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# 2021 AFRICA TECH VENTURE CAPITAL

REPORT

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In 2021, amid global VC growth, Africa tech still grew faster than any other region with 2x the activity of last year and more than 3x the amount invested: **681** rounds of fundraising brought in a total of **\$5.2 Billion.** When we include debt, it's even a total of **\$6 Billion** in **724** rounds.

One could try to downplay the scale of this achievement. First, 2021 was a recovery year; after covid slowed investment in 2020, especially in the larger ticket category, accelerated activity was to be expected. Then, there is a rising tide that's driving 2x growth in VC all over the world, not just in Africa. And finally, it's still a small market, growing fast in multiples yes, but absolute numbers are still relatively low.

But even taking all this into account, **3.6x growth** in one year is a stunning success, shattering almost every record you'd care to measure.

It's hard not to feel excited. A rapidly-expanding ecosystem, Africa tech VC hits new milestones every day. More and more teams are given fuel to test concepts, validate models and build scaling infrastructure, working to create new African champions.

As we break down the totals, some strong trends stand out: the Nigerian ecosystem is growing impressively large; Fintech is attracting an outsized portion of total funding; the average ticket size is inflating at all stages and there's been an influx of new active investors.

All of this puts forward a new wave of questions around the value being created with this capital, the actual returns for investors and founders, the impact on local economies, etc. These are not questions this report can answer. What this report can do – and what we aim to do at Partech – is to contribute to the conversation. We feel fortunate to watch, chip in and cheer on Africa tech VC as its unique growth trajectory unfolds. By mapping its models, efficiency, scalability and impact, we hope to create a space for voices in the ecosystem to debate, explore options and turn this incredible momentum into even better outcomes.

The Partech Africa team

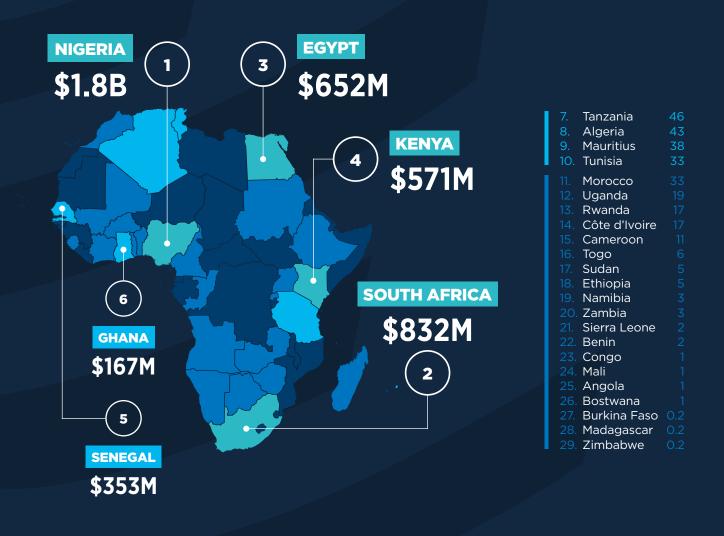
### 2021 DEALS & VOLUMES





48% of total equity funding

TOTAL EQUITY + DEBT FUNDING \$6B IN 724 DEALS



# 2021 AFRICA TECH VENTURE

CAPITAL REPORT

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# 01

METHODOLOGY & ACCESS TO DATA This report is not exhaustive. Its goal is to provide a picture of the current state of the Africa tech VC ecosystem and map how it evolves over time. Accordingly, our critical consideration is consistency in the way we collect and analyze data. Our methodology is essentially unchanged from our first report, allowing us to identify trends.

However, as the ecosystem matures, some new topics are emerging. In the 2021 report we have added some new sections to explore them, including debt deals, Megadeals and unicorns.

Below is a summary of the parameters of this report:

### Scope: Tech and digital VC equity and debt deals above US\$200K in African start-ups.

1. Our numbers only include equity rounds higher than **US\$200K**.

This ranges from late Seed (Seed+) to Growth stage equity rounds. Angel rounds and smaller Seed deals below US\$200K (and there are many of these) are omitted.

Example: Djamo's US\$125K funding round from YC on March 21 is omitted.

2. We only cover **African start-ups.** We define these as companies whose primary market in terms of operations or revenues is in Africa, as opposed to companies who are HQ'd or incorporated in Africa. When these companies evolve to go global, they will still be considered by this report as African companies.

Example: Zipline's US\$250M Series E is included as an African deal. The majority of its operations and revenue currently come from Africa and this round was advertised as enabling the company to double down on Nigeria and Ghana for new distribution centers while serving a new contract in the US.

- **3**. For the first time, we're covering **debt deals.** Over the last few years, debt has become an increasingly viable tool for African start-ups. This report adds a new section to share the data we've collected on this category, though the dataset is currently small as debt rounds do not receive the same publicity as equity rounds.
- 4. Everything else including grants, awards, prizes, Initial Coin Offering (ICO), non-equity/ technical assistance, post-IPO, PIPE and M&A deals – is omitted.

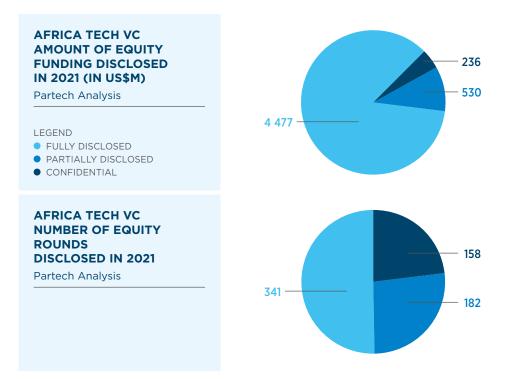
*Examples:* SWVL's US\$35.5M of PIPE from Agility and Chimera Abu Dhabi announced in August 2021 is omitted. Mydawa's US\$1.2M grant from the Bill & Melinda Gates Foundation in December 2021 is omitted.

#### Public vs non-public data

We categorize deals into three degrees of disclosure:

- **Fully disclosed:** these are rounds announced publicly and/or listed on platforms like CrunchBase, Tracxn, Pitchbook, etc. Major details of the round (series, round size, investors, etc.) are also available via public sources.
- **Partially disclosed:** these are rounds which are announced publicly, but the major details (especially round size) are withheld. In these cases, we complete the information by reaching out to entrepreneurs and investors confidentially and including the data in aggregates.
- **Confidential:** these are rounds which are not disclosed publicly. In these cases, we collect this data through direct and confidential engagement with investors and founders.

