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BRITER BRIDGES

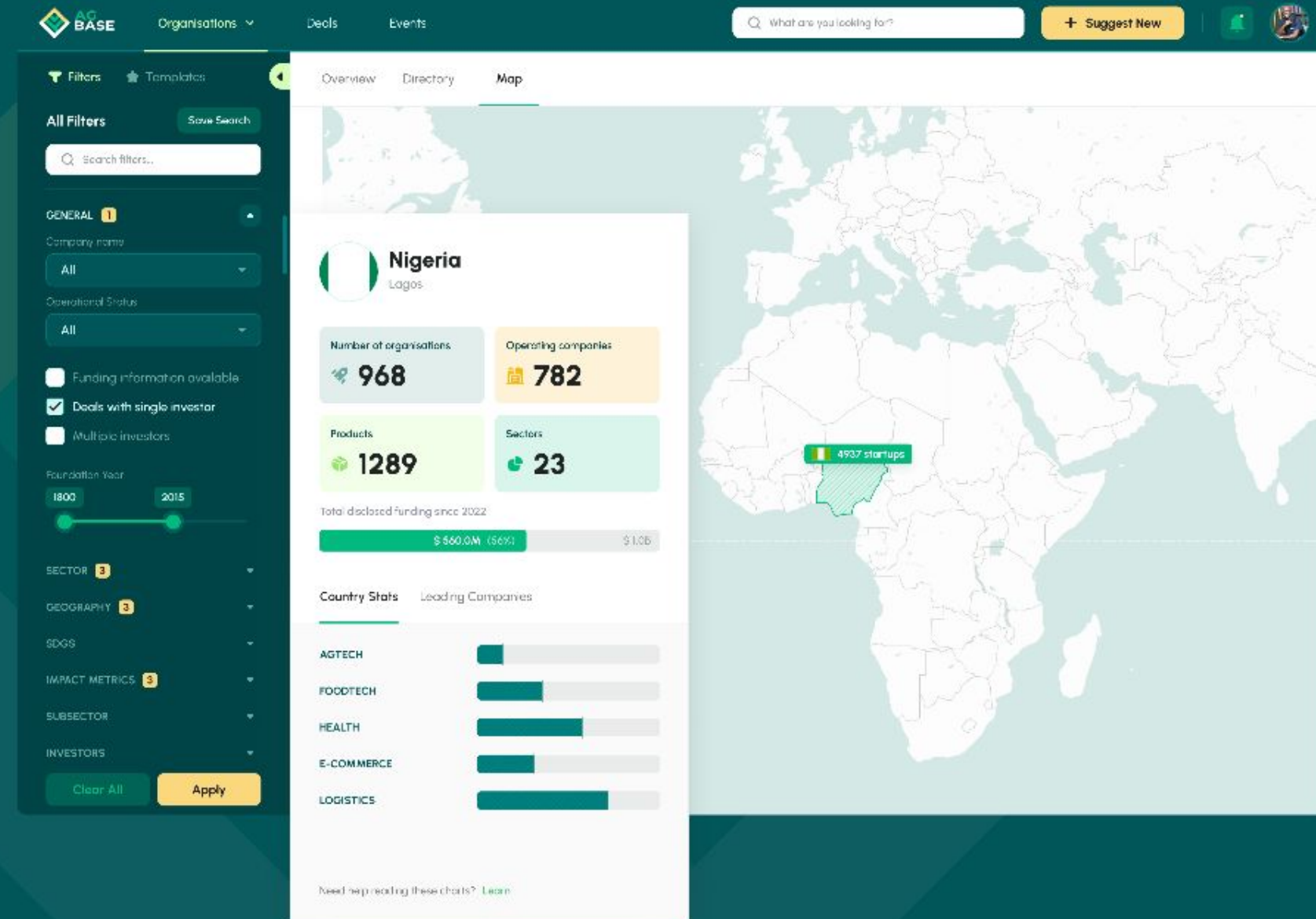


MERCY CORPS

AGRIFIN

Fueling the **agtech** ecosystem through **data** and insights.

Agbase is designed to boost agricultural innovation and investments in underserved markets



