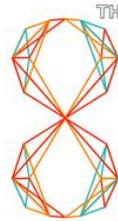


POWERED BY



TH**SANKALP
AFRICA
SUMMIT**



MARCH 2-4, 2021

SANKALP AFRICA SUMMIT 2021 POST-EVENT REPORT

APRIL 2021

PREPARED BY MARGARET NAKUNZA, ARIELLE MOLINO,
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FROM THE ORGANIZERS

The Sankalp team embraced the move to a fully virtual platform for the Sankalp Africa Summit 2021. Primed by our first-ever virtual event, the Sankalp Global Summit 2020, we were prepared to leverage the virtual world for all it is worth. We were able to reach a more diverse audience than ever before and broke outside the East Africa limitations that are inherent with in-person events. We had viewership from nearly every country in Africa - for the first time, a truly *African* Summit.

We know that networking is the most important reason people come to Sankalp, and thanks to newly embraced technology, networking for participants was easier, and more strategic than whom you happened to bump into while standing in the coffee line. A virtual event was not without its challenges and key among them was programming for a global audience spread out across nearly 20 timezones. At our in-person events, we had numerous participants from the United States of America, Canada, and Europe, which prompted us to add late-night programming (Slumber Parties!) targeted at the international investment community and these were very well received.

We extended programming to three days, and filled every minute of it with structured networking opportunities, small group discussions, panels, workshops, dealrooms, and more - who said that virtual events are boring? We had a ton of fun, drank a lot of coffee (and a little champagne!), monitored a lot of internet traffic, managed hundreds of Zoom and Whereby sessions and breakout rooms, and hopefully changed the dynamic of virtual events for the future.

As we look to the future, we know that 1,000+ person physical events are probably not going to be possible any time soon - particularly in emerging markets, where vaccination rates remain low. If you joined us for the Africa Summit 2021, I hope we convinced you that virtual can be just as good as, if not better than, in person! If you didn't participate this time around, we hope you will at our upcoming events. The [Sankalp Global Summit 2021](#) is scheduled to take place virtually on October 12-14, 2021, and the Sankalp Africa Summit 2022 will take place (mostly) virtually from March 1-3, 2022.

Until we see you again, stay safe and stay healthy!



Sankalp Africa Lead



SECTION 1

THE SUMMIT

ABOUT SANKALP

Launched in 2014, the annual Sankalp Africa Summit has grown to be the largest convening of its type in the region. It supports the regional entrepreneurship ecosystem and builds channels for learning and replication between emerging markets in the Global South. Entrepreneurs remain at the core of Sankalp Forum's mission, and each year through the Sankalp Awards, we source, screen, and support high potential enterprises in their capital raise and with global exposure.

Due to the ongoing pandemic, the Sankalp Africa Summit 2021 was fully virtual and engaged 1,204 participants from the Americas, Europe, Asia, Australia, and Africa. Due to increased virtual access, we saw a huge rise in engagement from across the African continent. Through both our virtual platform and our live stream sessions via Facebook, Sankalp reached an audience from 90 countries around the globe, 51 of which are from Africa.

We had an incredibly diverse representation of stakeholders including entrepreneurs, investors, philanthropists, academic institutions, entrepreneur support organizations, and DFIs all of whom represent every impact sector.

Sankalp is inherently a collaborative effort, and it is through your support that we are able to grow Sankalp as a platform, for and by the impact entrepreneurship community.



AFRICA SUMMIT 2021 OVERVIEW



1,204 PARTICIPANTS



262 SPEAKERS



390 ENTREPRENEURS

**90 COUNTRIES
ENGAGED**



**240+ HOURS OF
NETWORKING**



**2,229
MEETINGS SET**



185 FINANCE PROVIDERS



**210 ENTREPRENEUR
SUPPORT
ORGANIZATIONS**

A WORD FROM OUR ATTENDEES



I have been attending the Sankalp Africa Summit over the years. However, the 2021 summit was exceptional, more so because it was virtual. I particularly enjoyed the ease that the networking platform provided. With a click of a button, I could identify who I wanted to connect to, based on whether their profiles and interests aligned to mine. This made networking easier in comparison to if it were an in-person event. As such, I was able to hold 20-30 quality meetings with potential Startups/SME's & Ecosystem Partners.

Andrew Gwadiva, GreenTec Capital GmbH



The Sankalp Forum is incredibly important for us at the Africa Prize to provide a networking platform for our entrepreneurs. This year was particularly tricky with COVID restrictions, with varying levels of restrictions across SSA. With a virtual event, we were able to ensure our entrepreneurs still participated without the pressure and cost of travel...It was easier to have organic and targeted conversations on the chat box... when you were in a session, you had a welcome prompt and possibility to chat with a participant. This is less overwhelming than an in-person event where you need to walk the room to find the person you need to speak to!

Wariara Waireri, Royal Academy of Engineering



Excellent networking opportunities. I'm in Rwanda, where there are not many impact investors who are active, so it was great to feel I was up to date with the ecosystem. Also an easy way for me to learn about the ecosystem in neighbouring countries... I found networking way more efficient virtually thanks to the 20-minute slots and the ability to identify useful connections quickly.

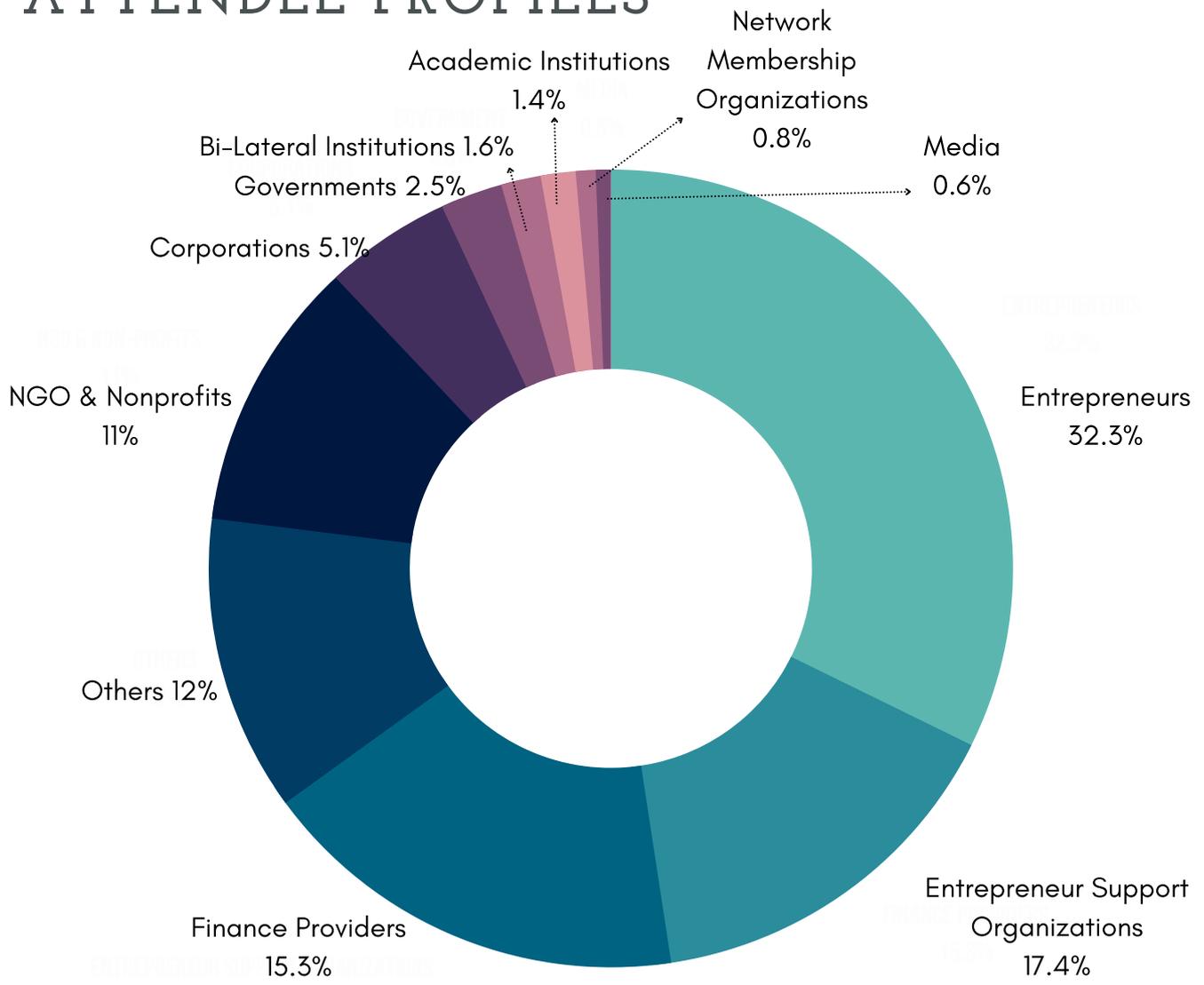
Joanna Nicholas, East Africa Investments



One thing that stood out for me from the Sankalp Africa Summit was the inclusivity of the participants in the discussions, which was very interactive and felt nice that my personal views could be heard and the burning questions that I had were tackled perfectly well in real-time by great minds across the Globe. This would hardly happen for physical sessions.

Wayne Dwallow, Energy4Impact

ATTENDEE PROFILES

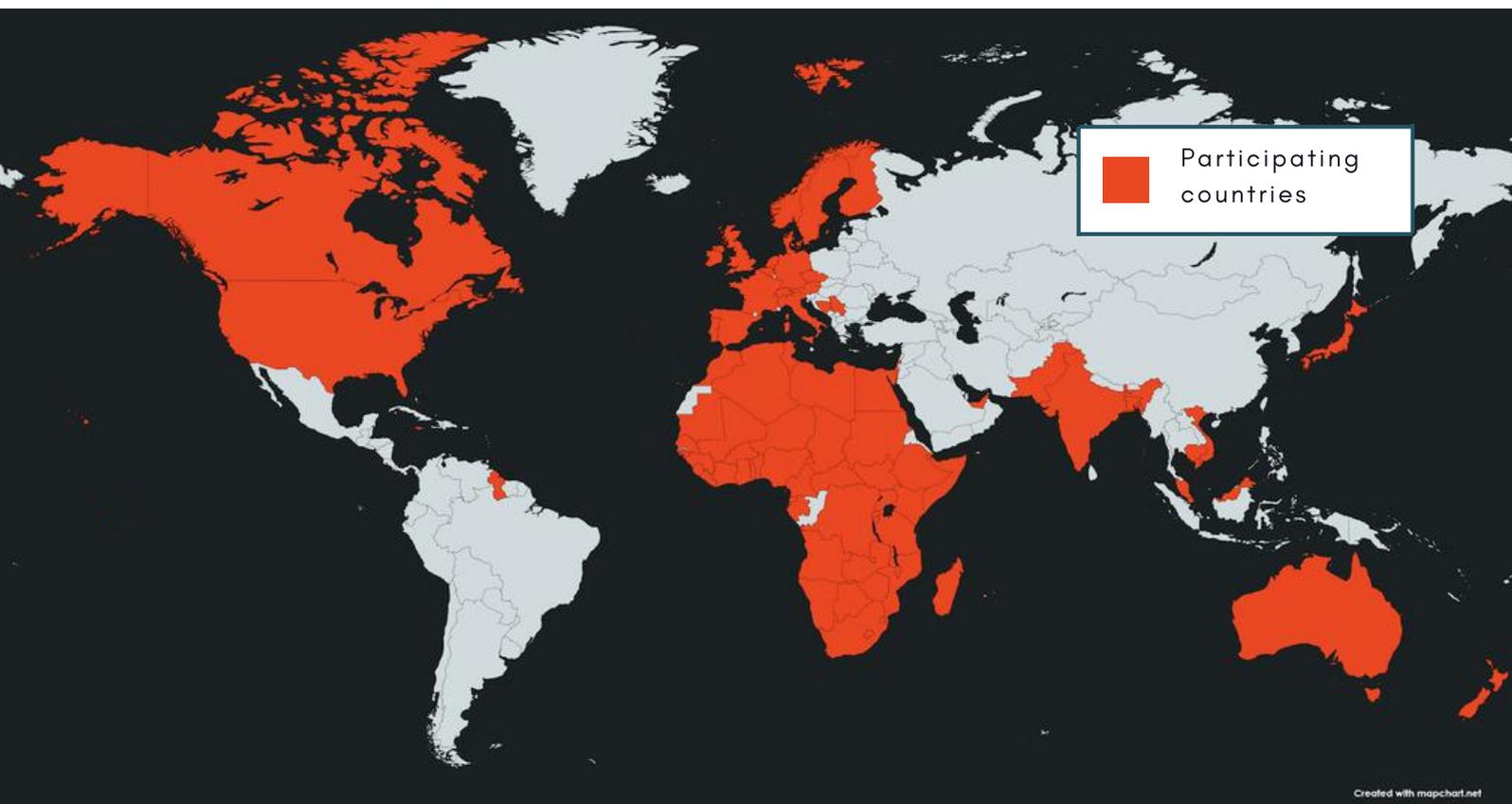


GEOGRAPHIC REACH

This year, Sankalp virtually reached an audience from 90 countries around the globe, through both our virtual platform and our live stream sessions via Facebook. The attendees were from diverse sectors working on creating social impact in their respective communities. We received the bulk of our participants from Kenya, the United States of America, Uganda, India, the United Kingdom, Rwanda, the Netherlands, Nigeria, South Africa, and many more countries.

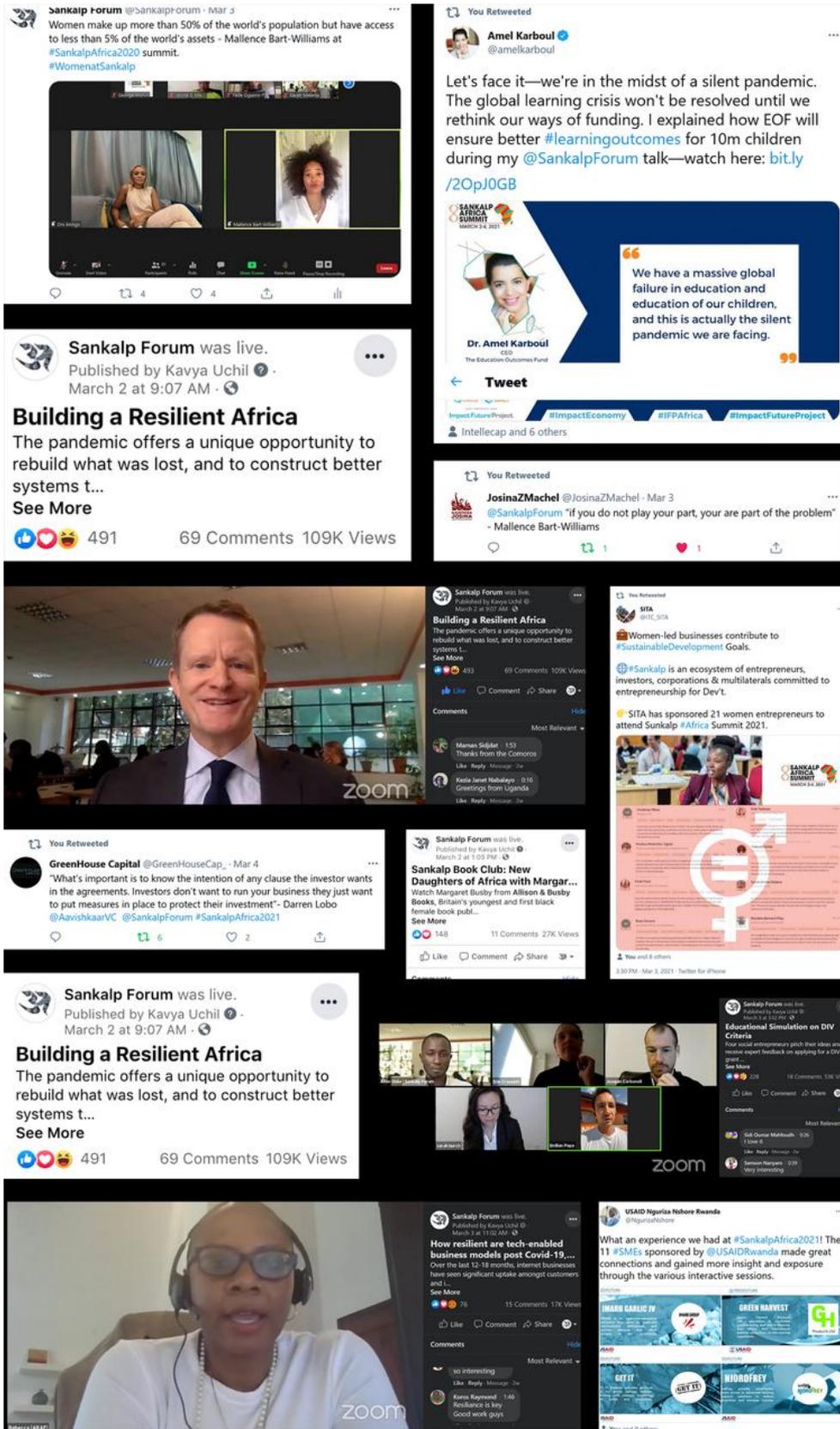
Additionally, we registered a few countries that we saw for the first time attend the Africa Summit such as Togo, the Democratic Republic of Congo, Angola, and Vietnam.

Where Participants Joined from Across the Globe

Created with mapchart.net

DIGITAL REACH

Throughout the period of the summit, we reached **11.3 million impressions** across our social media platforms, and **365,898 views of live-streamed sessions on Facebook**.

