

Assessing the available international financing sources for local agricultural value chain SMEs in Mozambique

Improving the framework conditions in the private and financial sector:
Micro, small and medium-sized enterprises (MSME) use improved
framework conditions for inclusive growth

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List of Abbreviations

AFDB	African Development Bank
AVC	Agriculture Value Chain
CSR	Corporate Social Responsibility
DD	Due Diligence
DFI	Development Finance Institutions
DPP	Development Partnerships with the Private Sector
EGL	Evergreen Labs
FDI	Foreign Direct Investment
FSB	Financial Services Board
FMCG	Fast Moving Consumer Goods
GIIN	Global Impact Investor Network
HNWI	High Net Worth Individuals
ICT	Information and Communication Technology
IFC	International Finance Corporation
InBM	Inclusive Business Models
IT	Information Technology
MSMEs	Micro, Small and Medium-sized Enterprises
MFIs	Microfinance Institutions
PE	Private Equity
SA	South Africa
SME	Small and Medium-sized Enterprises
SOE	State-owned Enterprises
TA	Technical Assistance
VC	Venture Capital

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About this Report

Background of GIZ and ProEcon

The GIZ program “Improving the framework conditions in the private and financial sector” (ProEcon) aims to achieve sustainable economic development in Mozambique through its objective: “Micro, small and medium-sized enterprises (MSME) use improved framework conditions for inclusive growth”. ProEcon has a duration of 3 years (01/2017 to 12/2019).

To achieve its goal the program works in three intervention areas:

1. Enhancing the business environment on national and local level
2. Private sector development
3. Financial systems development

Assignment

This consultancy work was conducted in the context of the intervention area “Private sector development”. In this approach, Inclusive Business Models (InBM) are identified and promoted to integrate MSMEs in supply chains and distribution networks, thereby providing them with opportunities for the creation of more employment and income. An important instrument to develop, promote and upscale such inclusive business models are Development Partnerships with the Private Sector (DPP).

The ProEcon program is implementing various partnerships with lead companies in selected value chains. Most of the partner companies have growth potential, which is oftentimes limited by access to finance. The same holds true for their suppliers, including small-holder farmers. MSME including small-holder farmers in Mozambique have different needs and options when it comes to financing their operations or investments.

Objectives

The objective of this consulting assignment is to analyze and outline different financing options that are available to local MSME (including small-holder farmers) including suitable financing structures, utilization of non-obvious funding instruments and initial research on generally suitable funding sources.

Methodology

Over the past weeks, we have engaged in several interviews with different stakeholders to obtain a focused understanding of the general investment landscape, the programs participants funding needs, their underlying business models, investor sentiments as well as GIZ and ProEcons past and planned activities of intervention.

Additionally, we analyzed the material provided by the program participants towards suitable funding instruments and structures and researched local, African and non-African funding sources.

Lastly, we reached out to several investment, impact and development networks to understand potential membership benefits for GIZ and project participants. All findings are stated in this report and detailed information on identified sources and stakeholder can be found in the complementary data tables.

Deliverables

Deliverables	Description
1. Final report of study	Comprehensive summary of findings, identified instruments, relevance of instruments, shortlisted funding sources and general recommendations for GIZ and program participants
2. Slide Summary for GIZ	Short summary of GIZ specific findings and recommendations
3. Slide Summary for program participants	Short summary of participant specific findings and recommendations
4. List of identified funding sources & networks	Excel file of long list and short list, including prioritization / relevance of identified sources

Table 1: Project deliverables

How to Use this Report

This report leads private companies and GIZ through the various sources of funding opportunities for agribusinesses in Mozambique. The following is an overview of the report's content:

- **Chapter 1** presents and explains the current situation in Mozambique relevant to fundraising.
- **Chapter 2** details the sources of funding for private companies in Mozambique.
- **Chapter 3** examines networks in detail to expand GIZ program and private companies reach and approach.
- **Chapter 4** presents recommendations to private companies to access funds for their next stage in development.

For the ease of use, this report utilizes color-coded structure where a color in a section, box and left-sidebar signifies:



Blue: represents a section, chapter, box relevant to program participants and private companies



Yellow: represents a section, chapter, box relevant to GIZ



Green: relevant for both

Chapter 1: Setting the Stage for Investment Sources and Opportunities in Mozambique

1. Investment Landscape in Mozambique

The current investment landscape in Mozambique is emerging and has kept pace with rising commercial investments into the country. In fact, Mozambique has received the third-highest amount of impact capital of any county in the Sub-Saharan region¹. The discovery of the 4th largest natural gas deposits in addition to the increasing exploitation of Africa's second biggest coal reserves², have drawn capital, often funded by foreign direct investments (FDI) into the country. Taken together, this has led to strong growth rates of the country over the past decade. Nevertheless, these high growth rates still leave Mozambique amongst the poorest countries in the world, with low human development indicators³.

For this reason, foreign investors are primarily involved in the country's natural resource sector (coal, aluminum and natural gas) and there has also been interest in hydrocarbon, energy, retail and real estate sectors¹. In 2017, Mozambique's leading foreign investors were, in order, the United Arab Emirates, Mauritius, China, Italy, the United States, South Africa, Portugal and Turkey⁴. Although there are foreign investors pouring into the country there are still many gaps within the regulatory framework that create high risk investments into the country. For example, land is owned by the government and therefore cannot be used for collateral; for domestic businesses (i.e. agriculture sector) this fosters large challenges when attempting to access bank financing. Additional imposing regulations include highly restrictive foreign labor laws (10%, 8% and 5% threshold) and capital & forex constraints.

Restrictions aside, Mozambique is still a highly attractive market for foreign investors. The country has comparatively low inflation rates, proximity to major markets (e.g. South Africa) and decent shipping access to the Middle East and Asia. Moreover, the country's main trading partners include South Africa, China and Portugal¹. The government has also established foreign and domestic investor incentives such as VAT exemption on certain capital goods during the first five years of a project's implementation⁵, credits on taxable income for projects located in certain rural provinces⁶ and tax deductions based on modernizing equipment and training Mozambican workers⁵.

¹ GIIN, and Open Capital Advisors. *The Landscape for Impact Investing in Southern Africa: Mozambique*. pp. 1–30.

² <https://vc4a.com/blog/2014/08/06/the-start-up-ecosystem-in-mozambique/>

³ https://ssir.org/articles/entry/sustainable_investments_are_not_always_what_they_seem

⁴ <https://www.lloydsbanktrade.com/en/market-potential/mozambique/investing>

⁵ MLGTS Legal Circle, *Guide to Doing Business: Mozambique* (Lex Mundi, 2012), <http://www.lexmundi.com/Document.asp?DocID=5680>.

⁶ "Investment Incentives," High Commission of the Republic of Mozambique in London, 2008 http://www.mozambiquehighcommission.org.uk/?id_w=7&id_w1=31.

In summary, Mozambique has become an attractive country for foreign investments in various sectors but lack of regulatory infrastructure leaves many of the country's opportunities unattainable.

2. Return-Based Investments in Mozambique

With the current influx of commercial investments into Mozambique primarily into the natural resource sector, the country's economic development has been on the rise. However, according to the United Nations Human Development Index Mozambique is ranked 185 out of 187 countries, making it one of the world's poorest economies with more than half of Mozambicans live on less than \$1 per day⁷. With much room for improvement, the country is in need for this new wave of growth, which has allowed a new generation of entrepreneurs to emerge with support from the government. Moreover, there are significant market gaps in the country, specifically in key goods and services (e.g. infrastructure improvements, transportation, energy and agriculture), that foster local entrepreneurship to fill⁸.

The developing startup ecosystem in Mozambique has begun to attract foreign funds, impact capital. The sources of impact capital are wide and are comprised mainly Development Finance Institutions (DFIs), as few impact funds are slowly approaching the country. Currently, there is very low involvement of angel investor and high-net-worth individuals in Mozambique.

Impact capital represents only a small portion of the total capital currently available in Mozambique. In fact, the country's financial landscape is predominantly led by banks, which control an estimated 95 percent of total assets in the financial sector. Moreover, 87 percent of this is concentrated in the country's five largest banks. Impact investors face more challenges in this developing country with capital restrictions, especially for foreign direct investments (FDIs) including strict regulations on repatriate capital or remit funds from dividends and interest. Not to mention forex restrictions require approval for amounts as low as \$5,000, which make transactions a slow and painful process⁸.

Mozambique's impact and non-DFI investment ecosystem is dominated by incubators and accelerators focusing on seed/very early stage or venture-stage businesses in specific sectors, such as information and communication technology (ICT). The relatively low number of growth-stage businesses has limited the opportunity for service providers to provide tailored support to SMEs and run structured programs. As donor funding / foreign aid remains readily available, return driven investments are less attractive to MSMEs, especially in earlier stages of the company's life cycle. Additionally, return-based investors typically face high due diligence and monitoring cost, but there are opportunities for impact investors to leverage technical assistance (TA) or grant funding from development organizations to offset the upfront investment needed to source and develop investable deals.

Regardless of these barriers and lack of attractive incentives, (impact) investors have Mozambique on their radar. Sourcing deals can be a challenge for foreign investors as there is

⁷ <https://nextbillion.net/mozambique-is-impact-investment-the-answer-for-agribusiness/>

⁸ GIIN, and Open Capital Advisors. *The Landscape for Impact Investing in Southern Africa: Mozambique*. pp. 1–30.

a lack of granular information on the impact investment landscape, although reports from global networks, such as Global Impact Investing Network (GIIN) are focusing on Sub-Saharan Africa and performing necessary research to guide and attract more investments into the region. In a recent GIIN report, several impact investors noted that given low deal flows, they have been able to support their investees with one or two in-house staff on the ground. The lack of deals highlights the immaturity of the startup ecosystem in the country, which is also facing its own significant challenges.

3. Challenging Startup Ecosystem in Mozambique

Building a startup in a developing country is already a challenge, however when creating a business in Mozambique one is faced with a whole set of barriers to overcome. These challenges are the bottleneck for startup development in the country and ultimately limit the deal flow which leaves impact investors empty handed and widening their Sub-Saharan regional scope towards more readily available startups in other countries. To start, the physical landscape of Mozambique provides the country with its vast natural resources, however its immense geographical size, spanning over 2000 kilometers (Mozambique is the 35th largest country in the world), combined with poor infrastructure, including poor road conditions, lead to high transportation costs and high cost of placing capital in the due diligence (DD) process. Also, the low urbanization and population density in the country makes it difficult to reach customers without high shipping costs.

The workforce in Mozambique is another challenge that startups and investors alike need to manage. The current education level in the country is one of the lowest in the world. This puts a high price tag on the educated workforce and causes limited availability and high demand, especially in FDI projects. Moreover, like much of sub-Saharan Africa, Mozambique has a significantly young demographic distribution with 45 percent of the population under the age of 15 and 65 percent is below 25. This has led to high youth unemployment⁹. In summary, Mozambique's low levels of education will make it challenging for the country to translate its youth boom into positive economic growth¹⁰. These challenges facing Mozambican startups aren't easy to overcome and while entrepreneurship is attractive, the cons often outweigh the pros and the well-qualified, educated workforce is often recruited.

4. Opportunities in the Agribusiness in Mozambique

One sector with significant opportunities in Mozambique is agribusiness. According to the National Institute of Statistics of Mozambique, 45 percent of the country's territory is comprised of arable land¹¹, but only 12 percent of arable land has been cultivated. Out of a population of almost 24 million, approximately 80 percent is employed by or dependent on an agricultural

⁹ Sam Cowie, "Few Jobs despite Booming Mozambique Economy," Al Jazeera Media Network, December 2, 2014, <http://www.aljazeera.com/indepth/features/2014/12/few-jobs-despite-boomingmozambique-economy-201412291727155364.html>.

¹⁰ GIIN, and Open Capital Advisors. *The Landscape for Impact Investing in Southern Africa: Mozambique*. pp. 1–30.

¹¹ National Institute of Statistics of Mozambique

sector that is mainly traditional with low yields. An increase in agricultural production could, therefore, significantly reduce poverty in Mozambique.

Mozambique is advantageously situated to reach key Asian export markets, expanding the potential market well beyond the size of Mozambique's own population¹². Besides primary production, agro-processing offers vast potential, as it leverages domestic value generation.

Investments into Mozambique from non-DFI investors focus on agriculture value chain (AVC) with an average deal size just under 1mn USD and an approximate even split between equity and debt. While commercial debt funding is challenging due to its high interest rates for most low margin operations such as agriculture businesses, impact focused investors can offer preferential rates. Unfortunately, only few impact investors have local presence in Mozambique, exposing them to exchange rate risks and capital restrictions.

Investment opportunities in agribusinesses, especially in emerging economies attract billions of dollars annually and Mozambique is certainly a strong recipient, as social and environmental benefits can be gained by reducing food losses, increasing employment and operational sustainability and by empowering women and rural communities.

Despite obvious opportunities, many small-scale agribusinesses in developing countries and Mozambique in particular, lack access to reasonable financing options, falling into the "missing middle" and facing a combination of unrealistically high collateral requirements and unaffordable interest rates.

¹² Luft, J., & Chambers, T. (2016). *MOVING THE NEEDLE Critical Success Factors for Scaling Innovation in Asset Finance for Small and Growing Agribusinesses With case studies from Kenya, Guatemala and India* (pp. 1-29, Rep.).

