

The Baobab Network Report  
For  
ZENMONDO Members  
[Teaser Version]



2nd August 2022

**Hello,**

Happy new month! In this edition, we go to Ethiopia to check out a development in the FinTech space. Also, Nigeria takes a step closer to its Start-up Bill, and we spotlight an Egyptian fashion marketplace.

---

## **Ethiopia's Mobile Money goes private**

Africa's second-largest market (in terms of population), Ethiopia, has greenlit a mobile money license to a private firm for the very first time. Kacha Digital Financial Services S.C, an Ethiopian mobile FinTech platform, [announced](#) it is now licensed by the National Bank of Ethiopia.

This is the latest in developments from Ethiopia as the government continue to open up to the privatisation of services. Kacha began developing the mobile money platform in 2019 under the leadership of founder, [Angesom Teklay](#).



The services provided by Kacha include wallet accounts, cash-in, cash-out, micro saving, uncollateralized micro credits, micro insurance, direct payments, bill payments, international remittance, fund transfer, airtime top-up, card payments, among others.

Despite the large populace, Ethiopia's technology start-up landscape is still pretty nascent, with only 22 disclosed deals since 2015, according to our research, including the [Pre-seed funding round](#) of one of our portfolio companies, [ConDigital](#).

**The Baobab Network.** African mobile money deals to date (1<sup>st</sup> August)

	FUNDING DETAILS	SELECTED INVESTORS
	\$15 million USD Series A April 2022	Costanoa Ventures, Tom Blomfield, Act Venture Capital, Lux Capital, <i>et al.</i>
	\$13.4 million USD Venture Round May 2020	Undisclosed.
	\$2 million USD Seed December 2020	Frontline Ventures, Ludlow Ventures, Act Venture Capital, <i>et al.</i>
	Undisclosed Pre-Seed November 2021	dfin Holding, EFG Hermes, Marakez.



**ADDITIONAL INSIGHT**  
Total number of FinTech rounds since 2015 (excluding grants, prizes and non-equity fundraises).  
**690**

Whilst FinTech is the most popular sector for VC backing in Africa, according to our database, mobile money is one of the smaller categories supported. As seen above,

only 3 African technology companies have received funding. Will this new development in Ethiopia prompt an uptake in the category?

[Take a look at curated data on Africa's technology companies](#)

---

## News

### Nigerian Startup Bill passed by Senate

Nigeria's [Startup Bill](#), a joint initiative by Nigeria's tech start-up ecosystem and the Presidency to harness the potential of the digital economy through co-created regulations has been passed by the Senate.

The bill must now pass through the House of Representatives and receive approval from the president to become law. Should it do so, it will become the third African start-up Bill, following Tunisia and Senegal.

Source: [Disrupt Africa](#)

### Oui Capital completes first close of \$30 million fund

[Oui Capital](#), an Africa-focussed venture capital firm has announced the first close of its \$30 million USD fund, the Oui Capital Mentors Fund II. Currently, the VC firm has raised \$11 million USD and aims to close the fund in Q4 of 2022.

Oui Capital was founded in 2019 by [Olu Oyinsan](#) and [Francesco Andreoli](#), is based in Lagos and Massachusetts, and supports early-stage sub-Saharan tech start-ups across different sectors. Their portfolio includes [Duplo](#), [TeamApt](#), [MVX](#), and [Ndovu](#).

Source: [Tech Crunch](#)

[Read our in-house research on Africa's burgeoning tech scene](#)

---

## Deals

[Qwili](#), a South African payments enabler, has secured \$1.2 million USD in a [seed funding round](#) led by [E4E Africa](#). Other participants in the round included [Codec Ventures](#), [Next Chymia](#), [Strat-Tech](#), and [Untapped Global](#), alongside some angel investors.

Nigerian NFT marketplace, [Hashgreed](#), has raised [\\$1 million USD](#) supported by undisclosed investors.

## [Learn how The Baobab Network is supporting Africa's best tech entrepreneurs](#)

### Chart of the week

This week, in honour of the latest step toward a Start-up Bill in Nigeria, we look at the top 5 deals from the West African powerhouse this year. Nigeria continues to dominate in deal flow with \$667 million USD raised over 63 rounds in 2022.

Note: [Moove](#) had 2 separate venture rounds worth \$20 million USD.

The Baobab Network.		Top 5 Nigerian deals in 2022, to date (1 <sup>st</sup> August)	
	FUNDING DETAILS	SELECTED INVESTORS	
 Flutterwave	\$250 million USD Series D February 2022	Whale Rock Capital, Avenir Growth Capital, Tiger Global, <i>et al.</i>	 <b>ADDITIONAL INSIGHT</b> 37% Proportion of all African funding going towards Nigerian start-ups in 2022.
 moove	\$105 million USD Series A March 2022	Left Lane Capital, Kreos Capital, AfricInvest, Speedinvest, <i>et al.</i>	
 ThriveAgric	\$54.6 million USD Debt Financing March 2022	Undisclosed.	
RelianceHMO	\$40 million USD Series B February 2022	Partech, Picus Capital, Tencent Holdings, Laerdal Million Lives Fund, <i>et al.</i>	
 moove	\$20 million USD Venture Rounds July 2022	British International Investment (BII)/ ABSA Bank.	

[Access insights on funding in African markets](#)

### Start-up spotlight

[The Fashion Kingdom](#) (TFK) is an Egyptian marketplace merging tech and fashion to provide shoppers with a platform to buy apparel.

Founded in 2020 by [Fadi Antaki](#), [Marianne Simaika](#) and [Karim Abd El Kader](#), TFK enables local fashion entrepreneurs and brand owners to sell online.



TFK recently secured \$2.6 million USD in a [seed funding round](#) co-led by [A15](#) and [CVentures](#). Other participants in the round included [Foundation Ventures](#), [Lotus Capital](#), [Raba Partnership](#), [Sunny Side Venture Partners](#), and [The Cairo Angels Syndicate Fund](#), alongside other angel investors.

To fashion at your fingertips!

Source: [TFK](#)

---

This year, we continue with our pledge to support more women-led companies through the weekly start-up spotlight feature. Know a team that deserves recognition? [Nominate them](#) for an upcoming feature!

---

**Data in this newsletter comes from [The Baobab Network](#), an accelerator that invests in Africa's boldest tech entrepreneurs. Are you a founder looking for funding and a global platform to scale your business? [Apply now](#).**

Africa's leading tech accelerator supporting the best early-stage entrepreneurs



25 start-ups



1500+ investors



Hands-on support

The  
Baobab  
Network.

Was this newsletter forwarded to you? Want to receive weekly updates on the latest deals and significant developments in Africa's start-up and VC space?

[Subscribe to this newsletter](#)

Weekly newsletter #117 | Access our newsletter archive [here](#)



**Where to find us:** Pinetree Plaza, Kilimani, Nairobi

**Want to change how you receive these emails?**

You can [update your preferences](#) or [unsubscribe from this list](#)

© The Baobab Network Ltd 2021