

# **SUMMIT GUIDE**

www.africarena.com













### SWITCH IT ON IN CAPE TOWN.

Cape Town is the undisputed DigiTech hub of Africa and a leading location for technology start-ups and venture capital deals.



# WELCOME

Welcome to the sixth live edition of AfricaArena, the first hybrid digital and in person tech event on the African continent, brought to you in association with La French Tech, AWS, City of Cape Town, ITC, Saint-Gobain, Methys and TIA.

The summit and its related events represent an opportunity to explore today and tomorrow's trends while unleashing some of the continent's best startups and innovators. The AfricArena events across four regions of Africa and the Summit have brought together key figures in the international and African tech innovation ecosystems with the aim of promoting African Tech excellence. Previous editions saw 700+ attendees watching over 60 speakers and witnessing more than 3 million US dollars' worth of impact being made. The three-day summit connects more than 75 of Africa's best startups with over 200 investors from across the globe, providing a once-in-a-lifetime opportunity to really showcase Africa's innovation talent. We are grateful to have our tech ecosystem partners as the driving force in hosting 75 founders, showing them and the world that Cape Town is Africa's leading Tech Capital. We look forward to being part of bringing the continent's Tech to the forefront.

We are optimistic that a pan-African collaborative approach; leveraging and sharing innovations in hubs across Africa will continue to create an environment to change our world for the better. Grounded by this belief, we promise to provide the best experience and platform at this year's Summit to accelerate the growth of African tech startups and ecosystems because Africa is the future and we are rising.

This is AfricaRena 2022.



# WHAT IS AFRICARENA?

The AfricArena Summit is an annual tech conference that showcases Africa's best startups and innovators in front of an audience of local and international investors looking for the most promising tech startups. It presents an opportunity to explore tomorrow's trends today by showcasing some of Africa's most innovative startups and connecting them with investors, corporates and enablers to accelerate their growth. We strongly believe in the power of providing a platform that fosters bright and forward-thinking minds to network, get inspired and co-build a stronger tech startup investment ecosystem for Africa.

Since its inception in 2017, AfricArena has been a platform dedicated to supporting the creation of market access and investment opportunities for its ever-increasing community of founders, angels, corporates, and VC investors.

This year, AfricArena will again host its sixth annual Grand Summit in Cape Town from the 8th - 10th of November 2022. The Grand Summit will be preceded by 2 events, the Founders Bootcamp and the VC Unconference Weekend.

We aim to:



Connecting founders with investors and corporations.



Strengthening the international traction of Africa's most innovative tech startups.

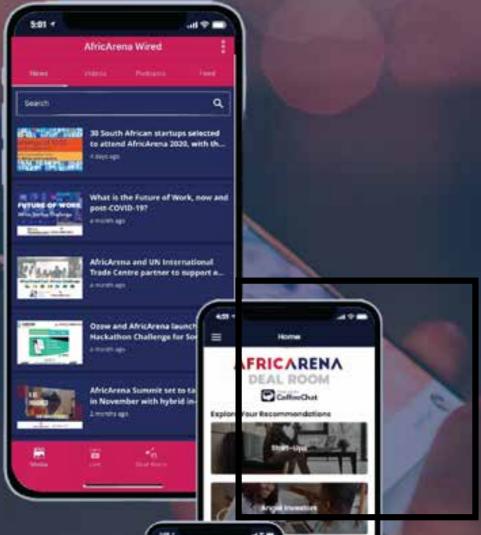


Promoting the African Tech ecosystem and it's opportunities.



Attracting both entrepreneurs and investors to Africa.

# Welcome to AfricArena Wired!





# **Get Wired!**





App Store





The AfricArena Tour is the pre-selections for the AfricArena Summit where the AfricAre- na team explores the major capitals of the continent in search of start-ups and entre- preneurs that are disrupting industries and solving major problems. The Tour is the curating mechanism that makes AfricArena effective in ensuring the very best startups are chosen for the Summit.

This year, AfricArena ran 4 hybrid regional summits, dedicated to North Africa, West Africa, East Africa and Southern African ecosystems. These acted as a semi-final selection event where 25 startups were selected to pitch at the Grand Summit in Cape Town in November 2022.

The 4 hybrid regional summits consisted of:

#### Southern Africa

The Southern Africa Summit was held in Johannesburg from the 23rd - 24th March 2022.



#### **Eastern Africa**

The Eastern Africa Summit was held in Kenya form the 4th - 5th of October 2022.



#### **Western Africa**

The Western Africa Summit was held in Senegal from the 26th - 27th of April 2022.



