

Thriveln2021



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Our Mission

Ensure young talented Africans
have a chance at participating in
the digital transformation of Africa
as creators and owners



One Thousand Lee Kuan Yews

We are now only 8 years away from our 10 10 10 BHAG. A vision, that is the 'city on a hill' drawing us irresistibly forward.

The vision is to build 10 scale-ups that provide 10K jobs with a combined value of \$10B. We affectionately call this big hairy audacious goal or ours 'the 10 10 10 plan' or just 10 10 10.

By itself, it is a compelling and worthy goal. But not nearly enough in my estimation. That cannot be the end of the story. The question left hanging on the cliff of history is a simple one; 'and then what?'

What will you do with all the resources and influence you will have amassed to yourselves?

To answer this question effectively, it is necessary to provide context as to who the 'yourselves' are in this story, and that answer is explicit in our mission statement.

'Our mission is to ensure young talented Africans have a chance at participating in the digital transformation of Africa as Creators and Owners.'

The intrepid heroes in this adventure are the talented college graduates we absorb into our Innovation Fellowship program and the young professionals joining our venture building quest.

Innovation Fellows work on projects from idea to traction, at which point the newly minted startups need more experienced talent to come on board to help progress them forward. That, in a nutshell, is our venture building thesis, <u>and it appears to be working</u>.

That we live in the Techpreneur age is an inarguable fact.

Tech entrepreneurs are the emperors of our day, made so by the totality by which their ventures can come to dominate entire markets accruing astounding levels of wealth and influence to their founders with a speed and scale unlike any other in the history of commerce.

Examples abound, but none as compelling as the Paypal Mafia, who count amongst their number, the premier example of the Entrepreneur Emperor of our time, Elon Musk.



Letter from our CEO

The phenomenon of the globally influential entrepreneur who has made his fortune riding the IT revolution is common lore in the global collective consciousness. Bill Gates, Jeff Bezos, the late Steve Jobs etc

It is said by those who ponder more deeply on these matters that we have arrived at the age of the business mogul as statesman. The suggestion is that going forward captains of industry will become central actors in the public domain, upstaging career politicians who dominated the 20th century and who themselves had replaced the military leaders of the 19th century. **Napoleon to Churchill to Elon.**

With these winds of change in mind, we at Impact Africa Network are making our move to catch the wave that will define our times, to ride it onto the beaches of destiny with the singular intent of catalyzing societal transformation.

The ethos that defines our culture is anchored in a belief that we are here to make a difference.

Everything we do is informed by this singular belief, and from that vantage point we view entrepreneurship as providing us a trifecta of advantages; i) a conduit for improving human wellbeing, ii) a resource for accruing economic power, iii) a crucible for cultivating leaders capable catalyzing scalable change in our communities.

Leaders are the linchpins of change, the steady masthead upon which the sails of hope can be draped, to drag vessels loaded with dreams of entire nations to promised lands.

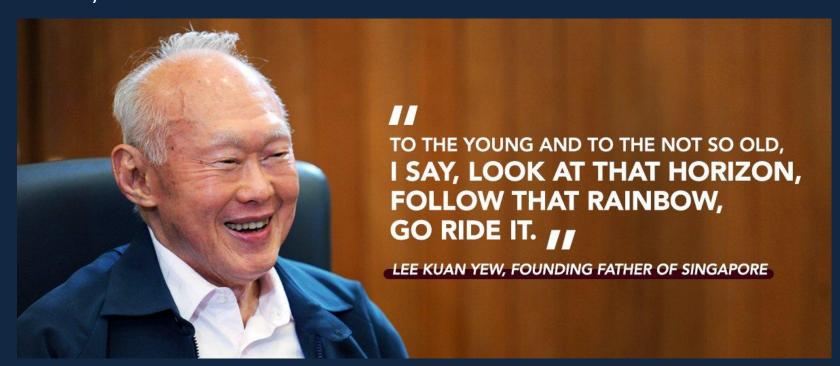
Africa's failing has been a dearth of effective leadership, and even when promising debutants have appeared on the landscape, they have been lone voices in the wilderness, bereft of resources and vital networks necessary for driving change. Vulnerable as such, these shoots of hope have been quickly stumped out by the rapacious hordes invested in maintaining corrupt, self enriching status quos.

10 10 will yield a *network* of economically empowered, influential, capable leaders who will chomping at the bit to take the skills honed through venture building into public life. Bitten by the bug of improving things, they will be incapable of settling for anything less, and will have the resources and networks to move the needle.

My calling in life is to enhance human well being. My field of operations is venture building in Africa, the ultimate output of which is developing transformational leaders. This is why a core organizational philosophy is to create what we call **Innovation Leaders**.

Fortunately, history provides us a blueprint of one such an individual who combined an unwavering passion for improving the human condition, with innovative thinking, strategic nous, and towering grit that would leave the best entrepreneurs sucking wind. This once in a generation leader added deft nation building skills to his arsenal to take his country from a hemmed in 3rd world, malaria infested backwater to a first world nation in under four decades.

Lee Kuan Yew, the legendary founding father of Singapore is nothing short of a national entrepreneur extraordinaire, a pioneer, a category creator. Singapore was his startup, he built a stellar team, found product market fit with his citizens as customer, attracted foreign investors and proceeded to build a nation that is the envy of the world.

