



African Angel Academy: Alumni Support Guide

February 2022

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Risk warning

This content is for informational purposes only, you should not construe any such information or other material as legal, tax, investment, financial, or other advice. Nothing contained in this document constitutes a solicitation, recommendation, endorsement, or offer by AAA or any third party service provider to buy or sell any securities or other financial instruments in this or in any other jurisdiction in which such solicitation or offer would be unlawful under the securities laws of such jurisdiction.

Investment risk & Loss of capital

Many small companies may fail. If you invest in the company, rather than seeing a return of capital or a profit, it is possible that you will lose some or all of your invested capital. You should not invest more money in a startups than you can afford to lose without altering your standard of living.

Third Party Linked Sites

As a convenience to you, AAA may provide hyperlinks to web sites operated by third parties. When you select these hyperlinks you will be leaving the AAA site/document. Because AAA has no control over such sites , AAA is not responsible for the availability of such external sites or their content, and AAA does not adopt, endorse or nor is responsible or liable for any such sites or content, including advertising, products or other materials, on or available through such sites or resources.



1. AAA Alumni Support

Assisting you with the next chapter of your angel investing journey.

Alumni Community Services

Services	Benefits					
	Keeping you informed	Support for new angel & groups	Lower the cost of doing deals	Helping you get more deals done	Connecting you to the angel community	Keeping you up to date with trends, knowledge & resources
AAA Alumni Newsletter						
Angel Connect Events & Masterclasses						
Mentorship of new angel groups						
Lower rates with service providers						
Technical Deal Support Grants						
Dealsharing Database						

Key Services



We have built out a number of serviced to support you in finding and closing deals as well as accelerating your angel investment journey.

1. Service Provider & Partner Directory

We have partnered with key ecosystem players such as Service providers, Accelerators and Angel groups to bring you the best deals on services and investment opportunities.

2. Technical Deal support

The UKITH is providing technical reimbursement for deals concluded between November 2021 and May 2022 (for angels who participated in their cohorts) for up to **ZA R9500**. If you have concluded a deal or about to conclude a deal please reach out to us on how to access this grant.

3. Deal Sharing Base

You'll have access to upcoming ecosystem and deal sourcing events we have partnered with to help you find the best deals on the continent.

4. Angel Group Mentorship

Provide new angel groups with a mentor to assist them with their group structure, processes, and deal making so that they can start investing in their ecosystems.



2. Service Providers

Connecting you to experts in the ecosystem

TLP Advisory - Nigeria



TLP Advisory is a global law firm focused on the intersection between Entrepreneurship, Intellectual Property and Technology.

Name: The Longe Practice Practitioners (trading as TLP Advisory)

Physical Address: 2nd Floor, No.35 Moloney Street,
Obalende, Lagos Island, Lagos State.

Contact Person: Funkola Odeleye

Email address: funkola@tlpadvisory.com

Key Services:

- Due Diligence
- Investment Vehicle Set up
- Due Diligence + Review of transaction documents
- Due Diligence + Review of transaction documents + Investment Vehicle Setup
- Drafting of Investment documents
- Drafting of Investment documents + Due Diligence + Investment Vehicle Setup

Brevity Law - South Africa



Brevity Law is a dynamic legal consultancy providing practical corporate commercial legal solutions. Our legal team offers big firm expertise, with a personal touch, to a diverse range of clients.

Key Services:

- Brevity Law provides practical legal solutions in the corporate commercial, and commercial property sectors. We offer big firm expertise, with a personal touch, to a diverse range of clients. We pride ourselves in offering tailor made, personalized services to our clients.
- Our services are flexible, efficient, and solution-driven. We deal in all aspects of business, corporate commercial and commercial property law, from mergers and acquisitions, private equity, structuring (and restructuring), opinions, franchising, commercial property sales and leases, a broad range of commercial agreements, drafting, negotiation, and advice.

Name: Brevity Law (Pty) Ltd

Physical Address: Cube WS, The Pavilion, Cnr Dock & Portwood Roads, V&A Waterfront, Cape Town, 8001

Contact Person: Juliette Thirsk

Email address: juliette@brevitylaw.co.za

Bowman's Law - Kenya

We help our clients manage legal complexity and unlock opportunity in Africa.

