

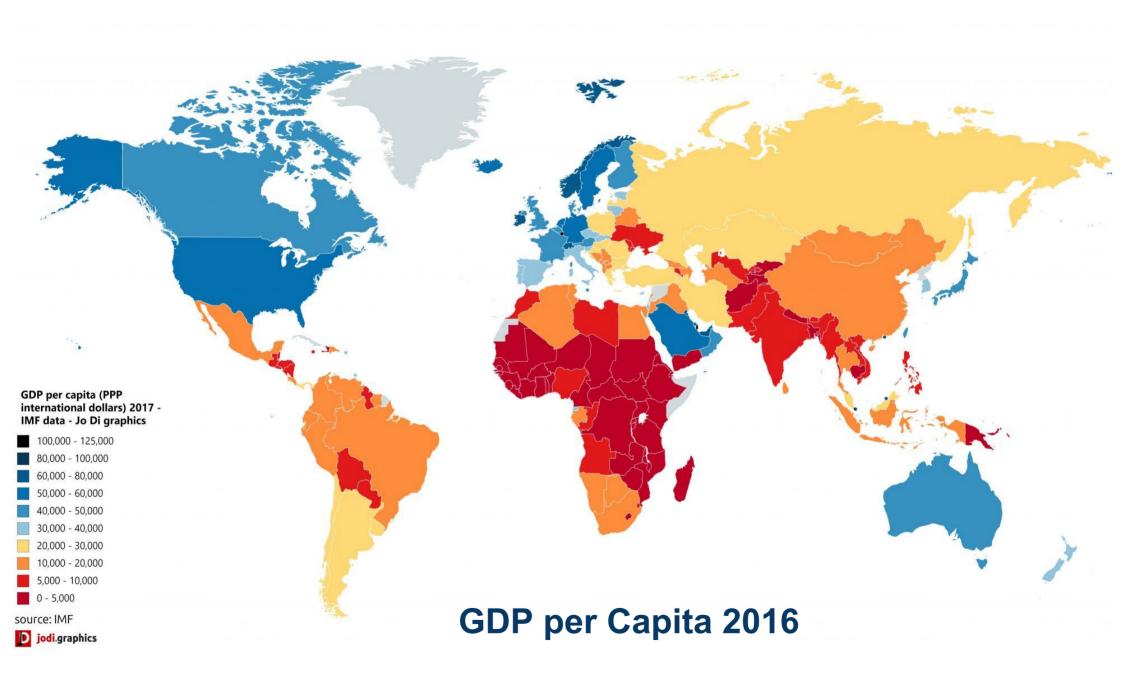


# **Developing World Financial Inclusion Industry Landscape Overview / 2018 Q2**

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| 200 Financial Inclusion Companies                               | 1/1 |
| 200 Impact Investors  | 215 |
| 400 Financial Inclusion Investors                               | 386 |
| Disclaimen  | 467 |
|   | 40/ |

#### Countries with low GDP have low financial inclusion ratio



**Financial Inclusion** Landscape Q2 2018 TOHAA **Companies** afluenta cignifi Mifos X **Specialization** wala **OPP**ORTUN TALA humania kora @agrocenta h cofina omisego paga Stanbic IBTC NeoGrowth ayannah mpurse Of Samuero Bank Group

Prestadero **Pay**tm **LENDINGKA**₹T stellar A Sentinel ₹ML **⊗EVEREX** bankbazaar.co **MIRADOR ◯** Kudi UpGrad InfoCorp **Payments** Loans Aspire mercado RAVN **EKASHIO** BlueOrchard shubham FINADEV brazil**plus** CC-Avenue® m-pesa MobiKwik stripe **BanKo** InCred KOIBANX® Sure**Remit** est finance OAtikus match*move* Remitly worldremit. **CPPI** GetBucks zetra Juvo movilway billon FUNDBOX **BANK BRI** (ii) WeLab VeriTran CreditMantri musoni BETTER THAN CASH **Companies** bKash 🎉 **OCGAP** Kredico O GPFI Lenddo' FREESPACE SmartPesa **Research Centers** z rupeek Lendup = CAPITAL Upstart DVARA Dignity Through Identity UNIVERSITY OF BIRMINGHAM ■ MOSAIC fetswallet. branch Level One Project **EFInA** Fintec Labs FarmDrive ... Kreditech FINANCIAL **K** kobocoin INCLUSION wallettec **▲** LoanAdda 1 FinTech4Good maxicaoh fibr University of BRISTOL 😞 fundera paga **po** ncoss **Mukürü** AsiaKredit<sup>7</sup> konga cellulant\* paydunya McKinsey&Company ven**ëka** GIIN paystack PAYJOY & RainFin unitus labs Soft@ller **Ladder N** nerdwallet Trulico iuntos OTC MICTO ATM *P*ay*Fast*<sup>§</sup> Coverfox awamo pagar.me GuiaBolso STOCKPILE coverwallet oscar nutmeg for (B) **C**@mpareAsia 宜信 MICROENSURE digit **CAPWAY BIMA** 9 MAMBU policy bazaar 🔊 Mifos.\*\* **DEEP** 0101010 01 010101 **Savings** Insurance **KNOWLEDGE ANALYTICS** 

200 - Companies 30 - Research Centers



Financial Inclusion Landscape Q2 2018 Regional Position







## Financial Inclusion Investors Q2 2018





Impact Investors - 200











Financial Inclusion Investors Q2 2018

### Financial Inclusion Investors - 400

















**Executive Summary** 

Throughout the last decade, mobile phone penetration around the world has increased substantially, with mobile penetration rates in some countries of Africa as high as in the United States.

This has motivated many telecom providers to enter these regions. Today, up to 95% of the global population live in areas with mobile network coverage, up to 80% of which have 3G coverage and, as such, access to the internet.

Nonetheless, the level of socioeconomic development of many such regions remains low, creating disproportionate situation in which rural populations who have access to mobile phones and internet still lack basic human amenities, like home electricity, plumbing and clean drinking water.

Access to smartphones serves as a gateway to multiple financial services, tools and technologies. Many people who live in rural areas in developing nations don't have geographic access to banks and financial institutions, and those that do are often unable to access them due to the lack of government issued ID (e.g. passports), which serve as the primary means of proof-of-identity, as required to open accounts at banks.

Emerging FinTech apps and services now serve as the optimal gateway for rural populations in developing nations to gain access to basic financial services - financial inclusion. Moreover, access to such services also serve as gateways to many other opportunities; access to participation within the global economy, and through this, to further socioeconomic development.

As such, supporting companies and initiatives aimed at fostering greater financial inclusion via FinTech mobile apps in developing regions is a clear example of both an impact investment and an ethical business practice. This simultaneously provides necessary services to rural populations, and in doing so, provides the possibility for participation in the global economy and local socioeconomic development, and ultimately leading to greater opportunities for access to basic human amenities and even human rights.

"FinTech for Social Good" and "Blockchain for Social Good", are rising trends that are attracting significant attention from governments, NGOs, companies and investors. This represents more than just financial inclusion; it represents a clear path toward humanitarian good, and towards accelerating the socioeconomic development of underdeveloped countries to give them greater opportunities and the pathway for the inclusion in the modern world.

The aim of this report is to present an overview of financial inclusion initiatives, major technological trends and core technologies that are enabling financial services to over 2 billion unbanked people. We will demonstrate these trends in convergence and outline projections for the future of financial inclusion in developing regions.

This report begins with **Chapter I: Landscape Overview** by charting the landscape of the financial inclusion sphere, listing the top 180 companies and their 400 investors.

**Chapter II: Regional Overview** gives a regional overview of financial inclusion in Africa, Southeast Asia, and Latin America.

**Chapter III: Government Organizations and Financial Inclusion** provides a systemic framework for categorizing the many financial inclusion companies present in developing nations, categorizing them within one of the four following classes: Payments/Transfers, Savings, Loans and Insurance.

Chapter III includes a comprehensive overview of the main roadblocks towards universal financial inclusion in developing countries, stemming from specific discontinuities between banks' modes of operations and the socioeconomic context of the specific developing nations in which financial inclusion is currently at its lowest.

Among these roadblocks are the following factors:

- banks are located far away from the specific geographic locations in which potential clients live;
- banks' services are too expensive for local populations;
- local populations have a general distrust towards financial institutions and banks;
- much of the local population are illiterate, thus providing a fundamental barrier to accessing and using the
  documentation used by banks, and subject to poverty, thus limiting the amount they are able to spend on
  procuring the banks' services.

Chapter IV: International Organizations and Financial Inclusion charts the landscape of large international organizations that have an ongoing role to play in promoting financial inclusion in developing countries by initiating dialogue with government representatives, setting international banking standards, and providing access to research, technology and expertise in order to help developing countries more feasibly transition to the development of an inclusive financial system.

These organizations include The World Bank, the International Finance Corporation, the G20 Global Partnership for Financial Inclusion (GPFI), the Alliance for Financial Inclusion (AFI), the Better Than Cash Alliance, the Consultative Group to Assist the Poor (CGAP), the International Finance Corporation (IFC), the International Fund for Agricultural Development (IFAD), the Organisation for Economic Co-operation and Development (OECD), and the SME Finance Forum.

**Chapter V: Financial Inclusion Research Centers** provides a more specific overview of research centers and non-profit organizations developing and promoting innovative solutions to increasing financial inclusion in developing countries.

Chapter VI: Financial Institutions and Regional Banks dissects the modes of operation employed by financial institutions and regional banks in Africa to identify the specific factors which lead to lack of access to financial services. These factors are also present in financial institutions in other parts of the world where financial inclusion is low, including Latin America and Southeast Asia.

**Chapter VII: Impact Investments** takes a focused look at impact investment in African countries. Impact investment in Africa has the greatest potential to simultaneously address the needs of rural populations and provide ROI to investors who support such projects.

Chapter VIII: Financial Inclusion and FinTech Companies gives readers a broad overview of the private sector landscape of companies focused on FinTech solutions for financial inclusion. The chapter presents a classification framework whereby the over 180 companies focused on developing solutions for financial inclusion can be categorized, consisting of 4 main services that they are trying to enable: Payments/Transfers, Savings, Loans and Insurance. The chapter also identified the largest roadblocks that such companies are facing, and an overview of the technologies that can help them overcome such roadblocks.

Chapter IX: Technologies Crucial for Financial Inclusion analyses the core technologies that are most crucial for enabling FInTech-based solutions to financial inclusion in the developing world, and details how they are being synergistically integrated in order to provide unified frameworks for financial inclusion in developing countries. These are: AI, Blockchain, ChatBots, Biometric-identification systems, CryptoEconomy and Gamification.

The chapter also presents a framework for systematizing and categorizing the multifarious FinTech financial inclusion services and initiatives present in developing countries into one of three categories, based on their inclusion of the above six core technologies:

- 1st generation, which lack all of the above technologies;
- 2nd generation, which employ Blockchain, Al, Biometric-identification systems
- 3rd generation, which employ all six core technologies.

Chapter X: Digital ID and Bio-identification provides comprehensive analysis of the current situation with the "identity gap" in developing regions. The rapid growth of mobile phone ownership — which has reached 6.5 billion users globally — is a historic opportunity to reduce the "identity gap." Digital identity is a proven solution to many of the challenges surrounding official identification. Sophisticated bio-identification solutions empowered by AI and blockchain technologies, which can be used as proof-of-identity mechanisms will be the main drivers to neutralise and leapfrog the "identity gap" problem..

Overall, the report provides a detailed look at the root causes of low financial inclusion in developing nations generally, and in Africa, Southeast Asia and Latin America in particular, stemming both from specific modes of operation used by traditional financial institutions in those countries, as well as specific socioeconomic issues facing rural populations in those regions.

The report concludes with an appendix profiling the top 180 companies in the financial inclusion space. Also included are additional important players in the space including institutional investors, impact investors, research centers and non-profits.

It concludes by identifying core technologies that serve as the hallmarks for the future of successful financial inclusion solutions and initiatives and outlines forecasts on the matter of Financial Inclusion and FinTech in general for the emerging markets.

The synergetic convergence of these core technologies will enable increased financial inclusion in the developing regions and will take shape within the next 5 years, and prove to be the most disruptive factors changing the shape of the financial services industry in the developing regions.

Furthermore, it will prove to be among the most powerful forces for increasing the quality of life for rural populations of developing nations who current lack not just access to basic financial services, but also to basic human amenities and human rights.

All these activities surrounding "FinTech for Social Good" and Financial Inclusion in developing regions represents more than just outstanding business opportunity; it represents a clear path toward humanitarian good, impact investment, ethical business and above all else, towards accelerating the socioeconomic development of emerging countries.



### **Financial Inclusion / 200 Companies**

| 1.          | AcountingLive                 | 34. | CapWay                      | 67.  | GoSwiff             |
|-------------|-------------------------------|-----|-----------------------------|------|---------------------|
| 2.          | Aella Credit                  | 35. | CCAvenue                    | 68.  | Groupe COFINA       |
| 3.          | Aflore                        | 36. | Cellulant                   | 69.  | guiabolso           |
| 4.          | Afluenta                      | 37. | Chillr                      | 70.  | Hero                |
| 5.          | AGROCENTA                     | 38. | Cignifi                     | 71.  | humaniq             |
| 6.          | AirFox ICO                    | 39. | Clix Capital                | 72.  | i-Pay EFT Payment   |
| 7.          | Amber Financial Services      | 40. | compareasiagroup            | 73.  | inclusivity.network |
| 8.          | Artawana                      | 41. | ConnectAfrica               | 74.  | Incred              |
| 9.          | AsiaKredit                    | 42. | Coverfox Insurance          | 75.  | Instamojo           |
| 10.         | Aspire Singapore              | 43. | coverwallet                 | 76.  | InVoiceWorkx        |
| 11.         | Atikus                        | 44. | Cow-Token                   | 77.  | iyzico              |
| 12.         | atombank                      | 45. | creditease                  | 78.  | Janalakshmi         |
| 13.         | Avante                        | 46. | CreditMantri                | 79.  | juntos              |
| 14.         | awamo                         | 47. | CredoLab                    | 80.  | Juspay              |
| 15.         | ayannah                       | 48. | Dewan Housing Finance       | 81.  | KASHIO INC          |
| 16.         | bank4you.io                   | 49. | Dianrong                    | 82.  | Kobocoin            |
| 17.         | Bankaool                      | 50. | digit                       | 83.  | Konfio              |
| 18.         | BankBazaar                    | 51. | Domus Semo Sancus           | 84.  | KongaPay            |
| 19.         | BanQu                         | 52. | ellevest                    | 85.  | KORA                |
| 20.         | Baobab                        | 53. | Everex ICO                  | 86.  | KREDICO             |
| 21.         | BeepTool - M-NAIRA            | 54. | FARMDRIVE                   | 87.  | Kreditech Holding   |
| <b>22</b> . | Bharat Financial Inclusion    | 55. | Fettle Group                | 88.  | Kudi                |
| <b>23</b> . | Bidu                          | 56. | Finadev                     | 89.  | L-Pesa Microfinance |
| 24.         | BigWin Infotech               | 57. | Financial Software Systems  | 90.  | ladder              |
| <b>25</b> . | Billon Group                  | 58. | FlexM                       | 91.  | LALA World          |
| <b>26</b> . | BIMA                          | 59. | forusall                    | 92.  | Lenddo              |
| <b>27</b> . | Bitsoko                       | 60. | ftcash                      | 93.  | LENDINGKART         |
| 28.         | BKash                         | 61. | Fundbox                     | 94.  | LendUp              |
| <b>29</b> . | blooom                        | 62. | Fundera                     | 95.  | level one project   |
| 30.         | BPI Globe BanKO               | 63. | Funding Societies           | 96.  | Loanadda            |
| 31.         | Branch - Branch International | 64. | Funds & Electronic Transfer | 97.  | lufax               |
| <b>32</b> . | Brazil Plus                   |     | Solutions                   | 98.  | m-kopa              |
| 33.         | Capital Float                 | 65. | Fuzo Limited                | 99.  | M-pesa              |
|             |                               | 66. | GetBucks                    | 100. | MamboPay            |
|             |                               |     |                             |      | -                   |

### **Financial Inclusion / 200 Companies**

| 101. | mambu                          | 134. | Oscar Health                  | 167. | Softeller                       |
|------|--------------------------------|------|-------------------------------|------|---------------------------------|
| 102. | Margdarshak Financial Services | 135. | OTC Payments - Micro ATM      | 168. | Stanbic IBTC Bank               |
| 103. | matchmove                      | 136. | paga                          | 169. | stellar                         |
| 104. | Maxicash                       | 137. | Pagar.me                      | 170. | stockpile                       |
| 105. | Mercado Pago                   | 138. | PayDunya                      | 171. | stripe                          |
| 106. | microensure                    | 139. | PayFast                       | 172. | sureremit                       |
| 107. | MicroMoney                     | 140. | PAYJOY                        | 173. | Tala                            |
| 108. | Mifos Initiative               | 141. | Paystack                      | 174. | Telcoin                         |
| 109. | Mirador                        | 142. | paytm                         | 175. | The Digital Reserve             |
| 110. | mobikwik                       | 143. | Peach Payments                | 176. | Three Wheels United             |
| 111. | MoIP                           | 144. | Pintail                       | 177. | TOKENOMY                        |
| 112. | MONEYFELLOWS                   | 145. | plaid                         | 178. | TRANSFORMIFY                    |
| 113. | moneyview                      | 146. | policybazaar                  | 179. | trulioo                         |
| 114. | Movilway                       | 147. | Predictus                     | 180. | trustingsocial                  |
| 115. | Mpurse                         | 148. | Prepaid Online Systems, Corp. | 181. | Udhaar                          |
| 116. | Mukuru                         |      | (POLS Corp.)                  | 182. | upgrade                         |
| 117. | Musoni                         | 149. | Prestadero                    | 183. | upstart                         |
| 118. | Nav Technologies               | 150. | producepay                    | 184. | uulala                          |
| 119. | Naya Jeevan Foundation         | 151. | Quotanda                      | 185. | Varo Money                      |
| 120. | Neogrowth                      | 152. | RainFin                       | 186. | VCpay                           |
| 121. | nerdwallet                     | 153. | raisin                        | 187. | Veneka                          |
| 122. | NIRA                           | 154. | RapiCredit                    | 188. | VeriTran                        |
| 123. | Nivesh.com                     | 155. | Ravn                          | 189. | VugaPay                         |
| 124. | Nomanini                       | 156. | Razorpay                      | 190. | wala                            |
| 125. | nubank                         | 157. | Recarga Pay                   | 191. | Wallettec - Wallettec (Pty) Ltd |
| 126. | nutmeg                         | 158. | Remit                         | 192. | WeCashUp - WeCashUpGv           |
| 127. | OHMY Technologies              | 159. | remitly                       | 193. | WeChat                          |
| 128. | OmiseGO                        | 160. | revolut                       | 194. | welab                           |
| 129. | OneLoad                        | 161. | Rupeek                        | 195. | wiGroup                         |
| 130. | One97 Communications           | 162. | Saldo                         | 196. | Wizzit                          |
| 131. | Onelyst                        | 163. | Sentinel Chain                | 197. | worldremit                      |
| 132. | Oportun                        | 164. | SESO                          | 198. | Zeepay                          |
| 133. | OptioAl                        | 165. | Shubham Housing Development   | 199. | ZestFinance                     |
|      |                                |      | Finance Company               | 200. | Zoona                           |
|      |                                | 166. | SmartPesa                     |      |                                 |

| 1.  | 10x Group                         | 34.         | Google Launchpad Accelerator    | 67.  | KCRise Fund                   |
|-----|-----------------------------------|-------------|---------------------------------|------|-------------------------------|
| 2.  | 500 Startups                      | 35.         | Digital Pioneers                | 68.  | Khosla Impact                 |
| 3.  | ABG Capital                       | 36.         | Orange Digital Ventures         | 69.  | Kickstart Seed Fund           |
| 4.  | ACE & Company                     | 37.         | DN Capital                      | 70.  | LINE Corporation              |
| 5.  | Acumen                            | 38.         | Dominet Digital                 | 71.  | LionBird                      |
| 6.  | Allen & Company                   | 39.         | Dorm Room Fund                  | 72.  | Lok Capital                   |
| 7.  | Amazon                            | 40.         | Draper Nexus Ventures           | 73.  | Lowercase Capital             |
| 8.  | Start Fund                        | 41.         | EASME - EU Executive Agency for | 74.  | Lightspeed Venture Partners   |
| 9.  | Apis Partners                     |             | SMEs                            | 75.  | Lumenary                      |
| 10. | Arena Ventures                    | 42.         | Eight Roads Ventures            | 76.  | Lumia Capital                 |
| 11. | Artha India Ventures              | 43.         | Female Founders Fund            | 77.  | The MasterCard Foundation     |
| 12. | Astia Angels                      | 44.         | Fidelity Investments            | 78.  | Mediterrania Capital Partners |
| 13. | Avala Capital                     | 45.         | Financial Solutions Lab         | 79.  | NJF Capital                   |
| 14. | AXA Group                         | 46.         | FinSight Ventures               | 80.  | Northwestern Mutual Future    |
| 15. | British Business Bank Investments | 47.         | Fintonia Group                  |      | Ventures                      |
| 16. | Banco Bilbao Vizcaya Argentaria   | 48.         | Flight Ventures                 | 81.  | Nordic Eye                    |
| 17. | BDC Capital Corporation           | 49.         | Formation 8                     | 82.  | Northern Arc                  |
| 18. | Beenos Partners                   | 50.         | Fortress Investment Group       | 83.  | One97 Communication           |
| 19. | Binomial Ventures                 | 51.         | Foundation Capital              | 84.  | Opportunity International     |
| 20. | Breyer Capital                    | <b>52</b> . | Founder Collective              | 85.  | Point72 Ventures              |
| 21. | Bronze Investments                | 53.         | Freestyle Capital               | 86.  | Policybazaar                  |
| 22. | IFMR Capital                      | 54.         | GC Capital                      | 87.  | Project 11 Ventures           |
| 23. | Vulcan Capital                    | 55.         | Gentera                         | 88.  | Red Bear Angels               |
| 24. | Capitaleye Investments            | 56.         | Gibraltar Ventures              | 89.  | Redpoint                      |
| 25. | Capricorn Investment Group        | <b>57</b> . | Rakuten                         | 90.  | Red Swan Ventures             |
| 26. | Catamaran Ventures                | 58.         | Golden Gate Ventures            | 91.  | Rethink Impact                |
| 27. | CF                                | 59.         | Goodwell Investments            | 92.  | Ribbit Capital                |
| 28. | Compound                          | 60.         | Green Bank                      | 93.  | Route 66 Ventures             |
| 29. | Visa                              | 61.         | GSD Capital                     | 94.  | Safaricom                     |
| 30. | Creation Investments Capital      | 62.         | Hack VC                         | 95.  | SamsungNEXT Ventures          |
|     | Management, LLC                   | 63.         | Homebrew                        | 96.  | Serious Change                |
| 31. | CreditEase                        | 64.         | Horizons Ventures               | 97.  | Singularity Investments       |
| 32. | DDF                               | 65.         | India Quotient                  | 98.  | Sistema Asia Fund             |
| 33. | Designer Fund                     | 66.         | Innovating Capital              | 99.  | SK Ventures                   |
|     |                                   |             |                                 | 100. | Social Venture Partners       |
|     |                                   | 1           |                                 | 1    |                               |

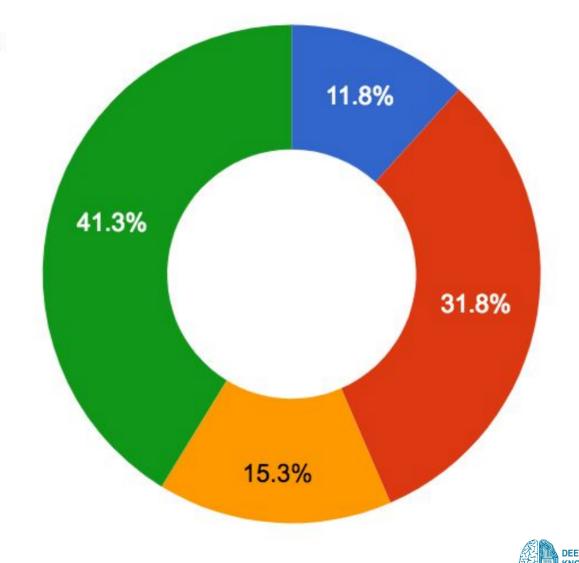
| 101. | Speedinvest                     | 134. | Allianz Life Insurance            | 167. | Brainworks Capital Management      |
|------|---------------------------------|------|-----------------------------------|------|------------------------------------|
| 102. | Spiral Ventures Pte Ltd.        | 135. | Allianz Life Ventures             | 168. | btov Partners                      |
| 103. | Life.SREDA                      | 136. | Allianz X                         | 169. | The California Endowment           |
| 104. | StartX (Stanford-StartX Fund)   | 137. | Alpha JWC Ventures                | 170. | Canaan Partners                    |
| 105. | Steadview Capital               | 138. | Amadeus Capital Partners          | 171. | CapitalG                           |
| 106. | Stripe                          | 139. | American Express Ventures         | 172. | Carlyle Group                      |
| 107. | Techstars                       | 140. | Anicut Capital                    | 173. | Caspian Impact Investments         |
| 108. | Thrive Capital                  | 141. | Ant Financial                     | 174. | Catalyst Fund                      |
| 109. | Tree Line Asia                  | 142. | Anthemis Group                    | 175. | Commercial Bank of Africa          |
| 110. | Two Sigma Ventures              | 143. | Arbor Ventures                    | 176. | CDC Group                          |
| 111. | Ule                             | 144. | Armada Investment AG              | 177. | CDH Investments                    |
| 112. | Upside Partnership              | 145. | Aslanoba Capital                  | 178. | Center for Financial Services      |
| 113. | Urizen Ventures I               | 146. | Aspada .                          |      | Innovation (CFSI)                  |
| 114. | Värde Partners                  | 147. | Aspect Ventures                   | 179. | CICC                               |
| 115. | Velocity Capital Private Equity | 148. | Alumni Ventures Group             | 180. | Cisco Investments                  |
| 116. | Ventures Platform               | 149. | Axiata Digital Innovation Fund    | 181. | Clocktower Technology Ventures     |
| 117. | Verily                          | 150. | Baidu                             | 182. | China Minsheng Bank                |
| 118. | Wavemaker Partners              | 151. | Bajaj Auto Finance                | 183. | Collaborative Fund                 |
| 119. | Wellington Management           | 152. | Balderton Capital                 | 184. | Comcast Ventures                   |
| 120. | Wing Venture Capital            | 153. | Bamboo Capital Partners           | 185. | Commerce Ventures                  |
| 121. | Woodford Investment Management  | 154. | Baseline Ventures                 | 186. | CommerzVentures GmbH               |
| 122. | 121WATT                         | 155. | BDC Venture Capital               | 187. | Contour Venture Partners           |
| 123. | 1864 Accelerator                | 156. | BEENEXT                           | 188. | Core Innovation Capital            |
| 124. | 212                             | 157. | Bezos Expeditions                 | 189. | CoVenture                          |
| 125. | 4Di Capital                     | 158. | Bertelsmann India Investments     | 190. | Credit Suisse                      |
| 126. | 88mph.ac                        | 159. | BlackRock                         | 191. | CreditEase Fintech Investment Fund |
| 127. | 8VC                             | 160. | Blue Compass Investments          | 192. | Crosslink Capital                  |
| 128. | Andreessen Horowitz             | 161. | Blue Haven Initiative             | 193. | Crowdcube                          |
| 129. | Accel Partners                  | 162. | Blue Ivy Ventures                 | 194. | CRV                                |
| 130. | Accion                          | 163. | BlueOrchard Finance S A           | 195. | CITIC Securities                   |
| 131. | Acton Capital Partners          | 164. | Blumberg Capital                  | 196. | CSC Upshot                         |
| 132. | Adlevo Capital                  | 165. | Bohai Leasing                     | 197. | DAG Ventures                       |
| 133. | AFD Group                       | 166. | BoxGroup                          | 198. | Data Collective                    |
|      | 1                               | 167. | BlackPine Private Equity Partners | 199. | Digicel                            |

| 201.         | Draper Associates                | 234. | Global Founders Capital            | 267. | Intel Capital                        |
|--------------|----------------------------------|------|------------------------------------|------|--------------------------------------|
| 202.         | Draper Esprit                    | 235. | GMO Venture Partners               | 268. | Intercept Ventures                   |
| 203.         | DST Systems                      | 236. | Goldman Sachs                      | 269. | Inventus Capital Partners            |
| 204.         | Dubai Angel Investors            | 237. | Gray Ghost Ventures                | 270. | Investopad                           |
| 205.         | Developing World Markets         | 238. | Green D Ventures                   | 271. | ITOCHU Corporation                   |
| 206.         | DZ BANK                          | 239. | GREE Ventures                      | 272. | IVP (Institutional Venture Partners) |
| 207.         | e.Bricks Ventures                | 240. | Greylock Partners                  | 273. | IvyCap Ventures                      |
| 208.         | EG Capital Advisors              | 241. | Guotai Junan Securities            | 274. | Jaguar Ventures                      |
| 209.         | European Investment Bank (EIB)   | 242. | GV                                 | 275. | Jardine Matheson Group               |
| 210.         | eLab Accelerator                 | 243. | Guangdong Technology Financial     | 276. | Jacob Ballas Capital India           |
| 211.         | Elevar Equity                    |      | Group                              | 277. | Jump Capital                         |
| 212.         | Endeavor Catalyst                | 244. | Hashed                             | 278. | Kalon Venture Partners               |
| 213.         | US Department of Energy          | 245. | Hatchd Digital                     | 279. | Kaszek Ventures                      |
| 214.         | Alibaba Entrepreneurs Fund       | 246. | Highland Capital Partners          | 280. | Kensington Capital Partners Limited  |
| 215.         | Entree Capital                   | 247. | Helion Venture Partners            | 281. | Khazanah Nasional                    |
| 216.         | eVentures Africa Fund            | 248. | HitFox Group                       | 282. | Khosla Ventures                      |
| 217.         | Expansion Venture Capital        | 249. | Holley Group                       | 283. | Kickstart Ventures                   |
| 218.         | Experian                         | 250. | HPE Growth Capital                 | 284. | Kima Ventures                        |
| 219.         | Felicis Ventures                 | 251. | H&Q Asia Pacific                   | 285. | Kinnevik AB                          |
| 220.         | Fenway Summer Ventures           | 252. | Hyde Park Venture Partners         | 286. | KIZOO                                |
| 221.         | FirstMark                        | 253. | Industrial Development Corporation | 287. | Kleiner Perkins Caufield & Byers     |
| <b>222</b> . | First Round Capital              | 254. | IDG Capital Partners               | 288. | Kreos Capital                        |
| 223.         | FJ Labs                          | 255. | IDG Ventures India                 | 289. | Lakestar                             |
| 224.         | Flybridge Capital Partners       | 256. | International Finance Corporation  | 290. | LaunchCapital                        |
| 225.         | Forté Ventures                   | 257. | IFC Asset Management Company       | 291. | LeapFrog Investments                 |
| 226.         | FORUM                            | 258. | IFU                                | 292. | Lerer Hippeau                        |
| 227.         | Founders' Co-op                  | 259. | iGlobe Partners                    | 293. | LGT Venture Philanthropy             |
| 228.         | Founders Fund                    | 260. | Index Ventures                     | 294. | LocalGlobe                           |
| 229.         | Fullerton Financial Holdings     | 261. | IIFL                               | 295. | Lundin Foundation                    |
| 230.         | GAWA Capital                     | 262. | India Internet Fund                | 296. | Matchmove                            |
| 231.         | General Catalyst                 | 263. | Industry Ventures                  | 297. | Matrix Partners                      |
| 232.         | Generation Investment Management | 264. | Info Edge                          | 298. | Max Giant Capital                    |
| 233.         | GIC                              | 265. | ING Group                          | 299. | Mayfield Fund                        |
|              |                                  | 266. | iNovia Capital                     | 300. | MediaTek                             |

| 301. | Menlo Ventures                  | 334. | Ping An Ventures              | 368. | Softbank Ventures Korea          |
|------|---------------------------------|------|-------------------------------|------|----------------------------------|
| 302. | Mesa Ventures                   | 335. | Plug and Play                 | 369. | Soma Capital                     |
| 303. | Millicom Systems                | 336. | Point Nine Capital            | 370. | Sound Ventures                   |
| 304. | MindWorks Ventures              | 337. | Polar Capital Holdings        | 371. | Spark Capital                    |
| 305. | MissionOG                       | 338. | Portfolia                     | 372. | Spring Ventures                  |
| 306. | Mistral Venture Partners        | 339. | Project A                     | 373. | Sprints Capital                  |
| 307. | Moonshots Capital               | 340. | PSP Growth                    | 374. | Square Peg Capital               |
| 308. | Morgan Stanley                  | 341. | QueensBridge Venture Partners | 375. | C.V. Starr & Co                  |
| 309. | Morningstar                     | 342. | QED Investors                 | 376. | Starr Companies                  |
| 310. | Motilal Oswal Venture Capital   | 343. | Qualgro VC                    | 377. | Startupbootcamp                  |
|      | Advisors                        | 344. | Quona Capital                 | 378. | Startup Spaze                    |
| 311. | Michael & Susan Dell Foundation | 345. | Radicle Impact                | 379. | Stripes Group                    |
| 312. | Nationwide Ventures             | 346. | Revolution                    | 380. | Susa Ventures                    |
| 313. | New Enterprise Associates       | 347. | Richmond Global Ventures      | 381. | SV Angel                         |
| 314. | Net1                            | 348. | Right Side Capital Management | 382. | Silicon Valley Bank              |
| 315. | Newid capital                   | 349. | RRE Ventures                  | 383. | SVB Capital                      |
| 316. | Newtown Partners                | 350. | Runa Capital                  | 384. | Taurus Ventures                  |
| 317. | Northern Light Venture Capital  | 351. | Saama Capital                 | 385. | TBL Mirror Fund                  |
| 318. | Northgate Capital               | 352. | Credit Saison                 | 386. | Barclays Accelerator (Powered by |
| 319. | Nova Founders Capital           | 353. | Salesforce Ventures           |      | Techstars)                       |
| 320. | NXTP Labs                       | 354. | Satya Capital                 | 387. | Tekton Ventures                  |
| 321. | NXT Ventures                    | 355. | SAIF Partners                 | 388. | Telenor                          |
| 322. | Nyca Partners                   | 356. | SBI Group                     | 389. | Temasek Holdings                 |
| 323. | Oakhouse Partners               | 357. | Standard Chartered Bank       | 390. | The Perkins Fund                 |
| 324. | Obvious Ventures                | 358. | Schroders Plc                 | 391. | The Rise Fund                    |
| 325. | Omidyar Network                 | 359. | Seedcamp                      | 392. | Think +                          |
| 326. | Omidyar Technology Ventures     | 360. | Sequoia Capital               | 393. | Third Point Ventures             |
| 327. | ORIX Asia Capital Ltd           | 361. | Susquehanna Growth Equity     | 394. | Thomvest Ventures                |
| 328. | Paua Ventures                   | 362. | Sun Hung Kai Properties       | 395. | Tokyo Founders Fund              |
| 329. | PayPal                          | 363. | SignalFire                    | 396. | TOM Group Limited                |
| 330. | PayU                            | 364. | Simone Investment Managers    | 397. | TomorrowVentures                 |
| 331. | Peak Ventures                   | 365. | Santander InnoVentures        | 398. | Toscafund Asset Management       |
| 332. | Pentech Ventures                | 366. | Social Leverage               | 399. | TPG                              |
| 333. | Grand Corporation Osaka         | 367. | SoftBank                      | 400. | Transamerica Ventures            |

## Financial Inclusion Investment / Regional Comparison Q2 2018

- Investments in Africa
- Investments in Asia
- Investments in Latin America
- Investments in Western Companies



**Source**: Deep Knowledge Analytics



#### Financial inclusion in Developing Countries: Africa

The main barrier to financial inclusion is basic lack of money. The "Review of Development Finance", Volume 6 issue 1 written by Alexandra Zins and Laurent Weill presented that:

"The Africa continent is at a leading position concerning mobile money banking, especially in East Africa where more than 73% of Kenyans are mobile money customers. In sub-Saharan Africa (SSA), 36 countries out of 54 have mobile banking services. 2.5 billion people in lower to-middle income countries have no access to banking services.

Saving habits are different on the Africa continent in comparison to the world. The main motivations of saving in Africa are "for education" (21.3%) and "for farm or business" (19.6%). While 23.9% of individuals worldwide and 40% of individuals of high-income economies save for old age, which is their main saving motivation, only 10.3% of Africa individuals do so.

The main source of credit in Africa is "family and friends" (37.5%). The second source of credit in Africa is "a store" (7.9%), in line with the global trend (7.9%). Borrowing formally (6.7%) and borrowing from another private lender (4.7%) are less common in Africa. 41% of Africa individuals reported having borrowed from an informal source. 51.4% of Africa individuals declared having borrowed from any source in the past 12 months, a figure which is higher than the 42.4 global percent".

Mthuli Ncube, the current Managing Director and Head of Quantum Global Research Lab mentioned in the article "Digital Financial Services and Financial Inclusion in Africa" that:

"Kenya shows the highest level of financial inclusion at 67% rate and followed by Nigeria at 60%. Cameroon is at 47% inclusion rate, while the rest of the countries in the sample are all below 30% inclusion rate. The lowest rate is recorded in Mozambique at 13% inclusion rate".

**Sources**: <a href="https://www.sciencedirect.com/science/article/pii/S1879933716300549">https://www.sciencedirect.com/science/article/pii/S1879933716300549</a>
<a href="https://guantumglobalgroup.com/commodities\_cat/digital-financial-services-and-financial-inclusion-in-africa/">https://guantumglobalgroup.com/commodities\_cat/digital-financial-services-and-financial-inclusion-in-africa/</a>

#### Financial inclusion in Developing Countries: Asia

In an article entitled "Singapore Plans Blockchain Push to Boost Financial Inclusion" written by Wolfie Zhao, the author wrote that:

"The Singapore government is looking to boost blockchain development in an effort to improve financial inclusion for Southeast Asian countries. The neighboring nation of Malaysia is also moving to utilize blockchain technology to advance banking services across the region. Similarly, Thailand's Siam Commercial Bank is building out a Ripple-based blockchain remittance platform for cross border payments".

Southeast Asian government officials are seriously considering using blockchain-based solutions to address financial inclusion. This is an increasingly trend as evidenced by research conducted by Oliver Wyman's, who states in a recent article that:

"Digital financial solutions could play a significant part in closing gaps in financial inclusion. They could address about 40% of the volume of unmet demand for payments services and 20% of the unmet credit needs in the BoP and MSME segments. Digital finance alone cannot entirely close the gaps in financial inclusion. But it is estimated that the cumulative effect of digitally driven acceleration in financial inclusion could boost GDP by 2% to 3% in markets like Indonesia and the Philippines, and 6% in Cambodia. For the population earning less than \$2 a day, that would translate to a 10% increase in income in Indonesia and the Philippines, and an increase of around 30% in Cambodia. 99% of Indian adults with an account at a financial institution have a bank account. Kenya's extreme poverty is ranking 187 in per-capita GDP, of the country's 47 million people, seven in 10 adults (69%) have financial accounts. The percentage of Bangladeshis with formal financial services accounts almost doubled from 20% to 34% between 2013 and 2016. In 2016, only one in 10 adults (13%) had a registered account. Many Beninese adults are financially active, with 47 percent report having saved in some manner and 20 percent reporting have borrowed. Mobile money awareness is high, as is access to mobile phones."

**Sources**: <a href="https://www.coindesk.com/singapore-plans-blockchain-push-to-boost-asean-financial-inclusion/https://www.adb.org/sites/default/files/publication/222061/financial-inclusion-se-asia.pdf">https://www.coindesk.com/singapore-plans-blockchain-push-to-boost-asean-financial-inclusion/https://www.adb.org/sites/default/files/publication/222061/financial-inclusion-se-asia.pdf</a>

#### Financial inclusion in Developing Countries: Latin America

Amanda Jacobson Manager of Latin America, Village Capital, wrote in a recent report titled "What does "financial inclusion" really mean, and how can entrepreneurs make the difference?" that

"Low-income unbanked and underbanked people, both from big cities and small towns, often have to struggle to work a half dozen jobs with little certainty of their cash flows. Entrepreneurs across Latin America are emerging quickly to address problems in financial inclusion".

The authors of "Financial Inclusion in Latin America: Facts, Obstacles and Central Banks' Policy Issues" also indicate that:

"Latin American countries do not look good relative to their comparators. Among the region, Peru, Honduras, Guatemala and Nicaragua are among the countries with the lowest quality of institutions and a low value for financial inclusion. In contrast, Chile is the only country in the region where the indicator representing institutional quality is closer to those in high-income countries. Modern Latin America is home to over 600 million people across 20 nations. The percentage of the Latin American population with a bank account has gone from 39% to over 50% in just the last five years. Online sales don't make up as large a portion of total GDP as regions like Europe (2.5%, \$523bn) or North America (2.6%, \$562bn), but Latin America still has around 300 million internet users — 135 million of whom shop online. Over 400 million people in Latin America now own a mobile phone, and there has been significant regional investment in 3G services".

**Sources:** <a href="https://vilcap.com/wp-content/uploads/2017/06/Latin-America%E2%80%99s-3-greatest-financial-inclusion-challenges.pdf">https://vilcap.com/wp-content/uploads/2017/06/Latin-America%E2%80%99s-3-greatest-financial-inclusion-challenges.pdf</a>
<a href="https://www.paymenteye.com/2017/03/23/financial-inclusion-in-latin-america-what-does-it-mean-for-e-commerce/">https://www.paymenteye.com/2017/03/23/financial-inclusion-in-latin-america-what-does-it-mean-for-e-commerce/</a>

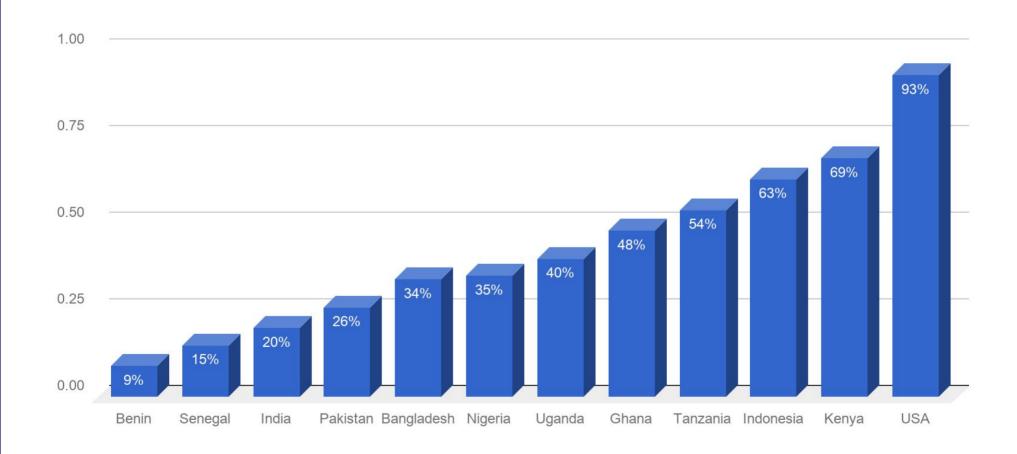
#### **Main trends**

A report entitled "The Mobile Economy Sub-Saharan Africa 2017" published by GSMA notes the following trends:

- 1. At the end of 2016, there were 420 million unique mobile subscribers in Sub-Saharan Africa. The region will have more than half a billion unique mobile subscribers by 2020, by which time around half the population will subscribe to a mobile service.
- 2. 3G will remain the dominant mobile broadband technology for the foreseeable future, but 4G adoption is rising rapidly following increasing network rollout. Smartphone connections in Sub-Saharan Africa have doubled over the past two years to nearly 200 million. Key factors supporting the growth of smartphone adoption in the region include the increasing affordability of new devices and a growing market for second-hand devices. This trend, along with the uptake of mobile broadband services, is driving demand for digital content and, consequently, an increase in mobile data traffic.
- 3. Mobile's contribution to GDP is expected to rise to \$142 billion, equivalent to 8.6% of GDP, by 2020 as countries benefit from improvements in productivity and efficiency brought about by increased take-up of mobile services. The mobile ecosystem also supported approximately 3.5 million jobs in Sub-Saharan Africa in 2016.
- 4. Mobile internet penetration in Sub-Saharan Africa doubled over the past three years to 26% by the end of 2016, with 120 million new mobile internet subscribers added over the period. Mobile technology is the only available platform for the majority of the population to get online; mobile networks cover a wider area than any other technology in the region.
- 5. Over the next four years, an additional 155 million people are expected to subscribe to a mobile internet service, bringing the total to 411 million and a penetration rate of around 38% by the end of 2020.

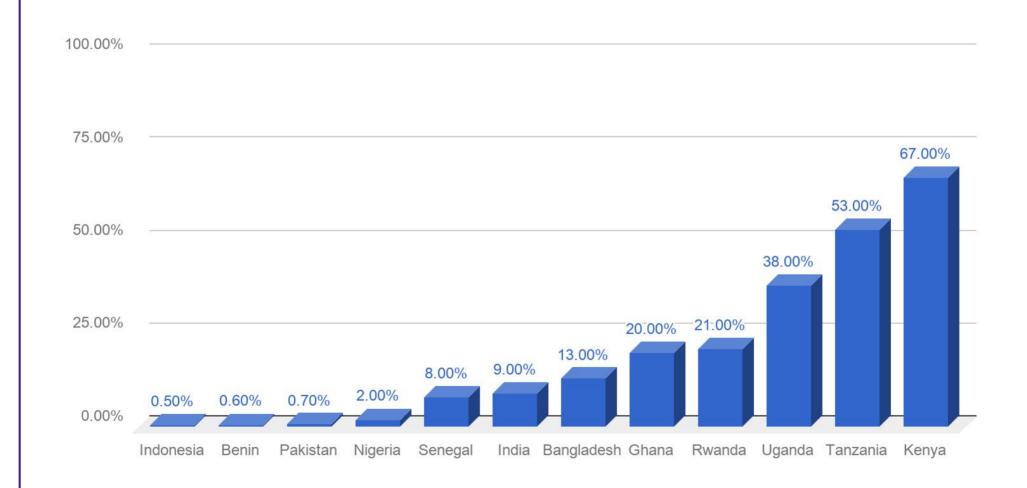
Source: <a href="https://www.gsma.com/mobileeconomy/sub-saharan-africa-2017/">https://www.gsma.com/mobileeconomy/sub-saharan-africa-2017/</a>

### Financial Inclusion in Developing Countries / Comparison



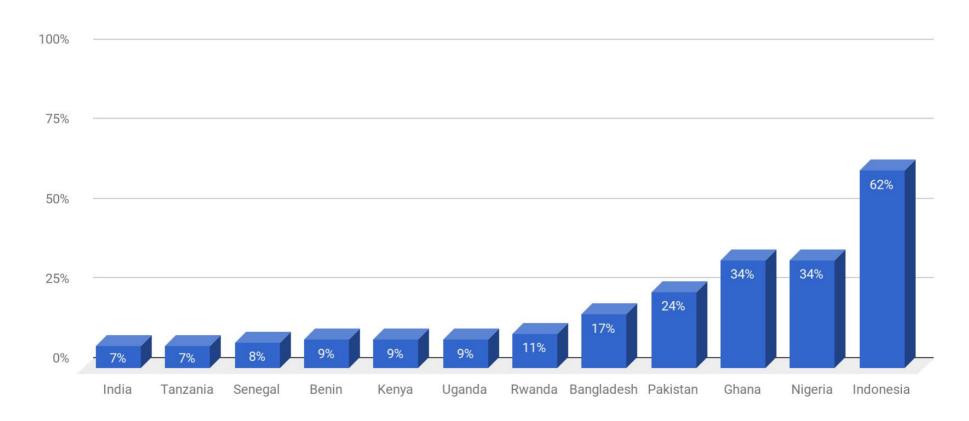
Source: InterMedia's Financial Inclusion Insights

## Registered Mobile Money Accounts in Developing Countries



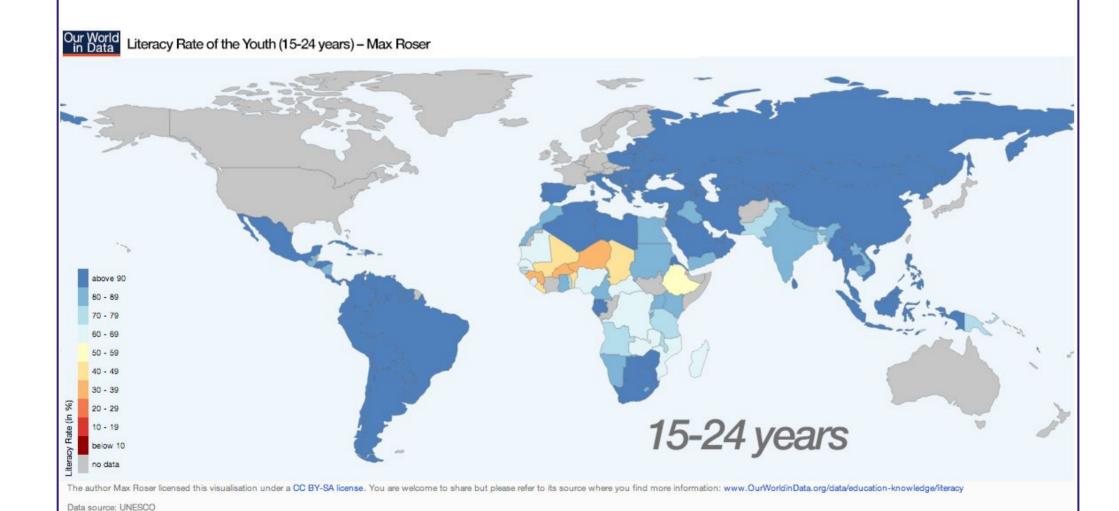
Source: InterMedia's Financial Inclusion Insights

## Full service bank accounts in Developing Countries



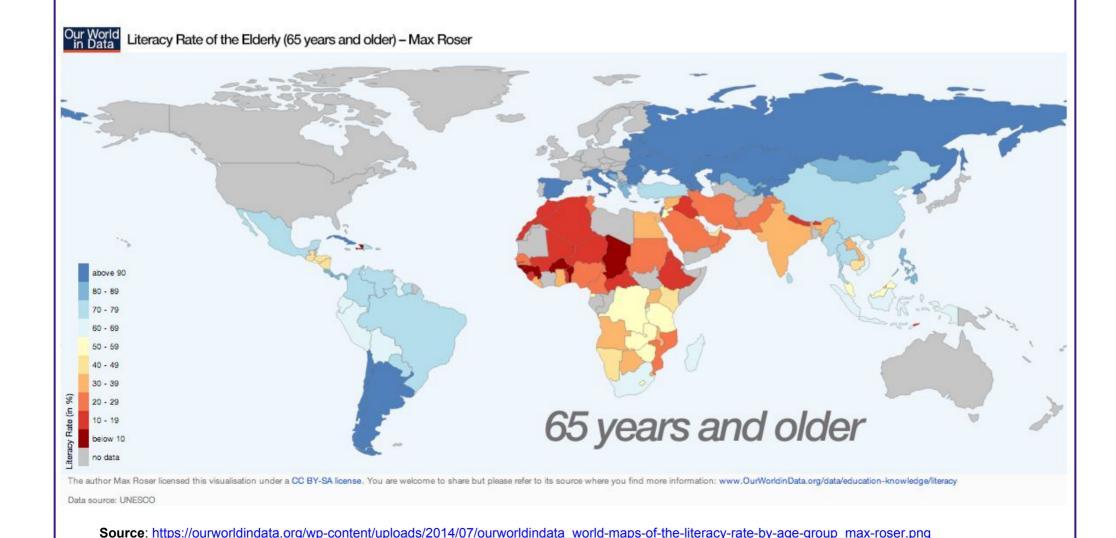
Source: InterMedia's Financial Inclusion Insights

## The young generation in Developing Countries is much better educated than before



Source: https://ourworldindata.org/wp-content/uploads/2014/07/ourworldindata\_world-maps-of-the-literacy-rate-by-age-group\_max-roser.png

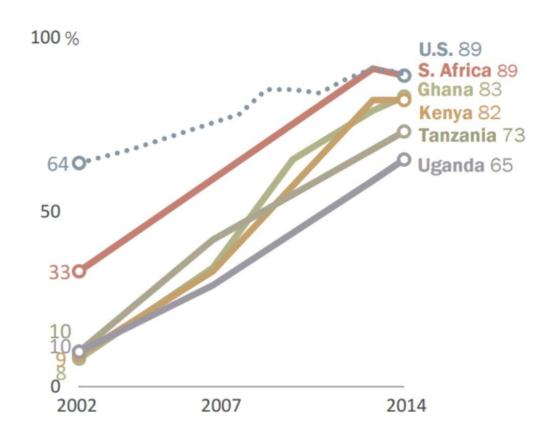
## The young generation in Developing Countries is much better educated than before



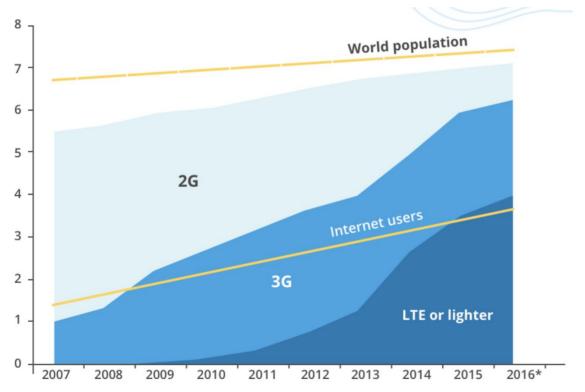
## Mobile penetration in some Africa countries is as high as in the United States

Sub-Saharan Africa remains the region with the highest growth rate in mobile subscriptions globally

In 2002 roughly one-in-ten owned a mobile phone in Tanzania, Uganda, Kenya and Ghana followed by exponential growth



# The Mobile Network is a gateway to the Global Economy



95% of the global population live in areas with mobile network coverage

Mobile phones enable Humaniq to reach the unbanked population and provide financial inclusion

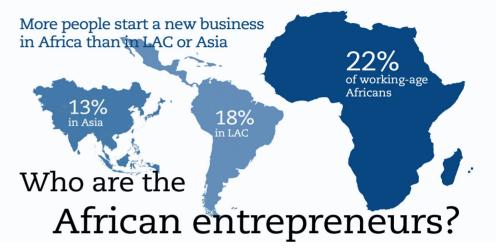
Source: ITU

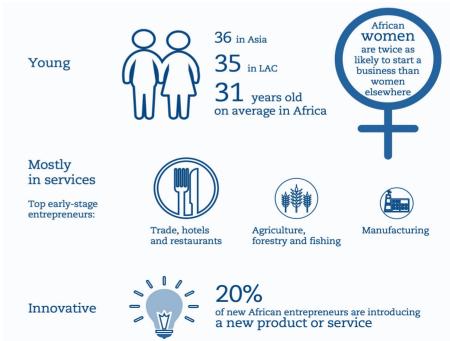
## **Entrepreneurial Activity in Africa is Higher than in Asia and Latin America**

Entrepreneurship levels in Africa are the highest in the world

22% of Africans are starting new businesses

Loan providers will need to increase their lending by at least \$135 billion to meet demand by Africa SMEs





Source: Africa Development Bank

### The Financial and Digital Inclusion Project

The Financial and Digital Inclusion Project (FDIP) team has published an annual report that evaluates the progress that various developing countries are making toward broader and more inclusive financial inclusion.

The 2017 Brookings Financial and Digital Inclusion Project (FDIP) report was written by Robin J. Lewis, John D. Villasenor, and Darrell M. West, and evaluates access to and usage of affordable financial services by underserved people across 26 geographically, politically, and economically diverse countries.

The 2017 report "assesses these countries' financial inclusion ecosystems based on four dimensions of financial inclusion: country commitment, mobile capacity, regulatory environment, and adoption of selected traditional and digital financial services".

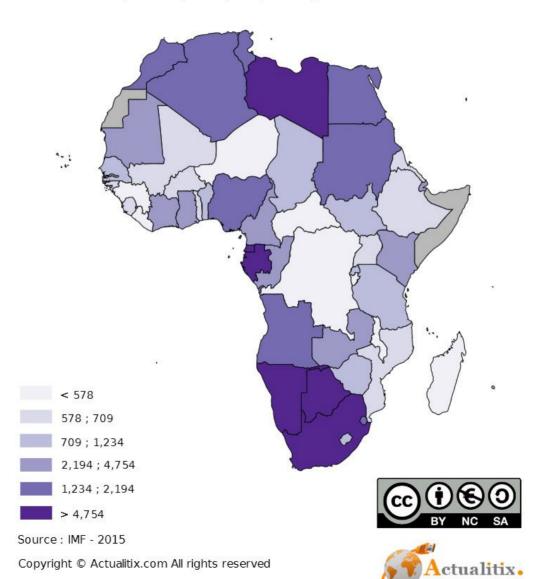
"For the third year in a row, Kenya ranked at the top of the FDIP scorecard, driven by its robust commitment to advancing financial inclusion, widespread adoption of mobile money services among traditionally underserved groups, an increasingly broad range of mobile money services (including insurance and loan products), and an enabling regulatory environment for digital financial services. In addition to Kenya, the other top-scoring countries were distributed across Latin America and Sub-Saharan Africa: Brazil and Mexico tied for second place, and Colombia, South Africa, and Uganda tied for third.

Countries in Asia were also represented near the top of the scorecard, with the Philippines scoring only two percentage points behind Colombia, South Africa, and Uganda. Examples of countries that have improved their country commitment scores since 2016 include Egypt, the Dominican Republic, and Mexico".

Source: https://www.brookings.edu/wp-content/uploads/2017/08/fdip 20170831 project report.pdf

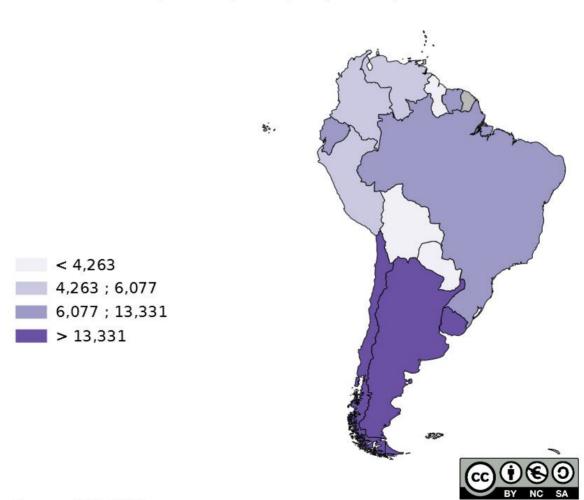
#### **GDP in Africa 2016**

Gross domestic product per capita (Dollars)



### **GDP in Latin America 2016**

Gross domestic product per capita (Dollars)

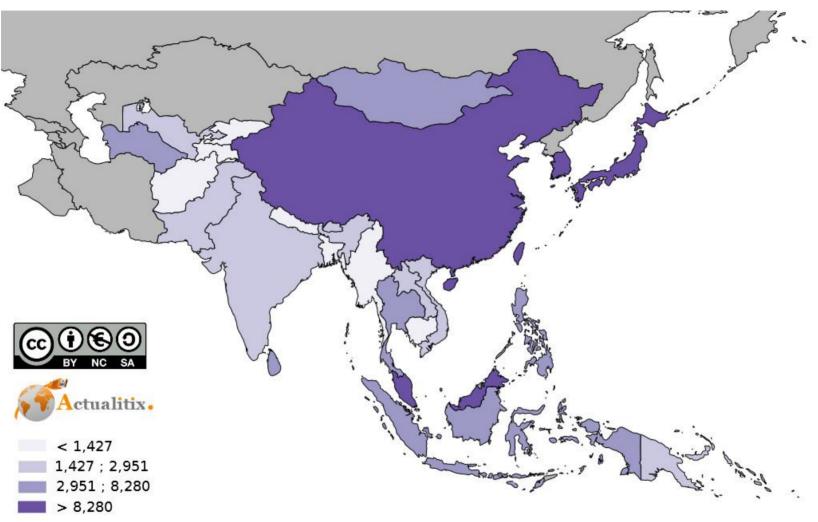


Source: IMF - 2015

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### Gross domestic product per capita (Dollars)

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Source: IMF - 2015





### Introduction

This chapter takes a deeper look at the ways in which developing nations' governments are working to solve the problem of financial inclusion on their own soil.

The number of developing nations putting forward actionable financial inclusion development strategies are increasing, as are the tangibility and actionability of those proposals.

The standards for such national financial inclusion development strategies are guided by a number of international organizations, who assist nations' governments in developing clear strategies with measurable milestones and quantifiable target objectives, and who assist in making such strategies maximally participatory, by promoting dialogue between governmental bodies and multiple relevant stakeholders including both public and private-sector organizations and companies.

This is an increasingly important concern, given that financial product and service providers themselves have an almost equal role to play in fostering financial inclusion in developing nations.

A growing number of technological solutions to financial inclusion are rising, and if companies can work with governments to adopt such solutions, under the help of governmental bodies via guidance, standard-setting and regulation, then the gap between the financial included and the financially excluded can be narrowed all the faster.

## Mitigation of Risk on a National Level

The lack of standardized, national identification frameworks (such as government-issued ID) in developing regions increases the risk of identity fraud.

This situation is exasperated by the fact that mobile money channels are typically dependent on large networks of third-party service providers, agents, and ATMs to serve as cash in and out points, which complicates the reporting of suspicious transactions in light of a lack of national identification frameworks.

This creates worry among regulators with regards to business models for mobile finance businesses, who are concerned that the FATF will not look kindly upon the levels of risk inherent in such business models.

These and other concerns have stalled the formulation of coherent regulatory frameworks for mobile money service providers.

The FAFT initially responded by defending its own standards, pointing out that many of regulators concerns would be remediated if they took a "risk-based approach" (RBA).

Their 2003 recommendations allowed financial institutions to utilize RBA in certain aspects of the AML/CTF framework.

This permits countries to exclude activities from AML/CTF regulation wherever the activities are limited and pose a low level of MT/TF11 risk, and urged institutions to consider adopting a RBA by grouping customers, transactions and serviced into high, standard and low risk groups, applying enhanced due diligence to high risk groups, and simplified due diligence to low-risk groups.

While there is much agreement on the basic principles of a RBA, the actual risk mitigation and assessment procedures by which a RBA could be implemented remained unclear and could not find a consensus agreement.

Source: <a href="https://papers.ssrn.com/sol3/papers.cfm?abstract\_id=2639462">https://papers.ssrn.com/sol3/papers.cfm?abstract\_id=2639462</a>

## Mitigation of Risk on a National Level

Countries and institutions were concerned that the FAFT could disagree with some specific implementation and list that country as non-compliant, and this seemed to impede the implementation of effective RBA measures in smaller countries.

Beginning in 2007, the FAFT released new RBA guidance that clarified some of the implementation and assessment issues. However, this guidance appeared to apply largely to high ML-risk management and assessment, and did not bring much clarity to actual means of risk assessment and mitigation relating to TF risk.

Furthermore, since financial inclusion service business models often focus on smaller transactions, under the FAFT's framework they can be classified as low risk, and a large number of clients could be services without the need for national identity frameworks in place, and without government-issued identification documentation.

Furthermore, the FAFT provided greater clarity regarding implementation of RBA in relation to low-risk products compared to higher-risk ones, in the Interpretive Note to Recommendation 10, which lists non-binding examples of low-risk scenarios for different customers, countries, regions, products, services and delivery channels.

The Interpretive Note to Recommendation 10 also gives guidance for simplified CDD measures, including:

- verification of the customer and the beneficial owner identity after establishing the business relationship (e.g. when transactions exceed a defined threshold)
- a reduction in the frequency of customer identification updates;
- limiting ongoing monitoring of low-volume transactions.

This would presumably apply to all low-volume transactions, except in cases when transactions appear to apply to high-risk scenarios like fraud, money laundering or terrorist financing.

Source: <a href="https://papers.ssrn.com/sol3/papers.cfm?abstract\_id=2639462">https://papers.ssrn.com/sol3/papers.cfm?abstract\_id=2639462</a>

## **National Financial Inclusion Strategies National Banks and Ministry of Finance**

Central banks appear to have taken the lead in terms of efforts to promote a more financially inclusive banking ecosystem for 12 of the 24 African countries we analyze in this chapter. Such countries include Belarus, Brazil, Liberia, Nigeria, Papua New Guinea, Malaysia, Morocco, Tanzania and Solomon Islands. Moreover, in those countries in which the formation of a national financial inclusion strategy is in the process of formation, central banks are also playing a central role in the process alongside governmental bodies; countries to which this case applies include Nepal, Samoa, Ethiopia, Fiji and Trinidad and Tobago.

As AFI's Pacific Islands Working Group (now the Pacific Islands Regional Initiative) has noted: "Central banks are well positioned to take a leadership and coordination role to help maximize efforts, overcome barriers and steer activities towards shared goals." Alfred Hannig, Executive Director of AFI, stated that a central bank: "typically has the respect of other government agencies and greater political independence allowing it to overcome barriers and steer activities towards shared goals."

An AFI/FISPLG report entitled "National Financial Inclusion Strategies: Current State of Practice" mentions that in counties such as Colombia, India, Malawi, Thailand and Swaziland, it is the Ministry of Finance, rather than central banks, that take the lead role in the development of national financial inclusion strategies, and that in certain other countries, Ministries of Finance take an equal role in formulating the country's national financial inclusion strategy alongside central banks. For instance, Burundi's Central Bank took an equal position in formulating the country's national financial inclusion strategy alongside the Ministry of Finance and Economic Development Planning.

Mounting data appears to show that the phenomenon of central banks taking a leading role in the development of national financial inclusion strategies is less common in the Latin American and Caribbean region than in the Asia Pacific region. And in still other countries, the process is led by an interagency committee under the guidance of ministries of finance and/or central banks. In Paraguay, for example, their strategy was formulated by Bank of Paraguay, Ministry of Finance, National Institute of Cooperatives and the Ministry of Planning

Source: https://www.afi-global.org/sites/default/files/publications/fisplg-state\_of\_practice.pdf

## National Financial Inclusion Strategies Consultations

According to the Alliance for Financial Inclusion, the development of a successful national financial inclusion strategy requires the use of participatory approaches, with consultation from both public and private-sector stakeholders.

In a country profile survey held at the sixth meeting of the AFI Financial Inclusion Strategy Peer Learning Group (FISPLG) revealed that consultation with relevant stakeholders is widely-practiced, and that fifteen countries with national financial inclusion strategies consulted with other private sector agencies, government institutions, and providers of financial products and services.

Prior to the Maya Declaration, the first generation of national financial inclusion strategies failed to use such a participatory approach. Following the Maya Declaration, reports by the AFI indicate that consultation with relevant stakeholders has increased substantially, especially with regards to mobile network operators and insurance service providers, which they feel is indicative of a growing consensus that the private sector can play an important role in coordination with government to promote financial inclusion through the use of new technology and innovative business models.

As an example, the private sector was involved in formulation Tanzania's National Financial Inclusion Framework (NFIF), so much so that the Tanzania National Council for Financial Inclusion called it a "a public-private stakeholders' initiative."

The AFI also promotes consultation and participation with financially excluded groups (in the form of focus groups) in the formulation of national financial inclusion strategies, but actual data on to what extent this is carried out is not available.

Source: <a href="https://www.afi-global.org/sites/default/files/publications/fisplg-state\_of\_practice.pdf">https://www.afi-global.org/sites/default/files/publications/fisplg-state\_of\_practice.pdf</a>

## National Financial Inclusion Strategies Government Strategies

In May of 2011, the Alliance for Financial Inclusion (AFI) released the Maya Declaration, which encourages member countries to make quantifiable and measurable changes toward greater financial inclusion, and to prioritize them in their national strategies as concrete targets.

Prior to this, when a given country put forth a national financial inclusion strategy, it was common to do so only as a headline target lacking clear and measurable milestones by which to judge whether their target was met.

The national financial inclusion strategy launched by Nigeria is a good example of a strategy formulated with measurable targets, crafted in light of the 2011 Maya Declaration.

Nigeria's strategy includes both a headline target (reducing financial exclusion from 46% of the adult population to 20% by 2020), as well as a number of sector-level targets (a target of 40% for insurance and credit access, 70% for savings and 60% for payments).

| UNIT         | TARGETS       | 2010 | 2015  | 2020 |
|--------------|---------------|------|-------|------|
| % of Adult P | opulation     |      |       |      |
|              | Payments      | 21.6 | 53    | 70   |
|              | Savings       | 24   | 42    | 60   |
|              | Credit        | 2    | 26    | 40   |
|              | Insurance     | 1    | 21    | 40   |
|              | Pensions      | 5    | 22    | 40   |
| Units per 10 | 00,000 Adults |      |       |      |
|              | Branches      | 6.8  | 7.5   | 7.6  |
|              | MFB Branches  | 2.9  | 4.5   | 5    |
|              | ATMs          | 11.8 | 42.8  | 59.6 |
|              | POS           | 13.3 | 442.6 | 850  |
|              | Mobile Agents | 0    | 31    | 62   |
|              |               |      |       |      |
| % of Popula  | tion          |      |       |      |

Source: <a href="https://www.afi-global.org/sites/default/files/publications/fisplg-state\_of\_practice.pdf">https://www.afi-global.org/sites/default/files/publications/fisplg-state\_of\_practice.pdf</a>

## National Financial Inclusion Strategies International Actors Involvement

Given the extensive and deep interest in financial inclusion among the global and regional development community, and the strong endorsement it has given to strategic approaches to financial inclusion, it is natural to expect a degree of country-level involvement from funding agencies in the formulation of national strategies.

