BRITER

Africa Investment Report

2025

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About Briter

Briter is a research and business intelligence firm focused on emerging markets. It provides data-driven insights on businesses, investors, and funding ecosystems across high-growth sectors, with a strong emphasis on technology, innovation, and digital transformation. At the core of its work is Briter Intelligence, a proprietary data platform that tracks companies, deals, investors, and market activity in underserved ecosystems. The platform combines structured data, visual analytics, and research outputs to support evidence-based decision-making by investors, development finance institutions, governments, corporates, and startups. In addition to its platform, Briter produces in-depth research, market mappings, and bespoke analytical products. Its work is used by public and private organisations globally to understand market dynamics, identify opportunities, and inform strategy across Africa, Asia, Latin America, and other emerging economies. Briter has partnered with a wide range of clients, including the World Bank, BII, GIZ, Mastercard Foundation, BCG, AWS, Harvard, and LBS.

About the Report

The Africa Investment Report is Briter's flagship annual publication, bringing together research and insights from Briter Intelligence along with learnings from our direct market engagement with hundreds of businesses and investors throughout the year. Africa Investment Report 2025 is the 6th Edition of this publication.

View all our previous investment reports here:

A look at Briter Intelligence as we enter 2026

What our data tell us

9814
Tracked Companies

$31B
Tracked Funding

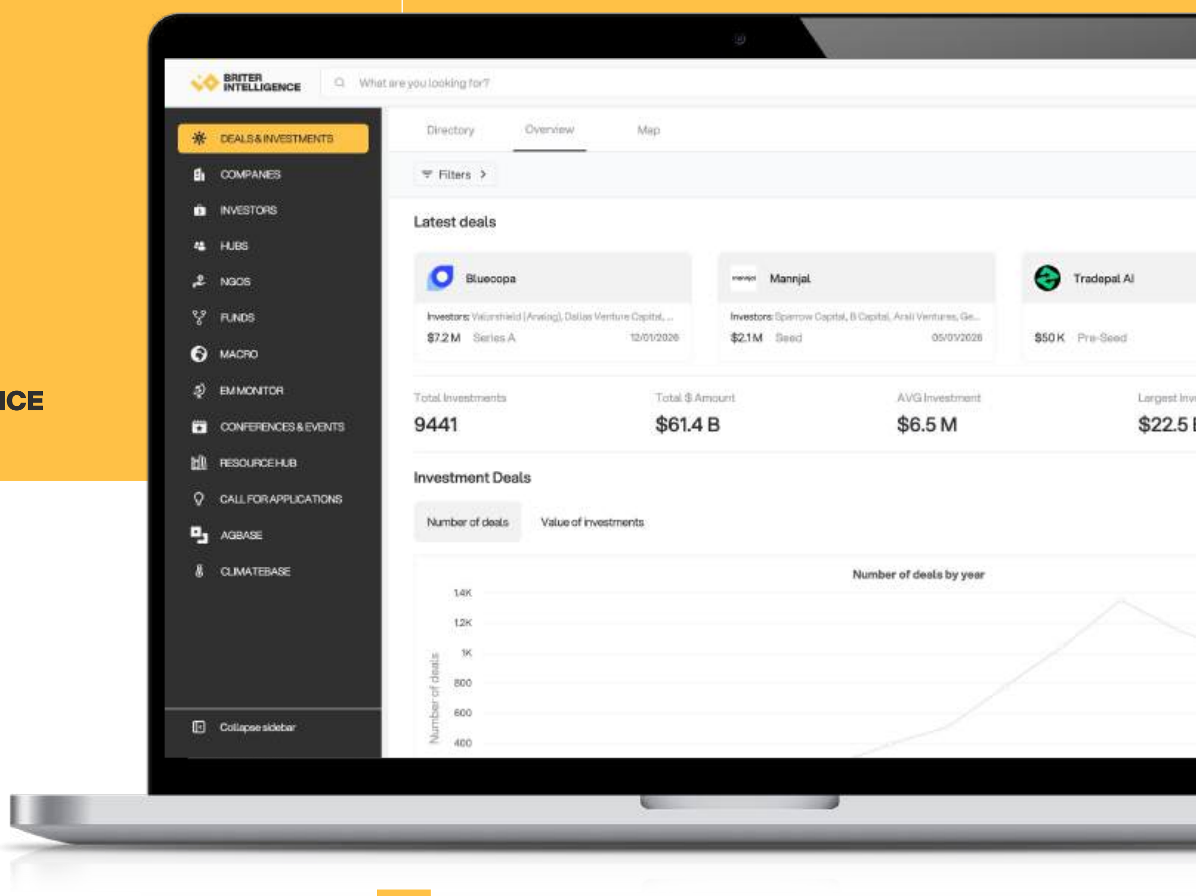
8500
All Time Deals

75+
Listed Sectors

1700
Africa-focused Investors

440+
Listed Products

BRITER INTELLIGENCE



Contributors

Methodology

The primary source of all data presented in this report is **Briter Intelligence**, which tracks business data including company and investor profiles, as well as publicly announced and disclosed investment deals across emerging markets. Deal activity is monitored and updated weekly by Briter's data team. This report draws on data from **2016** through to the end of December **2025**, covering funding activity and ecosystem stakeholders across more than 80 industries and 400 verticals, from agriculture and climate to fintech and beyond.

Tracking market activity in emerging markets is not an exact science. Access to investment data and company information can be limited, and a meaningful share of transactions takes place without public disclosure. As a result, the figures presented in this report are conservative and should be interpreted as a reliable baseline rather than an exhaustive record of all activity.

Secondary data sources include public directories, media articles, company announcements, and investor portfolio disclosures. In cases where undisclosed or sensitive transaction data was shared directly with Briter, it has been incorporated only at an aggregated level to preserve confidentiality.

The funding totals presented in this report include transactions with disclosed deal sizes, either publicly announced or shared directly with Briter by investors.

However, actual capital deployed is likely to be significantly higher. During the period covered, more than 360 deals were announced without disclosed amounts, and additional unpublished transaction data shared by investors with Briter adds an estimated $200M+ to the known $3.6B+ in disclosed funding for the year. A substantial portion of investment activity therefore remains confidential and unreported, reflecting the structural opacity of many African markets.

The report's geographical analysis is based on companies' primary African operational headquarters. While some companies are incorporated outside the continent, they are included where Africa represents the core base of operations. Sectoral analysis reflects the primary focus area of the company.

As Briter continues to expand coverage across new geographies and industries, we remain committed to transparency in our data collection and to providing consistent, up-to-date information that supports longitudinal analysis. The aim of the Africa Investment Report is not to provide a perfect account of all transactions, but to use available and directly sourced data to contextualise investment dynamics and surface meaningful insights into how Africa's innovation ecosystem is evolving.

Glossary

Disclosed: Deals or transactions where the funding amount has been publicly reported or reliably confirmed.

Undisclosed: Deals that are confirmed to have taken place, but where the capital amount has not been made public.

Unspecified: Deals or transactions where neither the value nor sufficient detail has been provided to classify the size of the investment.

Mega Deals: Investment deals that are confirmed as disclosed, and worth $100 million or above.

Value: The total amount of capital deployed, measured in monetary terms, across disclosed deals.

Activity: The volume of transactions, measured by the number of deals completed, regardless of their size.

The Big Four: Countries that have historically captured the largest share of venture funding. They comprise Kenya, South Africa, Egypt and Nigeria.

Breakout Ecosystems: Emerging markets beyond the Big Four that demonstrate consistent deal flow activity over time.

Frontier Markets: Early-stage markets outside the Big Four and Breakouts, often characterised by nascent deal activity.

Gulf Cooperation Council (GCC): A regional organisation of six Arab states, Bahrain, Kuwait, Oman, Qatar, Saudi Arabia and United Arab Emirates.

Francophone African Countries: Countries where French is an official language of business and government.

AFRICA INVESTMENT REPORT 2025 by BRITER

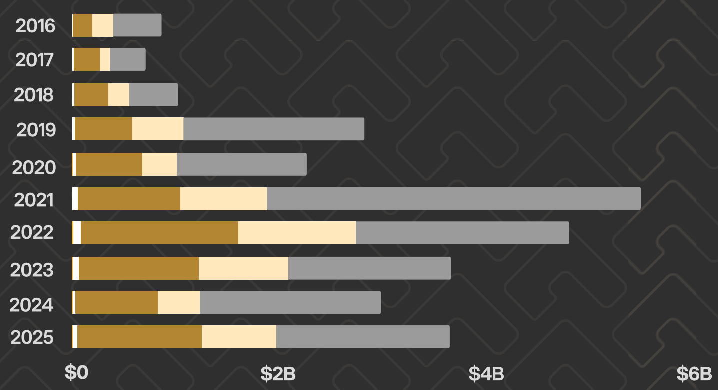
$3.6B +0.2B known undisclosed

25% higher than 2024

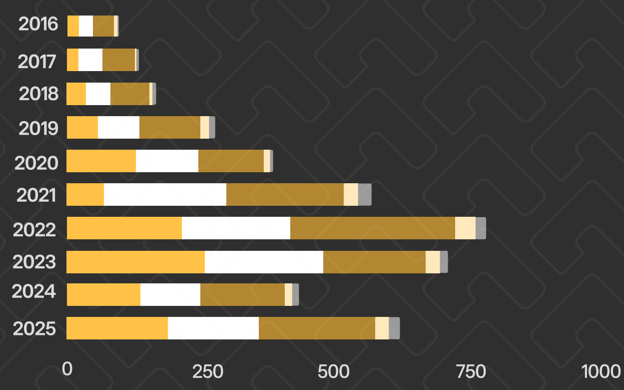
635+ +365 known undisclosed

43% higher than 2024

Disclosed deal volume by size 2016-2025

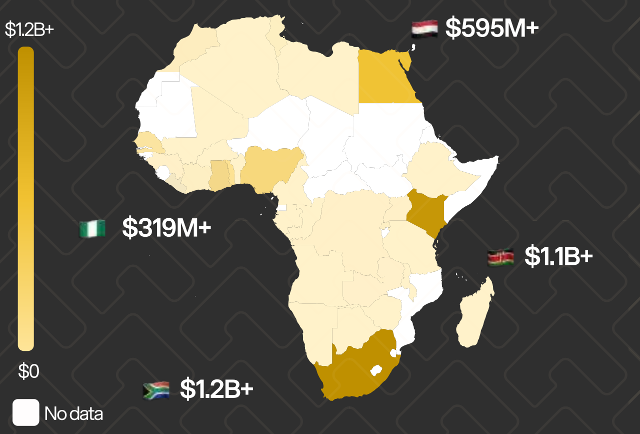


Number of disclosed deals by size 2016-2025

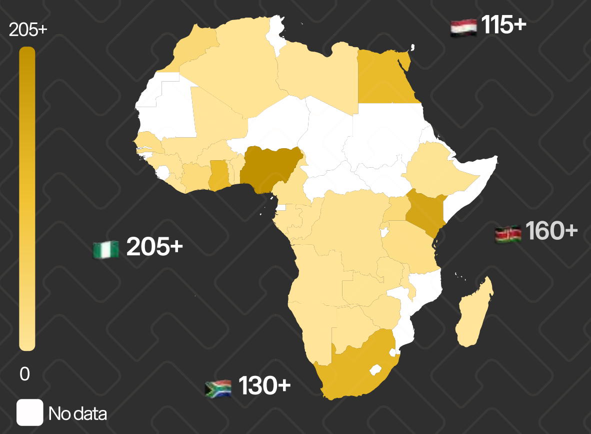


<$100K | $100K - < $1M | $1M - <$20M | $20M - <$50M | $50M and above

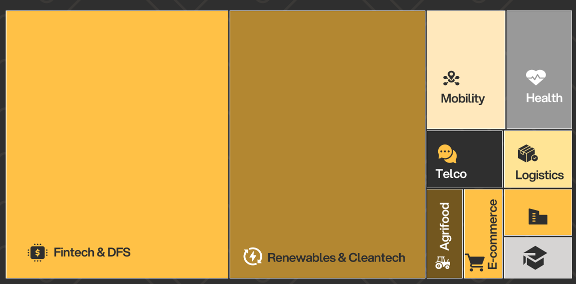
Funding distribution by USD value in 2025



Funding distribution by # of deals in 2025

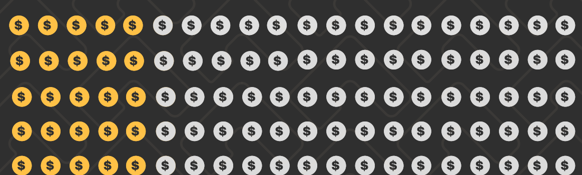


Top funded sectors by USD value in 2025



Weight of mega deals on value in 2025

1% of deals captured **25%** of funding value



Less than **10** % of funding to companies with at least 1 woman founder

More than **60** number of known acquisitions

Foreword

Looking back at the past two decades, Africa's investment landscape has moved from the margins to a far more established playing field. New markets have emerged, ecosystems have matured, and a much wider cohort of founders, funds, and institutions now operate with a deeper understanding of what works and what fails. At the same time, the continent's investment landscape continues to evolve through what I call 'cycles of expansion and preservation', with the current phase firmly situated in the latter. Capital is more selective, risk appetite is more measured, and growth expectations are more grounded in reality. Yet beneath that restraint, thousands of companies continue to be built across the continent, even if the gravitational pull of a small number of ecosystems remains strong and true geographic diversification is still some distance away.

The **Africa Investment Report**, our flagship annual publication, is built on our Intelligence platform and our engagement with ecosystem actors. Its purpose is to provide a view grounded in data of how capital is moving, and what that reveals about structures and change. In previous editions, we focused on ten-year horizons to show that short-term funding dips, however painful, were not catastrophic when placed in a longer historical context. This year, the emphasis shifts toward emerging trends: the diversification of capital stacks beyond equity, the role of exits, the widening geography of investors, the expansion of capital from fintech into climate, agriculture, trade and infrastructure, and the rapid rise of AI as a core area of interest for both private and public sector.

Africa's ventures remain highly dependent on overseas capital, but it is seeing a more diverse set of international investors, as capital now flows not only from traditional Western hubs, but increasingly from the Gulf and Asia, alongside centres such as London and Paris. From Silicon Valley to Tokyo, the investor base supporting African innovation has become more global and strategic. So, while capital remains concentrated and selective, the channels through which it can be mobilised are wider than ever over the past few decades. As such we argue, and try to substantiate with data, that Africa's investment market today is neither in worrying retreat nor in exuberant expansion, but rather in steady, but not linear evolution.

Dario Giuliani

Founder and Managing Director, Briter

2025 in 12 trends

Chapter 1

01 **African companies disclosed $3.8B in funding in 2025,** with volume up by **32%** and the number of announced deals rising **8%** year-over-year.

02 The Big 4 raised the most funding: **South Africa (32%), Kenya (29%), Egypt (15%) and Nigeria (8%)**. Nigeria experienced its lowest funding share since 2019, but recorded the highest number of deals in 2025.

03 **Fintech** and digital financial services (DFS) **remained the most funded sector by volume and deal count**. But climate-focused solutions saw the highest funding growth year, raising more than 3x what it secured in 2024.

04 **Solar energy was the top-funded category** in 2025, reflecting investors doubling down on infrastructure-like clean-tech models with predictable returns, rather than a wholesale move away from software.

05 **AI** has emerged as one of the **most closely watched areas** of new investment, although deep R&D remains underdeveloped and most solutions are applications in established verticals.

06 **Funding is becoming** structurally more **uneven across stages**, with growth capital increasingly concentrated while early-stage finance and the 'middle' remain fragmented and fragile.

07 **63 acquisitions were announced,** with only 5 disclosing the transaction worth, and most acquisitions were startup-to-startup transactions rather than corporates, banks, or private equity firms.

08 Excluding $100M+ mega-deals, **average deal size hit its highest level since 2018**. In 2025, under 5% of deals were above $50M, yet represented half of disclosed funding. Mega-deals' share of total funding fell from 40% in 2024 to 25% in 2025.

09 **Equity remains the top funding instrument** by volume and number of deals in 2025, with debt coming next. Debt reached $1B+ for the first time in a decade.

10 Non-Western countries, such as **Japan and GCC are emerging as new hubs** for critical investment sources.

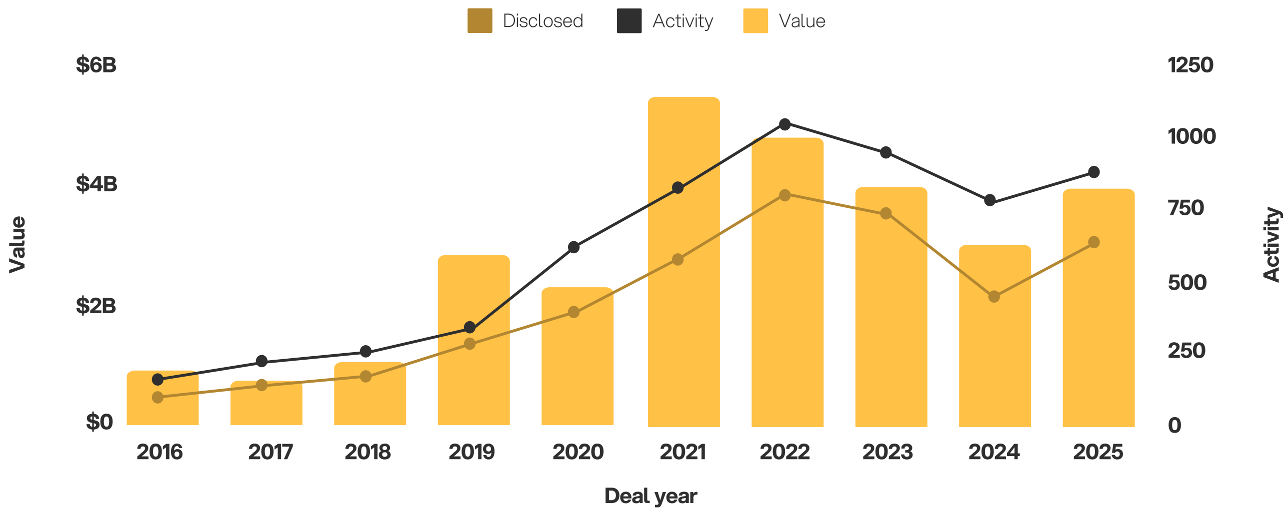
11 **The funding gender gap persists,** as less than 10% of funding went to companies with at least one female founder.

12 Compared with other emerging markets, **Africa's investment landscape is more diverse**, particularly in debt, but remains concentrated in a few markets and models, with limited exit pathways.

New baseline and recovery

Previous editions of our Africa Investment Report demonstrate that, viewed over the past decade, funding activity across Africa traces a clear timeline of expansion, excess, and adjustment, reaching a total of $28 billion as of December 2025, with the last couple years suggesting a shift toward a more conservative phase.

Fig 2A: Trend of funding over time (2016-2025)



Note: 'Activity' is measured by the number of deals completed, regardless of their size. 'Disclosed' are transactions where the funding amount has been publicly reported or reliably confirmed.

Total investment raised over the last decade **$28B+**

Total investment raised in 2025 **$3.8B**

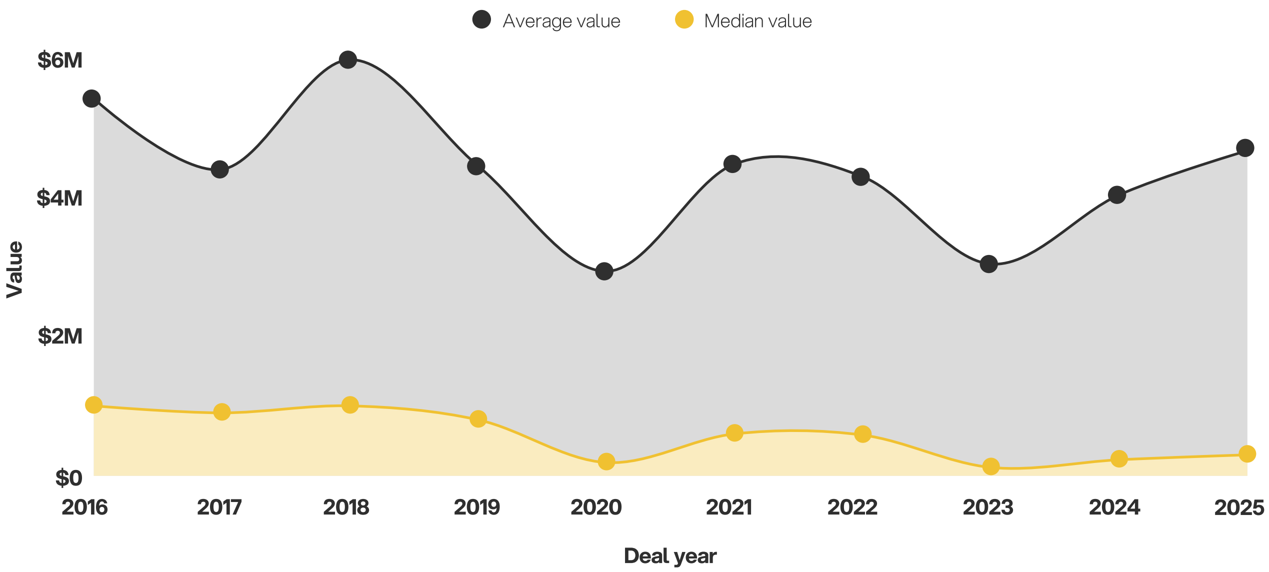
Both disclosed and undisclosed deals are included for this figure.