Name: Bowman's Law

Physical Address: 14 Riverside ICEA Lion
Centre, Chiromo Road Nairobi

Contact Person: Alex Mathini

Email address: alex.mathini@bowmanslaw.com

Country: Kenya

Key Services:

- Due Diligence
- Investment Vehicle Set up
- Due Diligence + Review of transaction documents
- Due Diligence + Review of transaction documents + Investment Vehicle Setup
- Drafting of Investment documents
- Drafting of Investment documents + Due Diligence + Investment Vehicle Setup

CAENA

Caena is simplifying the fundraising process for startups. Our mission is to unlock access to capital for startups so they can grow and benefit society at large.



Name: Kaktos Tech Ltd (DBA CAENA)

Physical Address: Scale Space, 58 Wood Ln, London
W12 7RZ

Contact Person: Kayode Odeleye

Email address: kayode@caena.io

Country: Uk & Nigeria

Key Services:

- Financial Modelling services

Discount Offer:

- 60% Off (current price @ £50 / month) on Premium Growth Subscription till end of 2022



2. Technical Deal Support

Lowering the cost of doing angel deals

Technical Support Process

In order to access this support,
please email
joshua@africanangelacademy.com



Request for Tech Support

Angels, angel groups or syndicates request technical support. AAA confirms availability of tech support and connects them to partners if necessary.

1

2

Details Captured

Details of deal captured including nature of support, name of deal etc, Aim to support 5 deals per country.



Reimbursement

AAA reimburses the angel, group or syndicate up to the value of R9500 (approximately 500 GBP) per deal on receipt of an invoice relating to services provided for deal.

3

4

Deal Data Captured

Deal data captured on the AAA deal tracker as well as on the technical support tracker.



Technical Support



What is it?

- This is a small grant (approximately 500 GBP / R9500) to lower the costs of doing deals for UKITH AAA Alumni
- One grant per startup transaction
- Funding to supplement 20 deals on a first-come-first served basis

What can you spend this on?

- Any technical fees incurred or support needed to get a deal done.
- E.g. Legal or contracting fees, a valuation tool, a report needed for due diligence, a personality assessment on the entrepreneur, credit checks etc, syndication fees or contract etc.
- Can't be used to refund the angel for their time spent on a deal or an angel groups ongoing operational report

Timeline for deals:

- 1 November 2021 - 15 May 2022

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3. Deal Sharing Base

Helping you find and share deals with angels

Deal Support



What is it?

- A process for angels to share deals with other alumni (through Airtable forms) on an ongoing basis.
- Allow angels to indicate interest on a deal, and see who else has indicated interest.
- Way for us to support you in getting more deals done!

How will we help?

1. AAA will provide guidance/ training on how to leverage Airtable for AAA Alumni.
2. AAA will keep the Airtable updated with new partners and events/deal sourcing opportunities, and also communicate in alumni comms channels.
3. AAA will prompt alumni to use Airtable to “recommend deals” to the network.
4. AAA will make the alumni network aware of new deals added and set deadlines for “indicating interest”.
5. AAA will coordinate initial meetings with startups and startup showcases, and potential syndicates.
6. AAA will follow up with angels & syndicates to record deal info.

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Why Airtable



- Airtable commonly used by angels – easy to access and navigate.
- Other platforms require active management and we run the risk of low adoption. Feedback from angel interviews was that platforms were often not suitable for their needs.
- Viridian is using Airtable to manage databases, is developing a competency with the tool and also has a strong technical supplier to assist with modifications.
- Airtable can be embedded into the AAA website behind an exclusive “alumni portal” if valuable.

Sharing a deal



Found an Interesting deal? Follow these easy steps to share with Alumni's

- Please click on this link to share an active deal on the AAA deal matching platform [\[Airtable form\]](#)
- Fill out the form as accurately as possible (Note you will need to upload the startups pitch-deck before submitting)
- Once form is filled and relevant data uploaded please submit the form

What happens next?

We'll do a quick screening and contact you if we have any Questions or need additional information. Once that is done we will share deals with all AAA Alumni.

Looking for a deal?

