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).
SUMMARY

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**

**Financial Support**
- Angel Investors
- Micro-Finance Institutions (MFIs)
- Development Finance Institutions (DFIs)
- Commercial Banks
- Venture Capital

**Business Development Support**
- Incubation and Acceleration
- Capacity Development

**Policy Support**
- Government Agencies

**Infrastructure Support**
- Co-working Spaces

**Professional Services**
- Legal Support
- Accounting Support
- Branding
- Communication
- Consulting

**Networks**
- Associations

**Support Available at Different Stages in the Entrepreneurial Ecosystem**

- 77% provide support to start-ups and early-stage businesses
- 55% provide support to businesses at idea-stage
- 36% provide support to businesses at later and growth stages
- 11% provide support to businesses at a mature stage

**Key Highlights**

- **77%** of the organizations provide support to start-ups and early-stage businesses
- **55%** of the organizations provide support to businesses at idea-stage
- **36%** of the organizations provide support to businesses at later and growth stages
- **11%** of the organizations provide support to businesses at a mature stage
### NON-FINANCIAL SUPPORT PROVIDERS

- Ashoka
- Abuja Enterprise Agency
- Abuja Technology Village
- Action Against Hunger – ACF
- Alivon 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)
- Empire Incubator
- Enterprise Development Centre of Pan-Atlantic University
- Global Alliance for Youth Leaders (GAVL)
- 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

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

### CAPACITY DEVELOPMENT 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

COURPORAATIONS

9mobile Easy Business
Coca-Cola
Diamond Bank
Google Digital Skills for Africa
Heritage Bank
Microsoft

NETWORKS AND ASSOCIATIONS

African Private Equity and Venture Capital Association (AVCA)
Atrilabs
Aspen Network of Development Entrepreneurs (ANDE)
National Association of Small and Medium Enterprises (NASME)
Network of Incubators and Innovators in Nigeria (NIIN)
Nigeria Association of Small Scale Industrialists (NASSI)
The Manufacturers Association of Nigeria (MAN)
The Nigerian Economic Summit Group (NESG)
VC4A

FOUNDATIONS & DONORS/DFIs

Africa Development Bank (AfDB)
Bill and Melinda Gates Foundation
British Council
Citi Foundation
Department for International Development (DFID)
Ford Foundation
International Finance Corporation (IFC)
Omidyar Network
Small Foundation
The Rockefeller Foundation
The Tony Elumelu Foundation
United Nations Industrial Development Organization (UNIDO)
United States Agency for International Development (USAID)

MEDIA

BusinessDay
TechCabal
Techcity
TechnoPoint
The Nation
The Nerve Africa
Ventures Africa

CORPORATIONS

9mobile Easy Business
Coca-Cola
Diamond Bank
Google Digital Skills for Africa
Heritage Bank
Microsoft

NETWORKS AND ASSOCIATIONS

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United Nations Industrial Development Organization (UNIDO)
United States Agency for International Development (USAID)

MEDIA

BusinessDay
TechCabal
Techcity
Techpoint
The Nation
The Nerve Africa
Ventures Africa

ANDE Members

NON FINANCIAL SUPPORT IN THE ENTREPRENEURIAL ECOSYSTEM

ACCESS TO NETWORKS = 82%
TRAINING AND SKILLS DEVELOPMENT = 71%
MARKET LINKAGES = 47%
INVESTMENT READINESS SUPPORT = 45%
LEADERSHIP DEVELOPMENT = 43%

BUSINESS MODEL DEVELOPMENT = 43%
FINANCE AND ACCOUNTING SUPPORT = 24%
IDEATION = 24%
CO-WORKING SPACES = 20%
LEGAL ADVICE = 12%

* Percentage of organization-type represented in the ecosystem

N=51
HOW ORGANIZATIONS PROVIDE NON-FINANCIAL SUPPORT

- **55%** Mentoring
- **53%** Classroom / Seminar Training
- **38%** Direct Consulting Services
- **34%** Peer-to-Peer / Network-based Support
- **34%** Business Plan Competitions
- **26%** Online / Mobile
- **15%** Seat on the Board
- **6%** Talent Placement
- **6%** Fellowships

