



**ALUMNI
ACCELERATOR**

 ORANGE
CORNERS  FORWARD-INC

DEMO DAY

OCTOBER 26, 2023

PROGRAM BROCHURE

ABOUT THE



Orange Corners is an initiative of the Ministry of Foreign Affairs of the Netherlands that provides young entrepreneurs across Africa, Asia and the Middle East with training, mentorship, network, funding and facilities to start and grow their businesses. They run several programmes that are focused on strengthening the entrepreneurial ecosystem, involving education, policy-making and skills building.

Together with Forward·Inc, the Alumni Accelerator has provided promising ventures with the opportunity to work on their investor readiness, expand their international network, connect to investors, and receive mentorship in a tailored program based on their needs.



FOREWORD

LAURA DI SANTOLO
PROGRAM MANAGER
& CO-FOUNDER OF
FORWARD-INC

Resilience, Grit, Flexibility, Resourcefulness, Optimism. These 5 words come to mind when thinking of this incredible accelerator cohort!

Composed of 17 diverse businesses, this cohort demonstrates the power of bringing together entrepreneurs from different countries and regions. They brought their dreams, challenges and fears to the program, and my biggest hope is that the tailored support and dedication from Orange Corners and Forward-Inc enable the startups to fly the nest and grow in the best way for them.

The 10 businesses pitching are eager to attract external capital to fuel their growth. As an attendee, I am positive that you will value their determination to be catalysts for positive change in this increasingly complex world.

This event marks the end of the program but is only part of the beginning for these exceptional people. They turn dreams into reality, hardships into opportunities, and find solutions to the most challenging problems. These entrepreneurs are strengthening the economic & social fabric of the communities they operate in, and “Inshallah” will positively impact their regions, countries and beyond! Please be part of the solution and introduce them to any relevant contact that could potentially help them achieve their goals! “

AGENDA

	16:00 - 16:30	Walk-in
	16:30 - 16:55	Introduction
	17:00 - 17:35	First round of pitches
	17:35 - 17:45	Break
	17:45 - 18:30	Second round of pitches
	18:30 - 18:35	Accelerator Participant Graduations
	18:35 - 19:00	Networking



KEYNOTE SPEAKER

BRADLEY HESLOP
CCO OF DOT GLASSES

Bradley Heslop is a social entrepreneur, Acumen fellow, mentor and speaker committed to proving business as a force for positive change. In 2014, he was ranked 5th in the Top 100 Future Leaders publication.

For the last 11 years, Bradley has worked with communities in sub-Saharan Africa to develop and scale business solutions to fundamental development challenges.

Bradley is a re-founder and Chief Commercial Officer of DOT Glasses International. DOT Glasses is a social enterprise that innovates to improve the accessibility, affordability and usage of eyeglasses. Their innovations have led to organisations that traditionally would not provide eyecare with the training to provide free eye tests and eyeglasses to communities without needing a specialist background.

Their “optical shop in a bag” has been used in 16 countries across the world and has helped more than 70,000 people see better.



D O T
GLASSES



PITCHING ACCELERATOR PARTICIPANTS



GREENHILL RECYCLING LTD

FOUNDERS NAMES

MARIAM LAWANI, TEMITOPE LAWANI

COUNTRY/REGION

NIGERIA

RESIDENCE

LAGOS, NIGERIA

SECTOR

CLEANTECH, SUSTAINABILITY

OPERATING COUNTRIES

NIGERIA



STARTUP PROFILE

Greenhill Recycling is a social enterprise that addresses poverty, unemployment, and climate change challenges by using plastic waste as a currency to exchange value. Users earn 'GREEN POINTS' for every plastic waste deposited, which can be redeemed for cash. Recovered plastics are sorted, pre-processed and sold as raw materials to produce polyester fibre.

