

# VC Round Accelerator: The Fintech Funding Highway



FSDMoç (Financial Sector Deepening Mozambique) is a non-profit focused on the financial sector development with a focus on inclusion, which supported the first Mozambican fintechs and the first regulatory sandbox. Fintech Solutions was challenged to assist 3 Mozambican fintechs in their first capital raise round. The project included, definition of fundraising strategy and financial analysis, preparation of VC database, pitch training and engagement with the European fintech ecosystem.

## Goals



**II.** Integrate startups in an international fintech environment - the Fintech House Community

**II.** Consolidate fundraising strategy, including definition of VC target and pipeline

**III.** Develop and support communication content and strategy

**IV.** Support investor approach preparation

**V.** Connect startups with potential investors

## Methodology



### Stage 1

#### Initial Screening

1. Execution of Current Status Report of the startups
2. Onboard the startups in the Fintech House Community
3. Execution of benchmark report of funding activity on the African continent
4. Kick-off of investor mapping



### Stage 2

#### Investment Plan

1. Development / Improvement of **financial models**
2. Production of **teasers** and **one pagers** to send to investors on first approach
3. Execution of **Pitch Decks**
4. Training sessions with investors from the Fintech Solutions network



### Stage 3

#### Investor Approach

1. Delivery of document with a series of questions to prepare before meetings with investors
2. **Webinar** execution to increase exposure of startups to the ecosystem
3. Approach investors
4. Final report with lessons learned

## Results

# 01

### VC Ready

Startups acquired the necessary materials and pitch preparation to approach a network of VC's

# 02

### International Exposure

Participating in a webinar organized by Fintech Solutions created **startup momentum**, which leveraged the startup's exposure and enabled approaches to VCs with pretext and context.

# 03

### Ecosystem Drive

The membership at The Fintech House provided a fintech ecosystem experience through workshops, office hours, events and founders meetings.

Webinar Recording here