#### **Northern Africa**

The Northern Africa Summit was held in Tunisia from the 30th - 31st of August 2022.



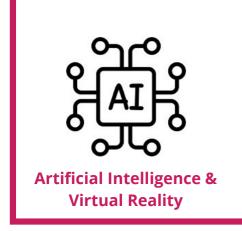
# THEMES TO LOOK OUT FOR

Each of these themes and more will be covered throughout the AfricArena Grand Summit and its many adjacent events.

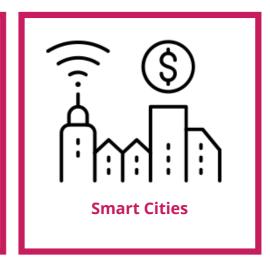


















# **SUMMIT**

# **PROGRAM**

#### **DAY ONE - TUESDAY 8 NOVEMBER**

All times are CAT (CentralAfrican Time, GMT+2)

8:30 am Guests Arrive and Mingle

9:00 am MC Welcome and Wake Up

9:15 am Africarena Welcome - Christophe Viarnaud

9:45 am Intro from sponsors

10:15 am Keynote: State of Tech in Africa - Maxime Bayen (The Big Deal)

10:50 am Building bridges of Innovation across Africa? The state of Affairs?

11:30 pm Coffee Break

11:45 pm How to achieve scale in Africa : Mergers & Acquisitions VS organic

Growth

12:25 pm Series A Pitch Battles

13:05 pm Lunch and Networking

14:20 pm Keynote: Female Founders vs male - Lelemba Phiri (Africa Trust

Group)

14:35 pm Growth Track Story Telling

15:15 pm Coffee

15:50 pm Is early stage investment a bottle-neck in the startup Life cycle

15:30 pm Scaling Up, Mergers and Acquisitions in Africa

Panel Q&A

16:10 pm Seed Pitch Battles

16:45 pm Investor Pitch Battles

17:15 pm End of Day

18:00 pm VC Night



Available EXCLUSIVELY on AfricArena Wired app







# **SUMMIT**

# PROGRAM

#### **DAY TWO - WEDNESDAY 9 NOVEMBER**

All times are CAT (CentralAfrican Time, GMT+2)

8:30 am	Guests Arr	ive and	M	ingl	e
---------	------------	---------	---	------	---

MC welcome and wake up 9:00 am

**Enrich Africa - Introduction Presentation** 9:50 am

**Enrich in Africa Soft-landing Showcase - Pitch Battle** 10:25 am

Africa and the VC market Downturn? 10:35 am

Keynote: Scaling partnerships between the public and private sectors: How to 11:10 am Build a Broader Ecosystem in African Tech - Dr. Ola Brown (Flying Doctors)

**Coffee Break** 12:05 pm

**Africa AgriFoodtech Investments: Dissecting the numbers** 12:15 pm

**ITC Pitch Battle** 12:40 pm

Keynote: The 10 lessons from taking a product to a fully fledged scaleable global business - Clive Butkow (Kalon Ventures) 12:50 pm

**Lunch and Networking** 14:15 pm

**Keynote: Scaling Startups and How Sales Teams Evolve - Mark Birch** 14:25 pm

**FMO Pitch Track Introduction - Robert Haynie** 14:30 pm

**FMO Pitch showcase** 15:25 pm

**Coffee Break** 16:25 pm

**Building Bridges of Innovation between Africa and the world** 16:35 pm

The Korea-Africa Foundation Introduction 16:55 pm

**Series A Korea Pitch Challenge** 17:05 pm

**End of the Day** 18:00 pm



Available EXCLUSIVELY on AfricArena Wired app







# **SUMMIT**

# **PROGRAM**

#### **DAY THREE - THURSDAY 10 NOVEMBER**

All times are CAT (CentralAfrican Time, GMT+2)

8:30 am Guests Arrive and Mingle

9:00 am MC Welcome and Wake Up

9:30 am OIF Pitch Battle Intro

10:05 am OIF Pitch Battle

10:35 am Comment mieux attirer les financements des entreprises en

**Afrique Francophone** 

11:00 am Coffee Break

11:30 am How do we attract, develop and retain talent in Africa?

