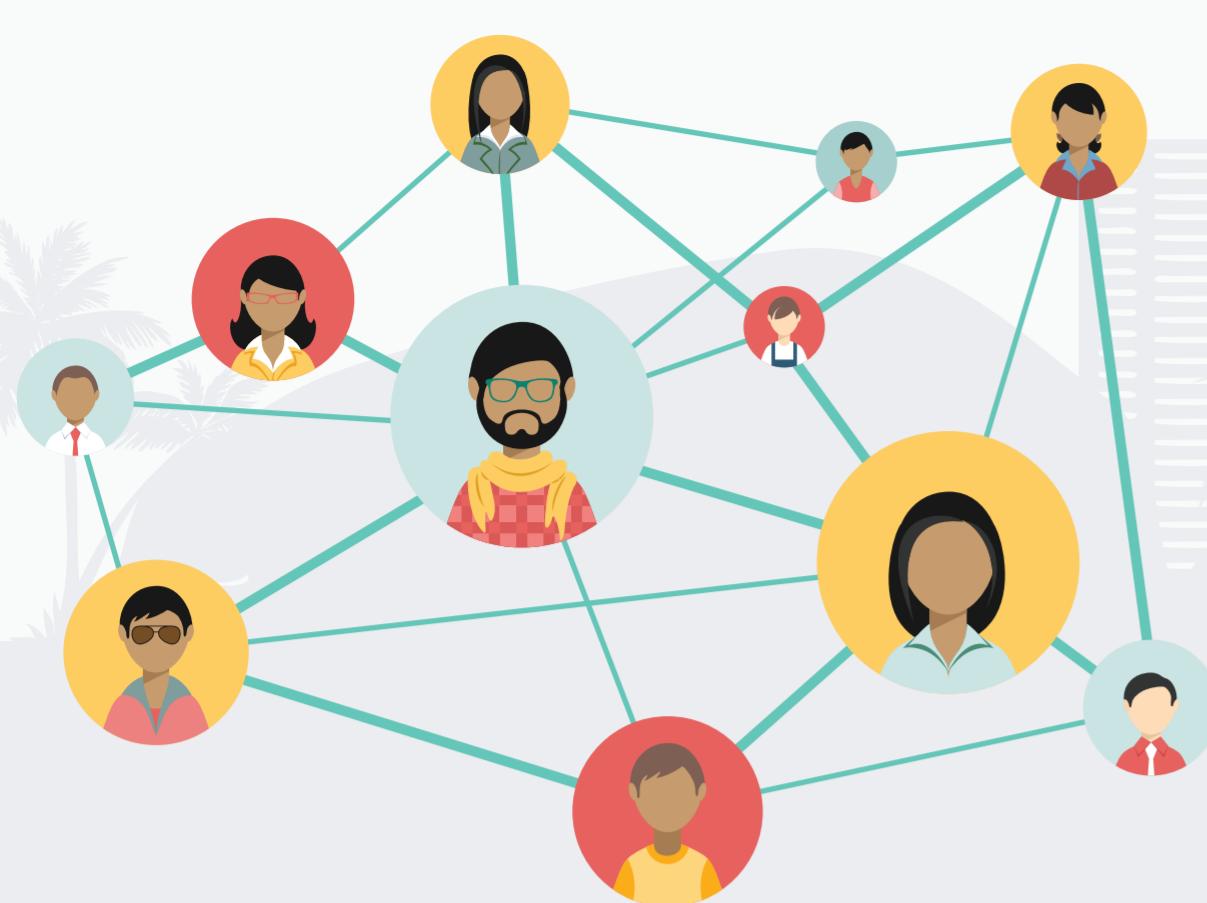


# ABUJA

## ENTREPRENEURIAL ECOSYSTEM SNAPSHOT





# ABUJA

## ENTREPRENEURIAL ECOSYSTEM SNAPSHOT

Aspen Network of Development Entrepreneurs (ANDE) is a global membership network of more than 260 organizations that propel entrepreneurship in emerging markets. ANDE members provide critical financial, educational, and business-support services to small and growing businesses (SGBs) based on the conviction that SGBs will create jobs, stimulate long-term economic growth, and produce environmental and social benefits.



WITH SUPPORT FROM

Citi Foundation



### FACTS >

Abuja is the federal capital territory (FCT) of Nigeria and the population of Abuja metropolitan area is estimated at 6 million.

Of the 37,067,416 micro, small and medium enterprises (MSMEs) in Nigeria, only 482,365 are based in Abuja (SMEDAN 2013 Report).

## METHODOLOGY

» Review of Existing Literature

» Surveys and Interviews

» Stakeholder Meetings

**60**

NON-FINANCIAL SUPPORT PROVIDERS

**15**

FINANCIAL SUPPORT PROVIDERS

**35**

OTHER ECOSYSTEM SUPPORT PLAYERS

## TOP TYPES OF NON-FINANCIAL SUPPORT

**82%**

OF SURVEY RESPONDENTS PROVIDE ACCESS TO NETWORKS

## LEAST COMMON NON-FINANCIAL SUPPORT

**12%**

OF SURVEY RESPONDENTS PROVIDE LEGAL SUPPORT

## TOP FINANCIAL INSTRUMENT

**EQUITY**

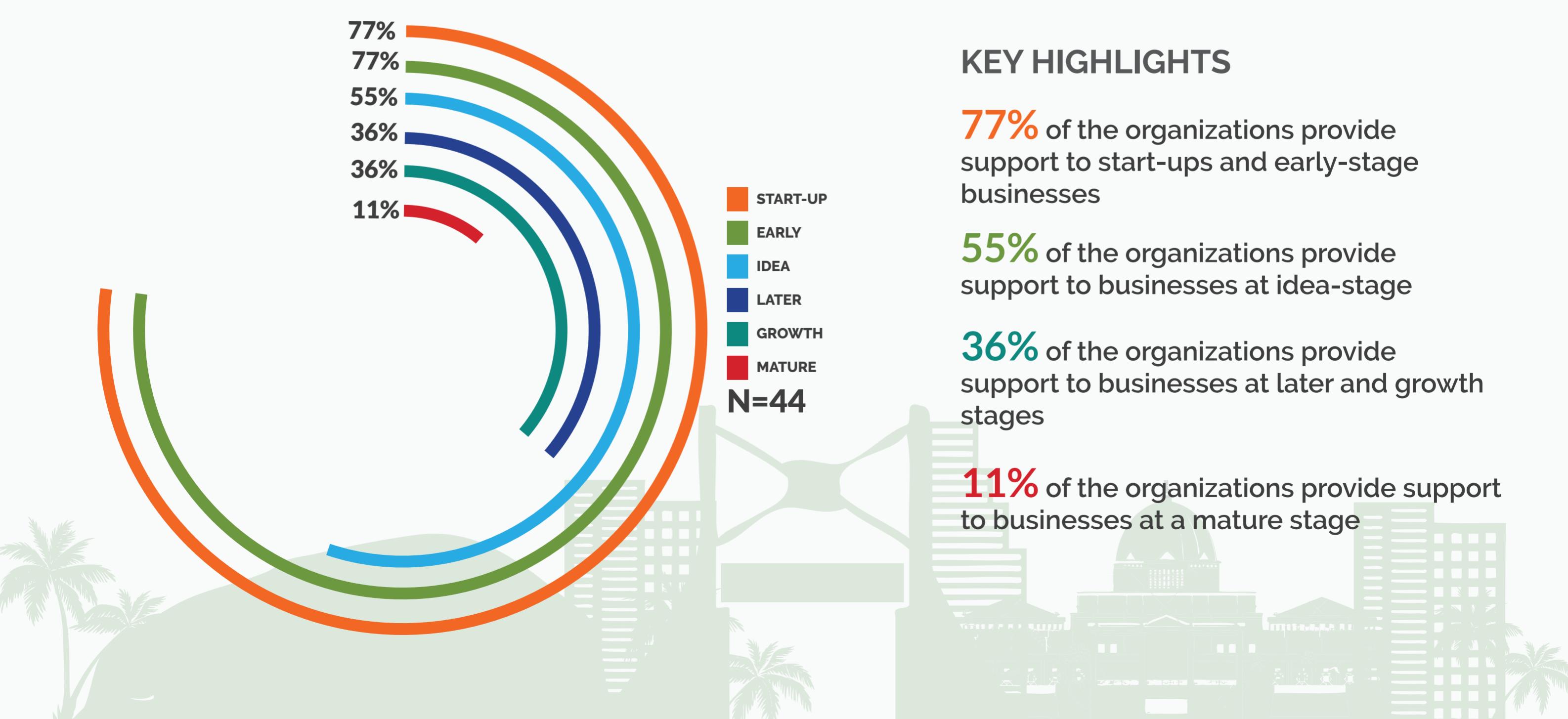
## TOP SECTOR OF FOCUS

**INFORMATION AND COMMUNICATION TECHNOLOGY**

## TYPES OF SUPPORT AVAILABLE TO SMALL AND GROWING BUSINESSES



## SUPPORT AVAILABLE AT DIFFERENT STAGES IN THE ENTREPRENEURIAL ECOSYSTEM



## NON-FINANCIAL SUPPORT PROVIDERS

\* Organizations are mapped based on the primary service and therefore were not repeated for other services provided



## CAPACITY DEVELOPMENT PROVIDERS

Ashoka  
Abuja Enterprise Agency  
Abuja Technology Village ●  
Action Against Hunger - ACF  
Aivon Innovation Hub  
Balami Dream Hub (BD Hub)  
Box Office  
Catholic Relief Services (CRS) ●  
CBN Enterprise Development Centre  
Cherie Blair Foundation ●  
Co-Creation Hub (CCHUB) - Re:Learn  
Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) ●  
Enspire Incubator  
Enterprise Development Centre of Pan-Atlantic University ●  
Global Alliance for Youth Leaders (GAYL)  
Global Shapers  
Grameen Foundation ●  
Growing Business Foundation (GBF)  
Growth and Employment in States (GEMS)

LEAP Africa ●  
Mara Foundation  
Mind The Gap  
National Enterprises Development Programme (NEDEP)  
National Youth Service Corps (NYSC)  
OSIWA  
Oxfam ●  
She Leads Africa  
Stanford SEED ●  
StartPreneurs  
StoneBricks Hub  
Students for Advancement of Global Entrepreneurship (SAGE)  
TechnoServe ●  
The Future Project  
VC4Africa  
Ventures Platform  
WEConnect International  
Young Innovators in Nigeria (YIN)  
YoungStars Foundation

## NON-FINANCIAL SUPPORT PROVIDERS



## GOVERNMENT AGENCIES

Central Bank of Nigeria (CBN)  
Consumer Protection Council (CPC)  
Corporate Affairs Commission (CAC)  
Federal Inland Revenue Service (FIRS)  
Federal Ministry of Communications Technology (FMCT)  
Federal Ministry of Industrial Trade and Investment (FMITI)  
National Agency for Food Drug Administration and Control (NAFDAC)  
National Board for Technology Incubation (NBTI)  
National Information Technology Development Agency (NITDA)  
Small and Medium Enterprises Development Agency of Nigeria (SMEDAN)  
Standard Organisation of Nigeria (SON)



## RESEARCH AND ADVISORY SERVICE PROVIDERS

Center for International Private Enterprise (CIPE) ●  
Dalberg Global Development Advisors ●  
DIY Law  
Enhancing Financial Innovation and Access (EFInA)  
Ernst & Young (EY) ●  
iCentra Consulting Limited  
KPMG  
PwC  
Seal World  
Tangent Hub  
Venture Garden Group (VGG)

