

AFRICAN
ENTREPRENEUR
COLLECTIVE

Acceleration and investment
to help entrepreneurs grow
their businesses to create jobs and impact

GSMA Working Group * June 2014

African Entrepreneur Collective *(AEC)* is an accelerator program and financing model for growing entrepreneurs.



Capacity Building

- 1-to-1 strategic consulting
- Formal courses



Global Mentoring

- Matching with a professional mentor from Africa or from around the world



Technical Assistance

- Website and logo design, legal contract templates, tax consultations, and other one-time supports.



Access To Capital

- Low-interest financing of US $10k - $25k
- We partner with financing agencies for participants to access larger growth funds

Target Entrepreneurs and Impact Sectors



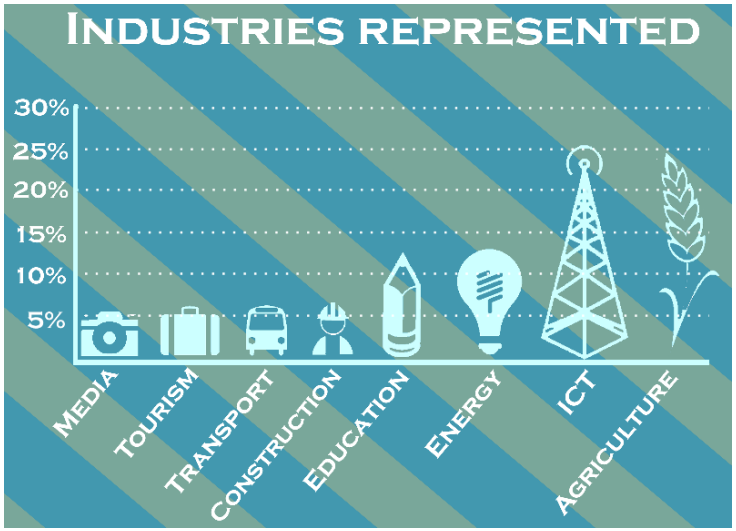
Target Entrepreneur:

- Existing entrepreneurs with demonstrated success
- High potential start-ups with strong leaders
- Unable to access mainstream commercial capital
- Aligned with AEC's job creation goals

Roughly 15% of our entrepreneurs focus on clean energy production.

Clients include:

- Great Lakes Energy (solar installation)
- ARED (solar mobile charging stations)
- Habona Biogas
- Amohoro Energy (hydropower)



Serving Entrepreneurs Across Rwanda



Kigali- 58%

Northern Province- 6%

Eastern Province- 16%

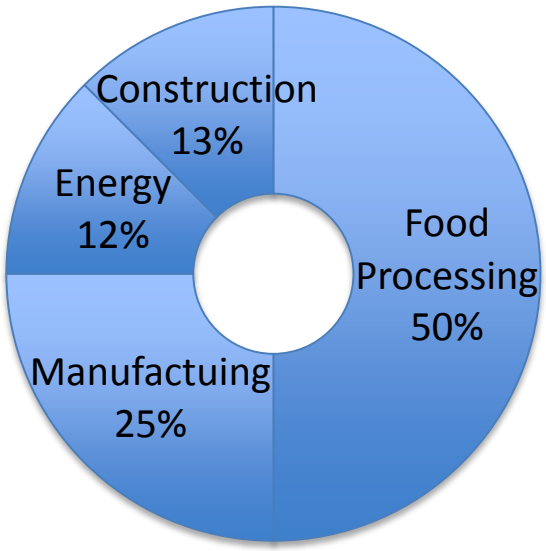
Southern Province- 10%

Western Province- 10%

Access to Capital

14 investments in 9 months

Industries



Average Investment
$13,000

Average Term
10 months

KEY INVESTMENT CRITERIA:
- Investment will create jobs
- Determined and focused entrepreneur
- Investment will be leveraged for a growth opportunity
- Entrepreneur is a “good standing” member of one of our accelerator programs

Impact Measurement

87
Jobs Created From Borrowers

95%
Repaid On Time

$164,000
Leveraged from outside investment