12:00 pm Pitch Battle FSATLABS

12:20 am Innovating for affordable housing through Shelter-tech

13:30 pm Lunch and Networking

13:10 pm Putting the tech in technocrat: Rethinking public-private Sector

collaboration

13:50 pm Saint Gobain Pitch Challenge Introduction

14:05 pm Saint Gobain Pitch Challenge

14:35 pm Coffee

15:15 pm The future of investment opportunities in Smarties cities across

the African Continent

15:50 pm Tech4Good Pitch Battles

16:10 pm ESO Pitch Battles

16:50 pm The AfrcArena Grand Summit Award Ceremony

17:20 pm End of Day



Available EXCLUSIVELY on AfricArena Wired app

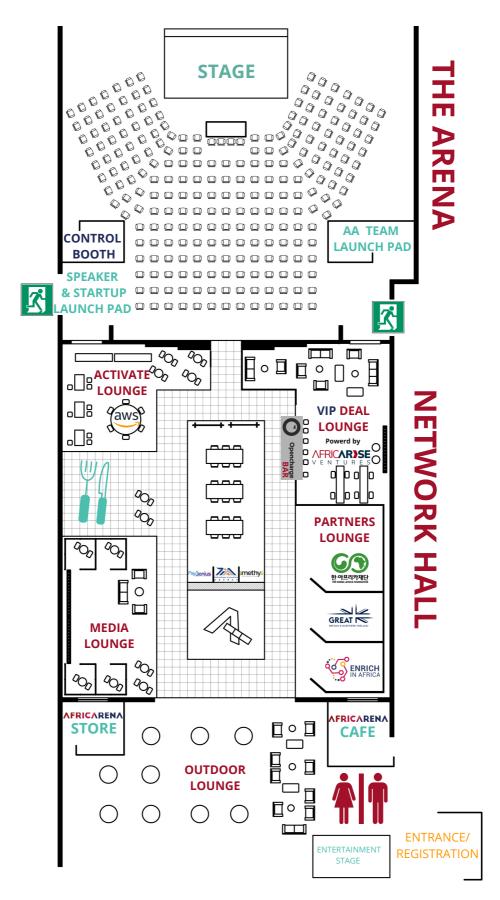






# WHERE TO GO

This year the AfricaArena Grand Summit is being held at the Old Biscuit Mill's Conference Warehouse in Cape Town



# MORE EXCITING EVENTS

Alongside the AfricArena Tour, exposure events and Venture Unconference Weekend, AfricArena creates even more opportunities for start-ups and investors to connect with one another.

# **VC Unconference at the Asara Wine Estate** 5 - 7 November

The Annual VC Unconference is to provide an informal participant-driven meeting inspiring the process of investing through unfiltered collaboration within the ecosystem





# **Founders Bootcamp** 6 - 7 November

The startup founders bootcamp is a 2 day program that fast tracks founders knowledge in certain key areas that are often overlooked by other incubation programs.

# **The Grand Summit** 8 - 10 November

The mission of the AfricArena Summit is to bring together the leading corporates and investors investing in the continent's tech-ecosystem, with the most talented entrepreneurs from across Africa.





#### **VC Night** 8 November

The VC night is an informal networking event where startups and investors come together to share ideas for potential investments.

# **Innovation Night** 10 November

The Innovation Night is the closing event of the summit and brings together tech innovators for an evening of creative exchange of ideas.



# The VC UNCONFERENCE Weekend

5th Nov 2022 - 7th Nov2022

Asara Wine Estate, Stellenbosch, Western Cape

The Unconference is an annual event that takes place in conjuction with the AfricArena Grand Summit

The Unconference brings together local and international investors together over 2 days in the aim to enhance the the process of investing on the African continent.



# **SPONSORS AND PARTNERS**

#### KEY PARTNERS -





















# Orange Ventures GIZ Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH EXPERTISE FRANCE FONDATION TUNISIE AMBASSADE DE FRANCE FONDATION TUNISIE POUR LE DÉVELOPPEMENT DÉLÉCATION CÉNÉRALE ALENTREPRENARIAT RAPIDE DES FEMMES ET DES JEUNES C A P I T A L



#### INVESTOR PARTNERS













# SPONSORS AND PARTNERS

#### ECOSYSTEM, ACADEMIC & INSTITUTIONAL PARTNERS























































































#### MEDIA PARTNERS -

















**Forbes** 





**BIZCOMMUNITY** 







# **KEYNOTE SPEAKERS**

# **DR OLA BROWN**Flying Doctors Healthcare Investment Group

Olamide Brown is a British-Nigerian medical doctor, healthcare entrepreneur and founder of the Flying Doctors Healthcare Investment Group and a director of Greentree Investment Company. Flying Doctors Healthcare Group is active in air ambulance services, consulting/healthcare technology, hospital/clinic construction, diagnostics and equipment, health facility management and pharmaceutical retail.