Box 1: Developmental Stages of a Startup

Pre-seed stage: the business may just consist of a concept, prototype or idea. Typically, in this phase, capital is drawn from personal, private sources including family and friends or a potential founding team. Yet early-stage entrepreneurs in Mozambique face substantial challenges to getting their businesses investment-ready and struggle to find financing beyond friends and family.

Venture stage: after fully testing the concept, a business enters this next phase. Typically, at this stage the concept is formally registered and is an incorporated business. Through the duration of this stage adaptability is key for success, as many factors including access to capital may change the route of a startup. Venture stage fundraising is typically more abundant than pre-seed capital however, lack of key financial infrastructure in Mozambique makes it challenging to access typical capital at this stage including: donor funding, bank financing and angel investments.

Growth stage: once a business is starting to generate consistent, stable cash flows to cover operational expenses it has entered the next development phase. In fundraising terms, this is typically where series A and B rounds are raised to aid in the operational growth of the business. These funding rounds are larger in ticket size and require professionalized accounting and management systems, which impact investors have been found to be lacking in many interesting early-stage businesses and even some mature businesses in Mozambique.

Expansion stage: after series B funding is secured a startup is commonly launched into the next phase for startups globally, this stage is where most of the capital lies, as investors can typically attain interesting financial returns. At this stage, businesses are ready to start capitalizing on their company's stability and expand the breadth of their business. The funding required at this stage is commonly known as series C and sources include VCs and strategic private equity firms.

Exit stage: after having successfully navigated through the expansion stage of a business, the company is now seeing profit year-on-year with continual growth. At this period, the business is at full maturity and exit stage. Although small and medium sized enterprises (SMEs) will remain at this level and push for further expansion, some entrepreneurs may choose the option of exiting the business. Both choices require careful planning and execution by the board of directors.

Box 1: Developmental Stages of a Startup. A startup's growth can be categorized into five stages and each step requires different types of capital and funding sources.

Chapter 2: Sources of Funding Opportunities for Agribusinesses in Mozambique

2.1 Impact Investors

Impact investors are a new segment and cross breed of venture capitalists and philanthropists. As defined by the GIIN, impact investments are “investments made into companies, organizations, and funds with the intention to generate social and environmental impact alongside a financial return”¹³. Their primary focus is to generate beneficial social or environmental impacts paired with financial gains. As a subset of socially responsible investing (SRI), impact investing aims to create a positive impact through capital¹⁴. Impact investors are active in Mozambique but still underrepresented compared to other countries in the region. Impact investors may be funded from several different sources, from private funds as a form of Venture Capital or Private Equity to donor and development funds taking on the role of an intermediary.

Southern Africa’s investment ecosystem is rapidly developing and attracting a unique mix of capital, from development organizations, government and private sources, including but not limited to angel investors, venture capital & private equity firms, institutional investors, international organizations and foundations. Mozambique, however, is not a focal country for most investors, except for development funds, which rarely have country offices. Language barriers, poor infrastructure, challenging legal system, dependency on development money and insignificant private sector activities are a few challenges that are repetitively mentioned by investors¹⁵.

Private impact investors typically focus on investing in ventures that have a direct positive social & environmental impact while still expecting a financial return, often below-market rates¹⁶. Since Mozambique still receives significant development funds including funds for private sector development and investments, private impact investment is particularly challenging, as potential investees often prefer grant funding or other forms of perceived “free money”. Institutional impact investors, often funded by donors (private, corporate, foundations, development) are mostly focused to bridge the debt gap, utilizing the donor funds to make impact capital more accessible, often in form of debt with preferential conditions (e.g. CTA Active Capital Fund, AFDB, IFC).

Besides the challenging base parameters, several organizations are quite active in supporting the impact ecosystem through targeted investment in Mozambique. This includes intermediaries that manage development funds (e.g. Technoserve, Renew Strategies, ISF Advisors, Gapi) as well as private investors including angel investors, family offices, venture capital & private equity

¹³ <https://thegiin.org/>

¹⁴ <https://www.investopedia.com/terms/i/impact-investing.asp>

¹⁵ Expert interviews and investment profiles gathered by EGL

¹⁶ <https://thegiin.org/impact-investing/>

firms and foundations with varying degrees of return expectations (e.g. Pearl Capital, Third Way Africa, AgDevCo, Global Innovation Fund).

Typical investment tools can be divided into cash and in-kind contributions, including but not limited to equity, quasi equity, mezzanine, debt, grants and technical assistance (consulting, training, other non-financial support). The latter may be perceived as less attractive but can leverage an entrepreneur's time significantly, e.g. through a professionalized approach towards investment readiness, connection to an investors network for follow on funding and an overall improvement of business processes, expertise and capabilities.

It is essential for the investee to choose the right investment structure and capital mix according to life cycle, cash flow requirements, growth perspectives and many other factors. While the typical implications of debt and equity are generally known, program participants were often unaware of structuring methods to overcome unfavorable conditions. This can include buy back options, stages capital disbursements, recoverable grants and many other contractual or structural elements that often take on mezzanine capital characteristics.

Impact investors that have been identified as potentially viable for one or more of the program participants, with the following general requirements:

- Region: Already active in or dedicated to Mozambique
- Sector: Focus or proven interest in Agriculture and auxiliary activities
- Stage: Investing in pre-seed, startup and/or growth phase ventures
- Size: Overlap with participants funding requirements US\$100,000-10,000,000

Name	Category	Instrument	Website	Region	Comment
Global Innovation Fund	Impact Fund	Grants, loans, equity \$50.000 - \$15.000.000	https://globalinnovation.fund/	Any developing country	Global fund that supports the piloting, testing, and scaling of impact innovations.
Pearl Capital	Impact Fund	Equity, debt, Mezzanine Up to \$2.500.000	http://pearlcapital.net/	East Africa - one fund definitely also targeting MZ	Invests in growing agricultural small and medium sized businesses.
Third Way Africa	Merchant bank; Investment & Advisory	Loans, equity (soon), advisory	https://www.thirdwayafrica.com/	Maputo, Mozambique	ThirdWay Africa is an impact-focused merchant bank operating in Indian Ocean Africa.
Akili VC	Impact VC	Equity pre-seed to Series A	https://www.akili.vc/	Ghana, Kenya, Mozambique, Nigeria, etc.	Open to investments in Mozambique and are quite interested in food systems and life science around Agri
ACF (african challenge fund)	DFI	Various Early stage to	https://www.aefc.org/i	Sub Saharan Africa incl. Mozambique	Supports businesses to establish a new activity or expand existing businesses

		growth stage		(several investments)	with beneficiaries living on less than US\$2 / day.
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Table 2. Excerpt of Impact Investors active in Mozambique (full list in Appendix 1)

The challenge with identifying the right investor is that one initially must rely on public information and hear-say, which may not be accurate, updated or even available (as in many cases of this assignment). Additionally, it is a very time-consuming process with an uncertain outcome. Some investors receive hundreds of inquiries and proposal per day and responsiveness can be very limited, as was the case for this exercise as well as program participants. One program participant reported that he never even received a feedback from one of the potential investors after going through an initial vetting process and being invited to the investor’s offices for an in-person meeting. Perseverance is as important as a strong and sometimes tailored preparation of materials and meetings.

The space of so-called angel investors is even more intransparent and while several Mozambican Angel Networks are mentioned in public sources, none could be identified as active. Mozambique shows a low participation of high net worth individuals (HNWI) on a professional level, that goes beyond the friend and family funding stage¹⁷. One project participant secured angel funding through his network, without actively pursuing this segment strategically.

2.2 Crowdfunding

Crowdfunding, a relatively new form of funding, arose through the peer-to-peer and sharing economy model supported by new technologies and software applications. It is a process by which individuals or groups pool capital and other resources to fund projects started by individuals or organizations without any financial intermediaries¹⁸. This new-age form to finance SMEs has developed startup ecosystems across the world. Global crowdfunding financing reached \$34 billion in 2015 and more than 70% of it was through lending, according to a 2016 report by research firm Massolution¹⁹. Regionally, most crowdfunding financing still takes place in North America (\$17.25 billion) and Europe (\$6.48 billion); about 70% of the global total. The use of crowdfunding in Africa is on the rise. In 2015, it was reported \$24.2 million was dispersed in Africa through crowdfunding sources, which is less than 1% of the global total volume and about 21 percent of emerging market activity²⁰. However, specific types of crowdfunding, e.g. equity-based, are becoming new sources of funding for SME’s in Africa, who are typically seeking the “missing-middle” ticket size²¹. In 2013, the World Bank published a report,

¹⁷ GIIN, and Open Capital Advisors. *The Landscape for Impact Investing in Southern Africa: Mozambique*. pp. 1–30.

¹⁸ Mollick, E. (2014). *The dynamics of crowdfunding: An exploratory study*. Journal of Business Venturing. Vol. 29, pp. 1-16.

¹⁹ Massolution/Crowdsourcing.org 2015CF Crowdfunding Industry Report

²⁰ Crowdfunding in Emerging Markets: Lessons from East African Startups. 2015. Washington, DC: The World Bank Group.

²¹ www.forbes.com

Crowdfunding's Potential for the Developing World, which estimated a \$96 billion crowdfunding market in the developing world by 2025²².

Crowdfunding platforms can be distinguished using two factors: when do funds get distributed and types of capital raised. The first factor, timing of fund distribution, distinguishes platforms from one another and should be a variable when selecting the most suitable platform for crowdfunding. The two different funding distribution models are: the all-or-nothing model and keep-what-you-raise model. In the all-or-nothing model, the project creator picks the size of the fundraising round and then must reach that number to get the funds dispersed. In the keep-what-you-raise model, the project creator picks a size of raise as well, but they don't have to hit the number, they keep whatever they raise. This model is often preferred as project creators don't like the idea of failure. However, it is important to consider the perspective of a potential funder in this scenario. Funders prefer all-or-nothing models because this ensures the creator will have enough funds to complete the project. Moreover, all-or-nothing model keeps the project creator motivated, committed and working hard through the duration of the campaign. Lastly, all-or-nothing campaigns typically raise more money compared to keep-what-you-raise platforms²³.

While the funding distribution models generally categorizes platforms, types of capital raised on such platforms also distinguishes them from one another and offer different benefits for funders. There are four main types of funds raised on crowdfunding platforms:

1. Donation-based crowdfunding
2. Reward-based crowdfunding
3. Equity-based crowdfunding
4. Debt-based crowdfunding

2.2.1 Donation-Based Crowdfunding

Donation-based crowdfunding is where individuals are not typically granted anything in return for their donation towards a cause or project. Individuals that are participating on these platforms are often philanthropists or those supporting a startup/project during early stages of development. Typically, non-profit projects and organizations use donation crowdfunding to support their work and typical size of capital raised on these platforms is less than \$10,000. For early-stage startups or project-specific fundraising, Mozambique has limited donation-based crowdfunding platforms. A Dutch platform called, One Percent Club, uses the "keep-what-you-raise" model and has successfully funded projects up to \$10,000 on their platform. The One Percent Club has also supported initiatives in Mozambique, for example Sticing Connect International realized their School Project Mozambique using this platform to raise \$2,000²⁴. The requirements for this platform are transparent and a bank account in Mozambique can be easily inputted for straightforward transferring and transactions. A shortlist of Mozambique-relevant donation-based platforms can be seen in Table 3.

²² Crowdfunding's Potential for the Developing World. 2013. infoDev, Finance and Private Sector Development Department. Washington, DC: World Bank.

²³ avc.com

²⁴ <https://onepercentclub.com/en/projects/connectinternational/results>

Name (HQ)	Website	Region	Model	Pros	Limitations
One Percent Club (Netherlands)	https://onepercentclub.com/	Global with funded Mozambique projects	Keep what you raise model	Accepts bank accounts in Mozambique	Small ticket size (<\$10,000)
Leetchi (France)	https://www.leetchi.com	Global platform with Mozambique region selection available	Keep what you raise model	Larger ticket size \$25,000	Outside of the UK (international transfers), we need your IBAN and BIC codes
Afrikstart	https://www.afrikstart.com/	Africa (Launching soon)			

Table 3. Shortlist of Donation-based crowdfunding platforms applicable for Mozambique. The platforms in the shortlist are readily available for Mozambique companies to use for crowdfunding efforts. (full list in Appendix 2)

2.2.2 Reward-Based Crowdfunding

Another type of capital that can be raised via crowdfunding is known as reward-based crowdfunding and is the most well-known form. This model allows backers to contribute funds in exchange for some type of reward, in many cases the rewards are produced by the campaign. Reward-based crowdfunding is supported by individuals seeking non-monetary rewards and typical campaign sizes range between \$10,000-\$250,000. This model works well for startups in the revenue-generating phase of development and can provide funding required to establish and complete first production run or fund new product development. Many well-known crowdfunding platforms use the reward model including Kickstarter and Indiegogo. However, in the Mozambique regional context, large platforms have many restrictions mainly related to foreign bank accounts and payment services which Mozambique startups cannot comply with entirely. However smaller, regional stakeholders are creating reward-based crowdfunding options for startups in Mozambique.