ACCOMPLISHED THUS FAR:

- Diverted 35M singular post-consumer plastics from marine litter to recycling
- Collecting 200 tons of plastic monthly
- Engaged 15,000+ subscribers
- Generated jobs for 50+ women and youth
- Raised \$150,000+ in pre-seed funding

CURRENT FOCUS:

- Scaling through sustainable systems, structures, and factory development
- Expanding networks, expanding across Nigeria and Sub-Saharan Africa, and exploring strategic partnerships, including a co-founder

PENDING QUESTIONS / CHALLENGES:

- How to expand within Lagos state?
- Needing multiple locations to feed into the factory

ANNUAL TURNOVER:

- 2020 -\$2,766
- 2021 - \$26,127
- 2022 - \$130,000

INVESTMENT ASK:

- \$500,000



MAYDANI ZANIARI

FOUNDERS NAMES

LUQMAN MUTALEB, BASO SEDEEQ, HEKMAT SEDEEQ

COUNTRY/REGION

IRAQ, ERBIL

RESIDENCE

IRAQ, ERBIL

SECTOR

AGRICULTURE, TECH

OPERATING COUNTRIES

IRAQ



STARTUP PROFILE

Maydani Zaniari provides digital marketing to farmers and agricultural companies with a mission to connect farmers and agri-companies all over Iraq.

ACCOMPLISHED THUS FAR:

- Won a grant and secured a pre-seed fund
- Generated money from a new B2B business model
- Recently launched a mobile app and started a marketing campaign for it

CURRENT FOCUS:

- Gain insights on how to scale up
- Gain access to funding and investments

PENDING QUESTIONS / CHALLENGES:

- Raising funds
- How to scale up our current processes to bring in more revenue and make more impact

ANNUAL TURNOVER:

- 2022 - \$3,895
- First half 2023 - \$3,550

INVESTMENT ASK:

- \$200,000
- Marketing, talent acquisition, product development



SETECH SUSTAINABLE ENERGY TECHNOLOGIES LTD

FOUNDERS NAMES

LOVANS OWUSU-TAKYI & ADJOA OWUSU-TAKYI

COUNTRY/REGION

GHANA

RESIDENCE

TEACHER MANTE, BEPOSO, EASTERN REGION

SECTOR

CLEANTECH, SUSTAINABILITY, ENERGY

OPERATING COUNTRIES

GHANA AND OTHER WEST-AFRICAN COUNTRIES



STARTUP PROFILE

SETECH is a social enterprise that produces and supplies renewable energy and environmental technologies in the form of clean cookstoves, solar lighting, water filters, and biogas for households and small businesses in Ghana and West Africa.

ACCOMPLISHED THUS FAR:

- Producing 240,000 stoves per year
- Won 2 community awards
- Raised \$250,000
- Exports clean tech to 4 other African countries

CURRENT FOCUS:

- Growing the business and attracting bigger investments
- Increasing market share in West Africa and access to international markets

PENDING QUESTIONS / CHALLENGES:

- How can a carbon credit facility be developed for clean cookstoves, biogas, and water filter deployment in Ghana and West Africa?
- How to prepare for a \$5,000,000 investment?

ANNUAL TURNOVER:

- 2021/2022 - \$100,000
- First half 2023 - \$1,355,700

INVESTMENT ASK:

- \$1,000,000



SCHOOLINKA NG

FOUNDERS NAMES

OLUWASEUN KAYODE, AYOMIDE AKINTIMEHIN

COUNTRY/REGION

NIGERIA

RESIDENCE

LAGOS, NIGERIA

SECTOR

EDTECH

OPERATING COUNTRIES

NIGERIA, GHANA, KENYA, UGANDA



STARTUP PROFILE

Schoolinka is an online platform that provides access to training, peer mentorship, and job opportunities to teachers in Africa. Solely dedicated to teachers.

