



GreenTec
CAPITAL PARTNERS



GreenTec Capital
AFRICA FOUNDATION

GreenTec

Supporting African entrepreneurs since 2015

Your Partner for Entrepreneurship
Programs and Investment
Activities in Africa & Beyond

With the Dedication of a Changemaker

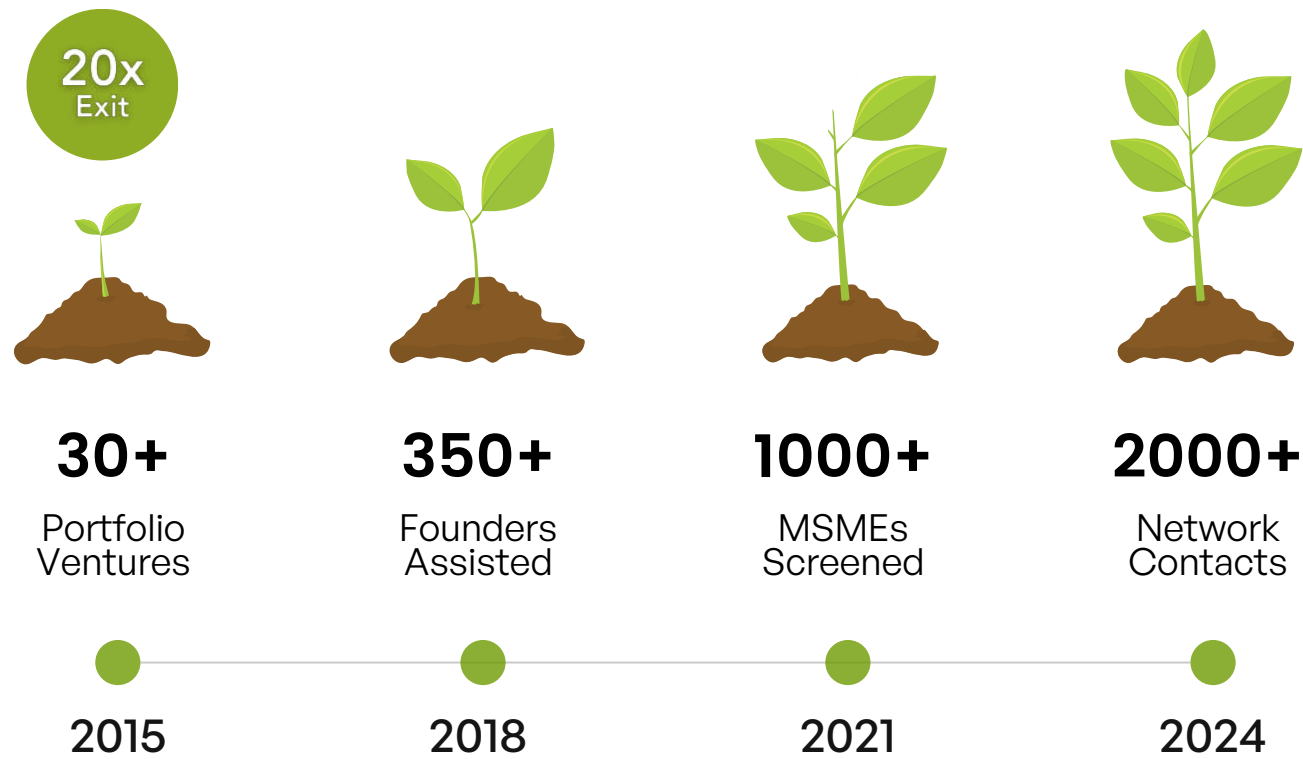
Through the Eyes of an Investor

With the Experience of an Entrepreneur



01

Company Profile



GreenTec's Footprint in Africa+



From an investor with a successful exit to an experienced Technical Assistant & Venture Builder:



Your Partner for Entrepreneurship Programs and Investment in

AFRICA & BEYOND



Our Partners Trust Us



Experience & Accomplishments

- Proven track record in sourcing, analyzing and steering African companies to become revenue generating and growing businesses
- Raised over €30 million in startup support in the form of operating and investment capital
- 8+ years of investing and building ventures in DC projects with GIZ, UNDP, EIB, AFD, etc.
- Winner of the German Entrepreneurship Award for Development by the German Ministry (BMZ)



I. Entrepreneurship Programs

Building Customized Programs for Startups & SMES in Various Sectors

ESG and Impact Training for ESOs, VCs, and Foundations

II. ESG & Impact Training



III. AFRICA Consulting

Corporate Consulting for International and German corporate clients/SMEs

I. Entrepreneurship Programs

We build and implement end-to-end, customized support programs in various sectors.