Evidence indicates there is strong demand for assistance with strategy formulation from these agencies from a growing number of countries.

Moreover, funding agencies and other stakeholders in the global development community must seriously examine how to best support the strategy development process without undermining local ownership and involvement and the powerful incentives these create to implement national strategies successfully.

The World Bank Group is working with more than 20 countries to support the design or implementation of National Financial Inclusion Strategies or Action Plans. To fit each country context, the WBG provides tailored solutions and approaches in agreement with the national stakeholders. In addition, the WBG is uniquely well placed to leverage cross-sectoral collaboration and draw together expertise ranging from rural/agricultural finance, social transfers, and digital IDs, to investments and risk sharing, among others.

The 2017 Global Findex revealed that an additional 515 million people have opened an account since 2014, however key metrics for usage and savings have declined. During **Financial Inclusion Week 2018** from 29 October till 2nd November, partner organizations around the globe will hold conversation focused on how to bridge this gap and get inclusion right. In 2018, Centre for Financial Inclusion aims to continue the conversations from last year and engage an even wider community of stakeholders to discuss this year's theme *Getting Inclusion Right*.

**Source**: <a href="https://www.afi-global.org/sites/default/files/publications/fisplg-state\_of\_practice.pdf">https://www.afi-global.org/sites/default/files/publications/fisplg-state\_of\_practice.pdf</a>
<a href="https://www.afi-global.org/sites/default/files/publications/fisplg-state\_of\_practice.pdf">https://www.afi-global.org/sites/default/files/publications/fisplg-state\_of\_practice.pdf</a>
<a href="https://www.afi-global.org/sites/default/files/publications/fisplg-state\_of\_practice.pdf">https://www.afi-global.org/sites/default/files/publications/fisplg-state\_of\_practice.pdf</a>





## International Development Organisations in Developing Countries

The topic of financial inclusion has become one of great concern for a large number of major International Development Organizations.

"Today, there is widespread understanding that financial inclusion, stability and integrity and consumer protection are not just compatible, but mutually reinforcing. Moreover, the role of inclusive financial systems in fostering economic growth, job creation and resilience is far more widely recognized."

#### G20 Financial Inclusion Action Plan (FIAP) 2014

One of the most influential among these is The World Bank, which is formulating and implementing solutions to a lack of financial inclusion in developing nations.

In November of 2010, the G20 leaders reiterated their ongoing concern with and commitment to increasing levels of financial inclusion in developing nations by approving a Financial Inclusion Action Plan.

They also launched a new body to implement their action plan: the G20 Global Partnership for Financial Inclusion (GPFI). Since their launch, the GPFI has become a recognized global force for increasing financial inclusion in developing nations, and its guidelines and recommendations have been reiterated at all subsequent G20 summits.

At the Brisbane G20 summit in November 2014, the G20 leaders reaffirmed the goals of the GPFI as one of the most important elements in their broader development agenda, and approved a revised Financial Inclusion Action Plan which has in subsequent years kept a strong focus on regulation, guidance and the setting of actionable standards.

## International Development Organisations in Developing Countries

The GPFI is currently comprised of the following Subgroups, charged jointly with implementing the revised G20 Financial Inclusion Action Plan:

- Regulation and Standard-Setting Bodies
- SME Finance
- Financial Consumer Protection and Financial Literacy
- Markets and Payment Systems

The Consultative Group to Assist the Poor (CGAP) interfaces with all of the above subgroups, and is the lead implementing partner for the subgroup on Regulation and Standard-Setting Bodies (SSBs), the objective of which is to support the SSBs the group puts forth, as well as to craft all of their normative standards and advisory guidance in light of its new commitment to improving financial inclusion in the developing world.

The Implementing Partners of the GPFI include the Alliance for Financial Inclusion (AFI), the Better Than Cash Alliance, the Consultative Group to Assist the Poor (CGAP), the International Finance Corporation (IFC), the International Fund for Agricultural Development (IFAD), the Organisation for Economic Co-operation and Development (OECD), the SME Finance Forum, and The World Bank. These Implementing Partners work to coordinate the activities of each subgroup with several other relevant stakeholders, including the participating G20 and non-G20 countries.

**Source:** <a href="http://www.cgap.org/topics/global-bodies-and-financial-inclusion-https://www.gpfi.org/implementing-partners">http://www.cgap.org/topics/global-bodies-and-financial-inclusion-https://www.gpfi.org/implementing-partners</a>

## International Development Organisations in Developing Countries: The World Bank Group

As mentioned previously, The World Bank is one of the most action-oriented and reputable international organizations advocating for increased financial inclusion in the developing world. They world to engage with specific countries and initiate dialogue with country representatives as to how they can work together to foster increased access to financial services, as well as to share their financing and risk-sharing instruments, unique datasets and research, as well as shape the standards held by standard-setting bodies and the G20 leaders. The World Bank also works in other relevant development areas, such as moving social transfer payments away from cash toward digital standards, the support of SMEs and agriculture, and their Identity for Development (ID4D) initiative.

The World Bank has two specific initiatives designed to promote greater financial inclusion in the developing world:

**Universal Financial Access (UFA) by 2020:** "The UFA goal is that by 2020, adults, who currently aren't part of the formal financial system, are able to have access to a transaction account to store money, send and receive payments as the basic building block to manage their financial lives. The World Bank Group – the World Bank and IFC – has committed to enabling 1 billion people to gain access to a transaction account through targeted interventions. Over 30 partners have pledged commitments toward achieving universal financial access."

Financial Sector Assessment Programs (FSAPs): "The global financial crisis showed that the health and functioning of a country's financial sector has far-reaching implications for its own and other economies. The Financial Sector Assessment Program (FSAP) is a comprehensive and in-depth analysis of a country's financial sector. FSAP assessments are the joint responsibility of the IMF and World Bank in developing economies and emerging markets and of the IMF alone in advanced economies. The FSAP includes two major components: a financial stability assessment, which is the responsibility of the IMF, and a financial development assessment, the responsibility of the World Bank. To date, more than three-quarters of the institutions' member countries have undergone assessments."

Sources: http://www.worldbank.org/en/topic/financialinclusion/overview#2

http://www.worldbank.org/en/topic/financialinclusion/brief/achieving-universal-financial-access-by-2020;

https://www.imf.org/en/About/Factsheets/Sheets/2016/08/01/16/14/Financial-Sector-Assessment-Program



2 Billion

Unbanked adults worldwide



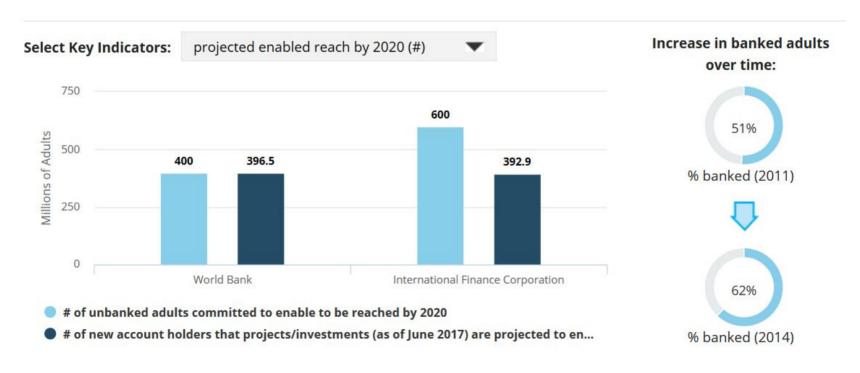
1 Billion

Unbanked adults that the WBG has committed to enable to be reached

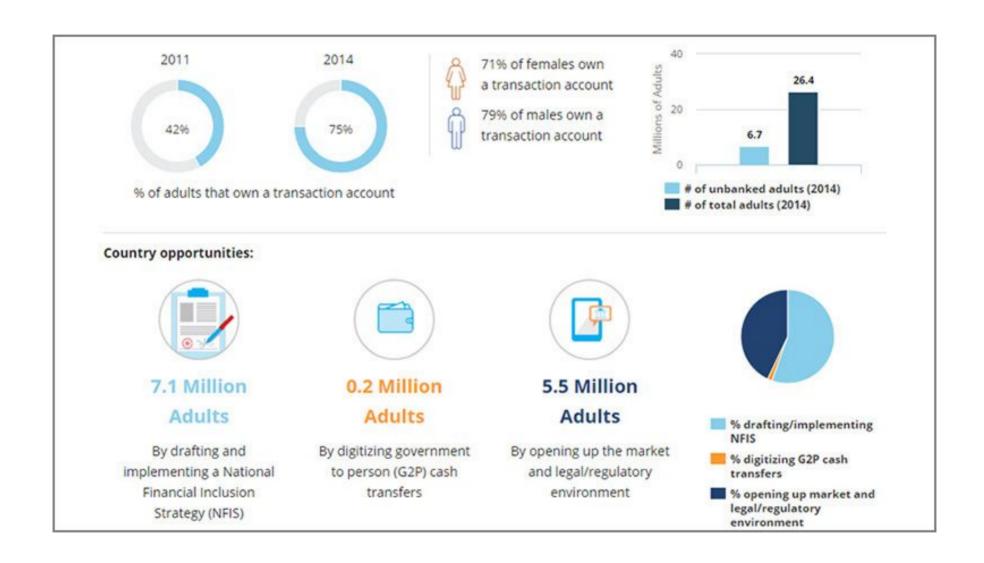


32 Partners

Made commitments towards the UFA goal



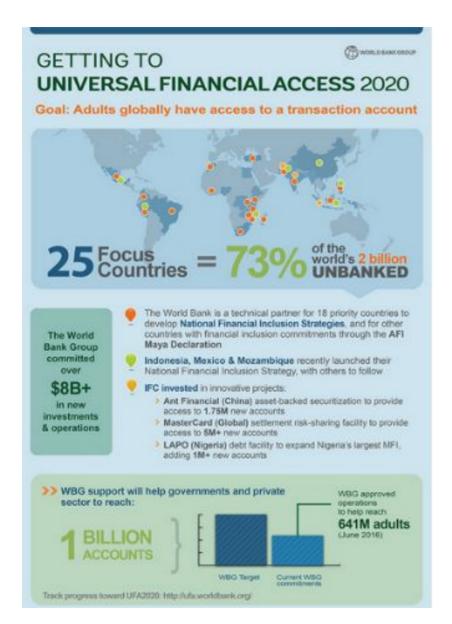
Source: http://ufa.worldbank.org/

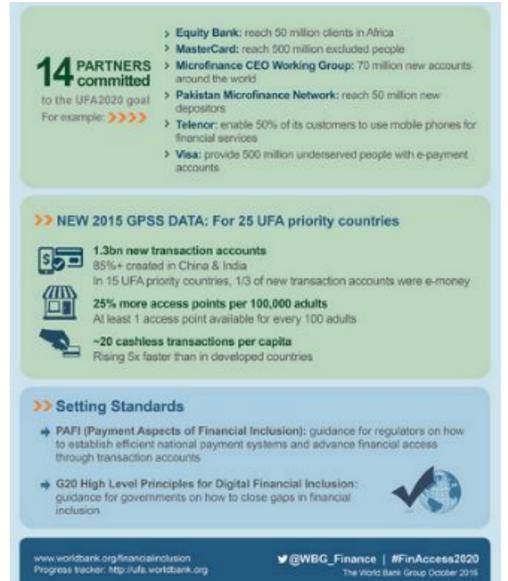


Source: <a href="http://ufa.worldbank.org/">http://ufa.worldbank.org/</a>



Source: http://ufa.worldbank.org/country-progress





Source: http://ufa.worldbank.org/country-progress

## International Development Organisations in Developing Countries: The World Bank Group

The World Bank's broader approach to increasing financial inclusion in developing countries and helping developing nations achieve financial success focuses on nine key areas:

- 1. **National financial inclusion strategies (NFIS):** offer governments technical assistance to design and implement national or subnational roadmaps and action plans to achieve their financial inclusion objectives.
- 2. **Modernize retail payment systems and government payments:** help countries design strategies to promote the use of electronic payments, instead of cash and paper-based instruments.
- 3. **Reform national payments systems (NPS), including remittance markets**: conduct a comprehensive diagnostics of countries' payments and settlement systems, including remittance markets, and make recommendations to improve NPS.
- 4. **Diversify financial services for individuals:** support legal, regulatory and policy reforms, capacity building for supervisors, design of government programs to open up access to a range of financial services, including savings, insurance and credit, so that transaction accounts provide a pathway to full financial inclusion.
- 5. **Leverage technology for financial inclusion:** work with national authorities to create an enabling environment to take advantage of "fintech" opportunities and new technology, level the playing field, and expand financial access. We also support G20-led work-streams relevant for "fintech."
- 6. **Strengthen competition and expand access points:** support regulatory and supervisory reforms to open up access and ensure level playing field for banks and non-bank (or non-traditional service providers), such as telecoms companies, "fintech" firms, post offices, cooperatives and agent networks.
- 7. **Financial consumer protection**: work on building legal and regulatory framework for financial consumer protection, disclosure and transparency, including advising on institutional arrangements and redress mechanisms, and building capacity.
- 8. **Financial capability:** work with governments to design national financial education strategies (NFES), collect data and create surveys to measure the level of financial literacy, capability and awareness, and design and evaluate financial capability programs.
- 9. **Financial inclusion data:** Our global and country-level surveys provide data and insights on financial inclusion.

Sources: <a href="http://www.worldbank.org/en/topic/financialinclusion/overview#2">http://www.worldbank.org/en/topic/financialinclusion/overview#2</a>

# International Development Organisations in Developing Countries The World Bank Group

The World Bank Group is working through several global trust fund programs on financial inclusion:

**Financial Inclusion Global Initiative (FIGI)**, launched in 2017, is "a global program to advance research in digital finance and accelerate digital financial inclusion. This program focuses on three pilot countries, China, Egypt, Mexico, and is supported by the International Telecommunication Union (ITU), the Committee on Payments and Market Infrastructures (CPMI), and the Bill & Melinda Gates Foundation."

**Financial Inclusion Support Framework (FISF)**, launched in 2013, "supports reforms and other country-led actions to achieve national financial inclusion goals and targets. FISF scales up and leverages the World Bank Group's policy dialogue, analytical work and financing for financial inclusion. The program currently covers eight countries and is supported by the Ministry of Foreign Affairs of the Netherlands and the Bill & Melinda Gates Foundation."

Harnessing Innovation for Financial Inclusion (HiFi) program "gives technical assistance to financial service providers to help them develop technology-driven business models to deliver financial services to the underserved. It also provides expertise to help developing countries modernize government, retail and remittance payment systems. It's supported by the UK Government Department for International Development (DFID) and implemented by the World Bank Group. "

Consumer Protection and Financial Literacy (CPFL) Trust Fund "provide[s] technical assistance through existing financial consumer protection and literacy programs to improve laws and regulations that strengthen consumer disclosure, prohibit abusive business practices, and establish effective out-of-court mechanisms to address consumer disputes as well as to enhance consumer knowledge and awareness of financial services, especially for the poor and vulnerable. It's supported by the Swiss State Secretariat for Economic Affairs (SECO)."

Sources: <a href="http://www.worldbank.org/en/topic/financialinclusion/overview#2">http://www.worldbank.org/en/topic/financialinclusion/overview#2</a>

## International Development Organisations in Developing Countries: World Bank Group's Identity for Development (ID4D)

ID4D is an initiative managed by The World Bank to help developing nations transition to digital systems of identity documentation. It helps countries create more inclusive identification systems through "analytics, assessment and financing".

"ID4D brings global knowledge and expertise across sectors to help countries realize the transformational potential of digital identification systems. It operates across the World Bank Group with global practices and units working on digital development, social protection, health, financial inclusion, governance, gender, and legal issues. ID4D also focuses on ensuring integration of digital identification systems with civil registration and vital statistics (CVRS)."

It's three main pillars include:



#### Thought leadership

ID4D advances the understanding of identification: its role in advancing sustainable development; good practices on design and implementation; and standards and emerging technologies

Research >



#### Global Platforms & Convening

With its multi-sectional approach ID4D unifies and drives the indentification agenda at global, regional, and country levels by raising awarenes, harmonizing interests, and strengthening coordination among a range of actors, and facilitates South-South knowledge sharing.

Principles on Identification >
Technical Standards for Digital Identity >



#### Country & Regional Engagement

ID4D provices technical assistance to countries and regional organizations through a range of instruments in three stages: assessment and roadmap; design and dialogue; and implementation.

Country & Regional Engagement >

## International Development Organisations in Developing Countries: World Bank Group's Identity for Development (ID4D)

#### ID4D is Filling Gaps in Critical Analytics and Research

## Why identification systems are important

- Synthesis of Africa ID4D diagnostics
- Potential public and private sector savings
- Linkages with delivery of services (e.g. health, education, financial sector)
- End user research for vulnerable populations
- ID in the context of forces displacement
- The role of ID and ending child marriage

## How to build robust identification systems

#### Operational Guide

- ID Enabling Environment
  Assessment
- % Integration of CR & ID
- Technologies
- Costs of ID Systems
- Country cases: India, Thailand, South Africa, Estonia and Korea
- Public-Private
  Partnerships

## Tracking of progress toward our goals

- Impact evaluations of ID
- Global dataset & trend analysis
- Findex survey results
  - Africa country briefs

### **International Economic and Trade Organizations**

#### **Africa**

**UN Economic Comission for Africa (UNECA)** 

#### Asia & Asia-Pacific

**Asia-Pacific Economic Cooperation (APEC)** 

UN Economic and Social Commission for Western Asia (UN ESCWA)

UN Economic and Social Commission for Asia and the Pacific (UN ESCAP)

#### CIS

**Eurasian Patent Organization (EAPO)** 

<u>EuroAsian Interstate Council for Standardization, Metrology and</u>
Certification (EASC)

**Interstate Statistical Committee of Independent States (ISCIS)** 

#### Europe

**European Atomic Energy Community (EU EURATOM)** 

**European Bank for Reconstruction and Development (EBRD)** 

**European Free Trade Association (EU EFTA)** 

**EUROSTAT (EU)** 

**UN Economic Commission for Europe (UNECE)** 

#### **Latin America**

UN Economic Commission for Latin America and the Caribbean (ECLAC)

#### International

**Consumers International (CI)** 

**Economic Cooperation Organization (ECO)** 

**International Air Transport Association (IATA)** 

**International Atomic Energy Agency (IAEA)** 

International Bank for Reconstruction and Development (IBRD) - World

**Bank Group** 

**International Chamber of Commerce (ICC)** 

**International Energy Agency (IEA)** 

International Finance Corporation (IFC) - World Bank Group

**International Monetary Fund (IMF)** 

**International Trade Centre (ITC)** 

Multilateral Investment Guarantee Agency (MIGA) - World Bank Group

**Nuclear Energy Agency (NEA) - OECD** 

Organisation for Economic Co-operation and Development (OECD)

Organization of the Black Sea Economic Cooperation (BSEC)

Organization of the Petroleum Exporting Countries (OPEC)

Research fund for Coal and Steel (EU RFCS)

**UN Commission on International Trade Law (UNCITRAL)** 

**UN Conference On Trade and Development (UNCTAD)** 

**UN Food and Agriculture Organization of the United Nations (UN FAO)** 

**UN Industrial Development Organization (UNIDO)** 

**UN International Fund for Agricultural Development (UN IFAD)** 

**UN International Labour Organization (UN ILO)** 

**UN World Food Programme (UN WFP)** 

**UN World Intellectual Property Organization (UN WIPO)** 

**UN World Tourism Organization (UNWTO)** 

**World Bank Group** 

**World Customs Organization (WCO)** 

**World Economic Forum** 

**World Trade Organization (WTO)** 

## **International Development Organisations**

| 1.  | ACORD (Agency for Cooperation and      | 31. | CMS (CHURCH MISSION SOCIETY)             | 61. | INTRAC                               |
|-----|--|-----|--|-----|--------------------------------------|
|     | Research in Development)               | 32. | COMMONWEALTH YOUTH                       | 62. | ITAD (Information Training &         |
| 2.  | ACTION AGAINST HUNGER UK               |     | EXCHANGE COUNCIL                         |     | Development                          |
| 3.  | ACTION AID                             | 33. | CONCERN WORLDWIDE                        | 63. | KULU - Women and Development         |
| 4.  | Action for Economic Reform             | 34. | Congregation of the Mission              | 64. | MANGO (Management Accounting for     |
| 5.  | Acumen                                 | 35. | Consorzio Etimos                         |     | NGOs)                                |
| 6.  | Africa Development Interchange         | 36. | Consultative Group to Assist the Poorest | 65. | Medicus Mundi                        |
|     | Network (ADIN)                         |     | (CGAP)                                   | 66. | Microenterprise Fund for Innovation, |
| 7.  | Africa Infrastructure Foundation       | 37. | Coordination SUD                         |     | Effectiveness, Learning and          |
| 8.  | African Forum and Network on Debt and  | 38. | Council for International Development    |     | Dissemination (FIELD)                |
|     | Development (AFRODAD)                  | 39. | CROWN AGENTS                             | 67. | MicroFinance Network                 |
| 9.  | African Human Rights Campaign          | 40. | Danish Association for International     | 68. | Moksha-Yug Access                    |
| 10. | African Network for Environmental and  |     | Cooperation                              | 69. | New Economics Foundation (NEF)       |
|     | Economic Justice                       | 41. | DD INTERNATIONAL                         | 70. | Norwegian Forum for Environment and  |
| 11. | AGA KHAN FOUNDATION (UK)               | 42. | ECORYS                                   |     | Development (ForUM)                  |
| 12. | Agricultural Cooperative Development   | 43. | El Centro de Investigaciones de la       | 71. | Oikocredit                           |
|     | International and Volunteers in        |     | Economía Mundial (CIEM)                  | 72. | Opportunity Finance Network          |
|     | Overseas Cooperative Assistance        | 44. | Emerging Africa Infrastructure Fund      | 73. | OVERSEAS DEVELOPMENT                 |
|     | (ACDI/VOCA)                            | 45. | European Network on Debt and             |     | INSTITUTE                            |
| 13. | AllianceSud                            |     | Development (EURODAD)                    | 74. | OXFAM                                |
| 14. | APT ENTERPRISE DEVELOPMENT             | 46. | EVERYCHILD                               | 75. | OXFORD POLICY MANAGEMENT             |
| 15. | Association for Enterprise Opportunity | 47. | Finnish United Nations Association       | 76. | PLAN INTERNATIONAL                   |
| 16. | Bangladesh Support Group               | 48. | Focus on the Global South                | 77. | PROGRESSIO                           |
| 17. | Bank Rakyat Indonesia (BRI)            | 49. | Foundation for Democracy, Governance     | 78. | RAILWAY CHILDREN                     |
| 18. | Banking with the Poor                  |     | and Endowment                            | 79. | SAVE THE CHILDREN FUND               |
| 19. | Berne Declaration                      | 50. | Foundation for Development               | 80. | SEWA UK                              |
| 20. | Bill and Melinda Gates Foundation      |     | Cooperation                              | 81. | Small Enterprise Education and       |
| 21. | CAFOD                                  | 51. | Global Impact Investing Network (GIIN)   |     | Promotion Network (SEEP)             |
| 22. | CALMEADOW                              | 52. | HAREWELLE GROUP                          | 82. | SOS CHILDREN                         |
| 23. | CARE INTERNATIONAL UK                  | 53. | HELP AGE INTERNATIONAL                   | 83. | South African Human Rights           |
| 24. | Caritas del Peru                       | 54. | IIED (International Institute for        |     | Commission                           |
| 25. | Center for Environmental Economic      |     | Environment and Development)             | 84. | TEARFUND                             |
|     | Development                            | 55. | IMA INTERNATIONAL                        | 85. | THE SPRINGFIELD CENTRE               |
| 26. | Center For Global Development (CGD)    | 56. | Institute for International Economics    | 86. | theIDLgroup                          |
| 27. | Centre for International Sustainable   | 57. | Integritas360                            | 87. | TROCAIRE                             |
|     | Development Law Commission (CISDL)     | 58. | Inter-American Development Bank's        | 88. | Unitus                               |
| 28. | Centre for Youth and Social            |     | Microenterprise Unit                     | 89. | Volontari nel Mondo                  |
|     | Development (CYSD)                     | 59. | International Centre for Enterprise and  | 90. | WAR ON WANT                          |
| 29. | CHRISTIAN AID                          |     | Sustainable Development                  |     |                                      |
| 30. | CHRISTIAN OUTREACH (CORD)              | 60. | INTERNATIONAL RESCUE                     |     |                                      |
|     |  |     | COMMITTEE                                |     |                                      |
|     |  |     |  |     |                                      |



### Introduction

This Chapter looks at organizations related to research of financial inclusion process in developing countries, namely access (making financial services available and affordable to users), usage (making customers use financial services frequently and regularly) and quality (making financial services tailored to clients' needs).

As was mentioned previously, financial inclusion is necessary to ensure that economic growth is inclusive and sustained.

The importance of research in the area of financial inclusion is extra important for the national governments of developing countries as well as international organizations, and local companies providing services to the population. One of the problems institutions are facing on the ground are cultural and religions specifics which precludes people from obtaining IDs and banking accounts, the first step which must be made in order to address this problem is sociological research, which in turn will provide with necessary information and help government to elaborate policy initiatives.

Another important issue, which is addressed in this chapter is promotion of knowledges about possibilities of integration into economical and social live of the country.

Thus, research organizations provides financial institutions with relevant information about the state of financial inclusion process as well as promoting ideas of financial education and financial inclusion on the ground.

## 30 Research Centers and Organizations Promoting Financial Inclusion

Bank Rakyat Indonesia (BRI)

2. Better Than Cash

3. Bharat Financial Inclusion

4. Consultative Group to Assist the Poor

5. EFInA

EPPI Centre

7. EY building a better working world

8. FIBR

9. Financial Inclusion Commission

10. Financial Inclusion Insights

11. FINCCLUDE Incorporated

12. Finclusion Mexico

13. Fintec Labs' OptiCollect - Fintec Labs

14. FinTech4Good

15. FinTechStage

http://www.ir-bri.com/

https://www.betterthancash.org/

http://www.bfil.co.in/ http://www.cgap.org/

http://www.efina.org.ng/

http://eppi.ioe.ac.uk

http://www.ey.com/

http://www.fibrproject.org/

www.financialinclusioncommission.org.uk

http://finclusion.org/

http://www.fincclude.org

http://www.finclusion.com/

http://www.finteclabs.com/

https://www.fintech4good.co/

https://www.fintechstage.com/

## 30 Research Centers and Organizations Promoting Financial Inclusion

| 16. | FSD Africa                              | http://www.fsdafrica.org/                  |
|-----|---|--|
| 17. | Global Impact Investing Network (GIIN)  | https://thegiin.org/                       |
| 18. | GPFI                                    | http://www.gpfi.org                        |
| 19. | IFMR Holdings                           | http://www.ifmr.co.in/                     |
| 20. | International Monetary Fund             | http://www.imf.org                         |
| 21. | ITU                                     | <u>www.itu.int</u>                         |
| 22. | Mastercard Labs for Financial Inclusion | https://www.mastercard.com                 |
| 23. | MCKinsey & Company                      | https://www.mckinsey.com/                  |
| 24. | MIX                                     | www.Themix.org                             |
| 25. | NSW Council of Social Service           | www.ncoss.org.au                           |
| 26. | The Center for Financial Inclusion      | http://www.centerforfinancialinclusion.org |
| 27. | The Identity Institute                  | http://www.identitymanagementinstitute.org |
| 28. | Unitus                                  | http://unituslabs.org/                     |
| 29. | University of Birmingham                | www.birmingham.ac.uk                       |
| 30. | University of Bristol                   | http://bristol.ac.uk/                      |

## **Examples of Financial inclusion Research Organizations**

The Partnership for Financial Inclusion is a \$37.4 million joint initiative of IFC and the Mastercard Foundation to expand microfinance and advance digital financial services in Sub-Saharan Africa. It is also supported by the Bill & Melinda Gates Foundation and the Development Bank of Austria, OeEB. IFC is a sister organization of the World Bank and a member of the World Bank Group, is the largest global development institution focused on the private sector in emerging markets. The Mastercard Foundation seeks a world where everyone has the opportunity to learn and prosper. The Foundation's work is guided by its mission to advance learning and promote financial inclusion for people living in poverty. One of the largest foundations in the world, it works almost exclusively in Africa.



Philippe Le Houerou



**Reeta Roy** 

## IFC's Chief Executive Officer Philippe Le Houerou and Mastercard Foundation President and Chief Executive Officer Reeta Roy stated:

"Financial inclusion is one of Africa's great success stories of this decade. Mobile money solutions and agent banking now offer affordable, instant, and reliable transactions, savings, credit, and even insurance opportunities in rural villages and urban neighborhoods where no bank had ever established a branch".

Over nearly six decades, IFC has invested more than \$25 billion in Africa businesses and financial institutions. IFC is a leading provider of advice to promote a sustainable private sector and mobilize capital from other investors who invest alongside IFC in critical sectors for Africa's future. Riadh Naouar, the head of IFC's Financial Institutions Group Advisory in Sub-Saharan Africa, said:

"Looking ahead, we can see some interesting trends for the future. While East Africa has long been the star performer in terms of the evolution of digital financial services, West Africa is the new growth market. Not only in terms of reach, but also for innovation."



**Riadh Naouar** 

## **Examples of Financial inclusion Research Organizations**

**Cenfri** is an independent, not-for-profit think-tank and supports financial inclusion and financial-sector development through facilitating better regulation and market provision of financial services. Cenfri does this by conducting research, providing advice and developing capacity-building programmes for regulators, donors, financial service providers (FSPs) and other parties that operate in the low-income market.

## Barry Cooper, Technical Director of the Centre for Financial Regulation and Inclusion (Cenfri)



**Barry Cooper** 

"You need legal certainty around an identifier, and many of the jurisdictions don't have that. Some of them don't even have population registration legislation, so there's a big gap, so nobody really knows, and it causes a lot of confusion, a lot of court cases, so I would say that it needs to be underpinned at the legislative level."

**Northern Arc Capital** is a Non-Banking Finance Company that provides access to debt for under-banked individuals and businesses in India. Through a combination of capital, products and partnerships, Northern Arc have created a platform that connects millions of borrowers to mainstream debt investors.

#### Kshama Fernandes, Managing Director & CEO of Northern Arc Capital:

"There is a lot more we can do in these domains. The number of new institutions and clients we are working with has increased significantly over the last quarter. That gives a sense of opportunities that exist. We want to go deeper in these existing sectors. We believe there are other opportunities as well. We have been looking closely at corporate finance."



Kshama Fernandes

## 15 Research Centers and Organizations Promoting Financial Inclusion

- 1. Better Than Cash
- **2.** Consultative Group to Assist the Poorest (CGAP)
- 3. FSD Africa
- 4. EFInA
- **5.** FIBR
- **6.** FINCCLUDE Incorporated
- 7. Finclusion Mexico
- **8.** Fintec Labs' OptiCollect Fintec Labs
- 9. FinTech4Good
- **10.** FinTechStage
- **11.** IFMR Holdings
- **12.** Mastercard Labs for Financial Inclusion
- **13.** The Center for Financial Inclusion
- **14.** The Identity Institute
- **15.** Financial Inclusion Insights

Many organizations and research centers are working on issues of financial inclusion around the world, we chose 15 regional and influencing ones.

"Better Than Cash" alliance is a partnership of governments, companies, and international organizations that accelerates the transition from cash to digital payments in order to reduce poverty and drive inclusive growth. Based at the UN, the Alliance has 60 members, collaborates closely with other global organizations, and is an implementing partner for the G20 Global Partnership for Financial Inclusion. CGAP is a microfinance program housed within the World Bank, is a multi-donor effort designed to reduce poverty by increasing access to financial services for very poor households through financially sustainable institutions. The Center for Financial Inclusion at Accion (CFI) is an action-oriented think tank dedicated to enabling 3 billion people who are left out of or poorly served by – the financial sector to improve their lives. The Mastercard Foundation is guided by its mission to advance learning and promote financial inclusion for people living in poverty. One of the largest foundations in the world, it works almost exclusively in Africa. IFMR Holdings invests in, and operates financial institutions in India with the mission of ensuring that every individual and every enterprise has complete access to financial services.



### Introduction

Banking is one of the most important aspects of the financial ecosystem. Lack of access to banking in developed countries represents a formidable barrier than in turn often prevents access to other financial services.

The foremost barrier to access to banking in the developed world is lack of government-issued identity documents, which is the main method used by banks to verify customer's identity.

Banks in developed nations are limited to the extent with which they can accept alternative forms of proof-of-ID due to the regulatory environment imposed on them, which is a necessary part of avoiding fraud, identity theft, money laundering and terrorist financing.

An emerging set of regulations is emerging, due to the tireless efforts of several international organizations including The World Bank and the International Finance Corporation, which are encouraging governments to find novel regulatory solutions that allow for greater access to banking while simultaneously maintaining KYC and AML frameworks, including relaxed proof of identity requirements for low-volume transactions, as well as digital identity systems that easy the process of acquiring and issuing identity documents.

This chapter analyzes and profiles a number of the largest banks in Africa, with the aim of determining to what extent their operating procedures encourage or discourage financial inclusion. It also analyzes the role that the banking system in Africa can play in fostering greater financial inclusion in the continent.

## The Banking System in Developing World

A "bootstrapping panel Granger causality analysis" conducted by Khalil Mhadhbi, Chokri Terzi and Ali Bouchrika yielded the following insights:

For 57% of sample countries (23 countries including Burkina Faso, Cameroon, Central African Republic, Dominican Rep, Ecuador, Egypt, El Salvador, Guatemala, Haití, India, Jamaica, Kenya, Liberia, Mali, Mexico, Nepal, Paraguay, Peru, Philippines, Sierra Leone, Tunisia, Venezuela and Zimbabwe), none of the banking sector development indices in place in each country were found to contribute to economic growth.

This implies that banking sector development is not sensitive to economic growth in these countries.

40% of sample counties (16 countries) showed no directional causality between banking sector development and economic growth (i.e. banking sector development did not react to economic development, and vice versa).

Sources: <a href="https://hal.archives-ouvertes.fr/hal-01528104/document">https://hal.archives-ouvertes.fr/hal-01528104/document</a>

## The Banking System in Developing World

In "The Banking System in Africa: Main Facts and Challenges" by Eugene Bempong Nyantakyi and Mouhamadou Sy, it is stated that:

"The Banking system in developing countries is the main engine for financial inclusion in the regions. Since the mid 1980s, many Africa countries have implemented financial sector reforms. Africa's banking industry is as competitive as those in Latin America & Caribbean and not very different from the competitive environment existing in high-income OECD countries. Despite the fact that many Africa banks have moved from manual banking systems to front office digital services and spent the last decade investing in banking infrastructure including online banking and electronic transactions systems, this step did not bring to a strength of banking system. Due the fact that economic growth in sub-Saharan Africa for 2016 slowed to its lowest rate in 20 years. The slow economic growth in much of Africa in recent years has produced an increase in nonperforming loans and weakened the banking industry in some countries".

According to a report published by McKinsey:

"In 2017 banks in Africa had a return on equity, a measure of profitability of nearly 15%, second only to banks in Latin America and more than double that achieved by similar institutions in developed markets in Asia, Europe and the U.S. Further, Africa's banking industry is also expected to grow at a faster annual rate over the next five years compared to its counterparts in developed markets: 8.5% in Africa vs. about 4.5% for banks in advanced countries".

McKinsey estimates that: "there are 100 million active mobile financial services customers in Africa dealing in transactions worth \$2.1 billion and mobile money is the key to growing Africa's banking sector".

**Sources:** <a href="https://www.usatoday.com/story/money/2018/02/27/africas-banks-doing-what-u-s-banks-arent-winning/376033002/https://qz.com/1243637/mobile-money-is-key-to-growing-banks-in-africa/">https://qz.com/1243637/mobile-money-is-key-to-growing-banks-in-africa/</a>

### **Tendencies**

In the "Africa retail banking's next growth frontier" report of the Mckinsey & Company, written by Mutsa Chironga, Luis Cunha, Hilary De Grandis, and Mayowa Kuyoro, states that:

"Africa's banking sector provides a refreshing contrast. Its markets are fast growing and nearly twice as profitable as the global average. Africa's retail-banking penetration stands at just 38 percent of GDP, which is half the global average for emerging markets. Africa's banks face challenges as: low income levels in many countries, widespread use of cash in most economies, and poor coverage of credit bureaus. But some banks are already tapping the opportunities inherent in these challenges. For example, they are harnessing Africa's widespread mobile-phone coverage to create low-price offerings and innovative distribution models. Driven by such innovation, Africa retail banking revenue growth could accelerate significantly in the next five years. Africa today has the second-fastest-growing banking market—taking retail and wholesale banking together—in the world. Between 2012 and 2017, Africa banking-revenue pools grew at a compound annual growth rate of 11 percent in constant 2017 exchange rates. Africa is also the global banking industry's second-most profitable region: the ROE of its banks in 2017 stood at 14.9 percent, second only to Latin America and comparable to other regions such as emerging Asia and the Middle East. The projected growth for Africa's banking-revenue pools of 8.5 percent a year between 2017 and 2022 will bring the continent's total banking revenues to \$129 billion".

On the Africa Development Bank Group website is mentioned that:

"Africa's lack of industries is largely responsible for its low standing in global development. Africa industry generates an average of US \$700 of GDP per capita, barely one-fifth of East Asia's US \$3,400, which probably explains why it continues to depend for most needs on industrialized economies despite its own strong economic growth for almost two decades. Low-tech unprocessed natural resources comprise the bulk of Africa exports, representing more than 80% of exports from Algeria, Angola or Nigeria".

#### Sources:

 $\frac{https://www.mckinsey.com/~/media/McKinsey/Industries/Financial\%20Services/Our\%20Insights/Africa\%20retail\%20bankings\%20next\%20growth \\ \%20frontier/Roaring-to-life-growth-and-innovation-in-Africa-retail-banking-web-final.ashx$ 

https://www.afdb.org/en/news-and-events/2018-annual-meetings-focus-on-accelerating-africas-industrialization-18108/

# The Future of Africa Banking: Perspectives

Industrialized Africa is one of the Bank's High 5 priorities to speed up the continent's development. As Bank President, **Akinwumi Adesina** states:

"The secret of the wealth of nations is clear: developed nations add value to everything they produce, while poor nations export raw materials. Africa must quit being at the bottom of the global value chains and move rapidly to industrialize, with value addition to everything that it produces."



The authors of McKinsey's report mentioned that:

"Global media reports are more likely to highlight Africa's social and political problems than its rise as a business market. Yet the reality is that the continent is in the midst of a historic acceleration that is lifting millions out of poverty, creating an emerging consumer class and propelling rapid economic growth in many economies,"

Mutsa Chironga, a partner in McKinsey's office in Johannesburg said:

"Africa banks are innovating the banking business model in much more fundamental ways than banks from some developed countries,"

Africa banks are benefiting from their expansion on the continent: earnings are steadily growing, and franchises are being built across Africa.



**Sources**: https://www.afdb.org/en/news-and-events/2018-annual-meetings-focus-on-accelerating-africas-industrialization-18108/https://www.usatoday.com/story/money/2018/02/27/africas-banks-doing-what-u-s-banks-arent-winning/376033002/

## 35 Banks active in Africa / 2017

- 1. Afriland First Bank
- 2. Attijariwafa Bank
- **3.** Banco de Fomento Angola (BFA)
- 4. Banco Millennium Atlantico
- **5.** Banque Internationale Arabe de Tunisie
- 6. Bank of Africa
- 7. Bank of Africa Madagascar
- 8. Barclays Bank Zambia
- 9. BCIMR
- 10. CBZ Bank
- 11. Commercial Bank of Ethiopia
- **12.** CRDB Bank
- 13. Ecobank Burkina Faso
- 14. Ecobank Cameroon
- 15. Ecobank Gambia
- 16. Ecobank Togo
- **17.** Equity Bank
- 18. First Bank of Nigeria
- 19. First National Bank of Namibia

- 20. GCB Bank
- 21. I&M Bank Rwanda
- **22.** Millennium bim
- 23. National Bank of Malawi
- 24. Societe Generale Algerie
- **25.** Societe Generale Benin
- **26.** Societe Generale de Banques en Côte d'Ivoire (SGBCI)
- **27.** Societe Generale de Banques en Guinée
- **28.** Societe Generale de Banques au Sénégal
- 29. Stanbic Bank Uganda
- **30.** Standard Bank
- 31. Standard Bank Mauritius
- 32. Stanbic Bank Botswana
- **33.** Rawbank
- **34.** Zenith Bank
- 35. Zenith Bank Ghana

### 40 Banks active in Latin America / 2017-18

- 1. Banco do Brasil
- 2. Itaú Unibanco Holding
- 3. Banco Bradesco
- 4. Caixa Economica Federal
- 5. Banco Santander Brasil
- **6.** BBVA Bancomer
- **7.** Banamex
- 8. BTG Pactual
- 9. Banorte
- 10. Banco Santander Mexico
- 11. Banco Macro
- 12. Scotiabank Bahamas
- 13. Belize Bank
- 14. Banco Mercantil Santa Cruz
- 15. Banco de Chile
- **16.** Banco Popular Dominicano
- **17.** Produbanco
- 18. Banco Agricola
- 19. Banco Agromercantil
- 20. Banco Ficohsa

- 21. National Commercial Bank of Jamaica
- 22. BAC Banco San José
- 23. Banco Lafise Bancentro
- 24. Banistmo
- **25.** BBVA Paraguay
- 26. Bandes Uruguay
- 27. Banco Popular de Puerto Rico
- 28. Republic Bank
- 29. BBVA Provincial
- 30. Scotiabank Barbados
- 31. Scotiabank Costa Rica
- 32. Scotiabank Turks & Caicos
- 33. Banco Santander Uruguay
- 34. Scotiabank US Virgin Islands
- **35.** Banco Santander Rio
- **36.** Bradesco
- 37. Banco de Bogotá
- **38.** Banco Reservas de la Republica Dominicana
- 39. BBVA Bancomer
- 40. Banco General

#### 30 Banks active in Asia / 2017-18

- 1. YES Bank
- 2. State Bank Of India
- 3. HDFC Bank
- 4. ICICI Bank
- **5.** Punjab National Bank
- **6.** Axis Bank
- 7. Canara Bank
- 8. Bank of Baroda
- **9.** Union Bank
- 10. IDBI Bank
- 11. Bank of India
- 12. Bank Alfalah
- 13. Standard Chartered Bank
- 14. Habib Bank Limited
- **15.** United Bank Limited

- **16.** Meezan Bank
- 17. Askari Bank Limited
- 18. MCB Bank Limited
- 19. National Bank of Pakistan
- 20. Faysal Bank Limited
- 21. Allied Bank Limited
- 22. Bank Rakyat Indonesia
- 23. Bank Central Asia
- 24. Bank Negara Indonesia
- 25. Bank CIMB Niaga
- 26. Bank Tabungan Negara
- 27. Bank Panin
- 28. Bank Permata
- **29.** Bank Internasional Indonesia (BII) Maybank
- 30. Bank Danamon

# **Top 10 Most Active Banks In Africa**





















# **Top 10 Most Active Banks In Africa**

These banks were included in the Top 10 best banks in Africa because of their strong financial performance and their influence across the continent.

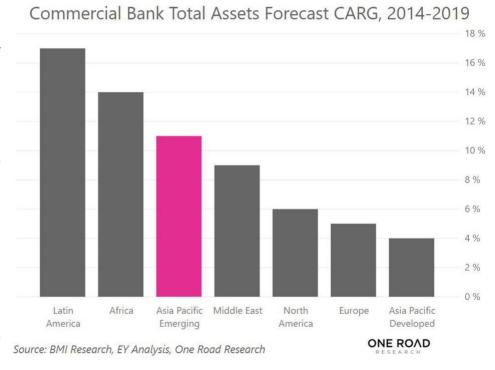
Standard Bank is Africa's largest lender by assets and has a presence in 20 countries on the continent. The bank raised more than \$7 billion of debt for Africa clients, including corporations, from global markets in 2017. French bank Societe Generale has major pan-Africa banking presence with operations in 19 countries on the continent. Ecobank is the best bank in Burkina Faso, Gambia and Togo, Equity Group Holdings doubled its profit growth in 2017 with big gains in foreign exchange and trade finance. Banque Internationale Arabe de Tunisie is the country's largest private-sector bank and now has a network of 203 branches across Tunisia. Millennium bim is the best bank in Mozambique due to its return on average equity of 23.9% in 2017. Bank of Africa was chosen as country winner in Madagascar and Mali. Barclays Bank is the best bank in Zambia because of its 61% increase in headline earnings in 2017 and has been rapidly introducing new digital initiatives in recent years. Zenith Bank is the best bank in Ghana and Sierra Leone.

- 1. Standard Bank
- 2. Societe Generale
- 3. Ecobank
- 4. Equity Bank
- **5.** Banque Internationale Arabe de Tunisie
- **6.** Commercial Bank of Ethiopia
- 7. Millennium bim
- 8. Bank of Africa Group
- 9. Barclays Bank
- 10. Zenith Bank

#### **Banks in Asia and Latin America**

Asian economies rely primarily on banks as a source of finance, unlike their Western counterparts. For example, bank-derived capital makes up almost 70 percent of the total borrowing from Chinese businesses. The same goes for Taiwan, Japan and South Korea. In Western countries, that amount is only 40%. Accounting and reporting standards in Asia are not nearly as transparent as in the west. As a result, foreign investors usually believe Asian assets are too risky and unattractive. Asian governments own most of the big banks, and these banks control the flow of capital.

According to the third annual digital banking report from Technisys, banks in Latin America are picking up the pace in moving to digital. The study found that 31% of banks mentioned that the digital team is still struggling to convince non-digital mindsets, while another 26% believe their digital culture is only strong in some silos and is not integrated throughout the entire company. An overwhelming majority of banks (85%) consider fintech's potential partners, and another 6% expressed interest in acquiring fintech competitors. The report found a contradiction between what banks think they offer and the technology behind it. It found that over 60% of banks are implementing or testing cloud computing, chatbots, and big data while a minority (less than 22%) mentions Blockchain, IoT and virtual reality. While 72% believe in the value of a consistent customer experience, only a third think seamlessness between channels is important.



Digital transformation may bypass credit cards, which don't have the wide adoption in Latin America that they have in the U.S. Digital will also reduce costs and enable banks to go after unbanked or underbanked people who are not profitable with the high costs of traditional banking.

**Sources**: https://www.forbes.com/sites/peterpham/2018/01/05/how-do-banks-work-in-asia/#4d80813c1d21 https://www.forbes.com/sites/tomgroenfeldt/2018/04/19/latin-american-banks-were-slow-to-go-digital-but-now-theyre-moving-fast/#67c1b1e66166

# Women and Banking System

The nature of the customer identification systems in place at most large banks in developing regions are shaped in large part my the AML and CTF regulations that these banks must operate by. These regulations, in turn, are set by the Financial Action Task Force (FATF) and the Basel Committee on Banking Supervision.

These regulations require that banks have robust customer identification and verification measures in place to prevent identity theft and anonymous accounts. Banks must also have higher due diligence standards in place for clients who pose a crime risk.

New risk standards put forth by the FATF in 2012 allow countries with lower crime rates. to simplify customer identification and verification measures. For instance, such countries may forego verification of customers' residential addresses in areas where that is otherwise a requirement, and may accept a letter from a community leader verifying a person's identity as an alternative to government-issued ID.

More than 1 billion women are unbanked globally, which accounts for roughly 55% of the total global unbanked population. This is further entrenched by the gender gap in regions such as South Asia, where only 37% of women have an account at a bank, as opposed to 55% for men. Furthermore, women in developing nations appear to have less success at obtaining government-issued identity documentation as well; this phenomenon has been documented in South America, Africa, and in Middle Eastern and South Asian countries.

While the number of countries launching large-scale identity programmes is increasing, the number of programmes that specifically include measures to increase the number of women with access to identify documents appears to be

Sources: <a href="https://www.weforum.org/agenda/2015/09/why-are-women-in-developing-economies-excluded-from-banking/">https://www.weforum.org/agenda/2015/09/why-are-women-in-developing-economies-excluded-from-banking/</a>

#### Conclusion

Banking systems in developing countries, manly in Africa, Asia and Latin America regions are very well developed and functioning. However, developed banking system does not guarantee economic development. As it was mentioned, banking sector development does not indicate causes for economic growth in African countries.

Moreover, women in developing economies enjoy less access to the banking system than men. Indeed, an increasing number of International Government and non-government organizations are promoting the idea of easy access to financial services to people without government-issued identification documents, as for example World Bank Group's Identity for Development (ID4D) initiative. Even having these initiatives, Banking systems in developing nations have very important requirements which are mainly aimed at meeting anti-money laundering and counter terrorist financing (AML/CTF) obligations, and these regulations impede the reformation of such systems to allow access to financial services to those who do not possess government-issued identity documents.

We consider banking systems in developing nations too rigid to become an engine of economic development. On the other hand fintech boom in developing countries can push the industry and financial inclusion initiatives in the presented regions.

Next chapter is dedicated to the kaleidoscope of fintech companies that have developed so as to narrow the financial inclusion gap in developing nations, and the myriad technologies they are adopting and using.

Sources: <a href="https://www.weforum.org/agenda/2015/09/why-are-women-in-developing-economies-excluded-from-banking/">https://www.weforum.org/agenda/2015/09/why-are-women-in-developing-economies-excluded-from-banking/</a>



#### Introduction

Over the last decade, private financial flows to Africa have risen substantially, growing from 63 percent of total external resources in 2002- 2006 to over 70 percent in 2010-2014.

Impact investment has the potential to complement public spending and ODA, by crowding-in private sector capital and skills to reduce Africa economies' vulnerability to external shocks, providing a market-based solution to address socio-economic needs, and allowing ODA inflows and public spending to focus on addressing social needs for which there is at present no viable market-based solution.

Impact investment today constitutes one of the more proactive and promising approaches on the responsible investment continuum, representing a huge opportunity to contribute to the implementation of the Sustainable Development Goals (SDGs), as well as the funding of inclusive and green businesses.

Impact investors looking to make investments in Africa should be cognisant of some specific factors that characterise enterprises and entrepreneurs in the region. The main characteristics that investors in Africa should be familiar with are the large informal sector, lack of standardised practices and a strong affiliation with the local communities of the enterprise.

**Source**: http://www.undp.org/content/dam/undp/library/corporate/Partnerships/Private%20Sector/Impact%20Investment%20in%20Africa/Impact%20Investment%20in%20Africa\_Trends,%20Constraints%20and%20Opportunities.pdf

# Who are Impact Investors

"Impact investments are investments made in companies, organizations and funds with the intention of generating measurable social and environmental impact in addition to financial return. Impact investments can be made in both emerging and developed markets, and target a range of returns from below market to market rate, depending upon the circumstances". According to UKAID: "Impact investments can be made across asset classes, including but not limited to cash equivalents, fixed income, venture capital and private equity."

Impact investors aim to finance ventures that will result in a positive social and/or environmental impact in addition to their positive financial return. The term "Impact Investing" was coined in 2007 in an initiative led by the Rockefeller Foundation - giving a name to various social investment methodologies that had been developing and in use, in some instances, for decades. In an initial effort to help coordinate and standardize the sector and to address the ambiguity and potential confusion stemming from such varying definitions of impact investing, the Rockefeller Foundation established the GIIN in 2009. In 2011, the GIIN further developed their definition of impact investing to include the following three criteria:

| 1.Intentionality                       | Impact investors aim to address a social and/or environmental challenge. This motivates them to support businesses they believe can tackle challenges, such as poverty, water, sanitation, primary education, health, land degradation habitat loss and others. |  |  |  |  |  |
|--|---|--|--|--|--|--|
| 2. Investment with return expectations | Impact investments have financial return expectations. Depending on the investors, different levels of financial returns – from capital preservation to market-rate – are acceptable.   |  |  |  |  |  |
| 3. Impact measurement                  | Impact investments have financial return expectations. Depending on the investors, different levels of financial returns – from capital preservation to market-rate – are acceptable.   |  |  |  |  |  |

Source: http://www.undp.org/content/dam/undp/library/corporate/Partnerships/Private%20Sector/Impact%20Investment%20in%20Africa/Impact%20Investment%20in%20Africa\_Trends,%20Constraints%20and%20Opportunities.pdf
http://www.theimpactprogramme.org.uk/what-is-impact-investment/

# **Types of Impact Investors**

Today, Development Finance Institutions (DFIs) are the main impact investors in Africa in terms of proportion of capital. Other investors include Funds, Private Foundations, high net-worth individuals and Institutional Investors such as Diversified Financial Institutions (commercial banks), Pension Funds, Insurance Companies and others. Investors can either be categorised as wealth holders or wealth managers.

For instance, DFIs mainly act as wealth holders, and are classified into a sustainable social enterprise and/or deploy capital into funds that then invest into enterprises. Funds are also categorised as investors even though they are wealth managers and invest the capital of wealth holders into enterprises.

| Investor Types                      | Typical Financial Products  | Typical Sector Focus in Africa  | Average Deal Size Range (\$)   |
|-------------------------------------|---|---|--|
| Development Finance<br>Institutions | Equity, debt, mezzanine, quasi- equity, guarantees and grants.          | Infrastructure, financial services, agriculture, energy                               | \$5 million – over \$50<br>million   |
| Fund Managers                       | Grants, equity, debt, quasi equity, inventory finance.                  | Infrastructure projects, agriculture, telecommunica tion, retail, financial services. | Early stage finance: less than \$50,000. Venture capital & private equity \$500,00 - \$1million. |
| Foundations & Private Foundations   | Equity, debt, grants, quasi- equity for seed stage.                     | Access to basic services, social/ human development                                   | \$500,000 - \$5 million  |
| Institutional Investors             | Providing co-investments<br>Through debt (banks) or<br>invest in funds. | Projects (i.e. agriculture, energy, water, transportation).                           | -  |

#### **Directions of Investments**

According to the "Impact Investment in Africa: Trends, Constraints and Opportunities" report published by UNDP:

"Improved service provision in the areas of education, health, agriculture and food security, energy access, affordable housing, financial inclusion and infrastructure would contribute to reductions in inequality, gains in human development and improvements in resilience and protection against vulnerability to shocks. The examples below provide an indication of the potential of sustainable social enterprises and collaborative public private partnerships projects to emerge and absorb impact investment capital for the achievement of broad based human development goals".

#### Education



"Access to education remains a substantial challenge in Africa. In 2012, 56 million sub-Saharan Africas aged 15 to 24 (equal to one third of the population), had not completed their primary school education. The consequences of low levels of access to education are significant as education plays an important role in determining future employment prospects, and represents one of the main paths to escaping poverty and contributors to human development gains".

Healthcare, Water and Sanitation



ood

Agriculture and Food Security



"The World Health Organization (WHO) estimates that approximately 47% of the Africa population has low or no access to basic health care services. In addition, more than 800 million Africas do not have adequate sanitation services and almost 300 million live without access to clean and safe water, with devastating effects on their health and quality of life. Therefore, a solution to this disease burden would help to address fundamental health challenges".

"Approximately 21% of Africa's population is malnourished. Hunger and poor food security lead to undernutrition, with dire consequences on health, well-being, and economic capacity and growth. Africa contains 60% of the world's uncultivated arable land, approximately 70% of the population is directly employed in the sector, and it accounts for approximately 30% of the region's GDP".

Source: <a href="http://www.undp.org/content/dam/undp/library/corporate/Partnerships/Private%20Sector/Impact%20Investment%20in%20Africa/Impact%20Investment%20Inve

#### **Directions of Investments**

#### **Energy Access**



"More than 700 million people (two-thirds of the population) in Africa live without access to electricity. Access to energy for cooking, lighting and heating therefore remains a key challenge for many Africa households with many relying on the traditional use of solid biomass - firewood and charcoal and dried animal dung - for cooking. For households living off the grid, kerosene lamps are the primary lighting source—an expensive technology that is also unsafe, because kerosene is flammable as well as poisonous when inhaled or ingested".

Infrastructure



"Infrastructure development is critical to economic growth and development on the Africa continent, and remains one of the main obstacles to productivity. The Africa Development Bank (AfDB) estimates that Africa spends an average of \$45 billion a year on infrastructure and that most of the capital funding this investment is from external or foreign sources. Therefore, in order for the continent to continue its infrastructure development, a sustained level of investment is necessary".

**Financial Services** 



"Despite the recent financial sector growth in Africa over the past decades, many individuals and firms are still excluded from access to financial services in Africa countries. According to the Africa Development Bank, less than one in four Africas have a bank account at a formal financial institution.available Africa financial services lag behind other developing economies in terms of cost-structure, distance to bank, and documentation requirements, which are all important obstacles to increasing access to financial services".

Access to Affordable Housing



"Urbanization is a strong component of Africa's economic growth. With an annual urbanization rate of 3.5 percent over the past two decades, Africa cities are the fastest growing in the developing world. One of the central challenges created by Africa's rapid urbanization is poor-quality housing units, or "urban slums", in some of the continent's cities. The Africa slum population is estimated at 400 million people representing 40.2 percent of its population".

**Source**: <a href="http://www.undp.org/content/dam/undp/library/corporate/Partnerships/Private%20Sector/Impact%20Investment%20in%20Africa/Impact%20Investment%20Inves

# Case Study

DFIs have been instrumental in developing private sector activity in West Africa, not only through direct investments made into enterprises, but also by investing in private equity, venture capital, and microfinance investment vehicles, providing technical assistance and advisory services and providing lines of credit and guarantee services for commercial banks to encourage local lending and investment.



"One of our key objectives is to mobilise other sources of private finance, so we try to encourage other domestic institutional investors to invest alongside us."

**DFI** in Senegal

The last decade has seen a rise in Africa philanthropic institutions and philanthropic activities founded by high net worth individuals such as ex-presidents, musicians, athletes, and successful businessmen. These new Africa foundations are rising up next to the more established international foundations working to address some of Africa's social and environmental problems through their grant-making activities.

"We provide smaller amounts of money than a bank and take more risks."

**Foundation in Nigeria** 



Source: <a href="https://assets.rockefellerfoundation.org/app/uploads/20150610104900/Impact-Investing-in-West-Africa.pdf">https://assets.rockefellerfoundation.org/app/uploads/20150610104900/Impact-Investing-in-West-Africa.pdf</a>

# Case Study

Since formal philanthropic institutions are new to Africa, especially West Africa, most philanthropic activity takes the form of Africans investing in their own communities, or Africans living abroad sending money home. Though many of these individuals are investing their wealth to solve social challenges, since it is done informally, it is impossible to measure.



"Angel investing is happening in Ghana but you would never hear about it publicly."

SME support organisation in Ghana

GroFin recognises that every business is different, and does not use a standard interest rate to lend to entrepreneurs. Instead, it takes into consideration the development stage of the business, the projected cash flow and profitability, the risk involved, the entrepreneurs' capital contribution and any collateral they provide. It then works with the entrepreneur to develop their business and managerial skills



Source: <a href="https://assets.rockefellerfoundation.org/app/uploads/20150610104900/Impact-Investing-in-West-Africa.pdf">https://assets.rockefellerfoundation.org/app/uploads/20150610104900/Impact-Investing-in-West-Africa.pdf</a>

# 200 Impact Investors in Developing World

- 1. 500 Mexico City
- 2. Aavishkar
- 3. Abraaj Group
- 4. Accion
- 5. Actis Africa Agribusiness Fund
- 6. Acumen Fund
- 7. AFIG Funds
- 8. Aflore
- Afluenta
- 10. Africa Development Bank
- 11. Africa Enterprise Challenge Fund
- 12. Africa Finance Corporation
- 13. African Guarantee Fund
- 14. African Infrastructure Investment Managers
- 15. AfricInvest
- 16. Agora Partnerships
- 17. Agri-Vie
- 18. AlphaMundi Group
- 19. ALTHELIA Funds
- 20. Angel Ventures Mexico
- 21. Annona Sustainable Investments
- 22. Ariya Capital
- 23. Artha
- 24. Asha Impact
- 25. Asian Healthcare Fund
- 26. Aspada Advisors
- 27. Atma
- 28. Attijariwafa bank (Bought CBAO in 2007)
- 29. Aventura Investment Partners
- 30. AVINA
- 31. AXA Assurances
- 32. Bamboo Capital Partners
- 33. Banco D-MIRO
- 34. Banco de Desarrollo de America Latina (CAF).
- 35. Banco FIE

- 36. Banco Pérola
- 37. Banco WWB Colombia
- 38. Bank of Africa
- 39. Banorte
- 40. Banque Atlantique
- 41. Banque de Developpement du Mali
- 42. Bedrock Capital
- 43. Bill & Melinda Gates Foundation
- 44. BlueOrchard Finance S.A.
- 45. Bolivian Investment Management
- 46. BOMBAcamp
- 47. Brazilian Development Bank
- 48. Calvert Foundation
- 49. Capital Export SAS
- 50. Capital Indigo
- 51. Capria Ventures LLC
- 52. Catalyst Principal Partners
- 53. Cauris Management
- 54. Ceniarth
- 55. China Africa Development Fund
- 56. Citigroup
- 57. CLSA
- 58. Cofides
- 59. Compartamos Banco
- 60. Cordes Foundation
- 61. Cordiant Capital
- 62. CoreCo
- 63. Creation Investments
- 64. Credit Suisse
- 65. Crystal Springs Foundation
- 66. Dasra (Deval Sanghvi)
- 67. DEG

- 68. Deutsche Bank
- 69. Developing World Markets
- 70. Development Partners International
- 71. Développement international Desjardins
- 72. DOB Equity
- 73. DOEN Foundation
- 74. ECHOVC PARTNERS
- 75. Ecobank Transnational
- 76. EcoEnterprises Fund
- 77. Endeavor Global
- 78. Energy Access Ventures
- 79. ENGIE
- 80. Equity Bank
- 81. Fanisi Capital
- 82. FIE Gran Poder
- 83. FinnFund
- 84. Finnovista
- 85. First City Monument Bank
- 86. Fledge
- 87. FMO
- 88. Gatsby Charitable Foundation
- 89. Gema Ventures
- 90. Gera Venture Capital
- 91. Global Partnerships
- 92. Goodwell
- 93. Government Employees Pension Fund of South Africa
- 94. Grameen Capital
- 95. Grassroots Business Fund
- 96. GrayMatters Capital
- 97. GroFin
- 98. Hayaat Group
- 99. Heart Capital
- 100. Heirs Holdings

# 200 Impact Investors in Developing World

| 101. | HFC Bank                                  | 134. | Norfund                                | 167. | Sorenson Impact Fund                   |
|------|---|------|--|------|--|
| 102. | Hinduja Leyland Finance                   | 135. | Novastar Ventures                      | 168. | SOVEC Fund                             |
| 103. | I&P Investment Company                    | 136. | nvestment Fund for Health in Africa    | 169. | Sovereign's Capital                    |
| 104. | IFC                                       | 137. | Oasis Capital                          | 170. | SSNIT                                  |
| 105. | Ignia                                     | 138. | OeEB                                   | 171. | Stanbic IBTC Bank                      |
| 106. | IL&FS Investment Managers                 | 139. | OIKO CREDIT                            | 172. | StartUp Chile                          |
| 107. | Impact America Fund                       | 140. | Omidyar Network                        | 173. | Swedfund                               |
| 108. | InfraCo Africa                            | 141. | Omnivore Partners                      | 174. | Tata Capital Innovations Fund          |
| 109. | Injaro Agricultural Capital Holdings Ltd. | 142. | OPIC                                   | 175. | The AAROHI FUND                        |
| 110. | Intellecap                                | 143. | Palladium Group                        | 176. | The Africa Private Equity and Venture  |
| 111. | Inter-American Development Bank (IDB)     | 144. | PanAfrican Investment                  |      | Capital Association                    |
| 112. | International Housing Solutions           | 145. | Pearson Affordable Learning Fund       | 177. | The Aspen Network of Development       |
| 113. | Inversor                                  | 146. | Performa Investimentos                 |      | Entrepreneurs (ANDE)                   |
| 114. | Invested Development                      | 147. | Phatisa Fund Managers Limited          | 178. | The Central American Bank for Economic |
| 115. | Iroquois Valley Farmland REIT, PBC        | 148. | Pipa                                   |      | Integration (CABEI)                    |
| 116. | Jacana Partners                           | 149. | Polymath Ventures                      | 179. | The David&Lucy Packard Foundation      |
| 117. | JP Morgan                                 | 150. | Proparco                               | 180. | The Freedom Fund                       |
| 118. | JS Private Equity                         | 151. | Qualcomm Ventures                      | 181. | TIAA CREF                              |
| 119. | KOIS INVEST                               | 152. | REGMIFA (Regional Micro SME Investment | 182. | Tokai Ventures AgroTech Accelerator    |
| 120. | LeapFrog Investments                      |      | Fund for SSA)                          | 183. | Toniic                                 |
| 121. | Lemelson Foundation                       | 153. | Responsability                         | 184. | Tony Elumelu Foundation                |
| 122. | LGT Venture Philanthropy Foundation       | 154. | RISE                                   | 185. | Treehouse Investments                  |
| 123. | MacArthur Foundation                      | 155. | Rockefeller Brothers Fund              | 186. | Treetops Capital                       |
| 124. | ManoCap                                   | 156. | Rockefeller Foundation                 | 187. | TriLinc Global                         |
| 125. | MCE Social Capital                        | 157. | Root Capital                           | 188. | Triodos Bank                           |
| 126. | Menterra Venture Advisors                 | 158. | Sangam Ventures                        | 189. | UBS Optimus Foundation                 |
| 127. | Mergence Investment Managers              | 159. | Sarona Asset Management                | 190. | UNICEF USA Bridge Fund                 |
| 128. | MicroVest Capital Management              | 160. | Sembrador Capital                      | 191. | Unitus                                 |
| 129. | Miller Center for Social Entrepreneurship | 161. | Shell Foundation                       | 192. | UPS Strategic Fund                     |
| 130. | MOV Investimentos                         | 162. | SIC Insurance Company Ltd              | 193. | USAID-Development Innovation Ventures  |
| 131. | National Investment Bank Limited          | 163. | Sierra Investment Management           | 194. | VenturEast                             |
| 132. | NESsT                                     | 164. | Skoll Foundation                       | 195. | Vital Capital                          |
| 133. | New Ventures Mexico                       | 165. | Skye Bank                              | 196. | West Africa Agricultural and Trade     |
|      |   | 166. | Sonibank                               |      | Investment Fund                        |
|      |   |      |  | 197. | West Africa Venture Fund               |
|      |   |      |  | 198. | West African Development Bank (BOAD)   |
|      |   |      |  | 199. | Willow Impact Investors                |
|      |   |      |  | 200. | Zenith Bank                            |
|      |   |      |  |      |  |
|      |   |      |  |      |  |



#### Introduction

This report profiles 180 companies operating in the field of financial inclusion, or which propose services that help assist in helping communities in developing nations to participate in the global economy. This chapter is dedicated to presenting a general industry overview and focuses on:

Developing a framework of 4 main categories, which can be used as a framework for classifying the companies operating in this space:

- Payments/Transfers
- Savings
- Loans
- Insurance

The problems financial inclusion companies are facing on the ground, including:

- Banks which are too far away from the places that citizens are living;
- The bank services are too expensive;
- Lack of documentation and thus, inability to pass KYC and/or open a bank account;
- The problem of trust towards institutions and banks. The lack of trust makes impossible to increase the level of financial inclusion among researched countries;
- Highly illiterate population, which makes economic and social developed impossible, the lack of money
  makes unnecessary to be engaged in financial life. In some cases it is enough that one family member has
  an account;

A detailed overview several technologies which serve as the hallmarks of successful financial inclusion technologies and services:

- Artificial Intelligence which, for instance, is widely used by lending companies in order to choose clients.
- Bio-identification mechanisms which can be used in order to integrate those who do not have a government issued IDs.
- Blockchain technologies makes transaction secured and proved.
- Gamification
- ChatBots

# **Payments/Transfers**

A Gallup, Inc. survey of 11 countries in Sub-Saharan Africa found that more than 80 percent of adults make bill payments or remittances using cash.

Given the lack of digital-payment penetration, governments, consumers, and financial providers in all developing region are still bearing the high cost of cash payments.

"In some Africa countries, only 10% of the people have a bank account, but 60% have a mobile phone. The mobile phone is therefore the only way for them to collect their wages, pay an invoice, save money or get a loan. Orange Money was launched in 2008 in Côte d'Ivoire to simplify money transfers. In 2016, transactions carried out amounted to nearly € 2 billion per month. A success that shows how technology, when accessible to all, improves daily life.

While cash transfers are already widely accepted as a tool for "social protection" (e.g., alleviating present suffering, hunger, etc.), they are also one of the few interventions that have been shown to have positive impacts years after delivery. Studies in Uganda and Sri Lanka, for example, have found earnings increases of \$0.40 to \$0.80 per \$1 delivered after 4–5 years.

