

ABAN
african business angel network

20
25

ANGEL INVESTMENT
SURVEY REPORT

Powered by

ABAN
african business angel network

BRITER

SUPPORTED
BY



Table of Contents

3	Foreword
5	Preface
7	2025 angel survey summary
8	Introduction
10	Chapter 1 Angel investors' profiles and role in Africa's startup ecosystem
21	Chapter 2 Angel networks as structured gateways to early-stage funding in capital-constrained markets
24	Chapter 3 Broadening participation in angel investing to drive greater capital mobilisation
30	Chapter 4 Harnessing innovative capital stacks to catalyse early-stage funding
34	Chapter 5 Rethinking exit strategies
36	Chapter 6 The way forward

Foreword

When I established the Société Malienne de Promotion Hôtelière in Bamako in 1994 to acquire the Grand Hôtel de Bamako, I was not simply entering a new industry; I was making a wager that most considered imprudent. Early-stage capital was not merely scarce; it was, for an African entrepreneur with no institutional backing, effectively absent. A French banker I approached at the time told me, with no apparent irony, that Malians should focus on rice trading and leave the hotel business to others. I chose to prove him wrong. What made that possible was not the absence of obstacles, but the presence of a small number of people (financiers, partners, and early supporters) who were willing to see potential where others saw only risk. That first act of belief changed everything.



Mossadeck Bally
Founder & President
Groupe Azalaï Hotels

This is, at its core, what angel investors do.

More than a financial transaction, angel investing is often the first critical vote of confidence an entrepreneur receives — the moment when an idea becomes a viable venture, when a founder's conviction is validated by someone willing to put capital, expertise, and reputation on the line.

In many African markets, where access to early-stage financing remains structurally limited, this form of investment is not merely useful; it is transformative. At the ABAN Congress in Lagos in October 2025, I shared what I deeply believe: that the responsibility of building industries on this continent lies with its own citizens¹. Angel investing is one of the most direct expressions of that responsibility. Over the past decade, Africa's angel investment ecosystem has expanded significantly. With over 110 active angel networks across the continent, more than 5,000 accredited angel investors, and over \$35 million deployed into early-stage startups, the foundations of a robust investment culture are being laid². ABAN, which celebrates ten years of dedicated leadership in 2025, has been instrumental in building this ecosystem, connecting networks, training investors, and making the case, year after year, that African capital can and must back African founders. Yet the work is far from complete. Early-stage capital remains unevenly distributed, with West Africa and the Sahel region still significantly underserved relative to their entrepreneurial potential. Countless high-potential ventures continue to fail not for lack of ambition, but for lack of a first believer.

This is why, through the Fondation Azalaï, I have moved from conviction to action. **Azalaï Angels** is our operational response to the capital gap we see every day in the sub-region: a financing and investment programme dedicated to high-potential entrepreneurs and small enterprises in the Sahel, with an initial seed fund of 100 million FCFA³.

1. Mossadeck Bally (2025), Remarks at the ABAN Congress 2025
2. ABAN (2024), [Angel Investment Report](#)
3. Fondation Azalaï (2025), Azalaï Angels Programme Overview

In just the first phase, we received over 700 applications from across the Sahel, a testament to the hunger for capital and opportunity. From this remarkable pool of candidates, we selected 10 enterprises to support through our pilot programme, combining financial instruments, from equipment financing to micro-equity stakes and zero-interest honour loans, with mentoring, coaching, and access to international fundraising platforms. The enterprises we have selected represent the very best of African innovation: from premium local chicken production in Burkina Faso to water treatment solutions in Senegal, from ecological charcoal production in Côte d'Ivoire to traceable honey enterprises in Mali. These are not theoretical ideas; they are proven businesses with real impact, now accelerating toward scale.

Alongside **Azalaï Angels**, our **Azalaï Pitch** programme has opened a dedicated pathway for women entrepreneurs across seven West African countries. In its first year, **Azalaï Pitch** received 225 applications from across West Africa, from Mali, Senegal, Côte d'Ivoire, Burkina Faso, Bénin, and Mauritanie, representing nearly 10 billion FCFA in total financing needs. After rigorous selection and a three-month intensive training programme covering pitch development, fundraising strategy, and public speaking, we selected 26 entrepreneurs to pitch before investors. These women represent the diversity of African innovation: from menstrual health solutions to artisanal cosmetics, from agricultural technology to sustainable fashion. This is what investor-readiness looks like when you combine structured mentorship with genuine opportunity⁴. And through **AVILA**, the African Virtual Leadership Academy, we are investing in the human infrastructure that any thriving entrepreneurial ecosystem ultimately requires: the formation of the next generation of African leaders, equipped with knowledge, networks, and the confidence to build.

To investors reading these pages: the data in this report are not merely statistics; they are a map of where capital is needed and where it can generate outsized returns, both financial and developmental. Africa is not a land of risk; it is the next frontier of global economic growth, and the entrepreneurs documented here are its architects. To policymakers: the regulatory and fiscal environments you shape will determine whether this ecosystem reaches its potential or remains perpetually nascent. To fellow business leaders across the continent: our experience, our networks, and our capital are precisely what early-stage founders need most. The question is not whether we can afford to invest in Africa's entrepreneurs, it is whether we can afford not to.

The 2025 ABAN Angel Investment Report offers a timely, data-driven account of where Africa's angel investment landscape stands today: its momentum, its gaps, and the opportunities that remain underexploited. I commend ABAN and its partners for this essential work, and I call on every stakeholder reading these pages to move from observation to action. The entrepreneurs of this continent do not need our admiration. They need our capital, our networks, and our conviction, offered early, offered boldly, and offered with the understanding that investing in Africa's founders today is how we shape the economic future of our continent.

That is a responsibility none of us can afford to defer.



4. Fondation Azalaï (2024), Annual Report

Preface

Africa's innovation economy is often defined by the ambition of its entrepreneurs and the promise of its markets. Yet behind every resilient startup ecosystem lies a less visible but equally important foundation: the availability of early-stage risk capital, the strength of support systems around founders, and the institutions that help young businesses survive long enough to scale.



Fadilah Tchoumba

CEO, ABAN

This report makes a clear case that angel investors and angel networks are a vital part of that foundation. Across the continent, they provide more than the first cheque. They offer mentorship, governance, business advisory, market access, and the practical experience founders need at the earliest and most uncertain stages of growth. In doing so, they help transform promising ideas into investable, resilient businesses.

That role has become even more important in a period marked by tighter funding conditions and greater selectivity in venture markets. As larger pools of capital have become harder to access, angel investors have continued to support the pipeline of innovation across Africa. Increasingly, they are doing so not only in the continent's largest startup hubs, but across a much broader set of markets, with organised angel networks now active across 37 African countries.

At its core, this year's report positions angel investing as a critical driver of economic development. Angel capital helps startups survive, iterate their product offering, and attract follow-on funding into the business. By mobilising local and diaspora capital, angel investors are supporting women- and youth-led ventures, and enabling investment into priority sectors such as agriculture, health, climate, and financial services, contributing directly to a more inclusive and resilient economy.

This contribution is closely aligned with broader development priorities across the continent. When angel-backed ventures grow, they create jobs, strengthen local enterprise, expand access to essential goods and services, and help build more dynamic innovation ecosystems. In this way, angel investing can support progress across several Sustainable Development Goals, including goals related to Decent Work and Economic Growth (SDG 8), Gender Equality (SDG 5), Industry and Innovation (SDG 9), and Climate Action (SDG 13).

The report also highlights the importance of ecosystem design. Initiatives such as Catalytic Africa 2.0 Matching Fund, The African Business Angel Investment Vehicle (ABAIV), and sector-focused capacity-building programmes serve as powerful examples. They demonstrate that when angel investors are supported by catalytic capital, institutional partnerships, and stronger networks, their impact extends far beyond their initial financial investment.

The message of this report is therefore both timely and important. If Africa is to build stronger innovation ecosystems and convert entrepreneurial energy into broad-based development, angel investing must be recognised not as a peripheral activity, but as part of the continent's growth infrastructure.

We hope this report helps advance that conversation and inspires deeper collaboration among investors, policymakers, development partners, and ecosystem builders working to strengthen early-stage capital across Africa.

Building Africa's Innovation Infrastructure

timbuktoo is UNDP's pan-African initiative designed to position Africa as a global leader in innovation by weaving founder support, innovation infrastructure, policy reform, and catalytic finance into a single integrated system

UniPods

Hosted within African universities, expanding access to research, technology, and youth-led innovation, embedding entrepreneurship where talent is most concentrated.

Tech Hubs

Incubation and acceleration services converting early-stage ideas into an investment-ready pipeline across six pan-African sector hubs.

Venture Funds

Blended finance instruments supporting wealth creation, job creation, and development of domestic capital markets.

Policy & Innovation Unit

Working alongside governments to remove regulatory barriers, improve institutional coordination, and translate local insights into scalable policy reform.

Aligned with UN SDGs and Africa Agenda 2063, with emphasis on women and youth empowerment, decent work, poverty reduction, and impact in sectors critical to sustainable livelihoods.

Learn more about the program here: www.timbuktoo.org and www.undp.org/africa/projects/-timbuktoo

The Moonshot

\$1B catalytic capital mobilised	10,000 women & youth-led startups supported
1000 startups scaled	100M livelihoods impacted
10X value creation	

Progress to Date

7	Pan-African sector hubs operational
16	UniPods operational, 12 more in development
5000+	startup applications received
298	startups in pipeline
109	partners across 113 programmes

NUMBER OF CONTRIBUTORS

Contributors **62**

53%

Individual angels

47%

Angel groups

INDIVIDUAL ANGELS ANALYSIS

Gender breakdown

♂ **63%** 

♀ **38%** 

Share of diaspora

Yes **33%** No **67%**

Occupation breakdown

44%
Founder

3%
Individual angel Investor

34%
Manager or Executive (corporate)

3%
Business Consultant

16%
Investor (Work at a fund)

Business Stage Interest

35% Post Revenue
12% No preference

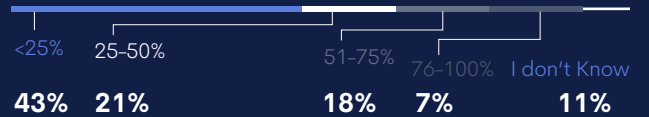
32% Across all stages
3% Profitable

15% Pre-revenue
3% Pre-profit

Business Stage Interest

47% on my own
26% use a combination of two or more methods
26% Via a syndicate/collective/angel network