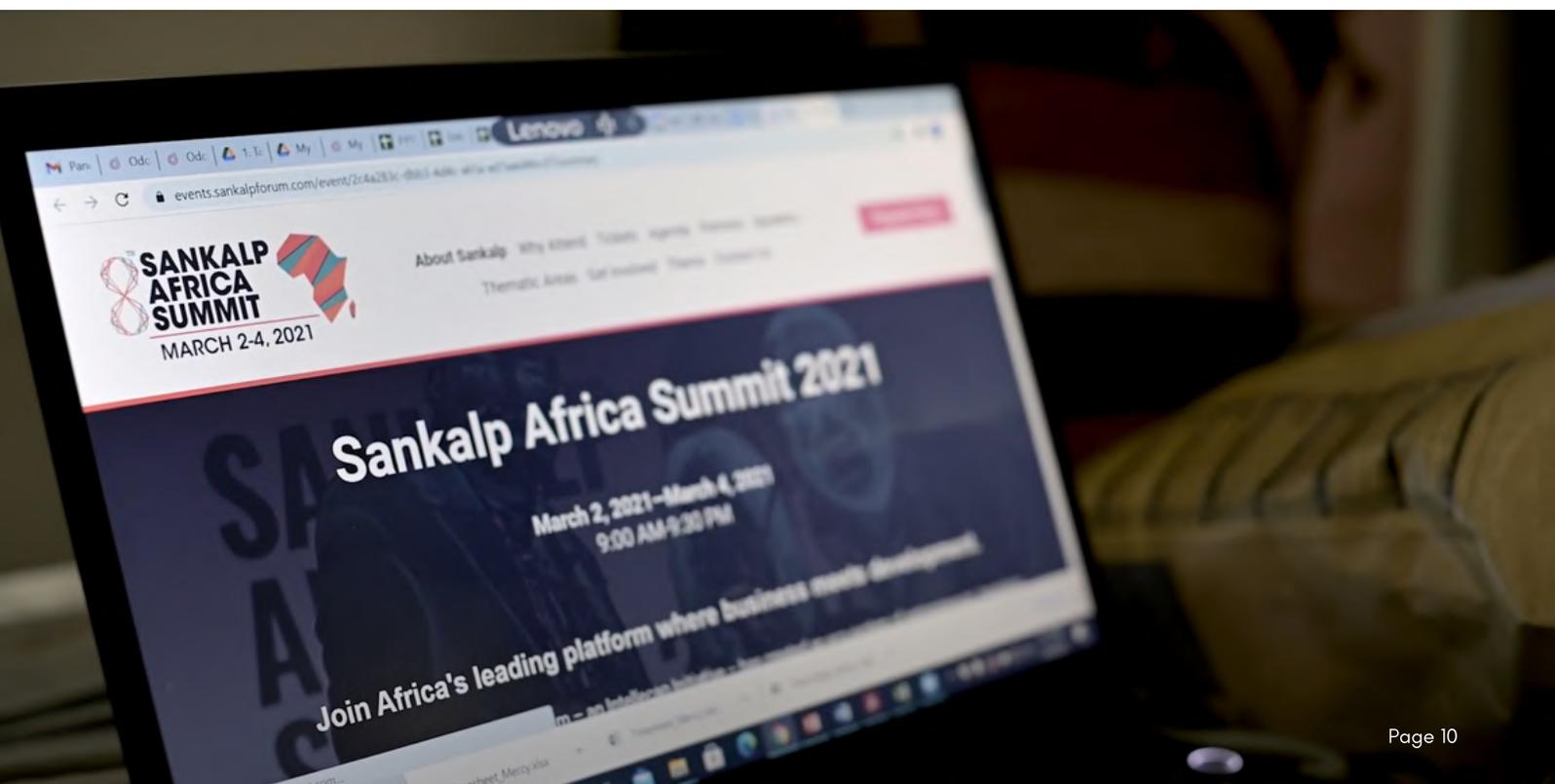


THEME

A RESILIENT AFRICA - FORGING SOLUTIONS FOR THE IMPACT ECONOMY

2020 was an intense year for all of mankind. The once-in-a-lifetime pandemic that humanity is facing has caused suffering and death due to strained health systems, loss of livelihoods, and economic losses all over the world. Even systems and civilizations that thought they were beyond reproach have been affected and the inequalities in the world are glaring now more than ever. For the continent of Africa, where health systems were fragile to begin with, where the informal economy carries the day, and where many nations are still in the adolescence of leadership and governments - the pandemic came with unique challenges. Due to the pandemic, Africa faced not only a health crisis in 2020, but an economic crisis to come in 2021.

However, the shake-up is not without its key lessons. The pandemic offers a unique opportunity to rebuild what was lost and to construct better systems that will benefit everyone regardless of geographic locale, age, gender, and socio-economic status. A Nigerian proverb says, "In the moment of crisis, the wise build bridges and the foolish build dams." As we continue to navigate this crisis, let us build bridges for Africa to recover from the pandemic, to grow the economy's resilience from future shocks, and to address development challenges sustainably.



Some of the critical areas that need rebuilding are:

- **Rebuilding a resilient, universally accessible health system** capable of rapidly detecting, assessing, reporting, and responding to health issues across the world. While the Covid-19 pandemic has strained health systems across the world, sub-Saharan Africa has long struggled with multiple disease burdens, including lower respiratory tract infections, HIV/Aids, diarrhoea, malaria, and tuberculosis. These diseases consistently account for far more deaths annually in sub-Saharan Africa than what the world has experienced in the last 12 months due to Covid-19.
- **Rebuilding robust global and local institutions** that can bring people and nations together. These institutions would not only prepare countries for potential health-related threats but also take up the responsibility of improving people's health across the spectrum should such a pandemic strike again, as well as any other threats mankind may face. Aside from building partnerships between impact-focused healthcare entrepreneurs and larger, more established organizations in the healthcare space, public as well as private institutions in finance could work towards greening financial systems where they exchange experiences, share best practices, and contribute to the development of the financial sector, all in an effort to mobilize financing to support the transition toward a sustainable economy.
- **Improving equity across the human race.** The decades preceding COVID have been marred by inequality across social, and economic lines. There needs to be an increased conscious effort to eliminate social and economic injustices. Of the top ten most unequal countries in the world, five are African. This can be attributed to a variety of factors including corruption, land rights, access to knowledge and technology, unfair tax systems, and violence and conflict, to name a few. Until we put systemic measures in place to address these issues, inequality in Africa will persist, just as it has since colonial times.
- **Improving the quality of steward leadership**, stressing better accountability, and investing in public trust. Leadership-driven campaigns like 'wear a mask, wash your hands, maintain social distancing' all of which help reduce the spread of COVID have worked well in some parts of the World. However, many countries continue to face issues like grand corruption that plagues public offices meant to mobilize resources to help citizens fight the effects of unforeseen circumstances like COVID, and during other difficult times. There needs to be better accountability in this respect to ensure allocated resources are used for the intended purpose at all times.
- **Access to quality data and a sharper focus on non-financial data** is a critical factor for rebuilding a better Africa. Less than half of the SDG indicators in Africa are accompanied by data, which means not only is it nearly impossible to track progress accurately, but it makes it incredibly hard to develop effective development or crisis response strategies (as we saw with Covid-19). Aside from this, there needs to be a better intent at implementing evidence-based decisions as a theme from an environmental, social, and governance standpoint.

How then can we implement much needed change across these five key areas to build resilience in Africa?

By integrating the vision that impact entrepreneurs bring to the table to make these dreams a reality. In healthcare, for example, tapping into rapidly scaling innovation such as telemedicine for diagnostics, therapeutics, vaccines development and deployment is the way forward. This executed in partnership between enterprises that can rapidly evolve, and pivot will keep the world well ahead of the disease curve.

Similarly, adopting entrepreneur-developed immersive technology that levels the playing field for disadvantaged groups by providing them with the tools to take advantage of educational and learning materials irrespective of demographic factors, and improving their livelihoods will ensure that no one gets left behind.

Finally, setting up open systems to monitor and assess leadership in the public sector, through technology like public Blockchain, will provide the necessary data to make decisions that have a net positive effect towards achieving the SGDs. Assuming we see a change in these five key areas, we will be able to build resilience in Africa. By leveraging the assets that Africa already has, we will be able to not only forge new solutions to drive Africa's recovery but build back Africa's impact economy stronger than ever before.



SANKALP AFRICA SUMMIT AGENDA

The Sankalp Summit's agenda is curated with the entrepreneurship ecosystem in mind and is designed to help all participants derive maximum benefit from the wealth of knowledge, capital, and networks at Sankalp. In this regard, the Sankalp Africa Summit 2021 featured over 50 informal and formal sessions, facilitated by 262 speakers from the social impact community including thought leaders, industry experts and entrepreneurs. Our aim is to be inclusive and participatory - and across our sessions, we included entrepreneurs as key speakers as well as beneficiaries to bring together the complete discussion of Sankalp.

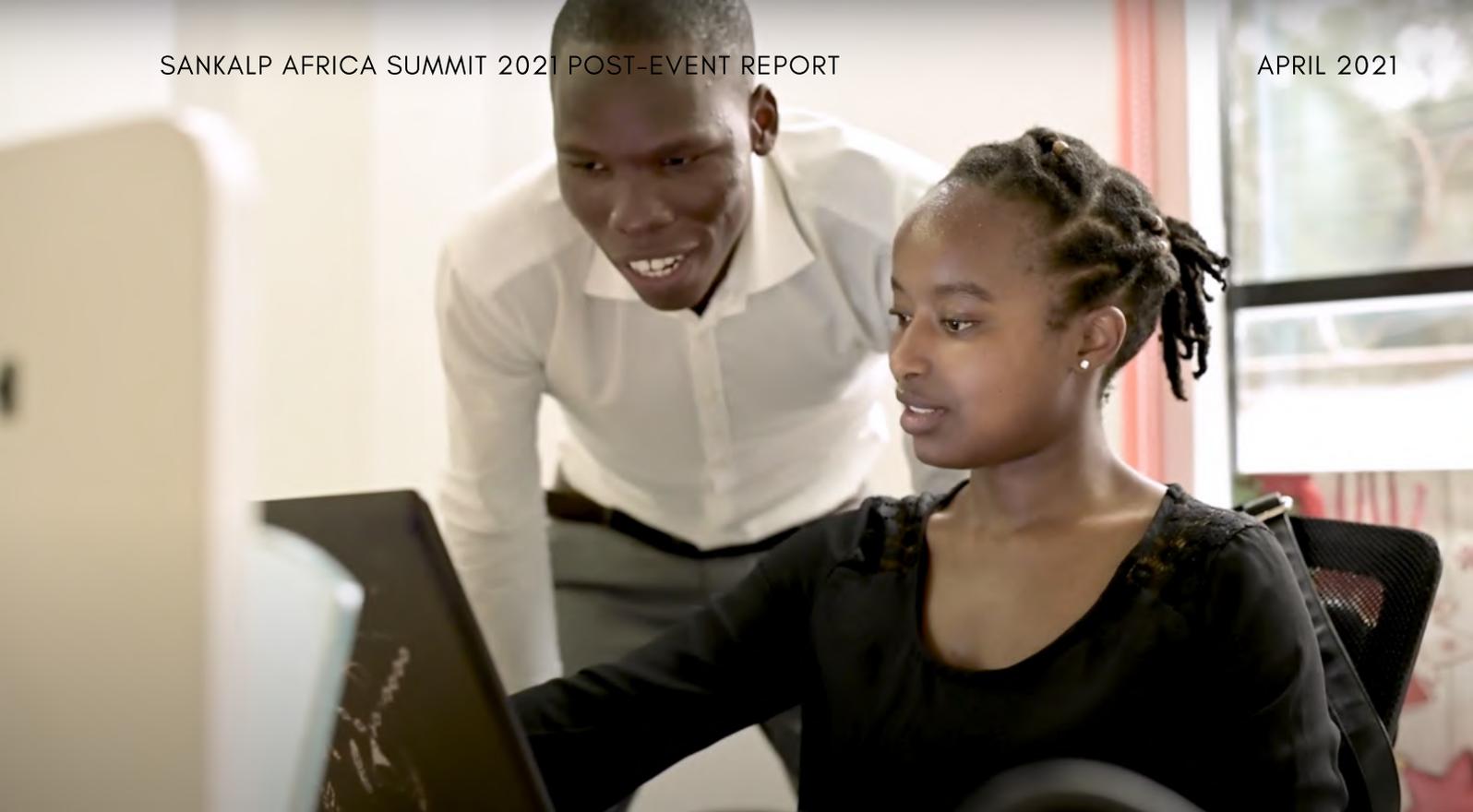
Some of the sessions across various formats and sectors included:

Impact Investing

- Biases Against Local Startup Enablers: How Can We Get More Funding to Local Organisations?
- Building Africa's Industry to Global Competitive Levels
- Find Your Next Investment Destination: SDG Investor Maps as a Market Intelligence Tool for Investors
- Borrowed Trust: The Case for Investing Very Young With Structured Exits
- Faith Weds Investing: What can Capital Learn from Faith
- Better Aligning Impact Investing Worlds and Expectations: Funders in Europe/US vs Needs of Local innovative Startups
- Top 3 Reasons Why Early Stage Deals Fall Through in Africa: Who is to Blame?
- Investor to Investor Matchmaking
- Masterclass: Tips and Tricks for Investing in African Startups
- Entrepreneur - Investor Deal Room
- Entrepreneur Slumber Party Showcases (for seed stage, early growth stage, and growth stage enterprises)

Gender & Investing in Women

- Sankalp Book Club: New Daughters of Africa with Margaret Busby
- Main Plenary: Rising Woman Africa
- Stories From the Field: Understanding the Socio-Economic Impact of GII on Women
- Women at Sankalp
- Female Founders' Deal Room



Climate, Energy, and the Environment

- Main Plenary: Answering Africa's SOS Call for a Climate Resilient Future
- Investment Perspectives on Energy Access: The View from Different Angles
- Opening Plenary: Answering Africa's SOS Call for a Climate Resilient Future
- Climate-smart Fintech: A Marriage for Resilience
- Conserve What the Future Deserves: Livelihoods to Sustain Biodiversity
- The Role of North-South Partnerships in Delivering Universal Energy Access
- No Time to Waste: Towards a Circular Economy in Sub-Saharan Africa
- Masterclass: Structuring Blended Finance for Energy

Agriculture & Nutrition

- Healthier Foods, Longer Lives: Enhancing Access to Nutritious Foods in East Africa
- Financial Inclusion Tools to Catalyze Investments In Agriculture Value Chains
- Racing To Scale Technology-Enabled Sustainable Food Systems in Africa
- Bigger is Better: Building Sustainable Farmer Aggregation Models
- Connect & Grow: Moving Innovative Ideas to Action Through Networking and Financing Opportunities for Healthier Food Systems

For Entrepreneurs Only: Masterclasses, Workshops, and Clinics

- Masterclass: Negotiating with Investors
- Business Clinic On Packaging & Branding
- Community Solutioning
- Workshop: Introduction to "Creating a High-Quality Investment Journey"
- Educational Simulation on USAID DIV Criteria
- Introduction to Market-Creating Innovation Bootcamp
- Workshop: Sustainable Finance

Healthcare, Water, and Sanitation

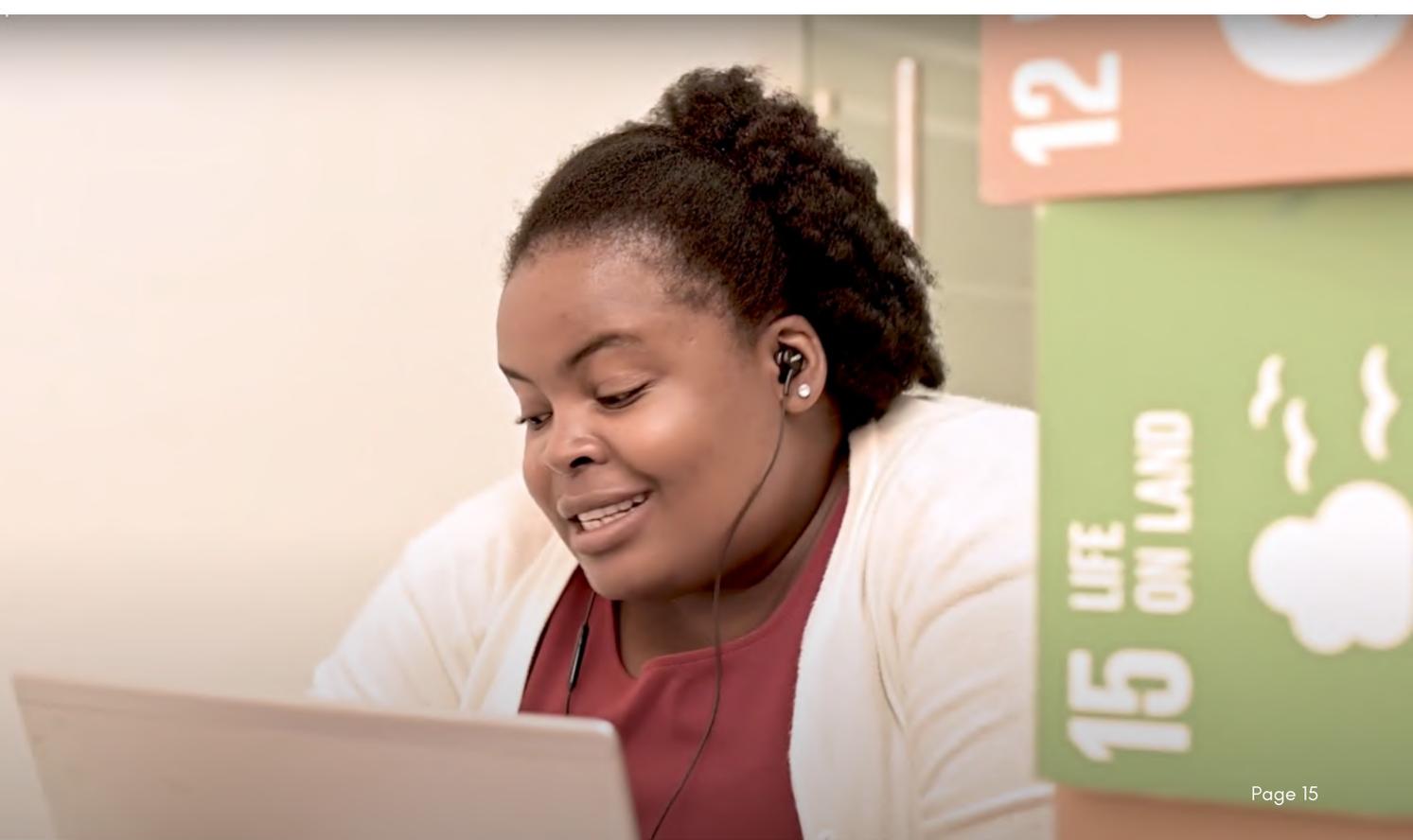
- The Impact of COVID-19 on Maternal and Newborn Healthcare
- SPOTLIGHT on WASH! Accelerating Support and Finance for WASH
- Recalibrating Healthcare Financing to achieve Universal Health Coverage

Technology, Resilience, and Social Impact

- Opening Plenary: A Resilient Africa
- Social Enterprises as Creators of Decent Jobs with Impact - How to Design Impactful Interventions?
- How Resilient are Tech-Enabled Business Models Post COVID-19, When the Fust has Settled?
- Resilient Founders and Their Funders: What Works and What Doesn't?
- Leave No One Behind: Accelerating Connectivity for Impact
- COVID-19 WEF Alliance: Insights into Best Practices in the Pandemic Response for Social Entrepreneurs in Africa
- The Hidden Key to ESO Success in Africa: Mid-Level Management
- Impact Measurement & Management for Accelerators

Spotlights

- Why Should East Africa Be Your Next Investment Destination?
- Investment Opportunities in Rwanda
- Spotlight on Mozambique: Building Resilient Private Sector through Impact Investments in Frontier Economies



DAY 1 | OPENING PLENARY HIGHLIGHTS

A RESILIENT AFRICA

The story is not all about disaster; it is about the response.