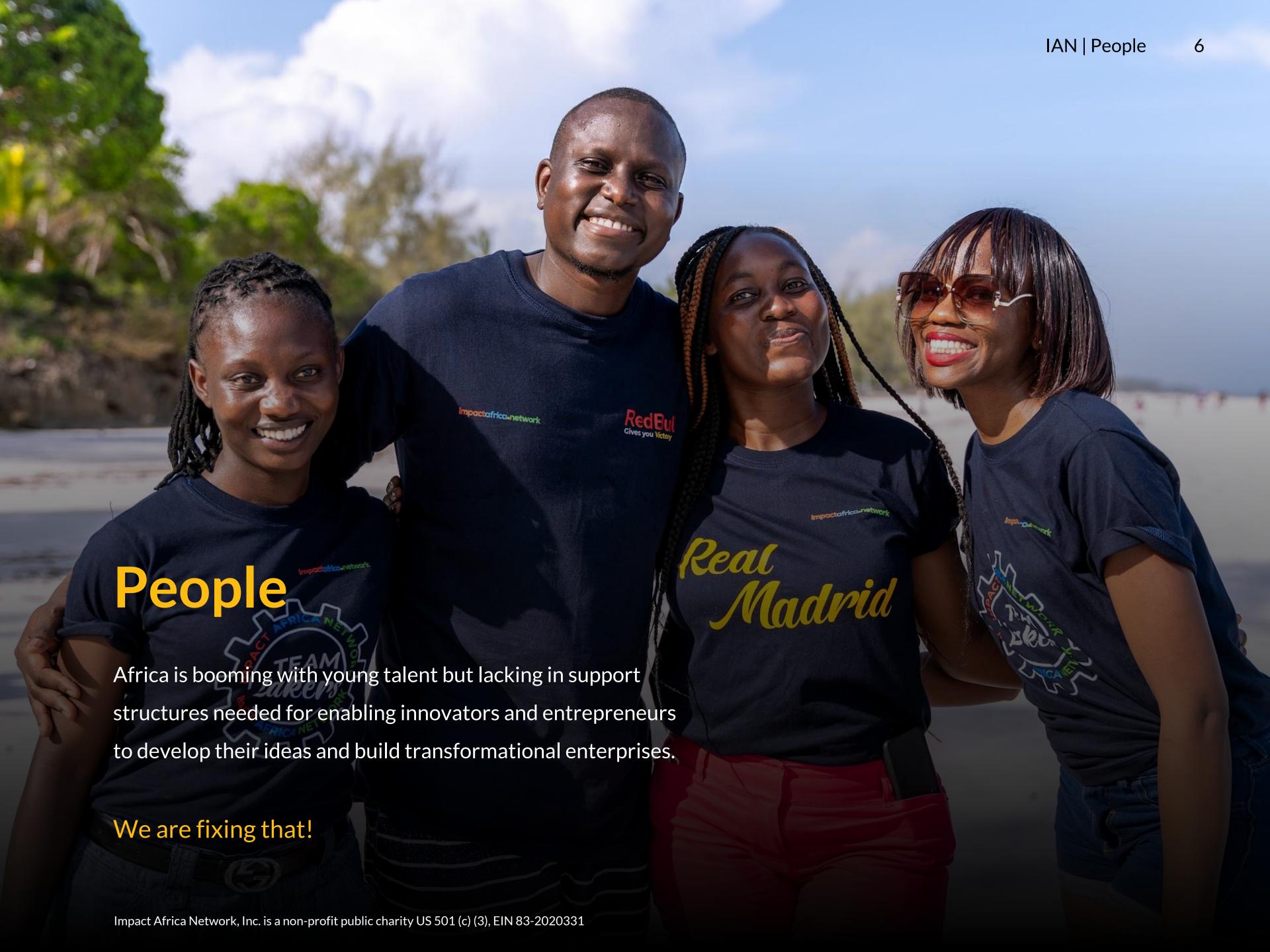


Mr. Lee was the inspiration for one Deng Xiaoping, the other one kind leader responsible for kickstarting the Chinese economic miracle.

We believe the Innovation Leaders we are developing at Impact Africa Network will do the same here. I have made it a practice to make it unequivocally clear to everyone within earshot that this is what we are working on here.

Creating one thousand Lee Kuan Yews.

Mark Karake Founder & CEO



Innovation Fellowships

We provide 12-month <u>Innovation</u>

<u>Fellowships</u> to talented college students and graduates.

Noting traction in our projects and startups, we onboarded 34 new fellows to develop African talent.

Since launch in 2019	
Cohorts	6
Fellows	70

Cohort V - Jan 2021 15 Fellows



Prince Irungu
JKUAT
Computer Science
Class of 2021



Jessica Owino
Daystar Uni
PR & Comms
Class of 2021



Levi Wanakacha ADMI Graphics Design Class of 2019



Modesta Ngei Daystar Uni PR & Comms Class of 2020



Victoria Chebet
Daystar Uni
Corporate Comms
Class of 2021



Mercy Mawia Chuka Uni Entrepreneurship Class of 2020



Mose Kombo
JKUAT
Financial Eng
Class of 2020



Hellen Kokach
Strathmore Uni
Computer Science
Class of 2021

Class of 2020

Class of 2020



Eric Burugu
Strathmore Uni
Computer Science
Class of 2021



Precious Nyangau Quest Uni Finance & Gender Class of 2021



Dorleen Wabere
Daystar Uni
BA, Comms
Class of 2021



Mathenge Waweru Strathmore Uni Computer Science Class of 2021



Emelda Kyalo Daystar Uni PR- IR Major Class of 2021



Farhia Teso
Kenyatta University
Human Resource
Management
Student

Innovation Fellowships

Cohort VI - May 2021 18 Fellows



Diana Kemunto
UON, Mgnt. of Agrosystems & Env. Science
Student



Wanjiku Hilda UON, B.A in Psychology, Language and Communication



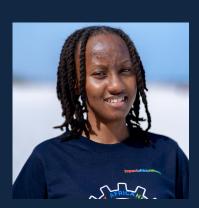
Besa Kanika
USIU, Journalism
& Psychology
Student



Joseph Ndung'u
UON, Political
Science & Sociology
Class of 2020



Trizah Morris
Daystar University
Electronic Media
Class of 2021



Margaret Wambui JKUAT BBIT, Information Technology Class of 2020



Pamela Nakintu
USIU, International
Business Management
Student



Inawedi Modester
Daystar University
Actuarial Science
Class of 2021



Innocent Baluge
Strathmore Uni
Business Information
Technology
Class of 2022



Marion Njeri JKUAT Real Estate Class of 2020



Yuanita Rita
Daystar University
PR & Comms
Class of 2019



Diana Wangechi UON, Comms, Political Science & PA Class of 2021



Modester Waruguru
JKUAT
Financial Engineering
Class of 2019



Njachi Mumbi JKUAT, Project Management Student



Jaycob Waruiru
CUEA
Commerce
Class of 2021



Nalenhle Moyo
USIU, Journalism &
Psychology
Student



Brain Ochoo Moi University, PR & Communication Class of 2020



Elvis Teeka JKUAT Real Estate Class of 2020

Fellow Stories



"Being a visual storyteller, I am expected to always think outside the box. The fellowship has given me the freedom to explore my creativity, as well as the opportunity to interact with the world's leading storytellers like Jason Russel and Jeffery Katzenberg."

Joseph Ndung'u Video Production Fellow Cohort VI



"The fellowship has allowed me to grow in new capacities and try out roles that I would have never put myself up to. I have acquired a growth mindset, a tenacity to keep on pushing and the opportunity to work on world-changing ideas. This experience has indeed been one for the books."

Modesta Ngei PR & Digital Marketing Fellow Cohort V

New Senior Staff

To do great work, we require experienced individuals to offer guidance and expertise to our fellowship program.



"Working alongside the IAN Fellows has been a career highlight. Their confidence, eloquence, passion for their projects while consistently delving deep to keep learning & growing is unmatched.It's an honour to be part of this."

MaryAnne Waithaka Chief of Staff Impact Africa Network



"Here, we are already in the future. We are building the next big innovative startups in Africa and being part of this journey keeps me motivated and going at IAN."

Mumbi Kariuki
Business Development Lead
Systematic Entrepreneurship



"With the seismic shift in our tech landscape
IAN offered a seat at the table to churn out
great products that are innovative, transparent
and inclusive. This is truly a great environment
for growth"

Tesfa Romano
Software Engineer
SeamlessHQ



"10 companies, with a combined \$10B revenue and 10k jobs. And it's all being driven by young insanely talented innovators in Africa. I love a challenge and this is one has exciting and disruptive written all over it!"

Kelvin Munene SEO Specialist Impact Africa Network

Power Pods

Power pods are our answer to how we maintain and propagate our culture in a remote work world.

Our cross functional teams compete on the measures we care about: Learning & development, leadership, writing, and our core values.

