



PARTECH

2024

# AFRICA TECH VENTURE CAPITAL

[PARTECHPARTNERS.COM](https://partechpartners.com)

# ONE PRESSING QUESTION DOMINATES THE CONVERSATION IN AFRICAN TECH: IS THE VENTURE CAPITAL ECOSYSTEM READY TO REBOUND?



**Let's be upfront - we have no definitive answer.**

After a promising start in the first half of the year, with Q1 and Q2 showing growth in deal count, the first gain in activity since the downturn, momentum slowed again in the latter half. While a few megadeals in Fintech helped steady the market, Q3 and Q4 experienced a notable decline in deal count.

We've also witnessed a tightening of Series A and B deal flow, with many startups taking longer to raise capital, and an uptick in extension rounds. Conversion rates from Seed and Series A to later stages have decreased, compounded by a decline in Seed-stage activity over the last two years.

**That said, there are also clear positive trends emerging from the past year.**

The African VC landscape remains resilient, mirroring trends in Global VC even though Africa has yet to experience the AI-driven surge that is driving 30% of the volume in global markets. In Africa, key sectors, particularly Fintech, continue to power forward, demonstrating the strength and potential of the local ecosystem.

Investor confidence is on the rise, with increased participation, especially from local investors, and a growing spirit of collaboration.

And, looking ahead, the data points to a backlog of startups at Seed and Series A stages, poised for the next level of growth. We are also witnessing a number of standout companies at Series B and beyond, maturing and preparing for global exits and consolidation.

This leaves us with a demand for capital that is higher. The challenge is clear: overcoming the rising cost of capital, volatile macroeconomic trends, and liquidity constraints, and match this demand to unlock the full potential of Africa's tech ecosystem.

It's a thrilling question—and we're eager to see how our ecosystem will rise to meet it.

The Partech Africa Team

# 2024 DEALS & VOLUMES

## EQUITY FUNDING

**\$2.2B**  
-2% YoY

**457  
DEALS**  
-3% YoY

**583  
INVESTORS**  
+2% YoY

## TOTAL FUNDING

**\$3.2B**  
-7% YoY

**534  
DEALS**  
-2% YoY

## DEBT FUNDING

**\$1.0B**  
-17% YoY

**77  
DEALS**  
+4% YoY

**70  
INVESTORS**  
+71% YoY

# EQUITY BY COUNTRY

## NIGERIA

**\$520M**  
+11% YOY  
103 DEALS

1

3

## EGYPT

**\$297M**  
-31% YOY  
89 DEALS

4

## SOUTH AFRICA

**\$459M**  
-16% YOY  
67 DEALS

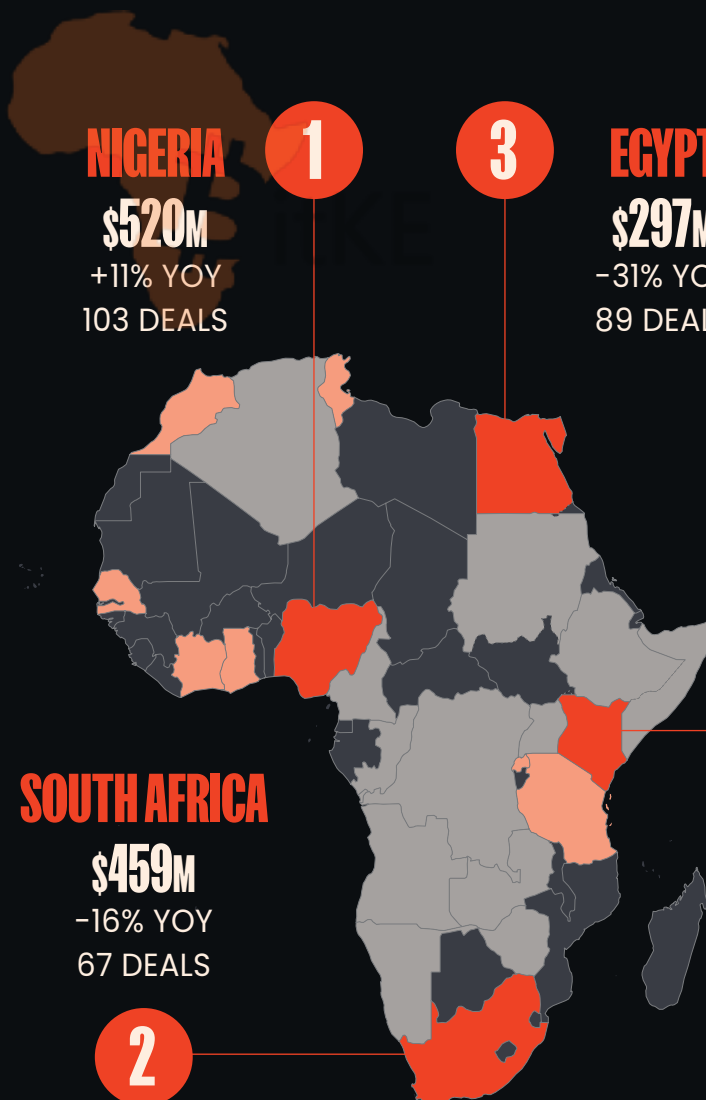
2

## KENYA

**\$221M**  
-34% YOY  
59 DEALS

US\$M DEALS

5. Ghana	102	17
6. Morocco	82	25
7. Tanzania	52	10
8. Senegal	36	12
9. Côte d'Ivoire	30	12
10. Rwanda	26	10
11. Tunisia	24	11
12. Cameroon	14	3
13. Namibia	11	1
14. Ethiopia	10	4
15. Uganda	8	13
16. Congo	8	2
17. Sudan	5	1
18. Algeria	4	2
19. Somalia	3	1
20. Zimbabwe	2	3
21. DRC	2	1
22. Zambia	1	1
23. Angola	1	1
24. Seychelles	0.2	1
25. Panafrikan	320	8



# 2024 AFRICA TECH VENTURE CAPITAL REPORT

## CONTENTS

### 01 TOPLINE DEALS AND VOLUMES 5

### 02 EQUITY BREAKDOWN 9

DEALS AND VOLUMES	10
STAGES	15
COUNTRIES	23
SECTORS	34
GENDERS	41
INVESTORS	45

### 03 DEBT BREAKDOWN 48

### 04 METHODOLOGY & DISCLOSURE 54





# TOP PLUM DEALS AND VOLUMES



In 2024, Africa's VC market was nearly flat.

With a total of US\$3.2B in equity and debt funding raised across 534 deals, the ecosystem registered a 7% decrease in total funding and a nearly unchanged deal count (-2%) compared to 2023.

These numbers show stabilization after a steep drop in 2023 (-46% in funding, and -28% in activity).

While the sector is not yet back on a growth trajectory, the African tech ecosystem is doing relatively well compared to other global market trends.

Africa has performed relatively well in terms of VC activity. **Despite ongoing challenges including currency devaluations, high interest rates, and persistently high inflation, the continent closed the year with only a modest decrease in fundraising and deals compared to 2023.**

- **Total funding, including equity and debt, decreased 7% YoY** from US\$3.5B in 2023 to US\$3.2B in 2024. This was a much smaller decline compared to the drop from 2022 to 2023 (-46%).
- **Similarly, the number of deals saw a very small 2% YoY decrease**, from 547 deals in 2023 to 534 deals in 2024.

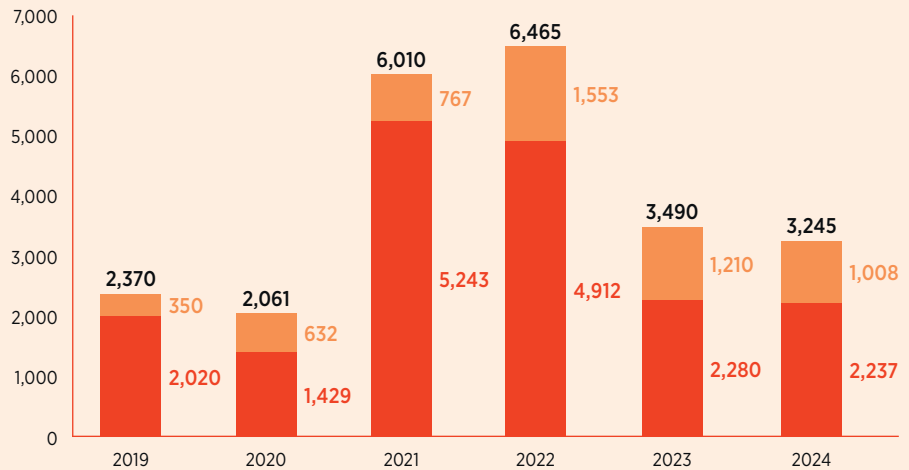
\* Sources:

- <https://www.goingvc.com/post/a-year-in-review-the-state-of-venture-capital-in-2024>
- <https://www.businesstimes.com.sg/wealth/wealth-investing/south-east-asia-venture-capital-hitting-wall-2024>
- <https://intellizence.com/insights/startup-funding/top-10-largest-startup-funding-deals-2024/>
- [https://cdn.tracxn.com/marketing-campaigns/SEA\\_Tech\\_Annual\\_Funding\\_Report\\_-\\_2024\\_VvsOaqvTmVBhQPLr1Gyw5.pdf](https://cdn.tracxn.com/marketing-campaigns/SEA_Tech_Annual_Funding_Report_-_2024_VvsOaqvTmVBhQPLr1Gyw5.pdf)
- <https://www.techinasia.com/news/sea-tech-sector-sees-59-drop-funding-2024-report>
- <https://dealroom.co/guides/global>

### 2024 AFRICA TECH VC - EQUITY & DEBT FUNDING AMOUNT 2019-2024 (IN US\$M)

Partech Analysis 2024

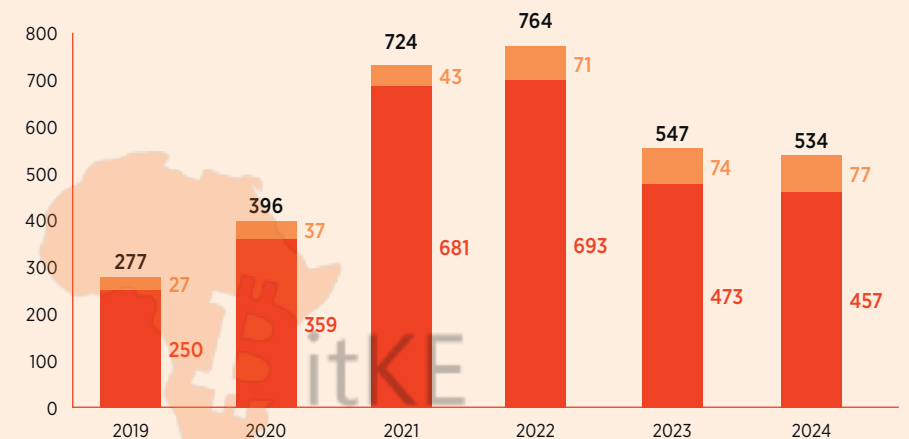
● EQUITY DEAL AMOUNT  
● DEBT DEAL AMOUNT



### 2024 AFRICA TECH VC - EQUITY & DEBT DEAL COUNT 2019-2024

Partech Analysis 2024

● EQUITY DEAL COUNT  
● DEBT DEAL COUNT



Moreover, compared to 2023, **both the number of investors that participated in funding rounds and the number of megadeals increased in 2024:**

- We saw an **increase of 2% in equity investors** and even a **71% rise in the number of debt-only investors**. This follows a sharp 50% decrease in the number of investors in 2023.
- **Megadeals (deals above US\$100M) grew in both deal counts (+43% YoY) and deal amounts in 2024 (+57% YoY).** We identified 3 debt and 4 equity megadeals in 2024, accounting for a total of US\$1.1B. There were 3 debt megadeals in 2023 also but only 1 equity megadeal, the total accounting for US\$0.7B.

Focusing on debt:

- **The amount of debt raised fell by 17% YoY**, from US\$1.2B to US\$1B. Meanwhile, **the number of deals increased by 4%**, continuing the upward trend of debt deal counts since 2020.
- The decline in the amount of debt raised could be attributed to several factors, including higher interest rates and a stronger dollar. Indeed, there is now an increasing pressure on local currencies that leads to an increasing cost of borrowing dollar-based debt. This has resulted in higher repayment burdens for African startups that are operating in countries with a fluctuating currency.
- These conditions have made it more expensive for startups to service debt that is denominated in dollars. Meanwhile, most of the available debt continues to be in foreign currency, which adds an additional burden for local startups.



### Putting numbers in a global perspective, the African market is doing relatively well:

- Africa VC almost matches the Global Venture<sup>1</sup> market, which ended up at US\$314B in 2024, a 3% YoY improvement, driven by a strong Q4 but more importantly thanks to a breakout year for AI, which grew 80% YoY to reach US\$101B, representing 32% of Global Venture funding.
- Southeast Asia, following a global decline in VC activity in Asia, experienced a massive decline in funding in 2024. Only US\$2.8B was secured across 420 funding rounds<sup>2</sup>. This represents a 59% decrease compared to 2023, with declines across all funding stages.
- In Latin America<sup>3</sup>, VC funding reached US\$4.1B thanks to a strong Q4, marking an 11% YoY increase. Fintech still dominates the VC landscape with US\$2.4B raised, nearly 59% of the total.

<sup>1</sup> <https://news.crunchbase.com/venture/global-funding-data-analysis-ai-eoy-2024/>

<sup>2</sup> <https://www.techinasia.com/news/sea-tech-sector-sees-59-drop-funding-2024-report>

<sup>3</sup> <https://dealroom.co/reports/latin-america-tech-update-q4-2024>







# 02

# EQUITY BREAKDOWN



## DEALS & VOLUMES

TOTAL FUNDING  
OF EQUITY DEALS

US\$2.2B

(-2% YoY)

COUNT  
OF EQUITY DEALS

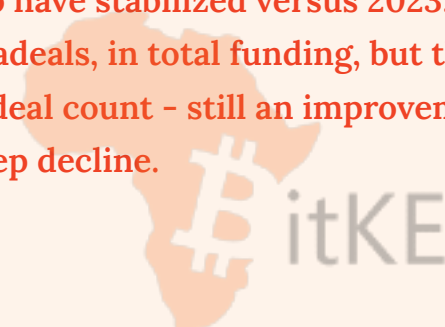
457 DEALS

(-3% YoY)

In 2024, Africa's Tech Venture Capital saw only a slight decline of 3% in equity deal counts while the total amount invested reached US\$2.2B, nearly identical to 2023.

This stability vs. 2023 funding levels was particularly due to the positive shift in funding amounts observed in Q3 and Q4.

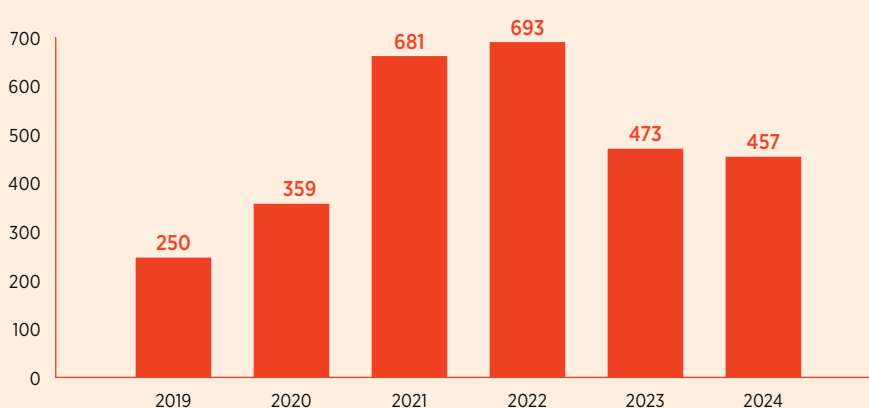
Overall, the market seems to have stabilized versus 2023: we see upward signs in megadeals, in total funding, but there is some quarterly volatility in deal count - still an improvement from the previous year's steep decline.



### 2024 AFRICA TECH VC - EQUITY DEAL COUNT 2019-2024

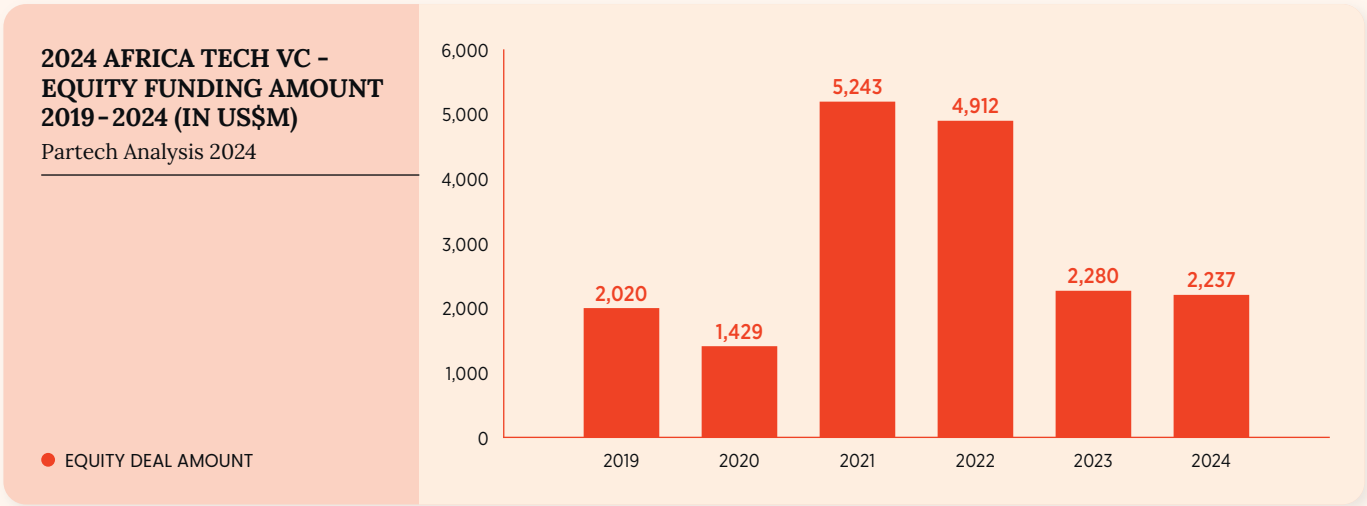
Partech Analysis 2024

● EQUITY DEAL COUNT



1 - In 2024, we tracked a total of **457 equity funding rounds**, which were spread across **443 startups**.

This represents a **3% decrease in the overall number of equity deals** from the 473 rounds recorded in 2023, indicating a stabilization in funding activity compared to the previous year. It is worth noting that this slight decline follows the significant 32% drop in deal activity between 2022 and 2023. This suggests that the market may be recalibrating in 2024, but not yet showing any immediate return to the fast growth of previous years.

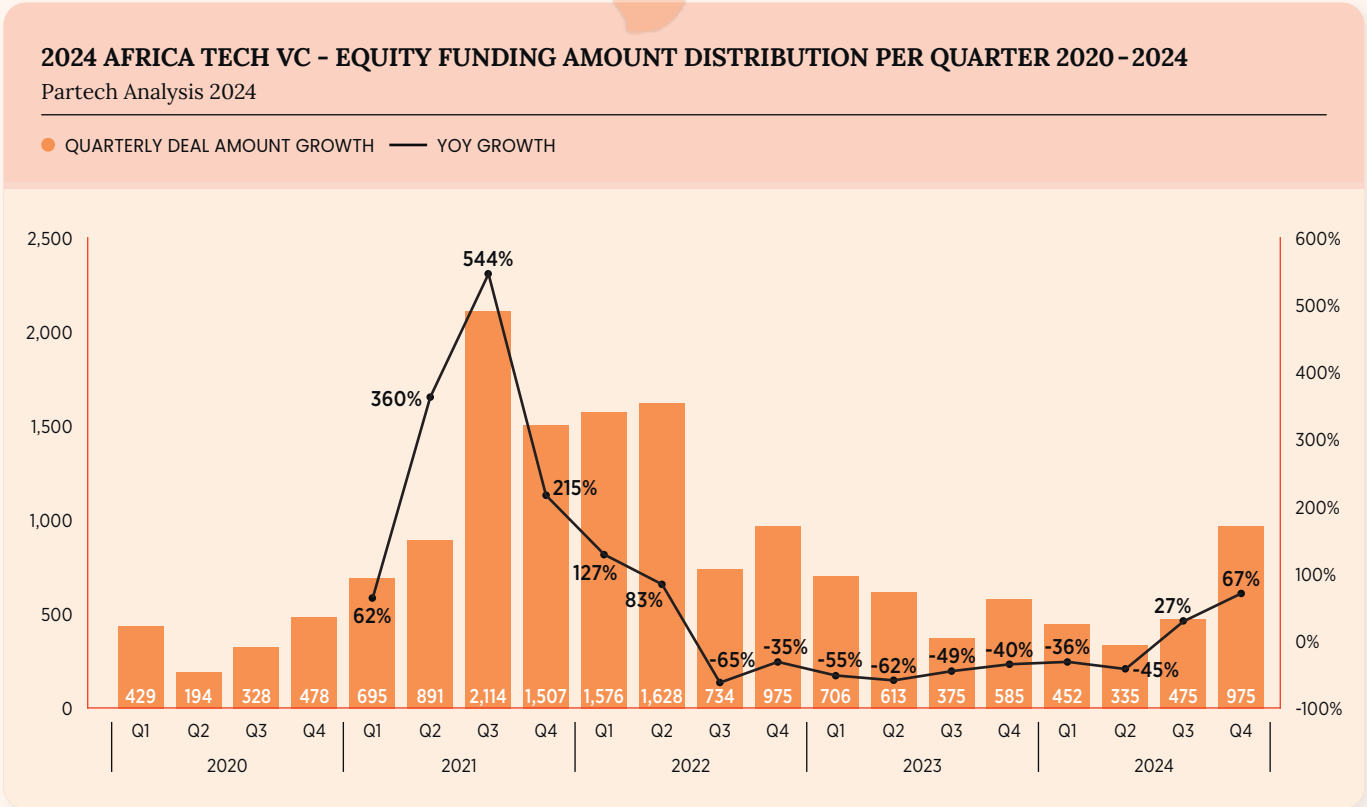


2 - In 2024, total equity funding amounted to US\$2.2B, a 2% decrease compared to US\$2.3B in 2023. This minor decrease is significantly less than the 54% drop seen in 2023, suggesting once again that the market is stabilizing.

While the overall Venture Capital landscape remains challenging, African tech VC still shows strong resilience.

3 - Starting in Q3 2024, there was an upward trend in funding amounts, driven by a few large deals. At the same time, deal counts show a YoY decline after a few quarters trending upward.

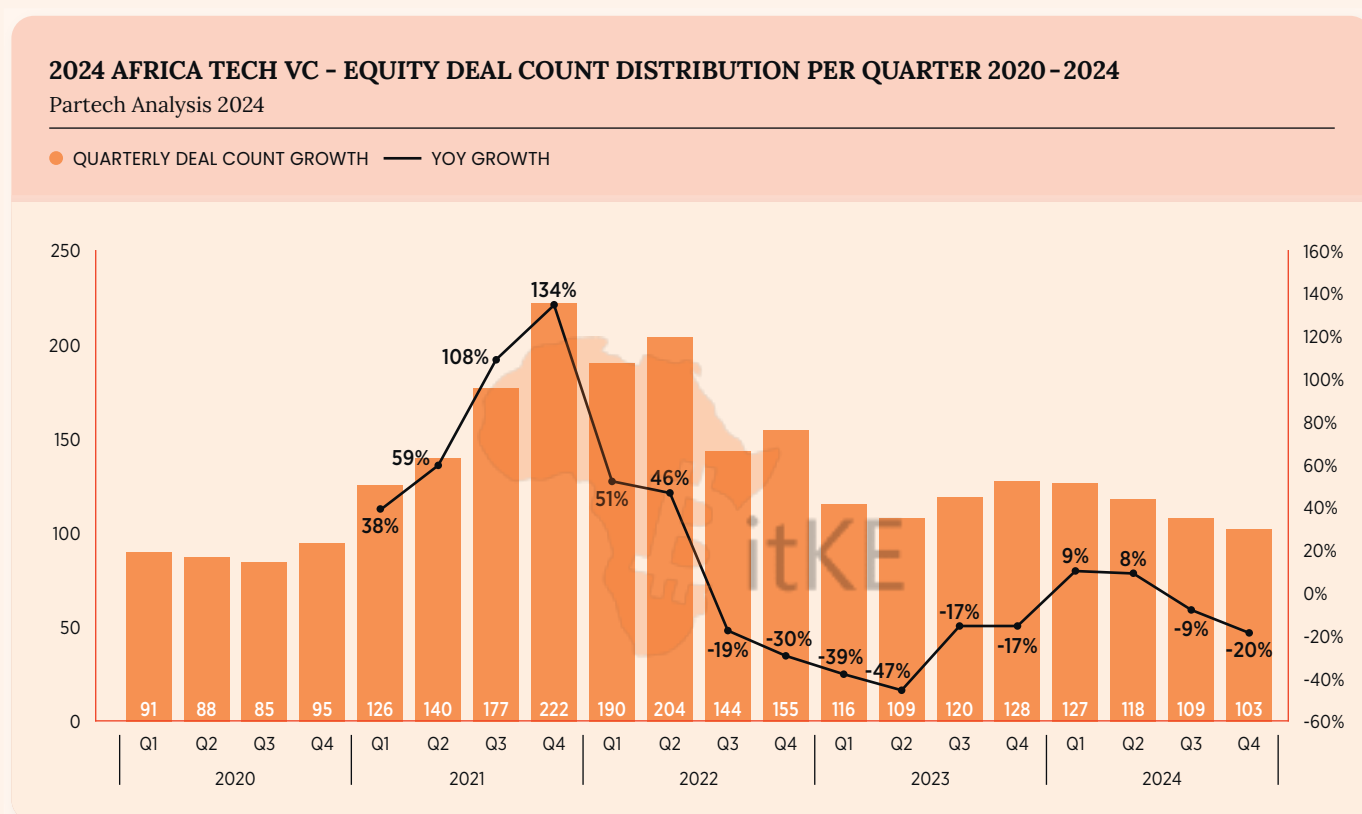
- There were more deals in Q1 2024 (+9% YoY) and Q2 2024 (+8% YoY) compared to 2023, the first time we have observed upward trends in deal counts since Q4 2021. But this trend reversed in Q3 and Q4 2024 by -9% and -20% respectively.
- Total funding was stable YoY, but it was very low in H1 (US\$0.8B, -43% compared to 2023) and quite high in H2 at US\$1.5B but mostly driven by 3 megadeals that account for US\$693M.



