

00:33:42 Maxime SERVETTAZ: Feel free to share your details
00:34:02 Maxime SERVETTAZ: I am Max, Director at Untapped
Kenya, doing leasing of Pay as you go assets
00:34:06 Maxime SERVETTAZ: maxime@untapped-inc.com
00:34:20 Harsh Agrawal: Thanks Jim.

Looking forward to a great session as always.

Harsh

00:34:31 Muriel Vieux: Hello I'm Muriel Vieux, writer and also
Marketing Director at the Fondation Dr. Louis G. Lamothe in Haiti.
00:34:52 Brian Dolan: Hi Jim!!!
00:34:59 Brian Dolan: Brian Dolan from Verdant, here: <https://www.linkedin.com/in/buddha314/>
00:35:03 Owen Sakawa: Thanks Jim
00:35:20 Eugene Aroka: Thank you
00:41:01 Maxime SERVETTAZ: jim@untapped-inc.com
00:41:11 Maxime SERVETTAZ: <https://www.linkedin.com/in/jchu45/>
00:41:14 Maxime SERVETTAZ: <https://www.untapped-inc.com/>
00:41:27 Maxime SERVETTAZ: Jim Chu, Untapped
00:42:20 Maxime SERVETTAZ: Laurent Lamothe
00:42:20 Maxime SERVETTAZ: <https://www.linkedin.com/in/laurent-lamothe-47b09297/>
00:42:40 Maxime SERVETTAZ: R-Venture, laurent fund
00:42:41 Thuli Hlongwane: Hi I'm Thuli from South Africa <https://www.linkedin.com/in/thuli-hlongwane-7535a435/>
00:42:41 Maxime SERVETTAZ: <https://www.r-ventures.net/>
00:43:06 Maxime SERVETTAZ: Steve Tawia, business angel
00:43:07 Maxime SERVETTAZ: <https://www.linkedin.com/in/stevetawia/>
00:43:50 Maxime SERVETTAZ: Aniko
00:43:51 Maxime SERVETTAZ: <https://www.linkedin.com/in/anikoszigetvari/>
00:44:02 Maxime SERVETTAZ: Atlantico Ventures
00:44:02 Maxime SERVETTAZ: <https://atlanticaventures.com/>
00:45:21 Jorian Wilkins: Jorian Wilkins, <https://www.OCimpact.com>
Opportunity Collaboration is a network of 2,500+ social entrepreneurs,
impact funders and sector leaders from 85+ countries building
solutions to poverty around the globe. This program has long been
needed. Thank you, Jim!
00:45:22 Magloire Bolivard: Hi I'm Magloire, I'm from Haiti
00:45:42 Magloire Bolivard: Happy to meet you
00:46:35 Jonathan Caldwell: Jonathan Caldwell from
www.emergingtalent.co a Headhunting firm specialising in the East
Africa tech / start up market. Any questions please feel free to reach
out Jonathan@emergingtalent.co
00:46:47 Joe Mwangi: Joe Mwangi, Founder Business Incubation
Africa, a hub that trains and nurtures SMEs to build sustainable
enterprises, Based in Kenya. Looking forward to hear of investing

opportunities and Learn

00:47:08 Ayad Al-Izzi: Ayad Al-Izzi from Untapped Inc in Nairobi.

00:47:23 Maxime SERVETTAZ: Zaidi

00:47:24 Maxime SERVETTAZ: <https://vc4a.com/ventures/zaidi-technologies/>

00:47:32 Maxime SERVETTAZ: Graham Benton

[https://www.linkedin.com/in/graham-benton-22b55050/?](https://www.linkedin.com/in/graham-benton-22b55050/?originalSubdomain=ke)

[originalSubdomain=ke](https://www.linkedin.com/in/nilmashah/)

Nilma Shah

<https://www.linkedin.com/in/nilmashah/>

00:48:45 Richard Tandoh: Richard Tandoh, Investment Associate, Global Innovation Fund

<https://www.linkedin.com/in/richardtandoh/>

00:50:27 Sean Durkin: informal brokers have pre-established informal inherent trust ? can your new brand overcome ? ps. love this approach and market category.