Taking an ecosystem approach

CORE FUNDERS



IMPLEMENTATION PARTNERS



AGRIFIN



DATA & RESEARCH PARTNERS



INDUSTRY PARTNERS



giz

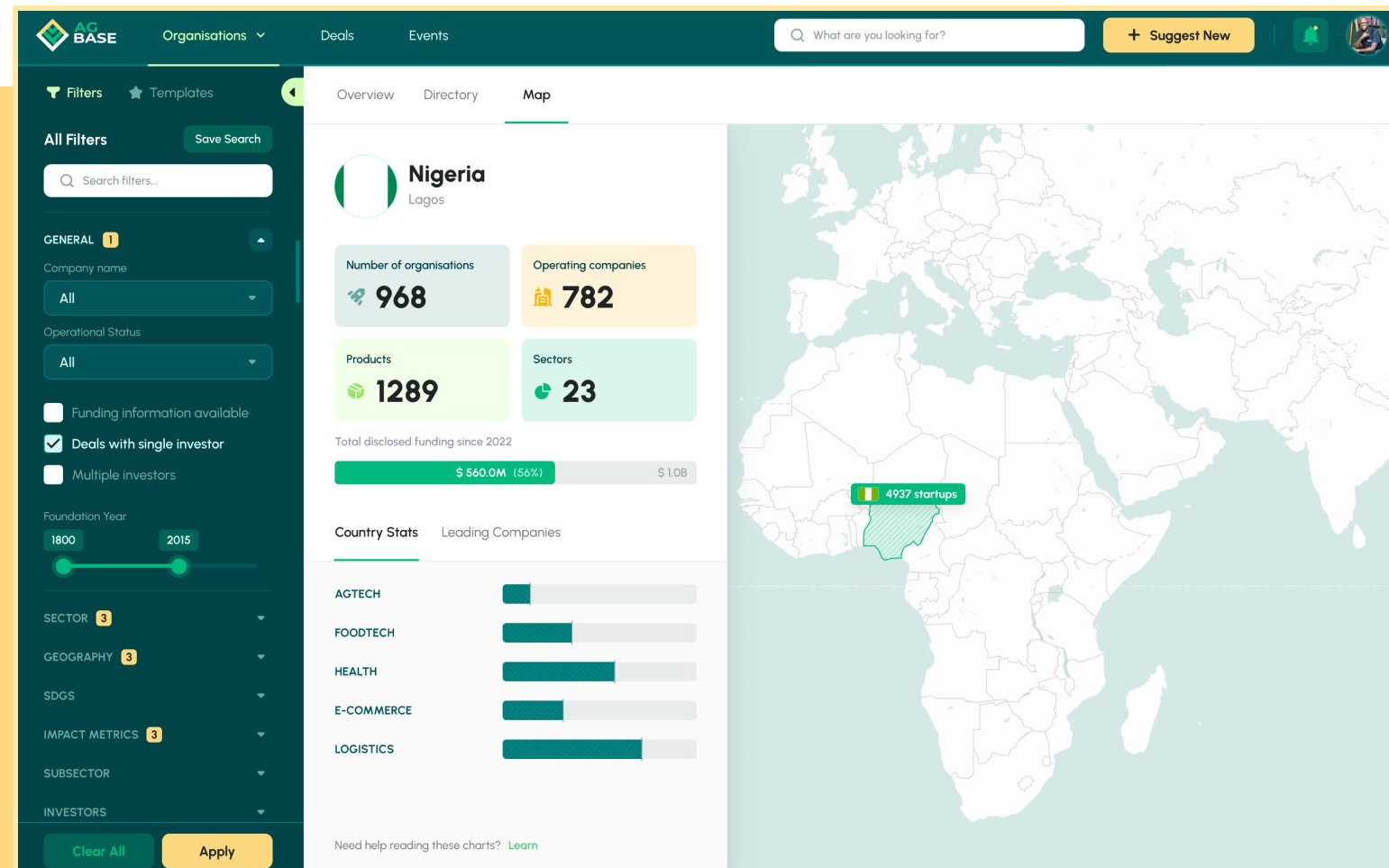
FOUNDATION
SMALL



Discover AgBase

Our data platform dedicated to boosting investment into agtech and foodtech across emerging markets

- ◆ \$1.5 billion in funding logged for agtech
- ◆ 600+ transactions
- ◆ Deals from pre-seed to exits
- ◆ Exportable, customisable charts





Use cases

Our data platform is designed to **bridge the opportunity gap between innovation and investment**, providing a comprehensive suite of business intelligence tools tailored to the needs of the stakeholders operating in the sector, from founders to corporate, associations, and investors.

DISCOVER THOUSANDS OF ORGANISATIONS IN THE AGTECH AND FOODTECH ECOSYSTEMS

Agbase boasts the largest dedicated organisation directory to agtech and foodtech in underserved markets.

- ✓ Thousands of organisations across emerging markets
- ✓ Learn about the industry with hundreds of verticals and products
- ✓ Export custom data and visualisations

MONITOR AND ANALYSE AGTECH AND FOODTECH MARKET TRENDS

Discover competitors and keep track of trends

- ✓ Discover potential partners and competitors
- ✓ Track investment trends
- ✓ Uncover market trends and developments

DELVE INTO COMPANIES' HISTORY AND PROFILES

Scout impact and SDGs-focused ventures and investors

- ✓ Use our SDGs and tracker to find impactful companies
- ✓ Find game-changing organisations to back
- ✓ Delve into thousands of detailed profiles

IDENTIFY INVESTORS ACROSS COUNTRIES & VERTICALS

Looking to fundraise for your business?

- ✓ Discover hundreds of funders with detailed investment specifics
- ✓ Explore different types of funders, from grants to equity
- ✓ Identify technical assistance partners and supporters


READY TO DEPLOY CAPITAL? GET YOUR SCOUTS ON THE PLATFORM!

Tailored, industry specific database for funders in emerging markets

- ✓ Identify pipeline opportunities in our sector-specific directory
- ✓ Access funding history for thousands of organisations
- ✓ Discover organisations at all stages, from unfunded to mature

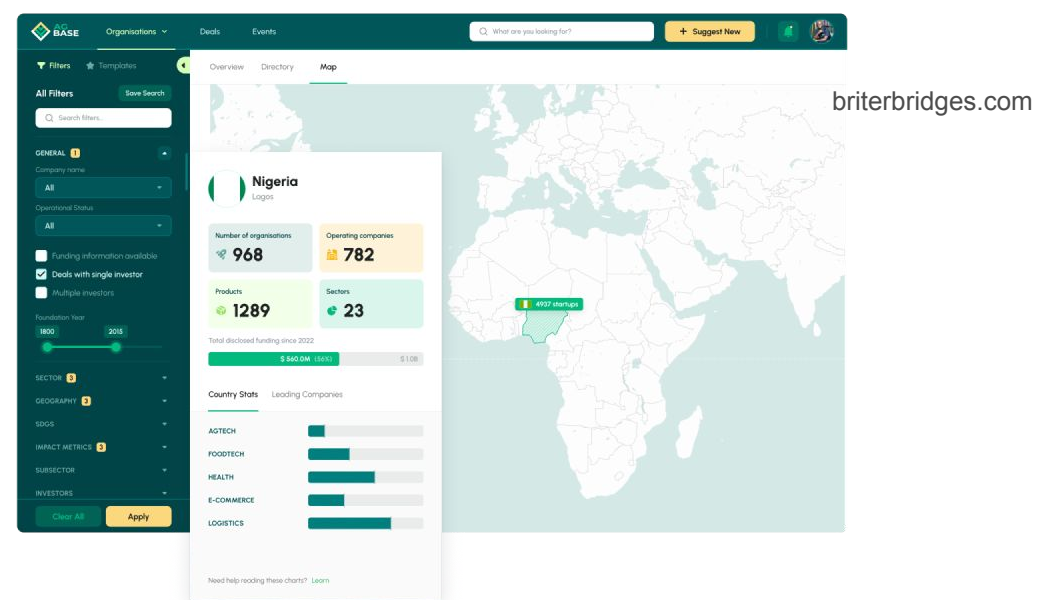
LEARN AND TRACK IMPACTFUL METRICS

We are building a

- ✓ Standardised impact metrics for hundreds of profiles
 - ✓ Integration with 3rd party impact metric trackers (IRIS+, etc)
 - ✓ Product-matching with Sustainable Development Goals
- 