● ANDE Members

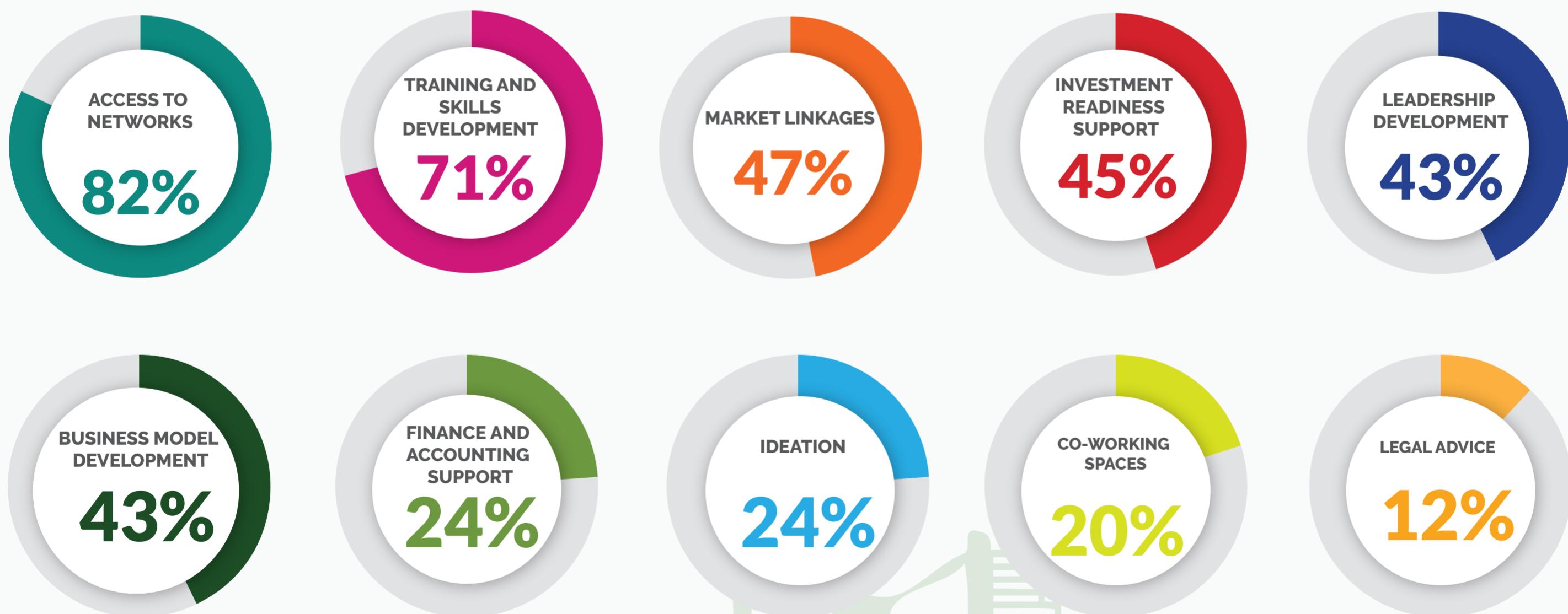


## OTHER ECOSYSTEM ACTORS

CORPORATIONS	NETWORKS AND ASSOCIATIONS
 <ul style="list-style-type: none"> <li>9mobile Easy Business</li> <li>Coca-Cola</li> <li>Diamond Bank</li> <li>Google Digital Skills for Africa</li> <li>Heritage Bank</li> <li>Microsoft</li> </ul>	 <ul style="list-style-type: none"> <li>African Private Equity and Venture Capital Association (AVCA)</li> <li>AfriLabs</li> <li>Aspen Network of Development Entrepreneurs (ANDE)</li> <li>National Association of Small and Medium Enterprises (NASME)</li> <li>Network of Incubators and Innovators in Nigeria (NINE)</li> <li>Nigeria Association of Small Scale Industrialists (NASSI)</li> <li>The Manufacturers Association of Nigeria (MAN)</li> <li>The Nigerian Economic Summit Group(NESG)</li> <li>VC4A</li> </ul>
FOUNDATIONS & DONORS/DFIs	MEDIA
 <ul style="list-style-type: none"> <li>Africa Development Bank (AfDB)</li> <li>Bill and Melinda Gates Foundation</li> <li>British Council</li> <li>Citi Foundation</li> <li>Department for International Development (DFID)</li> <li>Ford Foundation</li> <li>International Finance Corporation(IFC)</li> <li>Omidyar Network</li> <li>Small Foundation</li> <li>The Rockefeller Foundation</li> <li>Tony Elumelu Foundation</li> <li>United Nations Industrial Development Organization (UNIDO)</li> <li>United States Agency for International Development (USAID)</li> </ul>	 <ul style="list-style-type: none"> <li>BusinessDay</li> <li>TechCabal</li> <li>Techcity</li> <li>Techpoint</li> <li>The Nation</li> <li>The Nerve Africa</li> <li>Ventures Africa</li> </ul>

 ANDE Members

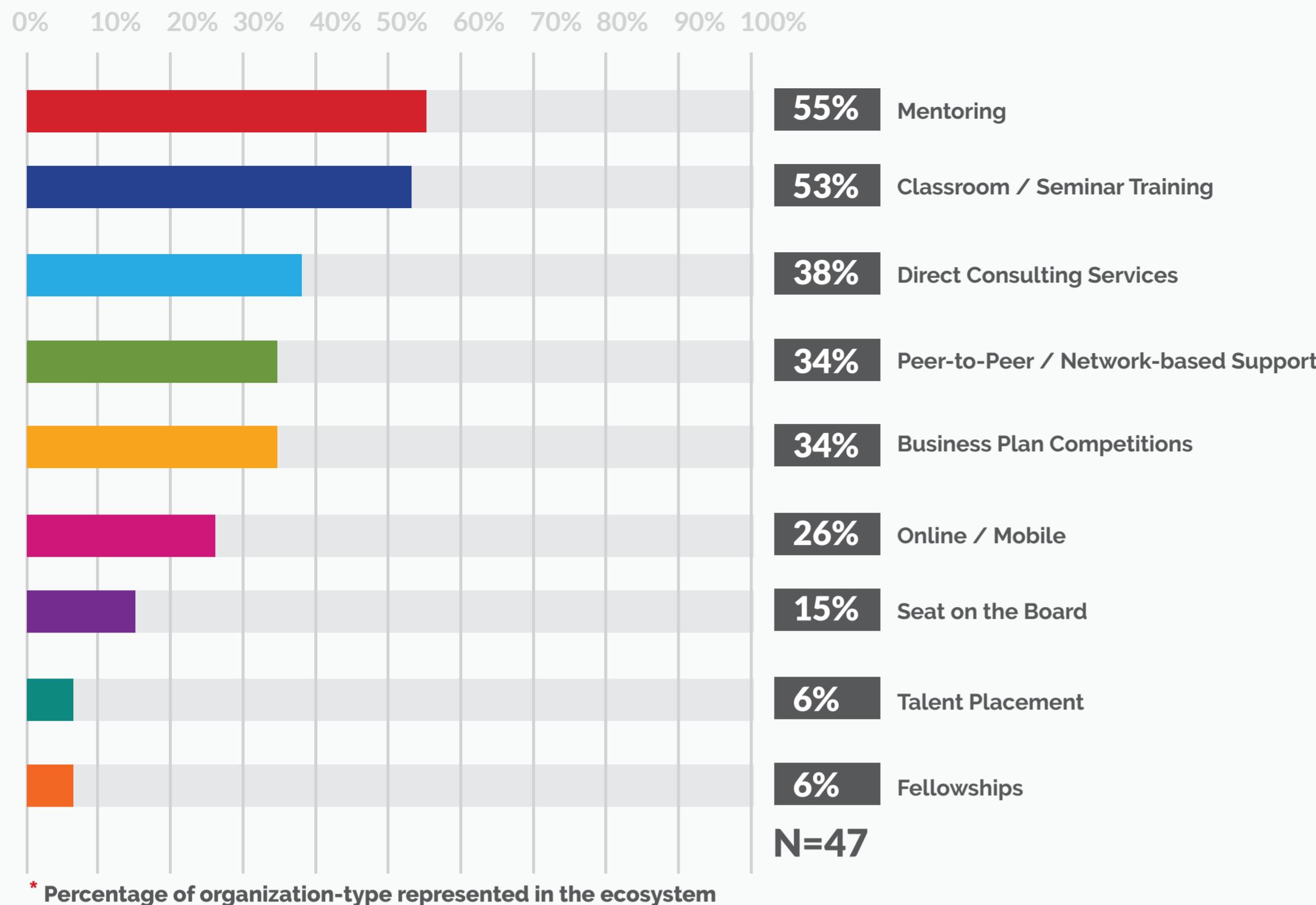
## NON FINANCIAL SUPPORT IN THE ENTREPRENEURIAL ECOSYSTEM



\* Percentage of organization-type represented in the ecosystem

N=51

## HOW ORGANIZATIONS PROVIDE NON-FINANCIAL SUPPORT



\* Percentage of organization-type represented in the ecosystem

## KEY HIGHLIGHTS

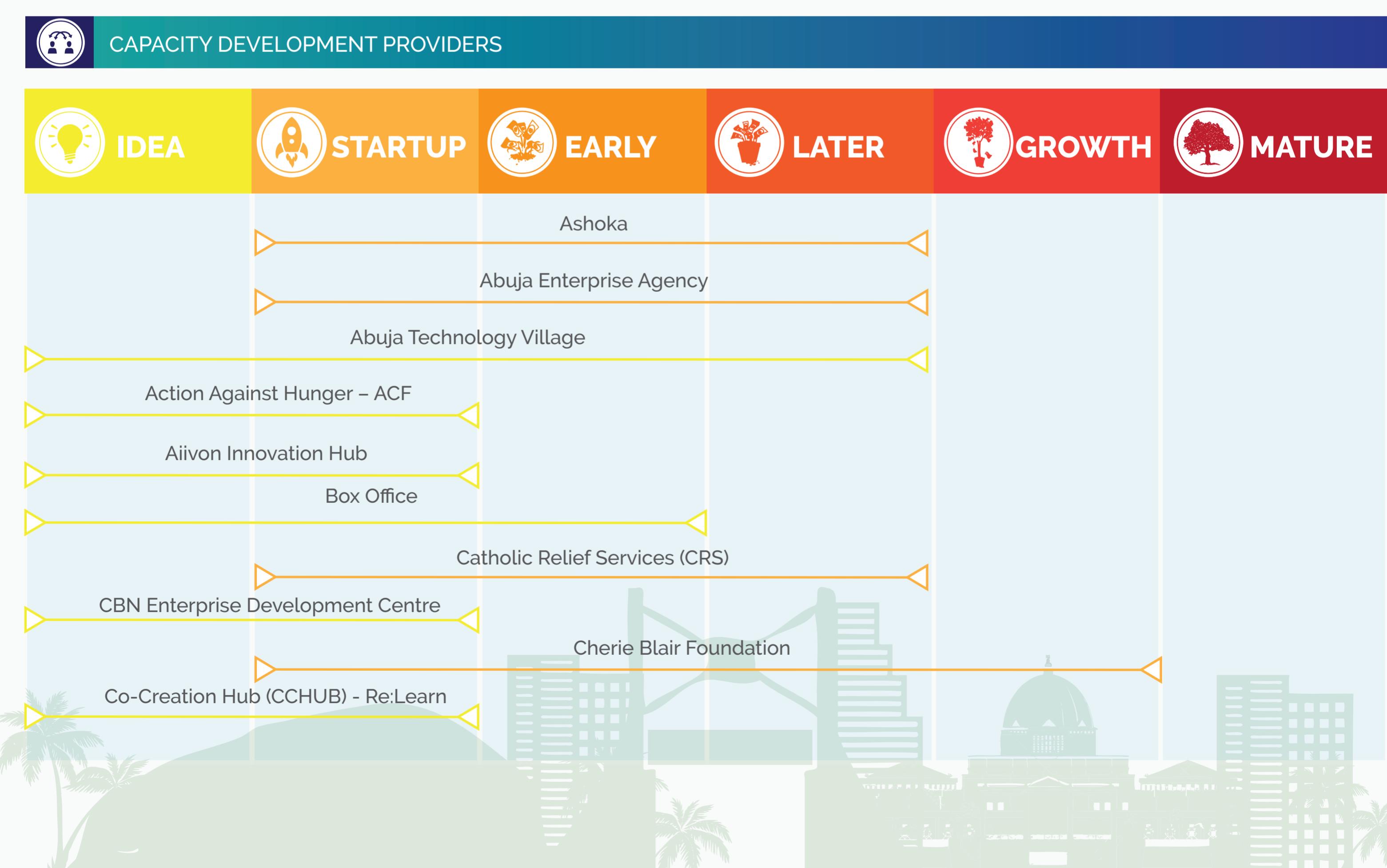
**55%** of the capacity-development organizations provide mentoring

