



# Membership Brochure

# Overview

## About AVPA

AVPA is an ecosystem builder and a network of social investors collaborating to increase the flow of capital mobilised and deployed for impact across Africa. AVPA is both the leading impact investing network and the only network in Africa that brings together social investors across the entire Continuum of Capital, i.e. Grants, Debt, or Equity, as well as deployers of intellectual and human capital.

## Mission & Vision

Our mission is to increase the flow of capital into African social investments and foster its effective deployment for maximum impact.

We envision an African continent where collaborative and effective social investment results in exponential social impact and achievement of the SDGs.



## Introduction

The financing needs for Africa's Sustainable Development Goals (SDGs) have significantly outstripped available resources and continue to grow. Traditionally, international aid and local governments have served as the main funding sources. However, both sources are overwhelmed by the combination of ever-growing social needs, linked to a growing population, decreasing development aid, and strained government budgets.

Simultaneously, there is a growing appreciation for the potentially transformative role of private capital in addressing major social challenges. However, minimal infrastructure and inadequate knowledge of Innovative Finance impede thousands of current and future social investors from driving real social change throughout the continent.

**AVPA would like to collaborate with you to help solve this problem through the following avenues:**



Elevating the understanding of the of continent's development financing challenge and the role of social investment, while simultaneously attracting investors, and connecting social investors within Africa.



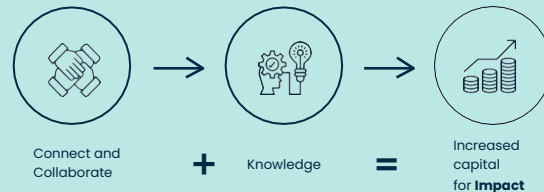
Delivering a comprehensive suite of programmes, tools, and services designed to improve the effectiveness of social



Fostering linkages between the African social investment community and flourishing counterparts in Asia, Europe, and Latin America through our global sister networks.

## Our Approach

Promoting genuine connection and collaboration among investors across the Continuum of Capital - Grants, Debt or Equity, and capacitating them with the knowledge and networks to leverage, mobilise, and deploy capital for impact across Africa.



# Service Offerings

## Deal Share Platform

A community for social investors to share information about deals, flag resources, and invite others to partner, and co-invest.



### Access Investment pipeline:

See investments other investors have supported that are now seeking additional capital for growth or scale.



### Investment Connect:

Find co-investors and partners providing non-financial services to the African social sector.



### Collaborate:

Identify partners for co-investment, research, convenings, and experimenting on financial models, financial structures, products and services amongst others.

## Deal Share Live

An avenue for the Deal Share Platform members to engage each other and their investees through events:

1. Investors share the deals they have endorsed with the community.
2. Investees share investment opportunities through live pitches.
3. Advisory services for investees/entrepreneurs.

Visit <https://avpa.africa/deal-share/how-deal-share-works/> to learn more about the platform. To book a consultation, seek clarification or a meeting to explore partnership opportunities, contact the DSP Lead at [tnyaagano@avpa.africa](mailto:tnyaagano@avpa.africa)

## Gender Platform

A virtual thematic platform where different gender-linked communities of practice can share tools, and reports, collaborate, learn together and discuss investment opportunities with a Gender Lens focus. The platform is supported by a Gender Lens Advisory Group, an impressive group of Africa's top Gender Lens Investing (GLI) experts helping steer our GLI work.

Visit <https://avpa.africa/gender-platform/> to learn more about the platform. To book a consultation, seek clarification or a meeting to explore partnership opportunities, contact Matebe Chisiza at [mchisiza@avpa.africa](mailto:mchisiza@avpa.africa)

## The Knowledge Centre

The AVPA Knowledge Centre is your go to resource platform for Impact Investing in Africa. The centre offers a unique perspective on the African Impact Investing ecosystem; a deep understanding of the local market dynamics, social and environmental challenges, and opportunities for Impact Investing across the continent.

Access tools, cutting edge research and insights, best practices, case studies, publications, videos, podcasts, tools and frameworks to help social investors navigate the African Impact Investing landscape and make informed investment decisions.

Visit <https://avpa.africa/value-hub/> to learn more about the Knowledge Centre. To book a consultation, seek clarification or a meeting to explore partnership opportunities, contact the Knowledge Centre Lead Zachary Mikwa at [zmikwa@avpa.africa](mailto:zmikwa@avpa.africa).

# Service Offerings

## Leadership Development Centre

Offers a range of trainings (virtual and in-person) and courses tailored for impact investors looking to invest in Africa. Our trainings cover topics such as Impact Investing fundamentals, due diligence in Africa, Impact Measurement and Management, and sector-specific investment strategies. The centre is designed to provide practical knowledge and skills needed to navigate the unique challenges and opportunities of Impact Investing in Africa. The platform offers opportunities to co-create programmes with AVPA.