Meet the pods





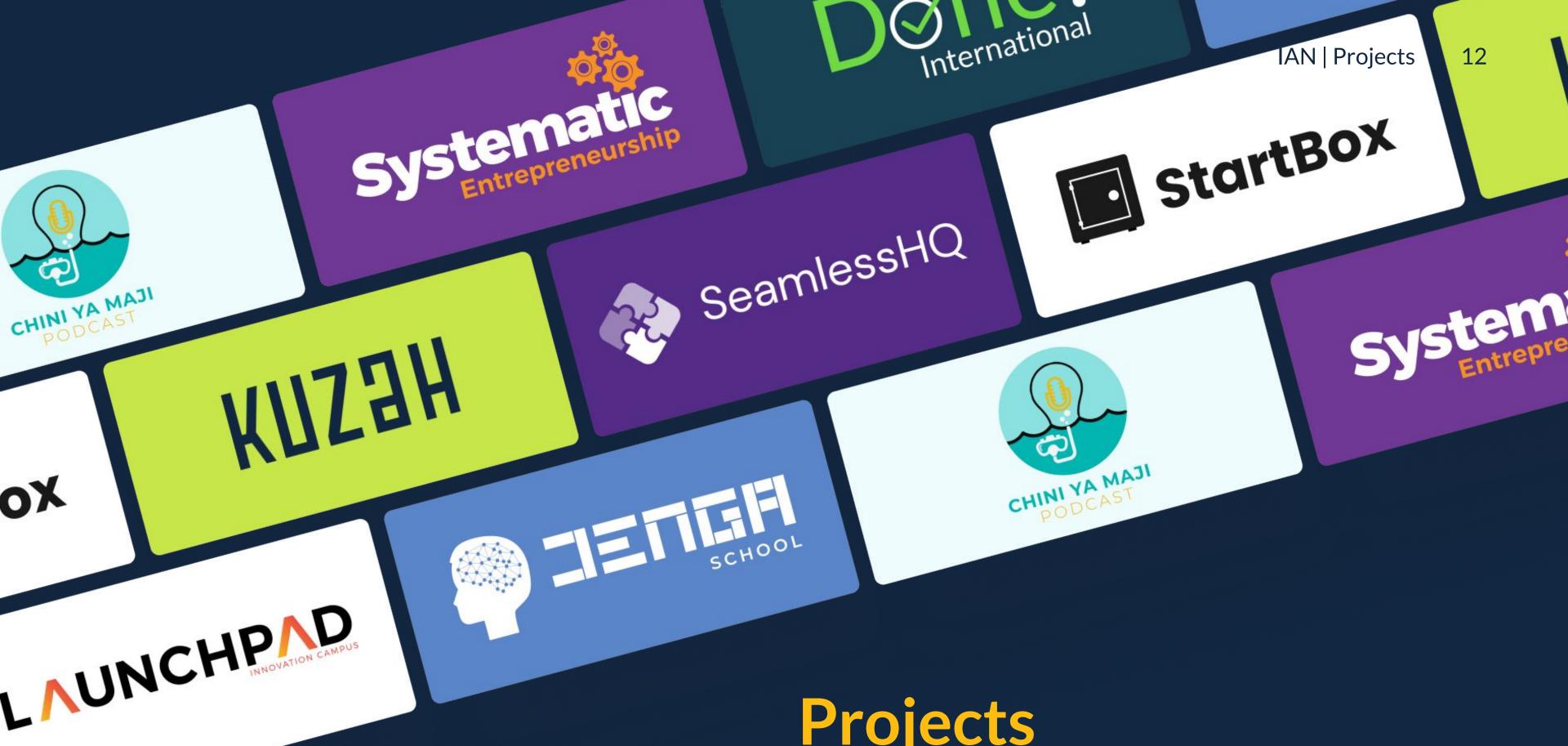








Red Bull Real Madrid All Blacks



Projects

Our fellows get the opportunity to work on well vetted ideas with like minded peers under the guidance of an experienced leadership team and mentor network.

The best way to learn is by doing

Ongoing Projects



Digital tipping service on a mission to increase economic equity by making it easy to tip service workers and normalize tipping culture.



One stop shop for **legal and compliance** documents and
guidelines for startups and
small businesses.



An **innovation campus** to bring together Nairobi's innovation and entrepreneurship ecosystem.



A community of like-minded startup professionals dedicated to network, learn, find opportunities and develop professionally.



A customer-centric digital bank

for small businesses to make transaction banking frictionless, transparent and convenient.

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The goal is to launch fundamentally sound early stage startups that have a meaningful chance of attracting growth capital for scaling.

Our sustainability plan

KUZAH

Kuzah is the <u>financial wellbeing partner</u> for the new generation.

The journey to financial freedom starts somewhere, and Kuzah's <u>6-week program</u> is the ultimate companion.

With a partnership maturing with Britam (A leading diversified <u>financial services group</u>), Kuzah is tapping into a huge market through it's savings and investment platform.

	2021	2022 Projections
Community Members	224	700
Vestors	39	500
AUM	\$15,000	\$65,000

Team



Ian Kinyua Product Lead & Dev Cohort III



Grace Gitau
Head of FinLit
Cohort IV



Njachi Mumbi Marketing & Community Dev Cohort VI



Modester Waruguru Financial Analyst Cohort VI



Eric Burugu
Product Dev & Infosec
Cohort V

Kuzah Vestor

"One word I would choose to describe my journey with Kuzah so far would be excellent. You don't just invest with them and then they leave you, they take that journey with you. And that is excellence to me."





KUZAH Savings and Investments app



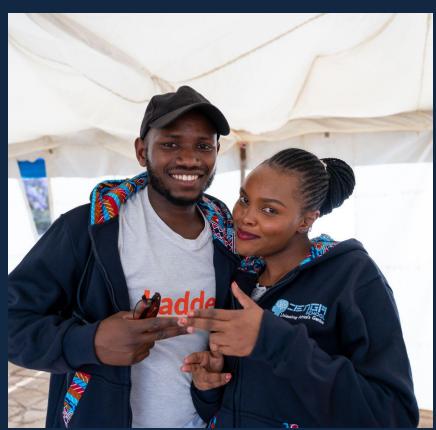
JENGA School is our computer sciences professional development institution currently offering data science and software engineering courses..

Under JENGA School's portfolio of programs, consists:

- JTC JENGA Tech Community
- SEPA Software Engineering Program
 Accelerator
- JENGA Careers Access to data
 science professionals from JENGA
- TAPIn LinkedIn for Tech talent

All with the aim of developing top tech talent.







1139 Applications since launch

123 Enrolled

40 Graduates

12 Scholarships awarded

2022 Projection: 380 Enrolled

JENGA School appoints its first CEO

Q4 2021 started with a major highlight.

JENGA School announced Wendy Oluoch, MBA, CEO.

"I'm elated about the opportunity. Only 26% of computing- related jobs are held by women: The lack of women representation is also seen in frontier technical roles, including those in emerging sectors within Data Science and AI.

I have a big hairy audacious goal of ensuring we have 50,000 women in Tech by 2030 through JENGA School programs. Being in a position to champion this cause that is bigger than me is exhilarating,"

Find the press release here.





<u>SeamlessHQ</u> is a cloud based HR Platform for the African Market.

It allows you to:

- Automate your onboarding process
- Easily manage employee data
- Run payroll at a click
- Automate the salary advance process
- Be part of an Innovation driven HR
 Community

	2021	2022 Projections
Customers	4	50
Sales Leads	270	

Team



Kefa Mutuma
Product Lead &
Dev
Cohort II



Mercy Nyaramba Mobile Dev. Cohort III



Emelda Kyalo
Community Dev.
Lead
Cohort V



Pillie Nkasara
Business
Development
Lead



Hosea Ciuti Backend Developer Cohort II

Community Member

"The Seamless Innovation Network is an interactive space with people who are open to share their thoughts, ideas and what they have learnt. A safe space for all HR professionals to gain a wealth of knowledge and broaden their perspectives."