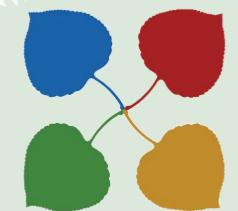
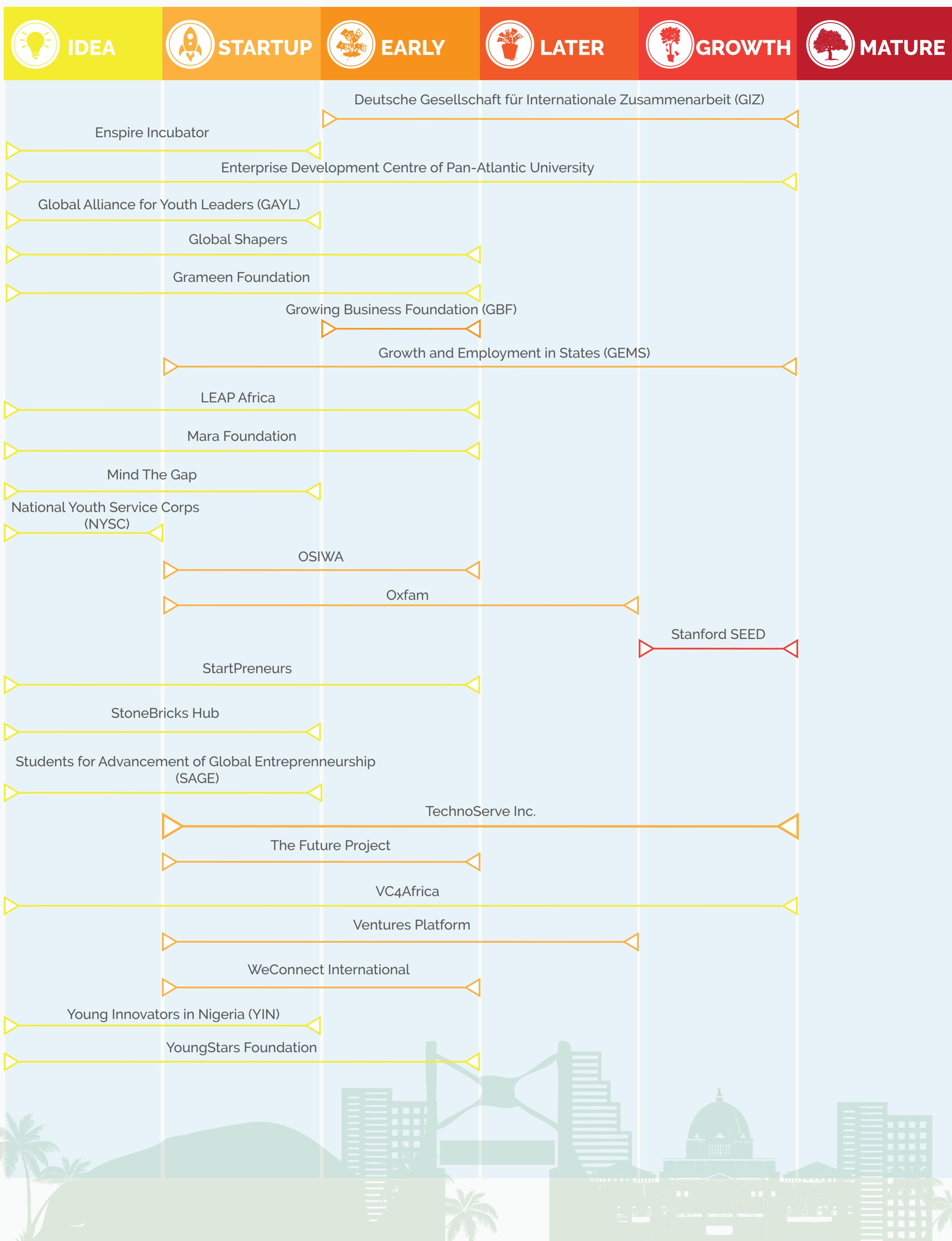
**53%** deliver seminars and trainings to SGBs

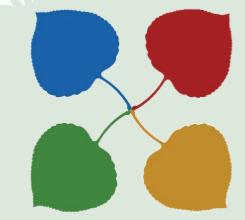
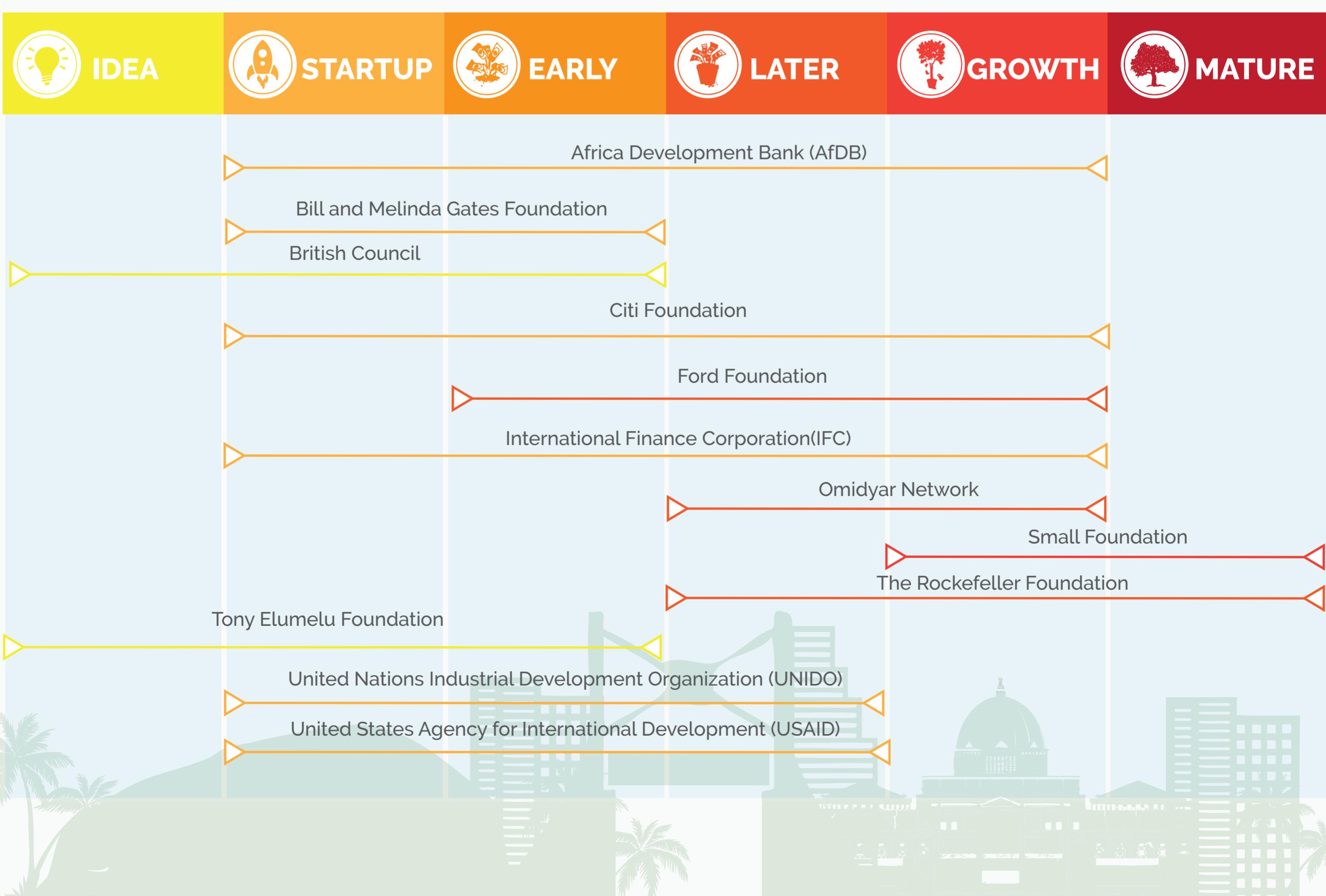
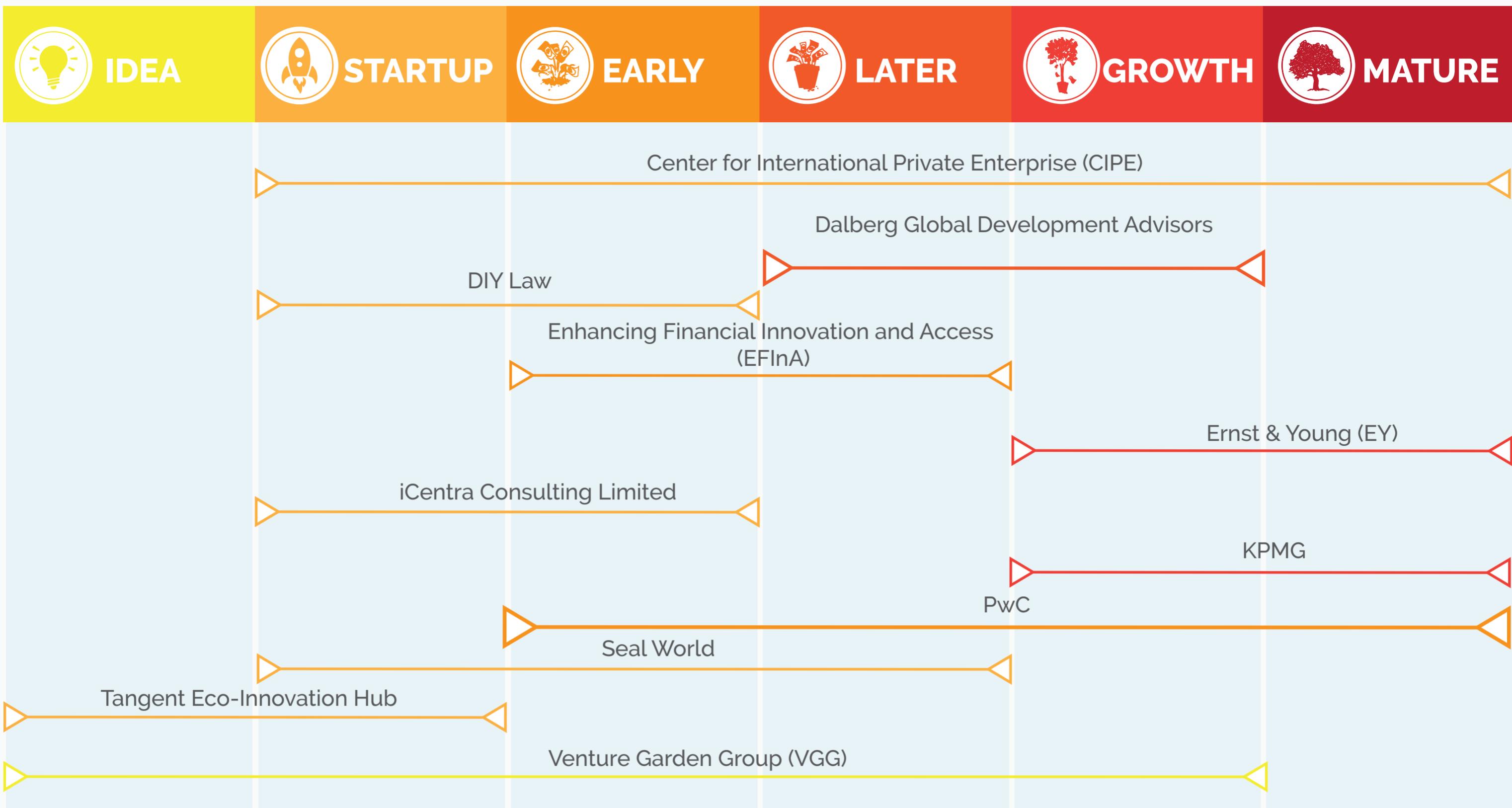
**15%** take a seat on the board

**6%** offer talent placement and fellowships

## NON-FINANCIAL SUPPORT AND STAGES OF SUPPORT







## DIRECT FINANCIAL SUPPORT PROVIDERS



# INVESTORS

Accion ●  
Actis Capital  
Acumen ●  
African Capital Alliance (ACA)  
AfricInvest  
Alitheia Capital ●  
Bank of Agriculture (BOA)  
Bank of Industry (BOI)  
GroFin

Growth Capital  
Nigeria Export and Import Bank (NEXIM)  
Palladium ●  
Sahel Capital  
SME Funds  
Synergy Capital