The charts below show aggregate metadata on the level of disclosure in our database entries:

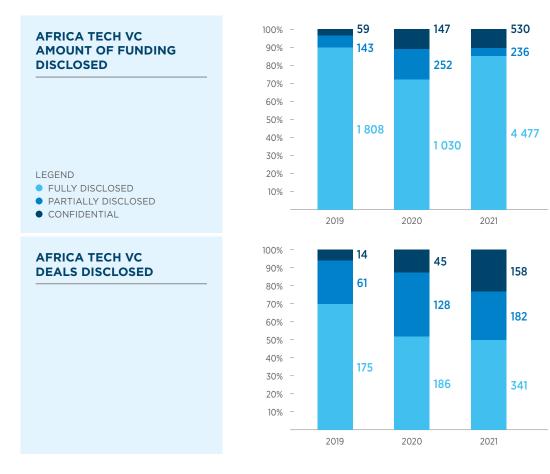


- **Fully disclosed: 50% of deals** were fully disclosed in 2021. This is consistent with last year's numbers; 52% were fully disclosed in 2020. In terms of the proportion of total funding, fully disclosed deals represented **85% of funding in 2021,** vs 72% in 2020.
- **Partially disclosed:** Only 27% of deals were partially disclosed in 2021, down from 36% in 2020. A number of founders and investors chose to disclose the existence of rounds, but kept details such as round size confidential.
- **Confidential: 23% of rounds were kept entirely confidential** a significant increase from 2020, when only 12% were confidential. Most of the undisclosed and partially disclosed deals were Seed rounds.



We've said before that we hope to see more transparency in the ecosystem, as we believe it drives positive impacts for both investors and entrepreneurs. Trends from 2019-2021 are disappointing in this regard: there has been no strong improvement in access to deal data, and no recovery from sharp drop in the number of fully disclosed deals in 2020. However, 85% of the total amount invested in 2021 was **fully disclosed**. This is an increase from **72% in 2020** and suggests that it is the growing number of seed rounds that are being kept confidential, as opposed to larger rounds.

Fully disclosed and partially disclosed rounds amounted to 523 equity transactions from 487 unique companies. This represents 77% of the total 681 rounds. This is a drop of 10% from 2020, but at **\$4.713B, fully disclosed and partially disclosed rounds account for 90% of total equity funding** – exactly as in 2020.







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# **DEALS & VOLUME**

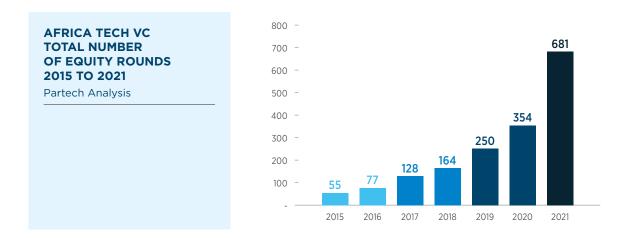
\$5.2B +264% YoY

**TOTAL FUNDING** OF AFRICAN VC TECH EQUITY DEALS, 2021 681 deals

**NUMBER OF DEALS,** AFRICAN VC TECH EQUITY DEALS, 2021

In 2021, 640 African tech start-ups raised a total of \$5.2B across 681 equity rounds. This 3.6x YoY growth makes Africa tech VC the world's fastest-growing ecosystem.

1. In 2021, we tracked a total of **681 equity rounds** raised by **640 start-ups. This is a 92%** increase in growth YoY compared to the 359 rounds raised by 347 start-ups in 2020.

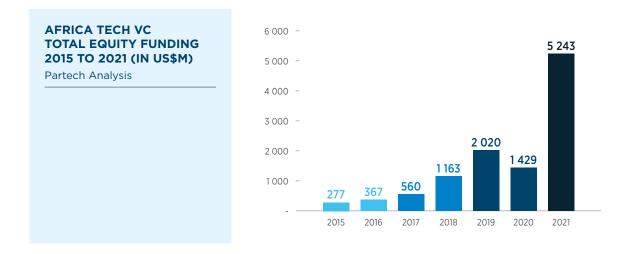


Now in its sixth consecutive year of growth above and beyond expectations, we're running out of superlatives to describe the African tech ecosystem.

**681 equity rounds above \$200K** sets a new record. It indicates a super-active ecosystem, where almost 3 deals are closed every weekday.

The number of deals almost doubled, increasing by **92% YoY.** This rate of growth makes African tech one of the fastest-growing ecosystems in the world. In 2021, it accelerated significantly, far outstripping the past 6 years' growth with a CAGR of 45%.

### 2. African start-ups raised a total of \$5.2B equity funding in 2021. Up from \$1.43B in 2020, this amounts to a+264% growth YoY.



In almost every year of reporting on Africa tech VC, a new record has been set. But \$5.2B is a truly extraordinary milestone. It's more than the total amount raised in the last 4 years combined.

2021 also saw the highest annual growth we've ever recorded, at **+264% growth - 3.6x the previous** year.

This puts African tech ahead of even LATAM, and indeed the rest of the world. It's growing **3x faster than global VC investment, which reached** \$643B in 2021 at a growth rate of +92% YoY.

While there's been an acceleration across all round brackets, total funding was driven by a re-surge in large rounds (i.e. rounds above \$50M).

ROUND BRACKETS (IN \$M)	NUMBER OF DEALS	GROWTH YOY	TOTAL FUNDING (IN \$M)	GROWTH YOY
0,2 to 1	270	54%	103	28%
1 to 5	276	142%	521	109%
5 to 10	45	55%	292	54%
10 to 20	41	64%	532	53%
20 to 50	28	100%	854	102%
> 50	21	950%	2 940	2 000%

TABLE 1 - DEAL COUNT PER SIZE BRACKET – 2021 AFRICA TECH VC – PARTECH ANALYSIS

It's clear that large rounds and Megadeals are back, after a complete pause in 2020. In 2020, there were only two rounds recorded above \$50M; in 2021 there were 21, almost 10x more than the year before. Meanwhile, **the amount invested in this bracket increased 21x.** 

A bounce back isn't surprising after a year as quiet as 2020. But even compared against 2019, when these Megadeals first started gathering pace in Africa, 2021 saw more than double the number of Megadeals and 3x the amount invested.

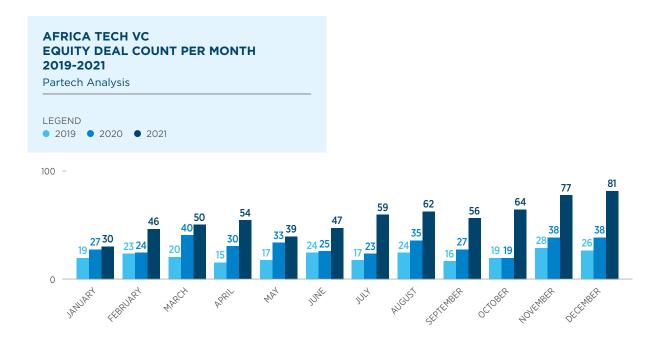
As for large growth tickets, deal count in the \$20M - \$50M bracket doubled from 14 to 28 - again, a step up in the growth seen in previous years (36%).

Added together, all rounds equal to or higher than \$20M accounted for more than **72% of total funding.** 

**3**. Activity ramped up steadily through the year, reaching a peak in December. But the bigger deals were closed during the summer.

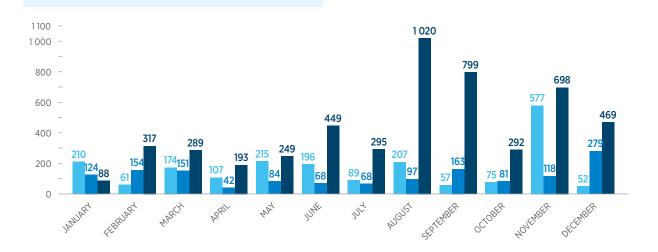
Since 2021 was a year of recovery following the slowdown in 2020, activity gained pace over time. Deal count per month increased consistently from 30 deals in January to 81 in December –almost 3x more. This is a strong indicator that growth will continue in early 2022.

