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# BIC Africa Highlights 2022

Connecting African Business Incubators

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## About BIC Africa

BIC Africa, funded by the European Union, is a regional network supporting selected business incubators (BIs) in stimulating entrepreneurship and creating and consolidating new innovative start-ups in Angola, Ethiopia, Madagascar and Somalia, with a specific focus on youth and women. We seek to strengthen entrepreneurship and foster decent job creation and sustainable livelihoods.

We support, connect, and promote business incubators, tech hubs and innovators of all kinds, and we explore business and public/private investment opportunities with local and European initiatives and companies.

BIC Africa is implemented by EBN (European Business and Innovation Centre Network). The project will run from 2021 to 2025.

### Country Projects

The country projects are established by the Delegations of the European Union in collaboration with local implementing partners and consolidate the selected business incubators of each country. BIC Africa will provide the country projects with dedicated capacity building and networking support, while providing networking services to the wider incubation ecosystem in the region, to extend the network ultimately to other countries.





# 2022 European Boot Camp:

29<sup>th</sup> and 30<sup>th</sup> November in Brussels, Belgium

A total of 16 business incubators from Angola, Ethiopia and Madagascar participated in the BIC Africa European Boot Camp. In Addition, the boot camp brought together business support organisation from Africa, European business incubators from the EBN network, and other innovation stakeholders. The programme facilitated intercontinental connections.

Using the European Boot Camp we capacitate and connect business incubators and support organisations with a well curated capacity building programme and help developing a community.

A platform for business incubators to receive top-level training to strengthen their capacity and competencies in designing and running quality support programmes in their respective countries.



On-site Boot Camp Training



# Annual Gathering



## BIC Africa Annual Gathering 2022: Connecting African Business Incubators

The first **BIC Africa Annual Gathering** was held on the 17<sup>th</sup> of November 2022 in Addis Ababa Ethiopia, bringing together key stakeholders and actors of the innovation and entrepreneurship ecosystem from Angola, Ethiopia, Madagascar, Somalia and Comoros.

Organised by EBN in close coordination with the Delegation of the European Union to Ethiopia and the BIC Ethiopia project.



2022 has been about Connecting African Business Incubators, seeing tangible results across target countries and expanding project activities.



# Business Idea Challenge 2022

## About the Prize

The BIC Africa and AeTrade Group, supported by the African Union, had entered into a partnership to support and accelerate the most promising youth-led African start-ups. Within this context, 10 African entrepreneurs from 9 African Countries were supported by EBN experts with mentoring sessions in 2022 in order to help them strengthen their businesses and prepare them for a final pitching competition. The jury, made up of experts from across different sectors of the industry, decided the 2 winners among the most promising start-ups led by youth. The winners were awarded each with a 4000 EURO cash prize.

Within the framework of the the 17<sup>th</sup> African Union Summit on Industrialization and Economic Diversification and the Africa Industrialization Week (AIW2022), that took place in Niamey (Niger) and online, BIC Africa and AeTrade Organised the Awards Ceremony on the 23<sup>rd</sup> of November, were H.E. Albert M. Muchanga Commissioner for Trade and Industry of the African Union Commission and Mr Muluaem Syoum CEO of AeTrade Group, graced the ceremony as special guests and presented the certificates to the winners.

## Winner Entrepreneurs spotlight:



**Beverly Senda**  
Founder, Pana + Care  
Kenya

Beverly Senda is the founder of Pana+Care. Pana+care’s purpose is to help bridge the healthcare gap in Africa by spearheading inclusive digital technology to meet the healthcare needs of most Africans. They are passionate about remote care and diagnosis so that citizens never have to worry about health.

*“Pana+Care’s purpose is to help bridge the healthcare gap in Kenya by spearheading inclusive digital technology to meet the healthcare needs of most Kenyans. We’re passionate about remote care and diagnosis so you never have to worry about your health. The funding will aid in catering for the operational expenses that are part of the execution of the project to each segment in Kenya. I really appreciate the faith of BIC Africa and Aetrade in the solution and the support provided.”*








**Fela Akinse**  
Founder, SALUBATA  
Nigeria

Fela is a multi-award winning entrepreneur and inventor; a graduate of the University of Lagos in Environmental Toxicology & Pollution Management. Having resigned as a business analyst and an environmental scientist, he founded the cleantech company, SALUBATA. He currently owns a patent for making modular shoes from recycled plastic waste. Salubata has now footprints in over 32 countries.

