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SECTOR: WASTE MANAGEMENT





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1. Full Name: OLUWASEYI AKANBI

Business Name: Zero-Waste Management Konsult

Country: Nigeria

Year of funding: 2017

Impact area: Waste management

In Nigeria today, illegal dumping of refuse, mainly in industrial and municipal areas, has become a significant concern to humans and the environment. The present [environmental](#) pollution derived from solid waste littering has created a lot of health challenges for household residents around the dumping sites. Lack of appropriate storage facilities, inadequate waste management, and planning, wrong perceptions by residents, and carefree attitudes towards environmental cleaning and sanitation are the major causes of this problem.

Oluwaseyi Akanbi took the initiative to change the narrative of indiscriminate dumping of refuse on waterways, drainages, and roads in Keffi, Nasarawa State, Nigeria by establishing his waste management company Zero-Waste Management Konsult.

"I am motivated to be an entrepreneur today because of the need to solve environmental problems, creating jobs for unemployed youth populations and to be financially independent."

He offers waste bins to the Keffi community through his company to curb the menace caused by the indiscriminate dumping of refuse. He collects this waste weekly from individual premises, sorting, processing the recyclable waste materials, and disposing of non-recyclable materials for farmers as fertilizers.

"My business is changing the attitude of indiscriminate dumping of refuse on waterways, drainages, uncompleted buildings and even on roads by the citizens in my community."

His business generates USD 550 every month. With the collaboration of the Nasarawa State Waste Management Bureau (NASWAMB), the agency in charge of waste management in Nasarawa state, he has acquired up to 180 customers with a team of 8, which he currently employs. More than 20,000 people have access to a clean, safe, and healthy environment through his intervention and the support he got through the TEF entrepreneurship program.



“Through TEF entrepreneurship program, my business has been standardized through the training I have received and also the networking opportunity I have been exposed to.”

2. Full Name: Olabisi Akanbi

Business Name: FEMSMAT Company Nigeria Limited

Country: Nigeria

Year of funding: 2015

Impact area: Improving the environment through integrated waste management practice

As of 2018, around 59 percent of the waste generated in Nigeria was informally disposed. These informal disposal methods include open dumping, unregulated landfills, composting, and dumping into channels, streams and rivers. These constituted a nuisance and served as an avenue for several forms of pollution, and environmental degradation thereby jeopardizing the health of the masses.

Identifying this problem, Olabisi Akanbi decided to provide a solution by setting up a business that collects, reuses, recovers, and recycles waste products. EMSMAT uses branded metal drums, plastic wheeled bins, and cellophane waste bags as storage devices and to evacuate solid waste from their clients every 7 days interval. We have started operation on a pilot scale since September 2012 by using hired vehicles before procuring our own truck which are been loaded and offloaded manually. Every client gets registered by filling out our registration form with a registration fee of N3,000 and receives the waste bin in less than 24 hours. Our price range according to a major market segment in our customer base is as follows: Single Household/family dwelling (N500), Multifamily dwellings (N1,000), Light industries like bakeries, eateries, etc (N2,000), Small Hotels, banks, mini estate (N5,000), Big Hotels, Hospitals (N10,000) and among others. There are 4,197 clients in the area. At full capacity by procuring at least two (2) numbers of fairly foreign used (Tokunbo) waste compacting trucks at (N4,900,000) each totalled (N9,800,000) to evacuate at least 1,200 Clients on weekly basis with the support of TONY ELUMELU FOUNDATION PROGRAMME, the company will realize a monthly turnover of (N4,111,200) with about 15 employments will be newly created.

“My business is changing the attitude of indiscriminate dumping of refuse on waterways, drainages, uncompleted buildings and even on roads by the citizens of Keffi Nasarawa State Nigeria. We offer waste bins to Keffi community to curb the menace caused by the indiscriminate dumping of refuse, we collect



this waste on weekly basis from individual premises, sorting, processing the recyclable waste materials and dispose non-recyclable materials for farmers as fertilizers."

Although his business operation started on a pilot scale in 2012, there was need for funding to scale up his business and increase his revenue. The \$5000 TEF grant has been the beginning of his business success. He has created 6 new jobs and has increased his revenue to \$4500. His waste management business has also been beneficial to the environment as the child mortality rate has been reduced as over 10,000 people in the communities where they work now have access to a safe, clean and healthy environment. He also conducts public sensitization about how to maintain personal hygiene and safe environment.

3. Full Name: Tabitha Abimiku

Business Name: Virtouscore limited

Country: Nigeria

Year of funding: 2019

Impact area: Making reusable sanitary products accessible & affordable to girls

Poor sanitary materials affect the social and mental well-being of females in low resource setting. Many use a health compromising material which undermines their safety and dignity. Research shows that girl's capacity to manage period is affected by lack of access to affordable hygiene materials, leading to school absenteeism, reduced level of concentration in class, and low participation. Many are dissatisfied by the sanitary materials they could access thereby depriving girls' school days.

Drawn to the need of adolescent girls, Tabitha Abimiku decided to become a social entrepreneur. She discovered that only one out of ten girls use a sanitary pad; others settle for more unhygienic options like rags and banana leaves which have serious adverse health effects, with some girls missing school during this period. Driven by the need to provide a lasting solution to this problem, she did her research and developed Virtuous core Reusable Pad in 2018.





Sector: Waste Management

Before her encounter with the TEF program, she never got the validation, support, or acceptance she needed; on the verge of giving up her dream, she got selected for the 2019 TEF program. She got visibility and validation for business; it gave her confidence that her company could transform Africa, which increased her confidence level and knowledge and capacity building during the program.

The seed funding has been very crucial in scaling her business by enabling her increase production.

“With the seed funding of \$5000, she was able to purchase machinery and increase her turn out from 10 from 5000 pieces of pad per day; with this, she expanded the business and moved from producing at home to a NAFDAC-approved factory.”

Tabitha Abimiku has created 8 new jobs since funding and has increased her annual revenue from \$6,000S to \$47,000 since funding.



Furthermore, her business has gotten more visibility across the country and have produced sanitary products for reputable organizations like EHA clinic and Urban Shelter Limited.

“We had an increased visibility that helped our users from 50 per year to more than 50,000 users now and still counting with more than 10 distributors across the 36 states.”



She recently launched an impact project titled 'Dignity for her product' to provide a holistic approach to drive change through product, education, and Advocacy, bundled alongside comprehensive menstrual hygiene management and sexual reproductive health programming for adolescent girls. So far, 300 girls have been trained with the hope of training 2000 by the end of 2022.

A revenue model allowing these girls to earn commissions from the sale of Virtuous Reusable Pads was established, empowering them, and making them less vulnerable. The innovation is to assign the girls' guardians as drop shippers for reusable pads in the community. The girls then sell these pads within their community, creating economic opportunities and helping break the poverty cycle.

She pitched for another grant and won an additional \$15000, \$5000 from AGS tribe Enterprise Challenge, winning first place during the pitch competition (Now Herconomy E), and \$10000 from the funding space 2019 through the Rising tide Africa during the pitch competition.

4. Full Name: Gladys Chibanda

Business Name: Krafted Ink

Country: Zimbabwe

Year of funding: 2019

Impact area: Production of bespoke, eco-friendly, and handmade Ankara crafts.

Textiles and clothing are a fundamental part of everyday life and an important sector in the global economy. The production of cotton accounts for almost 7% of all employment in some low-income countries. Although today's biggest textile-producing countries are China and India, "made in Africa" is gaining traction. Many brands are moving their production from Asian to African countries.



The demand for African designs, textiles, and garments is increasing within and beyond the continent. Currently, in sub-Saharan Africa, the combined apparel and footwear market is estimated at USD 31 billion. The textile industry in Africa is estimated to grow at a CAGR (Compound Annual Growth Rate) of ~5% over the forecast period of 2019–2024.

Gladys is a young award-winning creative entrepreneur who is well known for her bespoke, eco-friendly, handmade Ankara notebooks and gift set. She managed to use her love for an extraordinary way. In her



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has art in

quest to challenge the status quo, fighting against discrimination and stigma, Gladys successfully elevated the crafts industry, proving that it is a viable industry and that the craft business can be a profession. Having been raised in an entrepreneurial family, she implemented her experience and knowledge by starting her own business. She used her artistic abilities to develop a firebrand called Krafted Ink, innovative art and craft-oriented organization.

