

UNICORN FOUNDERS
IMPACT REPORT

2025

UNICORN
FOUNDERS

INTRODUCTION

Founded in 2021, Unicorn Founders (UF) was established with a clear and ambitious mission: to connect, nurture, and empower African founders by providing access to community, knowledge, mentorship, and capital pathways required to build globally competitive startups.

Unicorn Founders is a fast-growing network of founders, investors, and operators across the African startup ecosystem. The platform is intentionally designed to foster collaboration, mentorship, peer learning, and early-stage investment readiness among founders with bold ideas and global ambition.

Beyond access to resources, UF prioritizes belonging and trust. The community serves as a safe and inclusive space where founders learn together, grow together, co-create solutions, co-invest, and openly share both successes and failures. This founder-first approach has enabled meaningful relationships and long-term value creation across the ecosystem.

Today, Unicorn Founders functions as a dynamic engagement platform where founders, investors, and operators actively connect and leverage relationships to accelerate startup growth. This Impact Report documents UF's activities, outcomes, milestones, and lessons learned, highlighting its contribution to building a more collaborative, founder-centric African startup ecosystem.



COMMUNITY ENGAGEMENT & ACTIVITIES

Meet & Greet Sessions

In line with its mission to strengthen founder–investor relationships, Unicorn Founders organized three (3) in-person Meet & Greet sessions focused on investment readiness, knowledge exchange, and ecosystem collaboration. These sessions were held in January, March, and October.

Each session convened emerging founders, experienced entrepreneurs, and investment professionals to facilitate learning, networking, and peer support. Founders gained practical insights into fundraising strategy, investor expectations, startup scalability, and long-term business positioning.



Guest Speakers & Session Highlights

Meet & Greet Series (2025)

The year commenced with a high-impact Meet & Greet session featuring Andrew Alli, a respected investor and strategic adviser with decades of experience supporting founders, financial institutions, and investment initiatives across Africa.

Drawing from his extensive career, Mr. Alli shared practical insights on building investor-ready ventures, navigating Africa's evolving startup ecosystem, and sustaining long-term business growth.

The session provided founders with a rare opportunity to engage directly with a seasoned ecosystem leader, gaining guidance that bridged strategy, governance, and capital deployment.

January

Meet and Greet
with Andrew Alli

an investor and Adviser. We
gleaned from his wealth of
Knowledges.



In March, Unicorn Founders hosted Olumide Soyombo, Co-Founder of Bluechip Technologies and Founder of Voltron Capital. The session was anchored on candid and experience-driven conversations around entrepreneurship, capital readiness, and founder resilience. Mr. Soyombo offered real-world perspectives on scaling businesses in emerging markets and managing the psychological and operational demands of entrepreneurship.

Founders also shared their individual 2025 goals, ongoing challenges, and growth journeys, creating a collaborative space for peer learning, accountability, and mutual support within the UF community.

March

Meet and Greet
with Olumide
Soyombo



October

Meet and Greet
with Isaac
Ewaleifoh



The October edition featured **Isaac Ewaleifoh, Vice President** at BDT & MSD Partners, a prominent Limited Partner (LP), and an angel investor with a portfolio spanning over 100 startups. His session focused on the investor's perspective, emphasizing the critical importance of due diligence, strategic alignment, and thorough background research when engaging potential investors.

Founders gained valuable clarity on how investment decisions are made and how to position their ventures for credible, long-term partnerships.

Across all Meet & Greet sessions, each event recorded over 20 participants, including UF members, non-members, and key ecosystem partners. This consistent turnout reflects the growing relevance, trust, and influence of the Unicorn Founders platform as a hub for meaningful founder-investor engagement and ecosystem collaboration.



UF GOALS AND OBJECTIVES

Unicorn Founders is guided by the following core objectives:

To build a thriving, collaborative community where founders, startups, investors, and operators share knowledge and grow together.

To foster meaningful professional networks and in-person relationships within the African startup ecosystem.

To provide a platform for continuous learning, innovation, and professional development.

To encourage investment conversations in a low-barrier, founder-friendly environment.

To strengthen founder confidence and readiness for capital engagement and global expansion.

KEY RESULTS

- Established an active coordinated group enabling continuous engagement, peer support, collaboration, and knowledge sharing.

