



ACTIVITY REPORT

2017-2020



FORWARD

We are going through unprecedented times. The COVID19 has demonstrated the vulnerability of African population to external shocks and the need for rapid response and adaptation. Lockdowns have exacerbated pre-existing economic, gender, and health inequalities affecting millions of people. The epidemic has required adaptation and effective response by many players.

We are proud to have done our part to help communities confront the challenges posed by the epidemic. Originally conceived with the mission to identify, incubate and promote viable social enterprises while connecting them to funding opportunities, Afrilantrophy has been able to mobilize its network on the ground to respond to environmental catastrophes, as well as the COVID19 pandemic. By leveraging our presence on the ground, we were able to respond quickly to these emergencies and adapt our model to accommodate a fast growing business line of effective charitable interventions.

We witnessed the value of having our advisory team residing and operating in Africa. This does not only enable us to follow companies closely and leverage useful connections within local innovation ecosystems, but also to identify and deliver on rapid interventions.

Our team on the ground is composed of seasoned experts coming from high profile institutions, NGOs and the private sector, bringing a unique skill mix including macro analysis, private sector development, finance, community development and communication. Our country investment advisors are often angel investors, therefore they have a strong stake in ensuring company's success. Our network has expanded dramatically and we are happy to ensure presence in 11 countries, putting us in an unique position to reach out to most African countries through our partners.

Our experts, their efforts and the support we have received from donors and investors from across the globe, were vital in the success of Afrilantrophy in addressing one of today's most pressing issues in a time when the future is even more unpredictable than ever. This report highlights some of the Afrilantrophy's achievements during our short yet impactful years in Africa and layouts some of our future directions."

-The Afrilantrophy Team



OUR MISSION

In a world where innovation drives human and social development, Afrilanthropy works to unleash Africa's full potential through lean approaches, effective strategies and practices that promote the most promising social businesses and entrepreneurs to maximize their impact. We work with market-tested social businesses, whose main goal is to address Africa's most pressing challenges in a sustainable way. We focus on businesses that have already demonstrated value and have a clear potential for replication and scalability. We place a premium on innovative solutions in the areas of health, water & sanitation, renewable energy, fin-tech, and sustainable agribusiness..

OUR CORE ACTIVITIES

INCUBATION OF SOCIAL ENTERPRISES AND INVESTMENT FACILITATION

One of the core activities Afrilanthropy has been to advise our social enterprises on their business and connect them with potential investors. Afrilanthropy has launched a new service that aims to support early stage opportunities by providing advisory services to increase their investment-readiness. Many MSMEs have challenges with scaling their business and sourcing investment due to their lack of access to resources. To increase their ability to gain interest from investors, this service identifies specific gaps according to Afrilanthropy's investment readiness assessment and the Portfolio Manager will work with the entrepreneur to address each gap by directing them to helpful resources (see Ecosystem Development) and / or providing services at a cost.

Entrepreneurs who are interested in accessing these services can complete the online application form, which will provide the team with an idea of the business' key information such as stage, traction, and challenges. The team sets up a call with each entrepreneur to understand their investment readiness, as well as any gaps, in which we will recommend our services to help address any operational/investment challenges they may have at an affordable cost.

In 2018 we also received our first mandates from two impact funds, who asked us to identify and refer social enterprises in their respective areas of focus. In just a few weeks, we put together an impressive pipeline of ventures ranging from renewable energy to fintech, from agribusiness to education, hence solidifying our product.

Since our establishments we have been assisting 26 social enterprises from 12 countries in Sub-Saharan Africa. They are involved in 6 sectors: agriculture, renewable energy, health, education, WASH, financial inclusion.

In Mozambique for instance, we have assisted Limpa Energy, a Mozambican social enterprise which piloted an innovative Cookstove that operates entirely with vegetable and agricultural waste, producing clean energy and reducing impacts on health and environment.. We helped it raise some seed donations from Global Giving, one of the leading crowdfunding platforms and provided technical advisory to move from pilot to prototype.