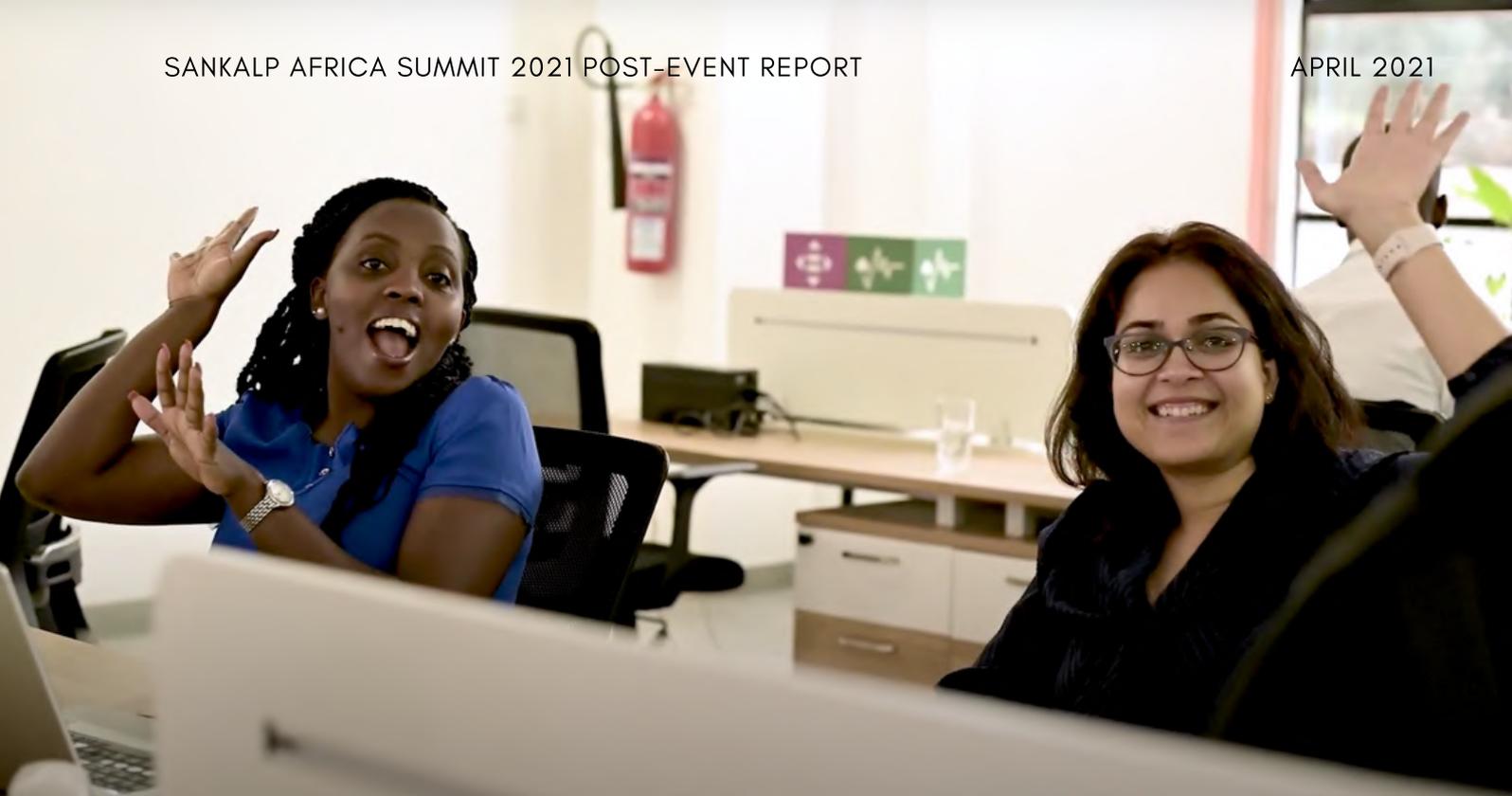
Julius Court, Deputy High Commissioner and Development Director to Kenya

2020 will be a year we will never forget: the economic and health challenges caused by the pandemic have changed the way goods and services are produced, distributed and consumed. Unlike many developed economies whose governments were able to implement social safety nets and provide stimulus funding directly to keep businesses going, developing countries in Africa, the Caribbean, the Pacific, and parts of Asia and Latin America were simply not in a position to do so. We have seen a particularly devastating effect on micro, small, and medium enterprises which form the very backbone of the economic ecosystem in Africa. Thus, building back better means placing said MSMEs at the heart of recovery.

A part of the solution is in creating public-private partnerships. Whilst we're able to empower entrepreneurs through funding, training, and providing access to markets and networks, we must also work closely with African governments to put in place the type of policy-enabling environment that encourage these entrepreneurs to grow and thrive.

The solution also lies in investing in our own African entrepreneurial ecosystem. Innovation amongst young entrepreneurs in the continent is at an all-time high. They are generating innovative ideas, launching businesses, creating partnerships across sectors, and generating jobs. Around 65% of Africa's population is made up of young people and in conversations of a more resilient tomorrow, we need to mainstream the youth agenda and focus on ways to empower these youth to venture more into the entrepreneurial space. Across the African continent, a higher percentage of youth population appear to lack high educational qualifications and as they start their enterprises, it becomes evident that a lot of work has to be done in skill building. Even though, there have been significant efforts by multiple stakeholders to grow vocational education as a way to upskill entrepreneurs and prepare them to successfully run their business, there's still an optimization gap to enable better churn.

Even as the world adjusts to COVID-19, this new season has revealed some new opportunities. A good example has been the growth and expansion of the virtual economy. Social distancing protocols have forced us apart but technology and digital platforms have worked hard to keep us together. Furthermore, it is now emerging that the most successful interactions and activities have some digital aspect to them possibly due to limitless possibilities that come with going digital. When COVID-19 struck, businesses either had to slow down, cease their day-to-day activities or pivot their *modus operandi*. Learning how to leverage digital platforms has helped put many of these business back on track. Therefore, digitization is integral to building resilience through innovative digital tools and a virtual economy for enterprises to survive and thrive in times of crisis.



DAY 2 | PLENARY HIGHLIGHTS

RISING WOMAN AFRICA

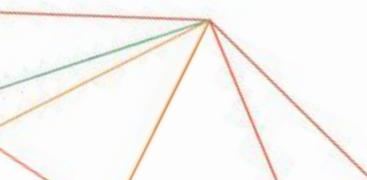
We can have all these projects, all these funds, and all this empowerment - but until we have a change of mindset, a shift of paradigm - within our family, whether nuclear or extended, all of that would be obsolete. Equality begins in the household. We all have to be seen as equals from the developmental stage. Whether it's your brother or sister - they must be treated as equal, as people whose opinions and experiences are valid.



Oni Aningo, Global Group Media

It is evident that women still face many challenges that hinder their progress; ranging from harmful cultural practices to limited educational opportunities, and discriminatory policies. The United Nations and United Nations (UN) Women have ear-marked 2030 as the target year to finally achieve gender equality. However, studies have shown that at the current rate of eradication of gender equality, we will only achieve equality much later in 2095.

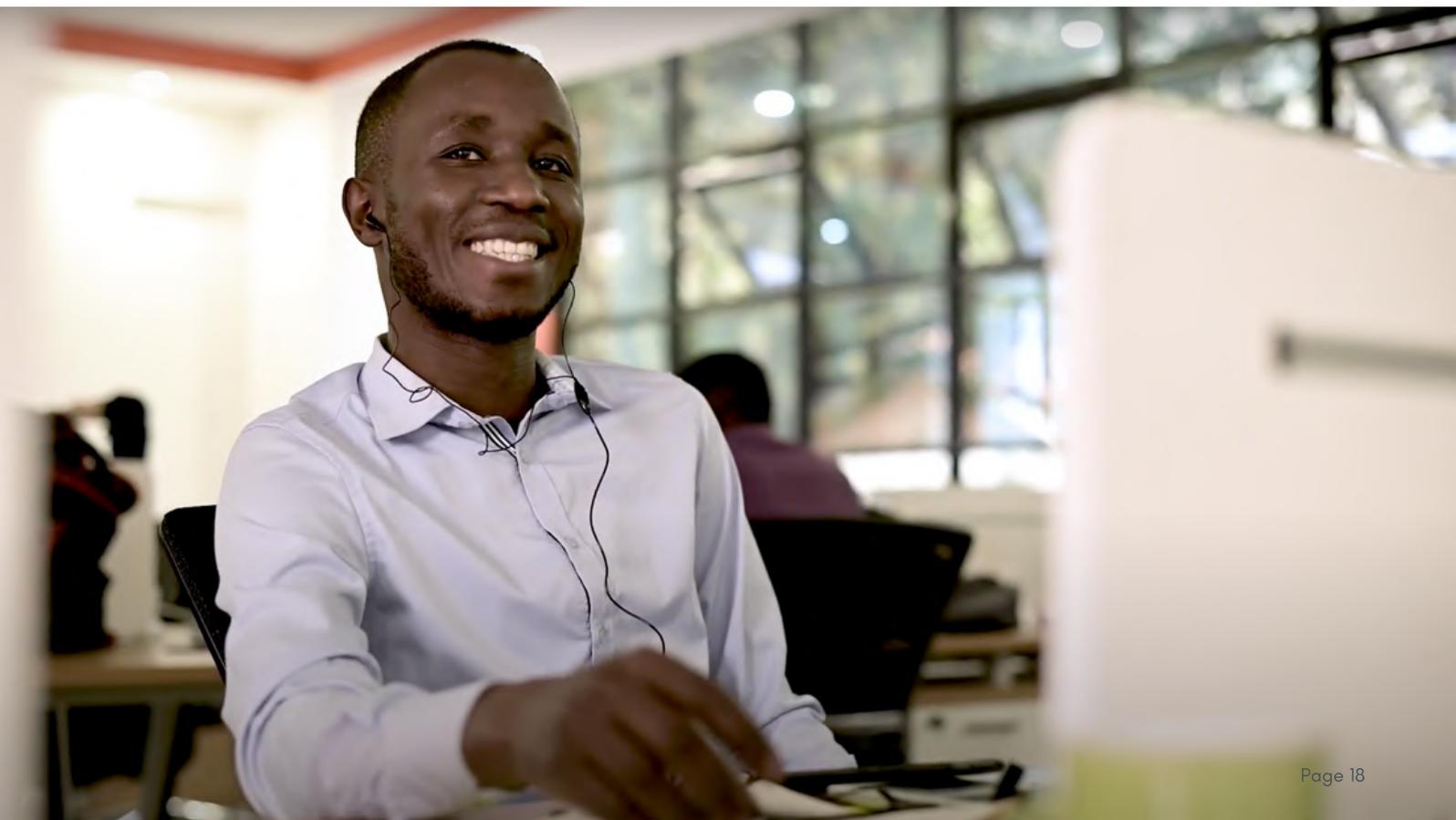
From a capital provision and absorption perspective, power flows where the money goes. Women empowerment can begin, be promoted, and achieved in the home setup. However, what happens when women step into the real, competitive world? One may be empowered at home, but they could work in an organization that does not have strong rules on gender equity and may therefore experience misogyny and sexism at the workplace. In most cases, people, and especially women, fear speaking up because of the risk of job and income loss, and shame amongst colleagues. There is a need to ensure that women are empowered in all forms as an empowered woman is difficult to oppress.



There are many forms of violence and oppression that women face on a day to day basis. Violence and oppression can be of physical, social (communal), and even financial nature and women begin to experience it early in life. When we look at the statistics, it is not a phenomenon experienced exclusively in some regions of the world. For example, in African American, and Caribbean settings, 80% of women become victims of one of the many forms of violence before they even join the working population. Social and psychological oppression are committed where women are shunned from their communities for what has happened to them as a result of physical oppression and violence. There's also financial oppression where men have access to majority of the world's assets because these assets are handed down to men more than they are women. This is ostracizing women and it stops them from accessing resources that would otherwise help them play a bigger part in economic and social development.

What can we do and how do we do it? Change has to come from within us as a people, and primarily as Africans at all levels including at the grassroots level, at the middle class level, and at the upper class level - only then can we move the needle.

To truly change and shift something, power has to be shifted. Because power comes from money, the channels of funding also have to shift.



DAY 3 | PLENARY HIGHLIGHTS

ANSWERING AFRICA'S SOS CALL FOR A CLIMATE RESILIENT FUTURE

Across the world today, the most pressing issue is the climate agenda. We know that these crises don't affect everybody equally - some people are more affected than others. It's the poor that are most vulnerable and the least protected in terms of health and economic security.



Wanjira Mathai, World Resources Institute

Climate change will thrust a hundred million people into poverty - and that's not even counting the impact of COVID-19.

The three main problems that exacerbate the challenges posed by climate change are a lack of infrastructure, a lack of knowledge and awareness, and a lack of access to finance to tackle climate change.

Small-scale crop and livestock farming provides income for over 80% of Africa's population. However, small-scale farmers already suffer from lack of infrastructure and water, which is further exacerbated by climate change. Small-scale farmers require water for sustenance of their livelihoods, but when water becomes a challenge, and farming does not take place, there's a resultant lack of adequate and equitable food supply that leads to numerous other problems such as: children dropping out of school to support their families, loss of livestock due to malnutrition, and others. Progress on these issues remains stagnant due to an overall lack of finance whereby farmers depend on crops for their livelihoods, yet find it increasingly difficult to finance their farming efforts and resultantly face the intrinsic adverse effects of this.

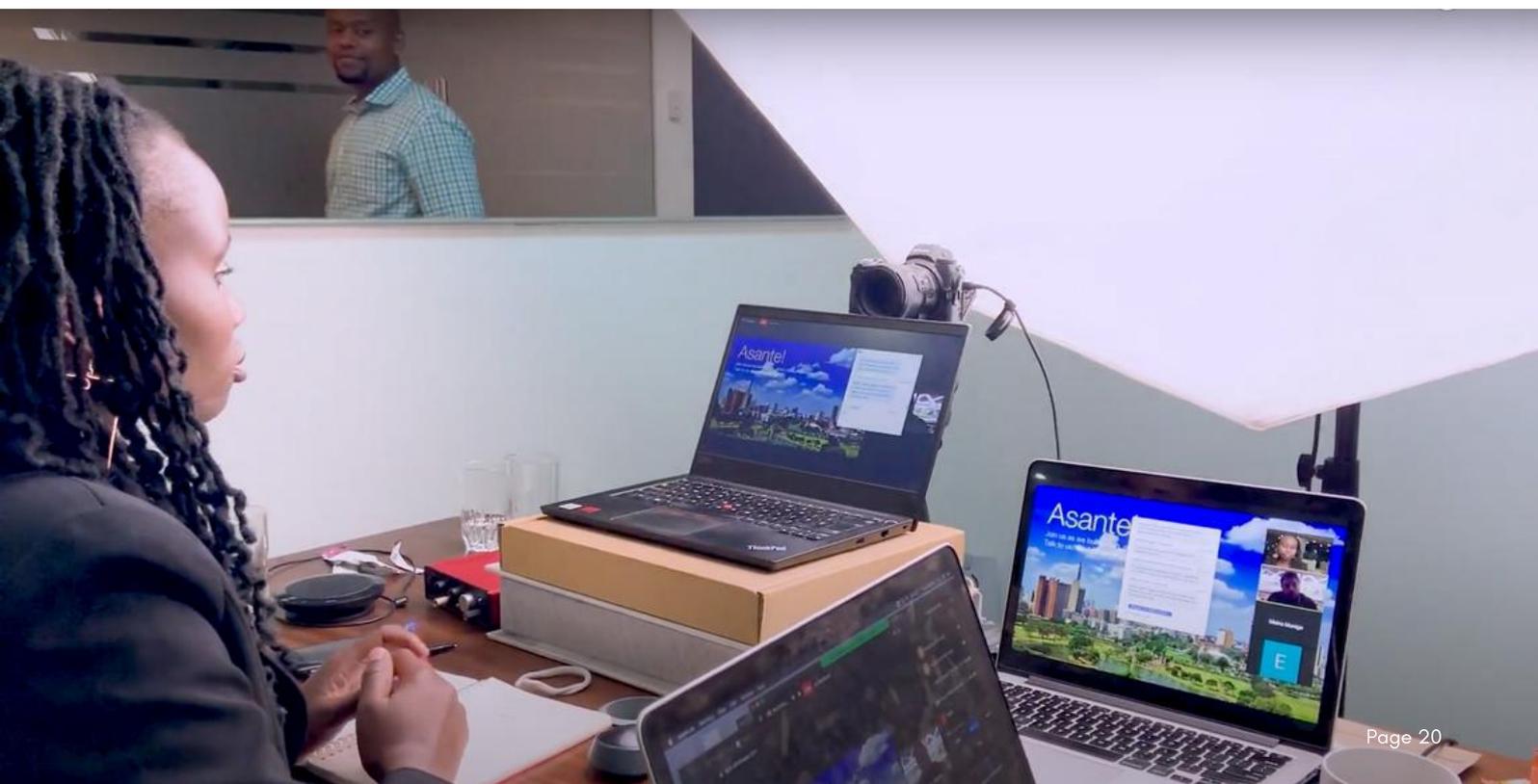
Smallholder farmers play an invaluable role in the solution to climate change due to their unique practical expertise; they represent the junction between formal education and traditional knowledge, whilst simultaneously being environmentally sustainable. If these farmers are empowered and supported, they have the potential to play an indispensable role in combating information asymmetry related to climate change. Thus, integrating smallholder farms is part of the solution to climate change.

