



# KOYAcapital

LEARNING | EMPOWERMENT | PLATFORMS

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# Creating differentiated value through Human Capital Development in Sub Saharan Africa.

## A vision for a transformed, well resourced education ecosystem

Africa’s growth in the 21st century is inextricably linked to the transformation of its learning and skills development systems. With a student population of over 245M today, the intractable challenges of managing the complex systems for delivering education in environments *of significant* resource constraints, is likely to, without transformative interventions, worsen to crisis status in many countries

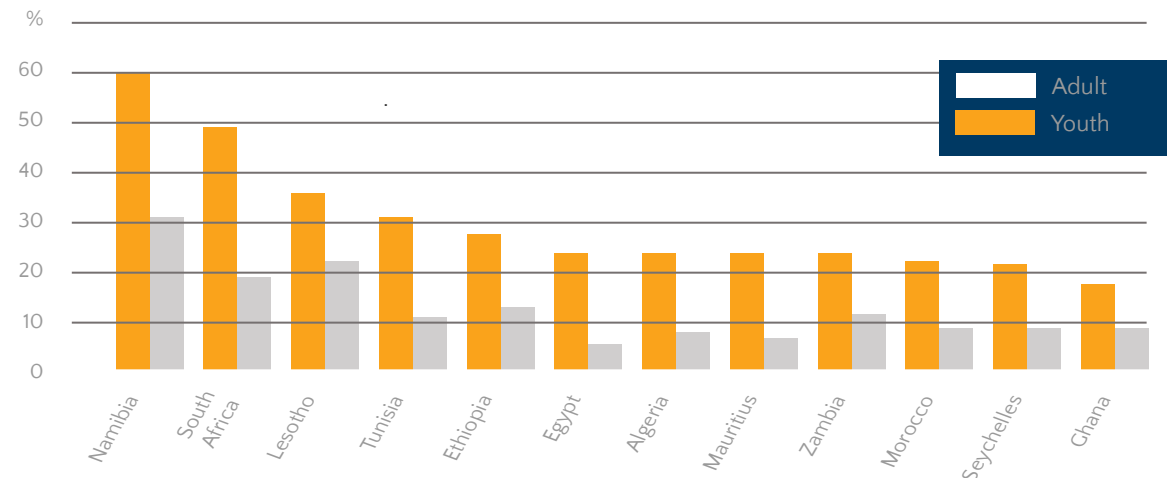
Africa is on the cusp of its first demographic transition of the modern era, where the working age population is projected to not only be among the largest in the world, but also, if productively deployed, could fuel what is called a demographic dividend, illustrated principally by higher rates of economic growth and sharp reductions in poverty. Having populations of relevant skills is positively correlated with the conditions needed to enable that demographic dividend.



Human capital consists of the knowledge, skills, and health that people accumulate throughout their lives, enabling them to realize their potential as productive members of society. We can end extreme poverty and create more inclusive societies by developing human capital. This requires investing in people through nutrition, health care, quality education, jobs and skills.

World Bank, 2018

### AFRICA YOUTH UNEMPLOYMENT IS OFTEN DOUBLE THE ADULT RATE



Source: ILO, KILM, latest data available

# Koya Capital

- Our Vision is to “empower, create and harness value in the digital economy”.
- Our Mission is to “Leverage technology to transform lifelong learning for 21<sup>st</sup> century relevance”

*The word Koya means “Learning” in Hausa.*

“Education is the most powerful weapon you can use to change the world”

—Nelson Mandela





Africa registers almost **200** million people aged between 15 and 24. Young people represent today more than 60 per cent of the continent's total population and account for 45 per cent of the total labour force. The number of young people in Africa will double by 2045. (Source: [African Economic Outlook](#))

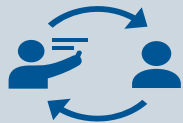
Africa's labour force will be larger than China's by 2035. It is expected that between 2010 and 2020, Africa will add 163 million people to its potential labour force. (Source: [Mo Ibrahim Foundation report, 2012](#))