The latest World Bank report mentions how remittances to developing countries only saw marginal growth in 2015. The most well-known system, M-PESA, started in Kenya and is now operational in six countries; it has 20 million users who transferred \$500 million a month during 2011 and are served by more than 28,000 agents.

Payment in the shops can be made by using the mobile phone of merchant, while the payment on websites are made by using web services.

**Source:** <a href="https://www.mckinsey.com/industries/financial-services/our-insights/sub-saharan-africa-a-major-potential-revenue-opportunity-for-digital-payments">https://www.mckinsey.com/industries/financial-services/our-insights/sub-saharan-africa-a-major-potential-revenue-opportunity-for-digital-payments</a>
<a href="https://www.orange.com/en/Group/Activities/Orange-Financial-Services/Folder/Orange-Money">https://www.orange.com/en/Group/Activities/Orange-Financial-Services/Folder/Orange-Money</a>

# **Savings**

A report made by the Africa Capacity Building Foundation has shown that:

"The savings rate throughout Africa is considerably lower than in more developed countries, but surprisingly even significantly lower than the savings rate in China, where around 50% of income is saved. Sub-Saharan Africa has the lowest savings rate which is continuing on a declining path compared to East Asia, Pacific, Latin America and South Asia".

The Global Development Horizons (GDH) report supported by The World Bank, written by Maurizio Bussolo, have outlined that:

"In less than a generation, global saving and investment will be dominated by the developing world. By 2030, half the global stock of capital, totaling \$158 trillion will reside in the developing world, compared to less than one-third today, with countries in East Asia and Latin America accounting for the largest shares of this stock which explores patterns of investment, saving and capital flows as they are likely to evolve over the next two decades. Developing countries' employment in services will account for more than 60 percent of their total employment by 2030 and they will account for more than 50 percent of global trade. Aging populations in East Asia, Eastern Europe and Central Asia, will see the largest reductions in private saving rates. In contrast, Sub-Saharan Africa, with its relatively young and rapidly growing population as well as robust economic growth, will be the only region not experiencing a decline in its saving rate."

**Source**: http://s3-eu-west-1.amazonaws.com/tutor2u-media/channels/beyond-the-bike/Savings-gaps-in-Africa.pdf?mtime=20151008114533 <a href="http://www.worldbank.org/en/news/feature/2013/05/15/developing-countries-to-dominate-global-saving-and-investment-but-the-poor-will-not-necessarily-share-the-benefits-savs-report">http://www.worldbank.org/en/news/feature/2013/05/15/developing-countries-to-dominate-global-saving-and-investment-but-the-poor-will-not-necessarily-share-the-benefits-savs-report</a>

#### Loans

In the article "Alternative Data Is Making (Credit) History in Sub-Saharan Africa" written by Mipe Okunseinde, it is mentioned that:

"In developing markets, conducting the due diligence needed to assess a borrower's credit risk is a challenge for two main reasons: geographic inaccessibility and little to no information as to the person's credit history. Considering that Africa is home to the world's fastest growing middle class, this is a significant missed opportunity. Cignifi uses mobile phone usage to assess not only a person's credit risk but also the probability that a person will use a particular financial service or product. First Access analyzes additional financial information (such as the individual's water, utilities and educational payments history) to assess a person's credit risk. Lenddo offers loans and free financial education to individuals based on their LenddoScore, a creditworthiness rating that the company generates through analysis of the prospective borrower's social media activity and related data sources".

In the article "Digital Credit in Africa: Are Nano Loans Safe for Consumers?" posted by Nadia van de Walle, she wrote that:

"Digital credit is growing fast in developing markets, particularly in Sub-Saharan Africa. Lenders such as M-Shwari, Jumo, M-Pawa, Eazzy Loan, Branch, EcoCashLoan, Timiza, KCG M-Pesa and others are attracting interest and investment. They are seen as having the potential to improve financial access and to make banking with poor clients more feasible and sustainable through technology that reduces underwriting and infrastructure costs. They offer small or nano loans starting as low as \$5 or \$10 dollars, make use of simple mobile user interfaces, and provide funds in real-time".

**Source**: <a href="https://www.covafrica.com/2015/02/alternative-data-is-making-credit-history-in-sub-saharan-africa/https://cfi-blog.org/2016/09/22/digital-credit-in-africa-are-nano-loans-safe-for-consumers/">https://cfi-blog.org/2016/09/22/digital-credit-in-africa-are-nano-loans-safe-for-consumers/</a>

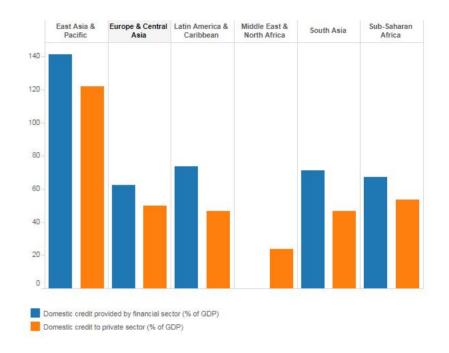
#### Loans

Loan companies are the most popular in our list: 37.5% of companies out of 200 are lending money to individuals or business in developing or developed countries.

In developing markets, credit risk is a challenge for two main reasons: geographic inaccessibility and little to no information as to the person's credit history.

In comparison with other regions, the East Asia and Pacific region has provided the most domestic credit to the economy and private sector, at 141% and 122%, respectively, of its GDP.

The number of active credit consumers in South Africa has grown strongly in recent years.



In the "Credit Markets in South Africa – The Consumer Experience" published by Eighty20, it was mentioned that:

"According to the NCR, in 2016 there were over 24 million credit active consumers, representing almost two thirds of the total adult population (18+) in South Africa. This is up from 17.5 million credit active consumers in 2008".

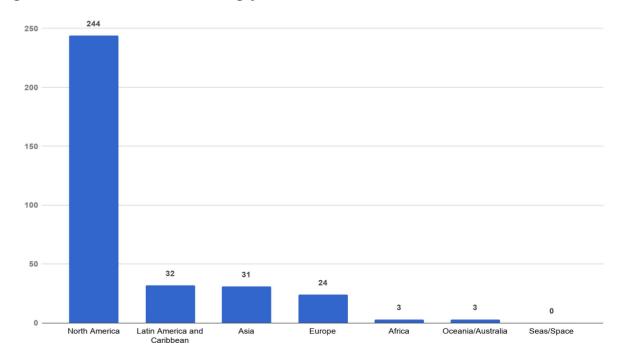
**Source**: <a href="https://www.covafrica.com/2015/02/alternative-data-is-making-credit-history-in-sub-saharan-africa/http://blogs.worldbank.org/opendata/africacan/data-show-rise-domestic-credit-developing-countries/http://blogs.worldbank.org/opendata/africacan/data-show-rise-domestic-credit-developing-countries/http://blogs.worldbank.org/opendata/africacan/data-show-rise-domestic-credit-history-in-sub-saharan-africa/http://blogs.worldbank.org/opendata/africacan/data-show-rise-domestic-credit-history-in-sub-saharan-africa/http://blogs.worldbank.org/opendata/africacan/data-show-rise-domestic-credit-history-in-sub-saharan-africa/http://blogs.worldbank.org/opendata/africacan/data-show-rise-domestic-credit-history-in-sub-saharan-africa/http://blogs.worldbank.org/opendata/africacan/data-show-rise-domestic-credit-history-in-sub-saharan-africa/http://blogs.worldbank.org/opendata/africacan/data-show-rise-domestic-credit-history-in-sub-saharan-africa/http://blogs.worldbank.org/opendata/africacan/data-show-rise-domestic-credit-history-in-sub-saharan-africa/http://blogs.worldbank.org/opendata/africacan/data-show-rise-domestic-credit-history-in-sub-saharan-africa/http://blogs.worldbank.org/opendata/http://blogs.

#### Insurance

In the research "Sub-Saharan Africa becomes increasingly attractive to insurers" conducted by EY, a global leader in assurance, tax, transaction and advisory services expected that:

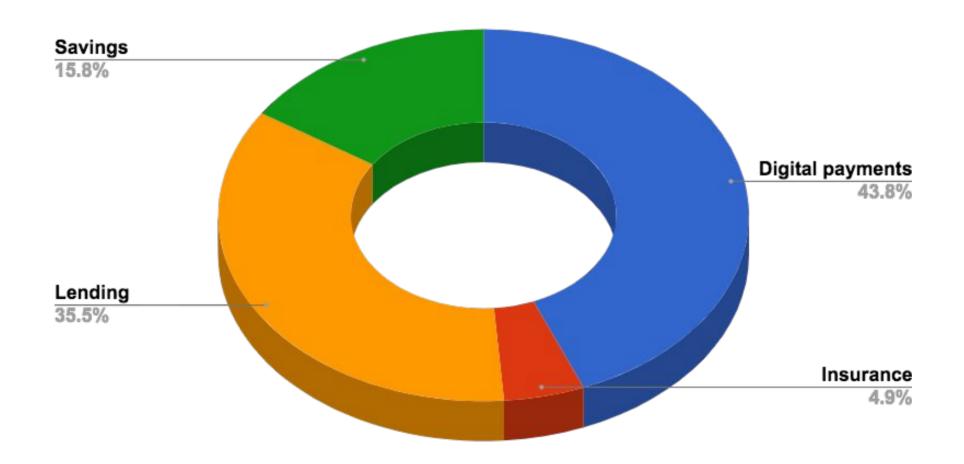
"8.5% annual growth for Ghana's insurance market between 2014 and 2018, expanding from US\$400m to \$600m. Just one in 10 Ghanaians own any kind of insurance, though the country has been the focus of foreign investors who have harnessed competition among mobile phone providers to offer free insurance as a market differentiator. Kenya is the most mature market among the seven countries included in the report, which forecasts that its insurance market will grow to \$2.2bn by 2018 from \$1.8bn in 2014. Respondents from Kenya view regulatory changes and mobile underwriting platforms as potential growth drivers in the coming years".

In 2016, the insured catastrophe losses for the Latin American region amounted to around 1.4 billion dollars. Currently around 135 million, or 5%, of low income people in developing countries are using microinsurance products. Africa's insurance market is growing, and the Financial Times refers to this market as going through a "giant waking up."



**Source**: <a href="https://www.howwemadeitinafrica.com/sub-saharan-africa-becomes-increasingly-attractive-to-insurers/https://www.statista.com/statistics/281033/catastrophe-losses-of-insurance-companies-worldwide/">https://www.statista.com/statistics/281033/catastrophe-losses-of-insurance-companies-worldwide/</a>

# **200 Companies** industry overview





## Barriers to financial inclusion, which must be addressed

Both regions, Asia and Africa, have similar challenges in the financial inclusion process. Modern companies which are operating on the ground and want to succeed need to find a proper solution.

The challenges to financial inclusion include:

- Banks are often too far away from the place where the person lives;
- Bank services are too expensive;
- Lack of documentation and thus, inability to pass KYC to open a bank account;
- Lack of trust towards financial institutions and banks;
- Highly illiterate population, which makes economic and social development challenging;
- Lack of money makes it unnecessary to be engaged in financial life;
- Cultural and religious reasons are sometimes barrier to financial inclusion in some regions;
- Institutional regulations and adoption is important for startups based on cryptoassets.

The weaker sections of the society are generally ignored by the formal financial institutions in the race to make huge profits. Financially educated customers tend to make better financial choices. Access to financial services at an affordable cost will improve life of the poor.

Most of the issues mentioned above can be resolved by using modern technologies. Some companies are successfully addressing these issues. Recent development has shown that technology plays an important role in improving financial inclusion because:

- It helps to reduce cost of the product.
- Reduces transaction cost.
- Improves quality of the product.
- Helps in increasing choices and flexibility to customer.

**Source**: <a href="https://www.coinstaker.com/trouble-cryptocurrency-africa-truth-behind-hypes/">https://www.coinstaker.com/trouble-cryptocurrency-africa-truth-behind-hypes/</a>
<a href="https://www.researchgate.net/publication/309194840">https://www.researchgate.net/publication/309194840</a>
<a href="Financial\_Inclusion\_Issues\_and\_Challenges">Financial\_Inclusion\_Issues\_and\_Challenges</a>

# **Secure Money Transfers Blockchain and Crypto**

One factor contributing to lack of financial inclusion is a general distrust of financial institutions and banks. This distrust makes it very difficult to increase the level of financial inclusion in researched countries. Fraud and money laundering are the main problems in the African and Asian regions. Economically undeveloped countries tend to have such problems. Blockchain technologies help prevent crime and can provide users with the secure transfer of money. For now, there are only few companies which are using blockchain technologies for secure transfers.

In the article, "Cryptocurrencies Can Boost Financial Inclusion Experts Agree", by Angeline Mbogo, it is mentioned that:

"Globally, two billion working-age adults are excluded from formal financial services while only 34 percent adults in Sub-Saharan Africa had an account in 2014 as indicated by World Bank data. According to industry experts, financial exclusion is caused by lack of trust, high costs, and inaccessible formal financial institutions. To increase financial inclusion, the G20 Global Partnership for Financial Inclusion (GPFI) developed high-level principles that will help governments promote financial inclusion digitally."



"The reason a lot of these systems are broken here is [that] consumers do not trust them. There is a lot of corruption [and] there is a lot of fraud. You always have a middleman monitoring and managing everything. One has to trust [that] a bank is actually going to take care of my money and not take it away."

Wala CEO, Tricia Martinez.

Source: http://bitcoinafrica.io/2018/03/20/cryptocurrencies-can-boost-financial-inclusion/

# 3 Technological Generation of FinTech companies

What Distinguishes 1st Generation of FinTech Apps from 2nd and 3rd Generations of FinTech Apps?

Organizations involved in Financial Inclusion initiatives in developing countries can be divided into 3 generations:

1st Generation initiatives can be classified initiatives that mainly use ink and paper to serve their clients. Basic technologies are involved.

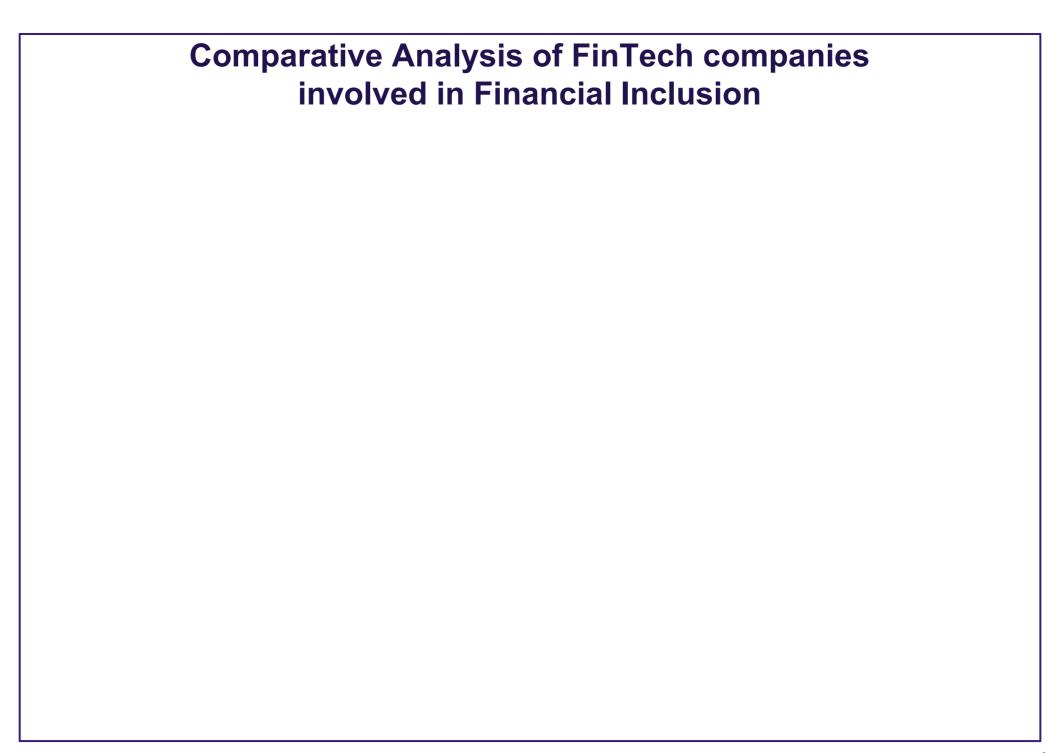
2nd Generation initiatives use mobile applications incorporating data analysis and basic algorithms for various tasks, such as data encryption or client profile analysis.

3d Generation initiatives use advanced technologies, which reduce operation costs. Moreover, these organizations are using gamification methods in order to educate customers about possible services, as well as help people without government-issued IDs to gain access to financial services via Bio-identification systems.

|                | Technologies   | Gamification | Crypto<br>Economy | Biometric identification systems | ChatBots | Blockchain | Al |
|----------------|----------------|--------------|-------------------|----------------------------------|----------|------------|----|
| 1998 -<br>2016 | 1st Generation | -            | -                 | -                                | -        | -          | -  |
| 2017 -<br>2018 | 2nd Generation | -            | +                 | +                                | -        | -          | +  |
| 2018 -<br>2019 | 3d Generation  | +            | +                 | +                                | +        | +          | +  |

# Comparative Analysis of FinTech companies involved in Financial Inclusion in developing countries

| Project name | Blockchain | ChatBot | Biometric identification systems | Gamification | Machine<br>Learning //<br>Algorithms | Budget        | Downloads            |
|--------------|------------|---------|----------------------------------|--------------|--------------------------------------|---------------|----------------------|
|              | +          | +       | +                                | +            | +                                    | \$5,200,000   | 200,000+             |
|              | +          | -       | +                                | +            | +                                    | \$2,600,000   | N/A                  |
|              | +          | -       | +                                | -            | +                                    | \$125,800,000 | 1,500,000<br>clients |
|              | -          | +       | -                                | +            | +                                    | \$1,200,000   | 10,000               |
|              | -          | -       | +                                | +            | +                                    | \$2,300,000   | N/A                  |
|              | -          | +       | -                                | +            | +                                    | \$30,000,000  | N/A                  |
|              | +          | -       | -                                | +            | +                                    | \$509,000,000 | 230,000,000+         |
|              | -          | +       | -                                | -            | +                                    | \$110,600,000 | 1,000,000+           |
|              | -          | -       | -                                | -            | -                                    | N/A           | 1,100,000+           |
|              | +          | -       | -                                | +            | +                                    | N/A           | N/A                  |



# **Comparative Analysis of FinTech companies** involved in Financial Inclusion

# **Case of Humaniq (Africa)**

Humaniq is operating in 16 African countries and has more than 400,000 users.

This is a notable example of a project specifically focused on financial inclusion in one of the most problematic regions



# **Case of Humaniq (Africa)**

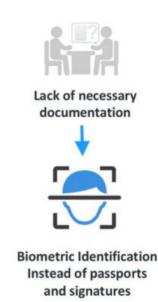
#### What makes Humaniq a Big Thing?

The Humaniq team has launched a powerful, next-generation financial services model which is based on Blockchain technology, mobile devices and biometric identification systems, with its own cryptocurrency. Our project is aimed to provide comprehensive solution to help eradicate poverty amongst millions of people living in the emerging economies delivering financial inclusion to the 2 billion unbanked globally.

#### 4 distinct elements of Humaniq Mobile app

- Simplicity: The interface is simple and user-friendly;
- Biometric authentication: Humaniq system enables face and voice verification, eliminating the need for formal documentation;
- Blockchain protocol: Our Etherium-based protocol provides guaranteed security against hacking, corruption and loss of information thanks to complete decentralisation;
- Independent HMQ currency: Every new user receives \$20 worth of HMQ in their account.





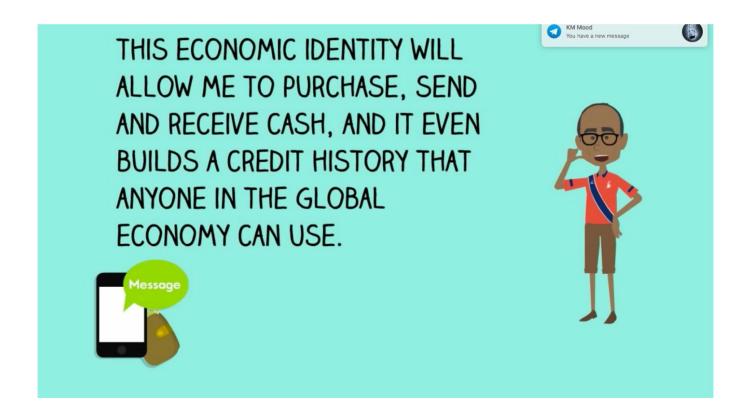


#### How it works

- A user downloads a free Humaniq app;
- A user takes a selfie with the app which becomes their biometric ID;
- Now each Humaniq user can: transfer money, earn money remotely, access loans, receive donations.

# Case of BanQu (Latin America)

BanQu allows the unbanked to set up a personal digital identification profile while connecting to their banked network including family, friends, small businesses, and associated NGOs. As they start accumulating a transaction history on the BanQu blockchain, the unbanked also develop a tractable, vetted financial and personal history. Our blockchain platform allows people to record a variety of transactions including remote purchases, funded wallets, term purchases, cash disbursements, property records, health records, education records, and credit histories among others. This Economic Identity provides a baseline for the unbanked to participate in the global economy.



Source: http://www.banquapp.com/

## Case of BanQu (Latin America)

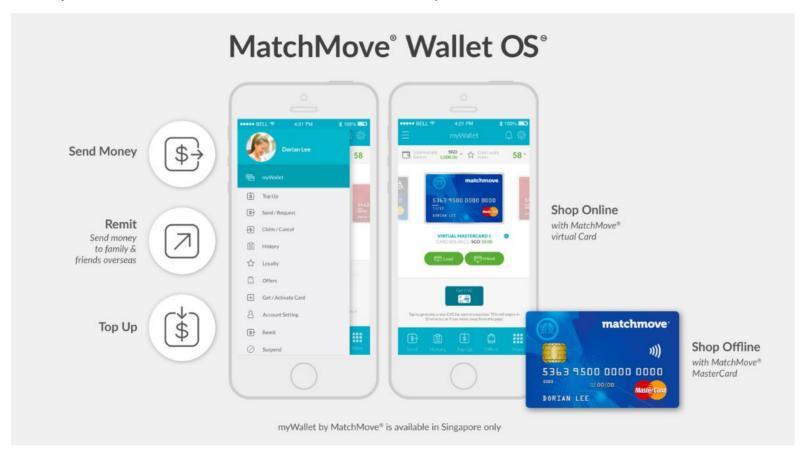
BanQu's platform allows financial institutions to leverage its preventive and detective capabilities to assist them with the regulatory and compliance financial issues when dealing with the unbanked. By providing the institutions with the user's global financial identity components as captured in the blockchain, practices like anti-money laundering (AML), know your customer (KYC), and suspicious activity reporting become infinitely more cost effective. BanQu also enables shared KYC, allowing for banks to share in the costs of verifying individual identities and in turn expanding the scope of who is a bankable individual. Shared KYC combined with individuals having accessible Economic Identities will allow for billions of the world's unbanked to enter the global economy.



Source: http://www.banquapp.com/

# **Case of Matchmove (Asia)**

MatchMove enables companies to offer a fully branded secure mobile wallet solution, increasing revenue and user engagement. MatchMove proprietary Wallet OS™ is built with the vision of strengthening financial inclusion through enabling its Spend, Send, Lend™ capabilities across developed and developing markets. MatchMove Wallet OS enables any company to easily offer their customers a fully branded, secure mobile wallet solution that includes P2P transfer, Cross-Border Money Transfers, Top Up channels, Virtual Payment Cards, Loyalty Points & Rewards, Promotions & Offers amongst many other features. Wallet OS fully customizable platforms are cloud-based and PCI-DSS compliant.

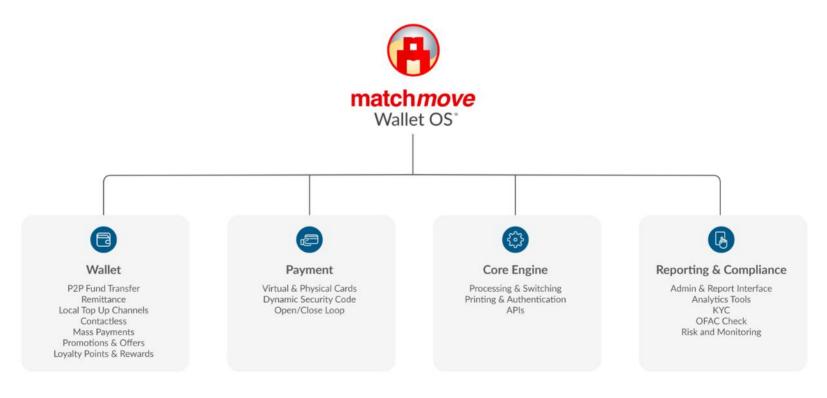


Source: https://www.matchmove.com/

## **Case of Matchmove (Asia)**

MatchMove launched myWallet in 2016 and Boss Mobile Money in 2017. myWallet, a virtual wallet application, enables consumers who do not own credit cards or online banking facilities to make payments with a pre-paid Mastercard. Boss Mobile Money is a cross-border money transfer application that allows anyone in Singapore to remit money back home through a smartphone in a Safe, Easy, Fast™ manner.

### The OS for Digital Cash



Source: https://www.matchmove.com/



# Chapter IX Technologies crucial for Financial Inclusion

### Introduction

We consider that the most important driver of all social changes are people, who are willing to see their homes, neighbors, districts, cities and countries prosper. The technologies presented in this chapter are tools that can empower dedicated citizens committed to helping their communities thrive and prosper.

This chapter begins by presenting an overview of a multitude of FinTech technologies that can be harnessed to increase financial inclusion in emerging markets.

#### These include:

- Artificial Intelligence
- Bio-identification, which can be used as proof-of-identity mechanisms for clients who do not possess the necessary forms of government-issued ID that banks traditionally require when opening accounts;
- Blockchain-enabled infrastructures which allow transactions to occur in a secured and provable manner,
- Chatbots, which can serve to overcome the illiteracy barrier that makes many segments of rural populations unable to interact with banks via text-based interfaces and statements;
- Gamification (the use of game elements and game design techniques in a non-game context), which can be used as a tool for educating clients on the use of financial service interfaces, and ultimately serve as a tool for enhancing user experience, satisfaction and, above all else, user engagement.

The convergence of these core technologies have the power to foster a tremendous amount of progress toward greater financial inclusion in the developing world, at the pace of technological change rather than the pace of regulatory change, and may very well prove to be the most disruptive factors changing the shape of the financial services industry in developing regions over the course of the next several years.

The second half of the chapter is dedicated to landscaping those technologies just now on the horizon to foster financial inclusion in developing nations; technologies which are just beginning to gerner the interest of government and non-governmental institutions.

# FinTech Technologies and Financial Inclusion According to World Bank Group

### Digital Innovation across different areas of the financial sector

#### Payment services and market infrastructures

- E-money and mobile money products
- Application program interfaces allowing overlay of services on existing products
- Use of distributed ledger technologies for new ways of structuring market infrastructures

#### Leveraging transaction data and other sources of data for credit appraisals

- Transaction data from e-commerce and payment platforms like
   Alibaba and Paypal
- Mobile phone usage data
- Social Network related data

#### Deposits, Lending and Capital Raising

- Crowd-sourcing ideas and funding them through crowdfunding
- Peer 2 peer lending
- Internet-only banks

#### Investment Management

 Automated processing and dissemination of investment advice

Potential to significantly enhance efficiencies, reduce costs and expand access to financial services

Source: http://pubdocs.worldbank.org/en/877721478111918039/breakout-DigiFinance-McConaghy-Fintech.pdf

# FinTech Technologies and Financial Inclusion According to World Bank Group

Offer a powerful solution for expanding access and usage to financial services, and improve their quality, appropriateness and impact.

New Players leverage electronic data in innovative ways to create better, more customized, and more accessible digital financial inclusion The spread of mobile technologies, mobile network coverage, and mobile based financial services in developing countries represent a game-changer in global financial inclusion efforts

Governments play a critical role in creating the enabling conditions for financial service providers while ensuring that risks are mitigated and consumers are properly protected

Technological developments and increased interest from new players is leading to a fundamental re-imagining of the processes and business model of the financial services industry.

Source: http://pubdocs.worldbank.org/en/877721478111918039/breakout-DigiFinance-McConaghy-Fintech.pdf

# Blockchain & Crypto (Africa)

According to "The trouble with cryptocurrency in Africa – the truth behind the hype" by Saibu Baba:

"Though many governments like South Africa, Nigeria, Kenya, and Zimbabwe are making big strides towards finding out how to regulate the sector, a lot needs to be done on a continent-wide scale. Some start-ups are operating blindly without support or any regulation. Institutions find the cryptocurrency market to be too risky to invest. Some governments don't even know of anything called cryptocurrencies. Some religious-oriented people see cryptocurrencies to be the end of the world. That is Africa and cryptocurrencies."

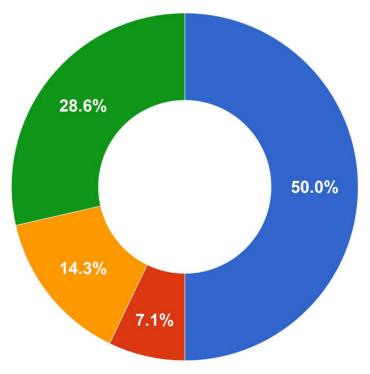
- Botswana, Tanzania, Rwanda, South Africa, Nigeria, Uganda
- Kenya, Zimbabwe
- Ethiopia, Sierra Leone
- Ghana, Egypt, Morocco, Morocco











**Source**: <a href="https://www.jbs.cam.ac.uk/fileadmin/user\_upload/research/centres/alternative-finance/downloads/2017-global-cryptocurrency-benchmarking-study.pdf">https://www.jbs.cam.ac.uk/fileadmin/user\_upload/research/centres/alternative-finance/downloads/2017-global-cryptocurrency-benchmarking-study.pdf</a>
<a href="https://www.coinstaker.com/trouble-cryptocurrency-africa-truth-behind-hypes/">https://www.coinstaker.com/trouble-cryptocurrency-africa-truth-behind-hypes/</a>

# Blockchain & Crypto Economy (Asia)

In the "Banks and the Crypto Industry: Asia" by Christina Georgacopoulos, it is indicated that:

"Over 90 central banks across the globe are engaging in research and development of the technology. Blockchain networks could eliminate high structural costs of financial services, provide a shared ledger that minimizes risk for banks, and strengthen regulatory reporting of banking activity. Tax authorities, securities and exchange agencies, creditors, and national governments all have a stake in the unregulated crypto market, whether voluntarily or not.

Taiwanese financial authorities are open to experimentation with Blockchain tech for internal uses. The central bank plans to incorporate the technology with services in the capital city, Taipei, to create a 'smart city.'Thailand's Finance Ministry plans to collect a 15 percent capital gain tax on cryptocurrency profits, which was proposed in early March 2018. The government does not plan to further restrict or ban the crypto industry in Thailand. India's largest private bank, HDFC, banned the purchase of cryptocurrency via debit or credit card in order to "protect customers" from market fluctuations in March 2018. India is one of the top global tech leaders, but there is a little understanding of the crypto market in the country, although people have taken an interest in the underlying Blockchain technology. The ban sparked controversy within the domestic crypto industry that fears the strict regulation will cause "brain drain" and underdevelopment of Blockchain tech in the country. Crypto exchanges in Malaysia are now required to identify traders after the government enacted AML legislation in February 2018. Regulators emphasized the need to restrict the criminal use of the virtual marketplace. Malaysia has one of the most progressive plans for regulation of Blockchain and virtual currency and has already enacted legislation which sets standards for virtual exchanges."

**Source**: <a href="https://www.jbs.cam.ac.uk/fileadmin/user\_upload/research/centres/alternative-finance/downloads/2017-global-cryptocurrency-benchmarking-study.pdf">https://cointelegraph.com/news/banks-and-the-crypto-industry-asia</a>

# Blockchain & Crypto Economy (Latin America)

Zev Bimstein shared on Siglo's Medium his views on how Blockchain can be the solution for the problems which Latin America is confronting with. He wrote on 26th April 2018 that Latin America has been historically badly affected by the banking system and, therefore, most of its citizens, not only the poor, can not access basic financial services such as consumer guaranteed loans, digital payments, transfers money and individual investment. These problems stem from the painful bureaucracy often associated with opening bank accounts in Latin America and lack of public trust in financial institutions.

In Latin America, transparency can be beneficial in two crucial ways: citizens auditing government, and government auditing citizens. If government transactions can take place on a blockchain, it could be reconciled by anybody to ensure that government funds are not being misappropriated. In times of crisis when governments and banks reach an abrupt halt, crypto has proven to be a life-saving technology. In places like Venezuela where hyperinflation made it almost impossible to buy food and basic necessities, its citizens turned to bitcoin. Blockchain technology will replace every existing infrastructure that proves to be inefficient, underdeveloped, unstable or distrusted by consumers.

Buenos Aires is listed in the top 10 cities in the world leading bitcoin adoption. In Brazil, bitcoin trading surged when the country faced political turmoil last year, increasing peer-to-peer trading in Latin America's largest economy by 450 percent in 2017. Chile's government has been open and welcoming to blockchain technologies as a way to revolutionize payments and contracting across the country. In March 2018, Venezuela launched the "Petro," the first-ever cryptocurrency created by a national government in Latin America. Blockchain could be a massive opportunity for Mexico, where more than 80 million people do not have access to formal banking services. The Mexican Association of Insurers is exploring blockchain solutions to transparently validate insurance policies, save the government time, and improve compliance. Latin America has proved itself as an early adopter of blockchain technologies, with both the private and public sectors seeing the potential to use the network for economic development, financial inclusion, and transparency.

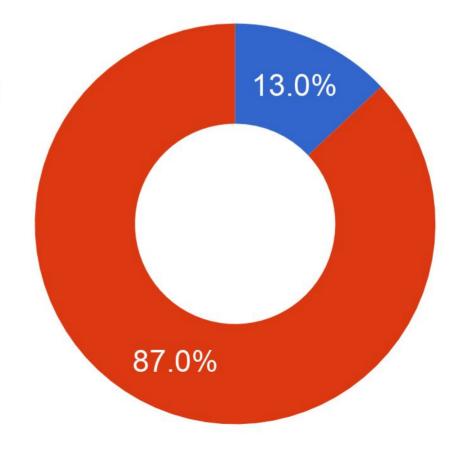
**Source**: <a href="https://medium.com/siglo/latin-americas-blockchain-revolution-7d8ca325a5a4">https://medium.com/siglo/latin-americas-blockchain-revolution-7d8ca325a5a4</a>
<a href="https://www.nasdaq.com/article/an-overview-of-latin-americas-blockchain-adoption-cm980712">https://www.nasdaq.com/article/an-overview-of-latin-americas-blockchain-adoption-cm980712</a>

# Blockchain & Crypto Technologies vs Traditional FinTech

Only 13% companies from our list applying blockchain technologies.



non BlockChain



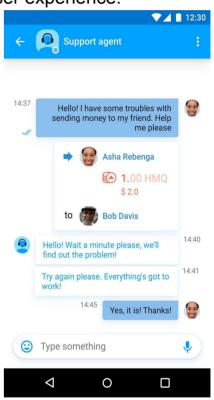
**Source**: Deep Knowledge Analytics

### **Chatbots and Al**

Chatbots are increasingly gaining popularity among developers and especially in the targeted regions. The issues related to cultural specifics and religious reasons are another barrier for financial inclusion in some of the regions. Humaniq is an example of how chatbots integrated into apps can improve user experience.

#### **Case of Humaniq:**

"The Humaniq team helps users with any issues they may encounter regarding the obtainment of HMQ coins, passing the bio-ID process, P2P transactions, resetting passwords, or anything else. The new Humaniq support will be integrated automatically in the App chats along with the Humaniq helper, the bot assistant which educates customers how to earn up to \$20 equivalent in HMQ in the App by referring friends and undertaking microtasks, while also helping users to navigate the app".

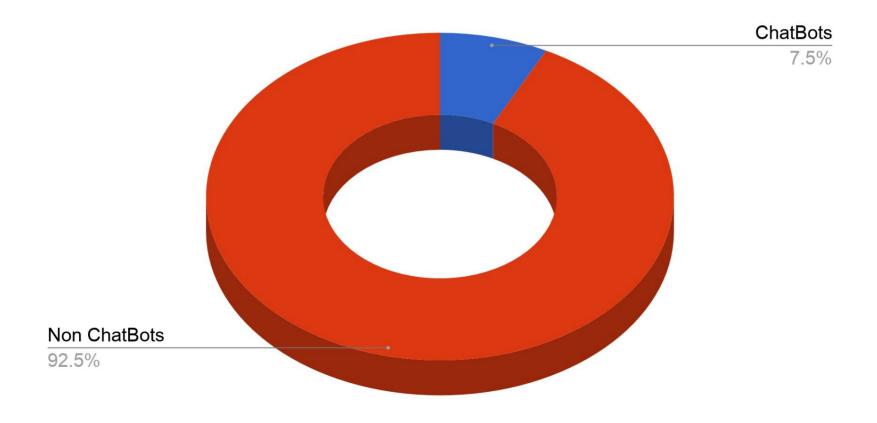


Chatbots has one more important role - education of population about their possibilities by being financially included in the economic life of their country.

Source: <a href="https://www.prnewswire.com/news-releases/humaniq-launches-live-support-chat-in-its-mobile-app-in-africa-300617438.html">https://www.prnewswire.com/news-releases/humaniq-launches-live-support-chat-in-its-mobile-app-in-africa-300617438.html</a>

### **ChatBots and Al**

Only 8% of companies from our list of 180 Financial Inclusion companies has ChatBots and 23% has Machine Learning Algorithms.

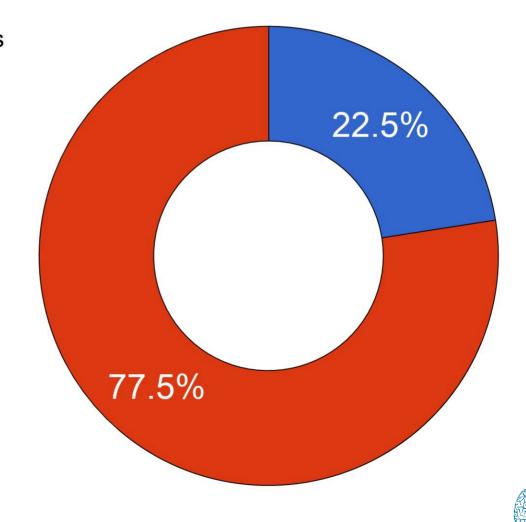


Source: Deep Knowledge Analytics

### **ChatBots and Al**

Only 8% of companies from the list has ChatBots and 23% has Machine Learning Algorithms.

- Basic Al and/or ChatBots
- Non Al Companies



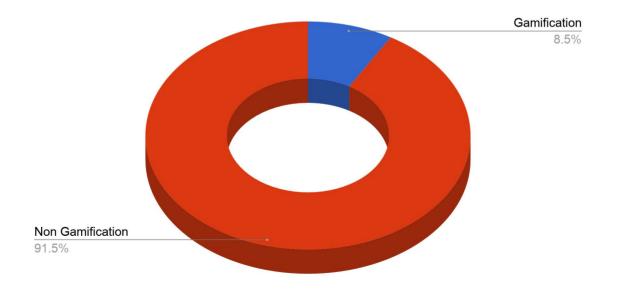
**Source**: Deep Knowledge Analytics

# **Engagement and Gamification**

Gamification is the use of engagement elements and game design techniques in a non-game context, and it can be a very useful tool for financial education purposes. Gamification is all about improving the user experience, engagement, loyalty and satisfaction. Gamified applications only incorporate some elements of game design and are not full-fledged games. However, they are more than just a one-time promotion with a prize that may lead a customer to undertake a single action, such as opening an account.

The elements of games can potentially increase the involvement in usage of application.

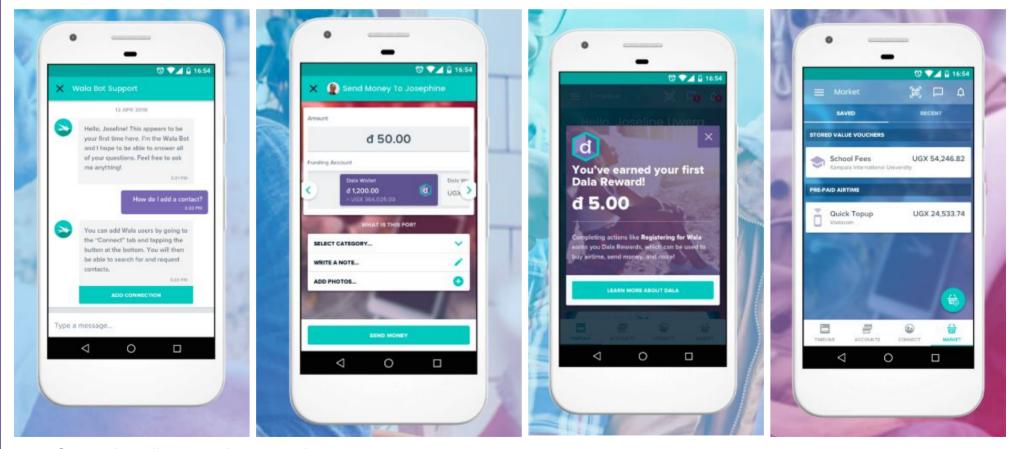
Only 8.5% of companies we analyzed has gamification elements.



**Source**: <a href="http://www.cgap.org/blog/how-use-games-financial-education">http://www.cgap.org/blog/how-use-games-financial-education</a>

# Examples of Technologically Progressive Solutions Case of MatchMove Mobile app

Our full-suite of APIs cover a wide range of features that can be easily plugged into your own system or mobile app. Our end-to-end solution does not require any additional support from your technical team. No need to build from scratch, just plug-and-play with quick and easy integration.



Source: <a href="https://www.matchmove.com/">https://www.matchmove.com/</a>

# **Examples of Technologically Progressive Solutions** Case of BanQu Mobile App

- Immutable human-characteristics based (selfie) ID owned by the user who creates it.
- Access to this identity without any need for physical documentation.
- Portability; existing on a private permissioned blockchain enables the systematic buildup of transaction history for refugees and people experiencing extreme poverty, creating a reliable profile for a path out of hardship.
- No central database all data is stored on our permissioned private blockchain.
- Built-in geo-location tag on all transactions.
- Not tied to a cryptocurrency. The speed and security of transactions won't be impacted by the volatility of Bitcoin or any other cryptocurrency.



#### **Universal Design**

Works universally on any device from the oldest to the newest cell phones.



#### Free to Signup & Use

24×7 free access to the BanQu App for all consumers for all imaginable use cases from remote purchasing to cash disbursements. \*Some fees apply depending on the bank partner used.



#### Unlimited Use Cases

Imagination is more important than knowledge. Knowledge is limited. Imagination encircles the world. The BanQu App can solve any use case. Its use is limited only to your imagination.



#### **High Quality**

It's about your identity, so BanQu invests the highest degree of quality in its work to ensure a smooth outcome for our customers.



#### 100% Translatable

Supports any language. BanQu supports many languages and many cultures. Instant translation allows for global alignment between anyone engaging in commerce.



#### Fully Customizable

Supports any use case. You decide how you want to connect and transact either with one or many people.



#### Ultra Responsive

Works flawlessly on today's newest technologies as well as older. Responsive design means any form factor, any device.



#### **Economic Identity**

Creates your global economic identity allowing you to transact with anyone on the planet.

Source: http://www.banguapp.com/

# **Examples of Technologically Progressive Solutions**Case of Humaniq Mobile app

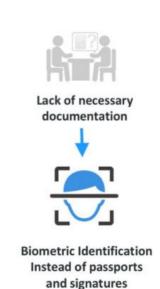


#### 4 distinct elements of Humaniq Mobile app

- Simplicity: The interface is simple and user-friendly;
- Biometric authentication: Humaniq system enables face and voice verification, eliminating the need for formal documentation;
- Blockchain protocol: Our Etherium-based protocol provides guaranteed security against hacking, corruption and loss of information thanks to complete decentralisation;
- Independent HMQ currency





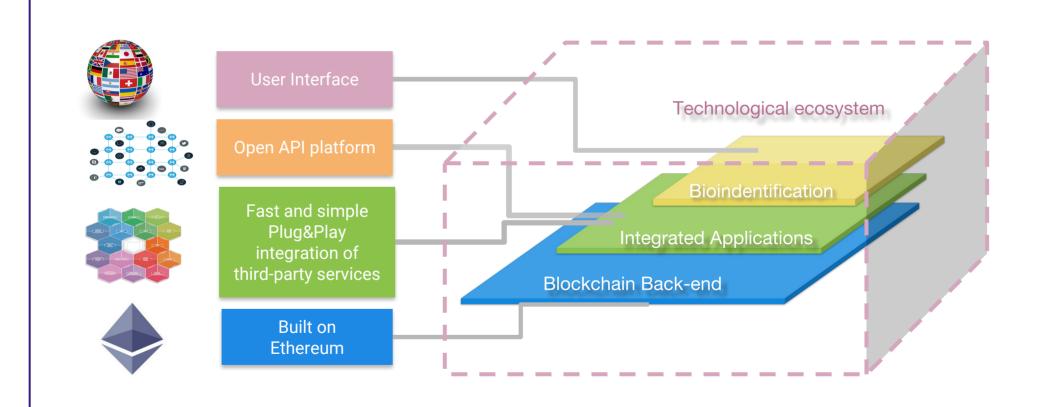




Download

and use

# Layers of technological ecosystem Case of Humaniq





## Lack of Passports and ID documents in Developing countries

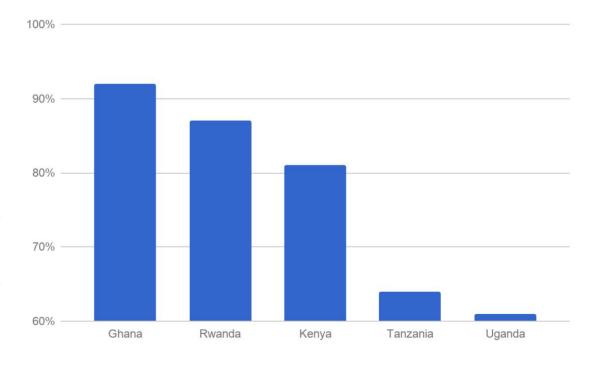
Lack of issued by Government IDs preclude people from opening bank accounts and access to banking system. However, there is one opportunity to include those people in financial life - using recent advancements in "Bio-identification" technology sphere.

An estimated 1.1 billion people globally lack form of officially recognized any identification. Without an identity, individuals are often invisible - unable to vote, access healthcare, open a bank account, or receive an education. Without accurate population data, public and private organizations struggle to broadly and accurately deliver the human most basic services.

As can be seen from the chart, Ghana is a leading country in Africa on the amount people who can open bank account or pass KYC, Ghana has less than 10% of population without IDs.

On the contrary, Uganda has about 39% of population which can not pass KYC and can not open bank account.

The percentage of people who obtain necessary IDs for registering a formal financial account in Africa countries



**Source**: https://www.sciencedirect.com/science/article/pii/S1879933716300549 https://www.biometricupdate.com/201707/biometrics-in-the-developing-world

## **Digital Identity - a Global Call**

On the official website of ID2020, an alliance committed to improving lives through digital identity, provides us with the following information:

"In 2017, ID2020 established an alliance to bring together governments, public and private sector organizations, including Accenture, Microsoft, Mercy Corps, Hyperledger, and UNICC. The alliance model enables a synchronized approach to digital identity initiatives by enabling diverse stakeholders to work collaboratively and by coordinating funding to support high-impact projects. ID2020's mission supports the UN Sustainable Development Goal Target 16.9. which aims to provide legal identity for all, including birth registration, by 2030. As proof of one's identity is a prerequisite to social and economic inclusion in the modern world, an identity must be broadly recognized by both the publicand private-sector organizations with which an individual may interact. ID2020 principles for identity focus on protecting the individual and giving the individual control over their own identity and associated data".

As well, "ID4D brings global knowledge and expertise across sectors to help countries realize the transformational potential of digital identification systems. It operates across the World Bank Group with global practices and units working on digital development, social protection, health, financial inclusion, governance, and legal issues. World Bank ID4D set a goal of providing everyone on the planet with a legal ID by 2030".

According to the report: "Brief on Digital Identity" published by World Bank Group:

"The rapid growth of mobile phone ownership – which has reached 6.5 billion users globally – is a historic opportunity to reduce the "identity gap." Digital identity is a proven solution to many of the challenges surrounding official identification. The benefits of Digital ID are already being realized in many countries in Sub-Saharan Africa. In Botswana, for example, biometric enrollment of pensions and social grants resulted in 25 percent savings by identifying and cutting numbers that were inflated by duplicate records and deceased beneficiaries. Similarly, in Nigeria, biometric audits reduced the federal pension roll by an impressive 40 percent".

Sources: https://id2020.org/

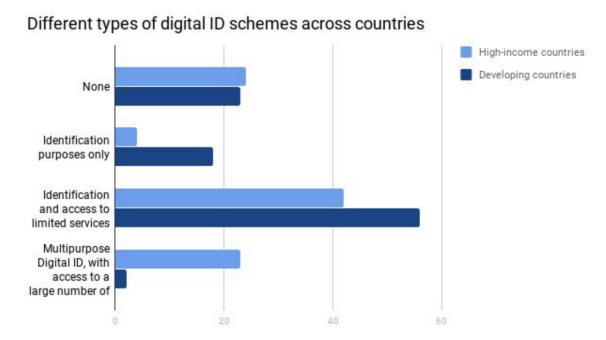
http://pubdocs.worldbank.org/en/413731434485267151/BriefonDigitalIdentity.pdf

http://id4d.worldbank.org/

## Digital Identity in developing countries

Accordingly to the World development report from 2016 of the World Bank:

"18% percent of developing countries have a scheme that is used for identification purposes only; 55% have digital IDs that are used for specific functions and services like voting, cash transfers, or health; and only 3% have foundational ID schemes that can be used to access an array of online and offline services. 24% of developing countries have no digital ID system.



Low-income countries, often lack robust civil registration systems and physical IDs and are building their ID systems on a digital basis, leapfrogging the more traditional physically based system. In middle-income countries, digital ID is strengthening and progressively replacing physical identity services while supporting the emergence of some e-services.

Thus, the problem of the lack of IDs in developing countries is real and the national governments are trying to address it and technologies can help them with this task".

Source: <a href="http://documents.worldbank.org/curated/en/896971468194972881/310436360\_20160263021000/additional/102725-PUB-Replacement-PUBLIC.pdf">http://documents.worldbank.org/curated/en/896971468194972881/310436360\_20160263021000/additional/102725-PUB-Replacement-PUBLIC.pdf</a>
<a href="https://www.gemalto.com/govt/identity/digital-identity-trends">https://www.gemalto.com/govt/identity/digital-identity-trends</a>

### **Bio-identification**

In the article "Biometrics in the developing world", Chris Burt states that:

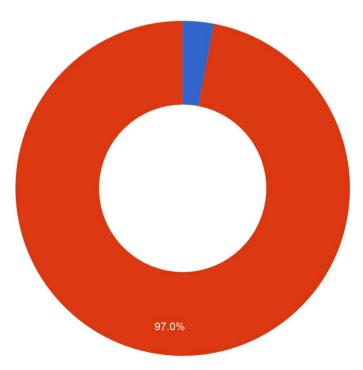
"The recognition that insufficient identity systems are not just a symptom but actually a factor contributing to underdevelopment, access to investment in identity schemes and biometrics has increased in the developing world. The number of people globally without a legal identity is decreasing rapidly, from 1.5 billion in 2016 to 1.1 billion in 2017, according to World Bank estimates, as electronic identification (eID) systems backed by biometrics are implemented in developing nations, most notably India's Aadhaar program. The last billion people to be registered in legal identity schemes, however, will be the most challenging".

However, in Africa countries this process, due to various social and political reasons, is going slower than in Asia and other developing regions.

The symbiosis of financial services and bio-identification tools can guarantee the ability of a citizens to obtain the access to various necessary social and economic services.

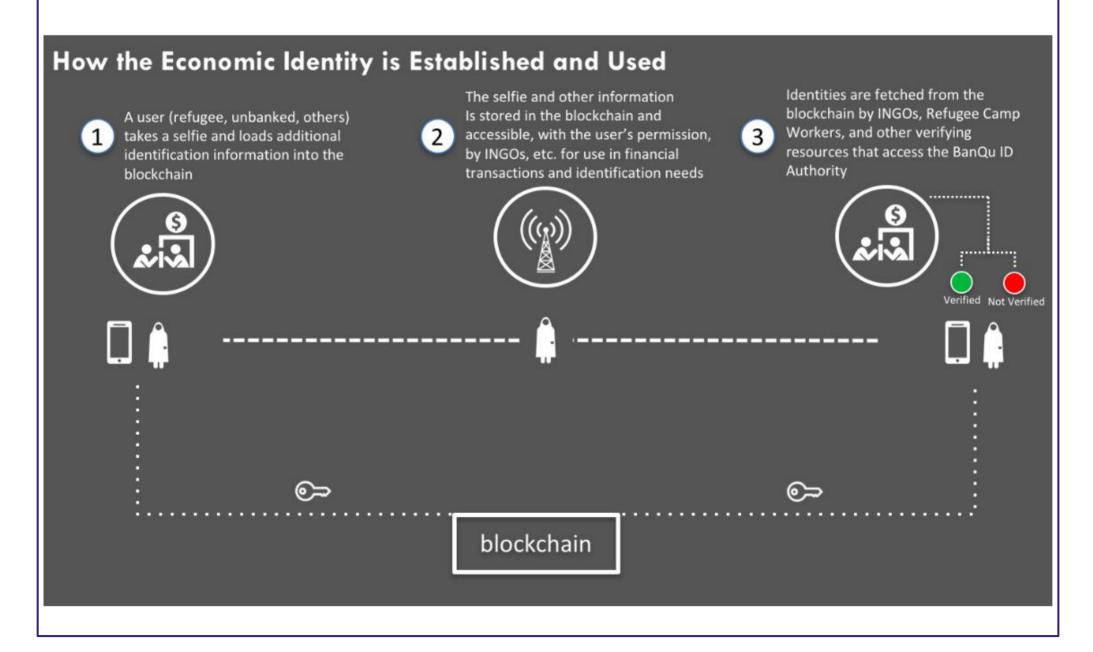
As can be seen on the chart, only 3% of the companies from our list has bio-identification tools.

- Bio-Identification
- Non bio-identification



Source: <a href="https://www.biometricupdate.com/201707/biometrics-in-the-developing-world">https://www.biometricupdate.com/201707/biometrics-in-the-developing-world</a>

# **Bio-identification Case of BanQu**



# **Bio-identification Case of BanQu**



### FINANCIAL INCLUSION

Clients who previously were not eligible for microfinance institutions, can now became eligible for financial products thanks to their Pay-AsYou-Go credit history.



Source: https://baobab.bz/

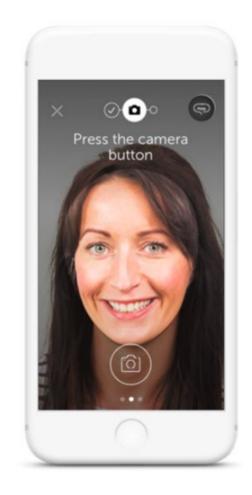
# Bio-identification Case of Atom

# Easy access whenever, wherever

Smile. You can login using face and voice recognition. Easy. What's more, you'll have 24/7 support from our team standing by at Atom HQ.

"10/10 - Very easy to use. Setup through the app is very user friendly. Security seems to be top priority with the 3 various ways to access the information." - Mornay (30.08.17)

ightarrow Get the app



# **Bio-identification Case of Humaniq**

#### HUMANIQ HOW TO USE



#### DOWNLOAD APP

Download the mobile application from HUMANIQ.co



### BIOMETRIC IDENTIFICATION

Identifiy yourself through our facial and voice recognition system



#### **GET MONEY**

Humaniq system release additional tokens as rewards for different tasks



#### USE BANK 4.0

Explore the possibilities of decentralized financial instruments

humaniq DISCOVER THE UMBANKED Humaniq adopted the dio-identification in order to avoid the problem of lack of ID in Africa countries.





As we have seen, developing nations have a long way to go in terms of fostering increased financial inclusion. Nonetheless, good progress has been made over the past decade, largely on the side of standards and regulation.

A number of international organizations have set standards and recommended guidelines in order to help developed nations craft more actionable financial inclusion strategies, with tangible and measurable milestones, as well as concrete goals.

Some progress has been made on the technological side, largely concerning the use of digital identity documentation systems to streamline and ease the process of both acquiring and providing government-issued identity documents.

While there are a number of technological solutions to financial exclusion on the horizon, they are just beginning to have a real impact on the real state of financial inclusion in the developed world today.

Our analysis has shown that it is not just governments and governmental bodies that have a central role to play in fostering greater exolonic inclusion in their nations. There is a vital role to be played by the private sector as well.

The problem of the unbanked and the issue of financial exclusion in the developing world is gaining increasing attention both from the governments of developing nations, as well as the leaders of developed nations.

While governments can foster change on the regulatory level, through innovations in the ways in which they issue identity documents (e.g. digital identity frameworks), and in the regulations they set for banks and other financial product and service providers (e.g. allowing a lower degree of identity verification for low-volume transactions), companies have a crucial role to play in the technologies they adopt and in the business models they operate under.

Technology represents the second element in the equation, and the fastest and most efficient means by which financial inclusion in the developing world can be fostered so as to allow their citizens access to the financial ecosystem and, by virtue thereof, to the suite of basic human amenities that come with it.

Emerging FinTech apps and services now serve as the most optimal gateway for populations of the developing nations to gain access to basic financial services. Moreover, access to such services also serve as gateways to many other opportunities; it also means access to participation within the global economy, and through this, to further socioeconomic development.

In this report, we have identified a specific set of emerging technologies that can help to overcome the roadblocks in terms of facilitating greater financial inclusion. These include:

- Artificial Intelligence
- Bio-identification, which can be used as proof-of-identity mechanisms for clients who do not possess the necessary forms of government-issued ID that banks traditionally require when opening accounts;
- Blockchain-enabled infrastructures which allow transactions to occur in a secured and provable manner,
- Chatbots, which can serve to overcome the illiteracy barrier that makes many segments of rural populations unable to interact with banks via text-based interfaces and statements;
- Gamification (the use of game elements and game design techniques in a non-game context), which can be
  used as a tool for educating clients on the use of financial service interfaces, and ultimately serve as a tool for
  enhancing user experience, satisfaction and, above all else, user engagement.

The synergetic convergence of the above core technologies will enable increased financial inclusion in the developing regions and will take shape within the next 5 years, and prove to be the most disruptive factors changing the shape of the financial services industry in the developing regions.

More than this, it will prove to be among the most powerful forces for increasing the quality of life for rural populations of developing nations who current lack not just access to basic financial services, but also to basic human amenities and human rights.

All these activities surrounding "FinTech for Social Good" and Financial Inclusion in developing regions represents more than just than just outstanding business opportunity; it represents a clear path toward humanitarian good, impact investment, ethical business and above all else, towards accelerating the socioeconomic development of emerging countries.

# Appendix Profiles

| 200 Financial Inclusion Companies  | 141 |
|------------------------------------|-----|
| 200 Impact Investors               | 345 |
| 400 Financial Inclusion Investors. | 386 |

# 200 Financial Inclusion Companies

# AccountingLive



AccountingLive is web billing and accounting software for small business. AccountingLive is cloud-based – so your accounts are kept in some of the world's most reliable and secure data centers. Never worry about losing your valuable data again! It's mobile too, so you can use it anytime, anywhere.

| Web site:            | http://www.accountinglive.com/dominicana/index.aspx |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | N/A   |
| Based in:            | United States                                       |
| Founders:            | N/A   |
| Funding To Date:     | N/A   |
| Investors:           | N/A   |

### **Aella Credit**



Aella Credit provides instant credit solutions that eliminates the hassle of standard loan applications and enables employee to borrow at competitive and fair rates through their employers. Individuals can download the application through Android devices. Benefits of the platform are offered to employees, companies, and investors. The offices of the company are located across the United States and Nigeria.

| Web site:            | https://www.aellacredit.com                           |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | 2015  |
| Based in:            | United States   |
| Founders:            | Akin Jones  |
| Funding To Date:     | \$270K  |
| Investors:           | Zeno Ventures, 500 Startups, Y Combinator, Vy Capital |

# **Aflore**



Aflore is a network of opinionated people with money to family and friends help a person achieve their goals with credits as between friends easy, personalized and no fine print.

| Web site:            | http://www.aflore.co/ |
|----------------------|-----------------------|
| Number of Employees: | 11-50                 |
| Founded in:          | 2012                  |
| Based in:            | Columbia              |
| Founders:            | N/A                   |
| Funding To Date:     | N/A                   |
| Investors:           | N/A                   |

### **Afluenta**



Afluenta is the first and only Marketplace Lending company for consumer and SME loans operating in more than one country in Latin America.