Jean Ivy Muiti



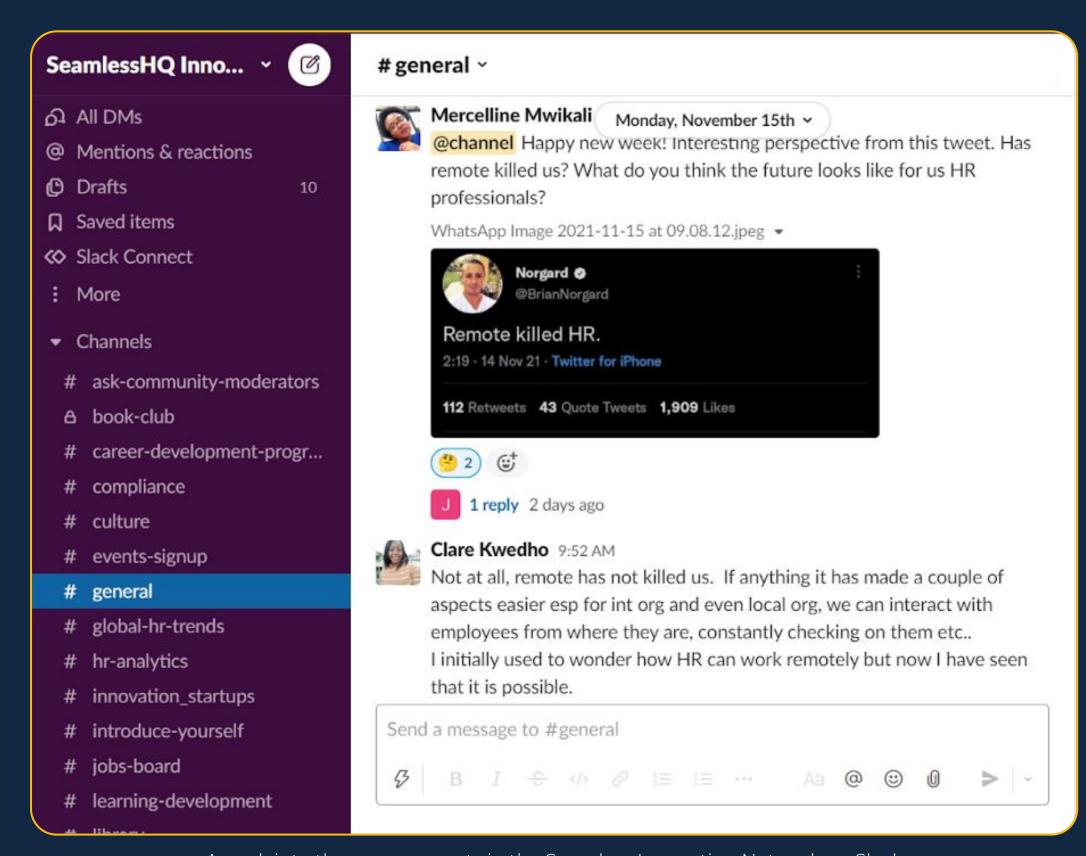
SeamlessHQ App Screenshot

SeamlessHQ Community

SeamlessHQ has built a thriving community of HR professionals coexisting in a space that fosters learning and networking.

The company growth is anchored on community fundraising as a core strategy, allowing members to also take part in the innovation space by owning stake in the HR tech company.

	2021	2022 Projections
Community Members	500	1000
New members per month	30	



A peek into the engagements in the Seamless Innovation Network on Slack



SE is a <u>platform</u> that provides entrepreneurs with a step by step process for how to start, execute, and launch their amazing ideas.

The introduction of <u>SE Accelerator</u> has helped innovation driven entrepreneurs to validate their ideas and launch their startups fast through the virtual fellowship.

	2021
Community Members	77
Users	136
Accelerator Fellows	10



Mungai Muturi
Product Lead



Christine Gatwiri
Product Development



Michael Gitonga
Product Development



Mumbi Kariuki
Business Development Lead

Community Member

"Systematic Entrepreneurship is now one of the best parts of my life. It has taught me how to advance in my career by being creative, innovative and also being a leader. It has also challenged me to get up and make something out of myself. I have made more friends too which is awesome"



Ashley Kikuyu Founder, Quantum Construction



SE Platform Screenshot

SE for Schools

With the evolution of education, we have seen the need to integrate entrepreneurship into the curriculum at an early stage.

Kinetic for Schools is doing just that.

The program, which is designed for students in Grade 7-13, is aimed at nurturing the next generation of entrepreneurs and problem solvers.

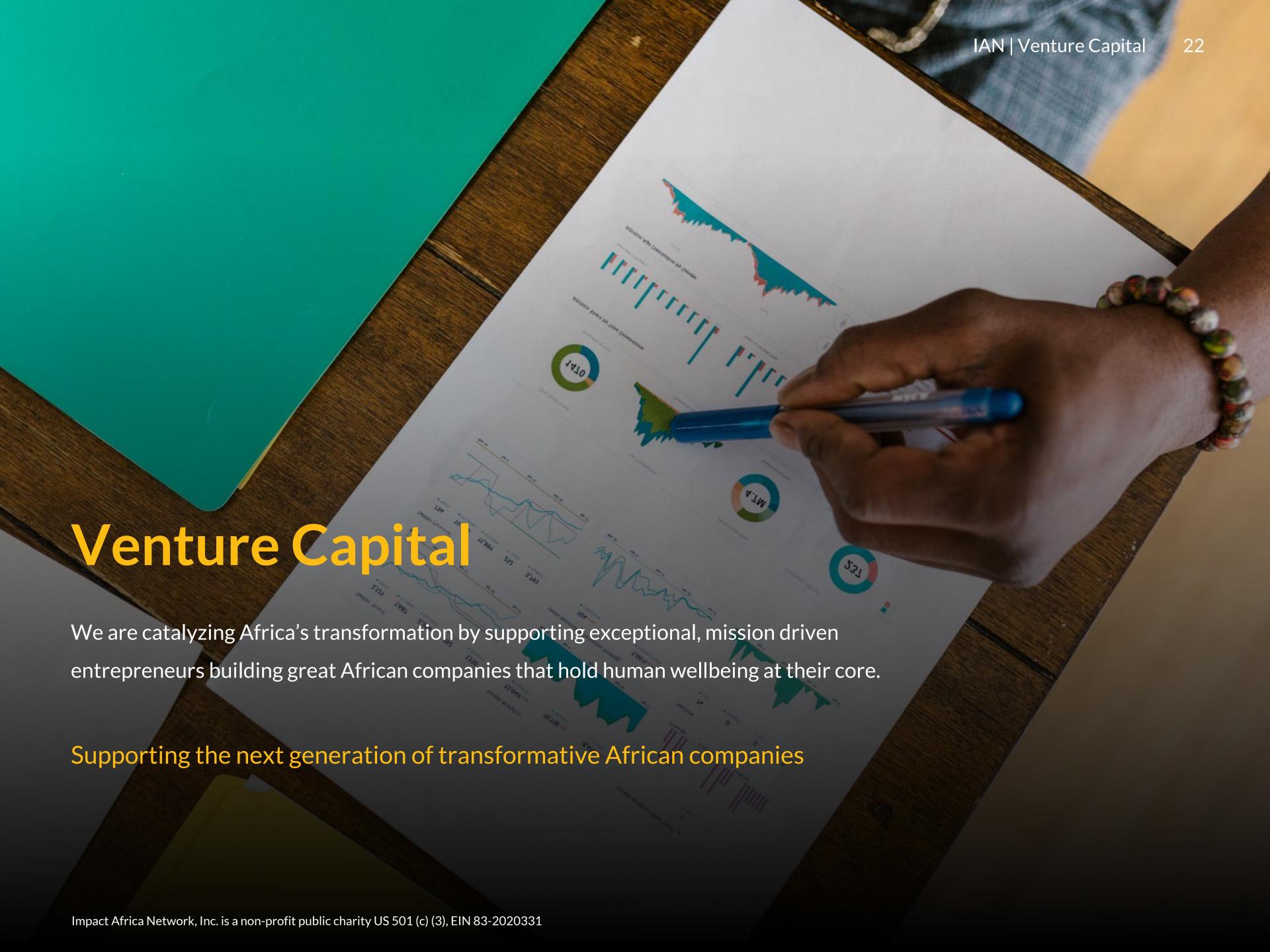
	2022 Projections
Schools	47



Team SE at Woodcreek School facilitating a session on entrepreneurship









FHV is a \$15M <u>early stage venture fund</u> looking to capitalize on the irrepressive growth in Africa's tech sector.