In Rwanda we have assisted ARED, who created the first prototype of a solar-powered mobile charging kiosk, which are used to recharge smartphones and sell IT services in areas where there is no electricity. In Nigeria we have been assisting Reelfruit, an entirely women led social enterprise which produces dried fruit snacks, transforming fruits which often go wasted into valuable products. In 2019 alone Reelfruit transformed over 600,0000 of such pineapples that would go to rot, if the company did not process them. Reelfruit also works closely with small holder farmers, providing them upskilling, training and supporting them to ensure they produce higher quality fruits and increase their incomes. We have connected Reelfruit with a number of donors and investors, helping it sustain its growth.



EFFECTIVE CHARITY

In addition to our core work, we have begun **leveraging our network to ensure fast and effective delivery of aid to help communities confront some most pressing challenges.** Our advisors on the ground have been instrumental to quickly identify local partners and identify rapid responses to natural disasters and health pandemic.

In **Mozambique we intervened in response to the Cyclone Idai**, which struck Mozambique and Malawi causing widespread devastation and affecting millions. Thanks to a crowdfunding campaign and local partners, we were able to food, clothes, drinkable water. Our fund and buying construction material to build shelters.



When the COVID19 pandemic began affecting the countries where we noted that the quarantine imposed on the local population to reduce the spread of Coronavirus was pushing many street vendors, artisans and other autonomous workers with no means to feed their families. **We therefore mobilized ourselves to identify local partners who can deliver food to over 300 vulnerable families.** In Côte d'Ivoire, we have providing meals to children from a poor neighbourhood who are no longer receiving their meals at school, due to their school closure thanks to our collaboration with the religious community of Sant' Egidio, whereas in Mozambique we delivering food vouchers to vulnerable people in partnership with Leonardo Group, Richeiro, a local chain of grocery store and local churches.

In **Uganda** we supported the vocational training school of **Lira** (north of Uganda) run by Comboni missionary further to a crowdfunding campaign, which enabled us to provide a scholarship for 46 students and financing to purchase some health equipments, which were necessary to reopen the school after months of COVID lockdown.



KNOWLEDGE, ADVOCACY AND WORK

In 2018 we carried an assignment for the European Investment Bank in collaboration with Leonardo Business Consulting, an leading Africa focused consulting company, carrying a mapping of the philanthropic landscape in Europe and helping the organization develop a new approach to partner with foundations and other philanthropic institutions.

Our website and social media have become a reference for social enterprises seeking funding opportunities. We have been regularly posting opportunities. Strong of a community of over 500 persons and organizations our followers have received regular posting of new funding opportunities and visited our knowledge portal, where we featured some of the state We have increasingly recognized as a “voice” of African social innovation and impact investing, invited to and spoke at various gatherings and convenings, such as the UN Convention on Status of Women in New York, the European Development Days organized by the European Commission, as well as other impact investing conferences in Dakar, Kigali, Paris, Barcelona, and Helsinki.

We also initiated a knowledge portal on our website, collecting and sharing a selection of our favourite guides, toolkits and other material targeted to social enterprises in Africa to help them turn an idea into a viable social business.

FUNDING

WHERE DO OUR FUNDS COME FROM?

Our projects can only exist thanks to the generosity of our active members and donors and volunteers. Since its establishment Afrilanthropy has been relying exclusively on private contributions and has not yet benefited from any public sector or donor grants. Most of our funding came from small donors who have provided contributions from as little as 10 euro to 1000 euros either directly or via crowdfunding platforms. 140 individuals have supported our projects via the Global Giving platform alone. In 2020 we also began corporate sponsoring, with a conference on Mozambique donating parts of its proceeds to our project in the country.

HOW ARE OUR DONATIONS USED?

We are committed to ensuring that donations reach those that we support through our projects. The gist of our resources have been put at the service of our actions. Out of 100 € we collected in 2019, 95 € were intended for our missions. Particular attention was paid to operating costs in order to limit them to only 5% of our total expenses.



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