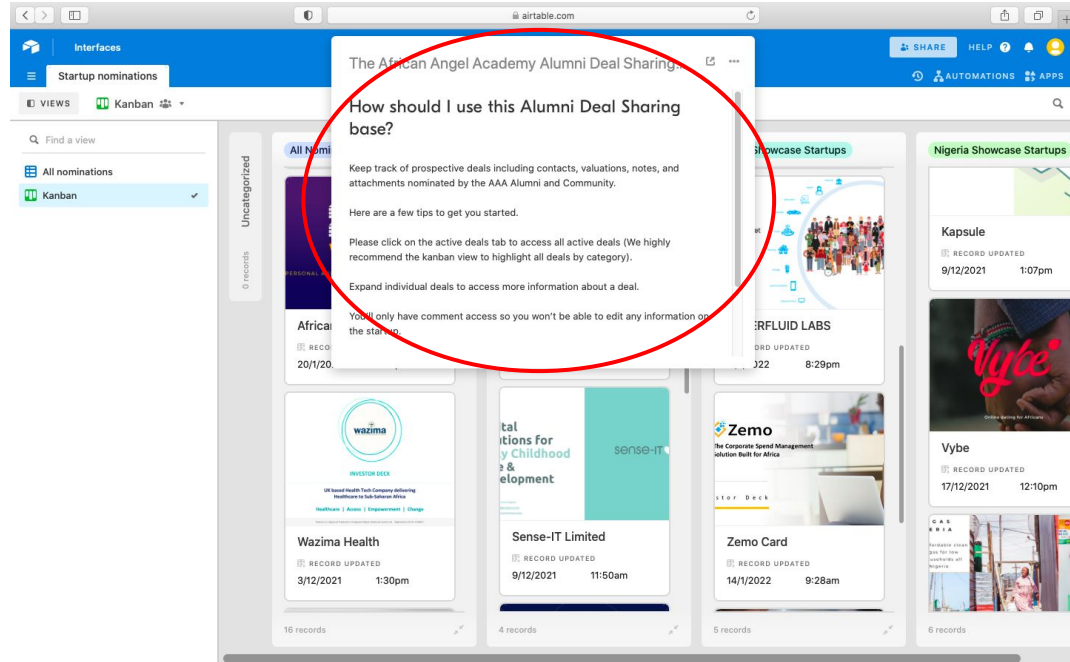


Are you looking for a deal to invest or co-invest in with other Angels?

- Please click on this link to view all active deals on the platform [\[Airtable Kanban view link\]](#)
- Once you have clicked on the link you will find instructions on how to navigate the Airtable base
- Please click on the Startup Nominations tab to access all nominations from the showcase (We highly recommend the kanban view to highlight all deals by category)
- Expand individual deals to access more information about a deal
- Scroll through to find relevant information about the startups, such as pitch decks, previous funding sources, etc.
- You'll only have comment access so you won't be able to edit any information on the startup
- Toggle to the right end of the page to indicate interest in a deal by leaving the comment "*Interested*" along with your email address
- Repeat deal indication process for all deal you are interested in
- Once done close the deal platform and we will be in touch with introductions

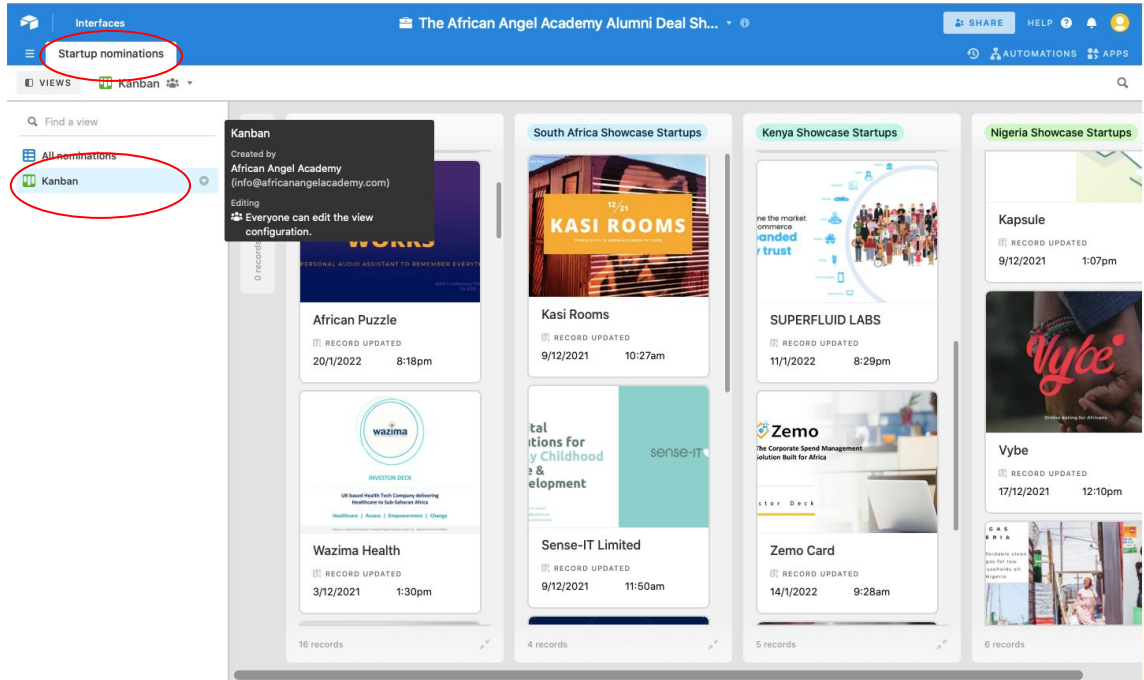
Looking for a deal?