● ANDE Members

## FINANCIAL SUPPORT PROVIDERS

### TYPE OF INVESTMENTS



EQUITY



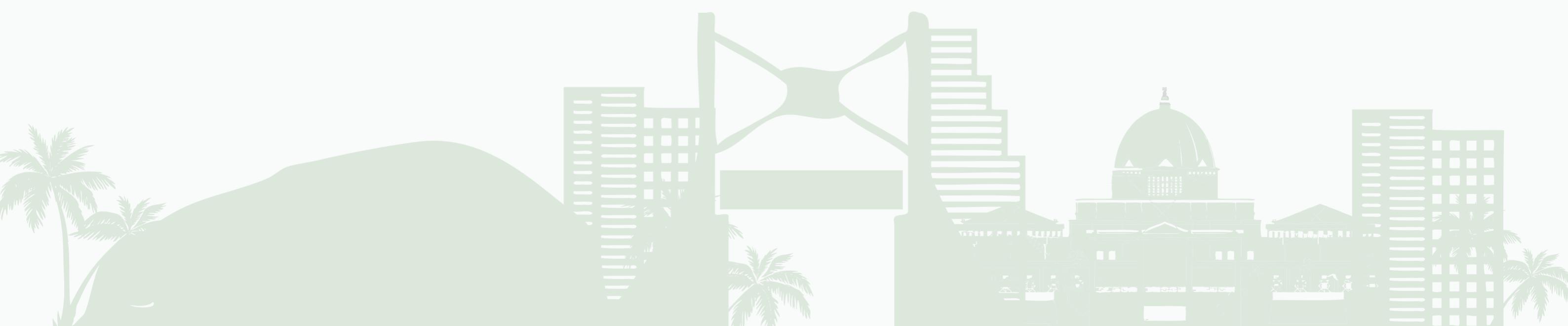
QUASI-EQUITY

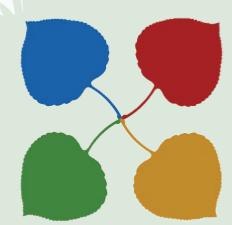
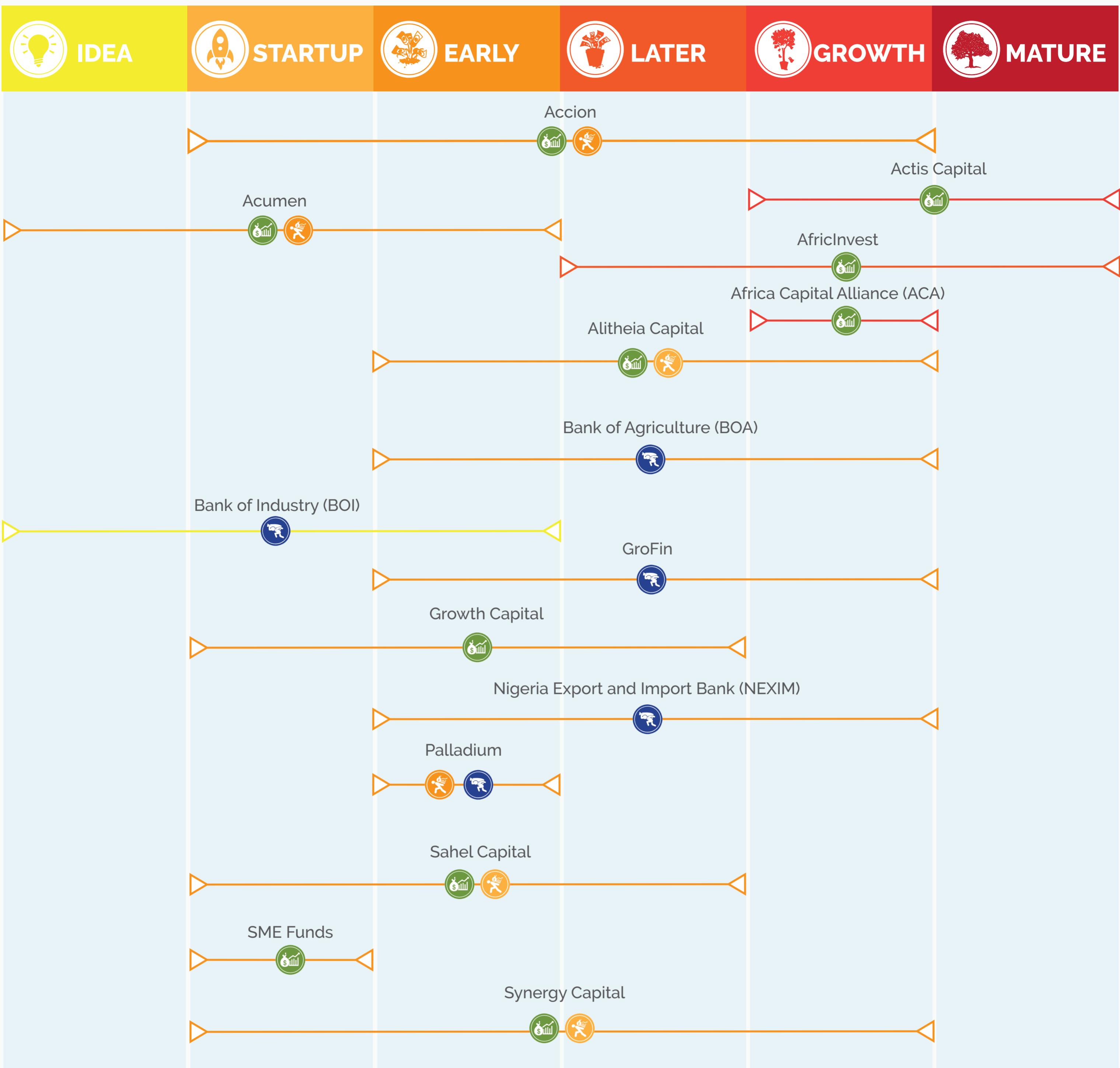


DEBT

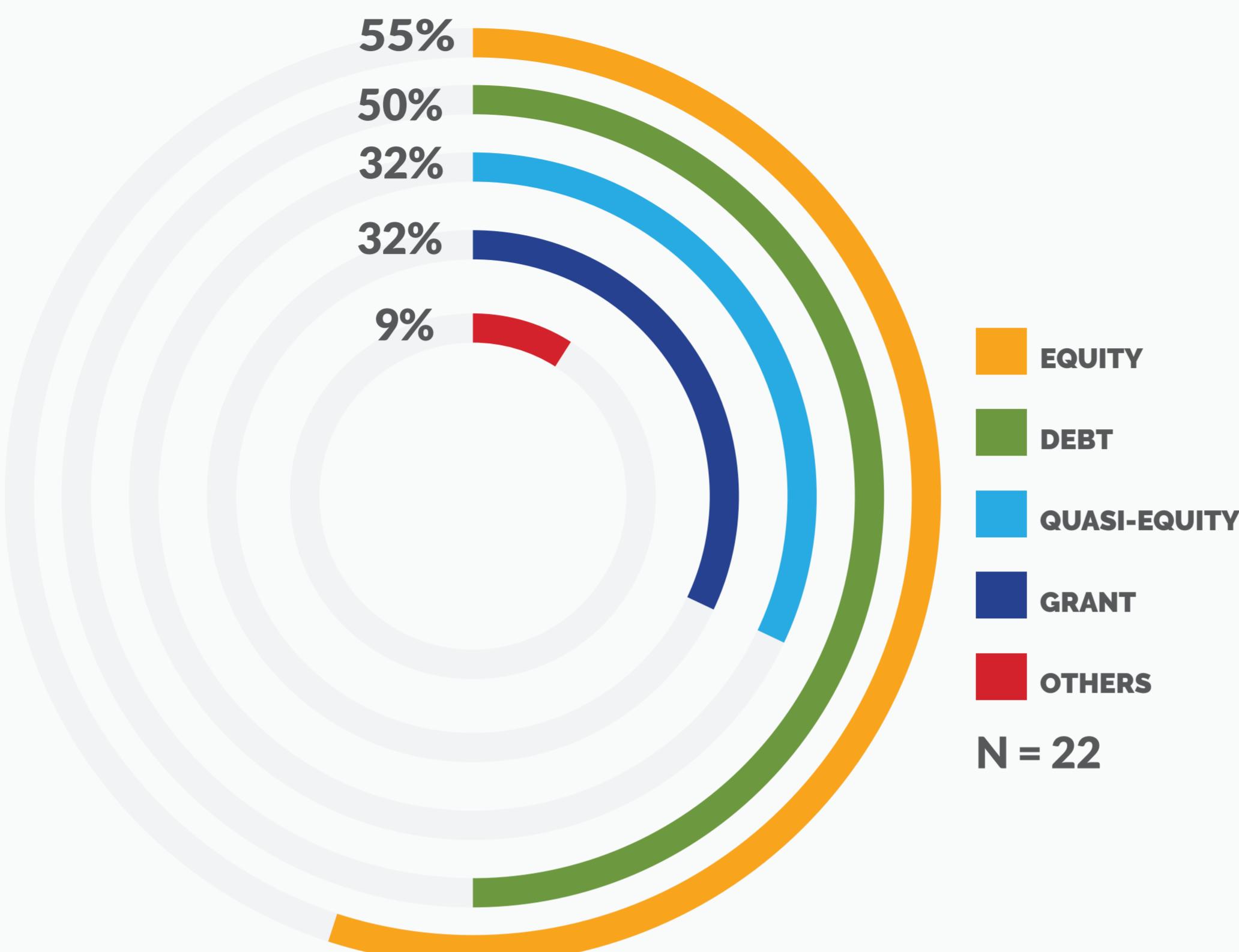


GRANT





## TYPE OF INVESTMENTS



## KEY HIGHLIGHTS

**55%** provide financial support through equity

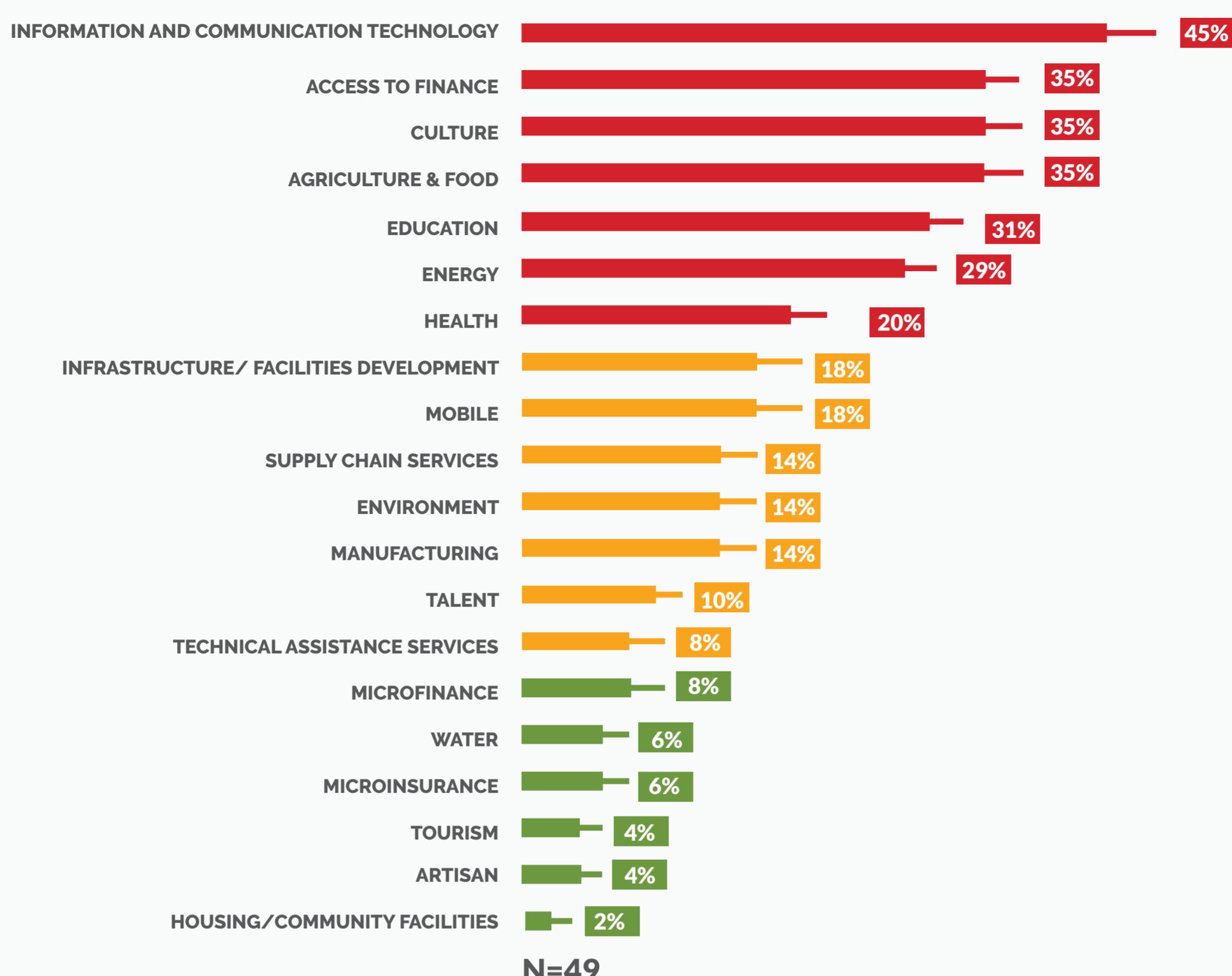
**50%** provide financial support through debt/loan