Specializing in African textile journals and gift packaging, she mastered the art of combining colors in making gift packaging to ensure lasting smiles in the lives of people. The handmade products include journals, diaries, gift bags, and gift boxes using African print fabric. Gladys started her journey at the age of 21 out of her desire to uphold the African ideals of sharing presents. She has been crafting memories ever since.

Gladys achieved this feat thanks to the TEF program, which helped in achieving her dreams as an entrepreneur.

“Without the Tony Elumelu Foundation Programme, there was no way, not a chance that my business idea was going to take off. The program not only helped the business plan, but it also put me through how to evaluate customer acquisitions, and the business canvas helped me to break down where I was going to get resources. Furthermore, I learned how to establish smart partnerships with Entrepreneurs across Africa because I was exposed to the network during the program.”



Gladys has created employment for many locals and helped reduced fabric waste from fabric cuttings, reducing the pollution it causes and the importation of used clothes from foreign countries.

“Being a beneficiary of TEF has been an endorsement for my business, it has also boosted my confidence in my ability to run this successfully because I know there is someone out there who believes my business is viable and is worth investing in.”



She has won many local and international awards including, 2018's PROWEB Young Business Leader of the Year, a finalist of the 2017- 2018 CBZ Youth Entrepreneurship Program (YEP). Gladys has been listed in the Gumiguru 50 under 30 young leaders' class of 2021 and has served as the youngest Executive board member of ZAACA (Zimbabwe applied and crafts association). The work Gladys does have been attracting a lot of media coverage that is TV, Radio, Magazines, and Newspaper articles including a documentary on her by a German TV magazine DW.

5. Full Name: Jonathan Azua

Business Name: Crystal clear cleaning and maintenance company

Country: Nigeria

Year of funding: 2017



Impact area: Job creation through cleaning and maintenance business.

In Nigeria, in the first quarter of 2021, a report published by the National Bureau of Statistics (NBS) on its website noted that Nigeria's Unemployment Rate has risen from 27.1 per cent in the second quarter of 2020, to 33 per cent. Aside from making it the second Highest on Global List, the NBS report, going by analysis, shows that 'more than 60 per cent of Nigeria's working-age population is younger than 34. Unemployment for people aged 15 to 24 stood at 53.4 per cent in the fourth quarter and at 37.2 per cent for people aged 25 to 34.

While growing up, Jonathan saw his mom engaged in petty trading in a bid to make ends meet, while his brothers were actively engaged in schooling with the aim of improving their chances in order to get good jobs. At the same time, he saw his mom and other traders make wholesome daily profits, as a result he decided to be an entrepreneur so that he will not only make money but provide jobs for the people around him.

Jonathan Azua owns a Luxuriant cleaning and maintenance company the company that aims at giving customers a higher cleaning experience, this clear promise of value helped to incentivize their first users, even today, this has remained their message and an integral part of their organizational culture. The nexus and common theme of the organization is how to make a difference in the lives of customers, users, and stakeholders.

For Jonathan, the training and the seed capital provided by the programme was a turning point in his entrepreneurship journey.

"Two things stood out for me in the TEF program, the training and the seed capital. Before the training I was managing a business in the informal sector, while I was largely successful at that level, I never knew there were things I was doing wrong, for example, the training helped me to understand important concepts such as corporate governance and structure, it kind of covered something small about everything a business is all about, the training armed me with the knowledge I needed to succeed at scale.

Also, he believes seed capital was a huge leverage, which was a tool for him to achieve his dream. When he started out, he made up his mind that this may be the only business fund he may ever have, so he would not fail himself. He went about investing with that mindset, and as of today, he has about 5 companies in his group just from a single seed, and he believes that the future holds much more for his business in abundance in terms of revenue generation and impact.

"The seed capital changed my life forever, all that I will ever become in life is tied to that seed capital."



The group makes in excess of \$10,000 annually in revenue generation, with over 20 direct and indirect employees.

Currently, they are expanding beyond their primary geographic market segment (Yobe state), as they attempt to become a national player by opening outlets in strategic markets.

“We are proud to be an employer of labour seeing that our country is grappling with an unprecedented unemployment rate, while making money is good business, beyond that, we are proud of being able to gainfully employ people and taking them out of the street, as a result. We see our contributions to the country's GDP as the hallmark of our work, while our ability to provide goods and services that solve customers' problems daily has been resounding and encouraging.”



SECTOR: MANUFACTURING





6. Full Name: Olusegun Ayodele

Business Name: Dotsom Enterprise

Country: Nigeria

Year of funding: 2019

Impact area: Production of affordable clean sachet water in rural areas

Water, second to oxygen, has been identified to be very important to human existence because it is very necessary for survival. A reliable supply of clean wholesome water is crucial to promoting healthy living amongst the inhabitants of a well-defined geographical region. To proffer a solution to the water problem, it was estimated that 1.2 billion people around the world do not have access to clean safe water and about 2.5 billion people are not provided with adequate sanitation (Third world water forum, 2003).

In Nigeria, the supply or provision of public drinking water is not reliable. Ground water and pipe-borne water are the major sources of drinking water. These sources are said to be unsafe sources of drinking water because findings indicated that groundwater sources contain trace elements, dissolved solids and pathogens in excessive quantities that may be dangerous to the health of the people.

The realization of the renewed global commitments toward the millennium Development Goals (MDGs) required the development of locally sourced alternative low-cost drinking water schemes that will provide sustainable access to safe drinking water in both rural and urban settings in developing countries (UNDESA, 2004).

Sachet water belongs to the lower consumption segment in the beverage and water sector. However, it accounts for about 70% of total packaged water sold in Nigeria and only about 18% of urban households in Nigeria depend on packaged sachet water as the primary source of drinking water.

This challenges and the need to address them prompted Olusegun to set up **Dotsom Enterprise**, a company that produces quality and hygienic sachet water.

Dotsom Enterprise is an approved firm that wants to solve the problems of clean water scarcity by providing unique, innovative, and wholesome sachet water with 20 percent extra value at same price with competitors to meet rising needs for wholesome and affordable water in satisfactory quantity.

“The rising demand for wholesome water particularly during hot weather in my locality and its environs is yet to be adequately met as many are always in search of clean and affordable water at every season. The present supply



cannot meet popular demand. Hence, my firm is strategizing to meet these needs by introducing 70cl sachet water which represents 20% - 30% extra value to customers as against competitors' 50cl/60cl that are currently available in the marketplace."

Olusegun decided to be an entrepreneur for the passion he had for it and ultimately to meet the needs for wholesome sachet water in his locality. He was motivated by the inadequacy of quality sachet water in his community.

"I wanted to change the situation of shortage of good sachet water in my community with my business. This was so important because it has direct impact on the health situations of the people in my locality."

Currently, he has 11 people under his direct employ and generates revenue ranging from \$500 to \$600 monthly, and the company's market share has increased by 20%. With this, the transmission of diseases like cholera, diarrhoea, hepatitis A, typhoid, and polio, which causes the death of 100,000 children under the age of 5 in Nigeria yearly, is greatly reduced.

"The TEF programme has indeed helped me realized my dream of meeting the needs for wholesome and quality sachet water in my locality. Most importantly, the TEF training, funding and mentorship have made a whole lot of difference and greatly changed my entire life."

Olusegun has explored the opportunity of becoming a consultant to others in the field of water production. He is also tutoring potential entrepreneurs on how to kick start a successful business venture.

7. Full Name: Mechi Amaah

Business Name: Black and Natural Cosmetics

Country: Cameroon

Year of funding: 2019

Impact area: Production of organic and eco-friendly cosmetics.

The cosmetics sector in Sub-Saharan Africa is expected to grow over the next two years. Overall, the African beauty and personal care market was estimated at €6.93 billion in 2012 and it currently increases between 8% and 10% per year against a global market growth rate of close to 4%. It was expected to have reached €10 billion in 2017 when the continent's total population, the fastest growing in the world, passed 1.2 billion inhabitants. The Nigerian beauty and personal care market is experiencing rapid and dynamic growth, providing



lucrative opportunities for beauty businesses from around the region and beyond. The market is currently worth an estimated US\$3 billion, according to Euromonitor International, and its value is likely to rise to keep pace, with an increasing number of working women with disposable income as well as sophisticated youth searching for new ways to care for and present themselves. (allafrica.com)

After losing her father in his early life, Mechi Amaah had to look after pigs and sell them under her mother's supervision to provide for their necessities. Upon getting to the university, she did business selling various things to make ends meet and decided to settle on manufacturing and selling hair products solely.

