

LAGOS

ENTREPRENEURIAL ECOSYSTEM SNAPSHOT





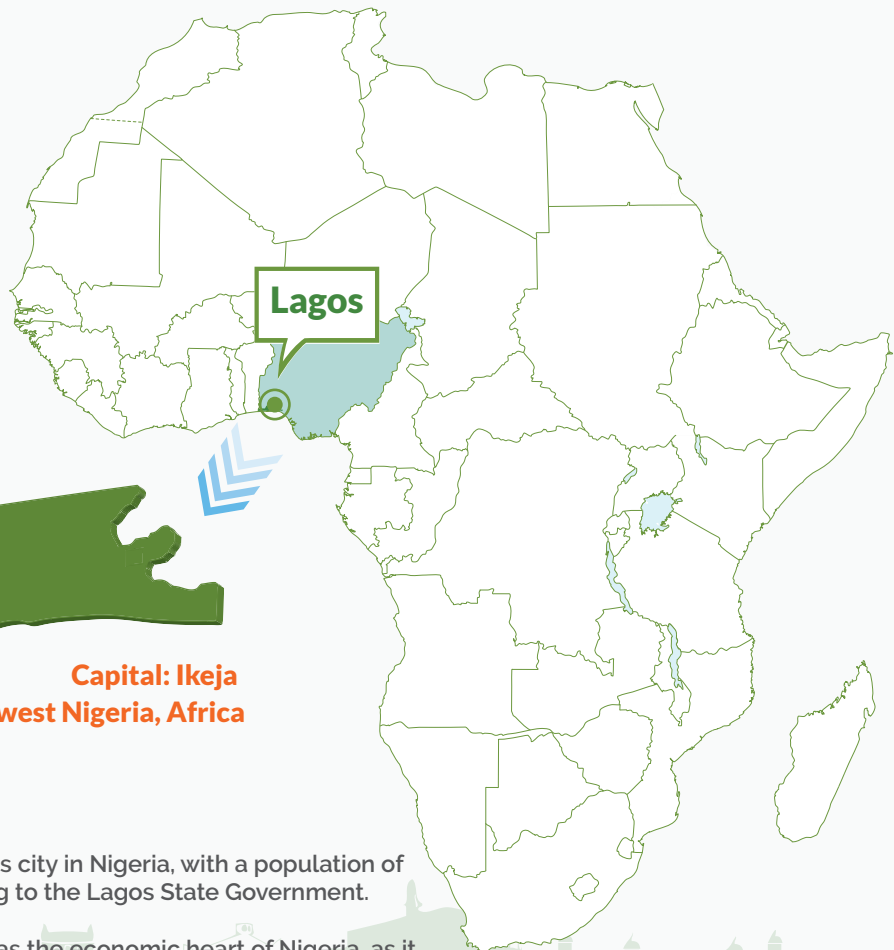
LAGOS

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



Capital: Ikeja
Southwest Nigeria, Africa

FACTS >> Lagos is the most populous city in Nigeria, with a population of over 17.5 million, according to the Lagos State Government.

Lagos is usually regarded as the economic heart of Nigeria, as it handles about 80 percent of the nation's imports.

ASPEN NETWORK OF DEVELOPMENT ENTREPRENEURS (ANDE) WEST AFRICA REGIONAL CHAPTER



Olatunji.Ajani@aspeninstitute.org

Joshua.Adedeji@aspeninstitute.org



www.andeglobal.org



@ANDEWestAfrica

METHODOLOGY

» Review of Existing Literature

» Surveys and Interviews

» Stakeholder meetings

111

NON-FINANCIAL
SUPPORT PROVIDERS

37

FINANCIAL SUPPORT
PROVIDERS

33

OTHER ECOSYSTEM
SUPPORT PLAYERS

TOP TYPES OF NON-FINANCIAL SUPPORT



OF SURVEY RESPONDENTS PROVIDE TRAINING AND SKILL DEVELOPMENT SUPPORT

LEAST COMMON NON-FINANCIAL SUPPORT



OF SURVEY RESPONDENTS PROVIDE LEGAL SUPPORT

TOP FINANCIAL INSTRUMENT



EQUITY

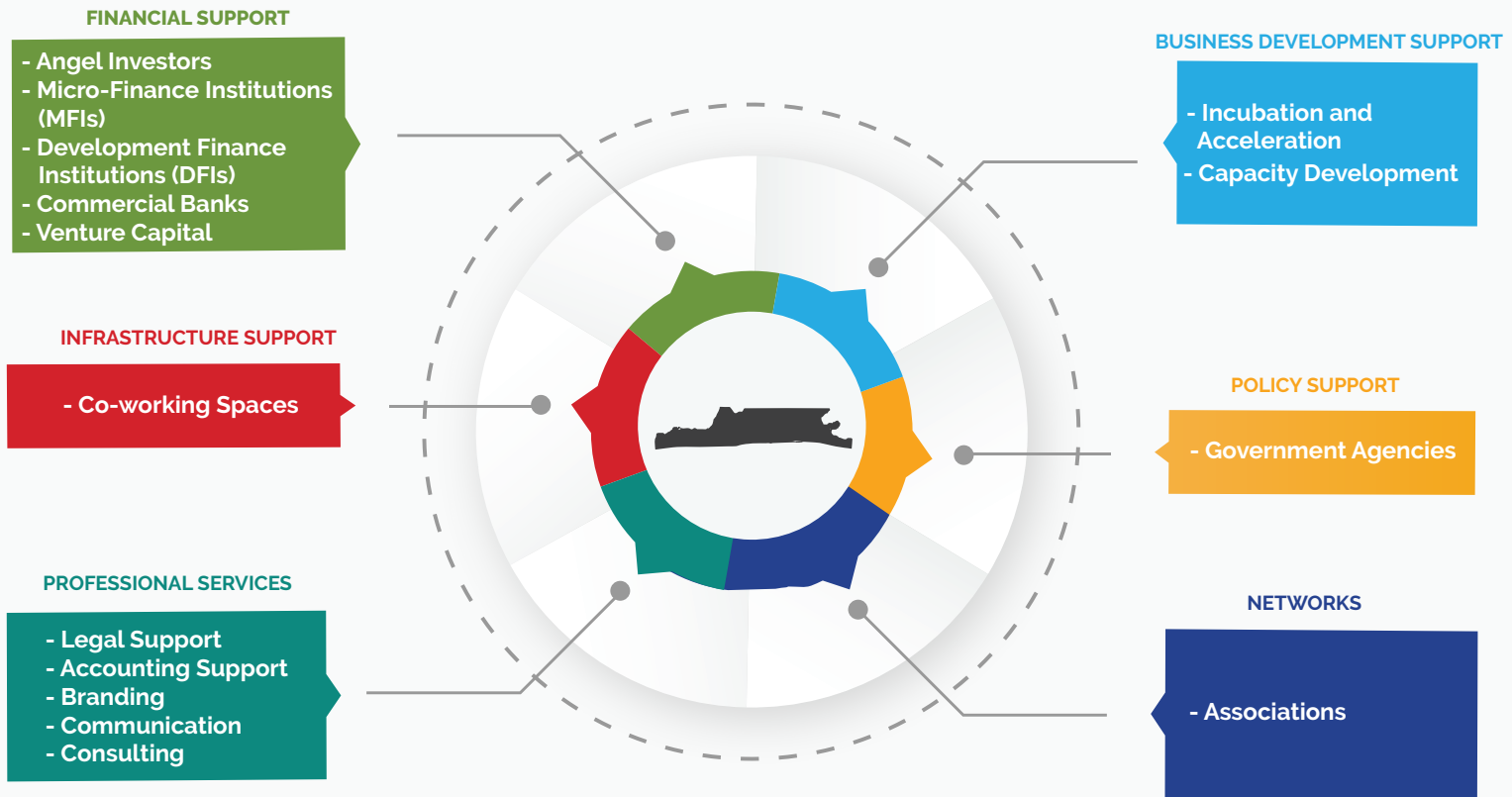
TOP SECTOR OF FOCUS



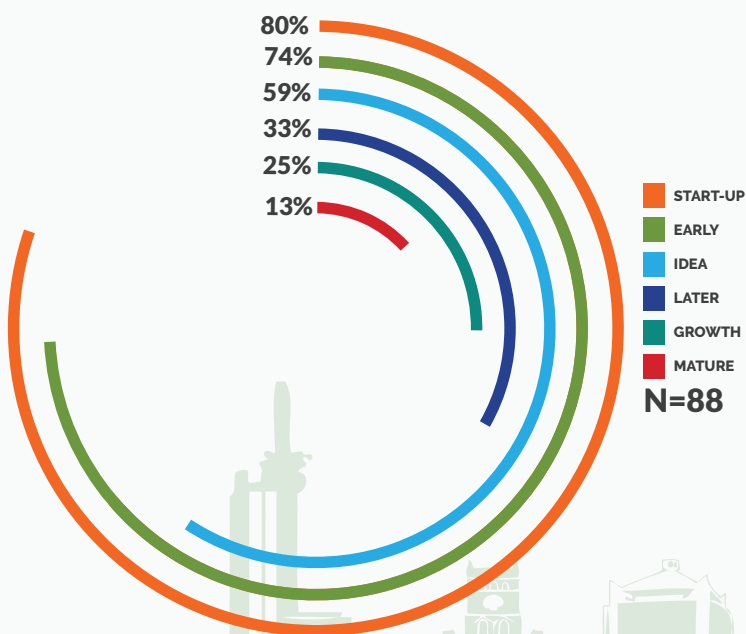
INFORMATION AND COMMUNICATION TECHNOLOGY



TYPES OF SUPPORT AVAILABLE TO SMALL AND GROWING BUSINESSES



SUPPORT AVAILABLE AT DIFFERENT STAGES IN THE ENTREPRENEURIAL ECOSYSTEM



KEY HIGHLIGHTS

80% of the organizations provide support to start-ups

74% of the organizations provide support to early-stage businesses

25% of the organizations provide support to businesses at growth stage

13% provide support to businesses at mature stage



CAPACITY DEVELOPMENT PROVIDERS

440NG
 Africa Technology Foundation
 African Women Power (AWP) Network
 Afterschool Graduate Development Centre (AGDC)
 African Management Services Company (AMSCO) ●
 Ampion Fellowship
 Andela
 Ashoka
 Carrington Youth Fellowship Initiative (CYFI)
 CBN Enterprise Development Centres
 Center for Technology Innovation (CTI)
 Centre for Management Development (CMD)
 Centre for Values in Leadership (CVL)
 Cherie Blair Foundation ●
 Co-Creation Hub (CCHub)
 Covenant Capital Business School
 CSR-in-Action
 DayStar Leadership Academy
 Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) ●
 Diaspora Innovation Institute
 Enterprise Creative
 Enterprise Development Centre of Pan-Atlantic University ●
 FATE Foundation
 Franco-Nigeria Chamber of Commerce and Industries
 Garden Institute of Business and Entrepreneurship
 Global Alliance for Youth Leaders (GAYL)
 Grameen Foundation ●
 Growing Businesses Foundation (GBF)
 HT - Limited
 iDEA-Nigeria

Ideation Consult
 Lagos Business School (LBS)
 LEAP Africa ●
 LYFE Camp
 Mara Foundation
 Meltwater Entrepreneurial School of Technology (MEST)
 Mind The Gap
 MTN Foundation
 National Youth Service Corps (NYSC)
 OSIWA
 Oxfam ●
 Palm3 Strategy
 Paradigm Initiative Nigeria
 Passion Incubator
 Poise Nigeria
 Sesewa
 She Leads Africa
 Stanford Seed ●
 The Design Institute Lagos
 The Future Project
 The JobMag
 The Scratch Board
 The Virago Development Initiative
 Third Sector Development
 Unlock Consulting Limited
 WECConnect International
 Wennovation
 West Africa Vocational Education (WAVE)
 Young Africa Leaders Initiative (YALI) Network
 Youth for Technology Foundation ●



CO-WORKING SPACES

A1 Space
 Bolseth Co-creation Hub
 Buffr Space
 Capital Square
 Cranium One
 Cre8space
 Hothouse
 Lagos Cowork
 Landmark Centre
 Leadspace
 Litcaf
 Regus
 Seedspace
 Stranger Lagos
 Terra Kulture
 Venia Hub
 WorkBox