Afluenta successfully launched its services in Argentina where our lender base achieved net USD yields above +20% in the last three years. We are currently operating in Argentina, Mexico and Peru with plans to expand to Colombia & Brazil.

| Web site:            | http://www.afluenta.com/   |
|----------------------|--|
| Number of Employees: | 51-100   |
| Founded in:          | 2010   |
| Based in:            | Argentina  |
| Founders:            | Alejandro Cosentino  |
| Funding To Date:     | \$13M  |
| Investors:           | IGNIA, Elevar Equity, NXTP Labs, International Finance Corporation |

### Agrocena



AgroCenta was founded by two ex-esoko employees, Francis Obirikorang and Michael K. Ocansey in 2015 to improve the agricultural value chain in Ghana. Two critical problems within the value chain, which are the lack of an access to market for smallholder farmers in the rural areas, which subjected them to activities of exploitative, buying from middlemen and the lack of a coordinated truck delivery system to cart their commodities from farms to markets to sell. AgroCenta's idea is to solve these age-old problems by introducing an online sales platform that connected smallholder farmers directly to an online market, which has wider geographic size, to sell their commodities. The end result? Exploitative buying was reduced to the barest minimum since farmers were in control of selling their commodities at prices that were favorable to them.

| Web site:            | https://agrocenta.com/                  |
|----------------------|---|
| Number of Employees: | 11-50                                   |
| Founded in:          | 2016                                    |
| Based in:            | Ghana                                   |
| Founders:            | Francis Obirikorang, Michael K. Ocansey |
| Funding To Date:     | \$500K                                  |
| Investors:           | N/A                                     |

#### **AirFox ICO**



Airfox provides financial services to the unbanked and those not served well by traditional banks in emerging markets using mobile and blockchain technology. This is accomplished via the Airfox Android app available for free on the Google Play Store. The Airfox app enables people without credit cards or bank accounts to partake in the global economy to make e-commerce, and m-commerce purchases on the platform. Users of the app can apply for and receive microloans to help pay for emergencies or small business expenses, without needed bank accounts, traditional credit scores, or financial histories. When someone applies for a loan, they opt-in to sharing their mobile usage patterns with Airfox. Using this data, Airfox is able to determine the person's trustworthiness, ability to repay the loan, and terms of the loan.

| Web site:            | https://airfox.com/   |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | 2016  |
| Based in:            | United States   |
| Founders:            | Alberto Anderick Jr, Sara Choi, Victor Santos               |
| Funding To Date:     | \$16.2M   |
| Investors:           | Project 11 Ventures, NXT Ventures, Techstars, LaunchCapital |

#### **Amber Financial Services**



Amber Financial offers financing for your home renovation, debt consolidation, vacation, wedding, personal purchase in addition to any other financial need. The user-friendly interface of Amber Financial revolutionizes the inflexibility of bank service. People can apply online anytime anywhere. And the use of sophisticated data replaces various kinds of assumptions and estimation. Amber Financial utilizes technology and data to build a financial platform for Canadians by Canadians.

| Web site:            | https://amberfinancial.com |
|----------------------|----------------------------|
| Number of Employees: | 11-50                      |
| Founded in:          | 2015                       |
| Based in:            | Canada                     |
| Founders:            | Ye Chen                    |
| Funding To Date:     | \$5M                       |
| Investors:           | n/a                        |

#### **Artawana**



Artawana is a marketplace for highly secured loan products for everyone. Artawana was founded in 2016 by a group of highly experienced financial services and technology professionals from London, Zurich, and Singapore to revolutionize financial inclusion with technology and enable everyone to master financial security. Artawana believes that the advancement of our civilization will be in its maximum state if every single one of us can maximize our potential. Artawana envisions a world where everyone can attain his/her own means of life regardless of his social class or circumstances of birth. Artawana aims to provide the first step in this vision by providing equal opportunities for everyone to achieve financial security

| Web site:            | https://artawana.com/          |
|----------------------|--------------------------------|
| Number of Employees: | n/a                            |
| Founded in:          | 2016                           |
| Based in:            | Indonesia                      |
| Founders:            | Robert Robert, Rocky Stephanus |
| Funding To Date:     | n/a                            |
| Investors:           | n/a                            |

#### **AsiaKredit**



AsiaKredit provides a ground-breaking fast and convenient consumer loan product through a mobile app to Southeast Asia's half a billion unbanked. AsiaKredit impacts the lives of millions, fostering financial inclusion, improving standards of living, and ultimately driving the society forward. AsiaKredit's diverse, experienced, and proven management team is the market-leading advocate for Responsible Lending, including strictly adhering to a Code of Ethics. Headquartered in Singapore, AsiaKredit currently operates in the Philippines, with plans to enter other Southeast Asian markets. AsiaKredit was seeded and developed by FORUM, the largest fintech venture builder in Emerging Asia, and Fintonia Group, the leading early-stage fintech investor in Southeast Asia.

| Web site:            | http://www.asiakredit.com/   |
|----------------------|------------------------------|
| Number of Employees: | 11-50                        |
| Founded in:          | 2017                         |
| Based in:            | Singapore                    |
| Founders:            | Mike Singh                   |
| Funding To Date:     | \$2.5M                       |
| Investors:           | SIG Ventures, Fintonia Group |

## **Aspire Singapore**



Aspire is a fund management services provider with focus on SMEs. Aspire's vision is to reinvent banking for small businesses. Aspire strives to promote financial inclusion and financial education to help small business owners through same day loans and transparent pricing.

| Web site:            | https://aspire-cap.com/ |
|----------------------|-------------------------|
| Number of Employees: | 1-10                    |
| Founded in:          | 2018                    |
| Based in:            | Singapore               |
| Founders:            | N/A                     |
| Funding To Date:     | \$9.1M                  |
| Investors:           | Y Combinator            |

#### **Atikus**



Atikus seeks to improve financial inclusion for micro, small and medium enterprises ("MSMEs") by deploying institutionally-targeted solutions rooted in technology, data and risk transference. Atikus believes that aligning a market's financial inclusion efforts amplifies the quantity, quality and availability of the products and services required to further the MSME segment's future growth and development.

| Web site:            | https://atik.us/                                    |
|----------------------|---|
| Number of Employees: | 1-10  |
| Founded in:          | 2013  |
| Based in:            | United States                                       |
| Founders:            | Kate Woska, Mary Miner                              |
| Funding To Date:     | \$50K   |
| Investors:           | Catalyst Fund, Gray Ghost Ventures, Village Capital |

#### **Atombank**



Atom Bank is a mobile banking application that offers a range of personal and business banking products. Users can login using face and voice recognition and receive support from a 24/7 customer service team. The application, available on iPad and iPhone devices, was launched in March 2014 and its operations are based in Durham, the United Kingdom.

| Web site:            | https://www.atombank.co.uk/  |
|----------------------|--|
| Number of Employees: | 11-50  |
| Founded in:          | 2014   |
| Based in:            | United Kingdom   |
| Founders:            | Anthony Thomson  |
| Funding To Date:     | £369M  |
| Investors:           | Banco Bilbao Vizcaya Argentaria, Toscafund Asset Management, British Business Bank Investments, Woodford Investment Management, Anthemis Group, Polar Capital Holdings |

#### **Avante**



As +50 million micro-businesses continue to remain "invisible" to the financial system, Avante is focusing on providing micro-finance to businesses operating in "the bottom of the pyramid". The company's grand mission is to humanize financial services to the audiences suffering from Financial Inclusion. Avante is empowering the massive, underserved, sector of micro-entrepreneurs across South America, by providing them an advanced suite of FinTech services. Its disruptive combination of Credit, Payments and Digital Banking, offer a ground-breaking approach to class E/D businesses, certifying the company as a B Corporation and 2015 B Corp Best for the World honoree. The company is one of the fastest growing Brazilian financial organizations, encompassing 30 people in São Paulo's HeartQuarter, and over 100 agents in Brazil's northeast regions. The company is currently deploying a full-fledged R&D center in the bustling high-tech center of Tel-Aviv, Israel.

| Web site:            | https://www.avante.com.vc/   |
|----------------------|------------------------------|
| Number of Employees: | 101-250                      |
| Founded in:          | 2012                         |
| Based in:            | Brazil                       |
| Founders:            | Bernardo Bonjean, Davi Viana |
| Funding To Date:     | \$18.8M                      |
| Investors:           | Gentera, Vox Capital         |

#### **Awamo**



Awamo GmbH is a fintech startup with operations in Frankfurt/Main (Germany) and Kampala (Uganda). Awamo offers a comprehensive, mobile and easy-to-use microfinance management solution for microfinance institutions (MFIs) in emerging markets. Its microfinance management software is user friendly, affordable and tailor made to the specific needs of MFIs. It features reliable biometric identification/authentication, is fully designed for mobile use and completely digitizes all stages of credit-, risk and portfolio management for MFIs. It is cloud based, secure and robust, plus it boosts an MFIs productivity.

| Web site:            | https://awamo.com/                             |
|----------------------|--|
| Number of Employees: | 11-50  |
| Founded in:          | 2015   |
| Based in:            | Germany  |
| Founders:            | Benedikt Kramer, Philipp Neub, Roland Claussen |
| Funding To Date:     | \$2.3M   |
| Investors:           | N/A  |

## **Ayannah**



Ayannah is a leading provider of digital financial services to the world's emerging middle class, most of whom are migrants or unbanked coming from the base of the pyramid. For unbanked residents in emerging markets, they provide affordable and accessible digital commerce and payment services to spur financial inclusion and literacy, and give access to products and services that improve quality of life. For unbanked migrants, they provide greater control over their hard-earned remittances by helping them find better ways to support their beneficiaries in their home countries. They have built and operate a stack of innovative digital financial services from payments, commerce and analytics on the social and mobile web. Ayannah has enabled millions of online and mobile transactions. Ayannah has a great team of seasoned veterans and young innovators in web and mobile application development. More importantly, Ayannah has a growing and loyal customer base around the world providing them with recurring and quality revenue streams.

| Web site:            | https://www.ayannah.com/   |
|----------------------|--|
| Number of Employees: | 11-50  |
| Founded in:          | 2010   |
| Based in:            | Philippines  |
| Founders:            | Mikko Perez  |
| Funding To Date:     | \$5M   |
| Investors:           | Google Launchpad Accelerator, Next Money, Beenos Partners, Wavemaker Partners, Blue Compass Investments, Golden Gate Ventures, Life.SREDA, 500 Startups, BEENEXT,GREE Ventures |

## **Bank4YOU Group**



The Bank4YOU Group enables customers to access easy and convenient mobile money remittance services, saving time and resources. The Bank4YOU Group's own, unique card solutions come packed with a range of state of the art mobile banking services. In addition, easy-to-use mobile Bank4You app at no charge, created by a team of highly-skilled and vastly experienced fin-tech specialists can be downloaded at App Store and Play Market.

| Web site:            | https://bank4you.io/ |
|----------------------|----------------------|
| Number of Employees: | N/A                  |
| Founded in:          | 2013                 |
| Based in:            | United Kingdom       |
| Founders:            | N/A                  |
| Funding To Date:     | \$2M                 |
| Investors:           | N/A                  |

## **Bankaool**



Bankaool builds a different way of doing banking. Bankaool is the first online Mexican bank - without branches - where you can open a bank account and / or apply for credits online, as well as make all your bank moves wherever you want and in a simple, safe and convenient way.

| Web site:            | https://www.bankaool.com/web/ |
|----------------------|-------------------------------|
| Number of Employees: | 51-100                        |
| Founded in:          | 2005                          |
| Based in:            | Mexico                        |
| Founders:            | Francisco Mere                |
| Funding To Date:     | N/A                           |
| Investors:           | N/A                           |

#### BankBazaar.com



BankBazaar.com is the world's first neutral online marketplace that gives you instant customized rate quotes on Loans, Mutual Funds and Insurance products. You can instantly search for, compare and apply for these products on the site or mobile app. It is designed with smart technology capabilities, and over 50 of India's leading financial companies and insurance firms have chosen to integrate themselves with the platform. BankBazaar's services are available through the web-portal, made-for- mobile web service, or the BankBazaar app available on the Android play store and iOS app store. BankBazaar.com helps consumers compare the best offers across various banks and NBFCs. Apart from these, it also gives the consumer the latest news/trends and insights into managing his finances better. Consumers can track their application and troubleshoot issues in the process through a host of channels like the BankBazaar app, WhatsApp, Email, or Voice support.

| Web site:            | https://www.bankbazaar.com/   |
|----------------------|---|
| Number of Employees: | 1001-5000   |
| Founded in:          | 2008  |
| Based in:            | India   |
| Founders:            | Adhil Shetty, Arjun Shetty, Rati Shetty   |
| Funding To Date:     | \$109M  |
| Investors:           | Experian, Amazon, Mousse Partners, Walden International, Eight Roads<br>Ventures, Sequoia Capital |

#### BanQu



BanQu is the first ever blockchain Economic Identity technology that enables a secure and immutable platform for creating economic opportunities for people around the world living in extreme poverty. BanQu platform uses a proprietary method to create a mashup of selfie plus iris scan for people with no access to technology or banking. This Economic Identity then can be augmented by critical pieces of information such as land rights, voter registration, relationship based credit profiles and health records etc. While the uses cases are infinite, BanQu is focused on solutions in the areas of: 1) refugee crisis, 2) food / medical / payroll distribution in conflict zones and 3) increasing revenue streams for social enterprises via diaspora capital participation.

| Web site:            | http://www.banquapp.com/                |
|----------------------|---|
| Number of Employees: | 1-10                                    |
| Founded in:          | 2015                                    |
| Based in:            | United States                           |
| Founders:            | Ashish Gadnis, Hamse Warfe, Jeff Keiser |
| Funding To Date:     | \$2.6M                                  |
| Investors:           | N/A                                     |

#### Baobab



Baobab is a one-stop service for rental of educational and entertainment products for children, including books, toys, e-books, movies and games. Subscribers have access to thousands of books and toys as Baobab's library-on-wheels visits their neighborhood. Baobab's webpage provides parents information on their children's developmental stages and suggests toys/books accordingly.

| Web site:            | https://baobab.bz/          |
|----------------------|-----------------------------|
| Number of Employees: | 501-1000                    |
| Founded in:          | 2013                        |
| Based in:            | United States               |
| Founders:            | David Furman, Maya Titelman |
| Funding To Date:     | \$40K                       |
| Investors:           | Start-Up Chile              |

## **BeepTool**



BeepTool is a disruptive Africa-based mobile payments, messaging and voice ecosystem providing affordable financial and communication services to millions of people in remote areas in Africa and beyond who lack access to the digital economy. Made history by becoming the first company to successfully complete financial transactions using "nano-satellites in the world, "BeepTool to make a difference in people's lives and grant them access to the kind of connected services that they haven't had access to before by providing affordable communications and financial services to millions of people in remote areas in Africa without access to cellular or internet connectivity.

| Web site:            | https://www.beeptool.com/mnaira/ |
|----------------------|----------------------------------|
| Number of Employees: | 1-10                             |
| Founded in:          | 2014                             |
| Based in:            | Nigeria                          |
| Founders:            | John Enoh                        |
| Funding To Date:     | N/A                              |
| Investors:           | N/A                              |

#### **Bharat Financial Inclusion**



Bharat Financial Inclusion Limited, formerly SKS Microfinance Limited, is a non-banking financial company-micro finance institution. The Company is engaged in providing micro finance services to women in the rural areas of India enrolled as members and organized as Joint Liability Groups. In addition to its business of providing micro-credit, the company uses its distribution channel to provide other financial products and services to the members. Programs in this regard primarily relate to providing of loans to the members for the purchase of mobile handsets, solar lamps, bicycle and sewing machines, among others.

| Web site:            | http://www.bfil.co.in/ |
|----------------------|------------------------|
| Number of Employees: | 10001+                 |
| Founded in:          | 1997                   |
| Based in:            | India                  |
| Founders:            | n/a                    |
| Funding To Date:     | \$61.6M                |
| Investors:           | Elevar Equity          |

#### Bidu



Bidu is an online recommendation, comparison and marketplace portal for insurance and financial services. Bidu has helped millions of consumers compare the prices and benefits of several types of insurance, including auto, travel, home, life and health insurance, in addition to a variety of financial products, such as credit cards, financing options and loans. Its mission is to help people make smart financial decisions throughout their lives by way of its technology and objective, high quality content.

| Web site:            | https://www.bidu.com.br/  |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2011  |
| Based in:            | South America   |
| Founders:            | Eldes Mattiuzzo, Fábio Colaferro, João Herreros, João Luiz de Souza<br>Dantas Herreros, João Nercessian |
| Funding To Date:     | \$8.9M  |
| Investors:           | Bertelsmann, monashees, Otto Capital, Bertelsmann   |

## **BigWin Infotech**



BigWin Infotech is a certified startup, duly recognized by the Department of Industrial Policy & Promotion (DIPP). The Company operates in P2P lending business through its solely owned market place PaisaDukan.com. BigWin is a new kind of technology driven finance company taking a radical approach to lending and wealth management bringing to the plate a comprehensive portfolio carrying unprecedented products and tools to faster service and open conversations. It provides a robust and scalable market place wherein borrowers and lenders can interact directly. BigWin is the first startup in its niche segment to achieve ISO certification, a signifier that BigWin Infotech has a robust QMS that will ensure customers receive the very best in service and product quality. The Company is a collaboration between Rajiv, a veteran IT professional and Ambar Kasliwal, a renowned Mumbai based Chartered Accountant. It aims to leverage the perfect blend of founders' domain expertise to create a robust platform that would enable people to achieve their life goals and financial freedom.

| Web site:            | http://www.bigwininfotech.com/ |
|----------------------|--------------------------------|
| Number of Employees: | 11-50                          |
| Founded in:          | 2017                           |
| Based in:            | India                          |
| Founders:            | Ambar Kasliwal, Rajiv Ranjan   |
| Funding To Date:     | N/A                            |
| Investors:           | N/A                            |

### **Billon Group**



Billon is a technology company building business-ready solutions on its Distributed Ledger Engine. It unleashes the transformational capabilities of Blockchain to reimagine the flow of regulated money and data in the digital economy of tomorrow. Developed in stealth over five years, Billon has broken through the architectural constraints that have historically limited Blockchain technology to deliver true transformation which is having an impact on everything from online money transfers, through to remittance and identity management. Billon has ripped up the rulebook with a decentralized, lightweight distributed ledger architecture that directly processes money and data transfers on smartphones, tablets, computers and cloud servers. Building on the core principles of Blockchain technology – openness, indisputable ownership, and decentralized and distributed mechanics – Billon has innovated on the structure of the distributed ledger so it achieves unprecedented speed and scalability for high volume money and data processing, complies with regulatory risk controls and clearly shifts online identity ownership back to the user.

| Web site:            | https://billongroup.com/                                   |
|----------------------|--|
| Number of Employees: | 51-100   |
| Founded in:          | 2012   |
| Based in:            | United Kingdom   |
| Founders:            | Andrzej Horoszczak   |
| Funding To Date:     | \$13.7M  |
| Investors:           | National Center for Research and Development, Horizon 2020 |

#### **BIMA**



BIMA is an insurtech player using mobile technology to provide insurance and health services to emerging markets. To serve its customers, the Company has developed a proprietary technology platform, established exclusive partnerships with leading mobile operators, and built exceptionally strong relationships with international insurers. BIMA utilises its disruptive technology platform to serve customers in 14 countries across Africa, Latin America and Asia Pacific and has reached to date 30 M subscribers.

| Web site:            | http://bimamobile.com/  |
|----------------------|---|
| Number of Employees: | 1001-5000   |
| Founded in:          | 2010  |
| Based in:            | Sweden  |
| Founders:            | Gustaf Agartson   |
| Funding To Date:     | \$170.6M  |
| Investors:           | Allianz X, Kinnevik AB, Millicom Systems, Digicel, Axiata Digital Innovation Fund, LeapFrog Investments |

# Bitsoko



Bitsoko is a mobile payment platform that uses blockchain technology.

| Web site:            | https://bitsoko.co.ke/home/index.html |
|----------------------|---------------------------------------|
| Number of Employees: | 11-50                                 |
| Founded in:          | 2015                                  |
| Based in:            | Africa                                |
| Founders:            | Allan Juma                            |
| Funding To Date:     | N/A                                   |
| Investors:           | N/A                                   |

#### **BKash Sahkil**



BKash Limited, a subsidiary of BRAC Bank, started as a joint venture between BRAC Bank Limited, Bangladesh and Money in Motion LLC, USA. In April 2013, International Finance Corporation (IFC), a member of the World Bank Group, became an equity partner and in April 2014, Bill & Melinda Gates Foundation became the investor of the company. The ultimate objective of bKash is to ensure access to a broader range of financial services for the people of Bangladesh. It has a special focus to serve the low income masses of the country to achieve broader financial inclusion by providing services that are convenient, affordable and reliable.

| Web site:            | https://www.bkash.com/ |
|----------------------|------------------------|
| Number of Employees: | 501-1000               |
| Founded in:          | 2011                   |
| Based in:            | Bangladesh             |
| Founders:            | Kamal Quadir           |
| Funding To Date:     | N/A                    |
| Investors:           | Ant Financial          |

#### Blooom



Founded by several Financial Advisors that had spent 15 years managing money for very wealthy clients, bloom has become of the nation's fastest growing robo-advisors with a specific focus on helping any American with a workplace retirement account like a 401k or 403b. Bloom is a Registered Investment Advisor with the SEC, and aims to scale fiduciary best practices on low fees, and appropriate asset allocation and diversification, to millions of Americans who have workplace retirement accounts, yet no access to a financial advisor and no desire to "DIY it."

| Web site:            | https://www.blooom.com/   |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | 2013  |
| Based in:            | United States   |
| Founders:            | Chris Costello, Kevin Conard, Randy AufDerHeide   |
| Funding To Date:     | \$13.2M   |
| Investors:           | Industry Ventures, QED Investors, Commerce Ventures, Allianz Life Ventures, TTV Capital, Nationwide Ventures, KCRise Fund, DST Systems, UMB Banks, Hyde Park Venture Partners, Gibraltar Ventures |

#### BlueOrchard Finance S A



BlueOrchard Finance, S.A. is a leading asset manager in Impact Investing, with specific expertise in debt financing for microfinance institutions worldwide. Headquartered in Geneva, Switzerland, BlueOrchard has local offices in Cambodia, Georgia, Peru and Kenya, with a presence as well in Luxembourg and Zurich. Since its inception in 2001, BlueOrchard has made in excess of USD 2 billion in loans to microfinance institutions globally, and is committed to advancing socially responsible financial inclusion worldwide and offering attractive investment products to investors in this dynamic and rewarding field. BlueOrchard Finance, S.A.'s mission is to be a leading commercial microfinance intermediary, providing innovative financing solutions to institutions in emerging markets, and financial and social returns to investors and their vision is to contribute to building a strong, healthy and sustainable inclusive financial system worldwide that empowers the working poor, and helps them to improve their standard of living and that of their families.

| Web site:            | http://www.blueorchard.com/ |
|----------------------|-----------------------------|
| Number of Employees: | 51-100                      |
| Founded in:          | 2001                        |
| Based in:            | Switzerland                 |
| Founders:            | N/A                         |
| Funding To Date:     | N/A                         |
| Investors:           | N/A                         |

#### **BPI Globe BanKO**



BPI Globe BanKO is the Philippine's first mobile phone-based, microfinance-focused savings bank. It was established in 2009 as a milestone partnership between the Bank of the Philippines Islands (BPI), the oldest operating bank in Southeast Asia; Globe Telecom, a leading telecommunications company; and Ayala Corporation, one of the biggest and most respected conglomerates in the Philippines. BanKO is leveraging on its combined assets in banking and telecommunications to promote financial inclusion for the country's "unbanked". It is pioneering the delivery of formal financial services through its network of partner outlets. These partner outlets are existing establishments in the community that have been selected, trained and accredited to conduct customer identification for account opening applications, and perform cash in and cash out transactions. They are the critical link to bringing financial services to communities, even in remote locations, and ensuring pervasive reach and accessibility across the country.

| Web site:            | http://www.banko.com.ph/ |
|----------------------|--------------------------|
| Number of Employees: | 51-100                   |
| Founded in:          | 2009                     |
| Based in:            | Philippines              |
| Founders:            | N/A                      |
| Funding To Date:     | N/A                      |
| Investors:           | N/A                      |

#### **Branch International**



Branch delivers world-class financial services to the mobile generation. With offices in San Francisco, Lagos, and Nairobi, Branch is a for-profit socially conscious company that uses the power of data science to reduce the cost of delivering financial services in emerging markets. Branch International believes that everyone, everywhere deserves fair financial access. The rapid spread of smartphones presents an opportunity for the world's emerging middle class to access banking options and achieve financial flexibility. Branch's mission-driven team is led by founder and former CEO of Kiva.org. The company presents a rich opportunity for its team members to drive meaningful growth in rapidly evolving and changing markets. Most recently, Branch announced its Series B and has garnered more than \$100M in funding with investments from leading Silicon Valley firms.

| Web site:            | https://branch.co/  |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2015  |
| Based in:            | United States   |
| Founders:            | Daniel Jung, Matt Flannery, Random Bares  |
| Funding To Date:     | \$84.7M   |
| Investors:           | Andreessen Horowitz, Trinity Ventures, International Finance<br>Corporation, Formation 8, Khosla Impact |

#### **BrazilPlus**



BrazilPlus is an asset management company specialized in Credit Receivables Investment Funds (FIDC) and has a highly qualified team with over 20 years of experience in emerging markets financial markets. Founded in 2008, BrazilPlus started its operations as a multi segment fund focusing in factoring, consisting of receivables from national and international companies. BrazilPlus uses its credit technology to assess the needs and financial health of small and medium size companies through a credit owned model, looking deeper into business performances. Its operation allows small and medium-sized businesses to turn their invoices into capital market instruments. These invoices are BrazilPlus's payment guarantee and allow it to diversify/ minimize risks.

| Web site:            | http://www.brazilplus.com/en/ |
|----------------------|-------------------------------|
| Number of Employees: | 1-10                          |
| Founded in:          | 2008                          |
| Based in:            | Brazil                        |
| Founders:            | Thomas Cauchois               |
| Funding To Date:     | \$2M                          |
| Investors:           | Bamboo Capital Partners       |

## **Capital Float**



Capital Float is an online platform that provides working capital finance to SMEs in India. It offers flexible, short-term loans that can be used to purchase inventory, service new orders or optimize cash cycles. Borrowers can apply online in minutes, select desired repayment terms and receive funds in their bank accounts in 7 days with minimal hassle.

| Web site:            | https://www.capitalfloat.com/   |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2013  |
| Based in:            | India   |
| Founders:            | Gaurav Hinduja, Sashank Rishyasringa  |
| Funding To Date:     | \$117.7M  |
| Investors:           | Triodos Investment Management, Amazon, Ribbit Capital, SAIF Partners, Sequoia Capital, Northern Arc, Aspada, Creation Investments Capital Management, LLC |

# CapWay



CapWay is a mobile application company that serves the unbanked and underbanked through specialized financial services and products.

| Web site:            | http://capway.co/#!/                  |
|----------------------|---------------------------------------|
| Number of Employees: | n/a                                   |
| Founded in:          | 2016                                  |
| Based in:            | n/a                                   |
| Founders:            | Sheena Allen                          |
| Funding To Date:     | \$20K                                 |
| Investors:           | Backstage Capital, Queen City Fintech |

#### **CCAvenue**



All the Avenues solutions – CCAvenue, ResAvenue, EventAvenue and HotelsAvenue are designed and created exclusively for Avenues using three key technologies - Java, Enterprise Java Beans, and the Java 2 Platform, Enterprise Edition (J2EE). These technologies have helped Avenues create sophisticated front-end systems, which include industry specific customized shopping carts, booking engines etc, which are seamlessly integrated into a specialized back-end Payment Service Provider (PSP) based system. They easily processes transactions of customers, around the world, 24 hours a day, from a simple browser and authorize these transactions in real time through multiple payments gateways and more than three dozen Direct Debit Banking interfaces. Working in tandem, they offer multiple industry verticals an all-in-one solution that is specially created to suit their unique requirements.

| Web site:            | https://www.ccavenue.com/ |
|----------------------|---------------------------|
| Number of Employees: | 1-10                      |
| Founded in:          | N/A                       |
| Based in:            | India                     |
| Founders:            | Vishwas Patel             |
| Funding To Date:     | \$9M                      |
| Investors:           | Infibeam                  |

## Cellulant



Cellulant is a leading multinational payments company in Africa on a mission to digitise payments for Africa's largest economies. The company operates a one-stop shop payment innovations that enables businesses and consumers to make and accept digital and mobile payments.

| Web site:            | https://www.cellulant.com/  |
|----------------------|---|
| Number of Employees: | 251-500   |
| Founded in:          | 2004  |
| Based in:            | Kenya   |
| Founders:            | Bolaji Akinboro, Ken Njoroge  |
| Funding To Date:     | \$54.5M   |
| Investors:           | Satya Capital, Endeavor Catalyst, The Rise Fund, Velocity Capital Private Equity, TBL Mirror Fund |

#### Chillr



Chillr is an Indian FinTech startup that makes mobile banking & financial transactions super simple for millions of users. Chillr is a mobile and web application that allows users to send money directly between bank accounts using just the mobile number. The company works closely with leading banks including HDFC Bank, Bank of Baroda to make payments super simple, secure & instant. Chillr is a mobile payment subsidiary of MobME Wireless.

| Web site:            | https://chillr.com/                                     |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2013  |
| Based in:            | India   |
| Founders:            | Anoop Sankar, Lishoy Bhaskaran, Mohamed Galib, Sony Joy |
| Funding To Date:     | \$7.5M  |
| Investors:           | Blume Ventures, Sequoia Capital                         |

## Cignifi



Cignifi is revolutionizing the way telecom and financial service companies meet the needs of 2.7 billion people worldwide with a mobile phone but no access to formal financial services. The company has developed the first proven analytic platform to deliver credit and marketing scores for consumers using mobile phone behavior data. Cignifi also offers adjacent products like airtime credit, handset financing, and online lending to help underserved consumers gain more access to products that improve their lives.

| Web site:            | https://cignifi.com/   |
|----------------------|--|
| Number of Employees: | 11-50  |
| Founded in:          | 2010   |
| Based in:            | United States  |
| Founders:            | Jonathan Hakim   |
| Funding To Date:     | \$7.7M   |
| Investors:           | LeapFrog Investments, Omidyar Network, American Express Ventures |

# **Clix Capital**



Headquartered in Gurugram, India, Clix Capital was launched with the acquisition of commercial lending and leasing business of GE Capital in India with the backing of AION capital partners. Clix Capital identified three major segments for business - consumer loans, SME(Small and Medium Enterprise) lending and commercial/corporate lending. Within consumer lending there are multiple segments - consumer durables, used car loans, personal loans, education loans, school loans. The company aims to build a world class diversified NBFC that delivers differentiated value to their customers across the country and enables financial inclusion. Clix will be built on the foundations of an outstanding organisation, proprietary, and cutting edge analytics and technology and a high energy, diverse, entrepreneurial culture with the highest levels of integrity and public service.

| Web site:            | https://www.clix.capital/ |
|----------------------|---------------------------|
| Number of Employees: | 101-250                   |
| Founded in:          | 2016                      |
| Based in:            | India                     |
| Founders:            | N/A                       |
| Funding To Date:     | N/A                       |
| Investors:           | N/A                       |

### CompareAsiaGroup



CompareAsiaGroup is Asia's leading personal finance management platform. The Group helps people across Asia save money and make better choices about personal finance with comprehensive, free and independent online comparison and management tools for insurance, credit cards, personal loans and other financial products. CompareAsiaGroup partners with the leading financial institutions in Asia to compare over 2,500 products. Launched in 2014, the Group employs more than 150 financial experts and technologists and has a presence in Hong Kong (MoneyHero.com.hk), Indonesia (HaloMoney.co.id), Malaysia (CompareHero.my), the Philippines (MoneyMax.ph), Singapore (SingSaver.com.sg), Taiwan (Money101.com.tw) and Thailand (MoneyGuru.co.th).

| Web site:            | http://www.compareasiagroup.com/   |
|----------------------|--|
| Number of Employees: | 101-250  |
| Founded in:          | 2013   |
| Based in:            | Hong Kong  |
| Founders:            | Gerald Eder, Mads Faurholt-Jorgensen, Stefan Bruun   |
| Funding To Date:     | \$96M  |
| Investors:           | International Finance Corporation, SBI Group, H&Q Asia Pacific, Route 66 Ventures, Nordic Eye Venture Capital, Goldman Sachs, ACE & Company, Alibaba Entrepreneurs Fund, Nova Founders Capital |

#### **ConnectAfrica**



ConnectAfrica is a B2B technology solution connecting various payment networks together. Members of the hub are able to facilitate cross-network transfers. Targeted members are, e-wallet providers, Banks, Payments Service Providers and many more. The Hub is initially focused in growing payment networks in East Africa although with partners in West Africa too. The networks that are brought together at the switch are invaluable to all members since they benefit from a combined pool of products in different countries. That is the essence of the concept: to cheaply avail a unique mix of products and corridors created from the collected pool without incurring additional CAPEX or integration costs, not to mention travel and time costs to its members.

| Web site:            | https://www.ca-payment.com/ |
|----------------------|-----------------------------|
| Number of Employees: | n/a                         |
| Founded in:          | 2016                        |
| Based in:            | Kenya                       |
| Founders:            | n/a                         |
| Funding To Date:     | n/a                         |
| Investors:           | n/a                         |

# **Coverfox Insurance**



Coverfox Insurance Broking provides insurance brokerage services. It offers car, bike, health, travel, and home insurance products. Coverfox Insurance Broking was incorporated in 2012 and is based in Mumbai, India.

| Web site:            | https://www.coverfox.com/  |
|----------------------|--|
| Number of Employees: | 51-100   |
| Founded in:          | 2013   |
| Based in:            | India  |
| Founders:            | Devendra Rane, Varun Dua   |
| Funding To Date:     | \$41.5M  |
| Investors:           | Catamaran Ventures, IFC, Transamerica Ventures, SAIF Partners, Accel |

#### **CoverWallet**



CoverWallet is an online platform that offers insurance management services to its clients. CoverWallet's range of insurance include general liability, workers' compensation, commercial property, BOP, professional liability, E&O, medical malpractice, umbrella insurance, D&O, cyber liability, inland marine, EPLI, commercial auto, disability, health, and product and pollution liability. Its services are provided to firms in the administrative, agricultural, construction, consulting, contractor, education, finance, food, healthcare, management, manufacturing, mining, non-profit, scientific, and real estate industries. CoverWallet was launched in 2015 by Inaki Berenguer and Rashmi Melgiri and is based in New York.

| Web site:            | https://www.coverwallet.com/  |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | 2015  |
| Based in:            | United States   |
| Founders:            | Inaki Berenguer, Rashmi Melgiri   |
| Funding To Date:     | \$28.3M   |
| Investors:           | Zurich Insurance Group, Two Sigma Ventures, Foundation Capital, Index Ventures, Starr Companies, Urizen Ventures I, Founder Collective, Union Square Ventures |

# Infocorp



Infocorp offers consulting services for Enterprise-level Information Technology, helping companies become more efficient using human and technological resources. Its mission is to help its clients understand and apply information technologies, with the objective of obtaining efficient business solutions by using the full potential of its human and technological resources. To achieve these goals, Infocorp applies concepts that Infocorp understands are key in the current business structure: innovation, dynamism, creativity, and response capacity. Throughout its history, innovation has been one of the reasons behind its leadership in each of the areas where Infocorp has worked. Infocorp encourages non-traditional thinking in their teams, while always respecting client guidelines.

| Web site:            | https://infocorp.io/ |
|----------------------|----------------------|
| Number of Employees: | 51-100               |
| Founded in:          | 1994                 |
| Based in:            | Uruguay              |
| Founders:            | N/A                  |
| Funding To Date:     | N/A                  |
| Investors:           | N/A                  |

### CreditEase



CreditEase is a business consulting firm that offers wealth management services. It caters areas such as wealth management, credit management, microfinance investment, and microcredit loan origination, and servicing. It operates a peer-to-peer platform that connects lenders with creditworthy borrowers, enabling under-banked students, professionals, and farmers to get loans. The company was founded in 2006 and is based in Beijing, China.

| Web site:            | http://english.creditease.cn/                 |
|----------------------|---|
| Number of Employees: | 10001+  |
| Founded in:          | 2006  |
| Based in:            | China   |
| Founders:            | Ning Tang                                     |
| Funding To Date:     | \$20M   |
| Investors:           | Kleiner Perkins Caufield & Byers, IDG Capital |

#### **CreditMantri**



CreditMantri is an India focussed Digital Credit facilitator. The intent is to leverage the power of technology and the digital medium to empower borrowers and lenders make efficient credit decisions. CreditMantri helps users understand the status of their Credit Health and build their Credit Profile. The user's credit profile is created with data from the user's Credit History and Score from the bureau and is further enhanced with data from alternate data sources. Based on the individual's credit profile, consumer's are guided towards the solution best matched to their profile - be it discovery of loans or credit cards, credit improvement services. CreditMantri works with over 30 lenders and makes available close to 50 credit products and services.

| Web site:            | https://www.creditmantri.com/   |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2012  |
| Based in:            | India   |
| Founders:            | Gowri Mukherjee, Ranjit Punja, Sudarshan R  |
| Funding To Date:     | \$10.2M   |
| Investors:           | Elevar Equity, Newid capital, IDG Ventures India, Quona Capital, Accion Venture Lab |

CredoLab

CredoLab

CredoLab provides revolutionary smart-phone based credit scoring solutions for banks, consumer finance companies, telecoms and retailers, using proprietary data science algorithms to enable financial inclusion. By using CredoLab, clients achieve a significant reduction in credit risk, a radical drop in time required to reach a credit decision, and the opening up of new client segments. Headquartered in Singapore, CredoLab is targeting the global market of 2 billion unbanked adults, and currently serves clients in 15 markets across Southeast Asia, China, Africa, Latin America and the Commonwealth of Independent States. CredoLab was seeded and developed by FORUM, the largest fintech venture builder in Emerging Asia.

| Web site:            | http://www.credolab.com/                    |
|----------------------|---|
| Number of Employees: | 11-50                                       |
| Founded in:          | 2016  |
| Based in:            | Singapore                                   |
| Founders:            | Peter Barcak                                |
| Funding To Date:     | \$2.1M                                      |
| Investors:           | Walden International, Fintonia Group, FORUM |

### **Dewan Housing Finance**



DHFL was established by Late Shri Rajesh Kumar Wadhawan, a visionary Indian businessman. The Founder Chairman observed the sad truth that most Indians couldn't get a housing loan on fair terms. He believed that owning a home is a critical element to the building of an identity for every Indian. He thus set out on a mission to manage this social need. On April 11, 1984, DHFL was established to enable access to affordable housing finance to the lower and middle income groups in semi-urban and rural parts of India. DHFL is the second housing finance Company to be established in the country, however, with a unique mission, which is today benchmark as a model of financial inclusion in the Indian financial services sector. While most experts lauded Shri Rajesh Kumar Wadhawan's altruism, they posed pragmatic apprehensions on the possibility of this Vision becoming a reality. However, that did not influence the visionary's mission. DHFL disbursed funds from its own equity contribution and had a return of less than 8% at a time when interest rates were about 18%. But, what DHFL ascertained was the difference between those who see things as they are and the visionaries who see things as they can be.

| Web site:            | https://www.dhfl.com/ |
|----------------------|-----------------------|
| Number of Employees: | 5001-10000            |
| Founded in:          | N/A                   |
| Based in:            | India                 |
| Founders:            | N/A                   |
| Funding To Date:     | N/A                   |
| Investors:           | N/A                   |

# **Dianrong**



Dianrong is an online marketplace lending company that uses technology to transform the way China is financed to help enrich people's lives. Dianrong offers individuals and small and medium-sized enterprises a comprehensive, one-stop financial platform supported by industry-leading technology, compliance and transparency. The company's sophisticated and flexible infrastructure enables it to design and customize lending and borrowing products and services, based on industry-specific data and insights, all supported by online risk-management and operation tools.

| Web site:            | http://en.dianrong.com/  |
|----------------------|--|
| Number of Employees: | 1001-5000  |
| Founded in:          | 2012   |
| Based in:            | China  |
| Founders:            | Soul Htite, Yuhang(Kevin) Guo  |
| Funding To Date:     | \$509M   |
| Investors:           | CITIC Securities, EG Capital Advisors, Simone Investment Managers,<br>Bohai Leasing, GIC, Max Giant Capital, Standard Chartered Bank,<br>Northern Light Venture Capital, Sun Hung Kai Properties, Cross Pacific<br>Capital Partners, FinSight Ventures |

# Digit



To use Digit, the clients need to connect their checking account. This allows Digit to analyze their income and spending, and find small amounts of money it can safely set aside for them. Digit uses 256-bit bank-level security, and it doesn't store the bank login. Every 2 or 3 days, Digit transfers some money (usually \$5-50) from client's checking account to his/hers Digit savings. It never transfers more than the client can afford, so they don't have to worry about overdrafting the account. In fact, Digit has a no-overdraft guarantee. Digit transfers the money from your Digit savings back to your checking account next business day. Digit allows unlimited transfers, with no minimums or limitations on your withdrawals.

| Web site:            | https://digit.co/  |
|----------------------|--|
| Number of Employees: | 1-10   |
| Founded in:          | 2013   |
| Based in:            | United States  |
| Founders:            | Ethan Bloch  |
| Funding To Date:     | \$36.3M  |
| Investors:           | General Catalyst, Financial Solutions Lab, GV, Baseline Ventures, Upside Partnership, Cooperative Capital, Freestyle Capital |

### **Domus Semo Sancus**



Domus Semo Sancus (DSS) Ltd, founded by E. Jay Saunders, is a financial technology company that is building tools to encourage financial inclusion and bridge the e-commerce divide.

| Web site:            | http://semosancus.com/ |
|----------------------|------------------------|
| Number of Employees: | N/A                    |
| Founded in:          | 2014                   |
| Based in:            | United States          |
| Founders:            | N/A                    |
| Funding To Date:     | N/A                    |
| Investors:           | N/A                    |

### **Ellevest**



Ellevest is redefining investing for women. Ellevest is on a mission to close the gender-investing gap. Join the movement and get in financial control today. Unlike other online advisors, the Ellevest platform was conceived and designed with its clients, not just for them. It worked with real women on what they need — and created Ellevest together.

| Web site:            | https://www.ellevest.com/   |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | 2014  |
| Based in:            | United States   |
| Founders:            | Charlie Kroll, Sallie Krawcheck   |
| Funding To Date:     | \$44.6M   |
| Investors:           | Salesforce Ventures, Astia Angels, The Perkins Fund, Khosla Ventures, CreditEase Fintech Investment Fund, Morningstar, Rethink Impact, Contour Venture Partners, Ulu Ventures |

#### **Everex**



Everex ("Ever for Excellence") is a manufacturer of desktop and laptop personal computers. It was established in 1983 and headquartered in Fremont, California. The company was founded by Steve Hui, John Lee and Wayne Cheung. The Personal Computer Division of Everex was founded by Bruce Dunlevie, currently of Benchmark Capital. In 1988, Everex was the leader in tape backup sales with half the world market. By 1993, the company had slipped into bankruptcy and was acquired by the Formosa Plastics Group. In 2007-08, Everex launched a series of low cost "green" systems, the CloudBook UMPC, the gBook laptop and the gPC mini Mac mini like mini desktop system, all running the Ubuntu based gOS Linux that focused on cloud based applications, primarily those from Google.

| Web site:            | https://www.everex.io/ |
|----------------------|------------------------|
| Number of Employees: | N/A                    |
| Founded in:          | 1983                   |
| Based in:            | United States          |
| Founders:            | N/A                    |
| Funding To Date:     | N/A                    |
| Investors:           | N/A                    |

### **FarmDrive**



FarmDrive is a Kenyan-based social enterprise that connects unbanked and underserved smallholder farmers to credit, while helping financial institutions cost effectively increase their agricultural loan portfolios. Using simple mobile phone technology, alternative data sets, and sophisticated data analytics, FarmDrive is closing the critical information gap that keeps smallholder farmers from loans that would allow them to grow and diversify their businesses.

| Web site:            | https://farmdrive.co.ke/  |
|----------------------|---------------------------|
| Number of Employees: | 1-10                      |
| Founded in:          | 2014                      |
| Based in:            | Kenya                     |
| Founders:            | Peris Nyaboe, Rita Kimani |
| Funding To Date:     | N/A                       |
| Investors:           | Safaricom                 |

# **Fettle Group**



Fettle Group understands that health and finances are closely related and it believes that with an optimal state of health, clients can achieve whatever they want. Fettle Group provides health coverage through Financial Inclusion.

| Web site:            | https://www.fettlegroup.com/ |
|----------------------|------------------------------|
| Number of Employees: | N/A                          |
| Founded in:          | 2015                         |
| Based in:            | Africa                       |
| Founders:            | N/A                          |
| Funding To Date:     | N/A                          |
| Investors:           | N/A                          |

### **Finadev**



Finadev is a microfinance investment vehicle launched in 2010 through the acquisition of microfinance institutions (MFIs) in Benin, Chad, and Guinea. Finadev entities provide financial services, in particular loans, primarily to the informal sector. Such services contribute to increased financial inclusion among disadvantaged clients.

| Web site:            | http://finadev-groupe.com/ |
|----------------------|----------------------------|
| Number of Employees: | N/A                        |
| Founded in:          | N/A                        |
| Based in:            | Nigeria                    |
| Founders:            | N/A                        |
| Funding To Date:     | N/A                        |
| Investors:           | N/A                        |

# **Financial Software Systems**



Financial Software and Systems (FSS) is a global leader in payments technology and transaction processing, offering business value in the areas of electronic payments and financial transaction processing solutions & services. The company has earned the status of being a payments systems leader through a combination of established portfolio of technology solutions, state-of-the-art infrastructure and 25 years of experience in the payments domain. Headquartered in Chennai, India, FSS has established a global footprint in Africa, Australia, Canada, Europe, Middle East, Singapore and the United States of America. FSS employs over 2,000 professionals, delivering an entire spectrum of payment systems and services that are trusted by more than 100 companies worldwide, including some of the world' largest public and private sector banks, financial institutions and payment processors.

| Web site:            | http://www.fsstech.com/  |
|----------------------|--|
| Number of Employees: | 1001-5000  |
| Founded in:          | 1991   |
| Based in:            | India  |
| Founders:            | Nagaraj Mylandla   |
| Funding To Date:     | \$99.5M  |
| Investors:           | Premjilnvest, New Enterprise Associates, Jacob Ballas Capital India, Carlyle Group |

### **FlexM**



Targeting REAL financial inclusion for the unbanked / underbanked population in Asia by offering safe and secure mobile wallet, virtual account and prepaid card payment solutions to consumers and employers. FlexM will be the 1st company in Singapore to have local currency wallets in most key markets in Asia with cheapest, fastest and convenient remittance wallet to wallet across all markets.

| Web site:            | https://flexm.com/                |
|----------------------|-----------------------------------|
| Number of Employees: | 1-10                              |
| Founded in:          | 2014                              |
| Based in:            | Singapore                         |
| Founders:            | A. Georg E. Dokken, Naveed Weldon |
| Funding To Date:     | SGD886K                           |
| Investors:           | MatchMove Pay                     |

### **ForUsAll**



ForUsAll is a well-funded Series A financial technology shop that's expanding hard-working Americans' access to 401(k) plans. It is helping the underserved – and the dreadfully served – get good, honest retirement plans at work. Founded by experts who transformed the 401(k) for Fortune 500 companies, ForUsAll is backed by prominent venture capital and financial technology veterans who share its vision of bringing that expertise to small and mid-size companies. By leveraging that expertise, ForUsAll has re-imagined the 401(k) from the ground up, removing much of the administrative workload and compliance risk for employers. For employees, ForUsAll has replaced alienating jargon with plain English, and added a user experience that's worth, well, experiencing.

| Web site:            | https://www.forusall.com/  |
|----------------------|--|
| Number of Employees: | 11-50  |
| Founded in:          | 2014   |
| Based in:            | United States  |
| Founders:            | Cynthia Bloch, Dave Boudreau, David Ramirez, Sergey Zelvenskiy, Shin Inoue |
| Funding To Date:     | \$33.8M  |
| Investors:           | Ribbit Capital, Foundation Capital   |

### **Ftcash**



Ftcash is one of India's fast-growing financial technology venture, recognized by Forbes, which aims to empower micro-merchants and small businesses with the power of credit using digital payments, using only a bank account and a feature phone. Ftcash uses its proprietary algorithm to understand the credit-worthiness using their transaction flow data on the ftcash payments platform along with several other data points including psychometric analysis, which can be leveraged to provide these SMEs institutional finance and recollect the money from their daily transactions. Ftcash works with Banks and Financial Institutions to deploy its solution for all their SMEs. After a successful launch in India in 2015, ftcash is expanding globally. Ftcash is being supported by PayPal and MasterCard to enable merchant services globally.

| Web site:            | https://www.ftcash.com/                        |
|----------------------|--|
| Number of Employees: | 101-250  |
| Founded in:          | 2015   |
| Based in:            | India  |
| Founders:            | Deepak Kothari, Sanjeev Chandak, Vaibhav Lodha |
| Funding To Date:     | \$3M   |
| Investors:           | 500 Startups, IvyCap Ventures                  |

### **Fundbox**



Fundbox is dedicated to helping people grow their business by making access to credit - simple, secure, fast and transparent. Fundbox uses cutting-edge technology, data science, and common sense to give small businesses access to previously unattainable financial options. Fundbox provides credit limits up to \$100,000 and can transfer funds as soon as the next business day. Because of Fundbox, small businesses across the U.S. have more control over their finances and are better able to reach their full potential.

| Web site:            | https://fundbox.com/   |
|----------------------|--|
| Number of Employees: | 51-100   |
| Founded in:          | 2012   |
| Based in:            | United States  |
| Founders:            | Eyal Shinar, Tomer Michaeli, Yuval Ariav   |
| Funding To Date:     | \$107.5M   |
| Investors:           | Sound Ventures, Khosla Ventures, FJ Labs, Spark Capital, Entrée<br>Capital, Bezos Expeditions, General Catalyst, Omidyar Technology<br>Ventures, Blumberg Capital, Nyca Partners, LionBird, SV Angel |

### **Fundera**



Fundera is the place small business owners go when they need funding to grow their business. Free, easy, fast, and honest in an industry known for only the opposite, Fundera strives to break the mold. Its universal application and marketplace model lets business owners skip that "feeling lost" moment and focus on what really matters—building their business. With one simple application, small business owners can apply to the industry's leading lenders, letting them compare rates across all different kinds of loans.

| Web site:            | https://www.fundera.com/   |
|----------------------|--|
| Number of Employees: | 51-100   |
| Founded in:          | 2013   |
| Based in:            | United States  |
| Founders:            | Andres Moran, Jared Hecht, Rohan Deshpande   |
| Funding To Date:     | \$18.9M  |
| Investors:           | Susquehanna Growth Equity, Core Innovation Capital, First Round Capital, BoxGroup, QED Investors, Khosla Ventures, SV Angel, Lerer Hippeau |

# **Funding Societies**



Funding Societies is an online platform that connects investors with small businesses that need funds, solving the financial inclusion issue by making credit-worthy SMEs bankable. It operates in South East Asia and has won a lot of accolades, including the Global Excellence Award from ITU Telecom, a specialized agent of the United Nations for ICT. Funding Societies is the first P2P platform that got operating licenses from the regulators in Singapore, Indonesia and Malaysia.

| Web site:            | https://fundingsocieties.com/  |
|----------------------|--|
| Number of Employees: | 101-250  |
| Founded in:          | 2015   |
| Based in:            | Singapore  |
| Founders:            | Iwan Kurniawan, Kelvin Teo, Reynold Wijaya   |
| Funding To Date:     | \$32.6M  |
| Investors:           | Golden Gate Ventures, Sequoia Capital, Softbank Ventures Korea, Qualgro VC, Line Corporation, Alpha JWC Ventures, The Graduate Syndicate |

### **Funds & Electronic Transfer Solutions**



Funds & Electronic Transfer Solutions Limited is a Central Bank of Nigeria (CBN) licensed mobile money operator, its strength is drawn from an internal team of professionals with strong background in Banking, E-Commerce, and Information and Communication Technology. Its offering combines the following innovative technologies & solutions: In its simplest form, fets' mobile money enables the transfer of money from one point to another (person, business, government) using electronic value of money on basic mobile phones.

| Web site:            | https://www.fetswallet.com/home/base#/index |
|----------------------|---|
| Number of Employees: | N/A   |
| Founded in:          | N/A   |
| Based in:            | Nigeria                                     |
| Founders:            | N/A   |
| Funding To Date:     | N/A   |
| Investors:           | N/A   |

### **Fuzo Limited**



The Fuzo Group of Companies was established to enable crypto assets and blockchain services on a SIM. Fuzo Platform is a Quad-Play offering a convergence of Blockchain, Bitcoin, IDentity, Security services on a permissionless distributed blockchain enabled mesh of interconnected SIMness

| Web site:            | http://www.fuzo.com/   |
|----------------------|------------------------|
| Number of Employees: | 1-10                   |
| Founded in:          | 2014                   |
| Based in:            | Australia              |
| Founders:            | Leon-Gerard Vandenberg |
| Funding To Date:     | n/a                    |
| Investors:           | Dominet Digital        |

### **GetBucks**



GetBucks Financial Services Limited is a financial technology company that embraces technology as a means to provide financial products and services to its customers. GetBucks operates from 13 branches located throughout Zimbabwe. The Company is owned 51% by MyBucks S.A (a Frankfurt Stock Exchange listed company) and 31% by Brainworks. The remaining balance is owned by various other shareholders including local pension funds. GetBucks Zimbabwe's vision is to become a leading provider of financial services by leveraging the latest technology to provide innovative and cost effective solutions to a wide customer base in Zimbabwe. GetBucks Zimbabwe believes in financial inclusion and aims to empower its customer base with sustainable financial solutions that improve lives.

| Web site:            | https://za.getbucks.com/                  |
|----------------------|---|
| Number of Employees: | N/A                                       |
| Founded in:          | 2010                                      |
| Based in:            | South Africa                              |
| Founders:            | Louwrens Van Schalkwyk, Sarel Esterhuizen |
| Funding To Date:     | N/A                                       |
| Investors:           | Brainworks Capital Management             |

### **GoSwiff**



GoSwiff International is a global financial solutions provider. GoSwiff offers integrated white label payment gateways and mobile applications for online, mobile and in-store payments – and is helping to meet the growing demand for digital payments in both emerging and developed markets. Its secure payment solutions are benefitting financial institutions, mobile network operators, merchants and consumers by increasing financial inclusion and providing a safer, faster and more cost-efficient means of payment. Incorporated in 2010, GoSwiff is headquartered in Singapore and currently has operations in 25 countries around the world.

| Web site:            | http://www.goswiff.com |
|----------------------|------------------------|
| Number of Employees: | 51-100                 |
| Founded in:          | 2010                   |
| Based in:            | Singapore              |
| Founders:            | N/A                    |
| Funding To Date:     | N/A                    |
| Investors:           | N/A                    |

### **Groupe Cofina**



Groupe Cofina is an African financial institution dedicated to mesofinance. It ambitions to become an economic player that favors an upscaling of financial services in Africa. By investing in the already very dynamic private sector, Cofina participates in the formalization of the African business market and makes financial inclusion its first priority. The company was established in 2013, present in six French-speaking African countries (Congo-Brazzaville, Ivory Coast, Gabon, Guinea Conakry, Mali, Senegal).

| Web site:            | http://www.groupecofina.com/  |
|----------------------|-------------------------------|
| Number of Employees: | N/A                           |
| Founded in:          | 2013                          |
| Based in:            | Côte d'Ivoire                 |
| Founders:            | N/A                           |
| Funding To Date:     | N/A                           |
| Investors:           | Mediterrania Capital Partners |

#### GuiaBolso



GuiaBolso is a digital hub that connects Brazilian consumers to financial products via an in-app marketplace with real-time origination. As the only company in Brazil with proprietary bank account aggregation technology and offering free credit bureau reports, GuiaBolso gives users a complete view of their finances and provides bank partners with unparalleled data analysis and credit modeling. This creates a very positive dynamic for both: for example, GuiaBolso users now have access to a selection of fairly-priced loans based on actual credit risk – quite revolutionary in a country without a national credit score and with the world's highest interest spreads. As a result, GuiaBolso is Brazil's leading personal finance platform, with over 3M users and the #1 finance app in the AppStore. The company's mission is to improve people's well-being by providing the complete information they need to make better financial decisions.

| Web site:            | https://www.guiabolso.com.br/  |
|----------------------|--|
| Number of Employees: | 101-250  |
| Founded in:          | 2012   |
| Based in:            | Brazil   |
| Founders:            | Benjamin Gleason, Thiago Alvarez, Thiago Alvarez   |
| Funding To Date:     | \$74M  |
| Investors:           | Ribbit Capital, Vostok Emerging Finance, Omidyar Network, QED Investors, International Finance Corporation, Endeavor Catalyst, Kaszek Ventures |

### Hero



The Hero Capital Market Platform will utilize blockchain and smart contract technology which will enable a network of financial service marketplaces comprised of a series of interdependent and mutually reinforcing projects in the Southeast Asian market focused primarily on promoting financial inclusion, transparency, and efficiency by enabling the efficient, frictionless, legally enforceable, and profitable transfer of digital currency to/from local fiat currency in order to provide capital for individuals and businesses in markets that are currently excluded from transparent and efficient access to financial services.

| Web site:            | https://herotoken.io/ |
|----------------------|-----------------------|
| Number of Employees: | N/A                   |
| Founded in:          | 2017                  |
| Based in:            | Southeast Asia        |
| Founders:            | N/A                   |
| Funding To Date:     | N/A                   |
| Investors:           | N/A                   |

### Humaniq



Humaniq is a London-based Fintech firm that provides next generation financial services using its Blockchain-based mobile application to the unbanked and underprivileged in emerging economies globally. Humaniq combines blockchain with biometrics and a simple mobile application. Humaniq is creating the clearest, most minimalistic, and most intuitive tools that will enable simple access for the 2 billion unbanked people. Humaniq is focused on worldwide financial inclusion by providing access to global markets, greater opportunities, and novel financial solutions using repurposed technologies for those gaining exposure to financial services for the first time.

| Web site:            | https://humaniq.com/ |
|----------------------|----------------------|
| Number of Employees: | N/A                  |
| Founded in:          | 2016                 |
| Based in:            | United Kingdom       |
| Founders:            | Alex Fork            |
| Funding To Date:     | \$5.2M               |
| Investors:           | N/A                  |

# i-Pay EFT Payment



i-Pay is an instant EFT payment service in South Africa that allows your customer to make secure online payments directly into your bank account in real time.

| Web site:            | http://instanteft.i-pay.co.za/ |
|----------------------|--------------------------------|
| Number of Employees: | 1-10                           |
| Founded in:          | 2014                           |
| Based in:            | South Africa                   |
| Founders:            | N/A                            |
| Funding To Date:     | ZAR10M                         |
| Investors:           | Kalon Venture Partners         |

# Inclusivity.network



Inclusivity.network is a complete and evolving banking and financial ecosystem based on Blockchain, "Mobile Financial Solutions" and other Technologies. It is an alternative to the traditional banking and financial system.

| Web site:            | http://inclusivity.network/en/ |
|----------------------|--------------------------------|
| Number of Employees: | N/A                            |
| Founded in:          | 2017                           |
| Based in:            | N/A                            |
| Founders:            | N/A                            |
| Funding To Date:     | N/A                            |
| Investors:           | N/A                            |

### **InCred**



InCred is credit for Incredible India. It uses technology and data-science to make lending quick, simple and hassle-free. InCred offers a broad portfolio of products that cuts across affordable home loans, personal loans, education loans and SME business loans. InCred is founded by Bhupinder Singh, former Head of Investment Banking, Asia-Pacific at Deutsche Bank.

| Web site:            | https://www.incred.com/ |
|----------------------|-------------------------|
| Number of Employees: | 101-250                 |
| Founded in:          | 2016                    |
| Based in:            | India                   |
| Founders:            | Bhupinder Singh         |
| Funding To Date:     | \$75M                   |
| Investors:           | N/A                     |

# Instamojo



Instamojo is an on-demand payments platform, on both web & mobile that allows individuals and small businesses to collect payments online by sharing a link with their audience. The link can be shared through SMS, WhatsApp, email, and social channels or embedded on websites and blogs. Instamojo was launched by Sampad Swain and Akash Gehani in 2012 and is operated from Bangalore, India.

| Web site:            | https://www.instamojo.com/                            |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | 2012  |
| Based in:            | India   |
| Founders:            | Akash Gehani, Harshad Sharma, Sampad Swain            |
| Funding To Date:     | \$3.1M  |
| Investors:           | Kalaari Capital, AnyPay, Blume Ventures, 500 Startups |

### **InVoiceWorkx**



Invoiceworx is a trade finance platform that seeks to provide credit to SMEs for contracts and purchase orders and discount invoices for SMEs for early settlement from debtors. The demand for credit among small and medium enterprises (SMEs) presents an obvious opportunity for banks. But the supply does not match it. Sub-Saharan Africa is one of the most difficult regions in the world in which to access financing for SMEs. InVoiceWorx sees the above problem as a big opportunity.

| Web site:            | https://www.invoiceworx.co.za/ |
|----------------------|--------------------------------|
| Number of Employees: | N/A                            |
| Founded in:          | 2015                           |
| Based in:            | South Africa                   |
| Founders:            | Mdu Thabethe, Siya Ntutela     |
| Funding To Date:     | N/A                            |
| Investors:           | N/A                            |

## **lyzico**



iyzico was founded with the aim of providing a secure payment management platform to online companies of different sizes operating in different industries. Currently it offers iyziPos (secure virtualPOS solution with automated fraud prevention and high authorization-rate bank integrations), iyziBazaar (manage marketplace payments), iyziLink (pay by link, without the need of a shopping site), and Buyer Protection (secure shopping experience) as the flagship products.

| Web site:            | https://www.iyzico.com/  |
|----------------------|--|
| Number of Employees: | 101-250  |
| Founded in:          | 2012   |
| Based in:            | Turkey   |
| Founders:            | Barbaros Özbugutu, Tahsin Isin   |
| Funding To Date:     | \$24M  |
| Investors:           | Amadeus Capital Partners, International Finance Corporation, 212,<br>Vostok Emerging Finance, Endeavor Catalyst, Speedinvest, Beenos<br>Partners |

### **Janalakshmi**



Janalakshmi Financial Services is a for-profit NBFC serving the urban underserved, with the promoter stake held in the not-for-profit entity Janalakshmi Social Services. This is the only NBFC in India structured in such a manner, with the deliberate intent of keeping the social spirit intact. Janalakshmi Financial Services' market-based approach to financial inclusion is defined by three distinct characteristics: first, an exclusive focus on servicing the needs of the urban poor; second, a strong customer-value driven approach in designing financial products and services; third, the centrality of technology and processes as the foundation of a scalable enterprise.

| Web site:            | http://janalakshmi.com  |
|----------------------|---|
| Number of Employees: | 10001+  |
| Founded in:          | 2006  |
| Based in:            | India   |
| Founders:            | Ramesh Ramanathan   |
| Funding To Date:     | \$594M  |
| Investors:           | Treeline, Inc., TPG, International Finance Corporation, CDC Group, Northern Arc, Morgan Stanley, GAWA Capital, Tree Line Asia, Caspian Impact Investments, Michael & Susan Dell Foundation, Lok Capital |

### **Juntos**

# **JUNTOS**

Juntos Finanzas, Inc. was founded in 2010 out of the Stanford school with a mission to build digital mobile tools that create financial stability for low-income consumers. Its products empower individuals to take control of their financial lives and achieve their dreams. Today, Juntos serves low-income consumers in emerging markets who are entering financial institutions for the first time: banking, insurance, loans, etc. By partnering with banks, Juntos distributes its products to this new market, increasing account activity, boosting deposits, and creating the foundation of financial security.

| Web site:            | http://juntosglobal.com/                        |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2010  |
| Based in:            | United States                                   |
| Founders:            | Benjamin Knelman, Dante Cassanego, Katie Nienow |
| Funding To Date:     | \$7.4M  |
| Investors:           | Ulu Ventures                                    |

# Juspay



Juspay is the simplest way to make online payments in India. They are a team of engineers and designers working passionately to revolutionize digital payments in India with secure, reliable, efficient and cost effective solutions.

| Web site:            | https://juspay.in/#page-top |
|----------------------|-----------------------------|
| Number of Employees: | 11-50                       |
| Founded in:          | 2012                        |
| Based in:            | India                       |
| Founders:            | Vimal Kumar                 |
| Funding To Date:     | \$5.8M                      |
| Investors:           | Accel                       |

Juvo was founded with an overarching vision: to establish financial identities for the billions of people worldwide who are creditworthy, yet financially excluded. In partnership with mobile network operators, Juvo's proprietary Identity Scoring technology uses data science, machine learning and game mechanics to create an identity-based relationship with anonymous prepaid users, opening up access to otherwise unattainable mobile financial services. Juvo is a privately held company backed by global business leaders and luminaries in the world of tech, mobile and finance. Its executive team comprises accomplished industry leaders across the data science, consumer internet, financial services and mobile telecom fields.

| Web site:            | https://juvo.com/   |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | 2014  |
| Based in:            | United States   |
| Founders:            | Steve Polsky  |
| Funding To Date:     | \$54M   |
| Investors:           | Samsung NEXT, Freestyle Capital, New Enterprise Associates, Wing Venture Capital, Intercept Ventures, Portfolia |

### **KashlO**



KashIO is a real Cash Alternative for all people and businesses in the digital world. It offers various payment products for both unbanked & banked customers together with a strong value proposition for Merchants, Institutions & Banks. The company was founded by two former Fintech executives with decades of industry experience, who saw the need for innovation, lean infrastructure, security and an inclusion of the cash market. KashIO is headquartered in Miami/FL and has a branch office in Lima/Peru, where it started its operations.

| Web site:            | https://www.kashio.net/ |
|----------------------|-------------------------|
| Number of Employees: | 1-10                    |
| Founded in:          | 2017                    |
| Based in:            | United States           |
| Founders:            | Antonio Rolando         |
| Funding To Date:     | N/A                     |
| Investors:           | N/A                     |

#### Kobocoin



Kobocoin is a digital currency and payment system similar to Bitcoin, with an African heritage. All nodes verify transactions in a public distributed ledger called the blockchain. The ledger uses its own unit of account, also called kobocoin(s). The kobocoin blockchain is distributed, to independently verify the chain of ownership of each and every kobocoin amount. The wallet on your device is a node. It works to maintain the security and integrity of the blockchain along with all other nodes. There is no central database. This is the decentralized nature of the Kobocoin ecosystem.

| Web site:            | https://kobocoin.com/ |
|----------------------|-----------------------|
| Number of Employees: | N/A                   |
| Founded in:          | 2017                  |
| Based in:            | Africa                |
| Founders:            | N/A                   |
| Funding To Date:     | N/A                   |
| Investors:           | N/A                   |

# Konfio



Konfío is an online lending platform for small businesses in Mexico that uses data for rapid credit assessment, allowing owners to focus on what's important – growing their business.

| Web site:            | https://konfio.mx  |
|----------------------|--|
| Number of Employees: | 101-250  |
| Founded in:          | 2013   |
| Based in:            | Mexico   |
| Founders:            | David Arana, Francisco Padilla   |
| Funding To Date:     | \$102.8M   |
| Investors:           | QED Investors, Vostok Emerging Finance, Quona Capital, Kaszek Ventures, Jaguar Ventures, Victory Park Capital, International Finance Corporation, Google Launchpad Accelerator, Accion Venture Lab |

## KongaPay



KongaPay is a safe and secure payment method and can be regarded as the preferred online payment platforms in Nigeria which is created in partnership with leading banks in Nigeria to ensure trust and safety for both buyers and sellers. Though created to meet the needs of shoppers on Konga.com, KongaPay services have been expanded beyond those walls to meet the needs of Nigerians seeking a payment solution that is accessible, secure, convenient, easy to use and affordable. Today, KongaPay offers the following services; Bank transfers (with ZERO transaction fee), Airtime Purchase (MTN, Glo, Etisalat and Airtel), TV Subscription fee payment (GOTV & DSTV), purchases on online platforms including Konga.com among others.

| Web site:            | https://www.konga.com/kongapay/ |
|----------------------|---------------------------------|
| Number of Employees: | N/A                             |
| Founded in:          | 2012                            |
| Based in:            | Nigeria                         |
| Founders:            | N/A                             |
| Funding To Date:     | N/A                             |
| Investors:           | N/A                             |

### Kora



Kora Network provides the tools needed to build a self-sustaining, community-owned ecosystem for circulating and accumulating capital. At the core of its ecosystem is the Kora Gateway. It is the primary interface for users to interact with Kora Services and every other ecosystem partner on the Kora Network. Kora's services would include the ability to access marketplaces, to make payments, transfers, investments, and to lend & pool capital across any community. KNT, its native token, is the medium for interaction to be used on the Kora Network in the future.

| Web site:            | https://kora.network/ |
|----------------------|-----------------------|
| Number of Employees: | N/A                   |
| Founded in:          | 2017                  |
| Based in:            | United States         |
| Founders:            | N/A                   |
| Funding To Date:     | N/A                   |
| Investors:           | N/A                   |

## Kredico



Kredico is an online platform where members' credit requests are collected, score cards are created, and an agreed bank is sent for credit approval. Kredico works with the membership system. Individual score cards are produced for individual and business members. The Kredico rating is updated according to the loan repayment terms.

| Web site:            | http://www.kredico.com/  |
|----------------------|--------------------------|
| Number of Employees: | 1-10                     |
| Founded in:          | 2015                     |
| Based in:            | Turkey                   |
| Founders:            | Celik Ören, Ender Varlık |
| Funding To Date:     | \$205K                   |
| Investors:           | N/A                      |

## **Kreditech Holding**



Kreditech Group's mission is to improve financial freedom for the underbanked with the use of technology. Combining non-traditional data sources and machine learning, the company is aiming to provide access to better credit and a higher convenience for digital banking services. The product offerings include consumer loans, a digital wallet and a personal finance manager designed to help customers manage their credit score and plan their spending. Kreditech also offers a "Lending as a Service" model, allowing partners to integrate Kreditech's credit products via an API into their own platform and services. Founded in 2012 and headquartered in Hamburg, Germany, Kreditech covers more than 5 markets worldwide, amongst others Russia, Mexico, Spain and Poland. Up until now, the company has processed more than four million loan applications through its subsidiaries. Kreditech's team of more than 350 people is led by CEO and Co-Founder Alexander Graubner-Müller and is financially backed by world-class investors including PayU, J.C. Flowers, Peter Thiel, and the World Bank's IFC.

| Web site:            | https://www.kreditech.com/                        |
|----------------------|---|
| Number of Employees: | 251-500   |
| Founded in:          | 2012  |
| Based in:            | Germany   |
| Founders:            | Alexander Müller, Sebastian Diemer                |
| Funding To Date:     | \$497,3M  |
| Investors:           | PayU, Rakuten, Värde Partners, J.C. Flowers & Co. |

### **KUDI**



KUDI is a financial service provider focused on providing access to electronic banking and financial services by leveraging conversational interfaces, natural language processing and artificial intelligence to provider faster access, frictionless experience, and ultimately boost financial inclusion in emerging markets. KUDI is enabling secured financial transactions via Facebook, Telegram, Slack and Skype. KUDI's focus is the African market with a primary focus on the Nigerian Payment ecosystem and the company does this in partnership with e-payment regulators, a leading commercial bank, and an international payment processor.

| Web site:            | https://kudi.ai/                    |
|----------------------|-------------------------------------|
| Number of Employees: | 1-10                                |
| Founded in:          | 2016                                |
| Based in:            | Nigeria                             |
| Founders:            | Adeyinka Adewale, Pelumi Aboluwarin |
| Funding To Date:     | \$120K                              |
| Investors:           | Ventures Platform, Y Combinator     |

#### L-Pesa Microfinance



L-Pesa is fully dedicated to helping individuals and businesses develop their path to self-sufficiency with its range of financial solutions. Their global outlook means its services are available in all countries and all currencies. L-Pesa services put customer convenience first. L-Pesa eases the stress of financing by bringing you financial solutions such as Mobile Banking and Micro-Loans. L-Pesa desires to impact Kenya, Tanzania and other African countries, as well as to create and establish branches all over Asia. L-Pesa intends to offer any mobile user access to their accounts so that they can move funds in and out of the country without the danger of loss during travel. L-Pesa aims to make your life much simpler with a money transfer service that takes less than 5 minutes.

| Web site:            | https://www.l-pesa.com/ |
|----------------------|-------------------------|
| Number of Employees: | N/A                     |
| Founded in:          | 2015                    |
| Based in:            | Tanzania                |
| Founders:            | N/A                     |
| Funding To Date:     | N/A                     |
| Investors:           | N/A                     |

# Ladder



Ladder combines the power of innovative technology with world-class financial and insurance expertise to make it easy for anyone to access life insurance.

| Web site:            | https://www.ladderlife.com/                                     |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | 2015  |
| Based in:            | United States   |
| Founders:            | Jack Dubie, Jamie Hale, Jeff Merkel, Laura Hale                 |
| Funding To Date:     | \$54M   |
| Investors:           | RRE Ventures, Canaan Partners, Nyca Partners, Thomvest Ventures |

### **Lala World**



LALA World ("LALA") is all about migrants and their unbanked families. It is an ECOSYSTEM enabled by the LALA Wallet as a PLATFORM, a single sign on platform revolving around their issues and problems. Employment issues, digital ID's, communities build up, government and NGO partnerships, health issues, and of course, a new financial ecosystem for the huge underbanked population by capitalizing the Blockchain revolution to bridge the gap between cash, digital and the crypto world.

| Web site:            | https://lalaworld.io/ |
|----------------------|-----------------------|
| Number of Employees: | 11-50                 |
| Founded in:          | 2017                  |
| Based in:            | Singapore             |
| Founders:            | Sankalp Shangari      |
| Funding To Date:     | \$2M                  |
| Investors:           | N/A                   |

# Lenddo



Lenddo is the world's first online community that empowers the emerging middle class to use online social connections to demonstrate their creditworthiness and access affordable, life-improving financial services.

| Web site:            | https://www.lenddo.com/                       |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2011  |
| Based in:            | Hong Kong                                     |
| Founders:            | Richard Eldridge                              |
| Funding To Date:     | \$14M   |
| Investors:           | AT Capital Group, Omidyar Network, Life.SREDA |

# Lendingkart



Lendingkart is an online financing company dedicated to help entrepreneurs and small businesses with Working Capital Loans. Lendingkart uses Analytics and Big data scoring to evaluate its customer's business. Lendingkart is a small and motivated team of bankers, data scientists and techies trying to make a difference in the world of small business financing.

| Web site:            | https://www.lendingkart.com/  |
|----------------------|---|
| Number of Employees: | 101-250   |
| Founded in:          | 2014  |
| Based in:            | India   |
| Founders:            | Harshvardhan Lunia, Mukul Sachan                                      |
| Funding To Date:     | \$156,1M  |
| Investors:           | State Bank of India, Sistema Asia Fund, Saama Capital, India Quotient |

## LendUp



LendUp's mission is to provide anyone with a path to better financial health. LendUp builds technology, credit products and educational experiences for the 56% of the US population who are shut out of mainstream banking because of poor credit or volatile incomes. All of its technology is built in-house. LendUp currently offers several types of credit products, including loans and credit cards. LendUp embed education into its products, and where available, credit building opportunities, to help borrowers improve their long-term financial health and break out of vicious debt cycles. LendUp was founded by two step-brothers, CEO Sasha Orloff and CTO Jake Rosenberg.

| Web site:            | https://www.lendup.com/   |
|----------------------|---|
| Number of Employees: | 101-250   |
| Founded in:          | 2011  |
| Based in:            | United States   |
| Founders:            | Jacob Rosenberg, Sasha Orloff                                   |
| Funding To Date:     | \$361,5M  |
| Investors:           | PayPal, QED Investors, Susa Ventures, SV Angel, Data Collective |

# Level one project



Combining data gathered in the field and innovative thinking informed by consumers' needs, Level one project has developed one model for a country-level digital financial services system designed to bring the poor into the formal economy. Level one project has created a working digital financial services prototype to demonstrate how the system works.

| Web site:            | https://leveloneproject.org/ |
|----------------------|------------------------------|
| Number of Employees: | N/A                          |
| Founded in:          | 2015                         |
| Based in:            | N/A                          |
| Founders:            | N/A                          |
| Funding To Date:     | N/A                          |
| Investors:           | N/A                          |

### LoanAdda



LoanAdda, is a financial technology company, which enhances the probability of loan for underbanked consumers across the globe by filtering customer data points with lender's parameters and finds the right fit, and many times the only fit. LoanAdda uses big data analytics and artificial intelligence to bring together the right borrowers and lenders. These automated processes ensure quick customer turnaround and minimal paperwork. As an online aggregator LoanAdda facilitates customized financial requirements for businesses and individuals with limited banking access. Based in New Delhi, the company's mission is to improve financial inclusion services in India and promote hassle-free access to loans.

| Web site:            | https://www.loanadda.com/ |
|----------------------|---------------------------|
| Number of Employees: | 11-50                     |
| Founded in:          | 2015                      |
| Based in:            | India                     |
| Founders:            | Anshuman Mishra           |
| Funding To Date:     | N/A                       |
| Investors:           | N/A                       |