ACCOMPLISHED THUS FAR:

- More than 3,000 educators across Nigeria, Ghana, Kenya, and Uganda.
- \$22,000 revenue bootstrapped initiative
- Received \$100,000 equity funding from MasterCard Foundation Edtech Fellowship

CURRENT FOCUS:

- Building a custom digital platform and scaling up in Nigeria and Sub-Saharan Africa.
- Hiring key roles across learning development, technology, and sales teams

PENDING QUESTIONS / CHALLENGES:

- How to raise funds to build our core team?
- How to create more engaging learning programs and market them wide to teachers across Africa?

ANNUAL TURNOVER:

- 2022 - \$10,570
- First half 2023 -\$12,735

INVESTMENT ASK:

- \$700,000 pre-seed



TOROOD

FOUNDERS NAMES

MAHMOUD ABUSHAWISH, EZZELDEEN ALAKHRAS

COUNTRY/REGION

PALESTINIAN TERRITORIES

RESIDENCE

GAZA, PALESTINIAN TERRITORIES

SECTOR

E-COMMERCE

OPERATING COUNTRIES

PALESTINIAN TERRITORIES



STARTUP PROFILE

Torood is a tech startup that leads markets to transform from traditional commerce to e-commerce.

ACCOMPLISHED THUS FAR:

- Received an investment and are expanding into another country
- \$600,000 revenue and reached profitability
- Helped more than 2,000 traders
- 12 Team members

CURRENT FOCUS:

- Developing the technical, marketing, and sales department and activities

PENDING QUESTIONS / CHALLENGES:

- How to get an investment?
- How to expand our work in Gaza?

ANNUAL TURNOVER:

- 2023 - \$350,000

INVESTMENT ASK:

- \$450,000



TECH4AG LTD/mDAIRY

FOUNDERS NAMES

CBADEGESIN ALAWODE, OYEWALE ABIOYE

COUNTRY/REGION

NIGERIA

RESIDENCE

LAGOS, NIGERIA

SECTOR

FOOD, SOFTWARE

OPERATING COUNTRIES

NIGERIA



STARTUP PROFILE

Tech4Ag developed mDairy, the first digital platform for dairy companies and farmers' cooperatives in Nigeria. mDairy helps dairy companies/cooperatives digitise their farmers' profile and milk procurement processes, initiate payments and enhance access to finance on one platform. This helps users make instant data-driven decisions, reduce operational cost, and improves efficiency, productivity, and transparency.

ACCOMPLISHED THUS FAR:

- First android version mDairy and data dashboard successfully piloted in Oyo State with IFDC/2SCALE project and FrieslandCampina WAMCO Nigeria PLC
- Registered over 1000 farmers and 298 milk transporters/aggregators
- Over \$12,000 equity-free funds received

CURRENT FOCUS:

- Developing and implementing a scalability strategy
- Form new partnerships to optimise and further scale products and operations across Nigeria and Africa.

PENDING QUESTIONS / CHALLENGES:

- Access to funding
- How to create partnerships and expand network
- Technical tech talent support

ANNUAL TURNOVER:

- 2022 - \$6570
- First half 2023 - \$3302

INVESTMENT ASK:

- \$200,000
- Product development, operations, marketing



MY SOLAR BID LTD

FOUNDERS NAMES

ISRAEL FALEYE, NW/ABUONA STANLEY,
BENJAMIN FALEYE

COUNTRY/REGION

NIGERIA

RESIDENCE

LAGOS, NIGERIA

SECTOR

SOLAR, RENEWABLE ENERGY

OPERATING COUNTRIES

NIGERIA



STARTUP PROFILE

MySolarBid is a clean energy financial technology startup focused on providing local energy providers (solar installers) with the technology and financing that allows them to deploy innovative business models such as Pay-As-You-Go, Rent-to-Own and Power-as-a-Service much faster and cheaper.