Looking at the amounts deployed each month (or each quarter), what stands out is an extraordinary summer. Of the \$5.2B raised in 2021, **\$2.1B (41%) was closed in Q3.** Performance in this quarter alone outstripped the performance of every previous year.





Partech Analysis





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#### AFRICA TECH VC DEAL COUNT DISTRIBUTION PER QUARTER 2019-2021

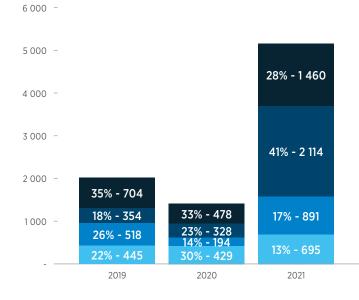
Partech Analysis

LEGEND Q1 Q2 Q3 Q4

600 - 500 -			33% - 222
400 -			27% - 177
300 -		26% - 95	27/0 - 177
200 -	29% - 73	24% - 85	21% - 140
10.0	23% - 57	25% - 88	
100 -	23% - 56 29% - 62	25% - 91	19% - 126
-	2019	2020	2021

#### AFRICA TECH VC DEAL AMOUNT DISTRIBUTION PER QUARTER 2019-2021

Partech Analysis



# **STAGE BREAKDOWN**



+50% YoY

SEED+ ROUND SIZE, 2021



+90% YoY

SERIES A ROUND SIZE, 2021

### \$1.2M \$8.8M \$24.5M \$100M

+92% YoY

SERIES B ROUND SIZE, 2021



+426% YoY

**GROWTH STAGE** ROUND SIZE, 2021

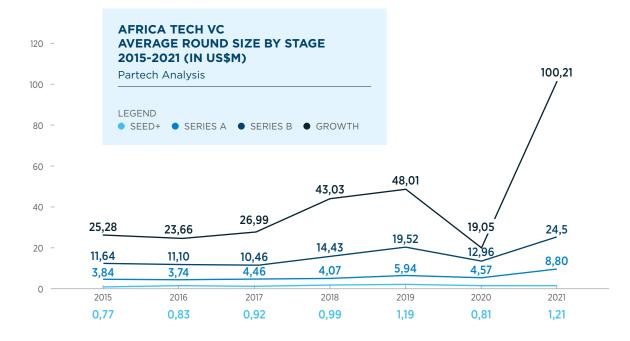
Activity in Seed stage is still powering the rocket. 507 Seed rounds were closed, up +122% YoY. Meanwhile, Venture stage rounds increased +31% YoY, and Growth rounds exploded, with deal count increasing +426% YoY and average round size reaching \$100M.

#### All stages dynamic 1.

The average round size increased across all stages, picking up again strongly after 2020's downtrend. While Seed, Series A and B round sizes grew strongly, Growth deals saw an exceptional inflation of average round size at +426% YoY, due to the surge in Megadeals at this stage.

In 2021, average round sizes across all stages bounced back to above their pre-covid levels, with strong recovery and continued growth across all VC market segments in Africa. The increase in average round size was mainly due to the growing number of both local and international investors looking to support African tech companies.



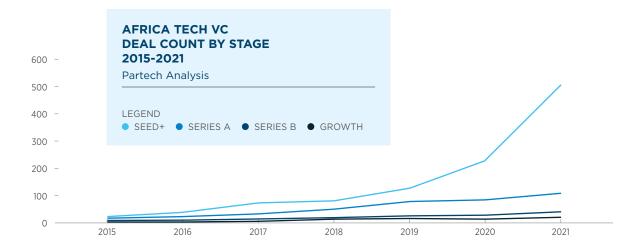


**2**. Seed stage exploding year after year

**Seed deals skyrocketed,** with deal count growing **+122% YoY** to **507 deals.** Seed rounds totalled **\$617M (+180% YoY)** in aggregate deal value – more than the amount invested in Seed rounds over the last 6 years combined.

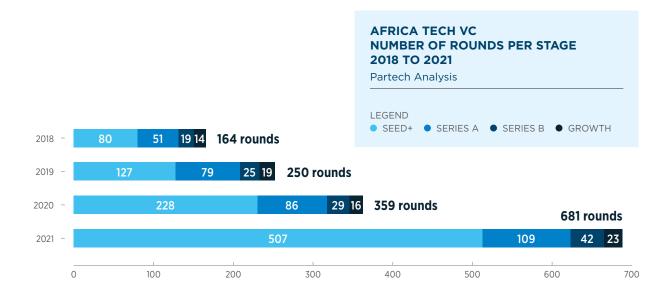
The number of Seed deals has been on an **exponential curve for the past 3 years** and achieved historic growth in 2021, suggesting a solid pipeline of venture deals for the years to come.

While less dramatic, the growth in deal count at other stages stayed strong. All saw similar rates of growth, with 109 rounds (+27% YoY) at Series A, 42 rounds (+45% YoY) at Series B and 23 deals (+44%) at Growth.



**3**. The amount invested at each stage has at least doubled, but Seed and Growth stages have seen particularly significant increases. With 2.8x and 7.5x YoY growth respectively, each has seen more investment in the last year than in the 6 previous years combined.

STAGE	2015	2016	2017	2018	2019	2020	2021	GROWTH	CAGR
SEED+	18,4	31,7	67,0	79,1	151,0	220,2	617,0	180%	80%
SERIES A	65,2	89,9	147,1	207,7	469,1	446,9	1 321,1	196%	65%
SERIES B	55,7	77,7	156,9	274,2	488,1	448,9	960,1	114%	61%
GROWTH	37,5	165,7	188,9	602,4	912,1	312,7	2 344,4	650%	99%
	176,8	365,0	559,9	1 163,3	2 020,4	1 428,6	5 242,5	267%	<b>76</b> %



It's no surprise that more deals of larger average sizes have resulted in booming amounts of money raised. Aggregate deal values have at least doubled across all stages:

- Seed deals totalled \$617M (+180% YoY)
- Amount raised in Series A grew 3x YoY, totalling \$1.32B (+196% YoY)
- Series B companies raised \$960M (+114% YoY) in total
- Growth amounts exploded, growing 7.5x YoY to \$2.34B (+650%)

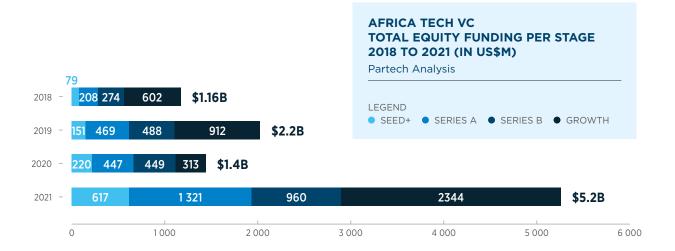




**4**. Deals counts also rose across all stages, with the uptick in Seed+ promising a healthy pipeline for Series A and B in coming years.