Mechi founded Black and Natural Cosmetics, a 100% organic cosmetic manufacturing company aimed to encourage the consumption of organic hair cosmetics, initially and subsequently, skin cosmetics. To join environmental protection and sustainable development, Black and Natural Cosmetics derives all its ingredients from plants, some of which are organically processed.



Mechi Amaah was about expanding his business when COVID-19 pandemic hit the world and everywhere was under lockdown. However, the seed capital she got from the foundation enabled her to diversify and employ 2 more workers, thereby saving her business from liquidation. Coupled with the training received



on the programme on business management, she has been able to take her business to another level and created a high level of impact in her community.

“The training the program offered, helped me to keep tabs on my mission, vision and most importantly, my finances. Ever since the program, I can proudly say the books of my businesses are in order.”

Since getting the grant, she has employed 4 more staff to help with her business and now has 7 employees working directly under her. Also, her annual revenue has increased by 70%, with her opening two other companies and awards to her name.

“To give back to my community, i have created jobs and am currently working on an accelerator program to train young girls with vocational training skills that can enable them gain employment or start up their own business. This will go a long way to reduce unemployment in my community and country.”

Being a graduate of accounting, she helps budding entrepreneurs set their accounts straight and helps them plan their business. Currently, she has built a community of about 30 entrepreneurs. These will go a long way to reducing unemployment in her community and country.





8. Full Name: Lahja Amakali

Business Name: Niithete Agro-Business Investment

Country: Namibia

Year of funding: 2018

Impact area: Food processing and training services

In a meeting held on 30 August 2016, the president of the Namibia Agricultural Union, Mr Ryno van der Merwe explained, to a hall full of people on the farm Neu-Otjisaouna, that the profitability of cattle and sheep farming is not close to what it should be. He explained that the expenses greatly outweigh the income made by this industry, and that the productivity of cattle and sheep farming must increase by respectively 7.8% and 2.7% in order to break even.

The number of undernourished people in sub-Saharan Africa rose from 181 million in 2010 to almost 222 million in 2016. Among children, although the prevalence of stunting decreased from 38.3% in 2000 to 30.3% in 2017, the numbers affected increased from 50.6 million to 58.7 million due to population growth.

Lahja Amakali is an inductee of the Namibia Business Hall of Fame as an emerging Agri-preneur. His business is aimed at supporting and encouraging people to get involved in agribusiness to reduce importation, poverty level, and malnutrition in Africa.

“What motivated me is to reduce importation of foods from other countries as if we do not have hands and we do not go to university to acquire knowledge like any other people. Many chronic diseases are prevailing, and it is worse when one eats what is produced and processed by another person.”

The training provided on the programme has been an eye opener for Lahja Amakali.

“The TEF classes we were given were my eyes opener. It pulls me closer to peers to discuss and share our challenges and success stories in our businesses. The seed capital pushed me to where I am today especially my 3 shareholders gave up and removed their cash. I could not make it if TEF was not there to rescue Niithete Agro-Business Investment cc (Nabi cc) Thumbs up to TEF. Now we have five flavours, sorghum mint, sorghum lemon, sorghum coffee substitute orange and the pure sorghum coffee substitute. And another research is on pipeline for the slimming group.”

The business supports 10 small scale lemon growers, 2 mint growers, 5 sorghum producers. They have 2 full time employees and 8 part time employees. Their products enter the national market through Local Product Merchant shop. They changed the attitude of not believing in blacks that they can process for national and soon International. Contract farmers who supply raw materials are



expanding their areas of growing sorghum. Many farmers are starting to grow different varieties such as mint, ginger and so forth.

The business has created more opportunities for small scale growers. Training them on how to select products for marketing, empower them on backyard garden and produce biogas for cooking and manure for their small garden.

9. Full Name: Olanrewaju Fadodun

Business Name: Temophadis International Enterprise

Country: Nigeria

Year of funding: 2017

Impact area: Pre-processing of affordable and African food value chain, and easy to cook for everyone.

Reducing food loss and creating opportunities for farmers to sell their farm produce in season and off-season was a priority for Olanrewaju Fadodun. He transforms perishable farm products into non-perishable products that can stay outside their normal shelf lives.

In 2017, before the TEF program, Olanrewaju was only selling one product on the street around the city. Presently he has seven products in about nine states in Nigeria and has created direct jobs for 14 Nigerians. He provides farm jobs for women – 8 women working in his factory and several women selling his products in the markets with monthly revenue of about 5000 USD. His company has local and international partnerships, with the products leaving Nigeria's coast to Europe and America.

Olanrewaju said the seed capital and the 12 weeks of entrepreneurship training have been vital for his business. During the 2019 TEF forum, he was able to exhibit at the UBA marketplace and connected with several people that have impacted his business in terms of finances and recommendations.

"We have provided market opportunities for farmers -hundreds of tonnes of farm-produced processed. We have provided off-farm jobs for women- 8 women working in our factory and several women selling our products in the markets. We have created opportunity for industrial attachment for students- 12 students directly trained and more than 500 on excursion."

10. Full Name: Izu Freeman

Business Name: Zillion Manufacturing Ltd

Country: Nigeria

Year of funding: 2019



Impact area: Processing, packaging and distribution of products from cassava.

Financial experts say about 80 percent of Small and Medium Enterprises, and SMEs, in Nigeria fail within the first five years of their existence due to lack of experience and other wrong business practices.

Izu Freeman decided to help micro, small and medium businesses to digitalize their processes for free to enable them to close the small business funding gaps in Africa in order to have access to resources to grow and contribute to job creation.

“Seeing the devastating impact of poverty all around me, motivated me into becoming an entrepreneur; knowing that I can contribute both in direct and indirect job creation that will contribute to poverty reduction.”

The company has users in Nigeria and Ghana. They have won two National Prizes from National Information Technology Development Agency (NITDA) and the Nigerian Communications Commission (NCC) respectively in 2021. They were invited on an all-expense-paid trip to exhibit our solution in GITEX Dubai in 2021 and LEAP Riyadh Saudi Arabia in February 2022. They are currently in an acceleration program in New York USA; raising \$250,000 USD. They also have a demand to set up in Saudi Arabia and Poland with invitation by top two banks in those countries, respectively. They are in a serious conversation with MTN Nigeria in partnering to cocreate enterprise products for small businesses.

They have also created 4 full-time jobs and over 10 part-time jobs.

“The seed funding got me started in this journey and another transformational aspect of TEF is knowing that I can always get more supports from TEF as soon as I achieve certain tractions. We are contributing to the digitalization of micro, small and medium businesses thereby democratizing access to historical and transparent MSMEs data for proper investment, lending and granting decision making. And we are also contributing to Job creation.”

11. Full Name: Olanrewaju Samuel Faleye

Business Name: Olanreforward and Associate Foods

Country: Nigeria

Year of funding: 2017

Impact area: Production of Satchet Pepper

Lack of storage facilities is one of the problems facing farmers and the distributors of agricultural produce. It is estimated that 40% of total food production in Nigeria is loss during and after harvest.



Olanrewaju Samuel Faleye took the initiative to solve the problem of the spice and confectionaries segment of agricultural products.

“I decided to become an entrepreneur to develop a solution that will reduce post-harvest loss, increase income of small holder farmers, increase access to quality foods at affordable prices and create employment.”

He started his production of sachet powdered pepper, earning an average of \$100 monthly with only himself as the employee. From the support he got through the TEF program, he currently has 30 direct staff and over 80 distributors for his product across several zones in Nigeria. He sells an average of 240,000 sachets of his product monthly with an average earning of \$6000. He has improved the livelihood of more than 20 small-scale pepper farmers, providing empowerment interventions for women in his society.

Olarenwaju has participated in the 7th International Trade Fair for Agriculture in 2022, Participated in the Nourishing for Africa Entrepreneurship Program in 2021, Participated in Global Entrepreneurship Training supported by UNESCO in 2019, Participated in the International Breweries PLC kickstart Foundation Program in 2018



12. Full Name: Omowunmi Akande

Business Name: Smoothie Express Limited

Country: Nigeria

Year of funding: 2015

Impact area: Provision of healthy meals at affordable prices

Omowunmi Akande used to be a corporate worker until she felt the need for a change in her career path as she was not getting satisfaction from her job any longer. Omowunmi felt the need to do more and be more. She wanted to be at the forefront of fundamental change in an organization; she also wanted people to experience healthy living as a lifestyle, not a luxury.



Smoothie Express, her brand, was not only passion-fuelled but also a solution to a struggle she experienced, which was her driving force. She observed the accessibility gap as many companies were not offering healthy meals and beverages on a large scale; that was how her company was birthed. She says her goal is to be the pre-eminent health and wellness lifestyle company in Africa, and this includes a sustainable future.

