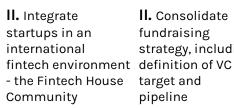
VC Round Accelerator: The Fintech Funding Highway



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. Consolidate fundraising strategy, including communication target and pipeline



III. Develop and support content and strategy



IV. Support investor approach preparation



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

VC Ready

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

Ecosystem Drive

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

Webinar Recording here



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.