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EXPRESSION OF INTEREST 2025

PARTNERSHIPS 2025

PROPOSED TO:

NSE-
The Exchange Westlands.

ORGANISED BY:

Knight Castle & King LLC
corporate venture studio



About KCK



KCK is a corporate venture studio that specializes in nurturing innovative ideas and transforming them into successful businesses. With a focus on strategic partnerships and agile development, KCK provides the resources, mentorship, and expertise needed to accelerate growth and drive meaningful impact. By leveraging its extensive network and industry insights, KCK is committed to empowering entrepreneurs and fostering a culture of innovation. Whether it's through funding, hands-on support, or strategic guidance, KCK is dedicated to turning visionary concepts into reality.

EXPRESSION OF INTEREST



CVC Background



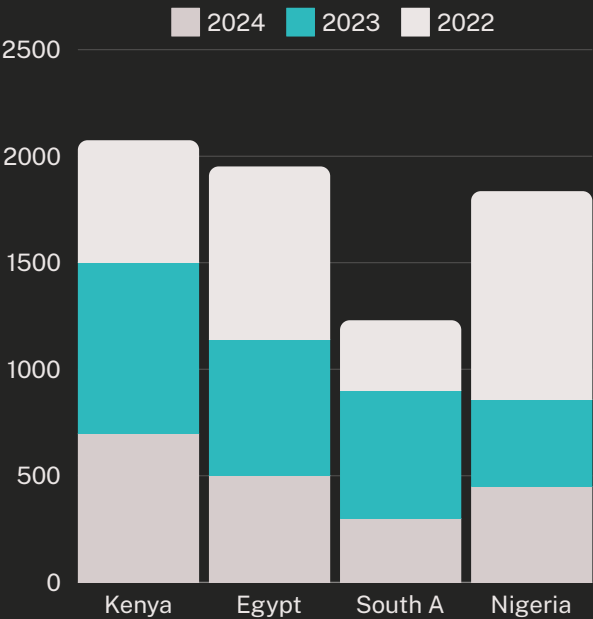
Corporate venture capital refers to the investment of corporate funds directly into external startup companies. This strategic initiative allows established corporations to partner with innovative startups, fostering mutual growth and collaboration. By engaging in corporate venture capital, companies can gain early access to new technologies, explore emerging markets, and enhance their competitive edge. These investments often provide startups with not only financial support but also valuable industry expertise, resources, and a broader network, facilitating their journey from promising ideas to successful enterprises.

CVC opportunity

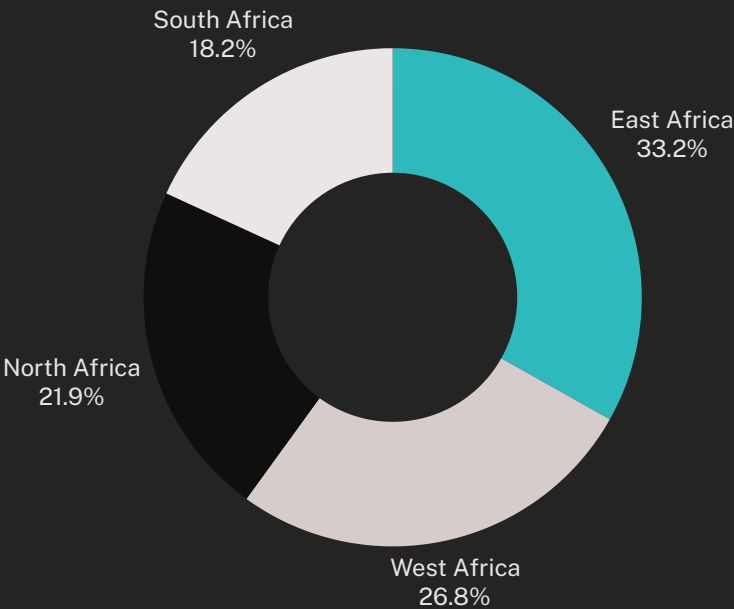
Based on data aggregated for the period 2021-2024



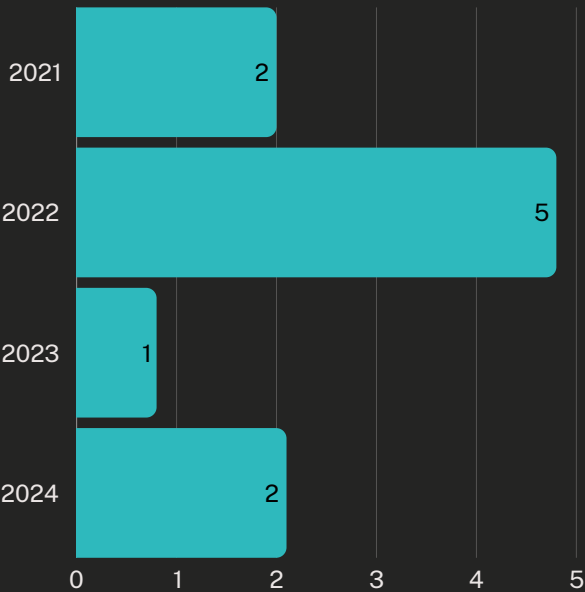
Big 4 funding in Bn\$



Regional Funding in Bn\$



Funding trends. Figures in Bn\$



Debt vs. Equity based funding.



