

**Matching
Business
angels to
early-
stage
startups**

www.dadupa.com



\$ 5 Trillion

MSME Finance Gap in Developing Countries

(smefinanceforum.org)

In Developing Countries...

Early-stage entrepreneurs

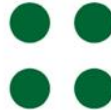
are not aware
of nearby
angel investors



Angel investors



have difficulty
to evaluate startups



The ecosystem

contains few
incubators &
Angel's Networks



Early-stage entrepreneurs



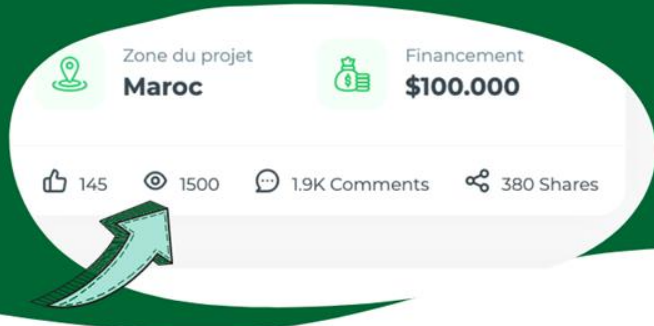
spend unnecessary
time-consuming
fund raising
campaigns

Our Solution

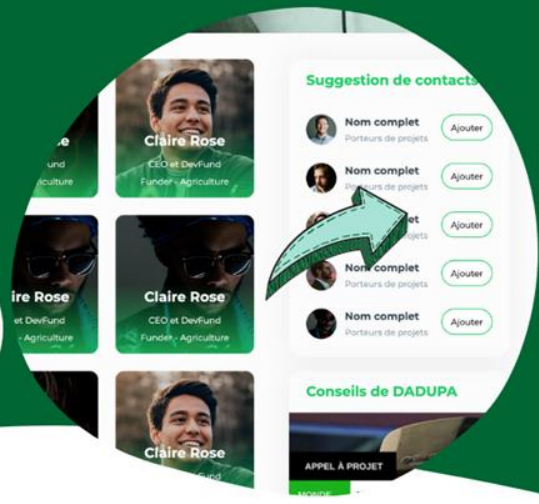
A platform where angel investors and early-stage startups can...



SEARCH



ASSESS



CONNECT



Matching business angels to early-stage startups

dadupa

Current performance in the market

(vc4a.com)

2 K+

early-stage investors

(angel.co)

5 M+

users

(Partech Africa)

+30%

yoy early-stage deal-flow in Africa

\$ 25 M

2015



2019

\$ 88 M

Cumulative early-stage investment in Africa

(Baobabinsights.com)

Our market
size



600 M^{*}
World

50 M^{*}
Africa



800 K^{*}
Morocco



\$ 330 billion

Funding gap in Africa

(smefinanceforum.org)