- Grew the community to 150+ registered founders and startup enthusiasts.

- Facilitated over 50 direct introductions between founders and potential mentors or investors.

- Four founders reported ongoing follow-up discussions with investors met through UF activities.

- Five founders pitched their startups and received structured feedback, strategic corrections, and investment-focused guidance.

- Improved founder understanding of fundraising processes, pitch structuring, documentation requirements, and investor expectations.

- Recorded a notable increase in confidence among early-stage founders preparing for investment conversations.



FOUNDERS SESSIONS— VIRTUAL ENGAGEMENT

In addition to its physical engagements, Unicorn Founders (UF) hosted a series of in-house Virtual Founders Sessions designed to provide accessible, high-impact learning opportunities for founders regardless of location. These sessions featured UF members and carefully selected guest experts who shared practical, experience-driven lessons from their entrepreneurial journeys. The virtual format enabled broader participation while fostering open dialogue on innovation, resilience, and sustainable business growth across diverse sectors.

● July 9, 2025 – Evolving Your Fintech Stack

This session was hosted by **Mayowa Adedeji**, with **Toyin Olasehinde** serving as the guest speaker. The discussion focused on how fintech startups can evolve beyond basic transaction-processing systems into robust, scalable infrastructures capable of supporting complex business logic, regulatory compliance, and long-term growth.

Participants gained insights into technology architecture, system scalability, and strategic decision-making required to build fintech solutions that can withstand increasing user demand and market complexity. The session was particularly valuable for early- and growth-stage fintech founders seeking to future-proof their platforms.

● September 29, 2025 – World Heart Day: Founders Session Edition

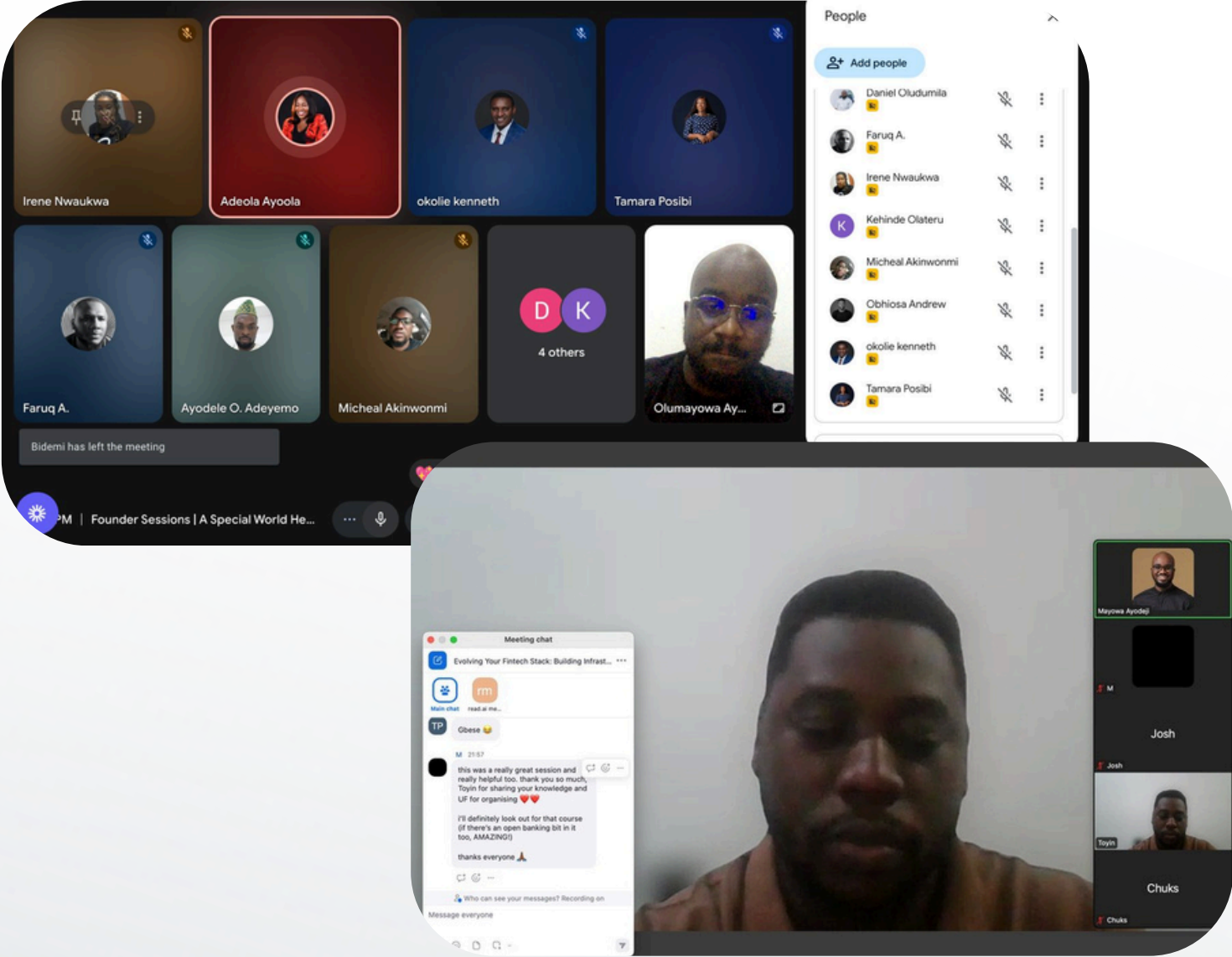
In commemoration of World Heart Day, UF hosted a special edition of its Founders Session, facilitated by **Mayowa Adedeji** and featuring an esteemed panel of speakers: **Dr. Chinonso Egemba (Aproko Doctor)**, **Jennie Nwokoye (Founder & CEO, Clafiya)**, and **Irene Nwaukwa (Founder & CEO, Infinity Health Africa)**.