Funding trends between 2016 and 2019 show a period of steady growth in both deal activity and capital deployed, reflecting the gradual maturation of ecosystems, the emergence of local fund managers, and rising confidence from international investors. From 2020, this growth accelerated sharply, culminating in a pronounced peak in 2021 and 2022. Funding volumes reached record highs alongside a surge in announced and disclosed deals, driven by global liquidity, the entry of crossover and growth-stage funds, and a wave of large late-stage rounds. At the same time, emerging markets operate under structural conditions that differ from more mature ecosystems, shaping how these cycles play out.

The truth median and average values tell

Figure 2b captures one of the most important structural dynamics in Africa's venture market: the widening gap between the amounts raised at the top and what the majority of companies are likely raise. Between 2016 and 2025, average deal sizes have been driven by a small number of very large rounds, peaking during boom years such as 2018 and again in 2021 and recovering in 2025. Median deal sizes, by contrast, have remained far lower and far more volatile, falling sharply during market corrections and only partially recovering since. The result is a market where headline funding figures suggest strength, but the typical company is still raising relatively **modest amounts**, especially at **early and mid stages**, while a few outlier access deep pockets and raise 'mega' deals. The dip in both metrics in 2020 and again in 2023 reflects how quickly risk capital retreats in periods of global stress, while the rebound in average deal size in 2024 and 2025 signals that late stage and infrastructure-heavy rounds are returning faster than the broader venture pipeline. In practice, this divergence means that capital is increasingly concentrated in fewer, larger, and more established companies, while the majority of startups continue to operate in a constrained financing environment.

Fig 2B: Average and median value over time (2016-2025)



Note: $100M deals excluded

Importantly, deal activity remained meaningfully above pre-2020 levels, suggesting that the ecosystem’s core capacity has expanded and endured.

The adjustment that followed from 2023 is marked by a sharper decline in capital deployed than in activity, indicating a pullback in ticket sizes rather than a collapse in underlying activity. Growth and late-stage capital tightened, valuations reset, and investors shifted focus toward capital efficiency, revenue generation, and clearer paths to profitability.

Importantly, deal activity remained meaningfully above pre-2020 levels, suggesting that the ecosystem’s core capacity has expanded and endured. 2024 registered the lowest disclosed amount since pre-pandemic levels. By 2025, early signs of stabilisation are visible. Deal volumes show a modest recovery, and funding levels appear to be finding a floor, pointing to a more selective but resilient investment environment. Our data suggests a transition away from exuberance toward fundamentals-driven capital allocation, with a deeper, more disciplined market structure than existed before the boom years.

> Frontier markets are often described as catching up, but in reality, they are not early, they are different. It’s a nuanced distinction, but one that explains the different drivers of returns.

Wale Ayeni

Managing Partner at
Helios Digital Ventures

Chapter 3

Regional breakdown

The geographical breakdown of investment flows shows a persistent concentration of venture funding in a small set of anchor ecosystems, alongside a gradual but meaningful diversification across the continent over the past decade. For ease of analysis, we decided to categorise the geographical clusters as 1) **Big Four**, 2) **Breakout**, and 3) **Frontier** ecosystems. Figure 3a provides a visual overview the breakdown.

Fig 3A: Distribution of value by market maturity over time (2016-2025)

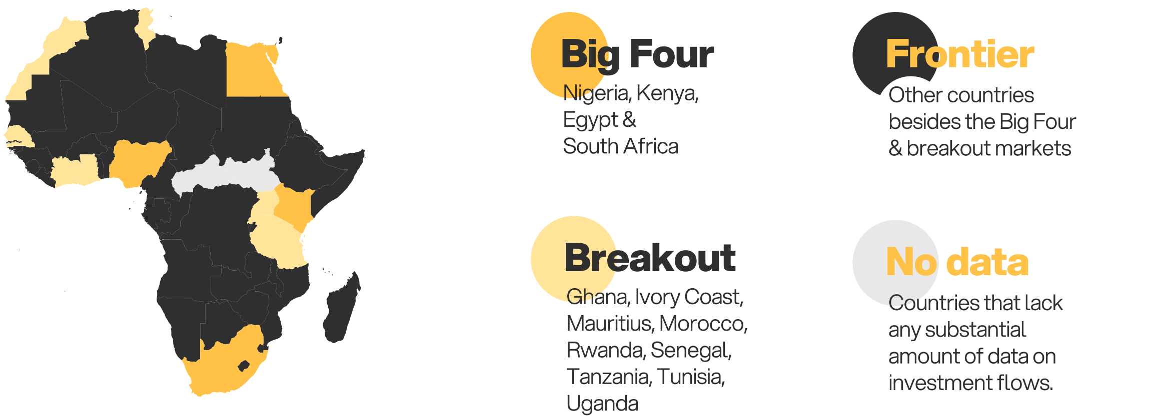
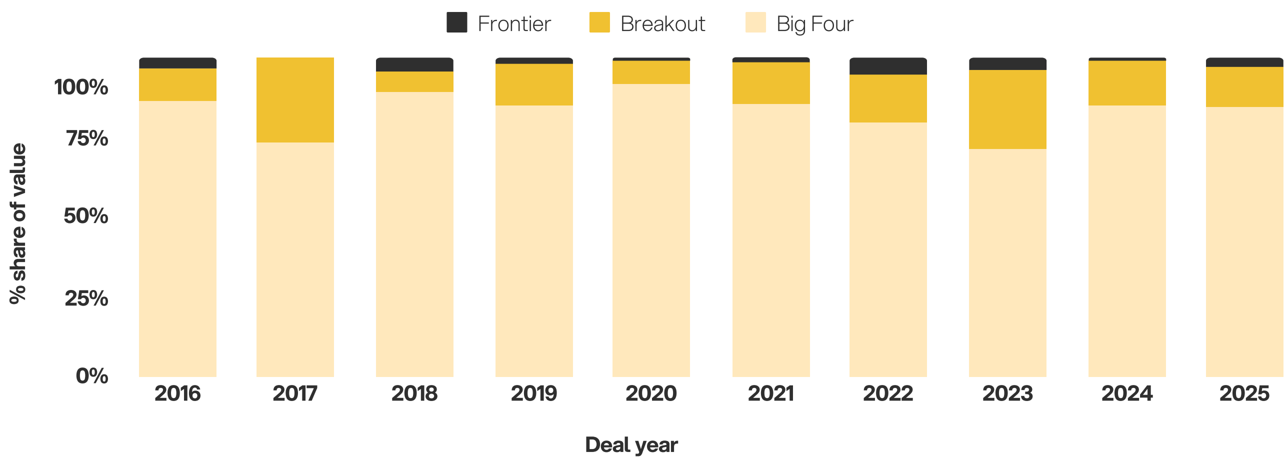


Fig 3B: Share of value by market maturity over time (2016-2025)

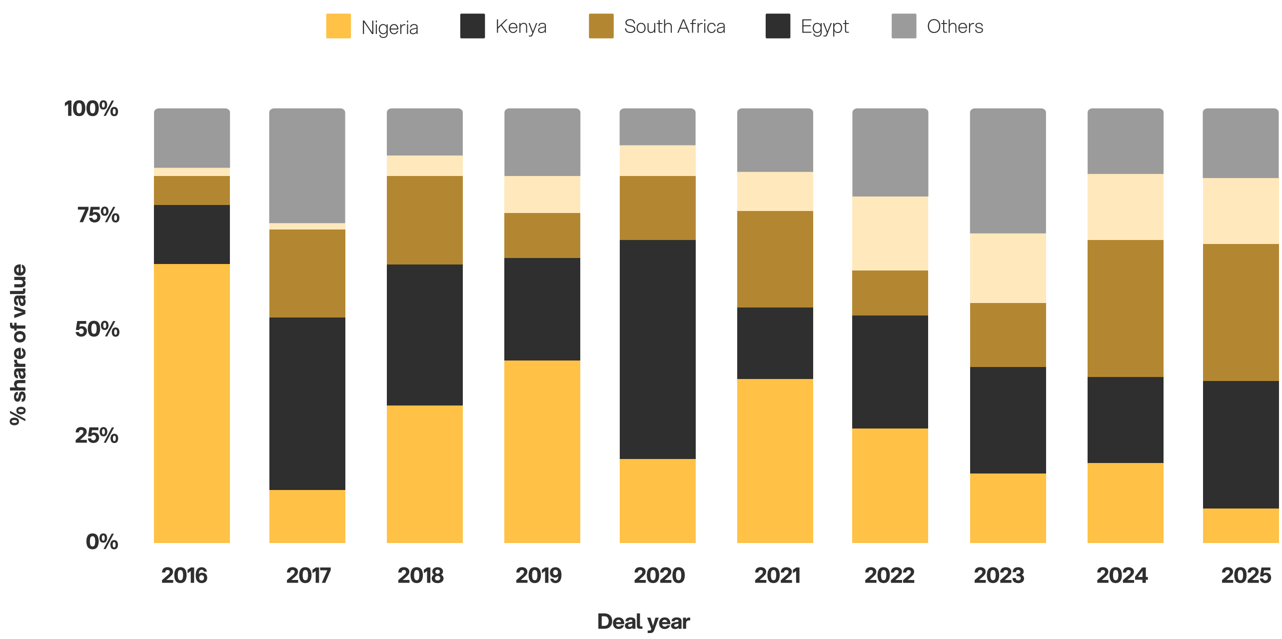


The Big Four ecosytems remain the largest recipient of capital

Nigeria, Kenya, Egypt and South Africa have consistently absorbed the vast majority of capital, accounting for around 85-90% of total funding in 2016, 2020 and again in 2025. This stability can be partly attributed to structural and macroeconomic advantages in these markets, including more mature ecosystems, stronger regulatory environments for investors, and a higher density of late-stage companies capable of absorbing larger tickets.

Across the Big Four countries, many of the top funding positions continue to be held by familiar names. In Kenya and South Africa, companies such as d.light and Zepz appear consistently year after year, reflecting relatively stable leadership at the top of the market. Nigeria, by contrast, shows much more churn: the top ranks shift more frequently, with several new entrants emerging in 2025, pointing to a faster-moving and more competitive environment. Egypt sits somewhere in between, anchored by leaders such as MNT-Halan while increasingly making space for newer players.

Fig 3C: Share of value among the Big Four over time (2016-2025)



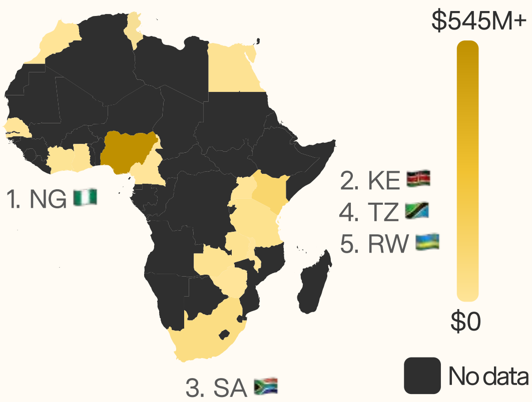
At the same time, the geographic footprint of African venture activity has broadened steadily. The maps in Figure 3d show a clear expansion in the number of countries attracting funding between 2016 and 2025, with capital increasingly reaching markets in West, East and Francophone Africa beyond the Big Four. This diversification is more visible in deal activity than in total value. By 2025, non-Big Four markets account for 38% of all deals, the highest share over the decade, even though their share of total capital remains comparatively small due to significantly lower average ticket sizes.

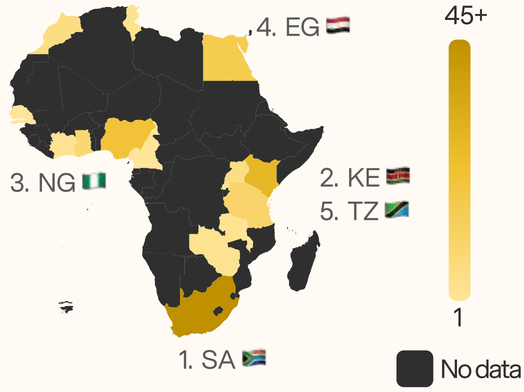
Country-level data for 2025 reinforces this pattern. Breakout ecosystems such as Senegal, Ghana, Ivory Coast, Rwanda, Uganda and Tanzania each show active deal flow across several sectors. While individual funding volumes remain modest relative to Big Four ecosystems, the breadth of sectors and the consistency of deal activity suggest that these ecosystems are no longer episodic or donor-driven, but increasingly embedded in regional investors' mandates.

Finally, a significant number of countries across the continent remain at frontier stage, lacking meaningful local capital, networks, and critical mass, and often finding themselves limited by macroeconomic or political factors. Their ecosystems remain typically supported by concessional and philanthropic capital, via cohorts, programmes and grants.

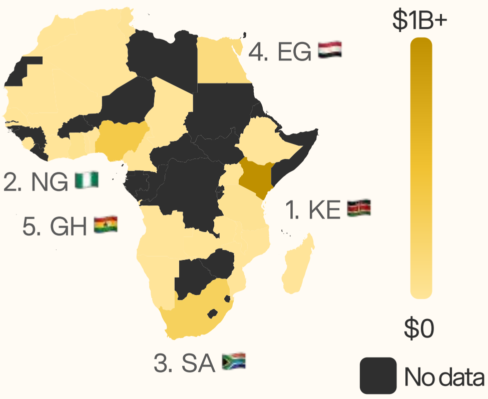
Fig 3D: Distribution of investments across Africa - by value and activity (2016, 2020, 2025)

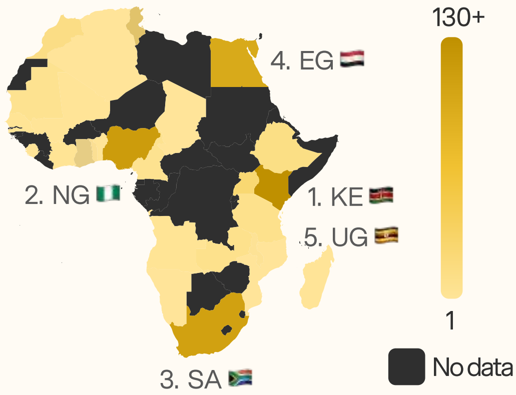
2016



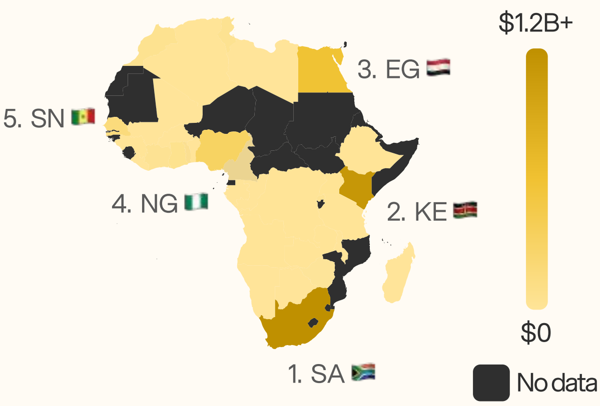


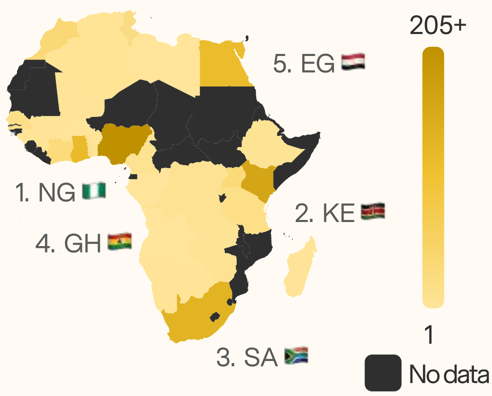
2020





2025

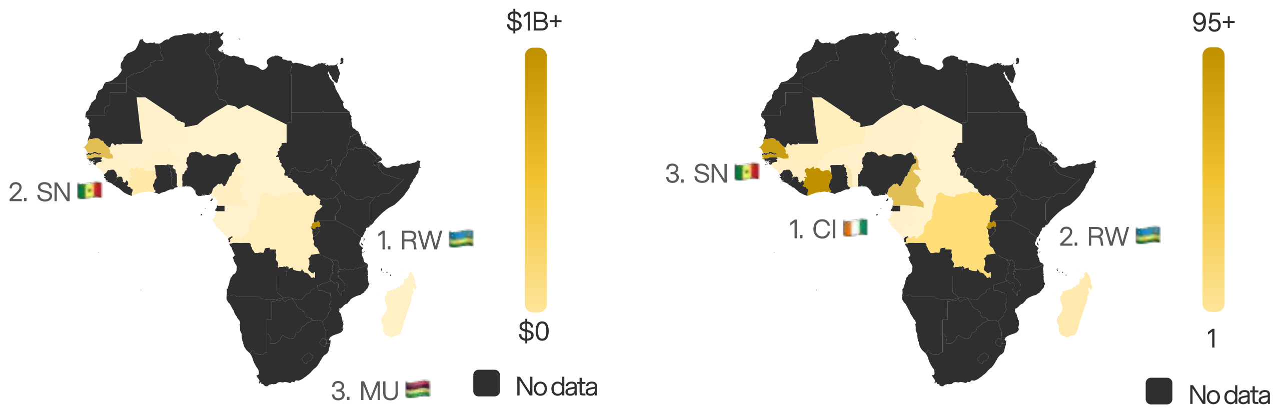




Francophone Africa: depth building beneath the surface

Francophone Africa remains structurally underrepresented in headline African venture funding, but the data points to a deepening ecosystem. Across West, Central and parts of East Africa and the Indian Ocean, Francophone markets collectively account for a meaningful volume of early- and growth-stage activity, even if capital remains fragmented and average ticket sizes smaller than in the continent's largest hubs.

Fig 3E: Distribution of investments across Francophone Africa - by value and activity (2016-2025)



To date, companies headquartered in Francophone Africa have raised about $2B across over 480 rounds. Funding remains geographically skewed towards a small number of more established ecosystems, i.e. Senegal, Côte d'Ivoire and Rwanda. Outside these markets, deal flow is present but sporadic, with countries such as Cameroon, Guinea, Benin, Togo and the DRC showing intermittent activity largely concentrated at the seed and early growth stages. The ecosystem is anchored around agriculture and agtech, fintech and digital financial services (DFS), and health. Agriculture-related businesses such as AgroServ Industrie and MyAgro illustrate how large funding rounds in Francophone Africa are often tied to food security, processing, and trade finance rather than pure technology plays. Similarly, health and energy ventures, including Africa Healthcare Network, WeLightAfrica and Oolu, reflect the continued importance of infrastructure-adjacent models.

