

PANGEA INVESTOR PROGRAM

Pangea Investor Program gives investors first-hand access to the most promising startups from the Pangea Accelerator program, in addition to valuable information on how to make investments in Africa and African Startups.

Our program provides valuable platform and information for participants regarding aspects of assessing early-stage African ventures, and allows them, a hands-on participation, evaluation and due diligence on the investment process. At the end of the program, you will have gained practical expertise in appraising African startups, have a stake in one or more of these startups; and be fully equipped to help them grow and prosper.

What is Pangea Investor Program?

- It is an investment program where the participating African startups compete to win funding from a co-operating group of investors
- It's a training program that teaches inexperienced and experienced investors the peculiarities of, and what to anticipate when investing in Africa
- The program is highly interactive between investors and startups, with extensive mentoring and feedback loops
- Investors will work together to evaluate startups in the Pangea Accelerator program and will learn practical skills to making the most astute investments
- The program creates new investor communities that continue to energize early stage African companies even after the program is completed
- The Pangea Investor Program will run for 6 sessions of about 3 hours each from April 11, 2018 until May 31, 2018. Each session combines elements of training with presentations and roundtable discussions on the progress of each startup

How does the Pangea Investor Program work?

- The Investor Program recruits up to 30 investors per program who will each invest a minimum of 10.000 NOK and a Maximum of 100.000 NOK, to an investment pool.
- The investment pool will be placed in a closed bank account, awaiting the investors' decision on which startups to invest in. Once a decision has been made, the investors and Pangea Accelerator will be shareholders in a Norwegian limited liability company (AS), which will in turn own shares in the selected startups
- Investors get up to 20 hours of instruction in investment related topics in combination with extensive interaction with start-ups.
- Startups apply to join the competition and go through elimination rounds to arrive at the 10 finalists that will be subject to the extensive interactions between the startups and the group of investors
- During the competition, investors get to know the startups' business models, and products/services, as well as the people running the companies
- Due diligence of legal and financial matters will be supported by our legal and accounting partners, BDO, DLA Piper and Trust Law
- The group of investors will appoint a 'lead' investor for each of the startups, and this 'lead' will take a special responsibility for reviewing the viability of the business model and would also act as a mentor for the entrepreneurs
- The program culminates in a demo day when the group of investors decides how the investment pool will be allocated to the winning company/companies.

- After the program, the startups are moved to the Pangea Platform for subsequent reporting and follow-up

Benefits of the Pangea Investor Program				
Learn Start-up investing from experts	Hands-on experience through program	Own equity in a promising start-up	Be part of a start-ups growth journey and life cycle	Become a driver of growth and innovation
Tailored Lecture	Network and meaningful connections and Resources		Pangea Platform	Relevant Sector Specific Information

TENTATIVE SCHEDULE: INVESTOR PROGRAM SCHEDULE	
January	<ul style="list-style-type: none"> ◦ Recruitment begins ◦ Investor Round Table ◦ Partnership with OHOI
February	Informational Session (TBD) Recruitment of Investors
April 11, 5.00 – 8.00pm	1. Introduction; Mentoring & Matching Startups Introduction to and initial reviews of the ten finalists
<p><i>Africa is the fastest growing continent in the world but has been long ignored where investment is concerned. Investing in Africa is therefore not only impactful but also a smart choice.</i></p> <ul style="list-style-type: none"> ◦ Finding high quality investment opportunities in Africa. ◦ What entrepreneurs want and need from investors. ◦ Being an Effective Mentor and Advisor. ◦ Beyond the business plan: What to look for in a Founding Team ◦ Ensure you are on the same page with Startups. ◦ Startups pitch to investors – the 10 finalists, Q&A. ◦ Matching session - connecting startups with mentors. <p>★Company Update from (Kenya from) Christian Wig and Chisom Udeze. Investor round table to discuss specific start-ups. From the 11th – 17th of April, virtual mentor and matchmaking between investors and startups.</p>	