STAGE	2015	2016	2017	2018	2019	2020	2021	GROWTH	CAGR
SEED+	24	39	73	80	127	228	507	122%	66%
SERIES A	17	24	33	51	79	86	109	27%	36%
SERIES B	10	7	15	19	25	29	42	45%	27%
GROWTH	3	4	7	14	19	16	23	44%	40%
	54	74	128	164	250	359	681	90%	53%

This represents the most significant growth since the inception of the Africa tech VC ecosystem: more Seed deals were closed in 2021 than in all previous years combined.



# **COUNTRY BREAKDOWN**

### **NIGERIA #1**

**BOTH IN FUNDING & DEALS** 

IN EQUITY FUNDING \$1.88 - 34% of total IN NUMBER OF EQUITY DEALS 185 - 27% of total 73% of total funding going to top 4 countries, with half to Nigeria alone

29

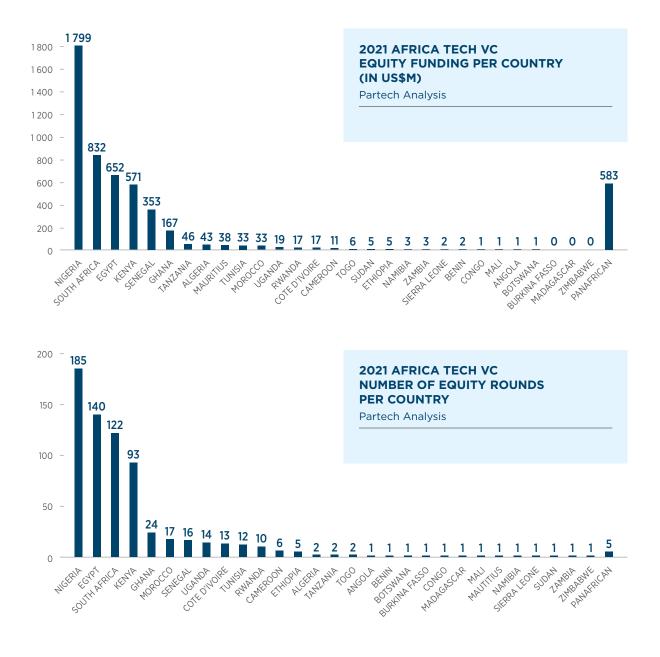
African countries attracted tech equity funding, **45%** being Francophone countries

**59%** 

Of total deals outside top 4 markets coming from Francophone African countries

Nigeria is now playing in its own league, but Egypt, South Africa and Kenya also attracted more than half a billion each. Senegal completes the top 5 as francophone Africa accelerates 2.6x faster than the continent, at 695% YoY growth in amount invested.

- Nigeria is the undisputed leader in the Africa tech VC ecosystem, pulling ahead on both funding amount and number of equity rounds. It's in a league of its own: \$1.8B was invested in Nigeria in 2021, 34% of all African equity funding. With 185 equity deals accounting for 27% of the continental total, Nigeria is far ahead of other African countries.
- 2. Nigeria, South Africa, Egypt and Kenya are still the hotspots for African VC investment. But despite Megadeals being largely localized to these four countries, their contribution to the total volume invested continues to decrease, and in 2021 stood at **73%**.
- **3**. **Kenya is off the podium** for the first time since we started reporting on the Africa investment landscape. It landed fourth place for both total funding and deal count. It's still an impressively large and active tech ecosystem relative to its population and economy.
- **4**. **Senegal reached the top 5 for the first time.** With \$353M raised, Senegal is trailed by Ghana, at \$167M. The two are now the key outsiders looking to catch up with the leading quartet.
- 5. Outside the top 4 countries, a major trend in the Rest of Africa (ROA) is that investments are for the first time equally distributed between francophone and anglophone countries. Francophone countries took 59% of ROA deals and 37% of funding. If excluding panafrican deals that can't be attributed to one specific country, the share of ROA deals in francophone countries rises to 64%.



Here are the highlights from each market:

#### Nigeria: \$1.8B (+486% YoY) from 185 deals (+161% YoY)

- Nigeria easily took the number 1 spot. It attracted **34%** of total equity funding, with a massive \$1.8B raised in 2021. This is in large part due to 6 Megadeals (\$100M+), totalling \$1.1B. Overall, Nigeria was home to **27%** of all African equity deals.
- Nigeria saw the highest growth rate of all the top 4 markets. Total equity finding grew **+486% YoY**, while deal count increased, **+161% YoY**.

#### South Africa: \$832M (+221% YoY) from 122 deals (+69% YoY)

• Coming in at number 2 in funding amount and **number 3** in deal count, South Africa had a remarkable year. It took back a very solid challenger position, raising \$832M (+221% YoY). With 2 Megadeals, South Africa accounted for **16%** of total equity funding and **18%** of equity deals.

#### Egypt: \$652M (+142% YoY) from 140 deals (+63% YoY)

- Egypt took second place on deal count. Its 140 deals represented **21%** of the total deal count for the continent.
- On the funding side, Egypt accounted for 12% of all volumes.

#### Kenya: \$571M (+87% YoY) from 93 Deals (+79%)

- In terms of funding amount, Kenya just surpassed its 2019 level (\$564M). This was a weaker performance than the 3 other giants, which all almost tripled their 2019 volumes.
- Of the 93 deals that happened in Kenya in 2021, **74%** were at Seed stage. Only 1 of Africa's 14 Megadeals happened in Kenya, pushing it down the ranking.

#### Rest Of Africa: 25 Markets - \$1.39B (+382% YoY) from 141 Deals (+81% YoY)

- The geographical reach of VC funding has increased to a total **29 African countries,** up from 26 countries in 2020. This brings the total number of countries having raised an equity tech deal above \$200K over the last 3 years to **36**.
- The ROA has never been more active. Receiving total funding of **\$1.39B (+382% YoY)**, it represents a substantial **27% of total funding.** More importantly ROA grew **1.6x faster** than the top 4 (+238% YoY). **141 deals (+81% YoY)** were closed, making up **21%** of total deal count.
- Uptake in Francophone Africa is the key trend in ROA: 13 countries \$517M (+695% YoY) from 83 Deals (+89% YoY)
  - **50%+** (13) of the countries in ROA that saw a transaction in 2021 were francophone countries.
  - **59%** (83) of ROA deals happened in francophone countries. These accounted for **12% of all deals in Africa.**
  - **37%** of ROA funding volume came from francophone countries. At \$517M, it represented **10% of the total funding in Africa.**
  - Senegal ascended to the top 5 for the first time thanks to its first unicorn, Wave. Senegal is only the third country in Africa, to have produced a \$1B+ company - the other two being Nigeria and Egypt. The Wave Megadeal was instrumental in encouraging investors to explore opportunities in francophone countries.
- North Africa looks set to flex its muscle next. Morocco leads the way, followed by Tunisia and Algeria. The region raised **\$108.8M (+443% YoY)** in **31 deals.**
- Panafrican: \$583M from 5 deals. Some deals couldn't be attributed to one single country, including companies like Zepz and Zipline.



