

CATAPULT							
1 week training and networking Bootcamp, hosted in Luxembourg from 5 to 9 Nov 2018, for 12 Fintech firms working to improve financial inclusion in Africa							
Start time	End Time	Location	Length	Title Workshop	Purpose	Mentor Profiles	Potential Organizations / People
Day 1 - Get to know each other, purpose of the Bootcamp and the African market							
08:30	09:00	LHoFT	00:30	Breakfast			
09:15	09:45	LHoFT	00:30	What, Why and How Catapult?	Welcome Note by the LHoFT Team - The module outlines the entire program and what the companies will be doing during Catapult Bootcamp		Nasir Zubairi
09:45	11:00	LHoFT	01:15	Origin Stories: Why are you here?	In this module, the entrepreneurs get to know each other better as people and talk about why they care about the problem they're trying to solve in Africa. Why also Luxembourg > Why coming to this country?		LHoFT Team
11:00	11:15	LHoFT	00:15	Coffee Break			
11:15	12:00	LHoFT	00:45	Luxembourg Ecosystem	The companies get to know the various organisations active in fintech and financial inclusion in Luxembourg		Alex & InFine
12:00	13:30	LHoFT	01:30	Lunch			
13:30	15:30	LHoFT	02:00	Develop your market	Gain a better understanding of the African market, what are the markets in development, define the next steps for the development of the fintech. Potentially find new area where to develop their business		ADA & CGAP
15:30	16:00	LHoFT	00:30	Coffee Break			
16:00	17:00	LHoFT	01:00	Fintech trends in Africa	Have an overview of the fintech trends in Africa, what are the most promising area, what is particularly important for financial inclusion in Africa		IFA & MinFin & MAE
17:00	17:15	LHoFT	00:15	Day 1 Reflection & Close	To close the day, Recap of what has been done today, what is the plan for tomorrow, and invite the companies to share any feedback, questions, or reflections.		LHoFT Team
18:00	21:00	Deloitte? PwC?	03:00	Welcome "Networking Event" Insights on the African market	Have the presence of the World Economic Forum or the World Bank to present a report and insights on the African market. What is the evolution, what are the segments where there is potential.		Deloitte? PwC?
Day 2 - Investability, Risk and Capital							
08:30	09:00	LHoFT	00:30	Breakfast			
9:00	9:15	LHoFT	00:15	Introduction to Day 2	Overview of the day		LHoFT Team
9:00	10:30	LHoFT	01:30	Business model mapping	In this module, companies map their business models in a visual way and identify the key risks in their model and based on the feedback received during the Advisory Meeting. 15 mins- Intro to Business Model Mapping 45 Minutes - Work on own	PwC?	LHoFT Team
10:30	11:00	LHoFT	00:30	Measuring your impact: Let's talk metrics (1/2)	Companies think through metrics to measure progress toward their long-term vision. 10 minutes - Introduction 15 minutes - Activities & Outputs 5 minutes - Intro to metrics		LHoFT Team
11:00	11:15	LHoFT	00:15	Coffee Break			

11:15	12:15	LHoFT	01:00	Measuring your impact: Let's talk metrics (2/2)	Companies think through metrics to measure progress toward their long-term vision. 20 minutes - Metrics exercise 10 minutes - Overview of measurement tools & resources 30 minutes - Small groups (with transition time)		LHoFT Team
12:15	13:30	LHoFT	01:00	Lunch			
13:30	14:30	LHoFT	01:00	Peer Due Diligence Process part 1	Companies get feedback on their strengths & weaknesses per groups		LHoFT Team
14:30	15:30	LHoFT	01:00	Legal Session	This module gives teams a chance to learn more about the regulatory challenges they may face as well as speak to lawyers about specific legal questions they have prepared		Uni.lu (Dirk) & Melvin (EHP)
15:30	15:45	LHoFT	00:15	Day 2 Reflection & Close	To close the day, Recap of what has been done today, what is the plan for tomorrow, and invite the companies to share any feedback, questions, or reflections.		LHoFT Team
Day 3 - Scale your business & get your financials right							
08:00	08:30	LHoFT	00:30	Breakfast and Overview of the day			
8:30	10:30	LHoFT	02:00	Scaling Strategy	Going through the different steps of development Self-Assessment Exercise Debrief Break & Constitution of groups: A: Solidifying the value proposition / B: Proving a profitable Business Model / C: Scaling up Discussion between the different groups: what issues to adress? Work on own: Milestone Planning Debrief		
10:30	10:45	LHoFT	00:15	Coffee Break			
10:45	11:30	LHoFT	00:45	Building a Team to Reach Scale	This exercise introduces teams to the process of looking at hiring from the lens of investability.	Docler	LHoFT Team
11:30	12:15	LHoFT	00:45	Forecasting Investability	How to make an investment decision? An examination of African fintech investment opportunities	NZ and Representative from?	Nasir Zubairi
12:15	13:15	LHoFT	01:00	Lunch			
13:15	14:00	LHoFT	00:45	How to raise capital?	Financing life cycle scheme Where to start ?		
14:00	15:30	LHoFT	01:30	Impact Investing and Social Entrepreneurship	30 min : Introduction // Case Studies		Vice Impact - Tessy Nassau + 2 experts
15:30	15:45	LHoFT	00:30	Coffee Break			
15:45	18:00	LHoFT	02:30	Financials Narrative	10 mins - Introduction 10 mins - Solo work (5 minutes to draw out Financial Drivers and 5 minutes for the unit economics overview) 2 hours and 10 minutes - Presentation to cohort (10 minutes per company, plus transition time)		LHoFT Team
18:00	18:15	LHoFT	00:15	Day 3 Close & Reflection	To close the day, Recap of what has been done today, what is the plan for tomorrow, and invite the companies to share any feedback, questions, or reflections.		LHoFT Team
18:15	21:00	LHoFT	02:45	Speed Dating	An evening where the fintech selected get to meet VCs, actors active in the financial inclusion to create potential partnership		KPMG
Day 4 - Get your pitch ready & Workshops							

