# INVESTMENT MEMO: PIVO

<=====================INVESTMENT MEMO=====================>   
  
  
WHAT THEY DO:  
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the financial services SMEs need to power their service delivery to their customers. Credit, payments, business accounts and insurance are all available in one place.  
  
  
DECK | WEBSITE  
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https://pivo.africa/#/  
  
ROUND DETAILS  
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Terms: How much are we investing and what valuation?  
Stage: Pre-Seed/Seed/Series ABC?  
Co-Investors: If any?  
Information Rights:  
Pro-Rata:  
City: the financial services you need to make your supply chain run smoothly. Get started Learn moreLocation: Nigeria  
  
Sex:  
Industry: the financial services you need to power your supply chain.CEO/Founder Nkiru Amadi-Emina BSc. Computer Science | MSc. Business Analytics COO/Co-Founder Ijeoma Jacquelyn Akwiwu LLB, BL Law | MSc. Software DevelopmentIndustry: Financial services  
  
  
TRACTION AND PROGRESS SO FAR:  
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the financial services you need to power your service delivery.  
  
The traction from the data is that Pivo has steadily grown 49% MoM since December 2021, with USD2m total capital disbursed since launch and $50,000 revenue p.a. It appears the product is at MVP, as the team has launched the platform with a focus on credit and have implemented the web dashboard that allows SMEs to access credit, payments, insurance and business accounts for their transactions. They have also outlined an ambitious 3-year strategic plan that includes scaling Pivo, launching additional financial services and market expansion.  
  
  
BUSINESS MODEL  
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the financial services you need to power your service delivery to your customers.The business model of Pivo Digital Bank for Trade is to generate revenue by charging platform fees to its users. This includes a 3% margin on every capital disbursed, a 1% management fee, a flat rate transaction fee on inflow and outflows, and a monthly USD5 account maintenance fee. It also charges a flat rate 5% transaction fee on insurance premiums.  
  
  
FOUNDERS AND VISION  
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Founders of Pivo Africa:  
  
Nkiru Amadi-Emina (CEO and Co-Founder)  
Ijeoma Akwiwu (COO and Co-Founder)  
  
The founders' vision for Pivo Africa is to become the neobank for trade financing in Africa. They are motivated by the goal of providing financial services to SMEs in emerging markets, particularly in Africa, who often lack access to traditional banking services. The founders believe that Pivo Africa can help bridge this gap and provide financial solutions that are tailored to the needs of the African market. They are also motivated by the potential to create a thriving and profitable business in the process.  
  
  
FUNDING:  
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Answer: Pivo has raised a total of $2.55 million since launch. This includes $100,000 in a Pre Seed Round, $2 million in a Seed Round, and $450,000 in an undisclosed amount.  
  
  
USE OF FUNDS:  
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the financial services needed to power your business. Get Started Answer: The team plans to use the raise for loan portfolio growth, hiring senior and mid-level management team, product development, licenses, and market expansion.  
  
  
PRODUCT/SERVICE:  
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of the financial services you need to power your business in one place. From credit, payments, business accounts and insurance, we have everything you need to make sure your business runs smoothly.  
  
  
CONTACTS:  
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the financial services you need to manage your supply chain. Get StartedContact Details:Phone: +234 803 088 3778Email: hello@pivo.africa  
  
emails:   
  
MARKET OUTLOOK:  
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-in-one financial services to power your supply chain. Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started Get Started  
  
  
RISKS:  
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the financial services you need to power your business. Get Started The Risks The main risk for this company is the potential for non-payment from customers. If the SMEs do not receive payment from their large corporate customers, then it will be difficult for them to pay back the loan. Additionally, the company must ensure that the technology is secure and reliable. They need to get the software and systems absolutely perfect, as any errors or down time could be very costly. They also need to ensure that their customer service is top notch and that they are able to respond to customer inquiries and issues quickly and efficiently. Finally, they need to ensure that they are compliant with all laws and regulations in the countries they operate in.

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