Invested in the past year

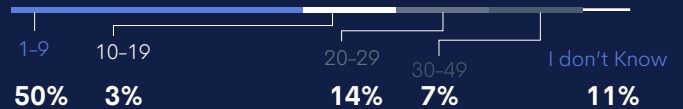


ANGEL GROUP ANALYSIS

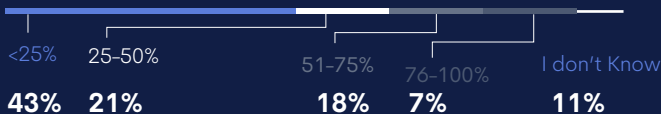
Amount Invested by respondents in 2025

\$4,476,653

Portfolio size



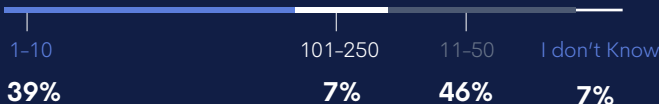
Share of diaspora-based investors



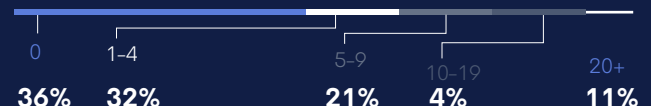
Number of transactions closed in 2025



Total number of members



Number of female-led startups



Introduction



In 2025, many African markets faced a complex investment landscape, shaped by both persistent funding constraints and emerging opportunities for domestic capital deployment. Several international sources of funding, including the United Kingdom (UK), Germany, and France, began to retreat. Concurrently, the dismantling of USAID by the current United States (US) administration further tightened external funding⁵. At the same time, increased trade tariffs by Africa's largest trading partners added another layer of uncertainty, threatening economic growth. Yet, many African economies showed great resilience, growing at a steady rate of 4%⁶. This period has also seen efforts to strengthen financial infrastructure, including the Pan-African Payment and Settlement System (PAPSS), aimed at improving trade among African countries and creating new pathways for investment. Together, these shifts are laying the groundwork for private capital to play a greater role in supporting innovation and early-stage businesses across the continent.

Despite these macro-level headwinds, Africa's entrepreneurial ecosystem saw a notable upturn

in 2025 in funding volumes and deal activity across the digital and technology innovation landscape, following a three-year decline from the 2021 peak. According to Briter Intelligence, African innovators raised a total of \$3.8 billion in disclosed funding, indicating a 32% increase from the previous year. This brings total disclosed funding to African innovators to over \$28 billion over the last decade, spanning industries from fintech to climate and energy solutions, and extending beyond the "Big Four" markets into ecosystems such as Senegal, Ghana, Rwanda, and Côte d'Ivoire⁷.

While funding rounds between \$1 million and \$20 million continue to account for a significant share of capital deployed, deals below \$1 million have expanded steadily since 2019⁸. These crucial early-stage transactions are driven primarily by individual angel investors and angel networks, often working in tandem with early-stage venture capital funds, incubators, accelerators, and venture studios.

5. Semafor (2025), [USAID's dismantling threatens African development](#)

6. AfDB (2025), [African Economic Outlook](#)

7. Briter (2026), ["Africa Investment Report 2025"](#)

8. Africa: The Big Deal (2026), [Vital yet At Risk: How to build resilience in Pre-Seed financing in Africa](#)

As demonstrated in previous editions of this annual report, these actors play a critical role in enabling innovators to refine ideas, test business models, and bring solutions to market, particularly in capital-constrained environments. The surge in early-stage capital signals a maturing African venture ecosystem, offering the financial connective tissue innovators need to go from ideas to operational models. In this landscape, angel investors serve as vital market builders and anchors. By deploying risk capital where it is often scarcest, they contribute to the creation of jobs and broader economic growth. Under this lens, this report reframes angel investing as a strategic lever for economic development that can transform local innovation into national outcomes.

Against this backdrop, African Business Angel Network (ABAN), in partnership with United Nations Development Programme (UNDP), and

with support from Briter, has once again explored the evolving dynamics of angel investment across the continent. This edition provides an updated view of the composition of angel investors, their investment behaviour, and their role within Africa's broader innovation ecosystem.

This year's study combines insights from survey responses of 60+ angels and angel network managers⁹, and is complemented by disclosed angel transaction data tracked by Briter, as well as targeted engagements with active angels and networks across the continent. Together, these inputs provide a current overview of angel investment dynamics in Africa, highlighting both the progress made and the structural shifts needed to unlock deeper, more inclusive early-stage capital formation, while underscoring the role of angel investing as a critical driver of economic development across Africa's innovation ecosystems.

The report is structured into six chapters:

Chapter 1 The profile and role of angel investors in Africa's startup ecosystem

Chapter 2 Angel networks as structured gateways to early-stage funding in capital-constrained markets

Chapter 3 Broadening participation in angel investing to mobilise greater pools of capital.

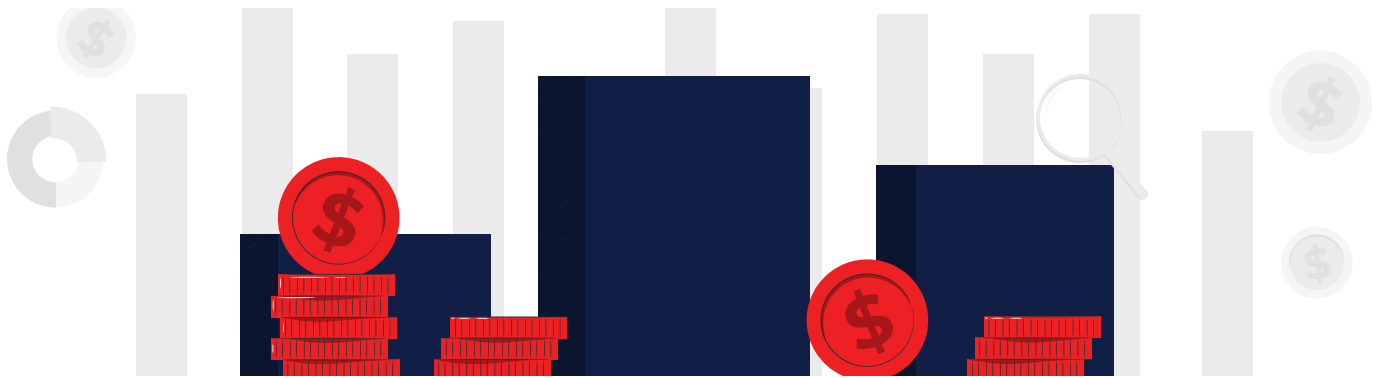
Chapter 4 Harnessing innovative capital stacks to catalyse early-stage funding

Chapter 5 Rethinking exit strategies

Chapter 6 The way forward

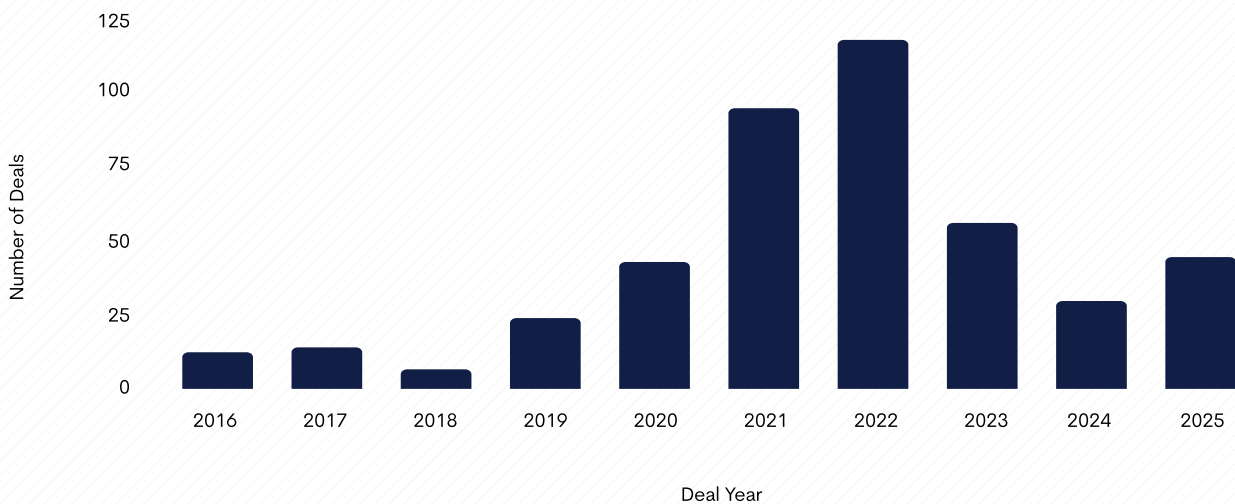
9. Note that the survey sample represents just a small portion of the overall angel landscape. As such, while the survey findings are explored to understand certain patterns and common behaviors, the insights drawn cannot be generalised to represent the total landscape. Rather, the goal is to provide insight into some of the characteristics of angels and networks observed in 2025.

Angel investors' profiles and role in Africa's startup ecosystem



Angel investors have been instrumental in strengthening Africa's innovation landscape by providing smart capital. Their involvement broadens the capital sources available to early-stage companies while simultaneously offering the mentorship, strategic oversight, and valuable network access necessary to enrich the entire ecosystem.

Figure 1: Angels participation over the years



Source: Briter Intelligence

The COVID-19 pandemic served as a pivotal moment for Africa's startup ecosystem. Increased levels of digitalisation allowed businesses to reach a broader customer base, including those previously inaccessible. Similarly, angel

investment networks that embraced digital tools expanded their reach, successfully engaging with the African diaspora in high-income countries like the US, UK, and Canada.

This coincided with lower interest rates in these markets, driving global investors, including the newly engaged diaspora, to seek higher-yield opportunities in scalable, impact-driven African ventures. Angel participation peaked during this period, particularly in 2021 and 2022. Despite

the decline in the following two years, 2025 showed an uptick across both total funding and angel participation, as early-stage funding has reemerged to support a new wave of ventures.

1.1 The landscape of angels in Africa is growing

Angel investing typically occurs in one of two ways: at the individual level, where angels deploy capital independently and write their own tickets, or through angel networks and syndicates, where investors collaborate and pool capital to co-invest in startups. Today, Africa's angel ecosystem encompasses more than 75

active angel networks and over 5,000 individual angels operating across the continent¹⁰. Over the past decade, these individual and collective efforts have driven participation in more than 620 announced deals, accounting for a significant 7% of investment activity into the innovation landscape¹¹.

60+
Survey
respondants

53%
Individual
Angels

47%
Angel Network

Formal	83%
Informal	17%

The 2025 Angel Survey received 60+ responses from active angels and angel networks across Africa. Of the total respondents, 53% were individual angel investors, while 47% belonged to angel networks or groups. Among the

respondents affiliated with angel groups, 83% were part of formal angel networks, while 17% belonged to informal angel groups or communities.

