulago Foundation
November 2020	Grant	€100K	DFID
December 2019	Grant	\$40K	N/A
November 2019	Grant	\$80K	WFP Innovation Accelerator
November 2019	Grant	\$15K	Founders Factory Africa, Bosch
September 2019	Grant	\$250K	N/A
February 2019	Grant	€252K	N/A

Empowering Africa Scientists and enabling high quality scientific research in less time & lower costs



## Company Outline

Established	2015
Employees	100+
Location	Egypt, Jordan, Nigeria, Saudi Arabia
Industry	Biotech

## Description

Nawah is a core hub of advanced research equipment specialized in natural and medical sciences that offers its services online and on demand. Transform the scientific ecosystem by providing scientists with access to state-of-the-art scientific facilities and related know-how, that enable them to carry out sophisticated and thorough scientific research. Nawah has processed over 300,000 samples from 12 countries, with an average growth rate of 250% year-on-year. .

## Partnerships/Investors



## Founder & CEO: Dr. Omar Sakr

PhD in pharmaceutical technology, University of Geneva, Switzerland. MBA, Hult Business School, London. 15 years in pharmaceutical field, both academia and industry. Holds several awards in business innovation and product development.

Currently services academia, as well as the pharmaceutical and food industries. Nawah plans to expand its scope of services to service the agriculture, chemical, and oil industries in the foreseeable future.

Nawah is setting up an operational footprint in the Kingdom, to better service the growing research and analytical needs of our Saudi customers with future mega lab in Saudi, to support the ever-expanding research and industrial ecosystem

## Business Outlook

Source: <https://nawah-scientific.com/>, Crunchbase.com

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DATE	ROUND	AMOUNT	INVESTORS
April 2022	Series A	\$10M	Double Feather Partners & Others
February 2022	Seed+	N/A	Cairo Angels Syndicate Fund
January 2021	Seed	\$1M	Egypt Ventures

## Capital Raising

- Over 3500+ customers inside and outside of Egypt
- 300K+ samples analyzed in Pharma, Agriculture, Chemical sectors
- Consolidated sales mounts to \$2M, targeted revenue represents +570% YoY

## Tractions/KPIs

An asset-financing creating a proprietary end-to-end origination system enabling access to financial services.



# asaak

## Company Outline

Established	2016
Employees	66
Location	Uganda, Mexico
Industry	Asset-Financing
Website	asaak.com

## Description

Asaak is a mobile technology and data science startup that is focused on providing loans to underserved small- and medium-sized businesses in Uganda in B2B2C model. The first product offering is motorcycle financing on lease-to-own.

- Asaak has so far financed the purchase of 5,000+ motorcycles, with +142M total KMs driven and +2.7M Total Ride Hailing & E-Logistic Hours done by the financed Vehicles. Achieved 79% MoM Revenue growth and 15.7X revenue growth in the last 11 months

## Partnerships/Investors



## Founder & CEO : Kaivan K. Sattar

Kaivan most recently worked as a Data Scientist at Lending Home and previously as a quant at the Federal Reserve Bank of New York for 3.5 years. He holds a masters in Operations Research from Columbia University and a bachelor's in mathematics-Economics from New York University.

Asaak operates a B2B2C business model. Africa has a large entrepreneurial community, but lacks capital to scale, totaling a \$360B credit gap. Beyond the gig economy and motorcycle loans, Asaak has also started providing smartphones and fuel financing to the operators. Plans are advanced to expand further the asset financing offering, adding cars and trucks to their portfolio.

In August 2023, asaak acquired FlexClub Mexico to expand its service to the huge Latin American market.

## Tractions & Business Outlook

Source: <https://www.asaak.com>, <https://www.crunchbase.com/organization/asaak>

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## Capital Raising

DATE	ROUND	AMOUNT	INVESTORS
July 2022	Crowdfunding	\$30M	Social Capital, 500 Startups Canada, Bay Wharf Capital, Catalyst Fund, HOF Capital, Occoquan Capital, Resolute
April 2022	Series A	N/A	<b>Double Feather Partners &amp; Others</b>
January 2022	Seed/Debt	\$30M	Social Capital, Resolute Ventures, HOF Capital, Founders Factory Africa, End Poverty. Make Trillions, Decentralized
August 2021	Seed	\$1.5M	Republic, Founders Factory Africa
December 2020	Debt	\$2.2M	Undisclosed
November 2020	Seed	\$750K	Undisclosed
January 2018	Seed	\$1.5M	Social Capital, 500 Startups, Resolute Ventures, Locke Mountain Ventures, HOF Capital, Catalyst Fund



Smart courier which is the most convenient and affordable delivery solution in South Africa.



Easy Collect & Drop

## Company Outline

Established	2017
Employees	11-50
Location	Johannesburg, South Africa
Industry	Smart Logistics
Website	<a href="https://andafrica.co.jp/en/">https://andafrica.co.jp/en/</a>

## Description

ECD (Easy Collect & Drop) project led by And Africa Co.. Its' an App-based platform to book smart locker storage & delivery service. Users can select their desired service option, either storage, locker-to-door delivery, or locker-to-locker delivery & proceed to reserve the locker. Easy Collect & Drop (ECD) team has successfully fulfilled 5000 deliveries across South Africa, marking a new milestone.

## Partnerships/Investors

**Deloitte.**



## FOUNDER & CEO: Yo Murofushi

Yo Murofushi has over 10 years of experience in business strategy, research and, and management consulting, previously Yamada Business Consulting and, Deloitte consulting before he co-founded World lead, And Africa and, Easy Collect & Drop. He holds Bachelor's and Master's degree in Agriculture, Agriculture Operations, and Related Sciences from Tohoku University.

ECD is continuing to offer last-mile delivery customers the most affordable and convenient experience. ECD continues to expand across South Africa to offer a variety of delivery options and services, it has recently expanded to Durban. ECD has strengthened its partnership with African Basket through the addition of 3 more partner stores to its Network of ECD Points for parcels' pickup and drop-off options.

In February 2024, ECD partnered with And Africa Co. Ltd to launch the service in Gaborone, Botswana.

## Business Outlook

<https://andafrica.co.jp/en/>, <https://www.crunchbase.com/organization/easy-collect-drop>

## Capital Raising

DATE	ROUND	AMOUNT	MAIN INVESTORS
Jan 2019	Pre-Seed	\$100K	Undisclosed
Oct 2020	Seed	\$340	Undisclosed
Apr 2022	Seed	\$400K	<b>Double Feather Partners</b> , & others



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# EXPA WEBSITE



# DEVELOPMENT OF A COLLABORATIVE PLATFORM FOR SUPPORTING AFRICAN ENTREPRENEURS

Exponential Africa (ExpA) is a database platform that addresses the high information asymmetry between Africa and Japan, leveraging DFP's strength in providing access to primary information in local ecosystems.

## Perspective of sustainable operation of the database

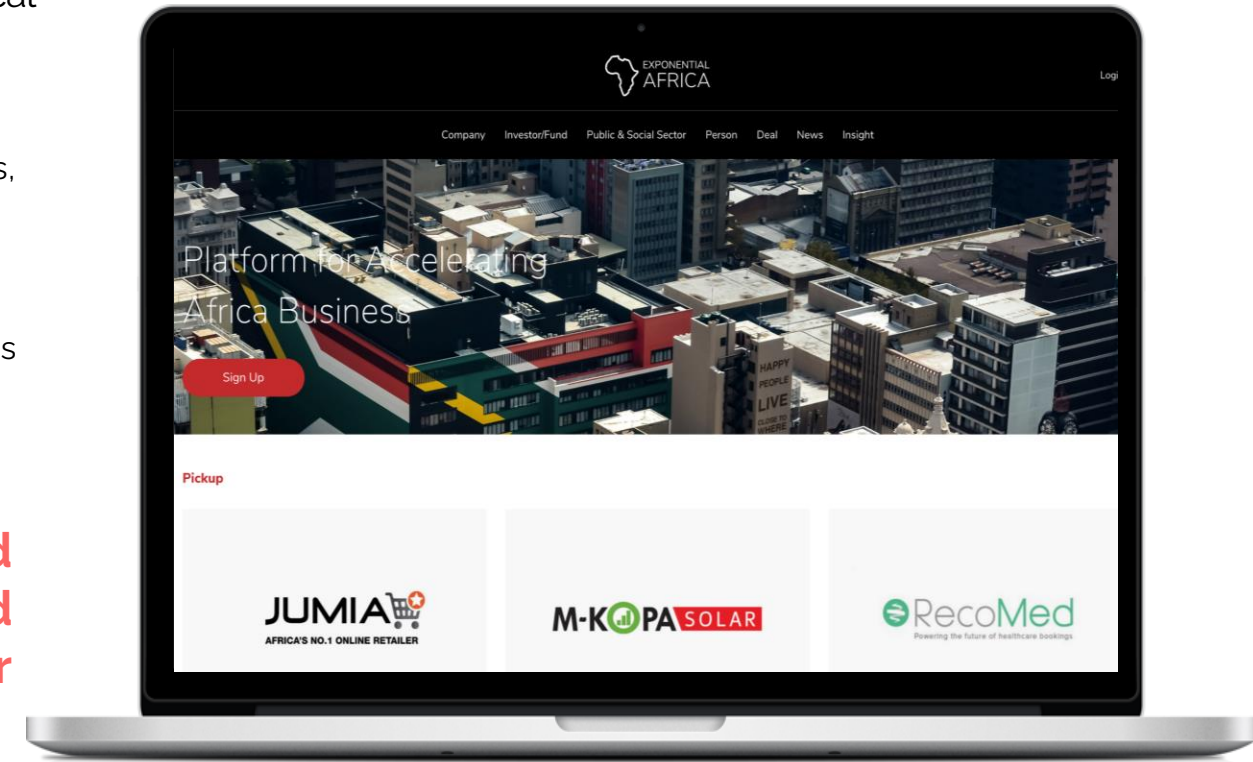
Emphasis on collaboration with databases operated by private companies, etc., targeting African startups.

## Objectives of using the database

Promotion of investment and business collaboration In Africa with a focus on global companies and investors, including Japanese companies.

**Based on the information and knowledge obtained through this research, we are building a website and database to enable business companies, to consider collaboration with African startups.**

**Africa Growth**  
Company Information Platform



# FUNCTION



FUNCTION 1  
**Search and browse  
corporate information**



FUNCTION 2  
**Matching**

You can search the information below

**01**

**Funding information and details of past funding.**

Current funding round and Total funding amount..

**02**

**Basic information**

Business description, Area of activity, Founders, Team members, Location and Contact information.

**03**

**Financial information**

Sales, Net income, EBITDA and ROE.

You can use sorting to perform a detailed search by multiple criteria, allowing you to understand the trends and connect many companies that you are interested in.

- Region, Industry, Project.
- Graphical representation.
- Matching platforms.
- The number of views, The number of negotiators up to the present.
- Overview of African companies, Local and international operating companies, Investors, International organizations, Investment areas.

# OUR STRENGTH



**Company information**

**50,000 Companies**

(simplified information)



**Investor Relations**

**+3,000**

Global Investor information



**Market Analysis and company Analysis**

**Strong local presence**

in Africa



**Transaction**

**Update New transaction data**

every week



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# AFRICA STARTUP ECOSYSTEM

# AFRICA STARTUP ECOSYSTEM

The startup ecosystem in Africa has experienced significant growth and development in recent years, driven by a combination of factors such as increasing access to technology, growing entrepreneurial spirit, and supportive initiatives from governments, investors, and international organizations. Africa's startup ecosystem is vibrant, dynamic, and full of potential. With continued support, investment, and collaboration, African startups have had the opportunity to drive positive change, create jobs, and contribute to sustainable economic development across the continent.

Against the upward growth trend of deal values and deal count in the African startup ecosystem, deals took a downturn in 2023. Deal value decreased by 34% from US\$4.8 billion in 2022 to US\$3.2 billion in 2023, and deal count fell by 45% from 1059 in 2022 to 580 in 2023.

As usual, the big 4 countries namely Nigeria, South Africa, Egypt, and Kenya jointly attracted the largest investment to startups in both deals (US\$2.5 billion, 78% of total deal value) and number of transactions (400, 69% of total transactions). Kenya attracted the most funding in 2023 (US\$826 million) in 116 transactions, a 30% deal value decline from 2022, followed by South Africa (US\$633 million) with 86 transactions, an 11% increase in deal value from 2022. Egypt and Nigeria followed with US\$621 (30% decline) and US\$411 (69% decline) in deal values with 60 and 138 transactions respectively. Senegal came fifth, upon attracting 79% more funding in 2023 (US\$188 million) than in 2022 with 13 transactions.



## Africa Tech VC - Total Funding 2016 to 2023 in US\$ M



The total amount raised by African startups fell from its all time high of US\$4.84 in 2022 to US\$3.21 billion in 2023.

Africa VC Tech Deals



**580**

Rounds raised by 492 startups

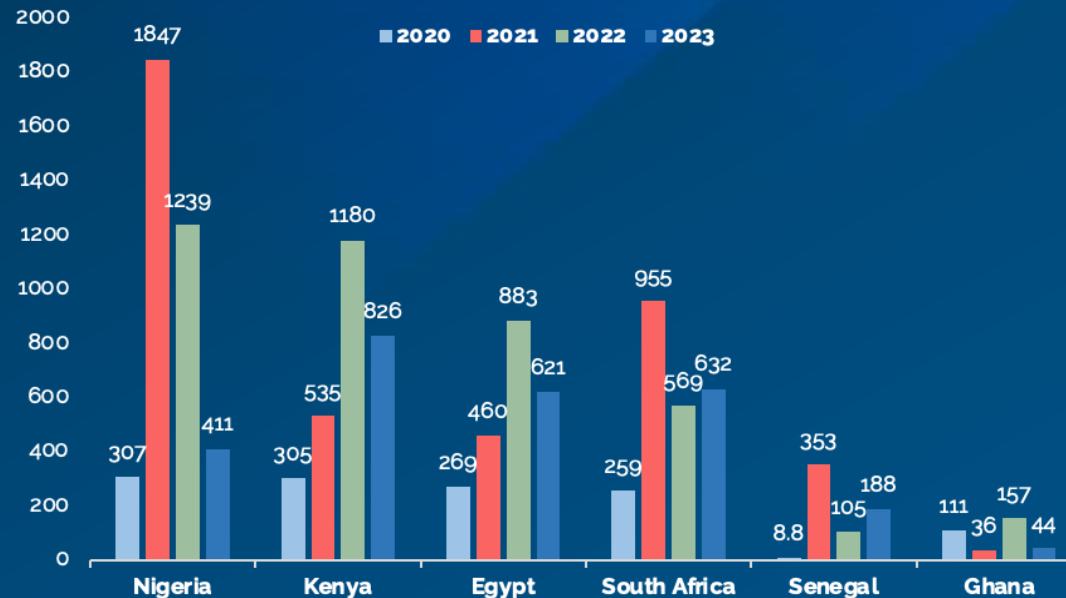
Africa VC Tech Volume



**US\$3.21B**

### African Startup Funding 2023

The cumulative value of disclosed VC deals reached US\$3.21 billion in 2023 raised in 580 transactions. This subceeds last year by 34% (US\$1.65 billion), with number of transactions dropping by 45% (479).



Nigeria, Kenya, Egypt and South Africa remain the top destination for African VC investment taking 78% of the total funding contribution. Senegal followed the big 4 with a 6% contribution to total funding, while Ghana relegated to 11<sup>th</sup> following countries like Morocco, DRC, Benin, Rwanda, and Zambia.

**569**  
unique investors

**\$3.2B+**

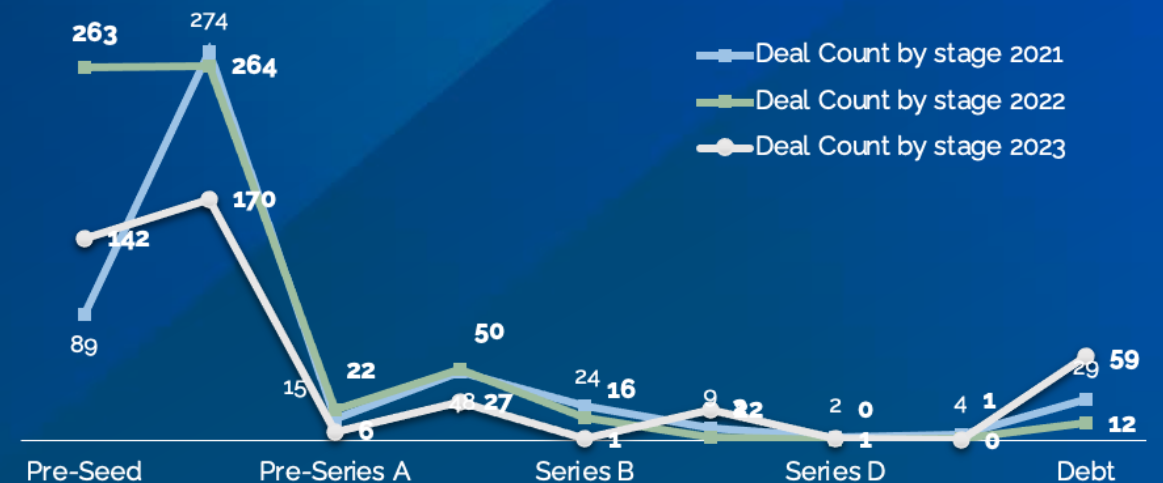
**382**  
\$100k+ deals

**Africa Tech VC – Total Number of Deal Rounds**  
2016 to 2023



The number of deals fell 45 per cent from previous year to 580. Of the 580 deals, 487 were disclosed and 93 were not disclosed during the period.

**2021-2023 Africa Tech VC - Deal Count by Stage**



**Transaction Type**

The total deal count fell by 44% from 2022 (1059) to 2023 (580). Consequently, even though seed stage transactions typically comprised the largest proportion of deal types (24% in 2023), seed transactions fell by 46% in 2023 in comparison to 2022. Other transaction types kept their similar trends in as the years prior, except debt funding which increased by 392% from 2022 to 2023.