### Lufax



Shanghai Lujiazui International Financial Asset Exchange ("Lufax") is an online marketplace for the origination and trading of financial assets. Lufax was incorporated in September, 2011 in Shanghai with the support of Shanghai's Municipal Government, and has grown into China's largest internet finance company in less than four years. The company is an associate of China Ping An Group, the largest and most innovative non-SOE financial institution in China. Lufax's number of registered users surpassed 7 million by February 2015, while the volume of online transactions grew more than 8 times year-on-year. Close to 50% of Lufax transactions are now handled via mobile. As a constant innovator and pioneer in the internet finance industry, Lufax has developed China's most open, safe and convenient investment and financing platform. Investors come to Lufax for its broad product offering, diverse liquidity avenues and superior user experience. Asset owners look to Lufax to help them structure, price and place complex assets to investors in a credible and transparent manner.

| Web site:            | https://www.lu.com/                          |
|----------------------|--|
| Number of Employees: | 501-1000                                     |
| Founded in:          | 2011   |
| Based in:            | China  |
| Founders:            | N/A  |
| Funding To Date:     | \$1,7B                                       |
| Investors:           | COFCO, Arbor Ventures, CICC, CDH Investments |

### **M-KOPA**



M-KOPA has developed a proprietary, patented technology platform that combines embedded GSM + mobile payments to revolutionize asset financing in emerging markets. The M-KOPAnet platform has been designed and built from the ground up by its talented team of software engineers, who continue to innovate and improve the system every day. It offers the powerful combination of accounting + customer relationship management + inventory tracking in one complete system. Aside from enabling business operations to scale at record speed, the M-KOPAnet™ platform captures and processes huge volumes of data, enabling it to improve its proposition, customer service, and security in real-time.

| Web site:            | http://www.m-kopa.com/                             |
|----------------------|--|
| Number of Employees: | 251-500  |
| Founded in:          | 2011   |
| Based in:            | Kenya  |
| Founders:            | Chad Larson, Chad Larson, Jesse Moore, Nick Hughes |
| Funding To Date:     | \$161,8M   |
| Investors:           | CDC Group, Revolution, Virgin Group, Jean Case     |

### M-pesa



M-Pesa is a fast, secure and convenient way to transact on mobile brought by Vodafone, through its wholly owned subsidiary Vodafone M-Pesa Limited (VMPL) in association with ICICI Bank. VMPL has been authorized by Reserve Bank of India (RBI) under Payment and Settlement Systems Act, 2007 for Setting up and Operating a Payment System in India. VMPL is also a business correspondent of ICICI Bank. M-Pesa is a registered trademark of Vodafone and is now available across India.

| Web site:            | https://www.mpesa.in/portal/ |
|----------------------|------------------------------|
| Number of Employees: | N/A                          |
| Founded in:          | N/A                          |
| Based in:            | Kenya                        |
| Founders:            | N/A                          |
| Funding To Date:     | N/A                          |
| Investors:           | N/A                          |

# **MamboPay**



MamboPay is a payment gateway focused on driving accountability and financial inclusion through purpose-bound digital coupons and cards. MamboPay is a payment solution that leverages digital vouchers to ensure the proper use of funds and hence accountability in payments. With its digital vouchers and cards, MamboPay eliminates the use of cash in making payments for goods and services since cash is such a big temptation that could easily lead to misuse of funds. Its vouchers are purpose-bound and can only be redeemed for the intended purpose.

| Web site:            | http://mambopay.net/ |
|----------------------|----------------------|
| Number of Employees: | N/A                  |
| Founded in:          | 2015                 |
| Based in:            | Uganda               |
| Founders:            | N/A                  |
| Funding To Date:     | N/A                  |
| Investors:           | N/A                  |

### Mambu



Mambu is the leading engine powering innovative lending and deposits. It is the lean alternative to cumbersome core banking systems, a cloud-native solution driving open API-enabled ecosystems. Mambu helps clients to successfully start up new business ventures, transform existing operations, launch new products and expand into new markets. The company provides financial institutions of all sizes with the agility to rapidly design, launch, service and scale their banking and lending portfolio. Launched in 2011, the technology powers over 6000 loan and deposit products which serve over 4 million end customers. With more than 180 live operations in over 45 countries, ranging from fintech revolutionaries to traditional banks, Mambu is helping financial institutions evolve and thrive in the digital age.

| Web site:            | https://www.mambu.com/                           |
|----------------------|--|
| Number of Employees: | 101-250  |
| Founded in:          | 2011   |
| Based in:            | Germany  |
| Founders:            | Eugene Danilkis, Frederik Pfisterer, Sofia Nunes |
| Funding To Date:     | \$13,1M  |
| Investors:           | KIZOO, Runa Capital, Point Nine Capital          |

# **Margdarshak Financial Services**



Driven by the objective of facilitating equitable access to capital resources, Margdarshak Financial Services Ltd (MFSL) is engaged in the business of financial inclusion in North India. MFSL received the microfinance license from the Reserve Bank of India in December 2013. Since then MFSL has shown viable, sustainable and effective growth and expanded its field operations across length and breadth of North India. MFSL is currently operating in 5 states, through a network of 120 branches spread across 33 districts of Uttar Pradesh, 9 districts of Bihar, 4 districts of Haryana, 3 districts of Himachal Pradesh and 1 district of Uttarakhand.

| Web site:            | http://www.margdarshak.org.in/ |
|----------------------|--------------------------------|
| Number of Employees: | 501-1000                       |
| Founded in:          | 2007                           |
| Based in:            | India                          |
| Founders:            | Rahul Mittra                   |
| Funding To Date:     | \$3M                           |
| Investors:           | BlueOrchard Finance S A        |

### **Matchmove**



MatchMove enables companies to offer a fully branded secure mobile wallet solution, increasing revenue and user engagement. MatchMove proprietary Wallet OS™ is built with the vision of strengthening financial inclusion through enabling its Spend, Send, Lend™ capabilities across developed and developing markets. MatchMove launched myWallet in 2016 and Boss Mobile Money in 2017. myWallet, a virtual wallet application, enables consumers who do not own credit cards or online banking facilities to make payments with a pre-paid Mastercard. Boss Mobile Money is a cross-border money transfer application that allows anyone in Singapore to remit money back home through a smartphone in a Safe, Easy, Fast™ manner. MatchMove is headquartered in Singapore with offices in Vietnam, Indonesia, Thailand, India, Philippines and the USA. MatchMove will soon open new offices in South Africa and Dubai to support its global growth.

| Web site:            | https://www.matchmove.com/                                    |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2009  |
| Based in:            | Singapore   |
| Founders:            | Shailesh Naik, Shailesh Naik                                  |
| Funding To Date:     | \$30M   |
| Investors:           | Credit Saison, GMO Venture Partners, Vickers Venture Partners |

# Maxicash



MaxiCash is a startup Fintech company. Its Mobile App helps African expats and Diaspora support their loved ones back home, financially.

| Web site:            | http://maxicashapp.com/ |
|----------------------|-------------------------|
| Number of Employees: | 1-10                    |
| Founded in:          | 2015                    |
| Based in:            | South Africa            |
| Founders:            | Tania Engau Mukwamu     |
| Funding To Date:     | N/A                     |
| Investors:           | N/A                     |

# **Mercado Pago**



Mercado Pago develops an online payment platform that enables its customers to send and receive money via emails. It offers solutions that enable its customers to facilitate transactions with online stores which accept Mercado Pago. Mercado Pago offers solutions that enable online retailers to provide their customers with payment solutions to pay in installments. It offers its services in Latin America.

| Web site:            | https://www.mercadopago.com.br/ |
|----------------------|---------------------------------|
| Number of Employees: | 51-100                          |
| Founded in:          | 2004                            |
| Based in:            | Brazil                          |
| Founders:            | N/A                             |
| Funding To Date:     | N/A                             |
| Investors:           | N/A                             |

### **MicroEnsure**



MicroEnsure is a specialist provider of insurance to the low and middle-income market with more than four million active clients in 13 markets across Africa, Asia and the Caribbean. The company provides a range of life, health, property and weather index products via a range of distribution partners that include microfinance companies, co-operatives and mobile network operators. The team at MicroEnsure started working on developing its model in 2002 and established itself as the Micro Insurance Agency in 2006, which was then renamed as MicroEnsure in 2008.

| Web site:            | https://microensure.com/                            |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2005  |
| Based in:            | South Africa  |
| Founders:            | N/A   |
| Funding To Date:     | \$10,4M   |
| Investors:           | Omidyar Network, Telenor, Opportunity International |

## **MicroMoney**



MicroMoney is an Open Source Credit & Big Data Bureau that connects new customers to all existing financial services. MicroMoney A.I. platform uses complex algorithms to predict creditworthiness of all customers and in just 15 minutes a borrower can get their very first loan in his/her life just from their smartphone. All customers have an ability to pay less interest and have a higher credit rating, if they use its platform more often. All aggregated Big Data and Credit Histories are stored on the Blockchain. Thousands of existing businesses will get access to millions of new customers which MicroMoney will bring to the global economy.

| Web site:            | https://www.micromoney.io/  |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2015  |
| Based in:            | Singapore   |
| Founders:            | Anton Dzyatkovskiy, Nagata Tetsuji, Oknha Sorn Sokna, Sai Hnin Aung |
| Funding To Date:     | \$6,8M  |
| Investors:           | n/a   |

### **Mifos Initiative**



Mifos Initiative is an open source platform that offers financial services for its clients. Mifos Initiative provides its users with a platform that enables them to develop a range of financial software and solutions, including client management, robust accounting, workflow, risk management, and social and business insights. Mifos Initiative was founded in 2012 by Craig Chelius and Ed Cable and is based in Edmonds.

| Web site:            | http://mifos.org/       |
|----------------------|-------------------------|
| Number of Employees: | 1-10                    |
| Founded in:          | 2012                    |
| Based in:            | United States           |
| Founders:            | Craig Chelius, Ed Cable |
| Funding To Date:     | N/A                     |
| Investors:           | N/A                     |

#### **Mirador**



Mirador is the leading front-end small business lending platform supporting established lenders with borrower acquisition, digital application, decisioning and borrower communication. Mirador leverages a streamlined, delightful user experience to create profitability and efficiencies in the lending process, giving traditional lenders the edge they need to compete. Mirador's core lending platform can be supplemented with two modules that support highly pre qualified lead generation and a second look program, enabling lenders to implement or expand a fully functioning small business loan program with a single trusted partner. Through the implementation of Mirador's core platform, lenders have seen 69% increase in efficiency in the small business lending process and an average reduction of \$1550 in the cost to originate a loan, supporting greater profitability in the small business lending business unit.

| Web site:            | https://www.miradortech.com/  |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | 2014  |
| Based in:            | United States   |
| Founders:            | Dr. William Beaver, Trevor Dryer  |
| Funding To Date:     | \$9,7M  |
| Investors:           | Wicklow Capital, Jump Capital, Crosslink Capital, Core Innovation Capital |

## Mobikwik



MobiKwik is India's largest independent mobile payments network, trusted by over 35 million users and 100,000 retailers. Founded in 2009 by Bipin Preet Singh and Upasana Taku, the company has raised three rounds of funding from Sequoia Capital, American Express, Tree Line Asia, MediaTek, GMO Payment Gateway, Cisco Investments and Net1.

| Web site:            | https://www.mobikwik.com/   |
|----------------------|---|
| Number of Employees: | 101-250   |
| Founded in:          | 2009  |
| Based in:            | India   |
| Founders:            | Bipin Singh, Upasana Taku   |
| Funding To Date:     | \$162,2M  |
| Investors:           | Bajaj Auto Finance, Net1, MediaTek, Sequoia Capital, Tree Line Asia |

#### MolP



Moip is the ideal payment solution for e-commerce, marketplaces, recurring payments, and face-to-face sales. Based on concepts as innovation and flexibility, Moip offers its clients over 15 options of means of payment, risk management and dispute resolution tools and simplified accession. Much more than a payment intermediary, Moip is a complete solution for all types of business.

| Web site:            | https://moip.com.br/        |
|----------------------|-----------------------------|
| Number of Employees: | 251-500                     |
| Founded in:          | 2008                        |
| Based in:            | Brazil                      |
| Founders:            | Igor Senra, Leonardo Mendes |
| Funding To Date:     | N/A                         |
| Investors:           | N/A                         |

## MoneyFellows



MoneyFellows is a collaborative group lending and savings platform. It is a trusted and more convenient way of finding and managing Money Circles (Gam'eya) online by digitizing the informal traditional offline ROSCA (Rotating Savings and Credit Association) model. Money Circles' concept is a common model in over 90 countries around the globe. Moneyfellows utilizes technology to help people find trusted, more convenient money circles, easily track and automate payments while building up user's MoneyFellows score.

| Web site:            | https://moneyfellows.com/                       |
|----------------------|---|
| Number of Employees: | 1-10  |
| Founded in:          | 2014  |
| Based in:            | United Kingdom                                  |
| Founders:            | Adham Badr, Ahmed Wadi                          |
| Funding To Date:     | \$616,3K  |
| Investors:           | 500 Startups, 1864 Accelerator, Startupbootcamp |

## **Money View**



Money View is an application that is able to track and organize expenses, bills, and account balances. It is able to derive finance information from SMSs. Money View enables its users to set and follow budgets, view their bank account balance, obtain reminders about bills, and spit bills with the other users. It also facilitates Savings+ and TaxSaver+ that allows its users to save money. Money View was founded in April 2014 by Sanjay Aggarwal. It is based in Bangalore, Karnataka.

| Web site:            | https://moneyview.in/           |
|----------------------|---------------------------------|
| Number of Employees: | 11-50                           |
| Founded in:          | 2014                            |
| Based in:            | India                           |
| Founders:            | Puneet Agarwal, Sanjay Aggarwal |
| Funding To Date:     | \$10,1M                         |
| Investors:           | Accel, Tiger Global Management  |

### Mosaic



Mosaic is a solar finance company that provides financing for residential solar systems. Mosaic's vision, 100% clean energy for all, embodies the desire to create shared prosperity through clean energy and to help millions of people invest in themselves, their homes and the future of the planet.

| Web site:            | https://joinmosaic.com/   |
|----------------------|---|
| Number of Employees: | 101-250   |
| Founded in:          | 2011  |
| Based in:            | United States   |
| Founders:            | Alastair Jenkins, Billy Parish, Daniel Rosen, Derek Best            |
| Funding To Date:     | \$487,2M  |
| Investors:           | Warburg Pincus, Obvious Ventures, Green Bank, Blue Haven Initiative |

## Movilway



Movilway is the leading network of services, mobile recharge and electronic payments in Latin America. They are pioneers in the electronic transactions segment, promoting a service culture that is based on a model of integration and transparency, which seeks to improve the quality of life of its customers, through tools that allow them to generate additional income. The quality of the service, the commitment to the client, the permanent technological innovation and the ability to adapt to the needs of each market, are the basis of its successful business model that extends to 9 countries in Latin America, reaching more than 100,000 thousand points of sales.

| Web site:            | http://movilway.com/ |
|----------------------|----------------------|
| Number of Employees: | 501-1000             |
| Founded in:          | 2010                 |
| Based in:            | Latin America        |
| Founders:            | N/A                  |
| Funding To Date:     | N/A                  |
| Investors:           | N/A                  |

#### mpurse



mpurse was established in 2012 by promoter group with a strong background of telecom and technology business. The idea was to leverage the potential of using a mobile phone, for more than merely texting or making a phone call. The natural progression was to link banks, utility billers and mobile operators, thereby empowering consumers to manage their finances, make payments, or remit money directly from their mobile, anytime, anywhere. Customer can store currency, debit / credit cards, gift vouchers, loyalty cards, discount vouchers and manage them electronically. While one may load value in their wallet electronically, for non-carded / non-bank account customers, mpurse has a strong physical presence of agents, whom one may approach to load value using cash. For consumption avenues, mpurse is already integrated with the ecosystem viz. banks, merchants, billers and clearing houses, etc. Presently, mpurse provide services like mobile recharge, DTH Recharges and bill / utility payments and domestic money transfer service (remittance).

| Web site:            | http://mpurseservices.com/ |
|----------------------|----------------------------|
| Number of Employees: | N/A                        |
| Founded in:          | 2012                       |
| Based in:            | India                      |
| Founders:            | N/A                        |
| Funding To Date:     | N/A                        |
| Investors:           | N/A                        |

#### Mukuru



Mukuru has partnered with a wide range of banks, local agents, retailers, mobile wallet providers and financial institutions across Africa to offer easy money transfers and convenient collections by your friends and family. Its vision is to become the most trusted brand in financial technology solutions for Africa's people both at home and abroad. Mukuru's mission is to enrich the lives of Africa's people by connecting loved ones through innovative financial technologies.

| Web site:            | https://www.mukuru.com/mukuru-slider/homepage-partners/ |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2006  |
| Based in:            | Malawi  |
| Founders:            | N/A   |
| Funding To Date:     | N/A   |
| Investors:           | N/A   |

#### Musoni



Musoni BV came about as a result of the experience gained by members of the Musoni BV team working in the field of mobile banking and microfinance in East Africa. In September 2009, after almost a year of preparations, Musoni BV was founded. By May 2010, Musoni Kenya had disbursed its first loan and at the end of 2011 Musoni Kenya had established five branches and successfully disbursed over 10,000 loans. In the year 2011 Musoni Kenya lent more than \$2m to micro entrepreneurs. In July 2011 Musoni BV won the award for most innovative use of technology granted during the Global Microfinance achievement Awards in Geneva. Musoni BV is now looking to build upon its experience to develop and roll-out its innovative model to new markets, while continuing to provide high quality support to Musoni Kenya.

| Web site:            | https://musoni.co.ke/ |
|----------------------|-----------------------|
| Number of Employees: | 1-10                  |
| Founded in:          | 2009                  |
| Based in:            | The Netherlands       |
| Founders:            | N/A                   |
| Funding To Date:     | N/A                   |
| Investors:           | Goodwell Investments  |

### **Nav Technologies**



Nav.com helps business owners get more funding, lower their costs and save time, so they can create the business of their dreams. Its app gives free access to credit reports and scores specifically for small business owners, including both business and personal credit reports. It also provides cash-flow analysis, tools to help build business credit and a marketplace with more than 100 financing products, including credit cards. Nav's marketplace uses a lender-neutral algorithm to help business owners find the best financing options for their needs before they apply. The company has offices in Silicon Valley and Salt Lake City.

| Web site:            | https://www.nav.com/  |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2012  |
| Based in:            | United States   |
| Founders:            | Caton Hanson, Levi King   |
| Funding To Date:     | \$49,3M   |
| Investors:           | Goldman Sachs, Crosslink Capital, Hack VC, Tencent Holdings, CreditEase |

## Naya Jeevan Foundation



Naya Jeevan Foundation is a hybrid social enterprise dedicated to rejuvenating the lives of low-income families by providing them with access to affordable healthcare and financial inclusion. The organization collaborates with large multinational corporations and cascades a health insurance plan up and down their supply and value chains, targeting low-income stakeholders who are co-financed as a part of a market-based supplier loyalty or retailer incentive program. Naya Jeevan Foundation was founded by Asher Hasan and Saad Amanullah in 2007 and is based in Karachi, Pakistan.

| Web site:            | http://www.njfk.org/        |
|----------------------|-----------------------------|
| Number of Employees: | 1-10                        |
| Founded in:          | 2007                        |
| Based in:            | Pakistan                    |
| Founders:            | Asher Hasan, Saad Amanullah |
| Funding To Date:     | N/A                         |
| Investors:           | N/A                         |

### Neogrowth



Neogrowth operates as a non-banking financial company in India. It is focused on meeting the financial needs of small businesses which sell goods and services to consumers. It offers business financing services to small- and medium-sized retail companies that sell apparel, consumer durables and electronic items, footwear and accessories, handicrafts, gifts, and optical goods as well as to restaurants, beauty salons, hotels, gymnasiums, and health diagnostic centers. NeoGrowth began its commercial operations in 2013.

| Web site:            | https://www.neogrowth.in/                                   |
|----------------------|---|
| Number of Employees: | 101-250   |
| Founded in:          | 2010  |
| Based in:            | India   |
| Founders:            | Dhruv Khaitan, Piyush Khaitan                               |
| Funding To Date:     | \$90,8M   |
| Investors:           | Quona Capital, Aspada, IIFL, Omidyar Network, Khosla Impact |

## **NerdWallet**



NerdWallet is on a mission to provide clarity for all of life's financial decisions. Its tools and advice make it easy to expertly pay off debt, choose the best financial products and services (think credit cards and insurance) and tackle major life goals, like buying a house and saving for retirement.

| Web site:            | https://www.nerdwallet.com/   |
|----------------------|---|
| Number of Employees: | 251-500   |
| Founded in:          | 2009  |
| Based in:            | United States   |
| Founders:            | Jacob Gibson, Tim Chen  |
| Funding To Date:     | \$105M  |
| Investors:           | iGlobe Partners, RRE Ventures, Silicon Valley Bank, Core Innovation Capital |

#### Nira



NIRA thinks that Financial Responsibility means knowing what things are worth investing in, not because of their perceived luxury, but what they can do for you in the long run. It means understanding yourself a little better in the context to the world. NIRA encourages you to examine your needs and desires and visualize how you want to grow. Its mission is to promote financial inclusion by creating simple, transparent products that empower individuals to live a life of choice and freedom.

| Web site:            | https://nirafinance.com/ |
|----------------------|--------------------------|
| Number of Employees: | N/A                      |
| Founded in:          | 2017                     |
| Based in:            | India                    |
| Founders:            | N/A                      |
| Funding To Date:     | N/A                      |
| Investors:           | N/A                      |

#### Nivesh.com



Nivesh.com is a mass market mutual funds investment platform. Nivesh.com is a paperless experience for the investors. The platform simplifies the process by categorizing funds as per broad investment objectives, and further curating schemes to provide a shortlist. The aim is to take away the complexity while ensuring objective investment process. After initial account creation, investors can transact in mutual funds in few simple steps. Post transaction, the platform helps in tracking the portfolio performance with timely alerts and notifications.

| Web site:            | https://www.nivesh.com/         |
|----------------------|---------------------------------|
| Number of Employees: | 11-50                           |
| Founded in:          | N/A                             |
| Based in:            | India                           |
| Founders:            | Anurag Garg, Sridhar Srinivasan |
| Funding To Date:     | ₹30M                            |
| Investors:           | LetsVenture                     |

#### Nomanini



Nomanini's vision is to support entrepreneurs serving their local communities. Nomanini believes that access to mobile services has radically improved and continues to improve the livelihoods of millions of people living at that base of the pyramid. The connectivity provided by mobile services is absolutely essential for trade and commerce. Its product enables informal market entrepreneurs working within their local community to print and sell airtime easily. Local communities can thus conveniently access and participate profitably in this massive and essential mobile services value chain.

| Web site:            | https://www.nomanini.com/                                 |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | 2010  |
| Based in:            | South Africa  |
| Founders:            | Vahid Monadjem  |
| Funding To Date:     | \$1,1M  |
| Investors:           | Industrial Development Corporation, eVentures Africa Fund |

#### Nubank



Nubank is the leading fintech in Latin America. Using bleeding-edge technology, design and data, the company aims to fight complexity and empower people to take control of their finances. Nubank challenged an outdated and bureaucratic system by building a simple, safe and 100% digital environment that addresses Brazilian customer's needs- with no paperwork, bank branches or inefficient call centers. Nubank created a 100% free-of-charge credit card that has been requested by over 13 million people so far. Nubank's headquarters is located in São Paulo, Brazil, and it is also present in Berlin, Germany with an engineering office. With a team of over 1,000 of the highest-performing engineers, decision scientists, designers, and business analysts, Nubank is dedicated to create an inclusive, international and challenging work environment.

| Web site:            | https://www.nubank.com.br/   |
|----------------------|--|
| Number of Employees: | 1001-5000  |
| Founded in:          | 2013   |
| Based in:            | Brazil   |
| Founders:            | Cristina Junqueira, David Velez, Edward Wible                            |
| Funding To Date:     | \$527,6M   |
| Investors:           | QED Investors, Ribbit Capital, Thrive Capital, Founders Fund, DST Global |

# Nutmeg



Nutmeg is changing the way people manage their money. Specializing in investments, ISAs and pensions, Nutmeg's online investment management service is intelligent, straightforward and fair.

| Web site:            | https://www.nutmeg.com/  |
|----------------------|--|
| Number of Employees: | 11-50  |
| Founded in:          | 2010   |
| Based in:            | United Kingdom   |
| Founders:            | Nick Hungerford, William Todd  |
| Funding To Date:     | \$89,6M  |
| Investors:           | Balderton Capital, Taipei Fubon Bank, Schroders Plc, Balderton Capital, Draper Associates, Flight Ventures |

### OMLp2p



OMLp2p is India's leading peer to peer (p2p) lending platform that brings investors and borrowers together for a seamless and transparent loan disbursal experience. OMLp2p is among the best alternatives for investment and borrowing compared to conventional methods. On www.omlp2p.com platform they offer unsecured loans that help their customers manage diverse financial needs. OMLp2p promotes financial inclusion by facilitating credit availability beyond traditional segments and believe in helping people grow. Founded and operated by a team of experts, OMLp2p is a part of OHMY Technologies Pvt. Ltd. and is committed to making borrowing and lending quick, convenient and seamless. It is built on the belief that credit inclusion and technology together can help create a better world for all.

| Web site:            | https://www.omlp2p.com/                                      |
|----------------------|--|
| Number of Employees: | n/a  |
| Founded in:          | n/a  |
| Based in:            | India  |
| Founders:            | Ashwani Sharma, Pramod Kumar Akhramka , Surendra Kumar Jalan |
| Funding To Date:     | n/a  |
| Investors:           | n/a  |

## **OneLoad**



OneLoad is an online service that enables users to easily buy prepaid vouchers for all mobile companies, pay utility bills and transfer balance to others.

| Web site:            | https://www.oneloadpk.com/ |
|----------------------|----------------------------|
| Number of Employees: | 11-50                      |
| Founded in:          | 2014                       |
| Based in:            | Pakistan                   |
| Founders:            | N/A                        |
| Funding To Date:     | N/A                        |
| Investors:           | N/A                        |

#### **OmiseGO**



OmiseGO enables financial inclusion and interoperability through the public, decentralized OMG network. The OMG network is a scaling solution for finance on Ethereum, enabling transparent, peer-to-peer transactions in real-time. The decentralized network facilitates self-sovereign financial services across geographies, asset classes and applications. The OMG network is a proof-of-stake and infinitely scalable Plasma blockchain with a decentralized exchange built into its core consensus layer. The Plasma construction allows for low-cost security, scalability, and settlement for all financial applications that will run on the OMG network.

| Web site:            | https://omisego.network/ |
|----------------------|--------------------------|
| Number of Employees: | N/A                      |
| Founded in:          | N/A                      |
| Based in:            | Singapore                |
| Founders:            | N/A                      |
| Funding To Date:     | N/A                      |
| Investors:           | Continue Capital         |

#### **One97 Communications**



One97 delivers mobile content and commerce services to millions of mobile consumers through India's most widely deployed telecom applications cloud platform. Headquartered in New Delhi, One97 is more than 4,500 people strong with regional offices in Mumbai, Bengaluru, Pune, Chennai and Kolkata with global presence in Africa, Europe, Middle East and Southeast Asia. One97 is backed by marquee investors like Alibaba Group, Ant Financial (AliPay), SAIF Partners, Mediatek, Sapphire Venture and Silicon Valley Bank.

| Web site:            | http://one97.com/                                  |
|----------------------|--|
| Number of Employees: | 1001-5000  |
| Founded in:          | 2000   |
| Based in:            | India  |
| Founders:            | Vijay Shekhar Sharma                               |
| Funding To Date:     | N/A  |
| Investors:           | SoftBank, Alibaba, Mountain Capital, Ant Financial |

# **Onelyst**



Onelyst is an easy-to-use comparison site for moneylender loans. As a neutral party, Onelyst helps people get the best moneylender loan offers that are personalised to their request.

| Web site:            | https://www.onelyst.sg/ |
|----------------------|-------------------------|
| Number of Employees: | 1-10                    |
| Founded in:          | 2015                    |
| Based in:            | Singapore               |
| Founders:            | Mohamed Abbas           |
| Funding To Date:     | N/A                     |
| Investors:           | Startup Spaze           |

### **Oportun**



Oportun uses advanced data analytics and technology to provide responsible, affordable personal loans to people with little or no credit history – people others consider "unscoreable." Since its founding in 2005, Oportun has helped a million customers by disbursing more than \$4 billion in small dollar loans and by reporting account information to credit bureaus so customers can establish the credit history they need. The company operates 240+ retail locations and delivers customer service in English and Spanish across all channels, including mobile. Oportun loans are currently available in Arizona, California, Illinois, Missouri, Nevada, New Mexico, Texas, and Utah.

| Web site:            | https://new.oportun.com/en/                                       |
|----------------------|---|
| Number of Employees: | 1001-5000   |
| Founded in:          | 2005  |
| Based in:            | United States   |
| Founders:            | Gabriel Manjarrez, James Gutierrez                                |
| Funding To Date:     | \$250,3M  |
| Investors:           | IVP (Institutional Venture Partners), Greylock Partners, TPG, CRV |

## **OptioAl**



OptioAl is an Al powered service, which interacts with users in the form of chat bot. It gathers information from you, gets the data from your bank, analyses your goals, plans your budget, monitors your income and spending, makes necessary adjustments in the budget lines based on real-time data and helps you to maintain healthy finances. The more information OptioAl analyses from its users, the smarter and the more efficient it becomes.

| Web site:            | http://www.optio.ai/   |
|----------------------|--|
| Number of Employees: | 1-10   |
| Founded in:          | 2016   |
| Based in:            | Tbilisi, Georgia   |
| Founders:            | Giorgi Mirzikashvili, Shota Giorgobiani  |
| Funding To Date:     | \$80,6K  |
| Investors:           | StartupYard, Techstars, Techstars Berlin Accelerator, Georgia's Innovation and Technology Agency |

#### **Oscar Health**



Oscar is a health insurance company that employs technology, design, and data to humanize health care. The company offers plans to individuals, couples, and families living in parts of New York, New Jersey, California, and Texas who don't receive health insurance from an employer. Founded in 2012, Oscar Health is headquartered in New York, United States.

| Web site:            | https://www.hioscar.com/ny                                       |
|----------------------|--|
| Number of Employees: | 251-500  |
| Founded in:          | 2013   |
| Based in:            | United States  |
| Founders:            | Joshua Kushner, Kevin Nazemi, Mario Schlosser                    |
| Funding To Date:     | \$892,5M   |
| Investors:           | Verily, Thrive Capital, Fidelity Investments, 8VC, Founders Fund |

## **OTC Payments - Micro ATM**



OTC Payments - Micro ATM is a mobile application that allows its user to withdraw cash from their bank or wallet account without visiting to a bank or atm. OTC Payments - Micro ATM accepts almost all bank's Debit Card, Credit Card, Netbanking, IMPS, UPI and Wallets such as Paytm which means more than 200 option to initiate a transaction and to withdraw the cash from the comfort of your doorstep. OTC Payments - Micro ATM is enabling financial inclusion in India, which aims to provide access to your banking freedom anywhere, anytime. It is focusing on to expand its services in rural & semi-urban India where it sees that the service of ATMs are horrible, to say the least. OTC Payments - Micro ATM with its Blockchain Concept (Person2Person) is trying to help the citizen of India by providing access to their own money deposited into their accounts anytime and anywhere at a nominal cost as compared to the current Bank & ATM Charges.

| Web site:            | https://www.otcpayments.in/ |
|----------------------|-----------------------------|
| Number of Employees: | 1-10                        |
| Founded in:          | 2017                        |
| Based in:            | India                       |
| Founders:            | N/A                         |
| Funding To Date:     | N/A                         |
| Investors:           | N/A                         |

## Paga



Paga is a direct consumer mobile payments service licensed by the Central Bank of Nigeria. Its mission is to transform lives by delivering innovative and universal access to financial services across Africa. The platform allows users with mobile phones to transact electronically by turning the mobile phone into an electronic wallet. Its customers are able to use Paga to send cash, purchase airtime credit, pay bills and retailers, and more. Supporting all types of mobile phones, it also enables customers to transact over the internet via its mobile application.

| Web site:            | https://www.mypaga.com/paga-web/customer                |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | 2009  |
| Based in:            | Nigeria   |
| Founders:            | Jay Alabraba, Tayo Oviosu                               |
| Funding To Date:     | \$13M   |
| Investors:           | Adlevo Capital, Omidyar Network, Acumen, Adlevo Capital |

## Pagar.me



Pagar.me is Brazil's first developer friendly payment processor. Pagar.me provides a full payment service for merchants who want to accept payments online, from affiliating to an acquirer to the anti-fraud protection. Pagar.me is not a sub acquirer, it is a payment gateway who helps the merchant with everything he needs.

| Web site:            | https://pagar.me/                   |
|----------------------|-------------------------------------|
| Number of Employees: | 11-50                               |
| Founded in:          | 2013                                |
| Based in:            | Brazil                              |
| Founders:            | Henrique Dubugras, Pedro Franceschi |
| Funding To Date:     | N/A                                 |
| Investors:           | GRID Investments,ArpexCapital       |

### **PayDunya**



PayDunya is a payment solutions company. It operates as a third party that makes the connection between the e-business or e-business and its customer for the payment of a service or property on the internet. The company offers services such as Internet payments, reversals, click and pay, payment requests, and cash on delivery. PayDunya was founded by Aziz Yerima in 2015 and is headquartered in Dakar, Senegal.

| Web site:            | https://paydunya.com/ |
|----------------------|-----------------------|
| Number of Employees: | 11-50                 |
| Founded in:          | 2015                  |
| Based in:            | Senegal               |
| Founders:            | Aziz Yerima           |
| Funding To Date:     | N/A                   |
| Investors:           | N/A                   |

### **PayFast**



PayFast is a payments processing service for South Africans and South African websites. It facilitates secure and instant transfer of money between online buyers and sellers. PayFast enables sellers, individuals, businesses, and charities to accept secure payments from online buyers in a variety of ways. It processes credit cards, instant EFT, bitcoin, and more. PayFast was launched in 2007 by Jonathan Smit and Andy Higgins.

| Web site:            | https://www.payfast.co.za/  |
|----------------------|-----------------------------|
| Number of Employees: | 11-50                       |
| Founded in:          | 2007                        |
| Based in:            | South Africa                |
| Founders:            | Andy Higgins, Jonathan Smit |
| Funding To Date:     | N/A                         |
| Investors:           | N/A                         |

#### **PAYJOY**



PayJoy is bringing consumer finance to people who otherwise could not afford modern electronics such as smartphones. Today, their unique locking technology and data science enables them to offer smartphone financing to underbanked people in the U.S. and Mexico, and they are now expanding in Africa, India, Asia, and Latin America. Their ambition is to deliver affordable consumer finance to 1 billion people worldwide. The company, based in San Francisco, California, was founded in 2015 and is funded by top fintech investors.

| Web site:            | https://www.payjoy.com/  |
|----------------------|--|
| Number of Employees: | 51-100   |
| Founded in:          | 2015   |
| Based in:            | United States  |
| Founders:            | Doug Ricket, Gib Lopez, Mark Heynen, Tom Ricket                                    |
| Funding To Date:     | \$31,2M  |
| Investors:           | Mindset Ventures, NXTP Labs, 500 Startups, Tekton Ventures, Santander InnoVentures |

## **Paystack**



Paystack is a small and vibrant family working across Lagos and San Francisco. Paystack lets businesses accept payments via credit card, debit card, money transfer and mobile money on their websites or mobile apps.

| Web site:            | https://paystack.com/   |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | 2015  |
| Based in:            | Nigeria   |
| Founders:            | Ezra Olubi, Shola Akinlade  |
| Funding To Date:     | \$1,5M  |
| Investors:           | Google Launchpad Accelerator, Tokyo Founders Fund, DDF, M&S Partners, Singularity Investments, Comcast Ventures |

### **Paytm**



Paytm is India's largest mobile commerce platform. Paytm started by offering mobile recharge and utility bill payments and today it offers a full marketplace to consumers on its mobile apps. Paytm has over 20mn registered users. In a short span of time Paytm has scaled to more than 15 Million orders per month. Paytm is the consumer brand of India's leading mobile internet company One97 Communications. Paytm strives to maintain an open culture where everyone is a hands-on contributor and feels comfortable sharing ideas and opinions. Paytm's team spends hours designing each new feature and obsesses about the smallest of details.

| Web site:            | https://paytm.com/              |
|----------------------|---------------------------------|
| Number of Employees: | 501-1000                        |
| Founded in:          | 2010                            |
| Based in:            | India                           |
| Founders:            | Vijay Shekhar Sharma            |
| Funding To Date:     | ₹2.2B                           |
| Investors:           | One97 Communication, Investopad |

## **Peach Payments**



Peach Payments provides payment solutions to online and mobile businesses enabling them to easily accept payments from consumers across the globe and especially from those in the emerging markets. Its specific focus is on Africa and the BRIC countries where the local infrastructure requires a unique and tailored approach to online payments.

| Web site:            | https://www.peachpayments.com/#/home |
|----------------------|--------------------------------------|
| Number of Employees: | 1-10                                 |
| Founded in:          | 2012                                 |
| Based in:            | South Africa                         |
| Founders:            | Andreas Demleitner, Rahul Jain       |
| Funding To Date:     | \$59K                                |
| Investors:           | 88mph.ac                             |

#### **Pintail**



Based upon a leading core banking platform, and an initial international payment service accessed via a mobile wallet, Pintail is a Fintech that is developing a fully EU licensed challenger bank/insurer targeted at poorly served communities and their migrants. The platform will provide both banking and insurance products, and it is launching in 1Q 2018, beginning with a remittance product aimed at Moroccan migrants in France.

| Web site:            | http://pintail.net/?lang=en |
|----------------------|-----------------------------|
| Number of Employees: | 11-50                       |
| Founded in:          | 2015                        |
| Based in:            | Switzerland                 |
| Founders:            | Bernd Reuther, Fredy Walker |
| Funding To Date:     | \$13,8M                     |
| Investors:           | N/A                         |

#### **Plaid**



Plaid is the technology platform providing the tools and access needed for the development of a fully modern, and digitally-enabled financial system. Plaid makes it easier and safer for developers — from the smallest startups to the largest financial institutions — to build innovative financial services and applications. Plaid offers beautiful consumer experiences, developer-friendly infrastructure, and intelligence tools that give everyone the ability to build the future of financial services. Plaid was launched by William Hockey and Zach Perret in 2012 and is headquartered in San Francisco, California.

| Web site:            | https://plaid.com/   |
|----------------------|--|
| Number of Employees: | 101-250  |
| Founded in:          | 2012   |
| Based in:            | United States  |
| Founders:            | William Hockey, Zachary Perret                               |
| Funding To Date:     | \$59,3M  |
| Investors:           | Goldman Sachs, GV, BoxGroup, Spark Capital, Felicis Ventures |

### Policybazaar



Policybazaar is India's largest and leading insurance aggregator website. It is specialized in making comparative analysis of the insurance products of various insurance policies based on price, quality and key benefits. Its unique comparative system boosts its credibility. Policybazaar empowers customers with comparative and accurate information on Insurance products combined with solution driven customer service. Its technology backed service is convincing and adds value to its customers. Using its industry knowledge, service-offering expertise and technical capabilities, Policybazaar develops solutions leading to financial security and competitive returns.

| Web site:            | https://www.policybazaar.com/            |
|----------------------|--|
| Number of Employees: | 1001-5000                                |
| Founded in:          | 2008                                     |
| Based in:            | India                                    |
| Founders:            | Alok Bansal, Yashish Dahiya              |
| Funding To Date:     | \$346,6M                                 |
| Investors:           | SoftBank, Premjilnvest, Temasek Holdings |

### **Predictus**



Predictus is developing an advanced credit scoring solution based on social and personal data to underwrite loans in developing countries for individuals and small businesses. Predictus wants to drive financial inclusion and give the 4 billion underbanked adults in developing countries a solution to solve their current financial issues and invest for a brighter future. Predictus is marketed under the name FairMoney in Nigeria.

| Web site:            | http://www.predictus.io/ |
|----------------------|--------------------------|
| Number of Employees: | 1-10                     |
| Founded in:          | 2017                     |
| Based in:            | France                   |
| Founders:            | N/A                      |
| Funding To Date:     | N/A                      |
| Investors:           | N/A                      |

# **Prepaid Online Systems, Corp. (POLS Corp.)**



Cashpinsafe is a payment system that allows online purchases or payments to millions of people who only use the cash as payment method. In most emerging markets of the world, governments and banks are developing regulations to enhance financial inclusion, but consumers still have willingness to pay in cash, regardless of their socioeconomic status, so there are still a large percentage of economically active people who are not included in the banking system. For all the above there is still a market niche not included in the growth plans of companies that offer their products on the web or e-commerce, hence the need for Cashpinsafe. Thanks to its system, people who only use the cash as payment, now have the possibility to enter the growing market of electronic commerce.

| Web site:            | https://www.cashpinsafe.com/ |
|----------------------|------------------------------|
| Number of Employees: | n/a                          |
| Founded in:          | 2014                         |
| Based in:            | United States                |
| Founders:            | Juan Carlos Cattaneo         |
| Funding To Date:     | N/A                          |
| Investors:           | N/A                          |

#### **Prestadero**



Prestadero is the leading peer-to-peer (P2P) lending platform in Mexico that transforms the banking system to make credit more affordable and investing more rewarding. Prestadero offers competitive rates for both borrowers and lenders, passing the savings on to borrowers in the form of lower rates that traditional bank lending, and to investors in the form of solid returns.

| Web site:            | https://prestadero.com/ |
|----------------------|-------------------------|
| Number of Employees: | 1-10                    |
| Founded in:          | 2011                    |
| Based in:            | Mexico                  |
| Founders:            | Gerardo Obregon         |
| Funding To Date:     | \$909.3K                |
| Investors:           | ALLVP                   |

## **ProducePay**



Produce Pay helps farmers feed the world in a sustainable way. Produce Pay is creating the first ever means of securitizing fresh perishable produce as a financial asset through the use of technology. Using live data, the company developed a digital marketplace that brings financial independence to farmers and connects them with buyers of fresh produce at a wholesale level. Its mission is to help farmers grow their produce and operations to answer the growing food demand without loss in produce quality.

| Web site:            | https://producepay.com/   |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2014  |
| Based in:            | United States   |
| Founders:            | Ben Dusastre, Pablo Schwarzbeck   |
| Funding To Date:     | \$80,9M   |
| Investors:           | Arena Ventures, CoVenture, Social Leverage, Menlo Ventures, Red Bear Angels |

#### Quotanda



Quotanda is a lending as a service (LaaS) platform providing a suite of student loan services. Quotanda technology enables organizations (lenders, schools, institutions, foundations and communities) to quickly introduce affordable education loan programs in any country and currency in a matter of days without the need to hire additional resources. Quotanda technology and staff take care of all aspects of partners' online lending programs, including: program set-up, marketing, compliance, origination, automated credit decisions, loan disbursement, extended servicing (collecting interest and principal), and default management.

| Web site:            | https://quotanda.com/                                   |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | 2014  |
| Based in:            | Mexico  |
| Founders:            | Grant Taylor, Lino Pujol-Soliano Regueiro               |
| Funding To Date:     | \$455.8K  |
| Investors:           | VilCap Investments, Access Ventures, The Venture Center |

## RainFin



RainFin is a credit marketplace that facilitates loans to consumers and businesses and offers lenders an opportunity to finance the loans. Its goal is to change the lending industry and make it more efficient, cost effective and transparent by lowering the operational costs and operating in a predominantly online environment.

| Web site:            | https://www.rainfin.com/         |
|----------------------|----------------------------------|
| Number of Employees: | 11-50                            |
| Founded in:          | 2012                             |
| Based in:            | South Africa                     |
| Founders:            | Hannes Van Der Merwe, Sean Emery |
| Funding To Date:     | n/a                              |
| Investors:           | n/a                              |

#### Raisin



Raisin is the leading pan-European online marketplace for savings products. After launching the German platform WeltSparen.de in 2013, the company's service is now available in English across Europe (Raisin.com). In addition, the company offers localized platforms for the German, French, Spanish and Austrian markets. Raisin gives customers the possibility to open deposits at attractive interest rates across Europe free of charge. All deposits are 100 percent guaranteed up to € 100,000 per saver and bank by each national Deposit Guarantee Scheme in accordance with EU directives. Raisin (prev. SavingGlobal) was founded in 2013 and is based in Berlin, Germany.

| Web site:            | https://www.raisin.com/   |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2013  |
| Based in:            | Germany   |
| Founders:            | Frank Freund, Michael Stephan, Tamaz Georgadze                                    |
| Funding To Date:     | \$67,3M   |
| Investors:           | PayPal, Avala Capital, Thrive Capital, FJ Labs, Binomial Ventures, Index Ventures |

## **RapiCredit**



RapiCredit is a free and short term online loan platform. Its clients decide how much money they need and the time period to pay. The main characteristics of the service are its flexibility, speed and the absence of physical procedures. They are personalized credits as they are tailored to the needs of the client and 100% on the Internet.

| Web site:            | http://www.rapicredit.com/ |
|----------------------|----------------------------|
| Number of Employees: | N/A                        |
| Founded in:          | N/A                        |
| Based in:            | Colombia                   |
| Founders:            | N/A                        |
| Funding To Date:     | N/A                        |
| Investors:           | N/A                        |

#### Ravn



Ravn's platform delivers mission-critical streams of intelligence to service members on the front lines. In an environment that is dynamic and unforgiving, the right intelligence at the right time saves lives. Ravn harnesses real-time battlefield intelligence and delivers it to service members on a platform accessible in the most challenging environments. Ravn is an activities search and booking engine that allows people to discover, schedule and pay for the things they love to do directly online. They have a comprehensive database of experiences and work directly with the providers ensure a smooth transaction. Ravn was originally Skyara, a peer-to-peer marketplace for experiences that pivoted in early 2011. The core team has remained the same, but the idea has evolved to support more SMBs instead of just amateur activity providers.

| Web site:            | https://ravn.com/                             |
|----------------------|---|
| Number of Employees: | 11-50   |
| Founded in:          | 2011  |
| Based in:            | United States                                 |
| Founders:            | Dennis Liu, Jerry Hum, Jonathan Wu, Steven Ou |
| Funding To Date:     | N/A   |
| Investors:           | i/o Ventures, Hillsven Capital                |

## Razorpay



Founded by IIT Roorkee alumni, Razorpay aims to revolutionize online payments by providing clean, developer-friendly APIs and hassle-free integration. It offers a fast, affordable and secure way for merchants, schools, ecommerce and other companies to accept payments online.

| Web site:            | https://razorpay.com/                     |
|----------------------|---|
| Number of Employees: | 51-100                                    |
| Founded in:          | 2013                                      |
| Based in:            | India                                     |
| Founders:            | Harshil Mathur, Shashank Kumar            |
| Funding To Date:     | \$31.6M                                   |
| Investors:           | Y Combinator, Matrix Partners, MasterCard |

# Recarga Pay



RecargaPay is the leading mobile payments platform & wallet of Brazil. It's a fintech for everyday payments that embraces the needs of banked and unbanked, from consumers to merchants, eliminating bureaucracy and extras fees. Its free and top ranked app has already more than 10 million clients.

| Web site:            | https://recargapay.com.br/                           |
|----------------------|--|
| Number of Employees: | 51-100   |
| Founded in:          | 2010   |
| Based in:            | Brazil   |
| Founders:            | Alvaro Teijeiro, Gustavo Victorica, Rodrigo Teijeiro |
| Funding To Date:     | \$28.6M  |
| Investors:           | TheVentureCity, Ventech, DN Capital, FJ Labs         |

#### Remit



Remit is a mobile payments service that allows people to make real time money transfers from debit or credit card to mobile-money from all over the world to registered mobile-money users in Uganda, Kenya and Rwanda. Its online service deals with the problems of convenience, cost and speed. Its transfers are instant to mobile wallets and it uses the latest technology to offer a robust money transfer service. Remit, the fastest secure way to send money home directly to a mobile wallet, currently delivers money to Uganda, Kenya and Rwanda.

| Web site:            | https://useremit.com/ |
|----------------------|-----------------------|
| Number of Employees: | N/A                   |
| Founded in:          | N/A                   |
| Based in:            | Africa                |
| Founders:            | N/A                   |
| Funding To Date:     | N/A                   |
| Investors:           | N/A                   |

## Remitly



Remitly is a mobile payments service that enables consumers to conveniently make person-to-person international money transfers from the United States. Its online service is disrupting the \$588 billion a year industry by using the latest technology and mobile devices to eliminate unnecessary forms, codes, agents, extra time and fees tied to the traditional money transfer process. As a licensed money transmitter, Remitly currently operates in 49 states and Washington, D.C., and sends millions of dollars to thousands of customers each month. A Techstars company, Remitly is backed by Stripes Group, DFJ, Vulcan Capital, QED, Trilogy Equity Partners, DN Capital, Founders Co-Op, Bezos Expeditions and TomorrowVentures. Remitly is headquartered in Seattle, Washington, with additional offices in the Philippines.

| Web site:            | https://www.remitly.com/us/en/                            |
|----------------------|---|
| Number of Employees: | 251-500   |
| Founded in:          | 2011  |
| Based in:            | United States   |
| Founders:            | Joshua Hug, Matthew Oppenheimer, Shivaas Gulati           |
| Funding To Date:     | \$200M  |
| Investors:           | DN Capital, DFJ, PayU, Stripes Group, Silicon Valley Bank |

### Revolut



Revolut is an app-based banking alternative designed for a global lifestyle. Revolut is here for those who refuse to settle. Who never stop moving forwards. Who continue to search for new ideas and better experiences in everything they do. Free international money transfers, fee-free global spending, always with the real exchange rate. Business or Consumer, Revolut is the only banking alternative designed for your global lifestyle.

| Web site:            | https://www.revolut.com/md/  |
|----------------------|--|
| Number of Employees: | 11-50  |
| Founded in:          | 2015   |
| Based in:            | United Kingdom   |
| Founders:            | Nikolay Storonsky, Vlad Yatsenko                                       |
| Funding To Date:     | \$336,4M   |
| Investors:           | Lakestar, DST Global, Draper Esprit, Index Ventures, Balderton Capital |

# Rupeek



Rupeek aims to bring financial inclusion for the masses and introduce products that are transparent, people friendly and provide value for lenders and borrowers. Simplified and affordable gold loans are only the beginning. Rupeek is an asset backed online lending platform, it is disrupting traditional brick-and-mortar lending model. Its low operational costs and credit evaluation tools are making credit cheaper for borrowers and investing more valuable for lenders.

| Web site:            | https://rupeek.com/                     |
|----------------------|---|
| Number of Employees: | 51-100                                  |
| Founded in:          | 2015                                    |
| Based in:            | India                                   |
| Founders:            | Amar Prabhu, Ashwin Soni, Sumit Maniyar |
| Funding To Date:     | \$8,8M                                  |
| Investors:           | Sequoia Capital, Accel                  |

## Saldo



Saldo is a digital wallet that allows users to pay bills to companies in Mexico using smartphones. Users can select the company, enter the reference number, and pay with any bank card. Saldo was launched by Marco Neri and is operated from California, United States.

| Web site:            | http://saldo.mx/                  |
|----------------------|-----------------------------------|
| Number of Employees: | 1-10                              |
| Founded in:          | 2014                              |
| Based in:            | United States                     |
| Founders:            | Marco Neri                        |
| Funding To Date:     | \$100K                            |
| Investors:           | MassChallenge, Avalancha Ventures |

#### **Sentinel Chain**



Sentinel Chain is a B2B marketplace specifically designed to provide affordable and secure financial services to the unbanked. Sentinel Chain - a blockchain-based international marketplace for cross-border financial services will be the world's first platform to accept the use of livestock as collateral. Taking a unique approach to the last mile problem of financial inclusion, the Sentinel Chain model establishes livestock provenance through the creation of livestock insurance on blockchain — the registration of livestock provenance on blockchain unlocks 'dead capital' and provides the unbanked with a new opportunity: the real possibility of accepting livestock as 'collateral' for loans.

| Web site:            | https://sentinel-chain.org/ |
|----------------------|-----------------------------|
| Number of Employees: | N/A                         |
| Founded in:          | N/A                         |
| Based in:            | Singapore                   |
| Founders:            | N/A                         |
| Funding To Date:     | N/A                         |
| Investors:           | N/A                         |

### Seso



Seso utilizes Blockchain technology to solve the inability of secured lending and land ownership in emerging economies. After 3 years of market research and trials, Seso has assembled a team of global industry leaders to provide the necessary solution to register land ownership and release trapped capital in land facilitation the property investment boom across Africa.

| Web site:            | http://seso.global/ |
|----------------------|---------------------|
| Number of Employees: | N/A                 |
| Founded in:          | N/A                 |
| Based in:            | Africa              |
| Founders:            | N/A                 |
| Funding To Date:     | N/A                 |
| Investors:           | N/A                 |

# **Shubham Housing Development Finance Company**



Shubham Housing Development Finance Company was incorporated with a mission to provide Home loans and Home Improvement loans to customers who would normally fall outside the ambit of traditional lending institutions. Shubham is amongst the first organisations in the country focused on helping urban low-income and informal income families own a home by providing formal credit. Shubham's operating model seeks to transcend document based underwriting and follow an interview based approach to understand the customer's income and expense flows.

| Web site:            | https://www.shubham.co/  |
|----------------------|--|
| Number of Employees: | 251-500  |
| Founded in:          | 2010   |
| Based in:            | India  |
| Founders:            | Ajay Oak   |
| Funding To Date:     | \$111M   |
| Investors:           | PremjiInvest, Saama Capital, Motilal Oswal Financial Services, Elevar Equity |

#### **SmartPesa**



SmartPesa is a specialist payments technology provider that aims to solve the last mile problem for financial institutions in emerging markets. SmartPesa directly addresses the dual needs of financial inclusion and cash reduction whilst eliminating the need for costly/risky changes to banks' proven systems. SmartPesa is deployed on-premises with full legal/regulatory compliances and industry leading security systems and fully integrates with any financial switch.

| Web site:            | https://smartpesa.com/ |
|----------------------|------------------------|
| Number of Employees: | 1-10                   |
| Founded in:          | 2014                   |
| Based in:            | Singapore              |
| Founders:            | Barry Levett           |
| Funding To Date:     | SGD900K                |
| Investors:           | N/A                    |

## Softeller



Softeller is an online service that uses the advantage of low local money transfer rates in Cameroon to allow people leaving abroad send money back home at rates far cheaper than those offered by multi-internationals like: Western Union, Moneygram, amongst others.

| Web site:            | https://www.softeller.com/ |
|----------------------|----------------------------|
| Number of Employees: | N/A                        |
| Founded in:          | N/A                        |
| Based in:            | Cameroun                   |
| Founders:            | N/A                        |
| Funding To Date:     | N/A                        |
| Investors:           | N/A                        |

#### **Stanbic IBTC Bank**



Stanbic IBTC Bank offers all its clients a wide range of personal and commercial banking products through over 180 branches spread across every state in Nigeria and its online banking platforms. Stanbic IBTC Bank offers current, savings, and domiciliary accounts; personal loans, vehicle and asset finance; MasterCard debit cards, Visa credit cards; home loans; internet banking; small and medium scale enterprise (SME) loans and the award-winning \*909# MobileMoney. Stanbic IBTC Bank caters for both individuals and businesses through carefully designed retail and business banking products. It also offers self-service channels powered by sophisticated technology to bring convenient banking to customers. Stanbic IBTC Bank clients can also get custodial services through Stanbic Nominees Nigeria Limited, its custody arm and non-pension asset custodian, acting in a nominee capacity for clients' transactions in securities and other investments.

| Web site:            | https://www.stanbicibtcbank.com/ |
|----------------------|----------------------------------|
| Number of Employees: | 1001-5000                        |
| Founded in:          | 2012                             |
| Based in:            | Nigeria                          |
| Founders:            | N/A                              |
| Funding To Date:     | N/A                              |
| Investors:           | N/A                              |

### Stellar



Stellar is public infrastructure for money. Supported by a nonprofit, Stellar brings the world together by increasing interoperability between diverse financial systems and currencies. Stellar is a technology that enables money to move directly between people, companies and financial institutions as easily as email. This means more access for individuals, lower costs for banks, and more revenue for businesses.

| Web site:            | https://www.stellar.org/                  |
|----------------------|---|
| Number of Employees: | 11-50                                     |
| Founded in:          | 2014                                      |
| Based in:            | United States                             |
| Founders:            | Jed McCaleb, Joyce Kim                    |
| Funding To Date:     | \$3M                                      |
| Investors:           | Plug and Play, Innovating Capital, Stripe |

### **Stockpile**



Stockpile's mission is to make it easy for beginners of any age, including children and millennials, to learn about stock, get started investing in stocks or to gift stocks. Stockpile enables you to buy fractional shares with as little as \$5 making it possible for anyone to own stock in their favorite companies, including Amazon, Apple, Alphabet, Disney, Nike, Tesla and 1,000 other popular stocks as well as ETFs. Stockpile also allows you to gift stock via purchase of e-gift cards or retail cards sold at major retail chains such as Kroger's, Office Depot, Safeway and Staples. A growing number of Fortune 500 companies are using Stockpile gift cards for employee rewards and customer loyalty programs. Stockpile was created by CEO & Co-founder Avi Lele to give those who are missing out on one of the best ways to grow wealth an easy way to learn about stocks and get started investing.

| Web site:            | https://www.stockpile.com/   |
|----------------------|--|
| Number of Employees: | 11-50  |
| Founded in:          | 2010   |
| Based in:            | United States  |
| Founders:            | Avi Lele, Sanj Kulkarni  |
| Funding To Date:     | \$45M  |
| Investors:           | Mayfield Fund, Arbor Ventures, Fidelity Investments,<br>Hanna Ventures |

## **Stripe**



Stripe is the best way to accept payments online. Stripe aims to expand internet commerce by making it easy to process transactions and manage an online business. Stripe now processes billions of dollars a year for thousands of businesses, from newly-launched startups to Fortune 500 companies. Since Stripe powers so many new businesses, it's a snapshot of how the internet is changing; many users are in categories that barely existed five years ago.

| Web site:            | https://stripe.com/   |
|----------------------|---|
| Number of Employees: | 501-1000  |
| Founded in:          | 2010  |
| Based in:            | United States   |
| Founders:            | John Collison, Patrick Collison   |
| Funding To Date:     | \$478,7M  |
| Investors:           | CapitalG, General Catalyst, Sequoia Capital, Square Peg Capital, Playfair Capital |

## **SureRemit**



SureRemit is an ecosystem for global non-cash remittances. SureRemit leverages on the merchant network of SureGifts and her global partners, to enable immigrants send e-vouchers that can be used to purchase goods and services at several quality merchants and pay bills globally.

| Web site:            | https://sureremit.co/ |
|----------------------|-----------------------|
| Number of Employees: | 1-10                  |
| Founded in:          | 2017                  |
| Based in:            | United States         |
| Founders:            | Adeoye Ojo            |
| Funding To Date:     | \$7M                  |
| Investors:           | Hashed                |

#### Tala



Tala is an innovative, fast-paced mobile technology start-up, that provides a credit scoring and reporting platform to financial services institutions in emerging countries. Traditional credit doesn't work in emerging markets; mobile does. Its technologies are unlocking trillions of dollars in purchasing power in the world's fastest growing economies. Tala is a mobile technology and data science company that is flipping the traditional credit scoring model by putting power into the hands of newly empowered consumers in emerging markets. Through its mobile app and unique channel, Tala gathers an average of 10,000 discrete data points per user to provide personalized offers and deliver real-time credit.

| Web site:            | https://tala.co/   |
|----------------------|--|
| Number of Employees: | 11-50  |
| Founded in:          | 2011   |
| Based in:            | United States  |
| Founders:            | Shivani Siroya   |
| Funding To Date:     | \$109,4M   |
| Investors:           | Data Collective, Female Founders Fund, Ribbit Capital, Lowercase Capital, Collaborative Fund |

### Telcoin



Telcoin is focused on connecting with mobile networks globally, enabling easy conversion between telecom mobile money, prepaid credit and postpaid billing platforms. Telcoin issuance to telcos will occur at a rate of 5% annually for a period of 10 years following the ICO, distributed to GSMA mobile networks continuously based their stage of Telcoin integration.

| Web site:            | https://www.telco.in/        |
|----------------------|------------------------------|
| Number of Employees: | 1-10                         |
| Founded in:          | 2017                         |
| Based in:            | Japan                        |
| Founders:            | Claude Eguienta, Paul Neuner |
| Funding To Date:     | N/A                          |
| Investors:           | N/A                          |

## **The Digital Reserve**



The Digital Reserve is focused on the support & development of a decentralized financial institution, the Digital Reserve Network. With \$2 Trillion dollars in unmet financing worldwide and the cryptocurrency industry being over \$300 Billion, there is a unique opportunity. The Digital Reserve can leverage a rapidly growing community to profitably empower disadvantaged communities & increase financial accessibility, meeting the UN Sustainable Development Goals.

| Web site:            | http://www.thedigitalreserve.org/  |
|----------------------|------------------------------------|
| Number of Employees: | 1-10                               |
| Founded in:          | 2017                               |
| Based in:            | United States                      |
| Founders:            | Jomari Peterson, Joshua Rittenberg |
| Funding To Date:     | N/A                                |
| Investors:           | N/A                                |

#### **Three Wheels United**



Three Wheels United India Services Private Limited (TWU) is a Bangalore; India based social enterprise working on issues in the auto rickshaw ecosystem. Structured as a "social business", Three Wheels United is a for-profit company but its primary goal is development – social, economic, political, attitudinal and behavioural- of the auto rickshaw driver community. Its business model works on a three-pronged solution – financial services, alternate sources of revenue and clean-tech for auto-rickshaw engines – with which it aims for financial inclusion of drivers, social security, driver-ownership of auto-rickshaws, freedom from moneylender-mafia, higher income and, positive environmental impact.

| Web site:            | http://www.threewheelsunited.com/ |
|----------------------|-----------------------------------|
| Number of Employees: | 1-10                              |
| Founded in:          | N/A                               |
| Based in:            | India                             |
| Founders:            | N/A                               |
| Funding To Date:     | N/A                               |
| Investors:           | N/A                               |

# Tokenomy



Tokenomy is a value creation and distribution network. The platform enables an easy transformation of any valuable offering into blockchain tokens, allowing companies and organizations to distribute & exchange their tokens. Tokenomy also provides a marketplace for valuable tokens to be listed and traded on the crypto-only exchange.

| Web site:            | https://www.tokenomy.com/ |
|----------------------|---------------------------|
| Number of Employees: | 1-10                      |
| Founded in:          | 2018                      |
| Based in:            | Southeast Asia            |
| Founders:            | N/A                       |
| Funding To Date:     | N/A                       |
| Investors:           | N/A                       |

# **Transformify**



Transformify is a CSR Recruitment Platform helping businesses to access talent, transfer cross-border payments, enter new markets and boost sustainable growth. Transformify combines HR-Tech, Fintech, and AI to help employers hire fast, save 60% on recruitment costs, and transfer secure payments worldwide.

| Web site:            | https://www.transformify.org/            |
|----------------------|--|
| Number of Employees: | 11-50                                    |
| Founded in:          | 2015                                     |
| Based in:            | United Kingdom                           |
| Founders:            | Dessisslav Kamenov, Lilia Stoyanov       |
| Funding To Date:     | \$112,6K                                 |
| Investors:           | Lilia Stoyanov,K-Startup Grand Challenge |

### Trulioo



Based in Canada, Trulioo is a global identity verification company that offers instant electronic identity and address verification for its users. The company provides advanced analytics based on traditional information such as public records, credit files, and government data as well as alternative sources, including social login providers, ad networks, mobile applications, e-commerce websites, and social networks. It scores online identities as authentic, machine generated, or fraudulent with its identity bureau covering over 40 countries, including China, Russia, and Brazil.

| Web site:            | https://www.trulioo.com/   |
|----------------------|--|
| Number of Employees: | 11-50  |
| Founded in:          | 2011   |
| Based in:            | Canada   |
| Founders:            | Stephen Ufford, Tanis Jorge  |
| Funding To Date:     | \$23,3M  |
| Investors:           | Tenfore Holdings, Blumberg Capital, Plug and Play, BDC Venture Capital |

# **Trustingsocial**

Trusting Social provides consumer credit score based on social, web and mobile data. Their solution enables lenders in emerging markets to lend to billions of "financially invisible" consumers who are not covered by credit bureaus. It was tested and proven to be more accurate, faster and cheaper than existing solutions.

| Web site:            | https://trustingsocial.com/ |
|----------------------|-----------------------------|
| Number of Employees: | 11-50                       |
| Founded in:          | 2013                        |
| Based in:            | United States               |
| Founders:            | Nguyen Nguyen               |
| Funding To Date:     | N/A                         |
| Investors:           | Kima Ventures               |

## Udhaar



Udhaar, a financial inclusion initiative, leverages Aadhaar to provide alternate credit scoring mechanisms for underserved individuals. Udhaar gathers data from multiple sources to provide consumer and product insights for retail industry stakeholders to improve their offerings.

| Web site:            | http://udhaar.co/      |
|----------------------|------------------------|
| Number of Employees: | 1-10                   |
| Founded in:          | 2015                   |
| Based in:            | India                  |
| Founders:            | Karan Rao, Ravi Sethia |
| Funding To Date:     | N/A                    |
| Investors:           | N/A                    |

## Upgrade



Upgrade is an online lending platform that combines personal loans with free credit monitoring, helping people secure more affordable credit in the long run. Upgrade was named a "Best Place to Work in the Bay Area" by the San Francisco and Silicon Valley Business Journal in 2018. Upgrade offers loans up to \$50,000 with low fixed rates, affordable monthly payments and no prepayment fees.

| Web site:            | https://www.upgrade.com/  |
|----------------------|---|
| Number of Employees: | 251-500   |
| Founded in:          | 2016  |
| Based in:            | United States   |
| Founders:            | Adelina Grozdanova , Jeff Bogan, Matt Wierman, Renaud Laplanche, Soul Htite, Visar Nimani |
| Funding To Date:     | \$60M   |
| Investors:           | Noah Holdings, CreditEase, FirstMark, Vy Capital  |

## **Upstart**



Founded by ex-Googlers, Upstart is the first lending platform to leverage artificial intelligence and machine learning to price credit and automate the borrowing process. The company's proprietary underwriting model identifies high-quality borrowers despite limited credit and employment history by using variables including schools attended, area of study, and work experience. Upstart offers 3-year and 5-year fixed-rate interest loans, which are primarily used to pay off credit cards, consolidate debt, make large purchases, or invest in vocational education. In addition to its direct-to-consumer lending platform, Upstart provides technology to banks, credit unions and other partners via a "Software-as-a-Service" offering called Powered by Upstart.

| Web site:            | https://www.upstart.com/  |
|----------------------|---|
| Number of Employees: | 101-250   |
| Founded in:          | 2012  |
| Based in:            | United States   |
| Founders:            | Anna M. Counselman, Dave Girouard, Paul Gu  |
| Funding To Date:     | \$85,7M   |
| Investors:           | Rakuten, Total Access Fund, Blue Ivy Ventures, First Round Capital, Khosla Ventures |

## Uulala



Uulala is a mission-driven organization to facilitate and accelerate the financial inclusion of the under-banked and unbanked population across the Americas. Uulala empowers the under-banked communities of the world by providing access to the financial tools they need and the entertainment they desire.

| Web site:            | https://tokensale.uulala.io/ |
|----------------------|------------------------------|
| Number of Employees: | 1-10                         |
| Founded in:          | 2017                         |
| Based in:            | United States                |
| Founders:            | N/A                          |
| Funding To Date:     | N/A                          |
| Investors:           | N/A                          |

## **Varo Money**



Varo Money is a mobile banking business that helps customers cover their expenses, pay their bills, and build their wealth over time. Varo Money is a financial technology company and mobile banking business that helps customers cover their expenses, pay their bills, and build their wealth over time. Varo was founded on the belief that there is a better way to bank that will help improve the financial outcomes of a generation of consumers. Founded in 2015, the company is based in San Francisco, California.

| Web site:            | https://www.varomoney.com/  |
|----------------------|---|
| Number of Employees: | 51-100  |
| Founded in:          | 2015  |
| Based in:            | United States   |
| Founders:            | Assaf Guery, Colin Walsh, Mykola (Kolya) Klymenko, Roger Van Duinen     |
| Funding To Date:     | \$78,4M   |
| Investors:           | The Rise Fund, Warburg Pincus, Manatt Venture Fund, Silicon Valley Bank |

## **VCpay**



VCpay is the only app users will ever need to pay at any South African online store. Instantly create mobile virtual MasterCards® so that they can shop online, buy mobile apps, take taxi rides or order food. VCpay creates mobile virtual MasterCards®, which means that people can pay for goods in South Africa wherever MasterCard® is accepted.

| Web site:            | https://www.vcpay.co.za/ |
|----------------------|--------------------------|
| Number of Employees: | N/A                      |
| Founded in:          | 2015                     |
| Based in:            | South Africa             |
| Founders:            | N/A                      |
| Funding To Date:     | N/A                      |
| Investors:           | N/A                      |

#### Veneka



Veneka provides tailored payment technology solutions, with a focus on the African continent. Its products and services are targeted at Financial Services, and enable Card, Mobile and e-Banking business solutions. Through its expertise and partnerships Veneka provides world-class technology solutions adapted for the diverse market it serves. Boasting world-class infrastructure and cutting edge technology, its software and services deliver payments functionality to banks and processors in more than 30 African countries. Veneka's payments Prism platform offers hosted capabilities for its customers. It enables quick time to market, superior performance and service and service differentiation, at a low cost.

| Web site:            | http://www.veneka.com/ |
|----------------------|------------------------|
| Number of Employees: | N/A                    |
| Founded in:          | N/A                    |
| Based in:            | South Africa           |
| Founders:            | N/A                    |
| Funding To Date:     | N/A                    |
| Investors:           | N/A                    |

#### VeriTran



VeriTran is a Latin American private-fund company, founded in 2005 in Buenos Aires city, developing an innovative and secure digital banking platform focused on facilitating a direct relationship with users. Over the years, VeriTran has been materializing projects with large Latin American banks, thus achieving sustainable and profitable growth. VeriTran is currently present in several countries, with projects that process over 4000 million annual transactions. Today VeriTran continues to consolidate itself as pioneer, leader and innovator; focused on developing channels that strengthen the relationship and feelings of satisfaction, loyalty and confidence of customers towards their bank.

| Web site:            | https://www.veritran.com/en/   |
|----------------------|--------------------------------|
| Number of Employees: | 51-100                         |
| Founded in:          | 2005                           |
| Based in:            | Argentina                      |
| Founders:            | Daniel Attar, Marcelo Gonzalez |
| Funding To Date:     | N/A                            |
| Investors:           | N/A                            |

## **VugaPay**



VugaPay is a fast and safer way to send and receive mobile money payments online without sharing your financial information. With VugaPay, you can: Send or receive mobile money to these countries, Shop online with mobile money. VugaPay is available worldwide however sending and receiving mobile money is only available in 8 countries and regions, which are: Rwanda, Kenya, Uganda, Tanzania, DR Congo, Niger, Malawi, Zambia.

| Web site:            | https://www.vugapay.com/home |
|----------------------|------------------------------|
| Number of Employees: | N/A                          |
| Founded in:          | 2016                         |
| Based in:            | South Africa                 |
| Founders:            | N/A                          |
| Funding To Date:     | N/A                          |
| Investors:           | N/A                          |

#### Wala



Wala has built a community-driven and gamified personal financial management tool for cash-based consumers in emerging markets. The product allows users to easily track their spending and earning to develop a financial profile for a customer that currently does not have one. The app then uses that profile to set weekly financial and engagement goals which improve the consumers spending and savings. As users continue to engage with the app by logging their transactions and reaching their goals they will be awarded points which can be redeemed for cash, data, and other rewards. Through the app the user will then be able to sign-up and access financial products like deposit accounts, payments, and more.

| Web site:            | https://getwala.com/   |
|----------------------|--|
| Number of Employees: | 1-10   |
| Founded in:          | 2015   |
| Based in:            | United Kingdom   |
| Founders:            | Samer Saab, Tricia Martinez  |
| Funding To Date:     | \$1,2M   |
| Investors:           | Newtown Partners, Barclays Accelerator (Powered by Techstars), Techstars |

## Wallettec (Pty) Ltd



Wallettec is a SaaS platform that enables retailers to accept any type of mobile transaction or currency type at their Point of Sale. Through its single integration, retailers have the ability to enable consumers to transact at their Point of Sale using only their mobile phones. Another product offered by Wallettec is the Wallettec Loyalty System. What differentiates its product from other loyalty systems is its ability to interface with existing POS systems as well as any other payment system available, being mobile, traditional POS, or even online payment methods. Wallettec was founded in 2013 by Johan Meyer and is currently operating in various countries all over Africa. It is headquartered in Cape Town.

| Web site:            | http://www.wallettec.com/ |
|----------------------|---------------------------|
| Number of Employees: | 1-10                      |
| Founded in:          | 2013                      |
| Based in:            | South Africa              |
| Founders:            | Johan Meyer               |
| Funding To Date:     | N/A                       |
| Investors:           | N/A                       |

## WeCashUp



WeCashUp is a Universal Payment Platform that enables digital companies around the globe to accept any Cash and Mobile Money payments on their web and mobile apps via a single REST API integration.