Africa is expected to supply 60 per cent of the more than 600 million net workers that will add to the global labour supply. (Source: [McKinsey Global Institute](#))



**Secondary school** achievement has regressed in some African countries and current education levels in the region are lower than in China and India, but overall literacy is growing and Africa spends more on secondary education than the global average. (Source: [Mo Ibrahim Foundation report, 2012](#))

The areas of **higher education** undertaken by a majority of African students are not in fields such as science, engineering, technology, and business, but often in social sciences and the humanities. The result is a skill mismatch— university graduates remain unemployed, while African countries continue to face shortages of skilled labour. (Source: Africa Competitiveness Report 2011)



At Koya Capital we believe technology has the power to empower people of all abilities. Our commitment is to build shared purpose partnerships with governments across Sub Saharan Africa to help them transform their human capital to alleviate poverty, leveraging technology and smart finance to fuel lasting economic growth.

## Today in Africa....

- 30 million children are out of school.
- 35% of the youth have no access to secondary education or technical skills development.
- Half of all children reach adolescence without achieving literacy or numeracy.

(Source: African Development Bank)





# Koya Capital

Today in  
Africa

100

- Million Kids will reach adolescence with limited Literacy and Numeracy

245

- Million School Age children across Sub Saharan Africa

35

- Million School age Children Out of school

35%

- Youth Unemployment



Median  
age



Population  
under 15

Demographic  
Transition and  
economic  
imperatives



## Dedicated to life long learning Transformation

Africa's growth in the 21st century is inextricably linked to the reform of education. As, with a student population of over 245M today, the challenges of managing it's complex school systems in environments of significant resource constraints, during a time of both economic and demographic transition, is likely to, without transformative interventions, worsen to crisis levels in many countries.

## Technology, Smart Financing, Organizational Change, Programs

With a combined 25 years experience of working in Education, Technology, finance and change across Sub Saharan Africa, our approach is to originate projects aimed at improving the operational efficiency of education institutions and leverage the savings to invest in new programs to improve relevance.

Koya Capital is a learning transformation consultancy that works synergistically with Governments, Academia, Development, Financing & Technology Partners, Parents and Communities to develop skills for the 21<sup>st</sup> century world of work.

By focusing on learning modernisation, we hope to grow and improve both the quality and relevance of Africa's human capital to catalyze her economic emergence.

## THE TEAM

- Our team comprises of Technology, Education and Institutional reform professionals with over 25 years combined experience working in

## OUR APPROACH

- Our holistic approach is key to our differentiation, as we believe it provides an opportunity to solve the problem of enacting sustainable learning reforms at scale and in its entirety.
- Starting with five countries, Kenya, Rwanda, Nigeria, Ghana and Botswana, our aim is to use agile approaches to learn, test, iterate, validate and scale.
- We have curated several world class policy provisions focused on the learning ecosystem including funding and will be testing their applicability in the African context

