Small and Growing Businesses

5 – 250 employees
Seek growth capital from $20,000 - $2 million

Too large for microfinance, too small for traditional commercial capital
The SGB Sector

Private Equity

- Commercial investment
- Blended capital investment
- Social impact investment
- Grants for capacity building

- Traditional private equity provider
- Capital only provider
- Capital and capacity building provider
- Capacity building only provider

- Medium businesses
- Small and growing businesses

Microfinance

- Microfinance provider
- Microfinance clients

$2m

$20k
ANDE Membership: Reflects SGB Sector

- Capacity Development Providers: 38%
- Investors: 28%
- Corporations & Corporate Foundations: 7%
- DFIs & Donors: 4%
- Foundations: 8%
- Research & Advisory Service Providers: 7%
- Sector Associations: 3%
- Academic Institutions: 5%

Note: As of Sept. 3, 2015
ANDE Activities
ANDE’s Value Propositions

- Knowledge Sharing
- Learning Labs
- Metrics and evaluation
- Training
- Fundraising resources
- Research
Impact Investing in East Africa
DFI Direct Impact Investments by Sector

FIGURE 3: DFI DIRECT INVESTMENTS BY SECTOR

USD MILLIONS

Agriculture  Construction  Consumer Goods  Education  Energy  Extractive  Financial Services  Healthcare  Infrastructure  Manufacturing  Tourism  Other

# OF DEALS

Capital disbursed
Deals

Source: Open Capital Research
Non-DFI Impact Investments By Sector

Source: Open Capital Research
Tech-Enabled Start-up Funding

--- TOP SIX COUNTRIES IN NUMBERS ---
STARTUPS THAT RAISED FUNDING

45 South Africa (36% total)
30 Nigeria (24% total)
18 Kenya (14.4% total)
8 Ghana (6.4% total)
5 Egypt (4% total)
5 Tanzania (4% total)

Source: Africa Tech Start-Up Funding Report by Disrupt Africa
Technology Enabled Impact Businesses

**TOP FUNDED SECTORS**

- **SOLAR** 32.9% of funds
- **FINTECH** 29.6% of funds
- **E-COMMERCE** 9.7% of funds
- **E-HEALTH** 5.85% of funds

Source: Africa Tech Start-Up Funding Report by Disrupt Africa
Sources

- The Landscape for Impact Investing in East Africa - Open Capital Advisors and the Global Impact Investing Network
- Africa Tech-Start-up Funding report 2015 - Disrupt Africa
- Tech in Africa Report - I-Dev International
Thank You!
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