Sourcing & Selection

Company sourcing and due diligence to minimize risks.



Needs Assessment

Need and gap analysis to curate a tailored action plan.



Technical Assistance

Provision of expert advice & support to bridge the gaps.



Investment Readiness

Fundraising aid & becoming more attractive to investors.



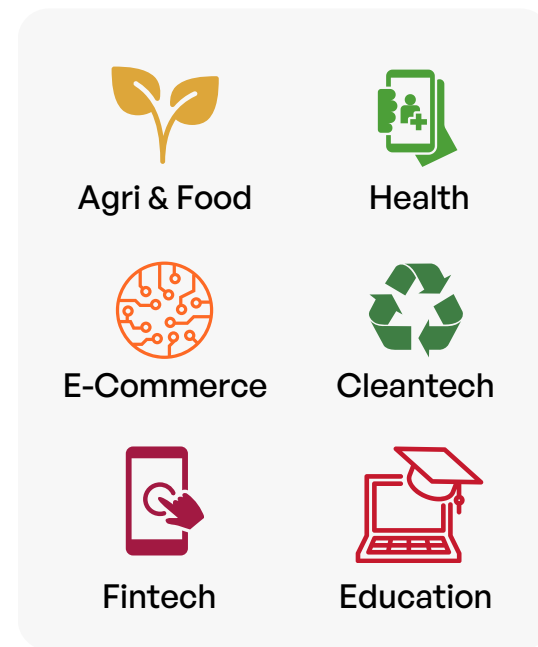
Portfolio Monitoring

Impact grant management and portfolio monitoring.