Debt

\$2.2B.

|

Equity

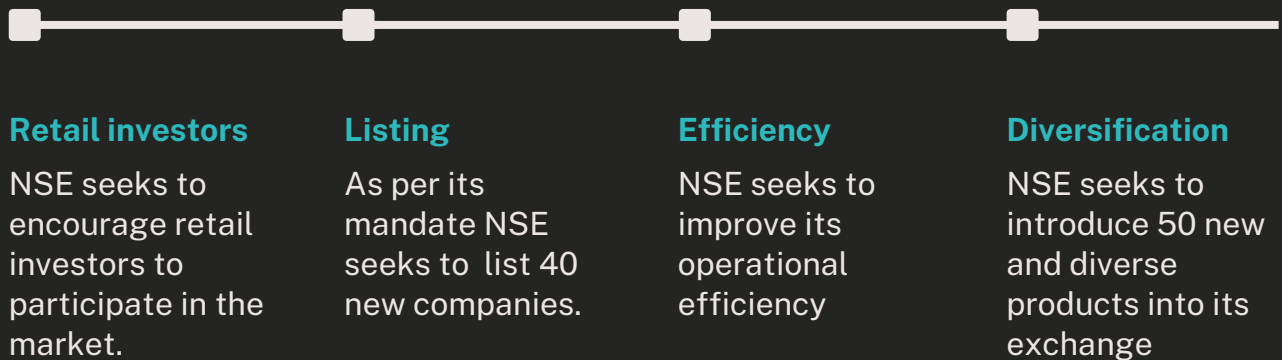
\$ 1B

NSE Strategic Objectives 2025-2029

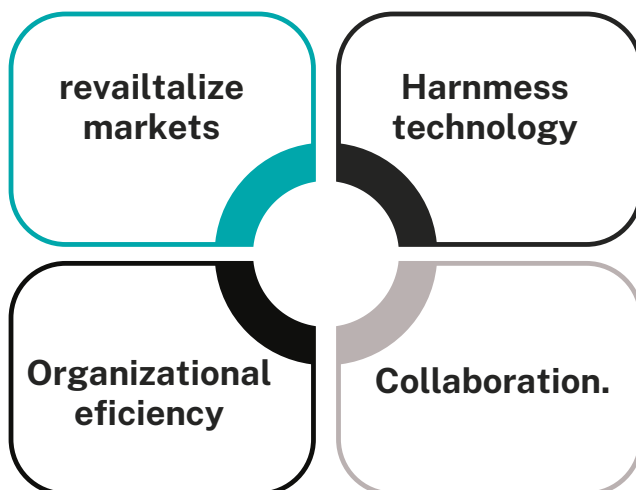
Objectives based on NSE mandate.



Strategic direction.



Strategic objectives



Drivers



Collaboration Opportunities

Market Revitalization.

- KCK focuses on building ventures for corporates, with exit strategies as a key consideration.
- NSE provides a valuable exit plan for such ventures through its AIMs and GEMs markets. KCK can embed the NSE listing requirements into its venture building model.
- Corporate ventures usually receive support from their parent companies, which boosts investor confidence due to their market experience and assets.

Venture co-creation

- NSE can leverage KCK's venture building capabilities to incubate future-focused businesses for the securities exchange. This partnership could drive innovative solutions in the financial sector, such as blockchain for secure transactions,
- AI analytics for investment decisions, and sustainable financial products aligned with ESG goals. Collaborating with KCK positions NSE as a leader in modern securities exchange, attracting innovative entrepreneurs and investors. This integration enhances operational efficiency and diversifies offerings, creating a dynamic marketplace that supports long-term growth, stability, economic development, and investor trust.

Tradable CVC fund.

- KCK and NSE could collaborate to create a corporate venture fund for public trading, offering liquidity and attracting diverse investors interested in emerging growth ventures.
- By tapping into the NSE's robust infrastructure and market expertise, the fund could offer competitive returns and drive innovation across various industries.
- Additionally, the collaboration could include mentorship programs where seasoned investors guide new startups, fostering a culture of learning and excellence.

Consumer education

- The Kenyan public lacks awareness of corporate venture capital (CVC) opportunities. NSE and KCK can collaborate on educational initiatives like workshops and webinars to clarify CVC's benefits for various investors
- Additionally, creating engaging content—articles, videos, and infographics—can enhance understanding. An online portal could provide resources, expert insights, and success stories. Utilizing social media and partnerships with educational institutions can broaden outreach, empowering individuals and strengthening the investment ecosystem through informed decision-making and a culture of innovation.

Next steps.



01

Negotiate and conclude a collaborative framework between KCK and NSE

02

Co-create a CVC stakeholder roundtable with a view of setting the stage for the CVC agenda.

03

Undertake joint research and publications with a view of educating the public and corporates of the available CVC opportunities.

04

Co create a venture building model that facilitates KCK to incorporate the AIMS and GEMS process into its venture building framework.



Thank You!

We suggest organizing a walkthrough meeting between our teams to further explore opportunities and discuss the implementation of this collaboration.

KCK

Corporate Venture Studio

edwin@kckglobal.net
Info@kckglobal.net