"I wanted to be at the forefront of real change and in a position to do so. Smoothie Express was not only passion-fuelled, but it was also relatable. This was



my struggle as well and I knew I was not only the one facing this struggle. I wanted people to see healthy living as a lifestyle and not a luxury. This was my driving force."

Smoothie Express has generated over \$1M in revenue since its inception (2015) through its QSR outlets, B2B sales, subscriptions, and events. The business currently has over 30 direct and indirect employees.

"I always say that the TEF programme could not have come at a better time for Smoothie Express. We were selected in 2015 when we had just started operations. We were still fresh into the market and entrepreneurship as a whole and needed all the mentorship and support we could lay our hands on. The support, resources and recognition that TEF brought cannot be over emphasised and it has remained constant over the years. It moulded us into the super business savvy entrepreneurs we are today."

The TEF program opened her business with a plethora of opportunities. Her business has been featured in different interviews and radio shows. Just recently, she got nominated as one of the 100 entrepreneurs by Seedstars in collaboration with SAFEEM, an accelerator program that gave the company additional 10,000 euros in grant funding.





13. Full Name: Hyacinth Orji

Business Name: QM&T

Country: Nigeria

Year of funding: 2018

Impact area: E-commerce platform and logistics services.

Nigeria's digital landscape is flourishing. The country has one of the biggest internet economies in Africa. With the continent's largest population and one of the youngest worldwide, Nigeria presents a vast digital audience. Nigeria has one of the best network coverages, as well as good infrastructure for mobile connectivity in Africa. In 2020, the number of online buyers in Nigeria was about 76.7 million. Nigeria's total population amounts to 206 million and the online buyers are at about 46 percent.

Hyacinth decided to be an entrepreneur because he thinks entrepreneurship



provides the feeling of having the license to discover and solve problems. This mindset has greatly motivated him to look at problems from the standpoint of creating a solution that solves it. As the founder and team lead of Quick Waka he has encountered problems that his business provides solutions for, and this has validated the importance of his choice of being an entrepreneur."

The growing population in Nigeria has also presented some opportunities for product marketing even in areas with peculiar commuting challenges. Logistics has been one of the limitations of effective online marketing in highly populated locations in Nigeria. So, Order fulfillments are mostly outsourced to a third-party fulfillment company whenever possible for increased efficiency.

"We registered over 350 vendors with us and 4000 users that daily uses our platform to buy and sell. So, a lot of persons were able to sell their products from their homes while we picked up the products and delivered it to doorstep of the customer that placed the order. The ministry of business development in Ebonyi state gave us special recognition for our service during the pandemic."

Quick Waka is solving the problem of inconvenience for online shoppers by delivering orders, shopping from local vendors, and connecting them to Local



vendors within their location. Quick Waka platform is designed in such a way that vendors do not need to own smartphones or have access to the internet to sell their products. The team uploads their products online and when a customer orders it, their logistic team assigns a dispatch officer to pick up the product from the vendor and deliver it to the customer's doorstep.

In 3 years after being funded by the Tony Elumelu foundation, Quick Waka has 450 registered vendors with over 6000 users. They currently have 13 dispatch outlets, and they have raised about \$50,000 in revenue since its inception. They are currently at the stage of launching and expanding Their services to 5 other states before December 2022. The cities have been mapped out and plans have already kicked off.



Hyacinth has gained extensive knowledge on business management through the training she got on the programme

“TEF gave me the best entry opportunity into the entrepreneurship space- My biggest catch was not only the \$5000, the 12 weeks training was the changer for me. It gave me a strong foundation in business. I call it a mini-MBA Today I can



write a standard business plan, business report, financial projections and more. As a matter of fact, I have mentored several entrepreneurs online and on-site to become TEF entrepreneurs."

One of the things that stood out for Hyacinthe was having access to a seasoned mentor. The mentor that was assigned to him during the training did not stop at the conclusion of the 12 weeks, he has also guided him through several business decisions. Today he is not just a TEF alumni, he is an idea development coach and business strategist cum entrepreneur.

“

The best thing that happened to me in 2018 was to have been selected as a TEF entrepreneur."

SECTOR: EDUCATION AND TRAINING





14. Full Name: Onome Matilda Odogene

Business Name: Styda Tech and Taste

Country: Nigeria

Year of funding: 2017

Impact area: Culinary Training

The Niger Delta region of Nigeria is endowed with multitudinous human and material resources. Despite the Niger Delta region's magnanimous contributions to Nigeria's wealth, the people remain unemployed, impoverished, underdeveloped, and blighted by environmental and health hazards. However, due to gross mismanagement, wasteful spending, kleptomania, and adverse policies of various governments of Nigeria, these resources have neither been optimally utilized nor adequately channelled to profitable investments to maximize economic benefits to the communities. As a result, the region has been bedevilled with unemployment and poverty.



Onome Matilda Odogene, a computer engineer with ten years of experience in the oil and gas sector, was interested in entrepreneurship. Her goal was to get youths in the Niger Delta region employed in sectors of the economy apart from oil and make African chefs top in the global culinary ranking.



Sector: Education/Training

"I want to change the narrative that we can get the youths gainfully employed in other sectors of the economy beside oil. I want African chefs to be top in the global culinary rank by equipping the chefs with professional skills, knowledge, and competence needed to be a successful chef or food business owners/start-up."

Styda is set to be a global culinary business, that is set to revolutionize the food/foodservices industry in Nigeria. **Styda Culinary** is an academy that provides affordable, convenient and quality culinary training to chefs, would-be chefs, food business owners/startups, food enthusiast etc to interested clients within Warri and environs.

"The seed capital, business management training and priceless networks that I have gotten through the TEF platform has made all the difference in my business and changed my life entirely."

Today, she has trained over 300 chefs and revamped over 30 foodservice businesses. She generated \$15,350 minimum direct annual revenue, employed about six staff directly, and created jobs for hundreds of people. She has



impacted people within the Niger Delta region by creating countless employment opportunities.

15. Full Name: Ogechi Benyeogor**Business Name:** Fidema's Children Academy**Country:** Nigeria**Year of funding:** 2016**Impact area:** Available and affordable education services.

According to the World Economic Forum (2017), **Nigeria ranks 124th out of 137 countries in terms of quality of primary education.** Similarly, Fleet, Watkins, & Greubel (2012) found that 58.3% of schoolchildren in Nigeria are not learning basic literacy and numeracy skills.

Moved by the number of children with no access to a quality education because the government-owned schools were overcrowded and their parents couldn't afford private schools, Ogechi Benyeogor, a teacher with a Master's degree in education and over 4 years of experience from working in different schools, decided to set up a low-cost nursery and primary school in the rural community she resided at in Asaba, Delta State, Nigeria.

After nursing the idea for a long time with the inability to pursue it mainly because of her fear of venturing out on her own, she came across TEF, and that was the turning point. She was present for a twelve-week training and mentorship program. It allowed her to see business from a clearer perspective; with that, she set up Fidema's Children Academy.

Currently, the institution has registered over 200 pupils with 15 staff on its payroll and generates \$7000 annually. In that way, she is contributing to the achievement of the SDG goal of making education available and affordable for everyone.

Fidema's Children Academy has been able to absorb some job seekers in the society and give them a sense of belonging and opportunity to utilize their knowledge in helping to educate the younger generation.

"The foundation gave me the opportunity to discover herself. Having been enlisted in the 2016 class, my journey into entrepreneurship began. With the seed capital I was able to rent a space and purchase my first equipment. Since then, I have been able to acquire a Land and built a befitting school building through family funding and savings from the business. We are gaining grounds within our business environment despite the high rate of competition in school business as a result of the mentorship and business education received at the TEF programme."



16. Full Name: Valerie O. Thompson Boco

Business Name: The CLEVS Training Institute

Country: Equatorial Guinea

Year of funding: 2017

Impact area: Entrepreneurial training to reduce unemployment

Having a passion for increasing the standard of living of the youths of Equatorial Guinea, particularly the female population from ages 18 to 45, Valerie O. Thompson Boco dreamed of creating a sustainable environment through various training where individuals would have the ability to shun unemployment through skill acquisitions, professionalism, and entrepreneurship while reducing the rate of unemployment amongst the populace, poverty, delinquency, and prostitution.

