



# DOUBLE FEATHER PARTNERS

# WHO WE ARE

Found in 2018, Double Feather Partners (DFP) is a **venture capital** and **management consulting** firm.

## Mission

Investing in Africa's future, DFP backs high-impact ventures tackling most challenging socioeconomic issues with scalable, sustainable solutions.

## Core Business



Venture Investments



Innovation Focused  
Advisory



Research/  
Policy Support



**MEET THE TÔSHIKAS\***  
South Africa,  
Zambia, Angola

*Empowered lives.  
Resilient nations.*



**JICA Ninja Accelerator**  
Kenya, South Africa



**Catapult Africa**  
Pan Africa



**GIZ SAIS AgriTech**  
Pan Africa



**Africa Mobility/Logistics**  
Pan Africa



**Global Expander**  
Emerging Market

# OUR KEY NETWORK AND FOOTPRINTS

Our strength comes from the high level of trust and knowledge earned from our extensive network of Asia and overseas private and public organizations developed through our advisory business.



## Investors

A network of institutional and individual investors is not only in Japan, but also Europe and Africa.



## Countries

Rwanda, Kenya, South Africa, Nigeria, Ghana, Uganda, Djibouti, etc.



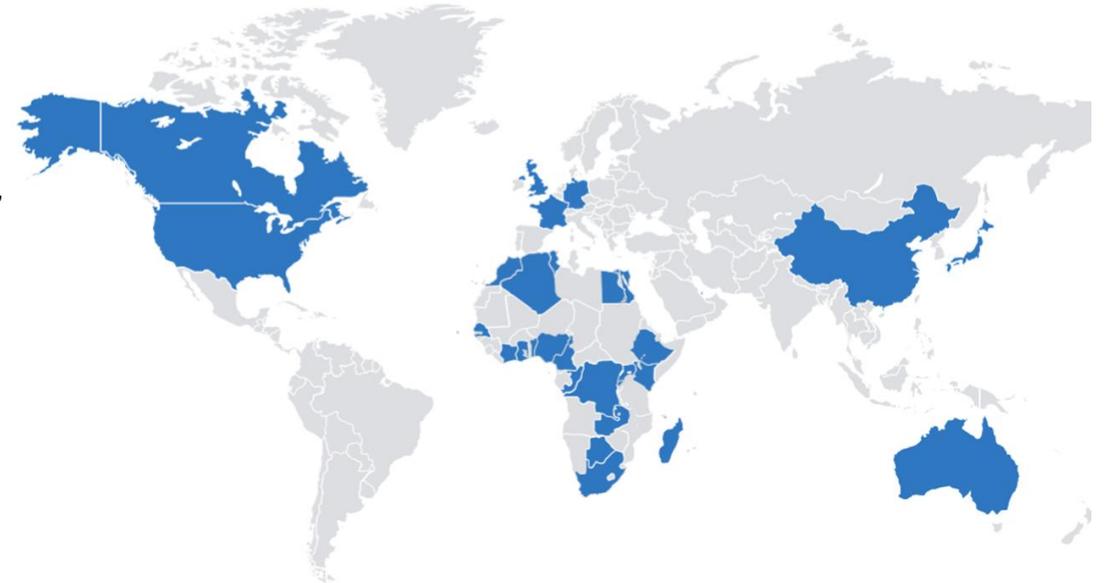
## African Startups

A network covering a wide range of regions and industries, strengthened by comprehensive local hands-on support.



## Verticals

Tech Focus: Mobility, Insurance, Fintech, Logistics, Energy, Agriculture, etc.



### International Organizations and DFIs



### Government and Public Agencies



### Professional Firms



# DFP Track Record



### Invested Startups

- Principal countries of operations: Egypt, Kenya, Nigeria, Uganda, Senegal, South Africa, Angola, etc.
- Sectors: Agritech, Biotech, Logistics, Mobility Fintech, Satellite communication

### Achievement to date

#### Investment

- Investments : 7 companies <sup>1</sup>
- M&A : 2 (Acquisitions)
- Exit : 1 (Secondary Sale)
- Total MOIC<sup>2</sup> : 222%
- Total IRR<sup>3</sup> : 21%

#### Co-Investor Network



#### Advisory

- Startup Acceleration : 130+ companies
- Capital Mobilization : \$320.9M
- M&A Deal : 3
- Collaborations and Investments from Japan : 8

#### Clients and Partners



1: Commitment included: Anda in Angola  
 2: MOIC (Unrealized): Multiple on Invested Capital  
 3: IRR (Unrealized): Internal Rate of Return



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# Ecosystem Engagement

# How do we engage with the African Tech Ecosystem

## Programs

Stakeholders do not “magically” come together to complete amazing work.