The growth in total funding over the last 2 quarters marks a shift from the persistent downward trend that has characterized the market since Q4 2021, suggesting a potential **normalization** in funding activity.

As a reminder, in 2023, the global funding decline deepened with a further 38% YoY drop, continuing a trend of 8 consecutive quarters of adjustment in the Global Venture asset class. The African VC ecosystem followed the same trend and has faced 8 consecutive quarters of decline since Q3 2022.

In 2024, the venture market in Africa appears to be in a more stable phase, with much slower decline compared to the sharp drops seen in 2022 and 2023. However, the funding amount in H2 was largely driven by 3 megadeals that account for nearly 45% of the total.

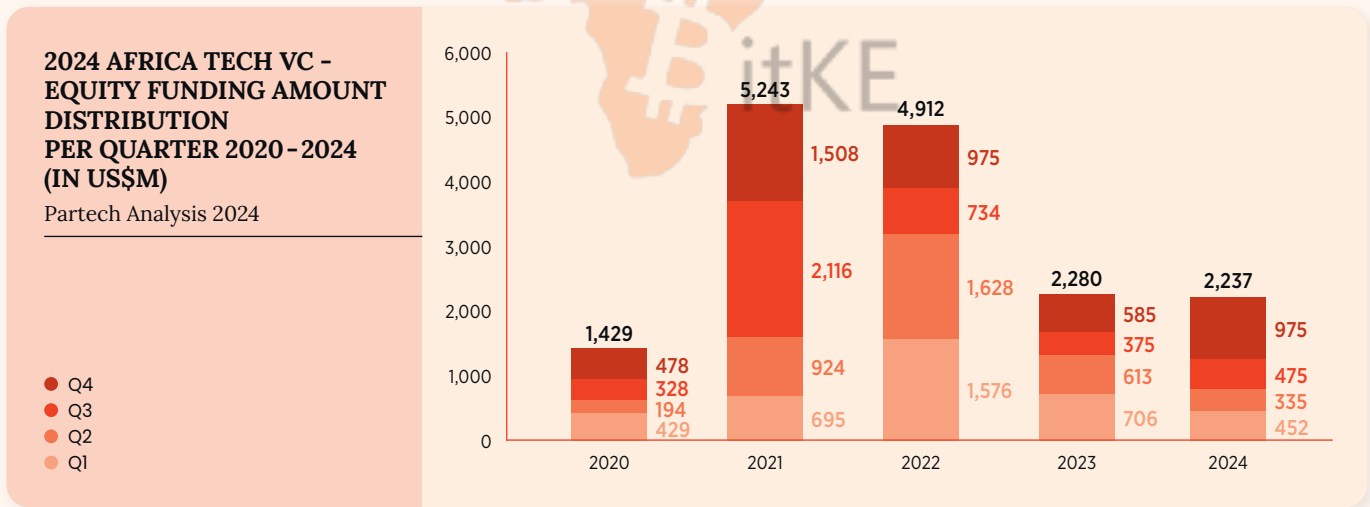
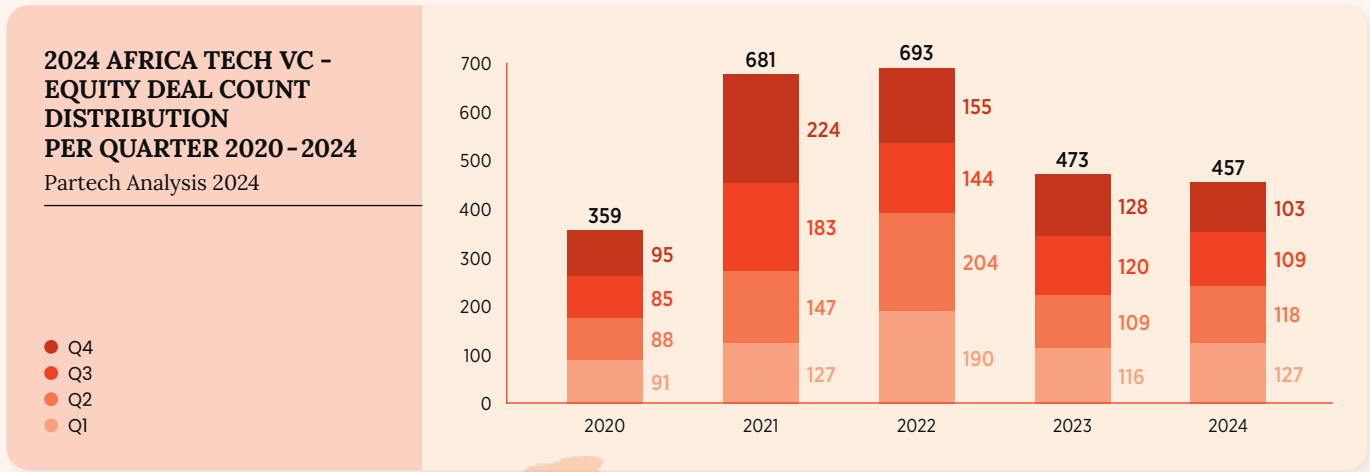


In parallel, in terms of deal count, we can see that there were more deals in Q1 2024 (+9% YoY) and Q2 2024 (+8% YoY) compared to 2023. This was the first time that we observed upward trends in deal counts since Q4 2021.

- It is important to highlight that, although the number of deals was higher in both Q1 and Q2 of 2024, these deals collectively accounted for only US\$0.8B in funding. Furthermore, in Q4 2024, we witnessed the steepest decline in deal activity since Q2 2023, with the number of deals nearly equal to that of Q4 2020. **This signals a significant slowdown in the latter part of last year.**
- The second half of the year, **with US\$1.5B raised**, saw higher deal funding amounts compared to the first six months of 2024, helping to catch up to 2023 levels in terms of total funding. **Q4 2024 saw the highest funding total since the downturn in Q1 2023** with US\$975M, back to Q4 2022 levels.
- In 2024, **4 deals exceeded US\$100M** (i.e. megadeals), with 3 of them closing in the last quarter of 2024. These high-value deals played a crucial role in narrowing the gap with 2023 funding levels, helping to offset some of the declines in overall deal volume.



- Despite these notable deals, the overall situation has not seen substantial improvement. Indeed, while the number of megadeals in 2024 increased compared to the previous year, the number of total deals – particularly in the second half of 2024 – decreased. 2024 was relatively flat, marked by a resurgence of megadeals and a recovery among Fintech companies that have faced challenges in recent years. While these larger deals and the rebound in Fintech activity have provided some positive momentum, they have not been enough to drive a significant uptick in the broader market.



4 - The highest monthly equity deal counts occurred 3 times in **March, May, and September** with **48 deals per month** (+78%,+31%, and -2% YoY respectively).

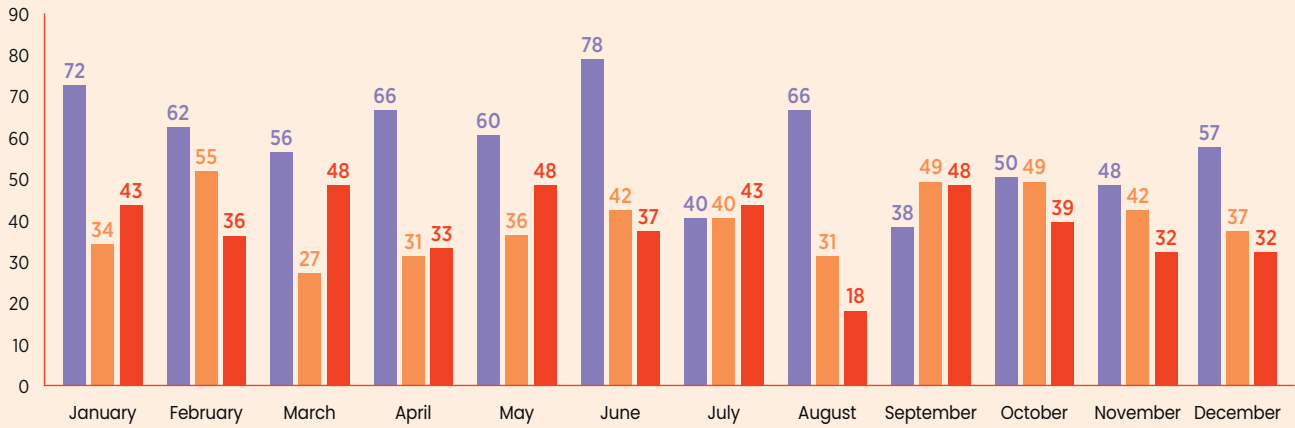
The most dynamic month in terms of equity funding was **October, with US\$540M, surpassing funding in 2023 by a significant 123%.**

Looking at the two graphs below, it is notable that the most active month in terms of funding was not the busiest in terms of deal counts. Both October and December were primarily driven by 3 late-stage megadeals, Moniepoint’s US\$110M, Tymebank’s US\$250M, and Zepz’s US\$267M, boosting funding totals significantly without affecting the overall number of deals.

### 2024 AFRICA TECH VC - TOTAL EQUITY DEAL COUNT PER MONTH 2022 - 2024

Partech Analysis 2024

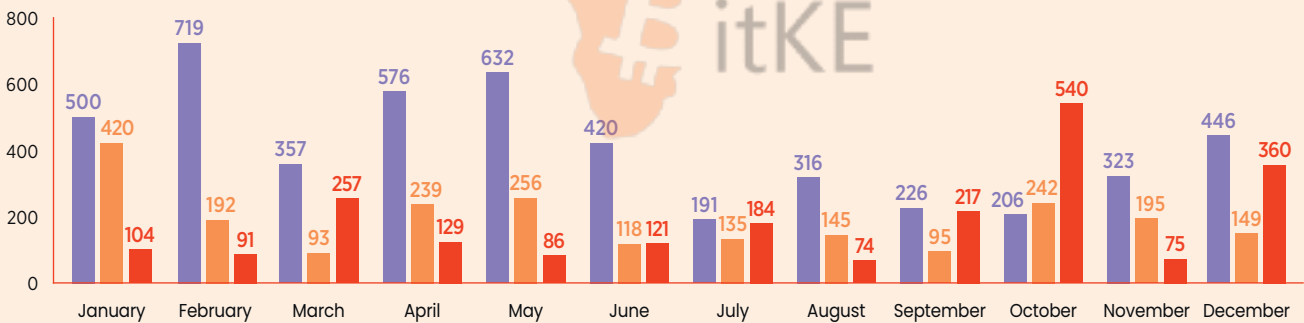
● 2022 ● 2023 ● 2024



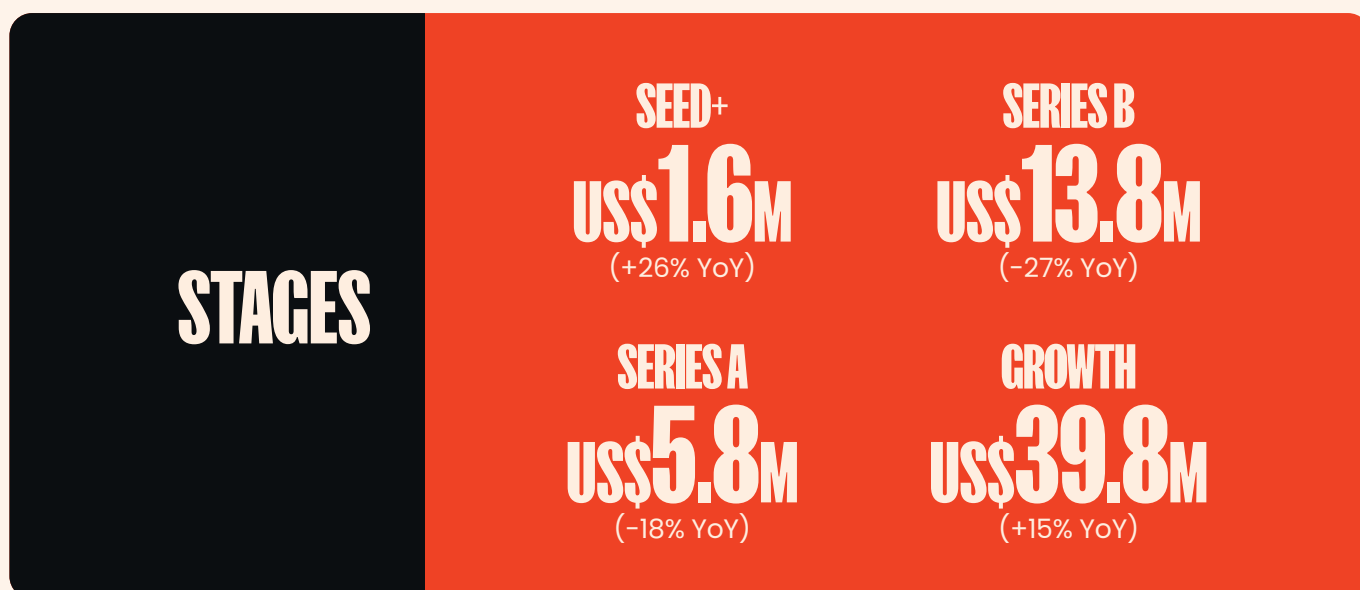
### 2024 AFRICA TECH VC - TOTAL EQUITY FUNDING PER MONTH 2022 - 2024 (IN US\$M)

Partech Analysis 2024

● 2022 ● 2023 ● 2024



Equity funding in Africa experienced a notable increase as the year progressed, with funding amounts rising from US\$106M in January to a peak of US\$540M in October, with the lowest point in November at US\$75M. In addition, **65% of total fundraising was secured in the last 6 months of the year and 44% in the last quarter alone.**



In 2024, the African VC landscape saw a decline in average ticket sizes, particularly at Series A (-18%) and Series B (-27%). The Seed stage however is doing better, with ticket size growing 26% to US\$1.6M.

Activity-wise, we saw minor decreases at all stages except Series A where the deal count went up 13%. The number of Seed deals decreased 7% YoY compared to a 33% decline in 2023 and Series B deal counts declined 14% while Growth was flat (vs -39% in 2023).

The total funding amounts decreased at all stages except for Growth.

Seed-stage funding dropped from US\$518M to US\$482M (-7% YoY);

Series A total funding declined from US\$547M in 2023 to US\$503M in 2024

(-8% YoY); Series B total funding dropped from US\$642M to US\$413M (-36% YoY);

while Growth funding increased from US\$573M to \$840M (+47% YoY).

In terms of deal activity, there has been an overall stabilization. While the number of deals has decreased across most stages, except for Series A, this decline is quite limited compared to what we reported in 2023.

#### Funding Amount Per Stage (in US\$M)

STAGE	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	GROWTH
SEED+	18	32	67	79	151	220	617	958	518	482	-7%
SERIES A	65	90	147	208	469	447	1,321	1,085	547	503	-8%
SERIES B	56	78	157	274	488	449	960	1,401	642	413	-36%
GROWTH	38	166	189	602	912	313	2,344	1,468	573	840	47%
	177	365	560	1,163	2,020	1,429	5,242	4,912	2,280	2,237	-2%

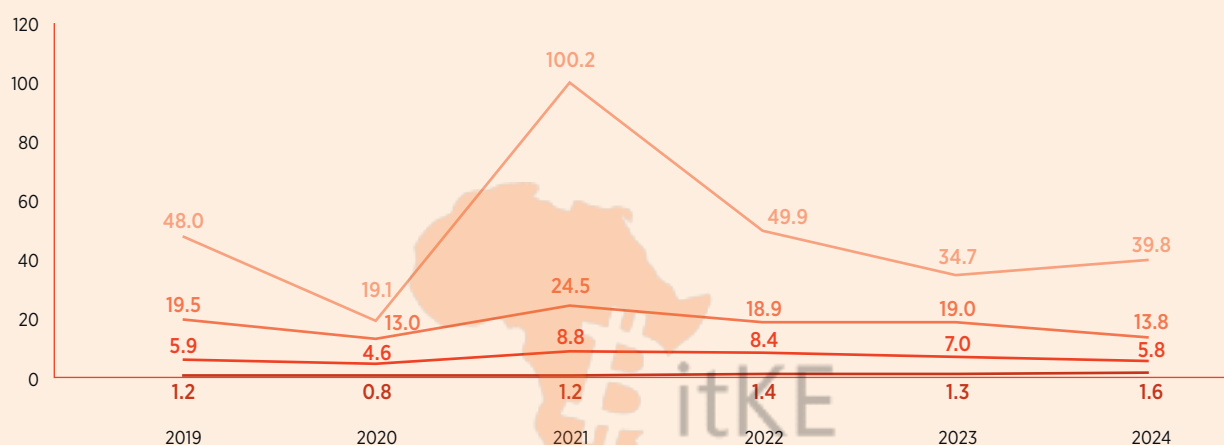
## Deal Count Per Stage

STAGE	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	GROWTH
SEED+	24	39	73	80	127	228	507	506	337	315	-7%
SERIES A	17	24	33	51	79	86	109	108	86	97	13%
SERIES B	10	7	15	19	25	29	42	56	36	31	-14%
GROWTH	3	4	7	14	19	16	23	23	14	14	0%
	<b>54</b>	<b>74</b>	<b>128</b>	<b>164</b>	<b>250</b>	<b>359</b>	<b>681</b>	<b>693</b>	<b>473</b>	<b>457</b>	<b>-3%</b>

## 2024 AFRICA TECH VC - AVERAGE EQUITY ROUND SIZE BY STAGE 2019-2024 (IN US\$M)

Partech Analysis 2024

● SEED+ ● SERIES A ● SERIES B ● GROWTH



## Seed:

1 - The number of deals for Seed-stage companies declined from **337 to 315**, a 7% YoY decrease. Seed funding also experienced a slight dip, dropping from **US\$518M to US\$482M** (-7% YoY).

2 - Seed-stage companies accounted for **69%** of total deal volume while representing **22%** of total equity funding. Over the past 4 years, Seed investments have consistently made up approximately 70% of the market activity.

This suggests that the market has attained a certain level of maturity, with Seed-stage deals maintaining a consistent share regardless of fluctuations in the broader market. Such stability is an encouraging indicator of a healthy and resilient ecosystem.

3 - In terms of ticket sizes, the Seed stage is the only one showing an upward trend in 2024, with an increase of **26%** compared to 2023, reaching average ticket sizes of **US\$1.6M<sup>4</sup>**. This signals a positive shift for early-stage startups.

4 - One possible explanation for this growing ticket size is the **intensifying competition among investors, particularly as more local early-stage funds enter the market**. The increased presence of regional investors may be driving up funding amounts, as these funds look to secure high-potential startups early on. Additionally, **local funds may have a better understanding** of the specific market needs and opportunities, allowing them to take a **more active role in early-stage investments**. This dynamic could be contributing to a **more favorable funding environment for Seed-stage companies**, despite the overall market slowdown.

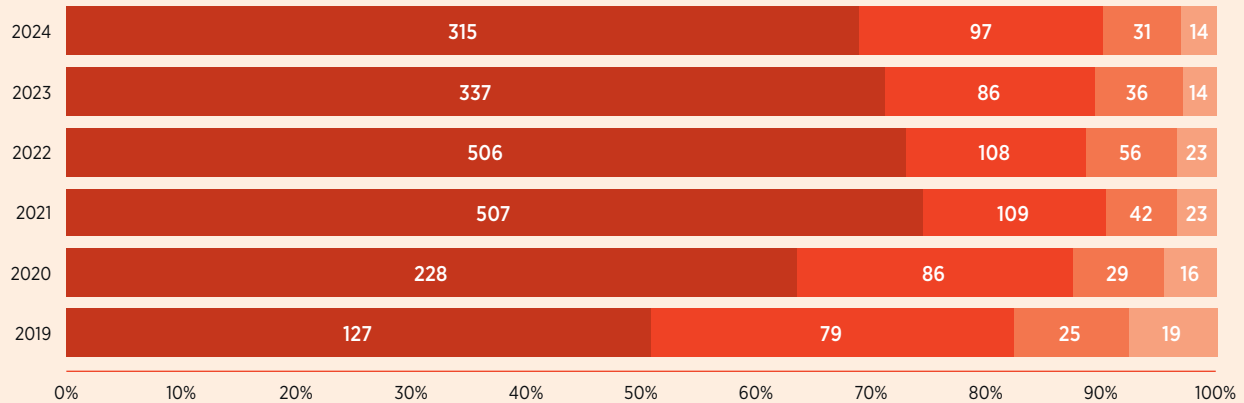
<sup>4</sup> Averages are calculated removing the 5% largest and 5% smallest tickets.



## 2024 AFRICA TECH VC - EQUITY DEAL COUNT PER STAGE 2019 - 2024

Partech Analysis 2024

● SEED+ ● SERIES A ● SERIES B ● GROWTH



### Series A:

- 1 - In 2024, the number of deals increased from 86 to **97 for Series A** companies (+13% YoY). **Series A investments are the only stage to see an increase in the number of deals.**
- 2 - Meanwhile, the average ticket size went from US\$7M in 2023 to **US\$5.8M<sup>3</sup>** in 2024 (-18% YoY). **The average ticket size for Series A deals has been on a downward trend since 2022 and continued to decrease in 2024 by 18%.**
- 3 - Series A total funding went from US\$547M in 2023 to **US\$503M in 2024 (-8% YoY).**

### Series B:

- 1 - The number of deals decreased from 36 to **31 for Series B** companies (-14% YoY).
- 2 - For Series B deals, the average ticket size went from US\$19M in 2023 to **US\$13.8M** in 2024 (-27% YoY).
- 3 - Series B total funding dropped from US\$642M to **US\$413M (-36% YoY)**. Series B companies are experiencing the highest declines both in equity funding as well as deal counts.

**These trends in Series A and B may reflect overall a tougher VC market adjusting for the decline in tech company valuations. This leads to multiple effects:**

- A decrease in Series A and B tickets, in line with a similar decline in 2023, reflecting a higher cost of capital. The lower valuations not only make it less likely for companies to come to market (if they can avoid it) but also leads to smaller ticket sizes to keep dilution sustainable.
- A reduced pipeline at Series A and B is also pushing many investors upstream to Seed-stage companies. This adds to the increasing competition in this stage, keeping the valuation stable and increasing ticket sizes for Seed and Seed+ companies.
- Due to ongoing economic and political uncertainties since 2023, including inflation, devaluation of currencies, and presidential elections, it also makes sense that investors want to enter the capital of companies at early stages, at lower valuations, or make more significant returns when these deals become more competitive in the future.



### Growth:

1 - The number of deals remained stable with **14 deals** for Growth-stage companies, accounting for 3% of the total deal volume.