* Target customers

Total
addressable
market -
MOROCCO

\$15 B+

MSMEs
FUNDING GAP

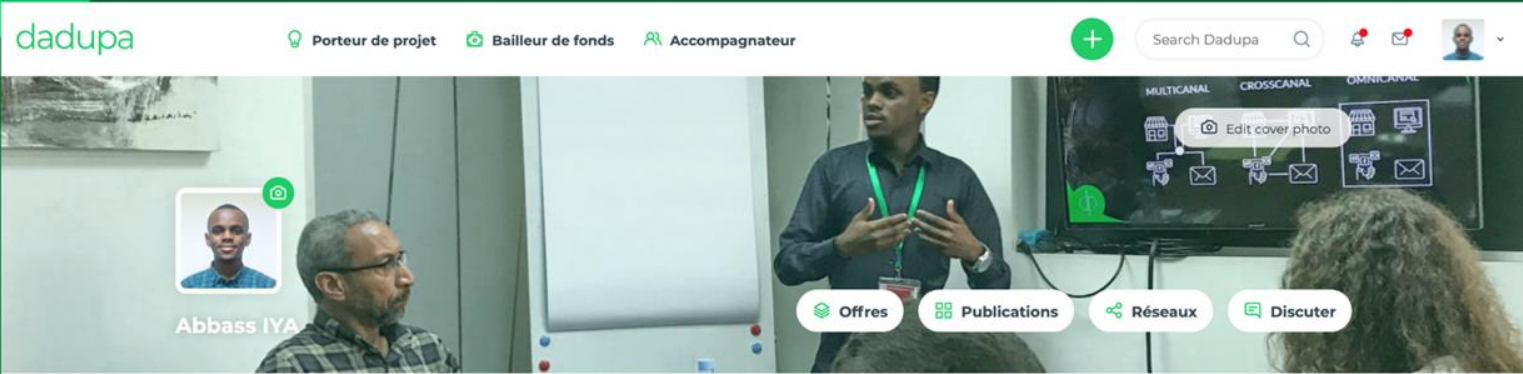
<ul style="list-style-type: none"> University students (final years) [Ministry of Higher Education (2019) / OFPPT (2020)] 	→	300 K*
<ul style="list-style-type: none"> Incubator residents 	→	No official data
<ul style="list-style-type: none"> Employees (part-time entrepreneurs) [5% of total registered employees (3M+) at the social security (2018)] 	→	150 K*
<ul style="list-style-type: none"> Full-time entrepreneurs [Owners of 10% of total registered businesses (2019)] 	→	180 K*
<ul style="list-style-type: none"> Corporate executives [7% of total registered employees with \$1K+ in monthly revenue] 	→	240 K*
<ul style="list-style-type: none"> High net worth individuals [(moroccoworldnews.com)] 	→	4 K*

* Target customers

Our product helps to

Search

7



Secteur d'activité
Business Consultant

Lieu de résidence
Centre d'affaire Contempo, 71
Angle Boulevard Mohamed V et
Rue Azilal, Etg 3, Casablanca,
20110, Maroc

Bio

<p>Claire Rose CEO et DevFund Funder - Agriculture</p>	<p>Claire Rose CEO et DevFund Funder - Agriculture</p>	<p>Claire Rose CEO et DevFund Funder - Agriculture</p>
<p>Claire Rose CEO et DevFund Funder - Agriculture</p>	<p>Claire Rose CEO et DevFund Funder - Agriculture</p>	<p>Claire Rose CEO et DevFund Funder - Agriculture</p>
<p>Claire Rose CEO et DevFund Funder - Agriculture</p>	<p>Claire Rose CEO et DevFund Funder - Agriculture</p>	<p>Claire Rose CEO et DevFund Funder - Agriculture</p>

Suggestion de contacts

- Nom complet** Porteurs de projets [Ajouter](#)
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Conseils de DADUPA

APPEL À PROJET
MONDE 15.05.20

Our product helps to

Assess



dadupa

Porteur de projet Baillieur de fonds Accompagnateur



Search Dadupa



Tous les projets

Statut



Type d'accompagnateur

Secteurs ciblés

Zones ciblées

Mot clé



Le nom de l'accompagnateur

LOGO

Secteur d'activité



Zones d'accompagnement

Maroc



Accompagnement proposé

Offert



145



1500



19K Comments



380 Shares

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LOGO


Secteur d'activité

Le nom de l'accompagnateur

LOGO

Secteur d'activité

The screenshot shows the 'Détails de l'offre' (Offer Details) page on the Dadupa Connect platform. The page is part of a multi-step process, with the first step, 'Détails de l'offre', currently active. The user is prompted to 'Enter details about the project to proceed further'. The form includes several input fields: a dropdown for 'Votre accompagnement est', a dropdown for 'Vous êtes un accompagnateur', a text field for 'Secteurs ciblés', a dropdown for 'Zones ciblées', a text field for 'Ajouter des co-accompagnateurs', and two text fields for 'Téléphone' and 'Siteweb'. A green 'CONTINUE' button is located at the bottom right of the form. The page features a navigation bar with the Dadupa logo, user roles (Porteur de projet, Bailleur de fonds, Accompagnateur), a search bar, and a user profile icon. An illustration of two men shaking hands is on the left side of the page.