GOVERNMENT AGENCIES

Central Bank of Nigeria (CBN)
 Consumer Protection Council (CPC)
 Corporate Affairs Commission (CAC)
 Federal Inland Revenue Service (FIRS)
 Federal Institute of Industrial Research (FIRO)
 Federal Ministry of Communications Technology (FMCT)
 Federal Ministry of Industrial Trade and Investment
 Lagos Chamber of Commerce and Industries (LCCI)
 Lagos Inland Revenue Service (LIRS)
 National Agency for Food Drug Administration and Control (NAFDAC)
 National Association of Small and Medium Enterprises (NASME)
 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)



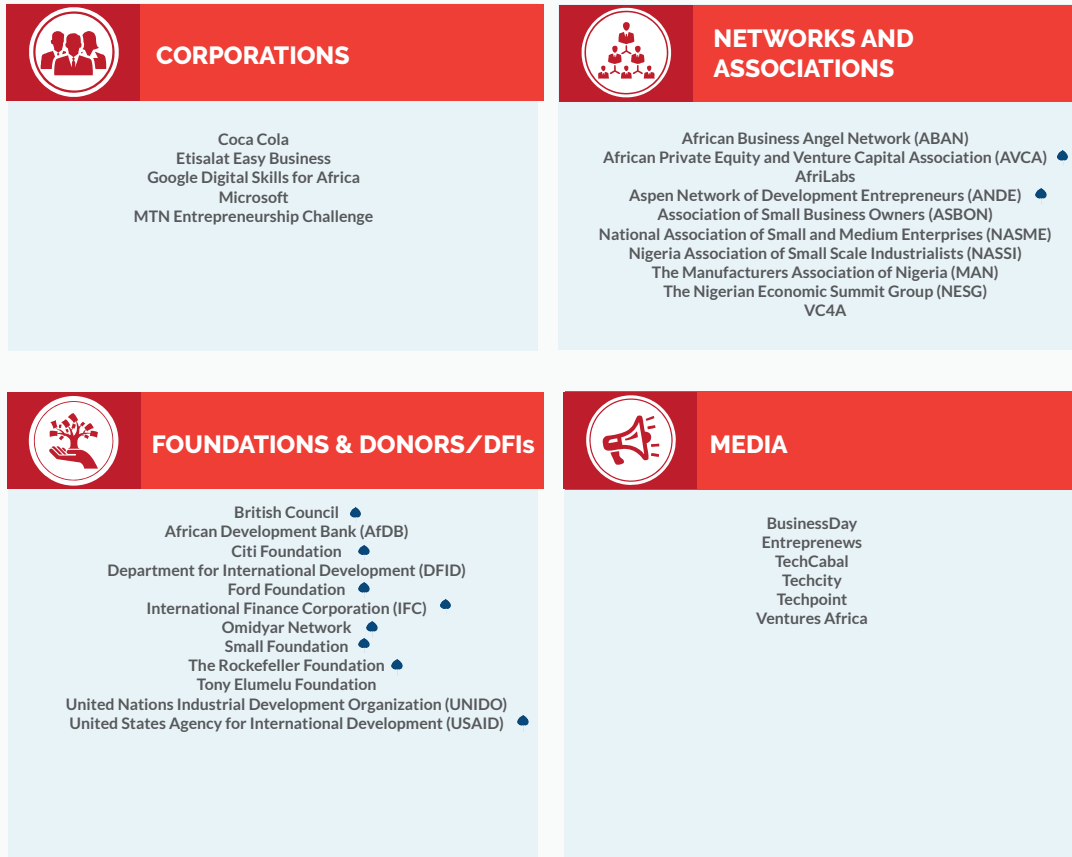
RESEARCH AND ADVISORY SERVICE PROVIDERS

Accounting Hub
 Agile P3
 Asoko Insight
 Advantage Project
 CAO Partners
 Center for International Private Enterprise (CIPE) ●
 Dalberg Global Development Advisors ●
 DIY Law
 Enhancing Financial Innovation and Access (EFInA)
 Ernst & Young (EY) ●
 KPMG
 Okemscube
 PwC
 The Longe Practice
 Two Edges Partners Global
 Valucon
 Venture Garden Group (VGG)
 W - Holistic Business Solution
 Zenera Consulting

● ANDE Members

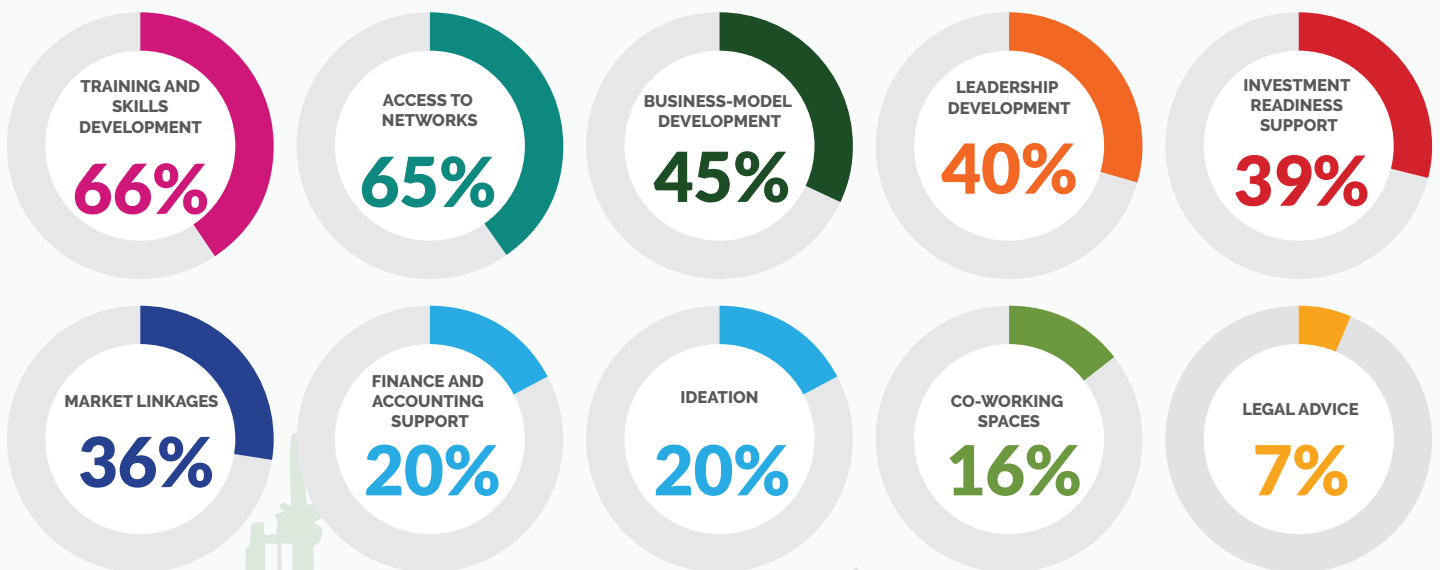


OTHER ECOSYSTEM ACTORS



● ANDE Members

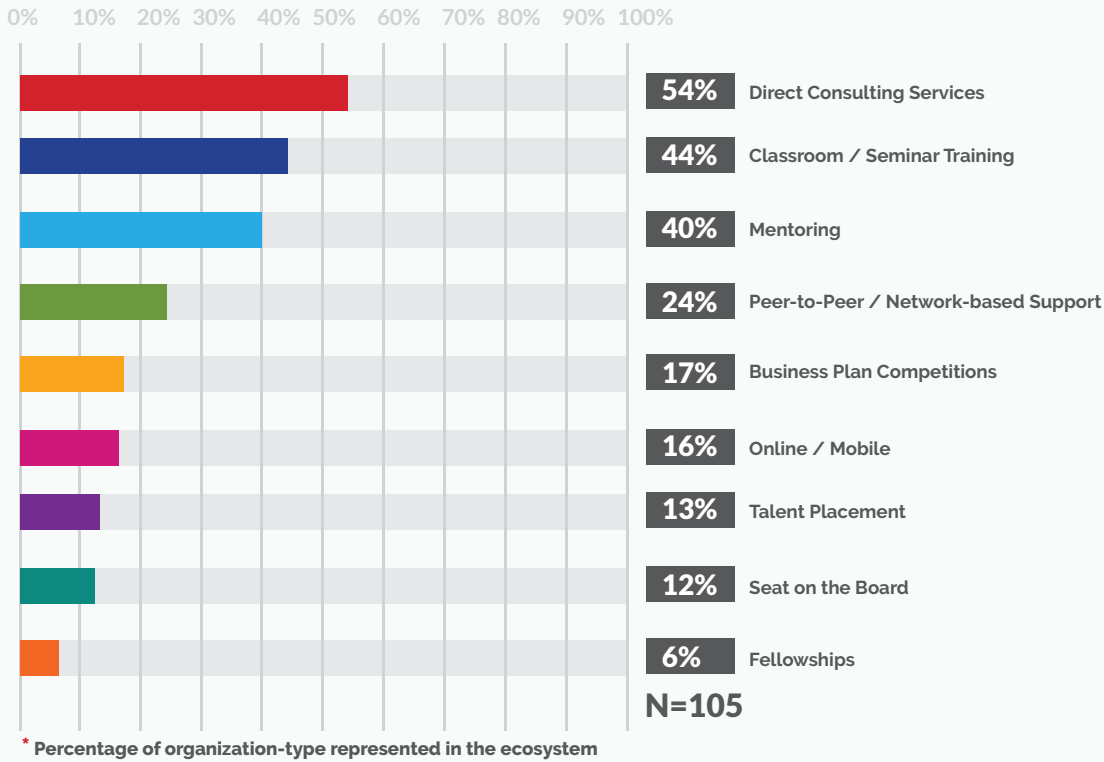
NON-FINANCIAL SUPPORT IN THE ENTREPRENEURIAL ECOSYSTEM