**LELEMBA PHIRI**Africa Trust Fund

Lelemba Phiri is an award-winning educator, writer, keynote speaker and genderlens angel investor. She is the Principal at the Africa Trust Group, the fund managers for the ZAR100m Enygma Ventures gender lens fund focused on women entrepreneurs in SADC and the ZAR20m Shift fund focused on post pandemic solutions. Lelemba is also a director and shareholder for Zoona, an African mobile payments business that enables community entrepreneurs to provide much needed financial services in their communities and Startup Circles, an online accelerator platform that fast tracks entrepreneurs to launch their business and access investors.

**CLIVE BUTKNOW**Kalon Venture Partners

Clive Butnow is the CEO of Kalon Venture Partners and a former COO of Accenture South Africa with 28 years management consulting experience. Kalon Venture Partners is a disruptive digital technology Venture Capital Fund (VCC) located in Johannesburg where the investment company has made 12 investments across various disciplines including; payments; property tech, loyalty, security, artificial intelligence; marketing tech and others. In addition to the company, Clive is also actively involved in the entrepreneur ecosystem in South Africa as well as looking for new tech companies to invest in.



# **KEYNOTE SPEAKERS**



MAXIME BAYEN
The Catalyst Fund

Maxine Bayen is the Venture Building Lead for the Catalyst Fund and is a cofounder of Africa:The Big Deal. He leads the venture building support to Catalyst Fund early-stage startups as well as supports the portfolio startups when it comes to investment readiness. Prior to joining Catalyst Fund, Maxime was a Senior Venture Builder with Greentec Capital where he supported 7 African startups in various sectors for nearly 2 years. Before Greentec, Maxime co-led the deployment and running of the GSMA Mobile For Development Ecosystem Accelerator Programme

#### **MARK BIRCH**

#### **Amazon Web Services**

Mark Birch is a community builder, software entrepreneur, author, and currently works at AWS as a Principal Startup Advocate. As a community builder, Mark wrote the book Community-in-a-Box to share lessons learned from his time at Stack Overflow and his own community efforts founding DEVBIZOPS and the Enterprise Sales Forum, a global community of 25,000 B2B sales professionals



# PANEL SPEAKERS



**Adham Azam** CEO: Balad



**Laurie Fuller** Venture Partner: Raiven Capital R



**Alexandra Fraser** Viridian Director & Angel Investor: Dazzle Angels



**Hope Ditlhakanyane** Head of Venture Sourcing Founders Factory



**Ivor Price** Chief-In-Editor Ventureburn



Benji Meltzer Co-Founder & CTO: Aerobotics



**Alison Collier** Managing Director: Endeavor



**Lucy Ngige** Agri-tech report: Agfunder



**Abigail Thompson Anthony William Catt** Senior Capacity Co-Founder: Enterprise Development Advisor: Academy



**Robert Haynie** Ventures Program Ecosystem Building Lead: **FMO** 



**Tracy Austin** Emerging markets capital mobilisation & partnerships



**Katherine Abbott Deputy Director:** UK-SA Tech Hub,



**Charles Michel** President: European Council



Ashim Egunjobi Managing Partner: Octerra Capital



Melvyn Lubega Head of Investment: Breega



Hangwi Muambadzi Venture Partner: CommerzVentures.



**Zachariah George** Managing Partner: Launch Africa Ventures



Okendo Lewis-Gayle Co-partner: Harambeans Prosperity



**Oumar Basse** Co- founder and CEO: YOBANTE EXPRESS



**Craig Mullett** President: **Branison Group** 



Bafana A. Mhlanga Investment Banker & Venture Capitalist: Nedbank



Rajiv Daya Head of Investments: Founders Factory Africa



Tom Attenborough Head of International Business Director of Research: Development: London Stock Exchange



