

Impact fact sheet Q1/2019

Tech Entrepreneurship Initiative “Make-IT in Africa”

About Make-IT in Africa

The ‘Tech Entrepreneurship Initiative Make-IT in Africa’ promotes digital innovation for sustainable and inclusive development in Africa. Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH implements this project on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ), as part of BMZ’s Digital Africa Initiative.

In close collaboration with more than 30 corporate and financing partners, social enterprises, hubs, and networks, ‘Make-IT in Africa’ supports the growth of an enabling environment for young entrepreneurs in the digital sector – to facilitate better access to finance, markets and skills.

Impact since 2017 ...

... **148 digital entrepreneurs** from 22 countries in East and West Africa have received support directly from Make-IT, to build capacity, acquire equity investment (of more than USD 2 million), set up their businesses, establish new partnerships and scale up their innovations. 48% of these are female founders.

... **6,024 founders and employees** in tech start-ups and their local business partners have improved their capacity for growth, increased income and developed future-proof employability.

... more than **2,9 million people** have already been reached through innovative digital products from start-ups with a high potential for social impact in key sectors. These include e-agriculture, e-health, fintech, education and smart energy.

Good Practice for Q1/2019: Start-up “Track Your Build”

Track Your Build aims to prevent future disasters, such as landslides or forest fires affecting populated areas, through good planning. The start-up creates maps for risk assessment using data captured with drones and also provides evaluations of this digital data. Equipped with Track Your Build’s risk maps, urban planners can plan roads, power lines, fibre-optic cables and water supply and wastewater disposal systems that are, as far as possible, future-proofed against extreme weather events. Track Your Build already works for the UN and development cooperation organisations. The tech start-up participated in several activities of Make-IT in Africa. Such as the Make-IT’s

accelerator programme (01-09/2018); the current joint accelerator with Airbus: [#Africa4Future](#) - Airbus BizLab and a delegation visit of CeBIT in June 2018, where they gained insights into the German market and business ecosystem. Due to the capacity development received, Track Your Build has managed to introduce new products into their portfolio and expand its services from domestic to a regional market range resulting into a significant increase of their total revenue.



Edmond Nonie,
Managing Director
of Track Your Build
pitching at
[#Africa4Future](#)
Summit Day in Cape
Town,
Photo taken by Alex
Birns

Good Practice for Q1/2019: Make-IT in Africa and Airbus Bizlab Kick-Off [#africa4future](#)

[#Africa4future](#) is a joint accelerator programme by the Tech-Entrepreneurship Initiative Make-IT in Africa (GIZ) and the Airbus BizLab startup programme to support upcoming entrepreneurs in the field of aerospace technologies. With the kick-off in January ten start-ups were selected to go through the six-month programme, receiving technical & business trainings. During a study tour in March, between Toulouse and Berlin, the start-ups were linked with different experts, clients and partners and created a platform for direct knowledge exchange and cooperation.



Founders of the ten
start-ups with Grazia
Vittadini, Airbus
CTO and Dirk Hoke,
Airbus D&S CEO at
Airbus BizLab in
Toulouse,
Photo taken by
Airbus BizLab

Better Access to Capital

Mentoring prepares tech entrepreneurs for cooperation with financing partners and due diligence. VC4A Venture Capital created 60+ mentoring partnerships. More than 100 mentors receive capacity building and participate in a mentoring network.

Investment Guides for [Nigeria](#) and [Kenya](#) provide orientation in the diverse financial sector. The first two guides include 63 profiles of investors in Make-IT's pilot countries, as well as self-assessments and financing mechanism guidance for tech start-ups. An interactive online version will be published in 2018.

Pitching events promote the exposure of tech start-ups to investors through roadshows, presentations and direct contacts. 154 tech start-ups had the opportunity to pitch in front of investors, raising more than USD 2 million.