Our Thesis

We are deploying capital and a suite of support capabilities to exceptional entrepreneurs building transformative companies in Africa.

Our thesis is backed by an understanding of the structural gaps, competitive landscape, and idea viability in a market that is not always what it seems.

Team



Mark Karake General Partner



Modester Waruguru Finance Associate



William Githui Investment Manager

Advisors



Sean Mendy
Partner
Concrete Rose Capital



Kenfield Griffith Co-founder, CEO AJUA



Jeff Weiner
Executive Chairman,
LinkedIn
Founder, Next Play
Ventures

From Here Ventures

Investment Focus Areas

We invest in:



Infrastructure plays

Scalable solutions at the infrastructure layer of the problem stack upon which an entire industry is built or redefined entirely

- Systemic painkillers



Human wellbeing

Mission driven entrepreneurs with an unwavering commitment to enhancing human wellbeing as a core thesis to their venture

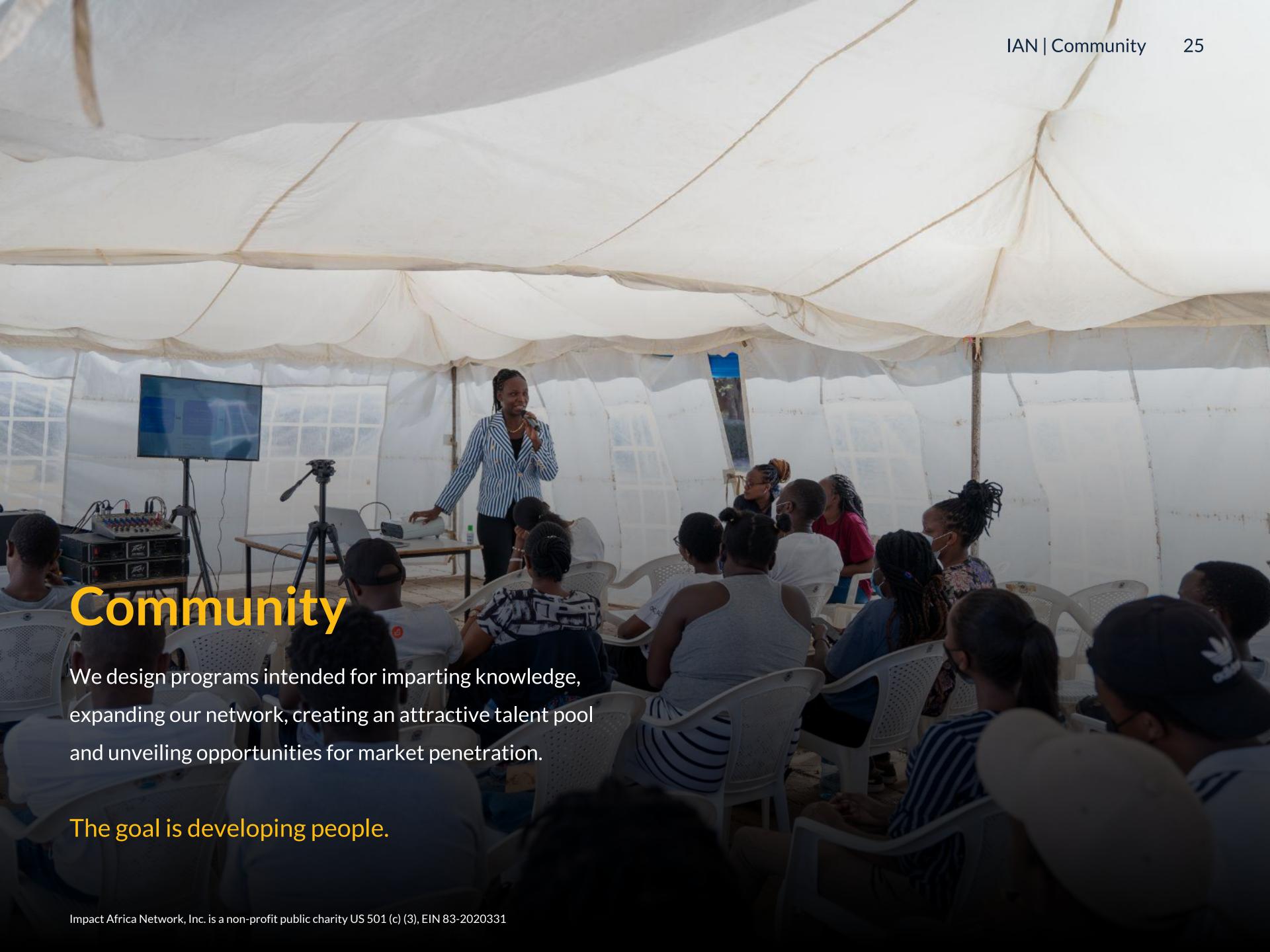
- Human first



Women in leadership

Entrepreneurs who prioritize
women in leadership roles and
who hold gender balance as a
core value

- Power to our women



The Bridge

The Bridge is a <u>talent program</u> designed to bridge the gap between in-class learning and skills necessary to thrive in the 21st century.

The program seeks to be the source of quality entry level talent which has been noted as a problem for hiring managers.

The 1st cohort comprising 47 fellows was inducted into a 4 month <u>Career Accelerator</u> in January 2022.

Team



Brain Ochoo
Program Lead
Cohort VI



Diana Wangechi
Student Experience Lead
Cohort VI



Wycliffe Barasa Learning Facilitator Cohort II



Damaris Kongin
Learning Facilitator
Cohort III



Student Testimonial

"The virtual sessions are something I look forward to. From the mental models to the presentations and interactions, I'm becoming a better person in my relations both professionally and socially. I'd bring my entire village to The Bridge given a chance. The generation that's being built at The Bridge is going to lead responsibly and impact flawlessly!"



The Impact Block Lab (IBL) exists to ensure young talented Africans have a chance at participating in the Blockchain and Crypto revolution as creators and owners.

The community empowers the African youth to learn, use and develop blockchain technology through a curriculum, events and hackathons.

71 Community Members

2 Community Meetups

5 Learning Sessions

590 Attendees

Team



Mathenge Waweru
Project Lead &
Developer
Cohort V



Elvis Teeka
Blockchain
Development Fellow
Cohort VI



Marion Njeri Marketing & Fundraising Cohort VI

Community Member

"I got my first experience at building on a blockchain in the Impact Block-athon. It was an amazing opportunity to engage with technology enthusiasts from all over Africa and share insights into solving challenges of the present and the future."



Impact beyond our four walls



The <u>Chini ya Maji podcast</u> covers the players, dynamics, lessons and success stories of the African startup ecosystem.

Hosted by our founder, <u>Mark Karake</u>, we feature guests from diverse industries.

Catch all the episodes featured in this Twitter thread.

12 Podcast Episodes

24,718 listens

Podcast Guests



Mutembei Kariuki Co-Founder & CEO Fastagger



Henry Chibuzo Founder & CEO Schoolable



Adewale Yusuf
Co-Founder & CEO
Talent QL & Alt School



Preston Timeyin
Co-founder & CEO
Stears



Franziska Reh
Co-Founder & CEO of
Unconventional Capital



Nick Quintong
Co-Founder & CEO
Pay Go Energy



Mutie Mule
COO & Co-Founder
Solutech Limited



Wilson Kageni Founder & CEO Finplus Group



Wiza Jalakasi VP, Global Developer Relations ChipperCash



Yvonne Johnson MD & Co-founder Indicina



Martin Nielsen
Co-founder & CEO
Mdundo



Wilberforce Seguton
CEO & Co-Founder
Bunifu Technologies



PTOW hosts <u>livecast conversations</u> with female business leaders and change makers designed to inspire a new generation of female leaders in Africa.