The dream became a reality with the solid health of the TEF program, which provided seed capital, proper and effective entrepreneurial training, and effective networking. With the launch of her business in 2018, Valerie was able to create various job opportunities through the inclusion of courses like event planning and decoration, fashion designing, hair making, and web application development. The best graduating students also get supported with a loan scheme to set up their businesses, while some got retained as part of her permanent staff.

Currently, the business has another outlet in the mainland of Equatorial Guinea. It has created a source of employment for individuals who serve as instructors while also employing new instructors in each of the new courses. The business recently acquired a contract with the Nigerian Embassy in Equatorial Guinea on training the staff in languages (Spanish) and has some agreements with other multinational organizations. With over \$14,000 in revenue in the first quarter of 2022, she has participated in many different programs and successfully graduated over 100 students since the inception of her business.

17. Full Name: Ugochi Obidiegwu

Business Name: The SafetyChic Solutions Ltd

Country: Nigeria

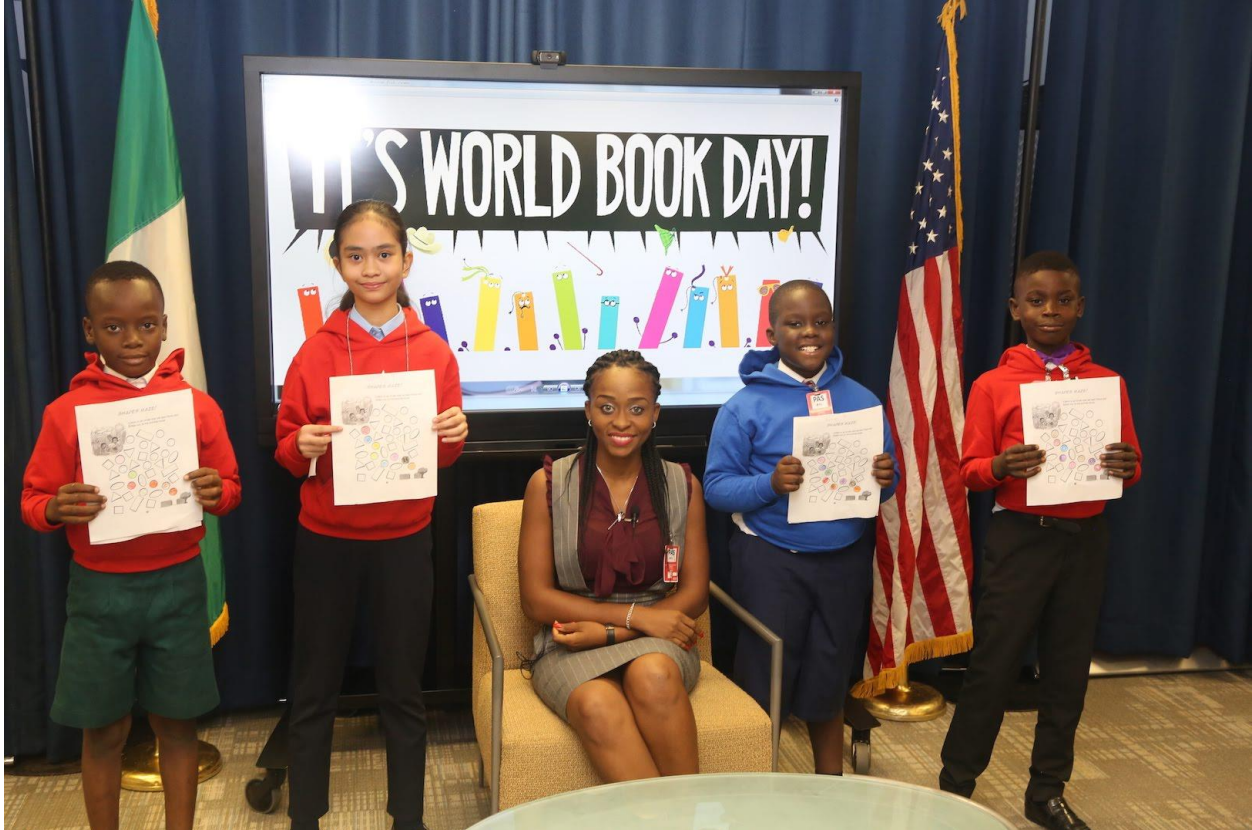
Year of funding: 2018

Impact area: Children Safety

As a trained cabin crew and safety professional, Ugochi Obidiegwu hears various tales of woes of how lives of humans get cut short and billions of Naira get lost in terms of property. And this is majorly due to the lack of knowledge on keeping themselves safe or nipping an accident in the bud before it claims lives and



properties. Losing her mother after an accident that would not have claimed her life had the necessary actions taken was the breaking point for Ugochi. She saw a need to simplify safety messages and make them accessible to the typical person.



The SafetyChic Child Safety solutions is a collection of innovative safety products for educational instruction (Safety Packs, Story Books, Safety Trainings) with a unique blend of audio-visual content in form of T.V. animation and games for children of ages 4-12 to help internalize safety consciousness thus reducing accidents involving children.

For Ugochi, the TEF program changed her life in more ways than one.

"I got intensive training in entrepreneurship which helped me see things. I also funding from TEF simultaneously, which helped me grow and made a robust network that strengthened my business. In the same fashion, TEF amplified my brand on social media, lending credibility to my business."

With her training, she gained the confidence to apply for other opportunities like the African Women Entrepreneurship Cooperative (AWEC) and the Reciprocal Exchange grant of the Mandela Washington Fellowship.



Currently, the company has expanded from 2 products to 6 products. Over 8000 children in 8 countries have benefited from the company's programs and products, including child safety storybooks approved for use by the Nigerian Educational Research and Development Council (NERDC). Her programs got recommended as good practice for member countries by the European Network of Education and Training in Occupational Safety and Health (ENETOSH).

With this, employment is generated for individuals in terms of part-timers and vendors, they get regular invites to share their work at regional and international safety conferences like the World Safety Organization Symposium Las Vegas, IOSH West African Conference, and World Safety Congress, Canada. She is currently a recipient of the Women Entrepreneurship 4 Africa (WE4A) accelerator.



18. Full Name: Zion Oshiobugie Okpo

Business Name: Clever Minds international School

Country: Nigeria

Year of funding: 2015

Impact area: Low-cost Schools for the community



Sector: Education/Training

According to the reports, in 2020, The number of poor people in Nigeria was 89.0 million; 4 in 10 Nigerians lived below the poverty line, making the poverty rate 40%. Born into a family that lived below the poverty rate, Zion Oshiobugie Okpo had to resort to being in a household to sustain himself early in his life. He tasted the low quality of education in the riverine and poor communities in Niger Delta. He saw a way of solving this problem by building a chain of low-cost schools in slum areas but had nothing to kick start.



Depressed and tired of his life after losing all he had without any of his dreams coming into actualization, he attempted suicide. Luckily for him, the TEF program came through just in time.

“Formerly, I had one learning centre in Kosini but after Tony Elumelu Foundation Entrepreneurship Programme, I now have two more learning centres, two schools in two different slum areas, and the first-ever STEM AND INNOVATION LAB in Delta state.”

Zion currently has created over 1000 direct and indirect jobs with over 40 permanent employees on their payroll since 2017.



The Tony Elumelu Foundation Entrepreneurship Programme has entirely changed his story.

‘Personally, the Tony Elumelu Foundation Entrepreneurship Programme has made me a public speaker because I gradually became a celebrity in Delta state, I have been invited to speak about this in over 100 gatherings since 2015 and I also serve as the current hub lead of Delta state.’

Through his business, he generates a revenue of around \$60,000 annually. The institution which has over 325 students and 12 graduates was granted 5 million Naira by the state government.

19. Full Name: Caleb Pazisnewende Kabre

Business Name: Fondation ED

Country: Burkina Faso

Year of funding: 2019

Impact area: Training of women, young people and children

Burkina Faso is characterized by its extreme youth, with 67% of the population being under 25 years old. More than half of the population are young people and women. This category of the population is largely affected by underemployment, unemployment and lack of opportunities. In the cities of Ouahigouya (Northern Region), Kaya (Central Northern Region) and Fada N’Gourma (Eastern Region) the situation of job insecurity is exacerbated by the security context.

Around 75% of young Burkinabe aged 16 to 24 have no technical or professional training. Trained young people, as well as those who have not benefited from any training, find themselves limited in their search for employment or the development of a competitive micro-enterprise.

CALEB Pazisnewende KABRE through the ED Foundation wants to bring a holistic transformation in the lives of children, youth and women through sustainable and inclusive development activities.