**Chernay Johnson** DFS Lab



Hilda Moraa Founder & CEO: Pezesha



**Diego Arias Garcia** Ventures Analyst: Plug and Play



**Adam Romyn** Co-Founder: Momint



Serisha Barrat CEO: Lawyered Up



**Malanee Hutton** Head of Venture Design: FFA

# PANEL SPEAKERS



**Brett Jones** Co Founder of OfferZen



**Thaheer Mullins** Senior associate at Savant Chief Operating Officer at Chief Executive Officer at



**Maryann Knowles** Lumkani



Ntando Kubheka SugarInsure



**Dylan Cowie** Technical Director · Eco **Envirolite Concrete** 



**Kedibone Tsiloane** Chief Executive Officer at Ramtsilo Trading



**Bhongolwethu Sonti** Venture Manager at Plug & Play



Hema Vallabh Founder of Five35 Ventures



Aparupa Chakravarti Director. Botho **Emerging Markets** Group



**Dzikamai Charles** Mabvaro Associate director at Standard Chartered Bank



**Bernard Binagwaho** Managing Director at Tactsi



Joshua Romisher Chief Executive Officer at the LaunchLab



**Duval Van Zijl** Climate Director at The LaunchLab



Peter van der Zee Investment Executive at Invenfin



**Zunaira Javed** Investment Officer for FMO



**Biola Alabi** Co-founder & GP Atika Ventures



**Mme Adjara Diouf** Special Programme **Director for Organisation** internationale de la Francophonie



Methys is a unique international technology firm with expertise in Digital, Business Intelligence, Private Equity and Acceleration Services. We pride ourselves in consistent innovation and facilitate collaborative engagement between corporate, investors and start-ups. Our footprint reaches across the globe with a presence from Africa to Europe.

#### SPONSOR PITCH CHALLENGE



#### **OIF Pitch Battle**



#### **REMA - SOUTH AFRICA**

REMA is a remote medical collaboration service dedicated to doctors practicing in Africa. It is a mobile application that allows physicians to publish, discuss, resolve patient cases and collaborate in real time to make better medical decisions and save more lives.



#### YLOMI - BENIN

Ylomi is a lead generation platform to book multiple local services such as beauty, plumbing, repairing, photography, events, home improvement & more. It connects individuals with service professionals & can receive proposals for offers, read reviews, and chat with pros. The startup was founded in 2018 by Jean Vivien Dah N'Gbekounou



#### **IPREN-ENERGY - NIGER**

IPREN-Energy, a peri-urban, rural electrification project planned in the Niamey region, aims to contribute to developing and providing energy access through a photovoltaic solar system.



#### EASY200FACIL - COTE D'IVOIRE

Easy2toofacil allows users to arrange dry cleaning, laundry, ironing, retouching and shoemaking services by phone, WhatsApp, Messenger or mobile app. All services are completed within 48 hours, with Easy2toofacil also facilitating pickup and drop-off of laundry. Rebecca Affoh is the startup's founder and chief executive officer (CEO).



#### AFRICEREAL - BENIN

AfriCereal Group is a technology company that offers mechanization of agricultural operations, bringing together players in the value chains and management of agricultural equipment and infrastructure. Through its services, the company simplifies agricultural operations, contributes to the reduction of post-harvest losses and improves the production and income of small producers.



#### MURUKALI - RWANDA

Murukali is a grocery online store or Kigali online market that allows people to save time going to shop for Home/Office needs by offering an extensive range of high quality produce all in one place and by delivering it directly at their doorsteps. Murukali was founded by Yvette Uwimpaye.



#### FOOD BUNDLES - RWANDA

Food Bundles optimizes distribution of fresh food for consumers living in cities while creating sustainable markets for smallholder farmers. The company distributes it products to consumers in various Rwandan cities. The company also focuses on providing smallholder farmers direct access to markets through the digitalization their fresh food supply chain. The company was founded by Shikama Dioscore

#### SPONSOR PITCH CHALLENGE



#### Saint-Gobain Pitch Battle

#### TAWREDAAT - EGYPT

is a 360-degree B2B e-commerce platform formalizing the procurement توریدات - Tawredaat process for construction and finishing materials. The one-stop shop enables users to shop an extensive range of finishing materials, view data sheets, check technical product information and complete purchases using a variety of convenient payment methods. The e-commerce company was founded by Omar Farahat



#### M-JENZI - KENYA

M-jenzi is a marketplace specifically designed to showcase construction materials and home improvement products and services to the global community. This platform allows vendors to sell their products and services beyond their physical location, outside their local time zones and this allows them to shoulder more business and hence create more employment. For the consumer, it allows for logistics-free, stress-free shopping from the comfort of the mobile phone or laptop, it de-risks buyers from unsavory suppliers with the use of escrow payment features. The ecommerce company was founded by Michael Macharia.





#### **FSAT Labs Accelerator Pitch Programme**



#### **SODAWORLD - SOUTH AFRICA**

SodaWorld is an African-created and developed technology platform that enables artists to earn revenue from within the metaverse. Founded by long-time technology and creative industry innovator Mic Balkind during lockdown in 2020, Soda World has already produced over 60 virtual events in the Metaverse with top South African artists including Moonchild, Yvonne Chaka Chaka, Sun El Musician, and Msaki, reaching over 6,000 people on the beta platform, with an average watch time of one hour and nine minutes.