**32%** provide financial support through quasi equity

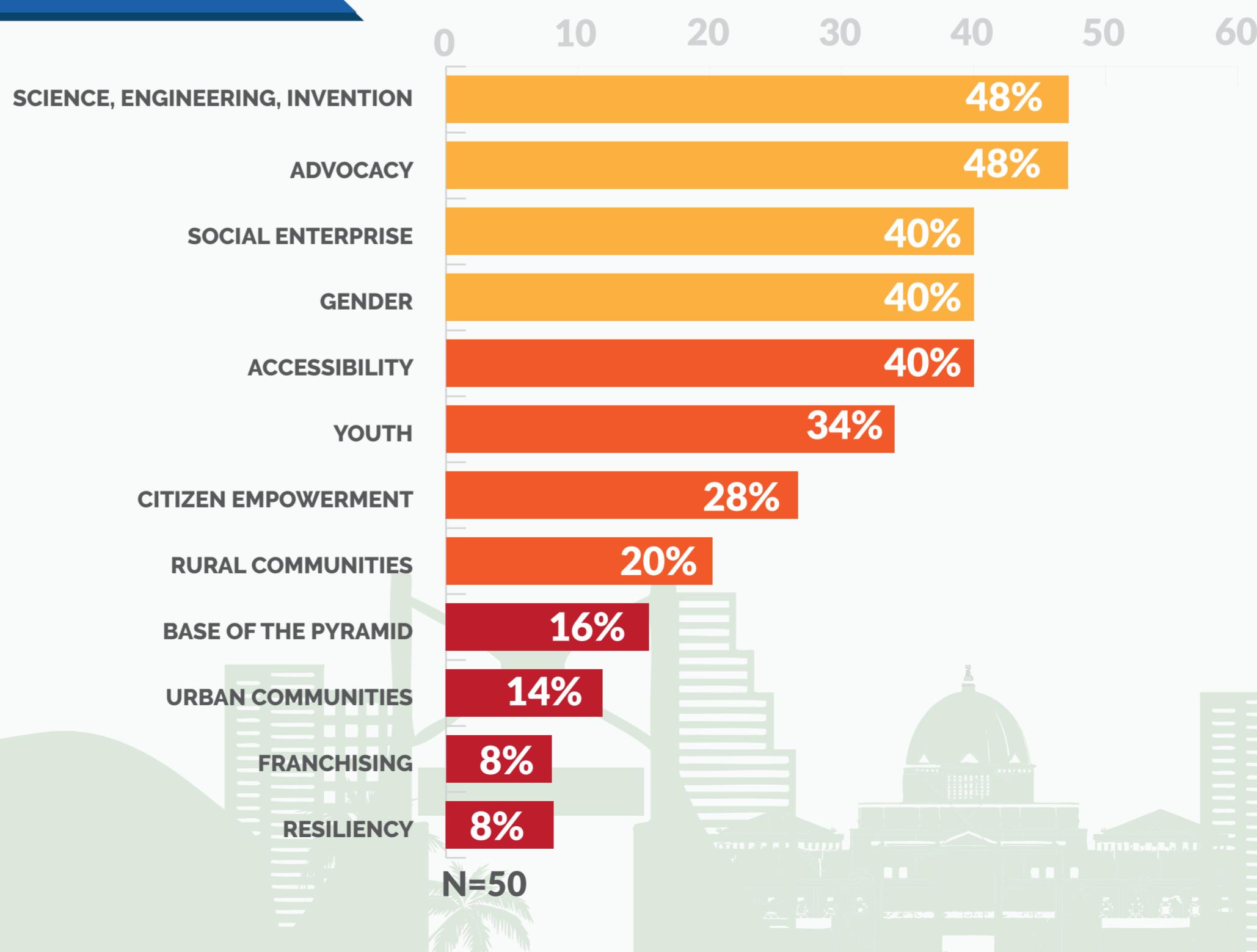
**32%** provide financial support through grants



## SECTORS AND FOCUS AREAS



## STAKEHOLDERS FOCUS



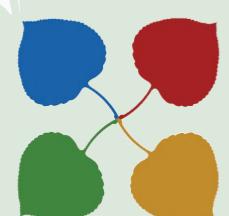
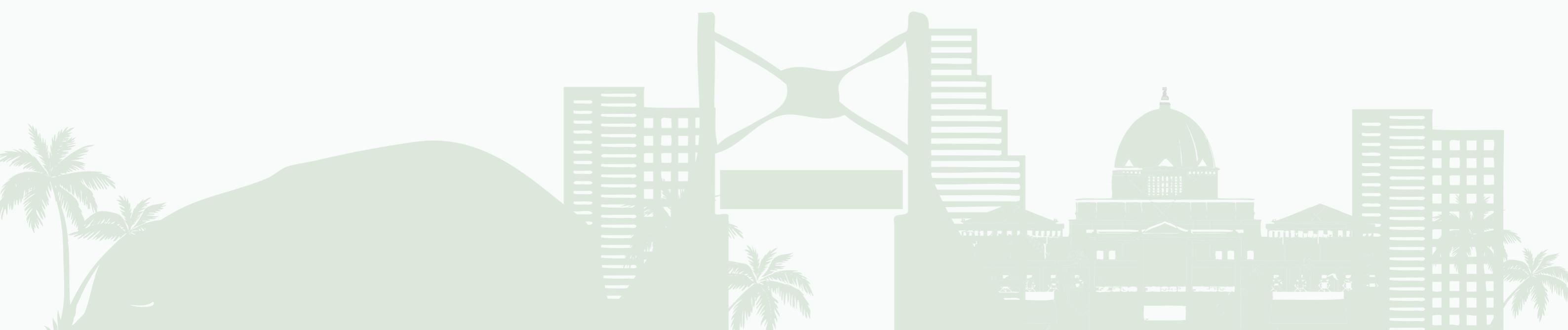
## POPULAR ENTREPRENEURSHIP EVENTS AND CONFERENCES

ASO VILLA DEMO DAY	ABUJA BUSINESS PLAN COMPETITION	THE ENSPIRE/ATV FOUNDATION SOCIAL INNOVATION CHALLENGE	FCT ENTREPRENEURSHIP CONFERENCE AND MERIT AWARD
Government	Abuja Enterprise Agency	Enspire Incubator	Abuja Enterprise Agency
ANNUAL SME CONFERENCE	NIGERIA SME CONNECT	VENTURES PLATFORM DEMO DAY	STARTUP FRIDAY
Enterprise Development Centre (EDC)	Footprint to Africa	Ventures Platform	Government - Office of ICT Innovation and Entrepreneurship (OIIIE)

## ECOSYSTEM GAPS AND OPPORTUNITIES

These are gaps and opportunities identified by key actors present at the stakeholders meeting







## Abuja Enterprise Agency

Abuja Enterprise Agency (AEA) is the FCT vehicle for small and medium enterprise (SME) development and poverty reduction. It was set up by the Federal Capital Territory Administration (FCTA) in collaboration with the Small and Medium Enterprises Development Agency of Nigeria (SMEDAN), and with support of the United Kingdom's Department for International Development (DFID).

[wwwaea.org.ng](http://wwwaea.org.ng)



## Abuja Investment Company Limited

Abuja Investments Company Limited (AICL) is a leading business development and investment holding company based in the capital city, Abuja, Nigeria. AICL is committed to building profitable business partnerships for the economic growth of the Federal Capital Territory while offering investors exceptional investment opportunities in Nigeria and beyond.

[www.abujainvestments.com](http://www.abujainvestments.com)



## Abuja Technology Village

Abuja Technology Village Science and Technology Park (STP) and Special Economic Zone (SEZ) is located in the Federal Capital Territory (Abuja), Nigeria. The STP is poised to become Africa's preferred destination for technology research, incubation, development and commercialisation across four focus sectors of information and communication technology, biotechnology, minerals technology and energy technology.

[www.abujatechnologyvillage.com](http://www.abujatechnologyvillage.com)



## Accion

The vision of Accion is to build a financially inclusive world—one in which every individual has access to high-quality, affordable financial services. It focuses on financial services such as microfinance and impact investing.

[www.accion.org](http://www.accion.org)



## Actis

Actis is a leading investor in growth markets across Africa, Asia, and Latin America. We deliver consistent and competitive returns, through insights gained from trusted relationships, local knowledge, and deep sector expertise.

[www.act.is](http://www.act.is)



## Action Against Hunger – ACF

Action Against Hunger ACF-International works to save lives by combating hunger and diseases that threaten the lives of vulnerable communities through nutrition, food security, water, and sanitation.

[www.actionagainsthunger.org](http://www.actionagainsthunger.org)



## Acumen

Acumen is a nonprofit that raises charitable donations to invest in companies, leaders, and ideas that are changing the way the world tackles poverty. The organization invests in entrepreneurs who have the capability to bring sustainable solutions to big problems of poverty.

[www.acumen.org](http://www.acumen.org)



## African Capital Alliance (ACA)

African Capital Alliance (ACA) is a leading pan-African investment firm sponsoring funds and managing investments in Sub-Saharan Africa.

[www.acagp.com](http://www.acagp.com)



## African Development Bank (AfDB)

The overarching objective of the African Development Bank (AfDB) Group is to spur sustainable economic development and social progress in its regional member countries (RMCs), thus contributing to poverty reduction.

[www.afdb.org/en](http://www.afdb.org/en)



## African Business Angel Network

African Business Angel Network (ABAN) is a pan-African nonprofit association founded to support the development of early-stage investor networks across the continent and to get many more (early-stage) investors excited about the opportunities in Africa.

[www.abanangels.org](http://www.abanangels.org)



## AfricInvest

AfricInvest was founded in 1994 and is part of Integra Group, an investment and financial services company based in Tunisia. Uniquely positioned as one of the most experienced private equity investors on the continent, AfricInvest has dedicated investment teams focused on North Africa and Sub-Saharan Africa, and employs 66 professionals based in seven offices.

[www.africinvest.com](http://www.africinvest.com)





## AfriLabs

AfriLabs is a pan-African network of 50 technology innovation hubs in 20 countries. It was founded in 2011 to build a community around rapidly emerging tech hubs - spaces that serve as physical nexus points for developers, entrepreneurs, and investors.

[www.afrilabs.com](http://www.afrilabs.com)



## Aiivon Innovation Hub

Aiivon Innovation Hub is a social tech centre in the heart of Abuja established to create the much needed platform for tech ideas and digital business to develop and compete globally. We are creating a convergence of tech minds for effective collaborations, skill upgrades, hackathons, mentorship, and more. The hub provides a truly inspiring and high-energy environment that matches a rock-solid work ethic with loads of fun.

[www.aiivonhub.com](http://www.aiivonhub.com)



## Alitheia Capital

Alitheia Capital provides financial and non-financial support to nurture and unlock the value of high-potential businesses that address the needs of low income families and the growing consumer segment.

[www.thealitheia.com](http://www.thealitheia.com)



## Ashoka

Ashoka Nigeria has elected more than 80 fellows, two Ashoka Support Network (ASN) members, and 12 Changemaker Schools since 1991, working with 55 youth organizations in Ghana and Nigeria as a part of our Youth Venture program.