“I decided to be an entrepreneur because I like to provide solutions to the needs of our society especially in the midst of children, young people and women.”

TEF opened his eyes to the reconciliation between the pursuit of profit and the promotion of social values.

“The TEF program opened my eyes to the reconciliation between the pursuit of profit and the promotion of social values. The Founder of TEF himself embodies this vision that I have set myself to achieve.”



ED Foundation was able to mobilize 100 sponsors to fund 150 students and 24 students worth \$50,000. A total of 200 young people has been trained in entrepreneurship with 50 companies created, 5 of which have received funding. The lives of households, especially women, have been relieved thanks to the care of their children's schooling.

Thanks to the knowledge acquired from TEF, the ED Foundation was awarded PISCCA 2019 with funding of 15,500,500 FCFA for the creation of organic gardens for 2 primary schools in Ouagadougou.

20. Full Name: Mojisola Eteng-oloto

Business Name: Legsapparel Nigeria Ltd

Country: Nigeria

Year of funding: 2016

Impact area: Fashion Education and Training

After working for over 10 years as a fashion entrepreneur through interactions, research & surveys, the recurring pain points with our clientele base were basically centred around the huge skills deficit within the Nigerian labour force and a lack of structured systems in place to match those with vocational skills to the labour needs. These contributes to Nigeria's huge unemployment problem which currently stands at 33%.

LegsApparel is an indigenous Fashion Education company which empowers fashion creatives with the vocational skills and industry connections needed to





pursue a successful fashion career. LegsApparel contributes to SDG goals to reduce poverty through skills and economic empowerment.”

Through the grant from the TEF, LegsApparel has been able to grow beyond expectations. Seven years later, four training centers have been successfully built in Lagos, Abuja, and Port Harcourt. More than 1000 people have been trained in the art of fashion designing, and most have gone on to set up their businesses.

“TEF program has given my business a springboard /platform to climb on the shoulders of Giants.”

Furthermore, LegsApparel-Fashion is in partnership with the University of Fashion, New York, US, and Redress Asia in Hong Kong. LegsApparel has won many awards, grown from 3 to 15 permanent staff, and its revenue has increased from \$26,000 to over \$325,000.

LegsApparel empowers fashion creatives with the vocational skills and industry connections needed to pursue a successful fashion career. All these achievements have helped improve the revenue of the country at large and assisted with development by reducing the number of unemployed and unskilled individuals, thereby reducing the poverty rate, one of the SDGs.

21. Full Name: Angele Messa

Business Name: Kamer Big Bang

Country: Cameroon

Year of funding: 2018

Impact area: Providing quality education for people of concerns

Cameroon and many other countries in Africa are challenged by several conflict issues leading to disruption in their academic calendar and endangering the lives of their young population. The “Anglophone Crisis” in Cameroon, has taken a heavy toll: nearly 7,000 dead, 792,831 internally displaced over 37,500 refugees of which 35,000 are in Nigeria, and 18,665 asylum seekers.

Angele Messa started entrepreneurship to help People of concerns (Refugees, internally displaced, inaccessible rural communities) access quality education to widen their hope and ability to access the decent job market.

“I find it unacceptable that children do not go to school because of wars or other conflicts. We are talking of over 12 million children in West Africa. What will the future look like, if about half of the Youth population is uneducated, with no marketable skills.”



Angele Messa decided to develop an alternative to help them access education from the comfort of their homes. She developed a model to help train children through their platform, provided mentorship for the students and facilitate job access through our job search engine.

The platform has over 46,000 registered users, impacting over 8000 young people within Cameroon and the Central African region with employability skills and helping over 600 find decent jobs. The mission is to democratize access to quality education and there is no stopping anytime soon.

"I have leveraged the skills obtained during the TEF 3 months acceleration program. Building my first Business plan that was validated by Accenture helped me quite a lot in setting realistic goals and working hard to achieve them."

22. Full Name: Henri Boyom Simo

Business Name: Espace rotin

Country: Cameroon

Year of funding: 2015

Impact area: Household furniture from low-cost materials.

In 2014, the poverty rate at national poverty line for Cameroon was 37.5 %. Poverty rate at national poverty line of Cameroon fell gradually from 53.3 % in 1996 to 37.5 % in 2014. Cameroon boasts 20 million hectares of forest- nearly half of its national territory. It is Africa's largest exporter of tropical hardwood to the European Union, most of which is sawn timber destined for Italy and Spain.

Henri Boyom Simo decided to embark on the journey of entrepreneurship as a way out of the poverty conditions of the family in which he was born and raised which was worsened after the death of his parents in inhumane conditions due to lack of money to pay for their medical care. Their death left him alone wondering what would become of him.

Henri Boyom Simo ventured started Rattan furniture with the aim of bringing it into living rooms and making it modern and acceptable to everyone as full-fledged furniture.

He was able to startup the company and recruit 8 personnel. The business Has generated more than \$50,000 since inception, and has contributed to a market of more than 2000 people in Cameroon and a network of entrepreneurs based at the loan foundation of 10000 entrepreneurs in Africa and around the world.

"The TEF program changed my mindset, it believed in me in my abilities for the first time in my life. He made me want to succeed with all his battery of coaching and mentoring. I was able to know how to set up a business plan and how to interpret it."

SECTOR: FASHION





23. Full Name: Paul Depooter kabeya

Business Name: KPD Technology Pty Ltd

Country: South Africa

Year of funding: 2021

Impact area: Upskilling and Women's Economic Empowerment

The growth of garment and clothing industry has increased imports into Africa. Many local talents and artisan are not treated at their fair value. This is at the heart of unemployment, poverty, leak of talent, criminal activities and a weak business environment where Self-employed tailor cannot compete.

Paul Depooter was passionate about impacting his community and how he could bring a positive way of attaining financial freedom to the most vulnerable in South Africa.

Kwetu is a clothing brand that caters the African communities in cape town and Africa in general, as their name suggests their focus is to provide a clothing brand made in Africa for Africans. They aim to empower and promote local talents as people of one mind expressing their skills through homemade clothing line markets to local and international consumers from all walks of life.

“I wanted to change the mindset of the African, by not looking at jobs as the only way of surviving but to believe in their own ability in order to let their talents express themselves into manufacturing of garment and fashion accessories made in Africa by Africans.”

Paul believes the TEF program did not only bring a financial boost to his business but has been a game changer in terms of personal development. Through the garment and fashion accessories he makes in South Africa, he has empowered 20 women who, through their businesses, can use their skills to make a difference in their respective communities in South Africa.

“Through the TEF Entrepreneurship program, networking has been the most valuable opportunity I have explored in this journey. I have been able to meet with different entrepreneurs learning from them to see things differently.”

Paul believes the only way to enable gender balance in his society is to upskill the women and empower them to become independent. Through his fashion line, he produced not only garments but tailors and female fashion designers.



24. Full Name: Obiamaka Oragwu

Business Name: WARDROBE MERCHANT

Country: Nigeria

Year of funding: 2019

Impact area: Thrift and sustainable fashion

Fashion and textile industry is the second-largest sector in Africa with a value of 31 BUSD and Nigeria accounts for about 15 per cent of it. However, the potential is much greater than that.

The fashion industry in Nigeria plays an important cultural role and contributes significantly to the nation's economy. The country was once home to Africa's biggest textile industry and Nigerian dynamic brands have brought new life into the industry. A new generation of talents are exploring and adopting low-impact production methods and handcraft with strong aesthetics and African wax prints.

The fashion industry in Nigeria has long embraced sustainable craftsmanship at a time when the fashion industry is forced to deal with its environmental impact.

A lover of fashion, Obiamaka Oragwu, in a bid to prevent the wastage of money and clothes she had gotten tired of wearing, did research and discovered that a lot of women could barely afford to buy clothes at an affordable rate. With this information, she resolved to set up a company where she could sell what she had in her wardrobe for reasonable prices and, with time, got to get more women to sell clothes in their wardrobe and took commissions from them.

“Through the TEF program, I have learned how to create a business plan to make a business sustainable and profitable, got assigned to a mentor who checked up on my progress regularly and gave advice where needed and also gained access to a strong network. The seed grant also went a long way to fuel my business.”

She has currently expanded her sales channel to websites asides from social media and is moving her trade to a fashion tech company and seeking equity. She has grown her revenue from \$70,000 to over \$125,000, has been able to





Sector: Fashion

generate employment for many people, and has given back to charity by donating clothes from their stock.