* Percentage of organization-type represented in the ecosystem

N=105

HOW ORGANIZATIONS PROVIDE NON-FINANCIAL SUPPORT



KEY HIGHLIGHTS

54% of the capacity-development organizations provide direct consulting

44% deliver seminars and trainings to SGBs

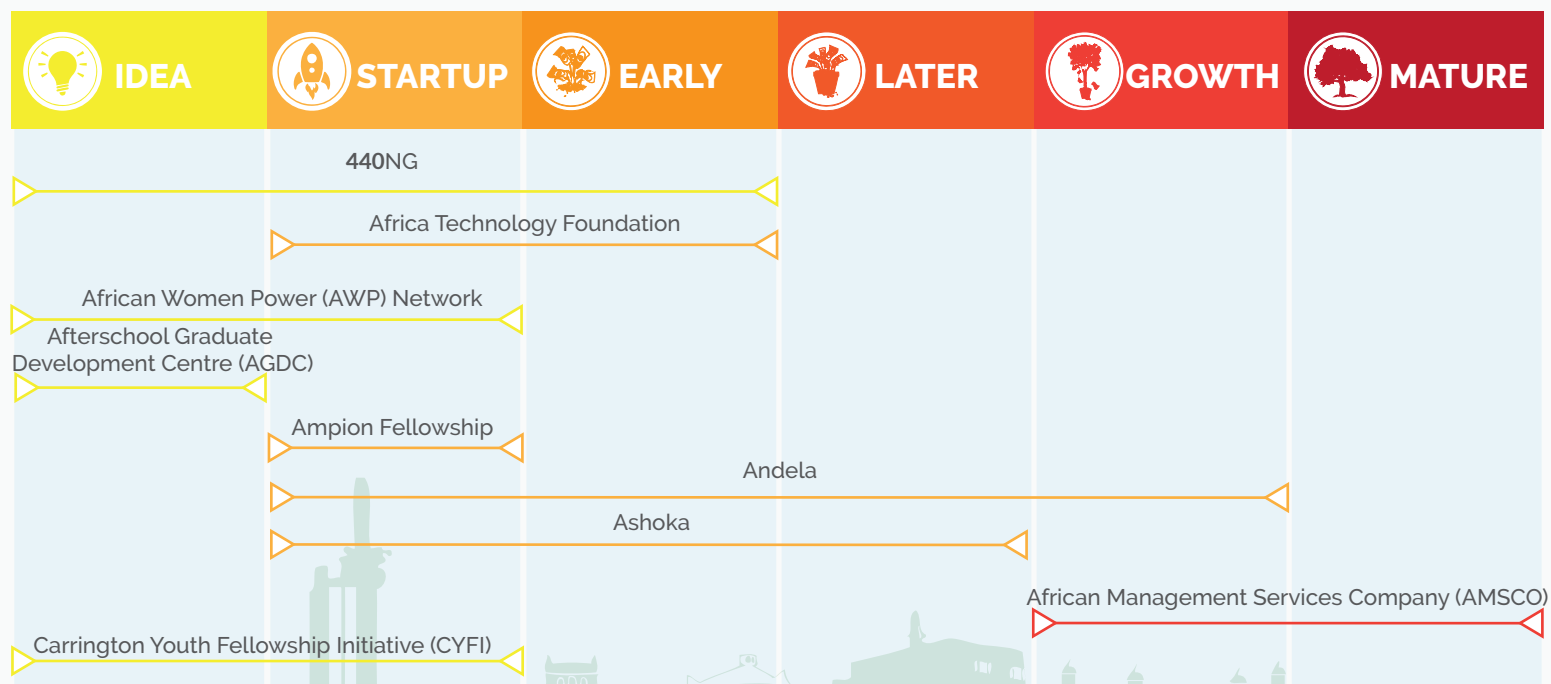
12% take a seat on the board

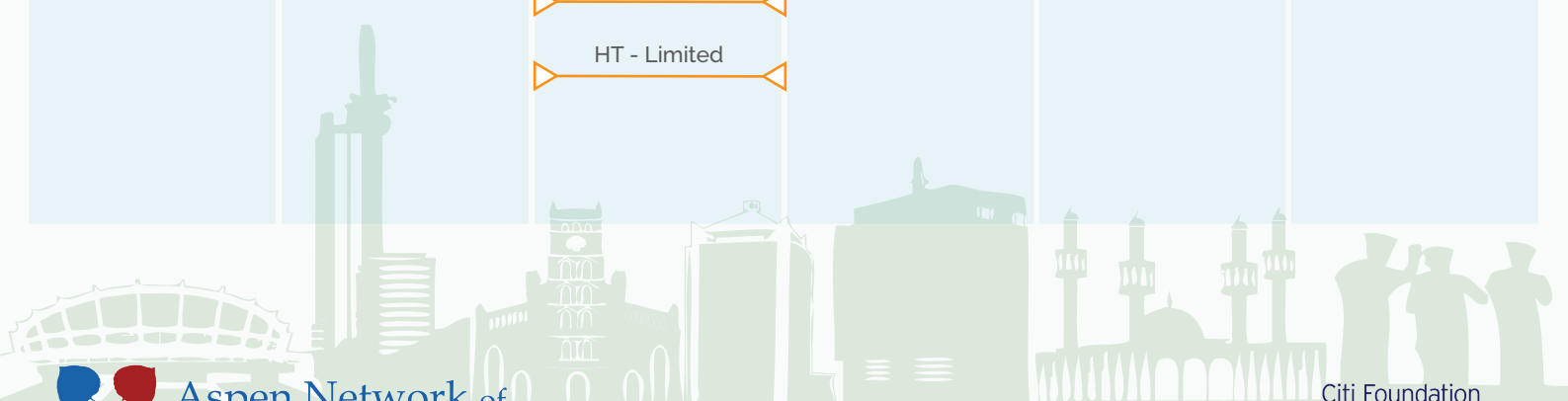
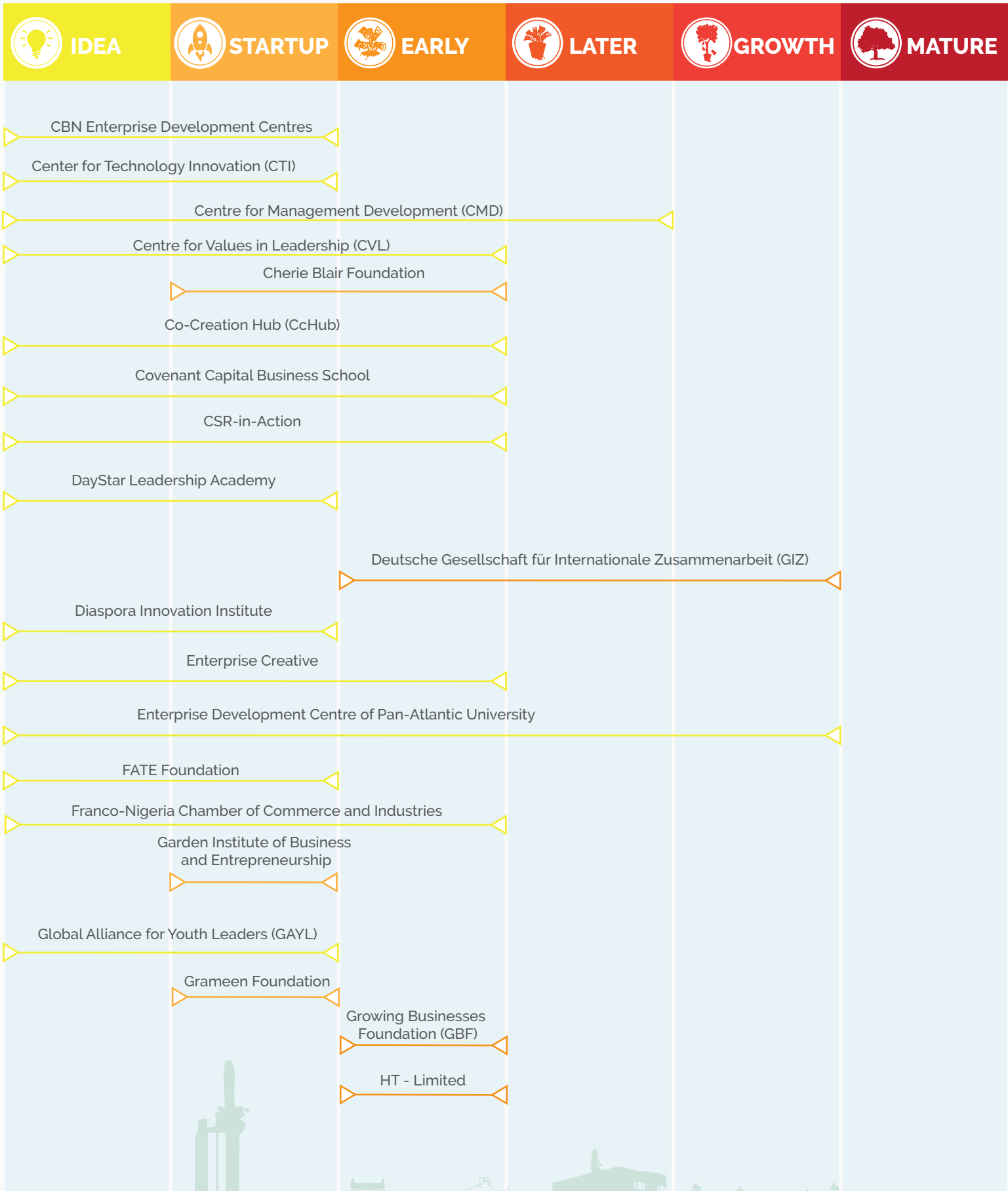
6% offer fellowships

NON-FINANCIAL SUPPORT AND STAGES OF SUPPORT



CAPACITY DEVELOPMENT PROVIDERS







IDEA



STARTUP



EARLY



LATER



GROWTH



MATURE

iDEA-Nigeria

Ideation Consult

Lagos Business School (LBS)

LEAP Africa

LYFE Camp

Mara Foundation

Meltwater Entrepreneurial School of Technology (MEST)

Mind The Gap

MTN Foundation

National Youth Service Corps (NYSC)

OSIWA

Oxfam

Palm3 Strategy

Paradigm Initiative Nigeria

Passion Incubator

Poise Nigeria

Sesewa

She Leads Africa

Stanford Seed

The Design Institute Lagos

The Future Project

The JobMag

The Scratch Board





CAPACITY DEVELOPMENT PROVIDERS



IDEA



STARTUP



EARLY



LATER



GROWTH



MATURE

The Virago Development Initiative

Third Sector Development

Unlock Consulting Limited

WEConnect International

Wenovation

West Africa Vocational Education (WAVE)

Young Africa Leaders Initiative (YALI) Network

Youth for Technology Foundation



RESEARCH AND ADVISORY SERVICE PROVIDERS



IDEA



STARTUP



EARLY



LATER



GROWTH



MATURE

Accounting Hub

Agile P3

Asoko Insight

Avantage Project

CAO Partners

Center for International Private Enterprise (CIPE)

Dalberg Global Development Advisors

DIY Law

Enhancing Financial Innovation and Access (EFInA)

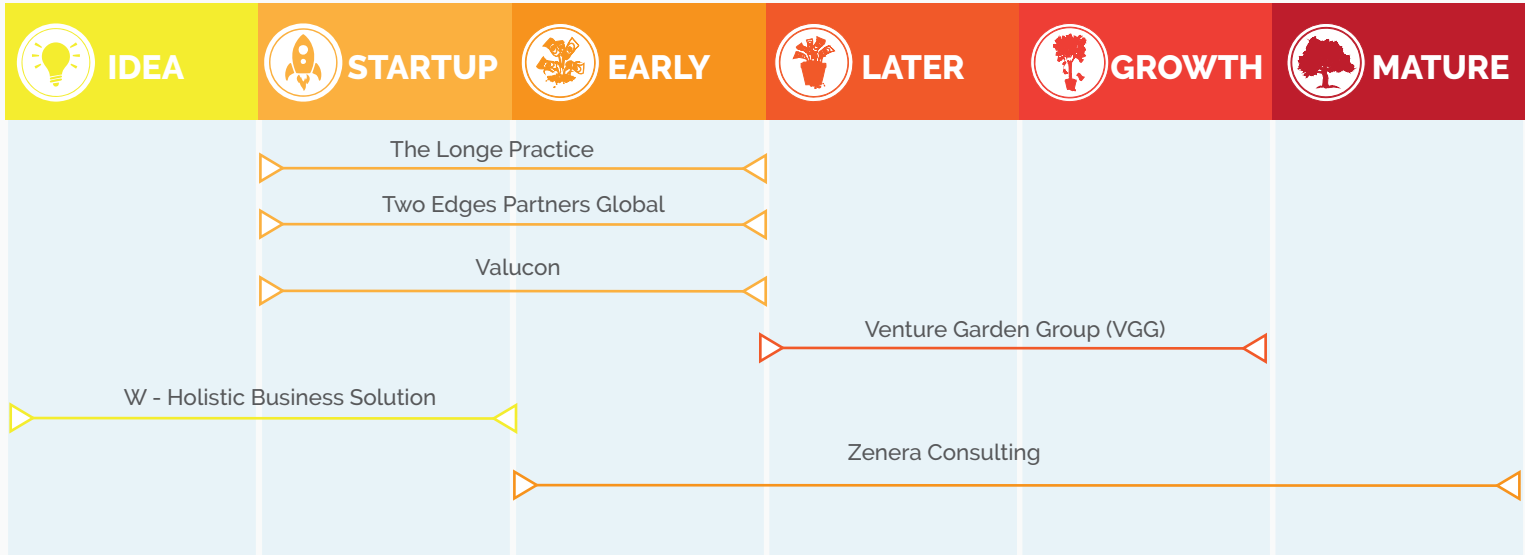
Ernst & Young (EY)