# **SECTOR BREAKDOWN**

### FINTECH #1

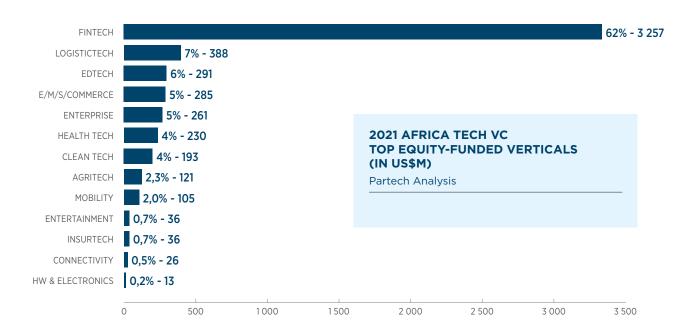
BOTH IN FUNDING & DEALS

IN TOTAL EQUITY FUNDING \$3.28 - 63% of total

**IN TOTAL OF EQUITY DEALS 219 - 32%** of total

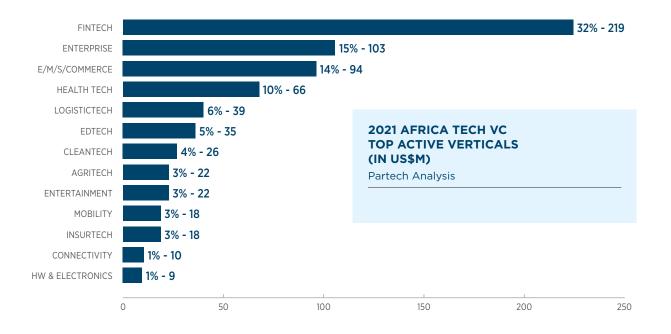


Driven by Megadeals, Fintech accounted for only 32% of deals, but a large majority (63%) of funding. Digitization of foundational sectors of the economy (Commerce, Education, Energy, Health, Logistics) meant each broke into the \$200M range.

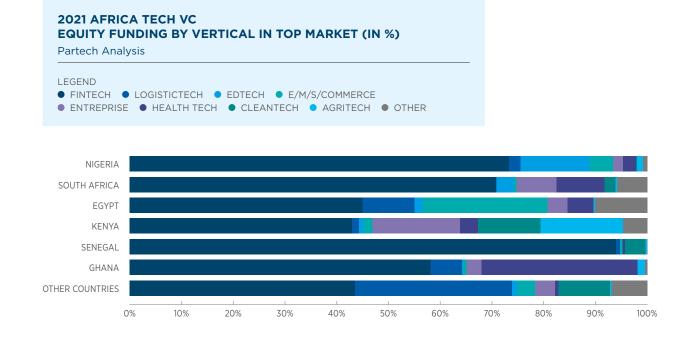




- 1. Fintech was the leading vertical by far. It attracted \$3.2B; almost 10x growth YoY and 62% of the total equity raised in 2021. Even more impressive is the attractiveness and maturity of the Fintech sector. Its 219 deals (32% of all deals) made up not only the vast majority of late-stage deals, but also of Seed+ and Series A deals.
- 2. Other verticals are also booming. LogisticTech came in at number 2, with slightly under \$400M, while EdTech took the number 3 spot with around \$300M. Both benefited from megadeals in 2021, growing by 5x and 7.5x YoY respectively. Following the same trend as Fintech, leading companies in these sectors are focused on building underlying infrastructure and enabling access or distribution.
- **3**. Completing the list of the most-funded sectors were E/M/S Commerce at number 4, Enterprise at number 5, HealthTech at number 6 and Energy/CleanTech at number 7. All reached the milestone of deals closed above the \$200M level.
- **4**. Despite the Fintech domination of total funding, the ecosystem is deep. The top 6 verticals in terms of deal count achieved **363 deals in total,** equivalent to the total deal count in all sectors last year.

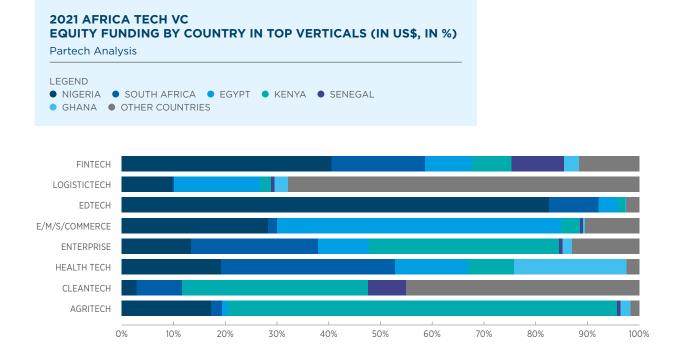


- **5**. All top 6 countries were Fintech-first in 2021.
  - The 6 largest ecosystems (Nigeria, South Africa, Egypt, Kenya, Senegal and Ghana) were dominated by Fintech deals. They accounted for between **45% to 95% of all deals** in each country.





- 6. As in 2019 and 2020, Egypt and Kenya had the most balanced sector diversification in 2021.
  - Egypt led activities in E/M/S Commerce, attracting 61% of funding in the vertical. It also took 52% of LogisticTech of funding, critical to develop the underlying infrastructure to serve this commerce.
  - Kenya championed Agritech, taking 76% of funding, and Enterprise, taking 42% of funding.



	NIGERIA	SOUTH AFRICA	EGYPT	KENYA	SENEGAL	GHANA	
FINTECH	1 320,6	588,7	294,0	245,4	331,9	97,0	2 877,6
ENTERPRISE	35,0	63,8	25,6	96,0	1,7	4,9	227,0
E/M/S/COMMERCE	80,7	4,8	156,5	10,3	1,7	1,2	255,1
HEALTH TECH	44,2	77,4	32,8	20,0	-	50,2	224,5
LOGISTICTECH	38,3	1,2	64,5	8,1	2,4	10,1	124,6
EDTECH	240,5	27,5	10,9	4,5	-	0,3	283,6
CLEANTECH	5,5	17,1	-	69,3	14,2	-	106,0
AGRITECH	21,0	2,5	1,5	91,1	0,9	2,4	119,3
ENTERTAINMENT	4,4	7,6	20,6	1,0	-	-	33,6
MOBILITY	3,0	15,5	30,5	2,0	0,2	-	51,2
INSURTECH	4,3	21,7	2,6	2,3	-	0,7	31,5
CONNECTIVITY	1,5	0,9	2,8	21,0	-	-	26,1
HW & ELECTRONICS	0,2	3,0	9,4	-	-	-	12,6
TOTAL GENERAL	1 799,2	831,5	651,6	570,9	352,8	166,6	4 372,6



- 7. Here are our findings for the 9 verticals with annual funding above \$100M
  - Fintech: \$3.25B, +815% YoY, 62% of total funding 219 deals, +135% YoY, 32% of all deals, 12 Megadeals (\$100M+)
  - LogisticTech: \$388M, +391% YoY, 7% of total funding 39 deals, +95% YoY, 6% of all deals, 1 Megadeal (Zipline)
  - EdTech: \$291M, +646% YoY, 6% of total funding 35 deals, +94% YoY, 5% of all deals, 1 Megadeal (Andela)
  - **E/M/S Commerce:** \$285M, +179% YoY, 5% of total funding 94 deals, +81% YoY, 14% of all deals
  - Enterprise: \$261M, +65% YoY, 5% of total funding 103 deals, +91% YoY, 15% of all deals
  - **HealthTech:** \$230M, +63% YoY, 4% of total funding 66 deals, +136% YoY, 10% of all deals
  - **CleanTech:** \$193M, +30% YoY, 4% of total funding 66 deals, +230% YoY, 4% of all deals
  - Agritech: \$121M, -23% YoY, 2.3% of total funding 22 deals, +22% YoY, 3% of all deals
  - **Mobility:** \$105M, +35% YoY, 2% of total funding 18 deals, -5% YoY, 3% of all deals

