



Catalyst Fund, an initiative at the forefront of inclusive fintech, is managed by BFA with the support of the Bill & Melinda Gates Foundation and JPMorgan Chase & Co.

Early-stage companies in the inclusive fintech space have a hard time securing the capital and expertise needed to test their products and ideas. This bottleneck throttles innovation and limits how new technologies like smartphones can advance the development financial services for the next billion.

As a solution to catalyze these innovations, Catalyst Fund supports 20 fintech companies with up to \$100K in flexible capital with tailored advisory services and mentoring. We also seek to build up industry knowledge and customized tools from our direct work supporting and accelerating early-stage companies that serve low-income customers.

OUR INVESTMENT CRITERIA

We started making investments in 2016 in early-stage fintech companies that demonstrate:

- Innovation:** Innovative product and business model
- Inclusion and Scale:** Potential to scale and meaningfully increase financial inclusion
- Additionality:** Grant resources would substantially impact ability to test and improve a product
- Stage-fit:** Product has been built but have yet to achieve significant revenues
- Geography:** Target market/operations of the companies is in developing countries
- Risk Level:** No red flags, particularly around impact and consumer-level protections
- Learning and Knowledge:** Potential to contribute meaningfully to fund's learning agenda

How it works

1

One of the members of the Investors Advisory Committee (IAC) finds, evaluates and sponsors a company.

2

Funding is released once the company is approved through a simple screening process.

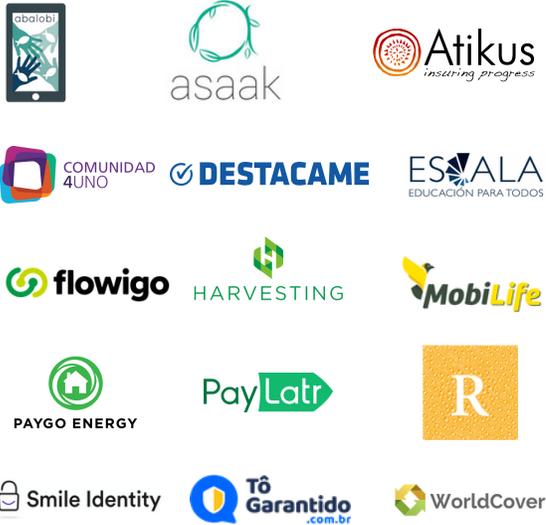
3

The company defines the advisory package in conversation with the IAC member and the fund's management.

4

Over the next 6 months, the company receives mentoring and advisory services. The fund's team transforms the data and insights into published content.

OUR STARTUPS



SIGN UP FOR OUR
MAILING LIST AT

CATALYST-FUND.ORG

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 @cf_bfa

 catalyst-fund

BFA

BFA is a global consulting firm specializing in using finance to create solutions for low-income people. Our approach is to seek out, create and implement financial solutions to help people manage challenges and seize opportunities. We partner with cutting-edge organizations that touch the lives of low-income consumers such as financial institutions, fintech companies and information providers. In creating solutions, we integrate our deep expertise in customer insights, business strategy, new technology, and growth-enabling policy and regulation. Founded in 2006, BFA's clients include financial institutions, technology companies, donors, investors and policymakers. BFA has offices in Nairobi, Delhi, Boston, Medellín and New York. For more information, please visit: www.bfa-global.com.

Innovating solutions for finance, for life.

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ELIGIBILITY

Catalyst Fund will support fintech companies that have not raised institutional venture capital yet but could do so after achieving specific milestones. The funding must be used for core operations such as operating runway rather than a new special project, research, or consulting engagement.

WHAT WE AIM TO LEARN

Catalyst Fund selects company and structures the support around a Learning Agenda. This agenda explores:

10X BETTER VALUE PROPOSITION:

How can digital products be 10x better than traditional ones to drive inclusion further and deeper?

LIMITING FACTORS

How are digital financial services companies overcoming barriers to reach everyone?

FACILITY LESSONS & BENCHMARKING

How can we best combine investors, consultants and donors to improve the facility?

OUR PARTNERS



OUR CIRCLE OF INVESTORS

A group of 30 institutional investors with special access to our portfolio companies