KPMG

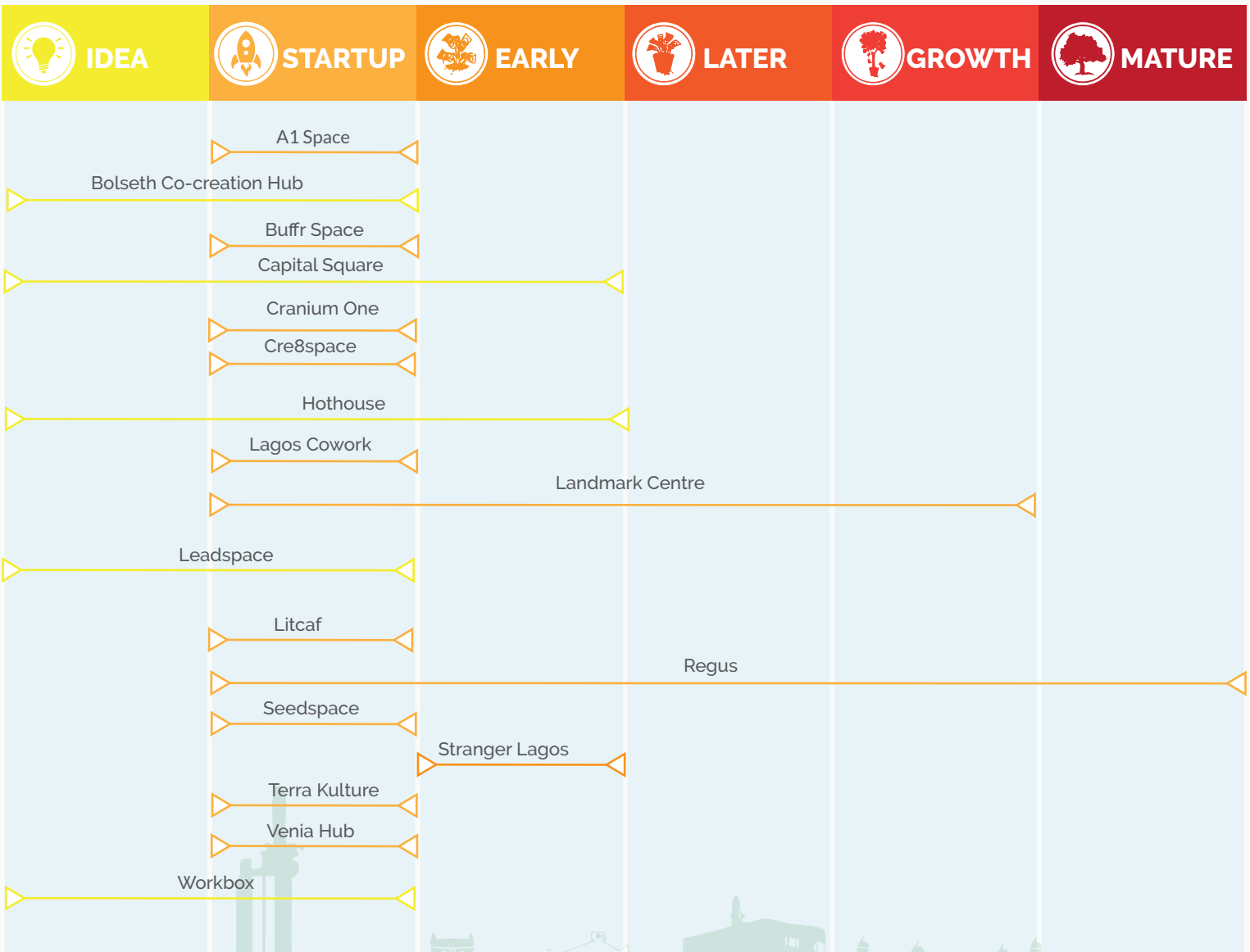
Okemscube

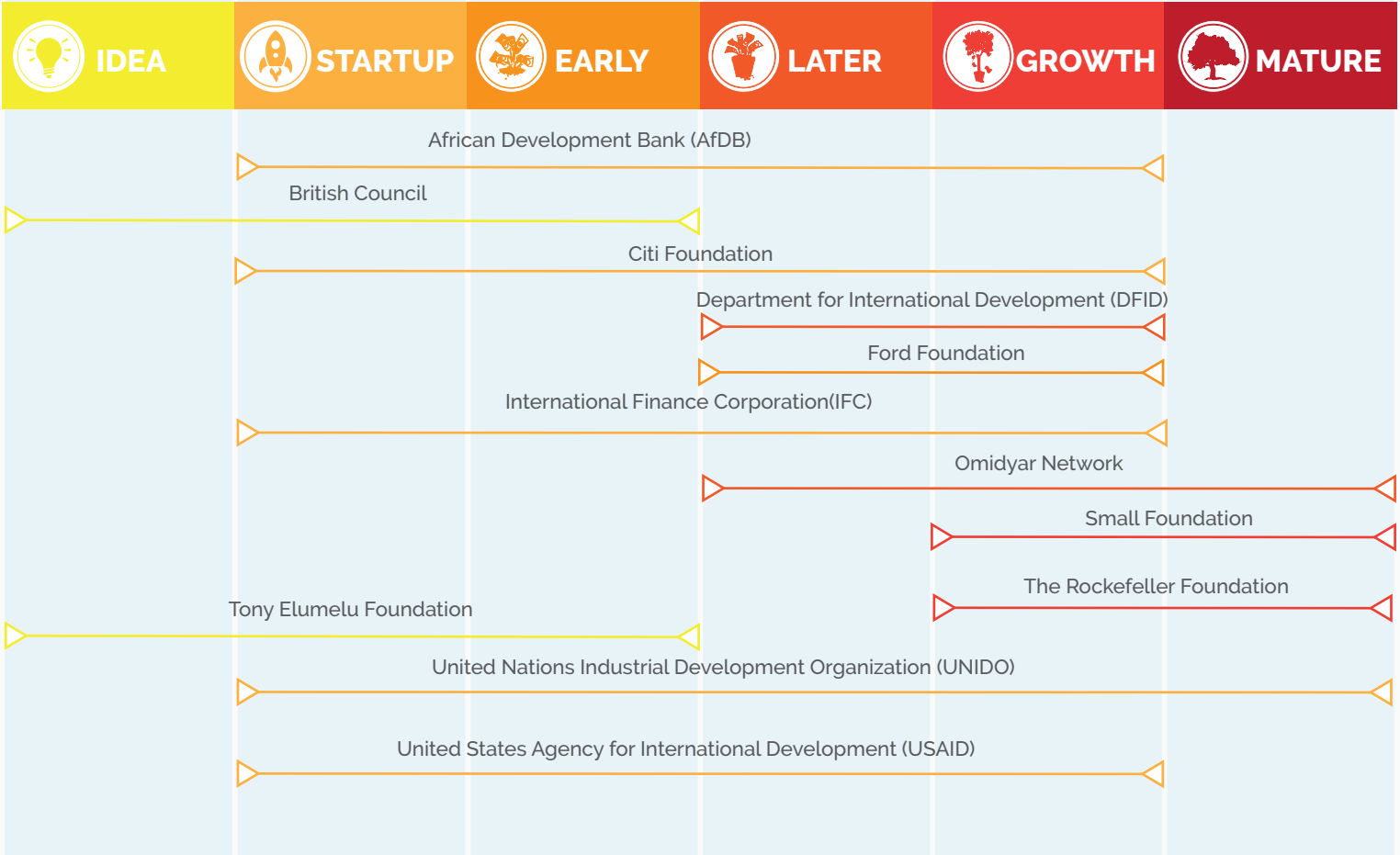
PWC





CO-WORKING SPACES





DIRECT FINANCIAL SUPPORT PROVIDERS



INVESTORS

- Abraaj
- Accion ●
- Actis Capital
- Acumen ●
- Adenia Partners
- Adlevo Capital
- African Capital Alliance (ACA)
- AfricInvest
- Alitheia Capital ●
- Bank of Agriculture (BOA)
- Bank of Industry (BOI)
- CBO Capital
- Convergence
- Doreo Partners
- EchoVC
- Emerging Capital Partners
- GroFin
- Growth Capital
- L5Lab

- Lagos Angel Network (LAN)
- Lagos State Employment Trust Funds (LSETF)
- Leadpath
- Kuramo Capital
- Naspers
- Nigeria Export and Import Bank (NEXIM)
- Palladium ●
- RegCharles Finance and Capital Limited
- Rising Tide Africa
- Sahel Capital
- Sasware
- Singularity Investments
- SME Funds
- Spark
- Synergy Capital
- TLcom
- Unique Venture Capital Management Company
- Vectis Capital