SECTOR	AMOUNT	%	SECTOR	AMOUNT	%
FINTECH	3 257	62%	FINTECH	219	32%
LOGISTICTECH	388	7%	ENTERPRISE	103	15%
EDTECH	291	6%	E/M/S/COMMERCE	94	14%
E/M/S/COMMERCE	285	5%	HEALTH TECH	66	10%
ENTERPRISE	261	5%	LOGISTICTECH	39	6%
HEALTH TECH	230	4%	EDTECH	35	5%
CLEANTECH	193	4%	CLEANTECH	26	4%
AGRITECH	121	2,3%	AGRITECH	22	3%
MOBILITY	105	2,0%	ENTERTAINMENT	22	3%
ENTERTAINMENT	36	0,7%	MOBILITY	18	3%
INSURTECH	36	0,7%	INSURTECH	18	3%
CONNECTIVITY	26	0,5%	CONNECTIVITY	10	1%
HW & ELECTRONICS	13	0,2%	HW & ELECTRONICS	9	1%
TOTAL	5 243	100%	TOTAL	681	100%

# FOUNDER GENDER BREAKDOWN

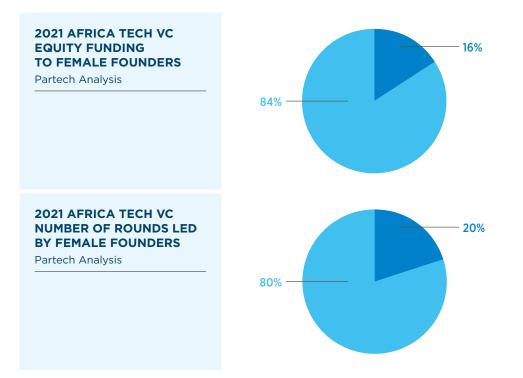
### 16%

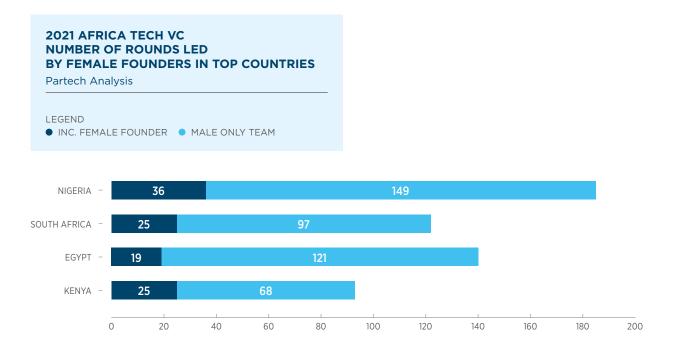
OF TOTAL EQUITY FUNDING GOING TO FEMALE-FOUNDED\* START-UPS (+14% YOY) 20%

OF EQUITY DEALS CLOSED BY FEMALE-FOUNDED\* START-UPS (+54% YOY)

\* At least one of the co-founders is female.

Female-founded start-ups raised 20% of all rounds in 2021, up 7 percentage points from 13% in 2020. They took \$834M or 16% of the total equity funding, up 2 percentage points from 14% in 2020.





- 1. Number of deals: 134 female-founded start-ups raised an equity round in 2021. This was a +285% increase from 2020's 47 deals and accounted for 20% of all deals.
  - Nigerian female-founded start-ups accounted for 27% of the deals in this category, followed by South Africa with 19%. This is a departure from past years. Previously, Kenya took the majority of deals 65% in 2019 and 78% in 2020.
  - Kenya has the highest share of deals led by female-founded start-ups at 27%.
  - Seed stage rounds accounted for over 78% of all female-founded deals. This is an increase from 2020, when 64% of deals were at the Seed stage. This aligns with wider trends; 74% of all deals in 2021 were at Seed stage. Only 8% of rounds raised by female-founded start-ups were at Series A.
- 2. Amount raised: Female-founded start-ups raised **\$834M** in equity funding, a **+281% increase** from 2020.
  - **Kenyan** female-founded start-ups raised the most, at \$290M (35% of total), followed by Nigeria at \$271M (32%).
  - Seed deals raised a total of \$134M (16% of total), Series A deals raised \$117M (15% of total), Series B raised \$177M (21% of total), and Growth deals raised \$405M (48% of total).



# **INVESTOR BREAKDOWN**

UNIQUE EQUITY INVESTORS IN 2021 (+101% YOY)

### 263

INVESTORS HAVE PARTICIPATED IN 2 DEALS OR MORE (+143% YOY)

### 65

INVESTORS HAVE PARTICIPATED IN 5 DEALS OR MORE (+195% YOY) INVESTORS

HAVE PARTICIPATED IN 15 DEALS OR MORE (ALL STAGES)

### Africa's tech ecosystem attracted 2x more investors in 2021 (+101% YoY) with 891 active investors. They showed more commitment to the market, with 268 involved in 2 or more deals (+144% YoY) and 65 involved in 5 or more (+195% YoY).

1. There was a marked interest in African tech start-ups in 2021: **891 investors were active** in African tech compared to 443 in 2020.

There's widespread interest in African tech. Investors included a diverse set of players from global or local accelerators operating at Seed level, all the way up to global Growth Equity investors. 2021 was also significant thanks to the large number of key players entering the African market for the first time.

 Investors active in Africa have all ramped up their activity. 65 investors participated in 5 deals or more and can now be considered established players in the African Tech ecosystem.

#### 3. Most active investors

It's getting harder to secure a spot on the list of the 10 most active investors in Africa. Of the top 10, almost all are Seed investors. It's especially impressive to see local Seed investors closing dozens of deals per year.

At the Seed+ (\$200K+) stage, the Top 10 equity investors did more than 13 tech deals each and 7 of them did more than 20 transactions. The top 10 were (in alphabetical order):

- 4Dx Ventures
- Launch Africa
- Flat6Labs
- Loftyinc Capital
- Founders Factory Africa
- Norrsken
- Future AfricaKepple Africa Ventures
- P1 Ventures
- YCombinator

Sawari Ventures

At the Venture stage (Series A and Series B), the 5 most active equity investors (Series A & Series B) closed 7+ tech deals each. They were (in alphabetical order):

- Global Ventures
- Partech

• IFC

Novastar

# MEGADEALS

MEGADEALS IN 2021 FROM 12 COMPANIES **48%** OF TOTAL EQUITY FUNDING WENT TO MEGADEALS 82%

OF TOTAL MEGADEALS EQUITY FUNDING



### \$100M+ Megadeal rounds are becoming more common and driving record levels of funding.

### 1. African start-ups are scaling like never before, with new cohorts raising funding faster than ever.

Over the last 6 years of reporting on investment dynamics on the continent, the question has not been whether there would be Megadeals, but when. The speed of this ecosystem has been consistently underestimated, even by the very optimistic at Partech Africa.