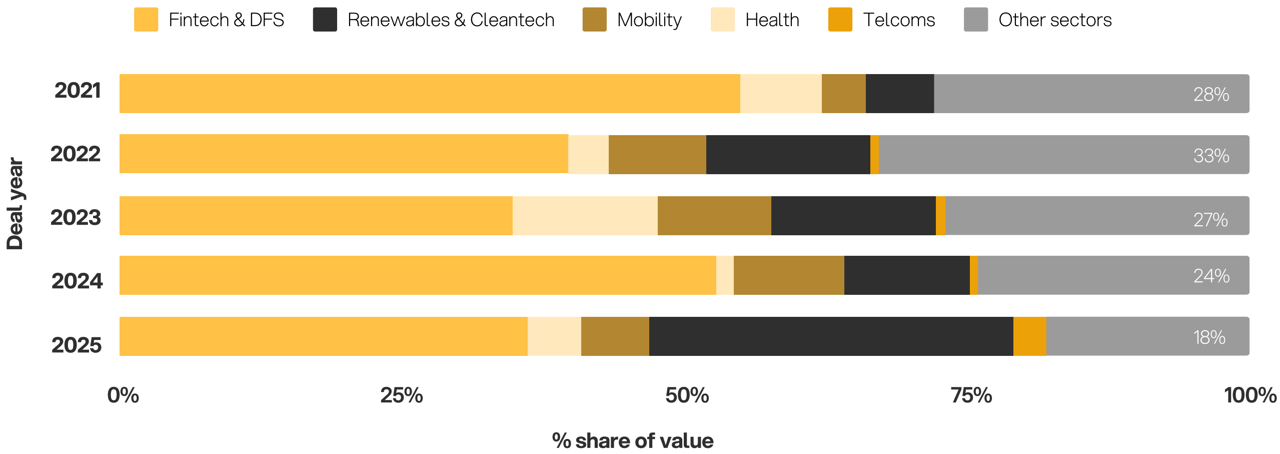
At growth stage, a cohort is emerging. Fintech players such as Djamo in Côte d'Ivoire and regional platforms like Kasha and Ampersand demonstrate that Francophone-founded or Francophone-rooted companies can attract sizeable Series A and B rounds, particularly when they address pan-African or cross-border markets. These deals remain exceptions rather than the norm, but they play an outsized role in shaping investor perception and recycling experience into local ecosystems.

The decade-long trend in Francophone Africa points to an expanding base of founders, investors and support institutions, even as funding remains concentrated in a limited number of countries and sectors. While the region continues to lag Anglophone Africa in total volumes, the consistency of deal flow and the growing presence of sector-specialist and development-oriented capital suggest a market that is quietly growing.

Industry analysis

Sector-level trends continue to highlight a structural distinction between where capital concentrates and where entrepreneurial activity is most widespread, reinforcing the need to read value and activity together rather than in isolation.

Fig 4A: Top sectors in 2025 by value and their % share over time (2021-2025)



By value, fintech and digital financial services (DFS) have historically played a leading role, particularly during the 2021–2022 peak when large rounds in payments, lending, and financial infrastructure drove overall investment levels. While fintech remains central to the ecosystem, its relative share has moderated in recent years as capital has increasingly shifted towards more asset-heavy and infrastructure-adjacent models.

This shift is best understood through the rise of climate-focused solutions, a broad umbrella term encompassing, energy (renewables and cleantech), electric and low-carbon mobility, and climate-smart agriculture. These segments are closely linked in both financing structure and growth logic, often relying on blended capital, longer deployment cycles, and balance-sheet financing. As a result, this thematic area absorbs a disproportionate share of total funding volume despite accounting for a smaller share of overall deal activity. Health ventures have also appeared to be attracting occasional large financing, but has lacked the sustained capital concentration of the other leading sectors. Telecommunications remains marginal in venture terms, as investment is typically channelled through corporate, infrastructure, or public-sector vehicles rather than startup equity. Mobility and health follow closely. In mobility, funding has concentrated in a handful of large transactions.

Top 5 fintech deals from 2025

ZEPZ	wave	iKhokha	Moniepoint	mnt halan
$165M	$137M	$93M	$90M	$71M

Top 5 renewables and cleantech deals from 2025

d.light	sun king	SOLARAFRICA	burn manufacturing	mulilo
$300M	$156M	$98M	$80M	$75M

Top 5 mobility deals from 2025

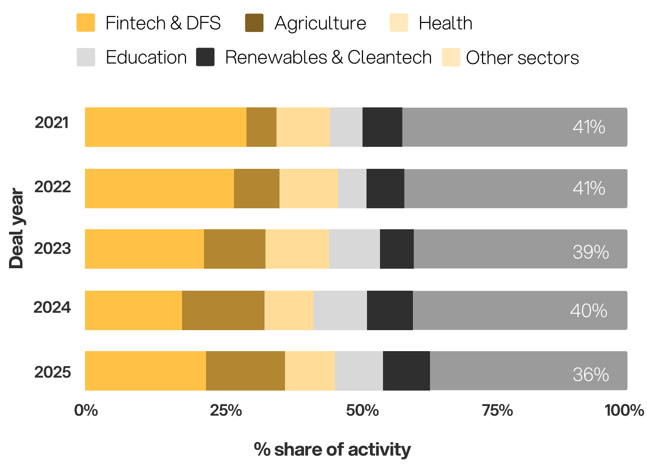
spiro	GOZEM	HAKKI	ARC RIDE	peach cars
$100M	$30M	$19M+	$15M	$11M

In health, funding was largely driven by LXE Hearing (formerly hearX)'s $100M round. Other notable deals in the sector included:

NAWAH	Hewatele
$23M	$10M+

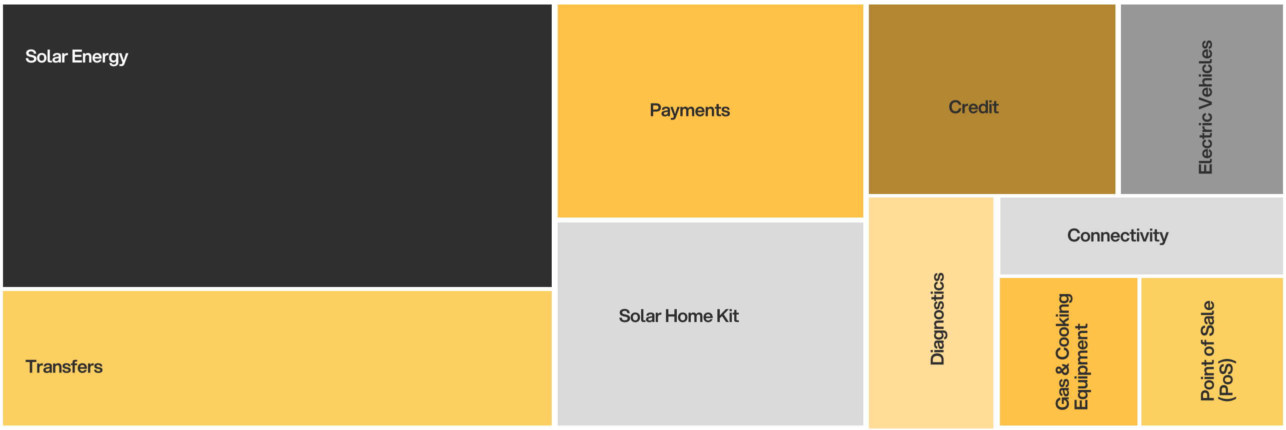
kera	MYDAWA
$10M	$9M+

Fig 4B: Top sectors in 2025 by activity and their % over time (2021-2025)



When viewed by number of deals, the picture is notably broader. Activity is distributed across fintech, agriculture, education, health, and early-stage climate solutions, pointing to a wide base of company formation and experimentation. Agriculture and agtech remain consistently active due to market fragmentation and localisation needs, while education and health generate steady deal flow at smaller average ticket sizes, often driven by accelerator cohorts such as Mastercard Foundation, Villgro, Gates Foundation, and other early-stage and concessional funders. Importantly, product-level labels should be interpreted with caution. Several of the largest climate and fintech platforms have evolved into multi-vertical operators, such as M-Kopa, where financing reflects platform expansion rather than single-product exposure. As such, sector-level aggregation can offer a more accurate lens than product-level attribution when assessing capital concentration.

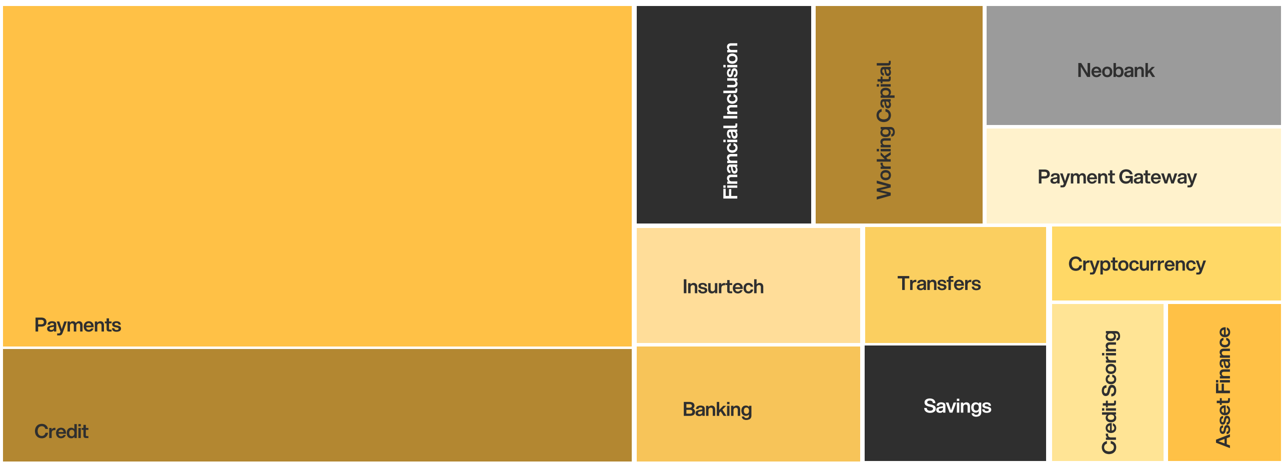
Fig 4C: Top funded products in 2025 by value



Fintechs remain the force driving capital into the continent

Within fintech and digital financial services (DFS), payments, transfers, and credit remain the largest and most consistently represented sector in Africa's venture funding. Briter Intelligence data shows a relatively small group of companies repeatedly appearing among the most heavily funded and most widely active players by geographical footprint, including MNT-Halan, Zepz, TymeBank, OPay, M-Kopa, Flutterwave, Sendwave, Chipper, Moniepoint, Paystack, Interswitch, TerraPay, Jumo and Branch. Our Banking on Innovation in Africa report provides an overview into how fintech scale looks different across markets through strategic corporate partnerships: Egypt's bank-led digitisation, Kenya's telco-anchored infrastructure, and Nigeria's hybrid ecosystem each shape how products reach users and how firms navigate regulation, distribution, and partnerships.

Fig 4D: Top fintech products in 2025 by activity



Beyond fintech: the shift to climate, mobility, agriculture, and AI

The new funding behemoth: climate-focused solutions

Fig 4E: Trend of climate tech investments over time (2016-2025)

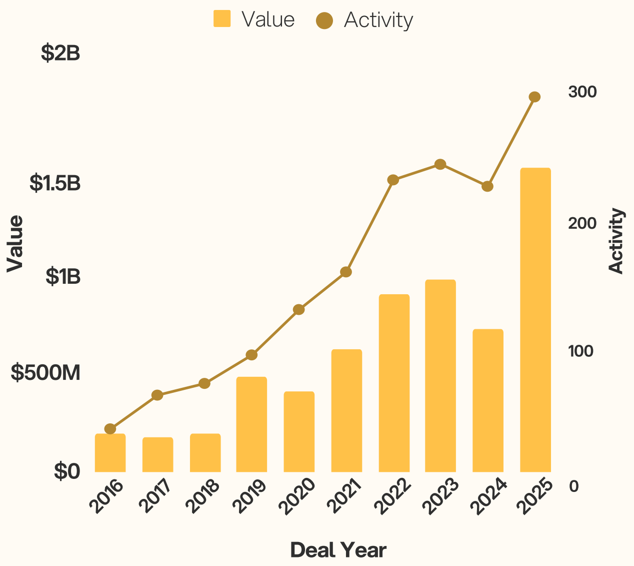


Fig 4F: Trend of climate tech investments over time (2016-2025)

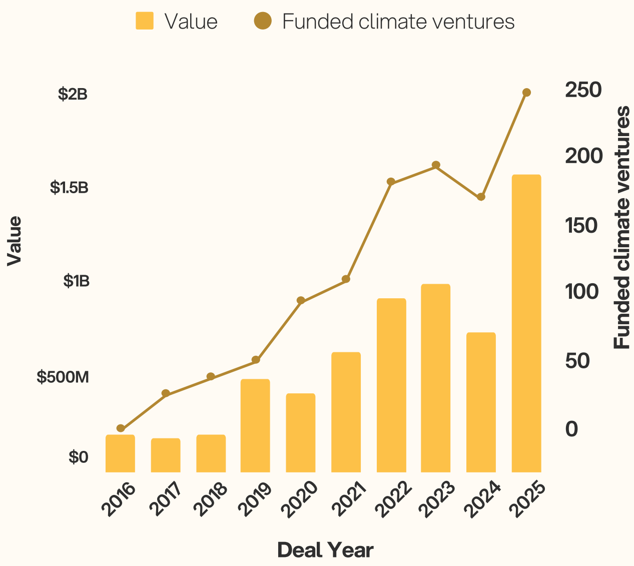
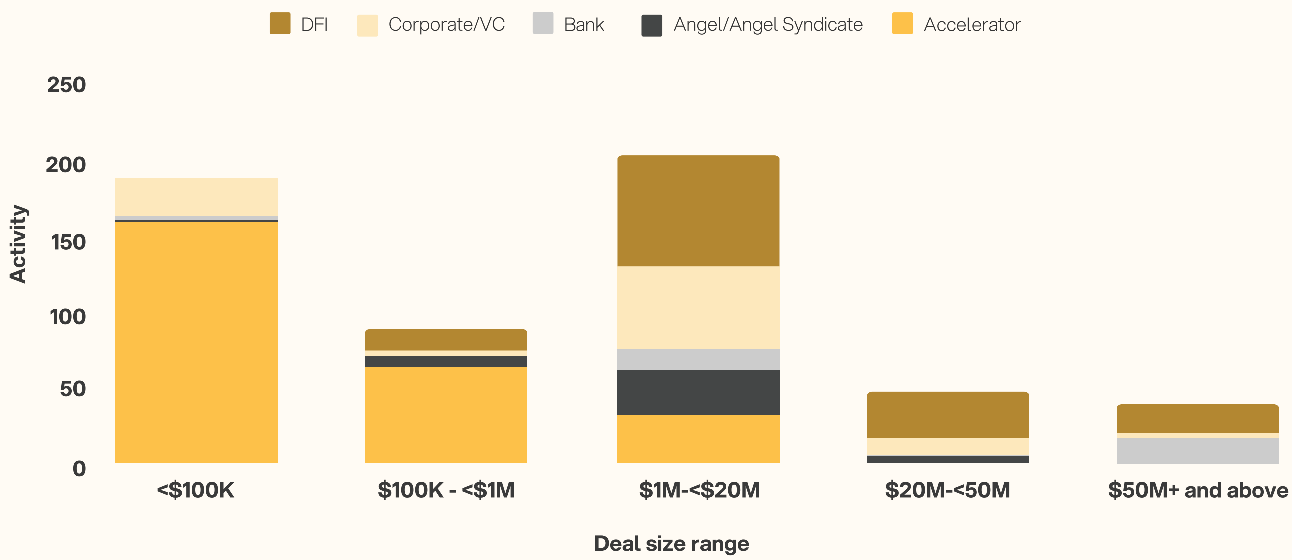


Fig 4G: Climate tech funding by investor type (2016-2025)



Climate-focused solutions have become one of the largest destinations for venture and growth capital in Africa, but the ecosystem remains structurally uneven beneath the headline numbers. This pattern is documented across our Financing climate-tech in Africa and Climate-Tech Market Mapping reports, which together track more than 780 climate ventures, 350 funds, and 550+ funders active on the continent. Over the past decade, more than $3 billion has flowed into climate-related ventures in Sub-Saharan Africa, yet around 70% of that capital has been absorbed by just twenty companies, overwhelmingly concentrated in renewable energy, electric mobility, and climate-relevant agri-tech, and primarily in Kenya. These capital-intensive platforms dominate funding charts, but they sit on top of a much wider base of early-stage, grant-dependent ventures that struggle to move into commercial scale.

The pattern reflects the underlying economics of climate-tech. Energy access, electrification, and electric mobility attract large cheques because they have clearer revenue models, infrastructure-like characteristics, and strong backing from development finance institutions (DFIs) and climate-aligned investors. By contrast, waste, climate-resilient infrastructure, industrial decarbonisation, and science-based solutions scale more slowly, face higher capital and execution risk, and remain chronically underfunded. As a result, Africa's climate-tech market shows the same capital-versus-activity divergence seen elsewhere in this report: large climate platforms absorb most of the money, while hundreds of smaller ventures drive experimentation without access to follow-on capital.

This imbalance is reinforced by the structure of the funding ecosystem. Accelerators and incubators play a critical role in venture formation, but few are specialised in climate, and even fewer prepare companies for the realities of raising commercial capital for asset-heavy or long-cycle technologies. Traditional venture capital remains poorly suited to many climate-tech models, pushing founders toward blended finance, concessional capital, and hybrid structures, which are growing in importance but remain fragmented and difficult to navigate.

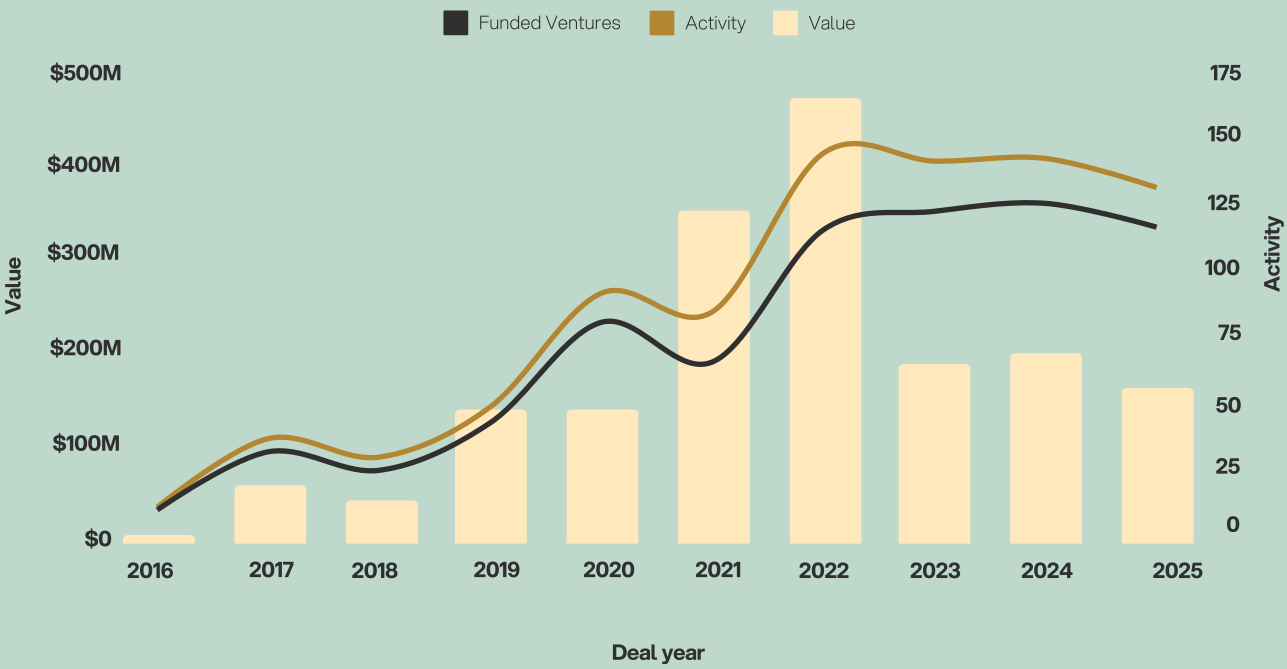
Geographically, the market is also broadening, even if capital remains concentrated. Francophone West Africa, particularly Senegal, Côte d'Ivoire, and Burkina Faso, is emerging as an increasingly active hub of climate-focused SMEs, while Southern and Central Africa remain underrepresented despite high climate exposure. Taken together, the data suggests that Africa's climate-tech sector is no longer marginal, but its path to scale will depend less on venture equity and more on better-aligned capital stacks that match the diverse needs of software, hardware, and science-based solutions.

This concentration is also visible on the capital-provider side. As per Briter Intelligence's funds data, Africa's climate-tech market is anchored by a relatively small but highly structured group of repeat funders spanning DFIs, foundations, corporates, and specialist climate investors. Together, these actors form the financial backbone of Africa's climate-tech ecosystem, underwriting both the large renewable energy platforms that dominate capital flows and the early-stage ventures working on energy access, mobility, agriculture, and resilience.