Local commercial banks and other financial service providers need to be challenged to address the finance gaps in the climate change space. One way would be to look at how systems in community banks can be upgraded to enable operation systems at the grass-root and community level where there exists a huge demand for credit and financial services in smallholder farms. Some estimates say there exists an annual USD 100 Billion climate change financing opportunity in Africa.

To bridge this gap, there's been a lot of collaboration between top tier financiers, digital finance service providers, and farmers, with particularly good progress being made in countries such as Kenya. Smallholder farmers and farm input intermediaries are being provided with e-wallets that allow them to procure farm inputs, better soil technologies, farming techniques and information, as well as insurance services. Other schemes such as e-voucher schemes are proving to be effective in making smallholder farmers more resilient against the effects of climate change. Additionally, efforts to impart financial literacy skills, a key driver in addressing the finance gap, is now seen as important as farmers need to understand how to manage their incomes and expenses. Entrepreneurship training has been introduced by financial institutions and intermediaries with some going as far as technically upskilling the entire community so young individuals, who haven't had the opportunity to manage and use funds, understand how to do so.

Unsurprisingly, gender is a key issue. In the agricultural sector, women suffer from time poverty, and technology can be leveraged to alleviate this issue. Women who engage in farming have expressed that they cannot access opportunities and enter commercial agriculture because of household responsibilities. They also do not have access to technology that would help them manage their time better. An example of this would be water harvesting and storage technology that would reduce time required to get water from a communal watering point. The time saved can be used to engage in productive income-related activities. Mobility, another issue women who engage in farming face due to cultural and traditional norms, hampers their ability to travel to and from markets to trade their commodities.

Lastly, food wastage through careless shopping, and improper storage in developed nations, and post-harvest losses in developing nations is a cause for concern. We are simply throwing away too much food. In fact, according to the World Food Programme, one-third of food produced for human consumption is lost or wasted globally. This amounts to about 1.3 billion tons per year and is worth approximately US\$1 trillion. All the food produced but never eaten would be sufficient to feed two billion people which is more than twice the number of undernourished people across the globe. Post-harvest loss management in developing nations is a great business opportunity that involves investing in supply chains, cold storage, and other storage innovations being developed every other day.



SANKALP AWARDS

WINNERS



WINNER

Iyeza Health, South Africa

Healthcare

www.iyezahealth.co.za

Iyeza Health delivers medication to patients home in low-income communities using a mobile app to track and trace parcel deliveries. Iyeza Health does both bulk deliveries to clinics using traditional logistical means (Trucks) and last mile delivery to low-income per urban areas using electric bikes.



1ST RUNNER UP

WEEE Center, Kenya

Waste Management

www.weeecentre.com

Waste Electrical and Electronic Equipment Centre (WEEE Centre) is a limited liability company registered in 2012. We are Africa's largest electronic waste management facility with the aim of creating a green and safe environment in Africa. WEEE Centre's circular vision for e-waste management is environmentally friendly operations for efficient, safe and conservative collection, reuse, recovery, and disposal of electrical and electronic waste.



2ND RUNNER UP

OBRI, Tanzania

Agriculture

www.obritanzania.com

OBRI Tanzania is an agri-food company works with smallholder women farmers to transform agriculture in Africa and ensure food security through sustainable agriculture training and practices, edible oil processing and supply under the OBRI brand.

PARTNER EVENTS & LAUNCHES AT SANKALP

MARKUP East African Community (EAC) Invest Event

In collaboration with Sankalp, the International Trade Centre hosted its MARKUP EAC Invest Event from March 1st to March 4th, 2021. MARKUP is a regional development initiative that contributes to the economic growth of the East African Community (EAC). From avocados to coffee and spices, smaller firms, public and private institutions in the EAC are benefiting from the Market Access Upgrade Programme (MARKUP) through an improved business environment. MARKUP assists small and medium-sized enterprises (SMEs) in Burundi, Kenya, Rwanda, Uganda and the United Republic of Tanzania by targeting agricultural commodities such as avocado, cocoa, coffee, spices, tea and horticulture. Jointly designed by the European Union, the EAC Secretariat and the governments of all five countries, the initiative will be implemented by the International Trade Centre (ITC), Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), the United Nations Industrial Development Organization (UNIDO) and other national partners. The MARKUP Programme had a series of programming both before and during Sankalp in order to provide linkages for its SMEs to the investment and entrepreneurship community present at Sankalp.

Rockefeller Foundation Program Launch

1 in 5 deaths globally are due to unhealthy diets, and this trend is on the rise in East Africa. Merhdad Ehsani from the Rockefeller Foundation shares more about the Foundation's efforts to advance a more nourishing, regenerative, and equitable food system through its initiative "Nourish People and Planet". The Rockefeller Foundation is making the largest investment in its 107 year history in an effort to de-carbonize food chains, include renewable energy usage, and improve supply chains to ensure that nutritious foods are affordable, available, and accessible. The program will be focused on supporting SMEs in these sectors to build more nutritious food systems. You can learn more about [the initiative here](#).



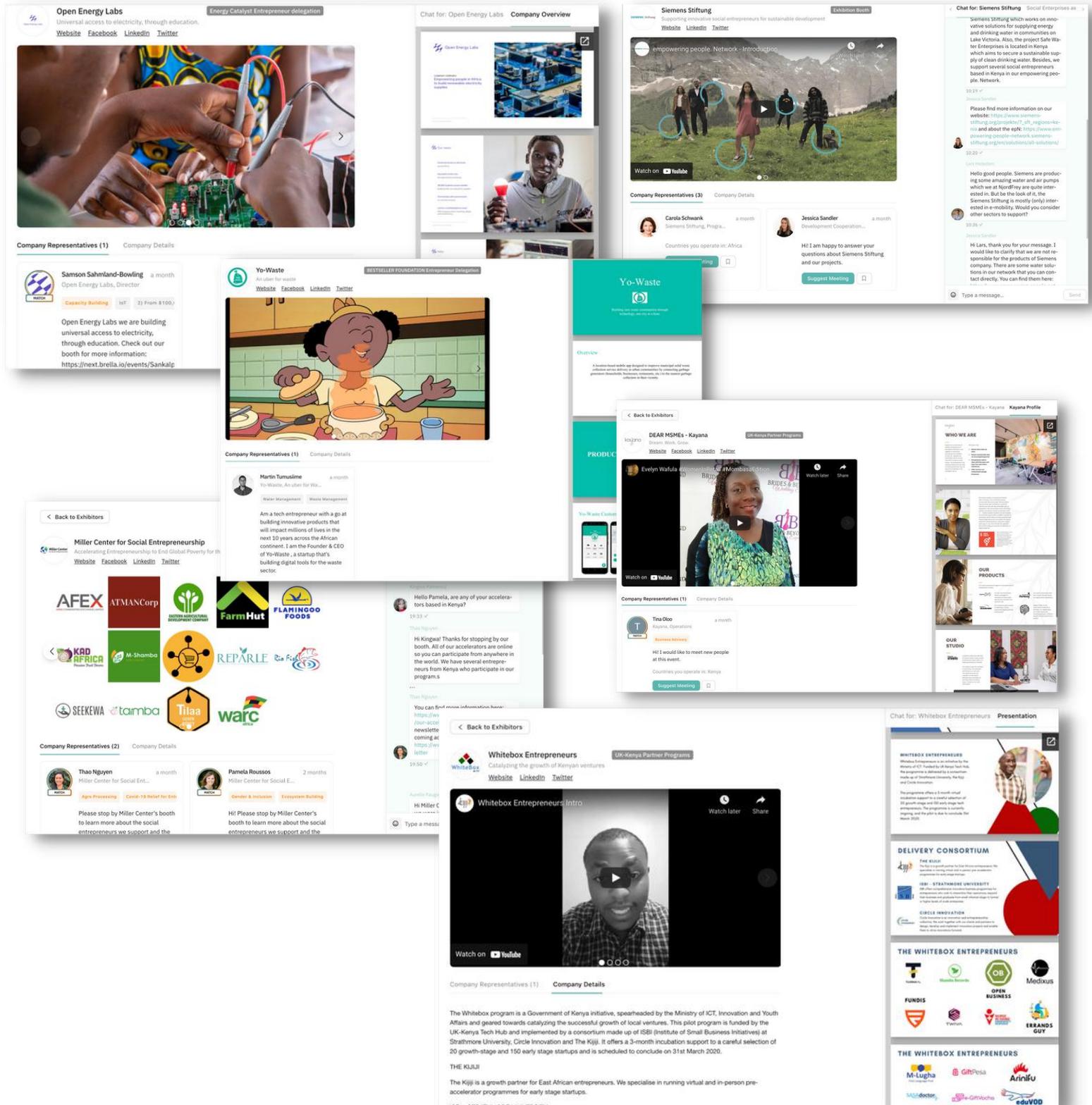


IDRC Report Launch: On the potential of GLI to further women's economic and social empowerment – An assessment of women-focused enterprises in South East Asia and East Africa

International Development Research Center (IDRC) supported research that was carried out by Intelicap to mainstream gender lens investing in developing countries. More than 200 women founders were interviewed across Rwanda, Kenya, India, and Indonesia to understand the nature of businesses that women are involved in, and the gender specific challenges they experience to access finance and scale. The objective of the research was to bring out the potential for contributing towards the empowerment of women employees, value-chain-participants and customers of such businesses, by investing in them (with a gender lens) so that they become more visible as a target segment for gender lens investors. The report includes gender evaluation toolkits and posits a framework of questions which can guide financial institutions and incubator/accelerator programs on factors that will improve their level of awareness about GLI beyond women entrepreneurship/leadership, integrate gender-sensitive parameters in their evaluation frameworks, and reorient operational aspects to ultimately channel both financial and non-financial support with a gender lens. The full report can be [downloaded here](#).

VIRTUAL EXHIBITIONS

Creating linkages and connections for all stakeholders is always at the core of Sankalp. While we missed the green lawns and white tents of our physical convening in Nairobi, even our exhibitors moved to the virtual space featuring their representatives, live chats, videos, and overview documents. We had 59 booths, which is more than double of what we have been able to accommodate during physical summits.



SECTION 2

INDUSTRY INSIGHTS

SURVEY

Sankalp Forum has grown to become a collaborative network of over 40,000+ stakeholders globally through a year-round calendar of initiatives across India, East Africa, SouthEast Asia, and Europe. Much research has been done on the impact investing space across Africa, however, we have access to one of the most exhaustive data sets in existence - the Sankalp Forum attendees themselves. We surveyed the attendees of Sankalp to get a deeper understanding of the impact entrepreneurship ecosystem. We are sharing some of these insights with you in the hopes of providing a better understanding of impact investing trends in the Global South. We first conducted this survey in 2019, and were able to make some year on year comparisons, which we found insightful. We hope you find it helpful.

METHODOLOGY

The Sankalp Africa Summit 2021 was a virtual event, hence the survey is based on data that was exported from the platform Brella used to host the virtual summit. Through this platform, we collected over 7,800 data points provided by the 798 attendees that signed into our events platform, Brella, which gave insights into key trends in impact ecosystem.

DATA ACCURACY

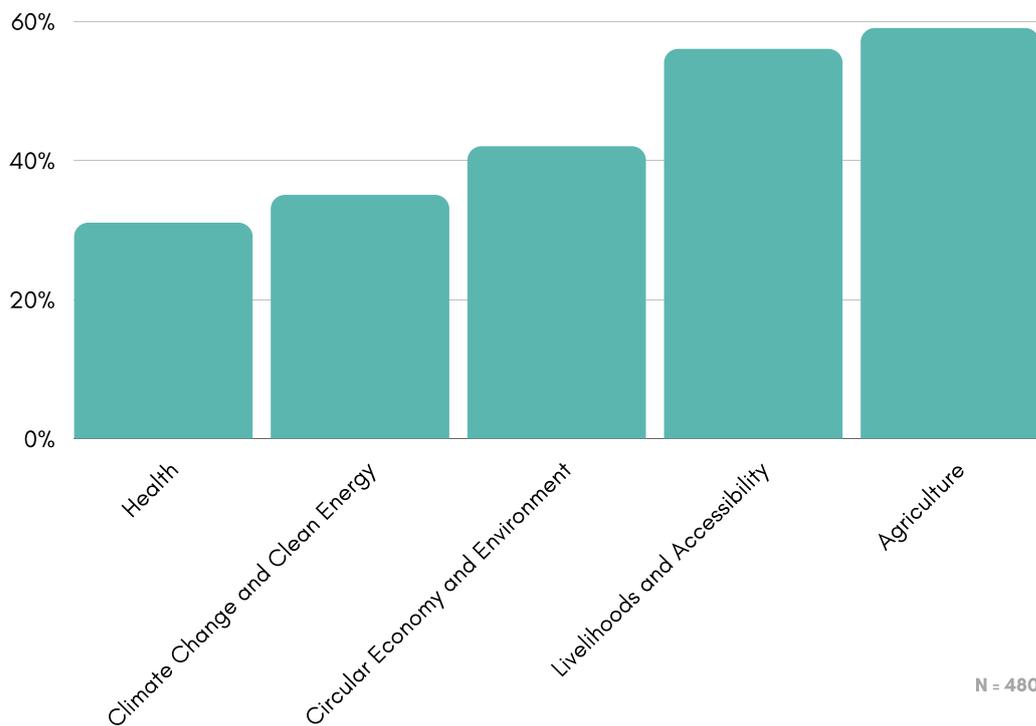
All the information provided is self-reported. Sankalp Forum has not attempted to verify any of the information. Some numbers have been estimated based on averages and extrapolated, where appropriate sample sizes were evident. The attendees of the Sankalp Africa Summit 2021 are not representative of global social entrepreneurs or global impact investors, nor are they representative of all of Africa or likely all of East Africa. However, 798 responses are sufficient to provide guidance on the reported values, but insufficient to know the certainty of any market as a whole.

KEY INSIGHTS

Focus Sectors

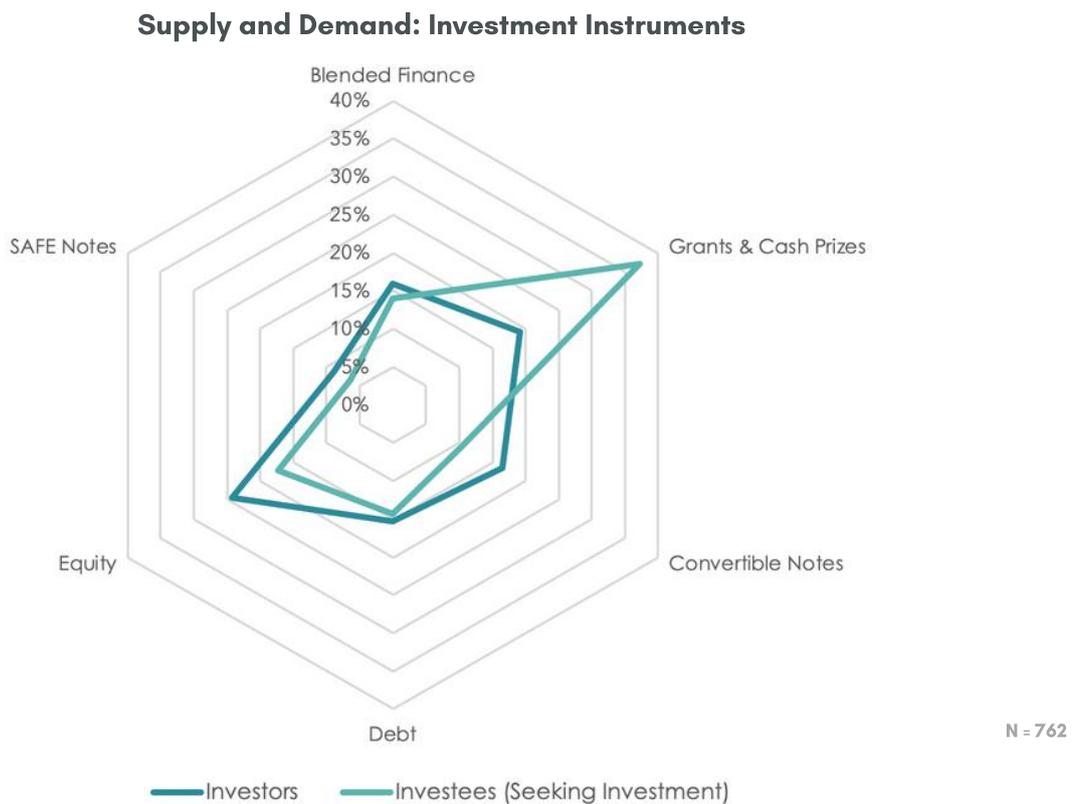
As we've seen through several years of collecting this data, agriculture remains to be the most popular sector. 59% of attendees expressed interest in agriculture, followed closely by livelihoods and accessibility at 56%. Interestingly, the health sector had the least interest at 31% even amidst the Covid-19 pandemic. However, in previous years of collecting this information, healthcare has always been a niche interest, with fewer participants focusing on this particular sector.

