



VillageCapital

Peer Selection:

Does Flipping the Power
Dynamic Lead to a More
Inclusive Outcome?

March 2019

Investors have blind spots

Overlooked People



<15% of funding goes to female founders;

Overlooked Places



>50% of venture capital investment in startups globally goes to *just 3 US states*: CA, NY, MA

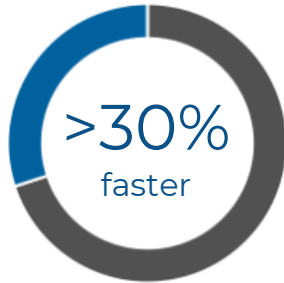
Overlooked Industries



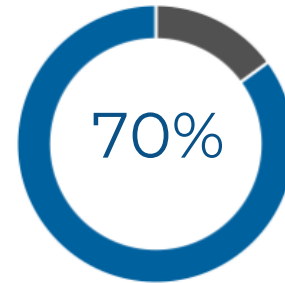
<18% of startups valued at \$1B+ focus on the industries that affect the most people

The way we invest isn't working for everyone...

Companies that are **able to access capital** grow 30% faster than those that do not.



70% of women-owned businesses globally **do not have access to financial products and services**



The three strikes: Odun Eweniyi



Strike One: Geography



Strike Two: Gender

Odunayo Eweniyi
Cofounder, Piggybank.ng



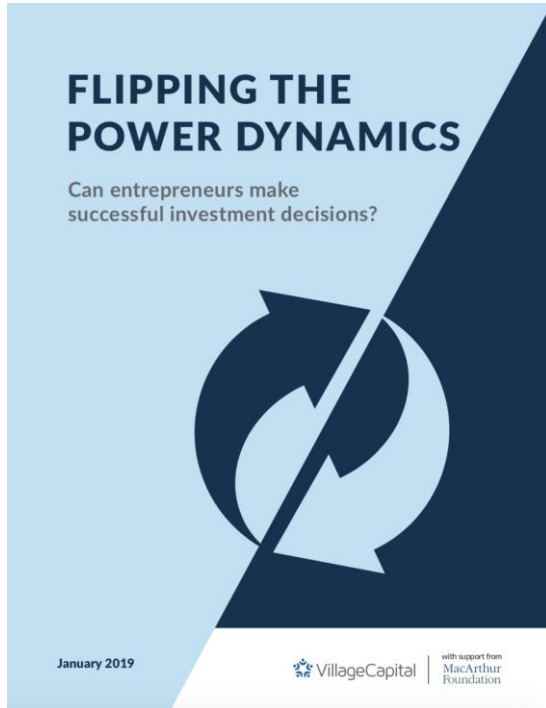
“Investors would ask me ‘Why are you in tech?’”

Strike Three: Industry



=15%

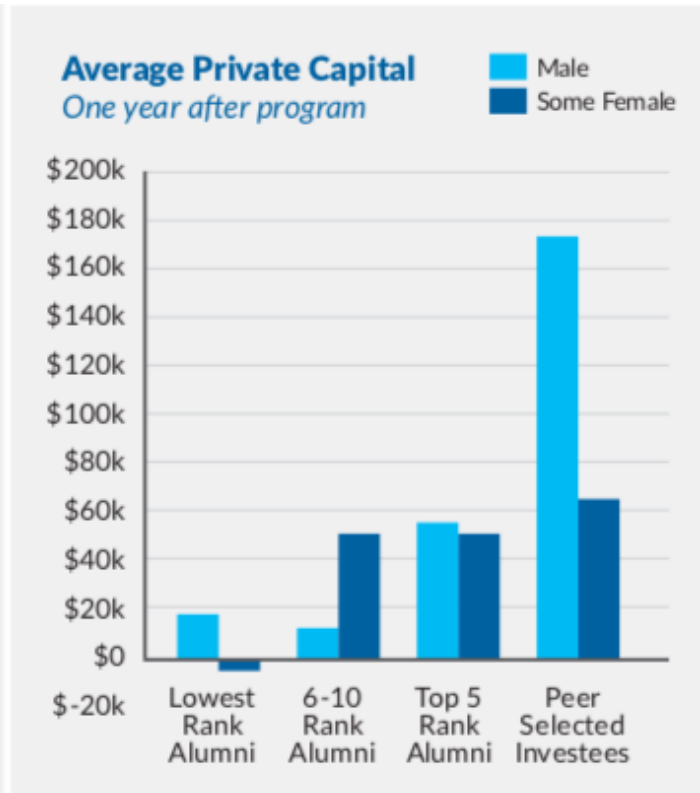
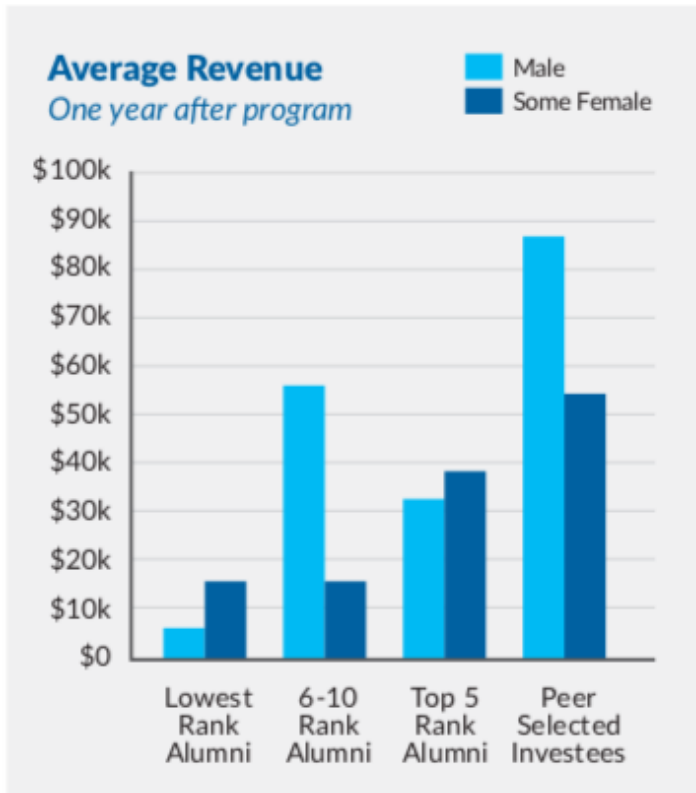
Peer-Selected Investment