Agriculture as a silent recipient

Agriculture and agtech diverged sharply from the broader startup recovery in 2025. While overall African venture funding rebounded, agtech funding continued to decline, with deal activity remaining broadly stable but total capital falling and median ticket sizes compressing further. This indicates that capital has become more cautious and fragmented, with many companies surviving on smaller rounds rather than progressing into growth-stage financing. Beneath the headline contraction, the sector is also restructuring along the value chain. As Figure 4j shows, funding is shifting away from on-farm technologies toward post-farm and retail segments, including marketplaces, logistics, warehousing, food processing, and distribution. In 2025, post-farm and retail together accounted for nearly half of all agtech funding, compared with just over a quarter the year before, reflecting investor preference for models closer to infrastructure, and supply-chain control.

Fig 4H: Trend of agtech investments over time (2016-2025)



Note: Activity is measured by the number of deals completed, regardless of their size.

Fig 4I: Agtech solutions by value over time (2016-2025)

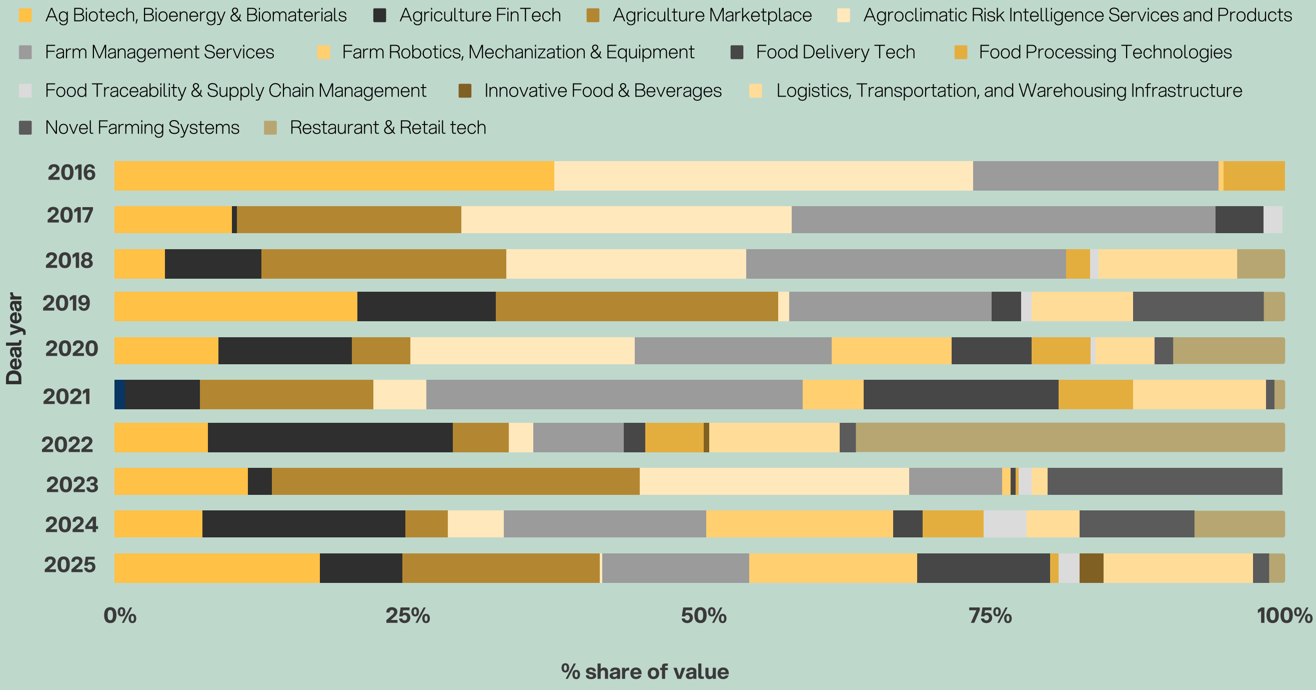
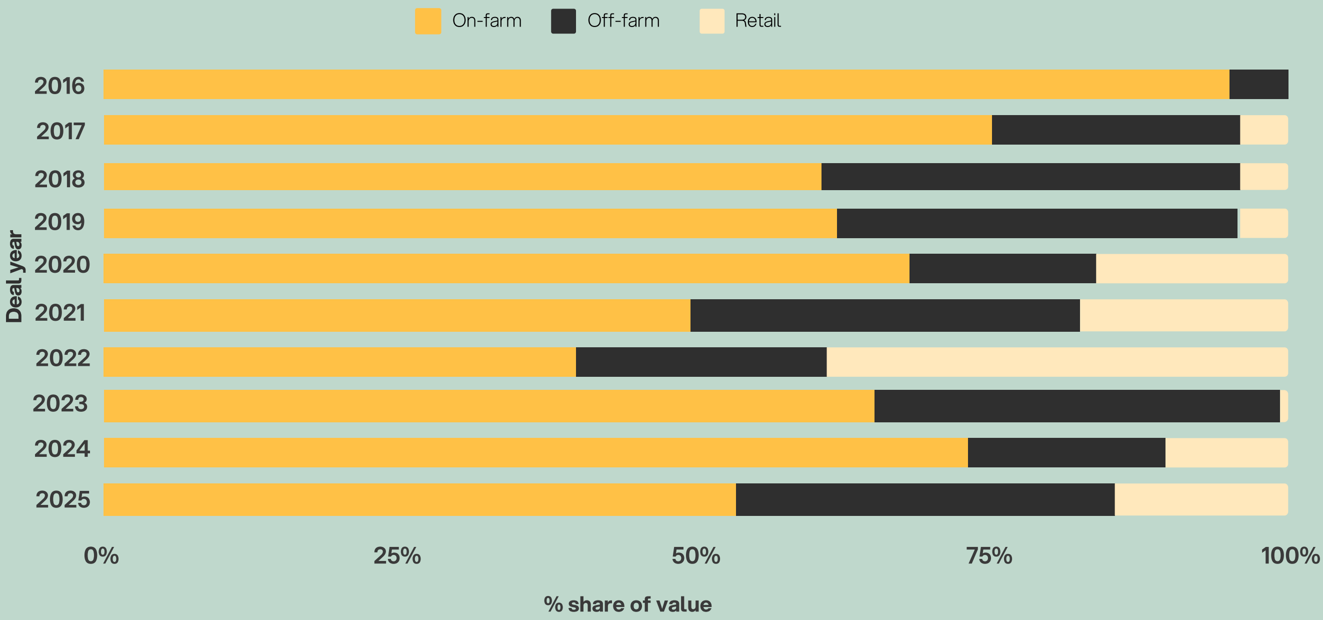


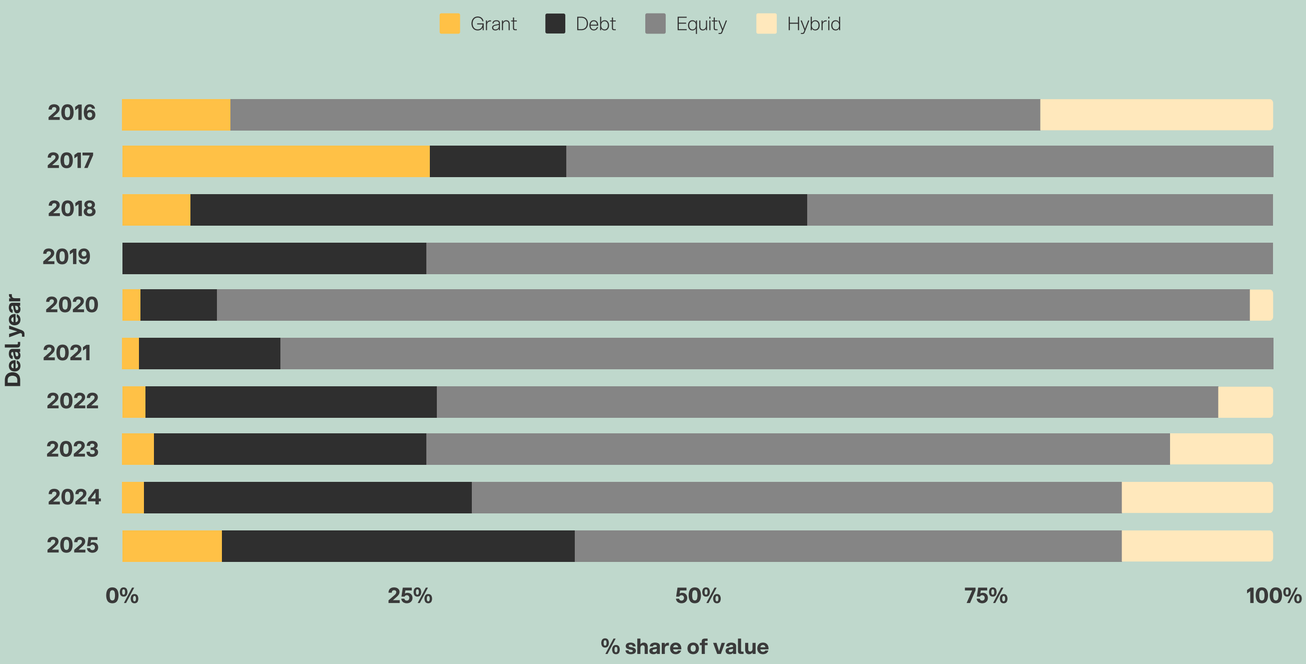
Fig 4J: Agtech investments by value chain over time (2016-2025)



At the same time, capital is becoming more concentrated and more debt-heavy Figure 4k. Ten companies captured roughly three-quarters of all agtech funding, dominated by marketplaces, agriculture fintech platforms, and integrated service providers.

Equity's share of funding continued to fall, while debt rose to nearly a third of total capital, underscoring how asset-backed and working-capital models are replacing venture-style growth funding.

Fig 4K: Agtech investments by instrument over time (2016-2025)



AgBase, data and intelligence boosting investment in agrifoodtech

AG BASE

AgBase is Briter's first sector-specific effort delivering data and analysis on agtech and foodtech ecosystems across emerging markets. Designed for founders, investors, corporates, and development organisations, it brings together real-time data, market intelligence, and ecosystem insights to support informed decision-making. The platform tracks startups, funders, deal flows, value chains, and sector trends, offering a clear view of how innovation, capital, and outcomes intersect in agriculture. Users can benchmark performance, identify opportunities, and understand where investment is flowing across the agri-food value chain. With the most comprehensive directory of agtech and foodtech companies and funders across Africa, Latin America, and Asia Pacific, AgBase provides a structured lens into the business of agriculture in emerging markets, helping users navigate complexity and act with confidence.

Electric mobility and sustainable transport

The third vertical seeing significant traction is electric mobility, although in a highly uneven and infrastructure-dominated environment. At least 38 funded companies across the continent are active in electric bikes, vehicles and related systems, yet funding is overwhelmingly concentrated: just ten companies account for more than $600 million in disclosed capital, with Spiro alone representing close to half of that total. This reflects the capital-intensive nature of the model, where a small number of operators able to finance fleets, batteries and charging networks at scale dominate investment flows, while a long tail of startups remains reliant on pilots, grants and blended finance.

This concentration is mirrored in the product composition. Most companies operate in fleet-based and platform-enabled models such as ride-hailing, ride-sharing, taxi services and commercial transport, alongside electric motorcycles, bikes and delivery vehicles. These segments attract capital because they generate predictable cash flows that can support asset financing and debt, unlike consumer EV ownership, which remains far more constrained.

Kenya has become the centre of gravity for this model, hosting the majority of the best-funded players such as Spiro, BasiGo, Ampersand and ROAM, with Rwanda, Egypt, South Africa and a handful of West African markets emerging as secondary hubs.

Ultimately, the data suggests that electric mobility in Africa is less of a broad startup wave and more a small number of scaled infrastructure bets layered on top of digital mobility platforms. Growth is real, but it is being driven by a narrow set of operators capable of structuring large capital stacks, rather than by a deep, diversified pipeline of venture-scale companies.

Fig 4L: Top electric mobility companies in 2025 by value

The inescapable rise of artificial intelligence

Artificial intelligence (AI) has moved from the margins to the centre of Africa's innovation economy, and is increasingly embedded across fintech, health, agriculture, logistics and enterprise software, reshaping how companies operate, scale and compete. Our data shows a growing number of ventures are identifying as AI-enabled, even if capital remains concentrated in a relatively small set of companies. This points to a market where adoption is broad, but scale remains still selective, with AI acting less as a standalone sector and more as a horizontal layer grounded in use cases, rather than new technology. Our research in the space sheds light on some key trends:

- AI-enabled companies make up a meaningful slice of transactions, but only a small fraction of total dollars. That is not because investors are sceptical about AI, but because most African AI companies sit in application layers rather than in model or platform layers. Training large models, building chips, or running hyperscale computing is still structurally hard in Africa. What scales instead are businesses that use AI to improve underwriting, logistics, diagnostics, customer acquisition, pricing or operations inside fintech, health, agribusiness and SaaS. These firms are raised like software companies, not like deep-tech labs, as one sees elsewhere in the world.

- AI in Africa is being pulled by tangible applications, rather than large capacity-enhancing infrastructure. Use cases such as credit scoring, fraud detection, yield prediction, medical triage or call-centre automation exist because data is messy, infrastructure is weak and margins are thin. AI becomes a way to make fragile systems work at scale. That is why payments, software development, health systems and data analytics dominate the product mix, not chatbots or foundation models.

- The geography of AI funding mirrors the broader venture map. Kenya, South Africa, Egypt and a small number of North African and Gulf-linked hubs dominate, not because talent is absent elsewhere, but because these markets have better access to customers, data, regulators and foreign capital. The concentration of high-funded players like Instadeep, Sama or Apollo Agriculture reflects this same corridor effect.

- Many of these businesses need not just equity, but also contracts, data partnerships, cloud credits, and in some cases concessional or project finance. As a result, AI is not forming a neat, venture-only vertical. It is spreading horizontally across sectors, pulling in corporates, DFIs, and development agencies alongside traditional VCs.

Fig 4M: % share of 2025 investments among AI-enabled vs non-AI companies

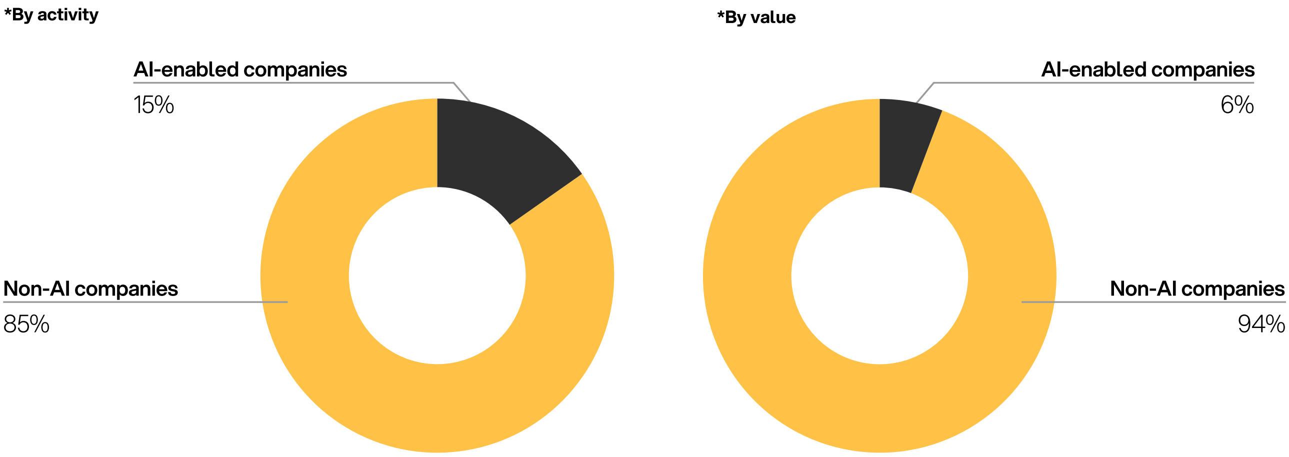
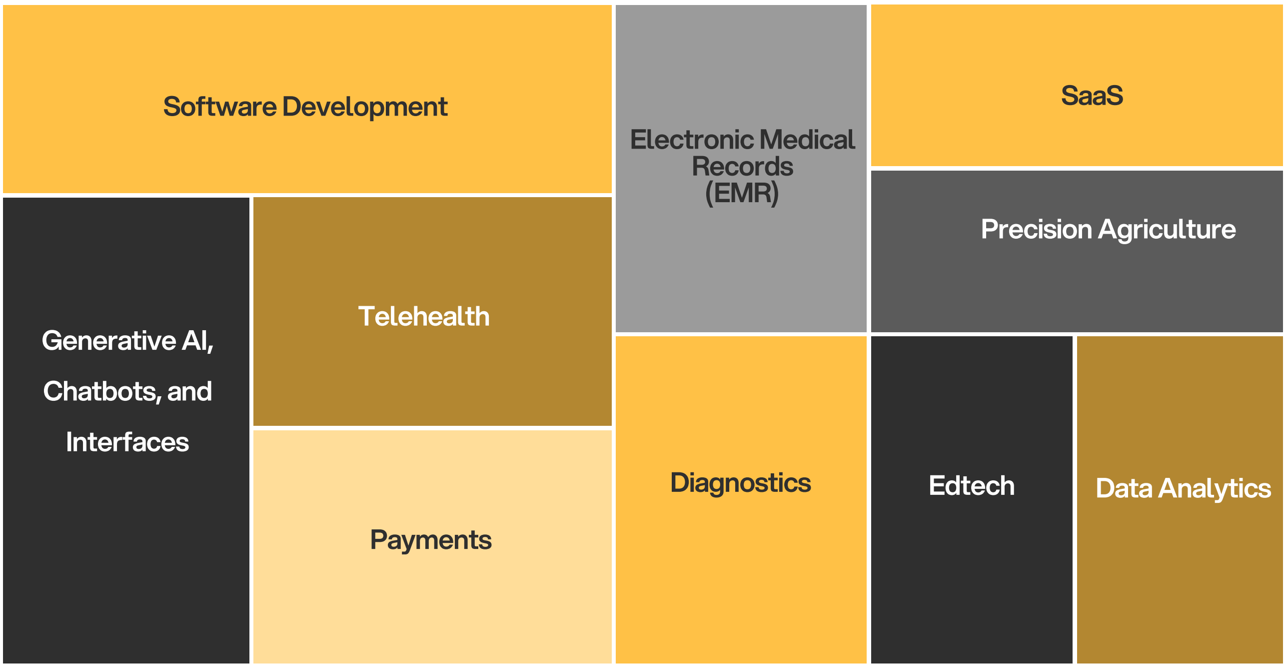


Fig 4N: Top AI-enabled company products by 2025 activity



Stages, continuum, and valley of death

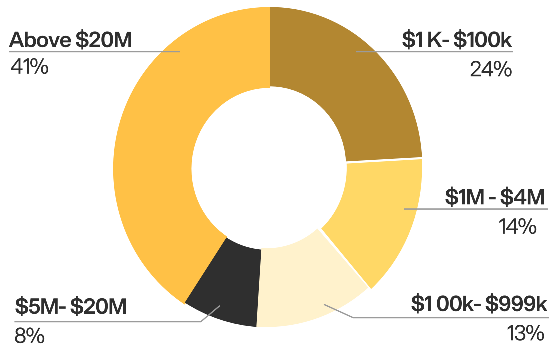
Our analysis builds on both deal size ranges and deal stage terminology, highlighting why analysing African venture activity purely through conventional "stage" labels can be misleading, and why a parallel view can provide a clearer, more consistent picture of how capital has actually flowed over time. As discussed in Chapter 6, our data suggests a move away from a single venture trajectory toward multiple, uneven routes to scale, shaped by capital availability, asset intensity, and regional realities rather than funding stage labels. In practice, this means that the 'Series' sequence may not be the only route to scale.

When funding value is viewed alongside deal counts, a clear divergence emerges. While the number of deals peaked around 2022 and then stabilised at a lower level, total capital fell much more sharply. This confirms that the market correction has been concentrated at the top end of the size distribution, with growth and late-stage capital retrenching faster than early-stage funding. By 2025, total funding shows signs of stabilisation, but remains structurally below the boom years, consistent with a more selective environment for larger cheques.

Early-stages

The number of transactions grew most visibly in the sub-$20M segments. Throughout the decade, deals between $1M and $20M form the backbone of the market, consistently accounting for the largest share of activity and anchoring ecosystem growth across multiple countries and sectors. Sub-$1M deals, particularly up to $1M expanded rapidly from 2019 onwards, peaking around 2021–2022, reflecting the growth of the early-stage funding apparatus made of angel networks, accelerators, venture studios and early-stage funds, as well as a broader base of first-time founders entering the market as investors. Even after the post-2022 correction, these smaller tickets remain structurally elevated compared to pre-2019 levels, signalling a deeper and more resilient early-stage pipeline.