**\$4.1B** Incl. additional **Undisclosed** deals

\$890M+ in undisclosed deals listed in 2023

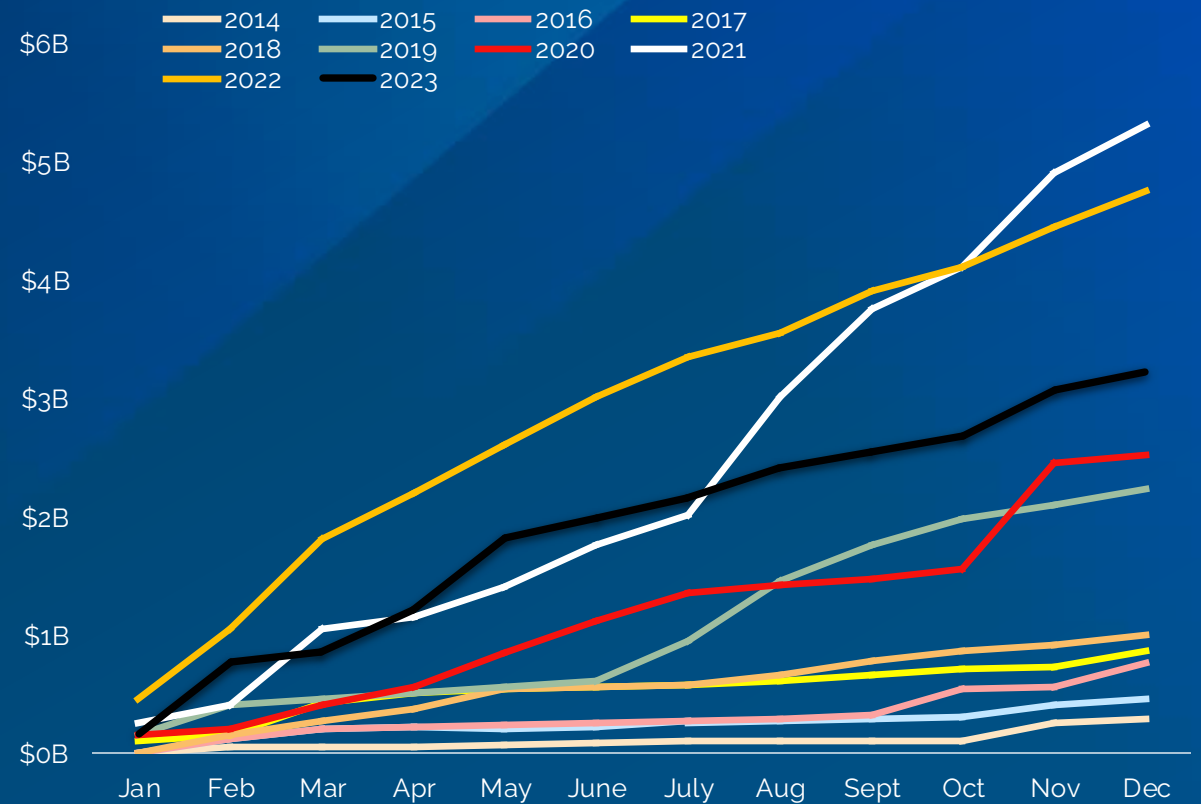
**\$3.21B** All **disclosed** Deals' value

\$4.1B total value in 2023

**\$890M+ IN UNDISCLOSED DEALS LISTED IN 2023**



**CUMMULATIVE DEAL VALUE PER MONTH 2014-2023**

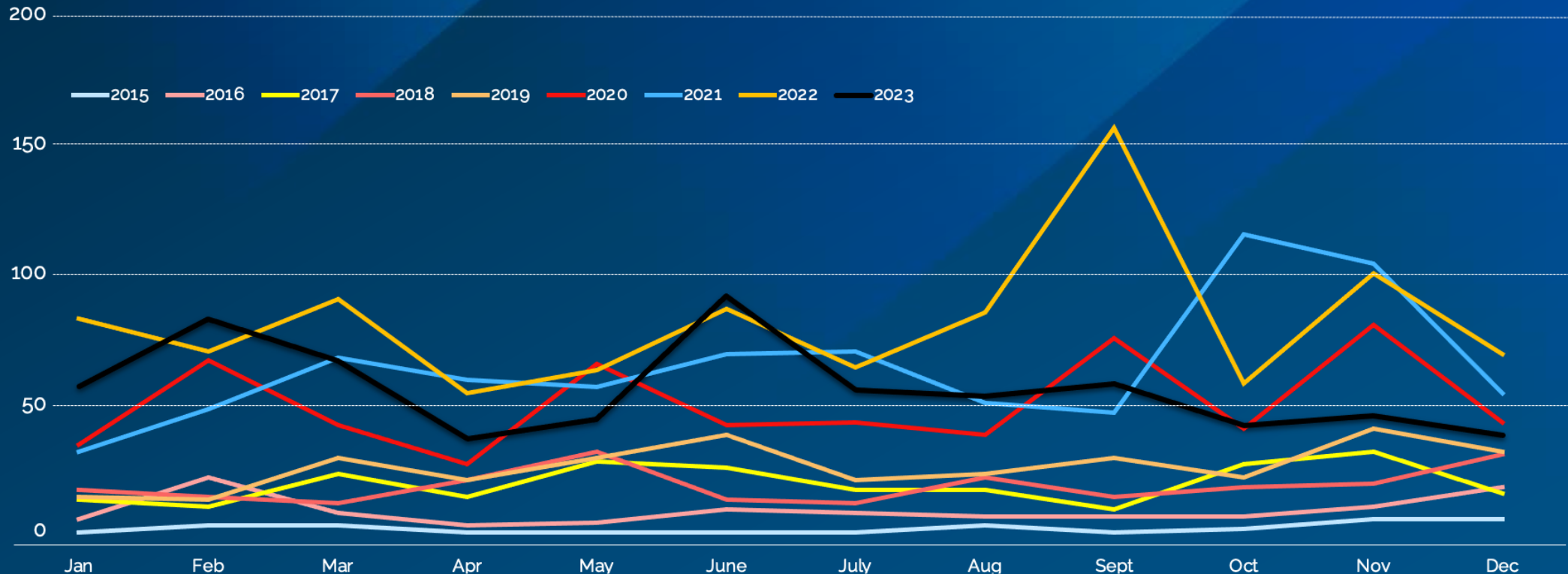


# AVERAGE ROUND SIZES BY COUNTRY

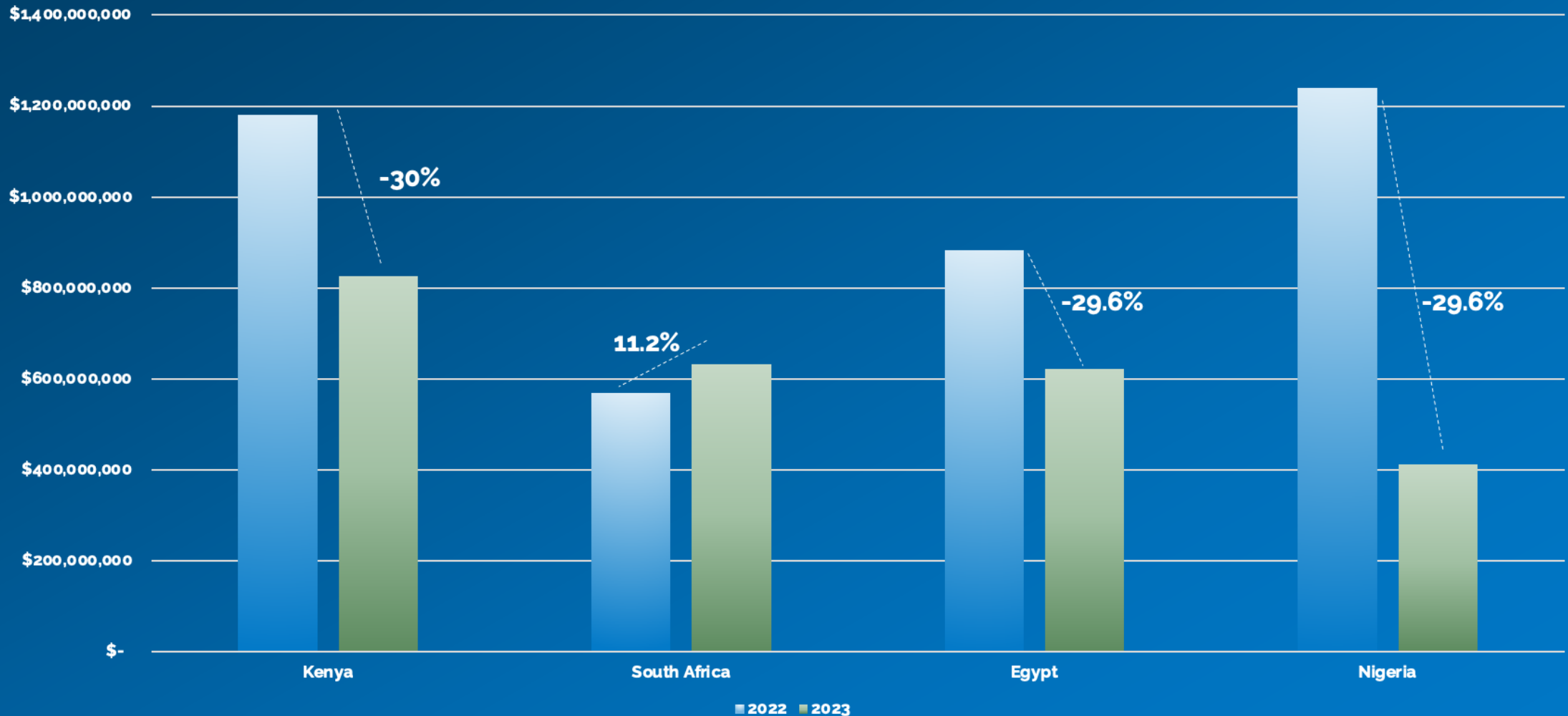


# MONTHLY ACTIVITY OVER THE PAST DECADE BY NUMBER OF DEALS

Due to a discrepancy between announcement and deal sign-off dates, as the former can happen with months of delay, the report explores a 8-year time frame to identify particular preferences for announcing on specific months. While no substantial evidence exists, more activity can be observed between the end of summer and the end of the year. Spikes can be mistaken for high activity, but they often coincide with accelerators and seed-fund cohorts' bulk announcements.



# FUNDING RAISED BY START-UPS IN AFRICA, 2022 VS. 2023





DOUBLE FEATHER PARTNERS

# INVESTOR ECOSYSTEM

# GLOBAL STARTUP ECOSYSTEM

Global investments in venture capital saw a significant contraction in 2023 falling over 50% from 2022's \$293 billion invested. The macroeconomic environment saw a tightening of interest rates across the globe as a result of rising inflation driven by geopolitical turmoil and disrupted supply chains resulting from the Russo-Ukraine war as well as American protectionism targeted at China. Cutbacks affected all funding stages, seeing 30-40% falls year-on-year in seed, early-stage and late-stage financing. Time to complete deals also slowed significantly across all geographies.

While most sectors saw a slow-down in venture capital flows, generative AI and AI-related startups saw a significant increase, raising over \$50 billion in funding with OpenAI raising over \$10.3 billion and on track for a \$100 billion valuation. Nonetheless, the broader tech sector continued to see significant layoffs.

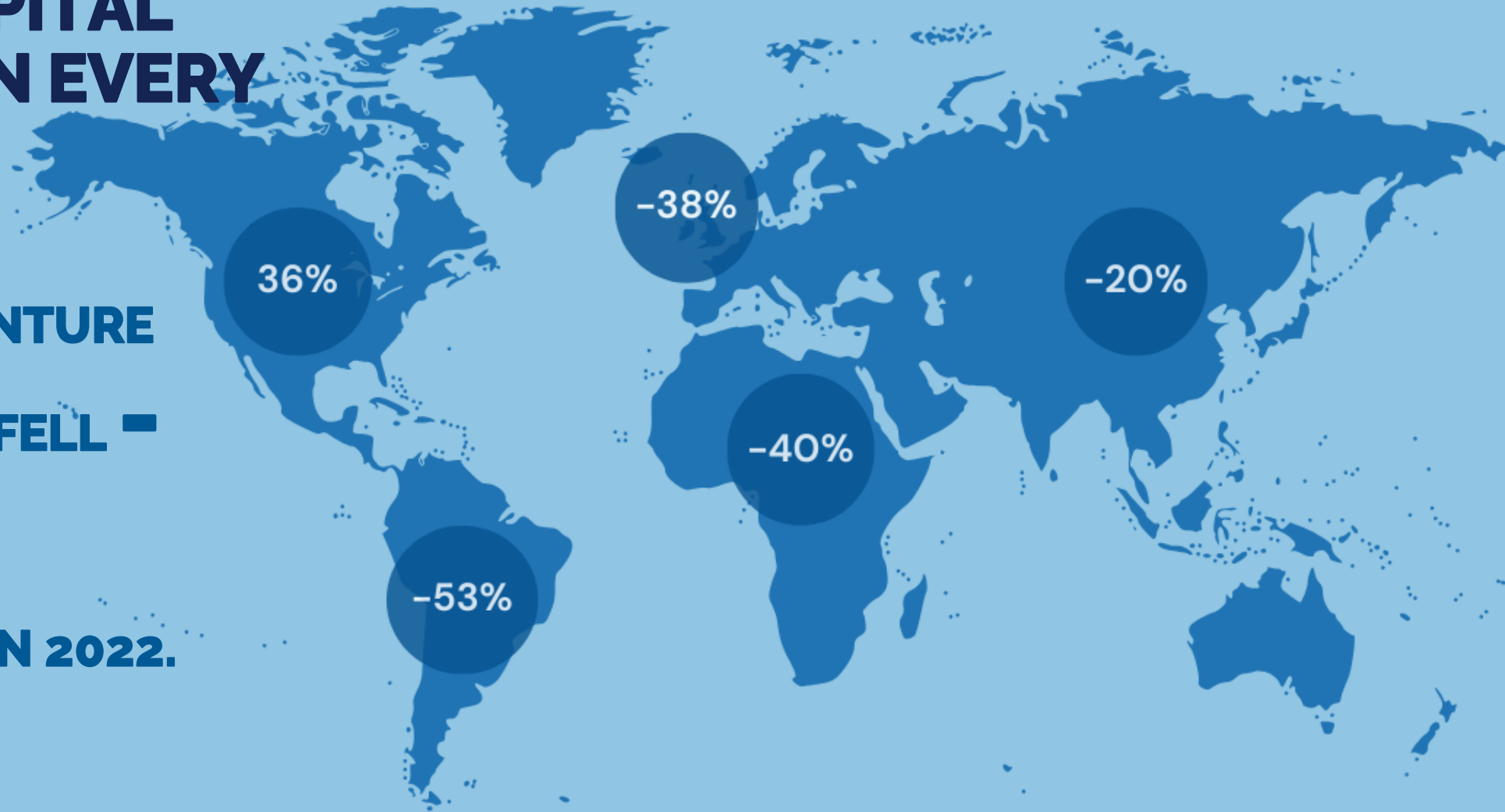
Key trends by region saw the Americas continue to raise the lion's share of funding, with the top ten deals of 2023 including GTA semiconductor and Redwood Materials. European startup funding fell to its lowest level in over a decade, down over 46% from 2022 at just €57.1 billion. The UK raised 36% of all capital, with large rounds raised by AI applications. APAC deals fell by 20% from 17 824 deals in 2022 to 14 193 in 2023 with significant cutbacks in all key markets. Finally, Latin American VC funding fell by over 79%, the most negatively affected region. The region boasts 50 unicorns, largely from Brazil.

While not as severe as Latin America or parts of Asia, the African VC landscape saw similar contractions at \$3.5 billion, down -46% from 2022. Yet certain regions saw positive growth, such as Francophone Africa which saw a 16% increase in deal count.

# CONTRACTIONS IN VENTURE CAPITAL WERE SEEN IN EVERY REGION

ON AVERAGE, VENTURE CAPITAL FLOWS FELL —

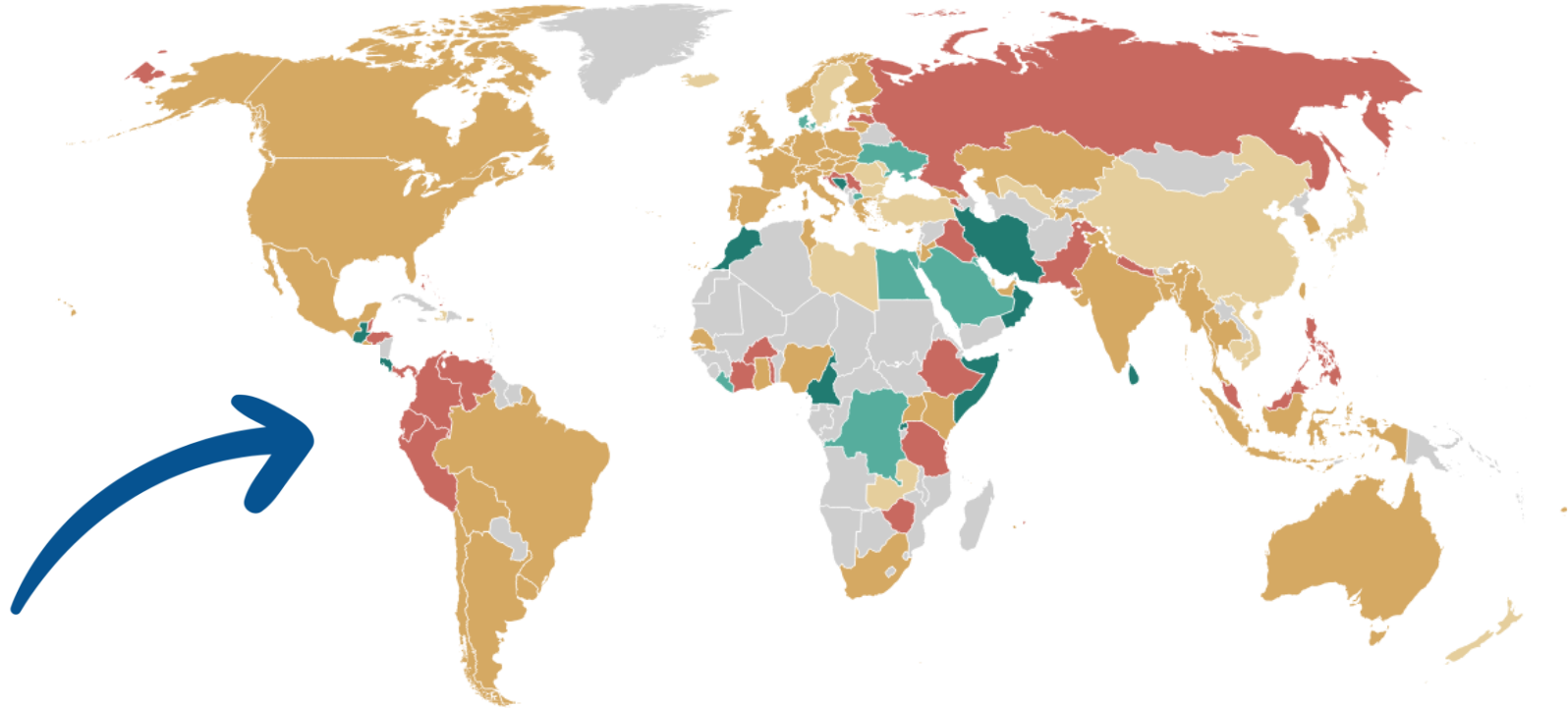
**50%** FROM  
**\$293** BILLION IN 2022.