dadupa Porteur de projet Bailleur de fonds Accompagnateur + 🔍 🔔 ✉️ 

Détails de l'offre

Enter details about the project to proceed further

1 Détails de l'offre — 2 Upload vidéo — 3 Description de l'offre — 4 Review Details

Votre accompagnement est

Vous êtes un accompagnateur

Secteurs ciblés

Zones ciblées

Ajouter des co-accompagnateurs

Téléphone Siteweb

CONTINUE →

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60s' Pitch
Project presentation in video format



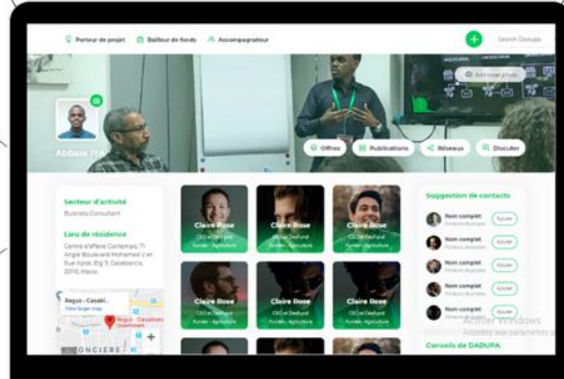
Publication
Projects, mentoring, investment, articles



Exploration
Entrepreneurs, investors, mentors, opportunities



Analytics
Evaluation, Fundraising performance, entrepreneur's potential



Communication
Direct messaging, comments, sharing, likes



Security
Personal and project data safety, profil certification



Uploads
Documents, links, videos, sounds



Advertisement
dadupa Ads, dadupa Pitch boost

Our Business Model

[**Freemium + Subscription + Ads**]

\$10 MONTHLY AVG SUBS

10 M

USERS
In six years

→ **\$ 120** →

AVG ANNUAL SUBS
Projected **5%** of paying users by **2026**

\$60 M

ANNUAL REVENUE
500K X \$120

Our Acquisition Strategy

PARTNERSHIPS

INCUBATORS &
ACCELERATORS

UNIVERSITIES

ANGEL INVESTORS'
NETWORKS

VENTURE CAPITAL
FIRMS

ENTREPRENEURSHIP
NETWORKS

CONTENT MARKETING

HOW-TOS

ARTICLES

INTERVIEWS

STUDIES

REPORTS

EVENTS

HACKATHONS

BOOTCAMPS

OPEN INNOVATION
COMPET.

PITCH COMPETITIONS

ANGEL INVESTORS
GATHERINGS

Our Competitive Advantages



COST SAVINGS

No fee on funds raised 

ACCURATE MATCH

Driven by Big data 


EFFICIENT CAMPAIGN

Time & Ressource-efficient fundraising campaigns 


ADVERTISEMENT

Highly targeted entrepreneurial audience 

EASE OF USE

Search by location, expertise, funding capacity and interests 

100% ONLINE

Sourcing, Screening & Contact 

Our Team

STRATEGY, MARKETING & PARTNERSHIPS



Armand T.

ISCAE Casablanca
Major: Marketing

Startup Accelerator
Operations Manager

CMO



Jonathan L.

FSJES Marrakech
Major: Law

Researcher in International
Law of the Digital Economy

CEO

OPERATIONS & SALES



Abbass I.

ENCG Casablanca
Major: International
Trade

Entrepreneurship &
Innovation Consultant

COO

TECHNICAL

Abdelkrim I.

FST Settat
Major: Data base &
Webtechnologies
Administration

Full Stak Developer



CTO

Soulaimane B.

