

## Impact Business Model Canvas Template

**Your Venture: Ethio-Capital**

### Problem Statement

In the current system, Ethiopian entrepreneurs face:

- Limited access to funding for entrepreneurs.
- Fragmented communication and processes.
- Lack of visibility for innovative ideas.

### Mission Statement

- A centralized digital platform for entrepreneurs and investors that connect young entrepreneurs with potential investors and financial sources

#### Key Partners

- Financial institutions
- Business investors
- Angel investors
- Incubation and acceleration program companies.

#### Key Activities

- Matching
- Due Diligence Support
- Communication and Networking
- Deal Structuring and Negotiation
- Portfolio Management and Reporting
- Education and Resources

#### Value Proposition

- Efficient Matching
- Transparency
- Trust and Security
- Scalability
- Liquidity

#### Stakeholder Relationships

- Open, honest, and transparent communication is essential.
- Building and maintaining trust is paramount.
- Providing value to each stakeholder group is critical.
- Be responsive to stakeholder needs and concerns.

#### Stakeholder Segments

- ✓ *Entrepreneurs*
- ✓ *Investors*
- ✓ *Advisors & Mentors*
- ✓ *Government Agencies & NGOs*

	<b>Key Resources</b> <ul style="list-style-type: none"><li>❖ Platform Technology and Infrastructure.</li><li>❖ Entrepreneur Profile Database</li><li>❖ Investor Database</li><li>❖ Legal and Regulatory Information</li><li>❖ Human Resources</li><li>❖ Financial Resources</li></ul>		<b>Channels</b> <ul style="list-style-type: none"><li>❖ Online Channels (Digital Marketing)<ul style="list-style-type: none"><li>➤ Website</li><li>➤ Search Engine Optimization (SEO)</li><li>➤ Social Media Marketing (SMM)</li><li>➤ Online Advertising</li><li>➤ Webinars and Online Events</li></ul></li><li>❖ Offline Channels<ul style="list-style-type: none"><li>➤ Partnerships with Incubators and Accelerators</li><li>➤</li></ul></li></ul>	
<b>Cost Structure</b> <ul style="list-style-type: none"><li>❖ Technology Costs<ul style="list-style-type: none"><li>➤ Platform Development</li><li>➤ Software Licenses</li><li>➤ Data Storage and Management</li></ul></li><li>❖ Marketing and Sales Costs</li><li>❖ Human Resources Costs</li><li>❖ Operational Costs</li></ul>			<b>Revenue Streams</b> <ul style="list-style-type: none"><li>❖ Subscription Fees</li><li>❖ Transaction Fees (Commission-Based)</li><li>❖ Premium Listing Fees</li><li>❖ Value-Added Services<ul style="list-style-type: none"><li>➤ Due Diligence Services</li><li>➤ Consulting Services</li><li>➤ Legal and Accounting Services</li><li>➤ Mentorship Programs</li></ul></li><li>❖ Advertising and Sponsorship</li></ul>	
<b>Intended Impact</b> <p>The intended impact of a platform connecting entrepreneurs and investors goes beyond just facilitating funding. It's about creating positive ripple effects in the economy, innovation ecosystem, and society as a whole.</p>				