WeCashUp focuses on helping online companies to get paid online in the emerging markets such as Africa where people generally don't use traditional credit cards. The API works for both pull and push payments. With WeCashUp, online merchants can collect and push payments from/to any of the 155 Mobile Money wallets available in Africa (M-PESA, Orange Money, MTN Mobile Money, Airtel Money, Tigo Cash etc).

| Web site:            | https://www.wecashup.com/                                  |
|----------------------|--|
| Number of Employees: | 11-50  |
| Founded in:          | 2015   |
| Based in:            | France   |
| Founders:            | Annicelle Reine Kungne, Cedric Atangana, Kenneth KINYANJUI |
| Funding To Date:     | N/A  |
| Investors:           | N/A  |

#### **WeChat**



WeChat Wallet is a new way for you to manage payments with your mobile phone. You can add your debit or credit cards, get money sent to you from a friend and pay for goods and services at SnapScan merchants across South Africa. You can also buy airtime, electricity and any of the services in WeChat's growing ecosystem. Over half a billion people use WeChat, the free messaging & calling app that allows you to easily connect with family & friends across countries. It's the all-in-one communications app for free text (SMS/MMS), voice & video calls, moments, photo sharing, games, and more.

| Web site:            | https://www.wechat.co.za/ |
|----------------------|---------------------------|
| Number of Employees: | N/A                       |
| Founded in:          | 2012                      |
| Based in:            | China                     |
| Founders:            | N/A                       |
| Funding To Date:     | N/A                       |
| Investors:           | N/A                       |

#### Welab



Founded in 2013 in Hong Kong, WeLab is reinventing traditional financial services by creating seamless mobile lending experiences. With its proprietary risk management technology, WeLab effectively analyzes unstructured mobile big data within seconds to make credit decisions for individual borrowers. WeLab operates Wolaidai (我来贷), one of China's leading mobile lending platforms, and WeLend, Hong Kong's leading online lending platform. The company also partners with traditional financial institutions which utilize WeLab's technology to offer fintech-enabled solutions to their customers. In 2016, WeLab was named in a KPMG-sponsored report as one of the top 100 fintech companies in the world – #6 in China and #33 globally.

| Web site:            | https://www.welab.co/en   |
|----------------------|---|
| Number of Employees: | 251-500   |
| Founded in:          | 2013  |
| Based in:            | Hong Kong   |
| Founders:            | Aananth Solaiyappan, Frances Kang, Kelly Wong, Simon Loong      |
| Funding To Date:     | \$425M  |
| Investors:           | International Finance Corporation, ING Group, Khazanah Nasional |

## wiGroup



wiGroup is a mobile platform provider specialized in point-of-sale integrated mobile transacting. It is focused on building and enabling mobile transaction solutions that allow consumers and businesses to transact and interact in a secure and convenient manner, using their mobile phones. wiGroup is currently being used by retailers, brands, agencies, banks, mobile communities, and a host of other businesses looking to deliver value through mobile. The platform was launched in 2007 by Basie Kok and is based in Cape Town, South Africa.

| Web site:            | https://www.wigroupinternational.com/                                 |  |  |  |  |
|----------------------|---|--|--|--|--|
| Number of Employees: | 51-100  |  |  |  |  |
| Founded in:          | 2007  |  |  |  |  |
| Based in:            | South Africa  |  |  |  |  |
| Founders:            | Basie Kok   |  |  |  |  |
| Funding To Date:     | N/A   |  |  |  |  |
| Investors:           | Smollan, Virgin Group, Investec Asset Management, Crossfin Technology |  |  |  |  |

#### Wizzit



WIZZIT is a mobile banking solution provider that assists partner financial institutions and service providers in promoting financial inclusion. WIZZIT's Vision is to financially empower consumers through the creation of a cost-effective mobile payment infrastructure. WIZZIT has been operational since 2004 cementing their position as global leaders with a full-time team of over 60 professionals. Implementations across three continents with innovative state of the art technology and platforms combined with strategic input and insight makes WIZZIT International a much sought after partner for financial institutions that want to make a difference.

| Web site:            | http://www.wizzit.co.za/ |
|----------------------|--------------------------|
| Number of Employees: | N/A                      |
| Founded in:          | N/A                      |
| Based in:            | South Africa             |
| Founders:            | N/A                      |
| Funding To Date:     | N/A                      |
| Investors:           | N/A                      |

#### Worldremit



WorldRemit is an online service that lets people send money to friends and family living abroad, using a computer, smartphone or tablet. It is a convenient, low-cost alternative to traditional money transfer companies that use high street agents and charge high fees. Money can be received as a bank deposit, cash pick-up, Mobile Money, or mobile airtime top-up. WorldRemit's service is available to senders in 50 countries. It offers transfers to more than 140+ destinations across Europe, Asia, Africa, Australia and the Americas.

| Web site:            | https://www.worldremit.com/   |
|----------------------|---|
| Number of Employees: | 251-500   |
| Founded in:          | 2010  |
| Based in:            | United Kingdom  |
| Founders:            | Catherine Wines, Ismail Ahmed, Richard Igoe                                     |
| Funding To Date:     | \$232,7M  |
| Investors:           | TCV, LeapFrog Investments, Accel,Silicon Valley Bank,TriplePoint Venture Growth |

## Zeepay



Zeepay Ghana Limited is a wholly Ghanaian owned Mobile Financial Services company focusing on providing integrated mobile payments services with mobile wallets targeting the unbanked and banked population with the objective of bringing the unbanked into the financial stream and easing payments and collections for the banked population. Zeepay facilitates the processing of multiple mobile phone payment transactions, and operates as a aggregator that brings transaction of all players together on one single platform. The company's core application runs on open source technology, and is designed to integrate all types of payment platforms, banks, merchants, Mobile Network Operators (MNOs), and other companies with subscriber based transactions.

| Web site:            | http://www.myzeepay.com/ |  |
|----------------------|--------------------------|--|
| Number of Employees: | 11-50                    |  |
| Founded in:          | 2014                     |  |
| Based in:            | Ghana                    |  |
| Founders:            | Andrew Takyi-Appiah      |  |
| Funding To Date:     | \$200K                   |  |
| Investors:           | N/A                      |  |

#### **ZestFinance**



ZestFinance's Al-based tools help lenders to increase revenue, reduce risk, and ensure compliance with complex federal regulations. Zest's Automated Machine Learning (ZAML) enables lenders to analyze non-traditional data, including data they already have in-house, such as customer support data, payment histories, and purchase transactions. The platform can also take into account traditional credit information and nontraditional credit variables, such as how a customer fills out a form, how they navigate a lender's site, and more. While the black box problem has slowed the adoption of machine learning in consumer finance, ZAML is able to fully explain data modeling results, measure business impact, and comply with regulatory requirements.

| Web site:            | https://www.zestfinance.com/   |
|----------------------|--|
| Number of Employees: | 51-100   |
| Founded in:          | 2009   |
| Based in:            | United States  |
| Founders:            | Douglas Merrill  |
| Funding To Date:     | \$67M  |
| Investors:           | Baidu, Northgate Capital, Matrix Partners, Lightspeed Venture Partners,<br>Kensington Capital Partners Limited |

#### Zoona



Zoona is a mobile technology company developing products such as money transfers, electronic voucher payments, and agent payments. Zoona brings together the drive of young entrepreneurs and the power of cutting-edge technology to bring safe and reliable financial services to underserved communities all over Africa. Zoona has support offices in South Africa with operations in Zambia, Malawi, and Mozambique. Since inception it has processed over \$2 billion in transactions and been recognised by the Nike Foundation and the Unreasonable Group as one of the top ten startups best positioned to take girls out of poverty by helping them become entrepreneurs.

| Web site:            | https://ilovezoona.com/  |
|----------------------|--|
| Number of Employees: | 101-250  |
| Founded in:          | 2009   |
| Based in:            | South Africa   |
| Founders:            | Brad Magrath, Brett Magrath  |
| Funding To Date:     | \$20M  |
| Investors:           | 4Di Capital, Quona Capital, Omidyar Network, International Finance Corporation |

# 200 Impact Investors

| Company   | Description  | Year<br>Founded | Classification                               | Based in    | Website                        |
|---|--|-----------------|--|-------------|--------------------------------|
| 1.500 Mexico City 500                                   | 500 Startups is a global venture capital seed fund with a network of startup programs headquartered in Silicon Valley with over \$350M in committed capital across 4 main funds and 13 micro funds.  | 2010            | Private Equity &<br>Venture Capital<br>Funds | Mexico City | http://500mexicoci<br>ty.com/# |
| 2.Aavishkar  3faxishkaan                                | AGIMDC invests in start ups, transforming NBFCs and mature MFIs. AGIMDC was sponsored by the Dutch fund Goodwell Microfinance Development Company. AGIMDC's investment managers have extensive experience in private equity and microfinance.  | 2001            | Private Equity &<br>Venture Capital<br>Funds | Mumbai      | www.aavishkaar.i<br>n/         |
| 3.Abraaj Group  THE ABRAAJ GROUP Investing in Foresight | We are a global institution investing in growth markets across Africa, Asia, Latin America, the Middle East and Turkey. Founded in 2002 by Founder and Chief Executive Arif Naqvi, we have pioneered the private equity industry in many of the markets where we operate.  | 2002            | Private Equity &<br>Venture Capital<br>Funds | UAE         | https://www.abraaj<br>.com/    |
| 4.Accion  ACCION  | Accion is a global nonprofit committed to creating a financially inclusive world, with a pioneering legacy in microfinance and fintech impact investing. We catalyze financial service providers to deliver high-quality, affordable solutions at scale for the three billion people who are left out of — or poorly served by — the financial sector. | 1961            | Private Equity &<br>Venture Capital<br>Funds | <u>USA</u>  | http://www.accion.<br>org/     |
| 5.Actis Africa Agribusiness Fund  CLIS                  | Actis is a leading private equity investor in emerging markets and has been investing exclusively in these markets for nearly 60 years.  | 2004            | Private Equity &<br>Venture Capital<br>Funds | UK          | www.act.is                     |

| Company                              | Description  | Year<br>Founded | Classification                               | Based in  | Website                       |
|--------------------------------------|--|-----------------|--|-----------|-------------------------------|
| 6.Acumen Fund                        | Actis is a leading private equity investor in emerging markets and has been investing exclusively in these markets for nearly 60 years. They have raised US\$7.3 billion funds to date and have over 100 investment professionals in 10 offices throughout Africa, China, Latin America, South and South East Asia.  | 2001            | Private Equity &<br>Venture Capital<br>Funds | USA       | http://acumen.org/            |
| 7.AFIG Funds  AFIG FUNDS             | AFIG Funds seeks to create a new paradigm for African private equity investing by mobilizing substantial local private capital alongside international private investors and development finance institutions in investment vehicles managed by experienced African private equity professionals with a heavy emphasis on value addition beyond financial contributions. | 2005            | Private Equity &<br>Venture Capital<br>Funds | Senegal   | www.afigfunds.co<br><u>m</u>  |
| 8.Aflore                             | Aflore is a network of opinionated people with money to family and friends help a person achieve their goals with credits as between friends easy, personalized and no fine print.   | 2012            | Private Equity &<br>Venture Capital<br>Funds | Columbia  | http://www.aflore.c<br>o/     |
| 9.Afluenta  afluenta* crédito humano | Afluenta is the first and only Marketplace Lending company for consumer and SME loans operating in more than one country in Latin America.   | 2010            | Private Equity &<br>Venture Capital<br>Funds | Argentina | https://www.afluen<br>ta.com/ |
| 10.Africa Development Bank           | African Development Bank operates as a multilateral development finance institution in Africa. It finances development projects and programs in cooperation with other national and international development institutions; offers technical assistance  | 1964            | Development<br>Finance<br>institutions       | Africa    | https://www.afdb.o<br>rg/en/  |

| Company  | Description  | Year<br>Founded | Classification                               | Based in     | Website                                      |
|--|--|-----------------|--|--------------|--|
| 11.Africa Enterprise Challenge Fund  | The AECF is a development institution which supports businesses to innovate, create jobs, leverage investments and markets in an effort to create resilience and sustainable incomes in rural and marginalized communities in Africa.                          | 2008            | Development<br>Finance<br>institutions       | Kenya        | https://www.aecfaf<br>rica.org/              |
| 12.Africa Finance Corporation  AFRICA FINANCE CORPORATION                            | AFC offers a unique value proposition as an Africa-focused bank covering complimentary service areas. These are project development, technical advisory, principal investing and financial advisory services.  | 2007            | Development<br>Finance<br>institutions       | Nigeria      | africafc.org                                 |
| 13. African Guarantee Fund  AFRICAN SUARANTEE FOR SMALL AND MEDIUM SIZED ENTERPRISES | The AGF, designed and funded by the AfDB in partnership with the governments of Denmark and Spain, providesfinancial guarantees to financial institutions to stimulate financing to SMEs and unlock their potential to deliver inclusive growth in the region. | 2010            | Private Equity &<br>Venture Capital<br>Funds | Africa       | http://www.african<br>guaranteefund.co<br>m/ |
| 14.African Infrastructure Investment Managers  | African Infrastructure Investment Managers strives to be the most creative and trusted infrastructure investment firm in Africa.   | 2000            | Private Equity &<br>Venture Capital<br>Funds | South Africa | https://aiimafrica.c<br>om/                  |
| 15.AfricInvest   | AfricInvest was founded in 1994 and is part of Integra Group, an investment and financial services company based in Tunisia.   | 1994            | Private Equity &<br>Venture Capital<br>Funds | Tunisia      | www.africinvest.co<br>m                      |

| Company                                   | Description  | Year<br>Founded | Classification                               | Based in    | Website                              |
|---|--|-----------------|--|-------------|--------------------------------------|
| 16.Agora Partnerships  AGORA PARTNERSHIPS | Agora Partnerships's mission is to accelerate the success of early-stage impact entrepreneurs who share their community's commitment to solving social and environmental challenges through business. Their vision is of a world where all entrepreneurs incorporate social and environmental impact into the very design of their businesses                  | 2005            | Private Equity &<br>Venture Capital<br>Funds |             | http://www.agorap<br>artnerships.org |
| 17.Agri-Vie  agri Vie                     | Agri-Vie is a private equity investment fund focused on food and agribusiness in Sub-Sahara Africa with a mission to generate an above average investment return, as well as demonstrable socio-economic development impacts through its equity investments in food and agribusinesses.  | 2008            | Private Equity &<br>Venture Capital<br>Funds | Africa      | http://agrivie.com/                  |
| 18.AlphaMundi<br>Group<br>alphamundi      | AlphaMundi Group Ltd is a commercial entity based in Switzerland and exclusively dedicated to Impact Investing: profitable investments that generate substantial net benefits to society. It was founded in 2007 by a group of partners with extensive experience in the financial industry as well as responsible investments, microfinance and philanthropy. | 2007            | Private Equity &<br>Venture Capital<br>Funds | Switzerland | https://www.alpha<br>mundi.ch/       |
| 19.ALTHELIA Funds                         | ALTHELIA Funds is an experienced and recognised asset manager with an impact-driven approach to investment, aligning strong financial returns with measurable environmental and social impact.   |                 | Private Equity &<br>Venture Capital<br>Funds | UK          | https://althelia.co<br>m/            |
| 20.Angel Ventures Mexico  ANGEL VENTURES  | Angel Ventures started in 2008 as the first professionally managed angel investor network in Latin America seeking to "link great ideas with capital".   | 2008            | Private Equity &<br>Venture Capital<br>Funds | Mexico      | angelventures.vc/                    |

| Company   | Description   | Year<br>Founded | Classification                               | Based in    | Website                          |
|---|---|-----------------|--|-------------|----------------------------------|
| 21.Annona Sustainable Investments  annona Sustainable Investment fund | Annona support and invests in growing profitable company's active all across food value chains and sustainable tourism in Africa, Latin- and Central America.   | 2009            | Private Equity &<br>Venture Capital<br>Funds | Netherlands | http://www.annona<br>.nl/        |
| 22.Ariya Capital  ARIYA CAPITAL                                       | Ariya aims to be a catalyst for breaking the cycle of poverty in Africa, by investing in and developing clean and renewable energy projects in sub-Saharan Africa   | 2008            | Private Equity &<br>Venture Capital<br>Funds | UK          | http://www.ariyaca<br>pital.com/ |
| 23.Artha  Artha India Ventures  | Artha India Ventures' league of member Angel Investors mentor and invest in nascent ventures with business ideas that create value by participating in the entrepreneurial process. AIV have invested in more than 47 start-ups | 2013            | Private Equity &<br>Venture Capital<br>Funds | India       | http://artha.ventur<br>es/       |
| 24. Asha Impact Asha Impact   | Asha Impact is a company that provides critical development in areas such as impact investments, venture philanthropy, and policy advocacy.   |                 | Private Equity &<br>Venture Capital<br>Funds | India       | ashaimpact.com/                  |
| 25.Asian Healthcare Fund ASIAN HEALTH FUND                            | Asian Healthcare Fund (AHF) is a New Delhi based private equity fund that invests exclusively into India's healthcare and life sciences   | 2010            | Private Equity &<br>Venture Capital<br>Funds | India       | asianhealthcarefu<br>nd.com/     |

| Company  | Description  | Year<br>Founded | Classification                               | Based in      | Website                            |
|--|--|-----------------|--|---------------|------------------------------------|
| 26.Aspada Advisors  Aspada                                     | Aspada Investment Advisors is a venture capital firm that provides patient capital to entrepreneurs reinventing fundamental services for hundreds of millions of Indians. The firm's capital advisers provides investment advice, portfolio oversight and an early stage venture capital fund capitalized service.                                       | 2011            | Private Equity &<br>Venture Capital<br>Funds | India         | www.aspada.com/                    |
| 27.Atma  | ATMA Foundation is a registered charitable trust and NGO that implements service projects for social transformation and empowers individuals to serve society with compassion. ATMA extends support to socially and economically weaker sections of the society without any kind of discrimination.  | 2006            | Private<br>Foundations                       | India         | www.atmafoundati<br>on.org/        |
| 28.Attijariwafa<br>bank(Bought<br>CBAO in 2007)                | Attijariwafa bank performs traditional banking for professionals, individuals and Moroccans living abroad.   | 1911            | Institutional<br>Investors                   | Morocco       | www.attijariwafab<br>ank.com/      |
| 29. Aventura Investment Partners  AVENTURA INVESTMENT PARTNERS | Aventura invests in high potential agricultural zones in Africa, in companies that form the base of a stable "food-system value chain." Targeted investments include irrigated farming solutions, agricultural machinery and cold storage facilities, which create wealth for small and mid-sized farmers and bring stability to the entire value chain. | 2010            | Private Equity &<br>Venture Capital<br>Funds | Africa        | http://www.aventur<br>ainvest.com/ |
| 30.AVINA  Fundación  | focused on producing the large-scale changes necessary for sustainable development by fostering collaborative processes among leaders from different sectors, thereby contributing toward the UN Sustainable Development Goals (SDG).  | 1994            | Private<br>Foundations                       | <u>Panama</u> | www.avina.net/avi<br>na/en/        |

| Company  | Description   | Year<br>Founded | Classification                               | Based in  | Website                         |
|--|---|-----------------|--|-----------|---------------------------------|
| 31.AXA Assurances  | AXA Assurances Cameroun provides Insurance and Brokerage.   | 1985            | Private Equity &<br>Venture Capital<br>Funds | Cameroon  | www.axa.fr                      |
| 32.Bamboo Capital Partners  BCP  BAMBOO CAPITAL PARTNERS | Bamboo Capital Partners is a commercial private equity firm making investments that matter. We find game-changing businesses then applies a mix of geographical and sector expertise to deliver financial and social returns. | 2007            | Private Equity &<br>Venture Capital<br>Funds | EU        | http://www.bambo<br>ocp.com     |
| 33.Banco D-MIRO  BANCO D-MIRO Conclusion de valor.       | Banco D-MIRO offer financial services with the aim of promoting the development of the vulnerable sectors of the Ecuadorian coast.  | 1997            | Institutional<br>Investors                   | Ecuador   | www.d-miro.com/                 |
|  | CAF is a development bank that promotes a model of sustainable development through credit operations, grants and technical support.   | 1970            | Development<br>Finance<br>institutions       | Venezuela | https://www.caf.co<br>m/en      |
| 35.Banco FIE  Banco Fie jeres tú!                        | Banco FIE is a financial institution most preferred by micro and small business around the country.   | 1985            | Institutional<br>Investors                   | Bolivia   | http://www.bancofi<br>e.com.bo/ |

| Company  | Description  | Year<br>Founded | Classification             | Based in | Website                               |
|--|--|-----------------|----------------------------|----------|---------------------------------------|
| 36.Banco Pérola  5  Banco Pérola   | a Brazilian non-profit (OSCIP) that offers microloans, with a focus on youth aged 18 to 35 years old. Its borrowers come from lower and lower-middle class families, and are referred and endorsed by local social organizations.  | 2008            | Institutional<br>Investors | Brazil   | http://www.bancop<br>erola.org.br/    |
| 37.Banco WWB Colombia  Banco WS Asi de simple, así de amable.            | Contribute to increase the quality of life for the lower income population, with emphasis in the entrepreneur women and their families.  | 2011            | Institutional<br>Investors | Colombia | http://www.banco<br>wwb.com           |
| 38.Bank of Africa  BANK OF AFRICA KENYA  OROUPE BANK OF AFRICA           | Since 2010, the BANK OF AFRICA Group has been majority-owned by BMCE Bank, the second largest private bank in Morocco. BMCE Bank brings strong strategic and operational support to the BANK OF AFRICA Group, as well as direct access to the international market as a result of its presence in Europe and Asia. | 1982            | Institutional<br>Investors | Senegal  | https://www.bank-<br>of-africa.net/en |
| 39.Banorte  **BANORTE  | offering savings accounts, credit cards, payday loans, mortgages, commercial loans and auto loans. Its performing loan portfolio was of US\$ 35 billion in 2014.[2] It also performs insurance, pension, leasing, and brokerage activities.  | 1899            | Institutional<br>Investors | Mexico   | https://www.banort<br>e.com/          |
| 40.Banque Atlantique  BANQUE ATLANTIQUE GROUPE BANGUE CENTRALE POPULAIRE | Banque Atlantique offers banking, management and financial intermediation, and services and IT engineering operations in Africa.   | 1978            | Institutional<br>Investors | Africa   | http://banqueatlant<br>ique.net/      |

| Company  | Description   | Year<br>Founded | Classification                               | Based in | Website                            |
|--|---|-----------------|--|----------|------------------------------------|
| 41.Banque de Developpement du Ma <sup>II</sup>                         | Banque de Developpement du Mali S.A. provides banking and financial services  | N/A             | Institutional<br>Investors                   | Mali     | https://www.bdm-s<br>a.com/        |
| 42.Bedrock<br>Capital  | Bedrock Capital is an investment firm that supports and finances 'one-of-a-kind companies'. The company leads Series A and B rounds.  | 2017            | Private Equity &<br>Venture Capital<br>Funds | USA      | www.bedrockcap.<br>com             |
| 43.Bill & Melinda Gates Foundation                                     | Bill & Melinda Gates Foundation supports initiatives in education, world health and population, and community giving.   | 1997            | Private<br>Foundations                       | USA      | www.gatesfoundat<br>ion.org        |
| 44BlueOrchard Finance S.A.  BlueOrchard Mccofnance Investment Managers | BlueOrchard Finance, S.A. is a leading asset manager in Impact Investing, with specific expertise in debt financing for microfinance institutions worldwide.  | 2001            | Private Equity &<br>Venture Capital<br>Funds | EU       | www.blueorchard.<br>com/           |
| 45.Bolivian Investment Management  BIM   Asset Management              | BIM Ltd. is an impact investments manager with over 20 years of experience creating and managing 14 investment companies and specialized funds seeking a positive impact beyond financial return with a global brand, through regional expertise and local presence. BIM currently has a specialized team of 21 professionals from various areas, including clean energy, venture capital, financial inclusion and capital markets. | 1997            | Private Equity &<br>Venture Capital<br>Funds | Bolivia  | http://www.biminv<br>estments.com/ |

| Company                                       | Description   | Year<br>Founded | Classification                               | Based in | Website                                   |
|---|---|-----------------|--|----------|---|
| 46.BOMBAcamp                                  | Fintech venture builder and corporate accelerator   | 2010            | Private Equity &<br>Venture Capital<br>Funds | Chile    | https://www.bomb<br>acamp.com/            |
| 47.Brazilian Development Bank  BNDES          | BNDES is the main financing agent for development in Brazil   | 1952            | Development<br>Finance<br>institutions       | Brazil   | https://www.bndes<br>.gov.br/             |
| 48.Calvert Foundation  Calvert Impact Capital | Calvert Impact Capital (formerly Calvert Foundation) invests to create a more equitable and sustainable world. Through their products and services, they raise capital from individual and institutional investors to finance intermediaries and funds that are investing in communities left out of traditional capital markets. | 1988            | Development<br>Finance<br>institutions       | USA      | https://www.calver<br>timpactcapital.org/ |
| 49Capital Export SAS  CAPITAL EXPORT          | Capital Export is an independent investment fund whose mission is to accelerate the growth of companies through an active policy of strategic support and external growth, primarily internationally.   | 2008            | Private Equity &<br>Venture Capital<br>Funds | EU       | https://www.capita<br>l-export.fr/en/     |
| 50.Capital Indigo  Capital Indigo             | Capital Indigo is a private equity focused primarily on growth-equity and mezzanine investments in mid-sized companies. The company is based in Mexico City, Mexico.  | 2010            | Private Equity &<br>Venture Capital<br>Funds | Mexico   | capitalindigo.com/                        |

| Company  | Description  | Year<br>Founded | Classification                               | Based in | Website                                |
|--|--|-----------------|--|----------|--|
| 51.Capria Ventures LLC  CAPRIA*                            | Capria Accelerator aims to leverage the experience of Unitus Group and take it to scale by supporting new early-stage fund managers around the world. Over the last 10 years, the Unitus Group has a track record of successfully accelerating and launching three venture capital firms and an investment bank. The venture firms (Unitus Equity Fund, Unitus Impact and Unitus Seed Fund) have collectively raised more than \$250M while the investment bank (Unitus Capital) has placed over \$1B to scale startups across south Asia. | 2015            | Private Equity &<br>Venture Capital<br>Funds | USA      | https://capria.vc/                     |
| 52Catalyst Principal Partners  CATALYST PRINCIPAL PARTNERS | Established in 2009 as an Eastern Africa focused private equity fund manager, Catalyst brings together a highly experienced team of seasoned investment professionals with a depth of regional and international credentials and expertise of private equity investing in Africa and across emerging markets   | 2009            | Private Equity &<br>Venture Capital<br>Funds | Africa   | https://www.cataly<br>stprincipal.com/ |
| 53. Cauris<br>Management                                   | Cauris Management is the first sub-regional private equity fund management structure created in Francophone West Africa.   | 1995            | Private Equity &<br>Venture Capital<br>Funds | Africa   | www.caurismanag<br>ement.com/          |
| 54. <b>Ceniarth</b> ceniarth                               | Ceniarth is a single-family office focused on funding market-based solutions that benefit underserved communities.   | 2013            | Private Equity &<br>Venture Capital<br>Funds | USA      | ceniarthllc.com/                       |
| 55.China Africa<br>Development<br>Fund                     | The China-Africa Development Fund (" CADFund") is one of the Eight Measures which was announced by Chinese President Hu Jintao.  | 2007            | Development<br>Finance<br>institutions       | China    | http://www.cadfun<br>d.com/en/         |

| Company  | Description   | Year<br>Founded | Classification                               | Based in  | Website                              |
|--|---|-----------------|--|-----------|--------------------------------------|
| 56.Citigroup   | Citigroup is a diversified financial services holding company that provides various financial products and services.  The company operates through two segments, Global Consumer Banking (GCB) and Institutional Clients Group (ICG). The GCB segment offers traditional banking services to retail customers through retail banking, commercial banking, Citi-branded cards, and Citi retail services. | 1812            | Institutional<br>Investors                   | USA       | www.citigroup.co<br><u>m</u>         |
| 57.CLSA  | CLSA is an investment bank that provides security brokerage and investment banking services. The firm offers mergers and acquisition, restructuring, deal structuring, private placement, valuation, due diligence, and takeover advisory services. Additionally, it provides security brokerage and dealership, and futures and options trading services.  | 1986            | Private Equity &<br>Venture Capital<br>Funds | Hong Kong | https://www.clsa.c<br>om/            |
| 58. Cofides  COFIDES Capital para tu inversión exterior              | Cofides provides cost-effective, medium and long-term financial support for viable private investment projects.   | 1988            | Private Equity &<br>Venture Capital<br>Funds | Spain     | www.cofides.es/                      |
| 59.Compartamos Banco Compartamos Banco Compartamos Banco Compartamos | Financial institution with more than 27 years of experience that offers loans, insurance, savings, payment channels and remittances, for entrepreneurs in Mexico.   | 1990            | Institutional<br>Investors                   | Mexico    | https://www.comp<br>artamos.com.mx/  |
| 60.Cordes Foundation Cordes  | Cordes Foundation focuses on alleviating global poverty and empowering women to participate in the development of their communities. They champion bold, innovative solutions to the world's toughest problems.   | 2006            | Private<br>Foundations                       | USA       | http://www.cordesf<br>oundation.org/ |

| Company                                      | Description  | Year<br>Founded | Classification                               | Based in | Website  |
|--|--|-----------------|--|----------|--|
| 61.Cordiant Capital  Cordiant                | Cordiant is a pre-eminent manager of emerging market, private sector investments. With more than USD 2.4 billion in capital subscriptions across six emerging market debt and equity funds, Cordiant counts amongst its clients some of the world's largest institutional investors.   | 1999            | Private Equity &<br>Venture Capital<br>Funds |          | www.cordiantcap.<br>com                          |
| 62CoreCo CoreCo Private Equity               | CoreCo is a private equity fund dedicated to growth equity investments in Central America. We make investments in revenue-producing companies that are located in the region, that have proven capital-efficient business models, and are poised for significant shareholder value creation. We will opportunistically invest in corporate spin-outs and cyclical opportunities to back experienced management teams forming companies that implement existing and proven US or European business models in Latin America. | 2008            | Private Equity &<br>Venture Capital<br>Funds |          | www.corecoholdin<br>g.com/                       |
| 63Creation Investments  CREATION INVESTMENTS | Creation Investments seeks to offer investors a double bottom line, maximizing financial and social returns on investment.   | 2007            | Private Equity &<br>Venture Capital<br>Funds |          | https://creationinv<br>estments.com              |
| 64Credit Suisse                              | Credit Suisse Group is a financial services company that advises clients in all aspects of finance, around the world, around the clock.  | 1856            | Development<br>Finance<br>institutions       |          | https://www.credit-<br>suisse.com/us/en.<br>html |
| 65.Crystal Springs Foundation                | CSF supports a handful of carefully selected high-impact organizations whose leaders and employees have a knack for dramatically improving the world.  | N/A             | Private<br>Foundations                       | USA      | https://www.csf.or                               |

| Company   | Description   | Year<br>Founded | Classification                               | Based in | Website   |
|---|---|-----------------|--|----------|---|
| 66.Dasra (Deval<br>Sanghvi)                                       | Dasra builds collaborations with organizations providing valuable consulting on strategic, management, and organizational challenges focusing particularly on financial, advisory, and investment.  | 1999            | Private<br>Foundations                       | India    | https://www.dasra.<br>org/  |
| 67. <b>DEG</b>  | DEG finances companies investing in developing and emerging-market countries. They offer financing, advice and support to private sector enterprises operating in developing and emerging-market countries. Their customers can rely on expertise: They can benefit from their market knowledge, their 14 locations worldwide and international network. For entrepreneurial success and development. | 1962            | Private Equity &<br>Venture Capital<br>Funds | EU       | https://www.degin<br>vest.de/   |
| Deutsche Bank USA   | Deutsche Bank, a Frankfurt-based global investment bank, offers financial products and services to corporate and institutional clients.   | 1870            | Institutional<br>Investors                   | EU       | https://www.db.co<br>m/usa/content/en/<br>social-investments<br>.html |
| 69. Developing World Markets  Developing World Markets            | Developing World Markets is an asset manager and investment bank dedicated to making socially positive investments  | 1994            | Private Equity &<br>Venture Capital<br>Funds | USA      | http://www.dwmar<br>kets.com/   |
| 70.Development Partners International  DPI Partners International | DPI's focus is on companies benefiting from the fast-growing emerging middle class. We work throughout Africa and see the benefits of investing in the fast-growing and newly liberalising countries in Africa.   | 2007            | Private Equity &<br>Venture Capital<br>Funds |          | http://www.dpi-llp.<br>com/   |

| Company  | Description  | Year<br>Founded | Classification                               | Based in    | Website                                |
|--|--|-----------------|--|-------------|--|
| 71.Développement international Desjardins  Desjardins Développement international  | A pioneer in the deployment and development of microfinance (also known as community finance) around the world, DID today is a world leader in this sector.  | 1970            | Private Equity &<br>Venture Capital<br>Funds | Canada      | https://www.did.qc<br>.ca/en/          |
| 72.DOB Equity  cub  equity   | DOB Equity is a family backed impact fund investing in socially responsible businesses across sectors in East Africa.  From the late nineties the family started pursuing social activities globally with a mission to combine entrepreneurship with impact, the foundation for what DOB is doing now.   | 1997            | Private Equity &<br>Venture Capital<br>Funds | EU          | http://www.dobequ<br>ity.nl/           |
| 73.DOEN Foundation STICHTING DOEN THE PROCESS OF TH | The DOEN Foundation's ambition is to help build a sustainable world in which everyone can participate. DOEN promotes sustainable, cultural and social pioneers. DOEN receives its revenues from the Dutch Postcode Lottery, the BankGiro Lottery and the Friends Lottery.  | 1991            | Development<br>Finance<br>institutions       | Netherlands | https://www.doen.<br>nl/what-we-do.htm |
| 74.ECHOVC PARTNERS   | choVC Partners is a seed and early stage venture capital firm focused on financing and cross-pollinating leading technologies, teams, business models and knowledge across North America, Africa and SE Asia.  | 2011            | Private Equity &<br>Venture Capital<br>Funds | Africa      | www.echovc.com                         |
| 75. Ecobank<br>Transnational  Ecobank  The Pan African Bank  | Ecobank Transnational is a modern pan-African financial institution providing financial solutions. Ecobank Transnational Incorporated (ETI), a public limited liability company, was established as a bank holding company in 1985 under a private sector initiative spearheaded by the Federation of West African Chambers of Commerce and Industry with the support of the Economic Community of West African States (ECOWAS). | 1985            | Institutional<br>Investors                   | Africa      | www.ecobank.co<br><u>m</u>             |

| Company                                     | Description   | Year<br>Founded | Classification                               | Based in | Website   |
|---|---|-----------------|--|----------|---|
| 76.EcoEnterprises Fund  EcoEnterprises Fund | EcoEnterprises Fund is a impact investor offers tailored growth capital and strategic guidance to innovative impact businesses. EcoEnterprises Fund offers tailored growth capital and strategic guidance to innovative impact businesses in order to scale and optimize their financial, environmental and social performance. | 2012            | Private Equity &<br>Venture Capital<br>Funds | Brazil   | https://ecoenterpri<br>sesfund.com/   |
| 77.Endeavor Global                          | Endeavor is a non-profit organization that supports high-impact entrepreneurs around the world.It operates with a mission to lead the global movement to catalyze long-term economic growth by selecting, mentoring, and accelerating the best high-impact entrepreneurs around the world.                                      | 1997            | Private Equity &<br>Venture Capital<br>Funds |          | https://endeavor.o<br>rg/   |
| 78.Energy Access Ventures                   | Energy Access distribute and finance solar home systems for low-income households in rural and peri-urban areas.  | N/A             | Private Equity &<br>Venture Capital<br>Funds | EU       | www.eavafrica.co<br><u>m</u>  |
| 79.ENGIE                                    | ENGIE E&P is a European oil and gas company building on over 50-year experience. ENGIE E&P produces hydrocarbons and energises the lives.   | 2004            | Private Equity &<br>Venture Capital<br>Funds | EU       | https://www.engie.<br>com/en/commitme<br>nts/providing-sust<br>ainable-energy-ac<br>cess-for-all/rasse<br>mbleurs-denergies |
| 80. Equity Bank                             | Equity Bank offers a full range of financial solutions, including online and mobile banking, commercial loans, consumer banking, and mortgage loans, treasury management service, the best solutions for your business, and absolutely zero ATM fees, anywhere.   | 2002            | Institutional<br>Investors                   | USA      | www.equitybank.c<br>om/   |

| Company                     | Description  | Year<br>Founded | Classification                               | Based in   | Website                            |
|-----------------------------|--|-----------------|--|------------|------------------------------------|
| 81.Fanisi Capital FANISI    | Fanisi Capital invests in competitive and sustainable businesses, focusing on agribusiness, healthcare, and financial services. Fanisi Venture Capital Fund S.C.A., SICAV-SIF is a US50M fund which makes direct investments (private equity and venture capital) in businesses with potential for substantial growth. Fanisi Capital was founded in 2009 by the Norwegian Investment Fund for Developing Countries (Norfund) and Amani Capital Limited. | 2009            | Private Equity &<br>Venture Capital<br>Funds | EU         | www.fanisi.com/                    |
| 82.FIE Gran Poder           | FIE Gran Poder is the one of the largest microfinance institutions in Argentina with a loan portfolio of USD 15 million and 8,000 clients. FIE GP gives small and microentrepreneurs access to financial services products that would otherwise be excluded from the Argentinian financial services institutions.  | 2001            | Institutional<br>Investors                   | Costa Rica | http://www.fiegran<br>poder.com.ar |
| 83.FinnFund FINNFUND        | Finnfund is a Finnish development finance company that provides long-term risk capital for private projects in developing countries. Apart from co-investing with Finnish companies they can finance ventures that use Finnish technology, cooperate with Finnish partners on a long-term basis or generate major environmental or social benefits.  | 1980            | Private Equity &<br>Venture Capital<br>Funds | EU         | https://www.finnfu<br>nd.fi/       |
| 84.Finnovista               | Finnovista is an impact platform that accelerates the development of technology companies by improving access to digital finance.  | 2015            | Private Equity &<br>Venture Capital<br>Funds | EU         | https://www.finnov<br>ista.com/    |
| 85.First City Monument Bank | First City Monument Bank (FCMB) Ltd is a full service banking group, headquartered in Lagos, Nigeria with the vision to be the Premier Financial Services Group of African origin.   | 1982            | Institutional<br>Investors                   | Africa     | www.fcmb.com/                      |

| Company                              | Description   | Year<br>Founded | Classification                               | Based in | Website                           |
|--------------------------------------|---|-----------------|--|----------|-----------------------------------|
| 86.Fledge                            | Fledge5 (Autumn 2014) is a business incubator and program that assists entrepreneurs with startup development and innovation development. It provides entrepreneurs with a program of 10 weeks. It provides them with guidance, education, and a large and growing network of support from past fledglings and hundreds of mentors.                               | 2012            | Private Equity &<br>Venture Capital<br>Funds | USA      | fledge.co/                        |
| FMO Entrepreneurial Development Bank | FMO is the Dutch development bank. We invest in over 85 countries, supporting jobs and income generation in order to improve people's lives in the parts of the world where we can make the biggest difference. Our role extends beyond financing, as we help businesses to operate and grow transparently in an environmentally and socially responsible manner. | 1970            | Private Equity &<br>Venture Capital<br>Funds | EU       | www.fmo.nl                        |
| 88.Gatsby Charitable Foundation      | The Gatsby Charitable Foundation is an endowed grant-making trust established in 1967 by David Sainsbury which acts as the enabler for projects across a small number of selected fields.   | 1967            | Private<br>Foundations                       | UK       | http://www.gatsby.<br>org.uk/     |
| 89. Gema Ventures                    | They are a startup accelerator that aims to bring innovative solutions to the corporate market. They provide seed capital and an unprecedented acceleration program, including administrative and commercial support, essential to generate sustainable businesses.   | 2014            | Private Equity &<br>Venture Capital<br>Funds | Brazil   | www.gemaventure<br>s.com/?lang=en |
| 90.Gera Venture Capital              | They invest in high potential entrepreneurs with the dual objective of creating substantial impact on education while delivering attractive financial results.  | 2010            | Private Equity &<br>Venture Capital<br>Funds | Brazil   | www.geraventure.<br>com.br/       |

| Company   | Description   | Year<br>Founded | Classification                               | Based in   | Website                             |
|---|---|-----------------|--|------------|-------------------------------------|
| 91.Global Partnerships  Global PARTNERSHIPS           | Global Partnerships is an impact-first investor dedicated to expanding opportunity for people living in poverty. Impact-first investing means investing in a way that seeks the highest possible social impact, while seeking to preserve capital with a modest financial return for investors.   | 1994            | Private Equity &<br>Venture Capital<br>Funds |            | https://globalpartn<br>erships.org/ |
| 92.Goodwell  goodwell invest/with impact              | Goodwell Investments provides (early stage) growth capital and hands-on support to providers of basic goods and services for the majority world in sub-Saharan Africa and India. They invest in enterprises that are financially sustainable, scalable and that deliver investors significant financial returns accompanies by serious social impact  | 2006            | Private Equity &<br>Venture Capital<br>Funds | EU         | goodwell.nl/                        |
| 93.Government Employees Pension Fund of South Africa  | The Government Employees Pension Fund (GEPF) is Africa's largest pension fund.  | 1996            | Institutional<br>Investors                   | Africa     | www.gepf.gov.za/                    |
| 94.Grameen<br>Capital                                 | Grameen Capital is a first-of-its-kind financial advisory firm with a mandate to catalyze inclusive growth and facilitate capital market access for impact-focused enterprises across sectors.  | 2007            | Private Equity &<br>Venture Capital<br>Funds | India      | www.grameencapi<br>tal.in/          |
| 95.Grassroots Business Fund  GRASSROOTS BUSINESS FUND | With support from over a dozen governments, foundations and private individuals, GBF successfully closed a \$49,000,000 private investment fund and have raised an additional \$12,000,000 in grants from donors to benefit the non-profit arm of GBF. This positions us well to pursue our mission to build and support High Impact Businesses, while also generating a financial return to the private investment fund. | 2008            | Private Equity &<br>Venture Capital<br>Funds | <u>USA</u> | www.gbfund.org                      |

| Company                                     | Description  | Year<br>Founded | Classification                               | Based in | Website                             |
|---|--|-----------------|--|----------|-------------------------------------|
| 96.GrayMatters Capital  GRAYMATTERS CAPITAL | Gray Matters Capital, an impact investing enterprise, funds business models that benefit underserved populations in developing countries.  | 2006            | Private Equity &<br>Venture Capital<br>Funds | USA      | graymatterscap.co<br>m/             |
| 97 <b>GroFin</b> GroFin                     | GroFin is an innovative development financier assiting entrepreneurs with appropriate finance and value-adding business support  | 2004            | Private Equity &<br>Venture Capital<br>Funds |          | www.grofin.com                      |
| 98. Hayaat Group  HAYAAT GROUP              | Hayaat Group is a group that makes investments in sectors such as real estate, oil & gas, education & healthcare, and a few other areas.   | N/A             | Private Equity &<br>Venture Capital<br>Funds |          | https://www.hayaa<br>tgroup.com/    |
| 99. <b>Heart Capital</b> heartcapital       | Build vocational villages for previously disadvantaged people to learn how to lift themselves out of poverty into the mainstream economy and become property owners through the power of entrepreneurship.   | N/A             | Private Equity &<br>Venture Capital<br>Funds | Africa   | https://www.heartc<br>apital.co.za/ |
| 100.Heirs Holdings Heirs Holdings           | A pan-African proprietary investment company driving Africa's development. Heirs Holdings is a family owned investment company committed to improving lives and transforming Africa. Their portfolio spans the power, oil and gas, financial services, hospitality, real estate and healthcare sectors, operating in twenty-three countries worldwide. | 1992            | Private Equity &<br>Venture Capital<br>Funds | Africa   | www.heirsholding<br>s.com/          |

| Company   | Description   | Year<br>Founded | Classification                               | Based in | Website                          |
|---|---|-----------------|--|----------|----------------------------------|
| 101. <b>HFC Bank</b>  | HFC Bank Limited, a subsidiary of Republic Bank Limited of Trinidad & Tobago, is a leading Universal Banking Institution in Ghana.  | 1990            | Institutional<br>Investors                   | Africa   | www.hfcbank.com<br>.gh           |
| 102.Hinduja Leyland Finance                                 | Hinduja Leyland Finance Ltd (HLF) was incorporated in the year 2008 and is registered as a non-deposit taking NBFC with Reserve Bank of India. It is one of India's leading non-banking finance companies spread across 19 states pan-India.  | 2008            | Private Equity &<br>Venture Capital<br>Funds | India    | hindujaleylandfina<br>nce.com/   |
| 103.I&P Investment Company  INVESTISSEURS & PARTENAIRES     | Investisseurs & Partenaires (I&P) is an impact investing group fully dedicated to Sub-Saharan Africa. I&P gathers four impact funds representing €125 million and has supported about 80 small and medium enterprises based in 15 Sub-Saharan African countries.  | 2002            | Private Equity &<br>Venture Capital<br>Funds | EU       | http://www.ietp.co<br>m/en       |
| 104.IFC  International Finance Corporation WORLD BANK GROUP | International Finance Corporation is a private equity and venture capital subsidiary focused on the private sector in developing countries. IFC helps companies and financial institutions in emerging markets create jobs, generate tax revenues, improve corporate governance and environmental performance, and contribute to their local communities. | 1956            | Private Equity &<br>Venture Capital<br>Funds | USA      | www.ifc.org                      |
| 105.lgnia   | IGNIA is an early-to-late stage venture capital firm that invests in innovative solutions for the emerging middle class in Mexico.IGNIA is a Mexico based early-to-late stage venture capital firm that invests in innovative solutions for the emerging middle class, representing 70% of the population.  | 2007            | Private Equity &<br>Venture Capital<br>Funds | Mexico   | http://www.ignia.c<br>om.mx/bop/ |

| Company  | Description  | Year<br>Founded | Classification                               | Based in | Website                               |
|--|--|-----------------|--|----------|---------------------------------------|
| 106.IL&FS Investment Managers △ILAFS                                       | IL&FS Investment Managers is an India-based fund management company that invests in infrastructure solutions providing businesses.   | N/A             | Private Equity &<br>Venture Capital<br>Funds | India    | www.ilfsinvestmen<br>tmanagers.com    |
| 107.Impact America Fund  Impact America Fund Enhancing The Quality of Life | Impact America Fund is an investment company that funds market opportunities which use technology to enhance the lives of all Americans. Technology, combined with a deep understanding of low-to-moderate income community needs, is at the core of our investment strategy.  | 2014            | Private Equity &<br>Venture Capital<br>Funds | USA      | http://www.impact<br>americafund.com/ |
| 108.InfraCo Africa  InfraCo  AFRICA  | InfraCo Africa may invest in infrastructure projects in these sectors and in these sub-Saharan African countries. InfraCo seeks to fund and develop projects in sectors or geographies where the private sector would not otherwise work at such an early stage, seeking to exit its projects to private sector developers/financiers once project viability has been demonstrated, normally at or shortly before financial close. | 2004            | Private Equity &<br>Venture Capital<br>Funds | UK       | http://www.infraco<br>africa.com/     |
| 109.Injaro Agricultural Capital Holdings Ltd.  injaro                      | Injaro Agricultural Capital Holdings Ltd. (Injaro) has been established with the aim of carrying out investment activities for advancing the social objectives of alleviating poverty and revitalizing distressed regions in West Africa. Injaro makes investments in debt, quasi-equity, and equity in small-and medium-sized enterprises along the agricultural value chain in designated countries of West Africa.              | 2009            | Private Equity &<br>Venture Capital<br>Funds | Africa   | http://www.iachl.c<br>om/             |
| 110.Intellecap  intellecap   | Intellecap is a social sector advisory firm serving corporations, non-profits, development agencies, and governments.  | 2002            | Private Equity &<br>Venture Capital<br>Funds | USA      | www.intellecap.co<br>m/               |

| Company  | Description  | Year<br>Founded | Classification                               | Based in     | Website  |
|--|--|-----------------|--|--------------|--|
| 111.Inter-America n Development Bank (IDB) Inter-American Development Bank | It is the leading source of development financing for Latin America and the Caribbean, with a strong commitment to achieve measurable results, increased integrity, transparency and accountability.   | 1959            | Institutional<br>Investors                   | USA          | http://www.iadb.or<br>g/en/inter-america<br>n-development-ba<br>nk,2837.html |
| 112.International Housing Solutions  International Housing Solutions       | International Housing Solutions is a community infrastructure provider of energy efficient, affordable residential developments. The company recognizes the need to not only create viable housing projects, but also to provide broader community infrastructure with easy access to schools, shops and work opportunities, thereby improving the quality of life of the residents.           | N/A             | Private Equity &<br>Venture Capital<br>Funds | South Africa | http://www.ihsinve<br>stments.co.za/   |
| 113.Inversor   | Corporacion Inversor is a venture capital and private equity firm specializing in early venture, mid venture, growth capital, industry consolidation, mezzanine, and buyout investments. The investor is formed on the initiative of ten founders and three cooperating allies, who provided experience and knowledge to create an asset management model that positively affects the country. | 2009            | Private Equity &<br>Venture Capital<br>Funds | Colombia     | http://www.inverso<br>r.org.co/  |
| 114.Invested Development   | Invested Development is an investment management company that provides financing for technology startups. It provides seed funding for mobile, ICT, alternative energy, and agricultural technology startups. It launched the BSP Fund in 2011, a seed-stage equity fund for the industries mentioned above.   | 2009            | Private Equity &<br>Venture Capital<br>Funds | USA          | http://investeddev<br>elopment.com/  |
| 115.Iroquois<br>Valley Farmland<br>REIT, PBC                               | Iroquois Valley Farmland REIT is a restorative farmland finance company providing land access to organic family farmers, with a focus on the next generation.  | 2007            | Private Equity &<br>Venture Capital<br>Funds | USA          | https://iroquoisvall<br>eyfarms.com/   |

| Company  | Description  | Year<br>Founded | Classification                               | Based in | Website                            |
|--|--|-----------------|--|----------|------------------------------------|
| 116.Jacana Partners                                | Jacana Partners is a pan-African private equity company that invests in entrepreneurs, builds successful small-to-medium sized enterprises   | 1997            | Private Equity &<br>Venture Capital<br>Funds | Africa   | www.jacanapartne<br>rs.com         |
| J.P.Morgan   | J.P. Morgan is a leader in financial services, offering solutions to clients in more than 100 countries with one of the most comprehensive global product platforms available. We have been helping our clients to do business and manage their wealth for more than 200 years. Our business has been built upon our core principle of putting our clients' interests first. | 1871            | Institutional<br>Investors                   | USA      | www.jpmorgan.co<br><u>m</u>        |
| 118.JS Private Equity  Jahangir Siddiqui & Co.Ltd. | Jahangir Siddiqui & Co. Ltd. (JSCL) is primarily an investment company in financial services and also makes long term investments in growing companies in Pakistan. In financial services, its investments cover all sectors including asset management, commercial banking, investment banking, Islamic banking, securities brokerage and insurance.                        | 2006            | Private Equity &<br>Venture Capital<br>Funds | Pakistan | www.js.com/privat<br>e-equity/     |
| 119.KOIS INVEST KOIS INVEST                        | Kois Invest is a private equity firm specializing in direct and fund of fund investments. The firm primarily invests in the health, educations and living environment sectors.   | 2010            | Private Equity &<br>Venture Capital<br>Funds | EU       | https://www.koisin<br>vest.com/    |
| 120.LeapFrog Investments  LEAPFROG INVESTMENTS     | LeapFrog Investments is a private equity firm that specializes in investments in growth-stage and expansion. It does not invest in green-fields or startups.   | 2007            | Private Equity &<br>Venture Capital<br>Funds | Africa   | http://www.leapfro<br>ginvest.com/ |

| Company  | Description  | Year<br>Founded | Classification                               | Based in    | Website                       |
|--|--|-----------------|--|-------------|-------------------------------|
| 121.Lemelson Foundation  The Lemelson Foundation Improving lives through invention | The Lemelson Foundation uses the power of invention to improve lives, by inspiring and enabling the next generation of inventors and invention-based enterprises to promote economic growth in the US, and social and economic progress for the poor in developing countries. Established by prolific US inventor Jerome Lemelson and his wife Dorothy in the early 1990's, and led by the Lemelson family.      | 1993            | Private<br>Foundations                       | USA         | https://www.lemel<br>son.org/ |
| 122.LGT Venture Philanthropy Foundation  | LGT Venture Philanthropy is an impact investor supporting organizations with outstanding social and environmental impact. Our team in six continents strives to increase the sustainable quality of life of less advantaged people by inspiring clients for active philanthropy, providing individualized philanthropic advice and investment implementation. Our broad range of clients benefits from the exper | 2007            | Private<br>Foundations                       | Switzerland | https://www.lgtvp.<br>com/en/ |
| 123.MacArthur Foundation  MacArthur Foundation                                     | The John D. and Catherine T. MacArthur Foundation supports creative people and effective institutions committed to building a more just, verdant, and peaceful world. In addition to selecting the MacArthur Fellows, the Foundation works to defend human rights, advance global conservation and security, make cities better places, and understand how technology is affecting children and society.         | 1978            | Private<br>Foundations                       | USA         | https://www.macfo<br>und.org/ |
| 124. <b>ManoCap</b> ManoCap  | ManoCap is a private investment firm that has been making debt and equity investments in small and mid-cap enterprises in West Africa for over 8 years   | 2005            | Private Equity &<br>Venture Capital<br>Funds | Africa      | http://www.manoc<br>ap.com    |
| 125.MCE Social Capital mce social capital  | MCE Social Capital is a nonprofit impact investing firm that uses a pioneering loan guarantee model to generate economic opportunities for hundreds of thousands of people.  | 2006            | Private Equity &<br>Venture Capital<br>Funds | USA         | www.mcesocap.or               |

| Company  | Description  | Year<br>Founded | Classification                               | Based in     | Website                                |
|--|--|-----------------|--|--------------|--|
| 126.Menterra Venture Advisors  **MENTERRA MPACT AT SCALE         | They support early stage impact-focused enterprises operating in India with risk capital, mentoring, talent, advice and incubation services.  Social problems need entrepreneurs with big, bold, game-changing solutions.  | 2015            | Private Equity &<br>Venture Capital<br>Funds | India        | www.menterra.co<br>m/                  |
| 127.Mergence Investment Managers  MERGENCE INVESTMENT MANAGERS   | Mergence Investment Managers is an independent majority black-owned boutique asset management company. We provide investment management services for institutional and individual investors within southern Africa (SADC). Our investments -both Listed and Unlisted – span equity multi-asset class funds, infrastructure, debt and private equity.                     | 2004            | N/A  | South Africa | http://www.merge<br>nce.co.za/         |
| 128.MicroVest Capital Management  MICROVEST PURPOSEFUL INVESTING | MicroVest is an asset management firm that offers investors a unique global investment opportunity. Founded in 2003, MicroVest is an asset management firm that offers investors a unique global investment opportunity.   | 2003            | Private Equity &<br>Venture Capital<br>Funds | USA          | https://microvestfu<br>nd.com/         |
| 129.Miller Center for Social Entrepreneurship                    | Miller Center for Social Entrepreneurship accelerates global innovation and entrepreneurship to impact the lives of 1 billion poor by 2020.  | 1997            | Private Equity &<br>Venture Capital<br>Funds | USA          | http://www.scu.ed<br>u/millercenter    |
| 130.MOV Investimentos  | Founded in 2012, MOV is a Brazilian impact investing fund manager. Their mission is to invest in and co-create innovative companies that generate opportunities to vulnerable populations and/or promote sustainable use of natural resources. They aim to be a relevant and inspiring agent in the process of transitioning into a more harmonious and balanced living. | 2012            | Private Equity &<br>Venture Capital<br>Funds | Brazil       | http://movinvestim<br>entos.com.br/en/ |

| Company   | Description   | Year<br>Founded | Classification                               | Based in | Website                              |
|---|---|-----------------|--|----------|--------------------------------------|
| 131.National Investment Bank Limited              | The National Investment Bank (NIB) is Ghana's first development bank. It was established in 1963 primarily to promote rapid industrialization in all sectors of Ghanaian economy. To execute its mandate, the Bank has undergone management, institutional and financial restructuring.   | 1963            | Institutional<br>Investors                   | Africa   | https://nib-ghana.c<br>om/           |
| 132.NESsT   | NESsT develops sustainable social enterprises that solve critical social problems. NESsT invests in social enterprises that generate dignified jobs for people most in need. They use an engaged approach providing tailored financing and one-on-one business development support to social entrepreneurs in emerging markets.   | 1997            | Private Equity &<br>Venture Capital<br>Funds | EU       | http://www.nesst.o                   |
| 133.New Ventures Mexico                           | New Ventures is a platform that finances and promotes businesses accelerates social and environmental impact.   | 2000            | Private Equity &<br>Venture Capital<br>Funds | Mexico   | nvgroup.org/                         |
| 134.Norfund Norfund                               | Norfund is an active, strategic minority investor. They offer risk capital and expertise to help building sustainable businesses in poor countries.  Norfund aim to invest in countries where they can have the greatest impact. In countries where the private sector is weak and access to capital is scarce. This is primarily in Sub-Saharan Africa, but also in some countries in South East Asia and Central America. | 1998            | Private Equity &<br>Venture Capital<br>Funds | EU       | https://norfund.no/                  |
| 135.Novastar<br>Ventures<br>NOVASTAR <sup>+</sup> | Novastar is a venture catalyst firm assisting the next generation of exceptional entrepreneurs serving East Africa's aspiring mass market.  | 2013            | Private Equity &<br>Venture Capital<br>Funds | Africa   | http://www.novast<br>arventures.com/ |

| Company  | Description  | Year<br>Founded | Classification                               | Based in | Website   |
|--|--|-----------------|--|----------|---|
| 136.Investment Fund for Health in Africa INVESTMENT FUNDS FOR HEALTH IN AFRICA | Investment Fund for Health in Africa specializes in in growth capital and buy out investments. It prefers to invest in healthcare companies in Africa, especially Sub-Saharan, with a focus on care provisioning, health insurance, healthcare products manufacturing, wholesale and distribution of healthcare products, and supporting industries. | 2007            | Private Equity &<br>Venture Capital<br>Funds | EU       | http://www.ifhafun<br>d.com/  |
| 137. Oasis Capital  oasiscapital  Growth & Venture Capital Fund Managers       | Oasis Capital, a growth and venture capital firm. Oasis Capital Ghana Limited was established in February 2009 under the laws of the Republic of Ghana as a growth and venture capital fund manager. They seek to provide risk capital in the form of equity, quasi-equity and profit-sharing facilities to entrepreneurial businesses in Africa.    | 2009            | Private Equity &<br>Venture Capital<br>Funds | Africa   | http://oasiscapitalg<br>hana.com/                                     |
| 138. <b>OeEB</b>   | OeEB was founded in March 2008 as the development bank of the Republic of Austria. With a public mandate we work for better living conditions in developing countries.   | 2008            | Institutional<br>Investors                   | EU       | https://www.oe-eb.<br>at/en/  |
| 139.OIKO CREDIT  | Oikocredit is a worldwide cooperative and social investor, providing credit and equity to microfinance institutions. Oikocredit is guided by the principle of empowering people. Their experience proves that the most effective and sustainable means of assisting those in need is providing an opportunity to help themselves.                    | 1975            | Institutional<br>Investors                   | EU       | https://www.oikocr<br>edit.coop/                                      |
| 140.Omidyar Network  UN OMIDYAR NETWORK  | Omidyar Network is a private equity and venture capital firm specializing in seed, startup, growth stage, early, and mid venture investments. Pierre Omidyar, the founder of eBay, and his wife, Pam, established Omidyar Network based on the belief that every person has the potential to make a difference.                                      | 2004            | Private Equity &<br>Venture Capital<br>Funds | USA      | https://www.omidy<br>ar.com/investees/<br>song-investment-c<br>ompany |

| Company                                      | Description   | Year<br>Founded | Classification                               | Based in | Website                      |
|--|---|-----------------|--|----------|------------------------------|
| 141.Omnivore Partners  OMNIVORE PARTNERS     | Omnivore Partners is a venture fund investing in early stage agricultural technology ("agtech") companies in India. Omnivore supports agtech businesses that are developing solutions to improve farm productivity, support agricultural sustainability, and modernize agribusiness supply chains.  | 2010            | Private Equity &<br>Venture Capital<br>Funds | India    | www.omnivore.vc              |
| 142.OPIC  OPIC                               | The Overseas Private Investment Corporation (OPIC) is a self-sustaining U.S. Government agency that helps American businesses invest in emerging markets. Established in 1971, OPIC provides businesses with the tools to manage the risks associated with foreign direct investment, fosters economic development in emerging market countries, and advances U.S. foreign policy and national security priorities. | 1971            | Development<br>Finance<br>institutions       | USA      | http://www.opic.go           |
| 143.Palladium<br>Group                       | Palladium develops and delivers solutions that have positive impacts for communities, businesses, societies and economies.Palladium is a global impact firm, working to link social progress and commercial growth.   | 1998            | Private Equity &<br>Venture Capital<br>Funds | EU       | thepalladiumgroup<br>.com/   |
| 144.PanAfrican Investment                    | PanAfrican Investment is a private investment firm focused on the growth and development of companies in sub-Saharan Africa.  | 2012            | Private Equity &<br>Venture Capital<br>Funds | USA      | http://picinvest.co<br>m/    |
| 145.Pearson Affordable Learning Fund Pearson | Pearson Education operates as a media and education company that offers a wide range of services to its customers. Pearson Education operates as a media and education company in the United Kingdom, other European countries, the United States, Canada, Asia Pacific, and internationally.   | 1998            | Private Equity &<br>Venture Capital<br>Funds | UK       | https://www.pears<br>on.com/ |

| Company   | Description  | Year<br>Founded | Classification                               | Based in | Website                                      |
|---|--|-----------------|--|----------|--|
| 146.Performa Investimentos  performa  investimentos               | Performa Investimentos is an investment management company specialized in Venture Capital and Private Equity investments in Brazil.  | 2005            | Private Equity &<br>Venture Capital<br>Funds | Brazil   | http://www.perfor<br>mainvestimentos.c<br>om |
| 147.Phatisa Fund Managers Limited                                 | Phatisa is a private equity and venture capital arm of The Phatisa Group specializing investments in management buy-outs and buy-ins, expansions, acquisitions, refinancings, and start-up new ventures in small and medium sized enterprises (SME).   | 2005            | Private Equity &<br>Venture Capital<br>Funds |          | http://www.phatisa<br>.com/                  |
| pipa  | Their goal is to support entrepreneurs that are truly committed to creating high-impact businesses that generate They do this through combined knowledge, network and years of experience in strategy, marketing, technology, branding and other areas.  | 2012            | Private Equity &<br>Venture Capital<br>Funds | Brazil   | http://www.pipa.vc                           |
| 149.Polymath Ventures   | Polymath is a company builder designed for emerging economies, currently headquartered in Colombia Polymath Ventures is a company builder for emerging markets, creating high-impact businesses - from scratch - to grow massively across Latin America. Polymath builds businesses that can grow massively across Latin America. All businesses currently operate in Bogotá, Colombia, with some scaling across other Colombian cities. | 2011            | Private Equity &<br>Venture Capital<br>Funds | Colombia | https://polymathv.<br>com/                   |
| 150. Proparco  -PROPARCO GROUPE AGENCE FRANÇAISE DE DÉVELOPPEMENT | Proparco is devoted to private sector funding in the sustainable development sector.   | 1977            | Private Equity &<br>Venture Capital<br>Funds | EU       | www.proparco.fr/fr                           |

| Company   | Description  | Year<br>Founded | Classification                               | Based in | Website                               |
|---|--|-----------------|--|----------|---------------------------------------|
| 151.Qualcomm<br>Ventures<br>Qualcomm<br>ventures            | Qualcomm Ventures makes investments in startups develo r Qualcomm Inc.   | 2000            | Private Equity &<br>Venture Capital<br>Funds | USA      | https://qualcommv<br>entures.com/     |
| -   | The mission of REGMIFA is to foster economic development and prosperity as well as employment creation, income generation and poverty alleviation in Sub-Saharan Africa (SSA) through the provision of innovative financial products and, to the extent necessary, technical assistance support to eligible Partner Lending Institutions (PLIs) which serve micro-entrepreneurs and small and medium sized businesses (MSMEs). | 2010            | Private Equity &<br>Venture Capital<br>Funds | Africa   | http://www.regmifa<br>.com/           |
| 153.Responsabilit<br>y<br>responsAbility                    | ResponsAbility Investments is an asset managers in the field of development.   | 2003            | Private Equity &<br>Venture Capital<br>Funds | EU       | https://www.respo<br>nsability.com/en |
| 154.RISE  | The Rise Fund is committed to achieving social and environmental impact alongside financial returns. They seek to partner with creative entrepreneurs and build successful businesses that drive meaningful, measurable positive change.   | 2016            | Private Equity &<br>Venture Capital<br>Funds | USA      | therisefund.com/                      |
| 155.Rockefeller<br>Brothers Fund  Rockefeller Brothers Fund | The Rockefeller Brothers Fund (RBF) operates six grantmaking programs to promote social change that contributes to a more just, sustainable, and peaceful world. Democratic Practice, Peace building, and Sustainable  | 1940            | Private Equity &<br>Venture Capital<br>Funds | USA      | http://www.rbf.org/                   |