● ANDE Members



TYPE OF INVESTMENTS



EQUITY



QUASI-EQUITY



DEBT



GRANT



INVESTORS



IDEA



STARTUP



EARLY



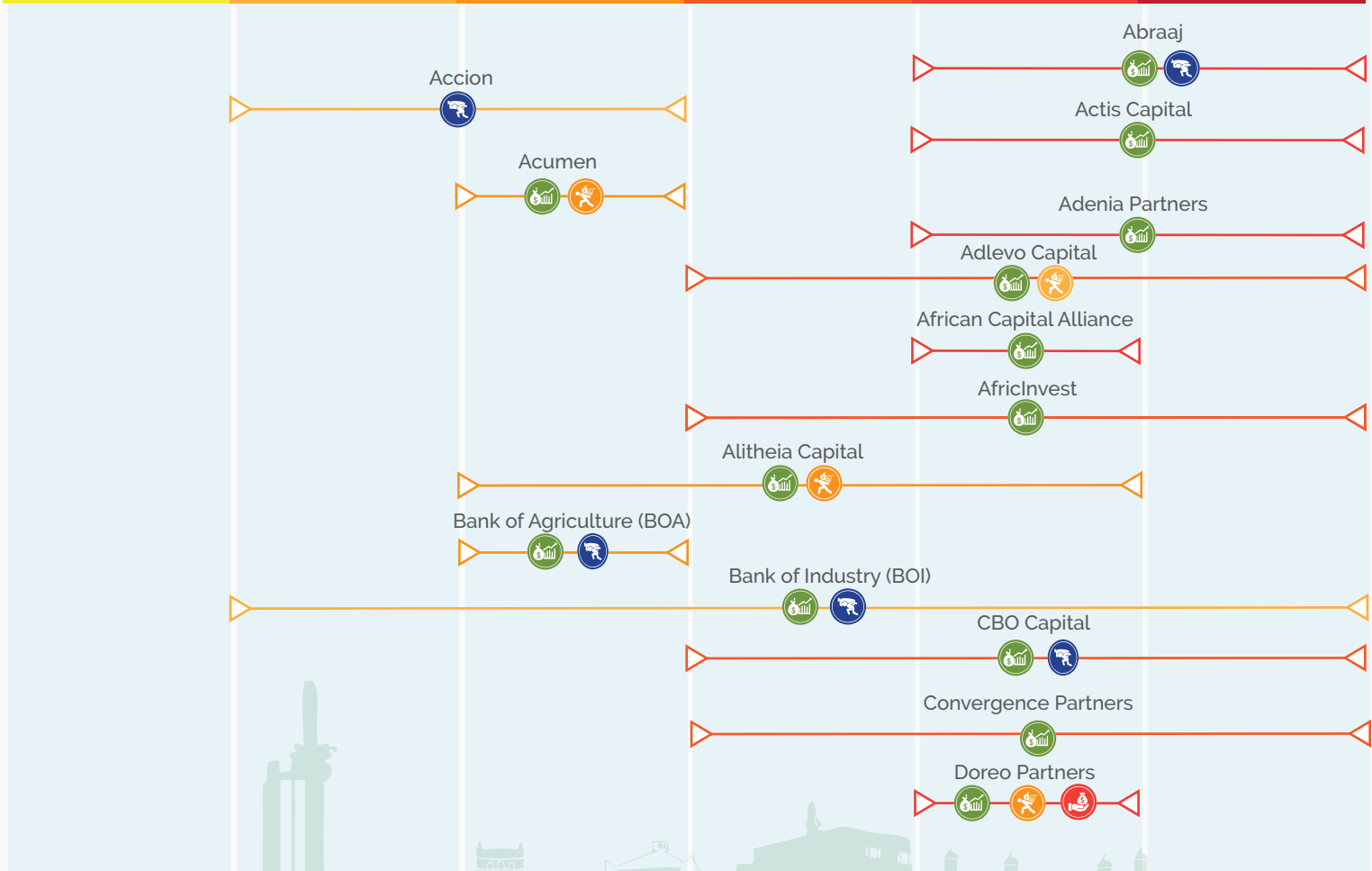
LATER



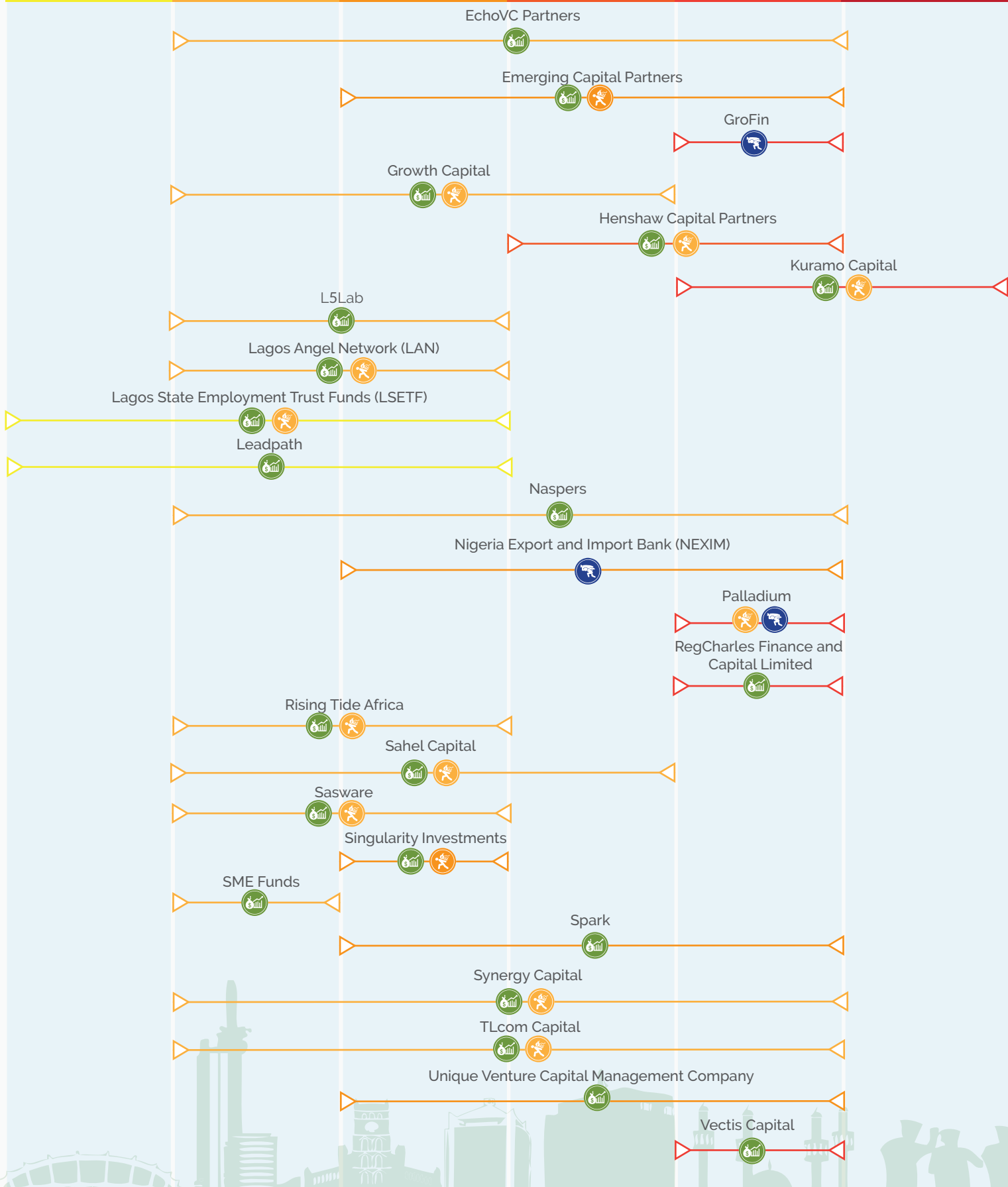
GROWTH

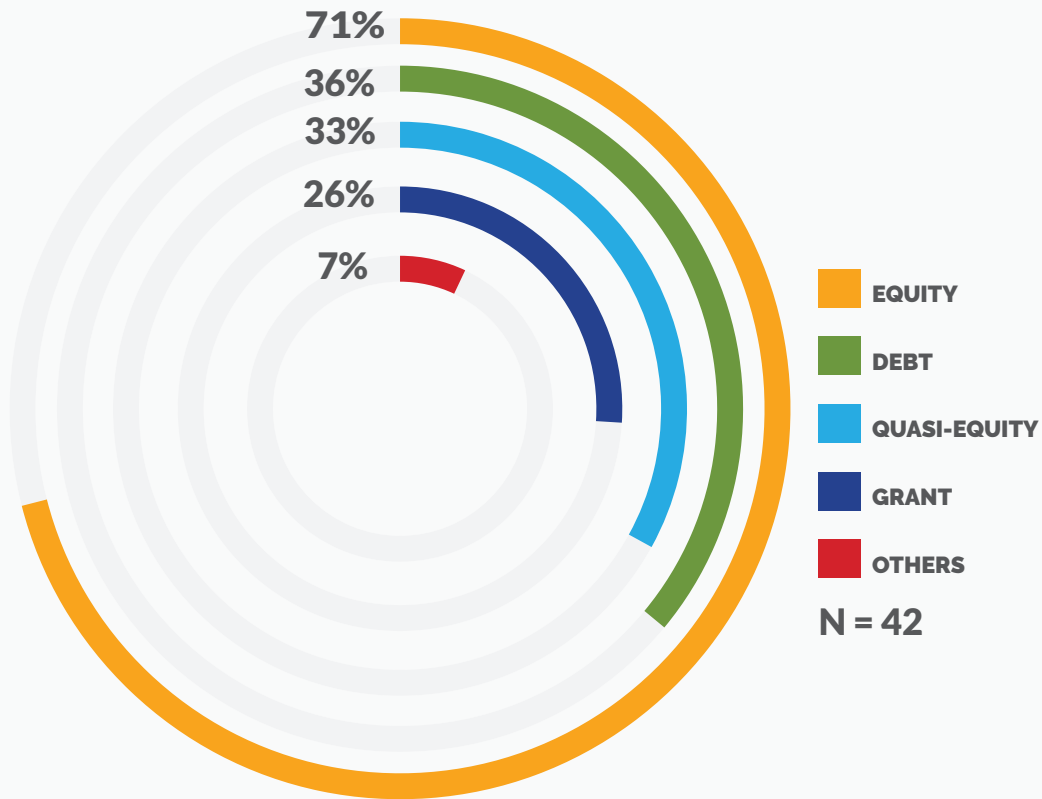


MATURE



IDEA STARTUP EARLY LATER GROWTH MATURE





KEY HIGHLIGHTS

71% provide financial support through equity

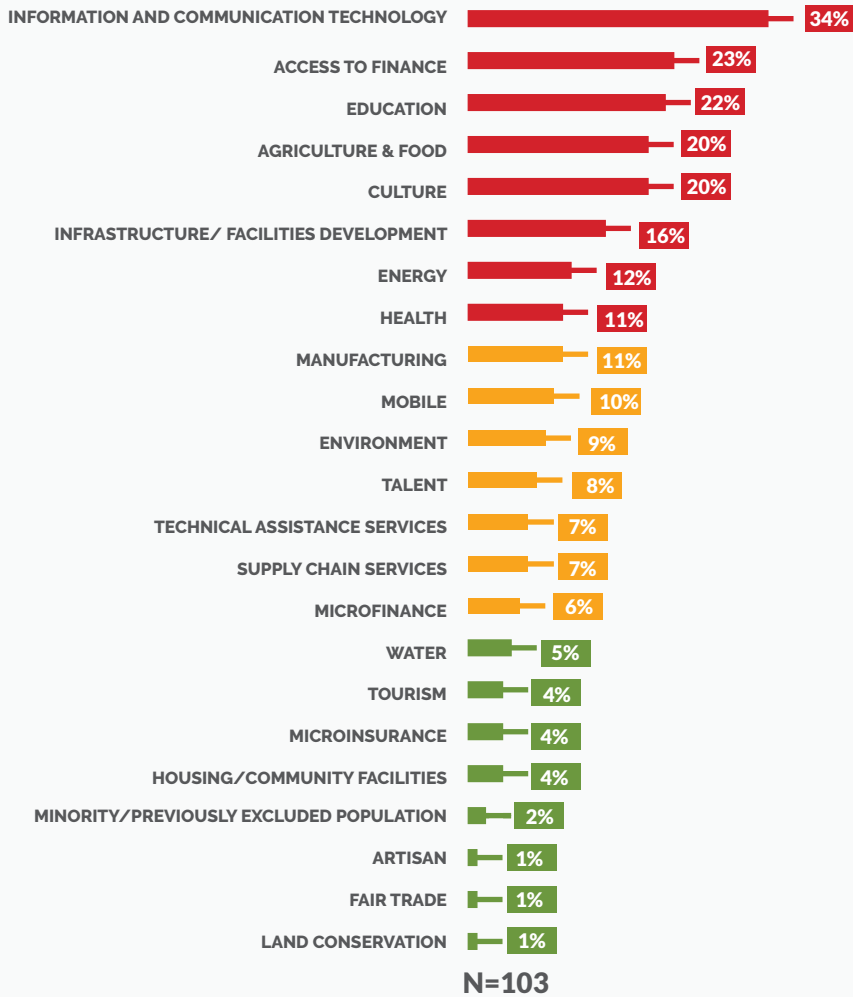
36% provide financial support through debt/loan

33% provide financial support through quasi-equity

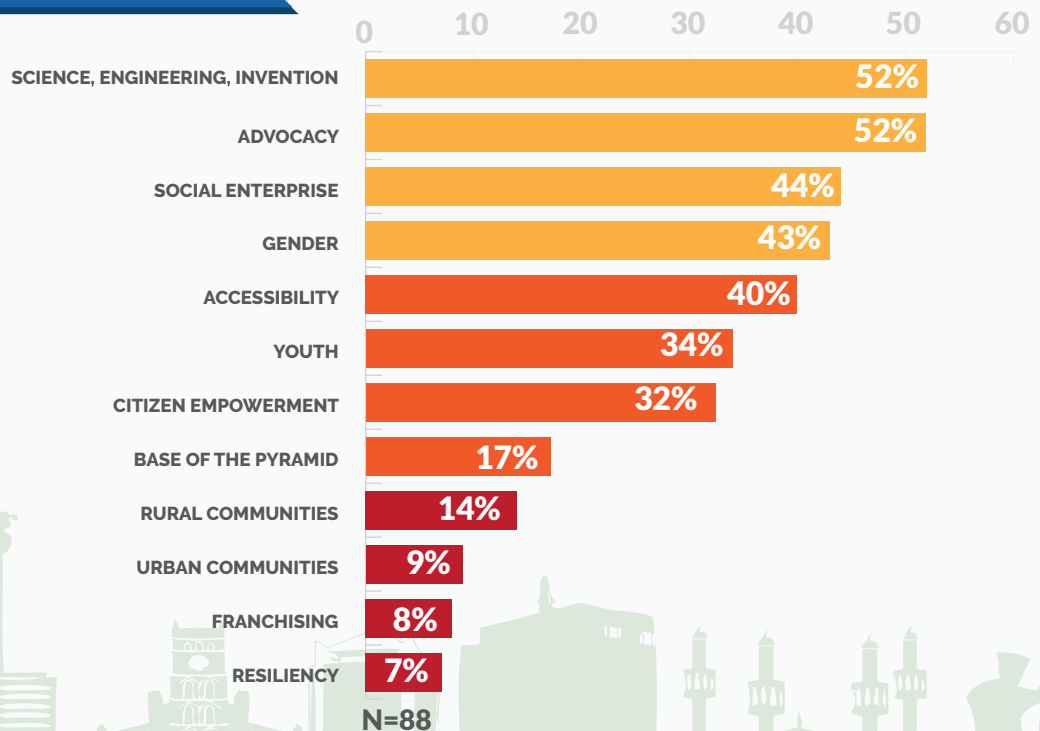
26% provide financial support through grant