1.2 Individual angels are most active at smaller ticket sizes while angel networks focus on larger deals

Across most areas of the survey, responses from individual angels and angel networks are broadly aligned; however, there are nuances to

consider. The main distinction appears in typical ticket sizes, with angel networks able to deploy larger collective investments.



10. ABAN (2026), "[Catalyzing Innovation Across Africa](#)"

11. Briter (2026), Briter Intelligence Data

Figure 2: Individual angel ticket sizes

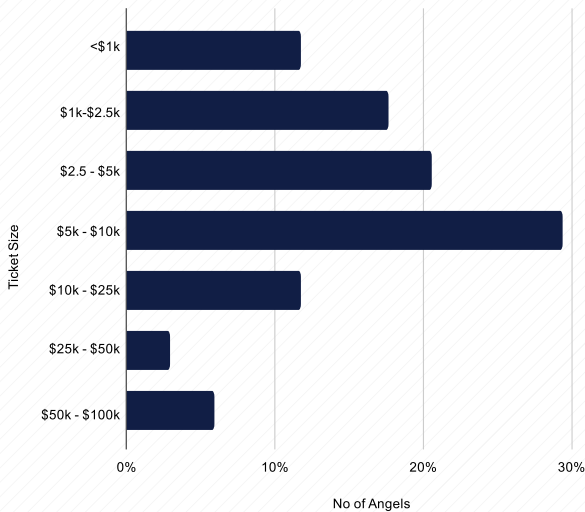
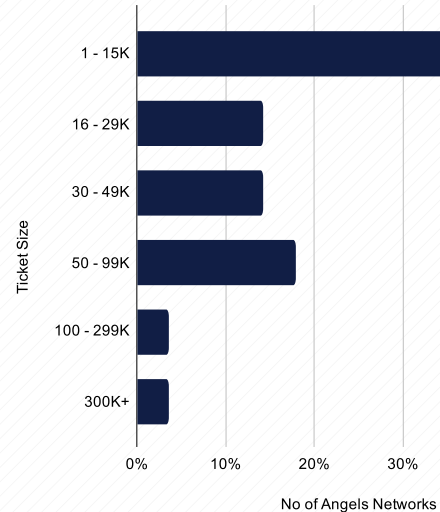


Figure 3: Angel network ticket sizes



Source: Angel Survey 2025

More than 90% of individual angels report investing tickets below \$25,000, an increase from 76% in 2024 and 77% in 2023. In comparison, only about 60% of angel networks are active at this level. Conversely, angel networks demonstrate greater capacity for higher ticket sizes, with

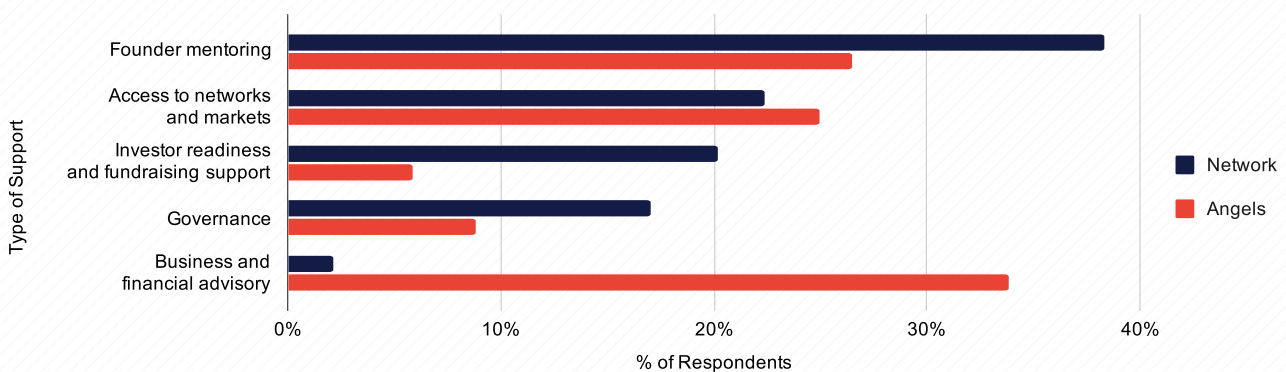
8% reporting investments above \$100,000. This is made possible by pooling capital through syndicates or coordinated group investments, allowing them to deploy larger sums while effectively distributing risk.

1.3 Angels offer more than just funding

While active across all stages of a company's growth journey, angels play a uniquely critical role at the earliest stages. They provide the foundational support necessary for startups to operationalise, refine innovative solutions, and survive long enough to attract follow-on capital. Beyond capital, angels offer a range of

auxiliary services, such as hands-on support, early governance, market access, and long-term alignment that improve startup outcomes. These contributions are especially critical in volatile environments where early-stage companies face structural risks.

Figure 4: Support types offered



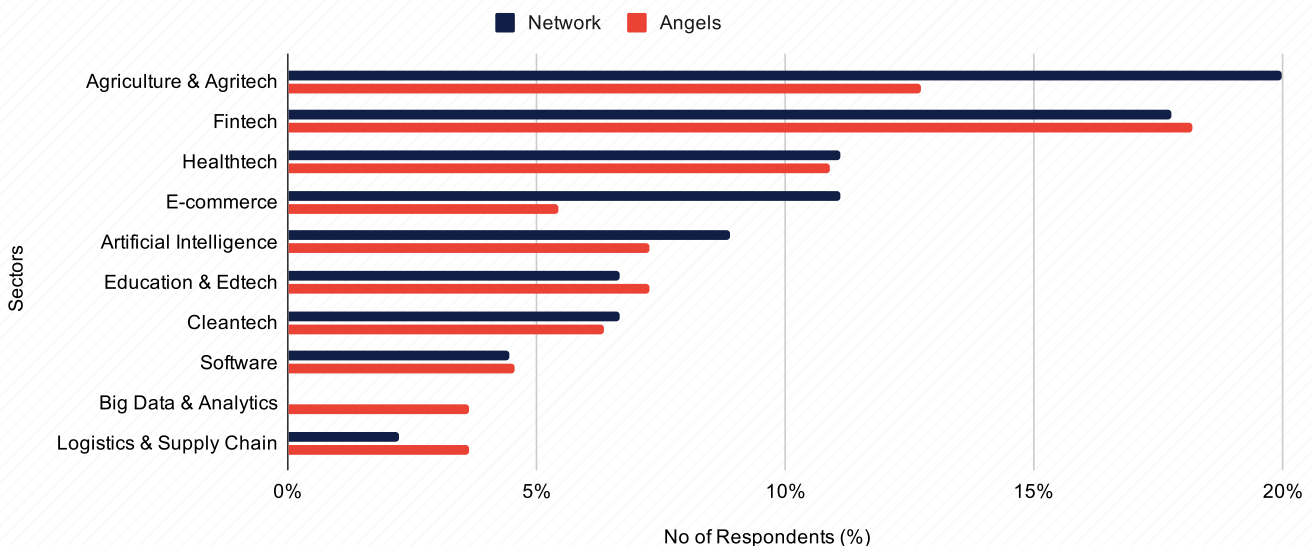
Source: Angel Survey 2025

Based on survey data, angels and angel networks support founders in several ways beyond capital. The most common forms of support include business advisory, founder mentoring, and access to networks and markets. Among individual angels, business advisory is the most frequent (34%), followed by founder mentoring (26%) and access to networks (25%). Angel groups, meanwhile, most commonly provide founder mentoring (38%), followed by access to networks (22%) and investor readiness support (20%). Most surveyed angels, both in this year's

study and the previous edition, are founders or senior executives with extensive experience navigating the various challenges of starting and running a business. This background gives them a deep understanding of the needs and constraints faced by emerging entrepreneurs. The value of angel networks lies in being able to do this at an even larger scale, aggregating diverse expertise across their members, allowing startups to access a range of capabilities tailored to their specific needs.

1.4 Angels target high-impact and high-growth industries

Figure 5: Sectors of preference



Source: Angel Survey 2025

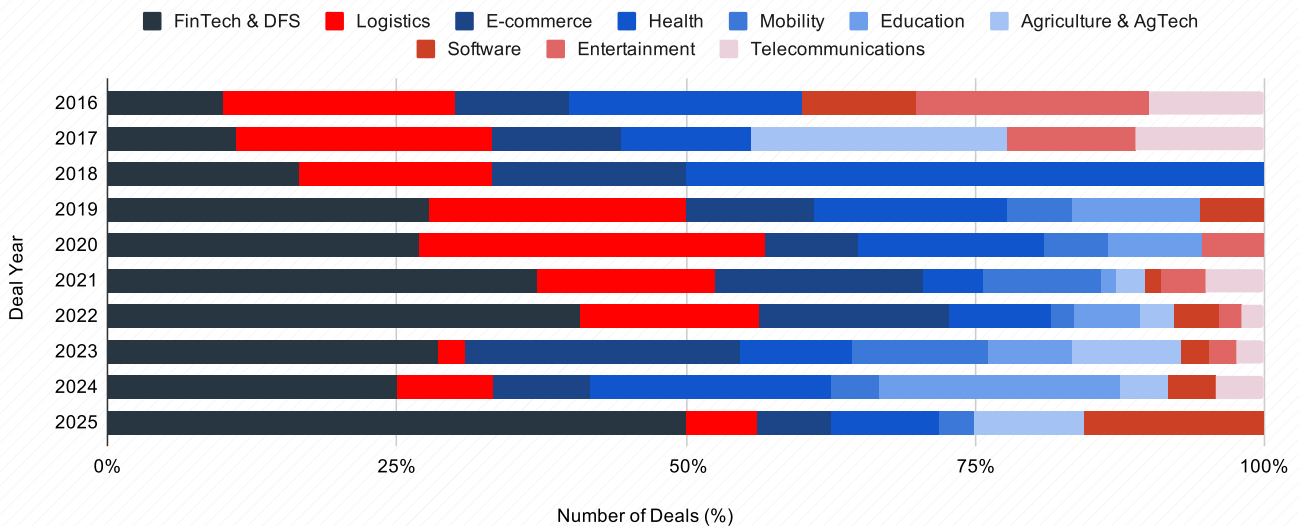
A significant portion of individual angels and angel networks adopt a sector-agnostic investment approach, with 32% of survey responses targeting high-growth opportunities across multiple industries. However, among those with a sector preference, agriculture and agritech have emerged as the top choice for angel networks (20%) and the second choice for individual angels (13%). This growing appetite for high-growth and high-impact sectors has catalysed the formation of specialised angel networks, such as the Climate Smart Agriculture

Network by ABAN, designed to equip angels with the expertise needed to support early-stage companies effectively. ABAN has played an important role in this shift through the development of five thematic networks spanning agriculture supported by SAIS, spanning agriculture, clean technology, digital trade, smart cities, and sports and the creative economy. Equally, the growing number of successful founders who decide to start investing has also brought a generation of subject matter experts to the angel investment community.