Can groups of entrepreneurs **effectively predict** their peers' future success?

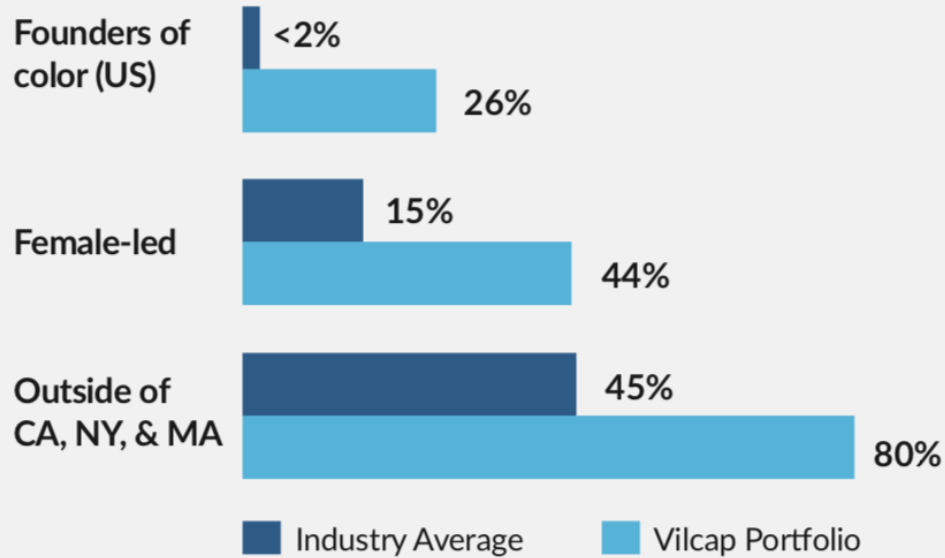
Can they do so in a way that **mitigates the gender bias** that pervades VC?

Peer-Selected Investment



Peer-Selected Investment

Traditional vs VilCap Investments

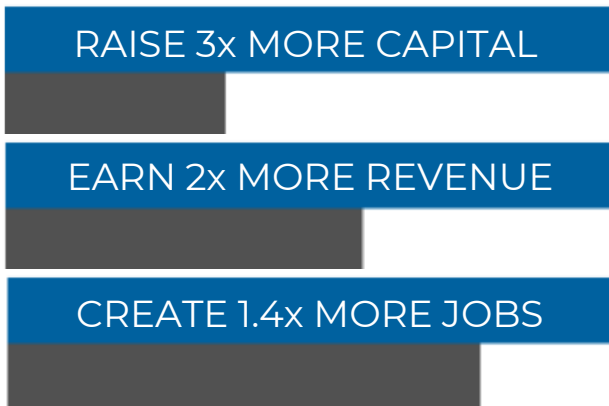


Village Capital Results

Stronger Ventures

We are a **founding partner** of the Global Accelerator Learning Initiative, an **independent research project** that tracks long-term entrepreneurial development.

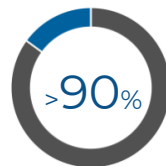
That's how we know that our entrepreneurs



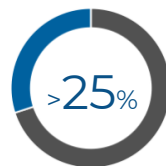
When compared to those that applied but weren't accepted

Better Investments

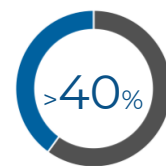
Our affiliated fund, VilCap Investments, has invested in the **top 105 Village Capital program graduates**, as determined by **entrepreneur peer evaluation** on core due diligence criteria. This fund is performing strongly and is **more inclusive than traditional funds**.



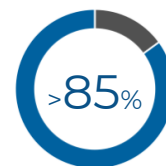
Surviving and thriving



Black or Latinx founders



Female led or founded



Outside major VC hubs

With **14 exits to date** providing **early** and **profitable returns**

Village Capital & We-Fi

We'll explore:

- *Sourcing*: What are the specific tactics we can employ to effectively source female-founded ventures?
- *Sectors*: What are the sectors in India and Sub-Saharan Africa where there is a stronger pipeline of high-performing female-led ventures;
- *Programming*: How can we enhance in-program support to female-led ventures;
- *Financing*: Are there alternative financing structures than we can leverage to capitalize female-led ventures?



Thank you

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