The most suitable reward-based crowdfunding option for SME's in Mozambique is a platform initiated by Novo Banco, based in Portugal and to date has financed 116 project totals including 10 in Mozambique. Although the ticket size is small, maximum raise of \$5,500, Novo Banco also co-finances 10% upon receipt of a donation receipt. The banking system and payment services are all handled through Novo Banco with various options for transfers within Mozambique. While larger reward-based crowdfunding platforms offer higher raising capacity, e.g. Indiegogo and Kickstarter, typically limitations for Mozambique SME's fall within the limited regional availability and bank transfer restrictions. SME's should verify with individual banks in Mozambique to ensure correct bank account information and international transfer into the account in a foreign currency. One way to circumvent these challenges is to have a foreign account that can be used to setup the campaign and receive the funds, such as in the USA or Europe. However, transferring those funds into a business account in Mozambique has to be further investigated.

Name (HQ)	Website	Region	Model	Pros	Limitations
Novo Banco (Portugal)	https://novobancocrowdfund	10 projects funded in Mozambique so far	All or nothing	Accepts bank accounts in	Small ticket size (<\$5,500)

	ing.pt/		model	Mozambique	
Startsomegood (Australia)	www.startsomegood.com	Global with funded Mozambique projects	All or nothing model	Larger ticket size >\$140,000 Impact focus	Stripe account (foreign bank account required)
Thundafund (South Africa)	thundafund.com	South Africa specific	All or nothing model	Larger ticket size >\$100,000	South African Bank account
Funddreamer (USA)	funddreamer.com	Global platform	Keep what you raise model	No specific project requirements	Bank Transfer (verify with local banks) PayPal (foreign account) Small ticket size (<\$30,000)
Kickstarter (USA)	www.kickstarter.com	Global platform, all Mozambique projects have foreign creator	All or nothing model	Large ticket sizes possible <\$1,000,000	Bank account must support direct deposit (verify with local bank)
Indiegogo (USA)	www.indiegogo.com	Global platform	Keep what you raise model	Large ticket sizes possible <\$3,000,000	If your campaign is raising funds in USD (\$), the bank information you need to provide depends on your currency and bank account country.

Table 4. Shortlist of Reward-based crowdfunding platforms applicable for Mozambique. The platforms in the shortlist are readily available for Mozambique companies to use for crowdfunding effort. Note that Kickstarter and Indiegogo were mentioned in the shortlist, as they may be applicable to some program participants and are the leading reward-based crowdfunding platforms globally in terms of ticket size and professionalism. **(full list in Appendix 2)**

2.2.3 Equity-Based Crowdfunding

The third type of capital crowdfunding platforms offer is termed equity-based crowdfunding. This model is where backers contribute funds to companies in exchange for an equity stake in the company. Interestingly, equity-based crowdfunding is becoming a new model for investing in Africa. This model is much more demanding for SMEs to pursue, and for platforms to manage, than other forms of crowdfunding. The intensive compliance requirements need to be filled upon applying for such platforms to protect the financial interests of investors. Moreover, all companies pitching themselves through an equity crowdfunding campaign are subject to an in-depth financial and legal due diligence process. This is fully understandable as investors must also be educated on the risks of investing in such campaigns ²⁵.

In mature markets, many of the companies featured on equity crowdfunding platforms are generally less profitable and have higher levels of debt than their peers that do not utilize these

²⁵ www.forbes.com

funding sources. Typically, these companies pursuing external equity financing via crowdfunding have tried and failed to secure capital internally through more traditional equity or debt financing. By contrast, in Africa, where access to financing for SME's, especially early stage, is non-existent equity-crowdfunding opens doors of opportunity. While foreign investors tend to have unrealistic expectations when investing into Africa, equity-based crowdfunding allows local investment capital to flow more easily into local businesses. Since equity-based crowdfunding platforms are under strict regulations, this allows for a centralized legal framework with standard conditions for pooled equity investments. Such frameworks make smaller equity investments feasible, since such platforms consolidate investments, which fosters more local capital into African businesses.

Equity crowdfunding addresses many SME needs in Africa although this model is in very early stage development in the continent. Promising results from Uprise.Africa, South Africa's only equity crowdfunding platform launched in 2017, was seen earlier August 2018 when the platform paid out investment funds for the first time to local brewery Drifter Brewery. This followed a successful campaign that raised R3,889,000 (US\$293,000), far exceeding its stated goal by almost R1,000,000²⁶. This success story gives hope to other SME's searching for funding opportunities. However, for the African public to buy into equity crowdfunding, supplying the micro-investments needed to support it, the equity crowdfunding model must be established correctly meaning platforms must satisfy standard, international conditions; which may prove difficult in the context of certain African markets.

One of the major restrictions for equity-based crowdfunding are the strict regulations. For example, in the U.S., legislation governs every aspect of equity crowdfunding including financial disclosure requirements and fundraising limits. Similarly, in Africa legislation is needed if this financial tool is to be a sustainable and scalable investment option for both companies and investors. For example, Uprise.Africa bears the costs of a specific managing license according to the South Africa's financial regulatory body, the Financial Services Board (FSB), even though the platform is technically not regulated as an equity crowdfunding platform. Moreover, in other countries, investors receive tax incentives when investing via equity-based crowdfunding platforms. The regulatory status of equity crowdfunding in Africa is at various stages depending on the country. In some instances, legislation is slowly being pushed through, e.g. Morocco, while in others such as Nigeria, the Securities & Exchange Commission issued a ban on equity crowdfunding in August 2016, leading the country's only equity crowdfunding platform, Malaik, to shut down its operations completely²⁷.

Besides regulatory challenges, equity-based crowdfunding platforms face an uphill battle when attempting to instill trust into investors and consumers willing to take financial risks. Therefore, quality control mechanisms are vital for the success of these platforms and in Africa this is not an easy feat. In the case of other countries, strict DD processes are established before the platform accepts the company and it is vetted. In the case of Africa, Uprise.Africa requires all businesses to submit a business plan, investor pitch deck and due diligence questionnaire. After

²⁶ www.forbes.com

²⁷ Massolution/Crowdsourcing.org 2015CF Crowdfunding Industry Report

successful review, the Uprise.Africa team initiates its extensive legal and financial DD process, and only after completion a pitch is developed to go live on the platform²⁸.

A common theme throughout all of types of crowdfunding is the hurdle of processing transactions, mainly cross-border transactions. For investors to invest into companies using equity-based crowdfunding platforms cross-border transaction mechanisms need to be in place to transfer funds. While some African countries are starting to embrace the digital payment processes, e.g. Kenya, Zimbabwe and South Africa, other African countries general lack of trust in the region extends to digital payments. On the other hand, other countries are lacking strong transaction infrastructure, and therefore most equity and other types of crowdfunding platforms cannot function. Once the investment into Mozambique is successfully established, strict capital restrictions make potential dividends and exit returns difficult to repatriate, which especially limits return focused crowd investors.

In Africa, the Lelepa Fund, Homestrings and VC4Africa platforms are challenging the status quo of equity financing for startups. Teams at these platforms are constantly engaging with regulators, mapping demand, and targeting investors. Entrepreneurs who are interested in equity or debt crowdfunding should reference the requirements and guidelines listed on these platforms to guide their decisions²⁹. For reference a shortlist of the global equity-based crowdfunding platforms are listed in Table 5. Due to the early development of this sub-sector of crowdfunding in Africa, including Mozambique, few platforms can be used for SME's in this region due to above mentioned challenges.

The most relevant equity-based crowdfunding platform Lelapa fund. Lelapa fund, is an investment platform connecting global investors with African growth ventures. This platform allows both individuals and funds to co-invest in private companies in the fast-moving consumer goods (FMCG) and tech sectors that are targeting the growing African middle-class market. After further investigation and signing up to the platform, Lelapa fund does not have any current campaigns available for investments although platform appears up-to-date.

Name (HQ)	Website	Region	Model	Pros	Limitations
Lelapa fund (France)	https://www.lapafund.com/	Africa	All or nothing model	Pan-Africa wide	Unable to view current campaigns after signup
Uprise Africa (South Africa)	https://uprise.africa/	South Africa	All or nothing model	Success stories in SA	SA companies only SA Bank account

Table 5. Shortlist of global equity-based crowdfunding platforms. The platforms in the shortlist are new platforms for African companies to use for crowdfunding effort. Note that further research needs to be done to

²⁸ <https://uprise.africa/>

²⁹ Crowdfunding in Emerging Markets: Lessons from East African Startups. 2015. Washington, DC: The World Bank Group.

determine suitability for companies in Mozambique and for some program participants the longlist includes global equity-based platforms that may also be suitable. **(full list in Appendix 2)**

2.2.4 Debt/Lending-Based Crowdfunding

The final type of crowdfunding is known as debt or lending-based crowdfunding. This kind of crowdfunding is where lenders provide money to projects, individuals or businesses and expect their loan to be paid back with interest. The two main debt crowdfunding models are microloans, mostly via partnerships, and SME loans to companies that have been vetted by the platform. Most platforms funding microloans partner with micro-finance institutions (MFIs), social enterprises and non-profits. More discussion on microloans and microfinance will be done in **Section 2.3**.

According to a recent report by Energy 4 Impact, debt crowdfunding initiatives have the highest success rates for East African small businesses, although DD processes can be stringent and lengthy³⁰. For SME loans, due diligence is completed by the platform and the process involves extensive financial review, projections, strategy, management and documentation. However, the success of debt-based crowdfunding in Africa has surpassed other models.

Due to lack of regulations and trust in the African market, few debt-based crowdfunding platforms have made it to Mozambique. One platform, Lendahand, from the Netherlands focuses on investing in entrepreneurs in developing countries via solid financial intermediaries or as direct investments. Moreover, companies can receive annual interest rates between 8-13% per annum with duration between 6-48 months. Although this platform has had a relatively low number of campaigns, 16, one of which has been a company called Solar Works in Mozambique³¹. Solar Works received a direct investment of 150,000 euros to install 1,500 Solar Home Systems in the Sofala province, providing 1,500 households with access to solar energy. Their received loan had 7.5% interest per annum with 6 months, semi-annually and linearly amortizing maturity.

Name (HQ)	Website	Region	Model	Eligibility	Interest rates
Lendahand (Netherlands)	www.lendahand.com	Global	All or nothing model	Must have positive, measurable impact	8% – 13% p.a. Duration: 6-48 months
Funding Circle (UK)	www.fundingcircle.com	Global	Pre-approved amount	EU & US business only	Starting at 1.9% per annum Duration: 6 months to 5 years

Table 6. Shortlist of Debt-based crowdfunding platforms applicable for Mozambique. The platforms in the shortlist are readily available for Mozambique companies to use for crowdfunding effort. Note that Funding

³⁰ Cogan, D., & Collings, S. (2018). CROWD POWER Success & Failure: The Key to a Winning Campaign (Rep.).

³¹ <https://www.lendahand.com/en-EU/projects/5995-solarworks-6>

Circle was mentioned in the shortlist, as they may be applicable to some program participants and are one of the leading debt-based crowdfunding platforms globally in terms of ticket size, visibility and professionalism. **(full list in Appendix 2)**

Even though debt-based crowdfunding has been more successful than other models in Africa, little is known regarding the long-term viability of these debt crowdfunded ventures. However, early indications, i.e. repayment rates, suggest that most ventures that succeed on debt crowdfunding platforms are meeting their debt obligations.

2.2.5 Summary of Crowdfunding Opportunities

In summary, the crowdfunding sector in Africa is early, however reports suggest it is an upcoming fundraising tool for SME's. There are various restrictions and limitations that African countries, including Mozambique, need to overcome for successful crowdfunding ecosystem including regulatory environments, banking and payment services. Moreover, the entrepreneurial skill sets to run successful crowdfunding campaigns needs to be trained or offered as a support service to build capacity within the country, since just publishing a campaign online doesn't automatically attract funders. Crowdfunding requires professional marketing material such as video production, significant social media content & promotion, reward creation (if reward-based platform) and press outreach.

Despite these macro-environmental hurdles, entrepreneurs are utilizing innovative strategies to overcome the challenges they face when raising money from crowds and startup ecosystem builders should support crowdfunding skill sets to further push this fundraising sector in the future³².

2.3 Microfinance

Microfinance is a type of debt funding service that provides small loans (typically \$100 to \$15,000 - region & program dependent) to individuals and groups that otherwise would have no other access to financial services. This tool is most often used as a poverty mitigation tool and based on ethical lending practices. Microloans just like commercial loans carry interest and have to be repaid by the loan recipient but are usually unsecured. Some microfinance institutions (MFIs) also offer services such as bank checking and savings accounts, access to startup capital for small business entrepreneurs, and educational programs.

The microfinance ecosystem in Mozambique has faced many challenges in the past decade. While many organizations saw great potential in this form of financing for smallholders as a tool for poverty alleviation and impact creation, the outcome of most programs has been underwhelming, causing most stakeholders to focus their efforts on other forms of support, including but not limited to technical assistance, training programs and classical debt finance.

³² Crowdfunding in Emerging Markets: Lessons from East African Startups. 2015. Washington, DC: The World Bank Group.