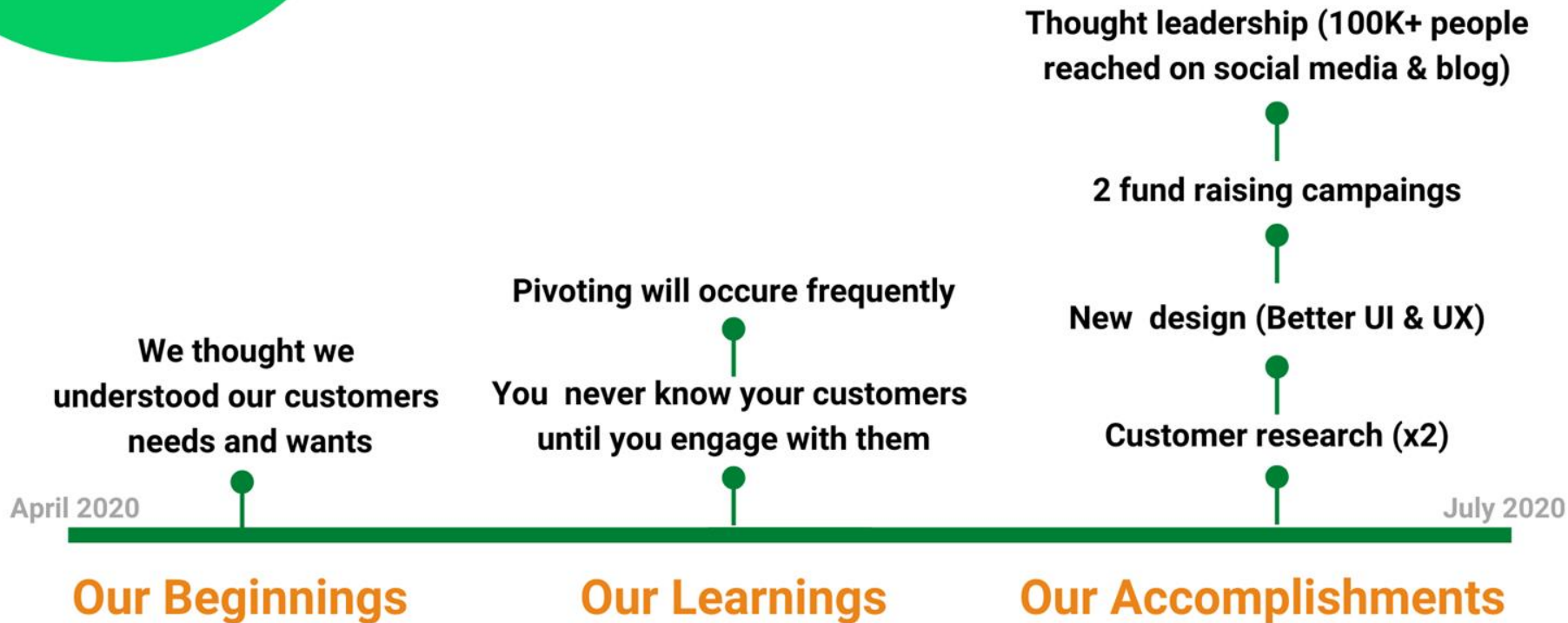
SUPMTI Rabat
Major: Computer
Systems Engineering