We design programs to ensure that stakeholders are incentivized to collaborate, thus deliver results that are mutually beneficial. Startup ecosystems are vast, complex, with various areas of intervention. Depending on the stage of development of the startup, from ideation to exit, startups require different types of support from ecosystem players throughout their journey.

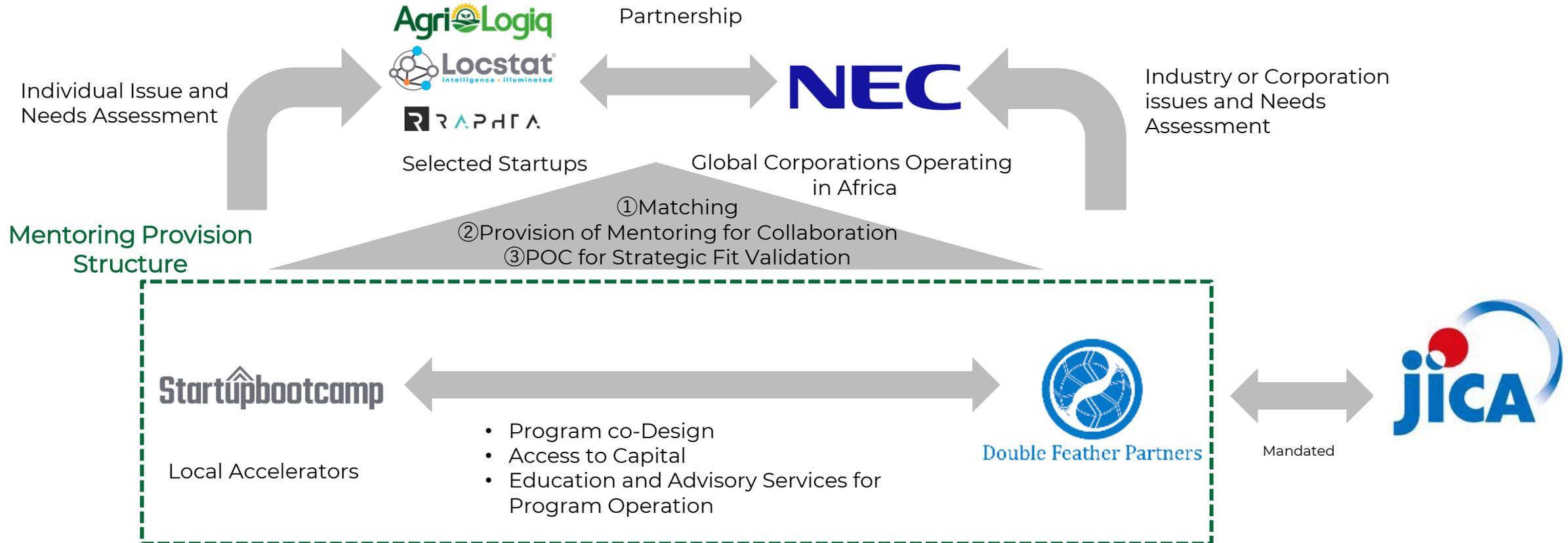
**As an organization, finding your best fit and role within the ecosystem is key to creating and exchanging value.**

Some areas of intervention include:



# Corporate Open Innovation Approach in Africa

**NINJA  
ACCELERATOR  
IN SOUTH AFRICA**  
— OPEN INNOVATION EDITION



# NINJA Accelerator Open Innovation Edition in SA



- Brand new program that focuses on **strategic fit validation** and open innovation between South African startups and Japanese companies.
- PoC-based program, in addition to its usual hands-on support to tackle startups' most pressing issues, plus networking opportunities, and a one-week roadshow in Japan.

