



How does it work?

From the first conversation with the investments team to offers going live on the platform typically takes 2 - 5 months.

This ultimately depends on your financing needs, your credit profile and how we structure the deal, but our focus is to ensure the entire process runs quickly and smoothly.

These are the key steps in our due diligence process

Early screening

We look at your company's social and environmental mission, check minimum requirements, portfolio fit and additional case-specific criteria as identified by the investments team.

Request for information

We'll send you out a questionnaire and a list of required documents including your business plan and financial model.

Preliminary due diligence

Our investment managers will review the information provided, and prepare a memo for internal committee review.

Advanced due diligence

Our investment managers will work with you to address any areas highlighted in the internal committee review. We'll start drafting a preliminary term sheet and conducting reference checks. A local due diligence visit may also be conducted during this stage.

Credit Committee

Once our team has completed all due diligence checks, an external committee of experienced investment professionals reviews the opportunity.

Term sheet negotiations (including pricing) will begin at this stage.

Contract structuring and onboarding

Once the credit committee approves the opportunity, we'll begin tailored discussions, including conditions, covenants and Key Performance Indicators (KPIs). We'll also work with our payment service provider to complete all Know Your Customer (KYC) checks, prepare the offer for marketing and complete financial promotions reviews.

Raise finance!

Relax as we market your company to our investors, manage their enquiries and handle their investments. We've maintained a 100% success rate on all our campaigns to date.

Monitoring

We request KPIs on a quarterly basis and we have a dedicated portfolio management team to support you in all your future fundraising requests.

Typical sources of information required for due diligence

- General company information, inc. legal structure, management and board
- Governance, policies and procedures
- Company social environmental impact and SDG relevance
- Financial analysis, inc. profit and loss, cash flows, balance sheet and portfolio quality
- Business model, sales, EBIDTA breakdown
- Information on customers, suppliers, licences and certifications
- Information on company shareholders and lenders
- Company risk analysis (business, financial, structural)

For onboarding and know your Customer (KYC) checks

- Certificate of incorporation (or other proof of company registration)
- Articles of Association (or equivalent in your local jurisdiction)
- CV's of senior management
- Proof of company bank account into which funds are to be received
- ID and proof of address for the company's nominated representative
- Completed offer document with supporting documents to evidence all material statements (we'll work with you to prepare this)
- Photos, videos and case studies for us to use in our marketing materials

Once the contract is complete and your company has been onboarded, you can raise finance affordably and flexibly through as many campaigns as you need up to the maximum amount of your credit facility.

If you'd like to learn more about raising finance with Energise Africa, then get in touch and see how we can help you.

You can also check out our Raising Finance FAQ section for more information.