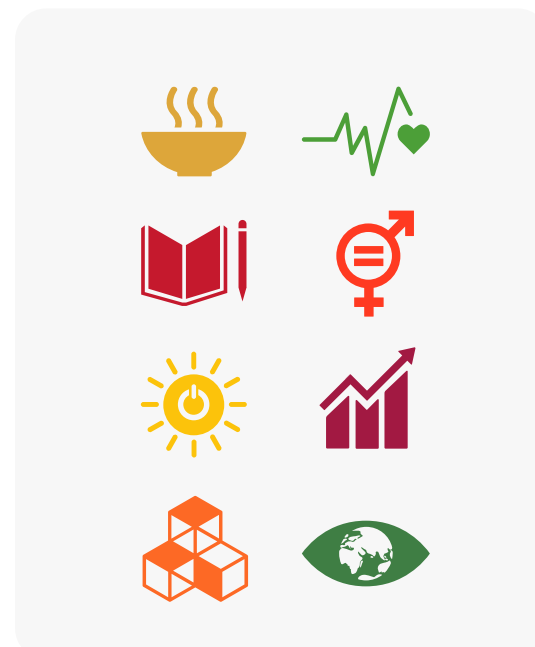
Geography



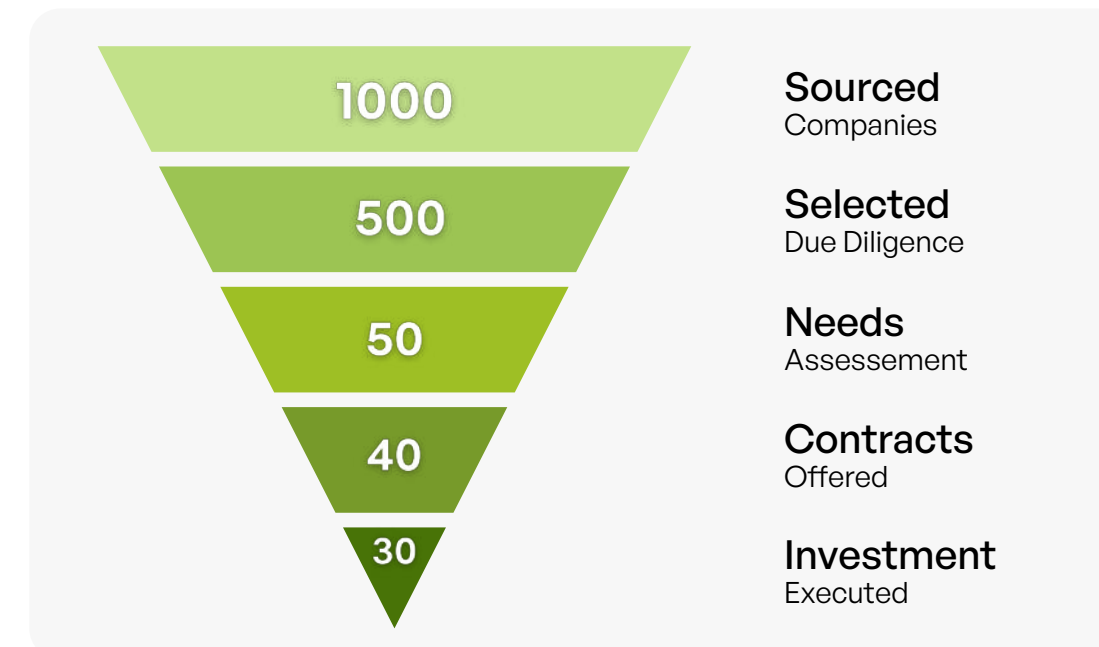
Sector



Impact



Sourcing & Selection Funnel



Needs Assessment



GreenTec Success Matrix

You choose, we deliver! With over 8 years of experience in various African+ countries and sectors, we can aid you in accessing the best companies that match your profile, program, impact, or investment criteria.

Our established sourcing approach and effective outreach strategy help us identify the most suited MSMEs.

This approach also ensures the legitimacy of selected MSMEs prior to grant/loan allocation.

We use a proprietary framework to assess startup gaps and prepare an individual, need-based action plan.

I. Entrepreneurship Programs

We empower founders by combining investment expertise with operational support.



Sourcing & Selection

Company sourcing and due diligence to minimize risks.



Needs Assessment

Need and gap analysis to curate a tailored action plan.



Technical Assistance

Provision of expert advice & support to bridge the gaps.



Investment Readiness

Fundraising aid & becoming more attractive to investors.



Portfolio Monitoring

Impact grant management and portfolio monitoring.

Areas of Support



Financials



Markets



Value Chain



Impact Strategy



Pitch Perfect



Dealmaking

Recent Development Cooperation Programs



ACHIEVEMENTS

€13.5m
Equity funding

€6m
Debt funding

>2m African
Lives impacted

>210.000
tCO2 mitigated

42 MSMEs
Coached

72% MSMEs
Still active



Building innovation-driven partnerships between European and African makers and providing customized technical assistance to selected companies.



Tailored capacity building and digital support to 110 MSMEs in the tourism sector followed by venture building for top-performing Senegalese MSMEs.

GreenTec provides strategic, operational, and financial support across the development stages of African ventures. To date, we have aided 150+ startups/SMEs in becoming more mature, investible businesses.

SPTA Investment
Readiness Program
2019-2023



mAKE African-EU Maker
Innovation Ecosystem
2021-2024



TUI Futureshapers
Senegal Program
2023-2024



I. Entrepreneurship Programs

Africa is primed for impact investing and is recognised as a promising frontier for growth.



Sourcing & Selection

Company sourcing and due diligence to minimize risks.



Needs Assessment

Need and gap analysis to curate a tailored action plan.



Technical Assistance

Provision of expert advice & support to bridge the gaps.



Investment Readiness

Fundraising aid & becoming more attractive to investors.



Portfolio Monitoring

Impact grant management and portfolio monitoring.

Our Expertise

50+

Grant-Receiving Ventures Supported

300k+

Lives Impacted
[Supported Ventures]

30M+

Follow-on Fundraising
[Supported Ventures]

30+

Investments Made
[Own Portfolio]

19%

Internal Rate of Return (IRR)
[Own Portfolio]

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Successful Exit
[Own Portfolio]

With 8+ years of experience in investing in Africa and a successful (20x) exit, we will help you manage a portfolio suited to your needs.

Recent Programs



Zero loan provision, portfolio monitoring, and venture building support to early-stage startups operating in cleantech, biotech, agritech, and renewables.