While fintech and healthtech show popularity among both angel types, historical data underscores the enduring dominance of traditional tech sectors: over the past decade,

fintech (28%), logistics (12%), and e-commerce (12%) have attracted the largest share of deal activity from angels and angel networks¹².

Figure 6: Share of angel deal activity over the past decade



Source: Briter Intelligence

Case study

Enhancing Angel Capacity for Targeted Climate support

The Climate Smart Agriculture Investor Capacity Development (CAICD) programme, by ABAN, is designed to equip angel investors with the expertise required to deploy capital into high-impact, climate-smart agriculture ventures across Africa. At a critical juncture where climate resilience, food security, and sustainable production dictate the continent's development agenda, CAICD strategically positions angel investors as essential early-stage financiers driving climate-aligned innovation.

Building Investor Capability for Climate Impact

ABAN launched the Climate Smart Agriculture Angel Network in 2022 to strengthen early-stage investment in climate-smart agriculture across Africa. Since its inception, the initiative has built a pipeline of 152 angel investors through targeted capacity-building programmes, supported by AEDIBNET and SAIS, and powered by GIZ.

A robust cohort of 32 angel investors, representing diverse geographies across Africa and the diaspora, currently anchors the CAICD programme. Reflecting the interdisciplinary demands of climate-smart agriculture, these participants bring deep expertise across agribusiness, finance, technology, sustainability, and entrepreneurship. To maximise impact, the programme is driven by three integrated, high-value components.

12. Briter (2026), Briter Intelligence Data

1. Targeted Training

Through interactive workshops, expert-led sessions, and real-world case studies, investors receive rigorous training designed to build confidence in evaluating climate-aligned ventures. The curriculum comprehensively covers:

- The fundamentals of angel investing.
- Emerging market opportunities in climate-smart agriculture.
- Advanced deal structuring and due diligence.
- Strategic portfolio construction and risk management.

2. Mentorship and Peer Learning

Participants were matched with experienced mentors to support practical learning and strategic thinking. This mentorship component enabled investors to:

- Share best practices
- Refine investment theses
- Develop climate-focused deal-making skills

This dynamic peer-learning environment continuously reinforces the power of collective intelligence within the angel ecosystem.

3. Venture Showcases

To bridge the gap between capital and innovation, the programme organises two high-impact Venture Showcase sessions. These events connect trained investors with curated, investment-ready startups selected from a highly competitive pool. Featured ventures drive innovation in:

- Precision agriculture.
- Food waste reduction.
- Renewable energy solutions.
- Digital platforms empowering farmers.

Each showcase operates with disciplined precision, featuring founder pitches, intensive investor Q&A, live polling to signal immediate interest, and facilitated post-event introductions that transition learning into active capital deployment.

Outcomes and Early Signals

- Multiple commitments from participating angels
- Active follow-on discussions between investors and founders
- Facilitated introductions coordinated by ABAN to advance due diligence

Why CAICD Matters

The CAICD programme demonstrates how targeted investor capacity development can expand angel participation in priority sectors critical to Africa's development. By combining structured education, mentorship, and curated deal flow, the initiative:

- Reduces knowledge barriers to climate investing
- Builds confidence among first-time and sector-curious angels
- Expands early-stage capital into climate-resilient sectors
- Strengthens the pipeline between innovation hubs and private capital



"I realised that I have been an angel investor in practice for nearly a decade. It was a true pleasure to share my experience with the cohort and the ABAN team through the programme. What stood out most is the clear need for an African approach to building and strengthening our entrepreneurship ecosystem. Engaging deeply on due diligence and unpacking the real challenges of transparency and compliance made this an especially meaningful and impactful experience."



Victor Nkindi
Cohort Participant



"Supporting initiatives like the Climate Smart Agriculture Angel Investor programme aligns closely with SAIS's mission to scale digital and climate-smart agricultural innovations across Africa. By connecting aspiring business angels with seasoned investors, industry experts, and real investment opportunities, the programme helps build the knowledge, networks, and confidence needed to mobilise early-stage capital into solutions that strengthen food systems and climate resilience across the continent."



Fares Seaidi
Advisor, GIZ



"When angel investors are equipped with sector knowledge, institutional support, and structured access to a pipeline of solutions, they become catalytic infrastructure mobilising private capital toward inclusive, climate-resilient economic development."

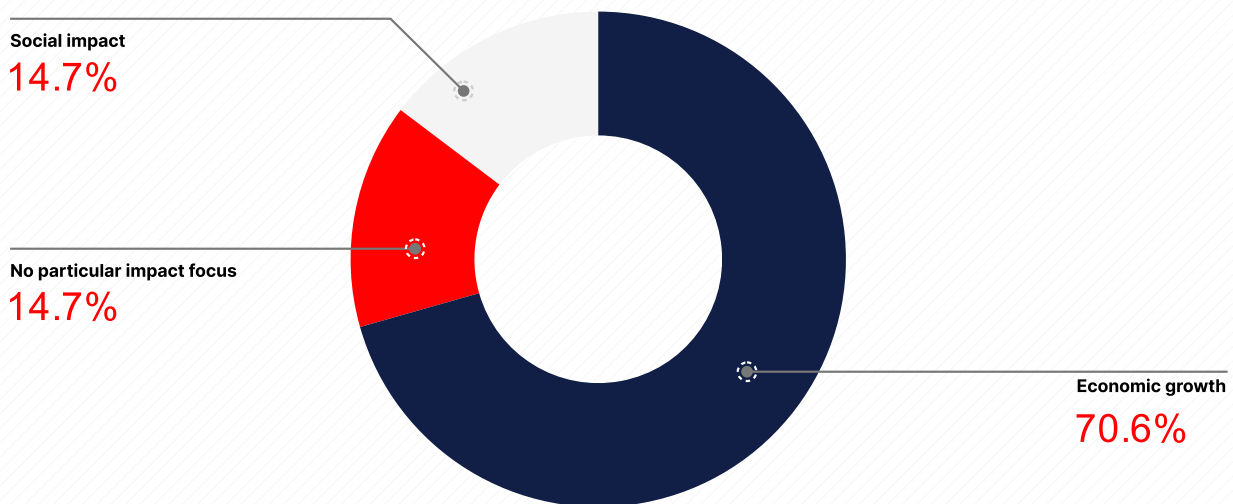


June Mukangula

Project Lead, ABAN

1.5 Many angels invest with impact in mind

Figure 7: Impact metrics of focus



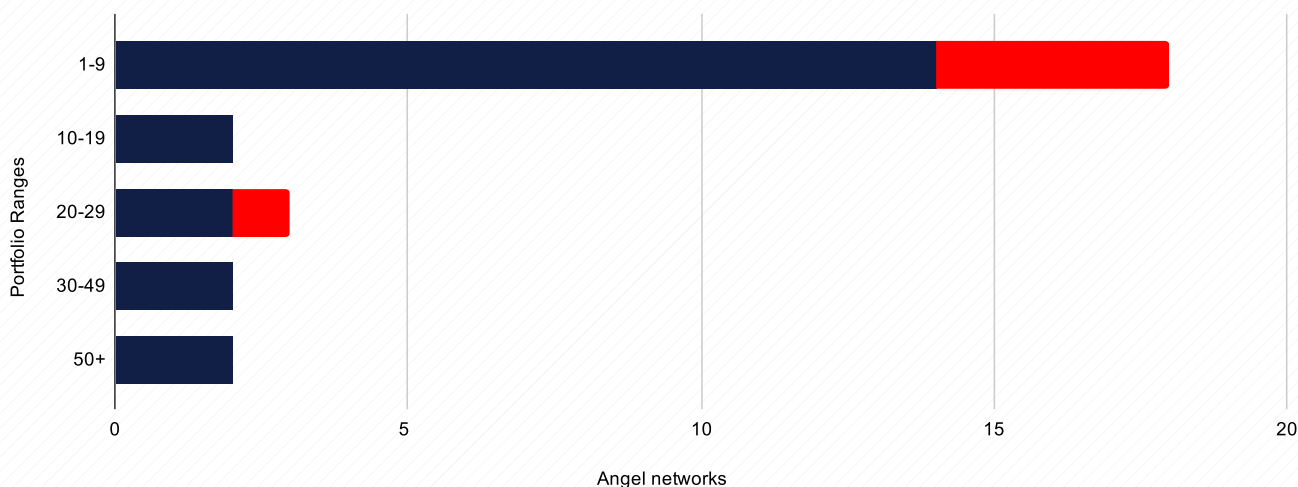
Source: Angel Survey 2025

The sectors targeted by angel investors strongly reflect a growing focus on impact, offering individuals a direct pathway to contribute to economic and social development in emerging markets. According to survey data, a significant majority of individual respondents (71%) prioritise investments that drive economic growth, specifically through job creation and poverty reduction, and improve financial inclusion for underserved populations. Meanwhile, 15% prioritise investments aimed at generating social impact, such as empowering youths and women. This is in part led by the rise of more women-focused networks, such as RisingTide

Africa, Women Business Angel Network, and Future Females Invest, which focus on backing women-led businesses and expanding support for women entrepreneurs. These focus areas align closely with Sustainable Development Goal (SDG) 8 Decent Work and Economic Growth and SDG 5 Gender Equality. In practice, close to two-thirds of survey respondents report investing in women-led companies, while 79% have backed youth-led ventures. The mandate to target more women- and youth-led companies demonstrates how angel capital can contribute to more inclusive entrepreneurial ecosystems.