# MANY AFRICAN COUNTRIES EXPERIENCED GROWTH DESPITE GLOBAL CUTBACKS

Global

Legend: Lack of VC data (grey), Rapid Decline (-80%) (red), Large Decline (-40% to 80%) (orange), Decline (-0% to -40%) (yellow), Growth (+0-100%) (light green), Rapid growth (100%+) (dark green)



While not as severe as Latin America or parts of Asia, the African VC landscape saw similar contractions, in terms of deal value, at **\$3.5 billion down -43% from 2022**. Yet certain regions saw positive growth, such as Francophone Africa which saw a **16% increase** in deal count.

Source: Dealroom.co





DOUBLE FEATHER PARTNERS

## NOTABLE INVESTORS IN AFRICA

After a record-breaking 2021 and 2022 for African venture capital, 2023 saw a significant slowdown in line with trends seen in global markets. While initially the region resisted widespread global funding slowdowns, it succumbed to a 43% fall in 2023. Nonetheless, African funding maintained a steady course when charted against performance of the years between 2017 and 2022, suggesting a degree of resilience. Startups with strong credentials continue to perform well, receive investor interest and fund allocation.

Deal sizes were smaller in 2023, along with new debt and equity trends. Venture debt played a prominent role in funding rounds.

All investment stages saw contractions in 2023. Seed-funding comprises the largest share in African markets at ~70% and saw deal counts fall by 55%. There were few late-stage deals with just three taking place over the entire year at only a cumulative \$500 million.

To showcase the notable firms that did take invest in the region, we selected a list of the 8 ones that are actively investing in African startups. Some of these venture capital firms are sector focused, while others take a sector-agnostic approach.

# NOTABLE INVESTORS INTO AFRICAN STARTUPS



## Y Combinator

Has invested in more than 95 African startups. Startups that get admitted into the accelerator program receive an investment of \$500,000 on standard terms with continuity in the investments fund of the companies in subsequent funding rounds.

			
<b>Founded</b> 2005	<b>Employees</b> Aprx 1001-5000	<b>HQ</b> Mountain View, CA US	<b>Segment</b> Fintech

**Previous Investments**  
Paystack, 54Gene, Aella, Anchor, Bamboo, Chowdeck

## QUONA





Quona Capital invests in fintech innovators who are advancing inclusion in emerging markets by partnering with founders to build a more financially inclusive world. Has active portfolio of 47 startups creating +23K jobs.

			
<b>Founded</b> 2015	<b>Employees</b> Aprx 11-50	<b>HQ</b> Washington, US	<b>Segment</b> Fintech, E-commerce

**Previous Investments**  
Fawry, Wasoko, Capiter, Flutterwave, Luleland




Investing in mission-driven fintech entrepreneurs targeting startups whose solution is built around consumer and SME lending, Data & Analytics, Debt Management/Personal Finance, Challenger banks, Digitising Money, Regtech and Infrastructure, Insurtech and Ecosystem building.

			
<b>Founded</b> 2019	<b>Employees</b> Aprx 11-50	<b>HQ</b> San Francisco	<b>Segment</b> Cross-Border Payment, Fintech

**Previous Investments**  
FairMoney, Paga, Lidya Flutterwave



Susa Ventures is an early-stage venture capital firm, investing in a growing family of dreamers and builders. Investing in businesses with strong compounding moats, such as proprietary data, economies of scale and/or network effects.

			
<b>Founded</b> 2013	<b>Employees</b> Aprx 1-10	<b>HQ</b> San Francisco	<b>Segment</b> Fintech

**Previous Investments**  
Okra

# NOTABLE INVESTORS INTO AFRICAN STARTUPS

## China VC



MSA Capital is a global venture capital and private equity firm that invests in technology-enabled companies from seed to growth stage with over \$1.7 billion under management.



**Founded**  
2014



**Employee**  
Approx. 11-50



**HQ**  
Beijing



**Segment**  
E-commerce

**Previous Investments**  
SWVL, Jetstream Africa, Autochek, Homzmart



A venture capital firm that specializes in early venture investment. The firm seeks to invest in the TMT (Technology, Media, and Telecommunication) sector especially in online finance, online education, online law, and online decorations.



**Founded**  
2012



**Employee**  
Approx 1-10



**HQ**  
Beijing



**Segment**  
Financial, Media, Telecommunication

**Previous Investments**  
MaxAB

## European VC



Aims at investing in and assisting the next generation of exceptional innovative business models serving Africa mass market with offices in Nairobi and Lagos. Has 32 investments in its portfolio.

**Previous Investments**  
Powerstove, Amitruck, Coliba



**Founded**  
2014



**Employee**  
Approx 11-50



**HQ**  
London



**Segment**  
Agriculture, mobility, education, finance, healthcare



An impact investing platform which provides innovative financing solutions to catalyze lasting impact, additionally it provides seed and growth-stage funding. They have made a total of 72 investments and acquisitions

**Previous Investments**  
Lidya, Bboxx, PanAfrica, Kopo Kopo



**Founded**  
2007



**Employee**  
Approx. 11-50



**HQ**  
Luxembourg



**Segment**  
Energy, Healthcare, Finance, Agri.

Source: Crunchbase.com

\*This page is a draft and is intended to provide information for investment purposes only and is not intended as a solicitation for investment.

# NOTABLE JAPANESE INVESTMENTS INTO AFRICAN STARTUPS



**Company:** SBI Holdings and Novastar

**Business:** SBI Holdings, one of Japan's largest VC groups has forged a strategic partnership with Novastar Ventures, one of the first and largest VC investors in Africa.

**Investments:** \$40 million multi-fund investment by SBI Holdings to anchor Novastar's upcoming funds in 2023. Novastar has raised over \$200 million from global institutional investors and focuses on impact investing across both climate and agricultural sectors.



**Company:** Gabeya

**Business:** Gabeya helps to upskill software developers, designers, project managers and other IT specialists

**Investment:** Undisclosed pre-series A equity investment



**Investments**

**Company:** Shuttlers

**Business:** a Nigerian shared mobility company that allows individual and corporate passengers to take rides on multiple bus routes via an app

**Investment:** \$4 million raised in April 2023 led by VKAV.



**Investments**

**Company:** MyDawa

**Business:** The platform allows users to order prescription medicines and OTC products

**Investment:** MyDawa raised \$3 million from AAIC's Africa Healthcare Fund in 2019 and has secured additional funding from, \$20 million from private equity investor Alta Semper Capital



**Investments**

**Company:** Moove

**Business:** Moove offers vehicle financing to private business owners in several African countries

**Investment:** Secured \$10 million in debt financing in August 2023



**Investments**

**Company:** AMEA Power

**Business:** renewable energy developer in African countries

**Investment:** AMEA Power received funding for a \$75 million equity funding round





DOUBLE FEATHER PARTNERS

# AFRICA STARTUP ACCELERATION

# INSIDE STARTUP ACCELERATORS IN AFRICA

Startup accelerators in Africa play a crucial role in catalyzing the growth and success of early-stage ventures across the continent. They play a vital role by empowering entrepreneurs to create scalable and sustainable businesses that contribute to the continent's development and prosperity. Interestingly, many of the prominent startup accelerators in Africa in 2023 have had a pan-African focus, operating across multiple countries on the continent, while others are locally focused, serving specific cities or regions within Africa. Market characteristics, technological needs, investment readiness, global partnerships, community building, and contribution to diversity may inform why many accelerators in Africa have a pan-African focus.

The African startup ecosystem has witnessed the participation of numerous startup accelerators and incubators aimed at fostering entrepreneurship, innovation, and growth across the continent. While it's challenging to rank them definitively, prominent startup accelerators in Africa that have made significant contributions to the startup ecosystem are detailed on the next page.



**Project NINJA** is a startup support initiative by the Japan International Cooperation Agency (JICA) launched in January 2020. A 12-week acceleration program aimed at enhancing the ability to secure strategic partnerships and investment for high-growth post-revenue ventures in Kenya. The program is uniquely tailored to bring together expertise from both local and Japanese resources for guaranteed success to participating entrepreneurs.

## Notable Features

### Tailored support



### Global Community



### Kenya, Japan & beyond



## Co -partners



# TOP 20 STARTUP ACCELERATORS THAT MADE THE NEWS IN AFRICA (1/2)

**Founders Factory Africa**



Regional focus: Pan-Africa



**Google Black Founders Fund**



Regional focus: Pan-Africa



**88mph**



Regional focus: Kenya, South Africa, Nigeria



**MEST Africa**



Regional focus: Pan-Africa



**Flat6Labs**



Regional focus: MENA



**Y Combinator**



Regional focus: Pan-Africa



**Seedstars**



Regional focus: Pan-Africa



**Labs by ARM**



Regional focus: Nigeria



**Cape Innovation Technology Initiative (CiTi)**



Regional focus: South Africa



**African Leadership Academy (ALA) Accelerator**



Regional focus: Pan-Africa



# TOP 20 STARTUP ACCELERATORS THAT MADE THE NEWS IN AFRICA (2/2)

**Startupboot-  
camp Africa**



Regional focus: Pan-Africa



**Nairobi Garage**



Regional focus: Kenya



**Labs by  
Enza Capital**



Regional focus: Pan-Africa



**Injini**



Regional focus: Pan-Africa



**Africa Fintech  
Foundry**



Regional focus: Nigeria



**GrowthAfrica**



Regional focus: Pan-Africa



**The Baobab  
Network**



Regional focus: Pan-Africa



**XL Africa**



Regional focus: Pan-Africa



**Google for Startups  
Accelerators Africa**



Regional focus: Pan-Africa



**She Leads Africa  
Accelerator**



Regional focus: Pan-Africa







DOUBLE FEATHER PARTNERS

# SPOTLIGHT STARTUPS IN 2023

Top companies raising US\$ 100M in a single round in 2023

## MNT-Halan

Digital platform that offers financial services, including digital payments, lending, and micro-insurance, primarily targeting underserved and unbanked populations in Egypt.



**Headquartered**  
Cairo, Egypt

**Founded in**  
2017

**Business Model**  
Fintech

**Funding**  
MNT-Halan raised US\$340 million in a mix of Series D and Debt funding.

**Founders & CEO**  
**Ahmed Mohsen**

**Mohamed Aboulnaga**

**Mounir Nakhla**

**Investors**  
Chimera Investment, International Finance Corporation



## M-Kopa

M-KOPA provides off-grid solar energy solutions in Kenya, Ghana, Nigeria, Uganda and South Africa. The company offers solar home systems that include solar panels, lighting, phone charging capabilities, and other appliances like radios and TVs.



**Headquartered**  
Nairobi, Kenya

**Founded in**  
2011

**Business Model**  
Cleantech

**Funding**  
M-Kopa raised US\$320 million in a mix of Debt and Private Equity funding.

**Founders & CEO**  
**Karim Beguir**

**Zohra Slim**


**Investors**  
Standard Chartered Bank, Nithio Holdings, Mirova, International Finance Corporation, FMO, British International Investment



## Sun King


SunKing enables off-grid homes to access clean energy by harnessing the sun's power through solar installation for people living without reliable energy



 **Headquartered**  
Nairobi, Kenya

 **Founded in**  
2007

 **Business Model**  
Energy

 **Funding**  
Sun King raised US\$130 million in Debt financing.

 Founders & CEO  
**Annish Thakkar**

 **Mayank Sekharia**

 **T. Patrick Walsh**


 **Investors**  
Citi, Norfund, FMO, ABSA Bank Kenya, Trade and Development Bank, SCB Kenya, British Int'l Investment



## Kayzon


Kazyon is a retail chain that operates a network of supermarkets and grocery stores across Egypt. Kazyon focuses on providing affordable, high-quality products to customers, particularly in urban and suburban areas.



 **Headquartered**  
Cairo, Egypt

 **Founded in**  
2014

 **Business Model**  
Retail

 **Funding**  
Kazyon raised US\$165 million in Private Equity financing.

 Founders & CEO  
**Ahmed Essam**

 **Investors**  
South Suez Capital, Development Partners International, British International Investment





DOUBLE FEATHER PARTNERS

# MERGERS & ACQUISITIONS

# M & A DEALS IN AFRICA 2023

Africa's startup ecosystem has been experiencing significant growth and attracting attention from investors both within the continent and internationally. As a result, M&A deals involving African startups continue to grow as the ecosystem evolves. M&A activities are rapidly becoming the norm in the African startup ecosystem, offering a pathway for funding, market consolidation, and sustainable growth.

In recent years, M&As have emerged as the primary exit strategy for African startups, with founders increasingly eyeing this path as a means of realizing the value of their ventures. As the tech industry experiences growth and disruption, startups are finding it crucial to adapt quickly to changing market dynamics. M&As provide an avenue for companies to pool their strengths, whether it is complementary technologies, diverse talent pools, or enhanced research and development capabilities.

In 2023, Nigerian, Egyptian, Kenyan and South African startups led in the number of acquisitions on the continent. While most of Nigeria's acquisitions were international including Andela's acquisition of Germany's Casana and Flutterwave's acquisition of US's Railsr in unprecedented moves, acquisitions by Kenyan and South African startups involved acquisitions of local startups within their national borders while Egyptian startups acquired a good mix of foreign and local startups. 2023 also saw acquirer companies from outside Africa including Australia, Germany, and Sweden. On the other hand, Nigerian, South African, and Egyptian startups were the most acquired on the continent in 2023, signaling the high participation of these countries in the startup ecosystem in Africa.

Sector-wise, Fintech continued to be the most active sector for M&As in Africa while most other sectors experienced M&A activity as well.

Notable acquisitions for 2023 were:

- **GBarena's acquisition of Galactech in a share swap deal of about US\$15m.**
- **Andela's 100% acquisition of Qualified in an undisclosed sum.**
- **Fin's acquisition of Thuthukani.**
- **FairMoney's acquisition of PayForce in a cash and stock deal of about US\$15m to US\$20m.**
- **BioNTech's acquisition of InstaDeep in a cash and stock deal for US\$680m.**

# NOTABLE M&As IN 2023

## ACQUIRER

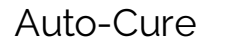
## ACQUIRED

## ACQUIRER

## ACQUIRED

## ACQUIRER

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# NOTABLE M&As IN 2023

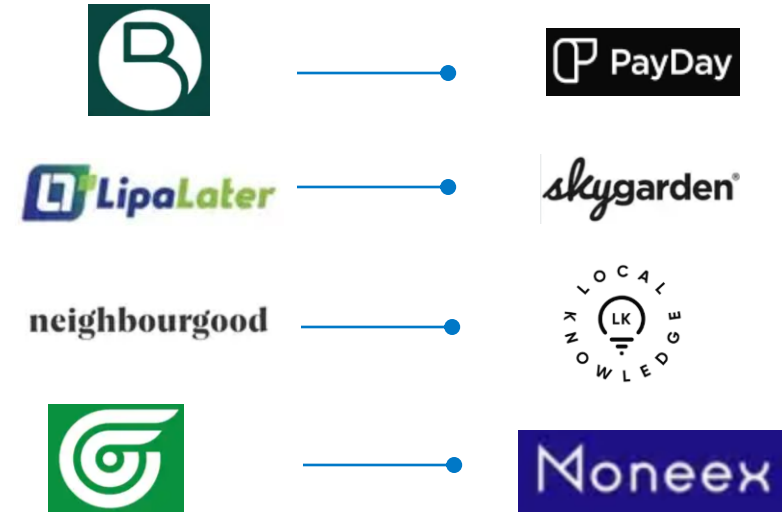
## ACQUIRER

## ACQUIRED



## ACQUIRER

## ACQUIRED





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# AFRICAN STARTUPS EXPANSIONS 2023



# AFRICAN STARTUP EXPANSIONS

It's essential to note that the success and expansion of startups vary, and each company's strategy is influenced by factors such as the specific industry, market conditions, regulatory environment, and the ability to adapt to challenges. In recent years, African startups have been gaining momentum and expanding in various ways. Some trends and strategies that have propelled the expansion of African startups across their national borders include access to higher funding to scale up operations; the growth of e-commerce necessitating a wider operation to reach foreign customers coupled with fintech innovations to make transactions smoother; increased partnerships and collaborations with traditional companies, governments, and international organizations to access new markets and resources; the growing presence of tech hubs and incubators providing mentorship, networking opportunities, and resources that help startups to scale and expand; as well as increased use of mobile technology which has created a broad market segment for startups that are focused on mobile technology solutions.

Even with considerably less total funding to startups in Africa in 2023 as compared to 2021 and 2022, the ecosystem still saw the expansion of several startups beyond their national borders. Following the trend of previous years, the fintech sector again in 2023 experienced the most expansions to other countries (5) via acquisitions, signalling the sector's immense importance to both investors and markets. Startups in the gaming and talent acquisition sectors also saw 2 expansions each into international markets. Other sectors in the African startups ecosystem that also had their startups expanding to other countries include the automotive, insurtech, identity management, and healthtech sectors.

In 2023, African startups also expanded to 3 other continents including North America, Asia, and Europe – there were 5 African startup expansions to Mexico, USA, Saudi Arabia, United Kingdom, and Germany, all via acquisitions. This proves the level of development of the African startup ecosystem to compete and rival startup ecosystems in the global north. By origin country, Nigeria again in 2023 had the most expansions to other countries, as well as Egypt, Kenya, and South Africa. We also saw expansions from Mauritius, Togo, and Uganda. On the other hand, 3 startups from Australia, Germany, and Sweden also expanded to Africa via acquisitions.

# TOP AFRICAN STARTUP EXPANSION THAT MADE THE NEWS

## Smile Identity

Sector: Identity Management  
Headquarter: Nigeria  
Expanded to: Ghana



## Carry1st

Sector: Gaming  
Headquarters: South Africa  
Expanded to: Ethiopia



## Gozem

Sector: Fintech  
Headquarters: Togo  
Expanded to: Benin



## Rology

Sector: Healthtech  
Headquarter: Egypt  
Expanded to: Saudi Arabia



## Fin

Sector: Fintech  
Headquarter: Mauritius  
Expanded to: South Africa



## Andela

Sector: Talent Acquisition  
Headquarter: Nigeria  
Expanded to: Germany



## GBarena

Sector: Gaming  
Headquarter: Egypt  
Expanded to: Tunisia



## Fulterwave

Sector: Fintech  
Headquarter: Nigeria  
Expanded to: UK



## Autocheck

Sector: Automotive  
Headquarter: Nigeria  
Expanded to: Egypt



## Asaak

Sector: Fintech  
Headquarters: Uganda  
Expanded to: Mexico



## Turaco

Sector: Insurtech  
Headquarter: Kenya  
Expanded to: Ghana



## Andela

Sector: Talent Acquisition  
Headquarter: Nigeria  
Expanded to: USA



## Moniepoint

Sector: Fintech  
Headquarters: Nigeria  
Expanded to: Kenya





DOUBLE FEATHER PARTNERS

# AFRICAN STARTUPS REGULATIONS 2023

# AFRICAN STARTUP REGULATIONS

Several African countries have implemented or are in the process of implementing startup acts or similar legislation to support entrepreneurship and innovation. While the specifics may vary, these acts generally aim to create a conducive environment for startups by providing regulatory frameworks, incentives, and support programs. Some African countries known to have startup acts or similar initiatives include:

**Tunisia:** Tunisia adopted the Startup Act in 2018, which aims to support entrepreneurship and innovation by providing incentives and support measures for startups. The act includes provisions for funding, tax incentives, access to infrastructure, and support services for startups.