<p>Speakers Eunice Sampson, <i>Head of R & D, Economic Intelligence Group; Head of Corporate Sustainability & Responsibility, Zenith Bank.</i> ☉ Networking and light refreshments.</p>	
<p>April 17, 5.00 – 8.00pm</p>	<p>2. Impact Investment in Africa & Practical Matters Best practices and experience sharing</p>
<p>◦ Professionally structuring your investment process in African startups. ◦ African Investment Strategy. ◦ How to approach the (market and) due diligence process while investing in Africa. ◦ Stepwise value creation for companies. ◦ How to constructively evaluate a company from an African perspective. ◦ Review of the structure of the Pangea Accelerator program, with focus on the stepwise process that will lead to Demo Day on May 31.</p> <p>Speakers Bernard Chiira, <i>Hub Manager @iBizAfrica, Strathmore University.</i></p> <p>★ <i>Tentative – Handouts, interactive session, and Discussions with Speakers</i> ☉ Networking and light refreshments.</p>	
<p>April 25, 5.00 – 8:00pm</p>	<p>3. Understanding the Legal, Political, and Financial Framework of Your Investment</p>
<p><i>For this session, we will draw on expertise from our partners BDO, Longitude Finance, and Trust Law.</i></p> <p>◦ Basis of incorporating companies in Kenya or elsewhere in Africa and the legislation that applies. ◦ Understanding the legal system. What are the differences and similarities? ◦ Accounting principles and Financial Matters. ◦ Conducting a financial due diligence. ◦ Conducting a legal due diligence. ◦ Investment Landscape – What is the political and business climate of your investment?</p> <p>Speakers Sandeep Khapre, <i>CEO, BDO, East Africa.</i> Michael Monari, <i>CEO, Longitude Finance.</i> TBD, <i>Trust Law.</i></p> <p>☉ Networking and Light refreshments. ★ Ongoing advisory sessions with Accelerated companies and investor in the program.</p>	
<p>May 8, 5.00 – 8:00pm</p>	<p>4. Running a Lean Startup & an Effective Business Due Diligence – Remote</p>
<p>◦ Running a Lean startup, Business Model Development. ◦ How transparent are the investment and company processes. ◦ Innovation and Startup Organizational Structure and Chemistry. ◦ Develop a more informed understanding of risk, and the role it plays in the process. ◦ Improve your return on investment by adopting a process for evaluating and monitoring potential</p>	

- opportunities.
- Innovative Methods – Best practices.
- Collaboration Methods – Connecting and Partnering with Valuable Connection

Speakers

Christian Wig, *CEO, Pivotic.*
 Truls Berg, *Founder, Open Innovation.*
 Sean Percival, *Partner, Katapult Accelerator.*

★One on one and ongoing advisory sessions with Accelerated companies in the program – Lead mentor/investor update group about Startups.

- ☛ Networking and light refreshments.

May 15, 5.00 – 8:00pm	5. Value creation for companies, supporting portfolio companies after the investment
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- Stepwise valuation and value creation for African companies.
- What entrepreneurs want and need from investors.
- How to approach the whole process of improving a portfolio company.
- How to improve startup teams, business models, and strategies.
- Streamlining startup marketing, sales, and business development.
- How to scale structures and processes when companies grow.

Speakers

Tomi Harry Davies, *President, African Business Angel Network (ABAN).*

- ☛ Networking session, light refreshments.

★Ongoing advisory session with Accelerated companies in the program.

May 30, 5:00 – 8:00pm	6. Demo Day - Closing the deal and Post-investment relationship
8pm – 11pm: Music, food	

- Choosing companies from Accelerator to invest in.
- Live streaming from Kenya.
- Supporting portfolio companies and later stage activities.
- What kind of time commitment should I expect?
- How portfolio companies should be monitored (even when there is little active involvement).
- How to deal with companies when they raise further capital later on.
- How to prepare for an exit early enough.
- How to successfully execute an exit.

★Continued in-person (or virtual) - advisory sessions with companies that received investments.