In this data, we'll do a deep dive for each sector on the subsequent pages, looking into the sub-sectors for each, as well as the supply and demand for available capital in the market, as well as the landscape for hiring in each sector.



The Tug-of-War for Financing

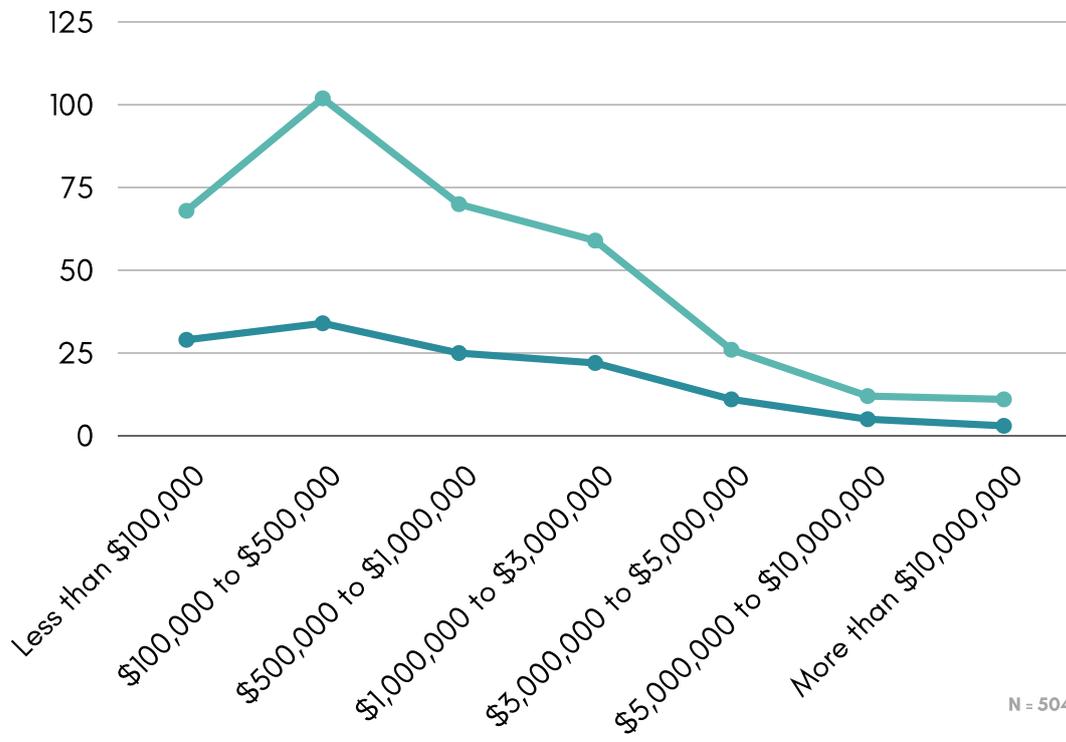
It comes as no surprise that entrepreneurs are more inclined to nonrefundable cash such as grants and cash prizes, while investors are looking to get a return on their investments, hence their inclination towards commercial investment such as equity, presenting a mismatch in the market. However, we have noticed that recently both investors and entrepreneurs have started looking into innovative financing models such as blended finance as a viable source of financing for entrepreneurs. SAFE Notes and Convertible Notes remain less popular with entrepreneurs, likely because of lack of awareness as those options are not often deployed in sub-Saharan Africa.



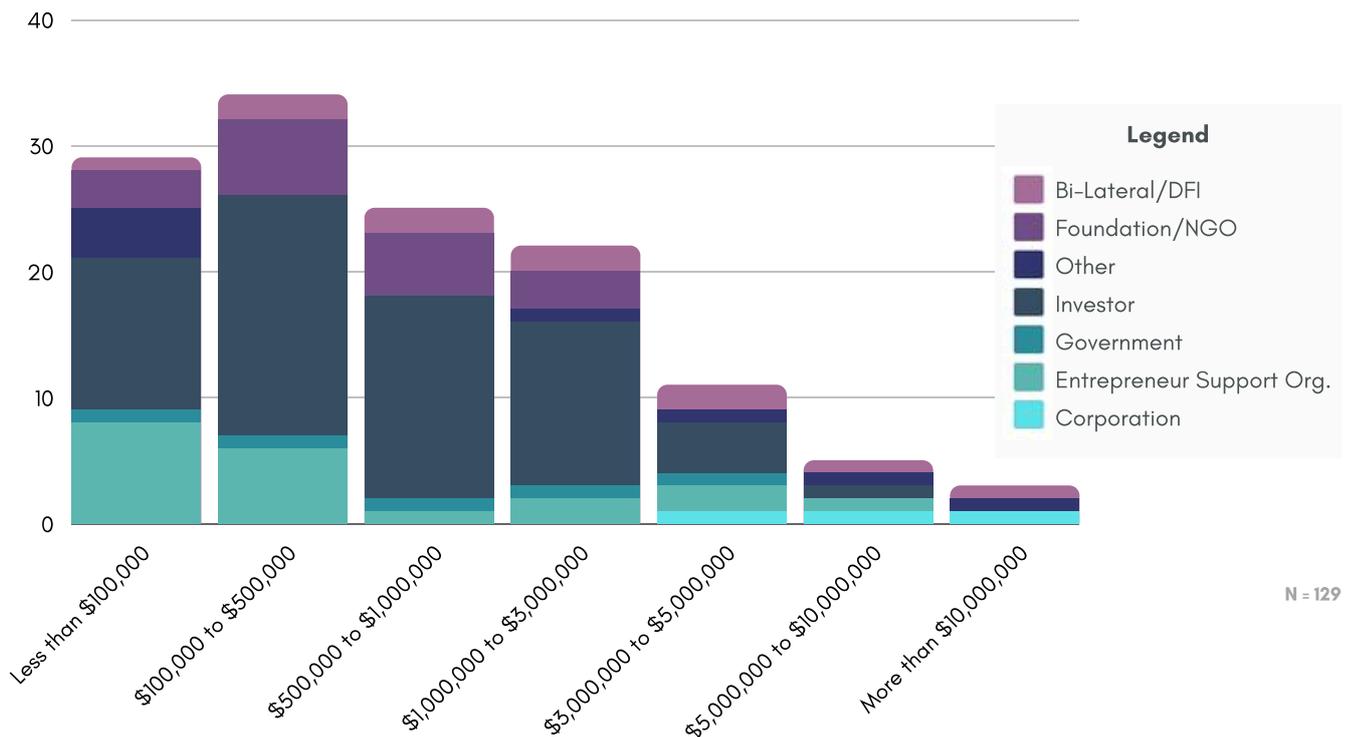
Interestingly, this year's data shows a stronger alignment across the availability and supply across ticket sizes. We still see a significant gap between the supply and demand of capital at the smaller ticket sizes of less than \$500,000. It is interesting to see the gap at the earliest stage of financing required is a smaller gap than what we've seen in previous years at Sankalp data. In this data, we see financiers - in addition to commercial capital providers - deploying financing at the earlier stages, mainly comprising entrepreneur support organizations (like incubators and accelerators), foundations, and NGOs. This is a welcome change to the market, to provide the critical capital needed at the earliest stages of the business.

The biggest gap in the availability of funding remains to be the traditional "missing middle" of between \$100,000 to \$500,000. Commercial investors tend to come in with financing above \$1,000,000, while less or non commercial financiers are coming in at the riskier earlier stages of financing.

Supply and Demand: Investment Ticket Size



Types of Financiers and Ticket Sizes

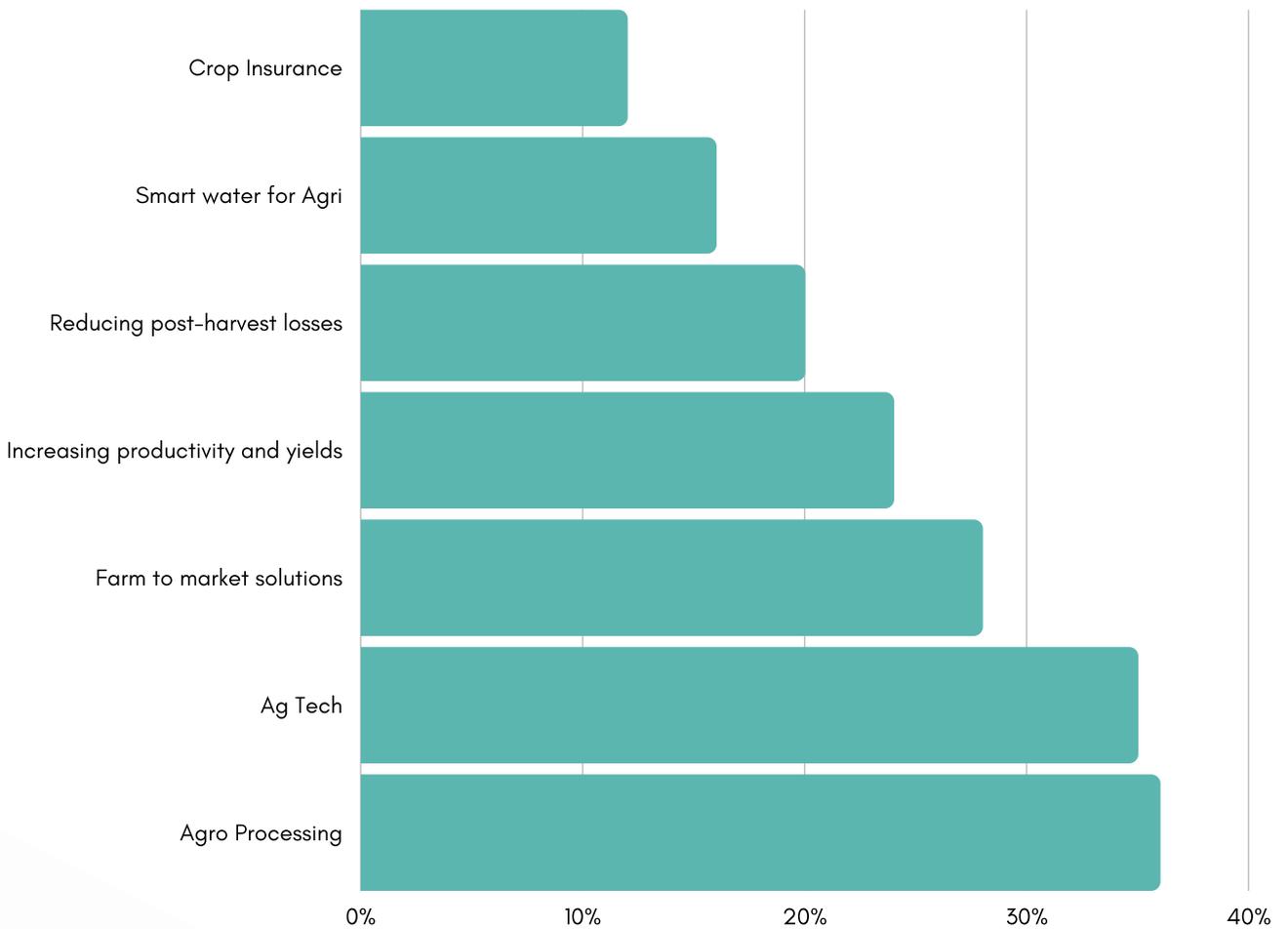


01

AGRICULTURE OVERVIEW

Agriculture is by far most important economic activity in Africa. On average, agriculture contributes to 15% of the GDP for sub-Saharan African countries despite under-utilization of the continent's arable land. In the last decade, developmental partners, government and investors have invested in agricultural sector in Africa to increase production, diversify products, generate profit and add value. A ripple effect ensued and brought nascent supply chain such as agro-processing, which had a highest participant interest at 36% to the fore. This year's Sankalp Africa awards 2nd runner up Obri is a one such enterprise that manufactures cooking oil from sunflower seeds locally grown by smallholder farmers in Tanzania. Many agricultural solutions are now embracing technology for market linkage, financial inclusion, alternative energy and data intelligence, therefore there is new found interest in agritech at 35%.

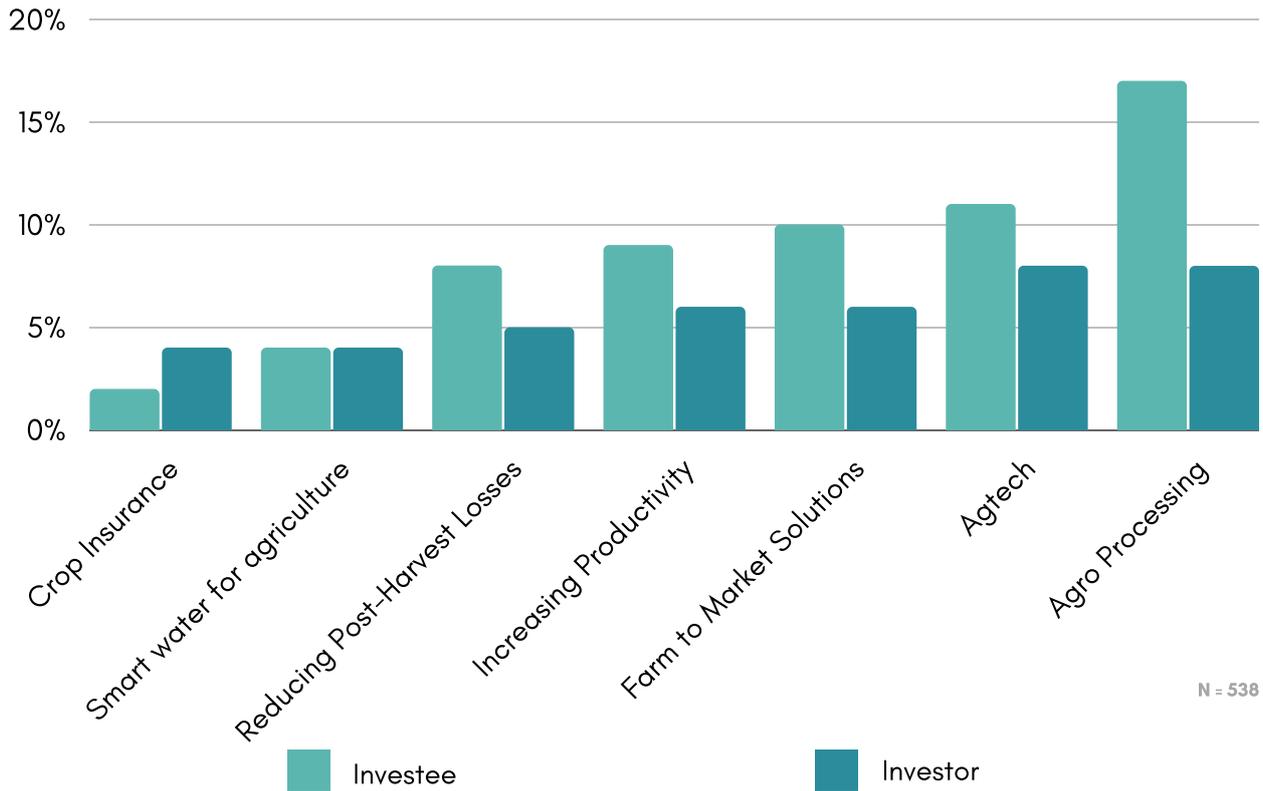
Agriculture Sub-Sector Interest Areas



N = 310

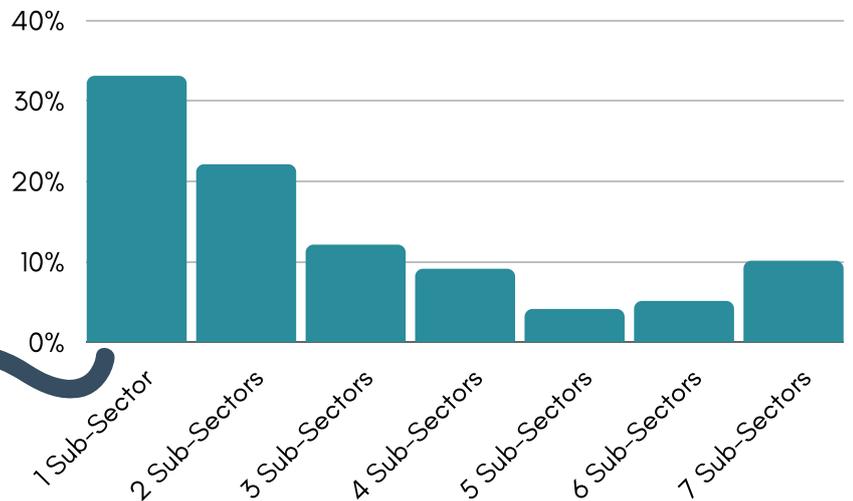
Unsurprisingly, there are more entrepreneurs looking for capital in the agriculture sector, than there are investors investing. This is a fairly common trend that we see, with the biggest gap being in agro-processing. What is of interest to note is that investors are very specific with the agriculture sub-sectors in which they are investing. Very few investors are investing broadly across agriculture, while more than half of investors are only looking at just one or two sub-sectors in which to invest.