**Egypt:** Egypt introduced the Startup Act in 2021, which provides a regulatory framework to support startups and innovation-driven enterprises in the country. The act includes provisions for tax incentives, funding support, and regulatory reforms to facilitate startup growth and innovation.

**Rwanda:** While Rwanda may not have a specific "Startup Act," the country has implemented various policies and initiatives to support startups and entrepreneurship, including the Kigali Innovation City project and other programs aimed at promoting innovation and entrepreneurship in the country.

**Senegal:** Senegal launched the Startup Act in 2019, which aims to create a favorable environment for startups by providing tax incentives, funding support, and regulatory reforms. The act includes measures to simplify business registration processes, facilitate access to finance, and promote innovation and entrepreneurship in the country.

**Côte d'Ivoire (Ivory Coast):** Côte d'Ivoire adopted the Startup Act in 2019, which aims to promote entrepreneurship and innovation by providing support measures and incentives for startups. The act includes provisions for tax incentives, funding support, and regulatory reforms to support startup growth and development.

While these are not exhaustive, other countries such as **Kenya, South Africa, Nigeria, Ghana, and others** have policies and initiatives such as startup promotion agencies, funds, hubs and other initiatives that support startups and entrepreneurship. The adoption of startup acts reflects the growing recognition of the importance of startups as drivers of economic growth, job creation, and innovation across the continent.



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# REGIONAL ANALYSIS



DOUBLE FEATHER PARTNERS

# WESTERN REGION ANALYSIS

# WEST AFRICA

## Key Countries & Key Regional Indicators

### Regional Overview

West Africa's current population (2023) is over 400 million, accounting for 5.16% of the world population and ranking the region as the second most populated among African sub-regions. The region maintains a steady population growth rate ranging from 2% to 3%, with an increase in GDP per capita in Nigeria and Cameroon. Nigeria remains the largest economy in West Africa and the broader African continent. West African countries have witnessed a steady increase in urbanization rates ranging from 3% to 4% and continued growth in access to electricity, internet penetration, and mobile subscriptions. However, the sub-region suffers a spike in inflation rates. For instance, Nigeria's inflation has risen for 11 consecutive months, reaching 28.92% in December 2023, with an average yearly increase of over 3%. Ghana, Senegal, Ivory Coast, and Cameroon have also faced rising inflation and currency depreciation between 2020 and 2023.

West African startups experienced a significant drop in 2023 compared to the previous year. Nigeria, which led Africa's big four in 2022, had a 66% decline, putting the country at the bottom with just \$398.2 million, while Kenya leads with \$756.2 million. In 2021 alone, West African tech startups raised \$1.78B across 60 deals, and this was a significant boost from 2020 and 2019 statistics, with a total of \$1.09B raised across 163 and 135 deals, respectively. The West African tech ecosystem witnessed a slow growth in 2023, but surprisingly, new techs, especially mobility startups, are beginning to change the ecosystem's status quo. Two mobility startups, Senegal's Dakar Mobilite and Benin's Spiro topped the funding space, with Nigeria's Moove also in the top 10 most funded startups in West Africa.

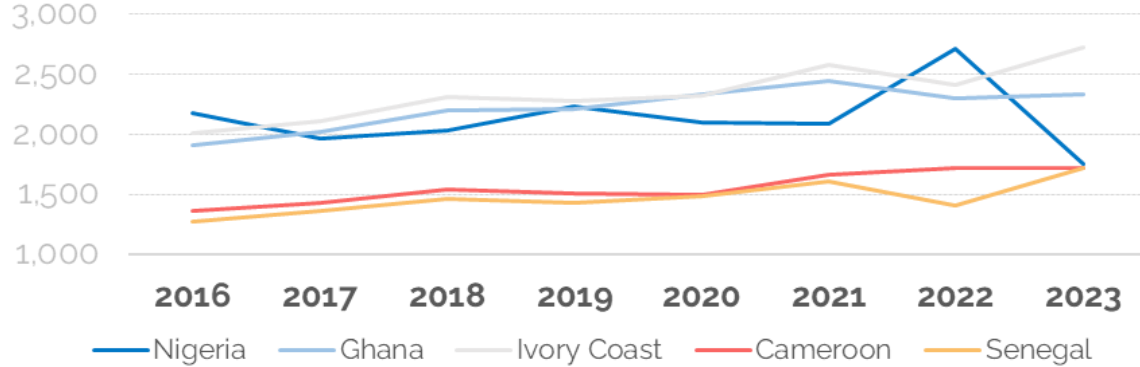
While Fintech startups in West Africa continue to attract more investors globally, Mobility techs may secure more funding per transaction. About 33% of total funding (\$690 million) for the top 10 funded startups is from three mobility startups. Healthtech, energy, and SaaS startups' funding still show a steady decline compared to other startups from 2019 till date. A positive change is projected for West Africa with the influx of new capital funds and accelerators. Notably, Kazana Fund announced the launch of its Angel Syndicate to increase access to capital and accelerate Africa's digital economy, Aduna Capital's \$20 million fund targets under-funded regions like Northern Nigeria, Flat6Lab announced a \$95 million seed fund to expand its investments to Nigeria and other African neighbors. With these developments, we expect a boost in the region's pre-seed and seed-stage funding rounds.

# WEST AFRICA

## Key countries & Regional key indicators

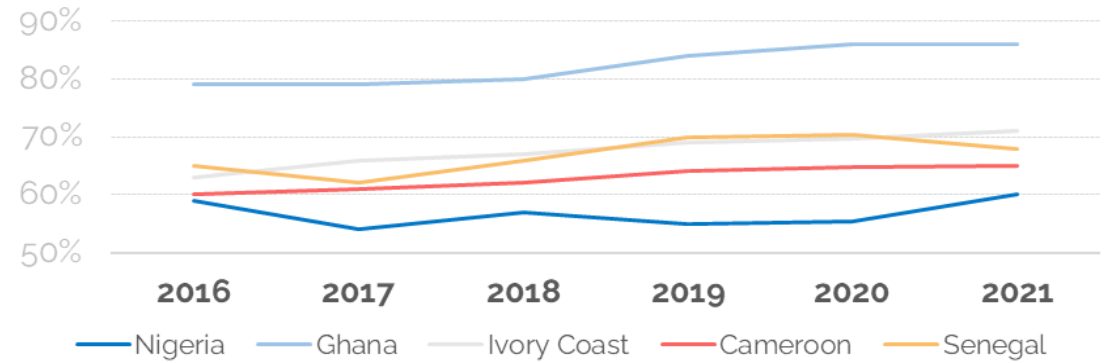
### GDP Per Capital

2016 – 2023 (\$)



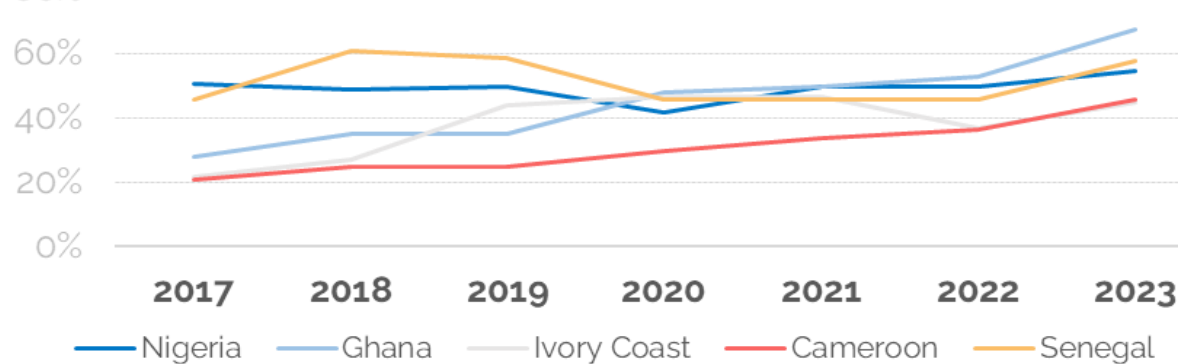
### Access to Electricity

2016 – 2021 (%)



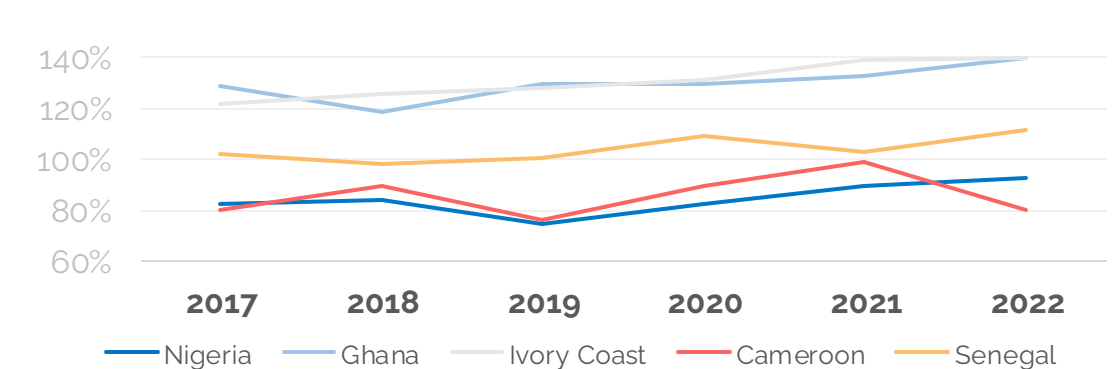
### Internet Penetration

2017 – 2023 (%)



### Mobile Subscription

2017 – 2022 (%)

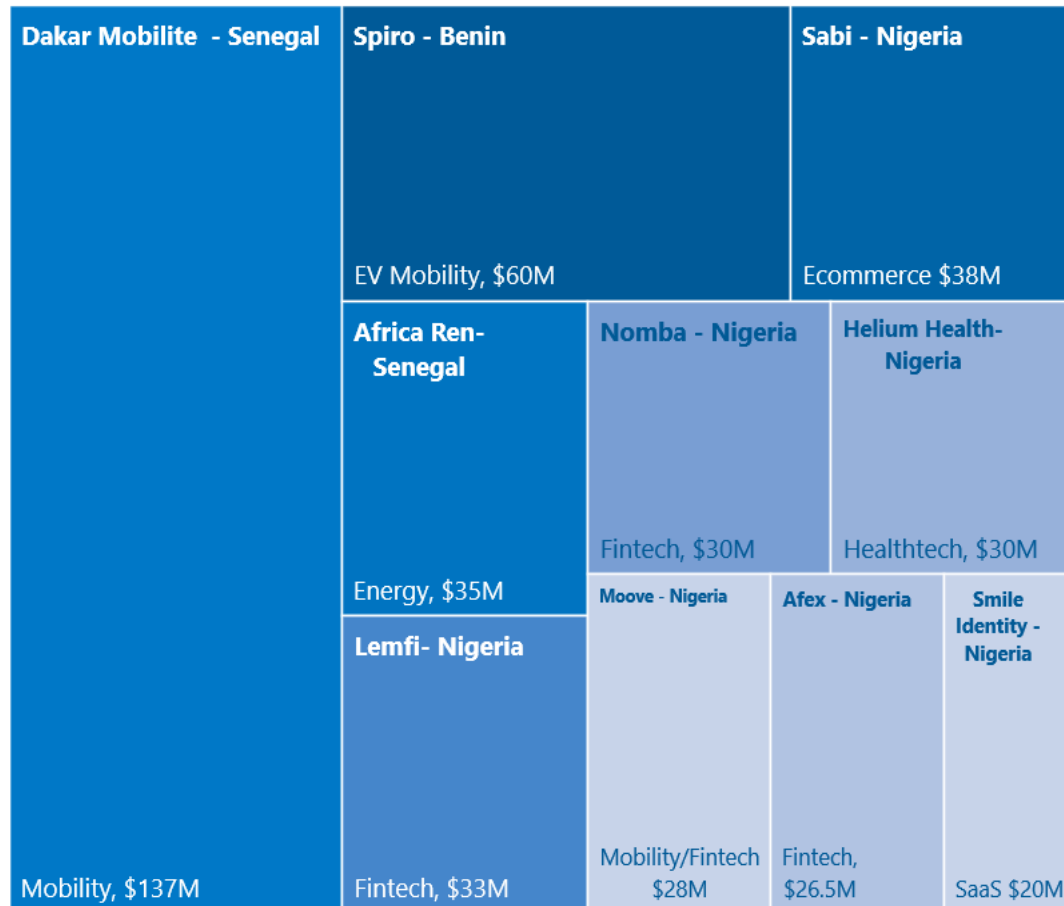




# WEST AFRICA

## Top Funded Startups 2023

### Top Funded Startups in West Africa in 2023



Company Name	Sector	Country	Round Type	Amount
Dakar Mobilite -	Mobility,	Senegal	Grant Debt	\$137M
Spiro	EV Mobility	Benin	Debt Financing	\$60M
Sabi	Ecommerce	Nigeria	Series B	\$38M
Africa Ren	Energy	Senegal	Debt Financing	\$35M
Lemfi	Fintech	Nigeria	Series A	\$33M
Nomba	Fintech	Nigeria	Pre -Series B	\$30M
Helium Health	Healthtech	Nigeria	Series B	\$30M
Moove	Mobility/Fintech	Nigeria	Series A	\$28M
AFEX	Fintech	Nigeria	Grant	\$27M
Smile Identity	SaaS	Nigeria	Series B	\$20M

While the prospects for African fintech remain strong in West Africa as Fintech companies had more transactions in 2023, the mobility sector topped the funding space compared to 2022. The Fintech sector is attracting more funding, with an expected upward trend in other African regions. According to an African Fintech analysis by McKinsey, Ghana, and French-speaking West Africa are expected to show the fastest growth, at 15 percent and 13 percent per annum, respectively, until 2025, followed by Nigeria and Egypt, each with expected growth rates of 12 percent per annum over the same period.

Fintech growth will likely occur in 11 key markets across the four African regions. This large market accounts for 70 percent of Africa's GDP and half of the continent's population. However, the fintech sector and other stakeholders, including investors, governments, and traditional financial services, have a significant role in creating the conditions for sustainable growth in the fintech market.



DOUBLE FEATHER PARTNERS

# EASTERN REGION ANALYSIS

# EAST AFRICA

## Key Countries & Key Regional Indicators

## Regional Overview

East Africa is a region that has the highest projected growth rate of 5.1% in 2023, but it faces several challenges. The region has a growing young population of about 350 million people, which presents opportunities and challenges. Sectors like tourism and telecoms are driving progress in Rwanda, Uganda, Ethiopia, Kenya, Djibouti, and Tanzania. However, the region also faces headwinds such as rising inflation, currency depreciation, and climate change. Agriculture, a region's mainstay, is constrained by climate change effects with the region facing either drought or floods and limited technology, but emerging agritech solutions are being developed. Fintech is booming, particularly in Kenya and Rwanda, fostering financial inclusion. Regional integration and government initiatives in digitalization and infrastructure offer hope, but the region still needs to overcome macro pressures and adapt to climate change for sustainable development.

As of 2023, East Africa had a mixed macroeconomic landscape with promising growth prospects but persistent challenges. The population growth rate in the region remains high, averaging around 2.5% annually, driven by factors such as high fertility rates and improving healthcare. Key growth countries include Kenya, with a GDP of \$113.42 Billion; Rwanda, with \$13.31 Billion; and Tanzania, with \$75.73 Billion as of 2022 according to Trading Economics World Bank Indicators. Despite this growth, the region faces infrastructure deficits, political instability in specific areas like Somalia and DRC, and vulnerability to external shocks like fluctuating commodity prices and climate change. Addressing these challenges is crucial for sustaining and maximizing the region's economic potential, ensuring inclusive growth, and improving the livelihoods of its people.

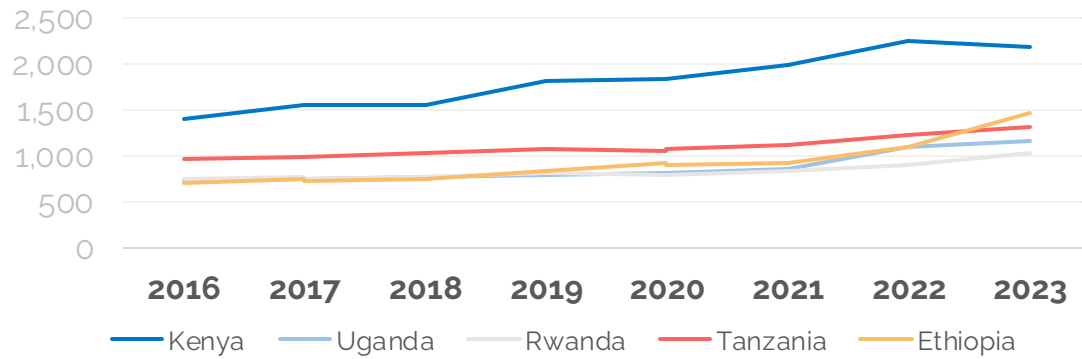
Regarding the startup ecosystem, East Africa saw a significant rise in funding in 2023, raising \$1 billion. However, the distribution of funding is uneven, with Kenya holding a staggering 82% of the total at \$826 million. Other countries like DRC (\$71M), Ethiopia (\$22M), Rwanda (\$46M), Tanzania (\$24M), and Uganda (\$21M) are showing promise, but there is still work to address funding imbalances and regulatory challenges. Overall, East Africa's startup ecosystem exhibits tremendous potential, and unlocking this potential can create a more level playing field for all East African startups.