ACCOMPLISHED THUS FAR:

- Earned \$25,000+ in total revenue
- 15+ customers served
- Network of 20 local energy providers across Nigeria

CURRENT FOCUS:

- Fundraising
- Customer on-boarding & marketing

PENDING QUESTIONS / CHALLENGES:

- Fundraising to reach the next 100+ customers
- Improving product development
- Recruitment and improving existing team capacity

ANNUAL TURNOVER:

- 2021 - \$2,100
- 2022 - \$6,320
- First half 2023 - \$7,069

INVESTMENT ASK:

- \$150,000
- For product improvement (by 40%); Customer financing (next 60 customers); Operations (9-12 months)



DRUGSTORE HEALTH TECH SERVICES LTD

FOUNDERS NAMES

ADEYEMI OLUTOYE, OMOYENI OLAMIDE, ADEMOLA TIKARE

COUNTRY/REGION

NIGERIA

RESIDENCE

LAGOS, NIGERIA

SECTOR

HEALTHTECH

OPERATING COUNTRIES

NIGERIA



STARTUP PROFILE

Drugstore is a health tech company building digital solutions for the health industry to solve the problem of inaccessibility and unavailability of medicines, vaccines, and essential medical equipment. We are improving the accessibility of medications to Nigerians in the rural and urban areas to ensure healthy lives and well-being for all.

ACCOMPLISHED THUS FAR:

- \$450,00 revenue in 2022
- 9 full-time employees

CURRENT FOCUS:

- Gain insights on how we can scale up to our current level
- Gain access to funding and investments

PENDING QUESTIONS / CHALLENGES:

- Raising funds
- How to scale up our current processes to bring in more revenue and make more impact

ANNUAL TURNOVER:

- 2021 - \$254,000
- 2022 - \$450,000
- First quarter 2023 - \$148,000

INVESTMENT ASK:

- \$100,000
- Platform development, sales & marketing, service



SHAQ EXPRESS

FOUNDERS NAMES

ANTHONY OWUSU-ANSAH

COUNTRY/REGION

GHANA

RESIDENCE

ACCRA, GHANA

SECTOR

E-COMMERCE

OPERATING COUNTRIES

GHANA



STARTUP PROFILE

ShaQ Express is an e-commerce & logistics company seeking to provide a connected digital experience between vendors and customers. By providing a seamless platform, ShaQ Express allows vendors and shops to sell and gives customers the convenience to shop from various stores, order food & cakes and move packages from one point to another.

ACCOMPLISHED THUS FAR:

- Development of a Super App
- \$167,000 dollars in revenue per year
- 24 Team members

CURRENT FOCUS:

- Networking
- Working on the capacity building
- Expansion/ exposure

PENDING QUESTIONS / CHALLENGES:

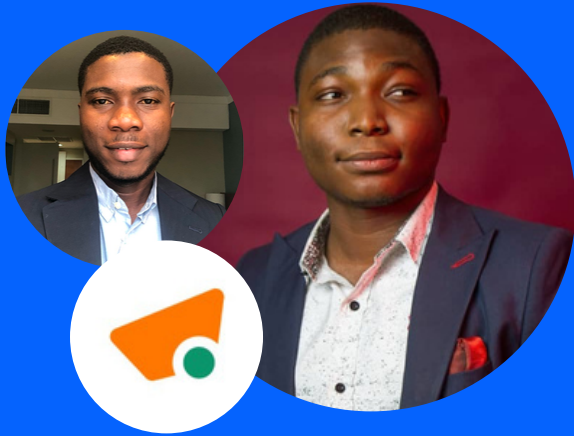
- Access to funding

ANNUAL TURNOVER:

- 2021 - \$123,550
- 2022 - \$156,537
- First half 2023 - \$83,289

INVESTMENT ASK:

- \$1,000,000
- Marketing, product development, expansion



SCRAPAYS

FOUNDERS NAMES

BOLUWATIFE AREWA, TOPE SULAIMON

COUNTRY/REGION

NIGERIA

RESIDENCE

LAGOS, NIGERIA

SECTOR

WASTE MANAGEMENT

OPERATING COUNTRIES

NIGERIA



STARTUP PROFILE

Scrapays empowers stakeholders through a digital infrastructure which optimises the recycling value chain for efficiency and profitability. Scrapays technologies allow individuals to start, grow, and scale their mini-recycling businesses, enabling individuals to get value for disposing of, collecting, storing or moving recyclable materials. By bridging recycling, technology, and finance, Scrapays powers the future of "Recycling as a Business."