Visit <https://avpa.africa/leadership/> to learn more about the Leadership Development Centre. To book a consultation, seek clarification or a meeting to explore partnership opportunities, contact Abu Okari at [abuokari@avpa.africa](mailto:abuokari@avpa.africa).

## Africa Impact Investing Fellowship

The Africa Impact Investing Fellowship Programme is designed to create space for knowledge-sharing and peer-to-peer learning with the goal of increasing participants' understanding of the impact investing landscape, trends, strategies and approaches in Africa. This Fellowship builds capacity and knowledge in areas such as Innovative Finance, Impact Measurement and Management, and Leadership in Complexity. The Fellowship aims to ultimately increase the flow of social investment capital into Africa.

Learn more information on the Africa Impact Investing Fellowship [here](#).

## African Healthcare Funders Forum

A premium Impact Funders Forum focused on Health Care. The forum brings together funders to learn how to advance financing in the African healthcare sector and is a unique space to learn about financing health enterprises, meet leading entrepreneurs, exchange best practices and build awareness amongst both audiences on how to unlock finance for growth.

Learn more information on the African Healthcare Funders Forum [here](#).

## Catalytic Capital

Catalytic capital, investment capital that is patient, risk-tolerant, concessionary, and flexible, holds promise for focusing and expanding financing needed to help achieve the SDGs. At AVPA, we believe that one of the biggest challenges in capital in Africa is the lack of risk capital. AVPA is working with partners to enhance the understanding, growth, and use of Catalytic Capital in Africa. This will enable the innovation and scaling of new products, services and processes, allowing for the crowding in of private capital into African Social Investments.

Leave your details [here](#) to be informed more about the Catalytic Investing Training AVPA will be running this year.

# Membership Criteria

The membership is open to **African** and **International** Social Investors deploying intellectual, human or financial capital (grants, debt or equity) **across Africa.**

## Financial



Impact Funds



Private Equity Firms



Foundations



Venture Capital Firms



Angel Investors



High Net Worth  
Individuals



Aid Agencies



Family Offices



Development Finance  
Institutions

## Non-Financial



Governments



Accelerators



Incubators



Academia



Corporates

# Membership Benefits

AVPA membership grants you access to a global social investment ecosystem whose members are collaborating to leverage, mobilise and deploy capital for maximum impact across Africa.

Here is how to fully leverage AVPA membership:

## Basic Package

**African Social Investors – US\$500 p.a**

**International Social Investors – US\$1500 p.a**

### Connect:

**Network with other like-minded investors in Africa and around the globe.**

- Access to the member's only part of the AVPA website.
- Access to Deal Share Live sessions (Investor endorsed pitching sessions).

### Learn:

**Acquire skills, best practices, models and tools and other techniques that increase impact.**

- Access tools, cutting edge research and insights, case studies, publications, videos, podcasts, tools and frameworks on the AVPA [Knowledge Centre](#).
- Access AVPA programmes, courses, and trainings at the AVPA [Leadership Development Centre](#).
- Get free digital subscriptions to Alliance Magazine.
- Access to member only events and convenings.
- Listen to and learn from African impact stories through the AfroPact podcast.

### Influence:

**Influence organisations and policymakers to standardise, legislate and advance social investment.**

- Participate, learn, and share knowledge through AVPA's Communities of Practice.
- Participate in discussions on how to improve/strengthen the social investment ecosystem through policy formation.

### Scale:

**Scale social innovation programmes and enterprises through strategic collaborations and innovative Finance.**

- Learn from innovative peers and AVPA programmes ways to finance scale and growth.
- Share your knowledge pieces on the AVPA [Knowledge Centre](#).



# Premium Package

## African Social Investors – US\$1500 p.a International Social Investors – US\$3500 p.a

### Connect: ● —————

#### Network with other like-minded investors in Africa and around the globe.

- Network with Pan African social investors that are part of the AVPA network.
- Access to a dedicated relationship manager.
- Source, share and collaborate on deals on the AVPA [Deal Share Platform](#) including Deal Share Live sessions (Investor endorsed pitching sessions).
- Access to the member's only part of the AVPA website.
- Get priority registration to AVPA events and convenings.
- Get discounts on AVPA events and convenings and access to sister network events and conferences in Asia, Europe and Latin America.
- Access the global impact investing ecosystem through our sister networks in Asia, Latin America and Europe.