# EAST AFRICA

## Key countries & Regional key indicators

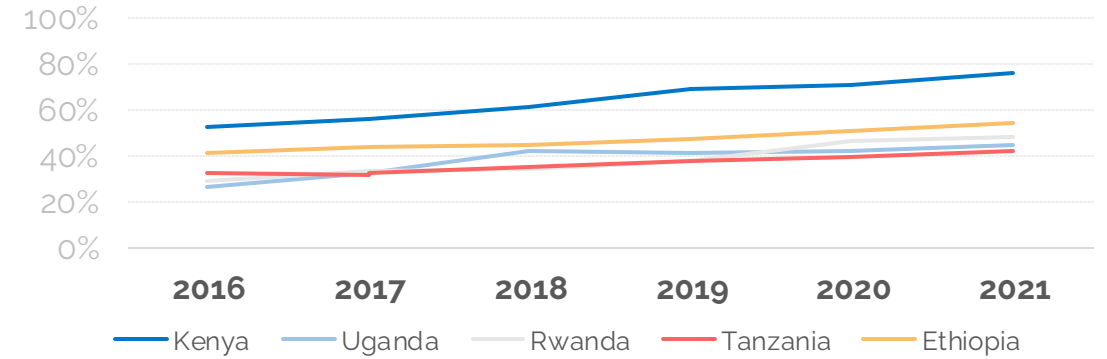
### GDP Per Capita

2016 – 2023 (\$)



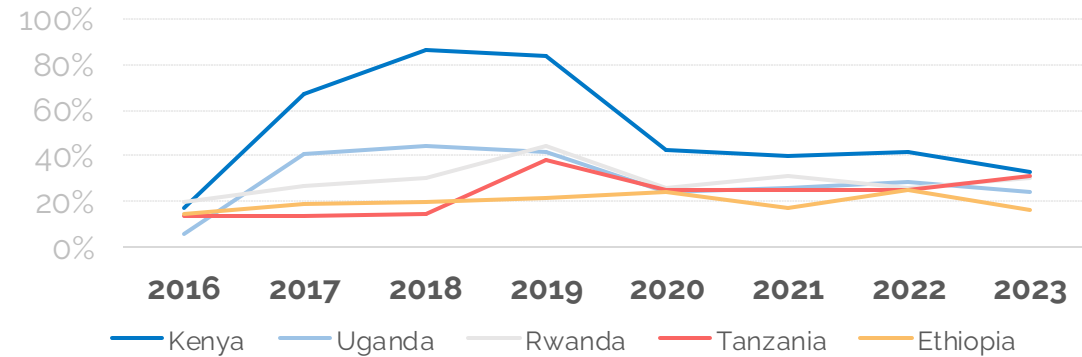
### Access to Electricity

2016 – 2021 (%)



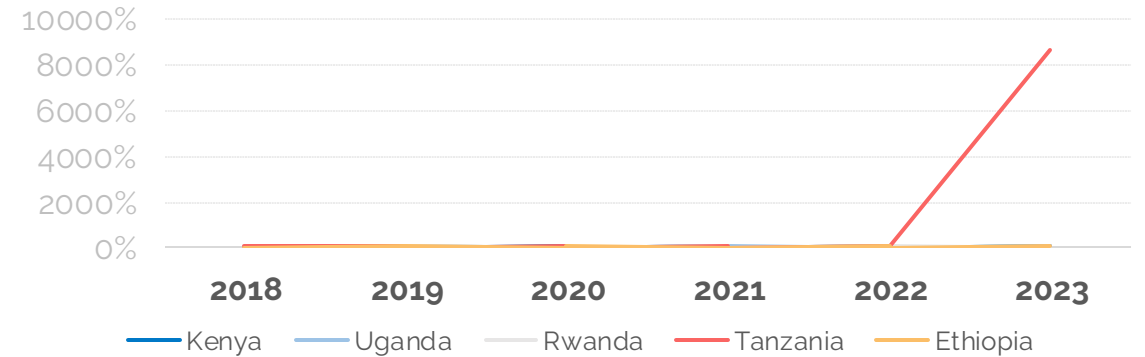
### Internet Penetration

2016 – 2023 (%)



### Mobile Subscription

2017 – 2023 (%)



# EAST AFRICA

## 2023 Top Funded Startups

### Top 10 Funded Ventures In East Africa

M-KOPA - Kenya          Fintech, \$320M	Sun King - Kenya   Cleantech, \$130M		Nuru - DRC   Energy, \$51.5M
	Victory Farms - Kenya  Aquaculture, \$35M	D.Light - Kenya Cleantech, \$30M	SAMANU - Ethiopia E-Commerc... \$21M
	CrossBoundary - Kenya  Energy, \$30M	Kasha - Rwanda E-Comm... \$21M	MyDawa - Kenya ePhar... \$20M
		Copia Global - Kenya E-Comm... \$20M	

Company Name	Sector	Country	Round Type	Amount
M-KOPA	Fintech	Kenya	Debt/PE	\$320M
Sun King	Cleantech	Kenya	Debt	130M
Nuru	Energy	DRC	Series B	\$51.5M
Victory Farms	Aquaculture	Kenya	Series B	\$35M
CrossBoundary	Energy	Kenya	Debt	\$30M
D.Light	Cleantech	Kenya	Debt	\$30M
SAMANU	E-Commerce	Kenya	Undisclosed	\$21M
Kasha	E-Commerce	Rwanda	Series B	\$21M
MyDawa	ePharma	Kenya	PE	\$20M
Copia Global	E-Commerce	Kenya	Series C	\$20M

In 2023, East Africa's startup funding ecosystem showcased notable developments through the success of its top-funded ventures. Kenya dominated the landscape, with companies like M-KOPA securing a substantial \$320 million in debt and private equity funding, emphasizing the region's fintech prowess. Additionally, Sun King and D.Light attracted significant investments in the cleantech sector, underscoring East Africa's commitment to sustainable energy solutions. The aquaculture sector also flourished, with Victory Farms raising \$35 million in Series B funding. Moreover, ventures like SAMANU in Ethiopia and Kasha in Rwanda demonstrated the growing diversity of East Africa's startup ecosystem, with SAMANU securing \$21 million in an undisclosed round and Kasha raising the same amount in Series B funding.

These funding successes across various sectors highlight East Africa's growing attractiveness to investors and its potential to become a vibrant hub for innovation and entrepreneurship in the region.



DOUBLE FEATHER PARTNERS

# NORTHERN REGION ANALYSIS

# NORTHERN AFRICA

## Key Countries & Key Regional Indicators

## Regional Overview

The north African startup ecosystem, which includes Algeria, Egypt, Libya, Morocco, and Tunisia, had been projected to see a slight increase in economic growth to 4.6% in 2023. North Africa currently has a population of over 266 million, equivalent to 3.28% of the world's total population. Egypt, the third most populous country in Africa, has roughly 50% of the region's population living within its borders, with over 110 million inhabitants. Algeria, Morocco, Tunisia, and Libya with 45 million, 37 million, 12 million, and 6 million, respectively. This region is the richest in natural capital, accounting for 27.1 percent of the continent's value in 2018, largely due to the increase in the value of non-renewable resources such as oil and gas.

For 2023, Egypt's real GDP growth declined and Tunisia's economy slowed down, while Algeria, Morocco and Libya all saw considerable economic growth- Libya's growth from fluctuating oil production and Morocco from its devastating drought, Growth in the region is essentially driven by the service sector, particularly trade and tourism and oil production in Libya and Algeria. Despite the region's economic recovery, it remains vulnerable to significant headwinds, like climate shocks and fluidity in Libya's political situation. These factors and persistent social challenges pose significant risks to the region's economic outlook.

The area maintains high access to electricity, although Libya remains an exception with (70.2%) from 2021 data. There is a slight increase in Internet access, but generally, the region still needs to improve to meet up with other African parts. Morocco still has the highest internet penetration rate in the area with 88.%, while the lowest rate is Libya with 45.90%.

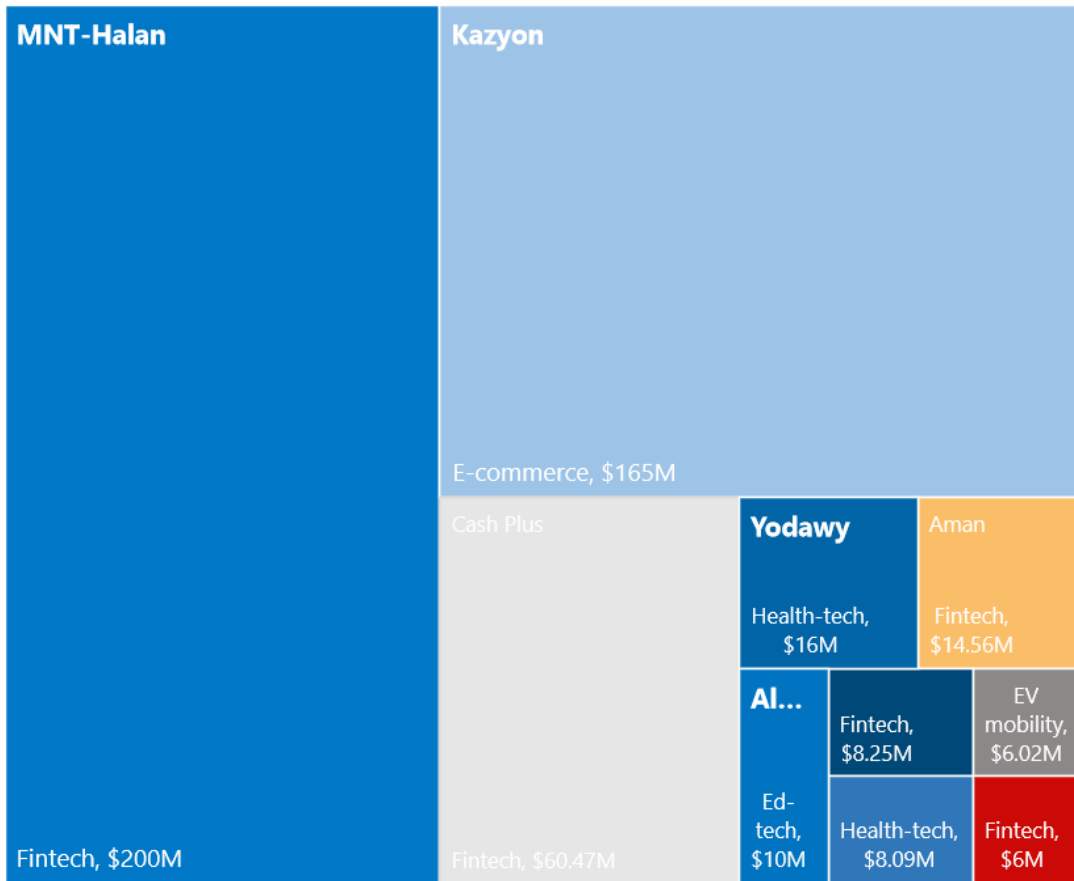
In regard to the startup ecosystem, North African startups secured the second most funding in Africa, with Egypt being the leader of this region. Egypt's startups have captured more than three-quarters of the total investment into the region with several mega deals. The top sector attracting entrepreneurs is e-commerce, which represents nearly a quarter of all startups, followed by fintech and health. In terms of funding, fintech, logistics, mobility solutions and e-commerce are the top sectors.

This startup region is on the rise, fueled by digitally adept consumer demographic showing a strong inclination towards online retail creating the surge in growth of the e-commerce sector.

# NORTH AFRICA

## 2022 Top Funded Startups

### 2022 Top 10 Funded Ventures in North Africa



Company Name	Sector	Country	Round Type	Amount
MNT-Halan	Fintech	Egypt	Venture	\$ 200 M
Kazyon	E-commerce	Egypt	Private Equity	\$ 165 M
Cash Plus	Fintech	Morocco	Private Equity	\$60.47M
Yodawy	Health-tech	Egypt	Private Equity	\$ 16 M
Aman	Fintech	Egypt	Private Equity	\$14.56M
Almentor	Ed-tech	Egypt	Pre-Series C	\$ 10 M
Axis Pay	Fintech	Egypt	Seed	\$ 8.25M
Dawi Clinics	Health tech	Egypt	Debt	\$ 8.09 M
Shift EV	EV mobility	Egypt	Debt	\$ 6.02M
Flash	Fintech	Egypt	Seed	\$ 6M

For the first time, Northern Africa was the second-most attractive region on the continent with start-ups there raising \$670 million (-39% YoY). Egypt dominated by attracting \$640million making up for 95% share of the region's funding, and 22.4% of the continent's total.

Fintech MNT-Halan raised a single round - US\$200 million in debt funding to become best-funded Egyptian startup. Egypt's Kazyon, raised \$165 million in equity investments, becoming Africa's largest discount retailer. Cash Plus, a Moroccan Fintech raised \$60.47M in PE. A notable acquisition was also made by BioNTech to acquire Instadeep in a \$680 million deal.

This region has been able to attract investors on the back of a favorable narrative comprising a large and relatively young population, increasing digital consumption, economic tailwinds, and a deep pool of tech talent—especially in Egypt.

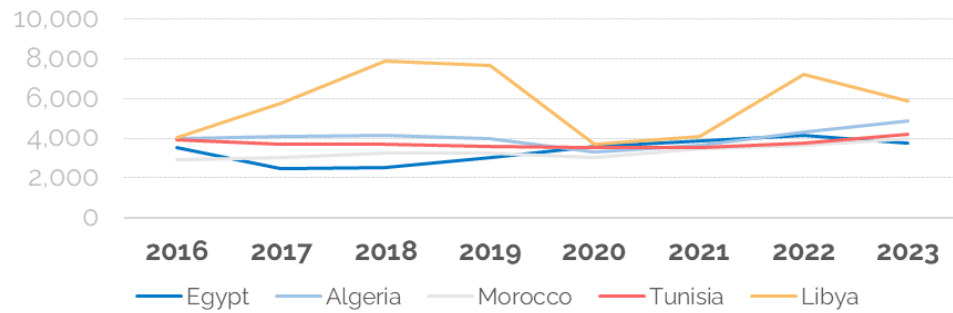


# NORTH AFRICA

## Key countries & Regional key indicators

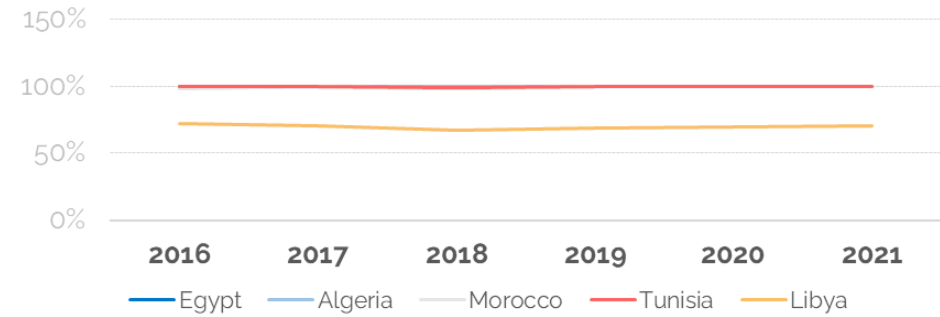
### GDP Per Capita

2016 – 2020 (\$)



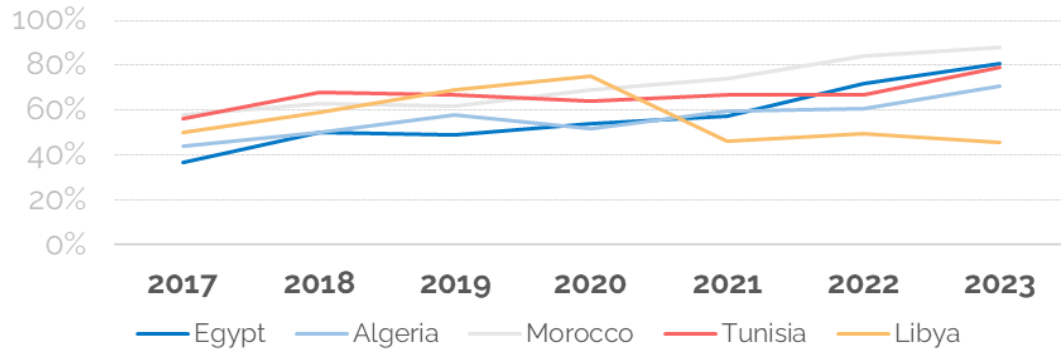
### Access to Electricity

2016 – 2020 (%)



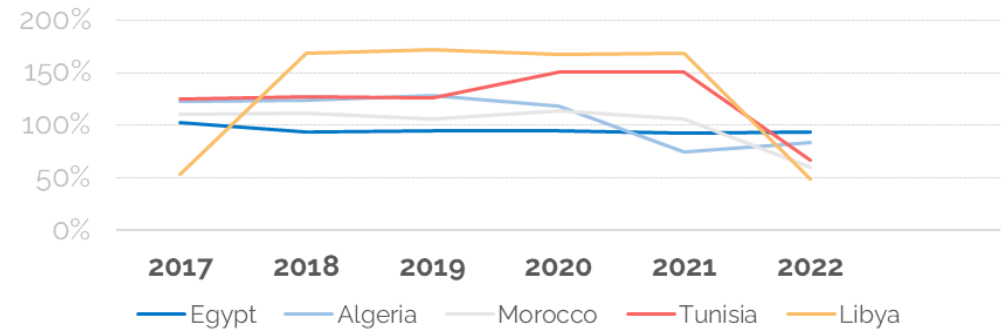
### Internet Penetration

2017 – 2022 (%)



### Mobile Subscription

2017 – 2022 (%)





DOUBLE FEATHER PARTNERS

# SOUTHERN REGION ANALYSIS

# SOUTHERN AFRICA

## Key Countries & Key Regional Indicators

## Regional Overview

The Southern Africa region has a diverse macroeconomic landscape with both opportunities and challenges. The region's population varies, with South Africa experiencing moderate growth rates while others may see higher rates due to factors like fertility rates and migration patterns. South Africa is the economic powerhouse, with a GDP of over \$405.27 billion in 2022, followed by other countries like Zambia, Namibia, and Zimbabwe, which also contribute to the region's economic activity. However, some limitations include limited infrastructure development and economic inequalities. Therefore, there is a need for solid policies and investments to foster sustainable growth and development throughout the Southern Africa region.

In 2023, the region has a population of around 300 million and a projected GDP growth of 2.3%, lagging behind other African regions. The region's key economies, Mozambique and Angola, show promise with 8% and 3.8% growth rates, respectively. However, South Africa struggles with subdued growth (2.1%) due to persistent energy crises, civil unrest, and regulatory hurdles. Factors like rising inflation and tightening financial conditions further complicate the scenario. Agriculture and mining remain crucial sectors, facing weather variability and commodity price fluctuations. Infrastructure gaps and skills shortages also hamper broader growth. The Southern African region must address constraints like governance issues, infrastructure deficiencies, and policy reforms to unleash its full economic potential.