[www.ashoka.org](http://www.ashoka.org)



## Aspen Network of Development Entrepreneurs (ANDE)

The Aspen Network of Development Entrepreneurs (ANDE) is a global network of organizations that propel entrepreneurship in emerging markets. ANDE members provide critical financial, educational, and business support services to small and growing businesses (SGBs) based on the conviction that SGBs will create jobs, stimulate long-term economic growth, and produce environmental and social benefits.

[www.andeglobal.org](http://www.andeglobal.org)





## Bank of Agriculture (BOA)

Bank of Agriculture (BOA) Limited is Nigeria's foremost agricultural and rural development finance institution.

[www.boanig.com](http://www.boanig.com)



## Bank of Industry (BOI)

The Bank of Industry (BOI) is Nigeria's oldest, largest, and most successful development-financing institution. It was reconstructed in 2001 out of the Nigerian Industrial Development Bank (NIDB) Limited, which was incorporated in 1964. The bank took off in 1964 with an authorized share capital of 2 million (GBP).

[www.boi.ng](http://www.boi.ng)



## BD Hub

BD Hub is a social enterprise focused on providing strategic business-development service and an enabling environment for small businesses to experience rapid growth.

[www.bdhub.com.ng](http://www.bdhub.com.ng)



## Bill and Melinda Gates Foundation

Bill and Melinda Gates Foundation works with partner organizations worldwide to tackle critical problems in four program areas. Our Global Development Division works to help the world's poorest people lift themselves out of hunger and poverty. Our Global Health Division aims to harness advances in science and technology to save lives in developing countries.

[www.gatesfoundation.org](http://www.gatesfoundation.org)



## Box Office Incubator

Box Office Incubator has been serving Nigerian-based businesses for over three years, offering unparalleled services that are professional and personable at the same time! We understand that starting a business can be tough so we come in as a partner that aims to provide you with the facilities and services you should never have to worry about.

[www.boxofficeng.com](http://www.boxofficeng.com)





## British Council

Programs of British Council are geared towards supporting entrepreneurs to sustainably run their enterprises.

[www.britishcouncil.org.ng](http://www.britishcouncil.org.ng)



## Catholic Relief Services

Catholic Relief Services works in Abuja to tackle poverty with a holistic approach including projects that improve child and maternal health, increase access to clean water and sanitation, scale up farm production, and enhance community-level savings and lending.

[www.crs.org](http://www.crs.org)



## CBN Enterprise Development Centre

The CBN Entrepreneurship Development Centre is aimed at delivering capacity development and entrepreneurship training to entrepreneurs in Nigeria.

[www.cbn.gov.ng](http://www.cbn.gov.ng)



## Center for International Private Enterprise (CIPE)

The Center for International Private Enterprise (CIPE) strengthens democracy around the globe through private enterprise and market-oriented reform. CIPE is one of the four core institutes of the National Endowment for Democracy and an affiliate of the U.S. Chamber of Commerce. Since 1983, CIPE has worked with business leaders, policymakers, and journalists to build the civic institutions vital to a democratic society.

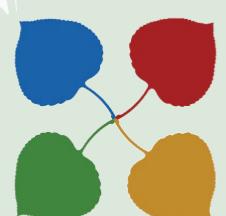
[www.cipe.org](http://www.cipe.org)



## Central Bank of Nigeria (CBN)

The CBN is charged with the overall control and administration of the monetary and financial sector policies of the Federal Government. CBN through its partners also provides financial support to small businesses to achieve economic sustainability.

[www.cbn.gov.ng](http://www.cbn.gov.ng)





## Cherie Blair Foundation

Cherie Blair Foundation provides women with equal opportunities and the capability, confidence, and capital necessary to establish and grow businesses, resulting in a brighter future for the women themselves and their communities as a whole.

[www.cherieblairfoundation.org](http://www.cherieblairfoundation.org)



## Christian Aid

Christian Aid is an international organisation with a vision to bring an end to poverty – and also to make vision of the people become a reality.

[www.christianaid.org.uk](http://www.christianaid.org.uk)



## Citi Foundation

The Citi Foundation works to promote economic progress and improve the lives of people in low-income communities around the world. We invest in efforts that increase financial inclusion, catalyze job opportunities for youth, and reimagine approaches to building economically vibrant cities. The Citi Foundation's "More than Philanthropy" approach leverages the enormous expertise of Citi and its people to fulfill our mission and drive thought leadership and innovation.

[www.citigroup.com](http://www.citigroup.com)



## Co-Creation Hub (CCHUB) - Re:Learn

CCHub Re:Learn is an open living lab focused on learning and the smart application of technology in schools. With five years operating in the education technology space, re:learn will serve as the new umbrella for all education initiatives at CcHUB.

[www.cchubnigeria.com](http://www.cchubnigeria.com)



## Consumer Protection Council (CPC)

CPC is a federal government agency supervised by the Federal Ministry of Trade and Investment with a mandate to eliminate hazardous products from the market, provide speedy redress of customer complaints and undertake campaigns that will lead to increased consumer awareness.

[www.cpc.gov.ng](http://www.cpc.gov.ng)





## Corporate Affairs Commission (CAC)

The Corporate Affairs Commission is an agency of the federal government of Nigeria responsible for the registration of businesses in the country.

[www.new.cac.gov.ng](http://www.new.cac.gov.ng)



## Dalberg Global Development Advisors

Dalberg Global Development Advisors is a strategy and policy advisory firm. Founded in 2001, the company specializes in global development. Dalberg has worked in over 90 countries and completed more than 1000 projects with clients including governments, foundations, international agencies and non-governmental organizations.

[www.dalberg.com](http://www.dalberg.com)



## Department for International Development (DFID)

The Department for International Development (DFID) is a United Kingdom government department responsible for administering overseas aid. The goal of the department is "to promote sustainable development and eliminate world poverty."

[www.gov.uk/government/world/organisations/dfid-nigeria](http://www.gov.uk/government/world/organisations/dfid-nigeria)



## Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)

GIZ has over 50 years of experience in a wide variety of areas, including economic development and employment, energy and the environment, and peace and security. The diverse expertise of our federal enterprise is in demand around the globe, with the German Government, European Union institutions, the United Nations, and governments of other countries all benefiting from our services.

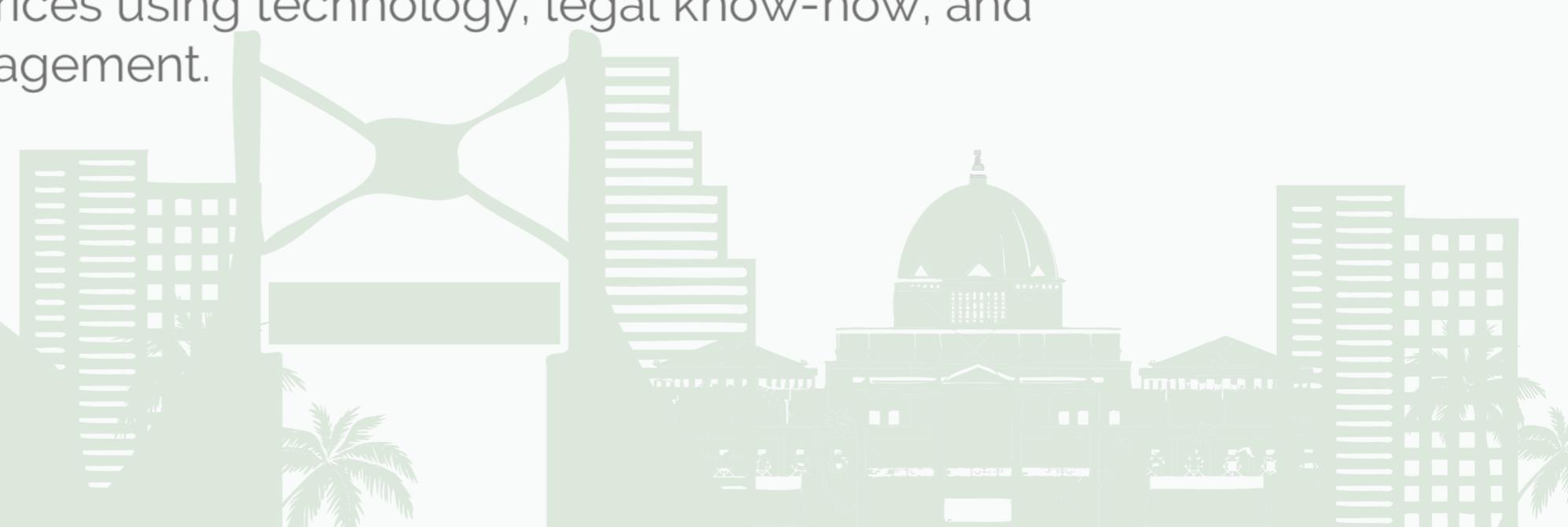
[www.giz.de](http://www.giz.de)



## DIY Law

DIYlaw is Nigeria's foremost legal technology company. We create access to legal services and information. We empower entrepreneurs by providing access to simplified and quality legal services and information at affordable prices using technology, legal know-how, and project management.

[www.diylaw.ng](http://www.diylaw.ng)





## Enhancing Financial Innovation and Access (EFInA)

The program is funded by UK Department for International Development (DFID), and it is aimed at promoting financial access and market development.

[www.efina.org.ng](http://www.efina.org.ng)



## Enspire Incubator

Enspire is amongst the major initiatives of Abuja Technology Village Free Zone Company (ATV). It seeks to stimulate economic growth and sustainable job creation in Nigeria through innovation, entrepreneurship, enterprise development, and technology commercialization by providing training, mentoring, networking opportunities, infrastructure, and access to finance, among others.

[www.enspire.org.ng](http://www.enspire.org.ng)



## Enterprise Development Centre of Pan-Atlantic University

Enterprise Development Centre (EDC) is the Entrepreneurship Centre of the Pan-Atlantic University. Set up in 2003 as the Centre for Enterprise Development Services (EDS), the Centre emerged as a direct response to the dearth of available professional business-development and support services to small and growing businesses in Nigeria.

[www.edc.edu.ng](http://www.edc.edu.ng)



## Ernst & Young

EY is committed to building a better working world with increased trust and confidence in business, sustainable growth, development of talent in all its forms, and greater collaboration.

[www.ey.com](http://www.ey.com)





## Federal Inland Revenue Service (FIRS)

FIRS is a Federal Government agency responsible for the collection of various kind of taxes and other revenue.

[www.firs.gov.ng](http://www.firs.gov.ng)



## Federal Ministry of Communications Technology (FMCT)

The Ministry of Communications was created to foster a knowledge-based economy and information society in Nigeria. The Ministry was created to facilitate ICT as a key tool in the transformation agenda for Nigeria in the areas of job creation, economic growth and transparency of governance.

[www.commtech.gov.ng](http://www.commtech.gov.ng)



## Federal Ministry of Industry, Trade and Investment

The Federal Ministry of Industry, Trade and Investment is a government agency, restructured in 2011 to drive the growth of the Nigerian economy, using the model being implemented in both developed and emerging economies.

[www.fmiti.gov.ng](http://www.fmiti.gov.ng)



## Ford Foundation

Ford Foundation is an independent nonprofit grant-making organization. For 75 years it has worked with courageous people on the frontlines of social change worldwide, guided by its mission to strengthen democratic values, reduce poverty and injustice, promote international cooperation, and advance human achievement. With headquarters in New York, the foundation has offices in Latin America, Africa, the Middle East, and Asia.

[www.fordfoundation.org](http://www.fordfoundation.org)



## Global Alliance for Youth Leaders (GAYL)

GAYL is committed to equipping youth leaders, entrepreneurs, and stakeholders with the skills, tools, and support that they require to serve as change agents so that they can impact change projects in their countries, companies, and communities.

[www.globalallianceforyouthleaders.org](http://www.globalallianceforyouthleaders.org)





## Global Shapers Community

The Global Shapers Community is a network of hubs developed and led by young people who are exceptional in their potential, their achievements and their drive to make a contribution to their communities.

[www.globalshapers.org](http://www.globalshapers.org)



## Grameen Foundation

Grameen Foundation is a global nonprofit organization that brings innovative and sustainable solutions to the fight against poverty and hunger. Together with local partners, we equip families, women, and smallholder farmers with resources and services that expand financial inclusion, strengthen resilience, enhance health, and improve livelihoods.