### • Learn:

#### Acquire skills, best practices, models and tools and other techniques that increase impact.

- 15% discount on AVPA programmes, courses, and trainings at the AVPA [Leadership Development Centre](#).
- Access tools, cutting edge research and insights, case studies, publications, videos, podcasts, tools and frameworks on the AVPA [Knowledge Centre](#).
- Leverage the AVPA network for insights through research (surveys, focus groups, etc) at discounted rates.
- Get free digital subscriptions to Alliance Magazine.
- Access to member only events and convenings.
- Listen to and learn from African impact stories through the AfroPact podcast.

### Influence: ● —————

#### Influence organisations and policymakers to standardise, legislate and advance social investment.

- Influence organisations and policymakers to standardise, legislate and advance social investment.
- Participate, learn, and share knowledge through AVPA's Communities of Practice.
- Priority speaking opportunities at select [AVPA events](#).
- Co-organise and co-host events and convenings.
- Co-create intervention programmes, e.g. training, external research, etc.
- Participate in discussions on how to improve/strengthen the social investment ecosystem through policy formation.

### Scale: ● —————

#### Scale social innovation programmes and enterprises through strategic collaborations and Innovative Finance.

- Learn from innovative peers and AVPA programmes ways to finance scale and growth.
- Connect with Catalytic Capital providers and investors for deal sourcing, co-investment, and follow-on funding opportunities.
- Get profiled and have your thought leadership and practice featured on the [AVPA blog](#).
- Get your publications, practice, events and other significant milestones featured on the AVPA newsletters, social media channels and AVPA [Events page](#).
- Share your knowledge pieces on the AVPA [Knowledge Centre](#).



# Key AVPA Partners

Latimacto



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BMW Foundation  
Herbert Quandt



PORTICUS

Barloworld

axis  
TRUSTED FIRST.



social capital  
foundation



Allan Gray Orbis  
Foundation

UNIVERSITY OF  
OXFORD

NOVASTAR<sup>+</sup>  
VENTURES



Bundesverband  
Deutscher  
Stiftungen



BAYER  
Foundation

Catalytic  
Capital  
Consortium

YELLOWWOODS



FIRSTRAND  
EMPOWERMENT FOUNDATION

FORDFOUNDATION

GreyMatter

King Baudouin  
Foundation  
Working together for a better society.



GRAÇA MACHEL TRUST

LifeCO  
UnLtd  
SOUTHERN AFRICA

Boehringer  
Ingelheim

AMERICAN  
BUSINESS COUNCIL  
Promoting Nigeria-America Economic  
Partnership

MacArthur  
Foundation

Robert Bosch  
Stiftung



FyreFem Fund  
Managers

Rattansi  
Educational  
Trust



SMEWING

KPMG

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# Glossary of Terms

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**Impact Investing:** Seeks to generate social change and a financial return on investment. This broad category includes various financing formats, including debt financing (providing loans, patient capital, etc) and equity financing. 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.

**Blended Finance:** A development finance model that combines concessionary loans or grants, usually provided by the public sector, with private investment. It aims to alleviate the development funding constraint by de-risking investments into the sector and directing more private capital towards projects or geographies that would otherwise be perceived as too risky for traditional investors.

**Business Incubators:** Business incubators assist emerging enterprises to survive the start-up phase and develop into operationally and financially self-sustaining businesses. They offer access to funding, networking opportunities, business and technical assistance, and facilities. Business incubation is the vehicle used to ensure that SMMEs develop into competitive and successful businesses, which contributes positively to an emerging economy.

**Catalytic Capital:** Investment capital that is patient, risk-tolerant, and flexible. It aims to unlock impact and additional investment that would not otherwise be possible, expanding opportunity and economic growth, while laying the groundwork for mainstream investors to participate in transformative investments.

**Social Economy:** This refers to the sector of the economy comprising not-for-profit institutions, social enterprises, co-ops and stokvels, but can also include cooperatives, mutual benefit societies, associations and foundations. All of these organisations produce goods and services with the aim of creating both social and economic value.

**Sustainable Finance:** The process of taking environmental, social, and governance (ESG) considerations into account when making investment decisions in the financial sector, leads to more long-term investments in sustainable economic activities and projects.

Environmental considerations might include climate change mitigation and adaptation, biodiversity conservation, pollution prevention, and the circular economy, among others. Social considerations could refer to issues of inequality, inclusiveness, labour relations, investment in human capital and communities, as well as human rights issues. The governance of public and private institutions – including management structures, employee relations, and executive remuneration – highlights governance considerations, which have a fundamental role in ensuring the inclusion of social and environmental considerations in decision-making processes (Source: EU).

**Venture Philanthropy:** This form of philanthropy provides not only financial support but non-financial support to social organisations. The fundamental objective of venture philanthropy is to achieve a high social return, create eco-system change and enable non-profit organisations and social enterprises to become sustainable

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*Unlocking capital for social impact across Africa*