



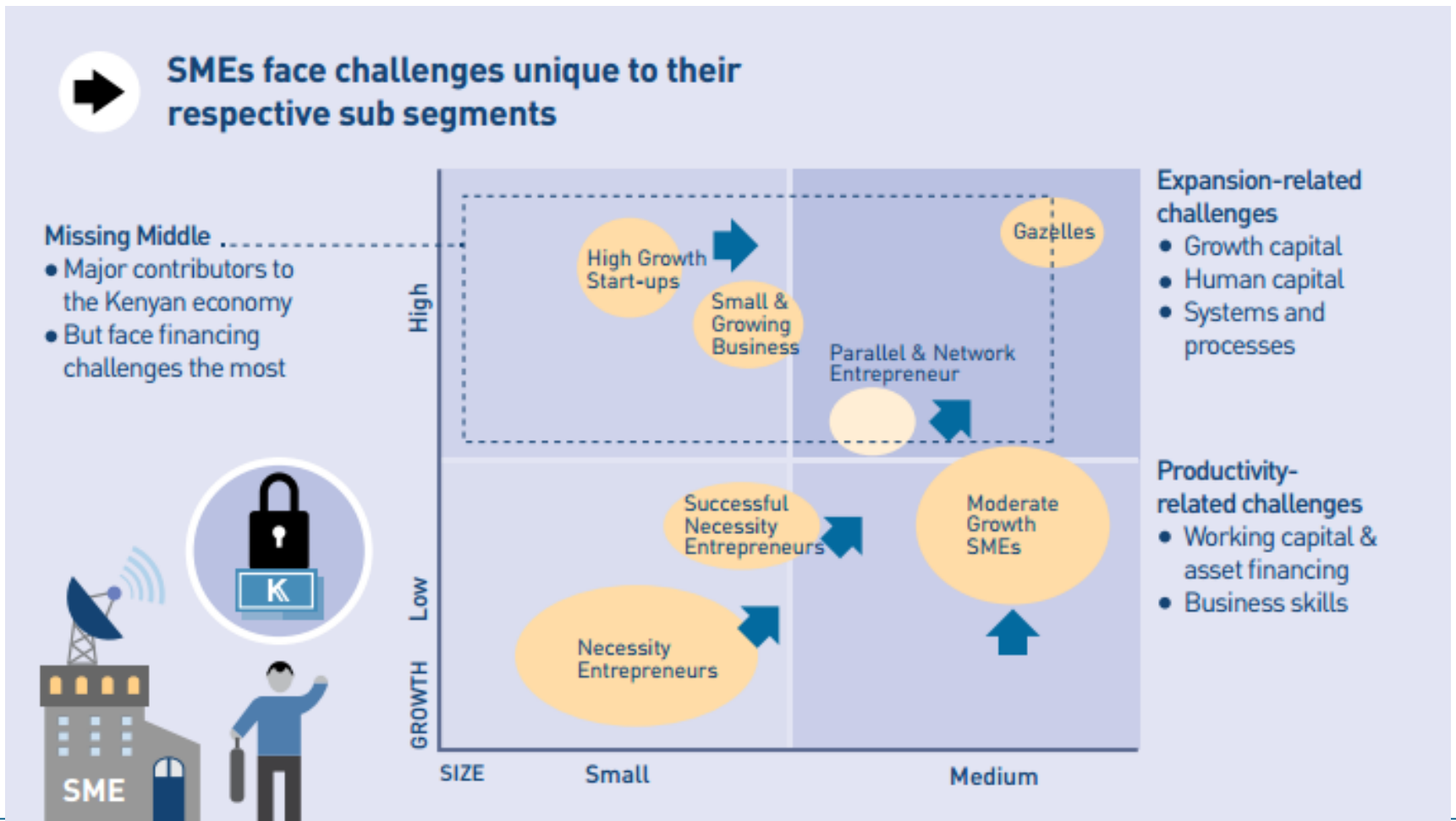
## Closing the Gap in Africa

**Kanika Kumar, Regional Lead – Africa, Sankalp Forum**  
Intellectap

# SME Sub-segmentation

## Understanding segment specific SME challenges

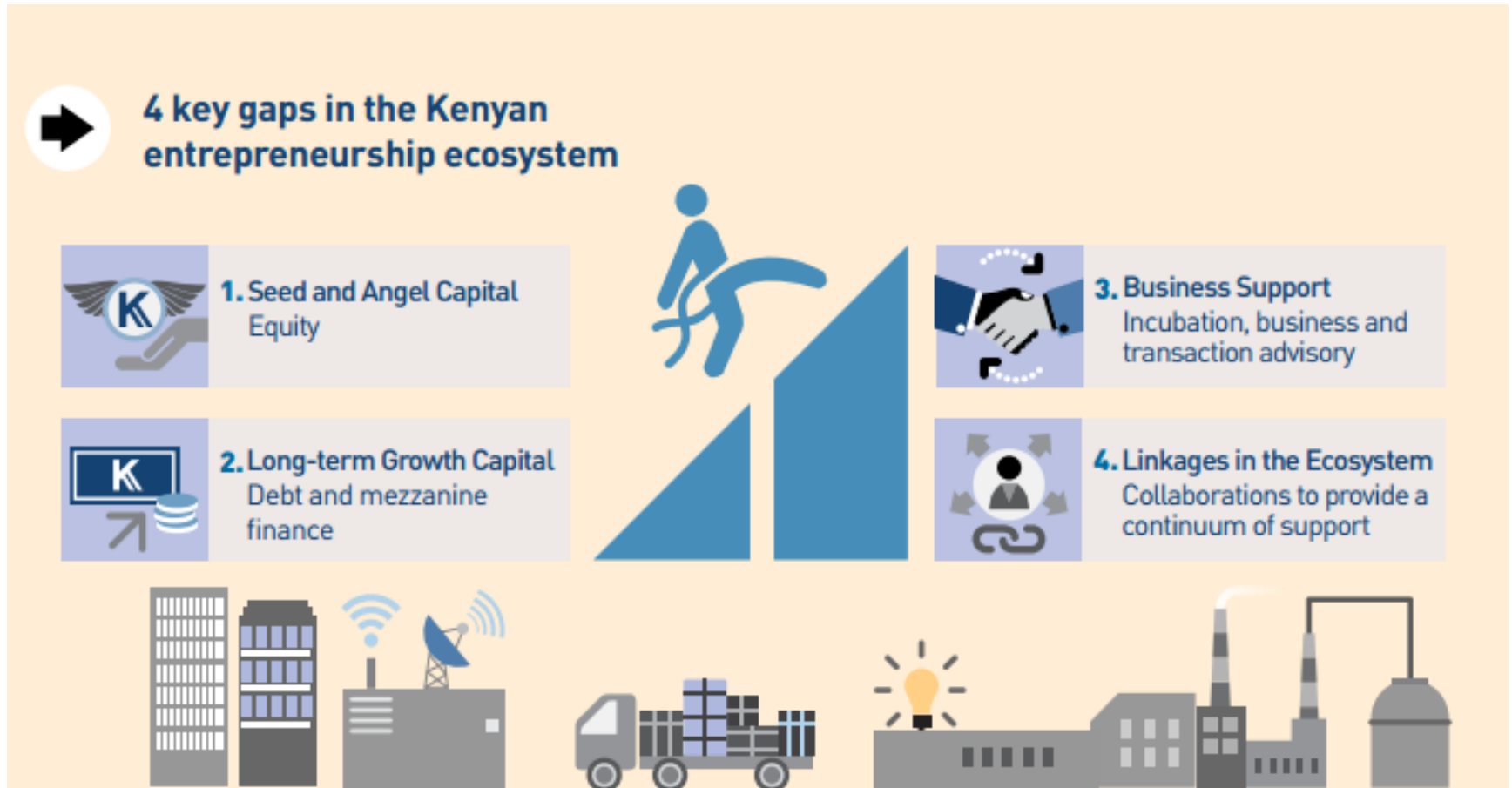
*Majority of enterprises uses retained earnings, compromising growth*  
*- Unlocking the power of Kenya's SME means strengthening supply of capital and business support to help enterprises grow*