[www.grameenfoundation.org](http://www.grameenfoundation.org)



## GroFin

GroFin provides small and medium enterprises (SME) finance and business loans (in South Africa, Zambia, Nigeria, Ghana, Uganda, Tanzania, Kenya, Rwanda, Egypt, Iraq, Jordan, Oman, and Ivory Coast, with headquarters in Mauritius) to support the development of small and growing businesses.

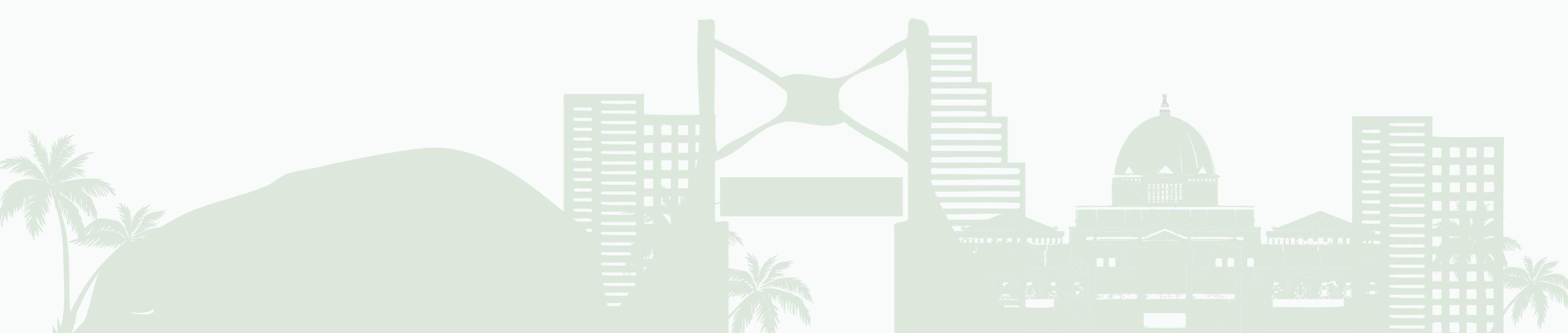
[www.grofin.com](http://www.grofin.com)



## Growing Business Foundation

GBF leads the Citi Microenterprise Development for Rural Farmers Initiative (CMDRFI), a financially inclusive programme targeted at increasing the income of smallholder farmers in rural areas by facilitating access to financial management training, access to agricultural inputs through a loan fund, and access to markets through linkage to merchants who specialize in agricultural products, and centralised logistics for post-harvest produce.

[www.gbfng.org](http://www.gbfng.org)





## Growth and Employment in States (GEMS) Nigeria

Growth and Employment in States (GEMS) is an employment project supported by Nigeria's Federal Ministry of Trade and Investment (FMTI) and funded by the World Bank and the United Kingdom's Department for International Development (DFID).

[www.gemsnigeria.com](http://www.gemsnigeria.com)



## Growth Capital

The CCHub Growth Capital Fund is an investment company set up by the Co-Creation Hub (CCHub), Bank of Industry (BOI), Venture Garden Group (VGG), and the Omidyar Network.

[www.gc.fund](http://www.gc.fund)



## iCentra Consulting Limited

iCentra is a leading business solutions company that delivers business value with impact on people, process and performance.

[www.icentra.com](http://www.icentra.com)



## International Finance Corporation (IFC)

IFC, a member of the World Bank Group, is the largest global development institution focused exclusively on the private sector in developing countries. IFC utilizes and leverages its products and services—as well as products and services of other institutions in the World Bank Group—to provide development solutions customized to meet clients' needs.

[www.ifc.org](http://www.ifc.org)





## KPMG

KPMG provides research, accounting, and other business advisory services.

[www.kpmg.com](http://www.kpmg.com)



## LEAP Africa

LEAP Africa is one of Nigeria's leading nonprofit organization focused on promoting research on leadership development and providing training on entrepreneurship. The Social Innovators Programme (SIP) of LEAP Africa is a one-year fellowship which supports talented young social innovators and change-makers whose ideas and initiatives offer effective and creative solutions to the challenges in local communities across Nigeria.

[www.leapafrica.org](http://www.leapafrica.org)



## Mara Foundation

Mara Foundation is a seed-funded social enterprise founded in 2009. The foundation incorporates three key integral platforms, maintaining a set focus on developing SME ecosystems to support entrepreneurs with a particular focus on youth and women entrepreneurs.

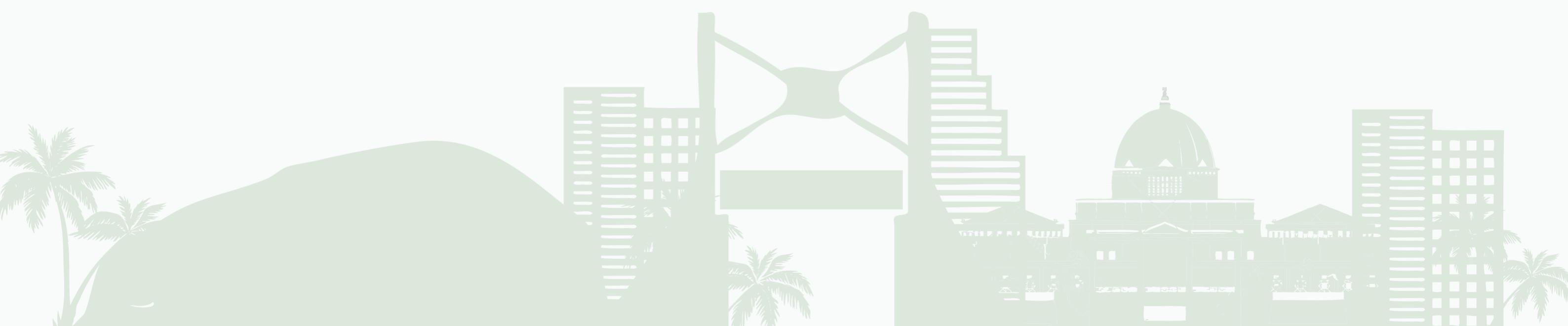
[www.mara-foundation.org](http://www.mara-foundation.org)



## MindtheGap

MindtheGap is a policy, project, and technology-based community, youth and inclusive national development social enterprise; with a vision to live in communities where the unique qualities of youth will be fully developed, utilized and rewarded. MindtheGap is a leading partner with Google on the Digital Skills for Africa project.

[www.mindthegap.ng](http://www.mindthegap.ng)





## MTN Foundation

The MTN Nigeria Foundation Limited was established for the purpose of focusing MTN Nigeria's efforts in terms of its corporate social responsibility initiatives to help reduce poverty and foster sustainable development in Nigeria.

[www.foundation.mtnonline.com](http://www.foundation.mtnonline.com)



## National Agency for Food Drug Administration and Control (NAFDAC)

NAFDAC was established to regulate and control the manufacture, importation, exportation, distribution, advertisement, sale and use of food, drugs, cosmetics, chemicals, detergents, medical devices, and packaged water.

[www.nafdac.gov.ng](http://www.nafdac.gov.ng)



## National Board for Technology Incubation (NBTI)

The general mandate of the programme is to facilitate the establishment and coordinate the activities of Technology Incubation Centres and Science & Technology Parks which are designed to nurture new technology-based start-up businesses nationwide.

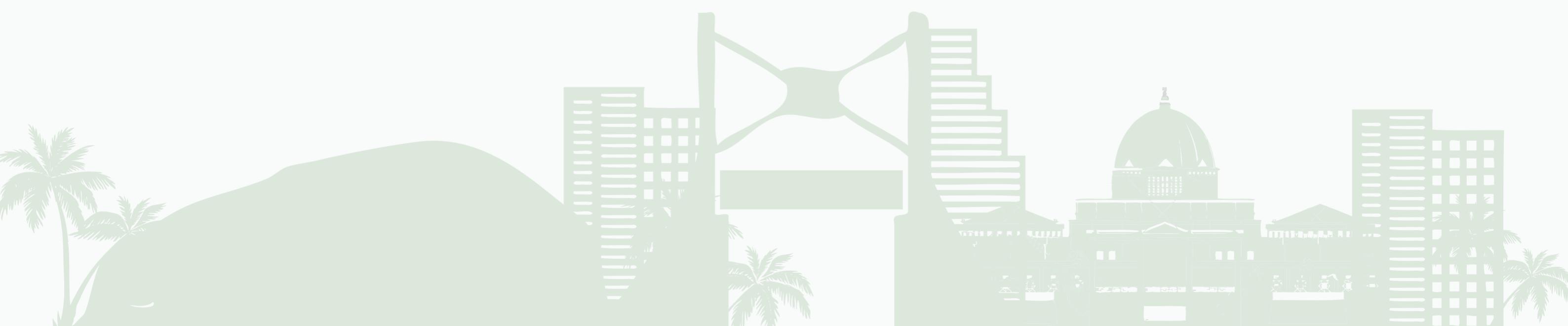
[www.nbtি.gov.ng](http://www.nbtি.gov.ng)



## National Information Technology Development Agency (NITDA)

National Information Technology Development Agency (NITDA) was created to implement the Nigerian Information Technology Policy and coordinate general IT development in the country.

[www.nitda.gov.ng](http://www.nitda.gov.ng)





## National Youth Service Corps (NYSC )

The NYSC Skill Acquisition and Entrepreneurship Development Program (SAED) equips Nigerian graduates with necessary skills needed to create jobs.

[www.nysc.gov.ng](http://www.nysc.gov.ng)



## Network of Incubators and Accelerators in Nigeria (NINE)

[www.nine.org.ng](http://www.nine.org.ng)

NINE (Network of Incubators & Innovators in Nigeria) is a network of business/technology incubators, accelerators, innovation centers, other organisations, and individuals that support the development and growth of innovation, start-ups and SMEs in Nigeria.



## Nigerian Association of Small Scale Industrialists (NASSI)

[www.nassi.org.ng](http://www.nassi.org.ng)

Nigerian Association of Small Scale Industrialists was established to cater to the needs of small-scale business industrialists through the provision of socio-political economic support for the members. NASSI organizes workshops, conferences, exhibitions, trade-fairs, study tours, and also provides advisory services to the members.



## Nigeria Export and Import Bank (NEXIM)

[www.neximbank.com.ng](http://www.neximbank.com.ng)

NEXIM provides short and medium term loans to Nigerian exporters. It also provides short-term guarantees for loans granted by Nigerian banks to exporters as well as credit insurance against political and commercial risks in the event of non-payment by foreign buyers.

## Omidyar Network

[www.omidyar.com](http://www.omidyar.com)



Omidyar Network invests in entrepreneurs who share our commitment to advancing social good at the pace and scale the world needs today. We are focused on five key areas we believe are building blocks for prosperous, stable, and open societies: education, emerging tech, financial inclusion, governance and citizen engagement, and property rights.





## OSIWA

OSIWA plays a dual role in the region as both an advocate and grantmaker by enabling itself to be an agenda-setter both within and alongside other organizations working on the ground.

[www.osiwa.org](http://www.osiwa.org)



## Oxfam

Oxfam aims to reduce poverty and inequality by supporting influencing and advocacy around three interconnected topics; agriculture, essential services and extractive industry governance.

[www.oxfam.org](http://www.oxfam.org)



## Palladium

Palladium has built a team focused on deploying a discrete amount of Palladium's own capital into growth ventures in West Africa. This is linked to leveraging Palladium's robust global platform of local country offices and programme management of major ODA-funded programmes like DFID and USAID. The intention is to build the ecosystem and invest into ventures that are established and seeking expansion capital, and relying on convertible debt products.

[www.thepalladiumgroup.com](http://www.thepalladiumgroup.com)



## PwC

At PwC, our purpose is to build trust in society and solve important problems. It is this focus which informs the services we provide and the decisions we make. We're a network of firms in 157 countries with more than 223,000 people who are committed delivering quality in assurance, tax, and advisory services.

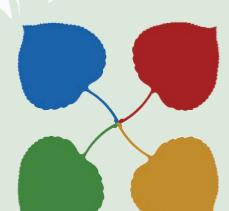
[www.pwc.com](http://www.pwc.com)



## Regus

Regus is a multinational workspace provider which service individual, small, and large businesses.

[www.regus.com.ng](http://www.regus.com.ng)





## Sahel Capital

Sahel Capital focuses primarily on providing support to small and medium agricultural enterprises in agriculture.