Agriculture Sub-Sector Supply & Demand of Capital

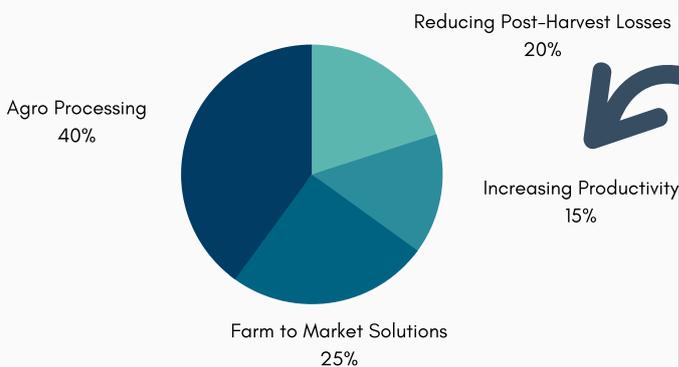


Number of Sub-Sectors Investors are Investing in Agriculture

The bar chart illustration shows the number of sub-sectors that investors are investing in Agriculture. Clearly a majority of investors in Agriculture prefer to invest in only one sub-sector as you can see in the pie chart, a majority of the investors are investing in the Agro-processing sub-sector.



Single Sub-Sector Focus Areas



N = 209

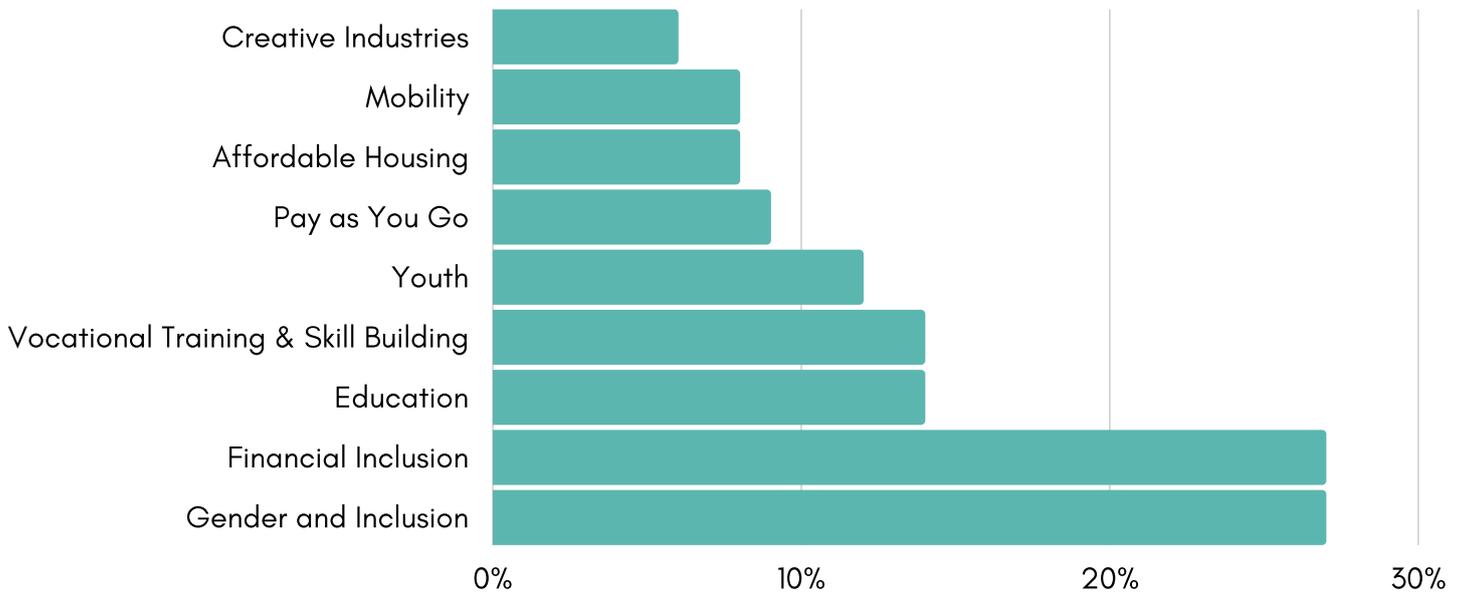
02

LIVELIHOODS AND ACCESSIBILITY OVERVIEW

Gender inclusion and financial inclusion had the highest interest from participants at Sankalp. So much emphasis has been made about gender lens investing in recent years, which is finally catching on, it is unsurprising that so many attendees were interested in Gender and Inclusion.

We see that both financial inclusion and gender inclusion are truly enablers for other sectors, rather than being stand-alone industry sectors, hence the strong popularity.

Livelihoods and Accessibility Sub-Sector Interest Areas

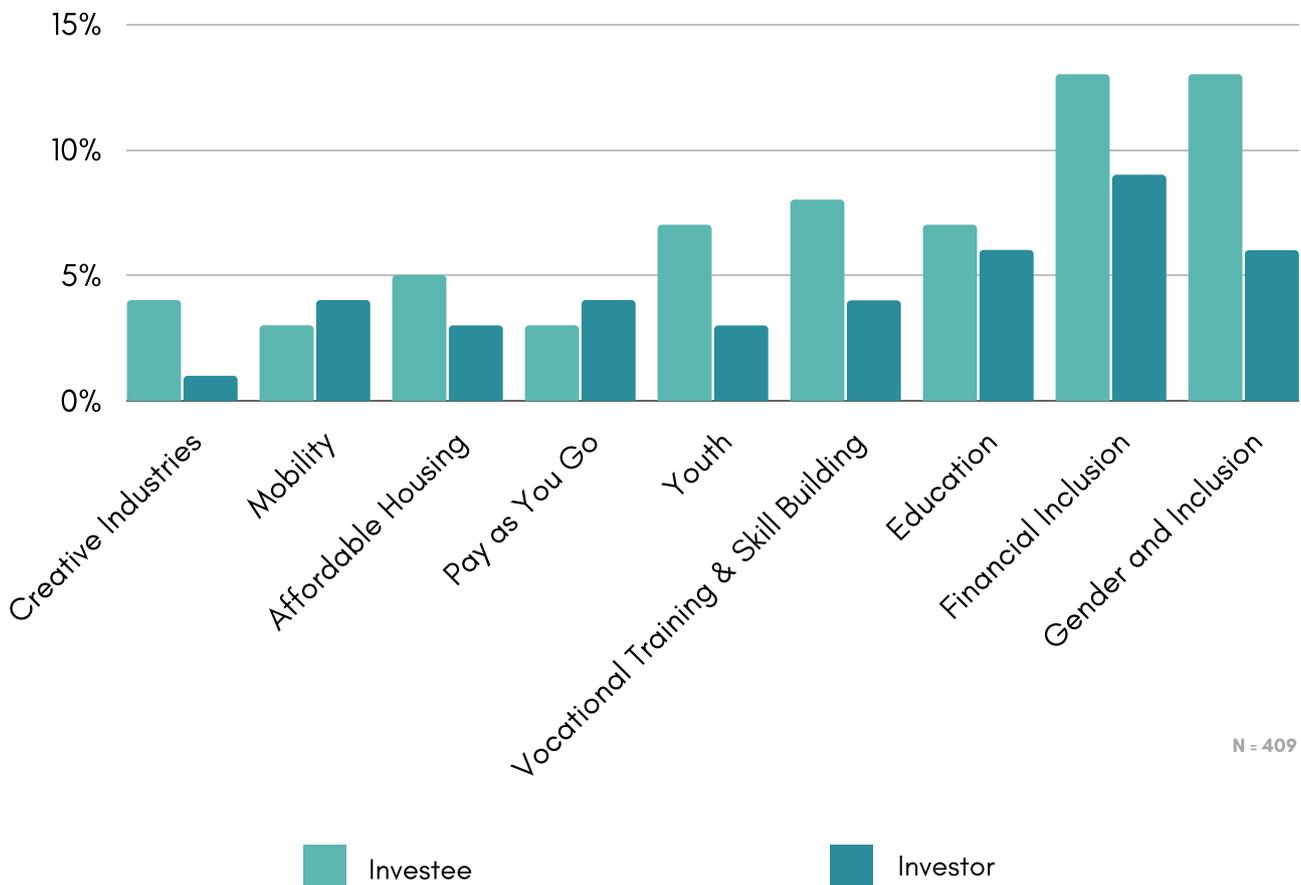


N = 239

When we look at the availability of capital in the market for these subsectors, it is interesting to note the rising trends of investor interest in a few areas, notably: mobility and pay as you go models. Those two subsectors have more interest from investors than entrepreneurs who are raising capital.

The creative industries, affordable housing, gender inclusion, and youth see the opposite trend, with very few investors exploring those sub-sectors. The creative industries may not historically be perceived as a "high impact" sector that would attract interest from impact investors, while affordable housing is a fairly new sector that is beginning to be recognized by impact investors. Youth may be perceived as a sector that is more appropriately served by NGOs and foundations rather than by impact investors.

Livelihoods and Accessibility Sub-Sector Supply & Demand of Capital



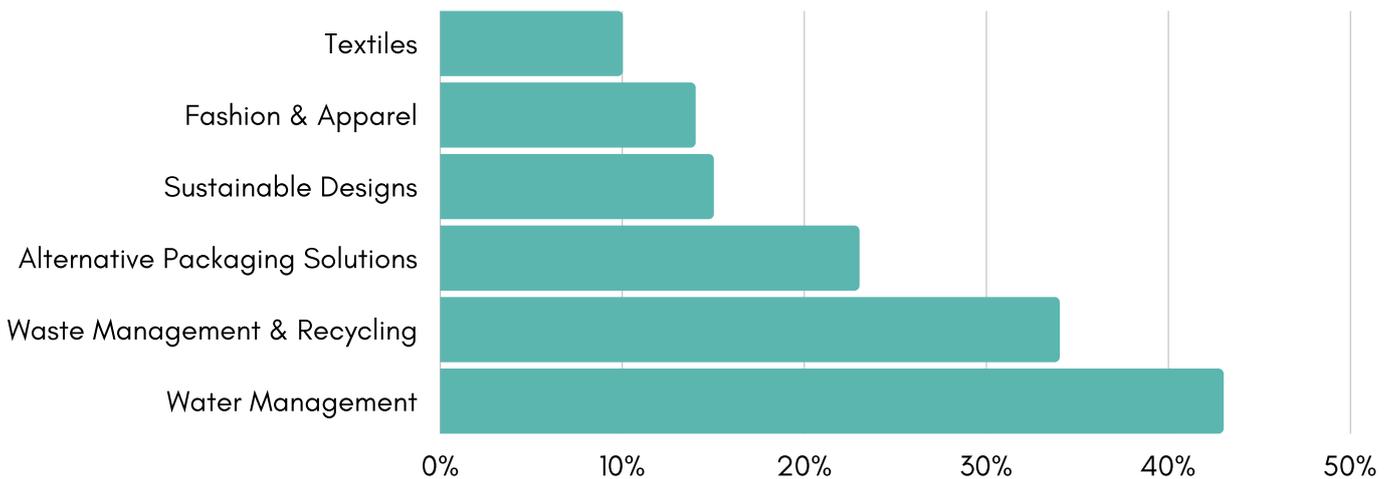
03

CIRCULAR ECONOMIES & THE ENVIRONMENT

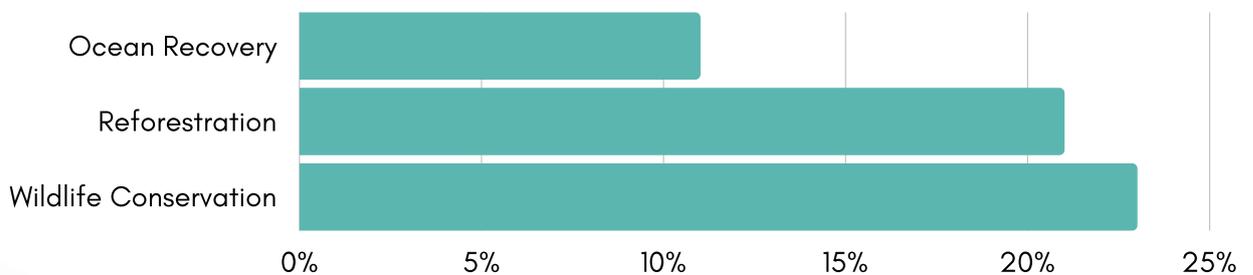
OVERVIEW

Global warming and climate change is such a critical trend for sustainable development, we look at both in-depth. Environmental conservation has given rise to an increased importance to circular economic approaches, and efforts to reduce waste in value chains and to produce products more sustainably. We see this in the increase popularity of both water management and recycling, in part to answer the demand for more Environmental Social Governance strategies from both businesses and investors. While the fashion industry is one of the most pollutive industries globally, we are just beginning to see interest in these sectors.

Circular Economy Sub-Sector Interest Areas



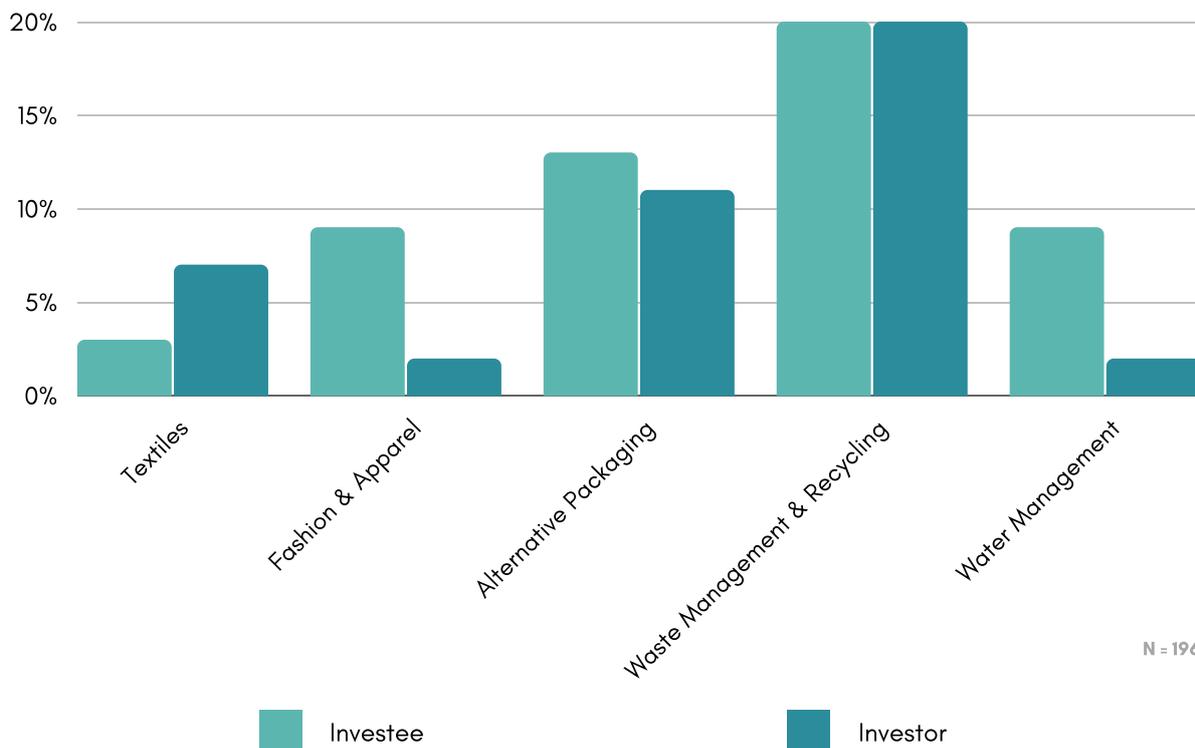
Environmental Protection Sub-Sector Interest Areas



n = 219

The clear focus we see on waste management is an encouraging one. Waste in the region has been an under-utilised opportunity – and an informal one – which is beginning to be tapped, organised and recognised. Entrepreneurs in sub-Saharan Africa have been re-using and recycling materials for a much longer time than 'circular economies' have been popular in development sectors, so it is encouraging to see positive attention being drawn to this industry. Policy shifts have also increase focus on waste management, particularly with plastic bans that East Africa has seen in recent years. Not all subsectors in this segment have investment opportunities, which is why we reflect just those below that had data points behind them.

Circular Economy Sub-Sector Supply & Demand of Capital



04

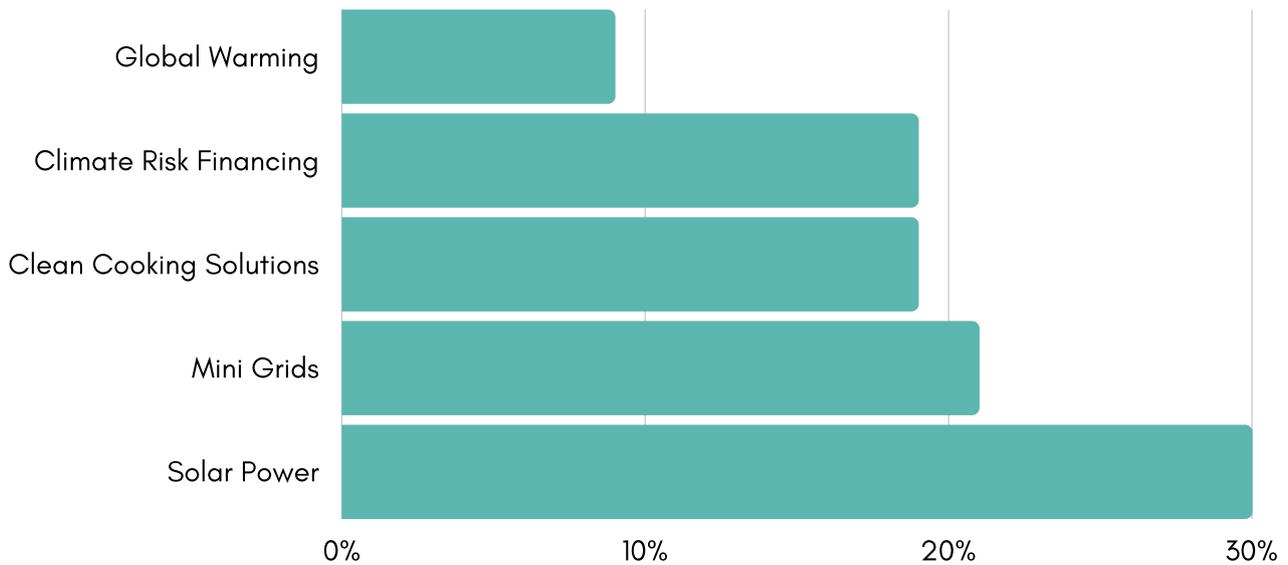
CLIMATE CHANGE AND CLEAN ENERGY

OVERVIEW

To begin with, it is interesting to note that Circular Economies as an interest area surpassed Clean Energy and Climate change - though the two are highly interconnected. Both of these sectors also have a huge impact on the agriculture industry, which is the backbone of most African economies.