Intelligence

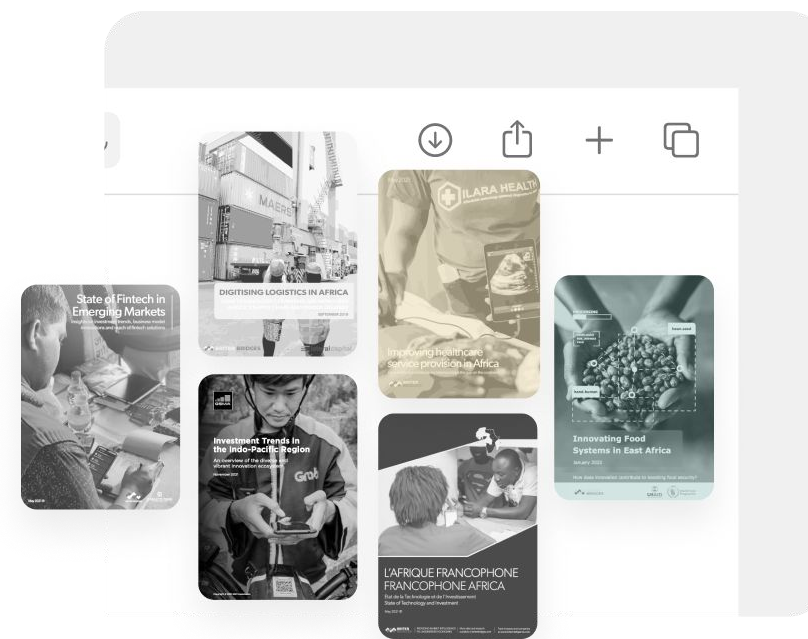
Our state-of-the-art platform provides data on agtech and foodtech ecosystems, active funders, deal-flow data, impact metrics and market-level information to offer users a comprehensive overview of investment opportunities and their impact.



What is Agbase?

Research

AgBase provides the latest insights into the innovation trends, key players, market barriers, gaps and opportunities in the agtech industry. Explore the Resource Hub to access a growing source of publications.



Engagement

Our team is actively engaged in the agtech ecosystem, working closely with entrepreneurs, investors, and governments. From workshops to larger industry gatherings, we are working to forge stronger partnerships and ecosystems.



Exploring Agtech Investment in Africa

5 Observations from the Past Decade



AgTech in Africa: 5 observations

#1

Agtech is gaining traction in Africa particularly in markets and products supporting farmers.

#2

The majority of funding is going to fintech, marketplaces and farm management services.

#3

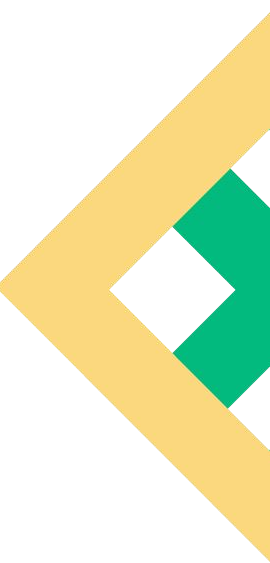
A range of public and private financing actors are driving agtech ecosystem growth, deploying a mix of grants, debt and equity.

#4

Support for agtech startups currently focused at the early stage, limiting growth and impact.

#5

Kenya is home to the biggest agtech ecosystem across the continent.



Observation #1:

Agtech is gaining traction in Africa particularly in markets and products supporting farmers.

Agtech in Africa: 2014-2023 snapshot

Agtech financing in Africa

Total funding

\$1.4B

Agtech share of total funding

7%

Total startup financing in Africa

Total funding

\$20B

No. of deals

590+

Agtech share of total deals

14%

No. of deals

4300+

No. of startups

340+

Agtech share of total no. startups

13%

No. of startups

2600+

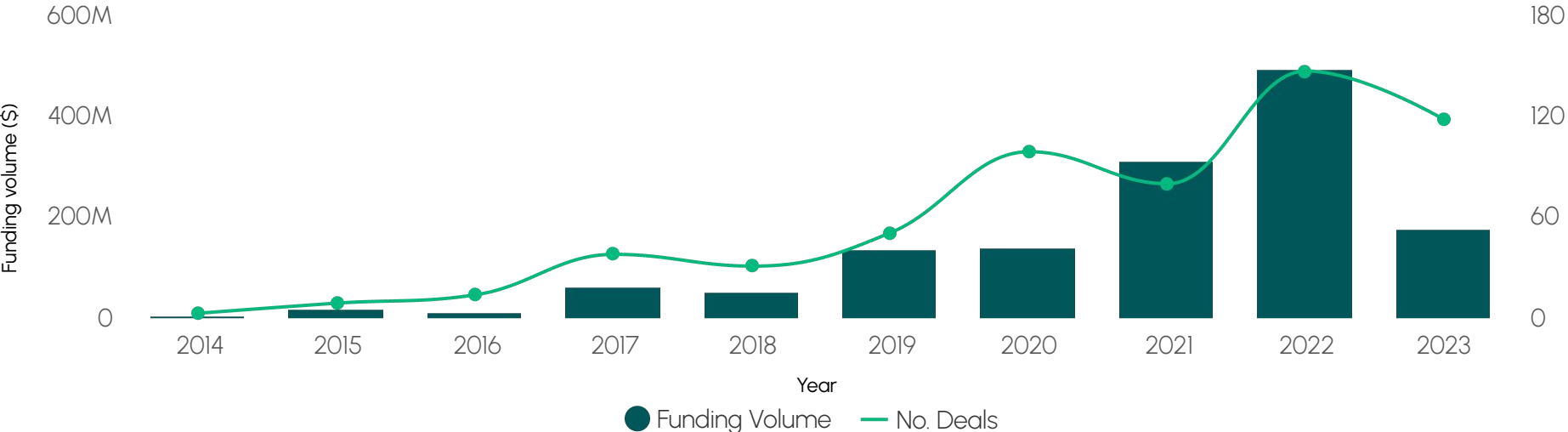
*Funding history excludes acquisitions

Observation #2:

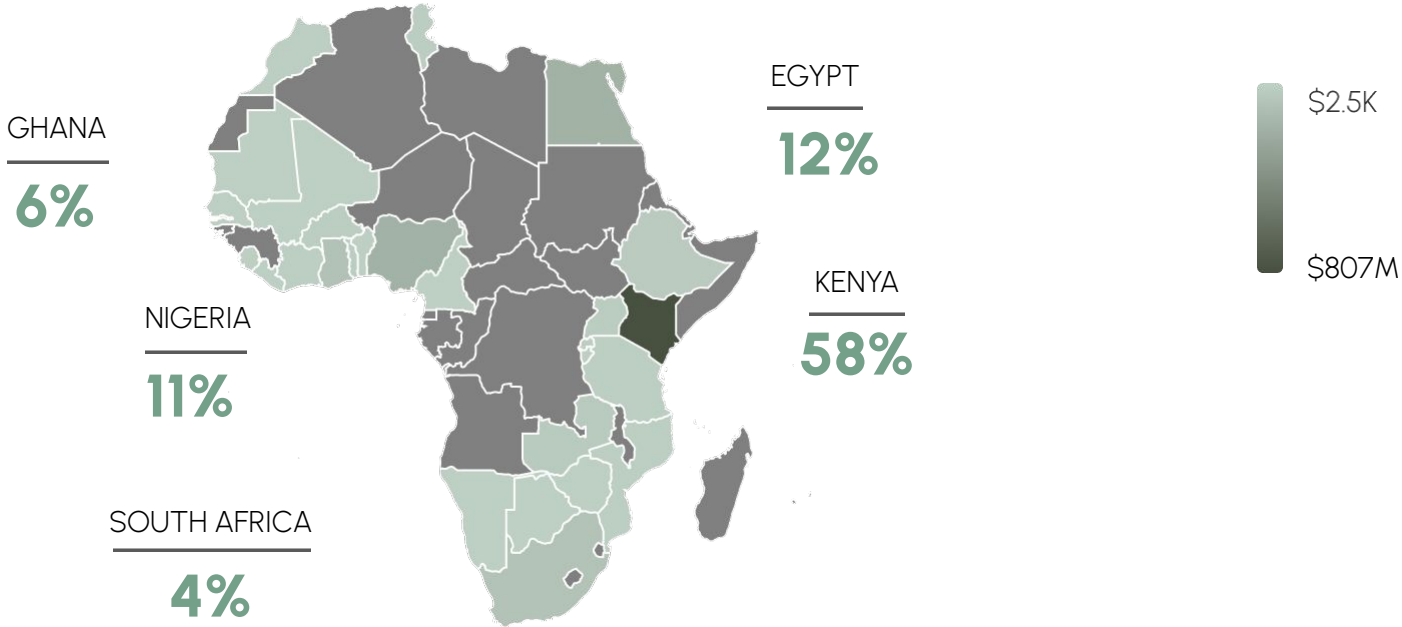
The majority of funding is going to fintech, marketplaces and farm management services.

Agtech in Africa: 2014-2023 snapshot

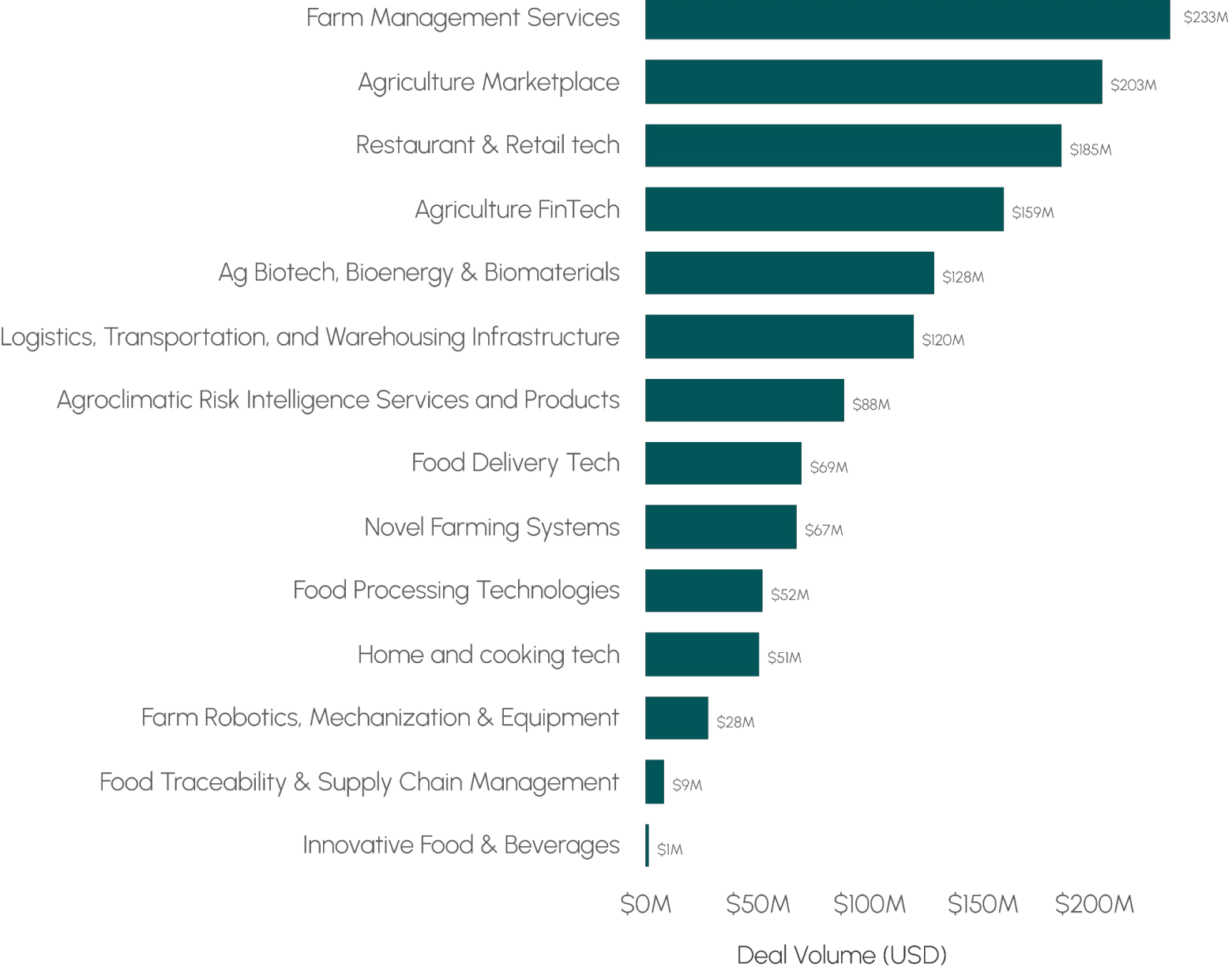
Funding across the years



Funding volume by African headquarters



Funding volume (\$) by agtech category



*Funding history excludes acquisitions

Observation #3:

A range of public and private financing actors from around the world are driving agtech ecosystem growth, deploying a mix of debt, grants and equity.