Tech-enabled business models are now emerging to address all foundational economic sectors and history may prove 2021 the pivotal year for the African tech scene. **14 Mega-deals accounted for almost half (48%) of the total equity capital invested in Africa, with \$2.47B deployed.** 

Before 2021, only 8 Megadeals had been recorded in the entire history of the African funding ecosystem. The first were the Jumia and Takealot rounds in 2014. **2021 was the year \$100M+ funding rounds** became normal with almost twice the number of Megadeals made in a single year as in the whole of the ecosystem's history.

COMPANY	PRIMARY MARKET	VERTICAL	FUNDING (\$M)	SERIES	MAIN INVESTORS
OPAY	NIGERIA	FINTECH	\$400,0M	SERIES C	SoftBank Vision Fund, Redpoint Ventures, SoftBank Ventures Asia, Source Code Capital, Sequoia, 3W Partners, Dragon Capital
ZEPZ	PANAFRICAN	FINTECH	\$292,0M	SERIES E	Accel, TCV, Farallon Capital Management, LeapFrog
ZIPLINE	PANAFRICAN	LOGISTICTECH	\$250,0M	SERIES E	Fidelity Investments, Emerging Capital Partners, Reinvent Capital, Intercorp, Temasek, Baillie Gifford, Katalyst Ventures
ANDELA	NIGERIA	EDTECH	\$200,0M	SERIES E	SoftBank Vision Fund, Spark Capital, Generation Investment Management, CZI, Whale Rock Capital Management
WAVE	SENEGAL	FINTECH	\$200,0M	SERIES A	Sequoia Heritage, Founders Fund, Stripe, Ribbit Capital, Partech, Sam Altman

List of 2021 Africa's Megadeals (above \$100M, equity only):

COMPANY	PRIMARY MARKET	VERTICAL	FUNDING (\$M)	SERIES	MAIN INVESTORS
FLUTTERWAVE	NIGERIA	FINTECH	\$170,0M	SERIES C	Tiger Global Management, Avenir Growth Capital, Insight Venture Partners, Greycroft, Salesforce, PayPal, DST Global, FIS, Green Visor Capital, 9yards Capital, Worldpay
CHIPPER CASH	NIGERIA	FINTECH	\$150,0M	SERIES C	SVB Capital, Deciens Capital, Ribbit Capital, Bezos Expeditions, One Way Ventures, Tribe Capital, Angels
TALA	KENYA	FINTECH	\$145,0M	SERIES E	Upstart, IVP, Lowercase Capital, Revolution, PayPal, Kindred Ventures, Stellar, J. Safra Sarasin
UNDISCLOSED	-	FINTECH	\$120,0M	-	Undisclosed
MTN-HALAN	EGYPT	FINTECH	\$120,0M	SERIES D	Apis Partners, Development Partners International, Lorax Capital Partners, Endeavor, MEVP, Wamda, Algebra Ventures, Shaka Ventures, GB Capital Markets, nowaisi.com, Unidelta, Oscar Salazar, Egypt Ventures
JUMO	SOUTH AFRICA	FINTECH	\$120,0M	SERIES D	Fidelity Management & Research Company, Visa, Kingsway Capital
TYMEBANK	SOUTH AFRICA	FINTECH	\$110,0M	SERIES B	JG Summit Holdings, Apis Partners
CHIPPER CASH	NIGERIA	FINTECH	\$100,0M	SERIES C	Silicon Valley Bank, 500 Startups, Ribbit Capital, Bezos Expeditions, One Way Ventures, Tribe Capital, Deciens Capital
PALMPAY	NIGERIA	FINTECH	\$100,0M	SERIES A	Chuangshi Capital, Seas Capital, MediaTek, Yunshi Capital, Trust Capital, Mande Investment, Cathay AfricInvest Innovation

### 2. \$100M+ rounds occurred in the top 4 investment hubs, with most activity in the Fintech sector

Fintech is attracting more investment than ever, as new mobile-based financial usages develop at scale across the continent. This is driving the Megadeals trend: **12 of 14 Megadeals** were in Fintech, representing **82% of the total amount raised in \$100M+ rounds**.

As the epicenter of the Fintech sector, it's no surprise that **Nigeria was responsible for 6** of the 14 Megadeals and 45% of the total amount raised in this type of rounds.

But the rise of Megadeals isn't unique to Nigeria. South Africa, Egypt and Kenya all saw Megadeals this year. Senegal also joined the ranks, thanks to its first unicorn, Wave Mobile Money Group.

Growth stage funding is catching up quickly in Africa, and much faster than in other emerging markets of the same maturity, like SEA and LATAM.

While still young, the African tech ecosystem has already snared the interest of most of the top-tier international growth and private equity players. Some broke into the African market for the first time, while others increased their commitment, making 2 or more deals in 2021. The list of noteworthy investors includes (but isn't limited to): Sequoia, Softbank, Tiger Global, General Atlantic, Dragoneer, Target Global, DST Global, Stripe, Tencent, Ribbit Capital, Founders Fund, Andreessen Horowitz, Fidelity, Temasek and Kingsway Capital.

# UNICORNS

NEW UNICORNS IN 2021



#### Africa produced 5 new unicorns in 2021

There are now a total of 9 tech unicorns in Africa. All were born in the last 30 months, with 5 new companies added in the last 12.

The 5 new unicorns in 2021 were **Flutterwave, Opay, Wave, Andela** and **Chipper Cash.** With the exception of Andela, all are Fintechs. All are also based in Nigeria, except Wave. Wave, based in Senegal, became the first unicorn in Francophone Africa when it raised a \$200M Series A round – the largest Series A ever announced on the continent.

South Africa and Kenya are still yet to see their first unicorn. Nigeria leads, followed by Egypt, it's Senegal that has become the third country on the continent to produce a \$1B+ company.

#### For clarity:

- E-learning platform Go1 has a South African founding team and raised \$200M at a \$1B+ valuation. However, it does not meet this report's criteria for classification as an African company. We categorize it as an Australian company.
- Egypt already has one unicorn (Fawry) and SWVL has announced its plan to go public at a \$1.5B target valuation by merging with SPAC Queen's Gambit Growth Capital. However, since the IBC is yet to be announced, it has not been included in this report.



### DEBT

### \$6.OB

TOTAL EQUITY + DEBT FUNDING OF AFRICAN VC TECH, 2021 **\$767M** 

DEBT FUNDING IN 2021 NUMBER OF DEBT DEALS IN 2021

43

34

UNIQUE DEBT INVESTORS IN 2021 **45%** 

OF ALL DEBT FUNDING GOING TO NIGERIA ONLY

### 37 African tech start-ups raised a total of \$767M in 43 debt rounds. This confirms the rise of the debt asset class, with global lenders building confidence into Africa tech.

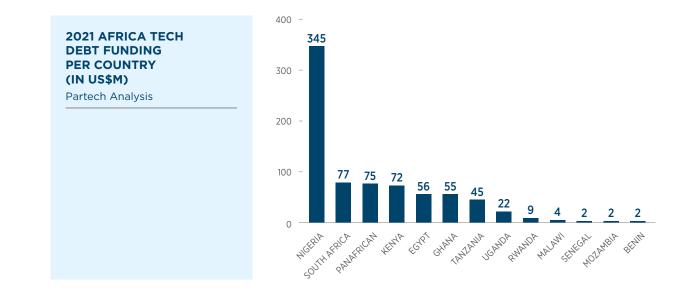
Africa's tech ecosystem has set its sights on another asset class to help fuel growth. While debt funding remains widely underreported and undisclosed, it's growing to prominence in the fundraising strategy of African start-ups.