1.6 Angels manage a moderate portfolio

Figure 8: Size of angel portfolio



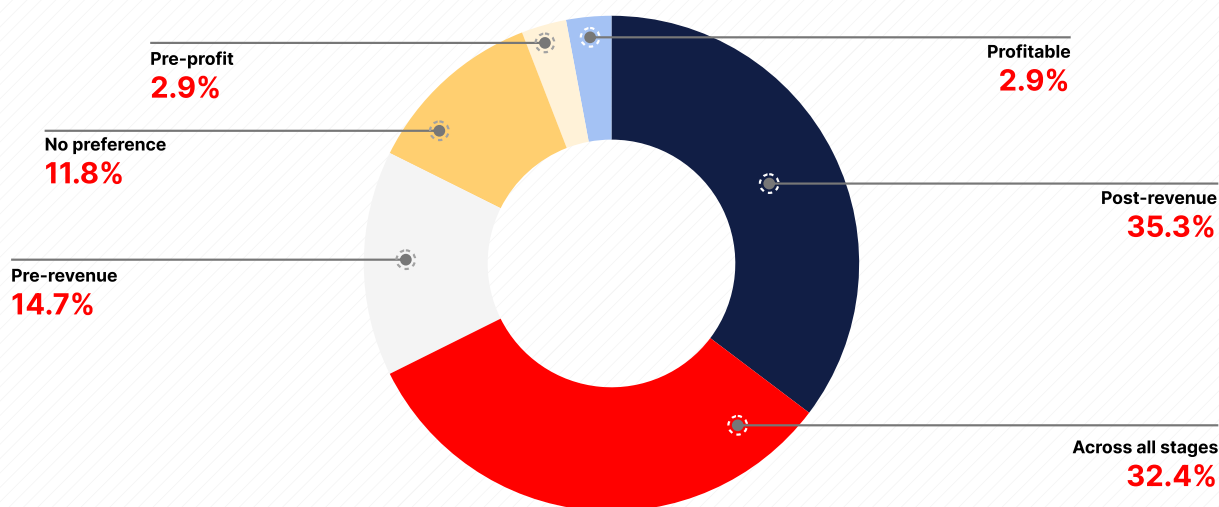
Source: Angel Survey 2025

Across the continent, angel networks are driving impact through a highly focused, hands-on investment approach. In 2025, the majority of networks deliberately maintained portfolios of fewer than 10 companies. This concentrated strategy is a feature, not a limitation: by backing a select group of startups, these networks

can dedicate deep, hands-on mentorship and strategic guidance to each founder. Collectively, this decentralised network of high-touch investors creates a powerful support ecosystem, ensuring that early-stage companies receive the intensive backing required to scale successfully.

1.7 Angels invest across all stages, with a preference for companies that can demonstrate traction

Figure 9: Stage of businesses supported



Source: Angel Survey 2025

Survey analysis reveals that close to 1 in 3 individual angels invest across all stages of a startup's journey. However, most angels with a stage preference invest in companies that have started generating revenue and can show traction. By doing so, they balance risk with

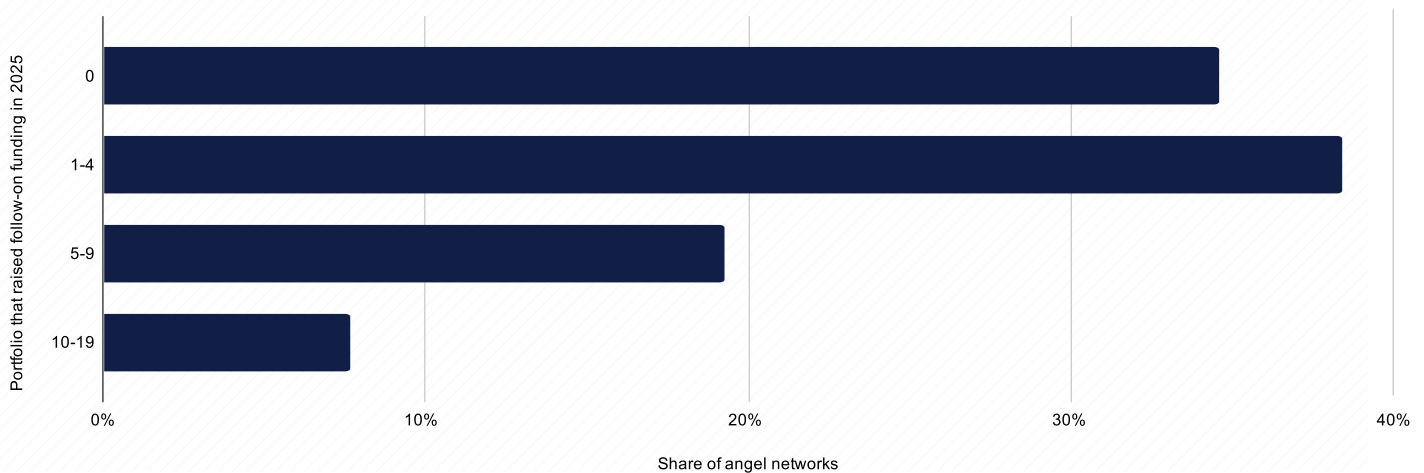
potential impact, supporting ventures that have proven demand while still contributing their expertise and capital to help scale and commercialise high-growth and high-impact solutions.

1.8 Angel-backed startups demonstrate strong survival and performance

Survey analysis showed that angel groups invested over **\$4.4 million in 2025**. It is important to note that this figure represents only a subset of the market and does not reflect the total volume of angel capital deployed across the broader ecosystem. To mobilise greater capital beyond individual capacities, 32% of respondents report

syndicating deals with other angel groups. This pooling of resources not only grants angels access to larger, harder-to-reach deals but also strengthens their capacity to provide follow-on funding, a strategy actively employed by 48% of the surveyed groups.

Figure 10: Share of angel network portfolio that has raised follow-on funding



Source: Angel Survey 2025

Angels and angel networks play an important role in finding and connecting their portfolio companies with partner organisations, such as tech hubs, development partners, and other funders, helping ensure that startups can access networks and opportunities to grow further. This makes angel-backed startups demonstrate strong survival and follow-on performance.

Survey analysis showed that 65% of the angel group's portfolio companies had raised follow-on funding. This aligns with Briter Intelligence data, which shows that African companies supported by angels have a follow-on funding rate of 40%. Some companies also go on to grow organically rather than raise further capital.

Nairobi Business Angel Network (NaiBAN) Improving startup survival and long-term success

Nairobi Business Angel Network (NaiBAN) provides critical early-stage support for startups, leveraging its diverse member base. Beyond cash, NaiBAN provides a range of support, from guiding founders on how to attract relevant partners to scale, to making introductions. Some of its members have sat on advisory boards or participated in sales calls, reflecting the active role they play in their portfolio companies.

NaiBAN considers the support it provides most important and impactful during the early stages of a startup, typically at the pre-seed or seed stages before institutional investors come in. Its guidance helps founders make smarter fundraising decisions, such as thinking creatively about funding pools, considering alternative funding paths rather than strictly following the venture capital playbook, and helping founders assess whether the amount they are raising makes sense for their business model.

The network's impact is exemplified in its support of its portfolio company, PayD. NaiBAN's investment allowed PayD to move forward with the acquisition of the license needed to unlock additional customer value. Additionally, some of its members who invested in the company helped the founders sign an additional banking partner and made some warm introductions to potential new B2B customers.

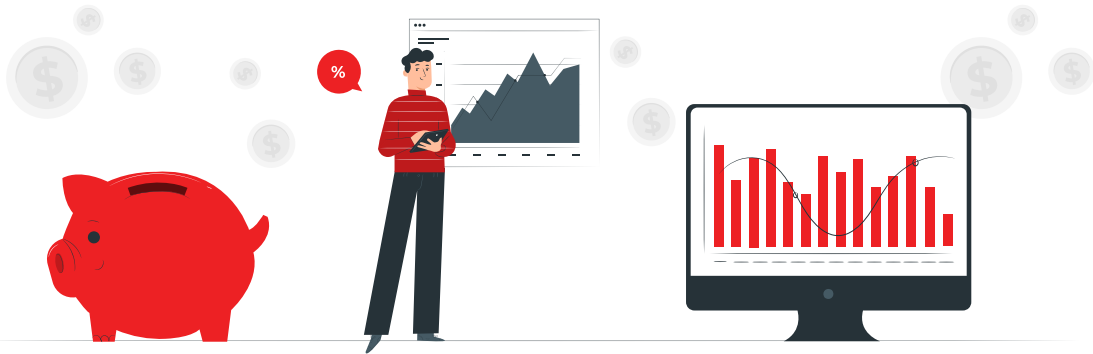


"One of the things that angel groups do in a unique way is to offer different perspectives, giving founders a wide view of their venture and potential directions for growth."



Nick Vilelle
Founder, NaiBAN

Angel networks as structured gateways to early-stage funding in capital-constrained markets

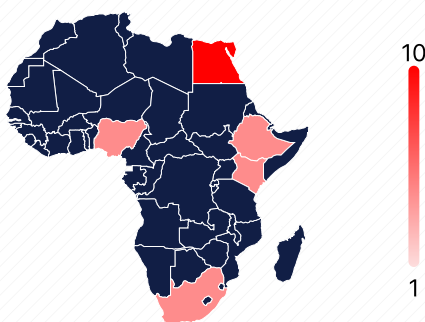


Angel networks provide vital structure for investors participating in deals across Africa. Our tracking indicates that angel networks now operate across 37 African countries, with leading groups such as HoaQ, AUC Angels, Alexandria Business Angel Network, and Nairobi Business Angel Network (NaiBAN) democratising angel investing across the continent. The geographical focus of these investors often mirrors the broader venture capital landscape, with 80% of angel deals concentrated in the "Big Four" markets: Nigeria, Egypt, Kenya, and South Africa¹³. These

leading ecosystems benefit from significant structural and macroeconomic advantages, including a higher concentration of growth-stage companies, robust private capital, and mature entrepreneurial networks. However, over the last five years, funding activity has increasingly expanded beyond the Big Four¹⁴. Countries such as Zambia, Senegal, Ghana, Uganda, and Tanzania are attracting growing interest, although many of these early-stage deals remain unannounced in the media.

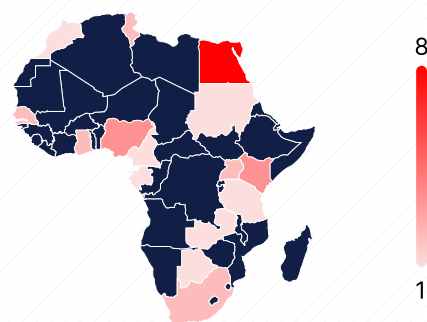
2.1 Angel networks extend beyond large startup ecosystems

Figure 11: Share of angel network deals (2020)



Source: Briter Intelligence

Figure 12: Share of angel network deals (2025)



13. Briter (2026), Briter Intelligence Data

14. Briter (2026), ["Africa Investment Report 2025"](#)

In many African markets, particularly within Francophone ecosystems, angel networks operate in environments characterised by a limited venture capital presence. To bridge this gap, these networks act as crucial substitutes for institutions, convening investors, setting industry standards, educating stakeholders, and generating investible deal flow. This institutional building is actively driven by local events and meetups powered by the Africa Early Stage

Investor Summit (AESIS) and hosted by national groups such as the Togo Business Angel Network (TOGOBAN), Cameroon Angel Network (CAN), and Côte d'Ivoire Business Angel Network (CIBAN). Complemented by flagship events like BIG Angels Day, hosted by Dakar Network Angels (DNA), these initiatives are successfully fostering innovation and attracting new investors by showcasing the region's untapped opportunities.