According to expert interviews, some of the reasons why microfinance did comparatively worse than in other developing countries is partially due to a lack of convenience and a mismatch between the need of the receivers and the financing organizations. Extremely high interest rates up to 50% paired with regular repayment requirements were not feasible for most recipients. Successful models used in other regions with daily payback options according to fund availability were not used in Mozambique, mainly due to a lack of (financial) infrastructure, e.g. lack of formal bank accounts, complicated agent based system, etc. but recent developments in mobile payment options via providers like M-Pesa, mCel or bibimoney are developing rapidly and may offer preferable payment handling in the future, with the potential to revitalize the sector. As for the microfinance institutions (MFIs) still active in Mozambique, many are focused on smallholder farmers to fund input materials, equipment and even small investments such as irrigation systems or small machinery.

Before giving some examples of MFIs and their programs, it is essential to understand the inherent potential of MFI collaboration and the positive effect it can have on the ProEcon project participants and similar ventures, especially regarding capital and operating expenditure.

Box 2: Beneficial Microfinance Mechanisms for MSMEs

The use of microfinance can significantly reduce the capital and operating expenditure and therefore the overall capital requirements of an organization that closely works with smallholder farmers and other small businesses and individuals. Some MFIs use a field partner model, which provides low or zero interest loan facilities to the implementing organization (e.g. commercial consolidator of several out-grower farmers), which can then provide micro loans to its smallholders. This model is preferable for the MFIs, due to the lower default risk and reduced administration expenses. The field partner knows the smallholders and business model in depth and can anticipate default risks better than the MFI. In return for the administrative burden of the field partner, the field partner may have a

Box 2. Beneficial Microfinance Mechanisms for MSMEs

As the field partner (introduced in Box 2) already has a financial link to the smallholder, payment collection is much easier and can even be offset with other payments, which overcomes some of the main challenges of the microfinance infrastructure mentioned above. In case the field partner model is not applicable, an implementation collaboration can still be negotiated due to the mutual benefits as described. To provide additional security for MFIs the implementing organization can seek a guarantee facility from development organizations.

Options for (some) program participants of utilizing microfinance to reduce capital expenditures:

- Implementor collaboration with MFIs that can fund equipment & investments (up to several thousand dollars).

- Consolidated purchases for several of the smallholders to obtain improved negotiation position and economies of scale and reduce acquisition cost
- Superior due diligence capability of implementing organization over MFI, due to the close relationship and financial ties to the smallholder
- Mitigated market or offtake risk for smallholder provides favorable financing conditions for smallholders (lower interest rates, more flexible payback options, etc.)
- Improved payment infrastructure / conditions due to existing link between implementer and smallholder
- Ability to scale faster as capital requirements are reduced on the implementer level
- In cases where investment requirements exceed the microfinance capable funding amount, shared investment may still be an option

Options for (some) program participants of utilizing microfinance to reduce operating expenditures:

- Implementor collaboration with MFIs that can continuously fund input materials (e.g. seeds, fertilizer, etc.).
- If implementor also provides input material to its smallholders, offering microfinance to its smallholder's offsets own purchasing and distribution expenses and avoids delays in production and harvest as it allows smallholders to perform up to their capabilities without financial restrictions.
- Mitigated market or offtake risk for smallholder provides favorable financing conditions for smallholders (lower interest rates, more flexible payback options, etc.).

2.3.1 MFIs in Mozambique

MFIs can take on the form of banks, NGOs, private organizations, commercial companies or be run as integrated programs of state banks. Below, the most prominent ones are mentioned in more detail. As most microfinance institutions are in urban and suburban areas, and mainly target urban and suburban poor, some institutions are focused on direct lending to financially excluded rural smallholders.

Kiva (www.kiva.org/)

Kiva operates in 81 countries and several sectors, always focused on opportunity creation. Typically, Kiva operates with local field partners and provides low to interest free facilities to the implementer after a rigorous due diligence. In Mozambique, Kiva works closely with Hluvuku-Adsema and has further arrangements with Piri-Piri producer to fund smallholder farmers.

Opportunity Bank (www.opportunity.org)

MyBucks owned Opportunity Mozambique began operations in 2005 when two existing microfinance institutions merged with Opportunity International. Opportunity focuses on rural expansion and serves clients via hub, satellite and container branches, plus ATM and mobile bank vans.

Besides loans, the micro service portfolio also includes savings accounts and micro insurance. Loans are preferably provided to smallholders with aggregation arrangement, in which the smallholders have a guaranteed buyer (aggregator) who typically is closely linked to the MFI to channel funds from purchases directly to the lender. The aggregator takes on a similar role as a field partner.

Private Microfinance Arrangements

Depending on the regulatory framework, private debt may stem from individuals that use this instrument as an investment tool or from organizations and companies that run targeted programs. The lender enters into a contractual agreement with the receiver on agreeable terms that are less standardized than other forms of debt and microfinance but still must comply with the laws of the country of all partners of the agreement.

Private debt can be linked to operational activities between two trading parties (embedded finance) or under the inclusion of a third party (trade finance). If used by the program participants, these financing tool can either be considered microfinance if provided to the smallholders or operate finance if granted by large offtakes linked to trade agreements.

Other

Besides the above-mentioned organizations, there are 4-5 additional small operators with relative limited funding and mostly operate in the south. Additional organizations that may provide microfinance may not be relevant to the program participants, as the funding size and administration procedure is not feasible to use it in a capital requirement reducing approach³³. This includes funding platforms (e.g. Zadisha) which allows entrepreneurs to upload campaigns directly. However, those initiatives may well be recommended to the smallholders as they can build up their creditworthiness from small test loans to small investment loans of up to \$10,000.

Micro Insurance

Not a focus of this report but worth mentioning is the slowly emerging segment of micro insurance programs and organizations to mitigate every day risks of smallholders that previously could not be addressed through insurance processes. A pioneer in this segment is MicroEnsure (<https://microensure.com/>) who create, distribute and operate a range of products including micro-health, political violence, crop and mobile insurance.

2.4 Venture Programs & Competitions

A major source of funds for startups in Mozambique have been various types of programs. These programs are often established by donors, typically foreign development agencies, aid agencies or foundations, who push philanthropic capital into the country without any return obligations. Although these programs are generally beneficial for a startup ecosystem, the landscape in Mozambique is severely unbalanced by donors, meaning equity investors cannot

³³ Interviews with GIZ / ProEcon experts by EGL

compete. Below we categorize and outline the current programs in Mozambique most relevant for agribusinesses with focus on: incubators & accelerators, startup competitions and award-based opportunities.

2.4.1 Startup Ecosystem and Capacity Builders: Incubators & Accelerators

Currently, Mozambique has few early-stage or growth-stage privately-owned businesses relative to the given solid economic growth observed over the past decade. Similarly, the culture of entrepreneurship remains weak in the country which may be explained through the challenges facing startups in the country³⁴. Nonetheless, there are a handful of startup ecosystem builders slowly creating an environment to support young, budding entrepreneurs while providing interesting portfolios for funders.

Most capacity is built in a startup ecosystem through incubation and accelerator programs that focus on certain development stages of a startup within specific sectors, such as information and communication technology (ICT)³⁵. Traditionally, a business incubator is an organization that supports startups by providing services such as management training or office space and acts as a catalyst tool for economic development and stimulation. While an accelerator activity generally overlaps with an incubator, the defining difference between the two is timing. Typically, an accelerator program is a short and specific amount of time, usually from 90 days to four months; also offering a fixed amount of capital³⁶.

The relatively small number of growth-stage businesses has limited the opportunity for service providers to provide tailored support to SMEs. As Mozambique's economy continues to grow, service providers should see increased opportunities to provide support to businesses. However, there are several major global professional-services firms with local offices in Maputo, their services are rarely affordable for early-stage businesses³⁷. This challenge provides a great entry point for ecosystem builders to become intermediaries between service providers and SME's in Mozambique. Currently, Mozambique is not an entrepreneurial hub although, encouragingly, many of the smaller ecosystem players active in Mozambique have launched recently, suggesting that the sector may be growing.

Currently, there are several incubators/accelerators, ecosystem builders and service providers in the Mozambique market that support both early and growth stage businesses. These organizations range from private organizations to local and foreign government-supported programs. Regardless of the program or implementor these ecosystem builders support entrepreneurship in Mozambique through training entrepreneurial skills, providing business advisory services and access to networks. The shortlist of ecosystem builders can be found in Table 7. In this list includes Standard Bank Incubator, named Best Accelerator and Incubator

³⁴ Open Capital Interviews

³⁵ GIIN, and Open Capital Advisors. *The Landscape for Impact Investing in Southern Africa: Mozambique*. pp. 1–30.

³⁶ <https://microventures.com/>

³⁷ GIIN, and Open Capital Advisors. *The Landscape for Impact Investing in Southern Africa: Mozambique*. pp. 1–30.

Programme in Mozambique by Southern Africa Startup Awards in 2018³⁸, whose training and service support for entrepreneurs has received much praise. Moz Innovation Lab, an accelerator focused on agribusiness and food value chain in Mozambique, has a range of support services including market advisory and due diligence for growth stage businesses³⁹. Also, in the shortlist is a private advisory company, Helmar, providing network access and skills training as well as government-supported initiatives from Mozambique, IPEME⁴⁰, or foreign governments such as the Dutch program Orange Corners⁴¹.

In summary, the startup ecosystem in Mozambique is growing with a lot of development capital has gone into setting up temporary incubators and business support programs including one established by the World Bank⁴² and the Canadian International Development Research Centre (program called Micro and Small Enterprises Incubator - Phase III)⁴³. However, a strong, sustainable ecosystem is still necessary for countries like Mozambique to thrive economically. There are still many challenges that need to be addressed to improve the quality of SMEs in the region. A report by GIIN found that although there are several players in the ecosystem there are still gaps in adequate mentorship and many MSMEs lack professional accounting and management systems³⁶. Therefore, current ecosystem builders in Mozambique need to focus on professional skills development and provide mentorship from experts, perhaps cross-border, to provide the necessary business building blocks for growth and investment readiness.

Organization name	Category	Sector Focus	Brief Description	Website
Standard Bank Incubator (Mozambique)	Incubator	All	The incubator has five activities: entrepreneurial skills training, service support for business growth and access to markets, connect entrepreneurs with a network of customers and suppliers and mentoring on access to funds	www.standardbank.co.mz
Moz Innovation Lab (Mozambique)	Accelerator	Agribusiness, food value chain and biotechnology	Business acceleration program that enables entrepreneurial and business solutions: business training services; (ii) organizational consultancy; (iii) product development; (iv) organization of national and international competitions to identify high potential companies; market advisory (vi) and diligence of companies for investment.	www.mozinnovationlab.co.mz

³⁸<http://www.lionessesofafrica.com/blog/2018/9/8/standard-bank-incubator-wins-best-accelerator-and-incubator-programme-mozambique>

³⁹ www.mozinnovationlab.co.mz

⁴⁰ www.ipeme.gov.mz/

⁴¹ www.orangecorners.co.mz

⁴² <http://projects.worldbank.org/P126057/afr3-implementation-business-incubator-mozambique?lang=en>

⁴³ <https://www.idrc.ca/en/project/mozambique-information-and-communication-technology-micro-and-small-enterprises-incubator>

Helmar Business Advisory-Entrepreneurship (HBA-Entrepreneurship) (Mozambique)	Ecosystem builder/Service Provider	Agribusiness, construction, health and tourism	Personalized learning through the Entrepreneurship Academy, and mentoring through the online platform, as well as networking opportunities to ensure that they develop to their fullest capacity. support mature entrepreneurs who doesn't require support in structuring their business ideas and are able to provide quality business plans to match them with potential investors through online platform	www.helmar.bidx.net
Ideialab (Mozambique)	Incubator & Accelerator	All	Business model development and practical implementation support, capacity building and mentorship programs for personal growth, information & knowledge sharing, spaces for networking events	www.ideialab.biz/en/
IPEME (Mozambique)	Government support services	All	Training, microcredit, network access	www.ipeme.gov.mz/
Orange Corners (Mozambique)	Ecosystem builder	All	Training, mentorship, networking, workspace, business advisory & courses	www.orangecorners.co.mz

Table 7. Shortlist of Startup Ecosystem Builders in Mozambique. (full list in Appendix 3)

2.4.2 Startup Ecosystem and Capacity Builders: Competitions & Programs

In parallel to the incubator and accelerator landscape in Mozambique, which mainly offer networking and skill building, there are business challenges, competitions and programs. This can be a readily available source of funds if an SME has free resources to complete sometimes lengthy application forms and interviews/pitching. In addition to global challenges (such as Google Startup Entrepreneurship Week, Seedstars, etc.), there are often specific competitions focused regionally and/or sector specific.

In Mozambique, this approach to finance is quite attractive since there is little competition for such calls and there are more and more competitions focused on this region, see table 8 for a shortlist of several agribusiness-specific competitions for MSMEs in Mozambique. There are many challenges and the best way to find these opportunities is to subscribe or join relevant networks (see chapter 3) or sign-up to fundraising platforms such as Terra Viva Grants⁴⁴ for newsletters containing new opportunities.