08:30	09:00	LHoFT	00:30	Breakfast and Overview of the day				
9:00	10:00	LHoFT	01:30	Marketing Strategy	Get tips on how to plan your marketing strategy, how to reach to more customers, how to promote your solution		Manon & Julie (LuxFlag)	
10:00	10:10	LHoFT	00:10	Coffee Break				
10:10	11:10	LHoFT	01:00	Get your pitch deck ready	In this module, the teams clarify a value proposition statement and their Intro pitch (a 3 min verbal pitch). The objective is to clearly understand articulate the problem they are solving, for what target customer, and how they are solving it.	Marketing mentors		
11:10	11:20	LHoFT	00:10	Coffee Break				
11:20	12:20	LHoFT	01:00	How to present your pitch?	Mentors will help you to master presentation technique and how to make sure your pitch is impactful and you deliver the right message	Marketing mentors	LHoFT Team	
12:20	13:30	LHoFT	01:10	Lunch				
13:30	18:00	LHoFT or LOIC	04:30	Dedicated Workshops Session - Afternoon A la carte	The fintechs can choose 4 workshops out of 8. Their choice will be requested ahead of the program to confirm the planning	Strategic Experts Partners	LHoFT Team	
13:30	18:00	LHoFT or LOIC	01:00	Workshop 1	Blockchain Impact in Africa: A tool to improve access?		LHoFT	ok
			01:00	Workshop 2	How to collaborate with MFIs	LuxFlag	ok	
			01:00	Workshop 3	How FinTech can ease Inclusive Insurance headaches	Microinsurance Network	ok	
			01:00	Workshop 4	The new way of financing : Cryptocurrencies & ICOs - Cryptocurrencies in Africa (MCoin)	Emilie Allaert		
15:30	16:00	LHoFT	00:30	Coffee Break				
13:30	18:00	LHoFT or LOIC	01:00	Workshop 5				
			01:00	Workshop 6				
			01:00	Workshop 7				
			01:00	Workshop 8				
18:00	18:15	LHoFT	00:15	Day 4 Close & Reflection	To close the day, Recap of what has been done today, what is the plan for tomorrow, and invite the companies to share any feedback, questions, or reflections.		LHoFT Team	ok
Day 5 - Advisory meetings & Pitch Day								
08:00	08:30	LHoFT	00:30	Breakfast and Overview of the day				
08.30.	10.00.	LHoFT	01.30.	Customer Discovery Advisory Meetings	Mentors join to provide feedback to the companies around their identified customer segments, target customer, their key assumptions, and how they plan to test and get feedback in the market. 10 mins Intro 60 minutes - Small groups with mentors (2 companies, 30 mins for each company) 5 minutes - Report out and wrap up	8 to 10 Mentors with priorities to the sponsors - Investors who have invested in this specific market - Founders who have built a business in this specific market - Customers who buy / use cohort products - People with sales experience in this market - Entrepreneurial Support Organizations focused on Financial Inclusion: Infine, ADA, MicroLux, InsuranceMicroFinance Lux ...	Mentors / LHoFT Team	

15:30	16:00	LHoFT	00:30	Coffee Break				
10.00.	12:00	LHoFT	02.00.	Mock Board	This module is the conclusion of the Bootcamp. Companies conduct advisory meetings with real potential customers and strategic partners and get feedback on a strategic challenge they're facing related to sales, partnerships, or customer acquisition.	25 - 30 mentors Mentors are a mix of: - investors - sector experts - experienced entrepreneurs in that sector - potential strategic partners. Mentors will depend on specific company needs		
12:00	13:00	LHoFT	01:00	Lunch				
13:00	14:30	LHoFT	1:30					
14:30	15:30	LHoFT	1:00					
15:30	16:00	LHoFT	0:30	Break/Transition				
17:00	18:00	LHoFT	2:00	Pitch your fintech	The fintech will have the chance to pitch their startup in front of the mentors and the ecosystem		LHoFT Team ok	
18:00	19:00	LHoFT	01:00	Award Ceremony and Netorking Event	The winner of the pitch session will be given a ticket to Slush and an entry to the week of the African Microfinance (SAM)		ok	
Day 6 - Saturday 27 October 2018 - Exit Day								