- Once you have clicked on the link you will find instructions on how to navigate the Airtable base



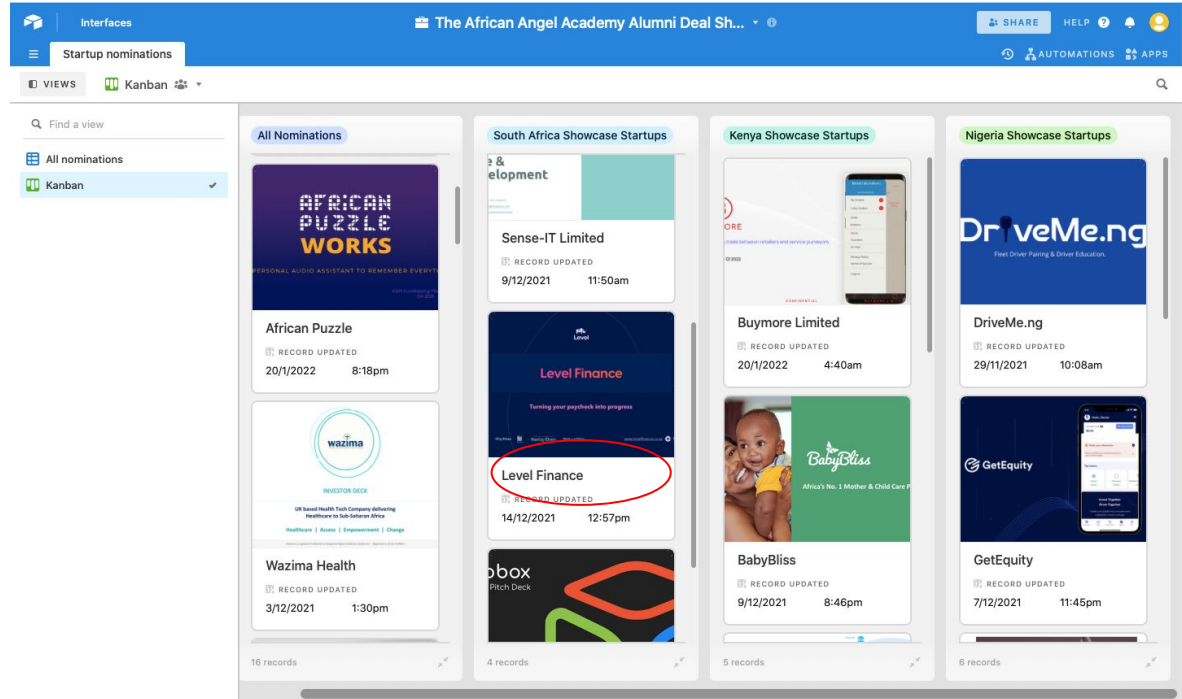
Looking for a deal?

- Please click on the Startup Nominations tab to access all nominations from the showcase (We highly recommend the kanban view to highlight all deals by category)



Looking for a deal?