# Key Gaps in the Ecosystem

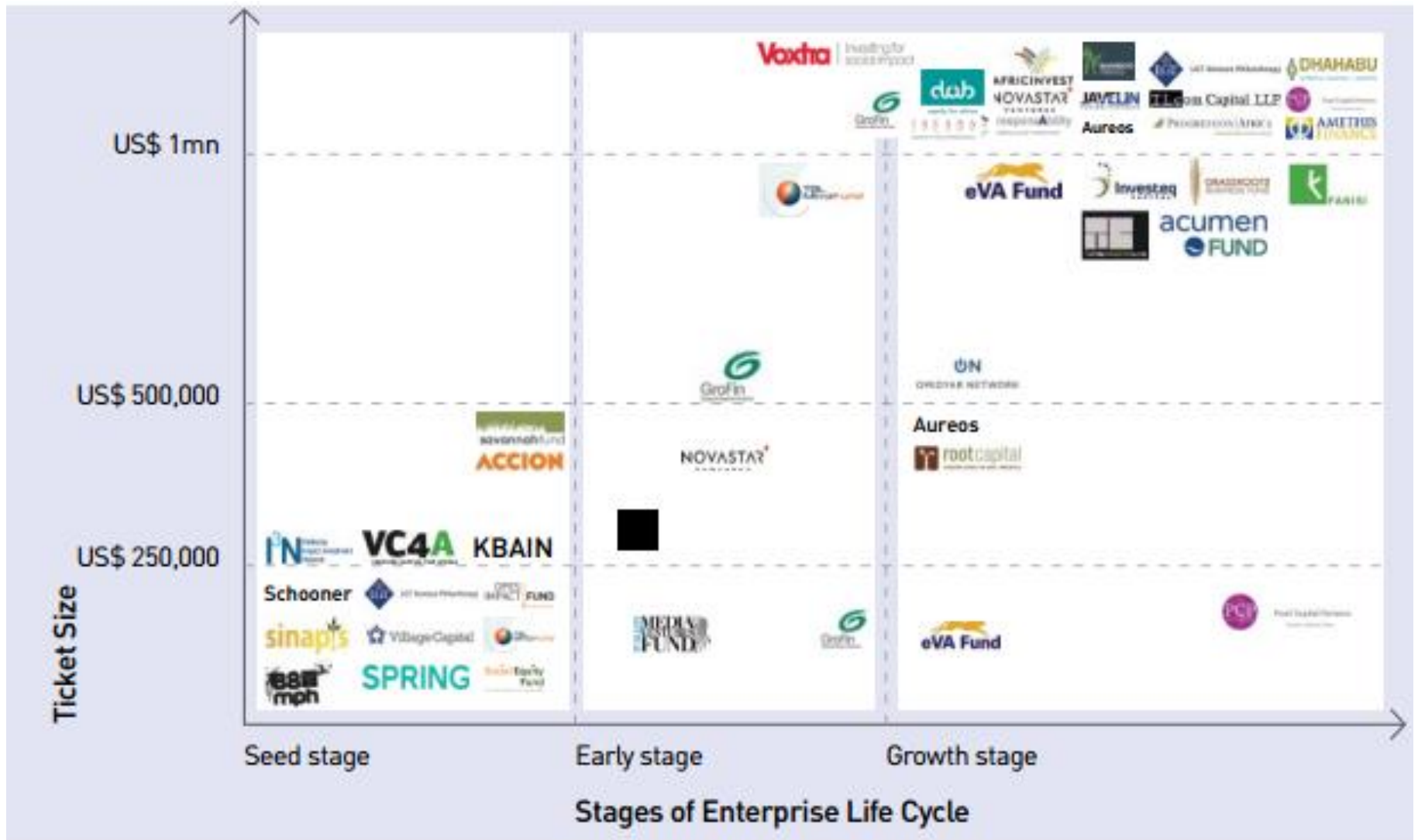
## Insights from Stakeholder Feedback

*Collective action is needed to overcome fragmentation in ecosystem and address major gaps*



# The 'Missing Middle'

## The Emerging Ecosystem



## I3N Launched to Plug Early Stage Funding Gap

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# INDIA and EAST AFRICA's FIRST IMPACT ANGEL INVESTMENT NETWORK

*An opportunity to engage with and invest in early stage for-profit enterprises across diverse sectors that aim to create positive social / environmental impact.*

The network is an initiative of  **intellectap**

*Our aim is to plug the pre-VC funding gap in impact enterprises by making impact enterprises accessible and investible for HNIs.*

### Create

New impact investors through awareness and education

### Cultivate

The best early stage impact enterprises

### Facilitate

Speedy and low cost transactions

# First Deal Facilitated by I3N in East Africa



[Intellicap Impact Investment Network](#) (I<sup>3</sup>N or I-cube-N) has announced the closure of its first deal in Africa with an investment of ~EUR 200K in [Kigali Farms](#) - a Sankalp Africa 2015 award finalist.

Kigali Farms was the winner of the Sankalp-DFID Women Empowerment Award 2015.

Kigali Farms (KF) is building a mushroom industry in East Africa, they are engaged in the production, sale and export of oyster mushroom and button mushroom products to institutional and individual clients. The deal was led and solely executed by I<sup>3</sup>N member DEG - Deutsche Investitions- und Entwicklungsgesellschaft mbH. The develoPPP.de Project was co-financed by DEG from public funds of the German Federal Ministry for Economic Cooperation and Development. The funds will be used to build out a mushroom substrate plant and expand the out grower base, training more small holderfarmers to cultivate mushrooms.

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**Thank You**

**Questions and Feedback**

Kanika Kumar

Regional Lead

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