You can catch the <u>full playlist</u> on Youtube.



Dana Wilson
Founder & CEO
Changing How Individuals
Prosper(CHIP)



Louise PentlandEVP & Senior Advisor
Paypal



Debra Lee
Founder, The
Monarch's Collective
Former CEO, BET
Networks



Trudy Norris Grey
Board Chair
Women in Science &
Engineering(WISE) UK



Bev WhiteCEO,
Harvey Nash Group



Jacqui Taylor Founder, Flying Binary



Kathyrn Ross
Managing Director
Accenture Ventures

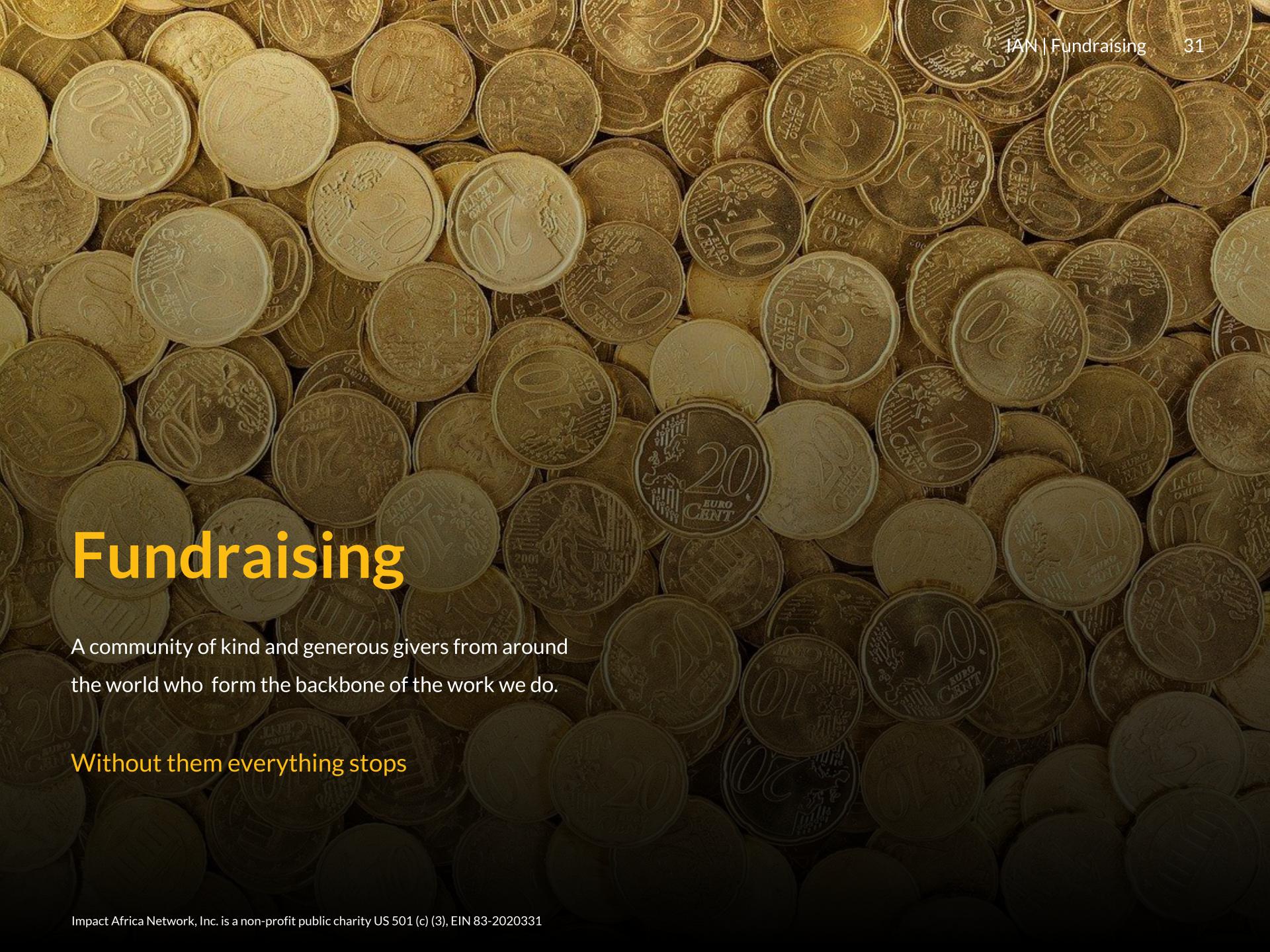


Patricia Njenga Co-founder Afya Baltimore Inc.



Laila MachariaChair, Africa Digital Media Group
Board Member; Absa, Centum

"The fundamental sense of fairness for treating everyone how we wanted to be treated is a golden rule. Everyone deserves a voice. That is my reason for supporting women"



100 Founders Challenge

This is a high impact opportunity for successful founders to <u>pay it forward</u>.

Having been through the same journey, they understand what it takes to build from the ground up.

Their mentorship and strategic support helps to bridge the gap beyond money.

Our Champions



Nick Mehta CEO Gainsight



Tom Blomfield Founder Monzo Bank



Aaron Levie CEO Box



Scott Harrison Founder Charity: Water



"When you craft your company's values, it is important to make them memorable, and to develop mechanisms to guide people on how to live those values on a day to day. It takes a lot of learning in order to get these right, and to make them as clear as possible."

Jeff Lawson Founder & CEO, Twilio

Fireside Chats

We <u>host conversations</u> with global business leaders and change makers designed to shift mindsets and inspire a new generation of innovation leaders and entrepreneurs.

As our fellows build products and get into leadership, these sessions help to unpack some of the challenges they meet along the way.

"For disruption to be useful, it has to be constructive. You have to tear down what exists in order to construct something better.

Not simply to cause chaos."



Tom Blomfield Founder Monzo Bank



Will Reynolds
Founder & VP,
Innovation
Seer Interactive



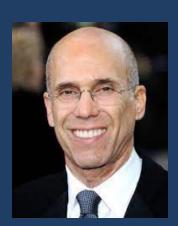
Patrick Mackenzie Founder & VP, Innovation Stripe



Mike Novogratz
CEO - Galaxy
Investment Partners



Greg Isenberg
CEO
Late Checkout



Jeffrey Katzenberg Founder & Managing Partner, WndrCo



Antony Di Lorio
Co Founder
Etherium



Mitch Kapor Founder & Partner Kapor Capital



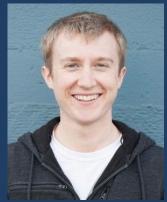
Gwynne Shotwell Chief Operating Officer - Space X