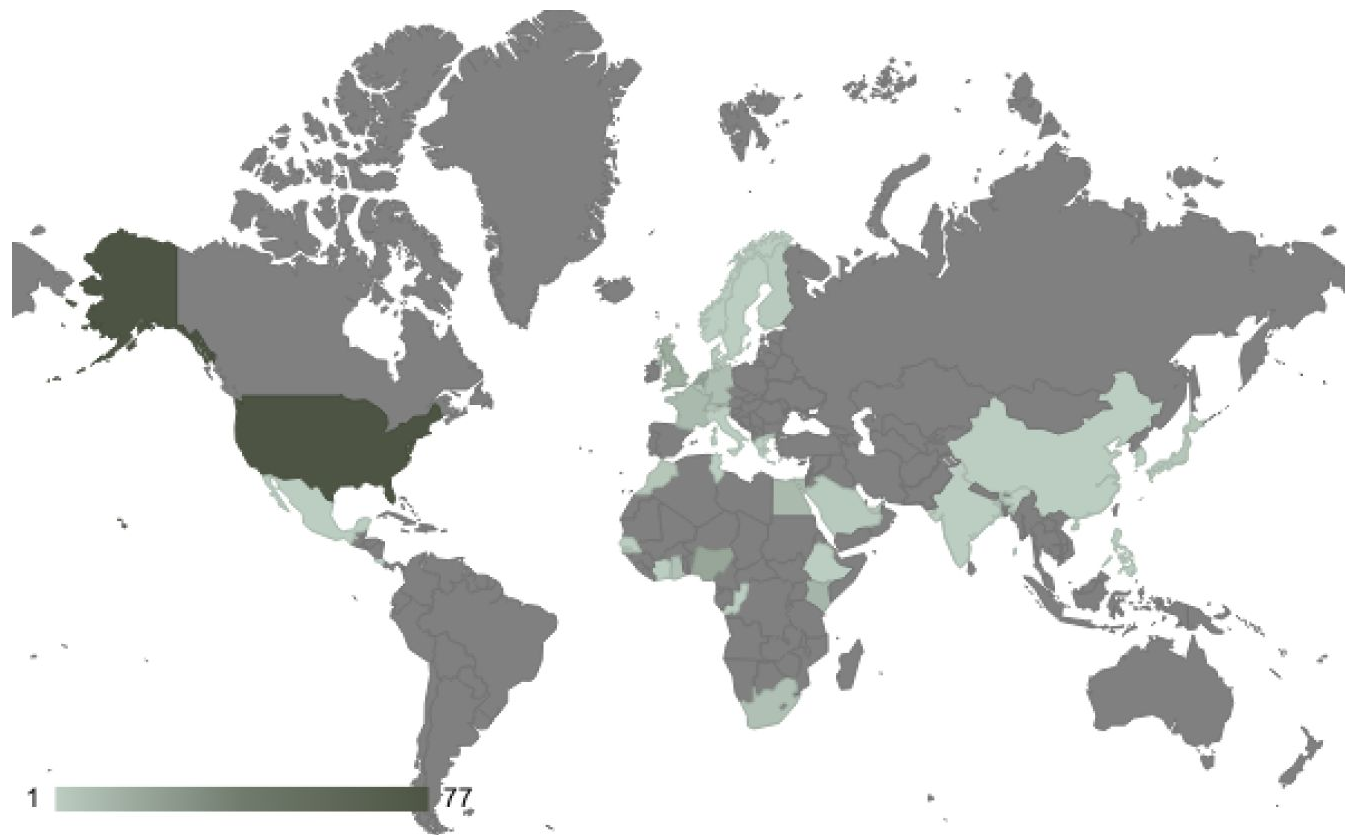
Financing actors overview: AgTech in Africa