Deep dive

Building markets where capital is scarce

Zambia Business Angel Network (ZBAN) is a local angel network launched to address the lack of early-stage capital and private investor participation in Zambia. Its activities are overseen by a board of directors comprising five angel investors, who manage the deal-making process, including monthly pitch events and due diligence.

ZBAN comprises a diverse mix of 33 active angel investors, including professionals and founders, with half of the members based in the diaspora. Although ZBAN is structured as a non-profit, it generates revenue from charging membership fees and a 2.5% investment facilitation fee, as well as through grant funding and sponsorships. ZBAN has deployed over \$300,000 into 23 Zambian companies, with ticket sizes ranging from \$1,000 to \$60,000.

The angel network targets market-validated companies that have gained some traction and are generating revenue. ZBAN engages with incubators in Zambia to source high-quality deals, and offers mentorship, business connections, and investor readiness support to its companies. Its members benefit from masterclasses and investor meetups that help improve their knowledge of investing.

Despite the funding slowdown experienced in Africa in 2024, ZBAN continues to invest in Zambian companies, with 8 deals made on average each year from over 200 applications. ZBAN plans to grow its investor base in the immediate future and leverage investment mechanisms like special purpose vehicles (SPVs) to deploy larger cheque sizes.

Accelerating Local Capital Participation

17–18 October 2025 | Lagos, Nigeria



ABAN CONGRESS 2025

AFRICA MUST
FUND AFRICA

abanangels.org

[#ABANCONGRESS2025](https://twitter.com/ABANCONGRESS2025) [#ABANat10](https://twitter.com/ABANat10) [#INVESTINAFRICA](https://twitter.com/INVESTINAFRICA)

Marking ABAN's tenth anniversary, the 2025 Congress convened the continent's angel investment community in Lagos to translate the case for local capital into coordinated action¹⁵. At a moment when external funding is tightening, and Africa's own capital reserves remain underdeployed, the Congress served as a strategic inflection point for the ecosystem.

At a Glance

415+ Attendees | **13** Countries represented | **65** Speakers | **28** VC Firms

42% Female Speakers | **18** Angel Networks | **38** Partners | **3** Deal Showcases

Key Milestones

Catalytic Africa 2.0 was formally launched with a \$10 million matching fund ambition, introducing mandate-specific vehicles, including the Catalytic Africa timbuktoo Matching Fund in partnership with UNDP. The launch built on the programme's track record of co-investing with 200+ angels across 15 African countries.

ABAN and Madica signed an MoU to deepen collaboration between organised angel capital and institutional early-stage investors, with a focus on improving access to funding in underserved markets.

15. Techpoint (2025), [African angel investors chart path for the future at the ABAN 2025 Congress](#)

Broadening participation in angel investing to drive greater capital mobilisation



3.1 Participation in angel investing is becoming more diverse, connected, and powerful

African angel investors represent a dynamic and diverse group across key demographics, including gender, professional backgrounds, and geographic location. Survey results show that 37% of angels are women, 33% are members of the diaspora, and 94% are founders, corporate

executives, and professional investors. This expanding participation demonstrates a diverse investment landscape, offering startups the immense benefit of broadened capital sources, specialised expertise, and robust global networks.

Gender breakdown



63%



37%






Share of diaspora

Yes **33%** No **67%**

Occupation breakdown

47% **33%** **20%**

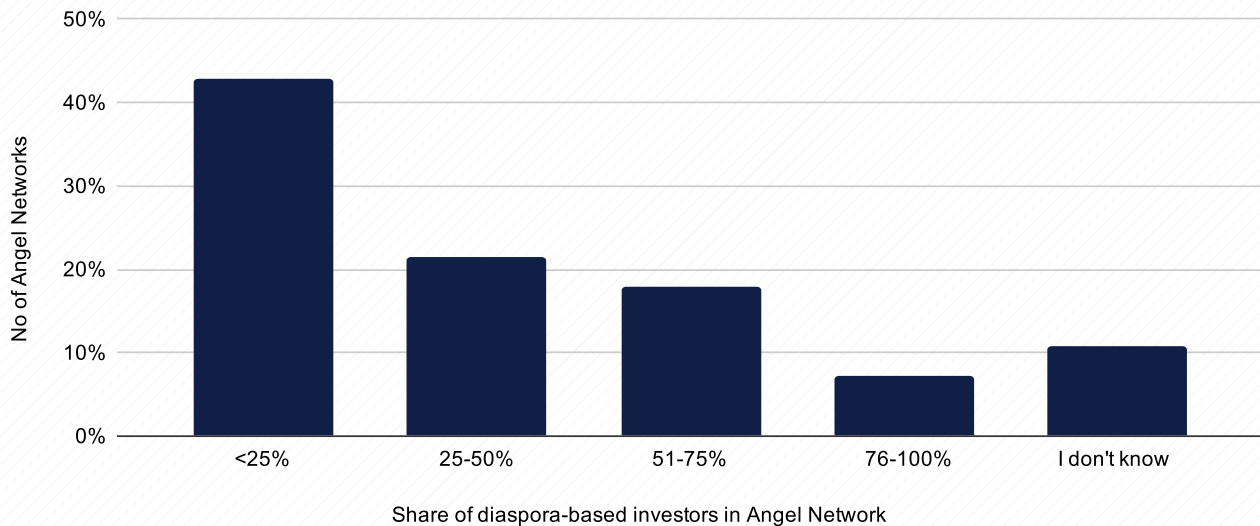
 Founder
  Manager or Executive (corporate)
  Other

3.2 Diaspora investors are actively participating in angel investing

Increased diaspora engagement is key to unlocking greater angel participation in Africa's early-stage ecosystem. Diaspora investors bring more than capital. They contribute lived market experience, long-term commitment to the

continent, and access to global networks. When combined with structured angel platforms and professional operating models, diaspora capital becomes a powerful driver of ecosystem depth and resilience.

Figure 13: African diaspora membership in angel networks



Source: Angel Survey 2025

The survey analysis reveals that nearly half (46%) of all angel networks now feature at least 25% diaspora membership. Underscoring their vital impact, diaspora angels have participated in more than 270 announced deals, representing an impressive 60% of all angel investments over the past decade¹⁶. This sustained activity is largely driven by reliable on-the-ground partnerships that effectively streamline deal sourcing, rigorous due diligence, active portfolio management, and robust governance.

To unlock even greater diaspora participation, deliberate structural innovation is essential. Leading this effort, ABAN has established the Africa Business Angel Investment Vehicle

(ABAIV). Domiciled in Rwanda, this purpose-built vehicle facilitates seamless, early-stage cross-border investments in African startups¹⁷. It offers a structured, secure pathway for angel investors across the continent and the diaspora to back the region's most promising early-stage businesses. Crucially, ABAIV empowers investors to pool their capital, consolidating smaller individual cheques into a single, powerful entity. This approach significantly simplifies administrative burdens, boosts investor confidence, and ensures a clean cap table for founders. Moving forward, the next phase of ABAIV will focus on digitalising the entire investment process, strategically reducing turnaround times while optimising cost efficiency.



16. Briter (2026), Briter Intelligence Data

17. (2026), [Rwanda wants to be where Africa-focused capital gets structured and domiciled](#)

3.3 ABAIV: Benefits for angel investors syndicating through the vehicle

Access and scale	Execution and efficiency	Investment flexibility	Regulatory, cost, and returns
<p>Invest across borders One regulated vehicle enables participation across multiple African markets without separate legal or compliance structures in each country.</p>	<p>Centralised due diligence ABAN coordinates sourcing, company selection, due diligence, and deal negotiation on behalf of participating investors.</p>	<p>Flexible deal structures Investments can be structured through SAFEs, equity, debt, or hybrid instruments, with Most Favoured Nation and Pro Rata rights embedded.</p>	<p>Rwanda tax framework 0% withholding tax on dividends, interest, and royalties. 3%–15% CIT applicable to qualifying structures. No foreign exchange controls or profit repatriation restrictions.</p>
<p>Pool capital, access larger deals Combine capital with other angels to participate in larger rounds and negotiate terms that are typically inaccessible to individual investors.</p>	<p>Structured post-investment reporting Investor reporting, data room management, legal compliance, and investor relations are managed centrally, reducing administrative burden.</p>	<p>Risk diversification Smaller allocations across multiple SPV-backed deals help diversify exposure across sectors and geographies.</p>	<p>Double taxation treaties Rwanda has 18 Double Taxation Avoidance Agreements, helping reduce cross-border tax friction in treaty markets.</p>
<p>Clean cap table ABAIV invests as a single entity regardless of the number of underlying investors, helping founders remain attractive to Series A and later-stage investors.</p>	<p>Speed of establishment SPVs can be formed in as little as two days and fully licensed within 30 days, enabling participation in live deals.</p>		<p>Credible jurisdiction Kigali International Financial Centre (KIFC) has attracted over 300 entities with \$570M plus Assets under management.</p>

How business angels internationalise

A literature review by Portia Nondo explores how angels move from domestic investing to cross-border participation and how networks, syndicates, and relational dynamics influence that transition. Key learnings from the review are highlighted below.

1. Internationalisation is gradual and relationship-driven

Business angels rarely internationalise in isolation. Cross-border activity typically unfolds through trusted relationships, co-investment partnerships, and introductions facilitated by intermediaries.



Portia Nondo

Business Leader and Investor

2. Perceived distance influences risk appetite

Geographic, regulatory, and cultural differences increase perceived uncertainty. However, when angels invest alongside trusted local partners, these barriers are significantly reduced.

3. Syndication enables capability development

Beyond distributing financial risk, syndication functions as a platform for shared due diligence, governance learning, and exposure to diverse sector expertise. Angels entering new markets often rely on co-investors to interpret local context, regulatory nuances, and expectations for post-investment engagement. International participation thus becomes a mechanism for capability expansion.

4. Diaspora investors act as cross-border connectors

Literature findings suggest that diaspora angels often occupy an intermediary position between ecosystems. They frequently combine contextual familiarity with African markets and exposure to international investment norms.

5. Institutional predictability shapes investment confidence

Regulatory clarity, enforceability of agreements, and governance transparency strongly influence cross-border participation. This indicates that hesitation to invest internationally is often linked less to the quality of opportunities and more to uncertainty about institutional stability and procedural reliability.

6. Organised networks internationalise more effectively than individuals

A consistent observation is that structured angel groups tend to internationalise more efficiently than standalone investors. Formal networks are better positioned to coordinate due diligence, pool expertise, standardise processes, and sustain cross-border engagement over time.

