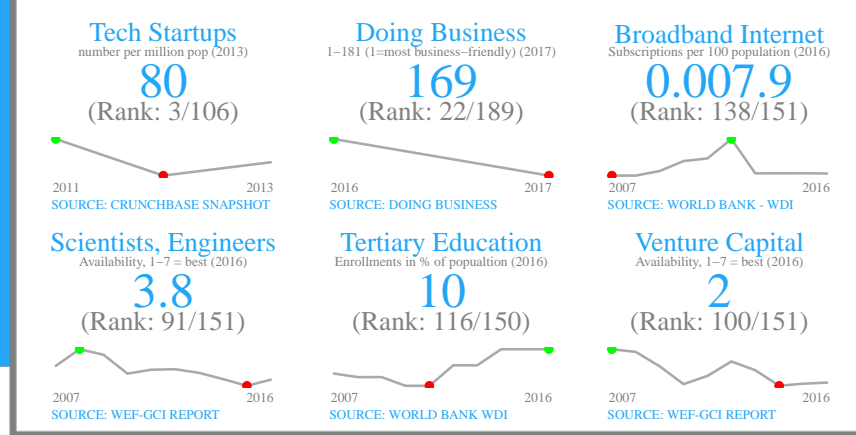


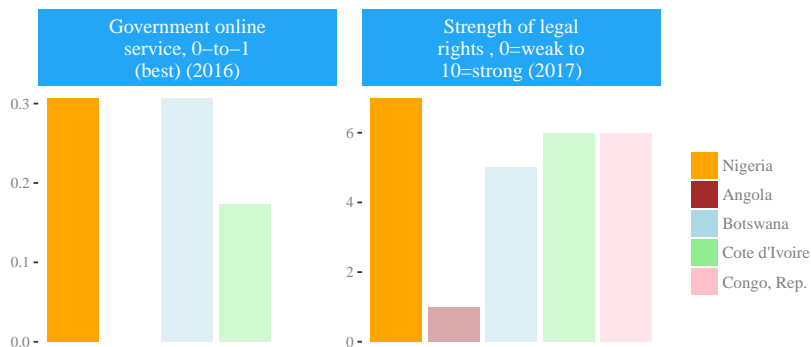
# Nigeria

## Country Snapshot



## POLICY Laws, regulations, and government initiatives

### GOVERNMENT INDEXES



SOURCE: GLOBAL INFORMATION TECH. REPORT; WDI

### INVESTMENT FRIENDLINESS



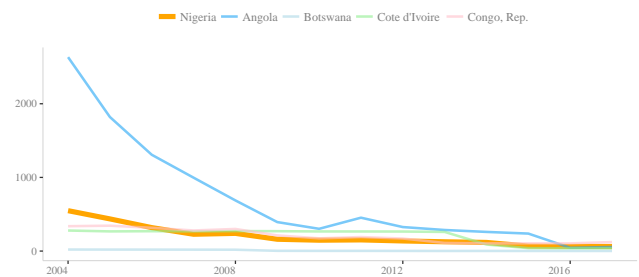
SOURCE: INVESTING ACROSS BORDERS; WDI

### DOING BUSINESS 2017

|                                     | 2016         | DTF          | Change      | 2016       | Rank       | Change   |
|-------------------------------------|--------------|--------------|-------------|------------|------------|----------|
| <b>Ease of doing business index</b> | <b>44.02</b> | <b>44.63</b> | <b>0.61</b> | <b>170</b> | <b>169</b> | <b>1</b> |
| Dealing with Construction Permits   | 49.61        | 49.63        | 0.02        | 173        | 174        | -1       |
| Enforcing Contracts                 | 48.59        | 48.59        | 0           | 139        | 139        | 0        |
| Getting Credit                      | 60           | 65           | 5           | 60         | 44         | 16       |
| Getting Electricity                 | 29.38        | 29.43        | 0.05        | 182        | 180        | 2        |
| Paying Taxes                        | 28.43        | 28.09        | -0.34       | 182        | 182        | 0        |
| Protecting Minority Investors       | 65           | 65           | 0           | 30         | 32         | -2       |
| Registering Property                | 31.43        | 31.44        | 0.01        | 182        | 182        | 0        |
| Resolving Insolvency                | 28           | 27.8         | -0.2        | 139        | 140        | -1       |
| Starting a Business                 | 77.19        | 78.62        | 1.43        | 137        | 138        | -1       |
| Trading Across Borders              | 19.93        | 19.93        | 0           | 181        | 181        | 0        |