## CONTACT US

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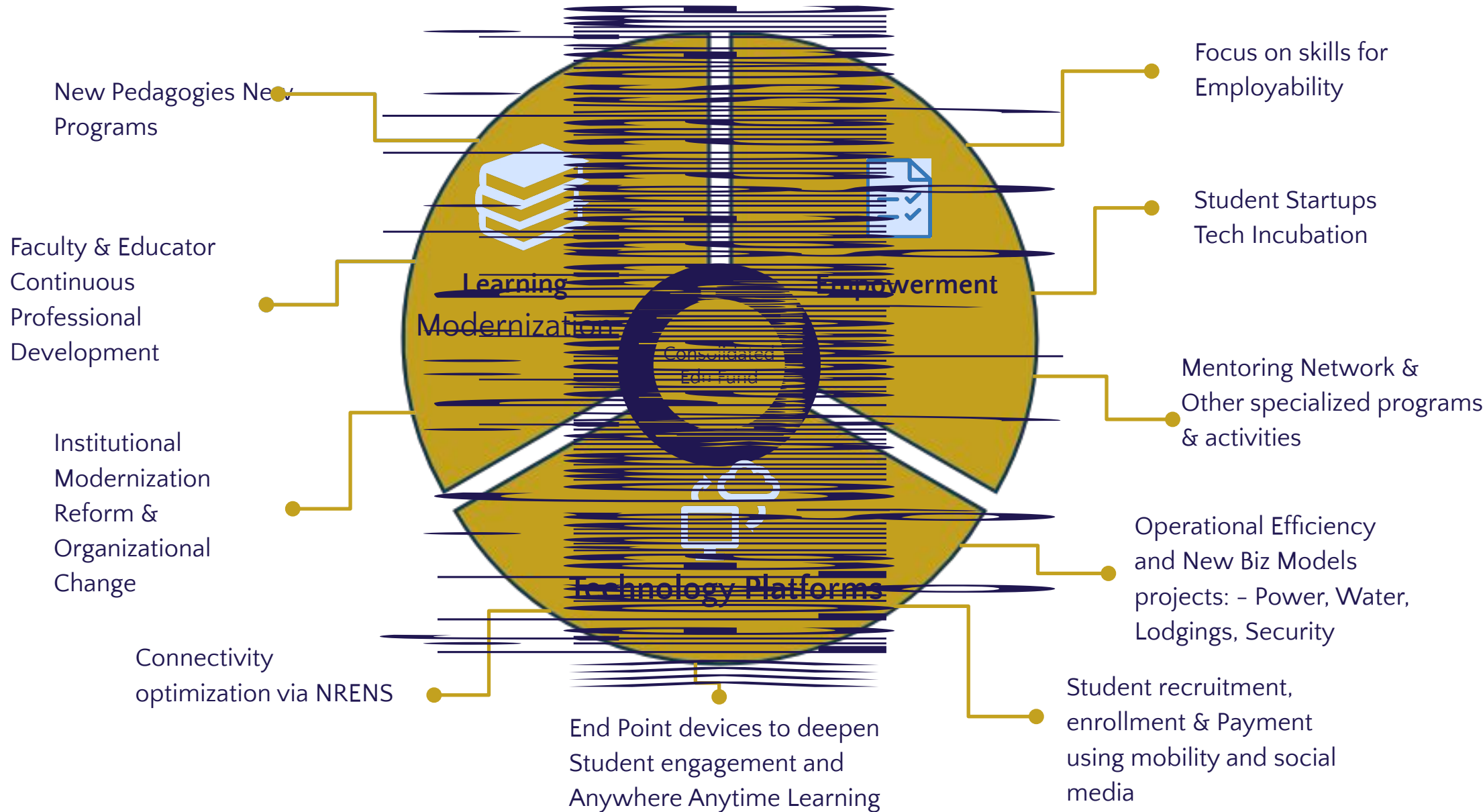
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# Priority Solution Areas

At the core of our product offering is the application of digital technologies to improve the efficiency and effectiveness of education systems across both K12 and Higher Education.

This includes the building or integration of platforms for teaching and learning, but extends to the digital infrastructure, Wi-Fi, Power, IOT Sensor networks, etc, to enable new models for learning delivery that is predicated on quality and delivered at scale.

We have a strong focus on the appropriate use of data to guide interventions such as continuous teacher professional development and curriculum modernization, to better ground each intervention for greater relevance and objectivity.

# Advisory Services

Shared purpose partnerships that foreground managed change, value and scale is our engagement model.

Our consulting services cover three broad areas: Organization Change and institutional development, Education Policy and Technology finance.

Our experience suggest that without a robust approach to managing the establishment of new work practices, the enduring value of the technology interventions is substantially minimised.

# Smart Finance

Working with Universities and other education agencies to introduce new models for optimizing and running their operations is the purpose of this intervention. Our starting premise is that the capital required to move universities across Africa to a path of greater efficiency and increased capability is seldom available from traditional sources such as the central government fiscus.

