

April 6th, 2023

9th Global Affordable Housing Conference
World Bank
Washington DC, USA

Shark Tank:
FundRoof Intro

Name of Company	FundRoof
Countries you are operating in	Namibia, Botswana, Zambia, South Africa, Eswatini.
Describe your initiative/ project?	<p>FundRoof is a digital platform that connects homebuyers, lenders, developers, and insurance providers in Africa. Our platform consists of four portals that work in symphony, providing an end-to-end solutions marketplace for homeownership, including mortgage origination, real estate sales, and insurance products.</p> <p>Homebuyers can now fill out their mortgage applications from any mobile device, upload their documents and simultaneously submit their applications to multiple banks.</p>
What market is your initiative/project targeting?	<p>Africa has a backlog of over 51 million housing units. Our serviceable obtainable market (SOM) targets an initial 23% of the current addressable housing deficit of 2.33MM units across Southern Africa.</p> <p>With our scalable revenue model, we aim to address 534,000 houses in Namibia, Zambia, South Africa, Eswatini, and Botswana, creating a \$26.7 billion housing opportunity.</p>
What is the expected impact of the initiative/project?	<p>FundRoof is increasing the access to affordable mortgage loans for homebuyers, who have been excluded by traditional lenders. Our developers' portal empowers lenders with the needed tools to secure financing for new</p>

	<p>projects and streamline customer conversion rates. Ultimately, our goal is to increase the overall supply of affordable housing by refining lenders' current definition of affordability. By expanding the pool of potential borrowers and streamlining the mortgage application process, Fundroof promotes economic growth and financial stability in the market, while making housing more accessible and affordable for a broader range of people.</p>
<p>How much investment are you looking for?</p>	<p>We are seeking \$2.5MM in seed funding to scale our operations, enhance our technology, and expand into new markets.</p>
<p>What kind of investment are you looking for?</p>	<p>We are seeking investment from impact-focused investors who are interested in supporting affordable housing and financial inclusion in Africa. We are open grants that could support the development of our vision, as well as equity, debt, or blended finance investments.</p>
<p>Provide link with project/ initiative photographs/ maps/design etc</p>	<p>https://tinyurl.com/FundRoof-Deck</p>

Thank you for your time and consideration in advance.

Best,

Samuel Akinin