SOURCE: DOING BUSINESS

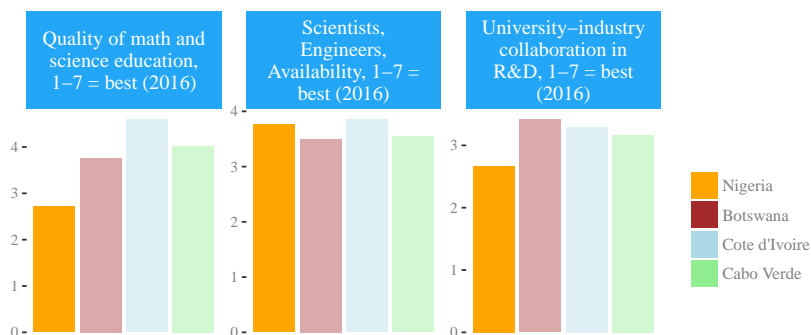
### COST OF BUSINESS STARTUP PROCEDURES, % of GNI per capita



SOURCE: WORLD BANK WDI

## HUMAN CAPITAL State of educational institutions and access to skilled labor

### AVAILABILITY OF SKILLED LABOR AND EDUCATION (1-7, 7 = best)

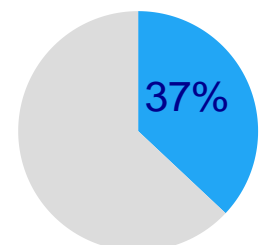
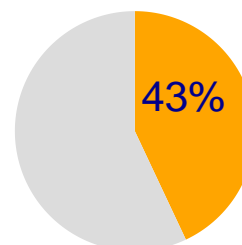


SOURCE: WEF-GCI REPORT

### POPULATION EMPLOYED IN SERVICES SECTOR (% total employed population)

Nigeria (2007)

SSF (average, 2007)



SOURCE: WORLD BANK WDI

## FINANCING

Sources of capital available for digital entrepreneurs, including debt, equity, grants, blended financing, etc

### FDI, PUBLIC CAPITAL MARKET AND VENTURE CAPITAL

**FDI, net inflows**  
BoP, current US\$, as % GDP (2015)

**0.64**

(Rank: 108/195)



**Investment in Telecoms w/ Private Part.**  
current US\$ Million (2014)

**1,357**

(Rank: 8/136)



**Market Capitaliz. of Listed Companies**  
% of GDP (2015)

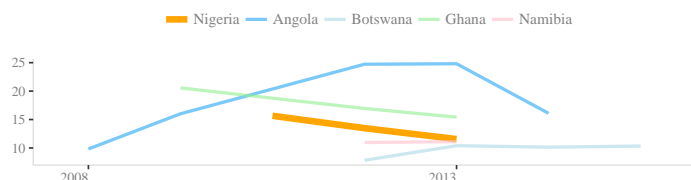
**10**

(Rank: 67/115)



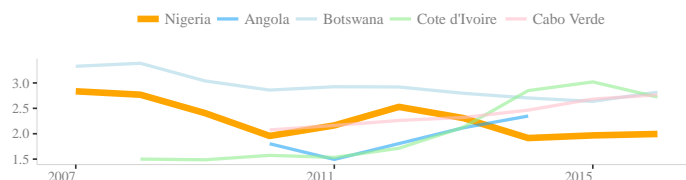
SOURCE: WEF-GCI REPORT; WORLD BANK - WDI