Technical Assistance and Loan Program
2019-2023



Examples of Supported Companies



Germany

Solar/CleanTech

\$800,000+ grants raised

20x Exit



Ghana

Food/FinTech

\$2,100,000 funding raised



Kenya

Smart Logistics

\$5,200,000 funding raised



Nigeria

Energy/CleanTech

\$700,000 funding raised



Benin

Health-Tech

8,700 HCP trained in Q4/23

GreenTec was founded in 2015 with a primary focus on impact investing in Africa. This experience has shaped our understanding of the ecosystem, both as an Investor and ESO.

HCP = Healthcare Personnel

II. ESG & Impact Training

Elevate your impact by unlocking ESG excellence with our tailored training programs.



ESG Training

Our tailored ESG Training programs are designed to equip ESOs & VCs with the tools to track and credibly report the impact of their investments.



Impact Strategy

We support companies in developing their own credible impact strategy and impact measurement process to turn them into visible changemakers.

ESG Training Package

- 01 Introduction to ESG. Demystification. Impact Investing
- 02 Theory of Change. Stakeholder Analysis. Double Materiality
- 03 ESG Frameworks. Understanding Metrics. Navigating Regulation
- 04 ESG Process Integration. Startup Journey. Tracking KPIs
- 05 LP Communication. Reporting. No Greenwashing
- 06 Portfolio Companies. Teaching ESG Strategy. Building the Future

Our ESG & impact training is a comprehensive package tailored for ESOs and VCs aiming to build an impact track record and implement an effective ESG strategy to attract investors, mitigate risks, and support sustainable growth.

Startup Impact

- 3M+ Lives impacted
- 2.7Mt Waste recycled
- 300kt CO2 mitigated
- 1M L Clean water daily

Together, we impact.



Recent Programs



Strengthening selected ESOs in Latin America (LA) and West Africa (WA) in the areas of ESG and impact investing. Developing an ESG training toolkit and conducting Train-the-Trainer sessions for ESOs to be able to provide guidance and technical assistance to climate ventures, thereby increasing their chances of attracting investors.

ESG Training Toolkit for ESOs in LA & WA
2023-2025



III. AFRICA Consulting

Comprehensive business solutions for German & International corporate clients and SMEs.



Market Research

Market analysis, competition, market fit, current trends, etc.



Ecosystem Mapping

Identification of potential partners and other opportunities.



Due Diligence

Deep assessment of current and potential investments.



Business Case

Establishment of a business case for market entry/growth.



Outsourcing

Improving efficiency and cost optimization with outsourcing.

Illustrative Cases



Identifying prospective investments and/or performing due diligence on existing ventures.



Evaluating product-market fit across diverse African countries and markets for your product.



Building and calculating a compelling business case for potential market entry and/or growth.

With our extensive experience in diverse African markets and compelling background in investment management, we provide a comprehensive range of assistance, from product-market fit to business case creation.

BAFA Vouchers



Explore African markets with us! German SMEs can now get 85% funding support from the German government. GreenTec is a BAFA-approved consultancy, which means we are endorsed to provide expert guidance and support in your Africa exploration journey, which is now more accessible and cost-effective.



85% costs covered.
Learn more [here](#)

Recent Private Cooperation Projects



Exploring the possibility of establishing a supply chain for acquisition, transport, and sale of returned electronics goods from Germany to Namibia (DE-NAM).

DE-NAM Return Goods Value Chain Feasibility Study 2023



Identifying several potential investments in African startups, with a focus on the FinTech sector, and providing market insights for sound investment decisions.