SECTORS AND FOCUS AREAS



STAKEHOLDERS FOCUS

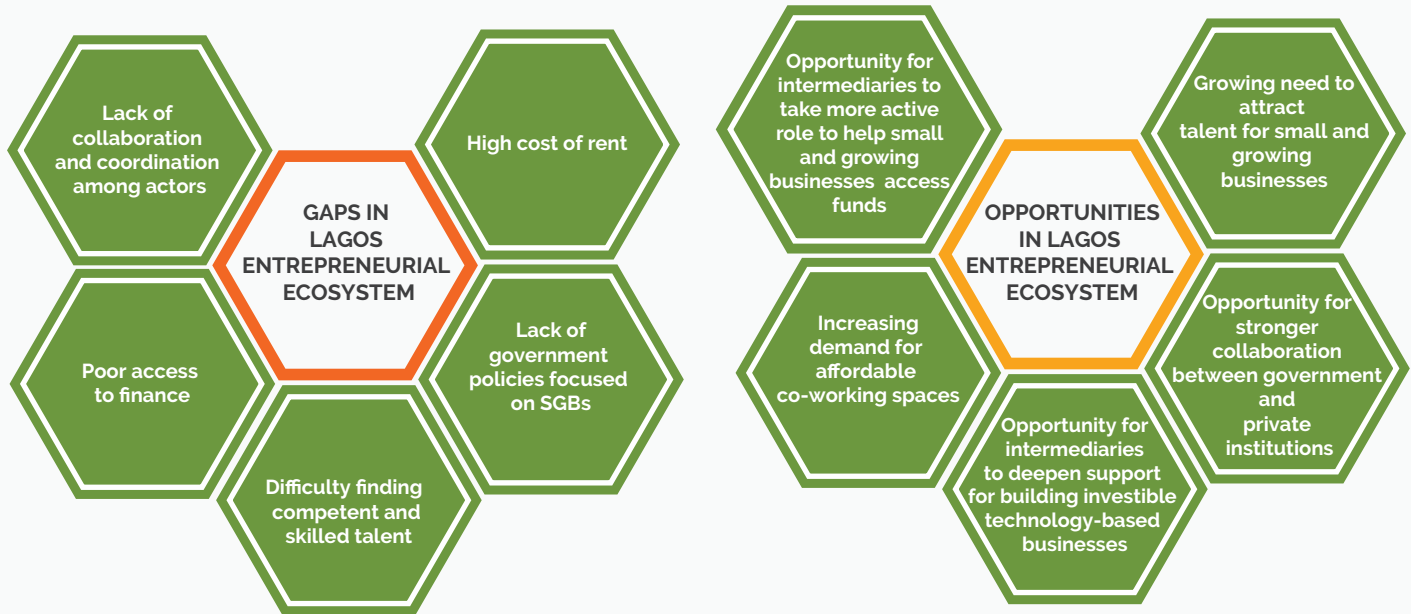


POPULAR ENTREPRENEURSHIP EVENTS AND CONFERENCES

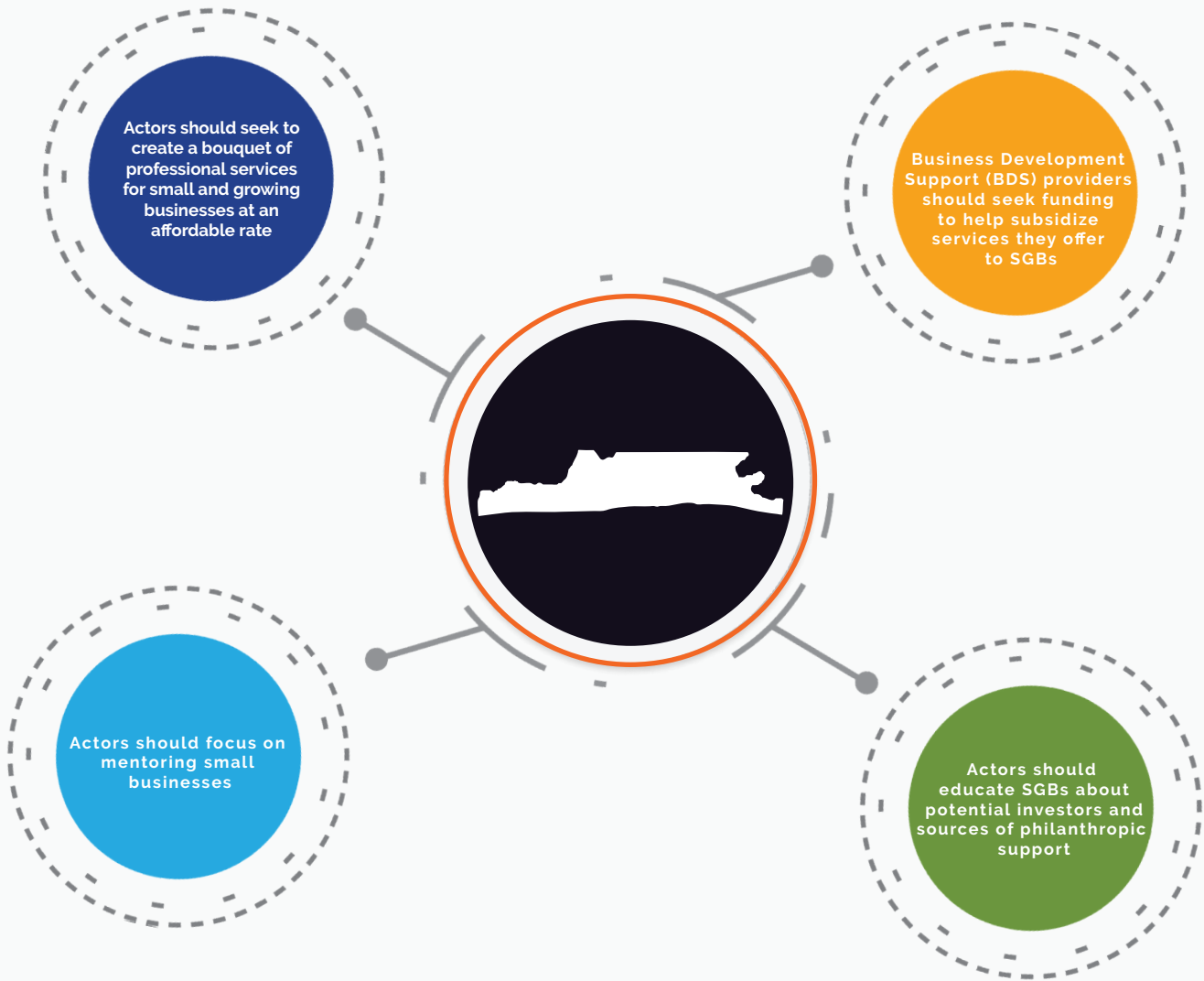
LAGOS STARTUP WEEK Startup Lagos	SOCIAL MEDIA WEEK CrowdCentric Media	ENTREPRENEURSHIP POLICY DIALOGUE Fate Foundation	GLOBAL ENTREPRENEURSHIP WEEK EDC
CEO FORUM LEAP Africa	WIMBIZ ENTREPRENEURSHIP CONFERENCE WIMBIZ	ANNUAL SME CONFERENCE EDC	AFRICAN ANGEL INVESTORS SUMMIT Lagos Angel Network
	AFRICA'S YOUTH ENTREPRENEURS EMPOWERMENT NIGERIA (AYEEN) AYEEN	FRENCH ENTREPRENEURSHIP WEEK French Chamber of Commerce, Nigeria	

ECOSYSTEM GAPS AND OPPORTUNITIES

These gaps and opportunities were identified by key actors at the ANDE Entrepreneurial Ecosystem Snapshot stakeholders meeting.



RECOMMENDATION FOR IMPROVING THE ECOSYSTEM





440NG

440NG is a joint venture between 88mph and L5Lab. We invest in startups that target the African markets and are scalable via web and mobile. We accept up to 10 startups per program, who will spend three months with us refining their products, business models, and go-to-markets.

www.440.ng



A1 Space

A1 Space provides co-working spaces and private offices for entrepreneurs.

www.a1-spaces.com



Abraaj

Abraaj is a global institution investing in growth markets across Africa, Asia, Latin America, the Middle East and Turkey. The Abraaj group have developed a purpose-built approach for investing in growth markets.

www.abraaj.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



Accounting Hub

Accountinghub is Nigeria's No. 1 small business accountant, offering an online and retail shop selling professional accounting services. It brings together a collection of brilliant accountants and consultants offering quality accounting services to Nigerian SMEs.

www.accountinghub.ng



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



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



Adenia Partners

www.adenia.com

Adenia Partners is a private capital-management firm investing in the most promising African businesses.



Adlevo Capital

www.adlevocapital.com

Adlevo Capital is the first private equity firm focused on investments into technology-enabled companies across sub-Saharan Africa. We are a Mauritius-based private equity fund manager founded on the belief that meaningful development in sub-Saharan Africa will be driven by the application of technology to business processes across all sectors.



African Capital Alliance (ACA)

www.acagp.com

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



African Business Angel Network

www.abanangels.org

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.



African Founders

www.african-founders.com

African Founders is connecting entrepreneurs, farmers, and technology companies with global funds to co-create the future of agriculture in Nigeria.



African Private Equity and Venture Capital Association (AVCA)

www.avca-africa.org

AVCA is a member-supported organisation, with members spanning private-equity and venture-capital firms, institutional investors, foundations and endowments, international development finance institutions, professional service firms, and academia. This diverse membership is united by a common purpose: to be part of the African growth story.



Afrilabs

www.afrilabs.com

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.



AfricInvest

www.africinvest.com

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.



Afterschool Graduate Development Centre (AGDC)

www.newsite.graddev.com

Afterschool Graduate Development Centre (AGDC) is a Lagos based capacity development centre for young graduates and ambitious entrepreneurs.



Agile P3

www.agilep3.com

AGILE P3 is known for its focus on helping clients align their corporate strategies with the right projects at the right time.



Alitheia Capital

www.thealitheia.com

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.



Ampion Fellowship

www.ampion.org

Ampion enables entrepreneurs to launch businesses in Africa and use technology for innovation.



Aspen Network of Development Entrepreneurs (ANDE)

www.andeglobal.org

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.



Andela

www.andela.com

Andela builds high-performing engineering teams with the most talented developers from tech hubs across Africa.



Ashoka

www.ashoka.org

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.



Asoko Insight

www.asokoinsight.com

Asoko provides superior data on Sub-Saharan African companies, public and private, to help you identify leads, research-investment opportunities, and monitor corporate developments.



Association of Small Business Owners (ASBON)

www.asbon.org

ASBON is a network of small-business owners, that provides them with access to capacity development and capital.



African Management Services Company (AMSCO)

www.amsco.org/atms

AMSCO is a leading expert on the unique and extreme challenges that scarcity of human capital in Africa poses, African Management Services Company (AMSCO) has been providing human capital solution for more than 25 years.



Avantage Project

www.avantageproject.com

Avantage Project Limited is a business-development and marketing services firm with special focus on activating complex infrastructure projects, packaging and promoting commercial and residential real estate projects, and providing cutting results-driven marketing services to discerning clients. We provide strategic marketing advisory and execution solutions to customers across a broad spectrum within and outside



AWP Network

www.awpnetwork.com

AWP Network runs a pitch competition for young entrepreneurs and women entrepreneurs to provide necessary supports and resources.



Bank of Agriculture (BOA)

www.boanig.com

Bank of Agriculture Limited is the nation's foremost agricultural and rural-development finance institution.



Bank of Industry (BOI)

www.boi.ng

The Bank of Industry Limited (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).



Bolseth Group

www.bolsethgroup.com

Bolseth Group Co-Creation Hub provides startups with co-working space to effectively run business-



British Council

www.britishcouncil.org.ng

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



CAO Partners

www.caopartnersng.com

CAO Partners is focused on SME advisory services with programs tailored for SME to access business development supports.



Capital Square

www.capitalsqua.re

Capital Square provides co-working space services to small businesses in Lagos.