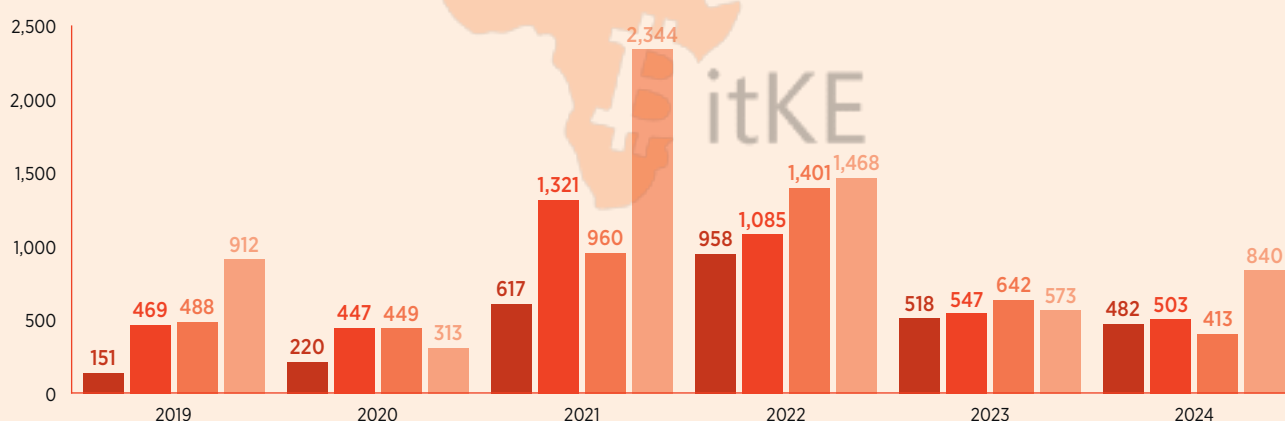
2 - In 2024, the average ticket size for Growth investments increased by 15%, reaching **US\$39.8M<sup>5</sup>**.

3 - Growth-stage funding surged from US\$573M to **US\$840M (+47% YoY)**. This is the first time since 2021 that the Growth-stage has risen in both funding amount and as a percentage of overall equity funding. **Growth-stage investments now account for 38% of total funding**, compared to 25% in 2023 and 30% in 2022.

### AFRICA TECH VC - TOTAL EQUITY FUNDING PER STAGE 2019 - 2024 (IN US\$M)

Partech Analysis 2024

● SEED+ ● SERIES A ● SERIES B ● GROWTH



### Bracket Analysis:

The investment amounts and deal count per bracket confirm the trends we already identified above. We saw:

- A 9% increase in deals between US\$200K and US\$1M.
- A resurgence of deals above US\$50M (+25%). This aligns with the increase in megadeals confirming that appetite for large tickets is coming back.
- Moderate declines in venture brackets between US\$1M and US\$20M, but they were nearly stable compared to 2023.
- A big drop in the US\$20M to US\$50M bracket, down 35% YoY. This could indicate a challenging middle ground in terms of deal size, where it may be too large for venture investors but not quite substantial enough for pure growth investors.

<sup>5</sup> Averages are calculated removing the 5% largest and 5% smallest tickets. This effectively excludes the Zepz and Tymbank deals from the Growth-stage average.

### Breakdown by Number of Deals

THRESHOLD	2019	2020	2021	2022	2023	2024	YoY
US\$0.2 TO \$1	92	175	270	215	166	179	9%
US\$1 TO \$5	87	114	276	301	207	192	-7%
US\$5 TO \$10	29	29	45	69	47	44	-6%
US\$10 TO \$20	22	25	41	48	26	22	-15%
US\$20 TO \$50	10	14	28	39	23	15	-35%
ABOVE US\$50M	10	2	21	21	4	5	25%
<b>TOTAL</b>	<b>250</b>	<b>359</b>	<b>681</b>	<b>693</b>	<b>473</b>	<b>457</b>	<b>-3%</b>

### Breakdown by Funding Amount (in US\$M)

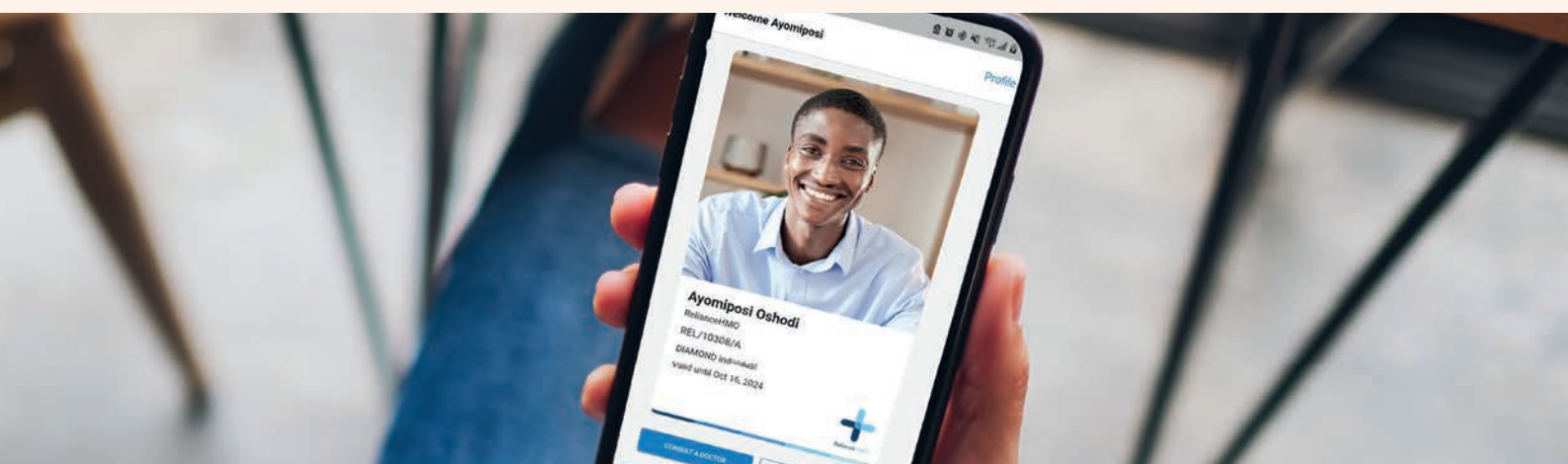
THRESHOLD	2019	2020	2021	2022	2023	2024	YoY
US\$0.2 TO \$1	44	81	104	88	67	65	-3%
US\$1 TO \$5	165	249	521	613	448	385	-14%
US\$5 TO \$10	195	189	292	460	315	304	-3%
US\$10 TO \$20	129	347	532	650	355	282	-20%
US\$20 TO \$50	563	423	854	1,086	642	424	-34%
ABOVE US\$50M	926	140	2,940	2,015	453	777	72%
<b>TOTAL</b>	<b>2,020</b>	<b>1,429</b>	<b>5,243</b>	<b>4,912</b>	<b>2,280</b>	<b>2,237</b>	<b>-2%</b>

### Conversion Analysis:

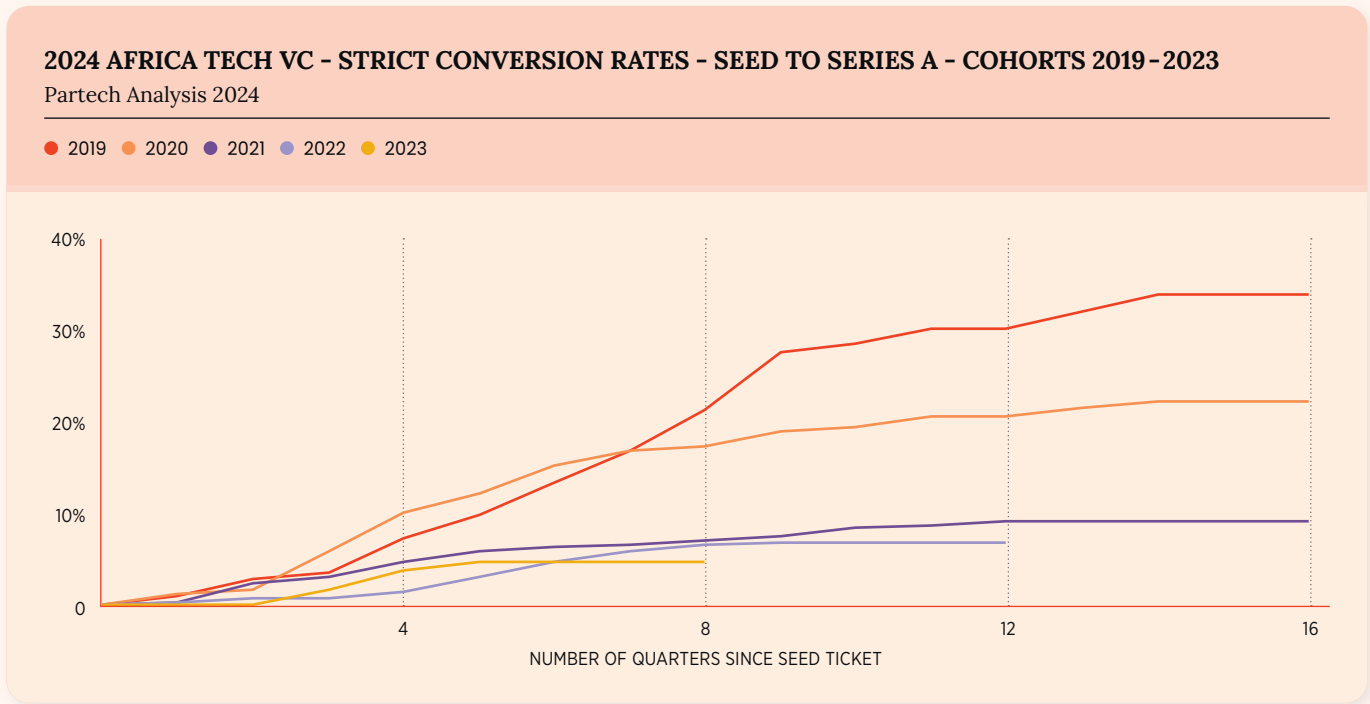
Annual conversion rates provide insight into how African tech startups convert from Seed to Series B but also the impact of the rallies and crises on this journey.

In this analysis we look at two conversion definitions:

- a **strict conversion** from one stage to the next (e.g. Seed to Series A).
- a **loose conversion** to a new round, whether it's an extension (e.g. Seed to Seed extension), bridge, or actual upgrade to the next stage. A loose conversion reflects more on a startup's ability to attract more capital, even if it did not achieve the next milestone.

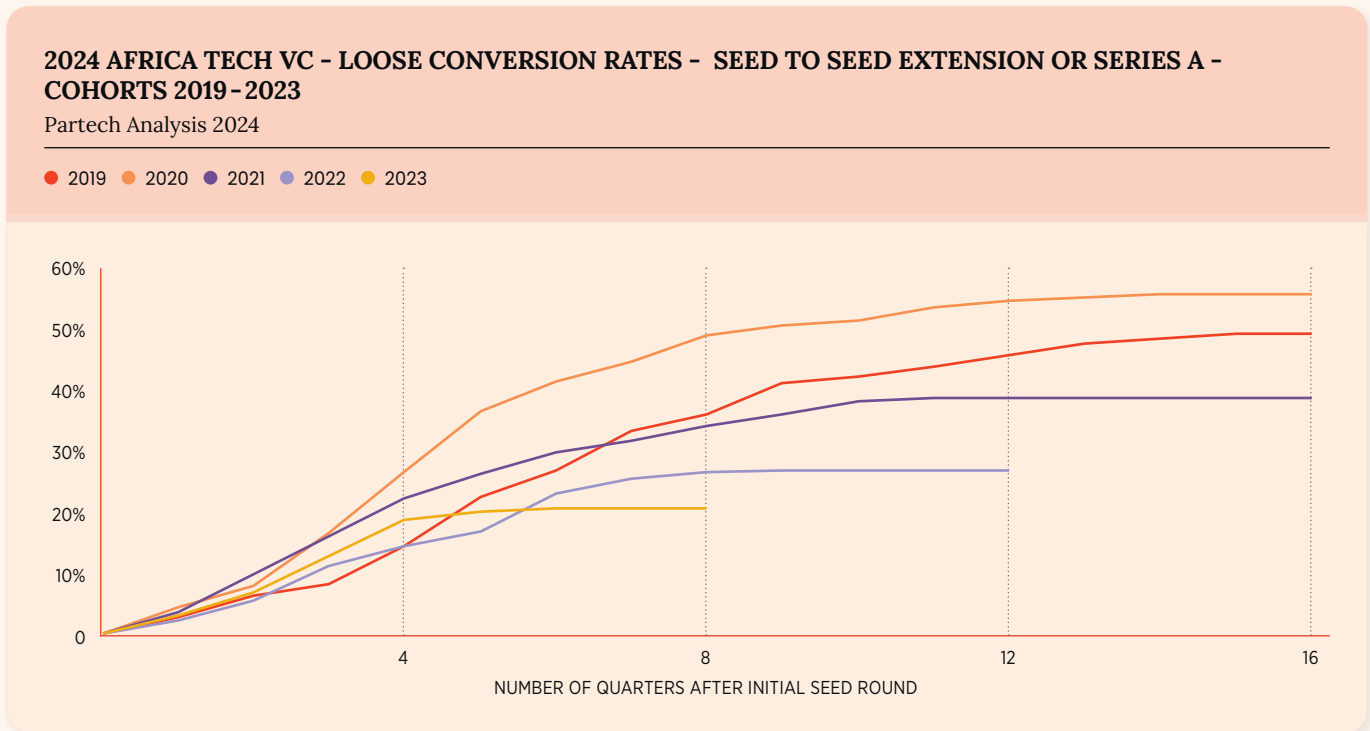


Seed to Series A:



- From Seed to Series A, we can see that **the strict conversion rate peaked at 35% for the 2019 cohort** which benefited from the favorable market conditions of 2021-2022. After 8 quarters (the typical timeframe to reach a Series A), roughly 20% of the 2019 and 2020 cohorts had achieved conversion.
- We see a steep decline in this 8-quarter conversion rate for the subsequent cohorts, ending with **barely 5% conversion for the 2023 cohort**. This clearly indicates what the downturn means for startups in Africa working toward Series A: where 1 in 5 used to cross the line in 2 years, it's now only 1 in 20.

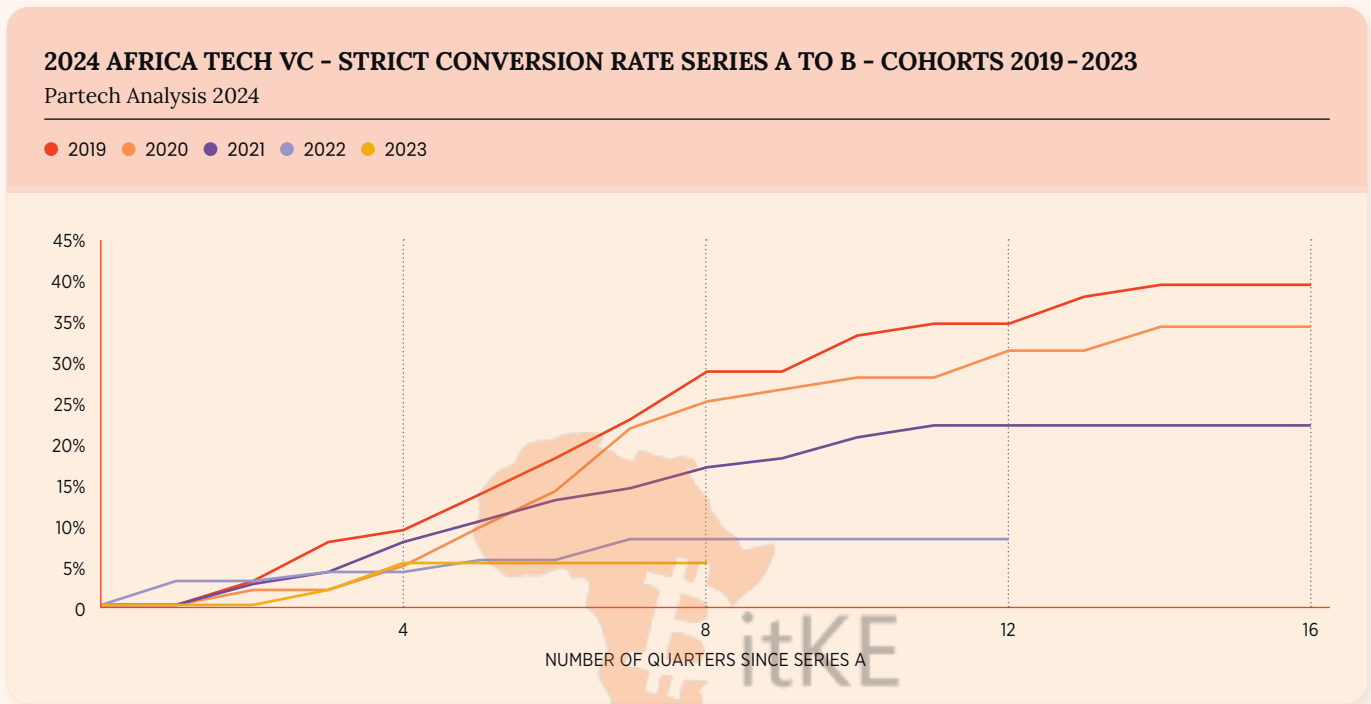
Taking a look at the looser conversions, which include «Seed extensions» we can see a more nuanced view:





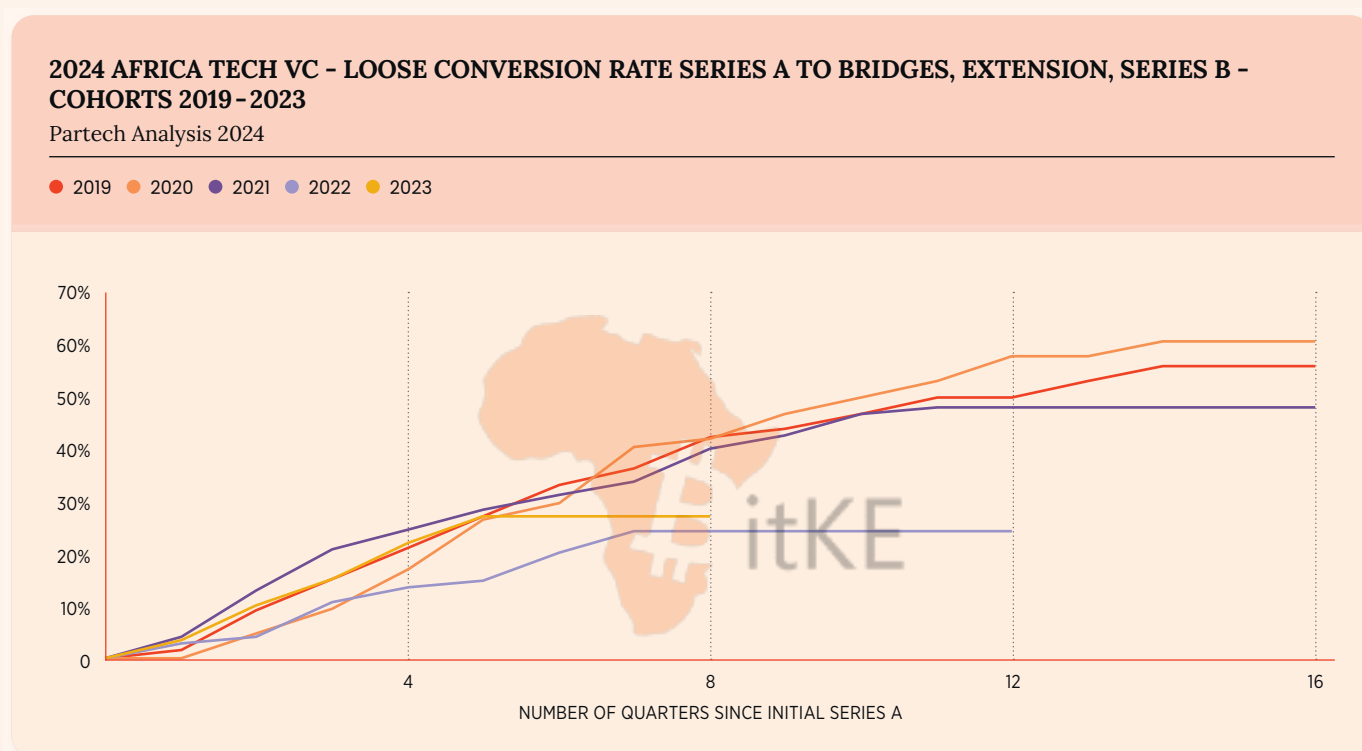
- Despite this decline in direct Seed-to-Series A conversions, many startups have raised additional capital in the form of round extensions and bridges rather than progressing to a full Series A round. At the 8-quarter mark, **nearly 50% of Seed-stage companies in 2019 and 20% of companies in 2023 had secured at least one additional round of funding**. This suggests a strong level of resilience within the African startup ecosystem, as these companies have not disappeared despite the challenging funding environment. Instead, they have found **alternative paths to secure the capital** they need to survive and develop. **Both startups and investors have been more flexible** in terms of funding approach despite the ongoing economic challenges.

Series A to Series B :



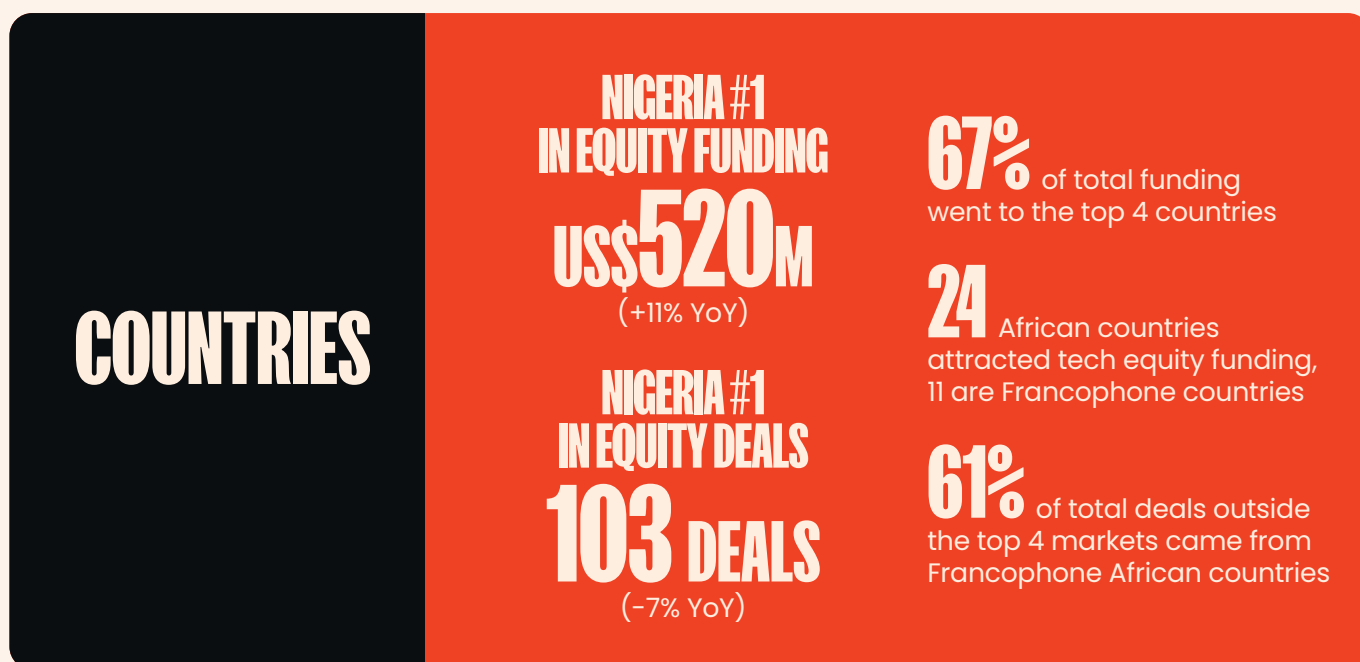
- Strict conversion rates from Series A to Series B **peaked at an impressive 41% with the 2019 cohort**, even higher than the Seed-to-Series A conversion rates. At the 8-quarter mark the 2019 cohort registered 26% conversion and the 2020 cohort reached 20%. The 2021 cohort still registered a rate as high as 17% after 8 quarters. This shows the crisis hit the conversion rate of Series A startups slower than it hit Seed startups.
- In contrast, for the 2022 and 2023 cohorts, the conversion rate dropped in 2024 to 8% and 5% respectively, showing more struggles for startups to raise funds at Series B. A quarter of the 2019 cohort achieved success after 2 years while 1 in 20 among the newer cohorts have converted at the same rate. We also note that conversion rates are generally higher for Series A than for Seed companies, which are higher risk.

For loose conversions, there is a similar trajectory for the cohorts of 2019, 2020, and 2021 versus the two most recent years.



- Roughly **40% of Series A startups from the 2019, 2020, and 2021 cohorts raised subsequent capital within 2 years**, with the 2019 cohort peaking at 60% within 3 years.
- In the 2022 and 2023 cohorts, we see the fraction that has raised more capital reach 20% before it hits a plateau. **While only 5% of 2023 Series A startups reached Series B, 3 times more (15%) achieved some form of bridge or extension.**

This is a very clear indication of how companies and investors adapted strategies to secure capital while the standard trajectories have been disrupted.



In 2024, Nigeria regained its position as Africa's top VC destination, driven by 11% growth in equity funding (US\$520M) and boosted by a few megadeals. Egypt also demonstrated a strong growth deal count (+48%) despite a decline in total funding. The top 4 countries – Nigeria, Egypt, Kenya, South Africa – continue to dominate the market but to a lesser extent (67% of 2024 total vs. 79% in 2023). Francophone countries dropped back to 10% of the total (vs. 15% in 2023) and remain underrepresented in the overall landscape.