*Percentage of organization-type represented in the ecosystem

N=47

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

CAPACITY DEVELOPMENT PROVIDERS

- **IDEA**
  - Ashoka
  - Abuja Enterprise Agency
  - Abuja Technology Village
- **STARTUP**
  - Action Against Hunger – ACF
  - Aiivon Innovation Hub
  - Box Office
- **EARLY**
  - Catholic Relief Services (CRS)
- **LATER**
  - CBN Enterprise Development Centre
- **GROWTH**
  - Cherie Blair Foundation
- **MATURE**
  - Co-creation Hub (CCHUB) - Re:Learn
### IDEA
- 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 Youth Service Corps (NYSC)
- OSIWA
- Oxfam
- StartPreneurs
- StoneBricks Hub
- Students for Advancement of Global Entrepreneurship (SAGE)
- TechnoServe Inc.
- The Future Project
- VC4Africa
- Ventures Platform
- WeConnect International
- Young Innovators in Nigeria (YIN)
- YoungStars Foundation

### STARTUP
- Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)

### EARLY

### LATER

### GROWTH

### MATURE
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**Aspen Network of Development Entrepreneurs West Africa**
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

FINANCIAL SUPPORT PROVIDERS

TYPE OF INVESTMENTS

- EQUITY
- QUASI-EQUITY
- DEBT
- GRANT
INVESTORS

IDEA

STARTUP

EARLY

LATER

GROWTH

MATURE

Accion

Actis Capital

AfricInvest

Africa Capital Alliance (ACA)

Alitheia Capital

Bank of Agriculture (BOA)

GroFin

Growth Capital

Nigeria Export and Import Bank (NEXIM)

Palladium

Sahel Capital

SME Funds

Synergy Capital

Bank of Industry (BOI)

West Africa

Aspen Network of Development Entrepreneurs
West Africa

Citi Foundation
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
POPULAR ENTREPRENEURSHIP EVENTS AND CONFERENCES

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

ECOSYSTEM GAPS AND OPPORTUNITIES

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

- **GAPS IN ABUJA ENTREPRENEURIAL ECOSYSTEM**
  - Lack of market infrastructure and opportunities
  - Lack of enabling government policies focused on Small and Growing Businesses
  - Lack of entrepreneurship awareness
  - Lack of strong angel investors network
  - Lack of coordinated platform for information
  - Difficulty in finding competent and skilled talent

- **OPPORTUNITIES IN ABUJA ENTREPRENEURIAL ECOSYSTEM**
  - Attracting and equipping talent for small and growing businesses
  - Increased opportunity for strategic partnership
  - Increased demand for incubators and entrepreneurship education
  - Growing attraction of international funders
  - There is an increasing demand for affordable co-working spaces

**West Africa**
RECOMMENDATIONS FOR IMPROVING THE ECOSYSTEM

- There is a need for actors to increase level of collaboration in the ecosystem.
- Actors in the ecosystem should focus on increasing opportunities for small and growing businesses.
- There is a need for actors to be actively involved in the process of policy formation and implementation.
- There is a need for specific policies to support small and growing businesses.
- The intermediaries need to contextualize the requirements for accessing funds and other support in the entrepreneurial ecosystem.

West Africa
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).

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.

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.

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.

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.
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.

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.

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

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.

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.

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.
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

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

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

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

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

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).

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.

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.

Box Office Incubator
Box Office Incubator has been serving Nigerian-based businesses for over three years, offering unparalleled services that are professional and personalized 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.
British Council
Programs of British Council are geared towards supporting entrepreneurs to sustainably run their enterprises.  
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

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

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
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.

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

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.

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.

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.
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.

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.

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."

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.

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.
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.

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.

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.

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.
Federal Inland Revenue Service (FIRS)
FIRS is a Federal Government agency responsible for the collection of various kinds of taxes and other revenue.

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.

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.

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.

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.
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.

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.

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.

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.
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).

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.

iCentra Consulting Limited

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

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.gemsnigeria.com

www.gc.fund

www.icentra.com

www.ifc.org
KPMG
KPMG provides research, accounting, and other business advisory services.
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.leapafrika.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

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
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.

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.

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.

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.
National Youth Service Corps (NYSC)

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

Network of Incubators and Accelerators in Nigeria (NINE)

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)

NASSI 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)

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

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.

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

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 as seeking expansion capital and relying on convertible debt products.

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.

Regus
Regus is a multinational workspace provider which service individual, small, and large businesses.
Sahel Capital
Sahel Capital focuses primarily on providing support to small and medium agricultural enterprises in agriculture. www.sahelcp.com

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

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.smedan.gov.ng

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

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

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

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.

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.

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.

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.
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.

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.

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.

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.
The Nigerian Economic Summit Group (NESG)
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
www.rockefellerfoundation.org
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.

Tony Elumelu Foundation
www.tonyelumelufoundation.org
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.

United Nations Industrial Development Organisations (UNIDO)
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
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.

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.

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.

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.

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.
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.

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

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