Obiamaka has had speaking engagements in the UK on sustainable fashion and to share her story with other young entrepreneurs.



25. Full Name: Freddie Shava
Business Name: African Heritage Clothing
Country: Ghana
Year of funding: 2015



Impact area: Poverty alleviation for young people through training and employment

Ghana Unemployment Rate is projected to trend around 4.40 percent in 2022 and 4.20 percent in 2023, according to our econometric models. In Ghana, the unemployment rate measures the number of people actively looking for a job as a percentage of the labour force.

“My vision was to create wealth and social impact for Africa which I could not do while full time employed. I could only earn a living for myself and family on a full-time job but without impacting the wider community. I measure success on social impact-profitability model. First impact then profit later”.

They are a practical demand-driven, and results-oriented organization whose success is measured on the Social Impact-Profitability model. They focus on poverty alleviation for the youth through training and employment. They train and equip youth with skills in “Fashionpreneurship” for direct employment and others they release them to set up their own small enterprises. They continue to work with them to sub-contract excess work. We have a deliberate policy bias towards girls who are the most vulnerable”.



So far, the enterprise has impacted 120 youths, trained and released to start their own business. They currently employ 20 workers directly. They service a client base of over 120 corporate clients buying from them through local production for import substitution.

Also, they have generated revenues of \$600,000 over a six-year period. In line with their business model, they have created more impact than profitability, but are on course to wealth creation now with the business more stable and readying itself for expansion to expand the market to AfCFTA. Currently, they are serving



the local market in Ghana and their strategy is to go for the intra-Africa business back riding on AfCFTA.

"We (AHC) have created a name for ourselves as a leading producer of uniforms in fulfilment of our tagline "The Uniform People". We are known for quality and efficiency. On the back of this our business comes through referrals (indirect opportunities) from satisfied customers without much advertising. The bulk of our business comes from indirect opportunities which builds our success."

Freddie Shava has attributed the successes of his business to the training and mentoring he received on the programme.

"The training was a game-changer for me as it equipped me with the necessary skills to survive the business turbulence for example the Covid-19. Without the training and the grace of God I would not have survived Covid-19. Training and mentorship is important for upstarts. The USD5,000 was a bonus to support my start-up. Training first - capital later. This matches my business model of impact first - profitability later. TEF really put me on the right path and changed my life. Thank you TEF. Thank you, boss Tony."

26. Full Name: Edet Ntuen

Business Name: Omniscience Prestigious Academy

Country: Nigeria

Year of funding: 2019

Impact area: Empowering young people with digital, entrepreneurship, vocational and technical skills.

In the first quarter of 2021, a report published by the National Bureau of Statistics (NBS) on its website noted that Nigeria's Unemployment Rate has risen from 27.1 percent in the second quarter of 2020 to 33 percent. A victim of this problem, Edet Ntuen spent many years searching for a job after completing his first and master's degree in Environmental Health. When he eventually landed one, he was underpaid.

Through these years, he met other people with the same plight and discovered that most of them, himself included, had no skills except for formal education. With this came the question of why an educational system that teaches individuals vocational skills, entrepreneurship skills, and other technical skills wasn't available. To provide a lasting solution to this problem, he decided to set up Omniscience Prestigious Academy. This institution empowers Nigerian youths with digital, entrepreneurship, vocational, and other technical skills.



“TEF made my dream come into actualization. It fueled and fertilized my dreams. TEF came through not only with a seed grant but also mentoring and teachings on entrepreneurship skills.”

Today, Omniscience Prestigious Academy has been able to create ten direct jobs and six indirect jobs. He has trained more than 2000 youths and educators on digital learning and vocational skills and has generated over \$15000 in revenue. Likewise, special rebates are given to female learners to empower and encourage them. Omniscience Prestigious Academy has partnered with other organizations for technical training like the Enterprise Development Centre of Pan Atlantic University and Microsoft.

Finally, Edet Ntuem has grown so much that he's currently an exporter through NEPC Grant. He's an alumnus of the Enterprise Development Centre of Pan Atlantic University. He is also involved in other entrepreneurship training and competitions like being one of the top 10 finalists in Entrepreneurship World Cup, 2021, and Creative Business Cup Nigeria and part of the top 5 finalists in, Agro-Hack (Lagos), 2021.

27. Full Name: Adebisi Adeeko

Business Name: Berah House of Creations

Country: Nigeria

Year of funding: 2016

Impact area: Women empowerment through Jewelry production.

Recently there has been an emphasis on the need to break the bias, a call for us to bridge the gap between men and their female counterparts. Women in Nigeria account for over 40 percent of the unemployed population, creating a need for women's empowerment. Jewellery business is one of the most lucrative businesses globally. The global Jewelry market size was \$330.0 billion in 2019 and is projected to reach \$266.53 billion by 2027, at a CAGR of 3.7% during the forecast period.

Adebisi Adeeko started a Jewelry making business for young ladies to drive the women empowerment campaign. Using all kinds of raw materials, and waste materials to make Jewellery and accessories, then they fine tune and moved to using gemstones and other accessories to make Jewellery

“The seven pillars of Entrepreneurship Toe way and his quote has been a propelling force for him. The network among other fellow Entrepreneurs and the



seed capital has gone a long way to improve my business and it also helped to fine-tune our processes.

Adebisi has indirectly created 50 jobs in her community of which 5 are direct jobs. Her Market share has increased by 1%. Her business has also been exposed to international and cross-country Opportunities like exhibitions and trade fairs



28. Full Name: Ogechukwu Uzoekwe

Business Name: De-Signature Casuals

Country: Nigeria

Year of funding:

Impact area: Fashion.

Growing up, Ogechukwu always had a desire to solve problems in his community. He wanted to make a difference, and he believed that being his own boss would help him achieve that goal. So, he decided to become an entrepreneur.

As an entrepreneur, his focus was on creating jobs and empowering people. he wanted to change the way money is spent in our society, so he started a business with the goal of running it on a budget. He knew this would help him monitor their spending and ensure that every cash received was used effectively.



But he needed help to achieve his dreams. That's when he came across the TEF entrepreneurship program. *"The training I received had a profound impact on me, and just two months after receiving the seed grant, i was able to secure a loan with the Bank of Industry."*

Thanks to the TEF program, he now own a fully equipped fashion house and a rice distribution company. He has five full-time employees and three contract staff, and his monthly revenue is about \$1200. This would not have been possible without the support of the TEF program.

His success has had a direct impact on his community and the country at large. They have created jobs and trained and empowered people in fabric making, tailoring, and business plan writing. They are making our community and country a better place, one person at a time.

In addition to their business success, they have also had the opportunity to explore other opportunities. They secured a loan facility from the Bank of Industry and a 0% loan from Sterling Bank. They also participated in entrepreneurship training at the Pan-Atlantic University and was selected to join the TEF mentoring program.

As if that wasn't enough, he was also a judge for the Tony Elumelu Foundation entrepreneurship program, and he led the panel of judges during the semi-final and final pitch presentation for the federal republic of Nigeria entrepreneurship grant.

His journey as an entrepreneur has been challenging, but with the support of the TEF program, he has been able to achieve his dreams and make a positive impact on his community and his country. *"When I pay my employees' salaries and see the joy in their faces, I know I made the right decision to become an entrepreneur."*

SECTOR: HEALTHCARE





29. Full Name: Ritalee Monde

Business Name: Leemed Supplies pvt ltd

Country: Zimbabwe

Year of funding: 2021

Impact area: Supply of medical oxygen to hospitals, clinics and to individuals in small affordable cylinders.

[Many African countries](#) face a "growing crisis" of severe oxygen shortages. This doesn't leave an exception for Zimbabwe, as the country with a [12.7% budget allocation for health](#) suffers losses owing to death from many preventable medical issues facing its residents. An increase in Covid -19 and deaths aggravated by the extreme shortage of medical oxygen in country hospitals and clinics.

The unavailability of medical oxygen to treat patients in Zimbabwe is so grave that people die of ailments that are not supposed to claim their life because they can't afford to meet the market cost of oxygen. The reality in most hospitals in Zimbabwe is finding people dying outside hospitals because they find it difficult to get admitted, especially Covid-19 patients.

"I experienced how an overwhelming number of COVID-19 patients, oxygen therapy patients, children under 5s with pneumonia, and severe lung and cardiac disorder cases lost their lives to the unavailability of oxygen in Zimbabwe. I went ahead to take the initiative in reversing this case in her society by providing medical oxygen at a third of the market price. I sometimes give them for free to those who seem unable to afford them. I also supply medical equipment to home-based care and health facilities across the country."