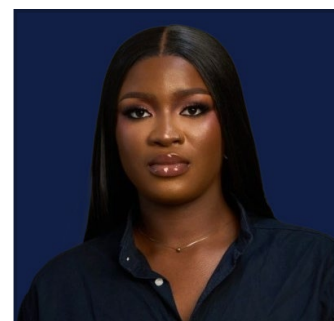
Expanding diaspora participation in angel investing

HoaQ demonstrates how lowering access barriers can mobilise large pools of diaspora professionals into angel investing. By providing curated deal flow, shared due diligence, and clear investment frameworks, HoaQ allows first-time angels to participate without needing deep technical or venture experience upfront. HoaQ has expanded the base of who gets to write the first cheque, deploying over \$5 million across more than 100 startups. Beyond capital, HoaQ offers strategic guidance, operational support, access to networks, follow-on funding, and market expansion support to portfolio companies.

The network stays actively engaged post-investment, helping founders navigate growth challenges and positioning them for subsequent funding rounds. For example, several portfolio companies have leveraged the HoaQ network to secure strategic introductions, refine their go-to-market strategies, and attract follow-on investors. This hands-on engagement increases founder resilience and improves long-term portfolio performance. HoaQ's collective and formal fund models have allowed the network to serve different investor profiles while expanding the pool of capital available to founders. The collective model enables access and flexible participation for angels, while the formal fund provides structured governance, clearer liquidity planning, and more predictable capital deployment. This dual structure has improved investor confidence, streamlined decision-making, and allowed founders to access more stable, long-term capital. It has also positioned HoaQ to support companies across multiple stages, bridging early angel cheques with institutional readiness.



"At HoaQ, we have seen that when angel investing is opened up beyond a narrow group of repeat investors, it unlocks new sector insights, deeper founder empathy, and stronger local market understanding. This inclusive participation democratises wealth creation and reduces systemic concentration of capital, enabling more founders, particularly those outside traditional industries or major hubs, to access early support. Expanding the pool of first cheques into the ecosystem will empower founders to test new ideas with greater pace and flexibility, creating new markets, deepening the talent pools, and local intellectual capital that will transform our economic landscape."



Folakemi Osho

General Manager, HoaQ

Enabling angel networks through professional infrastructure

COREAngels MEA shows how institutional backing and professional infrastructure enable angel networks to scale sustainably. Supported by strong operating partners, COREAngels MEA runs multiple venture showcases and investment committees annually, proving that angel investing thrives when intent is matched with structure. COREAngels MEA capitalises on the local expertise and global knowledge of COREAngel International. It uses a hybrid VC model, comprising syndication and funds to attract angels with varying risk appetites, offering entry points from a \$5,000 minimum ticket.

The network offers an investment readiness bootcamp for 20 SDG-aligned startups, following which five startups are nominated to pitch at a 3-day retreat in Cairo, fostering deep founder-angel connections. Thereafter, the startups engage with investors through a virtual development service (VDS) programme, where they are mentored for up to five hours per month to become investment-ready. COREAngels MEA supported Rebel, a cross-border payments company, by helping it navigate cross-border payment governance. COREAngels MEA connected the startup with one of its members who had relevant experience and could assist the startup in getting regulatory approvals for its solution.



Harnessing innovative capital stacks to catalyse early-stage funding



Startups require different types of capital at various stages of growth, making a well-sequenced capital stack critical for testing, validating, and scaling solutions. In Africa's early-stage ecosystem, founders often rely on flexible, non-dilutive financing such as SAFE notes to

achieve product-market fit. Surveyed angels from ABAN and Briter Bridges consistently report leveraging these instruments alongside traditional equity to drive commercialisation, ensuring startups are well-positioned to attract a wider range of investors for future growth.

Deep dive

Catalysing early-stage funding through suitable financial structures

Catalytic Africa is a matching fund initiative established by ABAN and AfriLabs in 2022 to catalyse early-stage investment into viable African startups. The initiative was designed to mobilise institutional capital from key funders, beginning with the Agence Française de Développement (AFD) and Digital Africa, and has since expanded to include the United Nations Development Programme (UNDP).

At its core, Catalytic Africa leverages the combined strengths of innovation hubs, accelerators, and organised angel networks to accelerate startup growth while simultaneously advancing key development outcomes. By matching private angel capital with grant funding, this innovative model effectively reduces early-stage investment risk and significantly increases the size and impact of first cheques into high-potential companies.

Catalytic Africa 2.0: Scaling the model

Launched at the 2025 ABAN Congress in Lagos, Nigeria, **Catalytic Africa 2.0** expands the original framework by introducing mandate-specific vehicles operating under the Catalytic Africa model. The goal is to attract additional development partners and deploy catalytic capital into priority sectors and underserved regions across the continent.

The model supports the full ecosystem of stakeholders involved in a startup's journey to scale, from incubators and hubs to angel investors and early-stage networks, reinforcing ABAN's thesis that angel investing functions as development infrastructure.

The Catalytic Africa timbuktoo Matching Fund

In partnership with UNDP, Catalytic Africa 2.0 has launched the **Catalytic Africa timbuktoo Matching Fund**, aligned with UNDP's broader timbuktoo initiative. The fund aims to:

- Finance African-led pre-seed startups developing innovative digital solutions aligned with the Sustainable Development Goals (SDGs)
 - Expand angel investing into underserved markets
 - Increase overall angel deal flow across the continent
 - Strengthen the pipeline between incubation, angel investment, and follow-on capital
- timbuktoo Innovation Hubs have incubated **298 startups across 41 African countries**, creating a robust pipeline of investible companies. This structured deal flow reduces sourcing risk for angels while broadening geographic access to capital.

Matching structure

The timbuktoo Matching Fund operates on a blended capital model designed to crowd in angel participation:

- **1:1 Match** - For angel investments of up to \$20,000, the fund provides an equivalent amount in grant funding.
- **2:1 Match** - For angel investments of \$10,000 or less, the fund provides twice the angel's investment as a grant.
- **Maximum funding per startup:** \$20,000

Once an ABAN-affiliated angel network conducts due diligence and invests in a startup incubated within the Timbuktoo ecosystem, the network may apply for matching capital from Catalytic Africa to increase the total investment deployed into the company. Catalytic Africa 2.0 demonstrates how public and private capital can work together to strengthen early-stage markets. When angel capital is strategically supported, it becomes a powerful lever for inclusive economic development.

Catalytic Africa Key Highlights

Description	Details
Number of startups supported	22
Number of countries where portfolio companies are located	15
Number of local angel investors that have participated in deals	207
Deployed by Catalytic Africa	\$1.5+ million
Committed by angel investors	\$1.6+ million
Follow-on capital amount raised by portfolio companies	\$7.2 million
Number of companies with at least 2 SDG alignment	22

Portfolio Highlight

Sumet Technologies | E-commerce | Tanzania

Sumet Technologies is building an infrastructure for emerging brands to penetrate the market.

Key metrics

- \$800,000 revenue generated in 2025
- 100 full-time jobs supported
- 75% of the workforce is under 35 years old



"With Catalytic Africa's investment, 4000+ informal retailers have benefitted from our buy now, pay later (BNPL) model and our team has grown by eightfold."



Hazem Afify

CEO, Sumet Technologies

Dawa Mkononi | Healthtech | Tanzania

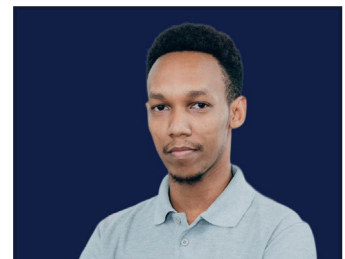
Dawa Mkononi is a technology-enabled pharmaceutical distribution platform that helps pharmacies, ADDOs, and healthcare facilities procure medicines more reliably and efficiently.

Key metrics

- \$5,000,000 revenue generated in 2025
- 130 full-time jobs supported
- 92% of the workforce is under 35 years old



"With Catalytic Africa's investment, we've been able to extend our services to more health facilities, particularly in underserved regions. We've implemented advanced technologies for inventory management and credit scoring. The investment has also supported our marketing initiatives to increase our customer base."



Joseph Paul

CEO, Dawa Mkononi

Duhqa | E Commerce | Kenya

Duhqa Ltd connects microstores to manufacturers, offering them procurement, distribution, and financing, ensuring that they can focus on their core business, which is to sell.

Key metrics

- \$19,700,000 revenue generated in 2025
- 74 full-time jobs supported
- 75% of the workforce is under 35 years old



"With Catalytic Africa's investment, we have had more visibility, and we are exploring synergies and possible investment with new partners and potential investors."



Victor Maina

CEO, Duhqa



Rethinking exit strategies

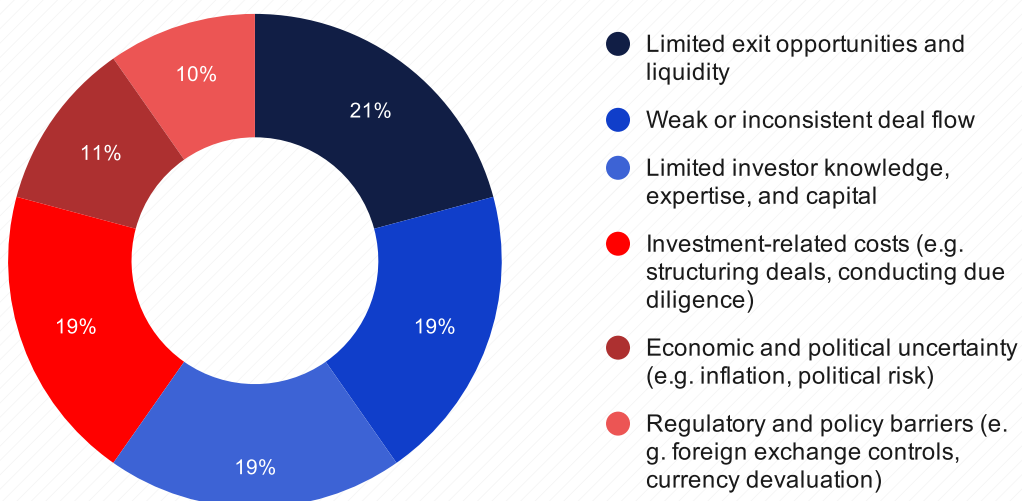


5.1 Several factors are challenging the increased interest in angel investing

While more diversified capital structures are boosting angel investing on the continent, several external factors, such as a lack of liquidity, currency devaluation, and press coverage of startup struggles, are challenging the momentum. However, the impact of these factors on angel investors varies, with 29% of

respondents indicating that they have either paused or reduced their investments, 41% are still investing but proceeding cautiously, for instance by prioritising their existing portfolio, and 29% suggesting that these factors have had no impact on their investment decisions.