00:53:42 Harsh Agrawal: 1. How do we ensure the quality of the milk through the chain?

2. Are we looking for a second revenue stream through unsold daily inventory? (for ex - cheese)

00:54:34 silvia Macharia: <https://www.linkedin.com/company/repairnet-io/about/>

00:54:55 silvia Macharia: <https://www.linkedin.com/company/repairnet-io/about/>

00:55:51 silvia Macharia: <https://www.linkedin.com/in/osakawa/>

00:55:51 Sean Durkin: I'd like more information in follow up. I'd like to introduce to NYS investors. (dairy family farming history and current activity)

00:55:55 silvia Macharia: <https://www.linkedin.com/in/osakawa/>

00:56:16 Sean Durkin: please restate ask? \$42k?

00:56:50 Brian Dolan: yes, \$42K upper right part of slide

00:57:48 Sean Durkin: thanks (on small screen)

00:58:03 Brian Dolan: hehe, me too, looked right before you asked

00:59:10 Maxime SERVETTAZ: Danone know well about it with Laiterie du Berge in Senegal

00:59:24 Annstella Mumbi: Are the current ATMs/shops all located in Nairobi?

00:59:29 Maxime SERVETTAZ: <https://lalaiterieduberger.wordpress.com/>

01:02:46 Sean Durkin: could they cut you out eventually? defensible if they want to own end to end?

01:04:08 Joe Mwangi: How do you plan to overcome cartels and almost monopoly milk value chain in kenya

01:07:33 LEE ESTONE: Do you provide refilling bottles at the dispensers to ensure quality is guaranteed?

01:08:41 Nathan Sivagananathan: There is high occurrence of aflatoxin M1 in raw milk, how are you dealing with this

01:10:01 Sean Durkin: thank you.

01:10:40 Annstella Mumbi: @Graham, I can connect you to a mechatronics engineer who has been developing a locally patented milk ATM system. I believe he might be helpful on the IoT/tech development front. I'm reachable on annstellag@gmail.com.

01:17:28 Andrew Kania: @graham Have you compared the 3sh-5sh gain for the shopkeeper to the gains made from selling milk conventionally through packets per litre for the shopkeeper? I ask this as it may be possible that they stand may stand to gain a larger margin from selling milk in packets than selling through the ATMs, and therefore may be reluctant to have the ATM on site

01:24:43 Raj Kulasingam: I have joined late but am an investor in a dairy business in Ethiopia so am interested to learn more to see if this could be done in Ethiopia

01:28:14 Maxime SERVETTAZ: <https://www.xetova.com/>
Bramuel
<https://www.linkedin.com/in/bramuel-mwalo-8b6b9012b/>

01:38:16 Maxime SERVETTAZ: Business to Government model

01:55:50 Maxime SERVETTAZ: Bramuel is the former Africa Director of Kountable doing dashboards for SMEs

02:01:42 Maxime SERVETTAZ: KEMSA is the Kenya Government agency in charge of buying medical suppliers

02:08:23 Maxime SERVETTAZ: Next NEST on 18th of June

02:08:35 Maxime SERVETTAZ: In Lion Cage South Africa

02:08:59 Maxime SERVETTAZ: Apply here +1 (515) 417-1452

02:09:10 Ayo DAWODU: Thanks

02:10:01 Eugene Aroka: Good to see you too

02:10:24 Diane Ha: two startups is a good amount. good decision on the adjustment!

02:10:50 Diane Ha: see u guys in three weeks!

02:11:32 Agnes Makena: Not sure what to do with my Thursday evenings now for the next few weeks!! See you in 3 weeks!

02:12:21 Maxime SERVETTAZ: !!!