# AfDB x DFP: TA Facility Collaboration

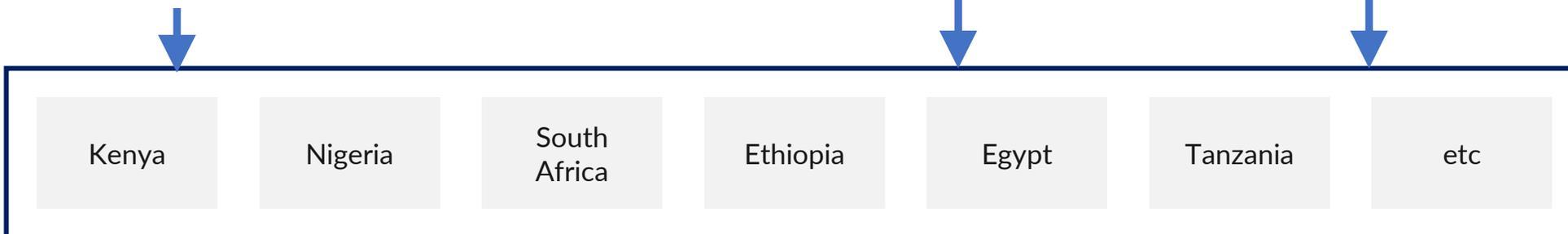
**DFP to LP**

- Deal Sourcing
- Business matching
- Market information/analysis
- Support formulation of projects
- Facilitate secondment
- Provide Direct/Co Investment/M&A deal flows