The session explored the intersection of health innovation, founder well-being, and impact-driven entrepreneurship. Speakers shared insights on building health-focused solutions in Africa, the importance of prioritizing physical and mental wellness as a founder, and leveraging innovation to address systemic healthcare challenges. The discussion reinforced UF's commitment to holistic founder development and purpose-led innovation.



FOUNDERS SESSIONS— VIRTUAL ENGAGEMENT

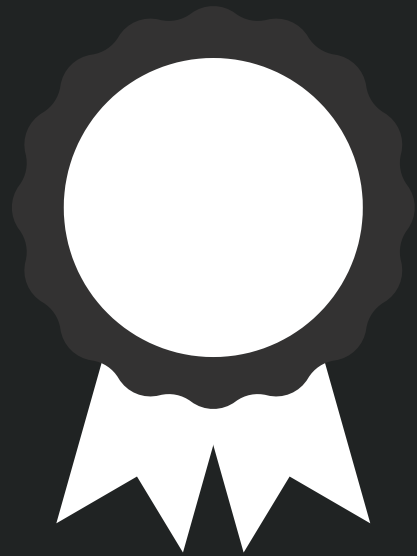
Collectively, the Virtual Founders Sessions strengthened knowledge sharing within the UF community, encouraged cross-sector collaboration, and expanded access to expert insights. These engagements underscore Unicorn Founders role in nurturing informed, resilient, and impact-oriented founders across the continent.



MEMBERS ACHIEVEMENTS

In January 2025, several UF members were shortlisted for the Beyond Limits Fellowship for Founders, reflecting the quality and growth trajectory of the community:

- **Bidemi Aderayo** – Hadi Finance
- **David Adeleke** – Zeeh Africa
- **Ugonna Ginigeme** – Feegor App
- **Jennie Nwokoye** – Clafiya
- **John Oamen** – CutStruct
- **Ized Ukattah** – Zedi Inc.



Unicorn Founders also served as a community partner at Lagos Slush'D, held on May 15–16, 2025, strengthening ecosystem visibility and partnerships.



● **M-KOPA** Nigeria, led by **Babajide Duroshola**, surpassed 1 million customers, becoming the fastest M-KOPA market to reach this milestone. The company also expanded its workforce and provided cash loans to over 140,000 customers, advancing financial inclusion.

● **Mayowa Ayodeji** announced that **The Polaroid HQ** joined **Antler Global**, marking a major milestone in global film distribution innovation.