[www.sahelcp.com](http://www.sahelcp.com)



Nigeria's Premium ICT Solution Provider

## Seal-World

Seal-World is a Nigerian ICT Solution Provider dedicated to helping small and growing businesses to prosper. We are specializing in cost-effective, reliable, and quality services.

[www.sealworld.com.ng](http://www.sealworld.com.ng)



## Small and Medium Enterprises Development Agency of Nigeria (SMEDAN)

The Small and Medium Enterprises Development Agency of Nigeria (SMEDAN) was established by the SMEDAN Act of 2003 to promote the development of the MSME sector of the Nigerian Economy. The Agency positions itself as a one-stop shop for MSME development in Nigeria.

[www.smelan.gov.ng](http://www.smelan.gov.ng)

Smallfoundation

## Small Foundation

Small Foundation supports finance and technical assistance providers that improve the business ecosystem for on-farm and off-farm micro, small, and medium rural enterprises by expanding access to knowledge, finance, technology, and markets.

[www.smallfoundation.ie](http://www.smallfoundation.ie)



## SME Funds

SMEFUNDS is an international NGO fighting to end poverty through the promotion of sustainable enterprise development in Africa. The platform SMEFUNDS accelerates the flow of finance to SMEs in Africa using social investments and ethical financial intermediation solutions.

[www.smefunds.com](http://www.smefunds.com)



## Standard Organisation of Nigeria (SON)

The Standard Organisation of Nigeria is the sole statutory body that is vested with the responsibility of standardising and regulating the quality of all products in Nigeria.

[www.son.gov.ng](http://www.son.gov.ng)

## Stanford SEED

The program of Stanford SEED is aimed at helping enterprise leaders in West Africa gain management training and networking support.

[www.gsb.stanford.edu](http://www.gsb.stanford.edu)



## StartPreneurs

StartPreneurs is a Nigerian accelerator and seed fund ecosystem for innovative entrepreneurs with disruptive ideas. Our mission is to speed up all entrepreneurial development through a combination of financial support and hands-on guidance. Our strategic focus is on lean start-up practices, customer acquisition channels, and a great end-user experience.

[www.startpreneurs.com.ng](http://www.startpreneurs.com.ng)



## StoneBricks Hub

StoneBricks Hub provides a complete ecosystem that turn ideas to business solutions and eventually to markets. We work with tech-founders, innovators, creative minds, influencers and incubators within the StoneBricks academy to launch initiatives that contribute to the global economic growth.

[www.stonebrickshub.com](http://www.stonebrickshub.com)



## Students for Advancements of Global Entrepreneurship (SAGE)

The mission of SAGE is to help create the next generation of entrepreneurial leaders whose innovations and social enterprises address the major unmet needs of our global community. It engages young people in a hands-on learning process on how to create wealth and help others and their communities.

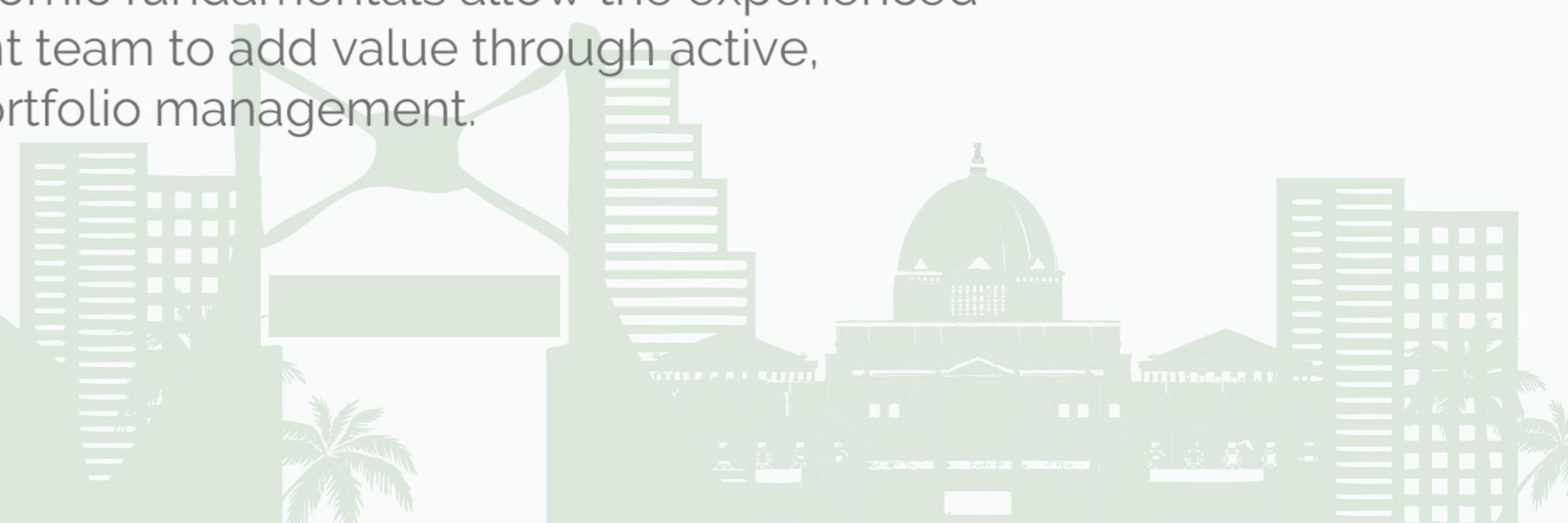
[www.sagenigeria.org](http://www.sagenigeria.org)



## Synergy Capital Managers

Synergy Capital Managers is a dedicated SME investor with 10 years experience investing in high-growth companies in Nigeria, Ghana, Liberia and Sierra Leone. Considered as among the fastest growing sub-Saharan African markets, their similar macro-economic fundamentals allow the experienced management team to add value through active, hands-on portfolio management.

[www.synergycapitalmanagers.com](http://www.synergycapitalmanagers.com)





## Tangent Eco-Innovation Hub

The hub provides the ideal ambience and work environment for an exclusive community of researchers, renewable energy experts and ICT start-ups and trainees. We provide a platform for business support services and a vibrant collection of activities that offer optimal opportunities towards the development of science, technology and innovation (STI) in Africa. The Tangent Eco-Innovation Hub also provides access to participation in global contests through the support of affiliated academic institutions and development partners.

[www.tangenthub.ng](http://www.tangenthub.ng)



## TechnoServe Inc.

TechnoServe is a nonprofit organization operating in 29 countries. TechnoServe is a leader in harnessing the power of the private sector to help people lift themselves out of poverty by linking people to information, capital and markets. TechnoServe has helped millions to create lasting prosperity for their families and communities.

[www.technoserve.org](http://www.technoserve.org)



## The Future Project

The Future Project has a simple mandate - to build empowered citizens across Africa, through (inclusive) enterprise and (active) citizenship. This focus on Human Capital Development is informed by our value proposition: Africa's growth needs a generation of young people who are gainfully employed and able to demand better leadership.

[www.thefutureafrica.com](http://www.thefutureafrica.com)



## The Manufacturers Association of Nigeria (MAN)

The Manufacturers Association of Nigeria was established in May, 1971 as a company limited by guarantee. The establishment of the Association was motivated by the desire to have a focal point of communication and consultation between industry on the one hand, and the government and general public on the other.

[www.manufacturersnigeria.org](http://www.manufacturersnigeria.org)





## The Nigerian Economic Summit Group (NESG)

[www.nesgroup.org](http://www.nesgroup.org)

The NESG is dedicated to achieving sustainable economic development in the national interest through responsible private sector initiatives. It aims to help create an enabling environment conducive to good governance, responsible private investments, and sustainable economic growth in Nigeria.



## The Rockefeller Foundation

The Rockefeller Foundation is a private foundation based in New York. The primary aim is to promote the well-being of humanity throughout the world.

[www.rockefellerfoundation.org](http://www.rockefellerfoundation.org)



## Tony Elumelu Foundation

The Tony Elumelu Foundation Entrepreneurship Programme is the largest African philanthropic initiative devoted to entrepreneurship and represents our 10-year, \$100 million commitment, to identify and empower 10,000 African entrepreneurs, create a million jobs, and add \$10 billion in revenues to Africa's economy.

[www.tonyelumelufoundation.org](http://www.tonyelumelufoundation.org)



## United Nations Industrial Development Organisations (UNIDO)

[www.unido.org](http://www.unido.org)

UNIDO is the specialized agency of the United Nations that promotes industrial development for poverty reduction, inclusive globalization, and environmental sustainability.



## USAID

[www.usaid.gov](http://www.usaid.gov)

USAID is the leading US governmental agency that works to end extreme global poverty and enable resilient, democratic societies to realize their potential.





## VC4Africa

VC4Africa is a pan-African start-up funding platform and a social network connecting various start-up ecosystem players - entrepreneurs, early-stage investors, mentors, corporates, accelerators, incubators.

[www\\_vc4a\\_com](http://www_vc4a_com)



## Venture Garden Group (VGG)

Venture Garden Group is a holding company for a group of financial technology entities that provide innovative, data-driven, end-to-end technology platforms addressing reconciliation and payment processing inefficiencies across multiple industry verticals.

[www\\_venture\\_gardengroup\\_com](http://www_venture_gardengroup_com)

## Ventures Platform

Ventures Platform is a seed-stage fund accelerator that actively finds, funds and supports innovative companies solving real problems across the African continent.

[www\\_venturesplatform\\_com](http://www_venturesplatform_com)



## WEConnect International

WEConnect International identifies, educates, registers, and certifies women's business enterprises based outside of the U.S. that are at least 51 percent owned, managed, and controlled by one or more women, and then connects them with multinational corporate buyers.

[www\\_weconnectinternationalorg](http://www_weconnectinternationalorg)



## YALI Regional Leadership Center

The Young African Leaders Initiative (YALI) was launched by former president of the United States Barack Obama as a signature effort to invest in the next generation of African leaders.

[www\\_yaliwestafricaorg](http://www_yaliwestafricaorg)





## Young Innovators in Nigeria (YIN HUB)

Young Innovators of Nigeria (YIN) nurtures and propels ICT and mobile technology businesses, current trends in technology innovations with key focus on indigenous technology to foster national development.

[www.yinigeria.com.ng](http://www.yinigeria.com.ng)

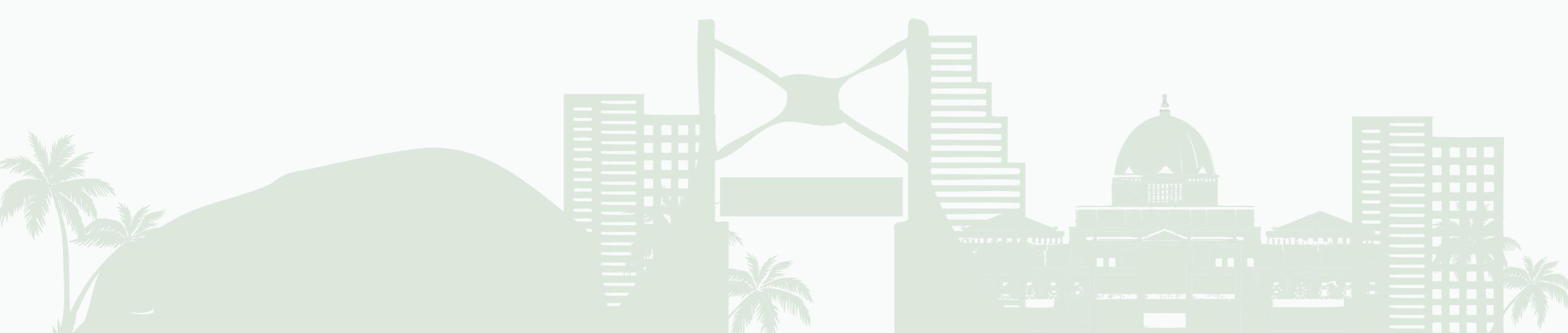


Youngstars Foundation

## Youngstars Foundation

Youngstars Foundation is one of Africa's unique, life-changing youth organizations operating in Abuja, Nigeria. From a weekly youth club in a local barber shop in 1995, Youngstars Foundation is growing to emerge as one of the lead youth nonprofit that is building young people and strengthening youth organizations involved in development programs in Africa.

[www.youngstarsfoundation.org](http://www.youngstarsfoundation.org)



For more information you can contact the regional staff of West Africa Chapter:

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[www.andeglobal.org](http://www.andeglobal.org)



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