#### **DEAFTOUCH \_ SOUTH AFRICA**

Deaftouch is focused at creating a more inclusive telecommunications industry using accessibility to allow for easy communication between people living with disabilities.

Through the use of technology, deaftouch strives to create platforms for diversity and inclusion. Their focus is to set a higher bar for accessibility providing answers to communication problems by delivering the communication tools necessary for all people to do their jobs and live their lives to the fullest extent imaginable.

#### SPONSOR PITCH CHALLENGE



#### Finance for Development

#### **FMO Pitch Battle**



#### SAND TO GREEN MOROCCO

Sand to Green cultivates deserts to create arable lands for food. Agriculture is the second bigger CO2 emittor sector, mainly because of deforestation and our need of arables lands to feed an ever growing population. From Sand to Green tackle this problem by creating new arable lands in desert through agroforestry and desalination



#### **GREENAL** ALGERIA

GreenAl proposes a solution for communities in southern Algeria, which can produce 'biogas', electricity or fertilizer. The start-up company manufactures 'bioreactors' in PVC tarpaulin which produce biogas from the fermentation of organic food waste and fresh animal manure. It sells a kit containing a bioreactor, a gas adapter, a gas burner and gas production booster, which retails for between about \$600 and about \$1,000, depending on the version of the kit.





#### Tuna angaza Maisha ya Kila Familia

#### RUMO ENERGY TANZANIA

RUMO Energy increases the distribution of solar lamps in rural Tanzania through the rent-to-own model. Their model is based on a competitive rent-to-own distribution through local entrepreneurs. The program targets entrepreneurs with influence and working together on mutually beneficial to support them to serve more people in their community.



#### AGRIPOA TANZANIA

Agripoa is a farm management software that uses Artificial Intelligence to help farmers to plan, monitor and analyze farm activities easily by linking a farmers with farm input suppliers, agronomists, Insurance, credits and markets.



#### **DIGITAL MOBILE AFRICA TANZANIA**

Agripoa is a Digital Mobile Africa is data-driven AgriFintech with an agent network for digital financial services for smallholder farmer ecosystem. DMA's online platform helps registered users place orders and access formal financial services for individuals and groups. The platform is integrated with mobile network operators (MNOs) and a financial service provider, the Tanzania Postal Bank. The key to the success of the digital platform is farmer data. Aggregated orders allow farmers to benefit from wholesale input prices and direct delivery from suppliers.

#### SPONSOR PITCH CHALLENGE





#### **SAND TO GREEN - MOROCCO & FRANCE**

Sand to Green cultivates deserts to create arable lands for food by creating new arable lands in desert through agroforestry and desalination.



#### **KAMAHU - FRANCE**

Kamahu is a start-up created to support the changes in the fisheries sector in France and in Europe, and more generally, the expansion of aquaculture. KAMAHU commercializes innovative computing offers for breeding follow-up and for production planning, for fish farm in particular.



#### **SCAYLABS - FRANCE**

Scaylabs provides startups with a new method of growth that allows them to optimize their tech developments and to keep the knowledge in-house. They service all the structuring levers: Audit, agility, devOps, and best development practices.



#### **MAYYAN - FRANCE**

Mayyan is a search engine that aims to turn every search into social impact, by investing 30% of the revenues generated to non-profit organizations that impacts Africa.



#### **MELANIN KAPITAL** -FRANCE

Melanin Kapital is a financial advisory firm that aims at connecting investors and social impact entrepreneurs who share the ambition of making the World a better place.



#### **SUPERVISION EARTH** - GERMANY

Supervision is a pipeline monitoring platform that monitors pipelines for risks every week and deliver warnings directly to your desk. The company's application leverages AI, cloud, and satellite technology to improve gas infrastructure safety for businesses.



#### **ARCADIA - SWITZERLAND**

Arcadia's scope is making materials recyclable, infinitely. We produce building blocks and objects, starting from waste materials and using non-pathogenic bacteria, harmless to humans and the environment. Arcadia Bacteria produce a natural adhesive made of calcium carbonate that forms a mesh around the crushed particles of waste and keeps them together, saving 80% less CO2 than producing concrete.



#### SAFETRADE101 - FRANCE

Safetrade101 provides a fast and free access to real time B2B "ready to use" Credit Reports We allow business to create their company Credit Report that's available in our digital platform and accessible by their suppliers and clients



#### **ASAMBE CONSULTING - FRANCE**

Asambe Consulting supports fintechs and innovative banks in the creation and optimization of all their value propositions related to payment and complementary services (insurance, credit, etc.)