**1 - Nigeria has regained its position as the top VC investment destination in Africa in 2024, leading in both equity funding and deal counts.**

- With an 11% increase in equity funding, totaling US\$520M (+11% YoY), **Nigeria** secured the top position, boosted by a few high-value deals including Moniepoint's US\$110M and Moove Africa's US\$100M funding rounds. It's worth noting that Nigeria would still have earned its top spot in VC investment even without these two megadeals. However, the number of deals in Nigeria decreased by 7% compared to 2023, with 103 deals completed.
- **South Africa** raised US\$459M in equity last year, a 16% decrease compared to 2023 for a total of 67 deals, down 19% compared to 2023. South Africa was home to one megadeal with TymeBank's US\$250M Series D funding round, saving this market from a drop of 69% compared to 2023.
- **Egypt** raised US\$297M in equity funding in 2024, reflecting a 31% decrease compared to the previous year. This decline in funding was accompanied by a **significant 48% YoY increase in the number of deals**, which rose to 89 in total, making Egypt the second most prolific ecosystem in 2024.
- **Kenya** has now fallen to fourth position, raising a total of US\$221M in equity funding in 2024. This represents the largest YoY decline among the top 4 countries, with a 34% drop in funding. Additionally, the number of deals completed in Kenya decreased by 12%, with only 59 deals in 2024.

- Beyond the top 4 countries, **Ghana, Morocco, and Tanzania** are the only other countries to surpass the US\$50M equity funding threshold last year. For reference, Ghana and Morocco were the only 2 such markets in 2023 while there were 5 of them in 2022.

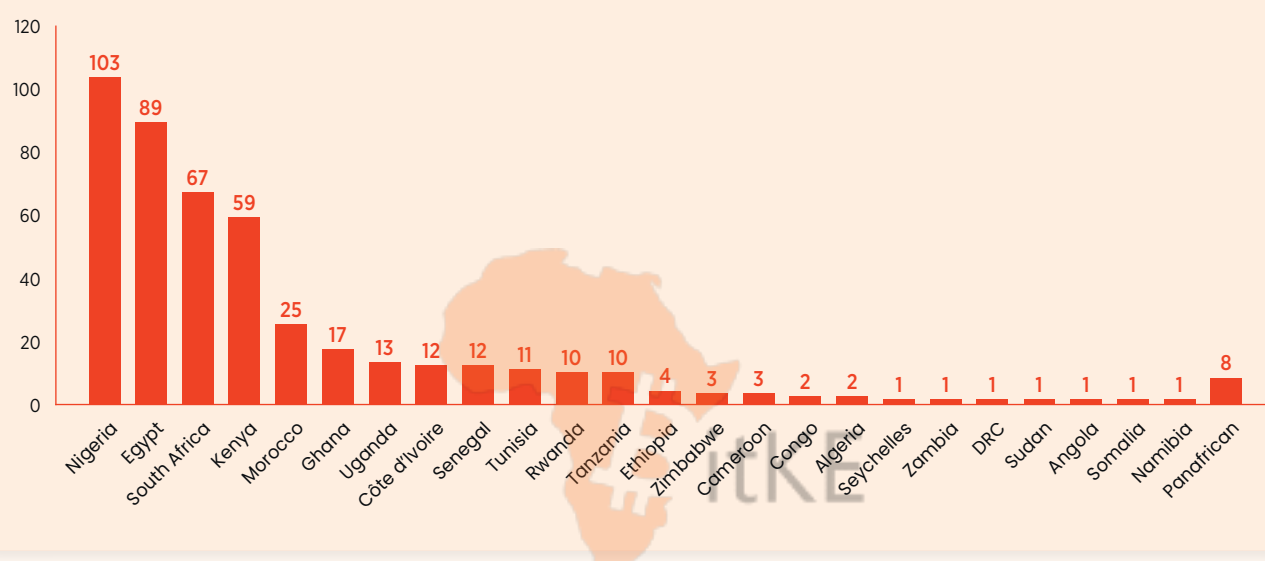
Ghana raised US\$102M, reflecting a 36% YoY increase. Ghana has raised more than US\$50M every year since 2019 and even raised more than US\$100M in 4 of the last 6 years.

Morocco raised US\$82M, marking an 11% decline compared to the previous year but it is still the second year it has surpassed US\$50M.

Tanzania saw a remarkable surge, raising US\$52M, a staggering 1150% increase compared to 2023. This extraordinary growth is largely attributed to NALA's US\$40M funding round, which significantly boosted the country's overall total.

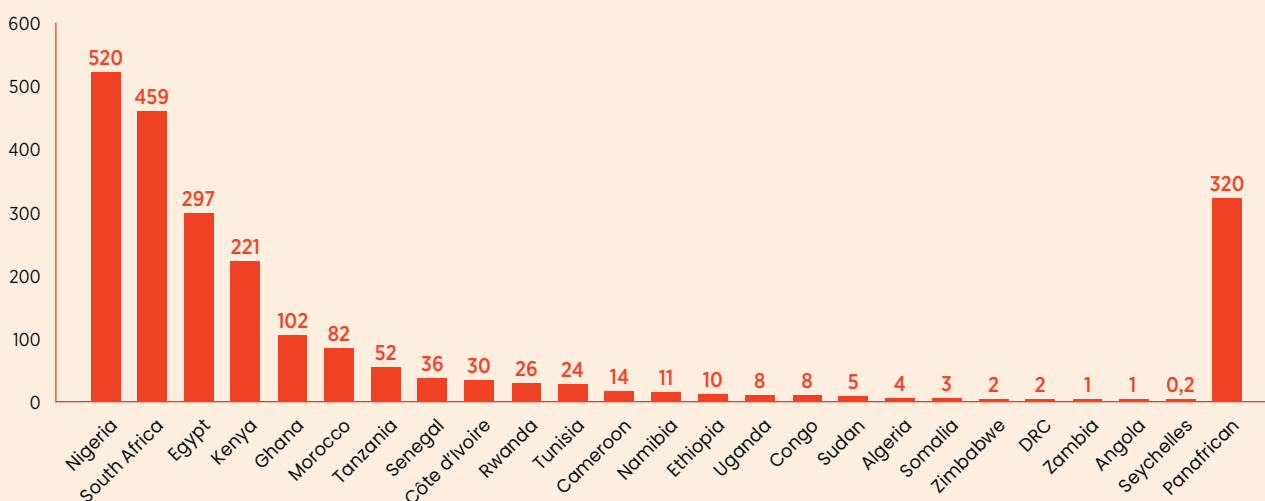
### 2024 AFRICA TECH VC - NUMBER OF EQUITY ROUNDS PER COUNTRY

Partech Analysis 2024



### 2024 AFRICA TECH VC - EQUITY FUNDING PER COUNTRY (IN US\$M)

Partech Analysis 2024



**2 - The top 4 countries – Nigeria, Egypt, Kenya, and South Africa – remain the dominant players in the market, collectively accounting for 67% of the total equity funding value in 2024, down from 79% in 2023 and 72% in 2022.**

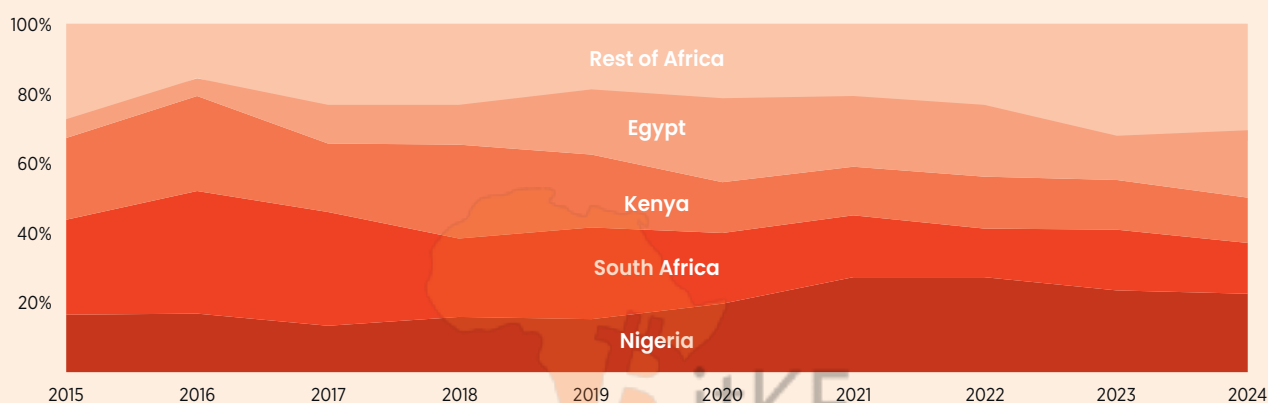
Despite this drop in market share, these nations still represent a substantial portion of funding activity. In terms of deal volume, the top 4 countries maintained their strong position, accounting for **70% of the total number of equity deals**, a small increase from their 68% share in 2023.

The concentration in these 4 markets remains evident, even though there is some sign of diversification.

Of the 14 growth deals, 10 occurred in the top 4 markets. Additionally, these markets accounted for 70% of Seed deals, 56% of Series A deals, and 85% of Series B deals.

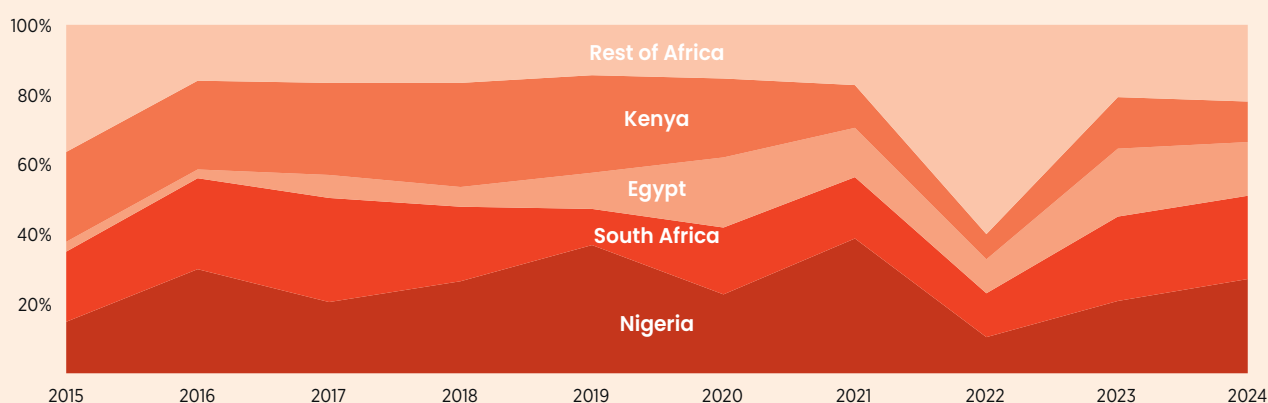
### 2024 AFRICA TECH VC - EQUITY DEAL COUNTS IN TOP 4 VERSUS REST OF AFRICA - 2015 - 2024

Partech Analysis 2024



### 2024 AFRICA TECH VC - EQUITY FUNDING AMOUNTS IN TOP 4 VERSUS REST OF AFRICA - 2015 - 2024

Partech Analysis 2024



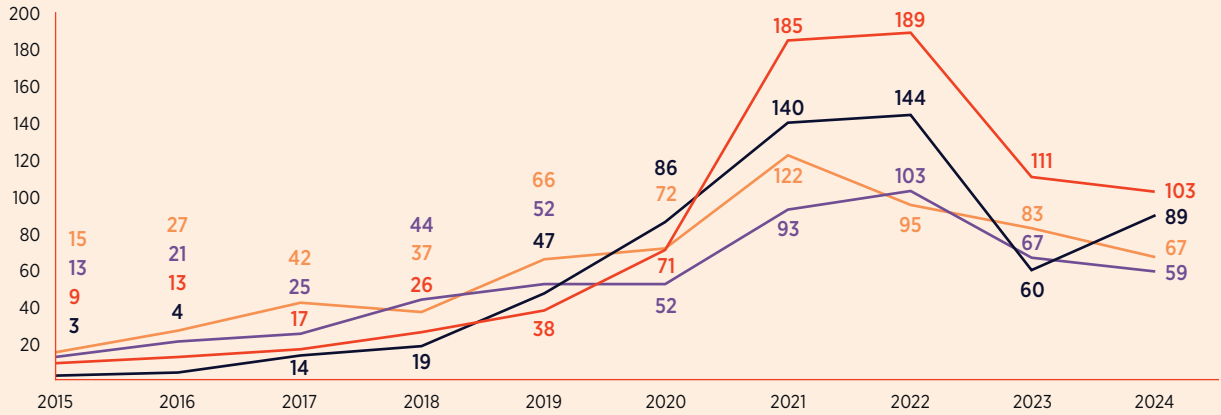
**3 - With the exception of Nigeria, all of the top 4 markets experienced a decline in funding in 2024 compared to 2023. However, in terms of deal number, Egypt stands out with a 48% increase in deal count, reflecting a renewed vibrancy in its VC ecosystem.**



### 2024 AFRICA TECH VC - EVOLUTION OF DEAL COUNTS FOR TOP 4 MARKETS

Partech Analysis 2024

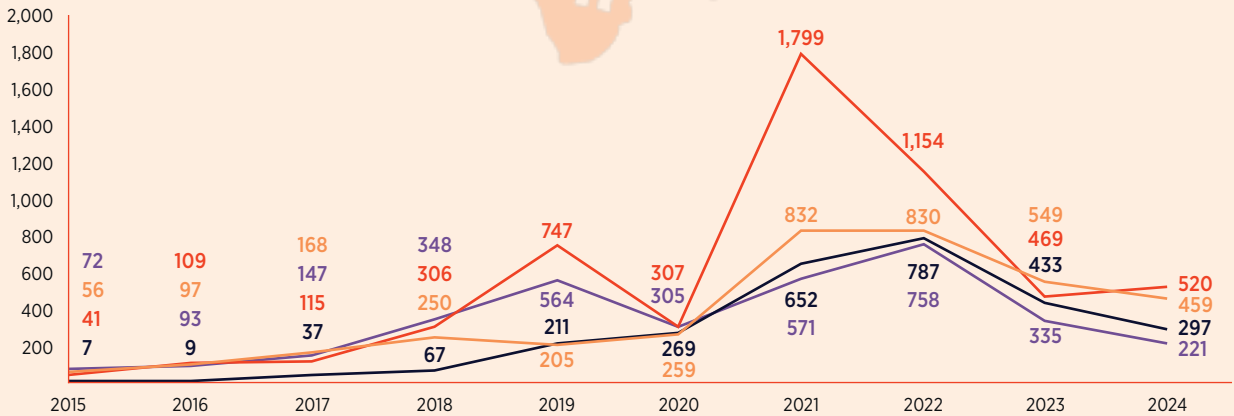
● NIGERIA ● SOUTH AFRICA ● KENYA ● EGYPT



### 2024 AFRICA TECH VC - EVOLUTION OF FUNDING AMOUNTS FOR TOP 4 MARKETS (US\$M)

Partech Analysis 2024

● NIGERIA ● SOUTH AFRICA ● KENYA ● EGYPT



4 - Since 2020, there has been a remarkable power shift among the top 4, from South Africa and Kenya towards Nigeria and Egypt. The shift is especially visible in early stages, Seed+ and Series A, where almost half of the total deals and volume closed in Africa over the last 5 years went to Nigeria and Egypt alone (split almost evenly between them).

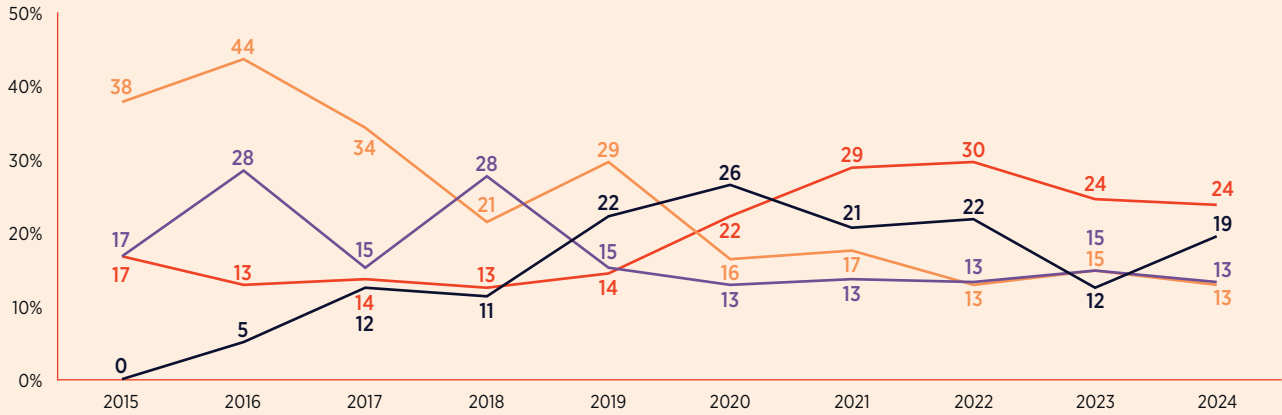
Taking a look at the percentage of total deal count and volumes taken up by each country, it's clear that we went from an ecosystem that was dominated by South Africa and Kenya, with Nigeria and Egypt solid followers, to the opposite in more recent years. This is quite visible in the earlier stages, as illustrated in the graphs below. This is a durable shift in the ecosystem that is likely going to continue in the near future.



### 2024 AFRICA TECH VC - SEED DEAL COUNT PER COUNTRY

Partech Analysis 2024

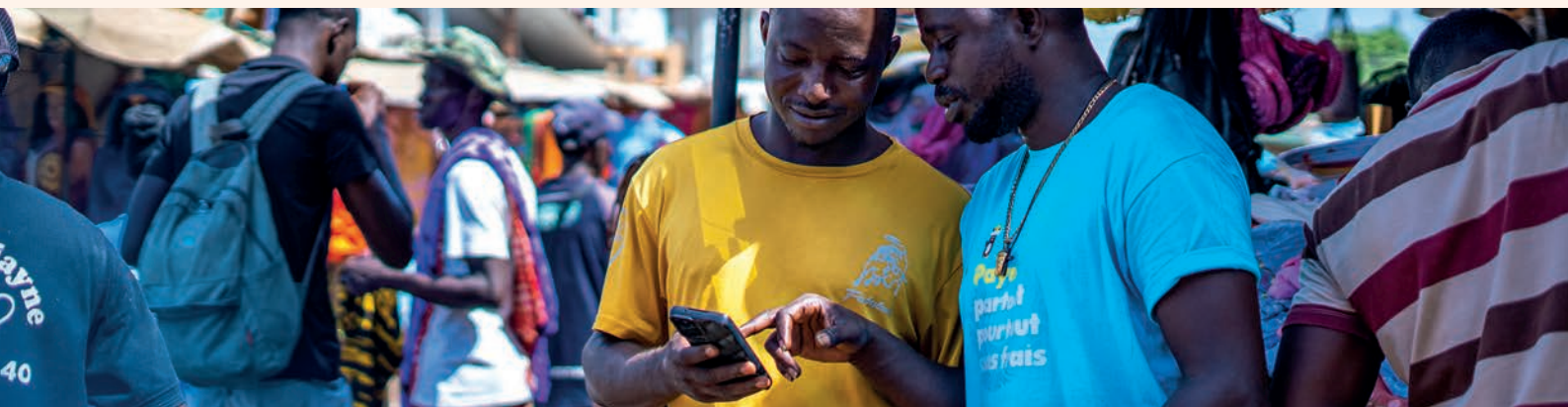
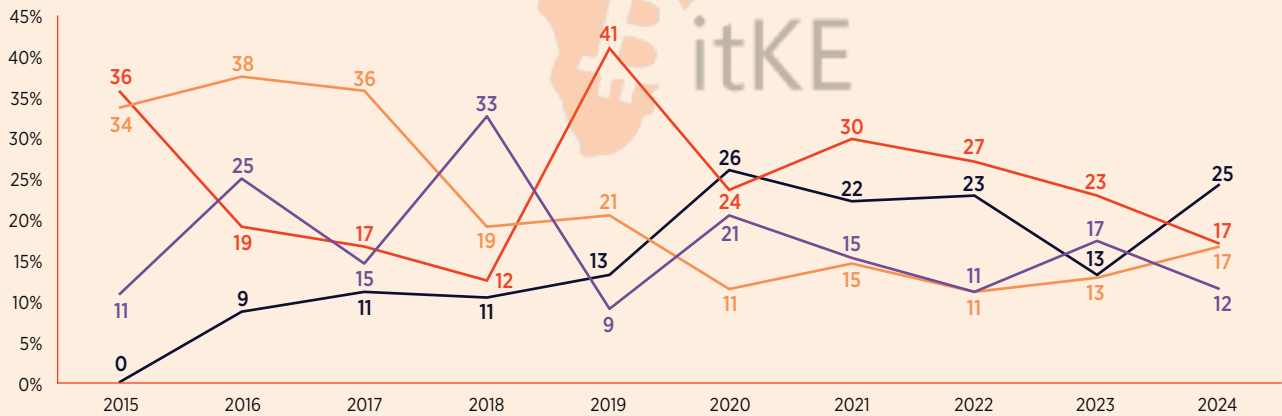
● NIGERIA ● SOUTH AFRICA ● KENYA ● EGYPT



### 2024 AFRICA TECH VC - SEED FUNDING AMOUNT PER COUNTRY

Partech Analysis 2024

● NIGERIA ● SOUTH AFRICA ● KENYA ● EGYPT

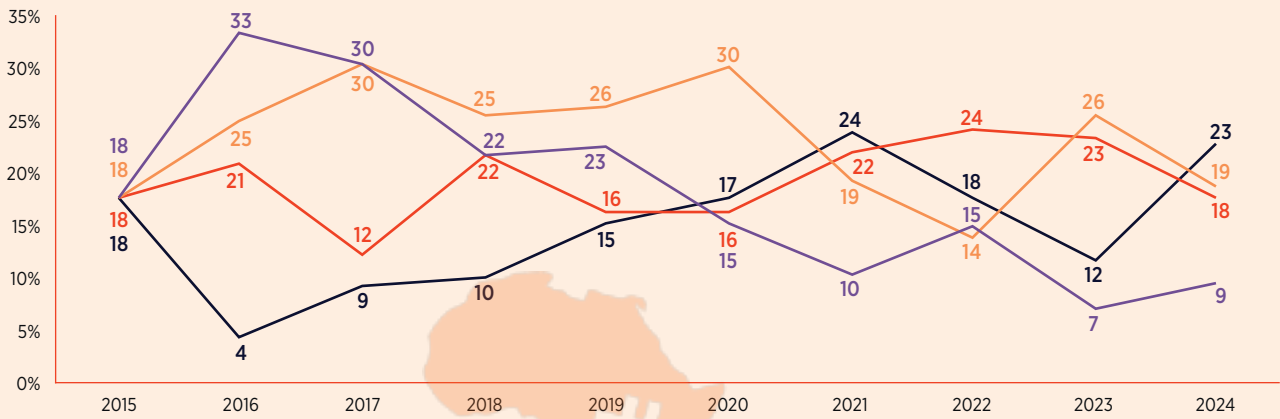




### 2024 AFRICA TECH VC - SERIES A DEAL COUNT PER COUNTRY

Partech Analysis 2024

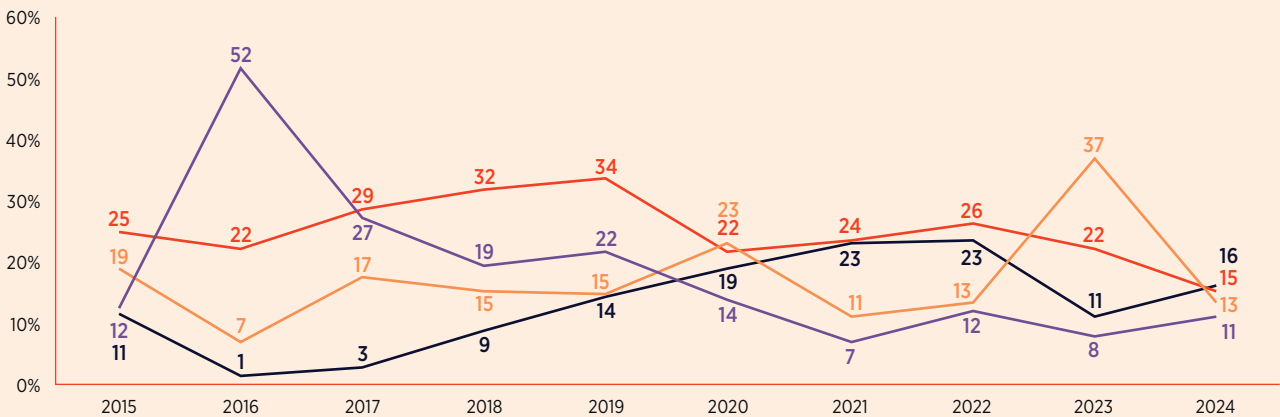
● NIGERIA ● SOUTH AFRICA ● KENYA ● EGYPT



### 2024 AFRICA TECH VC - SERIES A FUNDING AMOUNT PER COUNTRY

Partech Analysis 2024

● NIGERIA ● SOUTH AFRICA ● KENYA ● EGYPT



Looking at the cumulative data for 2020-2024, Nigeria and Egypt have been home to 47% of all Seed+ deals that closed on the continent (880 deals) with the exact same share of the total Seed+ funding amount, 47% at US\$1.31B. At the same time, the 2 countries have also attracted 40% of all Series A deals in Africa over that period (193 deals) and 43% of the Series A funding volume (US\$1.67B). Kenya is losing out among the big 4 over that period.