Fig 5A: Activity by size in 2025



Growth-stages

In contrast, large deals have always been rare in count but dominant in volume. Transactions above $20M represent only a limited fraction of total deals in any given year, yet they account for a disproportionate share of total capital deployed, particularly during the 2021–2022 peak. The funding boom of those years is clearly driven by a limited number of outsized rounds rather than a broad-based shift in deal sizes. The subsequent decline in total funding volume from 2023 onwards largely reflects the disappearance of these mega-rounds, rather than a collapse in overall deal activity.

Fig 5B: Investments by stages over time (2016-2025)

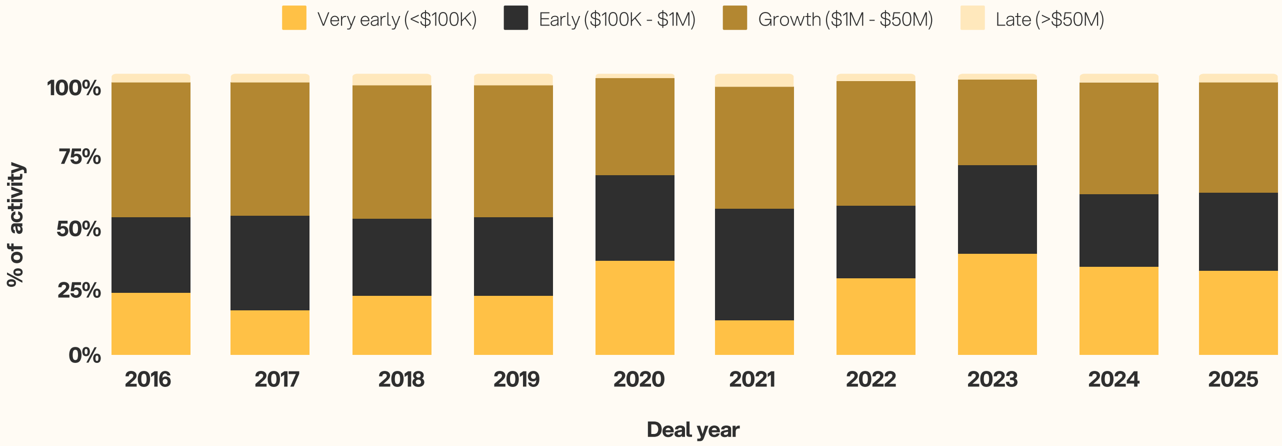


Fig 5C: Value by size over time (2016-2025)

Note: Unspecified deals are excluded

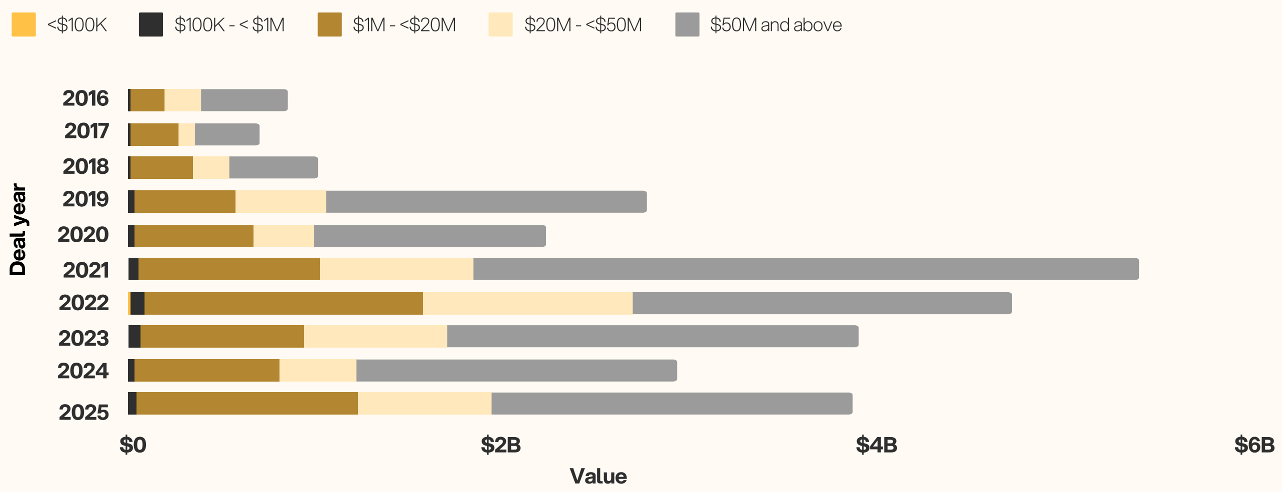
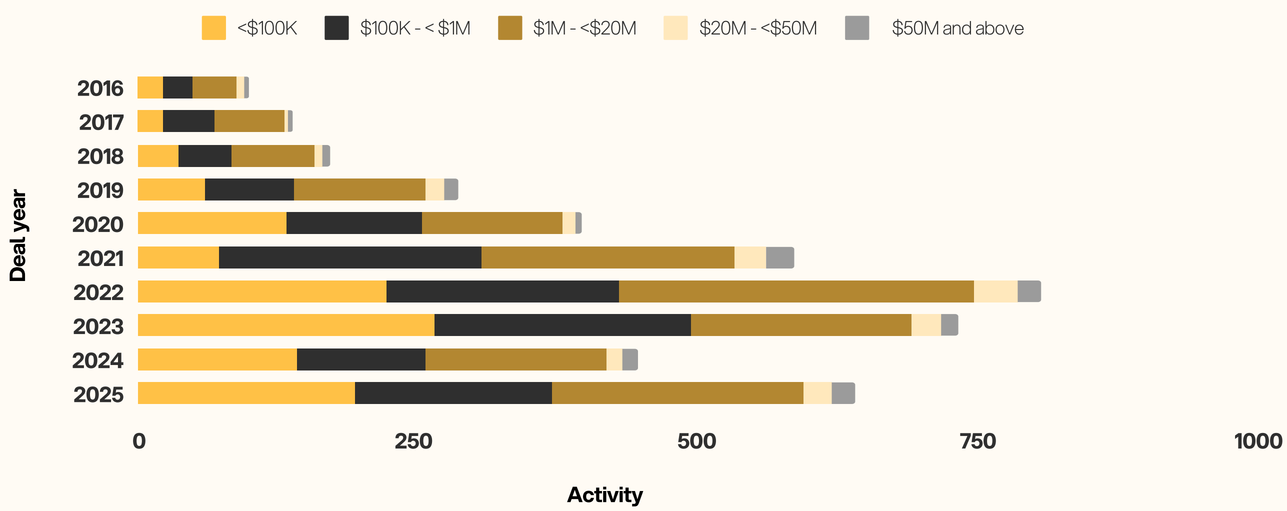


Fig 5D: Activity by size over time (2016-2025)

Note: Unspecified deals are excluded



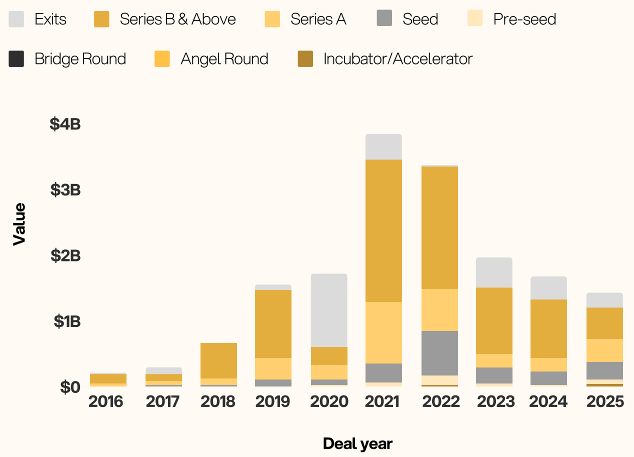
Making sense of stage breakdown

As mentioned at the beginning of the chapter, to avoid overstating or misreading stage dynamics, we opt to present the data both with and without unspecified rounds. In African markets, stage terminology is far from standardised: what is labelled as Series A, B or even growth can vary widely by geography, investor type, and deal structure, while a significant share of transactions are announced without a clear stage designation at all. Relying exclusively on labelled Series rounds risks skewing analysis toward a subset of better-documented deals, effectively cutting out a meaningful portion of real funding activity.

Showing the data with unspecified rounds included provides a fuller picture of capital flows, while the filtered view helps isolate more conventional venture trajectories.

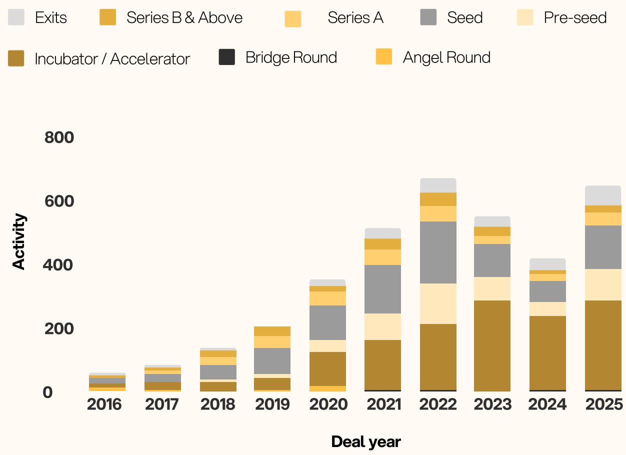
Equally, the unusually high activity attributed to incubators and accelerators is due to the fact that these organisations deploy capital at the cohort level rather than through individually negotiated rounds, resulting in a high number of small, standardised transactions that inflate deal counts without implying an equivalent impact on the overall value of funding in the ecosystem.

Fig 5E: Value by stages over time (2016-2025)



Note: Unspecified deals are excluded

Fig 5F: Activity by stages over time (2016-2025)

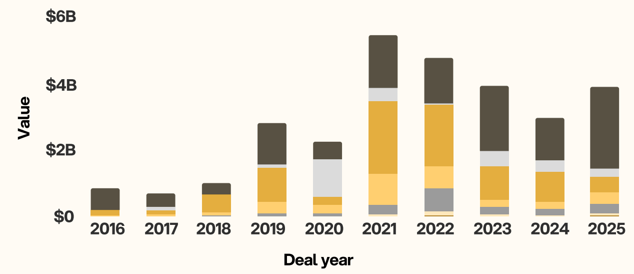


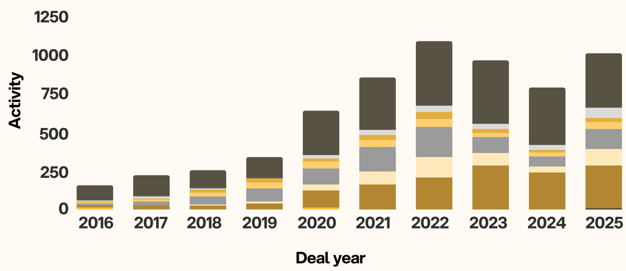
Note: Unspecified deals are excluded

Fig 5G: Value by stages over time (2016-2025)

Fig 5H: Activity by stages over time (2016-2025)

Unspecified | Exits | Series B & Above | Series A | Seed | Pre-seed | Incubator / Accelerator | Bridge Round | Angel Round





Unsung heroes: angel investors and early-stage support

Angel investors play a more flexible and recurring role in Africa's financing landscape than is often recognised. Rather than sitting at a single point in the startup journey, they step in at different stages to bridge capital gaps, provide hands-on support, and sustain companies during periods when growth funding is difficult to access. Their presence is especially important in markets where institutional early-stage capital remains thin, and where founders rely on angels not only for cash but also for expertise, networks, and guidance. In our research report Foundational trends in angel investing and networks across emerging markets, we explored the motivations and behaviours of angels, the challenges they face, and the ways they help close funding gaps across emerging markets. The research confirms that angels continue to play a vital role in building more resilient and inclusive entrepreneurial ecosystems.

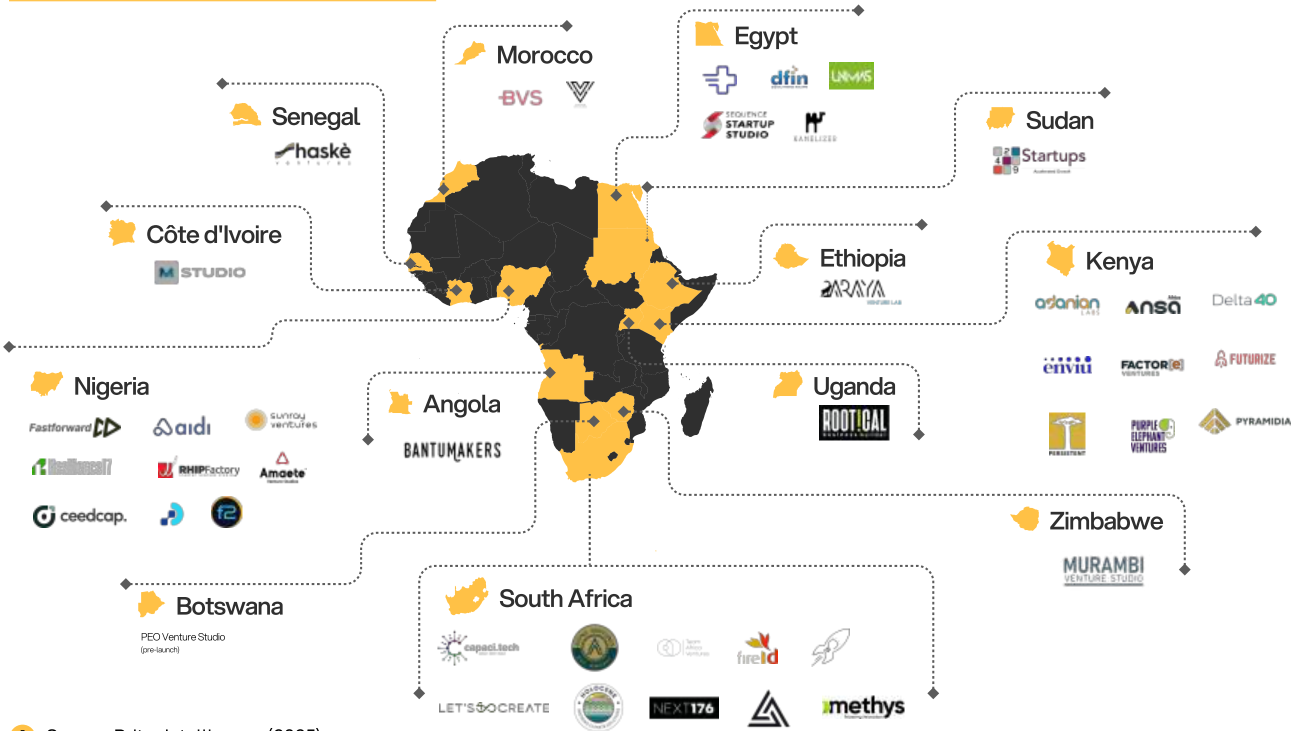
Fig 5I: Angel networks in Africa

New structures and gap-fillers: the rise of venture studios

Our recent work on venture studios highlights how this model has become a structural response to the way African startups actually grow. Rather than fitting a clean 'Seed to Series A to Series B' trajectory, most ventures move through a far more fragmented landscape of grants, pilots, early revenues, concessional capital and selective venture rounds. Our mapping of venture studios across the continent shows that active studios now span Kenya, Nigeria, South Africa, Egypt, Ethiopia, Senegal, Côte d'Ivoire, Morocco, Uganda, Sudan and Zimbabwe. These organisations do not behave like accelerators or early-stage funds. They act more as institutional co-founders, in that they originate ideas, build teams, provide engineering and product capacity, support regulatory navigation, and remain deeply involved well beyond the point at which most accelerators disengage.

As a result, their equity stakes tend to be larger and their time horizons longer, reflecting a model designed to absorb early risk and operational uncertainty in environments where standalone founders struggle to access follow-on capital. This is particularly important in markets where the bottleneck is not entrepreneurial talent, but the gap between proof of concept and investable scale. Venture studios effectively pool scarce capabilities such as technical talent, market access and fundraising expertise across multiple companies, allowing each venture to progress further before it must face the external capital market. In doing so, they create a different kind of capital stack, one in which execution, governance and financing are bundled together rather than sourced separately.

Fig 5J: Venture studios in Africa



Source: Briter Intelligence (2025)

The role of corporate venture in the ecosystem

Corporate venture activity in Africa continued to broaden in 2025, both in terms of geography and sectoral scope. What emerges across our reports and visual analyses is not simply an increase in volume, but a diversification of corporate motivations, ranging from building ground operations in African markets to extending market access and distribution channels, and long-term strategic positioning.

European corporates remain highly active, particularly in telecoms, fintech infrastructure, and energy. Orange, TotalEnergies, Engie, and Shell feature prominently across multiple markets, reflecting sustained interest in connectivity, payment rails, and the clean energy transition. In parallel, industrial and life-sciences groups such as Boehringer Ingelheim show how corporate venture is extending into health and deep-tech adjacencies, where startups often require patient capital and non-financial support to scale.

Asian corporates and financial institutions are an increasingly visible force. Japanese groups, including Nokia, Sony, SMBC, Mitsubishi, Mitsui, and Toyota Tsusho appear across strategic partnerships and investments particularly in mobility, enterprise technology, and financial services. Their engagement, often in collaboration with DFIs such as JICA and partners like BII (See Chapter 9), underscores a longer-term, corridor-driven approach to market entry rather than a short-cycle venture.

US corporates continue to anchor activity in digital platforms and payments, with players such as Google, Meta, Visa, and Microsoft supporting infrastructure, cloud, and fintech ecosystems, often indirectly through partnerships, accelerators, or venture arms. Meanwhile, Gulf-based corporates, including Yango Group and regional financial institutions, are expanding selectively across mobility, logistics, and consumer platforms.

New activity is also emerging from Latin America, with financial technology giants such as Uruguayan dLocal entering the acquisition race with Aza Finance, as they expand their footprint across emerging markets.

Finally, African corporates are also becoming more structurally embedded in venture activity. Naspers, Fawry, MTN, and Safaricom illustrate how incumbents are leveraging venture investments and acquisitions to defend core platforms, extend distribution, and internalise innovation. This signals a nascent but gradual shift from externally driven corporate capital toward stronger local anchoring.

While still in its early phases, our data show evidence of a growing corporate venture landscape in Africa becoming more global, more strategic, and increasingly diversified reinforcing its role as a stabilising and scaling force alongside traditional VC and development finance.