ACCOMPLISHED THUS FAR:

- Disbursed over \$215,000 to agents, waste producers, and collectors within the value chain through Scrapays Wallet System
- Over 15,100 users across our network
- Over 55,000 drop-offs and pickups of recyclables processed by our network
- \$260,700 revenue

CURRENT FOCUS:

- Leadership development
- Expanding network with senior entrepreneurs

PENDING QUESTIONS / CHALLENGES:

- How to effectively onboard agents?
- How to solve logistics at scale

ANNUAL TURNOVER:

- 2021 - \$20,788
- 2022 - \$114,638
- First half 2023 - \$61,000

INVESTMENT ASK:

- \$750,000



GRADUATING ACCELERATOR PARTICIPANTS



MC MORE INTERNATIONAL (PTY) LTD

FOUNDERS NAMES

MORERO MOLOI, LERATO DHLADHLA

COUNTRY/REGION

SOUTH AFRICA

RESIDENCE

JOHANNESBURG, SOUTH AFRICA

SECTOR

FOOD

OPERATING COUNTRIES

SOUTH AFRICA



STARTUP PROFILE

Mc More specialises in inclusive franchising and food manufacturing by selling micro-distribution franchises as business opportunities for the unemployed. We make our premium McMore Muffins and package, market, equip and support our franchisees to successfully sell our products to the market.

ACCOMPLISHED THUS FAR:

- Entry into the retail market through Spark
- Sold 22 micro franchises within 2 SA provinces
- Supplies daily to BMW, Toyota and Lexus car dealerships

CURRENT FOCUS:

- Networking and learning how to grow the business into a global brand to contribute to solving challenges faced in the continent

PENDING QUESTIONS / CHALLENGES:

- How to internationally scale and expand the business
- Limitations due to the electricity crisis and poor infrastructure
- Raising funds to cover the food standards compliance process

ANNUAL TURNOVER:

- 2020/2021 - \$1,798.05
- 2021/2022 - \$108,972.76
- 2023 estimate - \$114,421.40

INVESTMENT ASK:

- \$100,000



OFADAHUB NIGERIA LIMITED

FOUNDERS NAMES

AMEENAH KAZEEM

COUNTRY/REGION

NIGERIA

RESIDENCE

LAGOS, NIGERIA

SECTOR

FOOD

OPERATING COUNTRIES

NIGERIA, SOUTH AFRICA, THE UK, FRANCE, ITALY, USA



STARTUP PROFILE

Ofadahub provides affordable, safe, and high-quality food to retailers and consumers in urban areas through partnerships with local rice farmers in rural communities. Ofadahub aims to be at the forefront of innovation in the processing of Ofada rice with great health benefits. Ofadahub's goal is to earn a position in consumers' minds as a food processing brand recognized for its integrity, innovation, and commitment to food safety.

ACCOMPLISHED THUS FAR:

- Exporting to 8 countries
- Providing economic sustainability for 32 local farmers
- NAFDAC certification

CURRENT FOCUS:

- Access to international opportunities
- Partnership with other members

PENDING QUESTIONS / CHALLENGES:

- How to expand internationally?
- How to deal with extreme fluctuation of prices by local suppliers due to climate/drought?