- Expand individual deals to access more information about a deal by clicking on any company of your choice



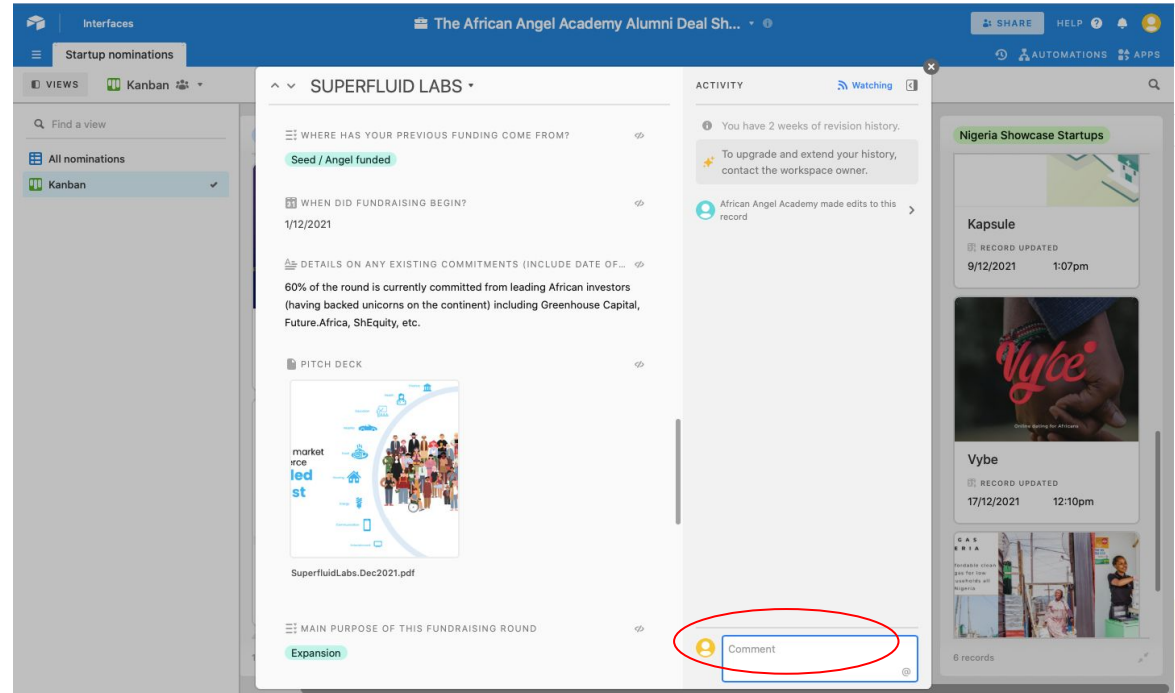
Looking for a deal?

- Scroll through to find relevant information about the startups, such as pitch decks, previous funding sources, etc.
- You'll only have comment access only so you won't be able edit any information on the startup

The screenshot displays the 'Startup nominations' section of the African Angel Academy Alumni Deal Sh... interface. The main content area shows the profile for 'SUPERFLUID LABS'. The profile includes sections for 'WHERE HAS YOUR PREVIOUS FUNDING COME FROM?' (Seed / Angel funded), 'WHEN DID FUNDRAISING BEGIN?' (1/12/2021), 'DETAILS ON ANY EXISTING COMMITMENTS (INCLUDE DATE OF...)' (60% of the round is currently committed from leading African investors (having backed unicorns on the continent) including Greenhouse Capital, Future.Africa, ShEquity, etc.), 'PITCH DECK' (SuperfluidLabs.Dec2021.pdf), and 'MAIN PURPOSE OF THIS FUNDRAISING ROUND' (Expansion). The right sidebar shows the 'ACTIVITY' section with a 'Watching' status and a notification about a 2-week revision history. The bottom right corner features a 'Nigeria Showcase Startups' section with a list of startups including 'Kapsule' and 'Vybe'.