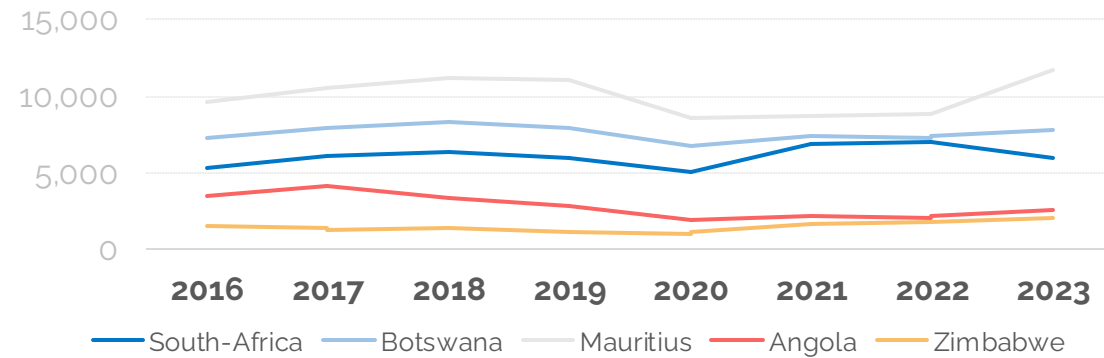
Southern Africa presents an attractive region for venture capital investment, with South Africa leading the charge. Botswana, Zambia, Zimbabwe, Namibia, and Madagascar are carving their unique niches, driven by entrepreneurial zeal and innovative solutions. Southern Africa's venture capital market suggests that the region is poised to become a significant player in the global financial arena. The region's startup ecosystem collectively raised \$699 million in venture capital. South Africa dominates the venture capital scene, attracting \$633 million (91%) of the total funding. Zambia secured \$45 million (6%), while Madagascar obtained \$20.5 million primarily from a single funding round led by WeLight, a cleantech energy startup.

# SOUTH AFRICA

## Key countries & Regional key indicators

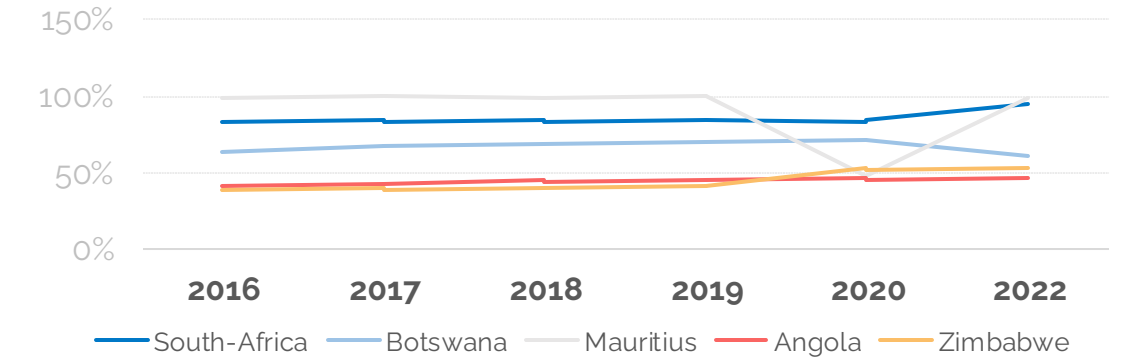
### GDP Per Capita

2016 – 2023 (\$)



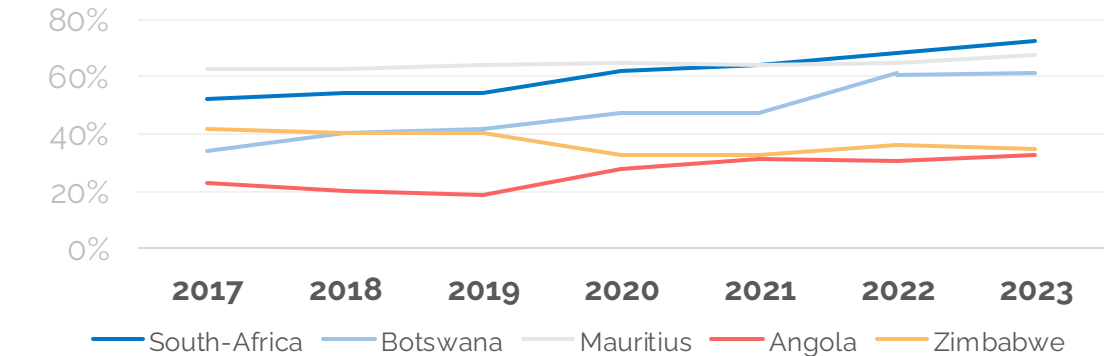
### Access to Electricity

2016 – 2022 (%)



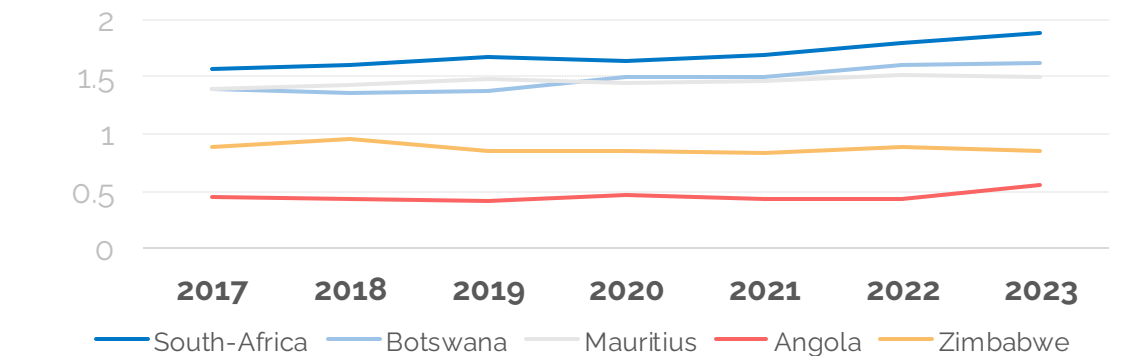
### Internet Penetration

2017 – 2022 (%)



### Mobile Subscription

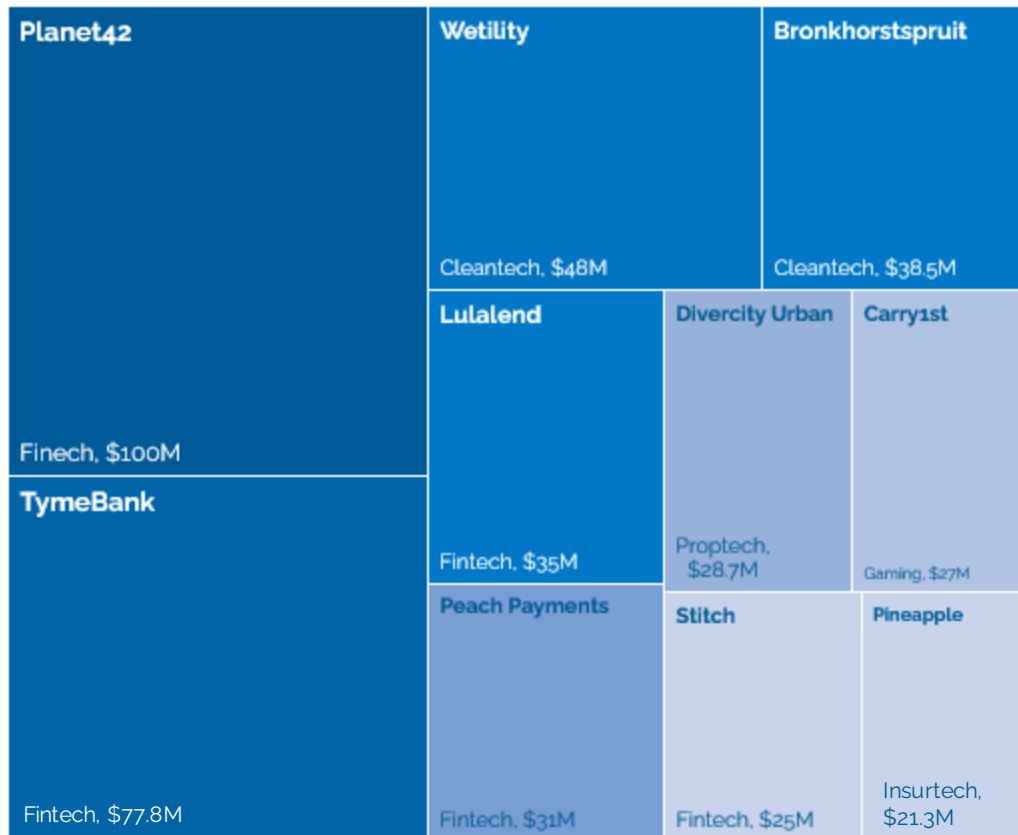
2017 – 2022 (%)



# SOUTH AFRICA

## Top 10 Funded Startups 2023

### Top 10 Funded Ventures in Southern Africa 2023



Company Name	Sector	Country	Round Type	Amount
Planet42	Fintech	South Africa	Debt/PE	\$100M
TymeBank	Fintech	South Africa	Series C	\$77.8M
Wetility	Cleantech	South Africa	Debt/Series A	\$48M
Bronkhorstspuit	Cleantech	South Africa	Undisclosed	\$38.5M
Lulalend	Fintech	South Africa	Series B	\$35M
Peach Payments	Fintech	South Africa	Series A	\$31M
Divercity Urban	Proptech	South Africa	Seed	\$28.7M
Carry1st	Gaming	South Africa	Series B	\$27M
Stitch	Fintech	South Africa	Series A	\$25M
Pineapple	Insurtech	South Africa	Series B	\$21.3M

South African startups garnered significant funding in 2023, with fintech claiming the top spot through Planet42's \$100M debt round. This highlights the sector's continued strength. While overall investment may have dipped compared to previous years, diverse sectors like energy (Wetility & Bronkhorstspuit) and proptech (Diversity) also secured noteworthy funding. Seed-stage startups like Carry1st Gaming and Series A rounds like Stitch and Peach Payment indicate a healthy funding pipeline.

Additionally, TymeBank's \$77.8 million Series C round highlighted the maturation of South Africa's fintech sector, while startups like Lulalend and Peach Payment secured substantial Series B and Series A funding, respectively, further fueling growth and innovation in the financial technology space.

# SECTOR ANALYSIS

# OUTLOOK ON AFRICAN STARTUP SECTORS

In 2023, Fintech remained the top sector in the African tech landscape, representing 24% of deals with 113 equity transactions, despite a 48% decrease from the previous year's count of 217. E/M/S-Commerce and Enterprise, the next most active sectors, saw declines of 37% in deal count, with 79 and 64 deals respectively. However, Healthtech, Agritech, and Mobility stood out as resilient sectors, with the latter two experiencing growth in deal counts. Despite a 56% decrease from the previous year, Fintech still secured \$852 million in investments, making up over one-third of the total funding in the ecosystem. Many people and businesses across Africa, especially in the informal sector, still lack adequate services. This challenge creates a constant opportunity for innovation and investment. As a result, the continent is an attractive place for both entrepreneurs and investors to thrive

Interestingly, Agritech and Healthtech are the standout sectors with increasing investment. Agritech saw a rise in both the number of deals (29, up 21% from the previous year) and total funding (\$144 million, up 67% from the previous year). Healthtech remained stable in deal count (52) but experienced a significant increase in funding, reaching \$212 million, up 17% from the previous year. These trends highlight how the African tech landscape is changing. Sectors like Fintech and, more recently, Cleantech continue to draw significant investments, while Healthtech is seeing increased activity in deal volume, indicating its growing significance in the post-pandemic. Additionally, sectors related to sustainability and digital infrastructure may emerge as new areas of focus, driven by global trends and local needs.

# FINTECH SECTOR

## Amount and No. of investments to Fintech Sector

Year	No. of Deals	Amount
2020	93	\$ 356M
2021	170	\$ 2.8B
2022	268	\$ 2.1B
2023	129	\$1.382B

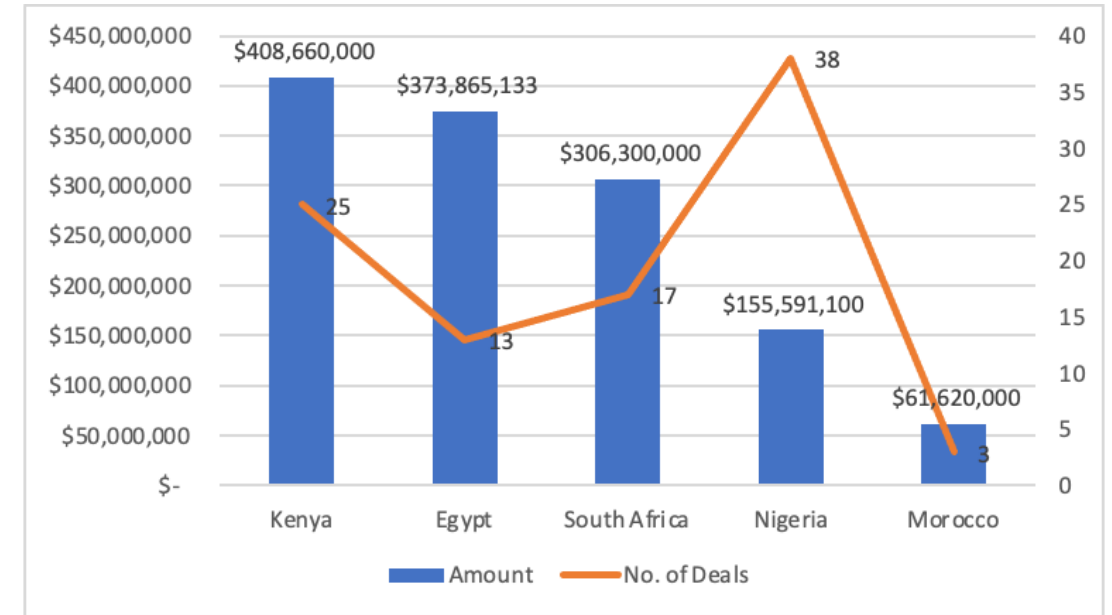
## Summary

Funding to the fintech sector maintained a bearish position in 2023 (US\$138.2B), a 34% decline from 2022 (US\$2.1B), although it remains the most funded sector in Africa. While Egypt (US\$374M, 27% of funding to the sector in 2024) and South Africa (US\$306M, 22%) maintained their 2nd and 3rd positions as the most funded countries in the region from 2022 to 2023, Kenya (US\$409M, 30%) moved 3 positions up to 1st place in 2023, whereas Nigeria (US\$156M, 11%) fell from the 1st position in 2022 to 4th in 2023.

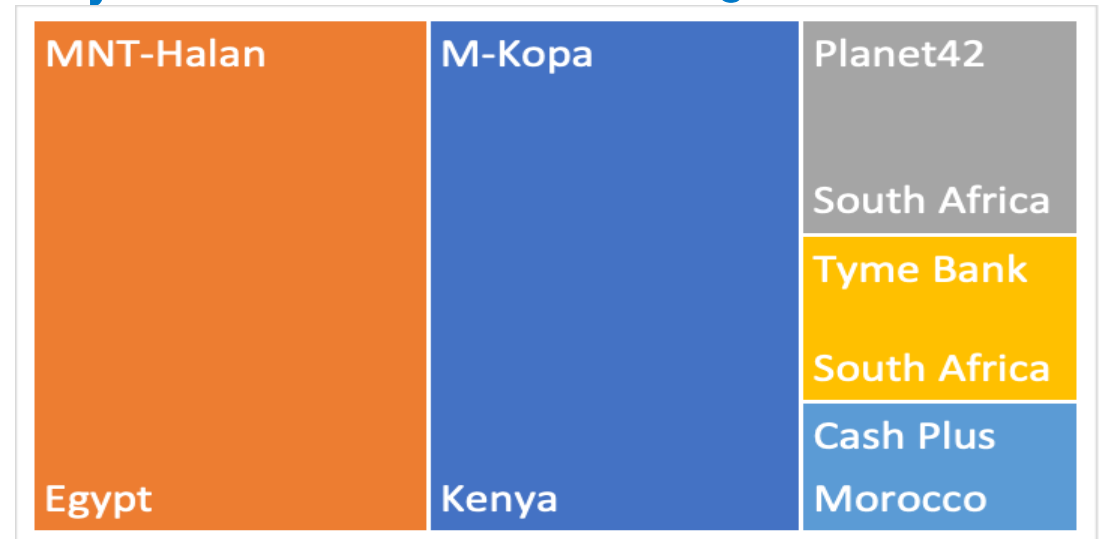
Even with lower overall funds raised within the sector, average deal size increased by 37% in 2023 (US\$11M), as compared to 2022 (US\$7.8M). Egypt's MNT-Halan attracted 25% (US\$340M) funding to the sector in 2023, followed by Kenya's M-Kopa 23% (US\$320M), South Africa's Planet42 7% (US\$100M) and Tyme Bank 7% (US\$77.8M), and Morocco's Cash Plus 4% (US\$60.5M).

Sources: DFP Internal Records (2022) | Partech Africa (2016 & 2021) | Fintech Africa (2021)

## Key Investment Countries in 2023



## Key Investments made in Fintech 2023





# FINTECH

## CHALLENGES



The fintech sector in Africa has experienced rapid growth and innovation in recent years, but it still faces some challenges. Scalability is a challenge within the continent of 54 countries, where each country has complex and differing regulatory requirements. Concerns about security, unreliability, and unfamiliarity also presents a challenge to new technologies in the financial sector. Protecting sensitive financial data from cyber threats and ensuring compliance with data protection regulations are critical challenges facing the fintech sector in Africa.



## OPPORTUNITIES

Africa's fintech sector presents numerous opportunities for innovation and growth. Fintech companies can streamline remittance processes and reduce transaction costs by leveraging blockchain, digital wallets, and cryptocurrencies to offer faster, cheaper, and more transparent payment solutions.

Many African governments are increasingly supportive of fintech innovation and are creating regulatory sandboxes and frameworks to encourage experimentation and collaboration between fintech startups and traditional financial institutions. Fintech companies can leverage this regulatory support to test new products, enter new markets, and scale their operations more effectively.

Fintech companies have access to vast amounts of data that can be analyzed to gain insights into consumer behavior, preferences, and financial needs. By harnessing the power of data analytics and artificial intelligence, fintech companies can develop personalized financial products and services that cater to the unique needs of African consumers.