Carrington Youth Fellowship Initiative (CYFI)

www.cyfinigeria.org

The Carrington Youth Fellowship Initiative is a dynamic, youth-based initiative launched in 2011 by the US Consulate General, Lagos. CYFI brings together Nigerian youth of exceptional vision, skills, and experience to design and implement projects that have a positive impact on Nigerian society.

CBO Capital

www.cbocapital.com

CBO Capital provides equity and debt financial support to support business growth. We also provide Corporate Finance and Risk Advisory services. Having a core and thorough background in general corporate finance enables us to adopt a proactive, bespoke approach to company sales; utilising our network of contacts in the business community.





CBN Entrepriseship Development Centres

www.cbn.gov.ng

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



Center for International Private Enterprise (CIPE)

www.cipe.org

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 US Chamber of Commerce. Since 1983, CIPE has worked with business leaders, policymakers, and journalists to build the civic institutions vital to a democratic society.



Center for Technology Innovation (CTI)

www.cti.ng

CTI offer a free space for a community of motivated learners to acquire new technology and critical-thinking skills through curated independent scholarships.



Central Bank of Nigeria (CBN)

www.cbn.gov.ng

The Central Bank Nigeria is responsible for the overall control and administration of the monetary and financial sector policies of the Federal Government.



Centre for Management Development (CMD)

www.cmd.gov.ng

The Centre is actively involved in the regulation of standards, development of managerial manpower for the country and a broad range of skills, to enhance the quality of management and leadership for the attainment of national economic goals.



Centre for Values in Leadership (CVL)

www.cvl.com.ng

CVL is set up to bridge the gap between knowledge and results in the society by empowering young people with leadership skills and values to enable them to make contributions in our society in the areas of entrepreneurship, business, civil society, community development and public life.

Cherie Blair Foundation

www.cherieblairfoundation.org



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.

Citi Foundation

www.citigroup.com/citi/foundation

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)

www.cchubnigeria.com



CCHUB is Nigeria's first open living lab and pre-incubation space designed to be a multi-functional, multi-purpose space where work to catalyze creative social tech ventures takes place. The HUB is a place for technologists, social entrepreneurs, government, tech companies, impact investors, and hackers in and around Lagos to create new solutions to the many social problems in Nigeria.

Consumer Protection Council (CPC)

www.cpc.gov.ng



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

Corporate Affairs Commission (CAC)

new.cac.gov.ng



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

Convergence Partners

www.convergencepartners.com



Convergence Partners, founded in 2006, is an investment management firm focused on the TMT sector in Africa. Convergence Partners has a proven track record of developing new investment opportunities as well as actively adding value to investments across the life cycle of ICT assets.

Covenant Capital Business School



Covenant Capital Business School (CCBS) is the business training arm of Covenant Capital. The school focuses on equipping entrepreneurs by teaching them requisite business skills to better manage and grow their businesses.

www.covenantcapital.org/business-school

Cranium One



Cranium One is a shared working space for entrepreneurs and small businesses located in the heart of Lagos, Victoria Island. The design and operation of the space function as a convener, to encourage collaboration among its members.

www.craniumone.com

Cre8space



Cre8Space provides a meeting point in Nigeria's financial capital, for technology start-ups, venture capitalists and established banks to collaborate and grow the fledgling industry. Members are expected to include companies with products and services in machine learning, lending, digital-banking solutions, trading, cyber-security, data analytics, payments, cryptocurrency, insurance, wealth management and beyond.

www.cre8.work

CSR-in-Action



CSR-in-Action is a conglomerate of three sustainability-driven businesses; Consulting, Training and Advocacy. Our mission is to to redefine the sustainability terrain in Africa through collaborative strategies with stakeholders aimed at attaining higher levels of corporate governance, workplace and sustainable philanthropy.

www.csr-in-action.org

Dalberg Global Development Advisors



Dalberg is a strategy and policy advisory firm exclusively dedicated to global development and innovation. The Dalberg Group combines strategy, capital advisory, and research capabilities into an integrated offering. Founded in 2001, Dalberg has experience in over 90 countries and has over 40 nationalities and over 60 languages represented amongst its full-time employees. The firm delivers unrivalled insight across a range of sectors for both public and private sector clients across the globe.

www.dalberg.com



DayStar Leadership Academy

www.dlaonline.org

Daystar Leadership Academy teaches people strong leadership and management skills to help people manage themselves, their family, and organizations.

Delegation of German Industry and Commerce in Nigeria

www.nigeria.ahk.de

Delegation of German Industry and Commerce in Nigeria hosts the German African Business Summit (GABS) which focuses on Africa's economic potential and discuss future trends in African-German cooperation.



Department for International Development (DFID)

www.gov.uk/government/world/organisations/dfid-nigeria

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."



Doreo Partners

www.doreopartners.com

Doreo Partners invests in agriculture for greater productivity and job creation, collaborating with small businesses in the agriculture value chain and rural farmers to improve productivity and increase revenues.



Emerging Capital Partners

www.ecpinvestments.com

We are a Pan-African private-equity firm raising funds and co-investment for growth-capital investments in over 40 countries on the African continent. ECP has over 15 years of experience investing in Africa.



Enhancing Financial Innovation and Access (EFInA)

www.efina.org.ng

The program is funded by UK DFID and it aims to promote financial access and market development.



Enterprise Creative

www.enterprisecreative.org

Enterprise Creative is a nonprofit social enterprise. It provides business-support services and professional development for aspiring, emerging, and established creative entrepreneurs and practitioners. It also hosts key events to promote business and professional opportunities in the creative sector.





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www.enterprisecreative.org

Enterprise Development Centre (EDC) 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.pau.edu.ng/edc



Ernst & Young (EY)

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



FATE Foundation

FATE Foundation is one of Nigeria's leading non-profit organisations. The primary focus of FATE Foundation includes: entrepreneurship education, enterprise support, research and policy advocacy.

www.fatefoundation.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



Federal Institute of Industrial Research (FIIRO)

The Federal Institute of Industrial Research, Oshodi (FIIRO) is a parastatal under the agency of the Federal Ministry of Science and Technology to foster industrialisation and socio-economic development.

www.fiiro.org





Federal Ministry of Communications Technology (FMCT)

www.commtech.gov.ng

The Ministry of Communications was created to foster a knowledge-based economy and information society in Nigeria. The Ministry was created to facilitate information and communication technology 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 Industrial Trade and Investment

www.fmiti.gov.ng

The Federal Ministry of Industrial Trade and Investment was established to drive the growth of the Nigerian economy, using the model implemented in both developed and emerging economies.



Ford Foundation

www.fordfoundation.org

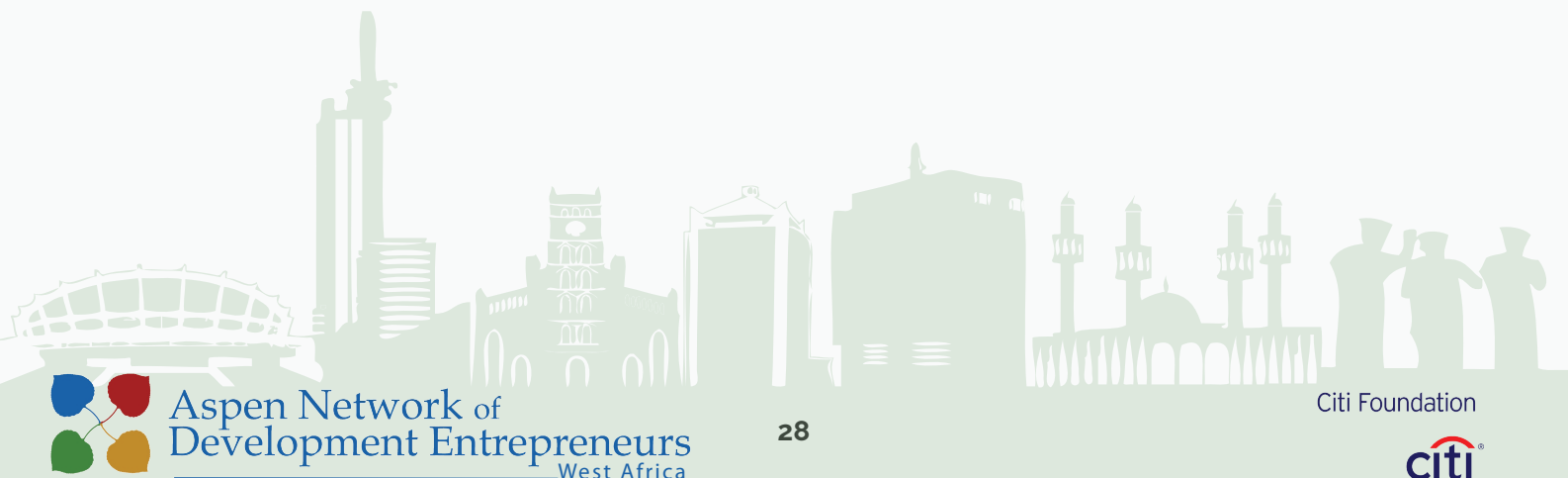
Ford Foundation is an independent, nonprofit grant-making organization. For 75 years it has worked with courageous people on the frontlines of social change worldwide, guided by its mission to strengthen democratic values, reduce poverty, and injustice, promote international cooperation, and advance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



Franco-Nigeria Chamber of Commerce and Industries

www.france-nigeria.fr

The Lagos-based French Chamber of Commerce and Industries supports both local and French-owned businesses in Nigeria.



Garden Institute of Business and Entrepreneurship

www.venturegardengroup.com

Venture Garden Group's business-training institute, the Garden Institute of Business & Entrepreneurship, and its newly created investment vehicle, GreenHouse Capital, provide early-stage high-growth technology start-ups with investments and support infrastructure. We focus on start-ups in Sub-Saharan Africa, as well as African-run start-ups domiciled in the US or UK with products that are scalable in African markets.



Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)

www.giz.de

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.



Global Alliance for Youth Leaders (GAYL)

www.globalallianceforyouthleaders.org

GAYL is committed to equipping youth leaders, entrepreneurs and stakeholder 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.



Grameen Foundation

www.grameenfoundation.org

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



GroFin

www.grofin.com

GroFin provides small and medium enterprise (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.





iDEA-Nigeria

www.idea-nigeria.org

iDEA-Nigeria supports a new generation of Nigerian digital entrepreneurs to develop innovative solutions and business models that make businesses and commerce more efficient, provide new ways to deliver government and social services, and help reduce poverty and unemployment.



Growing Businesses Foundation (GBF)

www.gbfn.org

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



Growth and Employment in States (GEMS)

www.gemsnigeria.com

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

www.gc.fund

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.



Henshaw Capital Partners

www.gc.fund

Henshaw Capital Partners is a private equity firm that promotes the venture capital and private equity industry in Nigeria. Henshaw develops private equity and venture capital products and services that catalyse the industry.



HT - Limited

www.ht-limitedng.net

HT-Limited is business management consulting firm, offering support in business development, human resources management and administration.



International Finance Corporation (IFC)

www.ifc.org

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.



KPMG

www.home.kpmg.com

KPMG provides research, accounting, and other related advisories for businesses.



Kuramo Capital

kuramocapital.com

Kuramo Capital Management, LLC ("Kuramo Capital") is an independent investment management firm that provides targeted global investment management services to institutional clients and ultra-high net worth individuals, focused on alternative assets in emerging and frontier markets.



L5Lab

www.l5lab.com

Provides seed-stage investment to existing technology start-ups with a high potential to grow.



Lagos Angel Network (LAN)

www.lagosangelnetwork.net

The Lagos Angel Network (LAN) is a nonprofit entity set up for the purpose of organizing seed funders to invest in start-up businesses. LAN is an association of committed members that provide early stage, seed funding and mentoring for start-up entrepreneurs.



Lagos Business School (LBS)

www.lbs.edu.ng

LBS is a community of people committed to creating and transmitting management and business knowledge based on a Christian conception of the human person and of economic activity and relevant to Nigeria and Africa at large. We strive to be a world-class business school which will have a significant impact on the practice of management.