● **Adeola Owosho** (Middleman) was featured by **TechCabal**, highlighting the company's growth and strategic pivot.

● **Nathan Agama (Bryge) and Orifunke Lawal** spoke at TEDx Abuja and TEDx Mowe, respectively.

● **Nubi Kay (Paystack)** and **Charles Dairo (Kindlybook)** collaborated on ecosystem initiatives.

Unicorn Founders marked its 4th anniversary in February 2025, celebrating four years of ecosystem building and founder support.



MEMBERS ACHIEVEMENTS

ADEOLA OWOSHO of Middleman

TechCabal wrote a piece about our work at Middleman. It also highlights our journey from inception through our pivot.

Kindly read here: <https://techcabal.com/2025/11/26/how-two-nigerian-graduates-built-a-%E2%82%A62-billion-trade-machine/>

Nathan Agama of Bryge and **Orifunke Lawal** also got to speak at TedX Abuja and Mowe respectively.

Nubi Kay of Paystack and **Charles Dairo** of Kindlybook also collaborated together.

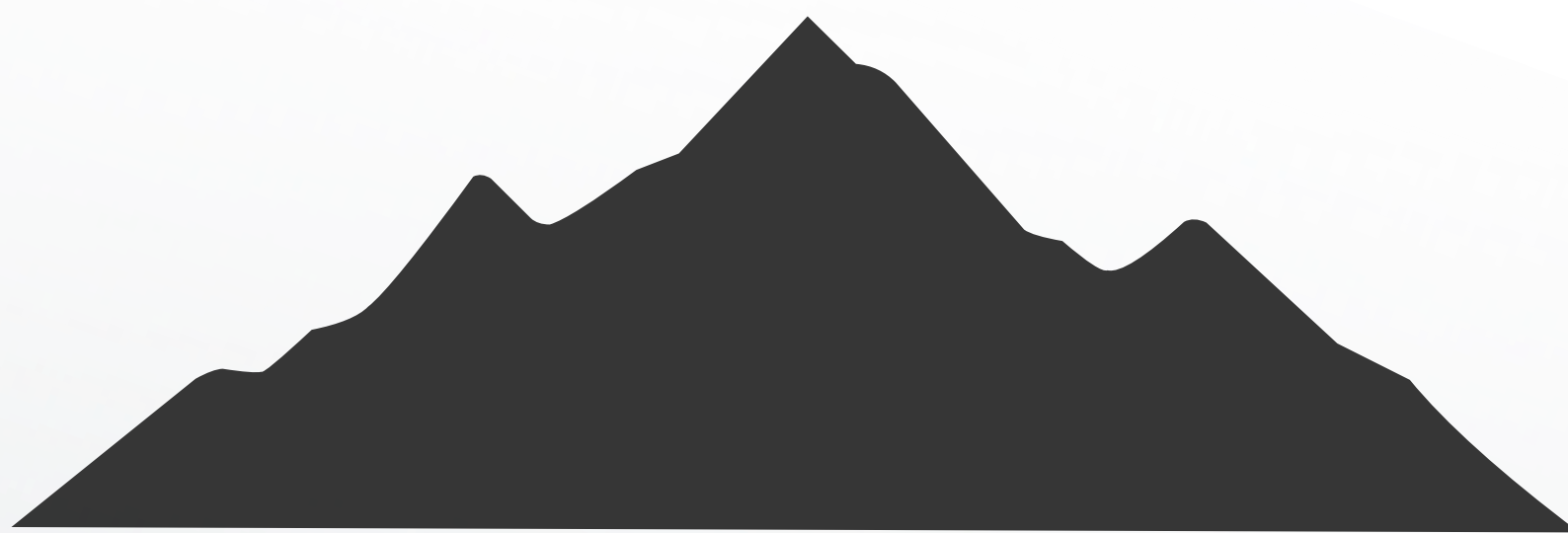


CHALLENGES AND LESSONS LEARNED

Limited female founder participation was observed at the March Meet & Greet session, highlighting the need for more intentional gender inclusion strategies.



There is a growing need to involve more experienced and institutional investors to further deepen learning outcomes and deal-flow opportunities.