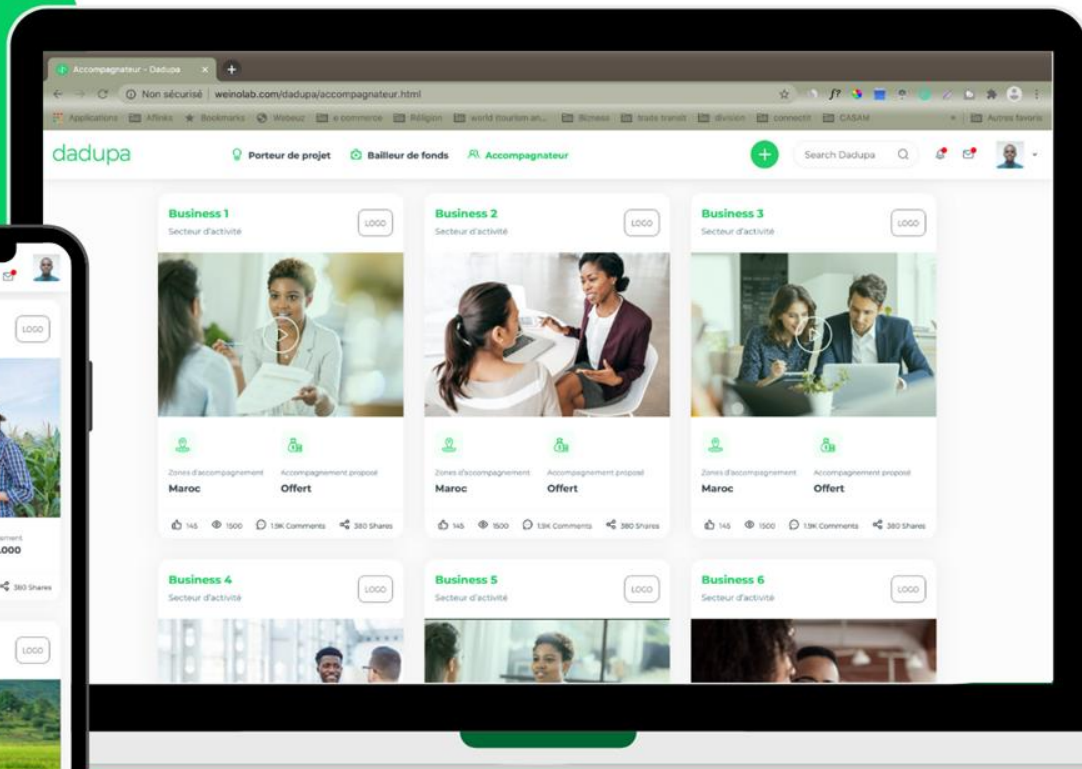
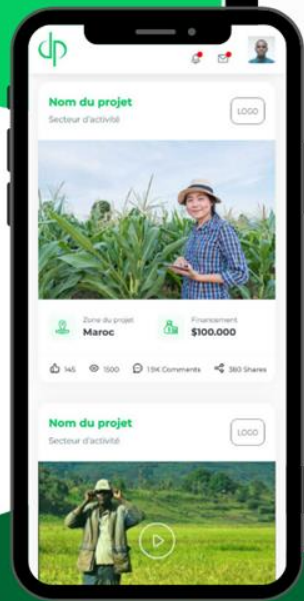
Full Stak Developer



Dep. CTO

UM6P Ventures Explorer





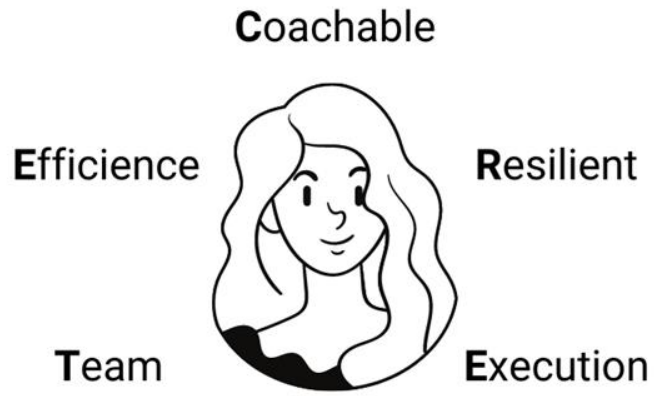
Thank
you !

www.dadupa.com

71, Rue Azilal, Angel Bvd Mohamed V, étg 3, 20 110, Casablanca

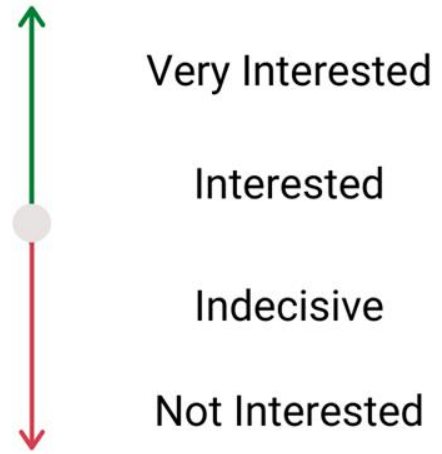
How does it work?

For Angel Investors



C.R.E.A.T.E

For Entrepreneurs



Cost structure

- Web hosting
- Marketing and Sales
- Team
- Office rent