Better Access to Markets

Matchmaking Tools (jointly implemented with DIHK and AHKs) promote cooperation of tech start-ups with corporate partners through delegation trips, trade fairs, B2B events and business partner searches. 228 start-ups have participated in these event formats, thereby creating hundreds of new business contacts.

Digital Innovation Made in Africa is a trendscouting and showcase series to promote the international visibility of digital innovations through publications, competitions, web clips and exhibitions. 47 showcases with high potential for social impact have been featured internationally.

Better Access to Knowledge and Talent

Jointly with various start-up enablers and international corporates, Make-IT conducts programmes through the "Partners in Acceleration" (PiA) approach. In our partnership with Airbus BizLab the [#Africa4Future](#) accelerator programme supports, ten selected tech entrepreneurs in the field of unmanned logistics and remote sensing. Also by partnering with the [Tony Elumelu Foundation](#) we managed to reach 210 entrepreneurs with a 12-week online training programme designed to equip African entrepreneurs and foremost young women with the skills needed to build strong and sustainable businesses, while providing them with access to seed funding.

The **Make-IT Start-up Pool** is a pipeline of supported start-ups and is the basis for networking, talent seeking and peer learning. More than 148 profiles have been certified by Make-IT's quality criteria for tech start-ups with high potential for social impact.

Towards a Collaborative Open & Rising Ecosystem (CORE)

Ecosystem support facilitates multi-stakeholder dialogue, knowledge sharing and capacity development, leading into the preparation of policy recommendations. A series ecosystem meet-ups in Nigeria proposed policy topics addressing on how to bridge the funding gap for start-ups. Also collaboration possibilities have been enabled such as creating effective hub networks in Nigeria.

Make-IT Desks in Accra, Tunis, Lagos, Nairobi and Berlin coordinate Make-IT and are the point-of-contact for all partners in the digital ecosystem. They provided capacity building for local innovation & ICT related Ministries to establish the "Kenyan Association of Startup and SME Enablers" (Kasse), and the "Office for ICT Innovation and Entrepreneurship" (OIIE) in Nigeria and "Smart Tunisia".

All Partners at a Glance

Make-IT Alliance

Airbus
Afrika-Verein
Afrolynk
Ashoka
Autodesk
Betterplace lab
Bitkom
Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
DIHK (Association of German Chambers of Commerce and Industry)
Deutsche Post DHL Group
German Asia-Pacific Business Association (OAV)
GFA Consulting
GreenTec Capital Partners
IBM Germany
Impact Hub Global
Merck
Orange SE
Siemens
SAP SE
Westerwelle Foundation
World Summit Awards (WSA)

Strategic and Local Partners

Airbus
ABAN
Allied Crowds
Aiivon
CEBIT
Co-Creation Hub Nigeria
Competitive African Rice Initiative (CARI)
Delegation of German Industry and Commerce in Kenya & Nigeria (AHK)
Endeva
German-African Business Association (AV)
HYBR
I4Policy
Konnektiv
KFW
Nailab
OIIE
Smart tunisia
Social digital innovation Initiative (SDI)
Tony Elumelu Foundation
University of Nairobi
VC4A (Venture Capital for Africa)
Viktoria Ventures
Wennovation Hub Nigeria

Implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
Tech-Entrepreneurship-Initiative Make-IT in Afrika
Dag Hammarskjöld Weg 1, 65760 Eschborn, Germany
T + 49 (0) 6196 79 2102
make-it@giz.de
www.make-it-in-africa.org
Responsible Dr Jan Schwaab

On behalf of Federal Ministry for Economic Cooperation and Development (BMZ)
Division 112 Digital technologies in development cooperation
Addresses of the BMZ offices
BMZ Bonn
Dahlmannstraße 4
53113 Bonn, Germany
T +49 (0)228 99 535-0
F +49 (0)228 99 535-3500
poststelle@bmz.bund.de
www.bmz.de
BMZ Berlin
Stresemannstraße 94
10963 Berlin, Germany
T +49 (0)30 18 535-0
F +49 (0)30 18 535-2501

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