## Africa Tech VC – Seed deals count per country

COUNTRY	2020	2021	2022	2023	2024	5Y TOTAL	SHARE %
NIGERIA	50	145	150	82	75	502	27%
EGYPT	60	105	110	42	61	378	20%
SOUTH AFRICA	37	88	65	49	40	279	15%
KENYA	29	68	66	49	41	253	13%
REST OF AFRICA	52	101	115	115	98	481	25%
<b>TOTAL</b>						<b>1,893</b>	

## Africa Tech VC – Seed funding amount per country (in US\$M)

COUNTRY	2020	2021	2022	2023	2024	5Y TOTAL	SHARE %
NIGERIA	52	185	262	121	82	703	25%
EGYPT	58	138	221	69	118	604	22%
SOUTH AFRICA	25	91	107	68	81	372	13%
KENYA	46	95	107	90	56	394	14%
REST OF AFRICA	39	108	259	171	144	722	26%
<b>TOTAL</b>						<b>2,795</b>	

## Africa Tech VC – Series A deals count per country

COUNTRY	2020	2021	2022	2023	2024	5Y TOTAL	SHARE %
NIGERIA	14	24	26	20	17	101	21%
EGYPT	15	26	19	10	22	92	19%
SOUTH AFRICA	26	21	15	22	18	102	21%
KENYA	13	11	16	6	9	55	11%
REST OF AFRICA	18	27	32	28	31	136	28%
<b>TOTAL</b>						<b>486</b>	

## Africa Tech VC – Series A funding amount per country (in US\$M)

COUNTRY	2020	2021	2022	2023	2024	5Y TOTAL	SHARE %
NIGERIA	97	314	283	121	77	892	23%
EGYPT	85	304	254	59	82	785	20%
SOUTH AFRICA	104	145	144	204	68	664	17%
KENYA	62	91	129	43	55	380	10%
REST OF AFRICA	99	466	272	121	221	1,180	30%
<b>TOTAL</b>						<b>3,902</b>	

## 5 - The overall geographic reach of VC funding contracted slightly with 24 countries involved (vs. 27 in 2023).

Over the past year, the geographical reach of VC funding contracted slightly, with equity deals now spanning 24 countries instead of 27 in 2023. This adjustment brings the total number of countries that have seen equity tech deals above US\$200K in the last 5 years to 38.

**6 - The Rest of Africa (ROA) – i.e. excluding the top 4 markets and Panafrican deals – is slightly below 2023 numbers with 131 funding rounds (-6% YoY) and US\$322M (-31% YoY).**

In terms of overall equity distribution across the continent, the ROA region captures 14% of the total equity funding in Africa, which is a slight decrease from 21% the previous year. While this decline reflects a minor shift in investment flows, the percentage remains relatively stable compared to the levels observed in 2023 and 2022. This suggests that, despite the fluctuations, there is a stabilizing trend in deal activity across the region. Investors continue to recognize the potential of emerging markets outside the more prominent hubs, indicating sustained interest and a strategic focus on diversification within Africa’s growing economy.

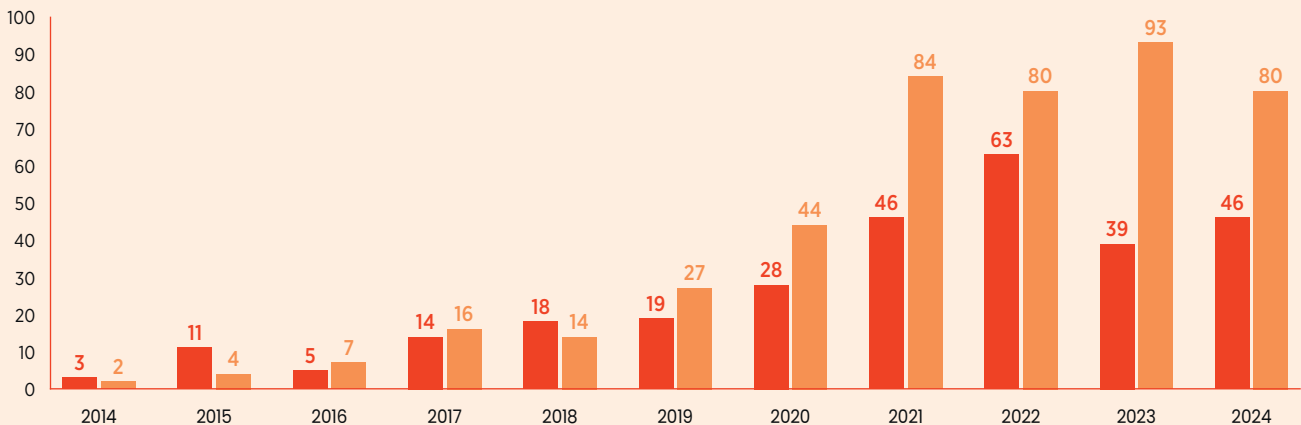
**7 - Francophone countries accounted for 55% of ROA equity funding volume vs. 68% in 2023.**

- **Francophone African countries now represent 55% of total equity funding volume** in the broader ROA group, confirming their attractiveness outside of the top 4. However, this still marks a significant decline from their 68% funding share in 2023.
  - Equity funding in Francophone African countries dropped significantly in 2024, falling 31% YoY to US\$229M. This was accompanied by a 14% decline in deal volume, with 80 deals closed.
  - Despite this regional slowdown, some countries stood out: Morocco in particular (US\$82M), but also Senegal (US\$36M), Côte d’Ivoire (US\$30M), and Rwanda (US\$26M) ranked among the top 10, highlighting their continued appeal to investors.
- **61% of all deals outside the top 4** (flat compared to 2023) are now happening in Francophone countries.
- **11 of the 20 countries outside the top 4 that saw a transaction** in 2024 are also Francophone.
- **Francophone North Africa faced a decline in total funding in 2024**, with a 12% drop, which brought the region’s total investment to US\$111M. This represents 48% of Francophone Africa equity funding. Despite this downturn, there was a notable increase in the volume of deals, with the number of transactions rising by 15%, reaching a total of 38 deals.
- Among Francophone Africa, **Morocco stood out as the dominant player**, becoming 2024’s most prolific destination after the top 4 in terms of deal activity. Morocco also accounts for 36% of the total funding raised across Francophone Africa and even represents a 75% share of the funding volume across Francophone North Africa. Morocco continues to strengthen its position as a key investment hub within the region, capturing the majority of deals.

**2024 AFRICA TECH VC - DEAL COUNT IN EN VS FR COUNTRIES OUTSIDE TOP 4**

Partech Analysis 2024

● EN ● FR

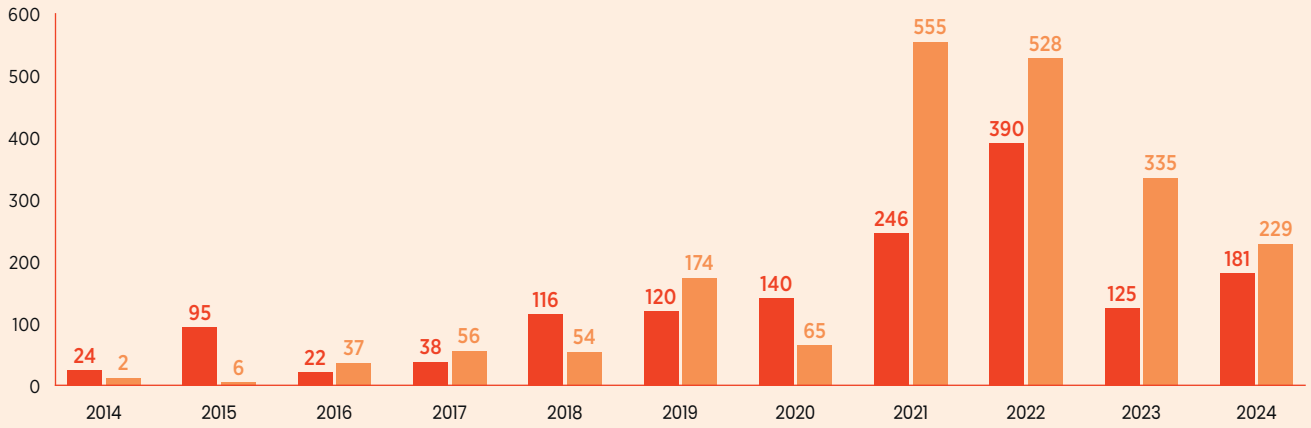




### 2024 AFRICA TECH VC - EQUITY FUNDING IN EN VS FR COUNTRIES OUTSIDE TOP 4 (IN US\$M)

Partech Analysis 2024

● EN ● FR



# CASE STUDY

## A ZOOM-IN ON EGYPT

### KEY FIGURES

**#2**  
in total  
equity deals  
in 2024

**48%**  
fastest YoY growth  
in equity deals  
in 2024

**#1**  
in Seed and Series A  
equity funding  
in 2024

**20%**  
of all equity deals  
since 2020  
#2 country

**US\$2.4B**  
equity  
funding raised  
since 2020

**519**  
equity deals  
closed  
since 2020

### Recent Macroeconomic Challenges in Egypt and Impact on VC Investments

Egypt's economy has faced considerable challenges over the past 18 months, driven by both internal and external factors. The Egyptian pound has experienced substantial depreciation, losing more than 40% of its value as the country grappled with foreign currency shortages and mounting external debt obligations. These pressures were compounded by the global impact of the Russia-Ukraine conflict, which disrupted critical sources of revenue like tourism and trade, and caused import costs to soar due to rising global commodity prices. Geopolitical tensions in the region, such as the Gaza conflict, have added to Egypt's economic strain, impacting security, refugee inflows, and regional trade. High inflation, reaching record levels above 30%, has further burdened households, reducing purchasing power and dampening economic activity. In response, the government has raised interest rates aggressively and devalued the currency to stabilize the economy.

This impacted VC investment in Egypt significantly: from mid-2022 to March 2024, investments decreased both in amount and number of deals, as currency devaluation created significant price uncertainty.

### But 2024 has shown early signs of economic recovery that has positively impacted VC investment in Egypt.

The country has attracted significant foreign investments, demonstrating confidence in its long-term potential. Projects like the US\$150B Ras El-Hikma development and Saudi Arabia's US\$5B commitment to the Egyptian economy highlight sustained interest from regional investors. The government's structural reforms, including privatizing stakes in state-owned companies and embracing a flexible exchange rate, aim to enhance fiscal stability and attract private sector participation. The International Monetary Fund's US\$8B loan program has also provided Egypt with financial breathing room while encouraging further reforms to strengthen economic resilience. Collectively, these efforts position Egypt to recover and lay the foundation for sustainable, diversified growth. Fitch notation agency raised Egypt's rating to B at the end of 2024.

# CASE STUDY



This has led to a complete turnaround in VC investment: in 2024, Egypt was a close second top destination for equity deals with a total of 89 transactions representing 48% YoY growth, the strongest rebound among the top 10 countries.

MNT-Halan's US\$157M large round (mix of debt and equity) announced in August 2024 was a strong proof point of renewed investor confidence in the market.

Egypt played a critical role in the continent's 2024 early-stage funding landscape. It was the number 1 destination for Series A, with both the largest number of deals, 21 (7% of the total) and the largest funding volume US\$82M (16% of the total). Egypt also led the narrative at Seed+ stage with the largest funding volume – US\$118M (24% of the total) through 61 deals (13% of the total, #2 after Nigeria, which saw 75 Seed+ deals).

Interestingly, while it is now obvious that Egypt is one of the leading VC destinations in Africa, a decade ago, in 2016, that was not the case. Egypt was 3 to 5x smaller than South Africa, Nigeria, or Kenya in terms of the number of deals or volume invested.

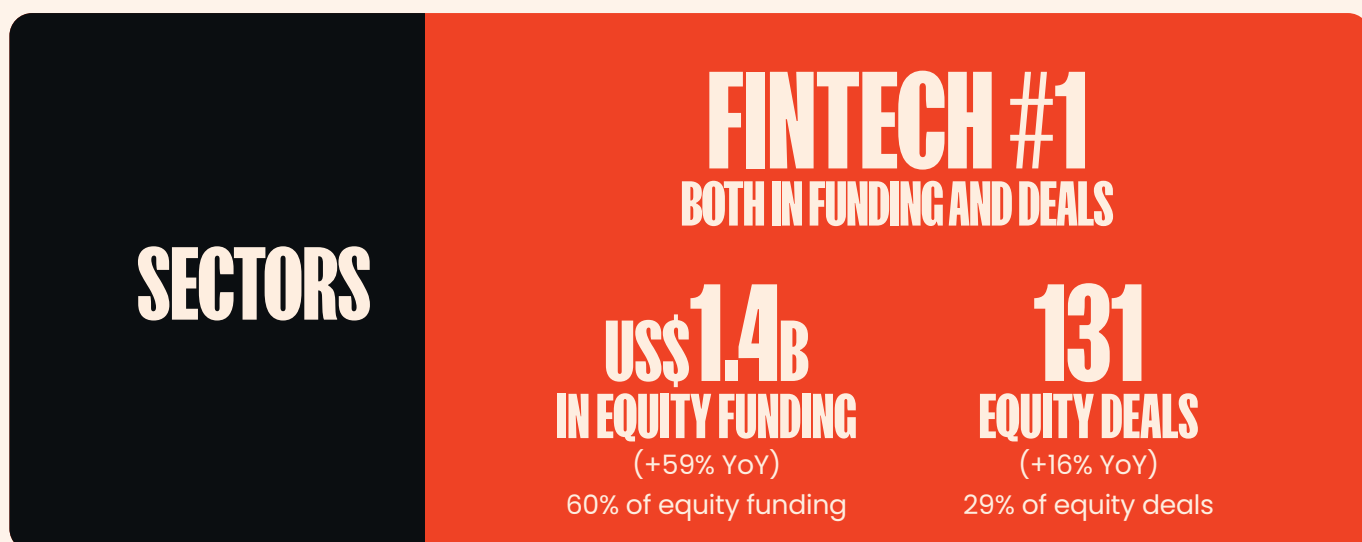
With the exception of 2023, when the country was affected by significant macroeconomic headwinds and currency devaluations, Egypt has consistently been in the top 2 most prolific markets in terms of deal activity over the last 5 years, confirming a vibrant ecosystem and growing appetite from investors.

**One sector that has remained resilient among macroeconomic headwinds is real estate, and the startup ecosystem is well positioned to benefit from it.**

The real estate market in Egypt has been one of the country's economic bright spots, attracting substantial domestic and foreign investment. This boom is largely supported by demographic demand, increased urbanization, and real estate's role as a hedge against economic uncertainty.

However, the real estate market is quite fragmented and inefficient, leaving it ripe for digital disruption by startups like Nawy. Nawy is the leading PropTech startup in Egypt, focused on digitizing and simplifying real estate purchases and investments. The company's end-to-end platform provides a seamless experience for prospective buyers, sellers, and investors in the real estate space. By integrating advanced tools like AI-driven recommendations and virtual tours, its innovative approach has positioned the company as a leader, reaching EGP100B (US\$2B) in sales volume, with 10,000 properties sold in less than 3 years. Nawy's success underscores the broader dynamism of the sector and its potential to contribute significantly to the country's economic recovery and modernization. Beside its listing product, Nawy has launched several exciting products such as access to mortgage, refurbishing, and renovating, and partial ownership.





In 2024, Fintech continued to dominate Africa's tech ecosystem, securing US\$1.4B, equivalent to 60% of total equity funding.

The sector garnered 131 deals, accounting for 29% of the transaction count.

Fintech is growing 16% YoY in deal count and 59% YoY in total funding, making it an active and growing ecosystem on its own.

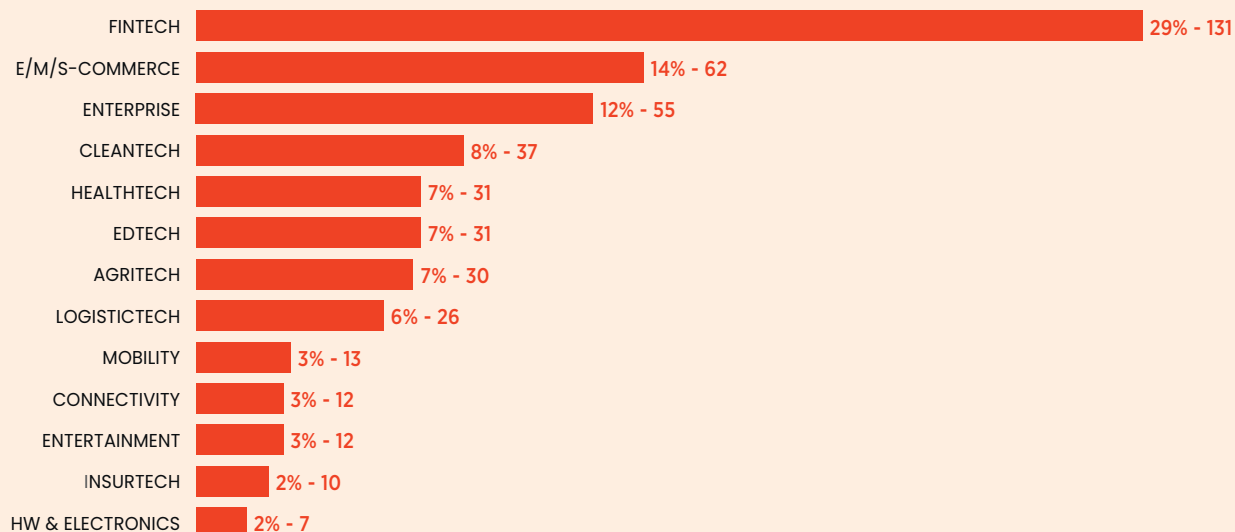
Meanwhile, Cleantech and Agritech, also still on a positive if subdued trajectory with 37 (+6%) and 30 (+3%) deals in 2024 respectively, registered a steep decline in total funding, down 35% to US\$192.1M for Cleantech and 38% to US\$88.6M for Agritech.

Kenya is the only top 4 country that is not driven by Fintech companies (13%) but rather by Cleantech (46%) and Agritech (15%). Otherwise, Fintech accounts for 72% of funding in Nigeria, 70% in South Africa, 60% in Egypt, and more than 70% of the funding in the ROA group.



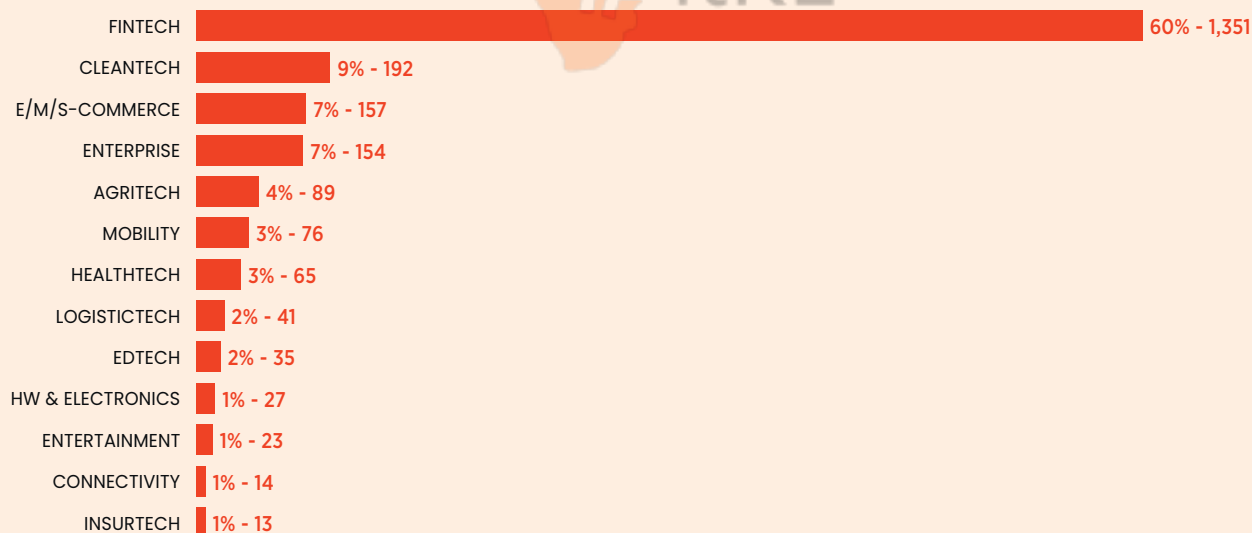
## 2024 AFRICA TECH VC - TOP ACTIVE SECTORS (EQUITY DEAL COUNT)

Partech Analysis 2024



## 2024 AFRICA TECH VC - TOP EQUITY-FUNDED SECTORS (IN US\$M)

Partech Analysis 2024



**1 - In 2024, the sectoral trends within Africa's tech ecosystem are defined by a renewed dominance of Fintech.**

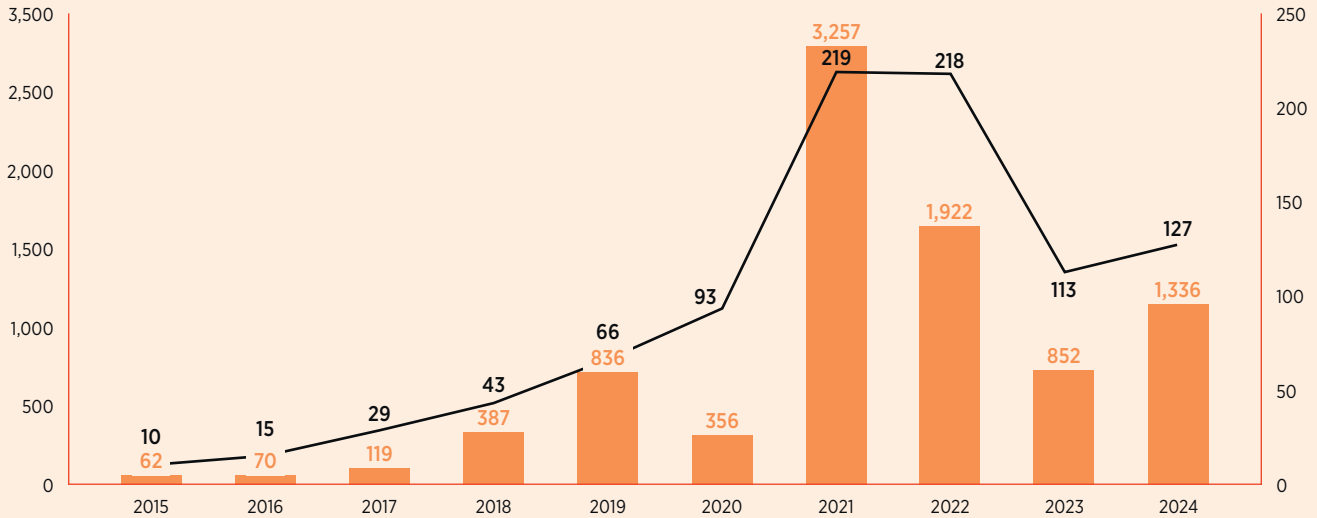
- In terms of deal counts, **Fintech continues to hold the top position**, making up 29% of all deals with **131 equity transactions** – up 16% from 2023.
- In terms of funding, **Fintech grew 59% YoY**, securing **US\$1.3B** – **60% of the total equity funding** (vs. 37% in 2023).



### 2024 AFRICA TECH VC - FINTECH SECTOR EVOLUTION

Partech Analysis 2024

● DEAL AMOUNT — DEAL COUNT

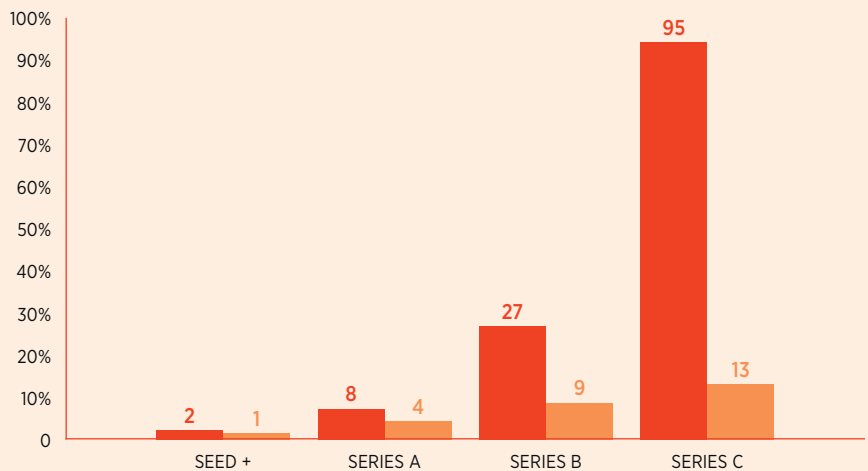


- Fintech stands out as not only a resilient but also a strongly rebounding sector. It has a very different trajectory to the overall market as shown in the graph below: it is clearly growing.
  - In terms of deal count, the Fintech sector increased by 16%. Meanwhile, all other sectors experienced a 10% decrease overall.
  - In terms of deal funding, the Fintech sector saw a 59% increase in 2024 compared to 2023 while the other sectors experienced a 38% decrease overall.
- The concentration of total funding in Fintech is becoming increasingly significant, with the sector now attracting more than half of the overall equity funding.
- **The average ticket size in Fintech across all stages is the main driver of the overall average ticket sizes.** This remains true even without the megadeals, as Fintech ticket sizes continue to grow at every stage.

