



DFS
LAB

Helping build the
emerging market
FinTech ecosystem

Developed vs. emerging market infrastructure



DFS Lab was started in 2016 and has evolved quickly with measurable initial success

We spent 2 years tailoring our thesis and process with core partners

We have helped build companies that are starting to or have reached scale



Funder



Host

\$14 MM+

Additional capital raised

1.8X

Pro-forma[^] capital return

[^]Proforma analysis assumes invest \$75k for 8.5% stake; valuation is post-money from latest round, or initial value if no round recorded, or \$0 if defunct. Fund is 1.3yrs old; IRR reflects current but illiquid value.

We built our process and investment thesis to capture the coming wave of fintech growth



Sourcing the best, anywhere

We believe founder talent will be diverse and mostly local. We find the best entrepreneurs, wherever they are.

- 10 in-country venture liaisons and a global network of 300+ experts
- Unique in-person due diligence process that spans a full week

De-risking global scale-up

Our teams validate product-market fit locally, but always have a global vision. We support early expansion.

- Unmatched set of global and local fintech mentors & partners
- Day-to-day guidance from DFS Lab entrepreneurs-in-residence

Making exits happen

We believe in building acquirable startups. Our teams align exit strategies with growth.

- Network of the big global platforms and their M&A teams
- Close relationships with the main follow-on investors

Our extended team of digital finance veterans have helped build the emerging market fintech sector as founders and investors since the early days

Anchor partners



NYCA Partners
A world leader in fintech investing with a cadre of superstar advisors; Led by former president of Visa



Caribou Digital
A world leader in digital development. Creating equitable digital economies.