AgTech investors*

Investing hubs

300+ **15+**

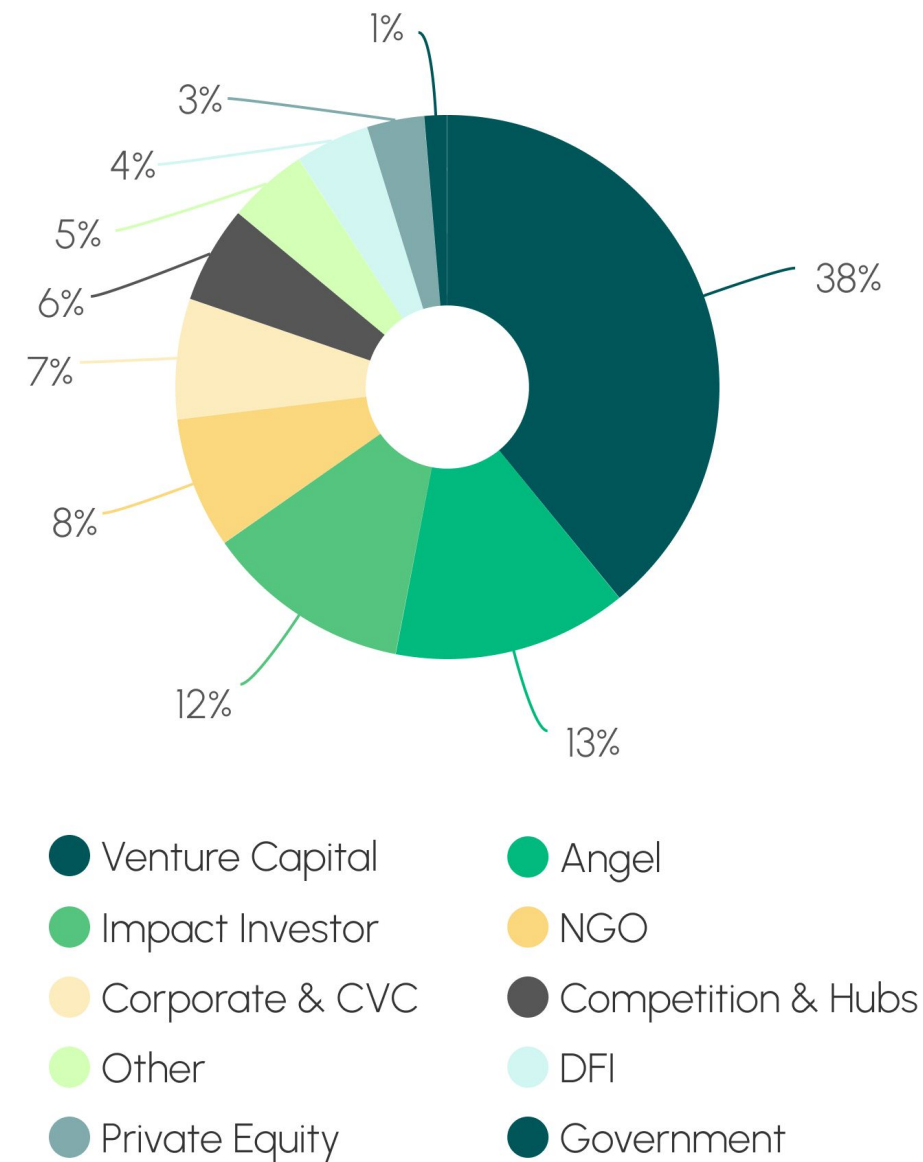
Financing actors headquarters **



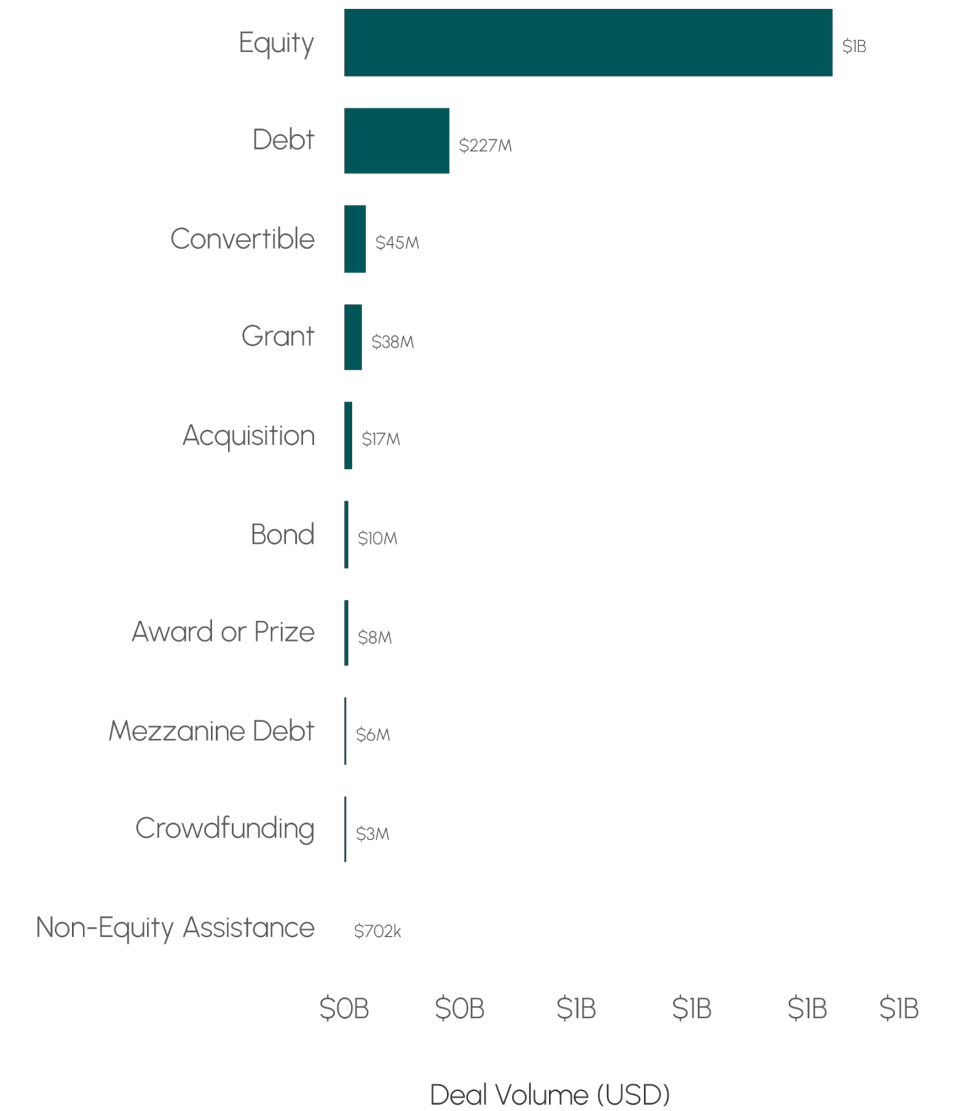
*Includes investors/hubs that invested at least one deal into agtech.

**Note that 47% of investor HQ's were unknown at the time of analysis.

Funding actors by no. of deals



Top financing instruments***



***Includes acquisition

Observation #4:

Support for agtech startups currently focused at the early stage, limiting growth and impact.

Innovation support actors overview: Eastern Africa (2014-2023)

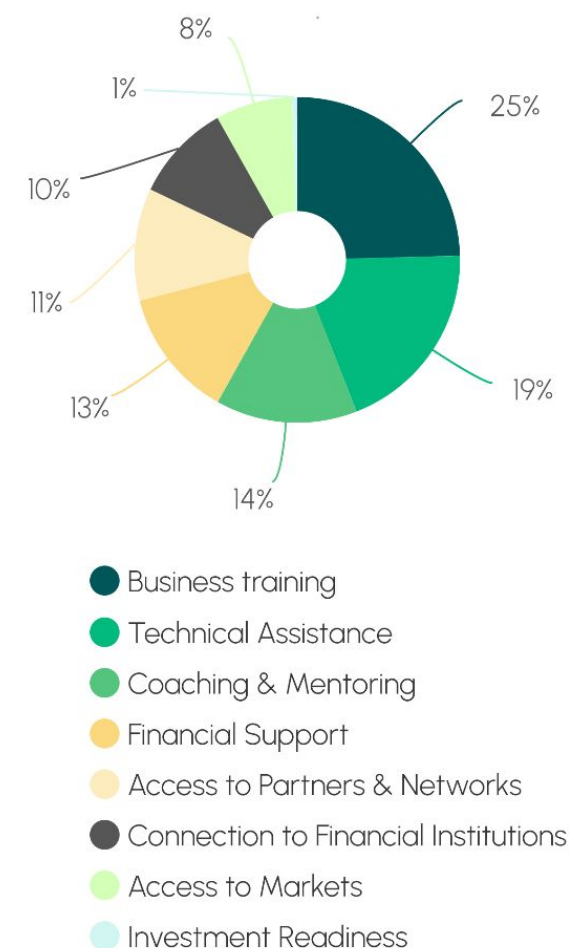
The majority of innovation actors support is directed towards **early and ideation-stage** but several do have a growth focus.