MEET THE EXCOS



Tamara Posibi (Community Director)
Chief Consultant
Irtus Business



Toyin Olasehinde (Dealflow access and Investor Relations)
Co-Founder
Woodcore and Treford

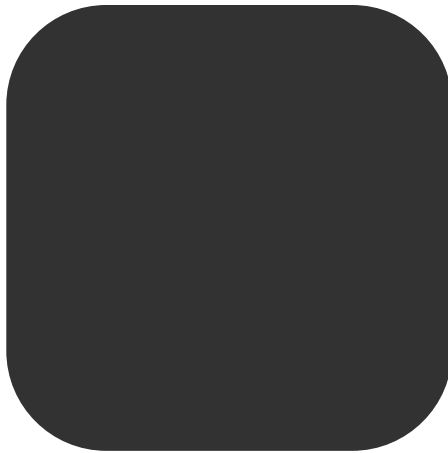


Mayowa Ayodeji (Session Lead/ Fireside Chats)
Founder/CEO
Filmporte.

MEET THE EXCOS

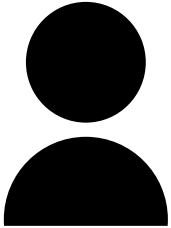


Ized Uanikhehi Meremoth (Community Branding & Marketing)
CEO
Zedi Inc

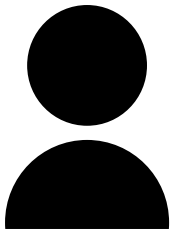


Olalekan Salami (Community Guidelines and Enforcement)
CEO
ScribeFlow

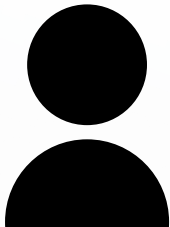
HUMAN STORIES



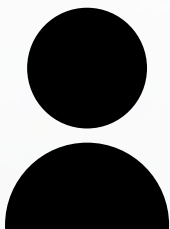
Francis Osifo of Rayda : UF granted me access to key contacts needed throughout the year.



Damilare Ololade of UniversityX: I really learned a lot and enjoyed the online sessions; the conversations on WhatsApp group, and the Tuesday “Sell your Business” post. I also love that whenever I needed help, I can easily ask without fear. I even got someone from the group to sponsor my ABAN ticket this year, which was really amazing.



Bukayo Ewuoso of Reech Africa: Access to strong connections and exclusive information.



Joshua Ivie of Beza: The UF meetups helped me connect with other founders in person. I really enjoyed them.

FUTURE PLANS

To deepen and scale its impact, Unicorn Founders Africa plans to:

1. Develop a structured founder support program including mentorship, masterclasses, and peer-review sessions.
2. Institutionalize quarterly Meet & Greet events and Founders Sessions.
3. Partner with investment groups, accelerators, and technology hubs.
4. Expand engagement with investors and ecosystem enablers.
5. Host more structured Founder Clinics and hands-on working.



COMMUNITY EXPECTATIONS

- Increased frequency of virtual and in-person engagements.
- Weekly startup spotlights within the WhatsApp community.
- Creation of smaller working groups for deeper collaboration.
- More in-person ecosystem tours and meetups across Lagos.



PARTNERSHIP AND COLLABORATION



Irtus Business



WiiCreate



Healthcare Federation
of Nigeria

Healthcare Federation
of Nigeria



Mentors.so



Infinity Health



Voltron Capital

CALL FOR DONORS

Africa's founders have the talent and ambition to build globally competitive companies, but many lack sustained access to mentorship, trusted networks, and investor readiness support. Unicorn Founders exists to close this gap and has consistently demonstrated the impact of intentional, founder-first ecosystem building.

To scale this impact, Unicorn Founders calls on donors to partner in building long-term support systems that strengthen founders, deepen investor engagement, and expand inclusion across the ecosystem. Beyond funding, UF invites active participation through shared expertise, networks, and collaboration.

Now is the time to act. Join Unicorn Founders as a donor and ecosystem partner and help turn Africa's startup potential into lasting, global impact.



Founder's remark



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In my five years as Community Director at Unicorn Founders, it has been an honor to support the growth of our startup ecosystem. As we look toward the future, our mission is to deepen our impact.

We welcome your support and partnership as we continue to empower the next generation of founders.

Thank you to everyone who has contributed to our community's success.