#### SPONSOR PITCH CHALLENGE



#### The Korea-Africa Foundation Accelerator Program



#### **SAND TO GREEN - SOUTH KOREA**

Sand to Green cultivates deserts to create arable lands for food by creating new arable lands in desert through agroforestry and desalination.



#### SAND TO GREEN - SOUTH KOREA

Sand to Green cultivates deserts to create arable lands for food by creating new arable lands in desert through agroforestry and desalination.



#### **SAND TO GREEN** - SOUTH KOREA

Sand to Green cultivates deserts to create arable lands for food by creating new arable lands in desert through agroforestry and desalination.



#### **SAND TO GREEN** - SOUTH KOREA

Sand to Green cultivates deserts to create arable lands for food by creating new arable lands in desert through agroforestry and desalination.



#### SAND TO GREEN - SOUTH KOREA

Sand to Green cultivates deserts to create arable lands for food by creating new arable lands in desert through agroforestry and desalination.



#### SAND TO GREEN - SOUTH KOREA

Sand to Green cultivates deserts to create arable lands for food by creating new arable lands in desert through agroforestry and desalination.



#### SAND TO GREEN - SOUTH KOREA

Sand to Green cultivates deserts to create arable lands for food by creating new arable lands in desert through agroforestry and desalination.

#### SPONSOR PITCH CHALLENGE

#### **SEEDING FUNDING**

#### Tech companies looking for Seed investment funding



#### **PHARMACY MARTS - EGYPT**

Pharmacy Marts is a digital marketplace that connects pharmacies and medical suppliers to easily, conveniently and quickly access and receive medicine, medical supplies and cosmetics. By allowing medical suppliers to list their product offerings in a single location, Pharmacy Marts gives pharmacies the opportunity to compare products and prices in order to get an optimum deal for their daily needs.



#### **BRAYFOIL TECHNOLOGIES** - SOUTH AFRICA

Brayfoil Technologies is a leader in compliant structure and morphing aerofoil research and design, providing unique capabilities to implement breakthrough technologies for efficiency gains and cost reductions.



#### **SURVEY54** - MOROCCO & FRANCE

Survey54 gives organisations the ability to survey millions within Africa and emerging markets around the world, all done remotely and through the power of mobile. As an automated data platform, Survey54 brings you closer to your consumers using mobile-led data collection methods and smart insights.



#### **EJOOBI** - SOUTH AFRICA

Ejoobi is an HR tech company that connects job-seekers with employers, recruiters and talent search agencies. Their technology is based on SMS, WhatsApp & USSD. Employers can publish jobs via SMS and WhatsApp & Jobseekers are able to receive job alerts via



#### KAMIOUN - TUNISIA

Kamioun is a mobile first platform that connects Fast Moving Consumer Goods (FMCG) manufacturers to corner shops. We enable small retailers to get their inventory in one face off, one click and in less than 24 hours free delivery.



#### **HUSTLESASA** - KENYA

HustleSasa is a mobile-first platform that enables creatives to start and grow their businesses online. We are a services aggregator that allows brands to build & manage online storefronts, integrate with 3rd party payment & logistics providers, and manage orders across different sales channels.

#### SPONSOR PITCH CHALLENGE



#### Tech companies looking for A Series investment funding



#### **KOSINI WATER - SOUTH AFRICA**

Kusini Water provides clean drinking water to local communities and corporate firms by manufacturing mobile, solar-powered water purification systems made from locally-sourced macadamia nut shells and nanotechnology.



#### **CINETPAY - COTE d' IVOIRE**

CinetPay is a mobile money payment gateway that enables e-merchants and merchants to accept mobile money, card payments and other forms of payments i online seamlessly.



#### **LIANA FINANCE - TANZANIA**

Laina Finance is an integrated financial services provider for consumers and businesses in East Africa. LAINA's platform enables microloan or purchase finance to be integrated to any payment transaction enabling consumers paying in instalments.

#### **GROWTH FUNDING**

#### Tech companies looking to scale even further



#### MARKET FORCE - KENYA

Market Force is an digital operating system for retail distribution in Africa which provides a unified digital commerce marketplace to facilitate trade among Africa's informal merchants and leading consumer brands.



#### FLOW LIVING - SOUTH AFRICA

Flow automatically creates and targets property ads for Real Estate Agencies and Property developers, removing the complexity and doing the heavy lifting while you're out closing deals.