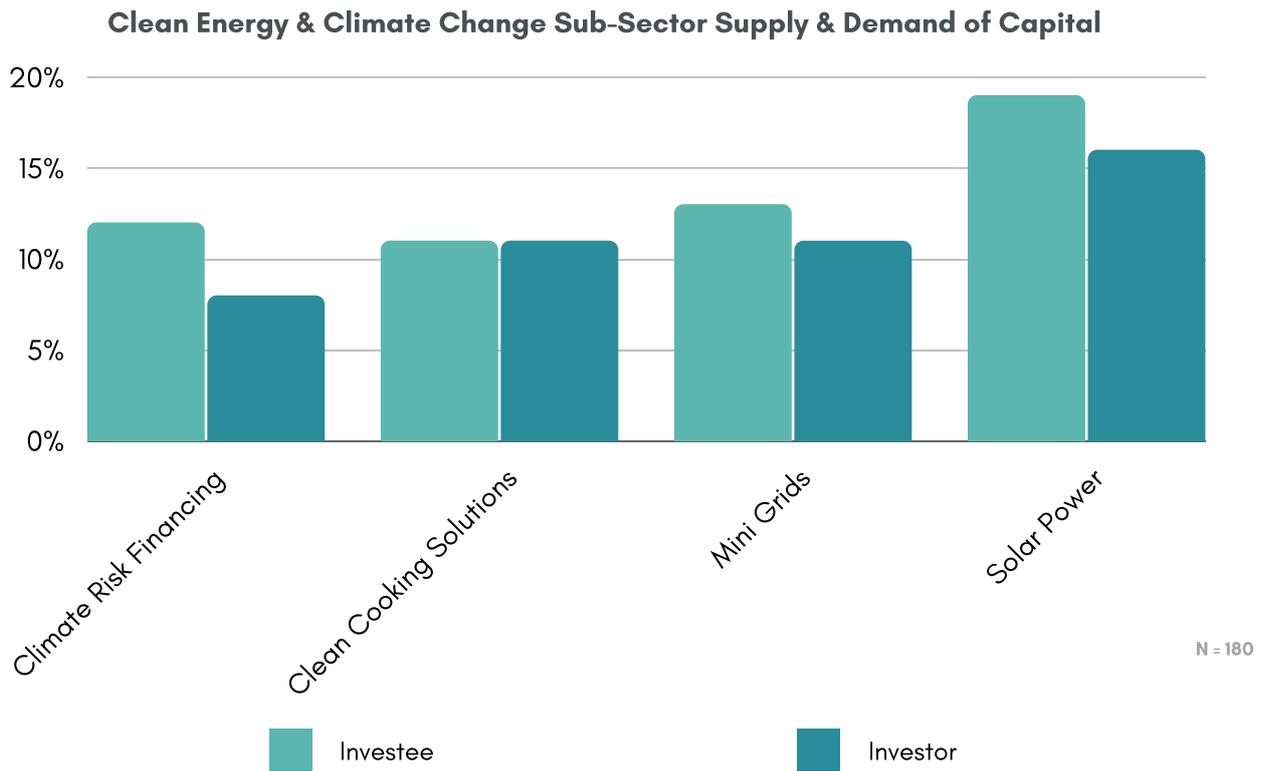
Clean energy and power should also be recognised as cross-cutting industries: clean cooking solutions offer benefits mostly for women, off-grid power can empower better agricultural, educational, and health outcomes for those who benefit from them.

Climate Change & Clean Energy Sub-Sector Interest Areas



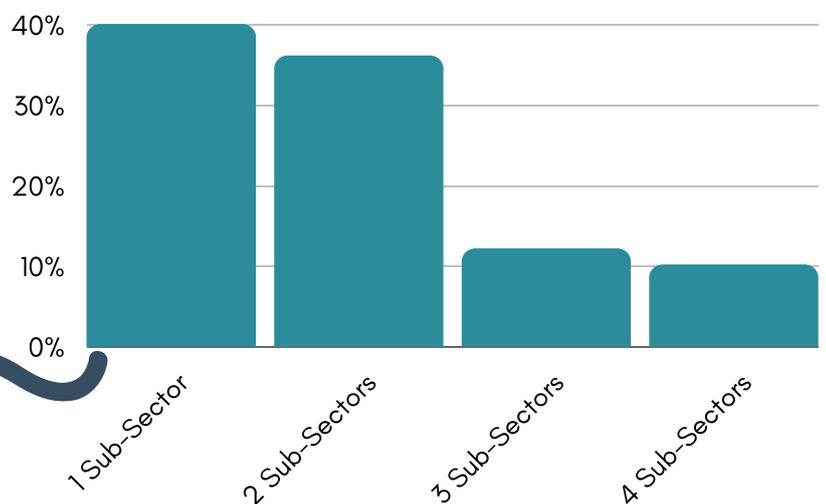
N = 185

Unlike other sectors we've looked at, clean energy has a fairly well matched capital base for supply and demand, which is encouraging for clean energy entrepreneurs. Like we saw in agriculture, most investors are only focusing on just one or two sector for investment – however if investors are only focusing on one sector, it is most likely solar power (unlike agriculture, where there was no clear front runner for a sole investment focus).

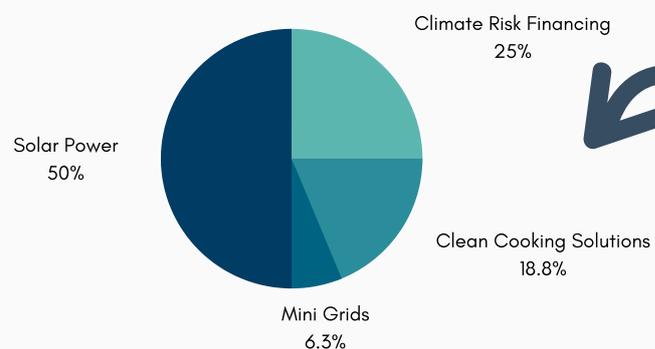


Number of Sub-Sectors Investors are Investing in Clean Energy

The bar chart illustration shows the number of sub-sectors that investors are investing in Clean Energy. Clearly a majority of investors in Clean Energy prefer to invest in only one sub-sector and as you can see in the pie chart, that sub-sector is Solar-Power, followed by Climate Risk Financing.



Single Sub-Sector Focus Areas

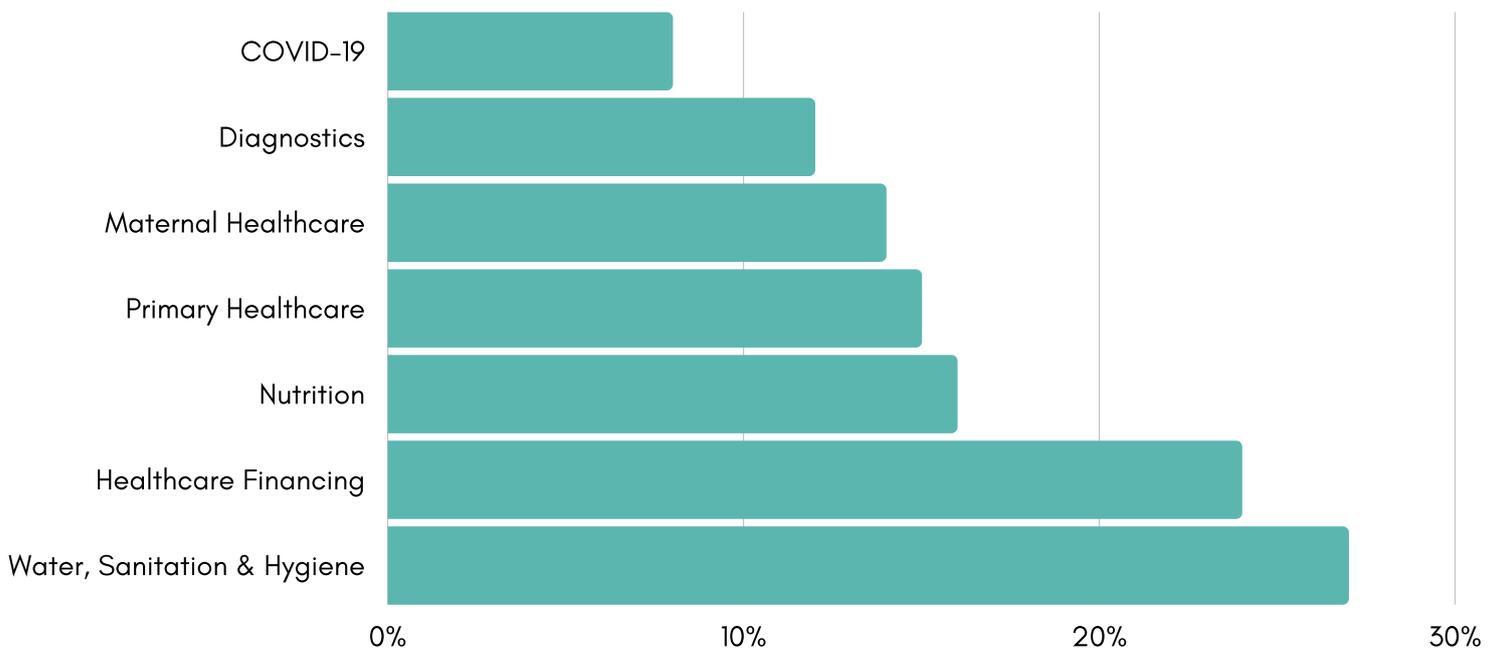


05

HEALTH & WASH OVERVIEW

In our past data from Sankalp, the healthcare sector tends to be niche and does not draw broad-based attention. During a pandemic, we honestly did expect that healthcare might be more popular than regular years, but in fact Covid-19 was the least popular topic that attendees wanted to explore. On the flip side water, sanitation, and hygiene was the most popular sub-sector - given that the world has effectively been on a global hand washing campaign during the pandemic, perhaps this could be part of the reason for the popularity there.

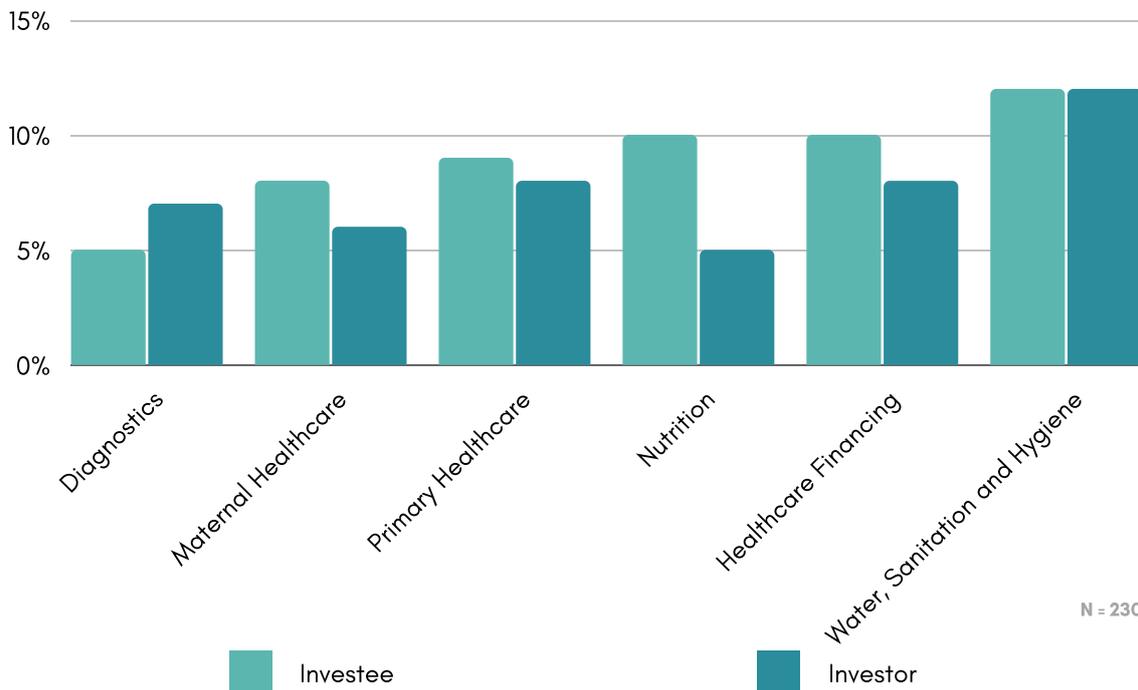
Health & WaSH Sub-Sector Interest Areas



N = 164

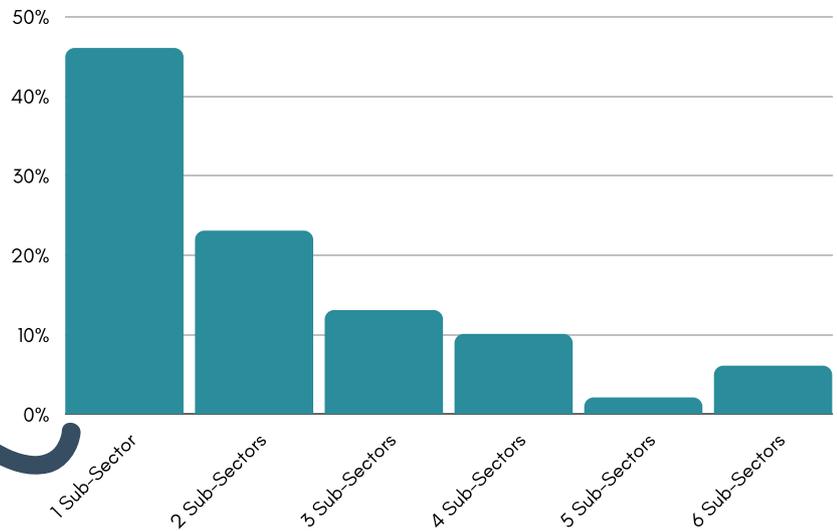
When we look at the capital supply in the market for healthcare, it is interesting to note that the supply and demand for capital in WaSH is well matched, while investors are more interested in diagnostics than there are enterprises looking for capital. The sub-sector of nutrition has a very significant gap between entrepreneurs looking for capital and investors deploying. As we've seen in the energy sector, the majority of investors are only deploying capital in one sub-sector of health, which is overwhelmingly in WaSH. Also interesting to note is that VERY few investors focus on only maternal health. 77% of investors who are investing in maternal health are investing in three or more sub-sectors. We see a similar trend for primary healthcare, where 2/3 of investors are investing alongside 3 or more sub-sectors.

Health & WaSH Sub-Sector Supply & Demand of Capital

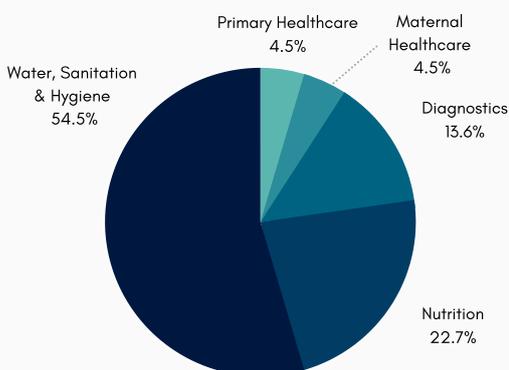


Number of Sub-Sectors Investors are Investing in Health & WaSH

The bar chart illustration shows the number of sub-sectors that investors are investing in Health & WaSH. Clearly a majority of investors in this sector prefer to invest in only one sub-sector and as you can see in the pie chart, the sub-sector with most investors in it is Water, Sanitation and Hygiene.



Single Sub-Sector Focus Areas



Thank you for being a part of the Sankalp Africa Summit 2021!

We are in active planning for continued engagement year-round through smaller virtual convenings, Sankalp Dialogues, and through new digital content. Follow us on Facebook, Twitter, LinkedIn and YouTube to stay engaged with us! Stay tuned as we launch more initiatives in 2021, such as our podcast channel. Save the dates in your calendar for the Sankalp Global Summit 2021, which will take place on October 12-14, 2021, and the Sankalp Africa Summit 2022 scheduled for March 1-3, 2022. If you are keen to co-host a small group or sector-focused event, digital content, or are keen to partner with us for the Sankalp Global Summit 2021, please reach out to us.

