



Delta 40

# VOICES OF AVCA

Delta40 is a Venture Studio and VC Fund investing in and supporting founders on the frontlines of Africa's most urgent challenges; from energy & mobility, to agriculture & food systems, to fintech & AI. With offices in Nairobi, Kenya, and Lagos, Nigeria, Delta40 is led by a team of experienced entrepreneurs, operators and innovators dedicated to providing catalytic capital and embedded support from idea stage to pan-African scale.

## We take a 3-step approach to building with our founders:

**Catalyzing Capital:** We lead investments into top Founders and innovative ventures early, and unlock the right capital partners to scale impact. We work closely with other investors to bring in follow-on capital, fueling innovation, growth, and market leadership.

**Co-Creating Companies:** We're more than investors — our venture studio team co-create the most innovative ventures across Africa. Then our studio team of experienced operators builds alongside founders, providing hands-on operational expertise, talent, and networks to turn bold ideas into scalable businesses.

**Curating Community:** We connect founders with a trusted, action-driven network of operators, corporates, investors, and partners — the relationships that help ventures scale profitably, deploy innovation to the last mile, and thrive.

**Lyndsay Holley Handler**  
Founder & Managing Partner  
Delta40



# Tell us about Delta40, highlighting key milestones and industry achievements.

We've launched 2x Venture Studios in Kenya and Nigeria to support 50+ ventures with operations in 30+ countries across Africa, including:

- **145 founders and 60 ventures** in Delta40 Innovation Programs.
- **12 investments in early-stage companies** supported by our venture studio.
- **5 growth stage companies** supported by our venture studio.
- **5.5x follow-on capital** into our portfolio.
- **20+ Corporates and 150+ Investors in Delta40 Circles** to share best practices & a pipeline of investment and M&A opportunities.
- **70+ Founder Workshops** and our Founder toolkit.
- **20+ shared C-level leaders** supporting portfolio companies.
- **82% NPS Score from Delta40 Founders** for our Venture Studio Support.
- **2,000+ Ecosystem Leaders** in Delta40 programs.
- **35,000+ views of our new videocast series The Greenprint**, with 7 episodes showcasing the venture studio model and African founders.
- **10+ world-class Delta40 Partners** such as Autodesk, Novo Nordisk, Skoll, Emerson Collective, Livelihood Impact Fund, Third Derivative, GIZ, GEAPP, Women Who Build Africa, Lemelson Foundation, & the BioInnovation Institute.

# Please share an overview of your key priorities, strategic objectives and corporate goals over the next 12 months.

Over the next 5 years, Delta40 will support 1,000 entrepreneurs and build a portfolio of 100 high-impact companies that, in turn, will impact 100 million lives and catalyze US\$1bn into a thriving innovation ecosystem across Africa.

## How we'll do it:

- **Catalyze 1,000+ entrepreneurs** in Innovation Programs inspired by ARPA-E & YC for Africa.
- **Invest equity and debt in 100 ventures** from our US\$25mn VC Fund II and US\$50mn Catalytic Capital Fund.
- **Provide post-investment technology, commercial, talent, & financial support** to catalyze US\$1bn of capital and exits.
- **Build the Delta40 Foundation** to run ecosystem programs and curate a network of Investors, Corporate Partners & Philanthropist Partners to accelerate pan-African expansion, create 250,000 jobs & impact 100mn lives.



# What unique strengths, expertise, or strategic approach does your organisation bring to the industry?

Our venture studio model combines innovation programs, investments and venture studio support to build and create a thriving innovation ecosystem in Africa.

## What makes us different?

**WE LEAD INVESTMENTS:** We are one of the few lead investors at the angel and pre-Seed stage that will invest in due diligence and set terms for pre-revenue ventures.

**WE PROVIDE HANDS-ON SUPPORT FROM EXPERIENCED OPERATORS FOR THE LONG-RUN:** Unlike accelerators, Delta40 provides hands-on Venture Studio support, shared services and partnerships from experienced operators for up to 2 years.

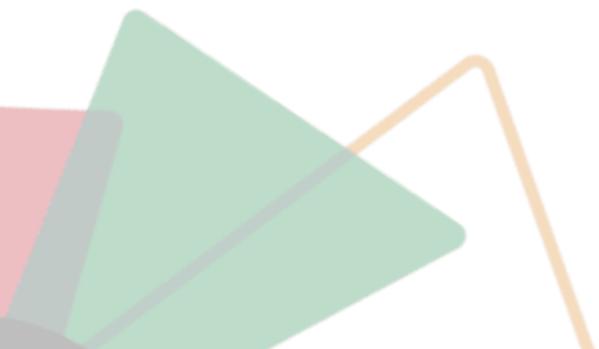
**WE BUILT A TRUSTED ECOSYSTEM WITH CORPORATES & FUNDS TO SCALE & EXIT:** Delta40 has built an unparalleled network of corporate partners, investors and advisors, setting ventures on a path to pan-African scale and exit from day one.

**WE'VE DONE IT:** We are founded and led by entrepreneurs who have launched, operated, scaled, and exited businesses in 30+ countries across Africa.

# What are Delta40's core values and how do they contribute to your success in the industry?

- **We champion and support our founders first**, investing in African & female founders on the front lines.
- **We have courage to innovate** - working to win and failing forward.
- **We invest in high-performing teams**, ensuring our partners receive value with velocity and precision.
- **We catalyze life-changing and planet-positive innovations.**
- **We're a trusted and reliable partner**, owning our outcomes and delivering on our commitments with integrity.
- **We collaborate in the arena and carry the water**, fostering a community with a shared mission that shows up when it matters the most.

We believe these values allow us to connect with our founders and ecosystem, honestly and collaboratively.



## What motivated Delta40 to join AVCA?

**We respect AVCA's strong community of leaders in the venture capital and venture building communities;**  
and welcome all opportunities to continue connecting and collaborating for the growth of the entire ecosystem.

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