#### LYNKWISE- NAMIBIA

Lynkwise gives banks, insurers and tech companies an easy alternative to collections via direct payroll integration. Any financial institution, any payroll, any employee. The company is currently being used by the largest banks and insurance companies in Africa and are changing the way Africans use financial services.



#### LIANA FINANCE - TANZANIA

Laina Finance is an integrated financial services provider for consumers and businesses in East Africa. LAINA's platform enables microloan or purchase finance to be integrated to any payment transaction enabling consumers paying in instalments.



#### **GOZEM -** TOGO

Gozem provides various on-demand transportation, delivery, and cashless payment solutions in one app to hundreds of thousands of users in the region. Gozem's offers a diversity of digital suite of services focused ride-hailing and delivery offerings.

#### SPONSOR PITCH CHALLENGE

#### MOST INNOVATIVE BUSINESS MODEL



#### LYNKWISE- NAMIBIA

Lynkwise gives banks, insurers and tech companies an easy alternative to collections via direct payroll integration. Any financial institution, any payroll, any employee. The company is currently being used by the largest banks and insurance companies in Africa and are changing the way Africans use financial services.



#### BIZAO - SENEGAL

Bizao facilitates the processing of end to-end payment flows to and from the main digital payment systems in Africa – airtime, mobile money wallets, and credit card. The startup's modular and scalable platform allows clients to collect and issue payments online and in-stores via point-of-sale (POS).



#### **KUMULUS WATER - TUNISIA**

Kumulus is a water tech start up with one mission in mind: Provide drinking water in an economical and sustainable way. We are starting by designing, selling, and operating machines that create drinking water from air!



#### **STIMA - KENYA & FRANCE**

Stima is a French-Kenyan company founded in 2020 with the objective of creating the energy infrastructure solution to enable the 15 million moto-taxi riders in Sub-Saharan Africa to switch to electric motorbikes.

#### MOST PROMISING ENTREPRENEUR



#### **CYLON ACCOUNTING - NAMIBIA**

Cylon Accounting provides cloud based accounting software with the ability to create and manage business invoices, quotations, customers, tax an expenses to help small businesses in Africa save time and money.



#### LYOBANTE EXPRESS - SOUTH AFRICA

YOBANTE EXPRESS is a web and mobile platform that connects e-commerce, retailers, businesses, and individuals with independent and casual carriers, that will handle point-to-point deliveries over and over again until the last mile.



#### **MELANIN KAPITAL** -FRANCE

Melanin Kapital is a financial advisory firm that aims at connecting investors and social impact entrepreneurs who share the ambition of making the World a better place.



#### MANGO GATE - TANZANIA

Mango Gate is a language training software and digital platform that provides easy access to language courses and also provides high-quality translation services in many languages, enabling people to communicate across barriers of language and culture.

#### **SPONSOR PITCH CHALLENGES**

#### **TECH4GOOD**



#### **GREENX - SOUTH AFRICA**

GreenX provides the full range of services to offer total solutions for energy efficiency and energy projects, including data analytics, modelling, consulting and interventions through energy efficiency lighting, measurement and verification, and electrical systems optimisation.





#### HIGHWIND (MELIO.AI) - SOUTH AFRICA

Melio AI is an AI consultancy specialising in MLOps that has build HIGHWIND, an AI marketplace driven by an end-to-end machine learning platform, where experts around the world package their skills and experience into a simple API.



#### LAWYEREDUP - SOUTH AFRICA

Lawyered Up is a turnkey legal digital platform that solves a problem of immediate access to important legal documents as well as legal professionals, all platform documents are editable within any browser as well as on our mobile app allowing for quick and easy generation of legal documents.

## **AFRICARENA TEAM & CONTACTS**

#### **EVENT DIRECTOR**

Christophe Vianaud

christophe@africarena.com | +27 83 254 8867 | +33 68 626 4267

#### **SPONSORSHIP & EXHIBITION**

Dan Mabbyalas

dan@africarena.com | +27 69 746 4826 |

#### **Ecosystem Lead & Program Manager**

Nathaniel Witbooi

nathaniel@africarena.com | +27 78 802 1775

#### MARKETING & AMPLIFICATION LEAD

Crosby Tashie Hunda

crosby@africarena.com | +27 83 866 2620

#### **INVESTOR RELATIONS**

Ropah Musvaire

rmusvaire@africarena.com | +27 67 679 0746

#### **MEDIA RELATIONS**

Thomas Hart

thomas@fsatlabs.co.za | +27 76 688 6719