Fig 5K: Geographical distribution of corporate venture activity by their HQ by activity in 2025

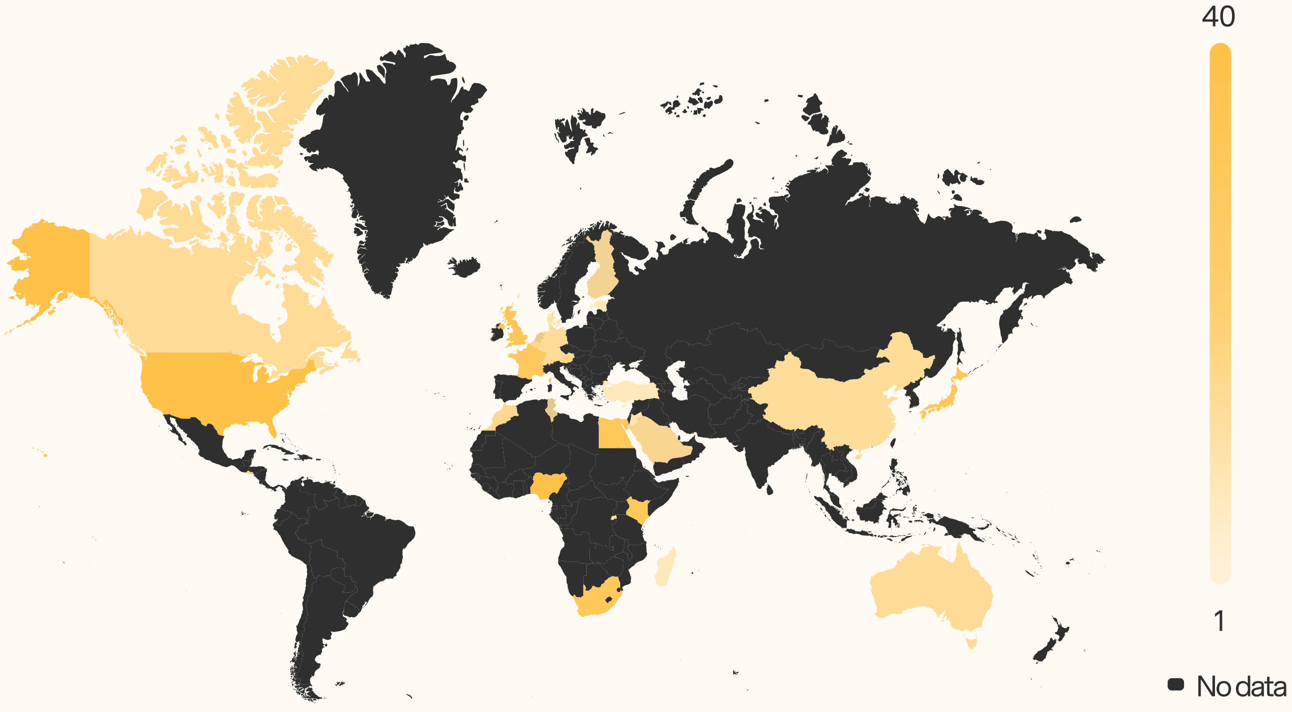
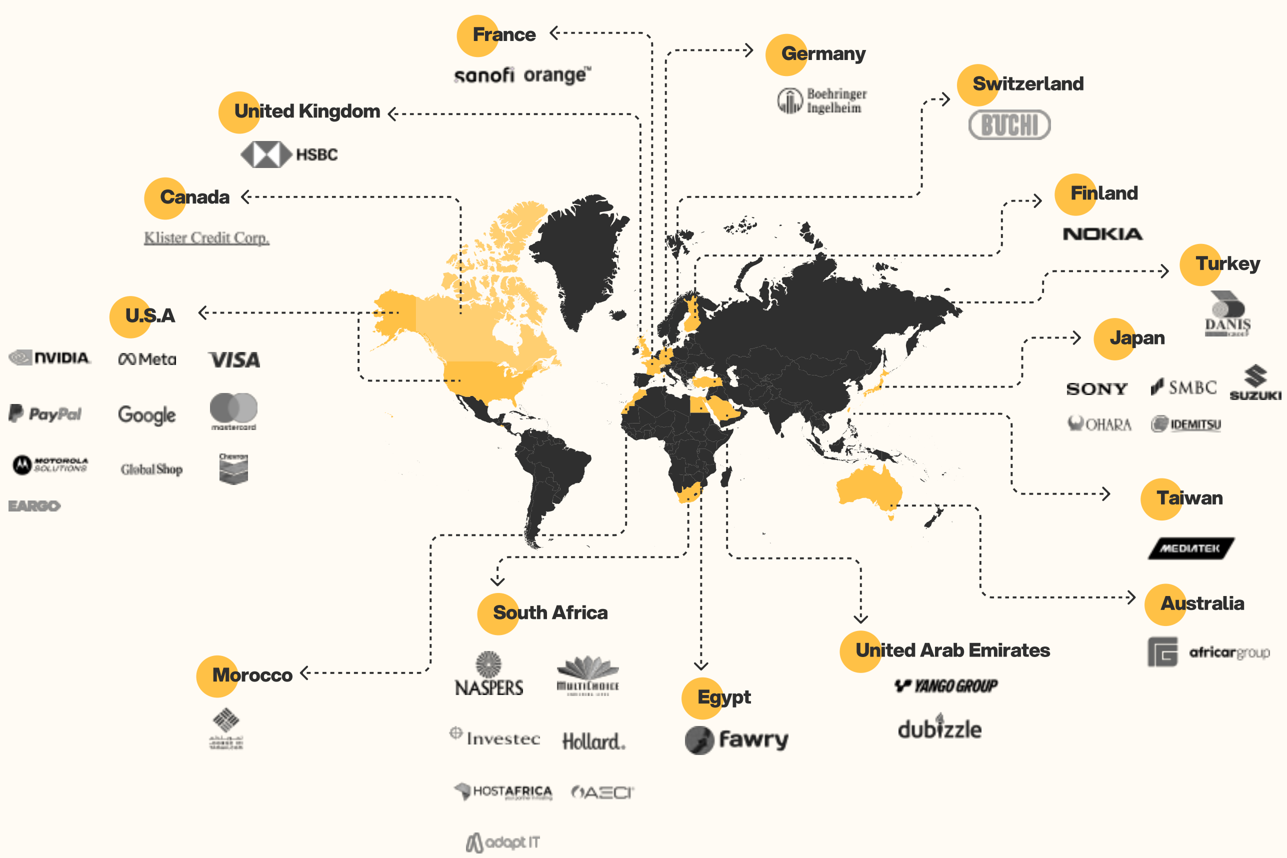


Fig 5L: Top corporates in 2025 by activity



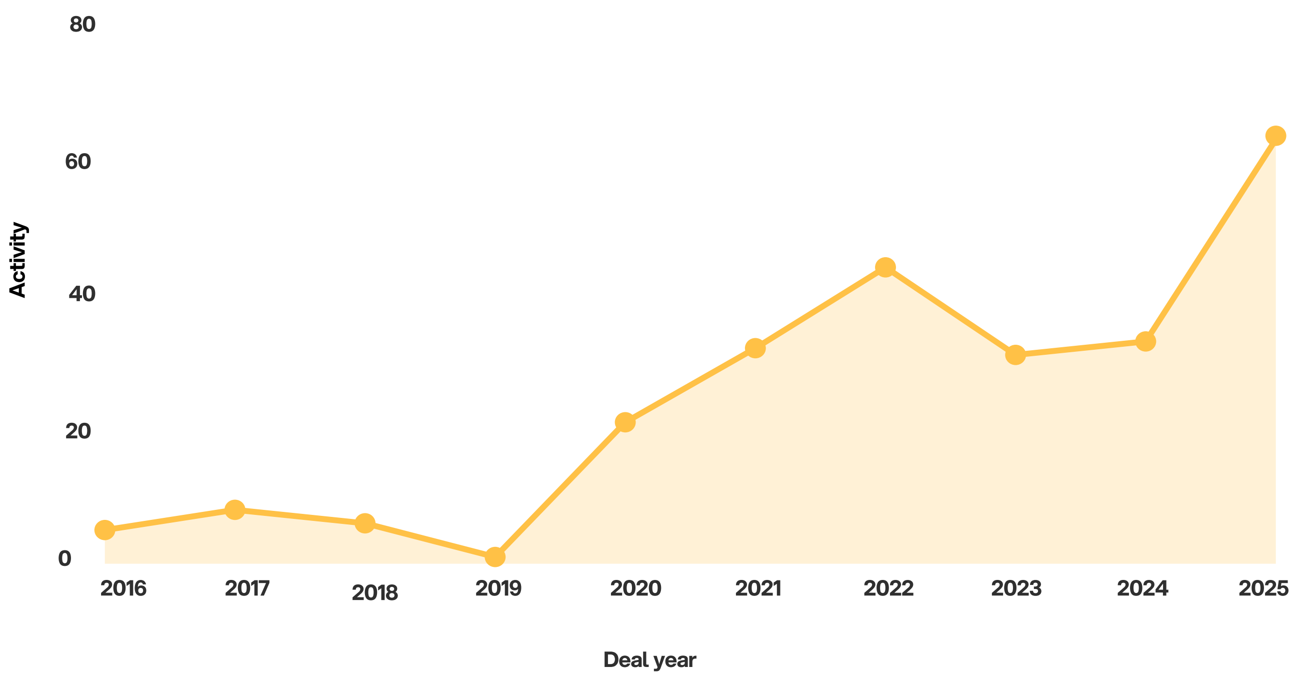
Chapter 6

Exits, Rescues, and M&As

As investors continue to view exits as the Holy Grail of venture finance, public listings remained low, while acquisitions have risen steadily over the past decade, despite a brief slowdown over the last two years, as shown in figure 6a. Exit activity in 2025 continued to recover in value, with 63 announced mergers and acquisitions recorded during the year, although transaction values remain largely undisclosed. While exits still represent a limited share of ecosystem outcomes, their composition provides important insight into how African tech markets are consolidating.

A defining feature of the year is who the buyers were. Most acquisitions were led by startups rather than corporates, banks, or private equity firms. Startup-to-startup transactions accounted for the majority of exits, while PE, non-bank corporates, and financial institutions played a relatively marginal role. This points to a phase of in-market consolidation, where better-capitalised or more operationally mature startups acquire peers to accelerate scale, enter new geographies, or absorb capabilities.

Fig 6A: Number of mergers and acquisitions over time (2016-2025)



However, not all acquisitions should be read as clear success stories. A portion of these transactions likely reflects rescues or convenience-driven outcomes, where acquired companies were facing capital constraints, operational stress, or the risk of failure. In such cases, acquisitions serve as mechanisms for asset preservation, team absorption, or market exit, rather than value-maximising exits for founders or early investors.

Sectorally, exits remain concentrated in fintech and digital financial services (DFS), followed by software, logistics, mobility, e-commerce, and health. Most transactions appear strategic in nature, focused on product integration, customer acquisition, or regulatory positioning, rather than financial buyouts or platform takeovers.

The limited role of private equity and large corporates does not indicate a lack of interest, but rather a mismatch in scale and structure. Many startups remain below the thresholds required for traditional PE or multinational acquisitions, resulting in exits that occur earlier, at smaller ticket sizes, and largely within the venture ecosystem itself.

Overall, the 2025 exit landscape reflects a market consolidating from within. Startup-led acquisitions and instances where startups acquired banks signal both growing operational maturity and ongoing fragility, as M&As are becoming both the go-to pathway to exit and equally convenient buy-outs that allow healthier companies to acquire at affordable rates.

Fig 6B: Exit categorisation by sector in 2025

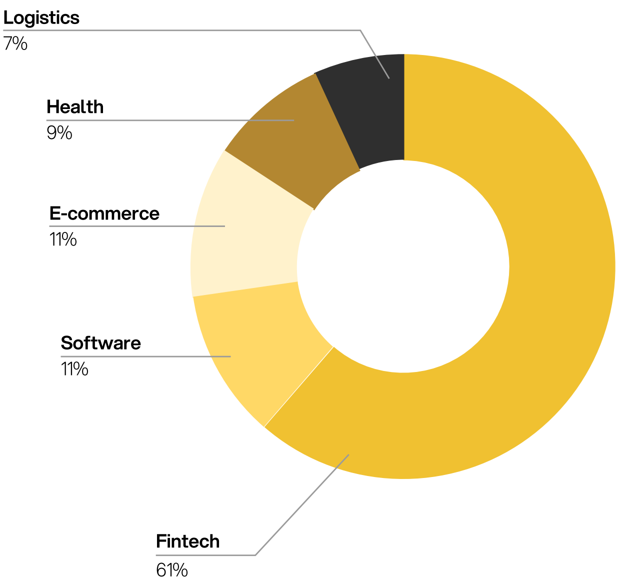


Fig 6C: Exit categorisation by product in 2025

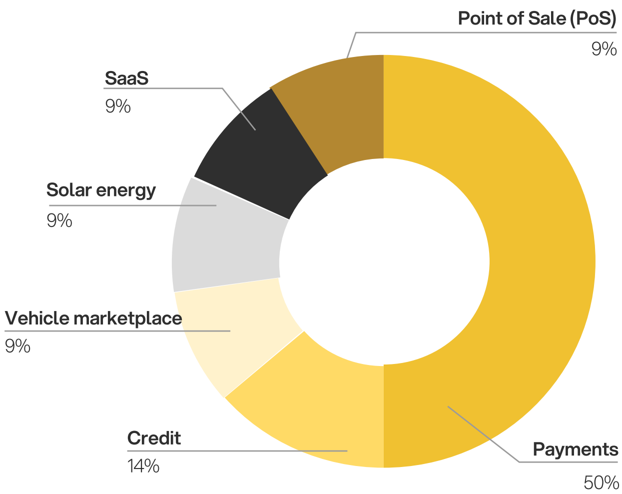


Fig 6D.1: 2025 mergers and acquisitions tracker

Acquired	Sector	Geography	Acquirer	Acquirer type
Code Zone	Software	🇪🇬	fawry	Corporate
Dirac Systems	Fintech	🇪🇬	fawry	Corporate
Virtual CFO	Fintech	🇪🇬	fawry	Corporate
hatla2ee	E-commerce	🇪🇬	dubizzle group	Corporate
PR:EPIT	Software	🇪🇬	Dsquares	Startup
RapidDeploy	Civiltech	🇿🇦	Motorola Solutions	Corporate
Riverbank	Fintech	🇰🇪	KCB Bank	Corporate
City Clinic	Health	🇪🇬	GRINTA	Corporate
Mobius Motors	Mobility	🇰🇪	SilverBox Capital	Corporate
PayTabs	Fintech	🇪🇬	Paytabs Group	Corporate
EXIPAY	Fintech	🇿🇦	stitch	Startup
G54	Internet	🇳🇬	HostAfrica	Corporate
Kashat	Fintech	🇪🇬	Raseedi	Startup
ROA	Real Estate	🇪🇬	Nawy	Startup
resrequest hospitality software solutions	Travel	🇿🇦	adapt IT	Corporate

Fig 6D.2: 2025 mergers and acquisitions tracker

Acquired	Sector	Geography	Acquirer	Acquirer type
ADVA	Fintech	🇪🇬	maseera	Corporate
bankly	Fintech	🇳🇬	C-ONE	Corporate
	Education	🇪🇬	Seesaw	Corporate
paydunya	Fintech	🇸🇳	peach payments	Startup
QARDY قردي	Fintech	🇪🇬	catalyst partners	Corporate
BAOBAB+ ENERGY. DIGITAL & MORE	Renewables	🇸🇳	BioLite	Startup
Shopa	Logistics	🇬🇭	tendo	Startup
فاتورة	E-commerce	🇪🇬	WA SO KO, مكسب maxab	Corporate
NeoSpectra™ by Si-Ware	Software	🇪🇬	BUCHI	Corporate
AZA FINANCE	Fintech	🇰🇪	d·local	Startup
mira	Hospitality	🇳🇬	Chowdeck	Startup
VITALITE	Renewables	🇿🇲	solarpanda	Startup
nairabox	Fintech	🇳🇬	Wakanow	Startup
kamtar	Logistics	🇨🇮	Logidoo	Startup
ONE RAMP	Fintech	🇺🇬	vifi labs	Startup

Fig 6D.3: 2025 mergers and acquisitions tracker

Acquired	Sector	Geography	Acquirer	Acquirer type
iKhokha	Fintech		NEDBANK	Corporate
Bank Zero	Fintech		Lesaka	Corporate
TaxTim	Fintech		Octoco	Corporate
tactful.	Software		Mohammed Hassan, Mohamed El-Masry	Angels
Sorted Chale	Travel		Luxe	Startup
SmartCrowd	Real Estate		Nawy	Startup
LawExplorer	Legaltech		Afriwise	Startup
KOTO.CI	Mobility		AUTO24	Corporate
flitaa	Fintech		roqqu	Startup
EXMGO	Health		DUAVA	Startup
EPITEK	Education		Rekindle Learning	Startup
EFFICACY PAYMENTS	Fintech		stitch	Startup
digitip	Fintech		STREET WALLET	Startup
CATHEDIS	Logistics		ORA	Startup
SHÔPING	E-commerce		admyt	Startup
ratemyservice	Software		AJUA	Corporate
PLAY.AI	Software		Meta	Corporate

Fig 6D.4: 2025 mergers and acquisitions tracker

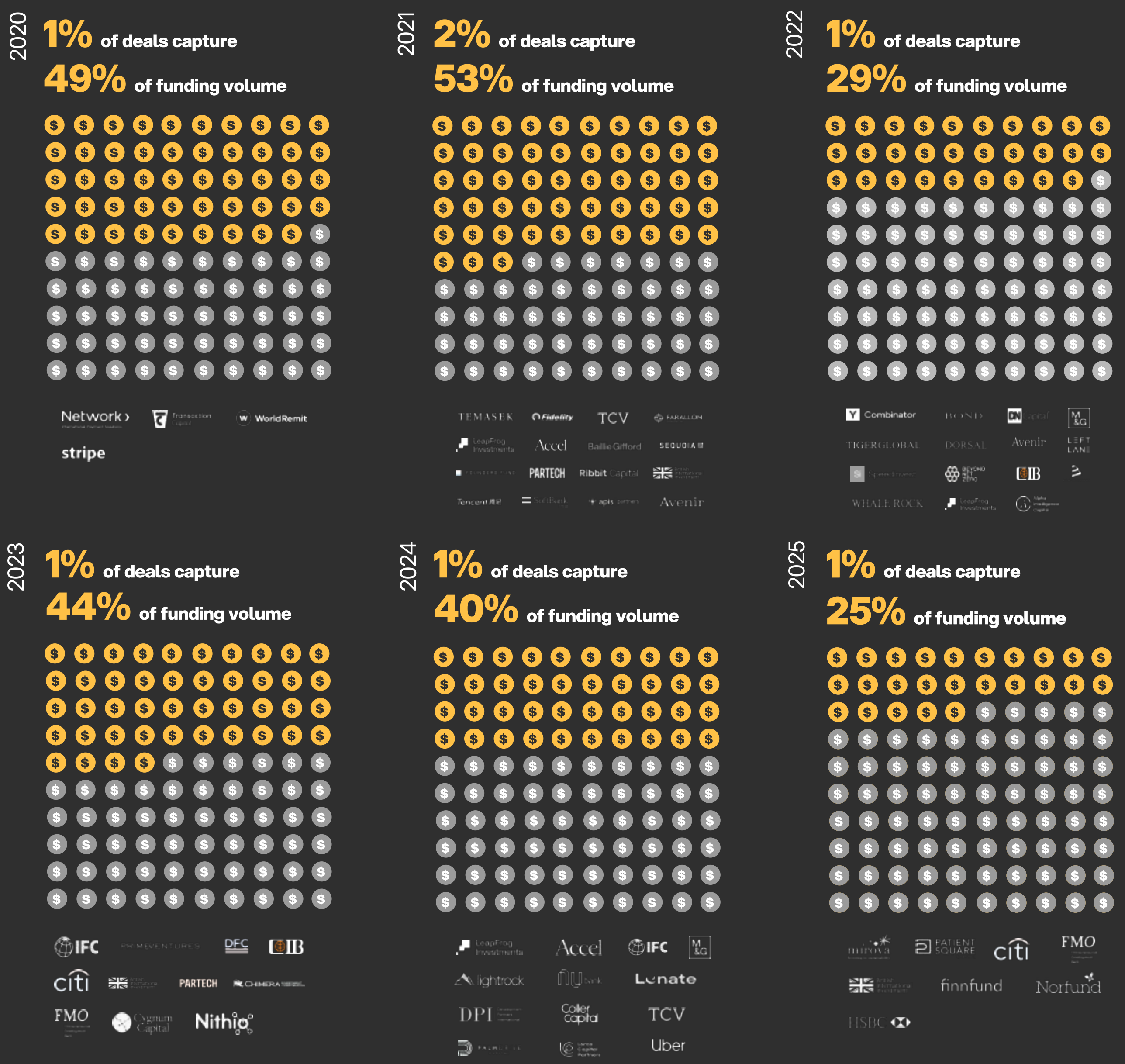
Acquired	Sector	Geography	Acquirer	Acquirer type
ANKA	E-commerce		Global Shop	Corporate
ajomoney	Fintech		Rank	Startup
ACACIA INNOVATIONS	Renewables		MASHARIKI	Corporate
mTek	Fintech		bolttech	Corporate
Namola	Health		Community Wolf	Startup
wallet doc	Fintech		CAPITEC BANK	Corporate
The Bureau	Fintech		LemFi	Startup
Madfoat.com مدفوعاتكم	Fintech		بساطة Basata	Startup
JUMIA	E-commerce		AXIAN TELECOM	Corporate
Safiyo	Data Analytics		ACKWEST GROUP	Corporate
ZUVY	Fintech		BAS	Corporate
AUTHORPAY	Fintech		pesa	Startup
Mawingu	Telcoms		PEMBANI • REMGRO INFRASTRUCTURE FUND	Startup
Bancom	Fintech		Moniepoint	Corporate

Chapter 7

The role of mega deals

Mega deals continue to exert a disproportionate influence on Africa's investment landscape. In 2025, fewer than 1% of all deals accounted for almost a quarter of all disclosed capital (25%), confirming a pattern seen across recent years, where a very small number of large transactions materially shape annual funding totals, sector rankings, and market narratives.