Competition name	Award	Sector Focus	Brief Description	Website
Africa Innovates for the SDGs	Visibility & funding	All (SDG focused)	Open to innovators from any one of Africa's countries, Africa Innovates for the SDGs will recognize and award exceptional early-stage African innovation that solves key challenges	https://www.africaninnovates4sdgs.com/

⁴⁴ terravivagrants.org

			linked to the Sustainable Development Goals.	
UN Women — Youth Led Social Entrepreneurship Solutions in Africa	Grant funding	Agriculture, climate change, conservation, water	African youth entrepreneurs to develop and implement their solutions to address gender specific development challenges in their communities.	https://terravivagrants.org/un-women-youth-led-social-entrepreneurship-solutions-in-africa/
Future Agro Challenge	Visibility, mentorship, access to networks	Agriculture	World's largest agro-entrepreneurs competition and the national agribusiness conference in Mozambique, invites all entrepreneurs and to submit their application to participate in the national selection of the best innovative companies with national event in Mozambique in October 2018.	http://facagro.com/compete/ http://facagro.com/event/mz/
Digital Registration of Women Agribusinesses in East and Southern Africa	Grant funding and training	agribusinesses	VALUE4HER is a continental initiative aimed at increasing incomes for women from agribusinesses through access to markets, finance, improving knowledge, skills and capacity and through advocacy, thus addressing some of the key barriers for women's empowerment in agriculture.	https://www.cta.int/en/call-for-proposal/a-call-for-digital-registration-of-women-agribusinesses-in-east-and-southern-africa-sid0d675e672-b6b8-4e2d-81f3-927e373102bf

Table 8. Excerpt of Agribusiness Competitions & Programs for Mozambique MSMEs. (full list in Appendix 4)

2.5 Award-Based Funding

Award-based funding is typically based on a process in which a donor organization creates specific or open calls for proposals, which a venture can apply for via a defined application process. Proposals address the questions requested by the call and the donor can award-based on the most suitable proposals from a pool of applications. Often, the focus of award-based funding is less focused on profitability or debt service capacity, but rather the impact of the underlying business model. Award-based funding is not restricted to a specific financial instrument or mechanism and can utilize grants, debt, equity or mezzanine structures, but often, it is implemented via a grant scheme. While not the focus of this assignment it is a relevant funding source for (social) startup ventures in Mozambique and is listed for completeness.

Due to its development status, Mozambique receives vast amounts of aid support from governments, international organizations, corporations and foundations that is often implemented via grant and other award-based programs. This group of capital contributors is often referred to as Development Finance Institutions (DFIs). DFIs are important actors in the

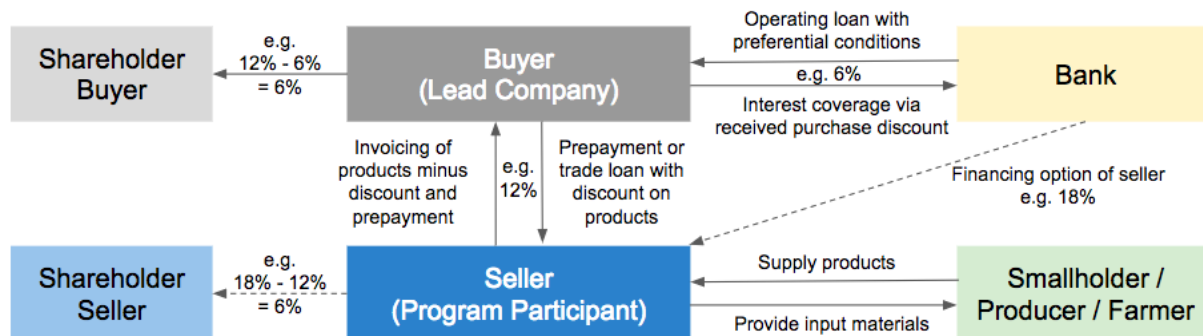
impact contribution landscape, providing large amounts of capital both through direct impact investments and through indirect investments via implementation partners. In 2015 nearly, all impact capital invested in Mozambique came from DFIs (96% in 2015)⁴⁵. The vast number of programs available in this country requires a separate analysis and should be carried out in parallel to this report, notable programs, when identified, were listed in Appendix 4.

2.6 Trade Financing

The entire segment of trade finance is a financing alternative for the program participants, especially when in need of working capital. Several different forms of trade finance exist internationally and in Mozambique including but not limited to factoring, supply-chain-finance, letter of credit and payment term-based finance. While most of the services include an intermediary organization (typically a financial institution), direct forms of financing between buyer and seller may be most suitable in the context of this assignment.

All major banks in Mozambique offer some forms of intermediary services in trade finance, especially for export, such as letter of credit, bank guarantees, trade loans, etc. but conditions are only favorable for larger organizations. To leverage the favorable conditions of the buyer, the seller (program participant) can enter into direct contractual agreements with the buyer (lead company) to offset some of the working capital requirements, especially if those would have to be financed externally, as it is often the case during the growth stage.

The buyer, especially if it is a larger organization, typically has preferable and multiple funding options and financing conditions. In trusted trade relationships between buyer and seller, this can be beneficial to both entities with a mechanism in which the buyer pre-finances (some of) the order, via prepayments or internal trade loans, which can be used by the seller for production and operation. In return, the seller grants the buyer a percentage discount that lies between his own unfavorable financing conditions and the preferential financing conditions of the buyer. This mechanism creates financial benefits that are just as positive to the seller (benefitting from reduced financing cost) as the benefits experienced by buyer organization (benefitting from discounted purchase price, in which the percentage discount is larger than the financing rate). This mechanism is also referred to as embedded finance.



⁴⁵ GIIN, and Open Capital Advisors. *The Landscape for Impact Investing in Southern Africa: Mozambique*. pp. 1–30.

Figure 1: Trade Finance Mechanism (example)

Chapter 3: Networks, Associations and Forums

Besides the more traditional ways of accessing finance, the internet has allowed for global connections, support and knowledge sharing that was not possible in the past. Classically, networks and associations brought groups of people or organizations together that work in similar fields or share similar values. Today, this still exists however the internet has allowed networks to form globally, which has heavily influenced the philanthropic and impact capital space. Global networks of like-minded organizations and individuals can now share resources, ideas, know-how and source deals online. These networks have been pivotal in building vibrant and high impact social investment communities across the world. **(full list in Appendix 5)**

Fortunately, networks and associations like these are beginning to form across Africa as well. Although in early stages, these networks will build the foundations for strong influx of capital into the continent. Moreover, development organizations such as GIZ can leverage such networks. While some of the networks may not seem to be a direct fit, all networks are targeting the support of GIZ target markets and beneficiaries. The collaboration potential from these networks are vast, reaching from best practice, experience and information exchange, to joint project development and funding as well as fundraising for GIZ program participants to transition initial beneficiaries to sustainability.

AVPA - Asian Venture Philanthropy Association (<https://avpa.africa/>)

- Currently still in the ‘launch phase’ after very successful chapters in Europa and Asia
- Focused on three main areas, namely: Knowledge and Insight, Advocacy and Collaboration, Networking
- The Deal Share Platform (DSP): will be a forum for connecting investors looking to support best-in-class organizations ready and able to generate significant impact
- Members include: Family Office; Foundation/Trust; Government-related; Impact Fund; Incubator/Accelerator; Intermediary; Network; Private Equity/Venture Capital; Service Provider; and Universities.

ABAN - African Business Angels Network (<https://abanangels.org/>)

- Pan-African non-profit association, supporting the development of early stage investor community across the continent
- Members include: Africa’s early stage investor community, incl. business angels, impact investors, venture capital funds, and corporate venture capital managers.

ACVA - African Private Equity & Venture Capital Association (<https://www.avca-africa.org/>)

- Pan-African industry body which promotes and enables private investment in Africa
- Access via DEG (<https://www.deginvest.de/International-financing/DEG/>) to a vast number of stakeholders in the general investment space

- Members include: Direct investors, third party funds managers, institutional investors, foundations, financial and academic institutions

APN - Africa Philanthropy Network (<https://www.apnassembly2018.org/>)

- Next event : 8-9 November 2018, Port Louis, Mauritius
- Annual assembly to foster exchange between contributors in the philanthropy space
- Since 2010, APN has organized a space for experienced and new philanthropy leaders who want to engage in a conversation that would enrich each other's' understanding and practice on African philanthropy by developing and African-generated and African-owned narrative about different forms and models of philanthropy in Africa.

GIZ is highly recommended to join these respective networks to engage in collaborative efforts, leverage the existing resources and further enhance the program sustainability, far beyond the direct involvement of GIZ or its implementers. Furthermore, after the outstanding feedback from the program participants about the GIZ/ Pro-Econ program and implementation in Mozambique, GIZ should share its hands-on approach with other practitioners and share its learnings with network members that have been less successful in their approach for local empowerment or follow a less inclusive approach.

Industry networks, associations and forums can also be relevant and beneficial for the program participants. The network focus may lie on a specific sector (e.g. agriculture value chain) or a specific topic (e.g. startups & ventures).

FAC - Future Agro Challenge (<http://facagro.com/>)

- Global agripreneur network with Mozambique chapter
- FAC bridges the gap between agripreneurs and the resources they need to develop their ideas and make a positive impact in the world

VC4A - Venture Capital for Africa (<https://vc4a.com/>)

- Connection African startups to opportunities, mentors, investors and support organizations
- 900 organizers of startup programs and events; 85.000 community members; 10.000 startups

AWAN - African Women in Agribusiness Network (<https://www.awanafrica.com/>)

- Promoting women in Agricultural value chains in small, medium and large enterprises, through facilitation and direct provision of need-based services and through advocacy aimed at creating a better business environment for network members

AWIEF - African Women Innovation and Entrepreneurship Forum

(<https://www.awieforum.org/>)

- Next event: 8-9 November 2018, Cape Town, South Africa
- Female entrepreneurship conference & exhibition bringing together over 1,200 female entrepreneurs, thought leaders, industry experts, academics, development organizations, and investors in a combined effort to accelerate the growth of women-owned businesses for Africa's inclusive economic growth

Program participants are advised to participate in local, regional and global networking activities to keep up-to-date with industry developments and trends, learn from network members, connect with relevant stakeholders and attract investors. It may seem obvious that more visibility is generally good, but only few ventures fully utilize the potential of networks and forums.

Chapter 4: General Recommendations for Program Participants and Private Companies

In general, the interviewed program participants and recommended ventures are uniquely positioned in their respective fields and have a good understanding of their underlying operational activities. In many cases, it is not (solely) the ventures fault that funding is not as readily available as it should be for private sector companies and projects with strong operations, promising markets and significant positive impact on local communities and Mozambique as a whole.

While the pre-selection process of the ProEcon project can certainly be beneficial for a participant's fundraising efforts, it should only be a 'door opener' rather than a guarantee for funding and acceleration. General initial introductions to potential investors were appreciated but the request for a solid information base and professional project documentation was still a requirement to even start a process that can ultimately lead to an investment or the next fundraising round.

While some documents we received from program participants were well prepared and had a good level of depth on the operational side, most did not specifically address the investor needs and typical expectations. Especially the technical side was often well addressed, seemingly through well-functioning intervention programs paired with visible passion of the founding teams for their projects and ventures. Items that were regularly missing or insufficient include but are not limited to:

- In-depth financial evaluation of past activities with clear conclusions for the way forward
- Solid financial forecast with transparent assumptions and scenarios
- Market potential, while typically addressed, most presentations fell short to outline the future potential that was in most cases much bigger than mentioned
- Positioning, strength and USPs were hardly addressed at all and in some cases the representatives did not seem to be aware of them. Knowing who you are, what you are capable of and why you are the right person and organization to receive funding is essential to gain investor trust.
- While most participants honestly outlined some weaknesses and risks, few managed to provide solutions on how to overcome them
- In general, there seems to be only limited understanding of the investor space in Mozambique by the participants, which may be due to a constantly changing investment landscape and high intransparency. However, while most participants have a funding need, only few had an adequate understanding of funding options, requirements and instruments.

- Understanding all funding options and deciding which one is most suitable requires an individual analysis and only after understanding all options, the participants shall make a choice. Most participants were biased towards development funding or debt, while well-structured alternative investment forms could be the better choice, especially when they are paired with strategic or operational inclusion.
- Most ventures think too small, while having the potential to show much larger forecast numbers and ask for much larger investment sums (e.g. via a staged approach based on milestone achievements).

The last two points (reluctance on giving up equity and small investment asks) are some of the main causes, why (impact) investors are scarce in Mozambique. Participants shall consider that the associated cost of evaluating and making an investment is very similar for a 100.000-dollar investment or a 10.000.000-dollar investment.

Some of the points mentioned above may be caused by the limited access we had to the program participants as well as the non-targeted request for general information. However, this is not to be interpreted as criticism but rather a checklist for investment readiness by the potential investees, which may not be familiar with some of the points from above. However, the general support ecosystem in Mozambique seems intact, with private, governmental, institutional and development support available and many programs in AVC support.

It is recommended that program participants and private companies participate and network within the growing startup ecosystem in Mozambique, which includes joining abovementioned associations, national & global networks and relevant fundraising databases (e.g. Terra Viva Grants). While participating in such activities takes time and commitment, generally gaining visibility and expanding one's network is extremely beneficial, especially when fundraising.