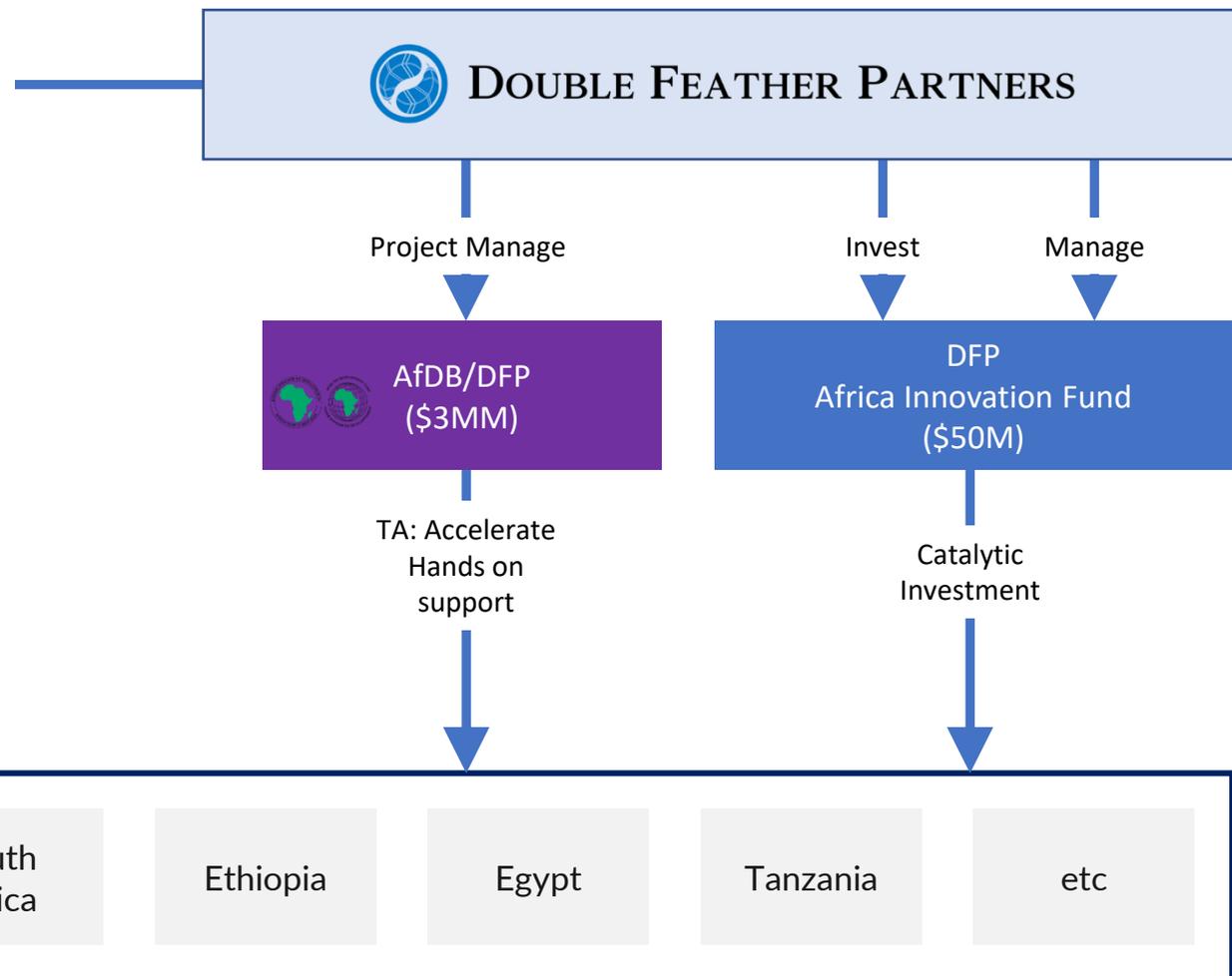


**LP to SUs**

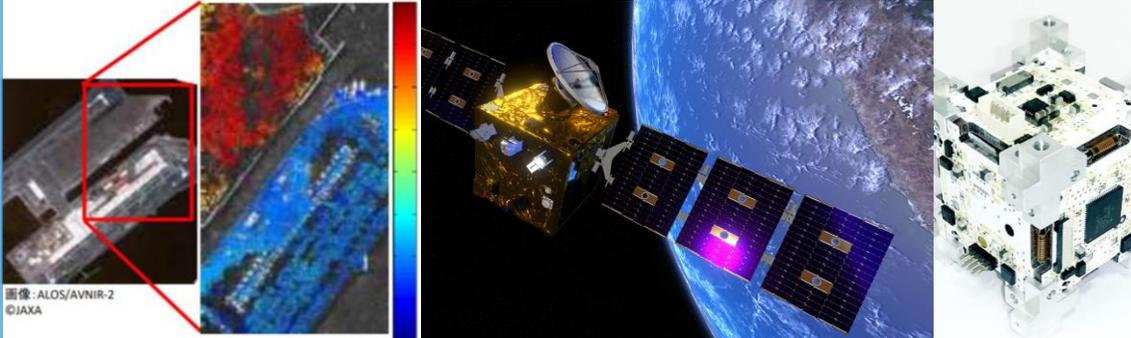
- POC/R&D Collaborations
- Strategic Partnerships (JV)
- Direct Investments
- M&A



Start-ups in the selected countries



Inter-satellite optical communication data relay network.



WARPSPACE  
Company Outline

**Established** 2016  
**Employees** 11-20  
**Location** Japan  
**Industry** Spacotech  
**Website** WarpSpace

• Description

WarpSpace originated in the space research laboratory of Tsukuba University in Japan. They are a provider of satellite-based communication services, which includes communication infrastructure for low-orbit satellites, small satellite module development satellite-related technology transfer, and CubeSat modules. Proposed to the African governments and companies a project to transfer 10 cubic cubic micro satellite development technology to Africa.

• Partnerships



CEO: Satoru Tsunemachi

Founding member/ executive of IT startup companies, he has overseen several business departments, including strategy, branding, legal affairs, and finance. He had been an external director of WARPSPACE from 2016 and inaugurated as CEO in January 2019. He has founded four companies so far.

WarpSpace aims to deploy some relay satellites for the launch of "WarpHub InterSat", the world's first optical telecommunications infrastructure. This network enables LEO satellite missions, such as earth observation missions. WarpSpace is expanding into the US market to partner with American companies and compete for government and military contracts. WarpSpace plans to start deploying a constellation of three satellites in medium earth orbit that would receive and pass data from customers satellites in low earth orbit using optical communication

• Business Outlook

• Capital Raising

DATE	ROUND	AMOUNT	INVESTORS
October 2021	Series A	\$3.62M	SBI Holdings, Mizuho Capital, JMTC Capital, SPARX
August 2020	Venture Series	\$3M	Mitsubishi UFJ Capital
August 2019	Corporate	N/A	<b>Double Feather Partners</b>
July 2019	Corporate	N/A	Tsukuba Bank
August 2018	Seed	N/A	ANRI

Source: warpSpace.jp ; crunchbase.com; Image: From the company's website

\*This page is a draft and is intended to provide information for investment purposes only and is not intended as a solicitation for investment.

# Roadshows

## The Investment Readiness Support Program (IRSP)

- Tailormade program to address immediate gaps preventing the startups from appealing to VCs

## The Japan Roadshow

- Arranged 27 meetings with VC, CVC, DFIs institutional investors
- Participation at TICAD 9 activities
- Organization and recording of “Lion’s Den”- style pitch event



# Back-to-Back Japan-Luxemburg Programs from different donors

- 2023: **“Japanese FinTech and SpaceTech Mission to Luxembourg”**
  - Tsukuba City, JETRO Ibaragi, and Luxembourg government counterparts and ecosystem partners.
- 2024: **“Tokyo-Luxembourg Impact Catalyst Program”**
  - Toyko Metropolitan Government (Tokyo SU Team)
  - Supporting impact-oriented Japanese startups in shaping their impact framework, fundraising from European impact investors, and expanding their business in Europe and connected markets.



# Japanese FinTech and SpaceTech Mission to Luxembourg



# CONTACT INFO



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**Rwanda, South Africa, Ghana**

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Double Feather Partners



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