*“At Salubata, Our near goal is to reach a critical mass of 1 million shoes made from plastic waste per annum, collect these shoes and then recycle them back into other shoes; thus attaining a closed loop system where zero waste escapes. We believe this award will create a potential opportunity to enable us and would be an avenue to network with potential industry experts to help drive sustainable business strategies for my team and I. This opportunity would give us a chance to reach our potential in creating a long-lasting legacy which would help dent a colossal impacts in the global business space.*



*The closing ceremony was organised to recognize not only the winners but also all young aspiring innovators, and also to provide them guidance in their entrepreneurial journey”*  
*Robert Sanders, Team Leader of BIC Africa at EBN.*

-  2 winners
-  4K cash prize each
-  10 finalists from 9 African countries
-  30 Entrepreneurs shortlisted for final pitching
-  71 Applications received from different African countries



# Country Project Visits: Ethiopia and Madagascar

In May and September 2022, Robert Sanders, team leader of BIC Africa at EBN, had a working visit to the Ethiopia and Madagascar respectively. Organised in close cooperation with the EU delegations to both countries and the implementing partners of the country project The aim of the visits was to meet with the country projects, business incubators and stakeholders from the start-up ecosystem and to understand a range of issues that currently business incubators', entrepreneurs, and start-ups are facing. Hence, the country projects and BIC Africa streamline the actions and services, specific to the countries, with the best capacity building programme, resources and connections to stimulate a shift in the entrepreneurial landscape. In addition, Robert has also visited and met with the different business incubators, co-working spaces, start-ups, entrepreneurs, and other relevant actors in the countries.



*“ We greatly appreciated the welcome from Oliver Petzoldt leading the BIC Ethiopia team, and also the EU Delegation -it was a pleasure to meet several business incubators and other actors from the Ethiopian ecosystem.*

*In Madagascar, I am grateful to Murielle Lesales (EU Delegation) and Volatiana Rakotondrazafy (UNIDO) for introducing us to many incubators and other stakeholders. In both countries it was wonderful to have the opportunity to explore with business incubators how BIC Africa can help them to network with peers across Africa, and also open connections for them and their client companies to European markets and opportunities”*

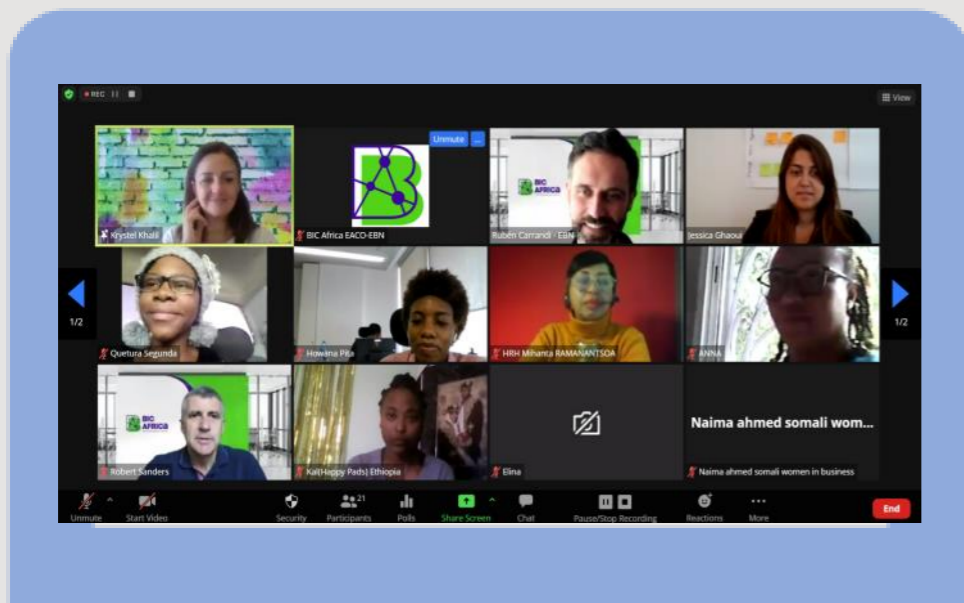
*Robert Sanders, BIC Africa*



# Acceleration Programme for Women Entrepreneurs

Though this programme, BIC Africa provide hands-on support for fast-growing, early-stage women entrepreneurs across all sectors and business types, through a combination of online training modules, coaching sessions, mentoring individual exercises and networking opportunities for women entrepreneurs from Angola, Ethiopia, Madagascar and Somalia. The programme facilitated by international incubation and entrepreneurship experts.