In general, preparation and perseverance are essential for the program participants' fundraising success. This assignment is not intended to provide a comprehensive solution to the ventures' funding needs but provide a roadmap of how to systematically and strategically prepare and engage in future fundraising efforts. Persistence and perseverance are recommended to all participants, as all business models we were presented with are fundamentally sound and can have a valuable contribution.

Appendix 1: Impact Investors

Relevance	Name	Category	Instrument	Website	Region	General Info
High	Global Innovation Fund	Registered Charity	Grants, Loans, Equity	https://globalinnovationfund/	Any developing country	GIF is a unique hybrid investment fund that supports the piloting, rigorous testing, and scaling of innovations targeted at improving the lives of the poorest people in developing countries. Through our investments, we support a portfolio of innovations that collectively open opportunities and improve the lives of millions of people across the developing world.
High	Pearl Capital	Impact	Equity, Debt	http://pearlcapital.net/	East Africa - one fund definitely also targeting MZ	Pearl Capital Partners Group invests in growing agricultural small and medium sized businesses in East Africa, typically using a combination of equity, quasi-equity, equity related and debt instruments. PCP invests a maximum of US\$2.5 million per company.
High	AgDevCo	Impact	Equity & Debt	https://www.agdevco.com/our-investments/by-country/Mozambique	Ghana, Malawi, Mozambique (now mainly focused on northern MZ), Rwanda, Tanzania, Uganda, Zambia	AgDevCo is a social impact investor and project developer operating exclusively in the agriculture sector in Africa. Our mission is to build successful African agribusiness through long-term investment and support to deliver positive impact at scale.
High	Gapi	DFI	Equity, Loans, Guarantees, Technical Assistance	http://gapi.co.mz/	Mozambique	Private loans, MicroFinance, Equity-VC, Agri-Program
High	Renew Strategies	Intermediary (Angel Investment Facilitation)	Diverse	https://renewstrategies.com/	Sub-Saharan Africa, specifically East Africa	Renew manages the Impact Angel Network, a members-only network of HNIs and wealthy families who invests in Africa. Enables impact investing in Africa without high transaction costs
High	Technoserve	Intermediary (Ecosystem AVC)	Technical Assistance, Access to Finance, Entrepreneurship	http://www.technoserve.org/our-work/where-we-work/country/mozambique	29 countries throughout Africa, Latin America and Asia - including Mozambique	TechnoServe has been providing technical assistance to agribusinesses in Mozambique with high growth potential since 1998. We have helped create a competitive and sustainable commercial agricultural sector that has generated opportunities for small-scale rural producers and suppliers, and new jobs for the rural poor.
High	Third Way Africa	Merchant bank; Investment & Advisory	Loans, Equity (soon), Advisory	https://www.thirdwayafrica.com/	Maputo, Mozambique	ThirdWay Africa is an impact-focused merchant bank operating in Indian Ocean Africa. We are an organization anchored by a team of frontier thinkers, driven by a desire to challenge the status quo and a conscious will to invest our capital and expertise to create new paths in the absence of deep and functioning local financial markets.

High (agri focus)	ACF (african challenge fund) Nairobi - multilateral	DFI	Various	https://www.aecfafrica.org/i	Sub Saharan Africa incl. Mozambique (several investments)	The Fund supports businesses to establish a new activity or expand existing businesses across the value chain, if the primary beneficiaries of the businesses are rural households living on less than US\$ 2 per day.
High (credit lines)	CTA Active Capital Fund	DFI	Various	https://cta.org.mz/chama-da-para-submissao-de-projectos-de-pmes-ii-ciclo-de-financiamento-as-pmes-active-fund/	MZ	Different programs in place, with a new program that would be well suitable for participants. In depth evaluation n separate assignment (Fion).
High (diversified and global operation)	Acumen Fund	Impact	Various	https://acumen.org/	Worldwide	Not-for-profit social investor that makes patient long-term debt and equity investments in early-stage companies providing reliable and affordable access to agricultural inputs and markets, quality education, clean energy, healthcare services, formal housing, and safe drinking water to low-income customers.
High (MZ activities)	AGRA - Alliance for a Green Revolution in Africa	DFI	Debt, grants, TA, programs	http://agra.org/finance-2/	Active Countries in Africa Kenya Semi-Active Countries in Africa Benin, Botswana, Burkina Faso, Cameroon, Côte d'Ivoire, Ethiopia, Ghana, Malawi, Mali, Mozambique, Nigeria, Rwanda, Senegal, Somalia, South Africa, South Sudan, Sudan, Tanzania, Uganda, Zambia, Zimbabwe	Our Mission AGRA is an alliance led by Africans with roots in farming communities across the continent. We understand that African farmers need uniquely African solutions designed to meet their specific environmental and agricultural needs, so they can sustainably boost production and gain access to rapidly growing agriculture markets. MZ: Targeted investments are expected to directly impact 1.53 million smallholder households over the next 5 years and also indirectly impact another 3.75 million smallholder households.
High (strong agri focus)	Agriculture Fast Track Fund	Multi-Donor Fund	Grants	http://aftfund.org/	Africa, one project in MZ	The Agriculture Fast Track (AFT) Fund is facilitating investments in agricultural infrastructure in Africa by lowering project preparation costs for AFT Grant Recipients.
High (Structured Programs)	Ashoka	Impact	Venture, fellowship and other programs	https://www.ashoka.org/en/country/mozambique	Botswana, Mozambique, South Africa, Zambia and Zimbabwe	Ashoka identifies and supports the world's leading social entrepreneurs, learns from the patterns in their innovations, and mobilizes a global community to embrace these new frameworks and build an "everyone a changemaker" world.

High (ingrower model in MZ)	Danish Knowhow	Impact	Equity, grants, intermediary	https://danishknowhow.com/moamba/	Sub-Saharan Africa, incl. MZ	danishknowhow® has entered agreements with local partners, to replicate the ingrower® business model at new locations in sub-Saharan Africa.
Medium (guarantor)	Shared interest	Guarantor	Guarantees, loans, etc.	https://www.sharedinterest.org/	Southern Africa	Mainly focused on unlocking capital to enable access to funding
Medium (not very interested in MZ)	Open Capital	Intermediary & Advisory	Business & Investor Services	https://opencapitaladvisors.com/client-services/businesses/	Burundi, Cote d'Ivoire, Ethiopia, Kenya, Madagascar, Malawi, Mozambique, Niger, Rwanda, Sierra Leone, South Africa, South Sudan, Tanzania, Uganda, Zambia, Zimbabwe	For businesses that require our help in raising capital, we bring expertise in structuring, negotiating, and executing transactions with a broad network of over 150 local and international investors.
Medium (no direct investments)	Genesis Consult	Intermediary	Consulting & programs	http://www.genesisconsult.net/expertise/sme-enterprise	Kenya, Tanzania, Uganda, Rwanda, Ethiopia, Nigeria, Ghana, South Africa, Mozambique, Zambia, Angola, Congo	Offers SME and other services to support the ecosystem in the target countries.
Medium (no MZ focus - waiting)	AHL venture partners	Impact VC	Equity, Debt	http://www.ahlvventurepartners.com/agriculture/	East and Southern Africa, primarily: Kenya, Ethiopia, Uganda, Tanzania and Zambia	2 Funds - general and growth; AHL Growth Fund is a co-investment vehicle designed to give a limited number of HNW and Family Office investors cost-effective access to a curated selection of the most exciting impact investment opportunities in East and Southern Africa.
Medium (no MZ focus - waiting)	Hivos Impact	PE Impact Investment Fund	Diverse	http://www.hivosimpactinvestments.com/hivos-food-lifestyle-fund/	Southern Africa, especially South Africa, Zambia, Zimbabwe and Malawi.	Hivos Food & Lifestyle Fund is aimed at food companies in Southern Africa. We invest to to make a financial return and to create a sustainable food system from farm-to-fork, to allow people in Southern Africa to have a healthy, diversified diet with local foods that are produced in ways that increase biodiversity and restore soils.
Medium (opportunistic)	Go Beyond	Early stage investments	Platform Investment	https://go-beyond.biz/	Swiss based angel platform	We equip angel investors to have an enriching experience and maximize their chances of success
Medium (SA focus)	Awethu Project	Intermediary	Equity	http://www.awethuproject.co.za	Botswana, Congo, Dem. Rep, Ethiopia, Ghana, Kenya, Lesotho, Malawi, Mozambique, Nigeria, Swaziland,	Entrepreneurship and impact investor support.

					Zambia, Zimbabwe	
Medium (see CTA)	BNI - National Investment Bank	State Bank	Debt	http://www.bni.co.mz/	MZ	Fion: 100mn \$ credit lines from various donors managed through the national investment bank (now also agri) - low interest as low as 5% - BMI; via new program - CTA Active Capital Fund
Medium (no current activities in MZ)	Greentech	Impact investor from Germany	Equity, TA	https://greentec-capital.com/	Africa; have looked at Mozambique	GreenTec Capital Partners invests in African start-ups and SMEs with a focus on combining social and environmental impact with financial success. We use capacity building, process optimization and a diverse team of international experts to help them implement and adapt the latest technologies to their models so they can extend their value chains and have more impact locally.
Medium (no visible MZ activities)	Horizen Ventures	Impact Investments		https://horizenventures.com/africa/		We are actively building startup and scaleup pipeline with a long-term goal of developing a robust venture ecosystem.
Medium (good fit but no MZ focus - waiting)	Investeurs & Partenaires	Impact	Various	http://www.i-etp.com/	Africa	Contribute to the sustainable development and social stabilization of the African continent by financing and advising African entrepreneurs, project promoters and SMEs, in search of economic, social and environmental performance. Several Funds to invest in SMEs
Medium (intermediary)	GDI Global Development Incubator/ ISF Advisers	DFI, intermediary	n.a.	https://www.isfadvisors.org/about	Global	ISF is housed within the Global Development Incubator (GDI) and shares GDI's commitment to building effective partnerships that make a significant and lasting impact. GDI is an organization that builds startups, incubates partnerships, and strengthens existing organizations for social impact around the world.
Medium (No MZ focus)	One Acre Fund	Impact	Asset-Based Loans	https://oneacrefund.org/	Burundi, Kenya, Malawi, Rwanda, Tanzania, Uganda	One Acre Fund supplies smallholder farmers with the financing and training they need to grow their way out of hunger and poverty. Instead of giving handouts, we invest in farmers to generate a gain in farm income.
Medium (no visible MZ activities - waiting)	Angel Wings Ventures	Intermediary, Fund	Advisory	http://www.angelwingsventures.com/		Impact Investment Consultancy and impact Wealth Management; Full wealth management services, impact portfolio construction, deal flow set up, due diligence over selected opportunities & fund managers, impact strategy creation.

Medium (uncertain on MZ)	Verdant Frontiers	PE	Equity, debt & advisory	https://www.verdantfrontiers.com/	Ethiopia & growth markets	Start businesses from the ground up in markets with opportunity for scale.
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Appendix 2: Crowdfunding

Relevance	Name	Website	Region	HQ Location	General Info
DONATION BASED					
High	One percent club	https://onepercentclub.com/	Global with funded projects	Netherlands	The 1%Club story is about empowering people to create positive change in their community, city, country – or the whole world. Because we believe that ordinary people can do extraordinary things. So far more than 2 million euro has been crowdfunded through the 1%Club platform. And via our network, we have kick-started over 800 initiatives in almost 80 countries. All these ideas together, big or small, form 1%Club.
High	Leetchi	https://www.leetchi.com/en/crowdfunding	Global platform	France	Leetchi.com is a personal fundraising and group gifting website that makes it fast, easy and secure to collect and manage money online by a group of people. Whether you're raising money for a group gift to celebrate a special occasion, personal project or a good cause - Leetchi.com can help!
High	Afrikstart	https://www.afrikstart.com/	No information	No information	Afrikstart is a one-stop pioneer. Pan-African Crowdfunding Platform set to provide Funding, Training, and Mentoring to Entrepreneurs in Africa. Afrikstart is a Social Enterprise with a mission to Empower Africans to Start, Fund, and Grow Businesses. Our Motto: Empowering Africans to Create Businesses and Jobs to Sustain Themselves Can Alleviate Poverty Too!
Medium (global platform)	Chuffed	chuffed.org	Global	UK	We're building a transparent, inspiring & personalized way to make change
Medium (global platform)	Footprints Network	https://footprints.ghost.io/	Global	Australia	Microdonation to add to your e-commerce site for positive brand awareness, values and can support registered charities directly
Low (India focused)	Catapooolt	https://www.catapooolt.com	India	India	Crowdfunding ecosystem for those who not only believe in the power of ideas but also want to be part of the change they wish to see happen.
Low (peer-to-peer)	GoFundMe	https://www.gofundme.com/	Global	USA	GoFundMe is the world's largest social fundraising platform, with over \$5 billion raised so far. With a community of more than 50 million donors, GoFundMe is changing the way the world gives. Peer-to-peer focused and not company focused.
Low (peer-to-peer or non-profit)	Fundly	https://fundly.com/	Global	USA	Individuals and Non-profits only

