# INVESTMENT MEMO: PIVO

<=====================INVESTMENT MEMO=====================>   
  
  
WHAT THEY DO:  
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the financial services needed for SMEs to power their transactions with large corporate customers. We provide credit, payments, business accounts and insurance to help SMEs manage their transactions and access immediate working capital.  
  
  
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 power your service delivery.Company Location: Nigeria  
  
Sex:  
Industry: the financial services needed to power your supply chain.Financial services platform for Supply Chains.  
  
  
TRACTION AND PROGRESS SO FAR:  
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the financial services you need in one place. Here is a look at our traction so far.Traction: Pivo has steadily grown 49% MoM since December 2021, with total capital disbursed since launch of $2m and 150 units of loans. The 30-days average cash cycle is 2.5%, with a net interest margin of 2% and NPL ratio of 2%. The team has set a goal of $10m capital disbursed with $200,000 revenue p.a by Q3-Q4 2022, and $50m capital disbursed with $2m revenue p.a by Q1 2023. The team is currently raising a seed round of USD2,000,000 to power the next stage of their growth.  
  
  
BUSINESS MODEL  
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the financial services you need to grow your business. Credit | Cash Management | Insurance | Business Accounts Get StartedThe business model of Pivo is to provide credit, payments, insurance and business accounts to SMEs in supply chain ecosystems, in order to help them to better manage their expenses and accounts receivables with their large corporate customers. They generate income by charging platform fees to their users, maintaining a 3% margin on every capital disbursed, charging a 1% management fee, a flat rate transaction fee on inflow and outflows, and a monthly USD5 account maintenance fee. They also charge a flat rate 5% transaction fee on insurance premiums.  
  
  
FOUNDERS AND VISION  
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Founders:  
  
Nkiru Amadi-Emina (CEO and Co-Founder)  
Ijeoma Akwiwu (COO and Co-Founder)  
  
The founder's vision for Pivo is to become the neobank for trade financing in Africa, with the goal of providing value-added services to supply chain industry players in the region. The founders are motivated by the desire to provide SMEs in emerging markets with access to credit and financial services. They are driven by their passion for creating a product that can help bridge the gap between the banking industry and the supply chain industry in Africa.  
  
  
FUNDING:  
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Answer: Pivo has raised a total of $2.55 million in funding since launch.  
  
  
USE OF FUNDS:  
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the finance services you need for your business and transactions. Services CreditCash ManagementInsurance   
  
The team plans to use the funds for loan portfolio growth, hiring senior and mid-level management team, product development, licenses, and market expansion.  
  
  
PRODUCT/SERVICE:  
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the financial services you need to power your business. We provide credit, payments, business accounts and insurance to power your service delivery to your customers.  
  
  
CONTACTS:  
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the financial services you need for your business. Contact Phone: +234 8 0 - 3 0 8 8 - 3 7 7 8 Email: hello@pivo.africa  
  
emails:   
  
MARKET OUTLOOK:  
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the financial services your business needs to succeed in the modern market. Get StartedToday's market for financial services for supply chain SMEs is large and growing. With the rise of digital banking and digital lenders, there is an increased need for financial services to meet the needs of the SMEs. Pivo is a digital banking platform that provides an all-in-one solution to the financial challenges faced by SMEs in the supply chain. We offer credit, payments, business accounts, and insurance to help SMEs manage their business finances and transactions with their customers. Our platform uses a mix of data, analytics and automation to provide quick, easy and secure access to credit, with a focus on offering flexible and tailored services to our users. Our platform also offers tools to help SMEs manage their cash flow, track their accounts receivables, and access insurance to protect their transactions. With our platform, SMEs can access the financial services they need to succeed in the modern market.  
  
  
RISKS:  
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the financial services you need to run your business. Credit Cash Management Insurance Create an account today and get started. Create an Account The Risks:   
  
The main risk for this company is the potential for a slow uptake of the platform. If the platform does not gain traction with SME vendors, it could potentially fail. Additionally, the company needs to ensure that the platform is secure and reliable to protect customer data and financial transactions. They also need to ensure that the platform is able to scale in order to meet the needs of their users. Finally, they need to build relationships with corporations and financial institutions to ensure they have access to the necessary capital and resources to achieve their goals.  
  
  
# SOCIALS:  
# ---------------------------------------------------------   
  
# https://twitter.com/PivoAfrica | https://instagram.com/pivo\_africa | https://www.facebook.com/Pivo-Financial-Services-102162352150721 | https://www.linkedin.com/company/75046532  
  
# OTHER LINKS:  
# ---------------------------------------------------------   
  
# # mailTo://support@pivo.africa | https://app.pivo.africa/#/auth/signup | https://app.pivo.africa/#/auth/register | https://app.pivo.africa/#/auth/login | http://blog.pivo.africa/

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