And, at a time of significant growth in access demands, doing more with less is a reality already in many countries.

Our approach is therefore to work with universities to co invest in keystone project to reduce their operating cost and introduce new efficiency measures to enable their long term success.

We also develop innovative financing models to fund the digital infrastructure needed to modernize and transform Africa's learning delivery systems

We will prioritize projects that improve the digital infrastructure on university campuses, improve the effectiveness of core university services such as student information management and introduce new, more relevant programs to improve students employability prospects.

# The Koya Capital Priority interventions

Investment Priorities	Add new Chargeable Capabilities	Improve Operational efficiency	Output Artifacts
Scalable digital platforms	Introduce New digital economy ready programs : Data science, AI, Machine learning, BlockChain in partnership with industry	Shared services platforms for Student Information management, Attendance ( k12) and Learning delivery. Solar Power Solutions to optimize energy management Modern telephony to drive communications cost savings Finance & Collections Management Broadband delivered through optimized NRENS	New HE enrolment Systems implemented, New Programs introduced at universities
Digital infrastructure for modern learning	End Point devices for learning mobility		Endpoint devices procured and distributed. Skills Boot camps, School Computer programming clubs Broadband implemented at all Secondary schools & Universities
Capacity Development	Shared Services blended learning platforms for faculty and teacher development		Education Policy and Curriculum Innovation center established.
Policy Innovation and Institutional Change	Learning Policy and Curriculum Innovation center. Workshops, capacity development, institutional reform	Hosted digital content solutions for K12 and HE	Workshops, capacity development, institutional reform.

Transform Learning				
Project Finance Scenarios	Policy Modernization	Campus/School Management	Student Lifecycle Management	Output artifacts
Tuition pre - payment	<ul style="list-style-type: none"> <li>Education pre-paid Tuition Savings programs initiated by universities and managed by a fund manager</li> </ul>	<ul style="list-style-type: none"> <li>Energy savings</li> <li>Modern Telephony</li> <li>Finance Management, Collections &amp; Procurement</li> <li>Campus school Wi-Fi</li> </ul>	<ul style="list-style-type: none"> <li>Education Analytics</li> <li>Learning Analytics</li> <li>Institutional Performance</li> </ul>	<ul style="list-style-type: none"> <li>New Policies implemented “ We all learn”</li> <li>Tax policy changed</li> </ul>
Education Savings bond	Tax advantageous education Savings bonds managed by Koya and a fund manager			

# The Koya Capital Services

Interventions	Learning	Platforms	Employability
Improve Operational Efficiency Within Education Systems	Education Policy modernization, Institutional reform and organization change consulting	Shared services platforms for Student Lifecycle management and Learning delivery Education Analytics EMIS Institutional Performance –School Dashboards	New HE Programs focused on preparing students for the digital economy: AI, ML, Data Science, FEWD delivered in partnership with Microsoft
	Shared Services blended learning platforms for faculty, teacher and school leader development	1 <sup>st</sup> and third party digital content platforms for K12 and HE application.	<b>Girls</b> in STEM boot Camps School <b>Leadership</b> Conferences
	New pedagogies for improved learning	Solar Power Generation and Storage Solutions to optimize campus energy management	Continuous Professional development for teachers and other <i><b>working</b></i> professionals
		Broadband delivered through optimized NRENS	Innovation Platform, A group of innovation hubs developed & Hosted in partnership with leading universities and TVET’s in Africa
	New Programs  New Business models	Tuition pre – payment Funds	Education pre-paid Tuition Savings programs initiated by universities and managed by a fund manager
Education & Skills development Funds		Tax advantageous education Savings bonds managed by Koya and a fund manager	
		Skills development funds, Skills levies to support investment & Innovation in TVET and HE	
		Human Capital Development Strategy Consulting	
Smart Financing for impactful investments			



# The role of Business in Transforming Global Education