As start-ups grow and achieve some predictability, debt financing can be a useful instrument. It helps accelerate growth, while limiting dilution from equity rounds. 2021 set real trends in this space, with strategic debt players launching dedicated debt funds targeted to emerging markets – Africa in particular.

This is our first year of reporting on this trend. We tracked a total of **\$767M in debt** raised in **43** separate deals.

- Nigerian start-ups raised close to half of the total amount of debt (\$345M), taking 45% of the total debt raised.
- Fintech start-ups took over 54% of the total debt raised, while CleanTech took 23%.
- There were six deals above U\$40M of debt raised, representing 57% of the total debt raised.
- Lendabe and IFC were some of the most active investors on the debt market.











# DISCLOSED START-UPS LIST

523 of 681 equity transactions (77% of the total deal count), amounting to \$4.713B (90% of the total equity funding) were either 1) fully publicly disclosed (deal and amount raised), or 2) partially disclosed (deal only). These deals represented investment in 487 unique companies:

**1** 54GENE 2 ABOKI AFRICXA **3** ACUMEN SOFTWARE 4 ADA ANIMATION 5 ADBOT 6 ADUMO 7 AFRICA HEALTH HOLDINGS 8 AFRICAN BLOCKCHAIN LABS 9 AFRIEX 10 AGENZ 11 AGRICORP 12 AGROCENTA 13 AICARE 14 AIFLUENCE **15** AIM TECHNOLOGIES 16 AKHDAR 17 AKIBA DIGITAL 18 ALERZO 19 ALMENTOR 20 ALPHA DIRECT 21 ALSOUG 22 ALVIN 23 AMENLI 24 AMITRUCK 25 AMPERSAND 26 ANDELA 27 ANGHAMI 28 ANTARA HEALTH 29 APPETITO

30	APPIEATZ
31	APPSNMOBILE
32	APPZONE
33	ARCTURUS
34	ARGINEERING
35	ARIFPAY
36	ASAAK
37	ASANTE
38	ASIMILIA
39	AURA
40	AUTOCHEK
41	AVIRO HEALTH
42	AWABAH
43	AZA FINANCE
44	BANCX
45	BANKLY
46	BAOBAB+
47	BASIGO
48	BEAMM
49	BEXEL
50	BEZO MONEY
51	BFREE
52	BIOCODE TECHNOLOGIES
53	BITMAMA
54	BIWARE
55	BIXBIO
56	BLINKAPP
57	BLUELOOP - FLUX
58	BONGALOW

59 BOREAL LIGHT 60 BOSTA 61 BRASS 62 BRAYFOIL TECHNOLOGIES 63 BREADFAST 64 BRIDGE TAXI FINANCE 65 BRIEFCO 66 BRIMORE 67 BRYT-KNOWLEDGE 68 BUMPA 69 BUSHA 70 BYPA-SS 71 CAPITER 72 CAPSULE 73 CAREER 180 74 CARESQUARE 75 CARRY1ST 76 CARTONA 77 CASAVA 78 CASHBACKAPP 79 CASSBANA 80 CASTLE ONE 81 CAYESH 82 CHAKA 83 CHARI.MA 84 CHARIS UAS 85 CHEKKIT 86 CHIPPER CASH

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97	CRIBMD	142
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99	CTRL	144
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101	D.LIGHT	146
102	D6 GROUP	147
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33	ENTERSEKT
34	EPICERIE VERTE
35	ESHI EXPRESS
36	ESTSHARA
37	EVERLECTRIC
38	EXPENSYA
39	FAIRMONEY
10	FARMBIT
41	FARMMOJA
42	FATURA
43	FEELGOOD HEALTH
44	FIGJAM
45	FIN-E
46	FINACCESS
47	FINMEUP
48	FIXIT45
49	FLEETI
50	FLEX FINANCE
51	FLEXCLUB
52	FLEXTOCK
53	FLUTTERWAVE
54	FUNDINGHUB
55	GAHEZ
56	GAMR
57	GETEQUITY
58	GNUGRID
59	GOLDFINCH
50	GOODSMART
61	GOZEM
62	GREENGOLD FARMS
63	GREENSPOON KENYA
54	GROWAGRIC
65	GUIDEWHEEL
66	HEALTHFORCE
67	HEALTHTRACKA
58	HEARX
59	HEKOUKY
70	HELLOCHOICE
71	HELLOHR
72	HERCONOMY
73	HITCHAT
74	HOLLYDESK
75	HOMZMART
76	HYPERIONDEV
77	I-G3N

178	IDENTITYPASS
179	IGNITIA
180	ILLA
181	IMALIPAY
182	IMFACT
183	IMMOBAZYME
184	IMPACT ROOMS
185	IMPULSE BIOMEDICAL
186	INDICINA
187	INDYGENEUS
188	INFIBRANCHES
189	INFIUSS HEALTH
190	INNOHEALTH
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270	MONISNAP
271	MONO
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273	MOOVE AFRICA
274	MORTGAGEMARKET
275	MOZARE3
276	MPHARMA
277	MTN-HALAN
278	MUBAWAB
279	MVX CHANGE
280	MYFANPARK
281	MYHEALTHAFRICA
282	MYJOULEBOX
283	NAKED
284	NAWAH SCIENTIFIC
285	NAWY
286	NESTCOIN
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288	NEXFORD UNIVERSITY
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300	OFFERZEN
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401	STONE THREE	44
402	STROVE	44

403	SUITERA
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425	TELDA
426	TERMII
427	TERRAGON
428	THANK U CASH
429	THE FOOD LAB
430	THE SUN EXCHANGE
431	TIBU HEALTH
432	TIX.AFRICA
433	TOPSHIP
434	TOPUP MAMA
435	TRADEDEPOT
436	TRANSTURA
437	TREEPZ
438	TRELLA
439	TRIBAL CREDIT
440	TROYGOLD
441	TUGENDE
442	TWIGA FOODS
443	TYMEBANK
444	U-HOMES
445	ULESSON
446	UNION54
447	UPHAQAR

448	VENDEASE
449	VERSUS
450	VERTOFX
451	VETWORK
452	VIABLE SOLUTIONS
453	VIEBEG
454	VITLS
455	VITRUVIANMD
456	VOXCROFT
457	WAFFARX
458	WAPI PAY
459	WASLA BROWSER
460	WATOBE
461	WAVE
462	WAZI
463	WEELO
464	WEFARM
465	WETHINKCODE
466	WHEREISMYTRANSPORT
467	WHISPA HEALTH
468	WICRYPT
469	WOWZI
470	XAGO
471	XEND FINANCE
472	XETOVA
473	YAHSHUD
474	YALLAXASH
475	YASSIR
476	YELLOW CARD
477	YOBANTE EXPRESS
478	YOCO
479	YODAWY
480	ZEEPAY
481	ZEEW
482	ZEMBO
483	ZEPZ
484	
485	ZIPLINE
486	ZOLA
487	ZVENDO



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#### **AFRICA IS ON!**

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