### 2024 AFRICA TECH VC - AVERAGE EQUITY ROUND SIZE BY STAGE: FINTECH VS. OTHER VERTICALS

Partech Analysis 2024

● FINTECH  
● OTHER SECTORS





- This dominance of Fintech has been a staple of the African Tech sector since the emergence of this investment market. Whether measured by deal count, total funding, average ticket size, megadeals, unicorns, or exits, Fintech is always far ahead. Interestingly, this dominance has been reinforced by all major movements in the ecosystem:
  - The 2017-2019 uptick in the ecosystem saw Fintech deals prevail as these companies offered easy-to-understand models and trajectories to mostly non-specialized investors.
  - The 2020-2021 bubble also benefited Fintech as its companies were the most likely to absorb very large tickets thanks to high valuations and capital-intensive hypergrowth.
  - The 2022-2023 downturn, where investors focused on proven business models with a clear path to profitability, once again put Fintech ahead as companies in this sector traded growth for healthy economics and long-term prospects.

## 2 - Cleantech is not (yet) on a high-growth trajectory like Fintech. Cleantech saw minor growth in deal activity (+6%), but it lost major ground in investment amounts (-35% to US\$192M in 2024).

- Cleantech stands out as the fourth most active sector and is still growing in deal count, with 37 deals (+6% YoY). This means there have been more deals closed in Cleantech than in any other sector, except for Fintech, confirming the dynamic nature of the sector and its attractiveness for investors.
- In terms of investment, despite a steep drop from 2023 (-35% YoY), Cleantech has risen to second place, securing a total of US\$192M in equity funding. Cleantech companies, which went from barely 1% of the funding in 2020 to 17.5% in 2022, are still a significant segment, claiming 9% of 2024's equity funding.
- Cleantech, Climatetech, and renewable energy startups are some of the main beneficiaries of the global shift in capital allocation towards sustainable investing and impact. Africa is not an exception and is also (unfortunately) home to some of the largest challenges faced on the planet in terms of energy demand, water demand, mobility, etc. This makes it a massive opportunity, with more and more funds and corporate investors dedicating deep capital to these sectors. Africa is paving innovation and building compelling propositions for all emerging markets globally.

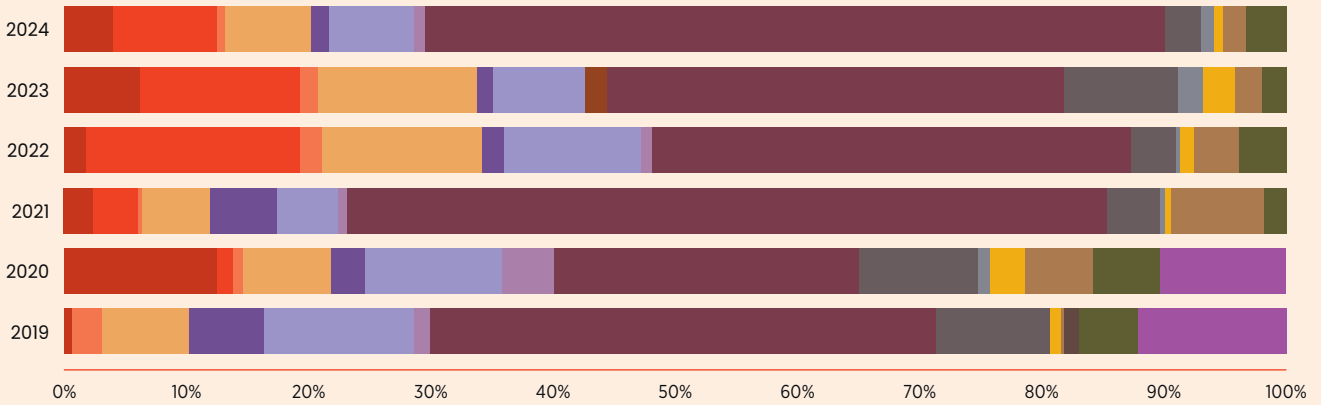
## 3 - E/M/S-Commerce and Enterprise, consistently among the top 3 sectors, have taken a significant collective hit in deal count (-18%) and funding (-34%), reflecting all sectors' activity except Fintech.

- E/M/S-Commerce and Enterprise remain the second and third most active sectors in deal count, with 62 deals (-22% YoY) and 55 deals (-14% YoY) respectively.
- E/M/S-Commerce ranks third, with almost only half of the 2023 amount, raising US\$157M (-47% YoY) in 2024, accounting for 9% of the total. **Enterprise takes the fourth position** in funding with US\$154M (-12% YoY) of equity funding in 2024.
- Examining the equity funding amounts and deal counts across other sectors from 2019 to 2024, we can see that E/M/S-Commerce and Enterprise have maintained a consistent share of both total equity funding and deal counts over the years.

### 2024 AFRICA TECH VC - EQUITY FUNDING BY SECTOR 2019-2024

Partech Analysis 2024

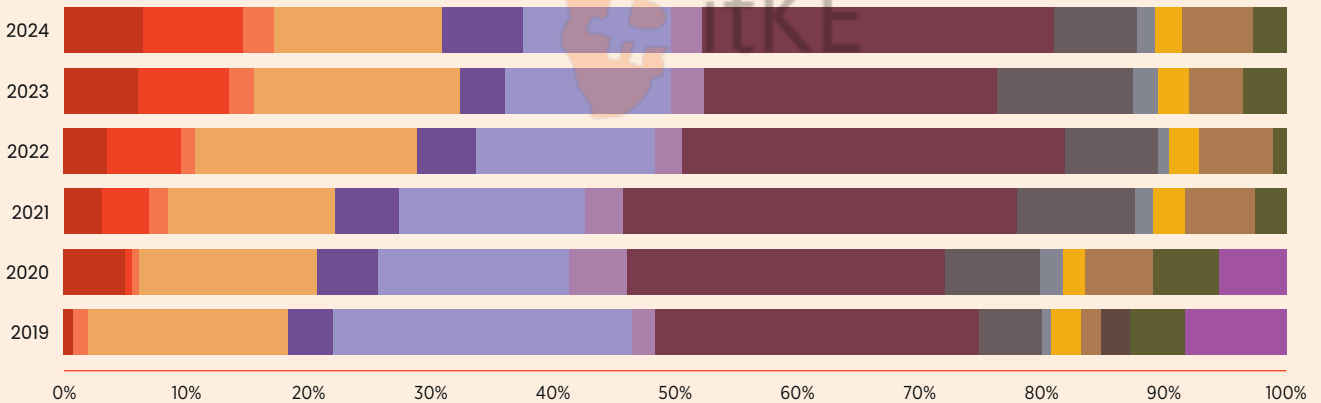
● AGRITECH ● CLEANTECH ● CONNECTIVITY ● E/M/S-COMMERCE ● EDTECH ● ENTERPRISE ● ENTERTAINMENT ● FINTECH ● HEALTHTECH ● HW & ELECTRONICS ● INSURTECH ● LOGISTICTECH ● MARKETINGTECH ● MOBILITY ● OFFGRIDTECH



### 2024 AFRICA TECH VC - EQUITY DEAL COUNTS BY SECTOR 2019 - 2024

Partech Analysis 2024

● AGRITECH ● CLEANTECH ● CONNECTIVITY ● E/M/S-COMMERCE ● EDTECH ● ENTERPRISE ● ENTERTAINMENT ● FINTECH ● HEALTHTECH ● HW & ELECTRONICS ● INSURTECH ● LOGISTICTECH ● MARKETINGTECH ● MOBILITY ● OFFGRIDTECH



**4 - Mobility and Healthtech, the only other sectors to raise more than US\$50M, saw the biggest YoY changes, with Healthtech dropping in deal counts (-40%) and in amounts (-70%) while Mobility gained 60%.**

- In 2024, **Healthtech** funding dropped to US\$65M, a steep decline (-70% YoY) from US\$212M in 2023. Deal count dropped to 31 deals from 52 in 2023 (-40% YoY).

This is the end of a trend: Healthtech, on the rise in 2019, saw significant increases in both funding amounts and deal counts driven by the COVID-19 pandemic between 2020 and 2023. Overall, between 2019 and 2024, around US\$1B was invested in Healthtech startups.

- **Mobility** is another sector that saw large movement in 2024, with total funding **growing 60% to US\$76.4M** (3% of the total equity funding) while **deal counts dipped from 17 to 13 (-24% YoY).**

The Mobility sector, which has raised around US\$600M since 2019, rebounded in 2024 but the activity was still generally low (13 deals). Just 2 deals accounted for half of the 2024 haul.



5 - Edtech, Agritech, Logistics, Insurtech, and Hardware collectively represented 7% of the total funding and showed very volatile trajectories.

- **Edtech** saw the most growth in activity, with 31 deals closed in 2024 (+72% YoY), equating to 27% growth in funding to US\$34.6M. However, this is still only 12% of the US\$291M that was invested in Edtech in 2021. It seems investors are still not able to tap into the potential opportunity to use technology to provide access to quality education for a fast-growing youth.
- **Agritech** activity follows closely with 30 deals (+3% YoY) in 2024. Agritech companies raised US\$89M, far below the 2023 amount (-38% YoY), representing only 4% of total equity funding.
- Despite the increase in **Logistictech** activity (+24% to 26 deals), the total funding raised in the sector remained low at US\$41M (-15% YoY). This is also only 11% of the US\$388M this sector raised at its height in 2021.

SECTOR	DEAL COUNTS			DEAL FUNDING (US\$M)		
	2023	2024	YoY GROWTH	2023	2024	YoY GROWTH
FINTECH	113	131	16%	851.8	1350.8	59%
CLEANTECH	35	37	6%	296.0	192.1	-35%
AGRITECH	29	30	3%	143.8	88.6	-38%
ENTERPRISE	64	55	-14%	174.3	153.5	-12%
E/M/S-COMMERCE	79	62	-22%	298.0	157.4	-47%
MOBILITY	17	13	-24%	47.7	76.4	60%
HEALTHTECH	52	31	-40%	212.4	64.7	-70%
LOGISTICTECH	21	26	24%	48.4	41.4	-15%
EDTECH	18	31	72%	27.2	34.6	27%
ENTERTAINMENT	13	12	-8%	40.1	23.2	-42%
CONNECTIVITY	10	12	20%	32.8	14.0	-57%
HW & ELECTRONICS	10	7	-30%	46.5	26.6	-43%
INSURTECH	12	10	-17%	61.0	13.4	-78%

6 - Finally, looking at the sector breakdown within specific markets, all of them are driven by the Fintech sector, with the glaring exception of Kenya.

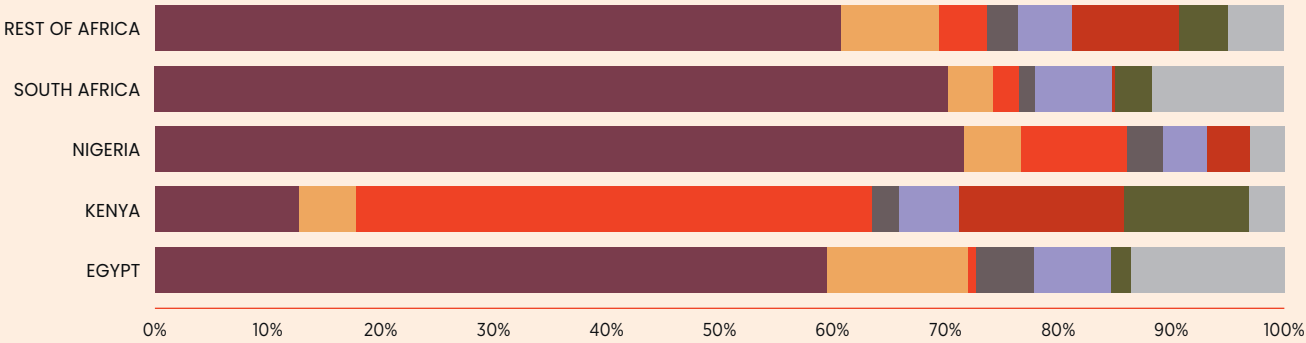
- **Fintech represented 72% of total equity funding in Nigeria.** In 2023, Nigeria was one of the most diversified VC markets across Africa. However, in 2024, we observed a decline in sectoral diversification, with Fintech leading the local funding landscape. This reduction in diversification was partly driven by Moove Africa and Moniepoint's large Fintech funding rounds. Without these 2 megadeals, Fintech represented 31% of total funding in Nigeria, close to 2023's 37%.
- In **Egypt**, the VC market was also driven by Fintech (60% of total equity funding) and E/M/S-Commerce (12% of total equity funding). This represents a slightly **more balanced market** compared to the other top countries, even if Fintech companies continue to capture the largest share of funding and deals.
- In **South Africa**, Fintech accounted for 70% of total funding. The **diversification in the equity funding mix for South Africa deteriorated** in 2024 compared to 2023. 2024 total funding was largely driven by TymeBank's US\$250M megadeal.
- In **Kenya**, Fintech companies made up just 13% of total equity funding. **Cleantech** startups continued to dominate Kenya's total equity funding, accounting for 46%. E/M/S-Commerce, which was the leading sector in Kenya in 2023, represented only 5% of total equity funding in 2024, while Agritech accounted for 15%.



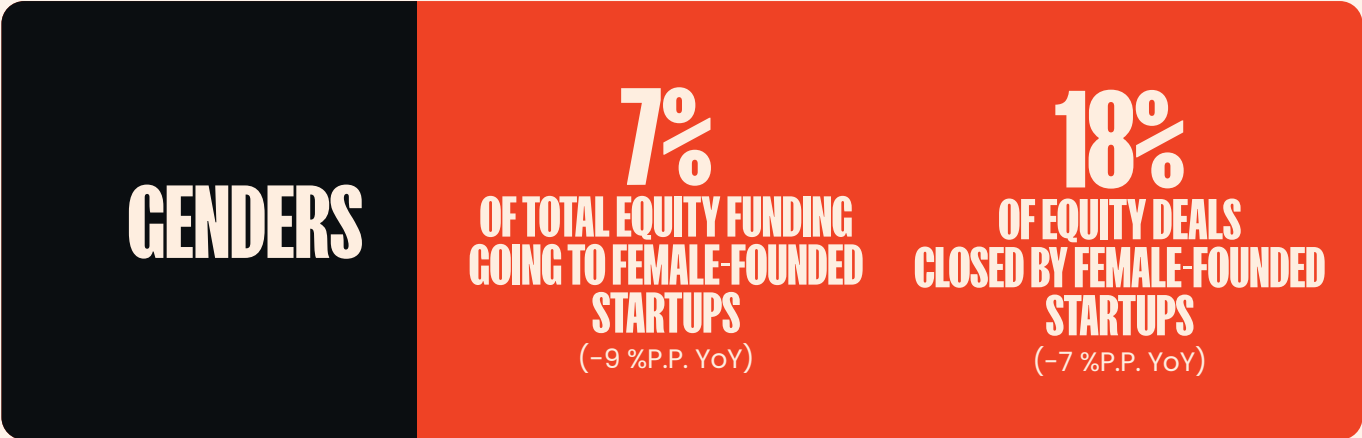
### 2024 AFRICA TECH VC - EQUITY FUNDING BY SECTOR IN TOP MARKET

Partech Analysis 2024

● FINTECH ● E/M/S-COMMERCE ● CLEANTECH ● HEALTHTECH ● ENTERPRISE ● AGRITECH ● MOBILITY ● OTHERS



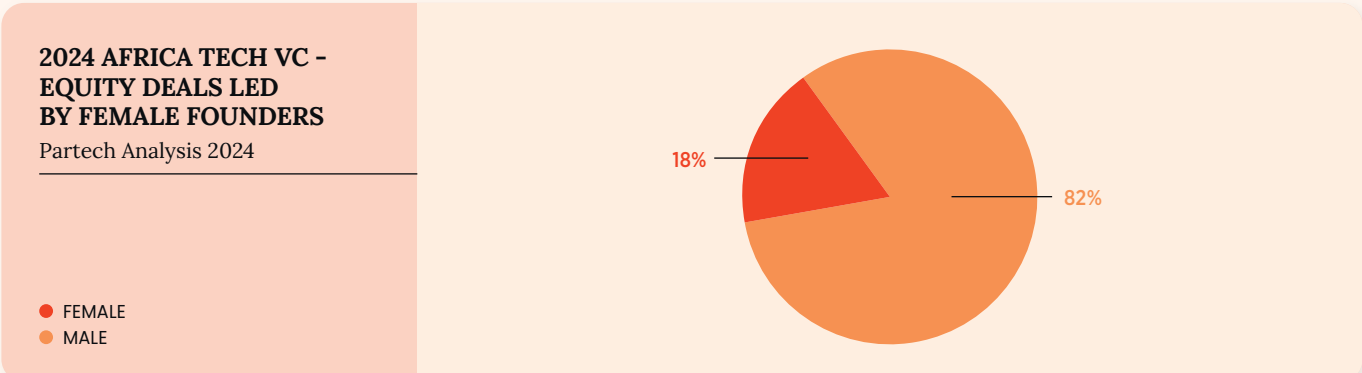
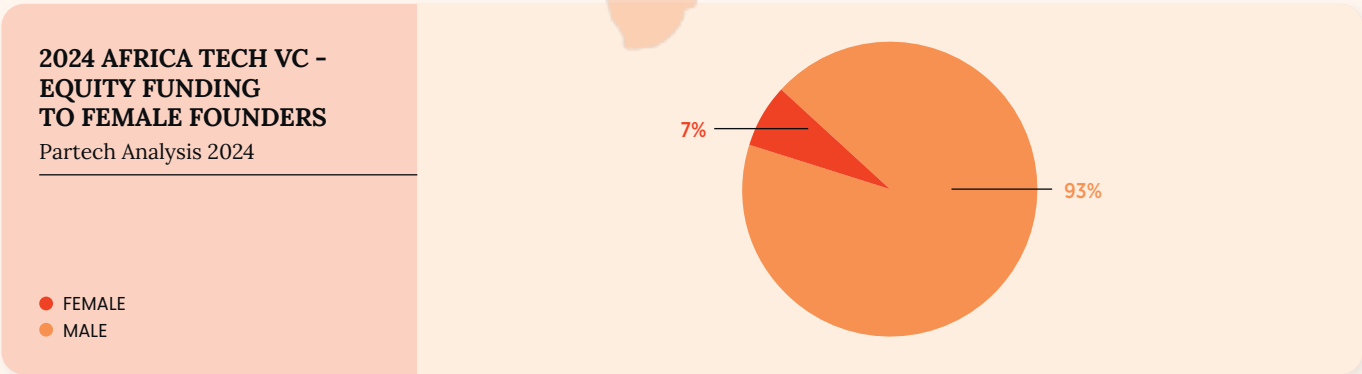




In 2024, gender parity deteriorated as female-founded startups raised a much smaller share of deals (18%) as well as funding (7%) compared to 2023. Agritech was an outlier: it showed the most progress and reached gender parity in terms of funding.

1 - In 2024, only 83 startups with female founders raised equity, representing 18% of total deal counts. These startups raised a total of US\$159M, only 7% of overall equity funding.

This represents a decline compared to 2023's figures, which despite being modest, were still higher. This decrease highlights ongoing challenges in securing funding for female founders. In 2024, male founders raised on average 13.2x the amount of VC funding compared to their female counterparts.

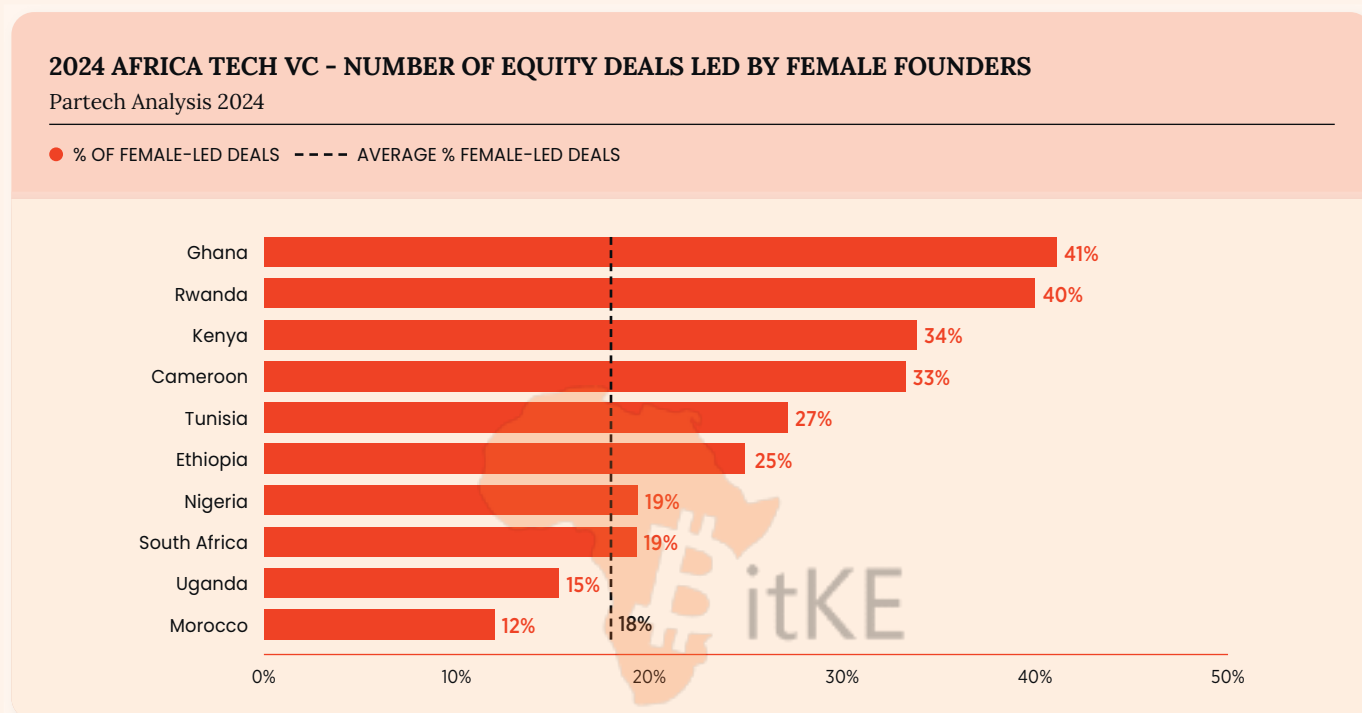


**2 - Once again, Nigeria claimed the highest number of deals (20) led by female-founded startups.**

South Africa and Kenya still featured in the list of the top 10 countries with the highest number of deals involving female founders. However, only 6% of deals in Egypt were closed by female founders.

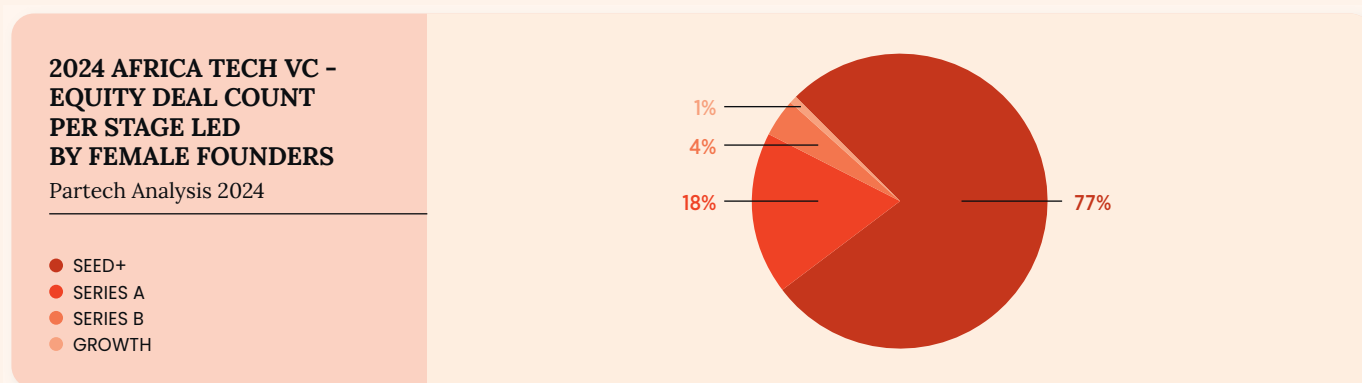
In 2024, **Ghana, Rwanda, Kenya, and Cameroon led the way in terms of the percentage of female-founded startups** closing deals: 41% in Ghana, 40% in Rwanda, 34% in Kenya, and 33% in Cameroon.