Fig 7A: Share of mega deals over time (2020-2025)



Note: Only foreign funder logos included

This concentration is not unique to Africa. Power-law dynamics characterise venture and growth markets globally. What is distinctive in African markets is where that concentration sits. Mega deals do not sit atop a deep layer of late-stage capital but instead act as **heavy pillars in a relatively thin growth market,** meaning each large transaction has an outsized impact on the data. The top ten funded companies alone absorbed over $1.3B, representing more than a third of all disclosed capital in the year. This shows how a limited number of companies continue to drive overall market outcomes.

Across these mega-deal recipients, three out of six are headquartered outside the continent, reflecting the continued importance of offshore corporate structures and global investor familiarity in attracting very large cheques. Equally, four out of six companies have operations beyond Africa, a point that is key to remember as this tends to dilute the total capital actually devoted to growth on the continent.

Mega deals in Africa remain highly sectoral. Over the past decade, fintech and digital financial services (DFS) have accounted for the largest share of $100M+ rounds, peaking in 2021 before moderating in recent years. Outside fintech, renewables and cleantech, mobility, and health are the other dominant recipients of mega rounds.

In 2025, this bifurcation becomes particularly clear: (1) fintech & DFS recorded two mega deals totalling $302M; (2) renewables and cleantech also recorded two mega deals but reached a much higher $456M. This reflects a structural shift: while fintech still produces large venture-style rounds, the largest capital flows are increasingly going to asset-heavy climate and energy platforms, where financing needs are driven by hardware, infrastructure, and balance-sheet scale rather than purely software growth.

Not all mega deals function in the same way. A subset behaves like conventional late-stage venture rounds, funding platform expansion, customer growth, or market consolidation. Others are closer to infrastructure or asset-backed financings.

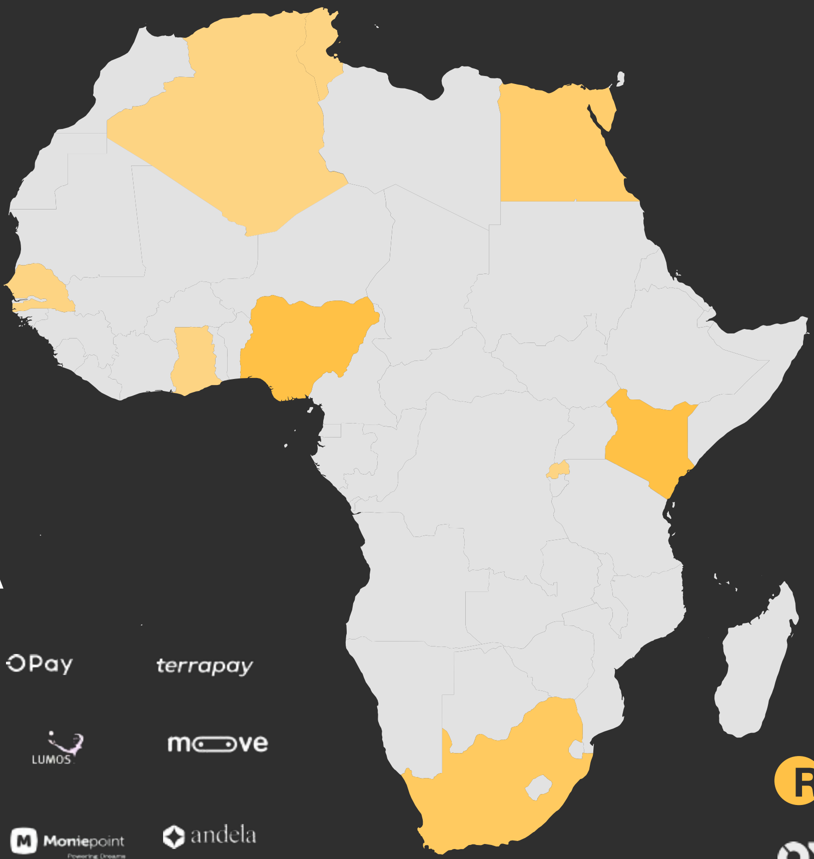
At the same time, some mega deals serve a different role: opening new corridors of capital, as these transactions bring in new investor classes, validate new financing structures, or establish new sectors as investable at scale.

Mega deals also underline the limits of reading Africa's market through a venture-only lens. Many of the largest transactions rely on blended capital stacks, combining equity with debt, guarantees, or concessional elements. This reflects the reality that scale in Africa is often financed through layered capital, rather than equity alone.

2016 - 2025

Hundred million dollar club

LIST OF COMPANIES WHO RAISED **AT LEAST $100 MILLION**



ALGERIA
Yassir

TUNISIA
InstaDeep™

EGYPT
mnt halan
fawry
valU

SENEGAL
wave

GHANA
BIMA

KENYA
sun king
M-KOPA
Chipper
DPO
CrossBoundary Energy
d.light
Twiga
WASOKO
copia
*Shut Down
Bboxx
TALA
branch
SENDWAVE
*Acquired by Zepz
spiro
burn

NIGERIA
JUMIA
OPay
terrapay
flutterwave
LUMOS
moove
paystack
Moniepoint
andela
Interswitch
PalmPay
*Shut Down
TradeDepot
ZOLA
HUSK

RWANDA
OX
Zipline

SOUTH AFRICA
onafriq
TymeBank
ZEPZ
JUMO
we buy cars
LXE HEARING
Planet42
adumo online
getsmarter with edX
stitch
SOLAR AFRICA

Note: These are companies that raised $100M or more between 2016 and 2025.

50 companies

$16b+ funding raised

2016 - 2025

Next 50

SELECTION OF **NEXT 50 MOST FUNDED COMPANIES**
(AFTER THOSE WHO HIT THE $100 MILLION MARK, BASED ON TO TOTAL AMOUNT OF DISCLOSED FUNDING RAISED.)

EGYPT

paymob, maxab, swvl, trella, Instabug, Vezeeta, Breadfast, Bokra, Nawy

KENYA

sama, BASIGO, Apollo Agriculture, SunCulture, SISTEMA.bio, VICTORY FARMS, KOMAZA, Gro Intelligence *Shut Down, ONE ACRE FUND

SENEGAL

HEETCH

GHANA

Taptap Send, mPharma, fido, PEG

NIGERIA

kuda., Yellow Card, LEMFI, FairMoney, KOBO, ThriveAgric, rensource, DAYSTAR POWER

MALAWI

Yellow

MAURITIUS

Arama Electric Group, wingu africa

SOUTH AFRICA

docfox, YOCO, RapidDeploy, candi., Syft, solarise africa, VALR, iKhokha, Carry1st, wetility, solarsaver, Bank Zero, Naked, mulilo, Clickatell

50 companies

$3b+ funding raised

Chapter 8

Investment instruments

As a venture investment–focused report, it is natural that equity stands out as the dominant instrument, both in terms of visibility and aggregate capital deployed. Equity has consistently underpinned Africa's startup funding landscape and is responsible for the bulk of funding volumes throughout the decade, particularly during peak years when large late-stage rounds drove headline growth. The surge in funding between 2019 and 2022, and the subsequent correction, are therefore best understood as equity cycles rather than shifts in overall investor engagement.

At the same time, the data points to important signs of diversification in how capital is being deployed. Debt has become increasingly prominent by value, especially in the post-2021 period, reflecting a growing appetite for venture debt, revenue-based financing, and other structured instruments. This trend is closely linked to the maturation of parts of the ecosystem, notably fintech, energy, logistics, and asset-backed models, where companies have clearer cash flows and where founders are seeking alternatives to highly dilutive equity in a more selective market. In parallel, grant activity has expanded meaningfully at the level of deal count, even if it remains small in value terms. The rise in grants and awards reflects sustained engagement from development finance institutions, foundations, bilateral programmes, and innovation challenge platforms, particularly in impact-driven areas such as energy, mobility, health, agriculture, and digital public infrastructure. During the market slowdown, these non-dilutive instruments have played a stabilising role, supporting early experimentation, pilot deployment, and first-market entry at a time when commercial capital has tightened.

This evolution is closely aligned with, and in many ways underpins, our work on defining the capital stack: a framework that looks beyond single-instrument funding and instead maps how different forms of capital combine across stages, risk profiles, and business models.

Fig 8A: Instruments by value over time (2016 - 2025)

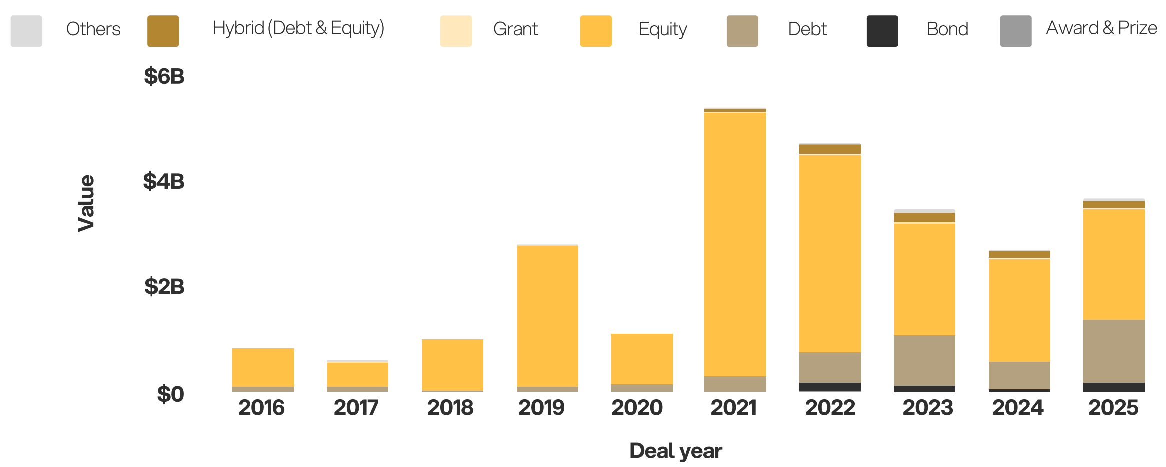
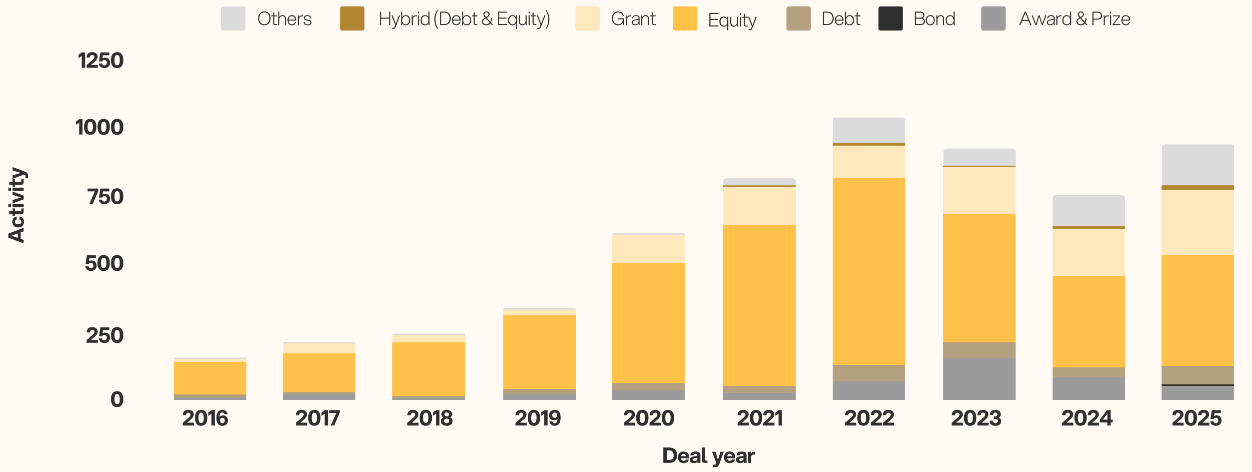


Fig 8B: Instruments by activity over time (2016 - 2025)



Note: Convertible and crowdfunding added as 'Others'

Fig 8C: Instrument by value and activity in 2025

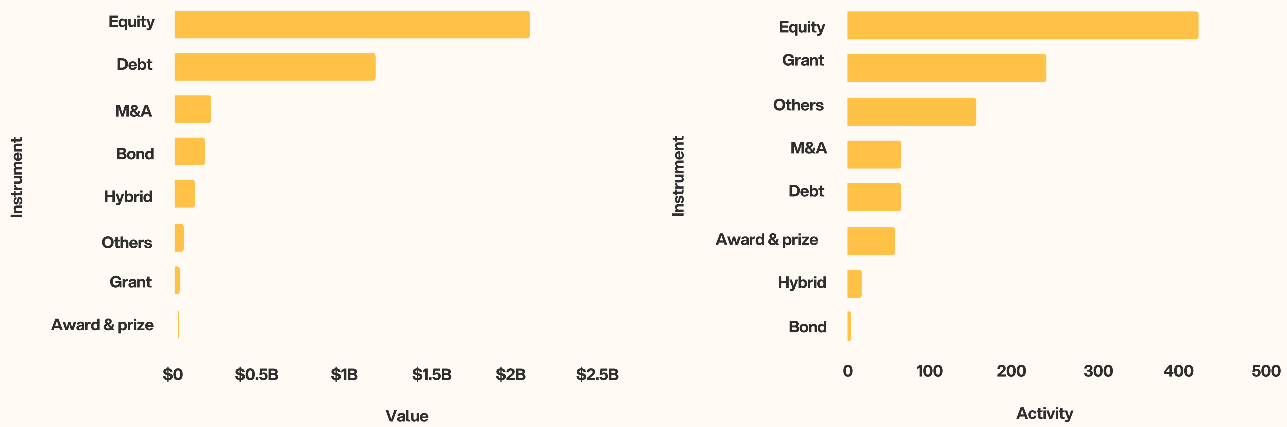
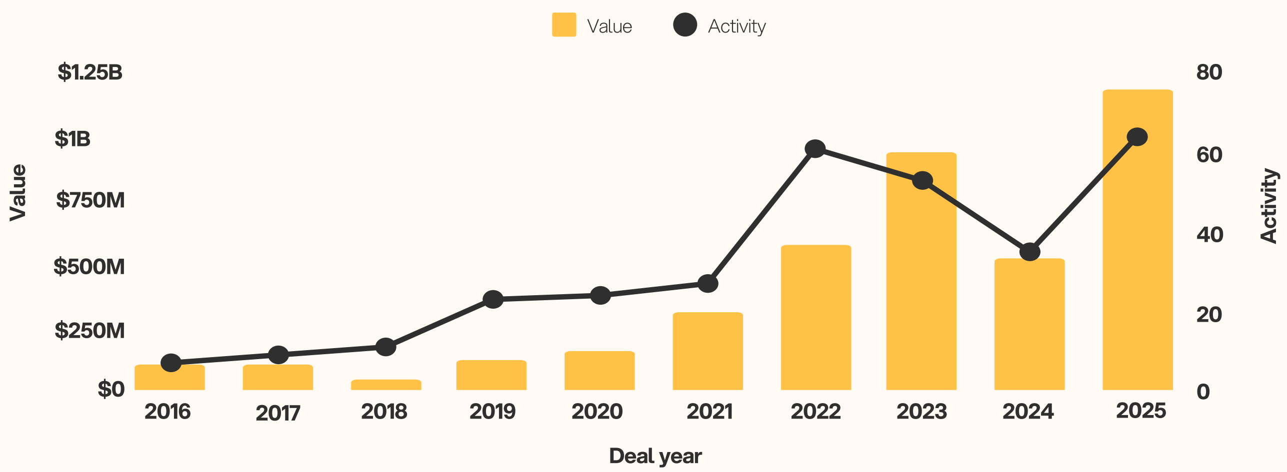


Fig 8D: Debt financing over time (2016 - 2025)



> Depth financing has now become a significant part of capital for startups. It means more and more startups have reached the maturity and predictability required [to access new types of financing beyond equity].

Tidjane Deme

General Partner at Partech

The role of development and concessional finance

Data shows how deeply institutional and development capital is embedded across Africa's venture and impact investing ecosystem. A large share of active vehicles are backed by DFIs, multilaterals, and public development agencies such as BII, EIB, FMO, Proparco, Norfund, the European Commission, and the World Bank, who are invested in funds across climate and energy, financial inclusion, health, SMEs, and technology more broadly, often through equity, debt, guarantees, and blended structures. This reflects a defining feature of African venture markets: much of the risk capital that enables private VC and growth equity to operate is underwritten by public or quasi-public capital, which provides anchor commitments, first-loss layers, or risk mitigation that makes commercial participation viable. Rather than being confined to "impact" niches, this development-linked backbone now supports much of the continent's venture infrastructure, shaping which sectors can scale, how funds are structured, and why instruments beyond pure equity are so central to Africa's capital stack.

Figure 8E: Most active development and concessional funders in 2025

DFIs

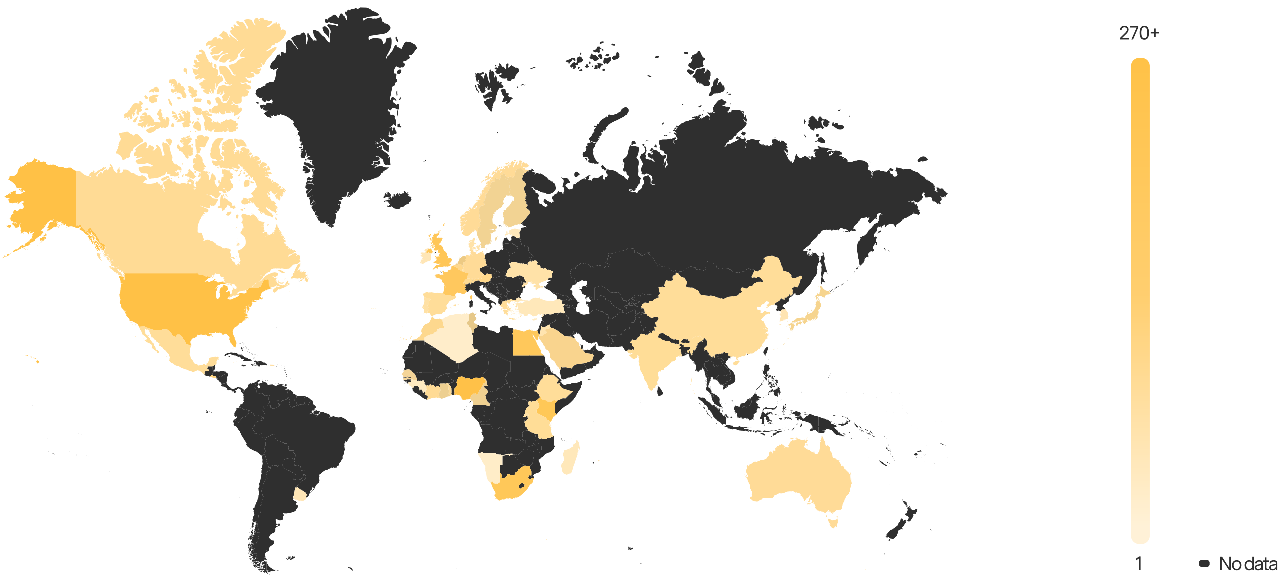
DFC U.S. International Development Finance Corporation
British International Investment
FMO Entrepreneurial Development Bank
Norfund
PIDG Private Infrastructure Development Group
bpifrance
IFC International Finance Corporation World Bank Group
PROPARCO Groupe AFD
EDFI
Swedfund
KFW DEG
finnfund
European Bank for Reconstruction and Development
African Development Bank Group
TDB Trade & Development Bank

FOUNDATION

Gates Foundation
elea
fondation BOTNAR
Bayer Foundation
Zurich Foundation
Internet Society Foundation
FOUNDATION (Tony Elumelu)
DRK Foundation
mastercard foundation
Shell Foundation
Stellar Development Foundation
Philips Foundation

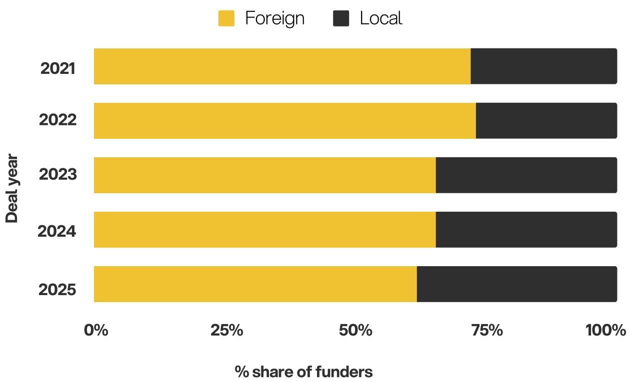
The global origins of capital

Fig 9A: Geographical distribution of 2025 funders by their headquarters



African venture funding remains fundamentally international in origin, but the composition and dynamics of that capital have evolved meaningfully over the past decade. The data shows that a majority of funders participating in African deals are headquartered outside the continent, with North America and Europe continuing to play a dominant role. The United States remains the single most active source of capital by number of deals, followed by the United Kingdom, France, Canada, and a growing cohort of investors based in the Gulf. This reflects long-standing structural factors: deeper pools of risk capital, established fund management ecosystems, and historical commercial ties to African markets. That said, the picture is no longer one of purely external capital flowing into Africa. Local and Africa-based funders now represent a stable and gradually increasing share of total participation, particularly from 2023 onwards. While local capital dipped during the peak years of global exuberance, when large foreign-led rounds dominated activity, it has rebounded as markets corrected. By 2024 and 2025, Africa-based investors account for roughly 40% of active funders, signalling a strengthening domestic investment layer that is less cyclical and more embedded in local ecosystems.