Charlie Lee Founder Litecoin



Martin Casado General Partner Andreessen Horowitz



Peter Reinhardt
CEO
Segment



Tim Draper
Founding Partner
Draper VC



Tom Keiser
CEO
Hootsuite



Kirk Simpson
Co-founder & CEO
Wave



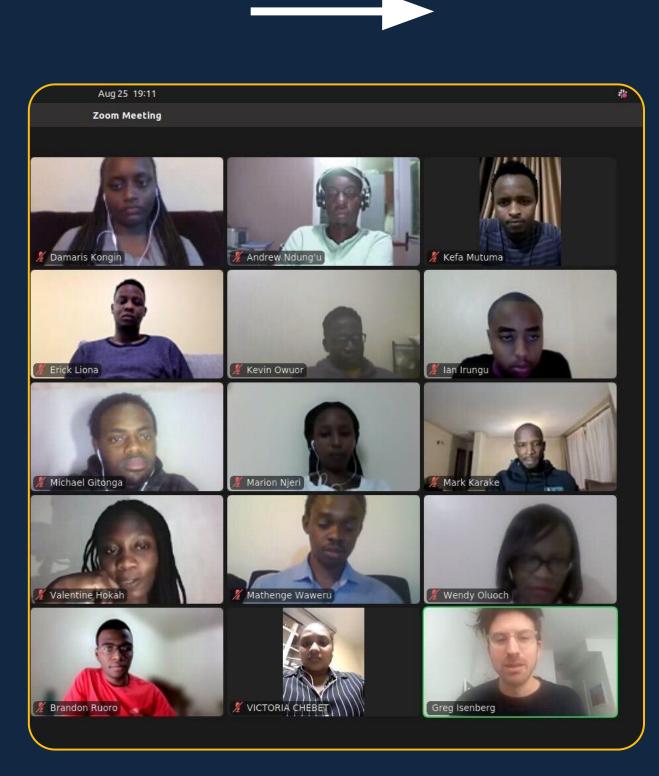
Ric Elias
Co-founder & CEO
Red Ventures

Fireside Chats

At Impact Africa Network, we make audacious moves, because we believe that the world rewards those who are prepared. The Twitter thread below is just an example of how we shoot for the stars.

How it started





How it ended

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\Diamond		6	\triangle
Replying to @IANetwo "People co	Moyo @afro @oiseraor orkTweets a ome for con erce" - @gr	rina nd 2 others nmunity an	d stay for
	eally stuck! ntred appro		
Replying to @IANetwo An absolut	NBERG © @oiseraor orkTweets a te pleasure	ina nd @latech	eckoutplz
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Press



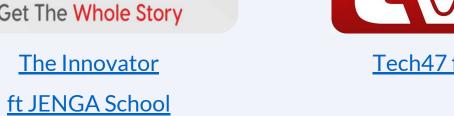


















BORGEN Project ft

Mark Karake



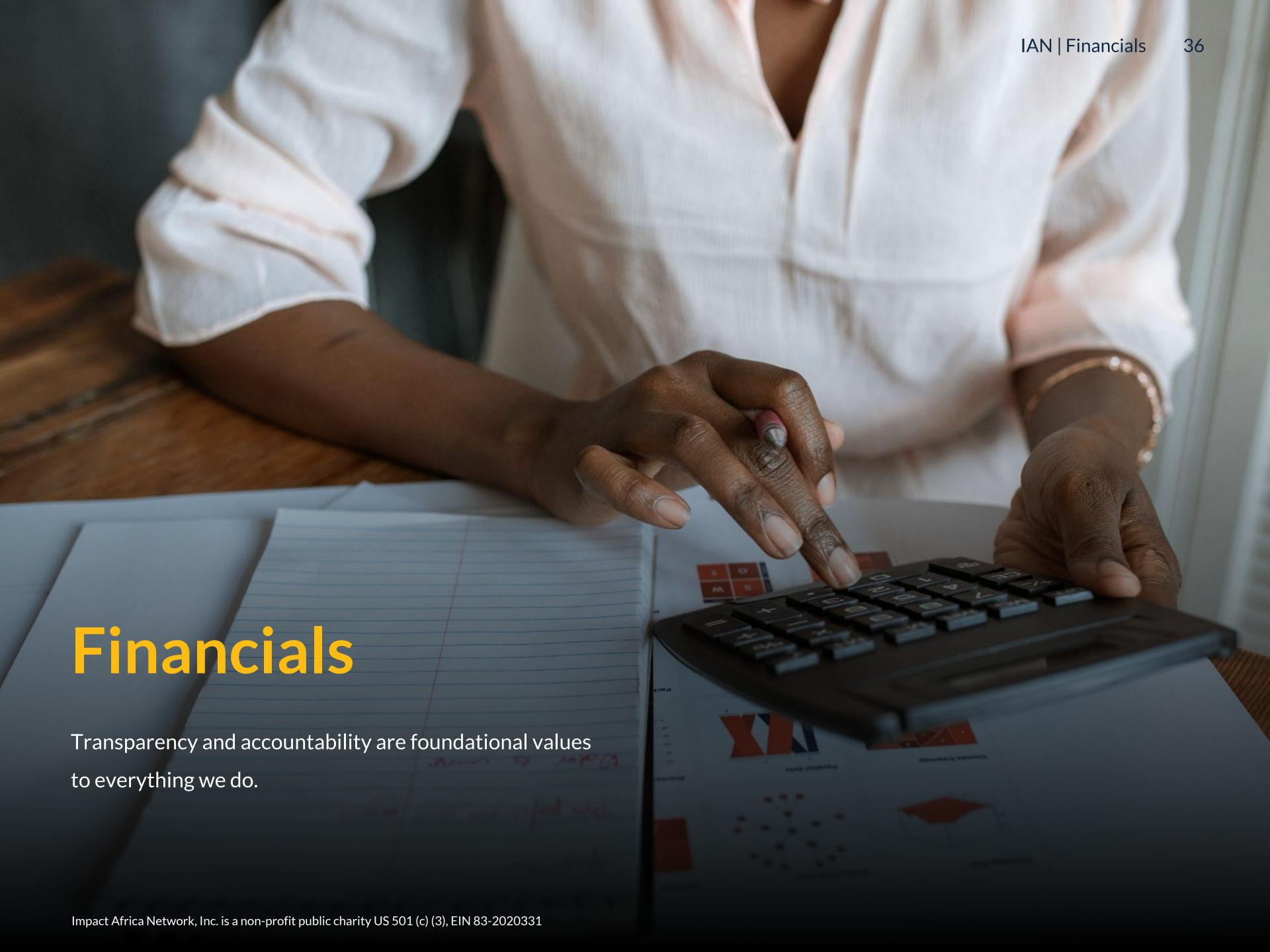
Girl Talk ft Wendy Oluoch,

CEO, JENGA School



Industry Events ft

JENGA School



Profit and Loss Statement

Impact Africa Network

01/01/2021 to 31/12/2021



Direct Public Support - Individual Contribution, 100%

Income	
Direct Public Support Individual Contribution	\$463,057.00
Total Income	\$463,057.00