# ENERGY TECH SECTOR

## Amount and No. of investments to Energy Sector

Year	No. of Deals	Amount
2017	13	\$120.0M
2018	17	\$ 194.0M
2019	21	\$ 247.0M
2020	20	\$ 148.0M
2021	40	\$ 312.0M
2022	24	\$150.708M
<b>2023</b>	<b>20</b>	<b>\$655.8M</b>

## Summary

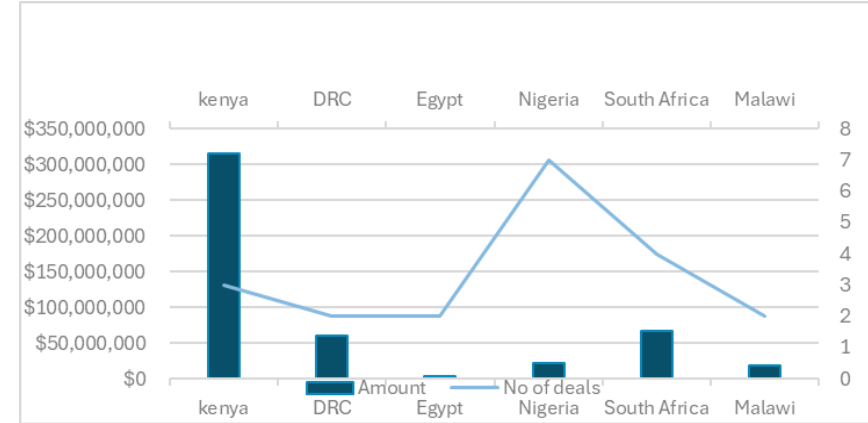
The energy sector performed exponentially in 2023. Startups raised US\$655,863,000- 27.2 per cent of the African total; and the second highest amount contributed by any sector. There was a 335.2% in growth in total funding in 2023 compared to 2022., when startups raised e US\$150,708,000 in 2022.

In terms of deals, only 20 startups raised funding in 2023, down from 24 startups in 2022. The energy space has always overperformed in funding terms, as compared to the number of startups doing the fundraising. But this is the nature of the business, requiring large amounts of funding, and often these companies are also able to attract debt finance.

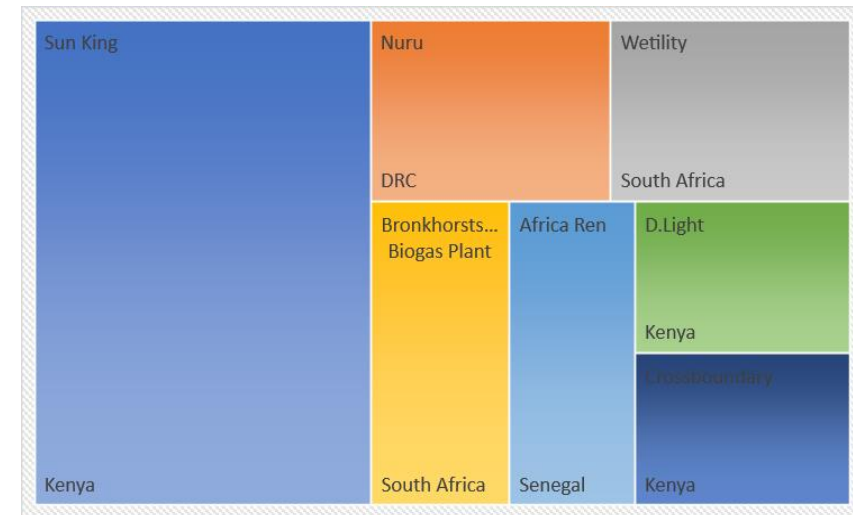
From a funds perspective Kenya was dominant with some particularly large rounds. Kenyan ventures raised US\$497,500,000 - 75.9 per cent of the energy total. This featured US\$315,000,000 raised by M-KOPA; as well as US\$150,000,000 raised by Sun King. South Africa netted US\$67,300,000 (10.3%), and the DRC secured US\$59,500,000 (9.1%). These three countries accounted for 95.3 per cent of energy funds.

Sources: DFP internal records 2022; Partech Partners 2017 - 2022.

## Key Investment Countries in 2023



## Key Investments made in Energy Tech 2023



# ENERGY TECH SECTOR

## CHALLENGES



**An Infrastructure Problem:** There is insufficient generation capacity and limited reach of transmission and distribution.

**Access to Financing:** Start-ups often struggle to secure adequate financing and risk capital. Access to funding is critical for scaling up innovative energy solutions.

**Coordination Challenges:** Weak sector coordination can lead to missed opportunities for collaboration. Instead of leveraging synergies, funds may be dispersed across duplicative programs.

**Lack of private sector regulations:** Capital intensity of the mass energy industry results in frequent monopolistic institutions set up by Governments.

These, however, offer opportunities, particularly for investments in new, scalable sustainable energy solutions to meet the expanding demand now in place.



## OPPORTUNITIES

**Clean Energy Transitions:** The global shift toward clean energy sources presents immense opportunities in renewable energy, energy storage, and grid management.

**Technological Disruption:** Start-ups can capitalize disruption from emerging technologies (such as blockchain) offer novel solutions for energy production, distribution, and consumption.

**Collaboration and Partnerships:** Progress can be accelerated by strategic collaborations between start-ups, established companies, and research institutions. Joint ventures and knowledge-sharing enhance the ecosystem.

Energy start-ups play a pivotal role in shaping the future of sustainable energy. By addressing challenges and seizing opportunities, they contribute to a cleaner and more resilient global economy.

# E-COMMERCE SECTOR

## Amount and No. of investments to E-Commerce Sector

Year	No. of Deals	Amount '000
2019	30	\$3.7M
2020	10	\$11.0M
2021	14	\$12.1M
2022	20	\$21.7M
2023	18	\$5.2M

### Summary

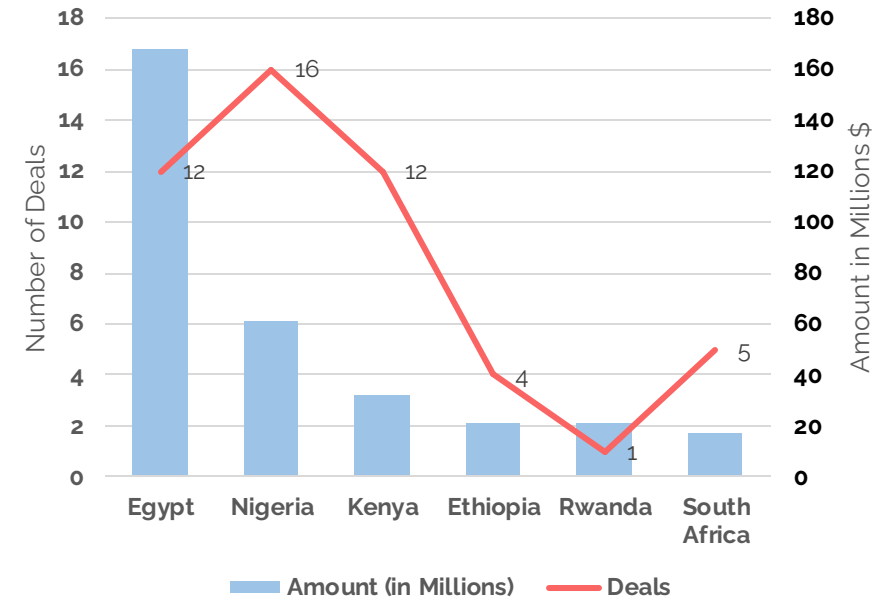
#### E-commerce Investment in Africa: A Dip, but Not a Downturn

While African e-commerce startups saw a decrease in overall investment in 2023 compared to 2022, the sector remains dynamic and promising. Funding dropped from \$526 million across 87 deals in 2022 to \$330 million across 67 deals in 2023. Despite this, significant investments were still made, with Egypt attracting the most funding (\$168 million in 12 deals) followed by Nigeria (\$61 million) and Kenya (\$32 million).

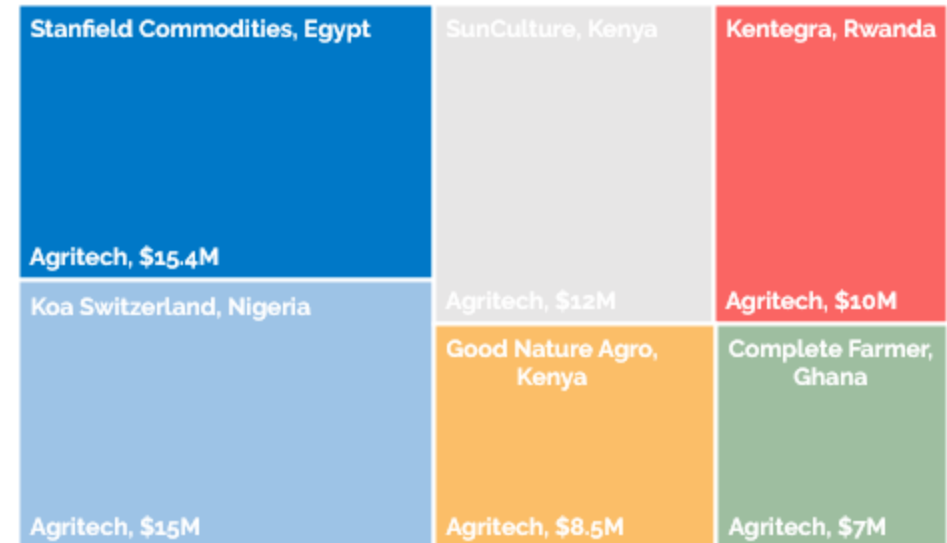
Kazyon, an Egyptian e-commerce platform, led the pack with a \$165 million raise, showcasing continued investor confidence in large players. Other notable investments included Sabi, a Nigerian e-commerce enabler (\$38 million), and Kasha, a Rwandan-Kenyan e-commerce platform (\$21 million). This diversity across countries and sectors highlights the broad potential of African e-commerce. While the funding dip might indicate a cautious market, dynamic young population, increasing internet access, and mobile phone adoption suggest a promising future for the sector.

Sources: DFP internal records 2022, 2023, Partech Partners 2020, Disrupt Africa 2019

## Key investment countries in 2023



## Key Investments made in E-commerce 2023



# E-COMMERCE SECTOR

## CHALLENGES



**Infrastructure and Logistics:** Limited internet access, Poor road infrastructure and Lack of warehousing facilities especially in rural areas.

**Payments and Trust:** Low trust in online transactions, Limited access to financial services, and Counterfeit goods and scams - Lack of robust regulatory frameworks and consumer awareness can deter potential buyers.

**Operational Constraints:** High operational costs in terms of Electricity, rent, and logistics can be expensive, impacting profitability, especially for early-stage startups.

**Competitive Landscape:** Presence of international giants: Global players like Amazon can pose significant competition for market share and resources, and Fragmented markets: Differences in regulations, languages, and consumer preferences across countries add complexity.



## OPPORTUNITIES

As e-commerce continues to grow in popularity, it's important to consider ways to make it more accessible and inclusive for everyone.

### **Leverage Mobile Commerce:**

Developing mobile commerce platforms that target rural areas with limited internet access. This can be done by utilizing USSD or SMS-based solutions. In addition, integrating social commerce with popular social media platforms like WhatsApp and Instagram can provide a seamless shopping experience.

### **Address Logistics and Delivery Gaps:**

Efficient and affordable delivery models are essential to making e-commerce accessible to everyone, especially those in rural or remote areas. Consider last-mile delivery solutions, drone-based delivery for hard-to-reach locations or time-sensitive goods and building a network of decentralized warehouses closer to consumers for faster deliveries.

### **Utilize Emerging Technologies:**

Personalizing product recommendations based on user behavior and purchase history through AI-powered recommendations can improve the shopping experience. Developing AI-powered chatbots for customer service and product inquiries can also improve accessibility.

### **Empower Rural Communities:**

Building e-commerce platforms that connect farmers directly to consumers can bypass middlemen and increase their income. Supporting rural entrepreneurs in setting up online businesses, providing tools and resources, and offering digital literacy training can help rural communities access new economic opportunities.

# MOBILITY SECTOR

## Amount and No. of investments to Mobility Sector

Year	No. of Deals	Amount
2020	19	\$ 78.0M
2021	29	\$ 187.0M
2022	21	\$ 234.3M
<b>2023</b>	<b>30</b>	<b>\$304.9M</b>

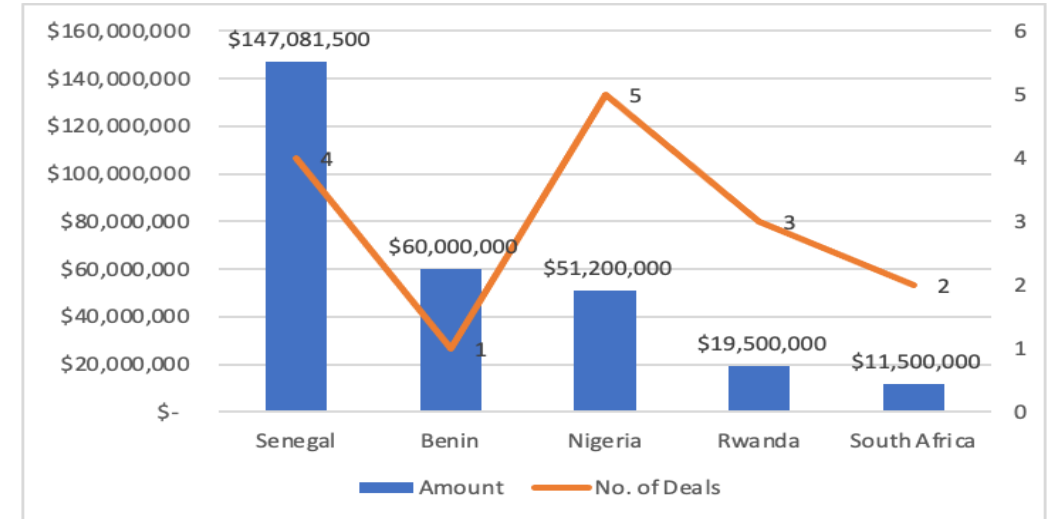
### Summary

In 2023, mobility startups in Africa raised US\$304.9M representing a 30% increase from 2022. Senegal attracted 48% of funding to this sector mainly due to Dakar Mobilite's 3 transactions totalling US\$136.6M, with a national total of US\$147M. Benin attracted 20% of deal volume (US\$60M) with its single transaction. Nigeria attracted 17% (US\$51M) of deal volume in 5 transactions. Rwanda and South Africa also attracted 6% (US\$19.5M), and 4% (US\$11.5M) of total deal volume in 3 and 2 transactions respectively.

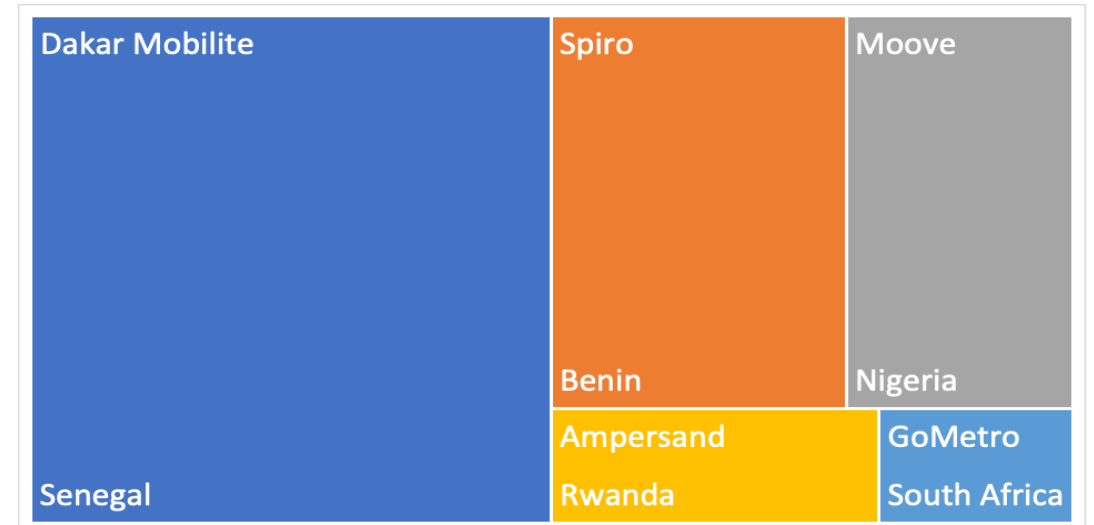
Average deal size for the mobility sector in 2023 (US\$10.2M) decreased by 9% from 2022's US\$11.2M. Other startups in the top 5 to raise funding in the sector aside Senegal's Dakar Mobilite include Benin's Spiro (US\$60M), Nigeria's Moove (US\$46M), Rwanda's Ampersand (US\$19.5M), and South Africa's GoMetro (US\$11.5M)

Sources: DFP internal records 2023, Partech Partners 2019 - 2022

## Key investment countries in 2023



## Key investments made in Energy 2023



# MOBILITY SECTORS

## CHALLENGES



Challenges in Africa's mobility sector hinder efficient transportation and movement of people and goods across the continent. Some of the key challenges include poor infrastructure including roads, railways, airports, and ports, urban congestion, limited public transportation, high cost, safety concerns and cross-border trade barriers. Addressing these challenges requires concerted efforts from governments, private sector stakeholders, and international organizations. Investments in transportation infrastructure, improvements in public transportation systems, adoption of new technologies, and implementation of policies to promote sustainable mobility are essential for overcoming the mobility challenges facing Africa.



## OPPORTUNITIES

Amidst its challenges, there are many opportunities present in the African mobility sector for investors who are willing to bridge gaps and gain many first mover advantages, especially in the rail sector. Intra-continental trade is positioned for an upward growth due to the implementation of the African Continental Free Trade Area (AfCFTA).

Investors who pursue infrastructure development and technological integration will be positioned to create jobs and aid develop economies, facilitate last mile delivery solutions, while leveraging first mover advantages to establish long term relevance on the continent. Overall, Africa's mobility sector presents a wide range of opportunities for innovation, investment, and sustainable development. By leveraging these opportunities, stakeholders can contribute to improving transportation services, fostering economic growth, and enhancing quality of life for people across the continent of an estimated 2.5 billion people by the year 2050, as projected by the United Nations.