ANNUAL TURNOVER:

- 2021 - \$16,641
- 2022 - \$25,995
- First half 2023 - \$25,191

INVESTMENT ASK:

- \$100,000



LOVE OUR CITY KLEAN

FOUNDERS NAMES

KEITUMETSI MACGWAZA, ZWELIHLE MACGWAZA

COUNTRY/REGION

SOUTH AFRICA

RESIDENCE

JOHANNESBURG, SOUTH AFRICA

SECTOR

CLEANTECH, SUSTAINABILITY

OPERATING COUNTRIES

SOUTH AFRICA



STARTUP PROFILE

Love Our City Klean is a creative waste management company focused on effectively diverting recyclables away from landfills for repurposing through a series of education and awareness programs that include separation at source activities, upcycling, placemaking and art projects. The goal is to begin product development within our community and on our site to create a total waste economy.

ACCOMPLISHED THUS FAR:

- Receiving grant funding to the value of R100,000 from Businesses in Arts South Africa to further develop our waste-to-art projects and place-making initiatives
- Turning the recycle stations into community hubs

CURRENT FOCUS:

- Access to funding
- Finding new ways to monetise the current activities

PENDING QUESTIONS / CHALLENGES:

- How to acquire small-scale machinery to begin shredding and processing plastics?
- Improving logistics to collect and sell recycling to grow profits and afford sustainable salaries

ANNUAL TURNOVER:

- 2020 - \$12,100
- 2021 - \$15,782
- 2022 - \$17,886
- First half 2023 - \$10,523

INVESTMENT ASK:

- \$66,000



CHUUSE INC

FOUNDERS NAMES

DANIEL OLOWOKERE, OLUWATOBA OSOBA

COUNTRY/REGION

NIGERIA

RESIDENCE

LAGOS, NIGERIA

SECTOR

EDTECH

OPERATING COUNTRIES

NIGERIA, USA



STARTUP PROFILE

Chuuse enables pre-college and college students to prepare for careers and future work in tech through tailored skill education programs and resources.

ACCOMPLISHED THUS FAR:

- Over 1000 users within two months of the product campaign.
- 300,000 signups and currently 5,000 active paying users.
- Raised an initial investment of \$20,000 via the OC incubator
- Strong collaboration with Google
- Total revenue of \$85,000

CURRENT FOCUS:

- Investors
- Networking

PENDING QUESTIONS / CHALLENGES:

- Needs more funding to build the platform further
- How to add new revenue streams?
- How to expand corporate partnerships?

ANNUAL TURNOVER:

- 2020/2021 - \$1,798.05
- 2021/2022 - \$108,972.76
- First half 2023 - \$35,000

INVESTMENT ASK:

- \$100,000



WMS TRADING ENTERPRISE

FOUNDERS NAMES
SIMANGELE SHABALALA

COUNTRY/REGION
SOUTH AFRICA

RESIDENCE
JOHANNESBURG, SOUTH AFRICA

SECTOR
RENEWABLE ENERGY, SOLAR, CONSTRUCTION

OPERATING COUNTRIES
SOUTH AFRICA



STARTUP PROFILE

WMS Trading Enterprise constructs and operates green buildings such as hotels and installs solar PV systems and energy efficiency solutions for residential, commercial and Industrial clients. We ensure reliable, stable and affordable energy that is technology-driven and increases sustainability.

ACCOMPLISHED THUS FAR:

- 100% Client Retention since inception
- 12 projects for the installation of green systems
- 5 Team members

CURRENT FOCUS:

- Networking
- Learning and building financial skills

PENDING QUESTIONS / CHALLENGES:

- Raising funds for infrastructure, equipment and operations

ANNUAL TURNOVER:

- 2021/2023 - \$59,159

INVESTMENT ASK:

- \$792,000

GET IN TOUCH

**If you would like to have more information
about any of the entrepreneurs and their
startups, please contact:**

ward.karssemeijer@rvo.nl





**ALUMNI
ACCELERATOR**

 ORANGE
CORNERS  FORWARD-INC

THANK YOU