The mix of funding from innovation actors reflects a **focus on early-stage** startups.

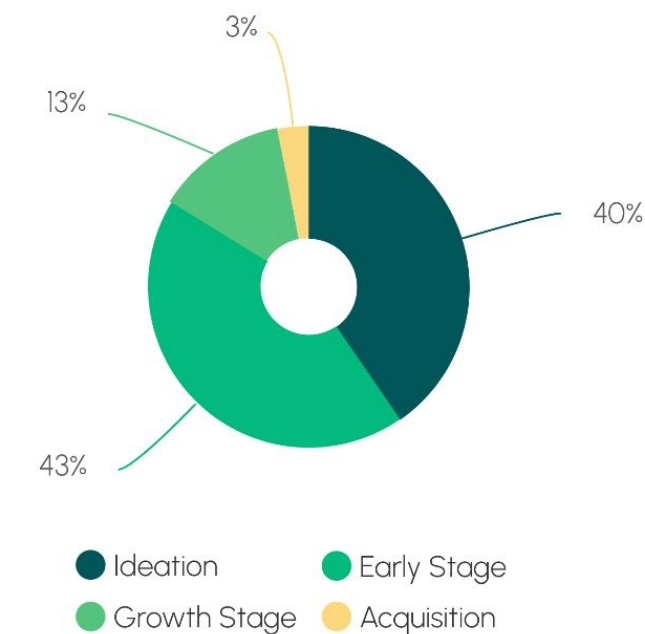
Innovation actors offer a broad range of services but have a **limited focus on providing access to markets and finding funding to scale innovations.**

Activities of innovation support actors across Eastern Africa

Support Activity Distribution



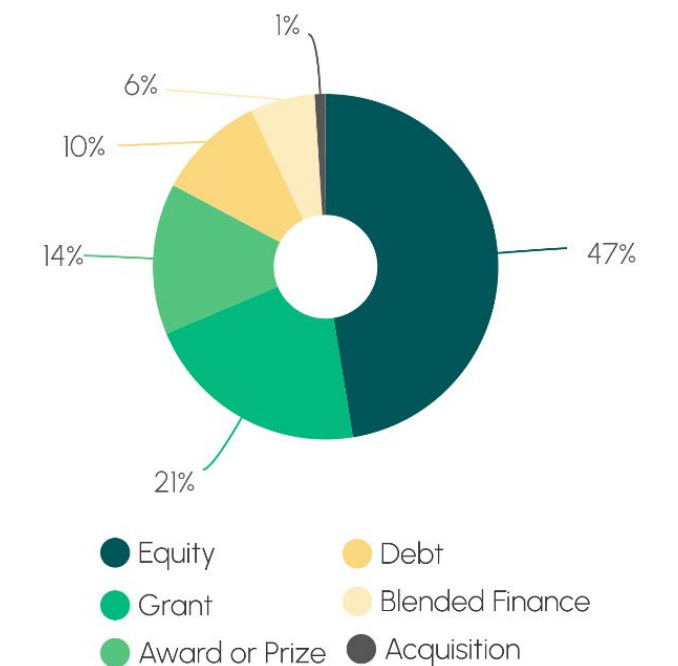
Stage Focus Distribution (Number of deals)



Note: Total N: 97. 37% of 278 agtech deals in East Africa has disclosed funding stage information.

Ideation stage deal stage includes angel, accelerator, incubator, and pre-seed rounds; Early stage includes seed to Series B funding, Growth stage includes Series C funding up to exits.

Funding Instrument Distribution (Number of deals)



Note: Total N: 278, 'blended finance' includes organisations that leverage more than one funding instrument.

Observation #5:

Kenya is home to the biggest agtech ecosystem across the continent.

Agtech deep-dive: Kenya (2014-2023)

Total funding
\$807M

(58% of total agtech funding)

Number of deals
194+

(33% of total agtech funding)

Median deal size
\$1M

(Africa agtech median: \$380K)