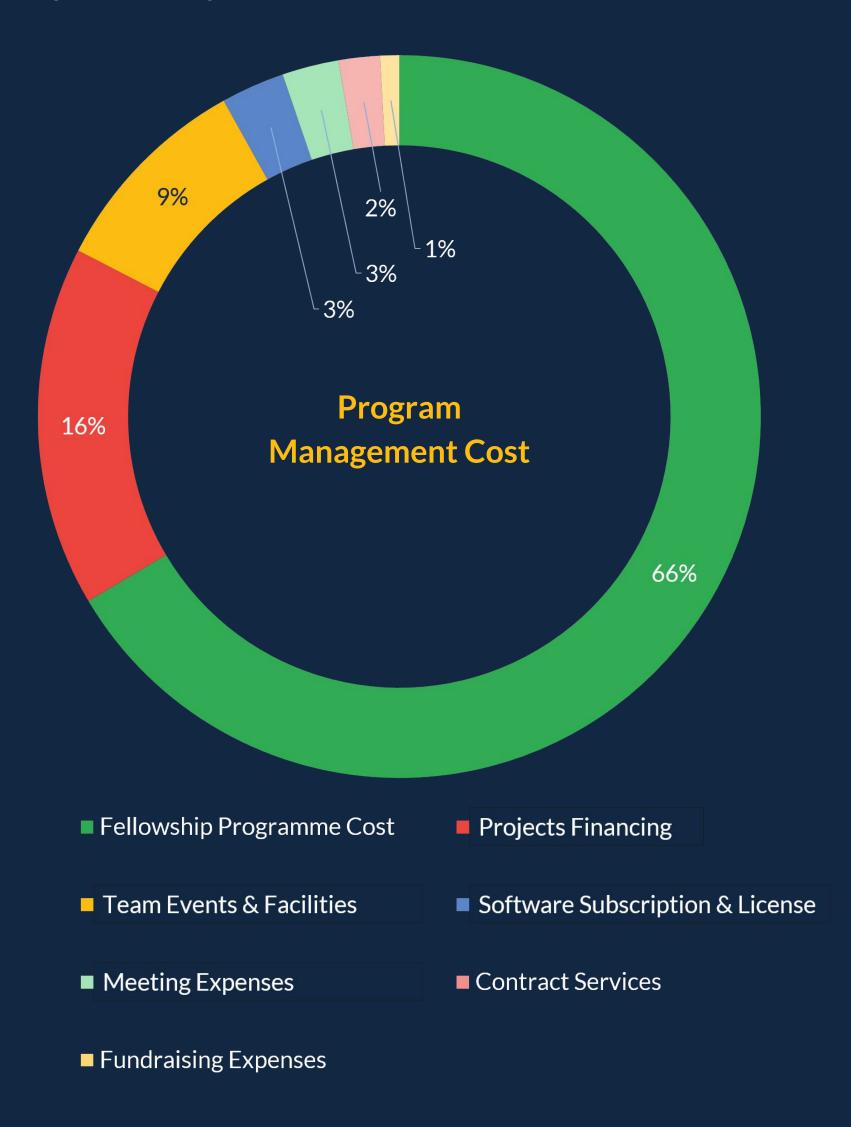


Expenditure		
Program Management Cost	\$384,935.00	
General Operating Cost	\$69,413.00	
Total Expenditure	\$454,348.00	

Operating Surplus/Deficit: \$8,709.00

Expenditure Breakdown

Program Management Expense (85%)

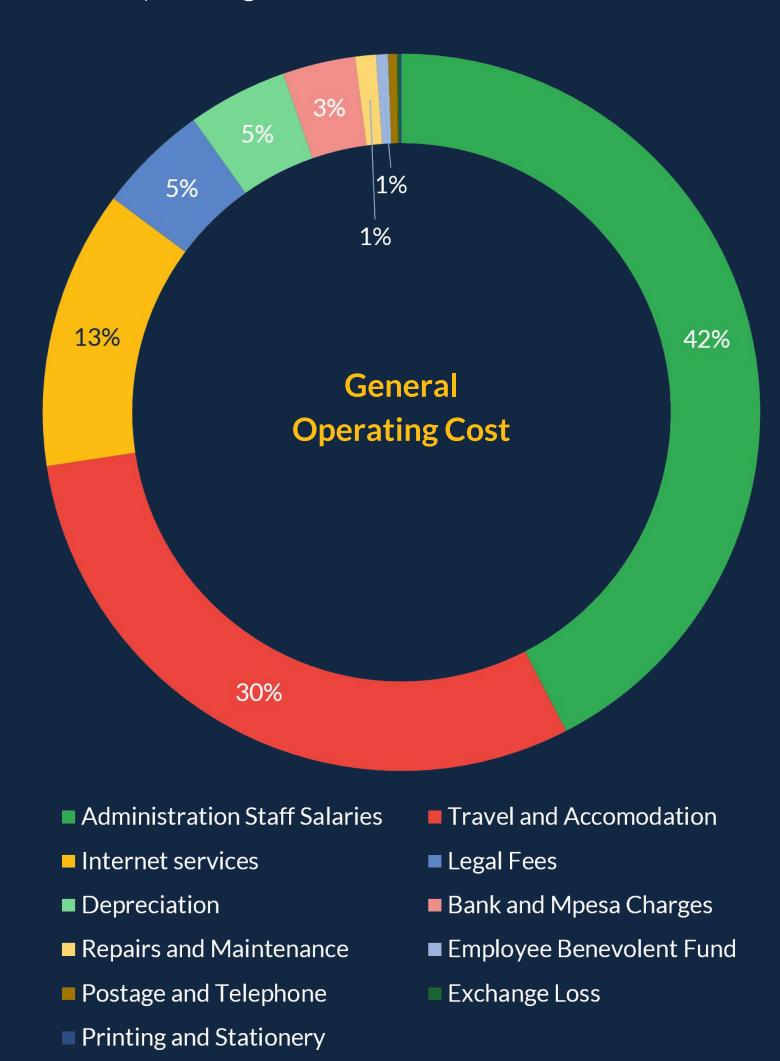


Program Management Cost	

Fellowship Programme Cost	\$255,898.00
Projects Financing	\$62,041.00
Team Events & Facilities	\$35,922.00
Software Subscription & License	\$10,935.00
Meeting Expenses	\$9,771.00
Contract Services	\$7,095.00
Fundraising Expenses	\$3,273.00
Total	\$384,935.00

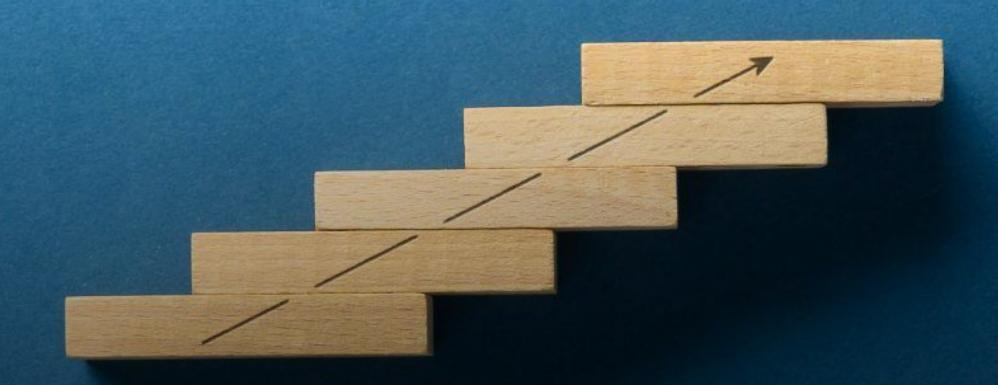
Expenditure Breakdown

General Operating Cost (15%)



General Operating Cost

Administration Staff Salaries	\$29,439.00
Travel and Accommodation	\$20,955.00
Internet services	\$8,727.00
Legal Fees	\$3,465.00
Depreciation	\$3,116.00
Bank and M-PESA Charges	\$2,273.00
Repairs and Maintenance	\$651.00
Employee Benevolent Fund	\$372.00
Postage and Telephone	\$278.00
Exchange Loss	\$85.00
Printing and Stationery	\$52.00
Total	\$69,413.00



Traction

Onwards and upwards, we continue to unleash human potential and build great African brands.

2021 Traction











Vision 2030

Awakening a sleeping

Scale-ups

Skill Jobs

In Value

Our vision is to develop 10 scale-ups, that provide 10K jobs with a combined value of \$10B



JOIN US

Support the Cause

We invite you to join a community of passionate and generous people from across the world who form the backbone of the work we do

Methods of Participation

Micro donations

For as little as \$30 a month, *just like*Netflix, you enable us continue with this important work.

Founders Challenge

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- Mark Karake