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ANNEX 1

SUMMIT PARTNERS

ORGANIZERS



intellectcap



Aavishkaar Group

STRATEGIC PARTNERS

ENERGY CATALYST



Co-funded by the European Union



East African Community



International Trade Centre



german cooperation



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PROGRAM PARTNERS



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IDRC · CRDI

International Development Research Centre
Centre de recherches pour le développement international



USAID
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Feed the Future
Rwanda Nguniza
Nshore Project

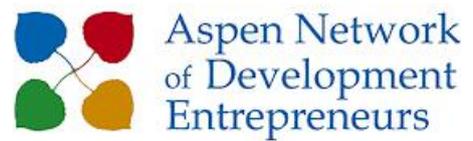
KNOWLEDGE PARTNERS



BESTSELLER FOUNDATION



SUPPORT PARTNERS



ANNEX 2

ATTENDING ORGANIZATIONS

10Agrow Technologies
 1949books
 Ito4
 2SCALE
 AAIC Partners Africa
 Aavishkaar Group
 Abakundakawa Rushashi
 Cooperative
 ABCD Great Life Ltd
 Absa Group Limited
 AC Group
 ACADES
 Accra Metropolitan
 Assembly
 ACDI/VOCA
 Acumen
 Advance Consulting B.V.
 Advisor and Strategist
 AEC Kenya
 AFD
 AFEX Commodities
 Exchange
 Africa Business Group
 Africa Eats
 African Capital Alliance
 African Conservation
 Centre
 African Development
 Bank (AfDB)
 African Leadership
 Academy
 African Management
 Institute
 African Venture
 Philanthropy Alliance
 (AVPA)
 Afrikapu Ltd
 Afropian
 AGAR Limited
 Agrinfo
 AGRISMART
 Aida Taddesse
 Ajua Inc
 Akanyenyeri Genuine
 Innovation Limited
 Alabama A&M
 Alberta Richards
 AlphaMundi Group
 Alstar Limited
 Aludo Group
 Amaati Company Limited
 American Society of
 Mechanical Engineers
 (ASME)
 AMREF
 Anibok Investment
 Research Chambers (Pty)
 Ltd
 Ankole Coffee Producers'
 Cooperative Union
 (ACPCU)
 Anzisha Prize
 APA Insurance
 Apollo Agriculture
 Aptech Africa Ltd
 Aqua Clara Kenya
 Aqua for All
 ARCH Emerging Markets
 Partners
 Arifu
 Ariya Finergy
 Arkki ASEAN
 Arnold Ventures
 Aspen Network of
 Development
 Entrepreneurs (ANDE)
 Aspire Coronation Trust
 Foundation
 Aspire Impact
 Associação
 Moçambicana de
 Energias Renováveis
 (AMER)
 Association Countrywide
 Innovation Hubs
 Association for Supply
 Chain Management
 (ASCM)
 AT Impact Fund
 Avo Care Ltd
 Avomeru Group Ltd
 Azania Bank Limited
 Azma Foods
 B Lab East Africa
 Baby Grubz
 Baho Coffee Company
 Limited
 Baobab Network
 BBIN
 Bestseller Foundation
 Beyond Capital Fund
 BFA
 BiD Network
 Bidhaa Sasa
 BIO-Invest
 Blackstar Media
 Bluewave Insurance
 Bond Coffee Limited
 BongoHive
 Booking Africa
 Botanic Treasures
 Botho Ltd
 Briter Bridges
 Buhanga Coffee
 Ccooperative
 BURN Manufacturing
 Burundi Investment
 Promotion Authority
 Business Env't & Pvt Sector
 Dev

Bver Group	DEG - German	Education Outcomes
BWiz Capital	Development Finance	Fund
Caferwa	Institution	Efective M&N Ltd
Caïo	Délégation Générale à	EFlnA
Calvert Impact Capital	l'Entrepreneuriat Rapide	EKAR Consulting
Carbon Group Global	des Femmes et des	Eldo Tea Enterprises
Carnot Ltd	Jeunes (DER F/J)	Limited
Caswell Capital	DFC	EldoHub
CDC Group	Direne Packaging and	eLengo
Ceniarth	Business Advisory Services	Ellen MacArthur
Central Coffee Farmers	DOB Equity	Foundation
Association	DOEN Foundation	Elven Agri Company Ltd
CEPAR	Draper Richards Kaplan	Endeavor Kenya
Cewas	Foundation	Energy 4 Impact
Chanzo capital	DRK Foundation	Energy Generation
Chepsangor Hills Coffee	DryGro	Eneza Education Limited
Limited	DUMA	Engineering for Change
Child.org	Dynamiss Digital Learning	Engineers Without Borders
Circle Innovation	Solutions	Canada
Clarity Partners	E-data Farm	Enlight communications
Clayton Christensen	EarlyBird Venture Lab	Enso Trading Ltd
Institute	East Africa Fruit Farms	Envisage Ltd
Cocagi	East Africa Private Equity	Enza Capital
Cococa	& Venture Capital Assoc.	Equity for Africa Group
CoELIB Centre	East African Business	Etsegenet Desalegn
Cognitsys	Council	European Union
Coldhubs	East African Community	Eva's Coffee Kenya
Collaborative for Frontier	Secretariat	Even Agri Company Ltd.
Finance	East African Investments	Factor[e] Ventures
Communal Shamba Ltd	Eastern & Southern	Fair Trade Enterprises Ltd
Cordaid Investment	African Trade &	Farmer's Pride
Management (CIM)	Development Bank	Fawaki Fresh Pack
Cordiant Capital	Eastern Africa Farmers	International Limited
Cracode Quality Crafts	Federation (EAFF)	FayFashion
Creadev	Eastern Agriculture	FEDA Food Products
Crescent Takaful Saving	Development Company	Field Buzz
& Credit Cooperative	easyHATCH	Fin & Sons
Society Limited	EAV	FINCA Ventures
Crop Nuts	ECG	Finding Impact
Cyahinda Coffee Ltd	Echoing Green	FirstWave Group
DAI Global LLC	EchoVC	Flamingoo Foods
Darsh Industries Ltd	Eco-V	FloatPays (Pty) Ltd
Dashcrop Ltd	Edge Growth	FOLORUNSHO
Data Integrated Ltd	EdPartners Africa	Food Africa
	Educartis	Forizen

Founders Factory Africa
 Fozia Endrias
 Frank About Tea BV
 Frika Designs
 Future Day Global
 Future Females
 Gache Roots Ltd
 Garden Fresh Ltd
 Gbri Business Solutions Ltd
 Geckos United
 Georgia Institute of Technology
 GET IT HOLDINGS (Rwanda)
 GET.invest
 GGEM Farming
 Gitsei Coffee Washing Station Ltd
 GiveWatts
 GIZ (German Corporation for International Cooperation GmbH)
 Global Affairs Canada
 Global Alliance for Improved Nutrition (GAIN)
 Global Development Incubator (GDI)
 Global Group Media
 Global Partnerships
 Global Projects
 Global Steering Group for Impact Investment (GSGII)
 GOGLA
 GoMarkits
 Gongali Model Company Ltd
 Goodwell Investments
 Goshen Finance
 Grant Access
 Grant Thornton
 Grassland Cameroon Ltd
 Green Belt Movement
 Green Coal
 Green Harvest Products Ltd.
 Green House Capital
 GreenMax Capital Advisors
 GreenTec Capital Partners
 GroFin
 Growth Africa
 Habitat Bermuda
 Habitat for Humanity International
 Harambee Youth Employment Accelerator
 Hasambo AMCOS
 Helium Health
 Helpkook Global International Ltd
 High Level Climate Champions Team
 HiLight Technologies
 Hiveonline
 Homerange Poultry Kenya
 Huduma Smart
 Humanity Link
 Hygiene Rix
 I-DEV
 I-RENEWABLE Emergy Ltd
 ICT Authority
 Idagba
 iDeaLabs
 ideiaLab
 IFDC
 Igisura Company Ltd
 ILARA Health
 Imara Tech
 IMARB Group Ltd
 Immersive Design
 Impact
 Impact Capital Africa
 Impact Hub Global
 Impact Hub Khartoum
 Impact Investing in Africa - University of Cape Town
 Impact Investment Exchange
 ImpactAlpha
 ImpactDev Africa
 Inclusive Business Action Network (iBAN)
 Incofin Investment Management
 Inkomoko Entrepreneur Development
 Innovate Arbor
 Innovation Edge
 Innovatum AB
 Insurance for All (IFA)
 Insurance Agency
 Intellecap Advisory Services
 International Development Research Centre (IDRC)
 International Labour Organization (ILO)
 International Republican Institute
 International Trade Centre (ITC)
 INUKA AFRICA
 IPE Global Limit
 Ishyo Foods Ltd
 Issroff Family Foundation
 Iyeza Health
 Izuba Coffee
 Jali Finance
 Japan External Trade Organisation (JETRO)
 Jhpiego
 Jibu
 Jijenge
 KadAfrica
 KaffiKawa Ltd
 Kalico
 Kangulumira Area Cooperative Enterprise (KACE)
 KawiSafi Ventures Limited
 Kayana
 Kazi Yetu Ltd
 KCTA
 Keep IT Cool
 KenInvest

Kenya Bankers Association
 Kenya Catalytic Jobs Fund
 Kenya Climate Ventures
 Kenya Ministry of ICT,
 innovation and Youth
 Affairs (MIIYA)
 Kenya Ministry of Industry,
 Trade and Cooperatives
 Kenya Ministry of
 Transport
 Kenya Women and
 Children's Wellness
 Centre
 Kenya Youth Employment
 Programme (KYEOP)
 Kids Comp Camp
 KIEP 250+
 Kijani Berries
 Kikobero Coffee
 Company (KCC) Limited
 Kilimanjaro Native Co-
 operative Union (1984) Ltd
 KIRI EV
 Kisangani Blacksmith &
 Renewable Technology
 Company Ltd (KIBARTCO)
 Kiva
 Komaza Forestry Limited
 KPD PLC - KADERES
 KPMG
 Kua Ventures
 Kuhluka Movement
 Kunjina Tesfaye
 Kuresoi Tea Factory
 Kwangu Kwako
 La' Marc (U) Limited
 Lambda Energy Ltd
 Lamiro Consult Limited
 Law3sixty
 Lentera Africa
 Lion's Head Global
 Partner
 LithurBrew & Company
 Lokota
 Long Term Foundation
 Macjames Global
 Resources Limited
 Maisha Meds
 Maitri Group
 Maj Invest
 Makaru Agro Limited
 MamaOpe Medicals
 Limited
 MamaPrime
 Market Intelligence Africa
 Markgrown Enterprise Ltd
 Masaka Creamery
 Masha Quality Holdings
 (U) Ltd
 MaTontine
 Matraco
 Matthew & Partners LLP
 Mavuno Organics Kenya
 Limited
 Maziwa
 Mbale Arabica Coffee
 Roasters Ltd
 MC Ventures
 MCE Social Capital
 MDaaS Global Corp.
 mDco
 MED-FOODS ARUSHA
 COMPANY LIMITED
 Medic Mobile
 Mercury Estates
 Mercy Corps
 Mergermarket
 Meru Herbs Kenya
 Mettā
 Mhogo Foods
 Miller Center for Social
 Entrepreneurship, Santa
 Clara University
 MIT Legatum Center for
 Development &
 Entrepreneurship
 Modern Energy Cooking
 Services, Loughborough
 University
 Mosabi
 Mosaic Consulting
 Mountain Harvest
 MSF PureFresh Organic
 Mumspring
 Murambi Coffee
 Musoni Microfinance
 My Health Africa
 MYFUGO Innovations Ltd
 Mzuzu Entrepreneur Hub
 Mzuzu Institute of
 Technology and
 Innovation (MZITI)
 Nation Media Group
 National Agriculture
 Exports Board of Rwanda
 National Bank of
 Commerce
 Nearby Technologies
 International
 Netafim Agricultural
 Financing Agency Pvt Ltd
 New Daughters of Africa
 New Energy Nexus
 New Faces New Voices,
 UGANDA
 NGC Bocas Lit Fest
 Nicola Zawadi Cross Films
 Nile Highlands Arabica
 Coffee Farmers
 Association (NIHACOFA)
 NIRAS
 NISK Capital Ltd
 NjordFrey Ltd
 Nourishing Africa
 Nourishing Nomads
 Limited
 Nova Coffee Rwanda Ltd
 Novastar Ventures
 NRMC
 O'GENIUS PRIORITY Ltd
 OBRI Tanzania
 Office Pour Le
 Development Du Café Du
 Burundi (ODECA)
 OFGEN Ltd
 OIKOCREDIT
 Okavango Capital
 Partners
 Olivado EPZ Limited

Omina Otsieno
 Opareta
 Open Capital Advisors
 Open Energy Labs
 Open Road Ventures
 Opes-Lcef
 Optimizer Foundation
 Options Consultancy Services
 Ortus Africa Capital
 Ovation Solutions
 OXTO Energy
 Padziwe Systems Limited
 Pamoja Digital Financing
 Patasente
 PCDN.Global
 Penda Medical Center
 People's Pension Trust Ghana (PPTG)
 Pino Agencies
 Plan International
 Platinum Commodities (JKR) Ltd
 Poa Internet
 Polyclinique La Medicale
 Ponea Health Group
 Power for All
 Pricepally.com
 Private Equity Support
 Procter & Gamble
 Prothem-Usine S.A.
 Pure Purple
 PyroGenesys LTD
 Quicksand Design Pvt. Ltd
 Qunie Corporation
 Rabobank Foundation
 Reaval World
 Reekworth Schools
 Ren Company Ltd
 Reneesense
 Renies Fresh
 Rent to Own Zambia
 REPARLE
 Republic of Burundi
 Riby
 Rice360 Institute for Global Health
 Right To Dream Academy
 Rio Fish Ltd
 Rippleworks
 Roberts Moghul & Partners
 Rock Impact Capital Ltd
 Rockefeller Foundation
 Root Capital
 Rose Women's Foundation
 Rwanda Chamber of Women Entrepreneurs
 Rwanda Development Board
 Rwanda Finance Limited
 Rwanda Nguriza Nshore Activity
 Safe Motherhood Alliance
 Sakami Ranches Ltd
 Sakks Solutions Ltd
 Samata Capital
 Samunnati
 San Company Ltd
 Sanergy
 Sanit Wings
 Sanivation
 Santa Clara University
 Sasakawa Africa Association
 Sassy n Trendy Cosmetics
 Scrumptious Eats
 Seekewa
 Segal Family Foundation
 Shaqadoon (Hargeisa Hub)
 Shell Foundation
 Shortlist Professionals Limited
 Sibanye Stillwater
 Sidian Bank Ltd
 Siemens Stiftung
 Simusolar
 Skoll Foundation
 Sky.Garden
 Small Foundation
 Smart Regional Consultants Ltd
 Smart Tea Kenya
 SnooCODE Ltd
 SNV Netherlands Development Organization
 Social Enterprise Ghana
 Social MBE
 SoGAL Kampala
 Solargen Technologies Ltd
 SOLVIT
 Soroti Grain Millers Limited
 Stage Six
 Standard Group
 Stanford Seed East Africa
 Startup Suite
 Steamology
 Stepchange Africa
 StratComm
 Strathmore
 StratLink - Africa Ltd
 Student Finance Africa
 Studio Nima
 SUCCAM
 SUGECO
 Suku Chai Company Ltd
 Sumac Microfinance Bank
 Sunrise Capital GmbH
 Sustainnovate
 Swedfund International AB
 Sweet Medicine
 Swiss development cooperation SDC
 Syngenta Foundation East Africa
 T & Co.
 Tack & Gybe Associates Ltd
 Taimba
 TakaTaka Solutions
 Take-a-Stake Fund
 Tala

Tanganyika Instant Coffee Company Ltd
 Tanzania Association of Professional BDS Providers
 TAPBDS
 Taste of Kenya
 TBN
 TCFA Co-op Joint Enterprise Ltd
 TDB
 Tellistic Technology Services
 Teuscher Invest Ltd (Kivubelt Coffee)
 The Butty Box
 The Carbon Trust
 The Coffee Gardens
 The Donut Factory T/A Barista & Co.
 The Fall of Saints
 The Grameen Creative Lab
 The Great Farm
 The Keffi Group
 The Kijiji/Whitebox Program
 The Nanjala Company
 The OR Foundation
 The Royal Academy of Engineering (RAE)
 The Smart Investor Club
 The U.S. International Development Finance Corporation (DFC)
 ThirdWay Africa
 Thomson Reuters Foundation
 Tlcom
 Tlhokomelo
 TMP Systems
 Tony Blair Institute for Global Change
 Toothpick Project (Toothpick Company Ltd Kenya)
 Total Impact Capital
 Trade and Development Bank
 Transformational Business Network
 Trapro Coffee Washing Stations Ltd
 Tree_Sea.mals Ltd
 Tribal Trends by Shiko
 Trilateral Co-op in Africa
 Triple Jump
 Tropical Trade International Co. Ltd
 U.S. African Development Foundation (USADF)
 U.S. Agency for International Development (USAID)
 UBS Optimus Foundation
 UCDA
 Uganda Entrepreneurial Ecosystem Initiative
 Uganda Investment Promotion Authority
 UK-Kenya Tech Hub
 Umuti Packaging
 UN Strategic Partnership
 UN World Food Programme (WFP)
 Unilever
 United Nations Development Programme (UNDP)
 United Social Ventures
 University of Nairobi
 Upya Technologies
 US International Development Finance Corporation (DFC)
 USAID Kenya Investment Mechanism
 USAID Rwanda Nguriza
 Nshore
 Value for Women
 Venture Capital Trust
 Fund Ghana
 Verdant Frontiers
 Veritas Consulting
 Viamo Inc.
 Viebeg Technologies
 Village Capital
 Villgro Africa
 VisionFund Kenya
 Vista Ventures Social Impact Fund
 Vite Technologies
 Volcano Coffee Ltd
 Vuma Biofuels
 Warande Advisory Centre
 Warc Africa
 Waste Electrical and Electronic Equipment Centre (WEEE Centre)
 Water Access Rwanda
 WaterBus (Globology Ltd)
 WomenWork Kenya
 World Economic Forum
 World Resources Institute
 Worldreader
 WWF International
 Wylde International Ltd
 Yo Waste
 YODinternational.org
 Youth Advisory Council
 Nairobi Metropolitan Services
 Youth Business International
 Youth Lens Hub
 Zaidi Technologies
 Zanj Spice Limited | 1001 Organic
 Zest Capital
 Zima Enterprise Ltd
 Zumi