The second edition of BIC Africa business acceleration programme for women Entrepreneurs was held from May to October 2022 online, and it supported 21 entrepreneurs selected from the four target counties, selected among 65 applications.




 21 Women entrepreneurs trained


 4 Networking sessions

 20 Weeks

 4 Coaching sessions on specific topics

 8 Training sessions

 100+ Curated resources created and shared

 8 One-to-One one-hour online mentoring

 10+ Sectors the entrepreneurs are operating in



# The 2<sup>nd</sup> Cohort Acceleration Programme

## Lessons

According to a survey carried out after the programme, 80% of the participants are satisfied or very satisfied with the activities and 100% consider that the programme has contribute to the growth of their business , including improve market strategies and market acquisition, investment readiness, better financial management, embedding innovation in the business process, improve team management, opportunities for personal development, business expansion and pitching.

**100%**

*Contributed to the growth of their business .*

**80%**

*Overall programme satisfaction*

## BIC Africa Women Entrepreneurs' Community Building

The objective of BIC Africa's Women Entrepreneurs community building is to create a community of entrepreneurs that will enables them to collaborate, co-create and exchange their experiences to increase peer-learning. In addition, to foster sustainable and long-term relationships where they can build lifelong connections with their peers from different localities. The communities were created on LinkedIn ([BIC Africa Club for Female Entrepreneurs'](#)) and also on WhatsApp.





# BIC Africa in External Events

A review of key events that have enabled BIC Africa to expand our reach and impact across the African and European ecosystems.

## TEI Investing in Young Businesses in Africa (IYBA) Working Group on Ecosystem Development Online Workshop

In July 2022 BIC Africa participated at the Team Europe Initiative (TEI) Investing in Young Businesses in Africa (IYBA) Working Group on Ecosystem Development, an online workshop with External Stakeholders.

The workshop aimed at understanding how best practices can inform the design of IYBA Supporting Entrepreneurship Ecosystem Development (SEED) and presenting IYBA-SEED to external partners.

The TEI IYBA -SEED is part of the third building block of the Team Europe Initiative 'Investing in Young Businesses in Africa', which is made up of three building blocks



## EBN Congress 2022: Transition Towards 2030

More than 200 attendees were able to visit the BIC Africa booth at the EBN Congress in May 2022, the first one taking place in person since 2019, and were able to speak with the project team.

BIC Africa, the Regional Network supporting business incubators in Africa, was featured during a panel discussion on relevant initiatives of the European Union (EU) to support private sector development, business incubators, start-ups, and entrepreneurs.

The event showcased tested methodologies, best practices, and facilitated exchanges that leverage the exceptional transformative power of innovation.



# Events Highlight

## The first Africa-Europe D4D Hub Multi-Stakeholder Forum

The African Union – European Union (AU-EU) Digital for Development (D4D) Hub Multi-Stakeholder Forum took place, for the first time, under the theme ‘Digital transformation for sustainable development in Africa’ on the 18<sup>th</sup> of March 2022.

BIC Africa contributed to the ‘Fostering Africa-Europe peer-to-peer partnerships for inclusive digital transformation’ panel, remarking that sharing, exchanging, and learning from each other are essential to nurturing innovation and entrepreneurship. In addition, BIC Africa highlighted the role of creating and building opportunities for sustainable networking and collaboration between digital ecosystems in both continents as key for success.



## The 7<sup>th</sup> edition of the EU-Africa Business Forum (EABF)

The 7<sup>th</sup> edition of EABF, co-organised by the EU and AU, was held from 14<sup>th</sup> to 18<sup>th</sup> of February 2022 Online and in Brussels. BIC Africa, in partnership with AeTrade Group, participated in two high-level hybrid panels and in the online exhibition. On the 16<sup>th</sup> of February, EBN’s CEO Laura Lecci participated in the ‘Building Bridges Through Youth Innovation and Entrepreneurship’ where she shared how EBN works towards supporting businesses grow.

On the 17<sup>th</sup> of Feb, Robert Sanders joined Jutta Urpilainen, EU Commissioner for International Partnerships and H.E. Prof. Mohammed Belhocine AU Commissioner for ESTI for the panel ‘Bridging the Finance, Investment and Skill Gaps and Developing Youth Entrepreneurship’ covering support and opportunities available for African MSMEs and how to foster economic growth.



# Get in touch

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