# HEALTH-TECH SECTOR

## Amount and No. of investments to Health-Tech Sector

Year	No of Deals	Amount
2019	13	\$ 189M
2020	28	\$ 141M
2021	50	\$ 91.8M
2022	103	\$ 164M
<b>2023</b>	<b>147</b>	<b>\$ 167M</b>

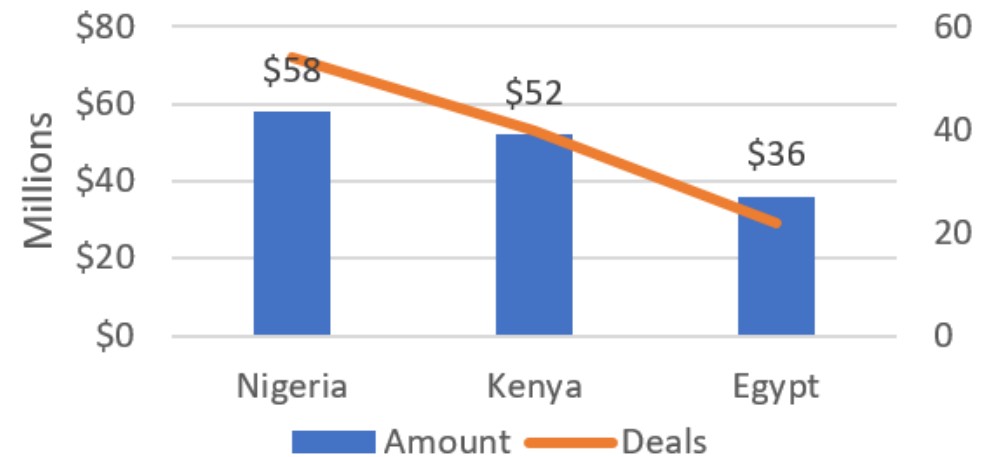
### Summary

African health-tech startups raised US\$ 167M across 145 deals in 2023 funding, 82% more than they raised in 2021 (US\$91.8M) and a little difference from 2022. About 60% of this total funding was secured by five startups: Helium Health, Remedial Health, MYDAWA, Kasha, and Yodawy. Notably, women-led startups had a boost with over a 2000% increase from \$2M(2022) to \$52M in 2023. Nigerian startups led the health-tech funding space with about 34% of the total venture capital. South Africa followed with about 19.5 percent of total health-tech sector funding.

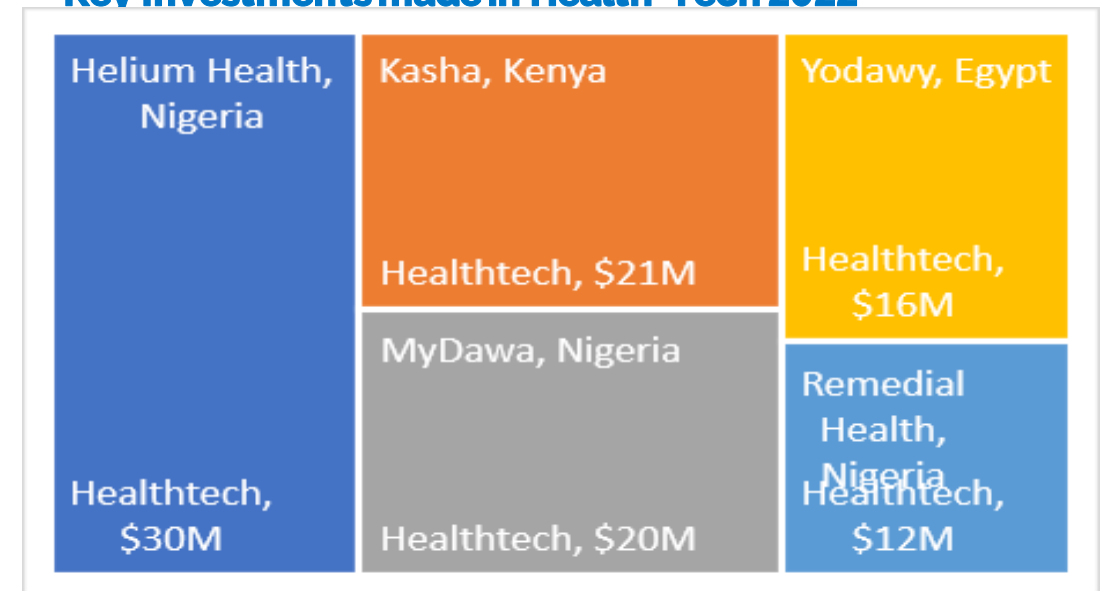
The number of investments in African HealthTech startups increased by 17% compared to 2022, but the average ticket size dropped by 15% from US\$1.6 M in 2022 to US\$1.1 M in 2023. Online pharmacy solutions attracted investors the most in 2023, capturing about 38% of all funding. This was attributed to Series B rounds to MYDAWA, Kasha, and Yodawy.

Sources: Partech partners reports (2017-2020), DFP Internal records (2022)

## Key investment countries in 2023



## Key Investments made in Health-Tech 2022





# HEALTH-TECH SECTOR

## CHALLENGES



While the African healthtech sector presents significant opportunities, it also faces several challenges that need to be addressed for sustainable growth and impact. Some of the key challenges in the African healthtech sector include limited access to digital infrastructure, healthcare funding and investment, undefined regulatory and policy environments, limited interoperability of services, and cultural or societal belief systems that oppose modern solutions.



## OPPORTUNITIES

The African healthtech sector is experiencing significant growth and presents numerous opportunities for innovation, investment, and impact. Opportunities exist for investors in developing both primary and advanced solutions to serve the vast and different needs of the continent including telemedicine solutions to take advantage of increased digital participation, medical device innovation, developing robust healthcare supply chains, increasing healthcare analytics by taking advantage of the wide African gene pool, and fostering partnerships and collaboration amongst ecosystem players to bring holistic healthcare solutions to clients.

# AGRI-TECH SECTOR

## Amount and No. of investments to Agri-Tech Sector

Year	No. of Deals	Amount
2019	-	\$80.8M
2020	18	\$179.0M
2021	42	\$277.0M
2022	93	\$202.8M
<b>2023</b>	<b>50</b>	<b>\$110.5M</b>

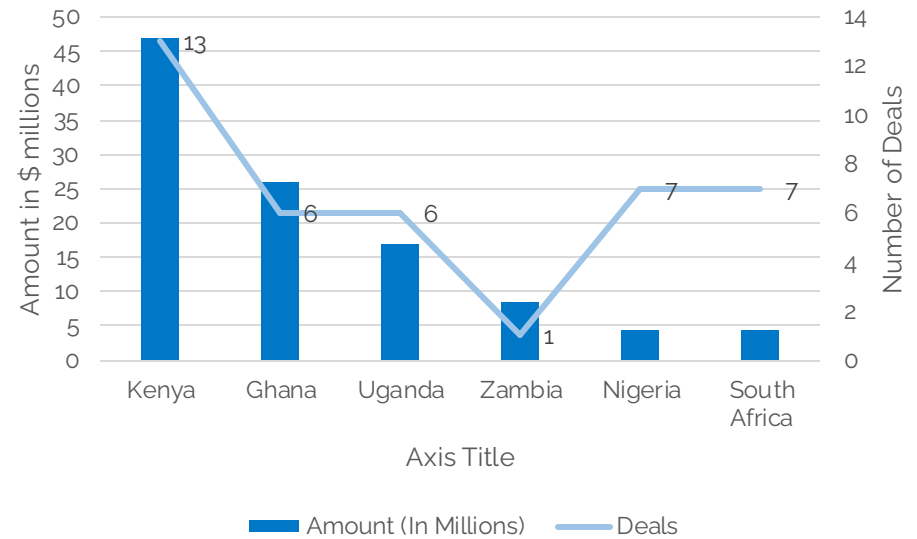
### Summary

While Agritech funding in Africa saw a moderate decline in 2023 compared to 2022 (\$110 million vs. \$187 million), the sector continues to attract significant investor interest. This resilient performance is evident in the 50 deals that took place throughout the year, showcasing continued belief in Agritech's potential to transform the continent's agricultural landscape.

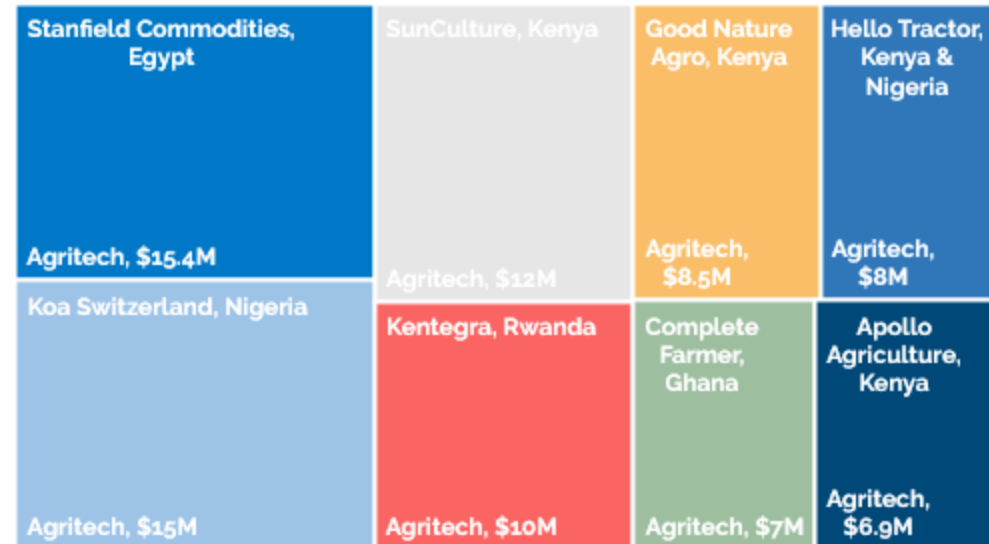
Among the top-funded startups, we see a diverse geographical spread, with companies from Egypt, Nigeria, Kenya, Ghana, and Uganda securing notable investments. Stanfield Commodities (Egypt - \$15.4M), Koa (Nigeria - \$15M), and SunCulture (Kenya - \$12M) lead the pack, highlighting the varied approaches taken by successful Agritech ventures. Notably, Kenya emerged as the top-funded country, attracting \$47 million across 13 deals, closely followed by Ghana and Uganda, demonstrating the growing regional dynamism in Agritech investment. While a slight dip, this trend suggests a promising future for African Agritech, primed for innovation and further growth.

Sources: Partechpartners (2019-2020) | DFP Internal records 2022, 2023

## Key investment countries in 2023



## Key Investments made in Agri-Tech 2023



# AGRI-TECH SECTOR

## CHALLENGES



## OPPORTUNITIES

**Infrastructure and Access:** Limited access to reliable internet and electricity, Poor rural infrastructure and Fragmented land ownership.

**Financial and Market Barriers:** Limited access to finance, Volatile market prices and Limited access to markets

**Technological and Knowledge Gaps:** Farmers lack the knowledge and skills to use digital tools and platforms effectively

**Climate change:** Droughts, floods, and other extreme weather events disrupt agricultural production and threaten livelihoods.

**Pest and disease outbreaks:** Limited access to resources and knowledge can make it difficult for farmers to manage pests and diseases effectively.

**Policy and regulatory hurdles:** Unclear or restrictive policies can discourage investment and innovation in the Agritech sector.

**Precision Agriculture:** Develop sensor-based solutions, offer data-driven insights and promote drone technology.

**Digital Marketplaces and E-commerce:** Create platforms connecting farmers directly to consumers, facilitate access to agricultural inputs and develop blockchain-based solutions to enhance transparency and traceability in agricultural supply chains.

**Financial Inclusion and Access to Credit:** Either through mobile-based payment solutions, and partner with insurance companies to offer weather-index insurance to mitigate risk and protect farmers' income.

**Post-Harvest Management and Value Addition:** Develop cold storage and processing facilities, promote innovative drying and preservation techniques and connect farmers to food processing companies.

**Climate-Smart Agriculture:** Develop drought-resistant and heat-tolerant crop varieties, water-efficient irrigation technologies and Offer carbon sequestration solutions to help farmers participate in carbon markets and generate additional income.



DOUBLE FEATHER PARTNERS

# OUR SERVICES

Advisory & Research



# OUR KEY NETWORK AND FOOTPRINTS

Our strength comes from the high level of trust and knowledge earned from our extensive network of Japanese and overseas private and public organizations developed through our advisory business.



## Investors

A network of institutional and individual investors is not only in Japan, but also Europe and Africa.



## Countries

Rwanda, Kenya, South Africa, Nigeria, Ghana, Uganda, Djibouti, etc.



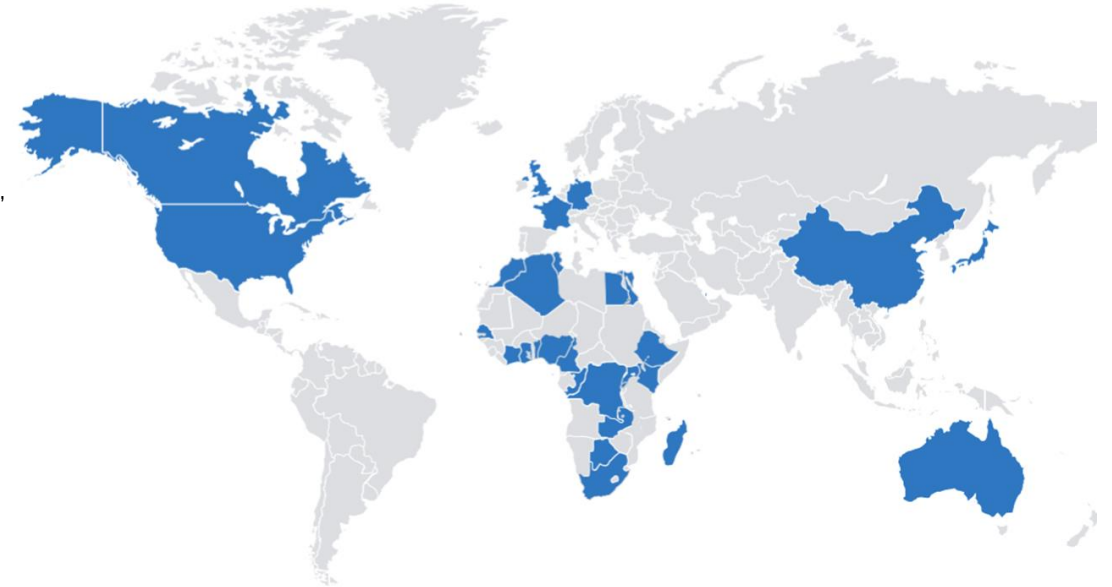
## African Startups

A network covering a wide range of regions and industries, strengthened by comprehensive local hands-on support.



## Verticals

Healthcare, mobility, insurance, fintech, logistics, satellite business, etc.



### International Organizations and DFIs



### Government and Public Agencies



### Professional Firms



# TEAM

DFP's VC team has 50+ years of combined professional experience covering relevant fields.

Investing in Africa and executing internationally with experienced and global-minded professionals.

## MANAGEMENT TEAM



**KOHEI MUTO**  
CEO

Morgan Stanley



**YANNICK GAYAMA**  
Managing Director



**ALBERT MBITHI**  
Associate



**KAMIL MOHAMED**  
Manager



**Gerelmaa Vangun**  
Program Officer



**ADAEZE GBUTOR**  
Associate



**FRANK ACHEAMPONG**  
Analyst



**OLUWATOSIN ADEWALE**  
Analyst



**EMMA KISEREMA**  
Analyst

**35+**  
years in the  
**Financial Sector**

We know the  
**industry**

**20+**  
years in  
**Investment Banking**

We master  
**Finance And Strategy**

**15+**  
years  
**PE, VC, Trading & FOF**

We know  
**investment vehicles**

**18+**  
years of  
**Entrepreneurship**

We recognize  
**founders**

**10+**  
years of  
**Consulting**

We are  
**problem solvers**

**4**  
**Languages**  
(ENG, FR, JP, Arabic)

We got **Japan, Africa & The World** Covered

# ADMIN / LEGAL AUDITING

Investing in Africa and executing internationally with experienced and global-minded professionals from IQEQ, Arendt, MOFO, MMN, EY.

## ADMINISTRATION



**FRANCESCO CAVALLINI**  
Client Relationship Director at  
IQEQ



**HAKAN OZKAN**  
Senior Business officer  
at IQEQ



## LEGAL COUNCIL



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& Medernach



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## AUDITING



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**LAURENT CAPOLAGHI**  
PE Leader at EY Luxembourg



# ADVISERS

Investing in Africa and executing internationally with experienced and global professionals from Africa, US, Asia, Europe



**SIMON GUPTA**  
Managing Director  
at Broadpeak



**YOICHI YOSHIMURA**  
Partner at Try Hard  
Investments



**TOMOYUKI NAITO**  
VP and Professor KIC



**AI TANAKA**  
MBA Candidate  
at HEC Paris



**LEV RASLIN**  
Strategic Partnerships  
at Google



**VINCENT CHAN**  
Director at UBS



**CHRIS LEE**  
VP of Operations  
at Pomelo, Inc.



**KEN KAO**  
Head of Engineering at Meta



**VICTOR LUONG**  
CEO at Nanoco Group



**NASIR ZUBAIRI**  
CEO of the LHoFT





# PARTNERS



An African tech accelerator that runs Corporate Open Innovation challenges throughout the African continent. Going into its fifth year, AfricArena has the privilege of operating in three key spheres that underpin <https://www.avca-africa.org/>



Djibouti Telecom is constantly innovating to provide its customers with the latest technologies at affordable rates. <https://www.djiboutitelecom.dj/>



The Japan International Cooperation Agency is a governmental agency that delivers the bulk of Official Development Assistance to the government of Japan. <https://www.jica.go.jp/english/index.html>



A pan African boutique consulting firm, headquartered in Nairobi, Kenya, that aims to improve access to equitable healthcare in Africa. <https://www.ahb.co.ke/>



Smart Capital is an advisory company with professionals who have extensive experience in business investment and corporate management. <http://smartcapital.jp/>



The LHoFT is Luxembourg's dedicated Fintech centre, where finance and technology interact to foster innovation and develop solutions to shape the future of financial services. <https://lhof.com/en/>



KiliMOL, a subsidiary of MOL is a Japanese shipping and logistics company. The company purpose is to contribute to a food secure society and create an opportunity for agricultural transformation in Africa. <https://kilimol.net/en>



BSC is an integrator and service provider of innovative ICT solutions based on broadband connectivity. <https://bsc.rw/>



Kyoto, once the capital of Japan, is a city on the island of Honshu. It's famous for its numerous classical Buddhist temples, as well as gardens, imperial palaces, Shinto shrines, and traditional wooden houses. <https://kyoto.travel/en/>

# 2024 ROADMAP

## January to March

- JICA NINJA Accelerator in Kenya Cohort 3.
- GlobalXpander with Tokyo Metropolitan Government.
- Double Feather Ventures Tokyo-Luxemburg Impact Program, Phase 1.

Q1

## April

- Announcement of the 3<sup>rd</sup> JICA NINJA Accelerator in Kenya .
- UNDP Meet the Toshikas Program to Zambia, Angola, and South Africa

## May

- UNDP Meet the Toshikas Investment Readiness Support Program.

Q2

## September

UNDP Meet the Toshikas Japan Roadshow

## September

JICA NINJA Accelerator 4th Cohort in South Africa Tokyo-Luxemburg Impact Program, Phase 1

Q3

## Quarter 4

To be announced.

Q4

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