Fig 9B: % of funders headquartered in Africa vs out of Africa



The growing role of non-Western capital

Japanese doubling down on Africa

Geographically, the origins of foreign capital are also diversifying. Beyond the traditional dominance of the US and Europe, Gulf-based investors are emerging as a more visible cohort, alongside selective participation from East Asia. This aligns with broader shifts in global capital allocation, where strategic investors, sovereign-linked entities, and corporate groups are increasingly engaging with Africa through venture, growth equity, and structured vehicles rather than pure FDI alone. Japan has quietly become one of the most active and structurally important sources of external capital in the continent's venture and impact ecosystem.

This shift is documented in our 2025 report which analysed over $1.8 billion in disclosed deals to map the emergence of a Japan–Africa innovation corridor. The analysis shows how, while many short-term or first-time overseas investors pulled back as global markets tightened earlier in the decade, Japanese actors expanded their footprint, increasing both direct investments and co-investment partnerships, particularly alongside UK institutions. The result has been a steady flow of patient, strategically aligned capital into sectors such as fintech, health, energy, mobility, and enterprise technology, often structured through longer-term relationships rather than one-off venture rounds. Japan's mix of DFIs, corporates, banks, and venture investors now forms a core part of Africa's external capital stack, reinforcing that the continent's innovation economy is increasingly shaped by Asia–Africa and UK–Asia corridors, not just US and European venture flows. More than 60 Japanese funders have backed African companies across 30+ sectors and 190+ investments, spanning venture capital, corporate venture arms, banks, trading houses, accelerators, and public agencies. This investor base is unusually broad. On the private side it includes SoftBank Vision Fund, Mitsubishi Corporation, Mitsui & Co., Sumitomo Corporation, Toyota Tsusho, Sony Group, MUFG, SMBC, SBI Group, Monex Ventures, DG Ventures, Globis Capital Partners, Global Brain, Samurai Incubate, Kepple Africa Ventures, UTEC (University of Tokyo Edge Capital), and Nissay Capital. On the public and quasi-public side it is anchored by JICA, JBIC and JETRO, which work alongside corporates and VCs to structure capital, guarantees and partnerships.

> **After years of learning, Japanese investors are now engaging more deliberately with both startups and funds. What is particularly exciting is the mix of public and private capital coming from Japan, bringing not only funding but also alternative financing structures, supply chain support, and pathways into new markets.**

Riki Yamauchi

Director at Novastar Ventures

Japanese funders active across Africa's Innovation Landscape

Fig 9C: Japanese investors focused on Africa

60+ Direct Funders

190+ Direct Investments

ACCELERATORS

- Project NINJA
- UNDP

GOV. AGENCIES

- JBIC – Japan Bank for International Cooperation
- JETRO – Japan External Trade Organization
- JICA

VCs & PEs

- CJS
- global brain
- MISTLETOE
- tsi
- Tokyo Founders
- GLOBIS Capital Partners
- UTEC
- DEEPCORE
- HAKOBUNE
- SBI Investment
- THE GOGIN CAPITAL
- NISSAY
- value create VENTURES
- DRONE FUND
- Headline
- KEPPLE AFRICA VENTURES
- Ms music securities
- Sunny Side Venture Partners
- SAMURAI INCUBATE
- ICJ Inclusion Japan
- UNCOVERED FUND

CORPORATES & CVs

- AET FUND
- cfao
- DG Ventures
- SKYLIGHT
- HOKKOKU FINANCIAL HOLDINGS
- Link-U
- OHARA
- mobility54
- AAIC Asia Africa
- SMBC
- MITSUBISHI
- Sumitomo Corporation
- SBT
- sojitz
- MITSUI & CO.
- SoftBank Vision Fund
- SHEOS CAPITAL WORKS
- MONEX Ventures
- enigmo
- MIRAI Innovation Fund
- Dai-ichi Life Holdings
- aucfan
- Eisai
- MUFG
- SONY
- KYUDEN INTERNATIONAL
- MOL 商船三井
- SBI GROUP
- SOMPO
- NORINCHUKIN

The Gulf as a strategic and financing partner for Africa's ventures

In addition to Japanese investors, our data shows that Africa's capital base is also being reshaped by a fast-deepening Gulf–Africa corridor, driven less by speculative flows and more by long-term strategic alignment. Capital from the Gulf, channelled through actors such as Mubadala, ADQ, ADIA, PIF, QIA, Investcorp, and Saudi Aramco, spans food systems, logistics, finance, energy, telecommunications, and infrastructure, with a growing share flowing into African technology companies. This capital is deployed through a coordinated architecture of sovereign wealth funds, corporate groups, venture arms, banks, and founder networks, anchored in the UAE and Saudi Arabia, and it enters through a combination of large direct investments and a growing share flows via LP positions in North African and Pan-African venture funds, such as Flat6Labs, Global Ventures, BECO Capital, Wamda, Algebra Ventures, and Shorooq, creating a structured corridor through which market intelligence, capital, and co-investment pathways scale into East and West Africa.

Fig 9D: Gulf investors focused on Africa

UNITED ARAB EMIRATES

global. ventures · wamda capital · PLUS.VC · SHOROOQ PARTNERS · dai Dubai Angel Investors · FasterCapital · VENTURESOUQ · nuwa CAPITAL · EQ · BECO CAPITAL

KUWAIT

ARZAN VENTURE CAPITAL · ABK · RAYA · National Investments Company · KISP VENTURES · Baims

OMAN

otf Oman Technology Fund · otf Jasoor Ventures · otf Wadi Accelerator · Oman Investment Fund · eMushrif

BAHRAIN

alBaraka Bank · DHAMAN · Lamar Holding

QATAR

QNB · QIC Qatar Insurance Company

SAUDI ARABIA

RAED VENTURES · Nama Ventures · KHWARIZMI VENTURES · STV · VISION VENTURES · outliers · HALA ventures

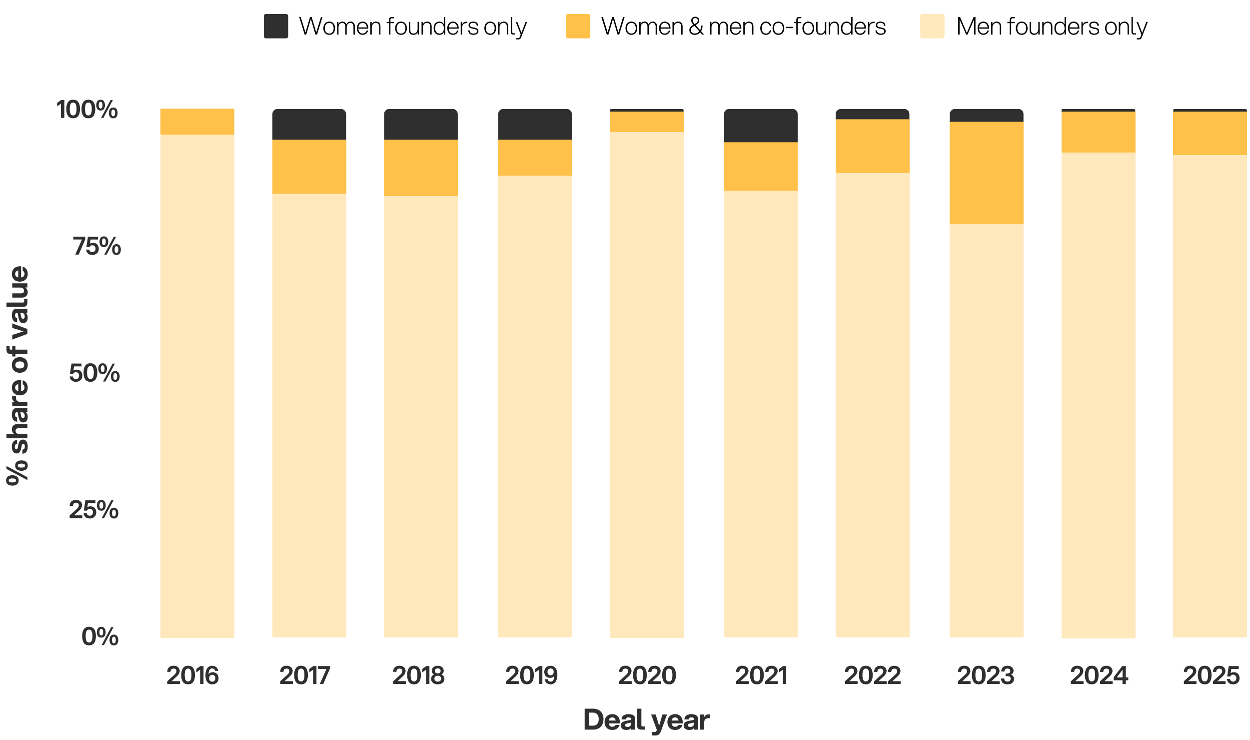
Chapter 10

Inclusion and access for women

Companies founded by women-only teams account for less than 1% of the total value in 2025, despite having a 12% share of deal activity in the same year. This gap between capital allocation and participation persists year on year, with only marginal variation, indicating that the constraint is structural rather than cyclical. The divergence becomes especially clear when separating volume from count. Women-only teams appear more frequently in the deal flow, but at significantly smaller ticket sizes, resulting in a funding share that remains close to the margin even as participation increases. In other words, women founders are present and transacting, but predominantly at the lower end of the capital spectrum.

Women-only teams tend to be more visible in impact-oriented areas, particularly health, agriculture and agtech, and education, where business models are often closer to service delivery, community engagement, and early-stage innovation. These sectors show relatively higher participation by women founders in deal counts, even if this does not translate into proportional funding volumes. By contrast, capital-intensive and later-stage segments remain far less accessible, reinforcing the volume gap. This pattern holds even within these impact sectors. The constraint is less about which sectors women founders operate in and more about how far they are able to progress in their fundraising journey.

Fig 10A: Share of value by founder gender (2016-2025)



The data also shows a strong skew towards smaller, often non-equity-based instruments in the funding journeys of women-only teams. This reinforces a dynamic where early activity is supported, but progression into larger, growth-stage capital remains constrained. The result is a pipeline that is active at the top but narrows sharply as capital intensity increases. Dr Lelemba Phiri from Enygma Ventures, explains that "a constant in deploying and raising capital for women entrepreneurs is the misalignment between how capital is structured and how women-led businesses actually grow. Many are capital-efficient and revenue-generating, yet assessed against frameworks designed for very different trajectories. What's emerging is a recognition that scale requires not just more capital, but better-structured capital paired with technical support and realistic timelines."

The types of funders backing women founders further underlines this point. Banks, foundations, development actors, and a limited number of venture and angel investors dominate participation, with relatively low repetition across deals. This indicates engagement, but not yet depth or continuity of capital. Taken together, the gender lens does not point to a lack of entrepreneurial activity, nor to an absence of sectoral relevance, and it instead highlights a misalignment between participation and magnitudes of capital, reinforcing the importance of analysing funding not just by who receives it, but by how, at what stage, and through which instruments. This is precisely why understanding the capital stack and the transitions within it remains central to interpreting gender dynamics in African innovation ecosystems.

> **A constant in deploying and raising capital for women entrepreneurs is the misalignment between how capital is structured and how women-led businesses actually grow.**

Dr Lelemba Phiri

Founder and Partner,
ATG Samata

Fig 10B: Most active funders to women founders over time (2016-2025)

village capital
Gates Foundation
CRE
develoPPP
TULLOW
Google for Startups
500
Y Combinator
mastercard foundation
GENERATION AFRICA
standard chartered
unicef | startup lab
FINCA Ventures
Future Africa
ShEquity
Alitheia
Standard Bank
ENYGMA VENTURES
AWDF AFRICAN WOMEN'S DEVELOPMENT FUND
janngo

Note: Analysis based on funders with at least 1 deal in a company that has at least 1 woman co-founder

Africa and emerging markets in comparison

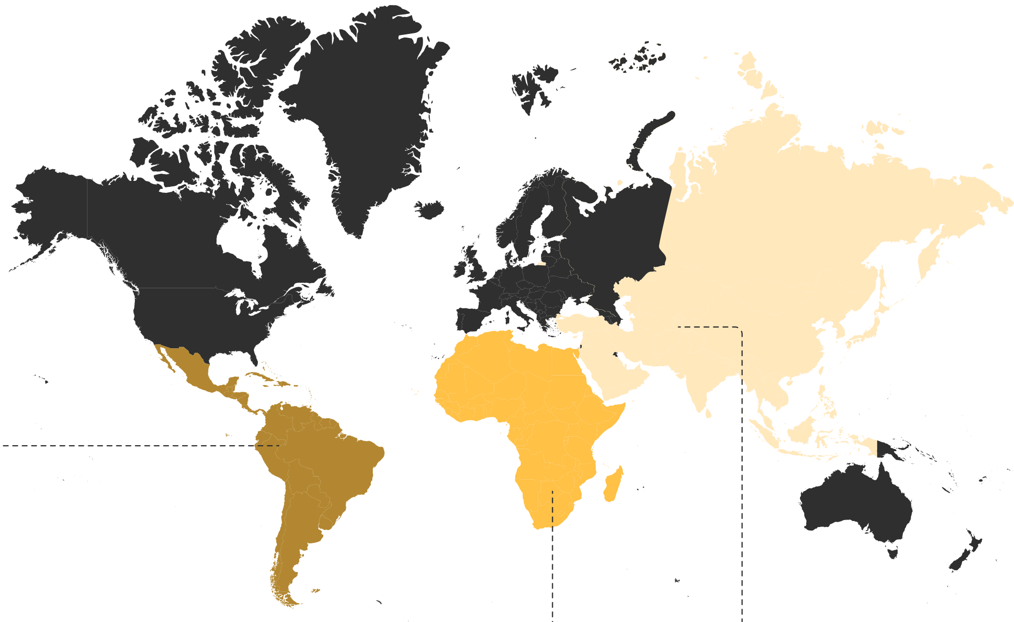
When Africa's ecosystems are compared with Latin America, South Asia, and South East Asia through their highest transactions (capped at fifty largest deals), a clear pattern emerges. Fintech and digital financial services dominate the upper end of all three markets. In Africa, companies such as Zepz, Wave, MNT-Halan, OPay, Flutterwave, Paystack, Interswitch, Chipper and Moniepoint play a role similar to Nubank, Mercado Pago, Creditas and Ualá in Latin America and Paytm, PhonePe, GCash and Grab Financial in Asia. Payments, lending and cross-border money movement remain the most reliable routes to scale across emerging markets.

Where Africa diverges is in the composition of its largest non-fintech deals. In Latin America, the top of the market is dominated by equity-funded technology platforms in commerce, logistics, and software. In Africa, a significant share of the largest transactions are raised by climate and infrastructure-linked companies such as d.light, Sun King, CrossBoundary Energy, SolarAfrica and Spiro, whose growth depends on asset-backed financing, debt, and blended structures rather than venture equity alone. This makes Africa's largest rounds heavier, rarer, and more sensitive to financing structures than those in peer regions..

Asia sits in a different position again. Its top deals include not only late-stage venture rounds but also IPOs and large public-market transactions, with companies such as Zomato, GoTo, Ant Group and Reliance Retail shaping the upper end of the distribution. The geographical distribution of funding is also different. Africa's largest deals remain highly concentrated in the Big Four, and a meaningful share of large rounds is raised by companies headquartered outside the continent, even when their core operations are African. In Latin America, the largest companies are more tightly anchored in Brazil and Mexico, while Asia's are concentrated in India and Singapore, reflecting deeper domestic capital markets and corporate ecosystems.

Taken together, the data show that Africa's funding dynamics are not simply smaller versions of those in other emerging markets but rather prove that the African continent shares the same global fintech engines, but it also carries a much heavier burden of energy, mobility and infrastructure finance, which reshapes how scale is funded and why Africa's top deals look different in both size and structure.

Fig 11A: Top 50 deals by region



LATAM

PLATA
VEMO
merama
solfácil
Klar
ume.
kapital
eden
omie
Canopy
CLARA
Rappi
Genneia
ualá
buk
SOLINFTEC
QITECH
toku
paytrack
vammo
Be8
Solenium
Mendel
AZOS
Motorista PX
ENTER
beld
kanastra
onfly
ISA SAÚDE
FinMaq
MOMBAK
A5X
pagaleve
capim
velotax
neon
alice
Comfrut
rivio
Arvo
Remitee
LEMON
somos
Darwin Seguros

Africa

sun king
ZEPZ
d.light
wingu africa
LXE
SOLAR AFRICA
mnt halan
spiro
solarsaver
bokra
LEMFI
enko
entersekt
Capi
candi.
ColdSolutions
paymenow
Mawingu
Moment
djamo
REVIBE
OmniRetail
iKhokha
QARDY
Moniepoint
NAWAH
valU
CrossBoundary Energy
Nawy
Naked
wetility
wallet doc
burn
Bank Zero
Zeepay
Ctrack
mulilo
stitch
nextProtein
GOZEM
HAKKI
kredete
wave

Asia

manus
Digital Edge
Groww
LeapFinance
capillary
kuku
RAPHE mPhibr
meesho
Syfe
Airwallex
pine labs
Centurion
ULTRAGREEN.ai
triv
zepto
PHYSICSWALLAH
pbhealth
ATHER
moengage
wakefit
GOLDI SOLAR
BLUESTONE
lenskart
Urban Company
bolttech
DAYONE
snapmint
Princeton Digital Group
Jumbotail
AMPERSAND
NEOLIV
PORTER
supabase
VPBANK
wework
UNIPHORE
mirxes
Thunes
TECHCOMSECURITIES
darwinbox
dhan
GreenLine
WAAREE

Chapter 12

From consolidation to reconfiguration

Briter's Africa Investment Report 2024 showed a tech ecosystem which had moved out of the 2021–22 expansion phase and into adjustment. As such, it focused on a number of trends among which:

1 **The consolidation after the boom**: deal volume was lower, but funding had not collapsed, supported instead by a smaller number of large transactions. The ecosystem kept growing, though unevenly and increasingly polarised.

2 **The missing middle**: one of the most visible gaps was in the middle of the market. Early-stage activity remained strong, and a few late-stage companies continued to attract capital, but the space between them was thinning. Many companies struggled to progress from seed into Series A and B growth, creating what we described as a compressed middle.

3 **Global capital, local gaps**: the ecosystem became more international, with overseas investors playing a decisive role in financing growth-stage ventures by bringing funding and resources, but also exposing structural dependency, as many countries still lacked deep pools of domestic capital, making companies vulnerable to shifts in risk appetite.

What 2025 showed us

An evolving capital stack: This year's data suggests that scale is increasingly being achieved through more complex financing structures. Debt, asset-backed facilities, guarantees, and blended instruments are playing a larger role, especially in energy, mobility, and infrastructure-linked sectors. Equity remains important, but it is no longer sufficient on its own for much of Africa's real economy.

A broader set of capital origins, with the non-Western funders' role growing: Overseas capital is still central, but its geography is expanding. Alongside US and European investors, capital is flowing from the Gulf, East Asia, and new bilateral corridors, reshaping who finances African growth and on what terms.

Sectoral and geographic expansion: Fintech remains a core pillar, but capital is increasingly flowing into climate, agriculture, trade, and logistics, reflecting a shift toward sectors tied to physical infrastructure and productive capacity. At the same time, this expansion is not evenly distributed. While traditional hubs continue to dominate, new pockets of activity are emerging across Francophone West Africa, parts of North Africa, and selected Southern and East African markets, creating a more fragmented but broader innovation map.

AI as a new cross-cutting theme: Artificial intelligence is beginning to cut across sectors, attracting interest from both private investors and public institutions. While still in its early stages, it is already shaping how founders, corporates, and governments think about productivity, data, and competitiveness.

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