Countries like Senegal and Côte d'Ivoire, which were in the top 10 in 2023, saw no female founders raising capital in 2024. Furthermore, **except Ghana and Rwanda**, all other countries have seen a decrease in the percentage of female-founded startups achieving deals.



**3 - In 2024, only one female-led startup secured Growth-stage funding.**

The majority of female-led startups raised Seed-stage funding, accounting for 77% of total deals, down from 81% in 2023. Series A funding made up 18% of total deals, up from 14% the previous year.



**4 - In 2024, Agritech was the only sector to achieve gender parity in terms of funding.** Female-founded companies led 40% of Agritech deals, up from 24% in 2023, and raised 51% of the total funding in the sector, compared to just 15% in 2023.

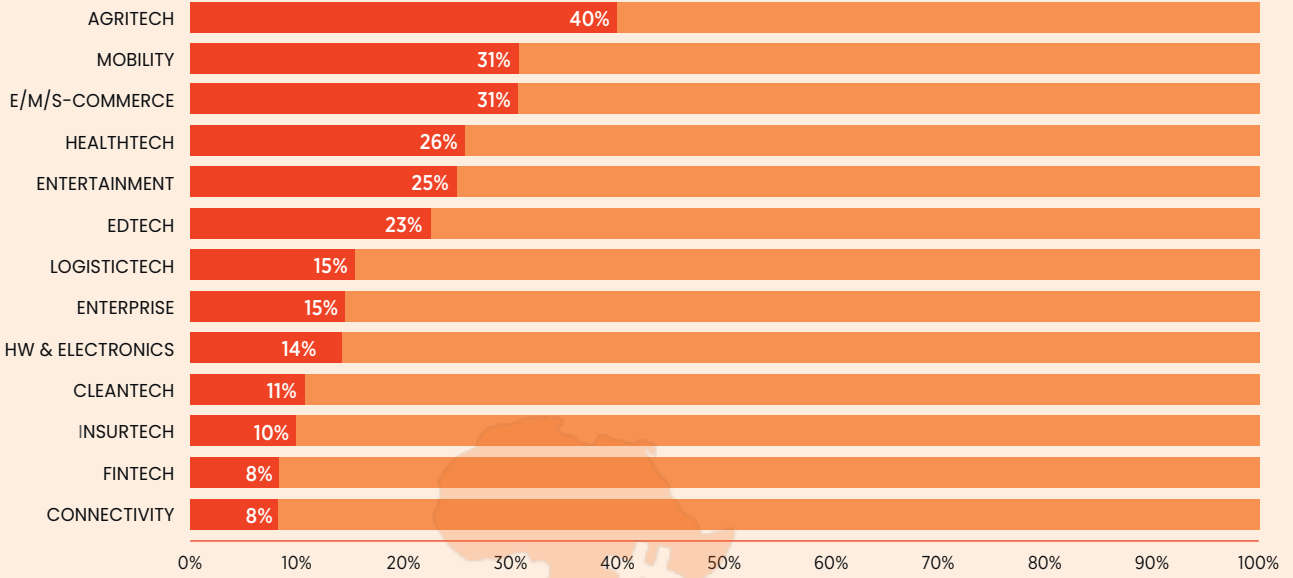


Fintech remains one of the least gender-balanced sectors, despite continuing to be the top sector in terms of funding raised.

### 2024 AFRICA TECH VC - GENDER BALANCE IN DEAL COUNTS BY SECTOR

Partech Analysis 2024

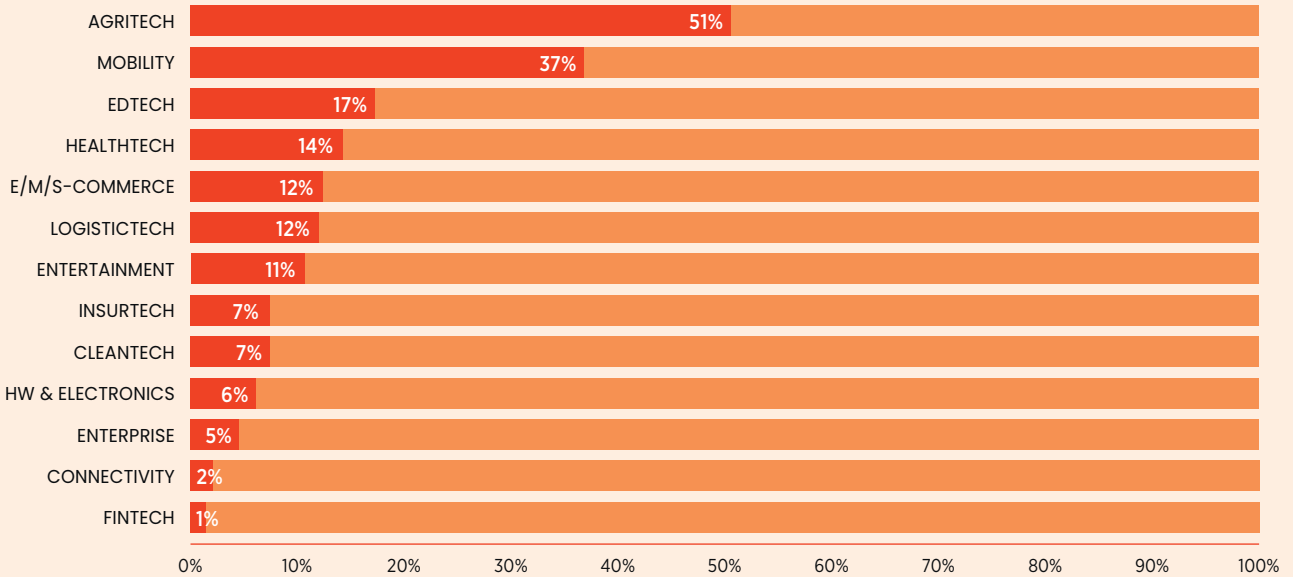
● FEMALE ● MALE



### 2024 AFRICA TECH VC - GENDER BALANCE IN FUNDING BY SECTOR

Partech Analysis 2024

● FEMALE ● MALE



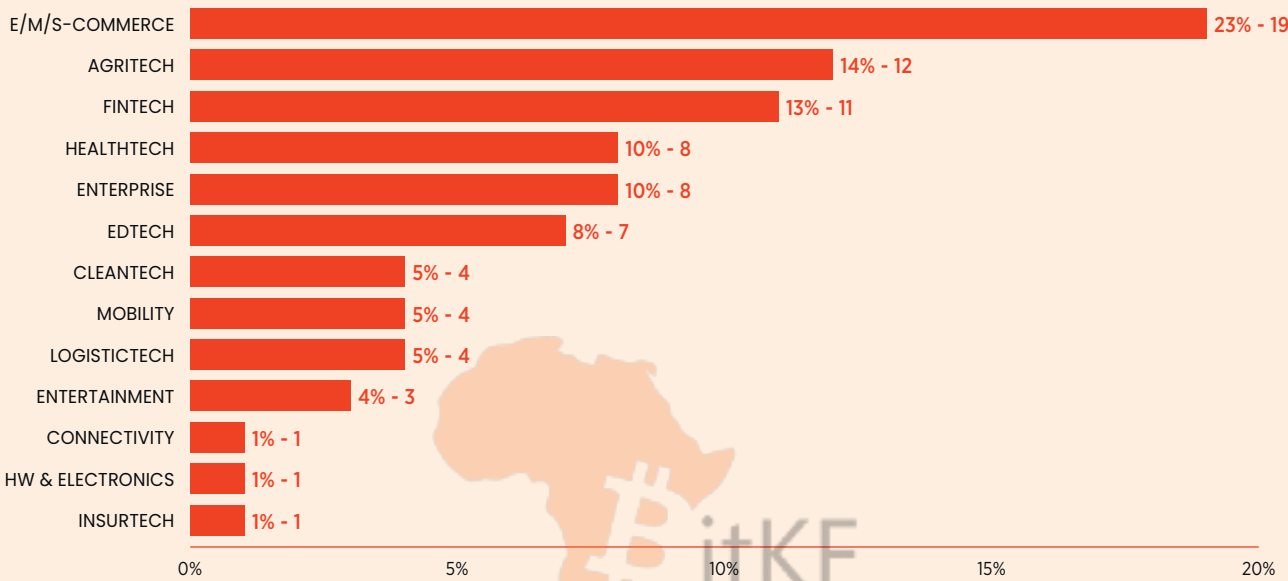
**5 - E/M/S-Commerce, Agritech, and Fintech are the top three sectors with the highest percentage of deals closed by female-led startups.**

In terms of deal counts, E/M/S-Commerce is leading with 23% of the total deal count (19 deals) led by female founders.

In terms of funding, Agritech takes the lead with 28% of the total funding amount led by female founders, amounting to US\$45M.

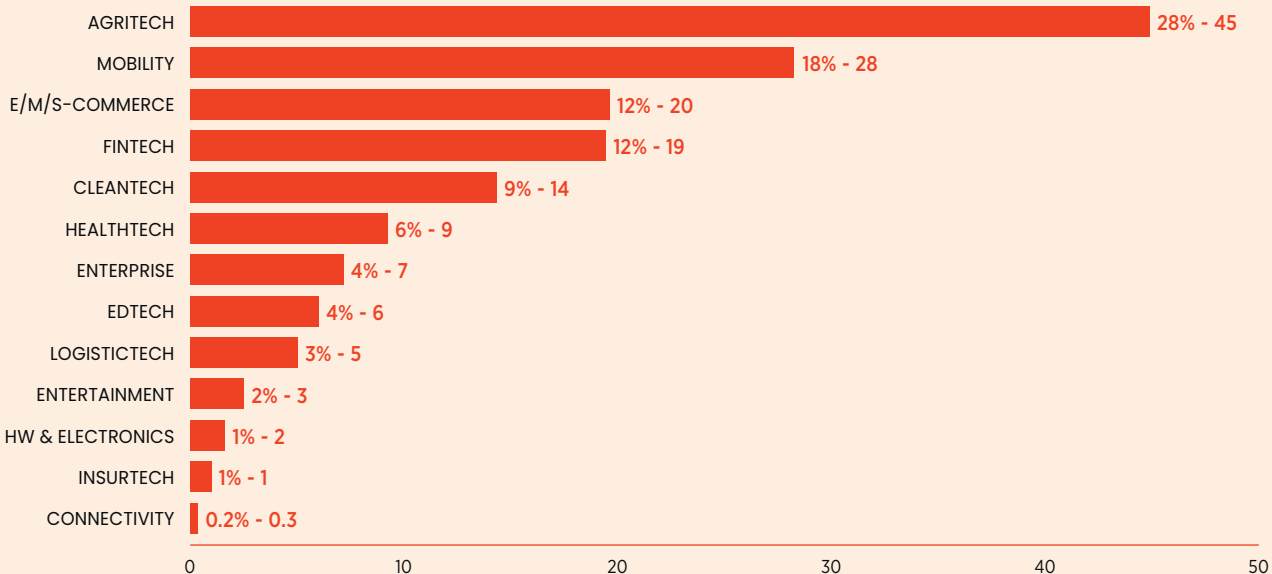
**2024 AFRICA TECH VC - FEMALE-LED DEAL COUNT BY SECTOR**

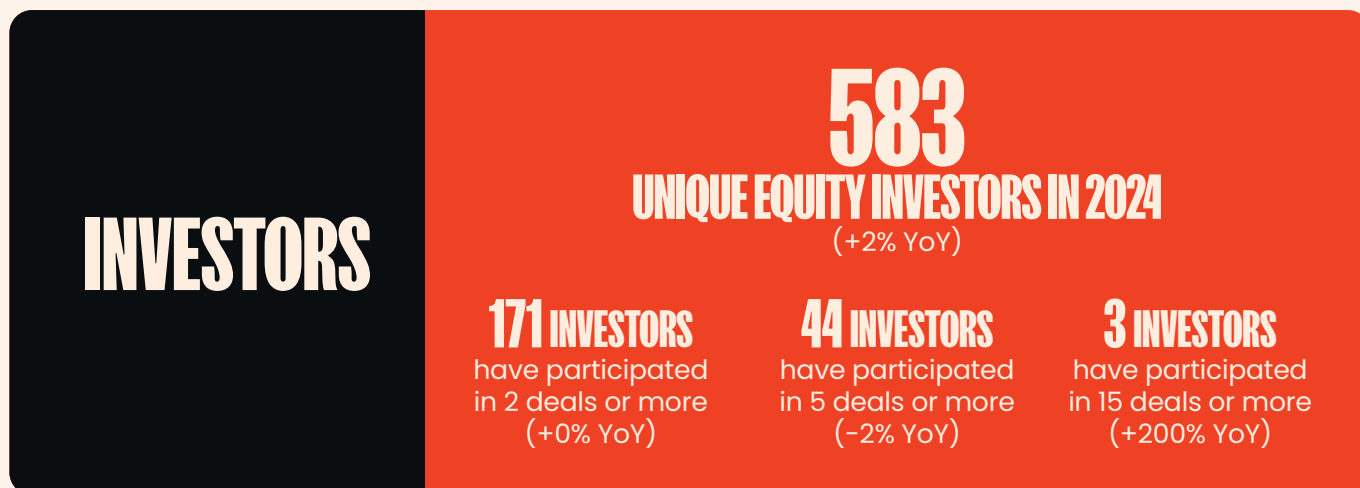
Partech Analysis 2024



**2024 AFRICA TECH VC - FEMALE-LED FUNDING BY SECTOR**

Partech Analysis 2024





**In 2024, investor participation in the African Tech ecosystem rebounded (+2%) after a massive decrease (-50%) a year before. However, it is evident that in 2024 investors have been more active at Seed+ stage, while their involvement at Venture stage has significantly decreased compared to previous years. Sector-wise, only Cleantech and Connectivity saw growth.**

1 - 583 unique investors participated in rounds within the African Tech ecosystem in 2024. This represents an **increase of 2% in investor participation**. This is a slight contrast to the previous year's trend which saw the investor count drop 50% from 1,149 in 2022.

2 - The number of investors participating in more than 2 deals or in more than 5 deals remained stable compared to 2023, with 0% and -2% YoY respectively. The number of investors that participated in more than 15 deals surged in 2024 to 3 investors vs. only 1 investor in 2023.

This stability is a positive indicator, with investors focusing on new opportunities despite challenges and more local funding at work. However, the current number of investors remains well below that of 2022. Some have yet to return since the crisis.

3 - The top 4 markets saw the highest number of investors:

- **Egypt saw a 38% increase in the number of investors (121) compared to 2023, making it the only country in Africa with a significant rise. This confirms the growing attractiveness of Egypt as a key destination for investment.**
- In Nigeria, 173 investors participated in equity and debt funding rounds in 2024. This represents a 6% decrease compared to 2023.
- In Kenya, 134 investors participated in equity and debt funding rounds in 2024. This represents a modest 3% decrease compared to the previous year.
- The most significant decrease among the top 4 countries was in South Africa, where 118 investors took part in funding rounds in 2024 (-20% YoY).

In Francophone Africa overall, we experienced a 9% increase in the number of investors. Plus, investors are becoming more active in countries like Morocco (+56%), Tunisia (+56%), and Senegal (+32%).





COUNTRY	2023	2024	YoY GROWTH
NIGERIA	185	173	-6%
KENYA	130	134	3%
EGYPT	88	121	38%
SOUTH AFRICA	148	118	-20%
MOROCCO	27	42	56%
PANAFRICAN	17	20	18%
GHANA	40	29	-28%
TANZANIA	17	20	18%
TUNISIA	16	25	56%
RWANDA	17	17	0%
SENEGAL	31	41	32%
UGANDA	11	12	9%
CÔTE D'IVOIRE	21	20	-5%
SEYCHELLES	3	1	-67%
ZAMBIA	7	5	-29%
ALGERIA	0	5	N.A.
ETHIOPIA	8	7	-13%
ZIMBABWE	1	4	300%
CAMEROON	13	3	-77%

4 - When we look at the participation of investors by sector, upward trends are observed in Fintech, Cleantech, Edtech, and Connectivity.

- In Cleantech, the number of investors involved in debt deals surged by 62% compared to 2023.
- In Fintech, there was a 37% increase in the number of investors involved in deals compared to 2023.
- In Edtech, there was a 34% increase in the number of investors involved in deals compared to 2023.

SECTOR	2023	2024	YoY GROWTH
FINTECH	184	252	37%
E/M/S-COMMERCE	141	95	-33%
ENTERPRISE	143	96	-33%
HEALTHTECH	83	63	-24%
CLEANTECH	53	86	62%
LOGISTICTECH	50	49	-2%
AGRITECH	53	47	-11%
MOBILITY	44	39	-11%
EDTECH	32	43	34%
INSURTECH	26	17	-35%
ENTERTAINMENT	26	25	-4%
HW & ELECTRONICS	20	14	-30%
CONNECTIVITY	12	16	33%

5 - Looking at participation by stage, the most significant decline was observed in **Series B companies** (-35% YoY).

On the other hand, **Series A** and **Growth** companies experienced positive shifts. The number of investors participating in funding rounds has increased by 32% and 19% respectively.

6 - Investors have been much more active at Seed+ stage in 2024, while their involvement at Venture stage has decreased compared to previous years.

- In 2024, at **Seed+ stage**, **25 investors closed 5 deals or more above US\$200K**. This is a significant increase from the 8 investors that did 5 deals or more above US\$200K in 2023.

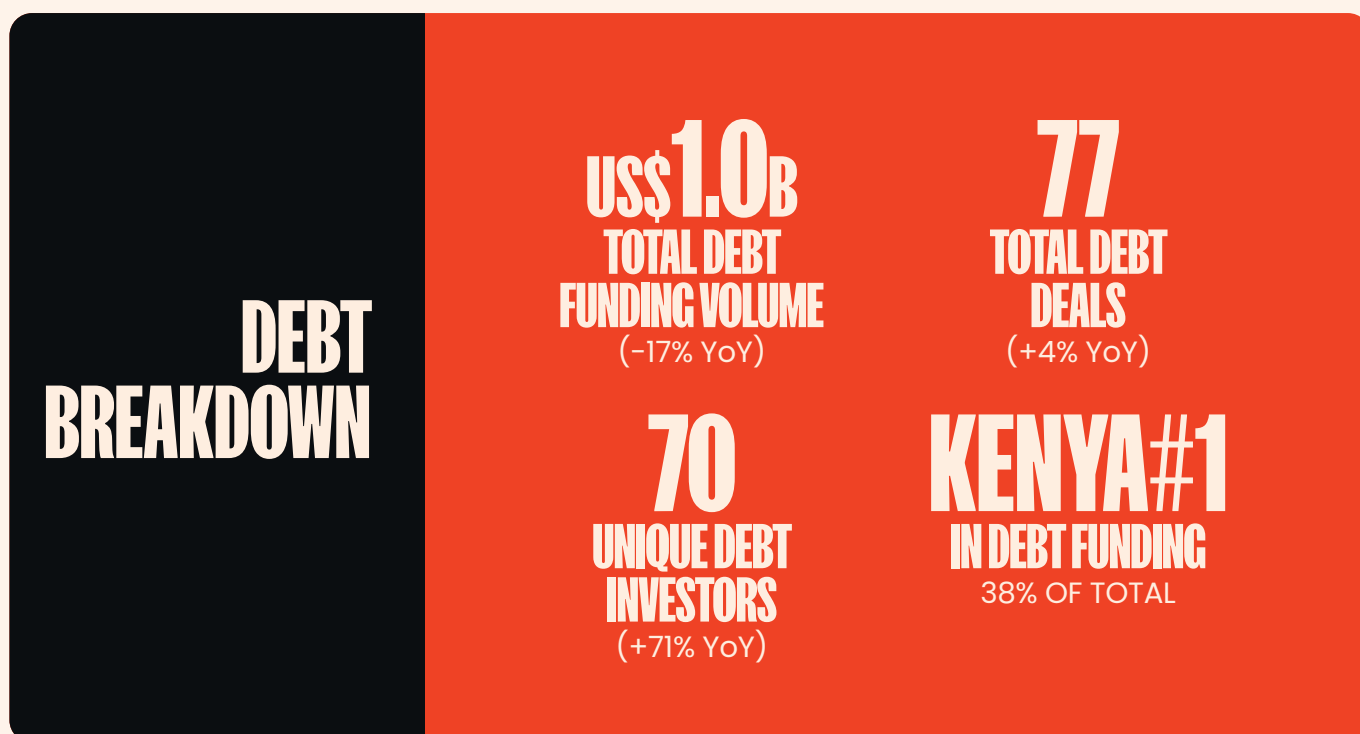
Looking at the most active ones with 6 deals or more, there are 16 investors, listed below in alphabetical order: Axian, BFA Catalyst Fund, Chui Ventures, DFS Labs, Edventures, Ingressive Capital, Kaleo Ventures, Launch Africa, Musha Ventures, Microtraction, Plus Venture Capital, Renew Capital, Techstars, Ventures Platform, Y Combinator, and 54 Collective.

- At **Venture stage**, including Series A and Series B, the **10 most active investors that closed 4 deals or more** are, in alphabetical order: Acumen, Africinvest, Axian, FMO, Norrsken22, Partech Africa, Renew Capital, Sawari Ventures, Ventures Platform, and Visa.



# 03

# DEBT BREAKDOWN



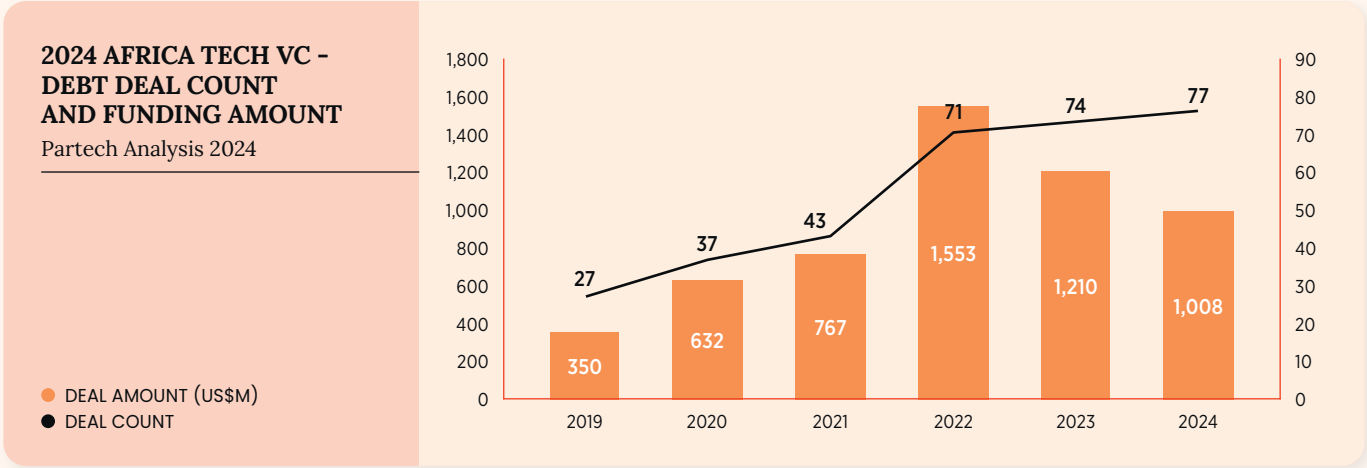
In 2024, the amount and volume of debt deals decreased but debt still represented 31% of the total US\$3.2B (vs. 35% in 2023). A total of 4 countries (Kenya, Egypt, South Africa, Ghana) raised more than US\$100M each, totaling US\$775M, i.e. 77% of the debt. Surprisingly, Nigeria is not in the top 4 anymore, which is led by Kenya, as of 2023.

Within a context of macroeconomic challenges and currency volatility, exacerbated by the unprecedented tech downturn, debt has become increasingly important in the share of capital raised. It's been especially important in the last 2 years for the most mature companies to source non-dilutive capital and finance their growth.

The leading and most advanced sectors for debt fundraising are – without contest – Fintech and Cleantech. Fintech matches lenders' strategic appetite for later-stage companies with healthy economics, while Cleantech fits the appetite for impact-driven investment from DFIs who drive most of the debt market. A few companies match both.