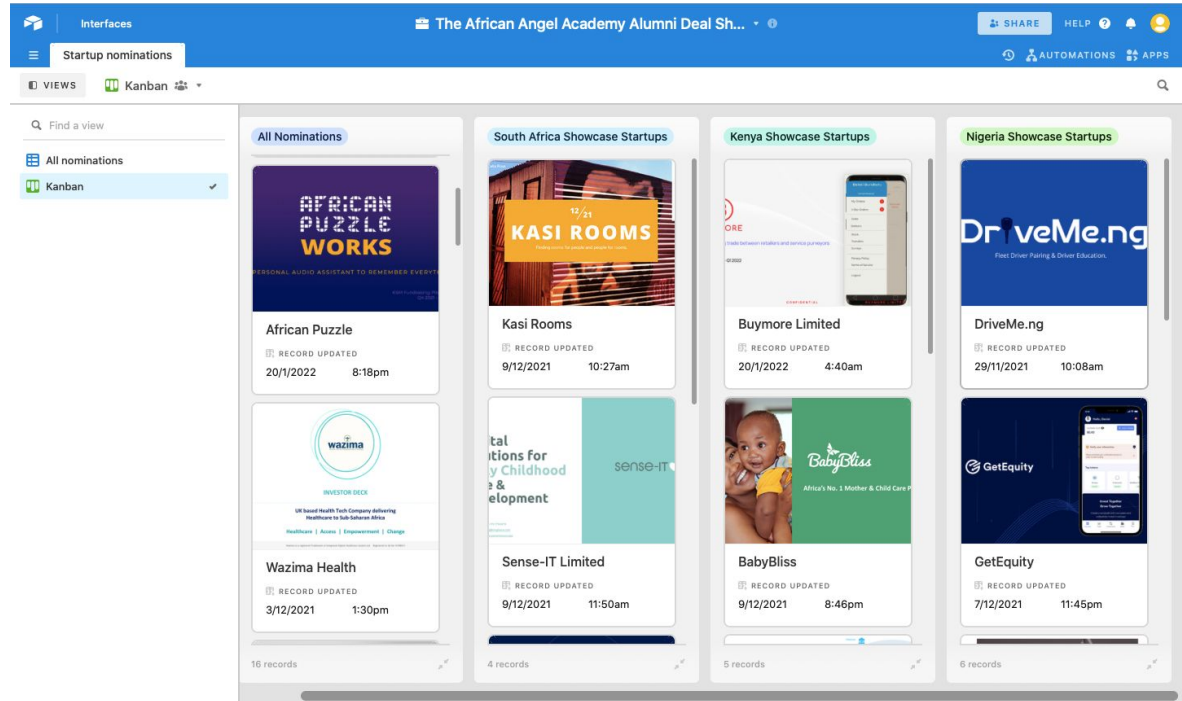
Looking for a deal?

- Toggle to the right end of the page to indicate interest in a deal by leaving the comment “Interested” along with your email address.



Looking for a deal?

- Repeat deal indication process for all deal you are interested in.
- Once done close the deal platform and we will be in touch with introductions



Frequently Asked Questions

- **Do I need to signup on airtable to use the platform?**

Yes, you will need to sign up to a free account.

- **Do I have have to be a deal lead to upload a deal?**

No, we are happy to support you if you decide to lead a deal.

- **Is there a cap on the deal sizes to bring to the platform?**

No.

- **What do I do when I am interested in a deal?**

Leave a comment on the deal you are interested in with your email address.

- **Can I lead a deal I find on the platform?**

Yes, absolutely we welcome you to lead and co-lead a deal.

Loom Explainer Video

The screenshot displays a web application interface for 'The African Angel Academy Alumni Deal Sh...'. The interface includes a top navigation bar with 'Interfaces' and 'NEW' tabs, and a 'Startup nominations' section. A table lists various startups with columns for 'Startup name', 'Record updated', 'Status', and 'Industry'. The table contains 14 rows of data, including startups like Kapsule, BabyBliss, Level Finance, Jobox, Vybe, and PayGas Nigeria. A right sidebar shows a 'Deal flow dashboard' with a 'Read me' section and a 'Contact import' section. A Loom recording overlay is visible at the bottom, indicating the screen is being recorded and shared.

	Startup name	Record updated	Status	Industry
9	Kapsule	12/9/2021 1:07pm	Nigeria Showcase Star...	ICT / Soft
10	BabyBliss	12/9/2021 8:46pm	Kenya Showcase Start...	Retail / ec
11	Level Finance	12/14/2021 12:57pm	South Africa Showcase...	Fintech /
12	Jobox	12/15/2021 4:29pm	South Africa Showcase...	Education
13	Vybe	12/17/2021 12:10pm	Nigeria Showcase Star...	Consume
14	PayGas Nigeria	1/11/2022 9:45am	Nigeria Showcase Star...	Renewab



4. Angel Group Mentorship

Connecting you to an experienced angel to activate your group

Purpose, Timeline & Scope

Purpose:

- Provide new angel groups with a mentor to assist them with their group structure, processes, and deal making so that they can start investing in their ecosystems.

Timeline:

- February: Official introductions
- February - 30 April 2022: Mentorship meetings (6 hours total)

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www.africanangelacademy.com