Nick Hughes
Founder of M-PESA and M-Kopa



Phil Libin
CEO All-Turtles
Former CEO Evernote

Core Team



Jake Kendall
Director
Gates, World Bank



Stephen Deng
Investment Officer
Gates, IP & Tech Consulting



Dan Kleinbaum
Accelerator Manager
Founder Beyonic

Part time



Ben Lyon
Senior Advisor
CEO Hover



Jamie Radice
Public Relations
VP Comms, Shift



Alina Kaiser
Comms Manager
Comms, Caribou Digital

Advisors

A sampling of those we work with closely



Sheel Mohnot
Partner, 500 Startups
Founder Innovative Auctions



Laurence Aderemi
Xapo Europe Head;
Founder Moni; FB Payments



Anna Gincherman
Head of Product
Women's World Banking

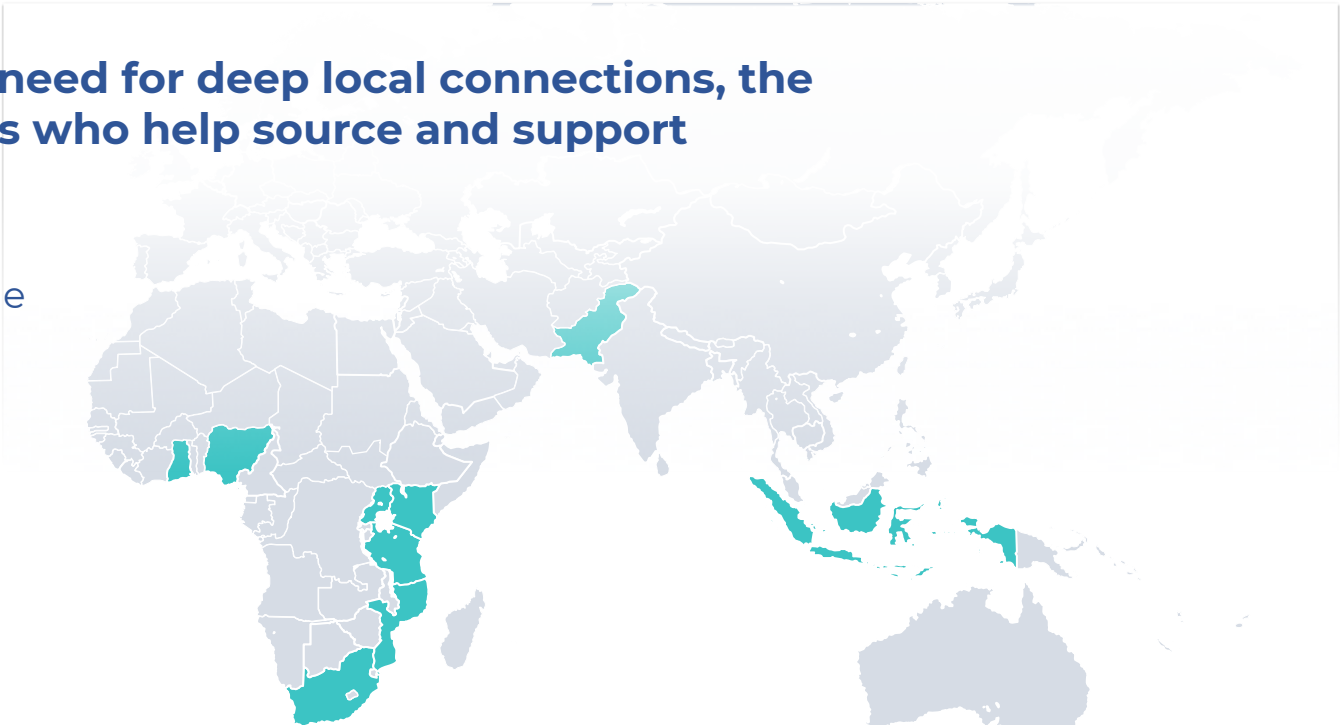


Matt Flannery
CEO Branch
Founder Kiva

Our DFS Lab Liaisons are a global network of local actors that differentiate us from purely local or purely global investors

Balancing the benefits of global scope with the need for deep local connections, the DFS Lab team includes our locally based Liaisons who help source and support talented companies in their local market.

- **Deep connections** in FinTech and financial services the space to **source and support teams**
- **Liaisons see local deal flow** before its on the radar of global investors
- Often DFS Lab alumni who can **recommend the DFS Lab** program from personal experience
- **Participate in the carry on deals** from their territory



Accra, Ghana



Paul Damalie
CEO Inclusive,
Ghana FinTech
Association



Kampala, Uganda



Luke Kyohere
CEO
Beyonic, Inc.



Nairobi, Kenya



Hilda Moraa
CEO
Pezesha



Dar es Salaam, TZ



Benji Fernandez
CEO
Nala



Nairobi, Kenya



Prince Boampong
CEO BigX and
OMG Media



Jo-berg, S. Africa



Anda Ngcaba
Ngcaba Family
Office



Maputo, Moz



Jess Osborn
Senior Manager
Caribou Digital



Islamabad, Pak



Owais Zaidi
CEO CreditFix &
Fintech Factory



Jakarta, Indonesia



Eka Pamitra
CEO
TaniFund

We've built a hands-on program powered by a unique global mentor network of seasoned fintech founders, investors, and experts spanning from emerging markets to Silicon Valley.

250+ Advisors & Mentors



Nick Hughes
Founder,
M-PESA & M-KOPA



Matt Flannery
CEO
Branch & Kiva



Bertram Desouza
Head of Digital,
Kotak Bank



Jacki 'O Neill
Scientist,
Microsoft Research



Erwan Gelebart
Head of Digital,
Orange Madagascar



Ginger Baker
Mobile Finance Lead,
Facebook



Bob Aman
Head of Security,
Remitly



David Sica
Partner,
NYCA



Kamal Quadir
CEO, BKash



Pelumi Aboluwarin
Founder
Kudi.ai (YC W17)



Kabir Kumar
Head of Ecosystem
Omidyar Network



Dennis Ondeng
CTO,
Kopo Kopo

Our portfolio

Current Cohort



Pension and life insurance for the underserved



East Africa's first digital bank



Payment and Merchant API for Francophone Africa



B2B marketplace eliminating supply chain inefficiencies



E-commerce agricultural buyer in Indonesia



Digitizing informal, women savings groups

Cohorts 1 & 2



Universal ID verification via single RESTful API



Ag insurance using satellite technologies



Embed mobile money into Android apps



Chatbot-as-a-service for banks



Peer-to-peer lending for SMEs



Loans to income-generating assets



Free and fast remittances



Credit to PAYGO solar



Formalizing domestic workers

When the world is interoperable, what will the Fintech ecosystem build?

Event: April 8th-12th in Dar Es Salaam

Know interested folks? [Dfslab.net/apply](https://dfslab.net/apply)

mojaloop Hackathon



JUMO partners with forward-thinking businesses such as **banks and mobile networks** to reach these customers, operating inclusive marketplaces for digital financial services.



There are billions of people in the world who are creditworthy. Juvo makes it easy **for mobile operators** to find them.

mojaloop Hackathon



Deploying mobile-based solutions for businesses globally.



What does access to finance and credit businesses can be built?

Thank You

www.dfslab.net/apply



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