### INFORMAL INVESTORS RATE (% of 18-64 population)



SOURCE: GLOBAL ENTREPRENEURSHIP MONITOR - ADULT POPULATION

### VENTURE CAPITAL AVAILABILITY (1-7, best)

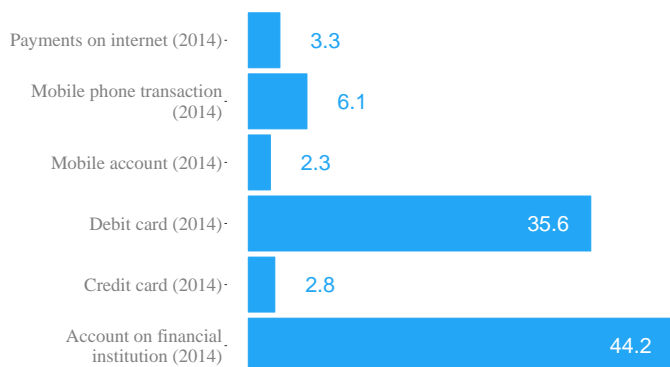


SOURCE: WEF-GCI REPORT

## MARKETS

Existence of early customers and distribution channels

### FINANCIAL INCLUSION (% age 15+)



SOURCE: WORLD BANK - FINDEX

### DIGITAL COMMERCE & INTERNET ACCESS

|  |             |                 |
|--|-------------|-----------------|
| <b>New business density</b><br>new registrations per 1,000 people ages 15-64 (2009)  | <b>0.3</b>  | (Rank: 112/137) |
| <b>Ratio of online/in store purchases</b><br>Percentage (2016)                       | <b>11</b>   | (Rank: 51/54)   |
| <b>Firms using email to interact with clients/suppliers (%)</b><br>% of firms (2010) | <b>23.5</b> | (Rank: 141/146) |
| <b>Firms with their own Website</b><br>% of firms (2014)                             | <b>22.3</b> | (Rank: 114/143) |
| <b>ICT service exports</b><br>% of service exports, BoP (2014)                       | <b>2.3</b>  | (Rank: 170/178) |

SOURCE: ES; WEF-GCI REPORT; WDI; CONSUMER BAROMETER

## CULTURE

Societal attitudes toward entrepreneurship

|  | Avg 2003-2011 | 2011  | 2012  | 2013  | 2014  | 2015  | 2016 |  |
|--|---------------|-------|-------|-------|-------|-------|------|--|
| Company spending on R&D, 1-7 = best                                  | 3.5           | 3.3   | 3.1   | 2.9   | 2.8   | 2.8   | 3.0  |  |
| Listed domestic companies, total, Number                             | 208.8         | 196.0 | 189.0 | 188.0 | 188.0 | 183.0 | —    |  |
| Perceived Capabilities, % of 18-64 population                        | 83.7          | 83.7  | 87.9  | 87.0  | NA    | NA    | —    |  |
| Fear of Failure Rate, % of 18-64 population                          | 31.0          | 31.0  | 21.0  | 16.3  | NA    | NA    | —    |  |
| Tech Startups, number per million pop                                | 85.1          | 85.1  | 76.7  | 79.8  | NA    | NA    | —    |  |
| High Status Successful Entrepreneurship, % of 18-64 population       | 73.4          | 73.4  | 76.0  | 61.9  | NA    | NA    | —    |  |
| Media Attention for Entrepreneurship, % of 18-64 population          | 77.5          | 77.5  | 78.1  | 76.5  | NA    | NA    | —    |  |
| Total early-stage Entrepr. Activity (TEA), % of 18-64 population     | 35.0          | 35.0  | 35.0  | 39.9  | NA    | NA    | —    |  |
| Improvement-Driven Opp. Entrepr. Activity: Rel. Prevalence, % of TEA | 47.3          | 47.3  | 53.2  | 52.3  | NA    | NA    | —    |  |
| New Product early-stage Entrepr. Activity, % of TEA                  | 33.9          | 33.9  | 35.5  | 31.9  | NA    | NA    | —    |  |

SOURCE: ES; WEF-GCI REPORT; WDI; CONSUMER BAROMETER

## SUPPORTS

Infrastructure and support services available through incubators, accelerators and other NGOs

|  | Avg 2003-2011 | 2011  | 2012  | 2013  | 2014  | 2015  | 2016 |  |
|--|---------------|-------|-------|-------|-------|-------|------|--|
| % firms identifying transportation as major constraint, % of firms         | NaN           | NA    | NA    | NA    | 17.10 | NA    | —    |  |
| % of firms with an annual fin. Statem. reviewed by ext. audit., % of firms | NaN           | NA    | NA    | NA    | 24.10 | NA    | —    |  |
| Quality of electricity supply, 1-7 = best                                  | 1.50          | 1.45  | 1.69  | 1.81  | 1.58  | 1.38  | 1.44 |  |
| Broadband Internet. Subscriptions per 100 population                       | 0.03          | 0.06  | 0.13  | 0.01  | 0.01  | 0.01  | 0.01 |  |
| Internet bandwidth, kb/s/capita  | 0.12          | 0.12  | 0.37  | 0.31  | 0.76  | 3.15  | 2.99 |  |
| Access to electricity, % population  | 48.00         | NA    | 55.60 | NA    | NA    | NA    | —    |  |
| ICT goods imports, % total goods imports                                   | 5.95          | 3.91  | 5.54  | 3.59  | 3.92  | NA    | —    |  |
| Internet users, per 100 population   | 11.78         | 28.43 | 32.80 | 38.00 | 42.68 | 47.44 | —    |  |

SOURCE: ES; WEF-GCI REPORT; WORLD BANK - WDI