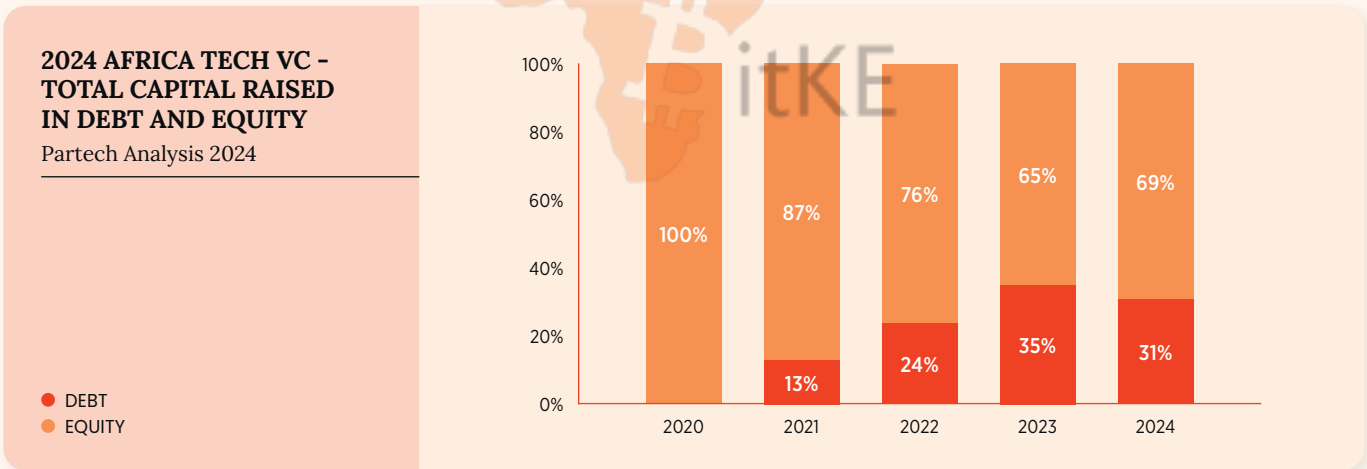
However, while access to debt capital in Africa is growing, it is still facing significant constraints. Most of the available debt remained labelled in USD with high interest rates. As most of the startups still have most of their revenues and liabilities in local currencies, this has created a substantial increase in the number of defaults in the ecosystem.

While the rise of debt is a strong signal of the maturation of our markets, a comprehensive transformation of the offer is yet to happen to meet the unique requirements of African startups.



**1 - With US\$1.0B (-17% YoY) in total debt funding, debt remained a key source of financing for the African VC ecosystem as it accounted for 31% of the capital raised.**

- In 2024, the total debt raised was still just above US\$1B, meaning that debt remained a significant source of capital for African startups. Despite a 17% drop in 2024, the total decrease in debt since 2022 is only -35% compared to -54% for equity capital.
- The number of debt deals was slightly higher in 2024, with a total of 77 deals. Again here we note a difference in trajectory vs. equity capital: debt deal count has still been growing every year since its emergence.



**2 - Debt funding remained concentrated in the top 4 countries in 2024.**

- Kenya led the way, raising a total of US\$382M in 2024 (-1% YoY) through 24 deals (+33% YoY). This accounted for 38% of the total debt funding and 31% of total transactions.
- Egypt came second with US\$142M of debt financing (-8% YoY) in 2024, through 7 deals.
- South Africa followed with US\$132M of debt financing (-15% YoY), through 7 deals.
- Ghana also stood out as a top debt destination with US\$118M of debt (+36% YoY) raised in 2024 through 9 deals (+50% YoY) - this represented approximately 12% of total debt funding.
- In Nigeria, only US\$69M of debt (-53% YoY) was raised by 11 startups (-42% YoY).

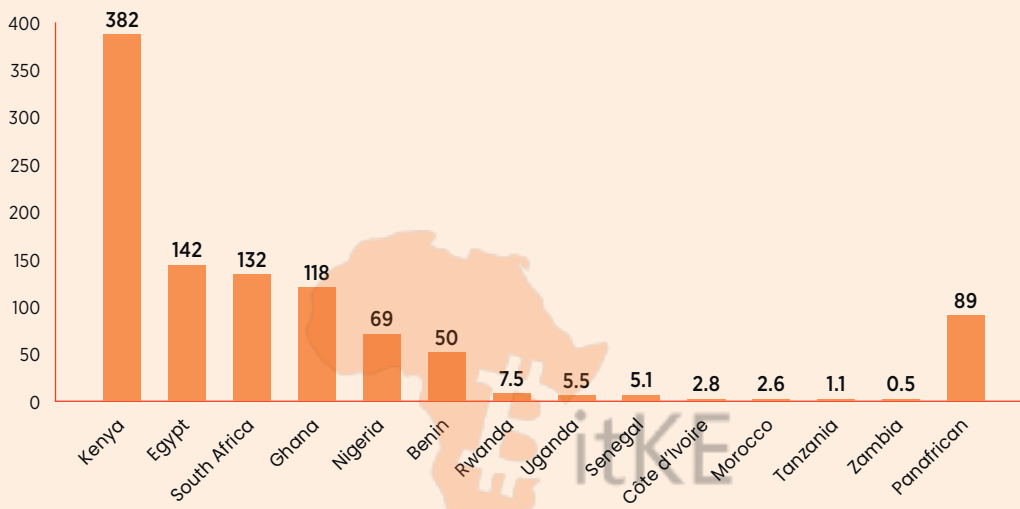




### 2024 AFRICA TECH VC - DEBT FUNDING PER COUNTRY (IN US\$M)

Partech Analysis 2024

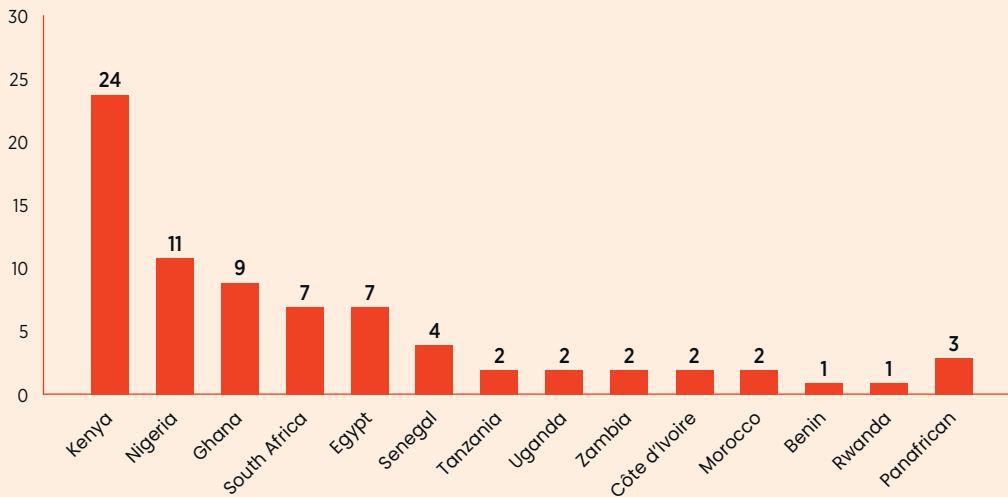
● SUM OF FUNDING



### 2024 AFRICA TECH VC - DEBT DEAL COUNT PER COUNTRY

Partech Analysis 2024

● DEBT DEAL COUNT



COUNTRY	DEBT FUNDING		DEBT DEAL COUNT	
KENYA	382	38%	24	31%
EGYPT	142	14%	7	9%
SOUTH AFRICA	132	13%	7	9%
GHANA	118	12%	9	12%
NIGERIA	69	7%	11	14%
BENIN	50	5%	1	1%
RWANDA	7.5	0.7%	1	1.3%
UGANDA	5.5	0.5%	2	2.6%
SENEGAL	5.1	0.5%	4	5.2%
CÔTE D'IVOIRE	2.8	0.3%	2	2.6%
MOROCCO	2.6	0.3%	2	2.6%
TANZANIA	1.1	0.1%	2	2.6%
ZAMBIA	0.5	0.1%	2	2.6%
PANAFRICAN	89	9%	3	4%
<b>TOTAL</b>	<b>1,008</b>		<b>77</b>	

3 - Similarly to 2023, debt funding in 2024 was mainly captured by Cleantech companies (40% of total funding and 21% of total deal counts) and Fintech companies (34% of total funding and 35% of total deal counts).

These sectors are gaining in maturity and have developed more sophisticated and resilient operations over time. As a result, Fintech and Cleantech companies are unlocking access to a broader range of funding options. Debt providers are aligning with their specific growth drivers and risk profiles.

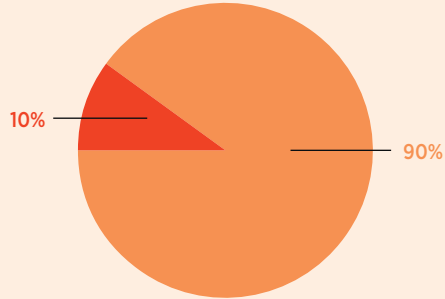
SECTOR	DEBT FUNDING		DEBT DEAL COUNT	
CLEANTECH	400	40%	16	21%
FINTECH	344	34%	27	35%
CONNECTIVITY	109	11%	1	1%
LOGISTICTECH	51	5%	2	3%
AGRITECH	47	5%	11	14%
MOBILITY	25	2%	3	4%
E/M/S-COMMERCE	22	2%	5	6%
ENTERPRISE	4.0	0.4%	5	6%
HEALTHTECH	2.8	0.3%	3	4%

4 - Female-led startups still accounted for only a small share of the total debt funding, with 10% of the total debt deal count and less than 1% of total debt funding.

### 2024 AFRICA TECH VC - DEBT DEALS LED BY FEMALE FOUNDERS

Partech Analysis 2024

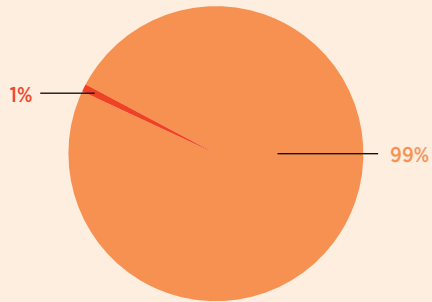
- FEMALE
- MALE



### 2024 AFRICA TECH VC - DEBT FUNDING TO FEMALE FOUNDERS

Partech Analysis 2024

- FEMALE
- MALE



5 - In 2024, the number of debt investors increased to 70 active investors vs. 41 in 2023, a solid 71% YoY growth.

The most active investors with 3 deals or more are listed below in alphabetical order: AAIC, BII, DEG, DFC, IFC, and Proparco.





# METHODOLOGY & DISCLOSURE 04

- 1 x Large Cappuccino  
Milk Option: Regular Milk  
Option: Takeaway
- 1 x Cortado  
Milk Option: Regular Milk  
Option: Sit down
- 2 x Large Cappuccino  
Milk Option: Oat Milk  
Option: Sit down

Items: 6

AMOUNT TO PAY  
**R555.00**  
TOTAL PAID  
+100.00  
+455.00  
CARD PAID



# METHODOLOGY

The Partech Africa Report aims to provide a comprehensive and in-depth view of the evolution of the African tech VC ecosystem.

Launched in 2016, the annual report maps out the early stages and subsequent growth of Africa's entrepreneurial environment, emphasizing key growth patterns and emerging trends that define the landscape.

**Scope:** We report on fundraising for African tech and digital startups, specifically Venture Capital equity and debt deals above US\$200K.

## 1 - Methodology and disclosures:

We include only equity or debt rounds that are US\$200K or above. This means our focus is on Late-Seed (Seed+) to Growth-stage equity and debt rounds.

*Example: Mozambique Roscas' US\$100K Seed round was not counted.*

## 2 - Geographic focus:

Our coverage is limited to African startups, defined as those whose primary market (by operations and / or revenues) is in Africa. Companies that expand globally are still considered African if their primary market remains on the continent.

*Example: ELFI's US\$5M Series A round, despite its Seychelles HQ, was not counted as its primary business is not in Africa.*

## 3 - Exclusions:

We exclude all non-equity and non-debt financial instruments: grants, awards, prizes, Initial Coin Offerings (ICOs), non-equity / technical assistance, post-IPO activities, private investment in public equity (PIPE), securitization, and all M&A deals.

*Examples:*

- South African company DocFox's US\$75M acquisition was not counted.
- Nigerian company Wella Health's US\$300K grant was not counted.
- SWVL's US\$4.7M private placement was not counted.

Our approach is designed to capture a substantial portion of investment activities that influence the market, with a particular emphasis on the African tech and VC scene. However, despite our best efforts, the report may not capture every aspect of the investment activities within our defined scope. Due to the confidential nature of some deals, there could be instances of undisclosed transactions or partial information on certain deals. Our primary objective is to offer a realistic picture of the African tech VC ecosystem. This analysis draws upon publicly available data and insights from our network.

We extend our heartfelt thanks to everyone who responded to our data gathering requests, as their contributions have been invaluable in shaping our understanding.



# DATA SOURCES AND TRANSPARENCY

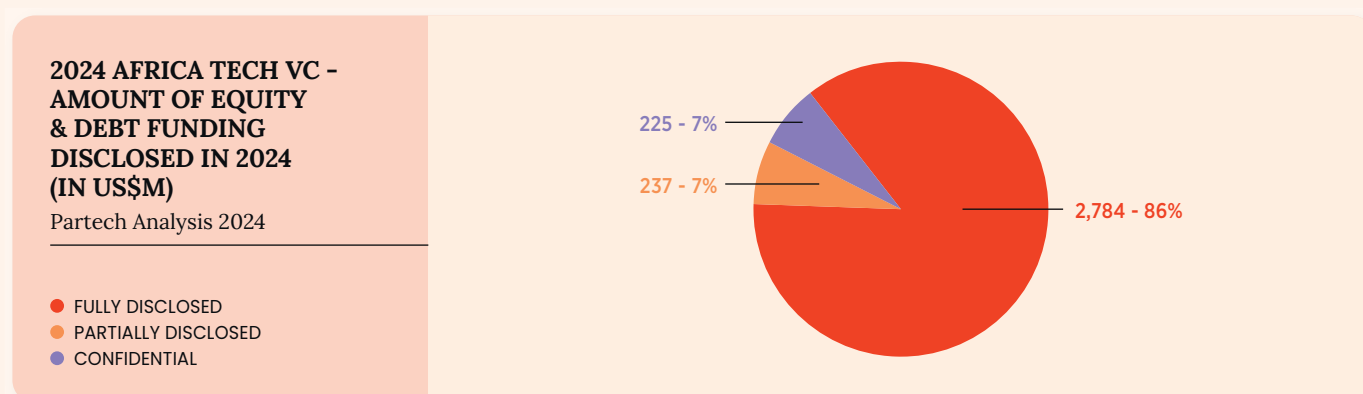
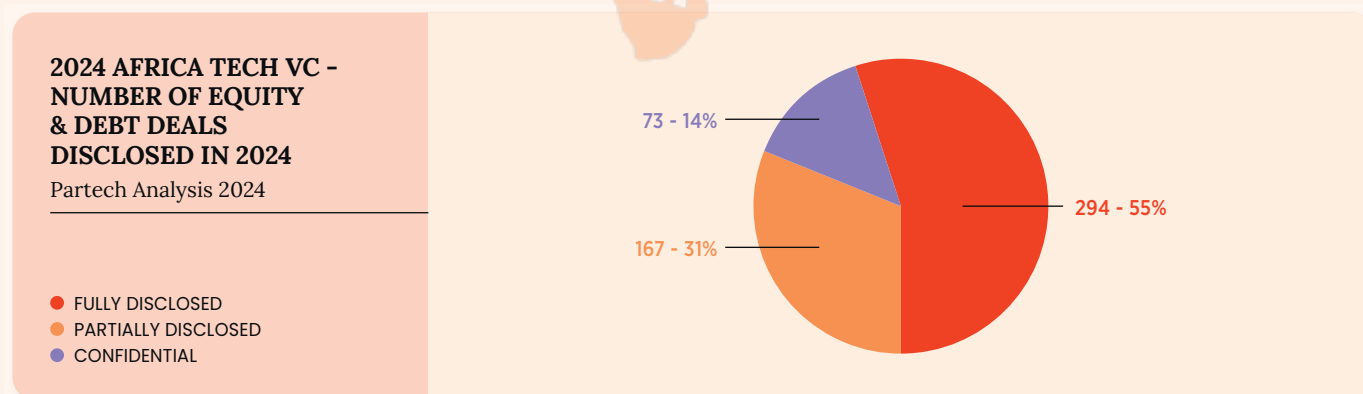
Our data collection process categorizes deals into three disclosure levels:

- **Fully disclosed:** Deals announced publicly through press releases or platforms like CrunchBase, Tracxn, PitchBook, etc., with details on series, round size, and investors.
- **Partially disclosed:** Deals with public announcements but lacking details like round size. We supplement this data by engaging with our network of founders and investors.
- **Confidential:** Deals not disclosed publicly. We gather this data through direct engagements under confidentiality agreements.

The below will provide aggregate metadata on the level of disclosure in our database entries for equity deals, debt deals, and both debt and equity combined.

## ALL DEALS

Looking at all equity and debt deals, together, fully disclosed and partially disclosed deals account for 86% of the total deal count (461 of 534 transactions), translating into US\$3B out of US\$3.2B, or 93% of total funding.



## KEY FIGURES

### FULLY DISCLOSED:

**52% of deals** were fully disclosed in 2024 (237 deals), representing 86% of total equity funding.

### PARTIALLY DISCLOSED:

**35% of deals** were partially disclosed in 2024 (158 deals), representing 9% of equity funding compared to 9% in 2023.

### CONFIDENTIAL:

**14% of deals** were kept entirely confidential, representing 8% of equity funding.

## DISCLOSURE OF EQUITY DEALS

In analyzing the disclosure trends, equity and debt deals have followed a relatively consistent pattern over the course of 2024. However, notable differences emerged when breaking down the data by the type of funding instrument.

Equity deals in 2024 experienced a slight decline in the proportion of fully disclosed transactions: down to 52% (comprising 237 deals), from 60% in 2023.

The number of confidential deals slightly declined as well, from 19% in 2023 to 14% in 2024.

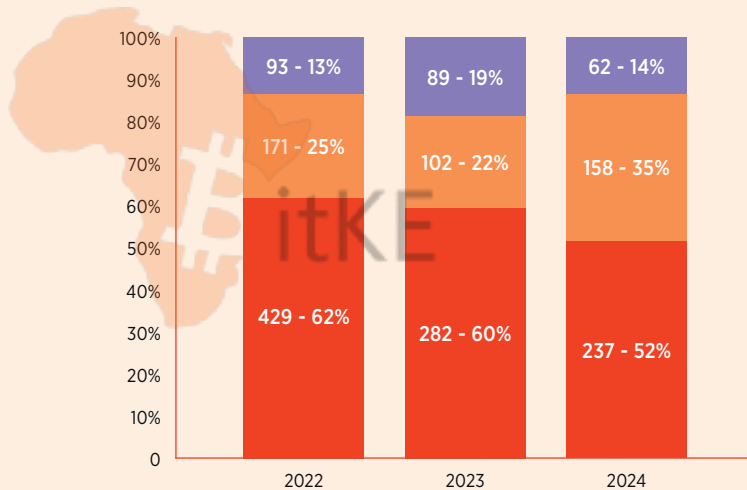
82% of total equity funding for 2024 has been fully disclosed, just like in 2023. Partially disclosed deals have been constant in their share of the funding as well, at 9% in both 2024 and 2023. Similarly, the share of confidential deals in total equity funding remained fairly consistent, dropping only slightly from 9% in 2023 to 8% in 2024.

When examining the data by investment stage, a clear trend emerged. A significant 67% of later-stage deals (Series B and Growth stages) were announced publicly. In contrast, only 50% of Seed-stage deals and 52% of Series A deals were fully disclosed, a figure that mirrored the trends observed in 2023.

### 2024 AFRICA TECH VC - EQUITY DEALS DISCLOSED 2022 - 2024

Partech Analysis 2024

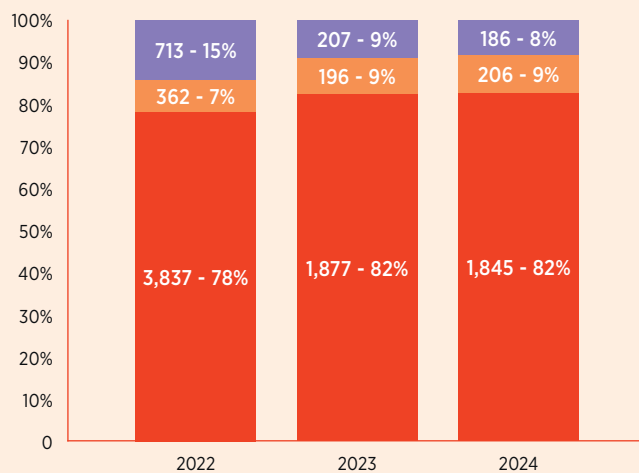
- FULLY DISCLOSED
- PARTIALLY DISCLOSED
- CONFIDENTIAL



### 2024 AFRICA TECH VC - EQUITY AMOUNTS DISCLOSED 2022 - 2024

Partech Analysis 2024

- FULLY DISCLOSED
- PARTIALLY DISCLOSED
- CONFIDENTIAL



## KEY FIGURES

### FULLY DISCLOSED:

**74% of deals** were fully disclosed in 2024 (57 deals), representing 93% of total debt funding.

### PARTIALLY DISCLOSED:

**12% of deals** were partially disclosed in 2024 (9 deals), representing 3% of total debt funding.

### CONFIDENTIAL:

**14% of deals** were kept entirely confidential (11 deals), representing 4% of total debt funding.

## DISCLOSURE OF DEBT DEALS

In 2024, the rate of fully disclosed debt slightly decreased to 74% (57 deals), from 78% in 2023. This category of deals accounted for 93% of total debt funding.

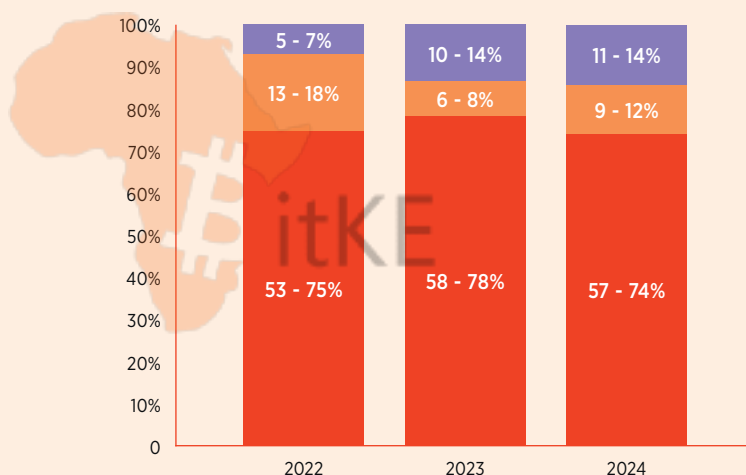
Diving deeper into both fully and partially disclosed debt deals, together they accounted for 66 out of 75 transactions, which equates to 86% of the total number of debt deals. In terms of funding volume, these deals represented 96% of overall debt funding, underscoring the level of transparency in the majority of the debt deals in the market.

Confidential debt deals still play a role in the ecosystem: they represented 14% of the total number of debt deals, or 11 individual deals, in 2024. Notably, these transactions were predominantly smaller in scale, which aligned with their contribution of only 4% to the total debt funding amount – consistent with trends observed in 2023.

### 2024 AFRICA TECH VC - DEBT DEALS DISCLOSED 2022 - 2024

Partech Analysis 2024

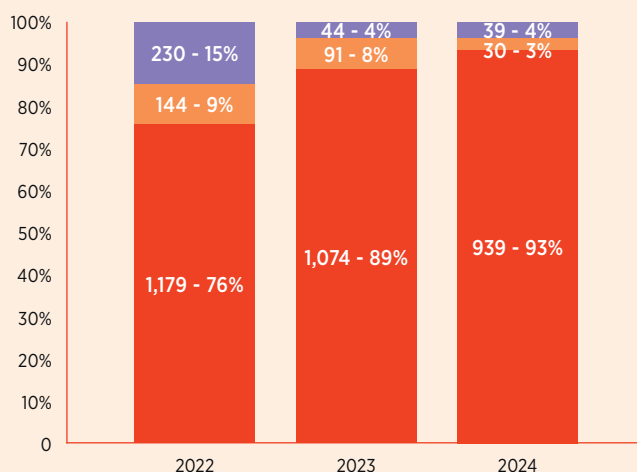
- FULLY DISCLOSED
- PARTIALLY DISCLOSED
- CONFIDENTIAL



### 2024 AFRICA TECH VC - DEBT FUNDING AMOUNTS DISCLOSED 2022 - 2024

Partech Analysis 2024

- FULLY DISCLOSED
- PARTIALLY DISCLOSED
- CONFIDENTIAL



# PARTECH

---

## AFRICA IS ON!

### **Authors: the Partech Africa Team**

Marie Benrubi, Sabine Chahrour, Cyril Collon, Tito Coockey-Gam, Tidjane Dème, Lewam Kefela, Matthieu Marchand, Aminata Ndoye, Isabelle Tresson.

Image Credits: Adobe Stock, Almentor, Beacon Power Services, Djamo, Gebeya, Inyad, Nawy, Nomba, Reliance Health, TradeDepot, Tugende, Wave, Yoco