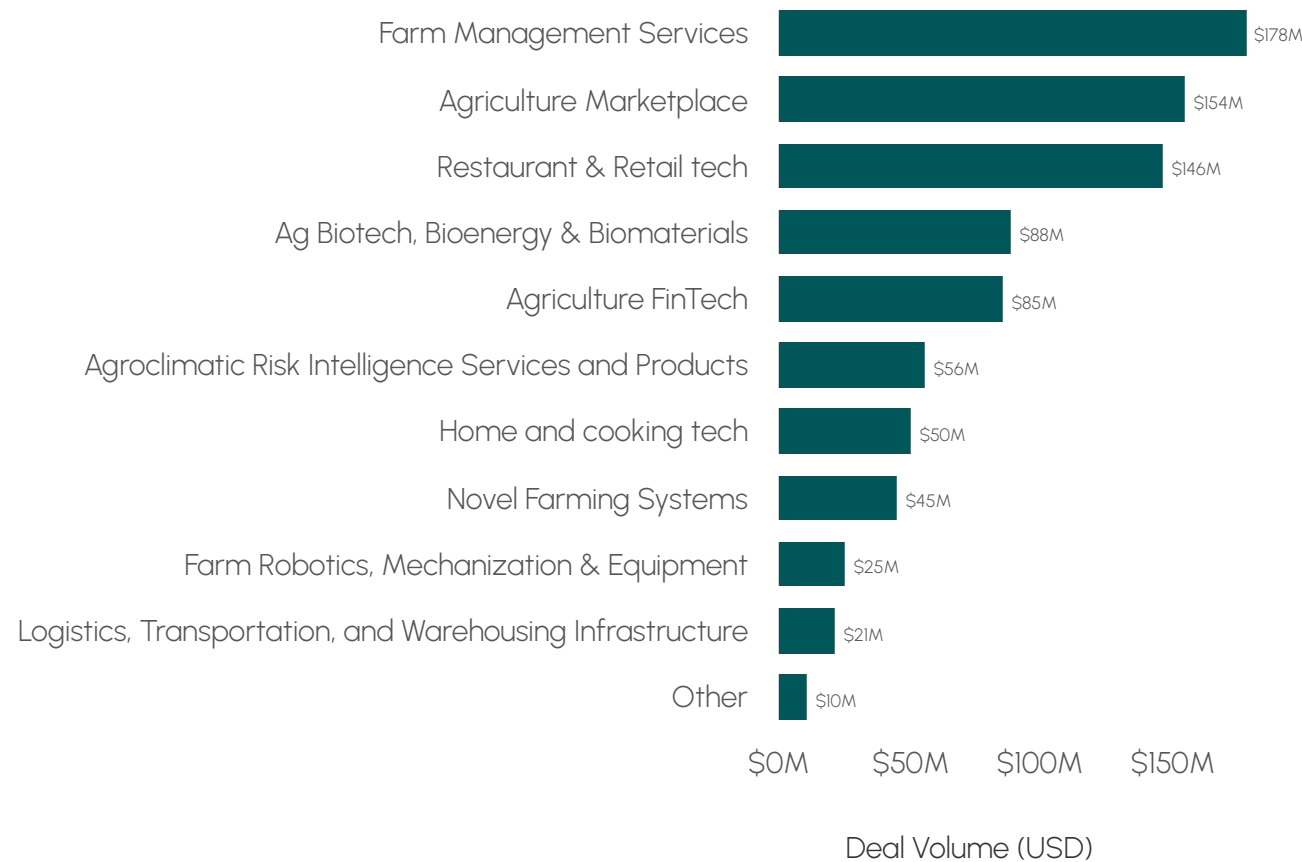
No. of deals \$10M+
22

(60% of African agtech funding over \$10M)

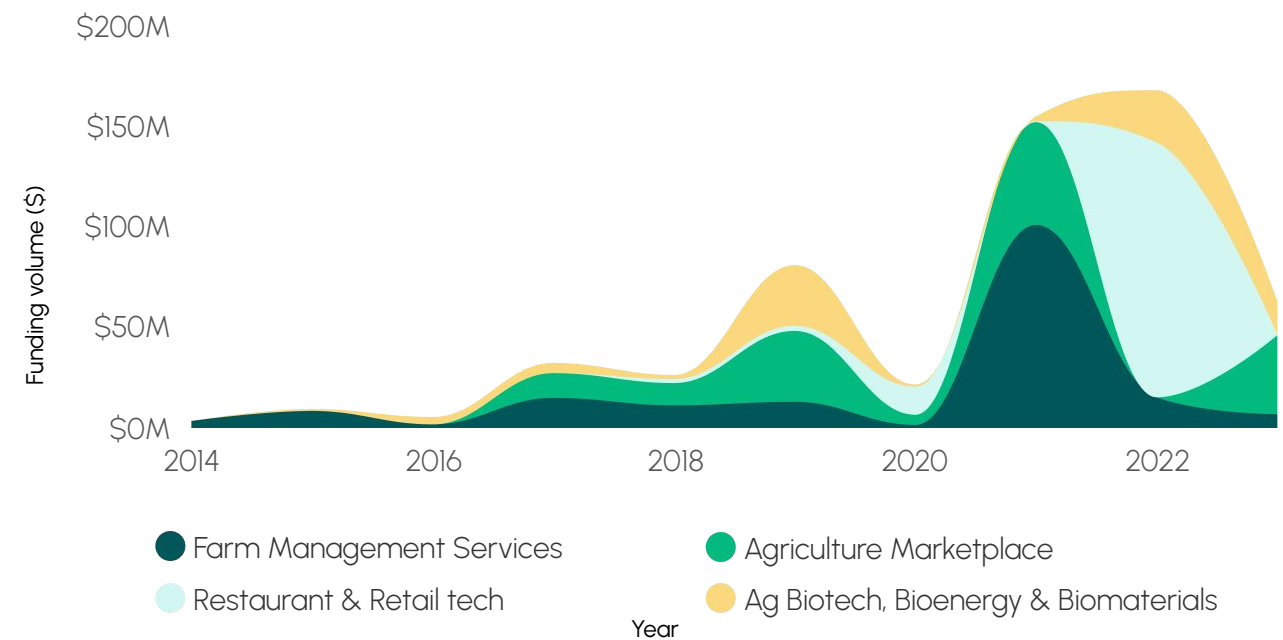
Funded agtechs
70+

(23% of total agtech funding)

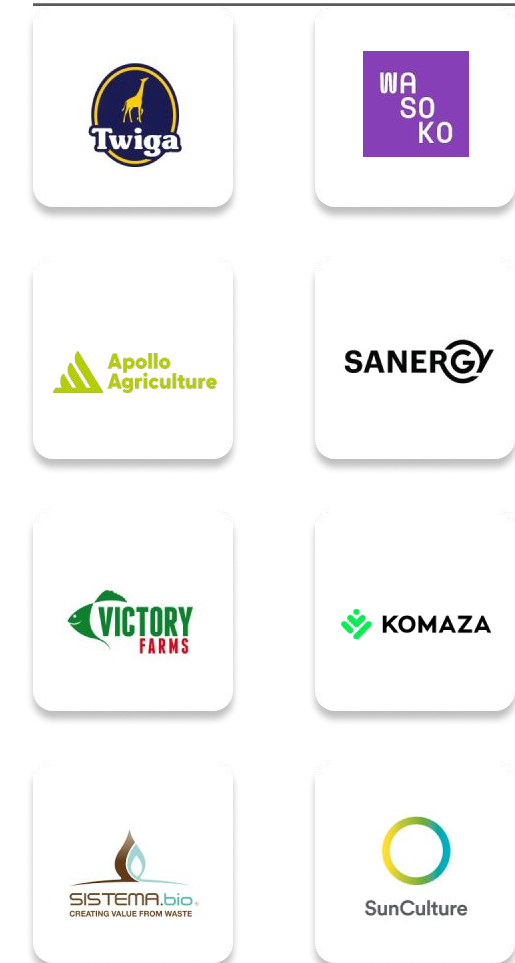
Products by funding volume



Funding volume by top products



Top funded



Learn more about AgBase

agbase.briterbridges.com

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Okemdi Chukwu

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