REWARD BASED					
High	Startsomegood	www.startsomegood.com	Global with funded Moz projects	Australia	StartSomeGood is where people get together to change their world. We're the leading home of cause-driven crowdfunding, innovative partnerships and social entrepreneur education. Whether big or small, if you have an idea to change your world, or want to support people who do, we can help.
High	Novo Banco	https://novobancocrowdfunding.pt/	Portugal: 116 projects 23 developed outside Portugal, 10 in Mozambique	Portugal	With the NEW BANK Crowdfunding you can publicize your project and bring together the community that shares the same interest. If each member contributes a little support, together we can carry out the biggest initiatives. This is the force of crowdfunding: small investments x large community = excellent projects! exclusively for social initiatives
Medium (SA focused)	Thundafund	thundafund.com	South Africa specific	South Africa	Through Thundafund, entrepreneurs with their respective projects & ideas can raise capital and build a supportive crowd of backers through the process of crowdfunding.
Medium (global platform)	Funddreamer	funddreamer.com	Global platform	USA	Our goal is to help women turn their ideas and dreams into successfully funded projects and businesses. We are proud to have seen many success stories on our platform. We are also a global platform that accepts 139 world currencies including bitcoin
Medium (global platform, some formal hurdles)	Indiegogo	www.indiegogo.com	Global platform	USA	Powered by curiosity, the Indiegogo community has helped bring more than 800,000 innovative ideas to life since 2008. Today, our group of backers is more than 9 million strong, representing 235 countries and territories. Always on the lookout for new solutions to everyday problems, our community thrives on making clever discoveries before everyone else. From live campaigns to ready-to-ship tech, curious humans rely on Indiegogo to find the latest innovations in tech and design.
Medium (global platform, reward based)	Kickstarter	www.kickstarter.com	Global platform	USA	Kickstarter helps artists, musicians, filmmakers, designers, and other creators find the resources and support they need to make their ideas a reality. To date, tens of thousands of creative projects — big and small — have come to life with the support of the Kickstarter community.
EQUITY BASED					
High (in implementation)	Lelapa fund	https://www.lalapafund.com/	Pan-Africa wide	France	LelapaFund is an online investment platform granting you access to investment opportunities in Africa's most promising startups and small businesses.
Medium (SA focused)	Uprise Africa	https://uprise.africa/	South Africa	South Africa	Uprise Africa aims to facilitate the relationship between investors and entrepreneurs by launching a online platform for Equity Crowdfunding in the country.

Low (restrictive regulations)	Rocket Hub	http://www.rockethub.com/	UK	UK	One of the biggest roadblocks entrepreneurs often face in getting their endeavor off the ground and then growing it to great success is adequate funding. Whether your project is up and running or just beginning, ELEQUITY Funding™ can help you get the funds you need to ensure your success. Rocket Hub has partnered with Bankroll Ventures to create the ELEQUITY Funding™ platform for you, which maximizes your ability to raise capital for your business venture.
Low (restrictive regulations)	Kria	https://www.kria.vc/startups/kria	Brazil	Brazil	
Low (restrictive regulations)	Microventures	https://microventures.com/startups	USA	USA	Large ticket size \$150,000 to \$1,000,000 Regional limitations & strict DD
Low (restrictive regulations)	Companisto	https://www.companisto.com/en	EU	Germany	Companisto is a community of likeminded individuals with a pioneering mindset whose goal is to pave the way for innovation and entrepreneurship through investment and dedication and, when successful in these pursuits, earn a return on their investment. Large ticket size 350,000- 2,500,000 EUR
Low (restrictive regulations)	Republic	republic.co	USA only	USA	Professional, large ticket size, company must be based in US
Low (restrictive regulations)	StartEngine	https://www.startengine.com/	USA only	USA	Professional, large ticket size, company must be based in US
Low (restrictive regulations)	Seedinvest	https://www.seedinvest.com/	USA only	USA	
Low (restrictive regulations)	Crowd Ignition, Inc.	http://crowdignition.com/	USA only	USA	
Low (restrictive regulations)	DreamFunded	https://www.dreamfunded.com	USA only	USA	DreamFunded is a world-class equity crowdfunding platform providing exclusive insider access to some of the most sought-after seed- and later-stage private companies in America
Low (restrictive regulations)	EquityBender	https://equitybender.com/	USA only	USA	
Low (restrictive regulations)	FlashFunders	https://www.flashfunders.com/	USA only	USA	FlashFunders, an equity crowdfunding platform, connects global investors with companies raising capital, enabling everyone to own a piece of a company they believe in for as little as \$50
Low (restrictive regulations)	GridShare	https://gridshare.com/	Global	USA	Renewable energy projects only

Low (restrictive regulations)	GrowthFountain Capital	https://growthfountain.com/	USA only	USA	
Low (restrictive regulations)	Netcapital	https://netcapital.com/	USA only	USA	
Low (restrictive regulations)	Razitall	https://www.razitall.com/	USA only	USA	
Low (restrictive regulations)	WeFunder	https://wefunder.com/	USA only	USA	
Low (restrictive regulations)	Wunderfund	https://wunderfund.co/	USA only	USA	
Low (restrictive regulations)	Title3Fund	title3funds.com	USA only	USA	
Low (restrictive regulations)	Crowdcube	https://www.crowdcube.com/	UK based only	UK	
Low (restrictive regulations)	Circleup	https://circleup.com/	USA only	USA	
Low (restrictive regulations)	Fundable	https://www.fundable.com/	USA only	USA	
DEBT BASED					
High	Lendahand	www.lendahand.com	Global	Netherlands	Must have positive, measurable impact 8% – 13% p.a. Duration: 6-48 months
Medium (regulations)	Funding Circle	www.fundingcircle.com	EU & US business only	UK	Funding Circle was created with a big idea: to revolutionize the antiquated banking system and secure a better deal for everyone. Funding Circle is now the world's leading online marketplace lender exclusively focused on small business Starting at 1.9% per annum Duration: 6 months to 5 years
Medium (regulations)	RainFin	https://www.rainfin.com/	South African businesses	South Africa	RainFin's pioneering online Credit Marketplace enables Borrowers to access affordable debt capital and Investors (Institutional and Retail) to access a new asset class, i.e Alternative Credit, thereby earning attractive, fixed income returns
Low (restrictive regulations)	Lending Club	https://www.lendingclub.com/	USA only	USA	As a borrower, you can get an instant quote in minutes with no impact to your credit score. If you choose to take a loan, you can watch as funds are committed by investors who are choosing to invest in you and your success.

Low (restrictive regulations)	Prosper	https://www.prosper.com/	USA only	USA	Prosper is the market leader in peer-to-peer lending—a popular alternative to traditional loans and investing options. We cut out the middleman to connect people who need money with those who have money to invest...so everyone prospers!"
Low (restrictive regulations)	Upstart	https://www.upstart.com/login	USA	USA	You are much more than your credit score. But without many years of credit history and work experience, it can be difficult to find a fairly priced loan. Our statistical model considers schools you attended, your area of study, academic performance, and employment history to offer you the loan you've earned. Upstart loans are often at interest rates much lower than you'll find elsewhere
Low (peer-to-peer)	Babyloan	https://www.babyloan.org/	Global	France	Global peer-to-peer loans
Low (solar focus)	Trine	https://www.iointrine.com/	Global	Sweden	Solar projects only
Low (sustainable energy focus)	Bettervest	https://www.bettervest.com/en/	Global	Germany	Focused on sustainable energy projects only
Low (restrictive regulations)	Honeycomb Credit	https://www.honeycombcredit.com/	USA	USA	
Low (restrictive regulations)	Nextseed	https://www.nextseed.com/	USA	USA	NextSeed is giving local business owners a platform to access flexible debt financing, all from investors in the community.
Low (restrictive regulations)	Invesdor	https://www.invesdor.com/en	EU only	Finland	

Appendix 3: Incubators

#	Name	Category	Website	Region	General Info
1	Standard Bank Incubator	Incubator	http://www.standardbank.co.mz	Mozambique	The incubator has five activities: entrepreneurial skills training, service support for business growth and access to markets, connect entrepreneurs with a network of customers and suppliers, mentoring on access to funds
2	Moz Innovation Lab	Accelerator	www.mozinnovationlab.co.mz	Mozambique	business acceleration program that enables entrepreneurial and business solutions: Business training services; (ii) Organizational consultancy; (iii) Product development; (iv) organization of national and international competitions to identify high potential companies; market advisory (vi) and Diligence of companies for investment.

3	Hellmar Business Advisory-Entrepreneurship (HBA-Entrepreneurship)	Ecosystem builder/Service Provider	www.hellmar.bidx.net	Southern African countries with special focus to the Portuguese speaking countries including Angola, Mozambique and Cape Verde	Personalized learning through the Entrepreneurship Academy, and mentoring through the bidX platform, as well as networking opportunities to ensure that they develop to their fullest capacity. support mature entrepreneurs who doesn't require support in structuring their business ideas and are able to provide quality Business Plans to match them with potential investors through our platform
4	Ideialab	Incubator & Accelerator	http://www.ideialab.biz/en/	Mozambique	Business model development and practical implementation support, Capacity building and mentorship programs for personal growth, Information and knowledge sharing and spaces for peer-to-peer support, Events that boost networking and access to critical start up resources
5	IPEME	Government support services	http://www.ipeme.gov.mz/	Mozambique	local businesses can get access to training, micro-credit, and to a lesser extent, business linkages, such as delegations and missions
6	Orange Corners	Ecosystem builder	www.orangecorners.co.mz	Mozambique	strengthening of the African entrepreneurial ecosystem: training, mentorship, networking, workspace, business advisory & courses
7	Maputo Living Lab	Incubator	www.maputolivinglab.org	Mozambique	Fostering local development by working as a start-up incubator to promote local entrepreneurship, helping the execution of innovative projects that can contribute to the improvement of the quality of life in Mozambique.
8	RLabs	Incubator/Accelerator	rlabs.org/page/incubator-accelerator/	Mozambique	12-week decentralized programme where the focus is to develop and accelerate innovative startups and businesses (87 ventures supported to date).
9	M-Lab	Incubator & Accelerator IT	https://www.mlab.co.za/	Southern Africa	When our youth are empowered with the right skills to innovate and create solutions, they unlock the opportunities for new businesses that will drive our economies forward. This is why we support these young innovators, founders, next generation coders and digital creatives.
10	Awethu Project	Incubator	http://www.awethuproject.co.za/	Focus: South Africa Semi-Active: Southern Africa incl. MZ	Early-stage support: business development, marketing, finances & networking Growth-stage support as well
11	GSMA Ecosystem Accelerator Innovation Fund	Accelerator	www.gsma.com	Africa and Asia Pacific	Grant funding, technical assistance, and the opportunity to partner with mobile operators in their markets to help scale their products and services into sustainable businesses with positive socio-economic impact.
12	Mozdev	Ecosystem builder	http://mozdevz.org	Mozambique	Train and develop talents, support multidisciplinary teams with orientation and training to be resilient and skilled to develop tech solutions, established partnerships and worked with companies and NGOs to develop technology-based solutions to solve local social problems
13	DevMozambique	Ecosystem builder	http://devmozambique.com/our-services/	Mozambique	Entrepreneurial training, including design thinking methodology and the business model generation

Appendix 4: Programs

#	Name	Type	Website	Region	General Info
1	Africa Innovates for the SDGs	Grant	https://www.africaninnovates4sdgs.com/	Africa	Open to innovators from any one of Africa's countries, Africa Innovates for the SDGs will recognize and award exceptional early-stage African innovation that solves key challenges linked to the Sustainable Development Goals.
2	UN Women — Youth Led Social Entrepreneurship Solutions in Africa	Grant	https://terravivagrants.org/un-women-youth-led-social-entrepreneurship-solutions-in-africa/	Africa	African youth entrepreneurs to develop and implement their solutions to address gender specific development challenges in their communities.
3	Future Agro Challenge	Competition	http://facagro.com/compete/	Global competition with national conference in Mozambique	World's largest agro-entrepreneurs competition and the national agribusiness conference in Mozambique, invites all entrepreneurs and to submit their application to participate in the national selection of the best innovative companies with national event in Mozambique in October 2018.
4	Digital Registration of Women Agribusinesses in East and Southern Africa	Grant	https://www.cta.int/en/call-for-proposal/a-call-for-digital-registration-of-women-agribusinesses-in-east-and-southern-africa-sid0d675e672-b6b8-4e2d-81f3-927e373102bf	East and Southern Africa	VALUE4HER is a continental initiative aimed at increasing incomes for women from agribusinesses through access to markets, finance, improving knowledge, skills and capacity and through advocacy, thus addressing some of the key barriers for women's empowerment in agriculture.
5	Enterprise for Development	Grant	http://www.enterprisefordevelopment.org/	Sub Saharan Africa including Mozambique	UK Charity-In 2015 EFD opened the Agriculture Thematic Funding Window to identify and support social enterprises working in agriculture that require grant funding to initiate or scale up their operations.
6	Helmar Ltd.	Program	https://helmar.bidx.net/about-us/	Southern Africa with projects in Nampula, Moamba in Mozambique	HELMAR Business Advisory-Entrepreneurship (HBA-Entrepreneurship) in conjunction with partners, empowers local entrepreneurs and supports them in both stages, start up to growth of their businesses. HELMAR seeks to provide Business Advisory Services to Micro Small and Medium Enterprises (MSMEs) and implement projects in agribusiness, construction, small scale industry, health and tourism in Lusophone African countries.
7	Danish Know How / Machados Know How	Program	http://danishknowhow.com/	Sub-Saharan Africa	danishknowhow® has entered agreements with local partners, to replicate the ingrower® business model at new locations in sub-Saharan Africa.