| Company  | Description  | Year<br>Founded | Classification                                    | Based in | Website                                   |
|--|--|-----------------|---|----------|---|
| 156.Rockefeller Foundation  Rockefeller Rockefeller Foundation | The Rockefeller Foundation strives to catalyze and scale transformative innovations, create unlikely partnerships that span sectors, and take risks others cannot.   | 1913            | Private<br>Foundations                            | USA      | https://www.rockef<br>ellerfoundation.org |
| 157.Root Capital   | Root Capital grows rural prosperity by investing in small and growing agricultural businesses that build sustainable livelihoods. Root Capital is a nonprofit social investment fund that grows rural prosperity in poor, environmentally vulnerable places in Africa and Latin America by lending capital, delivering financial training, and strengthening market connections for small and growing agricultural businesses. | 1999            | PE&VCPrivate<br>Equity & Venture<br>Capital Funds | USA      | https://rootcapital.<br>org/              |
| 158.Sançam Ventures Sangam Tory   Toronto   Toronto            | Sangam Ventures is a seed and early stage venture fund that invests to improve access to sustainable energy and resource productivity solutions for the underserved in India.  | 2015            | PE&VCPrivate<br>Equity & Venture<br>Capital Funds | India    | www.sangam.vc/                            |
| 159.Sarona Asset Management SARONA                             | Sarona Asset Management Inc. is the private equity arm of Mennonite Economic Development Associates specializing in direct as well as fund of funds investment. Within fund of funds, it seeks to invest in private equity funds and private debt funds that invest in profitable, growth-stage companies that invest in small and medium enterprises.   | 1953            | PE&VCPrivate<br>Equity & Venture<br>Capital Funds | USA/EU   | https://www.saron<br>afund.com/           |
| 160.Sembrador<br>Capital                                       | Sembrador Capital de Riesgo S.A is a venture capital firm specializing in investments in agribusiness. The firm prefers to invest in companies based in Chile. It typically exits its investments through a sale to the existing management team or sale to a strategic or another financial investor.   | 2004            | PE&VCPrivate<br>Equity & Venture<br>Capital Funds | Chile    | www.sembrador.cl                          |

| Company                                  | Description   | Year<br>Founded | Classification                               | Based in | Website                                       |
|--|---|-----------------|--|----------|---|
| 161.Shell Foundation  SHELL FOUNDATION   | Shell Foundation is an independent charity established by the Shell Group in 2000 to create and scale new solutions to global development challenges. They apply business thinking to major social and environmental issues linked to the energy sector – and seek to leverage the skills and networks of Shell where possible to deliver greater development impact. | 2000            | Private<br>Foundations                       | UK       | http://www.shellfo<br>undation.org/           |
| 162.SIC Insurance Company Ltd            | SIC Insurance Company Limited engages in the provision of non-life insurance products in Ghana. The company operates in four segments: Motor, Marine & Aviation, Fire, and Accident.  | 1962            | Private Equity &<br>Venture Capital<br>Funds |          | http://www.sic-gh.<br>com/                    |
| 163. Sierra Investment Management SIERRA | Today, Sierra and its affiliates manage or advise over \$3.2 billion in assets for conservative clients.  | 1987            | Private Equity &<br>Venture Capital<br>Funds |          | https://www.sierrai<br>nvestment.com/         |
| 164.Skoll Foundation                     | The Skoll Foundation invests in social entrepreneurs through its flagship award program, the Skoll Awards for Social Entrepreneurship . Jeff Skoll created the Skoll Foundation in 1999 to pursue his vision of a sustainable world of peace and prosperity.  | 1999            | Private<br>Foundations                       | USA      | http://www.skollfo<br>undation.org/abou<br>t/ |
| 165. <b>Skye Bank</b> Skye Bank          | Skye Bank Plc provides various banking products and services. It operates through three segments: Retail Banking, Commercial Banking, and Treasury, Corporate and Investment Banking.   | 2006            | Institutional<br>Investors                   | Africa   | https://www.skyeb<br>ankng.com/               |

| Company   | Description   | Year<br>Founded | Classification                               | Based in | Website                                       |
|---|---|-----------------|--|----------|---|
| 166. Sonibank  SONIBANK SOCIETE NIGERIENNE DE BANQUE  | Societe Nigerienne de Banque SA operates a commercial bank. The Company provides banking and financial services to customers located in Niger.  | 1990            | Institutional<br>Investors                   | Africa   | https://www.sonib<br>ank.com/Sonibank<br>New/ |
| 167. Sorenson Impact Fund  SORENSON IMPACT FOUNDATION | Student Associates conduct value-add projects and investment research for leading impact investment funds The mission and purposes of the James Lee Sorenson Global Impact Investing Center (SGII Center) are to accelerate and advance the understanding and application of principles of free enterprise to create scalable and sustainable, global societal change.              | 2013            | Private Equity &<br>Venture Capital<br>Funds | USA      | sorensonimpactfo<br>undation.org/             |
| 168.SOVEC Fund  | invest in Small and Medium-sized enterprises in Africa. SMEs are crucial for creating a middle class. They therefore strongly believe that by empowering SMEs, contribute to sustainable economic development.  | 2007            | Private Equity &<br>Venture Capital<br>Funds | EU       | http://www.sovec.<br>nl/                      |
| 169. Sovereign's Capital Sovereign's                  | Sovereign's Capital provides growth capital for consumer SaaS, B2B tech, healthcare IT, and med devices.  | 2012            | Private Equity &<br>Venture Capital<br>Funds | USA      | https://sovereigns<br>capital.com/            |
| 170. SSNIT  | The Social Security and National Insurance Trust (SSNIT) is a statutory public Trust charged under the National Pensions Act 2008 Act 766 with the administration of Ghana's Basic National Social Security Pension Scheme and to cater for the First Tier of the contributory three-tier scheme. The Trust is currently the largest non-bank financial institution in the country. | 1965            | Private Equity &<br>Venture Capital<br>Funds | Africa   | https://www.ssnit.<br>org.gh/                 |

| Company   | Description  | Year<br>Founded | Classification                               | Based in | Website                          |
|---|--|-----------------|--|----------|----------------------------------|
| 171.Stanbic IBTC Bank  Stanbic IBTC  A member of Standard Bank Group              | Stanbic IBTC Bank offers all our clients a wide range of personal and commercial banking products through over 180 branches spread across every state in Nigeria and our online banking platforms.   | 2012            | Institutional<br>Investors                   | Africa   | www.stanbicibtcba<br>nk.com      |
| 172.StartUp Chile ST>RT-UPCHILE   | Start-Up Chile (SUP) is a public startup accelerator created by the Chilean Government for high-potential entrepreneurs to bootstrap their startups and use Chile as a foundation. Today, Start-Up Chile is the leading accelerator in LATAM, among the TOP 10 globally, and one of the biggest and most diverse startup communities in the world. Start-Up Chile has been a global game changer. After it was created, 50 countries followed suit and created similar programs. | 2010            | Private Equity &<br>Venture Capital<br>Funds | Chile    | http://startupchile.<br>org/     |
| 173. <b>Swedfund</b> Swedfund   | Swedfund International AB is a principal investment firm specializing in direct and fund of fund investments.  | 1979            | Private Equity &<br>Venture Capital<br>Funds | Sweden   | https://www.swedf<br>und.se/en/  |
| 174. Tata Capital Innovations Fund  TATA CAPITAL  We only do what's right for you | Tata Capital Limited was established in 2007 with the sole aim of providing focused and transparent financial solutions to help people realize their dreams. Being a subsidiary of the legendary Tata Sons Limited, we strive hard to make this happen.  | 2007            | Private Equity &<br>Venture Capital<br>Funds | India    | https://www.tataca<br>pital.com/ |
| 175.The AAROHI FUND  A A R O H I  | The AAROHI FUND invests in entities that advance the development of productive housing ecosystems in the Global South. Founded in 2011 by the Affordable Housing Institute with seed funding from the Bill & Melinda Gates Foundation, the Aarohi Fund is a socially-motivated investor that helps promising, early-stage affordable housing entities achieve scale.   | 2011            | Private Equity &<br>Venture Capital<br>Funds | USA      | www.aarohifund.o<br>rg/          |

| Company  | Description   | Year<br>Founded | Classification                               | Based in | Website  |
|--|---|-----------------|--|----------|--|
| 176.The Africa Private Equity and Venture Capital Association Africa Venture Capital Association | The African Private Equity and Venture Capital Association (AVCA) is the pan-African industry body which promotes and enables private investment in Africa.   | 2000            | N/A  | EU       | https://www.avca-<br>africa.org/   |
| 177.The Aspen Network of Development Entrepreneurs (ANDE)  | The Aspen Network of Development Entrepreneurs (ANDE) is a global network of organizations that propel entrepreneurship in emerging markets. ANDE is a program of the Aspen Institute.  | 1949            | Institutional<br>Investors                   | USA      | https://www.aspen<br>institute.org/progr<br>ams/aspen-networ<br>k-development-ent<br>repreneurs/ |
| 178.The Central  | The Central American Bank for Economic Integration (CABEI), is an international multilateral development financial institution. Its resources are continuously invested in projects that foster development to reduce poverty and inequality; strengthen regional integration and the competitive insertion of its member countries in the global economy; providing special attention to environmental sustainability. | 1960            | Development<br>Finance<br>institutions       | Honduras | https://www.bcie.o<br>rg/  |
| 179.The David & Lucy Packard Foundation  the David & Lucile Packard FOUNDATION                   | We are a family foundation guided by the enduring business philosophy and personal values of Lucile and David Packard. David and Lucile Packard imparted the following core set of values to our Board and staff.   | 1964            | Private<br>Foundations                       | USA      | https://www.packa<br>rd.org/   |
| 180.The Freedom Fund THE FREEDOM FUND  | The Freedom Fund is a leader in the global movement to end modern slavery.  | 2013            | Private Equity &<br>Venture Capital<br>Funds | UK       | https://freedomfun<br>d.org/   |

| Company   | Description   | Year<br>Founded | Classification                               | Based in | Website                                       |
|---|---|-----------------|--|----------|---|
| 181.TIAA CREF   | TIAA-CREF is a financial services organization that offers retirement planning, individual advisory services, and trust services. Teachers Insurance and Annuity Association — College Retirement Equities Fund (TIAA—CREF) is a Fortune 100 financial services organization that is the leading retirement provider for people who work in the academic, research, medical and cultural fields. TIAA—CREF serves 3.7 million active and retired employees participating at more than 15,000 institutions and has \$487 billion in combined assets under management | 1918            | Private Equity &<br>Venture Capital<br>Funds | USA      | https://www.tiaa.or<br>g/public/index.html    |
| 182.Tokai Ventures tokaiventures                          | Consulting services to support the special needs of family organizations.   | 2007            | Private Equity &<br>Venture Capital<br>Funds | Uruguay  | tokaiventures.com /                           |
| 183.Toniic  | Toniic is the global action community of impact investors, both individuals and institutions. Our vision is a global financial ecosystem creating positive social and environmental impact. Our mission is to empower impact investors.   | 2010            | Institutional<br>Investors                   | USA      | http://toniic.com/                            |
| 184. Tony Elumelu Foundation  THE TONY ELUMELU FOUNDATION | The Tony Elumelu Foundation is an African-based, African-funded philanthropic organisation. Founded in 2010, their mission is to support entrepreneurship in Africa by enhancing the competitiveness of the African private sector.   | 2010            | Private<br>Foundations                       | Africa   | http://www.tonyelu<br>melufoundation.or<br>g/ |
| 185.Treehouse Investments  treehouse investments          | Treehouse Investments is an investment firm that invests in energy, natural resources, emerging markets, and other related sectors.   | 2013            | Private Equity &<br>Venture Capital<br>Funds | USA      | treehouseinvestm<br>ents.com/                 |

| Company  | Description  | Year<br>Founded | Classification                               | Based in    | Website  |
|--|--|-----------------|--|-------------|--|
| 186.Treetops Capital  Ireetopscapital  Irvesting with impact | Treetops is an impact investment manager. They were founded in 2008, the year after the term "impact investing" was coined by the Rockefeller Foundation. True to the original intent, Treetops is committed to producing superior financial returns through our support of local businesses, while at the same time positively impacting local communities and the environment.               | 2008            | Private Equity &<br>Venture Capital<br>Funds |             | http://www.treetop<br>scapital.com/  |
| 187.TriLinc Global  TRILINC GLOBAL  IMPACT FUND              | TriLinc was founded with the mission to improve the world through investing. We believe the power of the capital markets can be used to solve pressing socioeconomic and environmental challenges. TriLinc Global is a private investment company that invests capital in small and mid-sized businesses in developing economies globally through a series of impact-focused investment funds. | 2009            | Private Equity &<br>Venture Capital<br>Funds | USA         | http://www.trilincgl<br>obal.com/  |
| 188.Triodos Bank<br>Triodos @ Bank                           | Triodos Bank N.V. provides personal and business banking products and services.  | 1980            | Institutional<br>Investors                   | EU          | http://www.triodos.<br>com/en/about-trio<br>dos-bank/                      |
| 189.UBS Optimus Foundation                                   | UBS is a leading global wealth manager, a leading, global investment banking and securities firm, and one of the largest global asset managers. In Switzerland, UBS is the market leader in retail and commercial banking. By combining your talent with their strength, they can achieve great results.   | 1854            | Private<br>Foundations                       | Switzerland | https://www.ubs.c<br>om/microsites/opti<br>mus-foundation/en<br>/home.html |
| 190.UNICEF USA Bridge Fund                                   | The UNICEF USA Bridge Fund is an innovative, impact investment tool that addresses the timing gaps   | 2011            | Private Equity &<br>Venture Capital<br>Funds |             | https://www.unicef<br>usa.org/unicef-brid<br>ge-fund                       |

| Company  | Description   | Year<br>Founded | Classification                               | Based in      | Website                           |
|--|---|-----------------|--|---------------|-----------------------------------|
| 191.Unitus  Unitus                                     | Unitus, an international nonprofit organization, fights global poverty by accelerating the growth of microfinanceâ€"small loans and other financial tools for self-empowermentâ€"where it is needed most.   | 2000            | Private Equity &<br>Venture Capital<br>Funds |               | unitus.com/                       |
| 192.UPS Strategic Fund                                 | The Strategic Enterprise Fund (the "SEF") is the private equity strategic investment arm of UPS. The Fund is a corporate venture capital group which focuses on developing critical partnerships and acquiring knowledge returns from its investments in information technology companies and emerging market-spaces. | 1997            | Private Equity &<br>Venture Capital<br>Funds | United States | https://www.ups.c<br>om/sef/      |
| 193.USAID-Development Innovation Ventures              | USAID leads international development and humanitarian efforts to save lives, reduce poverty, strengthen democratic governance and help people progress beyond assistance.  | 1961            | Private Equity &<br>Venture Capital<br>Funds | USA           | https://www.usaid.<br>gov/div     |
| 194.VenturEast  Ventur ast  We differentiate. You win. | Ventureast is possibly the only Indian Fund Manager that has dedicated funds and teams for each sector-life sciences & healthcare, and separately for technology driven businesses.   | 1997            | Private Equity &<br>Venture Capital<br>Funds | India         | http://ventureast.n<br>et/        |
| 195.Vital Capital VITAL                                | Vital Capital Fund is a \$350 million private equity fund that invests in opportunities which simultaneously enhance the quality of life of communities in rapidly developing nations, primarily in Sub-Saharan Africa, while also delivering attractive financial returns for investors.                             | 2010            | Private Equity &<br>Venture Capital<br>Funds | Switzerland   | http://www.vital-ca<br>pital.com/ |

| Company   | Description  | Year<br>Founded | Classification                               | Based in   | Website                            |
|---|--|-----------------|--|------------|------------------------------------|
| 196.West Africa Agricultural and Trade Investment Fund  Africa Agriculture and Africa Agriculture and Africa Agriculture and Africa Investment Fund | AATIC is an impossible quiete posterorabic   | 2011            | Private Equity &<br>Venture Capital<br>Funds | Luxembourg | https://www.aatif.l<br>u/home.html |
| 197.West Africa Venture Fund  West Africa Venture Fund  | The West Africa Venture Fund (WAVF) is a Mauritius registered Fund, with operations in Liberia and Sierra Leone, with provision of US\$40 million capital financing to emerging growth SMEs in both countries.   | 2010            | Private Equity &<br>Venture Capital<br>Funds | Africa     | http://www.wavfon<br>line.com/     |
| 198.West African Development Bank (BOAD)  | The West African Development Bank (BOAD) is the common development finance institution of the Member States of the West African Monetary Union (WAMU).   | 1973            | Development<br>Finance<br>institutions       | Africa     | https://www.boad.<br>org/          |
| 199.Willow Impact Investors  WILLOW IMPACT INVESTORS  | Willow Impact operates as an impact investment firm that manages and advises social enterprises, SMEs and social impact funds. Willow Impact supports businesses that are committed to generating positive, sustainable and demonstrable social and environmental impact while complying with a commercial imperative. | 2010            | Private Equity &<br>Venture Capital<br>Funds | UAE        | http://www.willowi<br>mpact.com/   |
| 200.Zenith Bank   | Zenith Bank Plc was established in May 1990, and commenced operations in July of the same year as a commercial bank. The Bank became a public limited company on June 17, 2004 and was listed on the Nigerian Stock Exchange (NSE) on October 21, 2004 following a highly successful Initial Public Offering (IPO).    | 1990            | Institutional<br>Investors                   | Africa     | https://www.zenith<br>bank.com/    |

## 400 Financial Inclusion Investors

| Company               | Description   | Year<br>Founded | Classification   | Based in                          | Website                     | Invested in                   |
|-----------------------|---|-----------------|--|-----------------------------------|-----------------------------|-------------------------------|
| 1.212<br>212<br>515   | 212 is a venture capital firm that specializes in early venture, mid venture, and late venture investments.             |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed | Turkey                            | www.212ltd.com              | iyzico                        |
| 2.10x Group           | Serial entrepreneurs who invest in founders across Europe and in Silicon Valley.  | 2006            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed | ı Germanv                         | 10x.group                   | Kreditech<br>Holding          |
| 3.121WATT  121WATT    | 121WATT is focused on online marketing, analytics, conversion optimization, social media or search engine optimization. | 2008            | N/A  | Germany<br>European<br>Union (EU) | www.121watt.de              | Kreditech<br>Holding          |
| 4.1864<br>Accelerator | The 1864 Accelerator constitutes the first local financial technology focused (FinTech) startup accelerator program.    |                 | N/A  | Egypt                             | www.1864accel<br>erator.com | MONEYFELLO WS  Money Fellows  |
| 5.4Di Capital         | 4Di Capital is an independent venture capital focused on early-stage mobile, enterprise software, web sectors.          |                 | Early Stage<br>Venture, Seed                           | South Africa                      | www.4dicapital.<br>com      | Zoona ZooNA LETS MAKE IT REAL |

| Company                  | Description  | Year<br>Founded | Classification   | Based in      | Website        | Invested in                                   |
|--------------------------|--|-----------------|--|---------------|----------------|---|
| 6.500 Startups           | 500 Startups is a global venture capital seed fund with a network of startup programs headquartered in Silicon Valley with over \$350M AUM |                 | Early Stage<br>Venture, Seed                           | United States | <u>500.co</u>  | Ayannah<br>ayannah                            |
| 7.88mph.ac               | 88mph invests in early-stage web and mobile companies in the African market.   | 2011            | Seed   | Kenya         | www.88mph.ac   | Peach Payments  peach payments                |
| 8.8VC                    | 8VC aims to transform the technology infrastructure behind many industries, and is based in San Francisco, California.                     |                 | N/A  | United States | www.8vc.com    | Ladder Ladder                                 |
| 9.ABG Capital            | ABG Capital remains at its heart a humble, hard-working second generation family business.   | 1992            | N/A  | United States | abgcapital.com | Policybazaar policybazaar Compare. Buy: Save. |
| 10.Accel Partners  Accel | Accel is an early and growth-stage venture capital firm that powers a global community of entrepreneurs.                                   |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed | United States | www.accel.com  | Coverfox Insurance                            |

| Company  | Description   | Year<br>Founded | Classification  | Based in                          | Website                   | Invested in                              |
|--|---|-----------------|---|-----------------------------------|---------------------------|--|
| 11.Accion  ACCION  | We're a global nonprofit dedicated to building a world where everyone has access to the financial tools they need to improve their lives. | 1961            | N/A   | United States                     | www.accion.org            | CreditMantri<br>Credit<br>Mantri         |
| 12.ACE & Company   | ACE & Company is a global private equity group that specializes in co-investment and in direct investment strategies.                     | 2005            | Early Stage<br>Venture, Seed                                    | Switzerland                       | aceandcompany<br>.com     | Compareasiagr<br>oup<br>CompareAsia      |
| 13.Acton Capital Partners  ACTON GROWTH. DRIVEN BY REASON. | Acton Capital Partners is a late-stage venture capital firm that backs up internet-startups with the potential to become market leaders.  | 1999            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed, Venture | Germany<br>European<br>Union (EU) | www.actoncapit<br>al.com  | Mambu<br>MAMBU                           |
| 14.Adlevo Capital  | Adlevo Capital specializes in equity and equity-linked investments and is a Mauritius-based private equity fund.                          | 2009            | Early Stage<br>Venture  | Nigeria                           | www.adlevocapi<br>tal.com | Paga  paga  your cash, anywhere, anytime |
| 15.AFD Group  AFD GROUP DULLS COM                          | Since 1999, our specialists, with 50 years of combined experience, have taken a practical approach to capitalizing every finance and      | 2000            | N/A   | United States                     | www.afdgroup.c<br>om      | Baobab Group                             |

| Company   | Description  | Year<br>Founded | Classification  | Based in                            | Website                         | Invested in                          |
|---|--|-----------------|---|-------------------------------------|---------------------------------|--------------------------------------|
| 16.Allen & Company                                      | Allen & Company is a privately-held merchant banking operation founded in 1922.  |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | United States                       | alleninvestment<br>s.com        | Stripe                               |
| 17.Allianz Life<br>Ventures  (II) Allianz Life Ventures | Allianz Life who are uniquely positioned to leverage our financial strength and in-house expertise to help our partners succeed.   |                 | N/A   | United States                       | www.allianzlifev<br>entures.com | Blooom                               |
| 18.Allianz X  Allianz (II)                              | Allianz X is the digital investment unit of the Allianz Group. Allianz X invests in digital growth companies related to insurance. |                 | N/A   | Germany<br>European<br>Union (EU)   | www.allianzx.co<br>m            | BIMA  S BIMA                         |
| 19.Alpha JWC<br>Ventures  ALPHA JWC VENTURES            | Venture Capital firm which focusses on technology companies with a strong focus in Indonesia                                       |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                    | Indonesia<br>Asia-Pacific<br>(APAC) | www.alphajwc.c<br>om            | Funding Societies  funding societies |
| 20.Alumni<br>Ventures Group                             | AVG provides high-quality, diversified venture portfolios to individual investors who previously haven't had access to VC.         | 2013            | Convertible<br>Note, Early<br>Stage Venture.                              | United States                       | www.avgfunds.c<br>om            | Upstart<br>Upstart                   |

| Company   | Description  | Year<br>Founded | Classification  | Based in                        | Website                    | Invested in                                       |
|---|--|-----------------|---|---------------------------------|----------------------------|---|
| 21.Amadeus Capital Partners  Amadeus 20 Capital Partners   20 | Amadeus Capital Partners caters to the technology sector with seed, early, and later stage venture, and private equity investments.      | 1997            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | United Kingdom                  | www.amadeusc<br>apital.com | iyzico  |
| amazon  | Amazon is an international e-commerce website for consumers, sellers, and content creators.  | 1994            | N/A   | United States                   | amazon.com                 | BankBazaar  |
| 23.American Express Ventures  VENTURES                        | American Express Ventures is a Palo Alto-based venture capital firm focused on both domestic and international investment opportunities. |                 | Early Stage<br>Venture, Late<br>Stage Venture                             | United States                   | www.amexventu<br>res.com   | cignifi   |
| 24.Andreessen<br>Horowitz<br>ANDREESSEN<br>HOROWITZ           | Andreessen Horowitz is a Silicon Valley-based venture capital firm with \$2.7 billion under management. They invest from seed to growth. |                 | Debt, Early<br>Stage Venture,<br>Late Stage.                              | United States                   | www.a16z.com               | Branch<br>International<br>branch                 |
| 25.Anicut Capital ANICUT                                      | Anicut Capital is Founded by professionals who have spent credible years of their career in Commercial, Private & Investment Banking.    |                 | N/A   | India<br>Asia-Pacific<br>(APAC) | I WWW aniciliteanit        | LENDINGKA T  Think Cash, Think Lendingkart Group! |

| Company                           | Description   | Year<br>Founded | Classification  | Based in                            | Website                   | Invested in           |
|-----------------------------------|---|-----------------|---|-------------------------------------|---------------------------|-----------------------|
| 26.Ant Financial                  | Ant Financial is an online payment services provider that enables individuals and businesses to execute payments online in a secure manner. | 2014            | N/A   | China<br>Asia-Pacific<br>(APAC)     | www.antfin.com            | <b>BKash</b><br>bKash |
| 27.Anthemis Group  anthemis group | Anthemis Group is a London-based venture investment and advisory firm focused on financial services companies across the world.             | 2010            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                    |                                     | www.anthemis.c            | Atombank Atom         |
|                                   | Apis Partners is a private equity asset manager focused on Financial Services in Growth Markets.  |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed |                                     | apis.pe                   | Baobab Group Baobab   |
| 29.Arbor Ventures ARB©R  VENTURES | Arbor Ventures is a visionary VC focused on shaping the way the world transacts by investing in early stage companies.                      | 2013            | Early Stage<br>Venture, Seed  | Hong Kong<br>Asia-Pacific<br>(APAC) | www.arborventu<br>res.com | Lufax<br>Lufax.com    |
| 30.Arena Ventures                 | Arena Ventures is a founder-focused venture firm making seed and growth investments in Los Angeles and San Francisco.                       | 2015            | Seed  | United States                       | arenavc.com               | Producepay PR DUCEPAY |

| Company                                    | Description   | Year<br>Founded | Classification   | Based in                         | Website                     | Invested in                  |
|--|---|-----------------|--|----------------------------------|-----------------------------|------------------------------|
| 31.Armada Investment AG  ARMADA INVESTMENT | Armada Investment AG is Daniel Aegerter's venture fund and family office.   | 2000            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed | Switzerland                      | www.armada.co<br><u>m</u>   | Nutmeg v                     |
| 32.Artha India Ventures                    | Artha India Ventures is a venture capital firm based in Mumbai which funds seed and early stage companies.                                |                 | Early Stage<br>Venture, Seed                           | India<br>Asia-Pacific<br>(APAC)  | http://artha.vent<br>ures/  | Tala                         |
| 33.Aslanoba<br>Capital<br>aslanoba         | Aslanoba Capital is an early stage investor in tech startups in Turkey and the US.  | 2013            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed | Turkey                           | www.aslanobac<br>apital.com | Tala                         |
| 34.Aspada Aspada                           | They support driven entrepreneurs in large and essential markets by providing early stage risk capital to businesses in India that expand |                 | Seed   | India,<br>Asia-Pacific<br>(APAC) | www.aspada.co<br><u>m</u>   | Capital Float  CAPITAL FLOAT |
| 35.Aspect Ventures Aspect                  | Aspect Ventures is an American venture capital firm investing in the emerging mobile marketplace.   |                 | Early Stage<br>Venture, Seed                           | United States                    | www.aspectvent<br>ures.com  | Ellevest                     |

| Company             | Description  | Year<br>Founded | Classification   | Based in                           | Website                     | Invested in  |
|---------------------|--|-----------------|--|------------------------------------|-----------------------------|--|
| ACTIA               | Astia Angels is a global network of both female and male angel investors that invest in high growth companies.                     |                 | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture, Seed | United States                      | astia.org/astia-a<br>ngels  | Ellevest   |
|                     | Avala Capital invests in high-growth companies with ambitious goals and the talents to achieve them.                               |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed       | l Germany                          | avalacapital.co<br><u>m</u> | Raisin.  |
| •                   | AXA is a French multinational insurance firm that focuses on global insurance, investment management and other financial services. |                 | N/A  | France<br>European<br>Union (EU)   | <u>axa.com</u>              | Baobab Group                                       |
| _                   | Axiata Digital Innovation Fund is a technology venture fund formed by Axiata Berhad.   | 2014            | N/A  | Malaysia<br>Asia-Pacific<br>(APAC) | www.axiata.com              | BIMA  BIMA  PROHIEGOR THE FEBRUAR OF COLUMNICATION |
| 40.Baidu<br>Bai 都百度 | Baidu is a Chinese website and search engine that enables individuals to obtain information and find what they need.               | 1999            | N/A  | China,<br>Asia-Pacific<br>(APAC)   | www.baidu.com               | Zest finance                                       |

| Company  | Description   | Year<br>Founded | Classification   | Based in                        | Website                         | Invested in              |
|--|---|-----------------|--|---------------------------------|---------------------------------|--------------------------|
| 41.Bajaj Auto<br>Finance<br>BAJAJ AUTO<br>FINANCE        | Bajaj Auto Finance provides retail loans to categories including two-wheelers, consumer durables, properties, and unsecured personal loans. |                 | N/A  | India<br>Asia-Pacific<br>(APAC) | www.bajajfinser<br>v.in/finance | Mobikwik Mobikwik        |
| 42.Balderton Capital  Balderton. capital                 | Balderton Capital is a Series A-focused European venture capital firm.  | 2000            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Private Equity,<br>Seed |                                 | www.balderton.c<br>om           | nutmeg >                 |
| 43.Bamboo Capital Partners BCP   BAMBOO CAPITAL PARTNERS |   | 2007            | Private Equity   |                                 | www.bamboocp. com/investment s  | Brazil Plus  BRAZIL PLUS |
| 44.Banco Bilbao<br>Vizcaya<br>Argentaria<br>BBVA         | Banco Bilbao Vizcaya Argentaria SA (BBVA) is a Spain-based international financial group  | 1999            | N/A  | European<br>Union (EU)          | bbva.com                        | Atombank<br>Atom         |
| 45.Barclays Accelerator (Powered by Techstars)           | Techstars is the worldwide network that helps entrepreneurs succeed   | 2013            | Early Stage<br>Venture, Seed   |                                 | www.techstars.c<br>om           | Wala                     |

| Company   | Description  | Year<br>Founded | Classification  | Based in                     | Website               | Invested in                           |
|---|--|-----------------|---|------------------------------|-----------------------|---------------------------------------|
| 46.Baseline<br>Ventures<br>baseline   | Baseline is an investment company that aims to help founders build and grow their early-stage companies into change-effecting enterprises. |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed          | United States                | www.baselinev.<br>com | digit e                               |
| 47.BDC Capital Corporation  BDC CAPITAL IIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII | BDC Capital has been recognized locally and nationally as a leader.  | 1953            | N/A   | United States                | bdcnewengland.<br>com | Worldremit.                           |
| 48.BDC Venture Capital  | BDC Venture Capital is a venture capital investment firm investing directly in Canadian tech companies.                                    |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed, Venture | Canada                       | www.bdc.ca            | Trulioo  Trulioo  The Identity Bureau |
| 49.BEENEXT  | BEENEXT is a venture capital firm investing in startups from India, Southeast Asia, Japan, and USA.  |                 | N/A   | Singapore,<br>Southeast Asia | www.beenext.co<br>m   | Ayannah                               |
| 50.Beenos<br>Partners<br>BEENOS   | Beenos is a platform for startups. Our in-house team of entrepreneurs-in-residence and specialists help you get your ideas off the ground. |                 | Seed  | Asia-Pacific<br>(APAC)       | beenos.com/en         | Ayannah<br>ayannah                    |

| Company   | Description   | Year<br>Founded | Classification  | Based in                                     | Website                      | Invested in                                       |
|---|---|-----------------|---|--|------------------------------|---|
| 51.Bertelsmann India Investments  BII   Bertelsmann India Investments | Bertelsmann India Investments (BII) is the strategic investment arm of Bertelsmann SE & Co. KGaA in India.                          |                 | Early Stage<br>Venture  | The<br>Netherlands<br>European<br>Union (EU) | www.biifund.co<br><u>m</u>   | LENDINGKA? T Think Cash, Think Lendingkart Group! |
| 52.Bezos Expeditions  BEZOS EXPEDITIONS                               | Bezos Expeditions manages Jeff Bezos' personal venture capital investments.   | 2005            | Early Stage<br>Venture, Late<br>Stage<br>Venture,<br>Seed                         | United States                                | www.bezosexpe<br>ditions.com | FUNDBOX   |
| 53.Binomial Ventures  BINOMIAL VENTURES                               | Binomial Ventures is a Moscow-based investment firm that focuses on fintech and cybersecurity companies.                            | 2016            | Debt, Early<br>Stage<br>Venture, Late<br>Stage<br>Venture,<br>Secondary<br>Market | Russian<br>Federation                        | <u>binomial.vc</u>           | Raisin  |
| 54.BlackPine Private Equity Partners  BlackPine                       | BlackPine specializes in special situations, distressed situations, restructuring, and late stage growth capital investments.       | 2011            |   | Hong Kong<br>Asia-Pacific<br>(APAC)          | www.bppe.com                 | Lufax Lufax.com                                   |
| 55.BlackRock BLACKROCK  | BlackRock is an investment company that offers its services to institutions, intermediaries, foundations, and individual investors. | 1988            | Debt, Early<br>Stage<br>Venture, Late<br>Stage<br>Venture.                        | United States                                | www.blackrock.<br>com        | <b>Oportun</b><br>OP <b>░</b> RTUN                |

| Company  | Description  | Year<br>Founded | Classification  | Based in       | Website                         | Invested in   |
|--|--|-----------------|---|----------------|---------------------------------|---|
| 56.Blue<br>Compass<br>Investments<br>bluecompass                   | Investment Vehicle for Blue Compass  | 2017            | Seed  | United Kingdom | www.blue-comp<br>ass.com        | Ayannah   |
| 57.Blue Haven Initiative   | Blue Haven Initiative, a Massachusetts-based investment firm, funds early-stage companies in the real estate, education, and energy sectors. | 2012            | Early Stage<br>Venture  | United States  | www.bluehaveni<br>nitiative.com | m-kopa  |
| 58.Blue lvy Ventures  BLUE IV                                      | Blue Ivy Ventures is a Yale alumni venture fund investing in Yale alum-led companies.  | 2017            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | N/A            | www.blueivyven<br>tures.com     | Upstart<br>Upstart  |
| 59.BlueOrchard Finance S A  BlueOrchard Inpact Investment Managers | BlueOrchard Finance is a impact investment manager.  | 2001            |   | Switzerland    | www.blueorchar<br>d.com         | Margdarshak<br>Financial<br>Services<br>Margdarshak<br>Small to Significant |
| 60. Blumberg Capital  SBLUMBERG CAPITAL                            | Blumberg Capital is an early-stage venture capital firm that invests in a range of technology companies.                                     | 1991            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture, Seed              | United States  | www.blumbergc<br>apital.com     | FUNDBOX   |

| Company  | Description   | Year<br>Founded | Classification   | Based in                         | Website                       | Invested in                     |
|--|---|-----------------|--|----------------------------------|-------------------------------|---------------------------------|
| 61.Bohai<br>Leasing<br>BOHAI LEASING<br>渤海租赁                       | Bohai is a Chinese public company listed on the Shenzhen Stock Exchange, and is the only listed leasing company in China.                   | 2000            |  | China,<br>Asia-Pacific<br>(APAC) | www.bohaileasi<br>ng.com      | Dianrong<br>点融网<br>Dianrong.com |
| 62.BoxGroup  BOX GROUP   | BoxGroup is an early stage investment fund focused on technology companies.   | 2009            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed | United States                    | www.boxgroup.c<br>om          | Fundera                         |
| 63.Brainworks Capital Management  BRAINWORKS CAPITAL               | Brainworks Capital Management is a private equity firm specializing in equity investments.  | 2008            |  | Zimbabwe                         | www.brainworks<br>capital.com | GetBucks GetBucks               |
| 64.Breyer Capital  breyercapital                                   | Premier global venture capital and private equity investor focused on catalyzing high-impact entrepreneurs in the US and China              | 2006            | Early Stage<br>Venture,<br>Private Equity              | United States                    | breyercapital.co<br><u>m</u>  | Oscar Health oscar              |
| 65.British Business Bank Investments  BRITISH BUSINESS INVESTMENTS | Invest in smaller banks, non-bank lenders and venture capital funds to increase the choice of finance for smaller and mid-sized businesses. |                 |  | European<br>Union (EU)           | nnniny co liki                | Atombank Atom                   |

| Company   | Description   | Year<br>Founded | Classification  | Based in      | Website                     | Invested in                                   |
|---|---|-----------------|---|---------------|-----------------------------|---|
| 66.Bronze Investments                             | Bronze Investments, Llc is a financial investment advisory firm headquartered in East Palo Alto, California.                        | N/A             | Early Stage<br>Venture, Late<br>Stage<br>Venture                                      | United States | bronze.vc                   | LendUp<br>LendUp                              |
| 67.Btov Partners b to v                           | btov Partners is a European venture capital firm focused on early stage investments in digital and industrial technology companies. | 2000            | Early Stage<br>Venture, Late<br>Stage<br>Venture                                      | Switzerland   | www.btov.vc                 | Raisin.                                       |
| 68.Canaan Partners  canaan partners               | Canaan Partners is an early stage venture capital firm.   | 1987            | Debt, Early<br>Stage<br>Venture, Late<br>Stage<br>Venture,<br>Private<br>Equity, Seed | United States | www.canaan.co<br><u>m</u>   | Ladder  Ladder                                |
| 69.Capitaleye Investments  Capitaleye Investments | Capital Eye Investments is an investment holding company focused on investing in startups and cash generating businesses.           | 2011            | N/A   | South Africa  | capitaleye.co.za            | WiGroup<br>Wigroup<br>Min - Transfer + States |
| 70.CapitalG  capitalG                             | Google Capital is the growth capital fund financed by Google that invests for profit in growth stage technology companies.          | 2013            | Late Stage<br>Venture,<br>Private<br>Equity   | United States | www.capitalg.co<br><u>m</u> | Oscar Health OSCOI                            |

| Company  | Description  | Year<br>Founded | Classification   | Based in                         | Website                    | Invested in   |
|--|--|-----------------|--|----------------------------------|----------------------------|---|
| 71.Capricorn Investment Group  C>PRICORN INVESTMENTGROUP | Capricorn Investment Group was created to demonstrate that it is possible to invest profitably while driving sustainable positive change   |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity | United States                    | capricornllc.com           | Paga  paga  your cash, anywhere, anytime                        |
| 72.Carlyle Group THE CARLYLE GROUP                       | The Carlyle Group is a Washington-based private equity firm that caters to early and later stage companies.                                |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity | United States                    | www.carlyle.co<br><u>m</u> | Financial<br>Software<br>Systems<br>FSS<br>POWERING<br>PAYMENTS |
| 73.Caspian Impact Investments caspian                    | Caspian Impact Investment Adviser is an investment advisory firm that invests capital in businesses delivering financial and social value. |                 | N/A  | India<br>Asia-Pacific<br>(APAC)  | www.caspian.in             | Janalakshmi<br>Janalakshmi<br>likho apni kahaani                |
| 74.Catalyst Fund CATALYST FUND                           | Catalyst Fund accelerates fintech startups delivering digital financial services to low-income customers in emerging markets.              |                 | Early Stage<br>Venture, Grant                                    | United States                    | www.catalyst-fu<br>nd.org  | Atikus  |
| 75.Catamaran Ventures  CATAMARAN                         | Catamaran Ventures is a principal investment firm that funds inspirational early-stage and growing companies in India and overseas.        |                 | Early Stage<br>Venture, Late<br>Stage Venture                    | India,<br>Asia-Pacific<br>(APAC) | catamaranventu<br>res.com  | Coverfox Insurance  |

| Company  | Description   | Year<br>Founded | Classification  | Based in                            | Website                   | Invested in                                  |
|--|---|-----------------|---|-------------------------------------|---------------------------|--|
| 76.CDC Group   | Founded in 1948, CDC is the UK's Development Finance Institution (DFI) wholly owned by the UK Government's Department for International | 1948            | Early Stage<br>Venture, Late<br>Stage Venture                             | United Kingdom                      | www.cdcgroup.c<br>om      | Janalakshmi  Janalakshmi  likho apni kahaani |
| 77.CDH<br>Investments<br>EDH<br>INVESTMENTS<br>県 晖 投 资 | CDH Investments is an international alternative asset fund manager with more than \$2.0 billion of committed capital under management.  | 2002            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | Hong Kong<br>Asia-Pacific<br>(APAC) | www.cantuna.co<br>m       | Lufax<br>Lufax.com                           |
| 78.Center for Financial Services Innovation (CFSI)     | Transforming the financial services landscape with a focus on consumer financial health.  | 2004            | N/A   | United States                       | www.cfsinnovati<br>on.com | Oportun                                      |
| 79.CF<br>(CrunchFund)                                  | CF is an early stage venture capital firm founded in 2011 by Patrick Gallagher and Michael Arrington.                                   | 2011            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture, Seed,<br>Venture  | United States                       | crunchfund.com            | Upstart<br>Upstart                           |
| 80.China<br>Minsheng Bank                              | CHINA MINSHENG BANKING is a financial institution which is engaged in corporate banking, private banking, capital business.             |                 | N/A   | China<br>Asia-Pacific<br>(APAC)     | Lwww.cmhc.com             | Lufax<br>Lufax.com                           |

| Company   | Description  | Year<br>Founded | Classification                                | Based in                         | Website                        | Invested in                     |
|---|--|-----------------|---|----------------------------------|--------------------------------|---------------------------------|
| 81.CICC   | CICC, a joint venture investment bank, provides investment banking, capital market, individual sales, and trading services to its clients. |                 | Early Stage<br>Venture, Late<br>Stage Venture | China<br>Asia-Pacific<br>(APAC)  | lwww.cicc.com/in               | Lufax<br>陆金师<br>Lufax.com       |
| 82.Cisco<br>Investments   | Cisco Investments offers direct and fund of funds investments.   | N/A             | N/A   | United States                    | www.ciscoinvest<br>ments.com   | Mobikwik                        |
| 83.CITIC<br>Securities<br>中信证券                                    | CITIC Securities provides securities brokerage, trading, investment banking, asset management, and investment consulting services.         | 1995            | N/A   | China,<br>Asia-Pacific<br>(APAC) | www.cs.ecitic.co<br>m          | Dianrong<br>点融図<br>Dianrong.com |
| 84.Clocktower Technology Ventures  CLOCKTOWER TECHNOLOGY VENTURES | Investing in people who make financial services better   | 2015            | Early Stage<br>Venture, Seed                  | United States                    | www.clocktower<br>ventures.com | Nav<br>Technologies             |
| 85.Collaborative Fund  CC COLLABORATIVE                           | Collaborative Fund is a New York-based company that provides funding to companies based on creativity and collaborative consumption.       |                 | Early Stage<br>Venture, Seed                  | United States                    | www.collaborati<br>vefund.com  | Mirador<br>/// MIRADOR          |

| Company                                       | Description  | Year<br>Founded | Classification   | Based in                          | Website                     | Invested in         |
|---|--|-----------------|--|-----------------------------------|-----------------------------|---------------------|
| 86.Comcast<br>Ventures<br>COMCAST<br>VENTURES | Comcast Ventures is the private venture capital affiliate of Comcast Corporation.  | 1999            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Private Equity,<br>Seed | United States                     | www.comcastve<br>ntures.com |                     |
| 87.Commerce Ventures                          | Commerce Ventures is a venture capital firm focusing on investments in the e-commerce, retail, FinTech and Insurace sectors            | 2013            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                             | United States                     | www.commerce<br>vc.com      | Blooom              |
| 88.Commercial<br>Bank of Africa               | Commercial Bank of Africa is a financial services provider that is headquartered in Nairobi, Kenya.                                    |                 | Debt   | Kenya                             | www.cbagroup.c<br>om        | m-kopa M-K PA SOLAR |
| 89.CommerzVen tures GmbH                      | CommerzVentures, based in Frankfurt, specializes in early- and growth-stage companies in the financial services and insurance sectors. |                 | Early Stage<br>Venture, Late<br>Stage Venture                                      | Germany<br>European<br>Union (EU) | www.commerzv<br>entures.com |                     |
|   | Compound is an NYC based venture capital firm that invests in bleeding-edge technology being built by outliers.                        |                 | Early Stage<br>Venture, Seed   | United States                     | compound.vc                 | Lenddo<br>Lenddo    |

| Company   | Description   | Year<br>Founded | Classification  | Based in                        | Website                     | Invested in                 |
|---|---|-----------------|---|---------------------------------|-----------------------------|-----------------------------|
| 91.Contour Venture Partners  CONTOUR VENTURE PARTNERS | Contour Venture Partners is an early stage venture capital firm.  | 2001            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | United States                   | www.contourven<br>tures.com | Ellevest                    |
| 92.Core Innovation Capital  CORE INNOVATION CAPITAL   | Core Innovation Capital is a venture capital firm investing in companies committed to empowering small businesses and everyday Americans. | 2010            | Early Stage<br>Venture, Seed  | United States                   | www.corevc.co<br>m          | Fundera                     |
| 93.CoVenture  COVENTURE                               | CoVenture is a company that invests in early stage startups and builds software in exchange for equity in companies.                      | 2011            | N/A   | United States                   | www.coventure.              | Producepay PR DUCEPAY       |
| 94.Creation Investments Capital Management, LLC       | Creation Investments seeks to offer investors a double bottom line, maximizing financial and social returns on investment.                | 2007            | Private Equity  | United States                   | creationinvestm<br>ents.com | Capital Float               |
| 95.Credit Saison  CREDIT SAIS®N                       | Credit Saison is a Japanese financial services company.   | 1951            | N/A   | Japan<br>Asia-Pacific<br>(APAC) | i www.saisoncard            | Matchmove match <i>move</i> |

| Company                                  | Description   | Year<br>Founded | Classification   | Based in                        | Website                      | Invested in                     |
|--|---|-----------------|--|---------------------------------|------------------------------|---------------------------------|
| 96.Credit Suisse  CREDIT SUISSE          | Credit Suisse Group AG, one of the world's leading financial services companies.  | 1856            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity | Switzerland                     | www.credit-suis<br>se.com    | Welab WeLab                     |
| 97.CreditEase<br><b>宜信</b><br>CreditEase | CreditEase is a business consulting firm that offers wealth management services.  | 2006            | N/A  | China<br>Asia-Pacific<br>(APAC) |                              | Nav<br>Technologies             |
| 98.Cross Pacific Capital Partners        |   |                 | Early Stage<br>Venture, Seed                                     | i Canada                        | xpcp.ca                      | Dianrong<br>点融网<br>Dianrong.com |
| 99.Crosslink Capital  CROSSLINK CAPITAL  | Crosslink Capital is a leading early-stage venture capital firm based in San Francisco with over \$1.6 billion in assets. |                 | Early Stage<br>Venture, Seed                                     | United States                   | www.crosslinkca<br>pital.com | Mirador  MIRADOR                |
| 100.Crowdcube                            | Crowdcube enables individuals to invest or loan in small companies in return for equity or an annual return.              |                 | N/A  | United Kingdom                  | www.crowdcube<br>.com        | Revolut                         |

| Company                              | Description  | Year<br>Founded | Classification  | Based in      | Website                 | Invested in         |
|--------------------------------------|--|-----------------|---|---------------|-------------------------|---------------------|
| 101.CRV                              | CRV has been a leading investor in early-stage technology companies for almost half a century, backing nearly 400 startups in its history. | 1970            | Early Stage<br>Venture, Seed  | United States | www.crv.com             | Oportun             |
| 102.CSC Upshot  CSC UPSHOT  VENTURES | CSC Upshot is a \$400M fund that invests primarily in AngelList syndicates.  | 2015            | Seed  | United States | www.csc-upshot          | Nav<br>Technologies |
| 103.DAG Ventures  DAG VENTURES       | The firm invests in a variety of IT, energy, and life sciences companies.  | 2001            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Private Equity |               | www.dagventur<br>es.com | Oportun             |
| 104.Data Collective  Data Collective | Data Collective invests in entrepreneurs building big data, deep compute, and IT infrastructure companies.                                 | 2011            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                    | United States | www.dcvc.com            | LendUp<br>LendUp    |
| 105.DDF                              | a silicon valley based VC fund for African startups that can globally scale  | 2015            | Seed  | United States | DDF.Capital             | Paystack            |

| Company  | Description  | Year<br>Founded | Classification               | Based in                          | Website                     | Invested in          |
|--|--|-----------------|------------------------------|-----------------------------------|-----------------------------|----------------------|
| 106.Designer<br>Fund                                   | Designer Fund is an early stage investor in tech startups that are design leaders including Stripe, Gusto, and Omada Health.             | 2011            | Early Stage<br>Venture, Seed | United States                     | designerfund.co<br><u>m</u> | Stripe               |
| 107.Developing World Markets  Developing World Markets | Developing World Markets is an asset manager and investment bank dedicated to making socially positive investments                       | N/A             | N/A                          | United States                     | www.dwmarkets<br>.com       | Baobab Group         |
| 108.Digicel  Digicel                                   | After 11 years of operation, Digicel Group Limited has over 13 million customers across its 31 markets in the Caribbean, Central America | 2001            | N/A                          | Jamaica                           | www.digicelgrou<br>p.com/en | BIMA  BIMA           |
| 109.Digital Pioneers  DIGITAL PIONEERS                 | Digital Pioneers is a venture capital firm focused on investments in internet companies.   | N/A             | Seed                         | Germany<br>European<br>Union (EU) | digitalpioneers.d<br>e      | Kreditech<br>Holding |
| 110.DN Capital Capital                                 | DN Capital is an early-stage venture capital firm with offices in London and Silicon Valley.   | 2000            | Early Stage<br>Venture, Seed | United Kingdom                    | dncapital.com               | Remitly Remitly      |

| Company                                     | Description  | Year<br>Founded | Classification   | Based in                            | Website                    | Invested in           |
|---|--|-----------------|--|-------------------------------------|----------------------------|-----------------------|
| 111.Dominet Digital                         | Dominet Digital is an Investment and Consulting Group with a focus on Digital, Innovation and Investments.                       |                 | Seed   | Australia<br>Asia-Pacific<br>(APAC) | dominet.com.au             | Fuzo Limited          |
| 112.Dorm Room Fund  DRF  DormRoomFund       | Dorm Room Fund is the strongest community of entrepreneurial students in the nation.   | 2012            | Seed   | United States                       | dormroomfund.c<br>om       | Producepay PR DUCEPAY |
| 113.Draper Associates  DRAPER ASSOCIATES    | Draper Associates, founded in 1985, is a seed-stage venture capital firm.  | 1969            | Debt, Early<br>Stage<br>Venture, Late<br>Stage<br>Venture,<br>Seed | United States                       | www.draper.vc              | Nutmeg                |
| 114.Draper<br>Esprit                        | Draper Esprit is a Pan-European venture capital fund that invests into disruptive tech companies at the early and growth stages. | 2006            | Early Stage<br>Venture, Late<br>Stage<br>Venture,<br>Seed          | United<br>Kingdom                   | www.draperespr<br>it.com   | Revolut               |
| 115.Draper Nexus Ventures  CONTRACTOR NEXUS | Draper Nexus is a VC firm based in Tokyo and Silicon Valley and is part of Draper Venture Network                                | 2011            | Early Stage<br>Venture,<br>Seed                                    | United States                       | drapernexus.co<br><u>m</u> | PAYJOY                |

| Company                                      | Description  | Year<br>Founded | Classification   | Based in                            | Website                        | Invested in                |
|--|--|-----------------|--|-------------------------------------|--------------------------------|----------------------------|
| 116.DST Systems  DST SYSTEMS                 | DST Systems, Inc. provides sophisticated information processing and computer software services and products that help clients improve  | 1969            | N/A  | United States                       | www.dstsystem<br>s.com         | Blooom                     |
| 117.DZ BANK  DZ BANK                         | DZ bank is a bank that offers services around the world both to corporations and individuals   | N/A             | N/A  | Germany<br>European<br>Union (EU)   | www.dzbank.co<br><u>m</u>      | Mosaic                     |
| 118.e.Bricks<br>Ventures                     | e.Bricks Ventures is an independent offshore Venture Capital firm based out of Sao Paulo, Brazil with a focus on early stage tech companies.                                 | 2013            | Early Stage<br>Venture, Seed   | Brazil                              | www.ebricksven<br>tures.com/en | GuiaBolso                  |
| 119.EASME - EU Executive Agency for SMEs     | EASME is the European Union executive agency for SMEs in charge of Enterprise Europe Network, COSME, and other programs.   | 2014            | N/A  | Belgium<br>European<br>Union (EU)   | ec.europa.eu/ea<br>sme/en      | Billon Group  billon       |
| 120.EG Capital Advisors  EG CAPITAL ADVISORS | EG Capital Advisors has a strong emerging markets pedigree, global reach and proven track-record catering to the demands of wholesale and institutional investors worldwide. |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Secondary<br>Market | Cayman<br>Islands, North<br>America | www.egcapitala<br>dvisors.com  | Dianrong.com  Cianrong.com |

| Company                                    | Description   | Year<br>Founded | Classification   | Based in       | Website                        | Invested in                      |
|--|---|-----------------|--|----------------|--------------------------------|----------------------------------|
| 121.Eight Roads<br>Ventures                | Eight Roads Ventures is a venture capital fund, with offices in China, India, Japan and the UK.   | 1994            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Post-Ipo,<br>Private Equity,<br>Seed | United Kingdom | eightroads.com/<br>en/ventures | BankBazaar                       |
| 122.eLab<br>Accelerator                    | eLab is dedicated to accelerating top Cornell University startups.  | 2008            | N/A  | United States  | www.elabstartup                | Producepay PR DUCEPAY            |
| 123.Elevar Equity                          | Elevar Equity is focused on generating investment returns by delivering essential services to disconnected communities                      | 2008            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed              | United States  | www.elevarequit<br>y.com       | CreditMantri<br>Credit<br>Mantri |
| 124.Endeavor Catalyst  endeavor Catalyst   | Endeavor Catalyst is an innovative \$100MM+ co-investment fund that invests in qualifying rounds of \$5M+ raised by Endeavor Entrepreneurs. | 2012            | Early Stage<br>Venture, Late<br>Stage Venture  | United States  | www.endeavorc<br>atalyst.org   | Cellulant cellulant              |
| 125.Entree<br>Capital<br>ENTRÉE<br>CAPITAL | Entrée Capital is a UK/US/Israel venture capital firm that funds multi-stage startups and companies all over the world.                     |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                                 | United Kingdom | www.entreecap.                 | Fundbox FUNDBOX                  |

| Company  | Description   | Year<br>Founded | Classification   | Based in                                     | Website                          | Invested in         |
|--|---|-----------------|--|--|----------------------------------|---------------------|
| 126.European<br>Investment<br>Bank (EIB)                 | European Investment Bank (EIB) provides lending, borrowing, and treasury services primarily in the European Union.                  |                 | Debt, Grant  | Luxembourg<br>European<br>Union (EU)         | www.eib.org                      | Baobab Group Baobab |
| 127.eVentures<br>Africa Fund<br>eVA Fund                 | eVentures Africa Fund helps investors in the Netherlands and Europe to fund African, internet-related companies.                    | 2010            | Early Stage<br>Venture                                 | The<br>Netherlands<br>European<br>Union (EU) | www.eva-fund.c<br>om             | Nomanini            |
| 128.Expansion Venture Capital  Expansion Venture Capital | Expansion Venture Capital is a New York-based company providing investment and mentorship to early- and growth-stage companies.     |                 | Early Stage<br>Venture, Seed                           | United States                                | www.Expansion<br>VC.com          | Tala                |
| 129.Experian   | Experian unlocks the power of data to create opportunities for consumers, businesses and society.                                   |                 | N/A  | United States                                | www.experian.c<br>om/blogs/news/ | BankBazaar          |
| 130.Felicis Ventures  Felicis Ventures                   | Felicis Ventures is a boutique VC firm that backs iconic companies reinventing existing markets and creating frontier technologies. |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed | United States                                | www.felicis.com                  | Plaid PLAID         |

| Company   | Description  | Year<br>Founded | Classification  | Based in      | Website                                | Invested in                    |
|---|--|-----------------|---|---------------|--|--------------------------------|
| 131.Female Founders Fund  Female Founders Fund                                  | Female Founders Fund is an early-stage fund investing in the exponential power of exceptional female talent.                                 |                 | Early Stage<br>Venture, Seed  | United States | femalefoundersf<br>und.com             | Tala                           |
| 132.Fenway Summer Ventures FENWAY SUMMER VENTURES                               | Venture firm backing companies tackling challenges at the intersection of finance & technology.  | 2014            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                    | United States | www.fenwaysu<br>mmer.com               | Nav<br>Technologies            |
| 133.Fidelity Investments  Fidelity  | Fidelity Investments provides financial services and investment resources that help its users meet their financial objectives.               |                 | Late Stage<br>Venture,<br>Post-Ipo,<br>Private Equity                     | United States | fidelityinstitution<br>al.fidelity.com | Oscar Health                   |
| 134.Financial Solutions Lab Financial Solutions Lab GFSI   JPMORGAN CHASE & CO. | \$30M, 5-yr initiative managed by CFSI with JPMorgan Chase to support fintech that helps Americans save, access credit & build assets        |                 | Early Stage<br>Venture, Seed  | United States | finlab.cfsinnovati<br>on.com           | digit e                        |
| 135.FinSight Ventures   | FinSight focuses on FinTech and Enterprise Software companies bringing digital transformation to Banking/Finance/Insurance & related sectors |                 | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Private Equity | United States | finsightvc.com                         | Dianrong.com  Cip Dianrong.com |

| Company                              | Description   | Year<br>Founded | Classification   | Based in                     | Website                  | Invested in            |
|--------------------------------------|---|-----------------|--|------------------------------|--------------------------|------------------------|
| 136.Fintonia Group  FINTONIA GROUP   | Fintonia Group is a leading FinTech venture capital firm based in Singapore that invests in FinTech companies in ASEAN and Hong Kong.       |                 | N/A  | Singapore,<br>Southeast Asia | fintonia.asia            | AsiaKredit  AsiaKredit |
| 137.First Round Capital  First Round | First Round is a venture capital firm that specializes in providing seed-stage funding to technology companies.                             |                 | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture, Seed | United States                | www.firstround.c<br>om   | Fundera  fundera       |
| 138.FirstMark                        | Early stage VC firm based in New York   | 2008            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed       |                              | www.firstmarkca<br>p.com | Upgrade                |
| 139.FJ Labs                          | FJ Labs is a stage-agnostic New York-based investment firm with global focus. FJ Labs focuses on marketplaces and consumer facing startups. |                 | Early Stage<br>Venture, Seed                                 | United States                | www.fjlabs.com           | FUNDBOX                |
| 140.Flight Ventures  FLIGHT VENTURES | Flight Ventures is a San Francisco-based venture capital firm that invests in SaaS and financial services.                                  |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed       |                              | flight.vc                | Nutmeg                 |

| Company  | Description  | Year<br>Founded | Classification  | Based in      | Website                   | Invested in                             |
|--|--|-----------------|---|---------------|---------------------------|---|
| 141.Flybridge Capital Partners  FLYBRIDGE CAPITAL PARTNERS | Flybridge Capital Partners is a seed and early-stage venture capital firm that invests in technology companies.                              | 2001            | Early Stage<br>Venture, Seed  | United States | www.flybridge.c<br>om     | Zest finance zest finance               |
| 142.Formation 8  | Formation 8, a California-based technology investment firm, focuses on seed, early, and later stage venture investments.                     | 2011            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                                      | United States | formation8.com            | Branch<br>International<br>•:<br>branch |
| 143.Forté Ventures  FORTÉ VENTURES                         | Forté Ventures is a Georgia-based multi-stage venture capital firm investing with corporate strategic partners in technology companies.      | 2012            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                                      | United States | www.forteventur<br>es.com | Stockpile  STOCKPILE*                   |
| 144.Fortress Investment Group FORTRESS                     | Fortress Investment Group, an investment management firm, manages alternative assets in private equity, liquid hedge funds and credit funds. | 1998            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Post-Ipo,<br>Secondary<br>Market | United States | fortress.com              | Nubank  Mubank                          |
| 145.FORUM  | FORUM (www.forum-cap.com) is the largest fintech venture builder in Emerging Asia.   | 2015            | N/A   | N/A           | www.forum-cap.<br>com     | AsiaKredit  AsiaKredit                  |

| Company                                | Description  | Year<br>Founded | Classification  | Based in      | Website                   | Invested in             |
|--|--|-----------------|---|---------------|---------------------------|-------------------------|
| 146.Foundation Capital Foundation      | Foundation Capital is a venture capital firm made up of former entrepreneurs who set out to create the firm they wanted as founders. |                 | Debt, Early<br>Stage Venture,<br>Private Equity,<br>Seed                                  | United States | foundationcapita<br>l.com | Coverwallet coverwallet |
| 147.Founder Collective FOUNDER         | Founder Collective is a Massachusetts-based seed-stage venture capital fund that helps entrepreneurs build their businesses.         |                 | Seed  | United States | foundercollectiv<br>e.com | Coverwallet coverwallet |
| 148.Founders Fund FOUNDERS FUND        | Founders Fund is a San Francisco based venture capital firm investing in companies building revolutionary technologies.              |                 | Debt, Early<br>Stage Venture,<br>Grant, Late<br>Stage Venture,<br>Private Equity,<br>Seed | United States | www.foundersfu<br>nd.com  | Kreditech<br>Holding    |
| 149.Founders' Co-op Founders' Co-op.   | Founders' Co-op is a seed-stage investment fund based in the Pacific Northwest.  | 2008            | Early Stage<br>Venture, Seed  | United States | www.foundersco<br>op.com  | LendUp<br>LendUp        |
| 150.Freestyle<br>Capital<br>freestyle★ | Freestyle Capital is a California-based venture capital that is focused on early stage technology companies.                         |                 | Early Stage<br>Venture, Seed  | United States | <u>freestyle.vc</u>       | digit bigit             |

| Company   | Description  | Year<br>Founded | Classification   | Based in                            | Website                        | Invested in         |
|---|--|-----------------|--|-------------------------------------|--------------------------------|---------------------|
| 151.Fullerton Financial Holdings Fullerton Financial Holdings | Fullerton Financial Holdings is a company that specializes in financial advisory services.   | 2008            | N/A  | Singapore<br>Asia-Pacific<br>(APAC) | www.fullertonfin<br>ancial.com |                     |
| 152.GAWA<br>Capital   | Promote social and economic development in underserved markets to foster entrepreneurship, job creation.                                   | 2010            | N/A  | Spain<br>European<br>Union (EU)     | www.gawacapit<br>al.com        |                     |
| 153.GC Capital  | Galactic Coffee Capital is an early-stage investment firm investing in the new generation of start-ups.                                    | 2001            | Early Stage<br>Venture, Seed                           | United States                       | https://galactic.c<br>offee/   | Stripe              |
| 154.General<br>Catalyst                                       | General Catalyst is a venture capital firm that makes early-stage and growth equity investments.   | 2000            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed | United States                       | www.generalcat<br>alyst.com    | digit <sup>™</sup>  |
| 155.Generation Investment Management generation               | Generation Investment Management is a London-based private equity firm focused on integrated sustainability research and client alignment. |                 | Early Stage<br>Venture, Late<br>Stage Venture          | United Kingdom                      | www.generationi<br>m.com       | m-kopa M-K@PA SOLAR |

| Company   | Description   | Year<br>Founded | Classification   | Based in                            | Website                   | Invested in                     |
|---|---|-----------------|--|-------------------------------------|---------------------------|---------------------------------|
| 156.Gentera  GENTERA                                | Gentera is the leading financial inclusion at the base of the pyramid enterprising group.                                     | 1990            | N/A  | Mexico                              | gentera.com.mx            | Avante                          |
| 157.Gibraltar<br>Ventures<br>GIBRALTAR              | Gibraltar Ventures is a Toronto-based venture investment firm.  | 2013            | N/A  | Canada, Great<br>Lakes              | gibraltarcompan<br>y.ca   | Blooom                          |
| 158.GIC   | Through informed and calculated investing, we contribute to the well-being of current and future generations of Singaporeans. |                 | Late Stage<br>Venture                                  | Singapore<br>Asia-Pacific<br>(APAC) | www.gic.com.sg            | Dianrong<br>点融网<br>Dianrong.com |
| 159.Global Founders Capital GLOBAL FOUNDERS CAPITAL | GFC is a globally oriented, stage agnostic venture fund that empowers gifted entrepreneurs worldwide.                         | 2013            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed |                                     | www.globalfoun<br>ders.vc | Kreditech<br>Holding            |
| 160.GMO VenturePartners  VENTURE PARTNERS           | GMO Venture Partners is an early and growth stage investment subsidiary of GMO Internet Group. Invested in over 50 companies. |                 | Early Stage<br>Venture, Seed                           | I ASIA-PACITIC                      | www.gmo-vp.co<br>m/en     | Mobikwik                        |

| Company   | Description  | Year<br>Founded | Classification  | Based in                                     | Website   | Invested in                              |
|---|--|-----------------|---|--|---|--|
| 161.Golden Gate Ventures  Golden Gate Ventures                | Golden Gate Ventures is an early-stage venture capital firm investing across Southeast Asia.                                   | 2011            | Early Stage<br>Venture, Seed  | Singapore,<br>Southeast Asia                 | goldengate.vc                                       | Ayannah<br>ayannah                       |
| 162.Goldman<br>Sachs<br>Goldman<br>Sachs                      | Goldman Sachs is a multinational financial services firm providing securities, and investment banking and management services. | 1869            | Debt, Early<br>Stage Venture,<br>Private Equity,<br>Seed                  | United States                                | www.goldmansa<br>chs.com                            | Nav<br>Technologies                      |
| 163.Goodwell Investments                                      | Goodwell is an impact investment and advisory firm.  |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | The<br>Netherlands<br>European<br>Union (EU) | goodwell.nl   | Paga  paga  your cash, anywhere, anytime |
| 164.Google Launchpad Accelerator  Coogle Developers Launchpad | Launchpad Accelerator helps startups from around the world in developing the world's greatest apps.                            | 2015            | N/A   | United States                                | developers.goog<br>le.com/startups/<br>accelerator/ | Ayannah                                  |
| 165.Grand Corporation Osaka The Phnom Penh Post               | Grand Corporation Osaka invest in real estate, hotel, restaurants, houses of culture In Japan and ASEAN region                 | 1960            | N/A   | Japan<br>Asia-Pacific<br>(APAC)              | I nnost com/husin                                   | MicroMoney                               |

| Company                                  | Description   | Year<br>Founded | Classification  | Based in               | Website                       | Invested in        |
|--|---|-----------------|---|------------------------|-------------------------------|--------------------|
| 166.Gray Ghost Ventures                  | Gray Ghost Ventures (GGV) is an impact investment firm dedicated to providing market-based capital solutions to entrepreneurs who are | 2003            | Late Stage<br>Venture   | United States          | www.grayghostv<br>entures.com | Atikus             |
| 167.GREE Ventures                        | GREE Ventures invests in early stage (Seed to Series A) internet and mobile companies in Asia.  | 2011            | Early Stage<br>Venture  | Asia-Pacific<br>(APAC) | www.greeventur<br>es.com      | Ayannah            |
| 168.Green Bank                           | Great products. Great service. We look forward to telling you all about it!   | 2006            | N/A   | United States          | greenbank.com                 | Mosaic             |
| 169.Green D Ventures  GREEN D VENTURES   | Green D Ventures is a Dartmouth alumni venture fund investing in Dartmouth alum-led companies.  |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | United States          | www.greendven<br>tures.com    | Upstart<br>Upstart |
| 170.Greylock Partners greylock partners. | Greylock Partners backs entrepreneurs who are building disruptive, market-transforming consumer and enterprise software companies.    | 1965            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                    | United States          | www.greylock.c<br>om          | Oportun            |