Figure 14: Challenges faced by angel networks in 2025



Source: Angel Survey 2025

For most angel networks, common obstacles to angel investing in 2025 include limited exit opportunities and liquidity, reported by 21% of respondents, followed by limited deal flow,

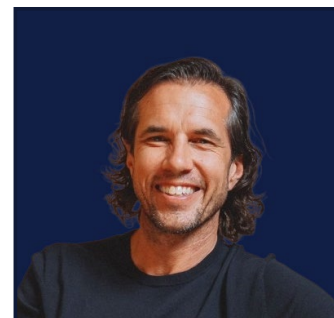
knowledge gaps, and the high cost of investing.

As African angels seek to capitalise on the first-mover advantage through early market entry, they grapple with limited liquidity and a scarcity of notable success stories within the ecosystem. In response, some angels advocate for a strategic re-evaluation of achieving exits in Africa. This includes having realistic return expectations,

improving knowledge about fundraising, such as understanding that a company's raised valuation does not necessarily equate to immediate cash value upon exit, and prioritising liquidity opportunities when they arise, rather than holding onto high, illiquid valuations.



"As angel investors, we realise it's not always unicorn or bust. So I think also in our minds we have to be open to those different outcomes that success can look like and can take different forms for startups. However, if you have forced the narrative that your investment is only a success if it's 100% month-on-month growth, you're going to be very disappointed. Angel groups and angel investors should have that flexibility to allow companies to grow at the pace that they need to grow. I think if you have your expectations set correctly, then you're not as quickly disappointed, and then hopefully you're not putting that pressure on the founder because you should be aligned with the goals of long-term success."



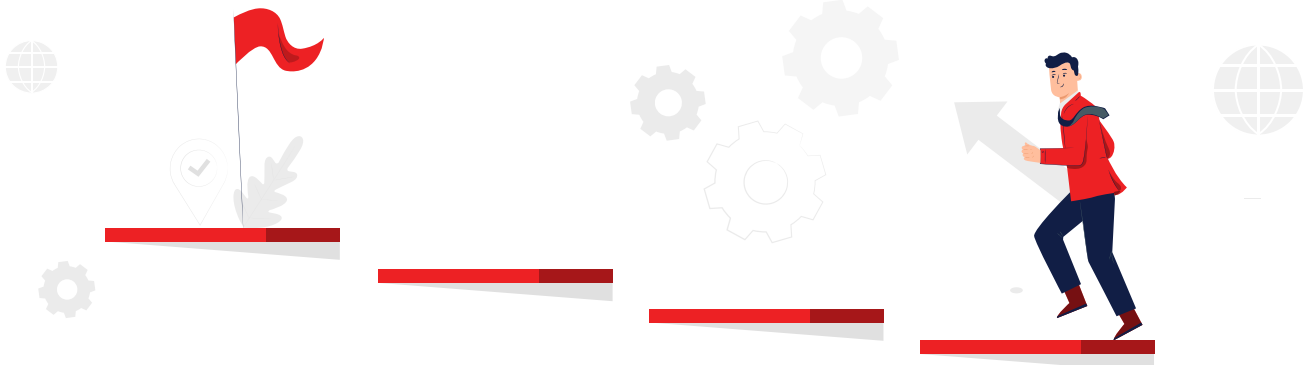
Nick Villele
Founder, NaiBAN

Case Study

Adopting proactive strategies to achieve exits

Isaac Ewaleifoh is a diaspora-based angel investor with a finance background. He has been investing for six years and has a portfolio of 100 deals, dedicating 60% to Africa across various countries. He invests through a combination of methods, including direct cap table investments using SAFEs, syndicates through direct equity or special purpose vehicles (SPVs), crowdfunding platforms such as AngelList and Get Equity, and as a limited partner in three African funds. Isaac invests across stages from pre-seed to Series B, using a ticket range of \$2,000 to \$20,000, getting access to deal flow as a member of Afropreneur Angels. He approaches every investment with an exit mindset from Day One, and often targets an exit opportunity within two or three years. To achieve this, he prioritises investments in companies that have high impact and scale potential, and are likely to get into a global accelerator and raise a larger round, with a 3x portfolio target. He also has discussions on exit paths with founders to ensure alignment and encourages them to think about opportunities for secondary liquidity. Isaac has had 10 exits, seven of which happened through secondaries, and the remaining three via mergers and acquisitions (M&A) of non-African companies. An example of Isaac's successful exit was in WayaPay, a remittance company. Isaac played a crucial role in its early success by encouraging the founder to apply to accelerator programmes. Following this, the company raised a seed round, which marked the point of Isaac's exit.

The way forward



Four years of examining the activities of angel investors and angel networks in Africa have demonstrated that they are playing critical roles in the continent's entrepreneurial ecosystem, helping to bridge early-stage funding gaps that persist in many of its markets and contribute to solutions that boost economic development. Angels are often the first external source of capital for startups, providing not only funding but also mentorship, strategic guidance, and access to networks. Survey findings from 2025 indicate that they provide critical support that draws on their professional background and experience. Through their activities, they play a foundational role in enabling entrepreneurs to validate ideas, build viable businesses, scale toward institutional investment, and improve startup survival and long-term success.

Angel investing in Africa is also evolving in structure. Investors are increasingly organising through both informal groups and formal networks, allowing them to pool capital, share learnings and expertise, and spread risks. This is particularly crucial in less mature markets outside the Big Four, where venture capital activity is limited and financing is scarce, positioning angel networks as market builders. Expanding who participates in angel investing is, therefore, key to amplifying angels' impact and contributions. This

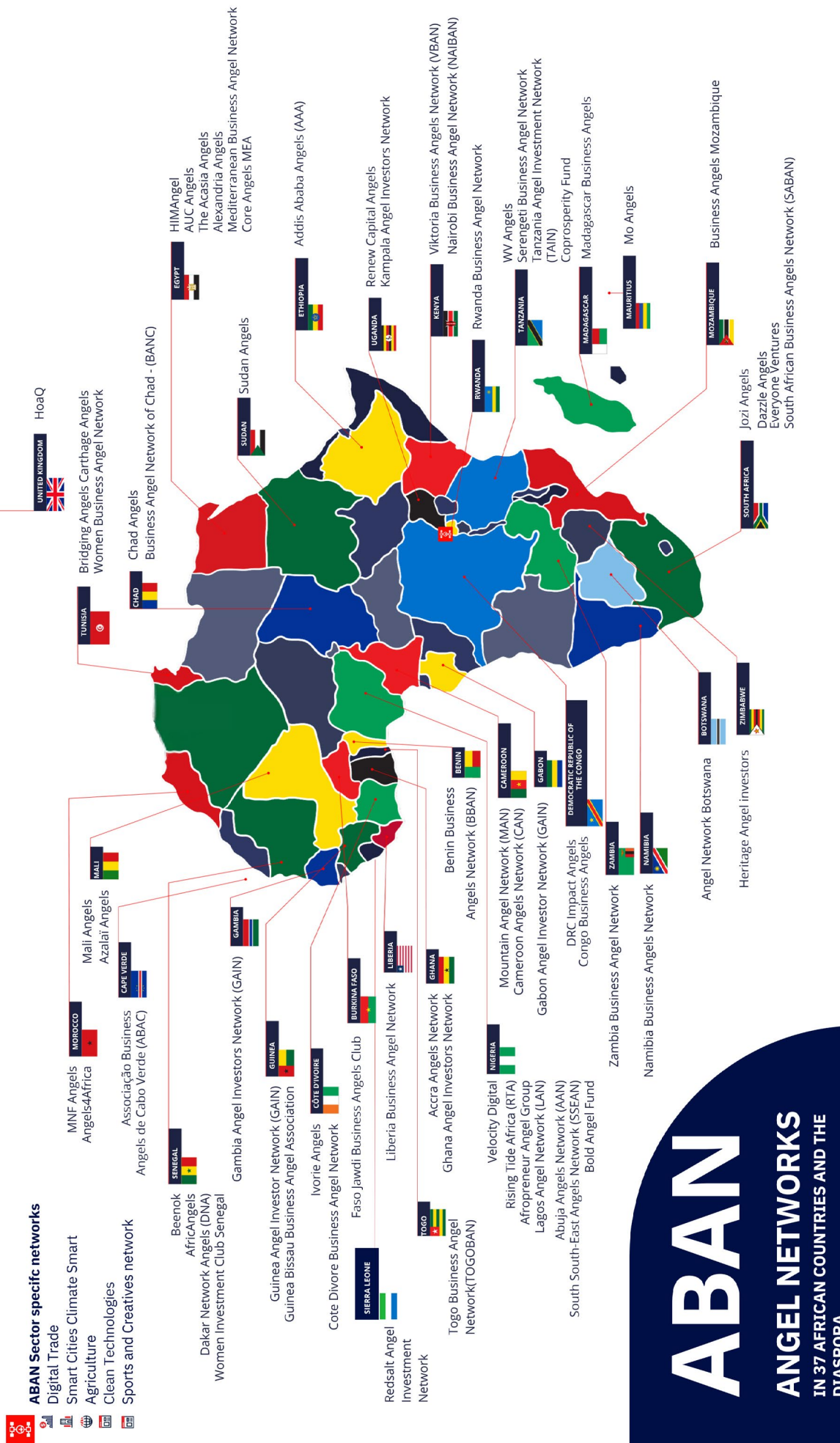
can be achieved through simplified structures that facilitate investments across borders and enable deal sourcing, due diligence, and portfolio management to leverage the potential of Africa's diaspora community. Additionally, financial structures like Catalytic Africa initiative that enable the mobilisation of traditional capital from different funder types like development organisations are crucial for channelling investments into underserved markets and high-impact sectors with the potential for sustainable development.



While angel investing is recognised for its potential to generate significant impact, several challenges, such as limited exit opportunities and scarcity of notable success stories, deter individuals from participating. To overcome this, angels must:

- **Deploy flexible capital:** Angels must leverage instruments and terms that meet the startups where they are in their growth journey and align with long-term objectives.
- **Drive toward liquidity:** Angel investors must adopt strategic approaches that realistically guide startups toward successful exits, thereby demonstrating the financial viability of early-stage investing as an asset class.
- **Deepen ecosystem collaboration:** At the group level, angel networks must increase their engagements with a wide range of stakeholders, including hubs and accelerators, policymakers and development partners, venture capitalists, and corporates, to fully realise the maximum potential of angel investing.





ABAN

ANGEL NETWORKS

IN 37 AFRICAN COUNTRIES AND THE DIASPORA

ABAN | African business angel network

ASKY Go Digital

Book & purchase online

Online Booking

Get 5% off on your ticket fare by booking online



Scannez moi

Check-in Online

Get extra 5Kg of baggage allowance by check-in online



Scannez moi

ASKY Club

Join now for free, earn miles, and get free baggage allowance, access to business lounges, free tickets and upgrades



Scannez moi



Get ASKY mobile app





ABAN

african business angel network