8	SAIS	Program	https://www.saisprogramme.org/	South Africa	The Southern Africa Innovation Support (SAIS) programme is a development initiative that supports the growth of new businesses through strengthened innovation ecosystems and cross-border cooperation. Since 2011, SAIS has provided capacity-building and funding for networking and knowledge-sharing and supported projects piloting new mechanisms for enhanced innovation and enterprise development in the Southern African Development Community (SADC).
9	Innovation Summit	Competition	http://innovationsummit.co.za/	South Africa	The SA Innovation Summit believes that entrepreneurship is the biggest opportunity in our lifetime, and the most important way that Africa can come to its full potential and develop and deliver products and services that stand out, are credible and are inspired from the continent.
10	International Youth Foundation	Program	https://www.ivfnet.org/country/mozambique	Mozambique	Two of our newest initiatives in Mozambique, Via: Pathways to Work and Escolhas, combine entrepreneurship training, career guidance, and our Passport to Success® (PTS) life skills curriculum to improve outcomes for youth in secondary schools and technical institutes and underserved youth. Works with USAID
11	African Green Revolution Forum	Competition	https://vc4a.com/african-green-revolution-forum/the-african-green-revolution-2018/	Pan-Africa	Entrepreneurs working along the Agriculture value chain to apply for the AGRF Dealroom. The Dealroom is specially designed for entrepreneurs looking to raise capital and connect, directly, with potential investors and development partners. Businesses seeking investments between \$100k-\$5m will be considered. We are seeking companies in the growth development phase and looking for expansion capital to scale up their businesses.
12	Partnership for Inclusive Agricultural Transformation in Africa (PIATA)	Ecosystem	https://www.rockefellerfoundation.org/blog/piata-new-way-business/	Ghana, Nigeria, Mali, Burkina Faso, Rwanda, Uganda, Kenya, Ethiopia, Tanzania, Malawi, and Mozambique	During African Green Revolution Forum (AGRF), the Rockefeller Foundation, the United States Agency for International Development (USAID), the Bill and Melinda Gates Foundation (BMGF) and the Alliance for Africa's Green Revolution (AGRA) launched a new \$280 million Partnership for Inclusive Agricultural Transformation in Africa (PIATA).
13	Schwab Foundation for Social Entrepreneurship	Competition	https://weforum.entrepreneur.com/v/schwab-foundation-award-2019	Global	Highlighting leading social innovation models to top decision-makers in business and government. For the Schwab Foundation's 2019 award, we will for the first time introduce multiple categories: - Social Entrepreneurs of the Year- Corporate Social Intrapreneurs of the Year- Public Social Intrapreneurs of the Year- Social Innovation Thought Leaders of the Year

14	Future Forward Program: Ashoka & Mastercard Initiative	Program	https://www.changemakers.com/futureforward	Sub-Saharan Africa	Future Forward, an initiative between Ashoka and the Mastercard Foundation identified and supported social entrepreneurs and young changemakers with innovative solutions for youth employment in sub-Saharan Africa. From that we saw exponential increases in the impact of the 25 Fellows supported through the partnerships including the capacity and network support for work that led to more than 233,000 (and counting) young people accessing new livelihoods.
15	Young Africa: Entrepreneurial training	Program	https://youngafrica.org/item/ya-mozambique	Zimbabwe, Mozambique , Namibia, Botswana and Zambia	Young Africa was founded in the Netherlands in 1998. We are a confederation of independently and locally registered affiliated organizations. Each affiliate runs skills centers, youth (self-) employability and entrepreneurship programmes. The founding organization of Young Africa is Young Africa International, based in the Netherlands.
16	Seedstars Africa	Competition/ Summit	https://www.seedstarsworld.com/event/seedstars-africa-2018	Africa	A summit where corporate, government, startup and the investment world gather to share knowledge, connect regional/global stakeholders and to inspire attendees to believe in the potential of innovation on the African continent. The 20 Seedstars World local winners will take part to an intensive bootcamp and an investor day. The Summit will end up with a regional conference. An event open to public filled with disruptive conferences, networking sessions, inspirational talks and workshops about how to impact people's lives in emerging markets through entrepreneurship and technology.
17	Vivatech 2019	Competition	https://portal.africana2018.com/challenge/vivatech2019_challenge	Africa	How AI can help generate a self-sustaining growth in the AgriTech industry? Competition for the best startups utilizing AI to improve agriculture in Africa including connected Machines, IoT Monitoring, Big Data, Remote sensors, Image recognition, Soil & Assets analysis, Weather forecast, Micro-finance solutions
18	PEMDH: Entrepreneurial Woman	Program	http://gapi.co.mz/programa/pemdh-mulher-empreendedora/	Mozambique: Beira corridor, namely Manica Provinces (districts of Gondola, Sussundenga, Bárue and Guro) and Sofala (districts of Dondo, Nhamatanda, Gorongosa and Caia)	Objectives Promote the emergence of a new female entrepreneurial class in the country; Training and technical and financial assistance of associations and women entrepreneurial companies in matters of associativism focused on agricultural production and processing; Provide financing for training activities and for the acquisition of equipment and infrastructures.

19	Prosul Horticulture Value Chain	Program	http://gapi.co.mz/programa/prosul/	Based in the city of Xai-Xai, Horticulture Value Chain is being implemented in Maputo province and Gaza Province	<p>General Purpose The overall objective of the Horticulture Component is to increase the income of horticultural producers in 19 irrigated perimeters of the provinces of Maputo and Gaza.</p> <p>Specific Objectives (i) Improvement, rehabilitation and expansion of selected irrigated perimeters; (ii) Strengthening of links between stakeholders in the Value Chain; and (iii) Creation of a favorable environment for the development of the Value Chain.</p>
20	Agro Investe	Guarantee of Loans to agribusiness stakeholders; TA support to national entrepreneurship.	http://gapi.co.mz/programa/agro-investe/	Mozambique	Agro-Investe is a program for the promotion of private entrepreneurship at the level of small and medium-scale operators in the Agro-Business sector in Mozambique.
21	Sustenta (by world bank)	Development Program	http://clubofmozambique.com/news/sustenta-mozambique-prepares-expansion-of-rural-development-project/	Mozambique	The programme covers smallholder projects in ten districts of the provinces of Nampula and Zambézia and is expected to also benefit Cuamba and Mecanheles in Niassa.
22	Social Innovation Summit	Conference	https://www.socinnovation.com/ehome/index.php?eventid=290119&	USA	The Social Innovation Summit is an annual event taking place in Silicon Valley which represents a global convening of black swans and wayward thinkers. Where most bring together luminaries to explore the next big idea, we bring together those hungry not just to talk about the next big thing, but to build it.
23	AECF	Competition	www.aecfafrica.org	Africa-wide	The AECF runs competitions targeting specific economic sectors in agribusiness, renewable energy, resilience and rural financial services in specific countries in Africa, or development corridors involving several countries. Each competition typically can have more than one Funding Round for additional applications depending on funding partner support. The amount of funding that the AECF can award to a single business is between US \$100,000 and US\$ 1.5 million, although this amount may vary depending on the competition. Every business entering the competitions must meet specific eligibility criteria.
24	Agri-tech Catalyst round 7: agriculture and food systems innovation	Competition	https://apply-for-innovation-funding.service.gov.uk/competition/229/overview#eligibility	Mozambique, Pan-Africa wide	There is up to £3 million of funding available from the Department for International Development (DFID) for early-stage feasibility studies, mid stage industrial research and late-stage experimental development. Projects must work on agri-tech and food chain innovations with partners in eligible African countries.

25	VC4A Venture Showcase - Series A	Competition	https://vc4a.com/vc4a/2018-vc4a-venture-showcase-series-a/	Africa-wide	We're looking for 8 innovative, high-growth scale-ups to showcase at Africa Early Stage Investor Summit on Nov 11-12 in Cape Town. Are you operating in Africa, generating revenue and looking to raise your Series A round in the range of \$250K and \$5M? This is the opportunity you've been looking for!
26	Resolution Social Venture Challenge: Mastercard Foundation	Competition	http://mastercardfdn.org/next-generation-african-leaders-announced-as-winners-of-the-resolution-social-venture-challenge/	In Africa, only for youth	Resolution Social Venture Challenge provides a pathway to action for socially responsible young leaders who want to create change that matters. Winners are provided seed funding and mentorship
27	AWIEF's flagship Growth Accelerator Programme	Acceleration Program	https://www.awieforu.m.org/	Africa	AWIEF's flagship Growth Accelerator Programme for business linkages and investment readiness allows entrepreneurs to pitch their businesses in an audience of business leaders, investors and public sector decision-makers. The 12/16-week training programme supports early-growth-stage women-owned and women-led enterprises in diverse sectors with the business modelling and growth strategy needed to scale, become investment ready and develop entrepreneurship leadership.

Appendix 5: Networks

Relevance	#	Name	Focus	Website	Region	General Info
High (startup focus)	1	Venture Capital 4 Africa	Entrepreneurs	https://vc4a.com/	Africa	Connecting African startups to opportunities; Gain access to the most relevant startups, mentors and investors in your focus sectors and countries across Africa.
High (startup focus)	2	African Business Angel Network	Investors	https://abanangels.org/	Africa	The African Business Angel Network (ABAN) is a Pan-African non-profit association. ABAN was founded in early 2015 to support the development of early stage investor networks across the continent and to grow the cohort of early stage investors excited about the opportunities in Africa.
High (global agripreneur network)	3	Future Agro Challenge Global network	Agripreneurs	http://facagro.com/world/	Global - own MZ chapter	Global agripreneur network; FAC bridges the gap between agripreneurs and the resources they need to develop their ideas and make a positive impact in the world

High (successful replication of Europe and Asia chapters)	4	AVPA - Asian Venture Philanthropy Association	Philanthropists, social investors	https://avpa.africa/	Africa	-Currently still in the 'launch phase" after very successful chapters in Europa and Asia -Focused on three main areas, namely: Knowledge and Insight, Advocacy and Collaboration, Networking -The Deal Share Platform (DSP): will be a forum for connecting investors looking to support best-in-class organizations ready and able to generate significant impact
High (via DEG?)	5	The African Private Equity and Venture Capital Association	Investors	https://www.avca-africa.org/	Africa	The African Private Equity and Venture Capital Association is the pan-African industry body which promotes and enables private investment in Africa.
Medium (niche network)	9	Africa Women Innovation and Entrepreneurship Forum	Female Entrepreneurs, investors, contributors	https://www.awieforum.org/	Africa	AWIEF is Africa's #1 female entrepreneurship conference & exhibition bringing together over 1,200 female entrepreneurs, thought leaders, industry experts, academics, development organizations, and investors in a combined effort to accelerate the growth of women-owned businesses for Africa's inclusive economic growth.
Medium (annual assembly?)	10	APN - African Philanthropy Network	Philanthropists, social investors	https://www.apnassembly2018.org/index.php	Africa	The APN Assembly is a unique opportunity. Since 2010, APN has organized a space for experienced and new philanthropy leaders who want to engage in a conversation that would enrich each other's' understanding and practice on African philanthropy by developing and African-generated and African-owned narrative about different forms and models of philanthropy in Africa.
Medium (exclusive for investors)	11	RENEW's Impact Angel Network	Investors	https://renewstrategies.com/node/1	Africa	The Impact Angel Network is a global collection of investors seeking to achieve financial returns and sustainable social impact by making investments into high-growth companies in Africa. Through relationships, travel and a variety of experiences, RENEW aims to provide IAN members with an investment experience of a lifetime.
Medium (niche network)	12	African Women in Agribusiness Network	Female Agripreneurs	https://www.awanafrica.com/	Africa	AWAN provides women owned agribusinesses a platform that facilitates access to markets, trade information, blended and inclusive financing, innovative technology and opportunity to share what works
Medium (SA focus)	13	South African Business Angels Network	(Angel) Investors	http://saban.org.za/	Africa	Increasing the number of angel investors in South Africa investing effectively in start-ups

Medium (SA focus)	14	South African Venture Capital Association	Investors	https://savca.co.za/#	Southern Africa	The Southern African Venture Capital and Private Equity Association (SAVCA) is a non-profit industry association, representing 160 members in Southern Africa, promoting Southern African private equity by engaging with regulators and legislators and by creating meaningful networking opportunities for industry players.
Medium (niche focus)	15	African Crowdfunding network	Crowdfunding professionals	http://africancrowd.org/research-data/industry-papers/	Africa	The ACfA is the industry association for Crowdfunding professionals and companies in Africa. The goal of the ACfA is to lobby for crowdfunding legislation creation and reforms, increase public awareness, and to create a more cohesive industry structure in Africa that protects investors and democratizes access to capital for all Africans.
Medium (investor focused)	16	Africa investment forum	Investors	https://africainvestmentforum.com/	Africa	During November 7-9, 2018 in Johannesburg, South Africa, the Africa Investment Forum is where project sponsors, borrowers, lenders, and public and private sector investors will come together to accelerate Africa's investment opportunities.

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