Lagos Chamber of Commerce and Industries (LCCI)

www.lagoschamber.com



The Lagos Chamber of Commerce and Industry was established for the promotion and protection of trade and Industry and to represent and express the opinion of the business community on matters affecting trade and industry in the city of Lagos, the Lagos Port Complex, Lagos State, and where applicable, the whole Federation.



Lagos CoWork

Lagos CoWork is a part of 3invest Company, and it provides an on-demand workplace for start-ups and growing businesses.

www.3invest.org/lagoscowork/



Lagos Inland Revenue Service (LIRS)

LIRS is a revenue-collecting arm of the Lagos State Government saddled with the responsibility of collecting taxes and other revenues.

www.lirs.gov.ng

Lagos State Employment Trust Fund

www.lsetf.ng

The Lagos State Employment Trust Fund (LSETF or the Fund), was established by the Lagos State Employment Trust Fund Law 2016 to provide financial support to residents of Lagos State, for job, wealth creation, and to tackle unemployment. LSETF serves as an instrument to inspire the creative and innovative energies of all Lagos residents and reduce unemployment across the State. The Fund has the mandate to directly invest N25 billion in helping Lagos residents grow and scale their micro small and medium enterprises (MSMEs) or acquire skills to get better jobs.



Landmark Centre

www.landmarklagos.com

Landmark Centre is a unique venue which offers the perfect setting for a range of events and provides serviced office space to supporting business growth.



LeadPath

www.leadpath.com.ng

Leadpath Nigeria is aimed at providing short, medium, and long-term funding to small and medium-sized start-up businesses in high growth technology areas such as software, web and mobile technologies.



LeadSpace

www.leadspace.com

LeadSpace is a program and a sister company of Passion Incubator which provides access to co-working space for entrepreneurs.



LEAP Africa

www.leapafrika.org

LEAP Africa is one of Nigeria's leading nonprofit organisation with focus 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.



LitCaf

www.litcaf.com

LitCaf is a co-working space in Yaba, Lagos. LitCaf builds a community of people who do things well and provide an avenue for professionals and business people to network.



LYFE Camp

www.lyfecamp.com

LYFE Camp is a pipeline-development company that works to discover entrepreneurial talents and connect them with the resources they need to take them to the next level.



Mara Foundation

www.mara-foundation.org

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 ecosystem to support entrepreneurs with a particular focus on youth and women entrepreneurs.





Meltwater Entrepreneurial School of Technology (MEST)

www.meltwater.org

MEST offers aspiring African entrepreneurs a fully sponsored intensive twelve-month program. Sourced from top graduates in Ghana, Nigeria, Kenya and South Africa, these Entrepreneurs-In-Training (EITs) are selected each year to receive comprehensive training across the spectrum of skills required to build successful tech businesses, including computer programming, software development, product management, finance, marketing, sales, and leadership best practices.



MindTheGap

www.mindthegap.ng

MindTheGap is a policy, project, and technology-based community. It is also a youth-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.



MTN Foundation

www.foundation.mtnonline.com

The MTN Nigeria Foundation Limited was established to focus MTN Nigeria's efforts with its corporate social responsibility initiatives to help reduce poverty and foster sustainable development in Nigeria.



Naspers

www.naspers.com

Naspers is a global internet and entertainment group and one of the largest technology investors in the world.





National Agency for Food Drug Administration and Control (NAFDAC)

www.nafdac.gov.ng

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)

www.nbti.gov.ng

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)

www.nitda.gov.ng

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



National Youth Service Corps (NYSC)

www.nysc.gov.ng

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





Nigerian Association of Small Scale Industrialists (NASSI)

www.nassi.org.ng

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



Nigeria Export and Import Bank (NEXIM)

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.



Okemscube

www.okemscube.com

Okemscube is a digital marketing organisation that offers both online and offline training which imparts knowledge and skills to million of users worldwide.



Omidyar Network

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

www.osiwa.org

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



Oxfam

www.oxfam.org

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



Palladium

www.thepalladiumgroup.com

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 e.g. 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.



Paradigm Initiative Nigeria

www.pinigeria.org

Paradigm Initiative is a social enterprise that builds an ICT-enabled support system and advocates digital rights in order to improve livelihoods for underserved youth.



Passion Incubator

www.passionincubator.ng

Passion Incubator provides innovative start-up entrepreneurs with the most critical resources to launch lean start-ups that can grow fast and where success can be quickly institutionalized.



Poise Nigeria

www.poisenigeria.org

The Poise Nigeria School of Communication centers on rebranding individuals and organisations to attain excellence in written, verbal, and nonverbal communication by providing enduring solutions to combat fundamental deficiencies.



PwC

www.pwc.com

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 to delivering quality in assurance, tax, and advisory services.



RegCharles Finance and Capital Ltd

www.rfcng.com

RegCharles supports capacity-building, entrepreneurship, and inculcates savings culture by providing tailored financial solutions and advisory services to a distinct set of clients different from competition such as consumers and households; GEN-Ys, Micro, small and medium scale enterprises (SMEs) with a possibility of extension to top level firms; Nonprofit making organizations.



Regus

www.regus.com.ng

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



Rising Tide Africa

www.risingtideafrica.com

The Rising Tide Africa is aimed at increasing women's participation in angel investing in Africa.



Sahel Capital

www.sahelcp.com

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



Sasware

www.saswarenigeria.com

Sasware is a technology-investment company that provides seed funding for technology and technology-enabled start-ups and those in their growth phase. Our goal is not just to provide organizations with seed funding, but to also provide young entrepreneurs with the tools and resources they need to develop and take their business to the next level.



Sceptagon International

www.sceptagon.com

Sceptagon International is an Africa-focused business development firm established in 2014 that operates in the areas of franchising & international partnerships, funding and capital, training and development, as well as business-support; serving SMEs, MNCs, Public sector, NGOs, and private clients.



Seedspace

www.lagos.seedspace.co

Seedspace provides an affordable working space and environment for entrepreneurs to thrive.



Sesewa

www.sesewa.org

Sesewa is aimed at cultivating and maximizing the innate potentials of Nigerian youth by providing them with platforms for development. Sesewa provides various programs and services to bridge the wide gap between the Nigerian student, and corporate Nigeria.



She Leads Africa

www.sheleadsafrica.org

She Leads Africa is a community that helps young African women achieve their professional dreams. With engaging online content and pan-African events, our vision is to become the No. 1 destination for smart and ambitious young women.



Singularity Investments

www.singularityinvest.com

Singularity Investments look to invest in and support dynamic entrepreneurs and teams that lead disruptive technology, media and telecommunications companies which are building the future. Our focus is at the early and growth stages of these businesses, where we can provide real strategic value through our network and experience to help them achieve scale.



Synergy Capital

www.synergycapitalmanagers.com

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.



Small and Medium Enterprises Development Agency of Nigeria (SMEDAN)

www.smedan.gov.ng

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 Nigeria economy. The Agency positions itself as a one-stop Shop for MSME development in Nigeria.

Smallfoundation

Small Foundation

www.smallfoundation.ie

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.



SME Funds

www.smefunds.com

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

SPARK

Spark

www.spark.ng

Spark is a company that focuses on building great internet start-ups in Nigeria. The goal of Spark is to support internet-based businesses in Nigeria to scale.



Standard Organisation of Nigeria (SON)

www.son.gov.ng

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



Stanford Seed

www.gsb.stanford.edu

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

STRANGER

Stranger Lagos

www.strangerlagos.com

Stranger Lagos is a concept store inspired by the need to share our curiosities and interests with a wider audience. We offer co-working space to businesses in Lagos.

TERRA
kulture

Terra Kulture

www.terrakulture.com

Terra Kulture offer a co-working space for freelancers and students looking for a quiet and affordable space where they don't have to worry about power outages or Internet subscriptions.



The Design Institute Lagos

www.lagos.design

The Design Institute Lagos hosts Lagos Labs, a competition that invites teams of contestants to develop innovative solutions to Nigerian societal, infrastructural, and environmental challenges, and provides them with educational guidance along the path to prototyping and possibly implementing their projects.



The Future Project

www.thefutureafrica.com

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 JobMag

www.thejobmag.com

The JobMag is a firm dedicated to the capacity-building of your professional and the business they work for. Birthed in 2010, JobMag has been providing varied human and corporate capacity-development solutions across different sectors.



The Longe Practice

www.thelongepractice.com

The Longe Practice is a start-up focused law firm in Nigeria. The firm is positioned to service start-up businesses and entrepreneurs at various stages of their business.



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 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.



The Scratch Board

www.thescratchboard.com

The Art of the Start is a training program aimed at building sustainable businesses, start-up and supporting aspiring entrepreneurs and their enterprises.



Third Sector Development

Third Sector Development was created to promote and encourage the use of best practices, professionalism, and growth in the third sector while discouraging ad hoc and ineffective management styles.

TLcom Capital

www.tlcomcapital.com

TLcom Capital LLP is venture capital firm based in Nairobi, Lagos and London, investing since 1999 in Telecom, Media and Technology (TMT) companies in Europe, Israel and Sub Saharan Africa (SSA). Our investment strategy is to identify, back and assist high quality entrepreneurs and management teams with disruptive technologies and business models, compelling intellectual property and deep market knowledge targeting large growing markets.

TLcom Capital LLP

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.



Two Edge Partners Global

www.2edgepartnersglobal.com

Two Edge Partners Global Limited is an independent business advisory, intermediation, and social-services firm owned by its partners, offering the highest quality social, corporate, and strategic-advisory services to its clients. These clients include major private and public-owned companies, mutual organizations and the private equity and infrastructure community.



Unique Venture Capital Management Company

www.uvcmc.com

Unique Venture Capital Management Company Limited is an SME-focused private-venture capital investment firm established in 2004 by five major Nigerian banks.



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.





Unlock Consulting Limited

Unlock Consulting helps businesses create and sustain competitive advantage in market and provide training programs aimed at supporting SMEs with relevant skills required to scale operation.

www.unlockconsultingltd.com



USAID

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

www.usaid.gov



Valucon

Valucon's enterprise-development services focus on the entrepreneurs' most critical issues and opportunities in the ecosystem.

www.valucon.com.ng



Vectis Capital

Vectis Capital is a venture-capital and private-equity firm specializing in seed, start-up, and growth financing. The firm typically invests in fast-growing companies in all sectors.

www.vectis.gr



Venia Business Hub

Venia Business Hub provides business development and infrastructural support (co-working space) for start-up companies.

www.veniabusinesshub.com



Venture Garden Group

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.venturegardengroup.com



W - Holistic Business Solution

W-Holistic Business Solutions is a professional service firm that delivers real impact, value, and results through projects supporting economic growth and development. We work closely with entrepreneurs, international and local private-sector actors, federal and state governments, development/donor agencies, investors, academia, membership-based organisations and nonprofits in a range of sectors. Our unique positioning is the intersection between development, social, and commercial sectors.

www.w-hbs.com



WEConnect International

www.weconnectinternational.org

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

"we"novation HUB



Wenovation Hub

www.wenovationhub.org

Wenovation Hub is a pioneer innovation accelerator located in Nigeria, with offices in Lagos and Ibadan. It focus on social-impact sectors including education, agriculture, health care and infrastructure; and emphasizes the importance of job creation in all our programs.



West Africa Vocational Education (WAVE) Academy

www.waveacademies.org

The work of WAVE Academy spans across seeking, training and connecting youths to jobs, counselling, and other activities to ensure they stay on the job continuously striving to change the hiring mindset (Competency vs Literacy).

Young Africa Leaders Initiative (YALI) Network

www.yali.state.gov



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.

Youth for Technology Foundation

www.youthfortechology.org

Youth for Technology Foundation (YTF) is an international nonprofit citizen-sector organization which partners with low-income communities in the US and with rural communities in developing nations to create rich learning environments for youth and women to identify problems, learn about the causes, and apply appropriate technology as they solve critical problems in their home communities.



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

Olatunji Ajani
ANDE West Africa Coordinator
Olatunji.ajani@aspeninstitute.org

Joshua Adedeji
Consultant, ANDE West Africa Chapter
Joshua.adedeji@aspeninstitute.org



www.andeglobal.org



@ANDEWestAfrica