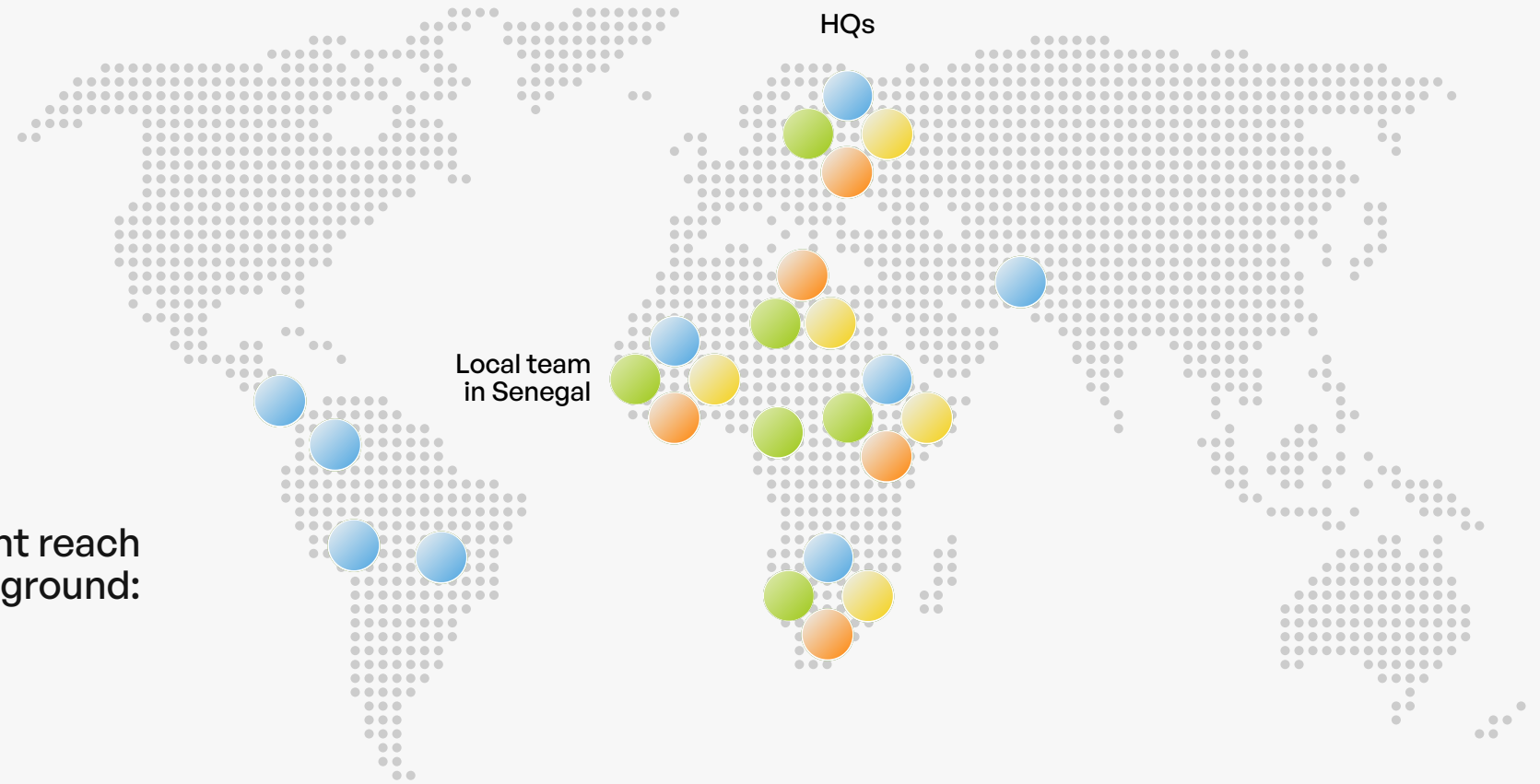
Investment Mapping Project: FinTech Opportunities 2023

03

Team & Network



Our joint reach on the ground:



Combined Expertise:



- 50+ years Investment management
- 50+ years Investing in African ventures
- 40+ years Project expertise in Africa & DC
- 30+ years Working with NGOs & dev organizations
- 20+ years Market entry/growth



Affiliate Experts, Consultants & Networks

GreenTec Capital

GreenTec is led by a team of experts with diverse cultural and professional back-grounds, located in Europe and Africa. Together, we have a deep understanding of the unique challenges and opportunities present in the region.

An Alliance of AFRICA+ Experts

Collaboration over competition! Recognizing that ongoing improvement and innovation thrive through cooperation, we are dedicated to building robust partnerships with key players in the ecosystem. Our primary objective is to create an alliance of AFRICA+ experts. This not only expands our reach on the ground but also positions us well to foster the growth of a robust and resilient entrepreneurial ecosystem across diverse regions and sectors. Through these strategic partnerships, we can effectively connect with a broader community of entrepreneurs, investors, and other ecosystem stakeholders, establishing a strong network that significantly enhances our overall impact.



Let's work together!

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Together, we impact.

Contact

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