| Company  | Description  | Year<br>Founded | Classification   | Based in                         | Website       | Invested in                         |
|--|--|-----------------|--|----------------------------------|---------------|-------------------------------------|
| 171.GSD Capital  GSD Capital                   | Funding exceptional founding teams in the Mountain West  | 2010            | Debt, Early<br>Stage Venture,<br>Seed                  | United States                    | gsdcapital.vc | Nav<br>Technologies                 |
| 172.Guangdong<br>Technology<br>Financial Group | Guangdong Technology Financial Group Company Limited was incorporated in 2000 and is based in China.                                   | N/A             | N/A  | China,<br>Asia-Pacific<br>(APAC) | www.gvcgc.com | Welab WeLab                         |
| 173.GV   | GV provides seed, venture, and growth stage funding to technology companies.   | 2008            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed |                                  | www.gv.com    | digit bigit                         |
| 174.H&Q Asia<br>Pacific<br>H&Q Asia Pacific    | H&Q Asia Pacific (H&QAP) is a leading Asian private equity firm. Originally founded by Dr. Ta-lin Hsu as a division of U.S. investment | 1985            | Early Stage<br>Venture                                 | United States                    | www.hqap.com  | Compareasiagr<br>oup<br>C∕mpareAsia |
| 175.Hack VC  Phack√c                           | Hack VC is a venture capital firm investing in early-stage startups.   | 2017            | Early Stage<br>Venture                                 | United States                    | hack-vc.com   | Nav<br>Technologies                 |

| Company   | Description  | Year<br>Founded | Classification  | Based in                              | Website                   | Invested in  |
|---|--|-----------------|---|---------------------------------------|---------------------------|--|
| 176.Hashed<br><b>#Н/\SHED</b>                           | Hashed is one of the most influential groups in blockchain coming from Korea.  | 2017            | N/A   | South Korea<br>Asia-Pacific<br>(APAC) | www.hashed.co<br><u>m</u> | Sureremit<br>Sure <b>Remit</b>                                     |
| 177.Hatchd<br>Digital                                   | Hatchd Digital is a tech incubator whose mission is to ideate, incubate, accelerate and monetize business ideas.                       |                 | N/A   | Philippines,<br>Southeast Asia        | www.hatchddigit<br>al.com | Ayannah  |
| 178.Helion<br>Venture<br>Partners<br>helion             | Helion Venture Partners is a stage independent, India-focused venture fund, investing in high growth technology powered businesses and |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | Mauritius                             | www.helionvc.c<br>om      | Shubham<br>Housing<br>Development<br>Finance<br>Company<br>shubham |
| 179.Highland Capital Partners HIGHIAND CAPITAL PARTNERS | Highland Capital Partners is a venture capital firm that offers seed, early, and growth-stage funding solutions.                       |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                    | United States                         | www.hcp.com               | Coverwallet coverwallet  |
| 180.HitFox<br>Group<br>HITFOX GROUP                     | HitFox Group is a rapidly growing company builder growing companies in the fields of AdTech, Big Data and FinTech                      |                 | Private Equity  | Germany<br>European<br>Union (EU)     | www.hitfoxgroup<br>.com   |  |

| Company  | Description  | Year<br>Founded | Classification  | Based in                                     | Website                  | Invested in                           |
|--|--|-----------------|---|--|--------------------------|---------------------------------------|
| 181.Homebrew   | Homebrew provides seed-stage fund and operational expertise for entrepreneurs building the bottom up economy.                              | 2013            | Early Stage<br>Venture, Seed  | United States                                | homebrew.co              | Plaid    PLAID                        |
| 182.Horizons<br>Ventures<br>Horizons                       | Horizons Ventures Limited, based in Hong Kong, funds especially disruptive and technology-focused start-ups.                               | 1999            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | Hong Kong<br>Asia-Pacific<br>(APAC)          | norizonsventure<br>s com | Oscar Health OSCOI                    |
| 183.HPE Growth Capital HPE Growth Capital.                 | Long-term growth investor in European technology companies with focus on minority stakes.  | 2010            | N/A   | The<br>Netherlands<br>European<br>Union (EU) | capital.com              | Kreditech<br>Holding                  |
| 184.Hyde Park Venture Partners  Hyde Park Venture Partners | Hyde Park Venture Partners (HPVP) is an early stage venture capital fund investing in seed and Series A software companies in the Midwest. | 2011            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture, Seed              | United States                                | www.hydeparkv<br>p.com   | Blooom                                |
| 185.IDG Capital Partners  IDG 资本 IDG Capital Partners      | IDG Capital Partners is a Chinese investment firm that funds early- to growth-stage companies in the technology sector.                    | 1993            | Early Stage<br>Venture,<br>Private Equity,<br>Seed                        | China,<br>Asia-Pacific<br>(APAC)             |                          | Creditease<br><b>宜信</b><br>CreditEase |

| Company                                  | Description  | Year<br>Founded | Classification  | Based in                            | Website                    | Invested in                      |
|--|--|-----------------|---|-------------------------------------|----------------------------|----------------------------------|
| 186.IDG Ventures India Ventures India    | IDG Ventures India is a leading tech venture capital fund focused on enabling entrepreneurs in India                       |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                    | India,<br>Asia-Pacific<br>(APAC)    | www.idgvcindia.            | CreditMantri<br>Credit<br>Mantri |
| 187.IFMR Capital  FIFMR Capital          | IFMR mission is to ensure that every individual and every enterprise has complete access to financial services.            |                 |   | India,<br>Asia-Pacific<br>(APAC)    | capital.ifmr.co.in         | Capital Float  CAPITAL FLOAT     |
| 188.iGlobe<br>Partners<br>iglobepartners | iGlobe Partners is created to fundamentally change the way venture capital works - a fund that operates on a global basis. |                 | Early Stage<br>Venture, Late<br>Stage Venture                             | Singapore<br>Asia-Pacific<br>(APAC) | www.iglobepartn<br>ers.com | Nerdwallet  Nerdwallet           |
| 189.IIFL                                 | India Infoline Limited is a leading financial services company in India.   | 1995            |   | India<br>Asia-Pacific<br>(APAC)     | www.indiainfolin<br>e.com  | Neoarowth<br>NeoGrowth           |
| 190.Index Ventures  Index Ventures       | Index Ventures is a multi-stage international venture capital firm that backs the best and most ambitious entrepreneurs.   |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | Switzerland                         | www.indexventu<br>res.com  | Coverwallet coverwallet          |

| Company                           | Description  | Year<br>Founded | Classification   | Based in                                     | Website                      | Invested in                                    |
|-----------------------------------|--|-----------------|--|--|------------------------------|--|
| 191.India Quotient                | India Quotient is a new type of early stage investor. We fund companies building disruptive businesses aimed at Indian consumers.        | 2012            | Seed   | India<br>Asia-Pacific<br>(APAC)              | indiaquotient.in             | LENDINGKART<br>LENDINGKA₹T                     |
| 192.Industry Ventures  Ventures   | Industry Ventures, leading investment firm focused on the venture capital market, manages over \$2 billion of institutional capital.     | 2000            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity               | United States                                | www.industryve<br>ntures.com | Blooom   |
| 193.Info Edge infoedge            | Info Edge is a leading provider of online recruitment, matrimonial & real estate classifieds and related services in India.              | 1995            | Early Stage<br>Venture, Late<br>Stage Venture                                  | India<br>Asia-Pacific<br>(APAC)              | www.infoedge.in              | Policybazaar  policybazaar  Compure Buy. Save. |
| 194.ING Group                     | ING is a global financial institution of Dutch origin offering banking, investments, life insurance and retirement services.             | 1991            | Late Stage<br>Venture, Seed  | The<br>Netherlands<br>European<br>Union (EU) | www.ing.com                  | Welab WeLab                                    |
| 195.Innovating Capital Innovating | Innovating Capital is an early-stage technology fund, partnering with innovative entrepreneurs and investing in disruptive technologies. | 2017            | Convertible<br>Note, Early<br>Stage Venture,<br>Initial Coin<br>Offering, Seed | United States                                | innovating.capit<br>al       | Stellar stellar                                |

| Company   | Description   | Year<br>Founded | Classification   | Based in      | Website                       | Invested in                                     |
|---|---|-----------------|--|---------------|-------------------------------|---|
| 196.iNovia<br>Capital<br>iNOVICI  | iNovia is an early stage VC firm that partners with visionary entrepreneurs to build the next generation of digital platforms and services. | 2001            | Early Stage<br>Venture, Seed   | Canada        | www.inovia.vc                 | Lenddo<br>Lenddo                                |
| 197.Intel Capital  (intel)  Capital   | Intel Capital is an investment firm that is focused on mergers, acquisitions, and equity investments related to tech startups.              | 1991            | Seed   | United States | www.intelcapital              | Policybazaar policybazaar compare. Buy. Save.   |
| 198.Intercept<br>Ventures<br>Interept   | Intercept Ventures is a venture capital firm specializing in early stage and venture capital special opportunity investments.               | 2011            | Early Stage<br>Venture, Seed   | United States | www.interceptve<br>ntures.com | Juvo  |
| 199.International Finance Corporation  International Finance Corporation World Burk Group | International Finance Corporation is a private equity and venture capital subsidiary focused on the private sector in developing countries. | 1956            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Private Equity,<br>Seed | United States | www.ifc.org                   | Compareasiagr<br>oup<br>CompareAsia             |
| 200.Inventus Capital Partners ICP INVENTUS CAPITAL PARTNERS                               | Inventus Capital Partners is a US-India venture firm managed by successful entrepreneurs and industry operating veterans who have guided    | 2007            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                             | United States | www.inventusca<br>p.com       | Policybazaar  policybazaar  compare. Bry. Save. |

| Company                                      | Description  | Year<br>Founded | Classification   | Based in                         | Website                    | Invested in               |
|--|--|-----------------|--|----------------------------------|----------------------------|---------------------------|
| 201.Investopad INVEST⊕PAD                    | Investopad is venture capital firm with locations across Delhi, Gurgaon and Bangalore.   | 2014            | Early Stage<br>Venture   | Indian<br>Asia-Pacific<br>(APAC) | www.investopad<br>.com     | Paytm<br>Pay1m            |
| 202.ITOCHU<br>Corporation                    | ITOCHU is a general trading company based in Japan.  | 1858            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity | Japan<br>Asia-Pacific<br>(APAC)  | www.itochu.co.j            | PAYJOY PAYJOY             |
| 203.IVP (Institutional Venture Partners)     | Institutional Venture Partners is a California-based later-stage venture capital firm focused on technology and media companies. | 1980            | Late Stage<br>Venture,<br>Private Equity                         | United States                    | www.ivp.com                | Nerdwallet  Nerdwallet    |
| 204.lvyCap<br>Ventures                       | IvyCap Ventures has launched a venture capital fund guided by an entrepreneur-centric investment approach.                       |                 | Early Stage<br>Venture   | India<br>Asia-Pacific<br>(APAC)  | www.ivycapvent<br>ures.com | Ftcash faster than cash   |
| 205.Jaguar<br>Ventures<br>JAGUAR<br>VENTURES | Jaguar Ventures is an early stage Latin American venture capital firm.   | 2014            | Early Stage<br>Venture   | Mexico                           | www.jaguarvc.c<br>om       | Konfio<br><i>≪ konfio</i> |

| Company  | Description  | Year<br>Founded | Classification   | Based in                             | Website                     | Invested in                         |
|--|--|-----------------|--|--------------------------------------|-----------------------------|-------------------------------------|
| 206.Jardine<br>Matheson Group  | Jardine Matheson is today a diversified business group focused principally on Asia.  | 1832            | N/A  | Hong Kong,<br>Asia-Pacific<br>(APAC) | www.jardines.co<br><u>m</u> | Compareasiagr<br>oup<br>CompareAsia |
| 207.Jump<br>Capital  JumpCapital                                       | Jump Capital is a venture capital firm specializing in Series A & B expansion stage investments in technology and software.        |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed | United States                        | www.jumpcap.c<br>om         | Mirador  MIRADOR                    |
| 208.Kaszek<br>Ventures  KaszeK   | KaSZeK Ventures is a Venture Capital firm investing in high-impact technology-based companies whose main focus is Latin America.   |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed | Argentina                            | www.kaszek.co<br><u>m</u>   | GuiaBolso                           |
| 209.KCRise<br>Fund   | KCRise Fund co-invests with institutional venture capital investors in early stage companies based in the Greater Kansas City area |                 | Early Stage<br>Venture, Late<br>Stage Venture          | United States                        | kcrisefund.com              | Blooom                              |
| 210.Kensington Capital Partners Limited  KENSINGTON Smart atternatives | Kensington Capital Partners Limited is a leading Canadian private equity investor, founded in 1996.                                | 1996            | Private Equity   | Canada                               | www.kcpl.ca                 | Zest finance                        |

| Company  | Description  | Year<br>Founded | Classification  | Based in                              | Website                      | Invested in                             |
|--|--|-----------------|---|---------------------------------------|------------------------------|---|
| 211.Khazanah<br>Nasional   | Focused on late-stage venture and private equity investment in leading firms. Malaysia's leading professional strategic investment fund. | 1993            | Late Stage<br>Venture,<br>Private Equity  | Malaysia<br>Asia-Pacific<br>(APAC)    | www.khazanah.<br>com.my      | Welab WeLab                             |
| 212.Khosla Impact  khosla impact  investing in market-based solutions to poverty | Investing in market-based solutions to economic development in emerging and frontier markets   | 2012            | Early Stage<br>Venture  | United States                         | khoslaimpact.co<br><u>m</u>  | Branch<br>International<br>•:<br>branch |
| 213.Khosla<br>Ventures<br>khosla<br>ventures                                     | Khosla Ventures is a venture capital firm that focuses on environmentally friendly tech, internet, computing, mobile, and silicon tech.  | 2004            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Post-Ipo,<br>Private Equity,<br>Seed | United States                         | www.khoslavent<br>ures.com   | ELLEVEST                                |
| 214.Kickstart<br>Seed Fund   | Kickstart is an early-stage VC fund based in Utah.   | 2008            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed  | United States                         | kickstartfund.co<br><u>m</u> | Nav<br>Technologies                     |
| 215.Kickstart<br>Ventures  | Kickstart Ventures provides funding, facilities, expertise and business connections for start-ups based in the Philippines.              | 2012            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed  | Philippines<br>Asia-Pacific<br>(APAC) | www.kickstart.p<br><u>h</u>  | Lenddo<br>Lenddo                        |

| Company                               | Description   | Year<br>Founded | Classification   | Based in                         | Website                     | Invested in                             |
|---------------------------------------|---|-----------------|--|----------------------------------|-----------------------------|---|
| 216.Kinnevik AB                       | Kinnevik AB is an entrepreneurial investment group focused on building digital consumer businesses.                                       |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed          | Sweden<br>European<br>Union (EU) | www.kinnevik.co<br><u>m</u> | BIMA  BINA  PRINTED TO FRANCE OF FRANCE |
| 217.KIZOO  KIZOO  TECHNOLOGY VENTURES | KIZOO provides mentoring, seed, and early stage financing with a focus on SaaS, Internet and mobile services.                             |                 | Early Stage<br>Venture, Seed   |                                  | www.kizoo.com               | Mambu<br>MAMBU                          |
| & Byers                               | Kleiner Perkins Caufield & Byers invests globally in internet start ups and operate an informational website filled with technology news. |                 | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Private Equity,<br>Seed | United States                    | www.kpcb.com                | Creditease  CreditEase                  |
| 219.Kreos<br>Capital                  | Kreos Capital is a European growth debt firm that provides financing solutions for high-growth companies across Europe and Israel.        |                 | Debt, Early<br>Stage Venture,<br>Private Equity                                    | United Kingdom                   | www.kreoscapit<br>al.com    | Kreditech<br>Holding                    |
| 220.Lakestar  LAKE STAR               | Lakestar is a venture capital firm that invests in outstanding digital and technology entrepreneurs worldwide.                            |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                             |                                  | www.lakestar.co<br>m        | Oscar Health                            |

| Company  | Description  | Year<br>Founded | Classification   | Based in                     | Website                     | Invested in         |
|--|--|-----------------|--|------------------------------|-----------------------------|---------------------|
| 221.LaunchCapi tal  LaunchCapital                  | LaunchCapital was founded in January 2008 with a mission to help entrepreneurs gain quick access to seed capital and mentorship. |                 | Early Stage<br>Venture, Seed                                 | United States                | www.launchcapi<br>tal.com   | AirFox ICO  AirFox  |
| 222.LeapFrog Investments                           | LeapFrog Investments is a private equity investment company.   | 2007            | N/A  | Mauritius                    | www.leapfroginv<br>est.com/ | cignifi<br>cignifi  |
| 223.Lerer<br>Hippeau                               | Lerer Hippeau is a seed and early-stage venture capital fund based in New York City.   | 2010            | Early Stage<br>Venture, Seed                                 | United States                | www.lererhippe<br>au.com    | Fundera             |
| 224.LGT Venture Philanthropy  Venture Philanthropy | LGT Venture mission is to improve the quality of life of less advantaged people.   | 2007            | N/A  | Switzerland                  | www.lgtvp.com               | m-kopa M-K PA SOLAR |
| 225.Life.SREDA  Life.SREDA                         | Life.SREDA is a Singaporean venture capital firm focused on investments in FinTech mobile and internet projects.                 |                 | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture, Seed | Singapore,<br>Southeast Asia | sreda.vc                    | Ayannah<br>ayannah  |

| Company                         | Description  | Year<br>Founded | Classification  | Based in                        | Website             | Invested in                                 |
|---------------------------------|--|-----------------|---|---------------------------------|---------------------|---|
| 226.Lightspeed Venture Partners | Lightspeed Venture Partners is a venture capital firm that is engaged in the consumer, enterprise, technology, and cleantech markets.        |                 | Debt, Early<br>Stage Venture,<br>Grant, Late<br>Stage Venture,<br>Private Equity,<br>Seed | United States                   | <u>lsvp.com</u>     | Ladder  Ladder                              |
| 227.LINE Corporation            | LINE develops calling and messaging applications.  | 2000            | N/A   | Japan<br>Asia-Pacific<br>(APAC) | linecorp.com/en     | Funding Societies  funding societies        |
| 228.LionBird  LionBird          | LionBird invests in and supports early stage startups using technology to improve offline processes in healthcare, commerce, and enterprise. |                 | Early Stage<br>Venture, Seed  |                                 | <u>lionbird.com</u> | FUNDBOX                                     |
| 229.LocalGlobe                  | LocalGlobe is a UK-based venture capital firm that focuses on seed and impact investments.   | 1999            | N/A   | United Kingdom                  | www.localglobe.     | m-kopa M-K PA SOLAR                         |
| 230.Lok Capital                 | Lok Capital is a committed set of professional who have come together to build a unique platform to foster inclusive growth in India.        |                 | N/A   | India<br>Asia-Pacific<br>(APAC) | lokcapital.com      | Janalakshmi Janalakshmi likho aprii kahaani |

| Company   | Description  | Year<br>Founded | Classification  | Based in                            | Website                                     | Invested in          |
|---|--|-----------------|---|-------------------------------------|---|----------------------|
| 231.Lowercase Capital LOWERCASE CAPITAL CAPITAL | Lowercase Capital provides capital and advisory services to start-ups and late-stage companies alike.  | 2007            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                | United States                       | lowercasecapital .com                       | Tala                 |
| 232.Lumenary                                    | Lumenary is a New York-based digital product agency transforming complex challenges into elegantly simple solutions.                         |                 | Early Stage<br>Venture, Seed  | United States                       | <u>lumenary.co</u>                          | Tala                 |
| 233.Lumia Capital  LUMIACAPITAL                 | Expansion-stage VC partnering with leading tech companies in emerging markets and forward-thinking US companies to accelerate growth         |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Secondary<br>Market | United States                       | lumiacapital.co<br><u>m</u>                 | Lenddo<br>Lenddo     |
| 234.Lundin Foundation Lundin FOUNDATION         | Lundin Foundation invests both directly and through pooled investment vehicles in high potential for-profit SMEs.                            |                 | N/A   | Canada                              | www.lundinfoun<br>dation.org/s/ho<br>me.asp | m-kopa  M-K PA SOLAR |
| 235.Matchmove                                   | MatchMove is a financial technology company that provides businesses the ability to offer a fully branded mobile wallet and payments system. |                 | N/A   | Singapore<br>Asia-Pacific<br>(APAC) | I WWW matchmov                              | FlexM                |

| Company  | Description  | Year<br>Founded | Classification   | Based in                         | Website                    | Invested in   |
|--|--|-----------------|--|----------------------------------|----------------------------|---|
| 236.Matrix Partners  Matrix Partners                             | Matrix Partners is a California-based venture capital firm focused on seed- and early-stage investments.                       | 1977            | Early Stage<br>Venture, Seed   | United States                    | www.matrixpart<br>ners.com | Zest finance  |
| 237.Mayfield<br>Fund<br>Mayfield                                 | Mayfield is a global venture capital firm which was founded in 1969 with a people-first philosophy.                            |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                             | United States                    | www.mayfield.c<br>om       | LENDINGKART   |
| 238.MediaTek   | MediaTek Inc. is a Taiwanese fabless semiconductor company that provides system-on-chip solutions for wireless communications. | 1997            | N/A  | Taiwan<br>Asia-Pacific<br>(APAC) | www.mediatek.c<br>om       | Mobikwik  |
| 239.Mediterrania Capital Partners  MEDITERRANIA CAPITAL PARTNERS | Mediterrània Capital Partners Limited is a private equity firm.  | 2008            | Private Equity   | Spain<br>European<br>Union (EU)  | mcapitalp.com              | Groupe<br>COFINA<br>Groupe cofina<br>Compagne Francière Africaine |
| 240.Menlo<br>Ventures<br>Menlo                                   | Menlo Ventures provides capital for consumer, enterprise & life science technologies from seed to growth stages.               | 1976            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Private Equity,<br>Seed | United States                    | www.menlovc.c<br>om        | Producepay PR DUCEPAY   |

| Company                                  | Description  | Year<br>Founded | Classification  | Based in          | Website               | Invested in                                 |
|--|--|-----------------|---|-------------------|-----------------------|---|
| 241.Mesa<br>Ventures<br>MESA<br>VENTURES | Mesa Ventures is an early-stage venture capital firm focused on e-commerce, media, enterprise software, and mobile technologies.         |                 | Early Stage<br>Venture, Seed                                    | i initen Statee   | www.mesa.vc           | Tala  |
| 242.Michael & Susan Dell Foundation      | A private foundation dedicated to transforming the lives of children living in urban poverty through better health and education.        |                 | Early Stage<br>Venture  | United States     | www.msdf.org          | Janalakshmi Janalakshmi likho aprii kahaani |
| 243.Millicom<br>Systems                  | Millicom Systems offers a range of digital services to over 50 million customers primarily under the Tigo brand.                         |                 | N/A   | United Kingdom    | www.millicom.co<br>m  | BIMA  BIMA                                  |
| 244.MindWorks Ventures  MINDWORKS        | MindWorks Ventures is a Hong Kong based venture capital firm that invests in early and expansion-stage technology start-ups across Asia. |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed, Venture | Cayman<br>Islands | www.mindworks<br>.vc  | Dianrong.com  応融  Dianrong.com              |
| 245.MissionOG  MissionOG                 | Founded in 2012, MissionOG provides capital to early and growth stage B2B technology companies.  |                 | N/A   | United States     | www.MissionOG<br>.com | Nubank  Dubank                              |

| Company  | Description   | Year<br>Founded | Classification  | Based in                        | Website                      | Invested in   |
|--|---|-----------------|---|---------------------------------|------------------------------|---|
| 246.Mistral Venture Partners  Mistral VENTURE PARTNERS                   | Mistral Venture Partners invests in early stage technology companies (Seed stage) in Canada   | 2013            | Early Stage<br>Venture, Seed  | Canada                          | www.mistralvp.c<br>om        | Stockpile   |
| 247.Moonshots Capital  MOONSHOTS C A P I T A L                           | Moonshots Capital is an early stage venture capital fund focused on making seed stage investments in veteran led technology startups.       |                 | Early Stage<br>Venture, Seed  | United States                   | www.moonshots<br>capital.com | Producepay PR DUCEPAY                                   |
| 248.Morgan<br>Stanley<br>Morgan Stanley                                  | Morgan Stanley is an American financial services company that offers securities, asset management, and credit services.                     |                 | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Post-Ipo,<br>Private Equity,<br>Seed | United States                   | www.morgansta<br>nley.com    | Janalakshmi<br>Janalakshmi<br>likho apni kahaani        |
| 249.Morningstar  MORNINGSTAR   | Morningstar provides independent investment research to investors worldwide.  | 1984            | N/A   | United States                   | www.morningsta<br>r.com      | Ellevest  |
| 250.Motilal Oswal Venture Capital Advisors  MOTILAL OSWAL Private Equity | Motilal Oswal Venture Capital Advisors offers financial services such as stock market broking on BSE, NSE, and MCX, and investment banking. |                 | N/A   | India<br>Asia-Pacific<br>(APAC) | www.motilalosw<br>al.com     | Shubham<br>Housing<br>Development<br>Finance<br>Company |

| Company   | Description   | Year<br>Founded | Classification  | Based in                              | Website                     | Invested in   |
|---|---|-----------------|---|---------------------------------------|-----------------------------|---|
| 251.Net1  | Net1 is the leading provider of secure and affordable transaction channels between formal business and unbanked and underbanked | 1989            | N/A   | Johannesburg,<br>NA - South<br>Africa | www.net1.com                | Mobikwik  |
| 252.New Enterprise Associates  New Enterprise Associates              | New Enterprise Associates is a California-based global venture capital firm that funds companies across all investment stages.  | 1977            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Post-Ipo,<br>Private Equity,<br>Seed | United States                         | www.nea.com                 | Financial<br>Software<br>Systems<br>FSS<br>POWERING<br>PAYMENTS |
| 253.Newid capital   | Newid Capital invests internationally in growth-oriented financial services companies serving the underbanked.                  | 2014            | N/A   | United States                         | www.newidcapit<br>al.com    | CreditMantri<br>Credit<br>Mantri                                |
| 254.Newtown Partners  NEWTOWN PARTNERS BLOCKGHAN NVISTMENT & ADVISORY | Newtown Partners venture capital firm based in Cape Town, South Africa with a focus on making early stage investments.          | 2014            | N/A   | South Africa                          | www.newtownp<br>artners.com | Wala  |
| 255.NJF Capital   | NJF Capital is an investment firm that has supported innovative technology-based businesses across the world.                   | N/a             | Early Stage<br>Venture  | United Kingdom                        | njfcapital.com              | Revolut   |

| Company   | Description  | Year<br>Founded | Classification   | Based in                         | Website                  | Invested in                         |
|---|--|-----------------|--|----------------------------------|--------------------------|-------------------------------------|
| 256.Nordic Eye  | Nordic Eye is a Danish venture capital firm based in Copenhagen and Los Angeles, California.   | 2016            | Early Stage<br>Venture, Seed                                     | European<br>Union (EU)           | nordiceye.com/           | Compareasiagr<br>oup<br>CompareAsia |
| 257.Northern Arc  Northern ARC Investments                    | Northern Arc Capital (Formerly known as IFMR Capital) is a Non-Banking Finance Company.  | 2006            | N/A  | India,<br>Asia-Pacific<br>(APAC) | northernarc.com          | Capital Float  CAPITAL FLOAT        |
| 258.Northern Light Venture Capital 北极光创投 northern light       | Northern Light Venture Capital is a Chinese company that provides early- and growth-stage funding to tech and consumer service companies.        |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed           | Cnina,<br>Asia-Pacific           | www.nlvc.com             | Dianrong.com<br>Cianrong.com        |
| 259.Northgate<br>Capital                                      | Northgate Capital is a financial services firm that provides institutional and family investors with access to alternative investment prospects. | 2000            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity | United States                    | www.northgate.           | Zest finance                        |
| 260.Northwester n Mutual Future Ventures  Northwestern Mutual | Life insurance provider Northwestern Mutual's investment arm.  | 2017            | N/A  | N/A                              | nmfutureventure<br>s.com | Ladder  Ladder                      |

| Company  | Description   | Year<br>Founded | Classification  | Based in                             | Website                      | Invested in                         |
|--|---|-----------------|---|--------------------------------------|------------------------------|-------------------------------------|
| 261.Nova Founders Capital  NOVA FOUNDERS CAPITAL | Nova Founders Capital builds and supports sustainable, large-scale internet businesses in the financial services sector.        |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | Hong Kong,<br>Asia-Pacific<br>(APAC) | www.novafound<br>ers.com/    | Compareasiagr<br>oup<br>C⊗mpareAsia |
| 262.NXT Ventures                                 | NXT Venture Fund discovers and enables the next truly disruptive start-up companies, with cross-border synergies.               |                 | Early Stage<br>Venture, Seed  | United States                        | www.nxtventure<br>s.com      | AirFox ICO  AirFox                  |
| 263.NXTP Labs                                    | NXTP Labs is the most active early stage fund for tech companies in Latin America. Acceleration and growth are part of our DNA. | 2011            | Early Stage<br>Venture, Seed  | Argentina                            | www.nxtplabs.c<br>om         | PAYJOY PAYJOY                       |
| 264.Nyca<br>Partners                             | Nyca Partners is a venture capital and advisory firm.   | 2014            | Private Equity  | United States                        | www.nycapartne<br>rs.com     | Fundbox                             |
| 265.Oakhouse<br>Partners  Oakhouse               | Oakhouse Partners invests in companies that use breakthrough technologies to radically improve millions of lives.               |                 | Early Stage<br>Venture, Seed  | United States                        | www.oakhousep<br>artners.com | Zest finance                        |

| Company  | Description  | Year<br>Founded | Classification  | Based in                         | Website                        | Invested in   |
|--|--|-----------------|---|----------------------------------|--------------------------------|---------------|
| 266.Obvious<br>Ventures                              | Obvious Ventures brings experience, capital, and focus to startups combining profit and purpose for a better world.            | 2014            | Early Stage<br>Venture, Seed                                  | United States                    | www.obvious.co<br>m            | Mosaic        |
| 267.Omidyar<br>Network  UN  OMIDYAR  NETWORK         | Omidyar Network is an investment firm.   | 2004            | Early Stage<br>Venture, Grant,<br>Late Stage<br>Venture, Seed | United States                    | www.omidyar.co<br>m            | cignifi       |
| 268.One97<br>Communication                           | One97 delivers mobile content and commerce services to millions of mobile consumers.   | 2000            | N/A   | Indian<br>Asia-Pacific<br>(APAC) |                                | Paytm Pay1m   |
| 269.Opportunity International                        | Opportunity International is a banking technologies firm that offers small business loans, savings, insurance, and training.   |                 | N/A   | United States                    | opportunity.org                | Microensure   |
| 270.Orange Digital Ventures  Orange Digital Ventures | Orange Digital Ventures is an early-stage fund focused on FinTech, enterprise cloud and data, and Internet-of-Things startups. | 2015            | Early Stage<br>Venture  | France<br>European<br>Union (EU) | digitalventures.o<br>range.com | PAYJOY PAYJOY |

| Company                              | Description  | Year<br>Founded | Classification               | Based in                                     | Website                  | Invested in          |
|--------------------------------------|--|-----------------|------------------------------|--|--------------------------|----------------------|
| 271.Paua<br>Ventures<br>pauaventures | Paua Ventures invests in early-stage B2B software companies  | 2010            | Early Stage<br>Venture, Seed |  | www.pauaventu<br>res.com | Stripe               |
| 272.PayPal PayPal                    | PayPal provides online payment solutions to its users worldwide.   | 1998            | N/A                          | United States                                | www.paypal.co<br>m/home  | LendUp<br>LendUp     |
| 273.PayU                             | PayU provides online payment services for individual and institutional customers worldwide.  |                 | N/A                          | The<br>Netherlands<br>European<br>Union (EU) |                          | Kreditech<br>Holding |
| 274.Peak Ventures PEAK VENTURES      | Early-stage venture fund based in Utah focused on the Mountain West region.  | 2009            | Early Stage<br>Venture, Seed |  | www.peakventur<br>es.vc  | Nav<br>Technologies  |
| 275.Pentech<br>Ventures  pentech     | Pentech invests in software companies, both B2B and B2C. Ares include, Big Data, AI/ML, infrastructure and verticals such as FinServ | 2001            | Early Stage<br>Venture, Seed | United Kingdom                               | www.pentechvc.           | Nutmeg               |

| Company   | Description  | Year<br>Founded | Classification   | Based in                          | Website                           | Invested in                                   |
|---|--|-----------------|--|-----------------------------------|-----------------------------------|---|
| 276.Plug and Play PLUGANDPLAY                       | Plug and Play is a seed and early-stage investment firm focusing on technology start-ups.  | 2006            | Early Stage<br>Venture, Seed                           | United States                     | www.plugandpla<br>ytechcenter.com | Stellar stellar                               |
| 277.Point Nine Capital  Point Nine THE ANGEL VC     | Point Nine Capital is a Berlin-based venture capital firm focused on early-stage investments related to SaaS and digital marketplaces. | 2011            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed | Germany<br>European<br>Union (EU) | www.pointninec<br>ap.com          | Kreditech<br>Holding                          |
| 278.Point72 Ventures  POINT72 VENTURES              | Point72 Ventures offers strategic venture investments.   | 2016            | Early Stage<br>Venture, Seed                           | United States                     | <u>p72.vc</u>                     | Nav<br>Technologies                           |
| 279.Polar Capital Holdings  POLAR CAPITAL           | Polar Capital Holdings is an investment management company that offers a range of geographical and sector funds.                       | 2005            | Early Stage<br>Venture                                 | European<br>Union (EU)            | www.polarcapita<br>l.co.uk        | Atombank Atom                                 |
| 280.Policybazaar  policybazaar  compare, Buy, Save. | Policybazaar is India's largest and leading insurance aggregator website.  | 2008            | N/A  | India<br>Asia-Pacific<br>(APAC)   | policybazaar.co<br><u>m</u>       | Policybazaar  policybazaar  compare Buy Save. |

| Company   | Description  | Year<br>Founded | Classification  | Based in                          | Website                          | Invested in                |
|---|--|-----------------|---|-----------------------------------|----------------------------------|----------------------------|
| 281.Portfolia  portfolia                          | Portfolia is the venture investing platform designed for women.  | 2012            | N/A   | United States                     | www.portfolia.co<br><u>m</u>     | JUVO                       |
| 282.Project 11<br>Ventures                        | Project 11 invests in early stage technology and software companies and works side by side with founders to help them build their business.  |                 | Seed  | United States                     | project11.com                    | AirFox ICO AirFox          |
| 283.Project A                                     | Project A is an operational VC in the digital technology space, providing financing and operational support by a team of 100 experts.        |                 | Early Stage<br>Venture, Seed  | Germany<br>European<br>Union (EU) | www.project-a.c<br>om            | Worldremit.                |
| 284.PSP Growth  PSP GROWTH A PSP PARTNERS COMPANY | PSP Growth is the investment arm of PSP Partners focused on venture and growth equity investments in early-stage and high-growth businesses. |                 | N/A   | N/A                               | www.pspcapital.<br>com/pspgrowth | Ellevest<br>EV<br>ELLEVEST |
| 285.QED Investors  QED INVESTORS                  | QED Investors actively supports high-growth businesses that use information to compete — and win.  |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | United States                     | www.qedinvesto<br>rs.com         | Blooom                     |

| Company                            | Description   | Year<br>Founded | Classification   | Based in                             | Website                     | Invested in                          |
|------------------------------------|---|-----------------|--|--------------------------------------|-----------------------------|--------------------------------------|
| 286.Qualgro VC                     | Qualgro Venture Capital invests in technology startups in Southeast Asia, India, Australia and New Zealand, at Series A and Series B.       |                 | N/A  | Singapore,<br>Asia-Pacific<br>(APAC) | www.qualgro.co<br><u>m</u>  | Funding Societies  funding societies |
| 287.QueensBrid ge Venture Partners | QueensBridge Venture Partners, LLC ("QBVP) has a history of engaging in highly competitive and visible markets.                             |                 | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture, Seed | United States                        | www.qbvp.com                | Producepay PR DUCEPAY                |
| 288.Quona<br>Capital               | Quona Capital is a venture capital firm that invests in growth-stage financial technology companies in emerging markets.                    |                 | Early Stage<br>Venture                                       | United States                        | www.quona.com               | CreditMantri Credit Mantri           |
| 289.Radicle Impact                 | Radicle Impact is a company that invest in early stage companies where financial success creates meaningful social and environmental value. |                 | Early Stage<br>Venture                                       | United States                        | www.radicleimp<br>act.com   | LendUp<br>LendÚp                     |
| 290.Rakuten  © Rakuten             | Rakuten is a tech company that offers electronic commerce solutions in Japan and internationally.   |                 | N/A  | Japan<br>Asia-Pacific<br>(APAC)      | global.rakuten.c<br>om/corp | Kreditech<br>Holding                 |

| Company                                    | Description   | Year<br>Founded | Classification   | Based in      | Website                | Invested in                |
|--|---|-----------------|--|---------------|------------------------|----------------------------|
| 291.Red Bear<br>Angels  RED BEAR ANGELS    | Red Bear Angels is the investment group dedicated to supporting early stage companies founded or led by Cornell alums, students or faculty. | 2014            | Early Stage<br>Venture, Seed                                 | United States | rbangels.com           | Producepay PR DUCEPAY      |
| 292.Red Swan<br>Ventures<br>S Red Swan     | Red Swan invests in customer-centric, culture-generating and disruptive entrepreneurs.  | 2011            | Debt, Early<br>Stage Venture,<br>Seed                        | United States | <u>redswan.vc</u>      | Oscar Health OSCOI         |
| 293.Redpoint  Redpoint                     | Since 1999, Redpoint Ventures has partnered with visionary founders to create new markets or redefine existing ones.                        | 1999            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture, Seed | United States | redpoint.com           | Nubank  Dubank             |
| 294.Rethink<br>Impact<br>RETHINK<br>IMPACT | VC firm investing in female leaders using technology to solve the world's biggest problems.   | 2015            | N/A  | United States | rethinkimpact.co<br>m  | Ellevest<br>EV<br>ELLEVEST |
| 295.Revolution                             | Revolution is a Washington, DC venture capital firm.  | 2005            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed       | United States | www.revolution.<br>com | m-kopa                     |

| Company   | Description  | Year<br>Founded | Classification   | Based in      | Website                      | Invested in                  |
|---|--|-----------------|--|---------------|------------------------------|------------------------------|
| 296.Ribbit<br>Capital<br>Ribbit Capital               | Ribbit Capital is a financial services-focused venture capital firm.   | 2012            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed       | United States | ribbitcap.com                | Capital Float  CAPITAL FLOAT |
| 297.Richmond Global Ventures  Richmond GLOBALVENTURES | Richmond Global Ventures is a New York-based venture capital firm founded by pioneers in emerging market venture capital                   | 2014            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed       | United States | www.rglobal.co<br><u>m</u>   | GuiaBolso                    |
| 298.Right Side Capital Management                     | Right Side Capital Management invests in capital-efficient, seed-stage technology startups across the U.S. in every technology sector.     | 2010            | Seed   | United States | www.rightsideca<br>pital.com | AirFox ICO AirFox            |
| 299.Route 66 Ventures  ROUTE SIXTY-SIX VENTURES       | Route 66 Ventures provides venture capital and credit solutions to emerging financial technology and services companies.                   | 2012            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture, Seed | United States | route66ventures<br>.com      | Compareasiagr<br>oup         |
| 300.RRE<br>Ventures                                   | RRE Ventures is a New York-based venture capital firm that offers early-stage funding to software, internet, and communications companies. | 1994            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed       | United States | www.rre.com                  | Ladder  Ladder               |

| Company                                      | Description   | Year<br>Founded | Classification  | Based in                             | Website                         | Invested in                 |
|--|---|-----------------|---|--------------------------------------|---------------------------------|-----------------------------|
| 301.Runa<br>Capital  Runa Capital            | Runa Capital is a VC firm with 2 funds run by a team of successful tech entrepreneurs and investors.  | 2010            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture                    | United States                        | www.runacap.co<br>m             | Mambu<br>MAMBU              |
| 302.Saama<br>Capital                         | Saama Capital II, is an India focused venture capital fund and is the independent successor fund to SVB India Capital Partners, I ("SICP"). |                 | Early Stage<br>Venture, Late<br>Stage Venture                             | India<br>Asia-Pacific<br>(APAC)      | MANAM Saamacani                 | LENDINGKART                 |
| 303.Safaricom Safaricom Twaweza              | Safaricom is a mobile network operator that offers internet connectivity, information management, voice, and communication solutions.       | 1997            | N/A   | Kenya                                | safaricom.co.ke                 | FARMDRIVE  FarmDrive        |
| 304.SAIF Partners SAIF?artners               | SAIF Partners is a venture and growth capital fund invested in helping Asia's exceptional companies grow from concept to IPO.               | 2001            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | Hong Kong,<br>Asia-Pacific<br>(APAC) | www.sbaif.com                   | Capital Float CAPITAL FLOAT |
| 305.Salesforce Ventures  salesforce ventures | Salesforce Ventures invests in the next gen of enterprise tech to help companies connect with their customers in entirely new ways.         |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                    | United States                        | www.salesforce.<br>com/ventures | Ellevest<br>EV<br>ELLEVEST  |

| Company  | Description  | Year<br>Founded | Classification                                | Based in       | Website                               | Invested in   |
|--|--|-----------------|---|----------------|---------------------------------------|---------------|
| 306.SamsungNE<br>XT Ventures                       | Samsung NEXT Ventures invests in transformative early-stage software and services startups.                                    | 2013            | Early Stage<br>Venture, Seed                  | United States  | samsungnext.co<br>m/ventures          | Juvo          |
| 307.Santander InnoVentures  Santander InnoVentures | Santander InnoVentures is Santander Group's global corporate venture capital fund, focused on early stage FinTech investments. |                 | Early Stage<br>Venture, Late<br>Stage Venture | United Kingdom | www.siv.vc                            | PAYJOY PAYJOY |
| 308.Satya<br>Capital                               | Satya Capital is a company that provides investment services.  | N/A             | N/A   | United Kingdom | www.satyacapit<br>al.com              | Cellulant     |
| 309.Schroders Plc  Schroders                       | Schroders is an asset management company.  | 1804            | Early Stage<br>Venture                        | United Kingdom | www.schroders.<br>com/global/hom<br>e | Nutmeg        |
| 310.Seedcamp Seedcamp                              | Seedcamp is a European seed fund that identifies and invests early in world-class founders attacking large global markets      |                 | Early Stage<br>Venture, Seed                  | United Kingdom | www.seedcamp.<br>com                  | Revolut       |

| Company  | Description   | Year<br>Founded | Classification   | Based in                               | Website                    | Invested in                |
|--|---|-----------------|--|--|----------------------------|----------------------------|
| 311.Sequoia<br>Capital<br>SEQUOIA ╚            | Sequoia is a VC firm focused on energy, financial, enterprise, healthcare, internet, and mobile startups.                               | 1972            | Early Stage<br>Venture, Late<br>Stage Venture,         |  | www.sequoiaca<br>p.com     | BankBazaar                 |
|  |   |                 | Seed   |  |                            |                            |
| 312.Serious<br>Change<br>+ serious<br>= change | Serious Change is here to get a secure and sustainable energy system for Britain. Using current research we aim to show the country the |                 | N/A  | United Kingdom                         | seriouschange.o<br>rg.uk   | Mosaic                     |
| 313.SignalFire     SIGNALFIRE™                 | SignalFire is a venture capital firm that invests in seed stage companies and breakout companies  |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed |  | www.signalfire.c<br>om     | Juvo                       |
| 314.Simone Investment Managers                 | Simone Investment Managers is a privately placed fund management company that specializes in real estate and alternative assets.        |                 | N/A  | South Korea,<br>Asia-Pacific<br>(APAC) | www.simonefg.c<br>o.kr     | Dianrong  高融  Dianrong.com |
| 315.Sistema<br>Asia Fund<br>Sistema            | Sistema Asia Fund is a proprietary venture capital fund of Russian conglomerate Sistema JSFC (www.sistema.com)                          |                 | Early Stage<br>Venture, Late<br>Stage Venture          | 7 10.00 1 0.01.10                      | sistemaasiacapit<br>al.com | LENDINGKART                |

| Company  | Description  | Year<br>Founded | Classification   | Based in                              | Website                       | Invested in                          |
|--|--|-----------------|--|---------------------------------------|-------------------------------|--------------------------------------|
| 316.SK Ventures  | An early stage venture capital firm run by Paul Kedrosky and Eric Norlin.  | 2016            | Early Stage<br>Venture, Seed   | United States                         | skvcap.com                    | Remitly Remitly                      |
| 317.Social<br>Leverage                                   | Social Leverage is a partnership that invests in exceptional entrepreneurs in the technology space.                                  | 2009            | Seed   | United States                         | www.sociallever<br>age.com    | Producepay PR DUCEPAY                |
| 318.Social Venture Partners  SVP SOCIAL VENTURE PARTNERS | SVP builds on its Partners talent to enable them to become more impactful philanthropists, social investors, and volunteers.         | 1997            | N/A  | United States,<br>North America       | socialventurepar<br>tners.org | Neogrowth NeoGrowth                  |
| 319.Softbank Ventures Korea  SoftBank Ventures Korea     | Softbank Ventures Korea is a Seoul-based venture capital firm that specializes in IT startup investment and corporate restructuring. |                 | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Private Equity,<br>Seed | South Korea<br>Asia-Pacific<br>(APAC) | www.softbank.c<br>o.kr        | Funding Societies  funding societies |
| 320.Soma<br>Capital<br>SOMA<br>CAPITAL                   | We invest in passionate founders with big ideas. We're a fund that was built by entrepreneurs, for entrepreneurs.                    |                 | Early Stage<br>Venture, Seed   | United States                         | www.somacapit<br>al.io        | LendUp<br>LendÚp                     |

| Company                              | Description  | Year<br>Founded | Classification   | Based in                          | Website                    | Invested in                 |
|--------------------------------------|--|-----------------|--|-----------------------------------|----------------------------|-----------------------------|
| 321.Sound<br>Ventures                | Sound Ventures is a recently formed venture capital firm founded by Ashton Kutcher and Guy Oseary.                                     |                 | Early Stage<br>Venture,<br>Private Equity              | United States                     | www.sound-vent<br>ures.com | FUNDBOX                     |
| 322.Spark Capital  SPARK CAPITAL     | Spark Capital is an early and growth stage venture capital firm that takes risks on exceptional founders and the products they design. | 2005            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed | United States                     | www.sparkcapit<br>al.com   | FUNDBOX                     |
| 323.Speedinvest                      | Speedinvest is a European venture capital fund for tech start-ups.   | 2011            | Early Stage<br>Venture, Seed                           | Austria<br>European<br>Union (EU) | Sheedin//est co            | lyzico iyzico easy checkout |
| 324.Spiral Ventures Pte Ltd.         | Spiral Ventures is a venture capital firm that provides its services for the Southeast Asia and Japan market.                          | 2013            | Early Stage<br>Venture, Seed                           | Singapore,<br>Southeast Asia      | spiral-ventures.c<br>om    | Ayannah                     |
| 325.Sprints Capital  SPRINTS CAPITAL | Our investments focus on growth equity and growth buyout situations in the consumer internet sector in Europe.                         |                 | Late Stage<br>Venture,<br>Private Equity               | United Kingdom                    | www.sprintscap.            | Revolut                     |

| Company   | Description   | Year<br>Founded | Classification   | Based in                  | Website                     | Invested in                       |
|---|---|-----------------|--|---------------------------|-----------------------------|-----------------------------------|
| 326.Square Peg<br>Capital                       | Square Peg Capital aspires to be the leading Asia Pacific based investor in venture and growth stage online and technology companies.   |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed | Australia<br>Asia-Pacific | I WWW callaranaa            | Stripe<br>Stripe                  |
| 327.Standard Chartered Bank  Standard Chartered | Standard Chartered Bank is a leading international bank, with more than a 150-year history in some of the world's most dynamic markets. |                 | N/A  | United Kingdom            | www.sc.com                  | Dianrong<br>点融网 Dianrong.com      |
| 328.Starr<br>Companies<br>STARR<br>COMPANIES    | Starr Companies is a privately-held global financial services company comprised of insurance.   |                 | N/A  | United States             | www.starrcomp<br>anies.com  | Coverwallet                       |
| 329.Start Fund                                  | Start Fund is a San Francisco-based joint venture focused on seed- and early-stage investments.   |                 | Early Stage<br>Venture, Seed                           |                           | angel.co/start-fu<br>nd     | LendUp Lend <b>Ú</b> p            |
| 330.Startupboot camp Startupbootcamp            | Startupbootcamp is a global network of industry-focused startup accelerators that provides investment and mentorship services.          |                 | Seed   | United Kingdom            | www.startupboo<br>tcamp.org | MONEYFELLO<br>WS<br>Money Fellows |

| Company  | Description   | Year<br>Founded | Classification   | Based in                            | Website                  | Invested in                                     |
|--|---|-----------------|--|-------------------------------------|--------------------------|---|
| 331.StartX<br>(Stanford-StartX<br>Fund)                            | StartX is an educational non-profit that helps Stanford's top entrepreneurs.  | 2010            | Early Stage<br>Venture, Non<br>Equity<br>Assistance,<br>Seed     |                                     | startx.com               | PAYJOY PAYJOY                                   |
| 332.Steadview Capital  STEADVIEW CAPITAL MANAGEMENT                | Steadview Capital is an alternative asset management firm that makes concentrated, long-term investments across multiple industries.    | 2009            | Early Stage<br>Venture, Late<br>Stage Venture                    | Asia-Pacific                        | steadview.com            | Policybazaar  policybazaar  Compare. Buy. Save. |
| 333.Stripe   | Stripe provides a set of unified APIs and tools that instantly enable businesses to accept and manage online payments.                  | 2010            | N/A  | United States                       | stripe.com               | Stellar stellar                                 |
| 334.Stripes<br>Group   | Stripes Group is a growth equity firm that invests in Internet, Software / SaaS, Healthcare IT and Branded Consumer Products companies. | 2003            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity | 1                                   | www.stripesgrou<br>p.com | Remitly Remitly                                 |
| 335.Sun Hung<br>Kai Properties<br>新鴻基地產<br>Sun Hung Kai Properties | Sun Hung Kai Properties is a property company that specializes in developing residential projects, offices, and shopping centers.       | 1963            | N/A  | Thailand,<br>Asia-Pacific<br>(APAC) | www.shkp.com             | Dianrong  於融  Dianrong.com                      |

| Company  | Description   | Year<br>Founded | Classification   | Based in      | Website                    | Invested in           |
|--|---|-----------------|--|---------------|----------------------------|-----------------------|
| 336.Susa<br>Ventures   | Susa Ventures is an early-stage technology fund based in San Francisco.   | 2013            | Early Stage<br>Venture, Seed   | United States | www.susaventur<br>es.com   | LendUp<br>LendÚp      |
| 337.Susquehann a Growth Equity  SGE SUSQUEHANNA GROWTH EQUITY, LLC | SGE invests in growth stage technology companies in the software, information services, internet and financial technology sectors.      | 2006            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity                   | Israel        | www.sgep.com               | Fundera <b>Sunder</b> |
| 338.SV Angel  SVAngel  | SV Angel is a San Francisco-based angel firm that helps startups with business development, financing, M&A, and other strategic advice. | 2009            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Private Equity,<br>Seed | United States | www.svangel.co<br><u>m</u> | FUNDBOX               |
| 339.SVB Capital  Svb  Silicon Valley Bank                          | SVB Capital, a venture capital, focuses on fund of funds and direct investments in the American technology sector.                      | 2000            | N/A  | United States | www.svb.com/s<br>vbcapital | Oportun               |
| 340.Taurus<br>Ventures<br>TAURUS                                   | Taurus Ventures is an early stage venture capital firm investing in the United States & Southeast Asia.                                 | 2015            | Early Stage<br>Venture, Seed   | United States | www.taurus.vc              | Producepay PR DUCEPAY |

| Company                                | Description   | Year<br>Founded | Classification                        | Based in                            | Website                    | Invested in                                    |
|--|---|-----------------|---------------------------------------|-------------------------------------|----------------------------|--|
| 341.TBL Mirror Fund                    | TBL Mirror Fund facilitates and manages the combined investment of capital and know-how in promising companies.                           |                 | N/A                                   | Kenya                               | www.tblmirrorfu<br>nd.com  | Cellulant cellulant                            |
| 342.Techstars<br>techstars             | Techstars is a worldwide network that helps entrepreneurs succeed.  |                 | Debt, Early<br>Stage Venture,<br>Seed | United States                       | techstars.com              | AirFox ICO  AirFox                             |
| 343.Tekton<br>Ventures                 | Tekton Ventures is a seed-stage investment firm that partners with technology-focused entrepreneurs to build category defining companies. |                 | N/A                                   | United States                       | www.tektonvent<br>ures.com | PAYJOY PAYJOY                                  |
| 344.Telenor telenor group              | Telenor is a telecommunications company focused on mobile communication, fixed line communication, and TV-based activities.               | 1885            | N/A                                   | Norway                              | www.telenor.co<br>m        | Microensure  MICROENSURE                       |
| 345.Temasek Holdings  TEMASEK HOLDINGS | Temasek is an investment company based in Singapore, with a focus on delivering sustainable returns over the long term.                   |                 | N/A                                   | Singapore<br>Asia-Pacific<br>(APAC) |                            | Policybazaar  policybazaar  compare. Buy. Save |

| Company  | Description  | Year<br>Founded | Classification   | Based in      | Website                    | Invested in                    |
|--|--|-----------------|--|---------------|----------------------------|--------------------------------|
| 346.The California Endowment  THE CALIFORNIA ENDOWMENT | California Endowment is a not-for-profit foundation with \$3.4 billion assets under management.                                  |                 | N/A  | United States | www.calendow.<br>org       | Mosaic                         |
| 347.The MasterCard Foundation                          | The MasterCard Foundation is an independent, global organization based in Toronto, Canada, with more than \$7 billion in assets. | 2006            | N/A  | Canada        | mastercardfdn.o<br>rg      | Zoona ZOONA LET'S MAKE IT REAL |
| 348.The Perkins<br>Fund  THE PERKINS FUND              | The Perkins Fund is boutique venture capital fund that invests in people and companies that matter.                              |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed | United States | www.theperkinsf<br>und.com | Ellevest                       |
| 349.The Rise Fund                                      | The Rise Fund is committed to achieving social and environmental impact alongside financial returns.                             |                 | N/A  | N/A           | www.therisefund<br>.com    | Cellulant                      |
| 350.Think + Think+                                     | Think + is an early stage venture capital fund.  | 2017            | Early Stage<br>Venture                                 | United States | www.thinkplus.v<br>C       | PAYJOY PAYJOY                  |

| Company  | Description   | Year<br>Founded | Classification   | Based in                            | Website                        | Invested in          |
|--|---|-----------------|--|-------------------------------------|--------------------------------|----------------------|
| 351.Third Point Ventures  THIRD POINT VENTURES | Third Point Ventures is the venture capital arm of Third Point LLC, a registered investment adviser based in New York, with approximately |                 | Early Stage<br>Venture, Late<br>Stage Venture                | United States                       | www.thirdpointv<br>entures.com | Upstart<br>Upstart   |
| 352.Thomvest Ventures THOMVEST                 | Thomvest is a cross-stage venture capital firm with over \$300 million under management.  | 1996            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture, Seed | United States                       | www.thomvest.c                 | Ladder  Ladder       |
| 353.Thrive Capital THRIVE CAPITAL              | Thrive Capital is a venture capital investment firm that focuses on media and internet investments.                                       |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed       | United States                       | thrivecap.com                  | <b>Nubank</b> Mubank |
| 354.Tokyo<br>Founders Fund                     | Tokyo Founders Fund is network of eight entrepreneurs supporting global start up companies.   | 2015            | N/A  | Japan<br>Asia-Pacific<br>(APAC)     | www.tokyofound<br>ersfund.com  | Paystack paystack    |
| 355.TOM Group<br>Limited                       | TOM Group Limited is a Chinese-language media company.  | 1999            | N/A  | Hong Kong<br>Asia-Pacific<br>(APAC) | i www.maraiin i                | Welab  WeLab         |

| Company   | Description  | Year<br>Founded | Classification   | Based in                            | Website                          | Invested in                                 |
|---|--|-----------------|--|-------------------------------------|----------------------------------|---|
| 356.TomorrowVentures                              | TomorrowVentures is an early stage venture capital firm that funds lifestyle-focused companies.  |                 | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Private Equity,<br>Seed | United States                       | www.tomorrowv<br>c.com           | Remitly  Remitly  Promises Delivered        |
| 357.Toscafund<br>Asset<br>Management<br>TOSCAFUND | Toscafund Asset Management is a is an employee owned hedge fund sponsor that provides its services to pooled investment vehicles.            |                 | Late Stage<br>Venture,<br>Private Equity   | European<br>Union (EU)              | www.toscafund.                   | Atombank Atom                               |
| 358.TPG TPG                                       | TPG is a global private investment firm with approximately \$45 billion of capital under management across a family of funds.                |                 | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Post-Ipo, Seed          | United States                       | www.tpg.com                      | Janalakshmi janalakshmi likho apni kahaani  |
| 359.Transameric a Ventures  TRANSAMERICA®         | Transamerica Ventures provides seed, venture, and growth-stage funding to innovators in the FinTech, enterprise IT, and Internet sectors.    |                 | Early Stage<br>Venture, Late<br>Stage Venture                                      | United States                       | www.transameri<br>caventures.com | Coverfox Insurance                          |
| 360.Tree Line<br>Asia<br>Tree Line                | Tree Line Asia is a Singaporean investment management firm that offers medium- and long-term investment services in the Asia-Pacific region. |                 | N/A  | Hong Kong<br>Asia-Pacific<br>(APAC) | treelineim.com                   | Janalakshmi  Janalakshmi likho apni kahaani |

| Company  | Description  | Year<br>Founded | Classification   | Based in               | Website  | Invested in                                      |
|--|--|-----------------|--|------------------------|--|--|
| 361. Treeline, Inc.  TREELINE ADREALINE FOR YOUR SALES FORCE | Treeline, Inc. is a premier sales recruitment firm. Treeline helps companies build their sales force with DADOMATCH sales hiring technology. | 2001            | N/A  | United States          | www.treeline-inc<br>.com                         | Janalakshmi<br>Janalakshmi<br>Iikho apni kahaani |
| 362.Trilogy Equity Partners TRILOGY                          | Trilogy Equity Partners is a closely-held investment firm based in Bellevue, Washington.   | 2006            | Early Stage<br>Venture,<br>Private Equity,<br>Seed                                 | United States          | www.trilogyequit<br>y.com                        | Remitly  |
| 363.Trinity Ventures  TRINITY VENTURES                       | Founded in 1986, Trinity Ventures is an early stage venture capital firm.  | 1986            | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture,<br>Private Equity,<br>Seed | United States          | www.trinityventu<br>res.com                      | Branch International branch                      |
| 364.Triodos Investment Management                            | Triodos Investment Management focuses on investments in various areas, including renewable energy, microfinance, and real estate.            | 1980            | N/A  | European<br>Union (EU) | www.triodos.co<br>m/en/investment<br>-management | Capital Float  CAPITAL FLOAT                     |
| 365.TTV Capital  | TTV Capital invests in fintech businesses that serve the varied needs of consumers of financial products and services.                       | 2000            | Early Stage<br>Venture   | United States          | www.ttvcapital.c<br>om                           | Blooom   |

| Company                                    | Description  | Year<br>Founded | Classification               | Based in                         | Website                  | Invested in             |
|--|--|-----------------|------------------------------|----------------------------------|--------------------------|-------------------------|
| 366.Two Sigma Ventures  TWO SIGMA VENTURES | Two Sigma Ventures invests in companies run by highly driven people with potentially world-changing ideas.               | 2012            | Early Stage<br>Venture, Seed | United States                    | twosigmaventur<br>es.com | Coverwallet coverwallet |
| 367.TYLT Ventures  [TYLT] VENTURES         | TYLT Ventures is focused on identifying, capitalizing, and building high-growth companies.                               | 2013            | Seed                         | United States                    | www.tyltventure<br>s.com | Producepay PR DUCEPAY   |
| 368.Ule                                    | Ule.coms is an e-commerce platform offering retail and ordering services, with its focus on the online-to-offline model. | 2009            | N/A                          | China,<br>Asia-Pacific<br>(APAC) | <u>ule.com</u>           | Welab WeLab             |
| 369.Ulu<br>Ventures                        | Ulu Ventures provides early stage investments to enterprise cloud and smart data companies.                              | 2008            | Early Stage<br>Venture, Seed | United States                    | www.uluventure<br>s.com  | Ellevest                |
| 370.UMB Banks  UNB BANK                    | UMB Financial Corporation is a financial services holding company headquartered in Kansas City, Mo.                      | 1913            | N/A                          | United States                    | www.umb.com/             | Blooom                  |

| Company  | Description   | Year<br>Founded | Classification   | Based in      | Website                       | Invested in             |
|--|---|-----------------|--|---------------|-------------------------------|-------------------------|
| 371.Union Square Ventures  Usv Union Square Ventures | Union Square Ventures is a venture capital firm focused on early stage, growth capital, late stage, and startup financing.              |                 | Debt, Early<br>Stage Venture,<br>Late Stage<br>Venture, Seed | United States | www.usv.com                   | Coverwallet coverwallet |
| 372.Urizen<br>Ventures I                             | Urizen invests in analytic technologies applied to sectors such as Logistics, Finance or Enterprise SaaS                                |                 | Early Stage<br>Venture, Seed                                 | United States | urizenventures.c<br>om        | Coverwallet             |
| 373.US Department of Energy                          | US Department of Energy was founded in 1977 and traces its lineage to the Manhattan Project.  |                 | Debt, Early<br>Stage Venture,<br>Grant, Seed                 | United States | www.energy.gov                | Mosaic                  |
| 374.Valor<br>Capital Group                           | Valor is an investment firm focused on Brazil and US-Brazil cross-border opportunities with a presence in New York, Menlo Park, and Rio |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed       | United States | www.valorcapita<br>lgroup.com | Guiabolso GuiaBolso     |
| 375.Värde Partners Värde                             | Värde Partners is a privately held, investment manager specializing in alternative investments.   | N/A             | Early Stage<br>Venture                                       | United States | varde.com                     | Kreditech<br>Holding    |

| Company   | Description  | Year<br>Founded | Classification                            | Based in      | Website                    | Invested in            |
|---|--|-----------------|---|---------------|----------------------------|------------------------|
| 376.Velocity Capital Private Equity  VELOCITY CAPITAL | Early and growth stage financial technology investors. Global focus.   | 2005            | Early Stage<br>Venture                    |               | velocitycapital-p<br>e.com | Cellulant<br>cellulant |
| 377.Velos Partners  VELOS PARTNERS                    | Velos Partners is a consumer growth capital firm investing in retail innovation, health & wellness, and luxury & entertainment.              | 2013            | Early Stage<br>Venture,<br>Private Equity | United States | www.velospartn<br>ers.com  | Oscar Health           |
| 378.Ventures Platform                                 | A Pan- African early stage fund and accelerator that actively finds, funds and supports innovative companies solving real problems in Africa | 2016            | Seed                                      | Nigeria       | venturesplatfor<br>m.com   | Paystack paystack      |
| 379.Verily  verily                                    | Verily develops tools and devices to collect, organize and activate health data.   | 2015            | N/A                                       | United States | <u>verily.com</u>          | Oscar Health           |
| 380.Vesta Corporation  V E S T A                      | Vesta Corporation is a leading provider of innovative electronic payment solutions for the world's largest consumer brands.                  | 1995            | N/A                                       | United States | www.trustvesta.<br>com     | Mirador  MIRADOR       |

| Company   | Description  | Year<br>Founded | Classification  | Based in                            | Website                               | Invested in                 |
|---|--|-----------------|---|-------------------------------------|---------------------------------------|-----------------------------|
| 381.Vickers Venture Partners  VICKERS VENTURE PARTNERS  | Vickers Venture Partners is a venture capital firm focused on angel investments in Asia and beyond.  | 2005            | Early Stage<br>Venture  | Singapore<br>Asia-Pacific<br>(APAC) | www.vickersven<br>ture.com            | Matchmove match <i>move</i> |
| 382.Village<br>Capital<br>VillageCapital                | Village Capital builds bridges for entrepreneurs who are creating an inclusive and sustainable world.  | 2010            | Convertible Note, Debt, Early Stage Venture, Private Equity, Seed | United States                       | www.vilcap.com                        | Atikus                      |
| 383.Virgin<br>Group                                     | Virgin Group is an investment company focused on leisure, travel, tourism, mobile, broadband, TV, radio, music, finance, and health sectors. | 1970            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity  |                                     | www.virgin.com                        | m-kopa M-K@PA SOLAR         |
| 384.Visa VISA   | Visa is an American multinational financial services company that facilitates electronic payment systems throughout the world.               | 1958            | N/A   | United States                       | corporate.visa.c<br>om                | Stripe                      |
| 385.Vostok Emerging Finance >EF Vostok Emerging Finance | Vostok Emerging Finance is an investment company.  | 2015            | N/A   | Bermuda                             | www.vostokeme<br>rgingfinance.co<br>m | GuiaBolso                   |

| Company                                       | Description   | Year<br>Founded | Classification  | Based in   | Website                   | Invested in     |
|---|---|-----------------|---|--|---------------------------|-----------------|
| 386.Vox Capital  VOX CAPITAL                  | Vox Capital fosters a world where business drive positive social transformation.  | 2009            | Early Stage<br>Venture  | Brazil   | www.voxcapital.<br>com.br | Avante          |
| 387.Vulcan Capital                            | Vulcan Capital is the investment arm of Paul Allen's private company, Vulcan Inc.   | 2003            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed                    | United States  | capital.vulcan.co<br>m    | Remitly Remitly |
| 388.Vy Capital                                | Vy Capital is a global investment firm exclusively focused on internet and software   | 2013            | N/A   | United Arab<br>Emirates Gulf<br>Cooperation<br>Council (GCC) | www.vycapital.c<br>om     | Aella Credit    |
| 389.Walden International WALDEN International | A venture capital firm with over \$1.6 billion in investments, Walden international had offices globally and invests in four sectors: | 1987            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | United States  | www.waldenintl.           | BankBazaar      |
| 390.Warburg Pincus  Warburg Pincus            | Warburg Pincus LLC is a global private equity firm focused on growth investing.   |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity,<br>Seed | United States  | www.warburgpin<br>cus.com | Mosaic          |

| Company  | Description   | Year<br>Founded | Classification   | Based in      | Website                 | Invested in           |
|--|---|-----------------|--|---------------|-------------------------|-----------------------|
| 391.Wavemaker<br>Partners<br>wavemaker           | Wavemaker is a crossborder early stage VC firm, dual headquartered in LA/Singapore, focused on seed stage technology startup opportunities. | 2003            | Early Stage<br>Venture, Seed   | United States | wavemaker.vc            | Ayannah<br>ayannah    |
| 392.Wellington Management  WELLINGTON MANAGEMENT | Wellington Management Company is one of the largest private, independent investment management companies in the world.                      |                 | Early Stage<br>Venture, Late<br>Stage Venture,<br>Private Equity       | United States | wellington.com          | Oscar Health OSCOI    |
| 393.Western<br>Technology<br>Investment          | Western Technology Investment is a venture capital firm that specializes in offering acquisition financing to revenue generating firms.     | 1980            | Debt, Early<br>Stage Venture,<br>Grant, Late<br>Stage Venture,<br>Seed | United States | www.westerntec<br>h.com | PAYJOY PAYJOY         |
| 394.Wing<br>Venture Capital<br>WiN⊡              | Wing Venture Capital invests in technology-based businesses.  | 2013            | Early Stage<br>Venture, Seed   | United States | wing.vc                 | JUVO                  |
| 395.Wonder Ventures  WONDER VENTURES             | Investing in entrepreneurs who build the world's most innovative technology companies.  | 2015            | Early Stage<br>Venture, Seed   | United States | www.wondervc.           | Producepay PR DUCEPAY |

| Company  | Description   | Year<br>Founded | Classification  | Based in                          | Website                     | Invested in          |
|--|---|-----------------|---|-----------------------------------|-----------------------------|----------------------|
| 396.Y<br>Combinator<br>Y Combinator                        | Y Combinator is a startup accelerator based in Mountain View, California.   | 2005            | Debt, Early<br>Stage Venture,<br>Seed                           | United States                     | www.ycombinat<br>or.com     | Kudi                 |
| 397.Yes Bank  YES BANK                                     | YES BANK is a large private sector bank that offers comprehensive banking and financial solution to all its valued customers.           | 2004            | N/A   | India<br>Asia-Pacific<br>(APAC)   | <u>yesbank.in</u>           | LENDINGKART          |
| 398.YoungBrain<br>s<br>YOUNG<br>BRAINS                     | YoungBrains is an angel investor that helps founders and their teams launch new ventures, develop products, and raise external capital. | 2009            | Early Stage<br>Venture, Seed                                    | Germany<br>European<br>Union (EU) | l s net                     | Kreditech<br>Holding |
| 399.Zeno Ventures  zeno ventures                           | Zeno Ventures invests in early stage technology enabled companies addressing consumer and enterprise markets.                           | 2016            | Early Stage<br>Venture, Late<br>Stage Venture,<br>Seed, Venture | N/A                               | zenoventures.co<br><u>m</u> | Aella Credit         |
| 400.ZenStone<br>Venture Capital<br>zens <mark>y≅</mark> ne | ZenStone Venture Capital is a Silicon Valley-based venture capital firm founded to bridge Asian capital and global opportunities.       | 2014            | Early Stage<br>Venture, Seed                                    | United States                     | www.zenstonev<br>c.com      | Nav<br>Technologies  |



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