Ritalee Monde says TEF has provided the business training, mentorship, and seed fund necessary to give him a start. Before the programme, it was only an idea with no resources and technical know-how to bring it to life.

"TEF provided the business training, mentorship and seed fund that was necessary to give me a start. Before the programme i only had the idea but with no resources and the technical know-how to bring it to life. And now I can safely say TEF gave our business life."

She has successfully created 6 job due to the opportunity gotten through the support she got from the TEF Entrepreneurship program. She currently serves over 58 home-based medical facilities. She plans to expand her dreams by having a medical oxygen production plant in her country, which would allow her to serve all the 212 hospitals and 1684 clinics across Zimbabwe. She currently buys medical



oxygen from other suppliers at the moment but hopes to launch a UBP-30 oxygen production plant in Harare which will help produce more oxygen and employ more personnel.

The business has helped reduce the demand for medical oxygen and other medical supplies that were in short supply in hospitals and clinics in Harare.

30. Full Name: Fatoumatta L Kassama

Business Name: Girls'Pride

Country: Gambia

Year of funding: 2019

Impact area: Personal hygiene education and provision of sanitary pads to young girls

In the Gambia, many young girls experience period poverty. The most disadvantaged among them are unable to afford the cost of sanitary pads. This results in reduced school attendance during one's period, which negatively impacts academic work and results. The lack of access to sanitary pad can lead to infections that impair sexual health. A study on the impact of the supply of sanitary pads on girls' education has revealed that some girls may miss 10-20 percent of school days during their menstrual period.

When Fattoumatta lost her late mother at the age of 5, she was forced to face life by highlighting various income generating activities. Since when she was in school, she had a passion and love for beauty. So, she decided to transform this income-generating business passion. This allowed her to create FATI SHOP & DESIGN, an event company based in Guinea whose specialty is the planning, organization, and decoration of events and organizes training."

Fatoumatta's main obsession is to revolutionize the world of events in Africa and allow young people to live through events. Girls' Pride is working to create a conducive environment where parents and families will be able to talk to their daughters on how to manage their periods and buy sanitary pads for them.

As a social enterprise they want to address menstrual hygiene problems affecting less privileged women and girls, keep girls in schools during their periods, promote maternal and child health, end gender-based violence against women and girls, reduce the amount of plastic waste that is generated during menstruation and create employment opportunities for the youth especially women and girls. They are working to address SDG 3, 4, 5, 6, 8, 10, 12 & 13.

Girls' Pride has employed 12 part-time SRH trainers, and 2 full time staff who run the business. They also have a community of 16 volunteers who are advocating to end period poverty in The Gambia. They have impacted the lives of over 30,000



Gambians through their social impact projects and currently making a monthly turnover of \$6000. From 2021 to date, the venture has trained over 3,000 people and are looking forward to training more people in 2022.

“Thanks to the grant from the Tony Elumelu Foundation, we have managed to buy several pieces of work and training equipment for young people.”

31. Full Name: Joachim Nwachukwu

Business Name: First Glean Concept Company

Country: Nigeria

Year of funding: 2016

Impact area: Oral health care

Poor oral health awareness, lack of access to dental care facilities and poor nutrition are a few of the many reasons 70%, being 7 in 10 Nigerian children, live with tooth decay, especially in rural communities. In the wake of COVID-19, the WHO in a study revealed that 90% of countries in the African region reported a complete or partial disruption of their oral health services between February and July 2020 while more than 530 million children suffer from dental cavities of milk teeth globally.

“I decided to be an entrepreneur because I have innovative products to produce to tackle a global problem and also to create employment and equally solve community challenges.”



The business is currently offering a Tooth-Gum Massaging Product that offers cure to dental problems, especially Halitosis. The aim is to change the ideology of tooth removals because of ineffective dental medicine in the market.

The company boasts of more than 7 workers and still has their employment window open to recruiting up to 20 professional marketers. He has improved packaging and is

working to have a foreign standard package for export. They have increased their production capacity from 2,000 units to 8,000 unit and are working seriously



with foreign partners to gain international buyers and begin full export of our product globally.

Joachim Nwachukwu has attributed his fortunes to the Tony Elumelu Foundation's Entrepreneurship Program which came at a period he needed it the most.

"TEF mentorship, Training, connections and Fundings brought my business back to life and equally changed my life. The changes in my business have created employment among women and Youths and create business opportunities for pharmaceutical and medical stores including woman and youths in my community who refers customers to us and earn weekly. I have currently gained export opportunity through the success of the TEF program."

32. Full Name: Joan Nalubega

Business Name: Uganics Repellents

Country: Uganda

Year of funding: 2017

Impact area: Affordable mosquito repellents

Uganda has one of the highest malaria transmission rates in the world, with approximately 16 million cases. Especially the rural population lacks the financial capacity to purchase protective measures such as repellents. Malaria remains one of today's major global health challenges. It perpetuates slow socio-economic development and poverty. In Uganda, malaria is the leading cause of morbidity and mortality.

More than two thirds of malaria deaths are children below the age of 5. Uganda has one of the highest malaria transmission rates in the world, with approximately 16 million cases. Especially the rural population lacks the financial capacity to purchase protective measures such as repellents. The Ugandan Government often distributes mosquito nets; however, these only protect during sleep. The socio-economic impact of malaria includes treatment costs the poor can often not afford, as well as long distances in rural areas to reach health facilities. Severe malaria further impairs children's learning and cognitive ability by as much as 60%. The ability that we have transformed a simple everyday product "soap" into something that is easily creating a lot of impact to fight malaria through its protection without behavioural change. The change we are bringing to the communities we work in, the hope and happiness in different families makes me get excited more about my vision. Simple products with motivated youths and limited resources are saving lives.

Joan Nalubega business focuses on turning simple products into mosquito repellents, they have transformed a simple everyday product "soap" into something that is easily creating a lot of impact to fight malaria through its



protection without behavioural change. The change they are bringing to the communities, the hope and happiness in different families makes him get excited more about his vision. Simple products with motivated youths and limited resources are saving lives.

"I faced a lot of challenges as a child in an orphanage with no parents and constant malaria. I became a victim of bullying and I always wondered why I kept on getting the disease, yet I slept in a mosquito net every single day. I almost gave up on life"



In 2018, the enterprise acquired National certification from the National Drug Authority Uganda as a public health product. And their product was scientifically proven by several institutes including Mannheim University in Germany.

In 2020, he purchased land for the growth of herbs and production facility, in 2021 in March they finalized the construction of their local factory with a capacity of 100 employees and lab space, 6 employee residential rooms able to accommodate 12-15 employees. Their revenue grew up to \$250,000 in 2021. The number of full-time employees has grown to 34. The number of paying customers has grown to 60,000 users.

"Through the entrepreneurship program, I was exposed to new networking opportunities with other entrepreneurs who have become partners and peer



advisors as well as mentors. The funds from the program were used in certification, product development and working capital."

The increased revenue has enabled them to subsidize more soaps for rural mothers to protect their children from malaria through our cross-financing business model. There has been an expansion of their product line through production of locally manufactured organic essential oils produced by self-empowered female farmers in their communities. Ugarnics thus also simultaneously empowers women by providing them with income and economic indecency to support their families. By end of 2021, there was 80% reduction in malaria cases in the community.



Logo



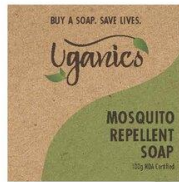
Colors



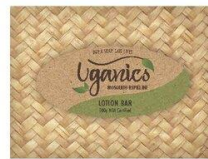
100g Normal Skin



100g Sensitive Skin



100g Community Bar



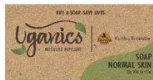
100g Lotion Bar



100mL Massage Oil



100g Shea Cream



20g Normal Skin
Hotel Bar



20g Sensitive Skin
Hotel Bar

33. Full Name: Okeh Emmanuel

Business Name: Begopay

Country: Nigeria

Year of funding: 2016

Impact area:

Alarmed by the number of people who died daily in government-owned hospitals because of the slow diagnostic services of the workers, Okeh Emmanuel decided to venture into a private medical diagnostic business to solve this problem.



TEF gave him the necessary managerial, entrepreneurial, and administrative skillset that was the recipe he needed to succeed. He was also provided with a \$5000 seed grant that he has been able to multiply in folds.

For Okeh Emmanuel, a whole lot have changed since joining the programme. The business which started as a 2-man team, now has 15 man strong and counting. They started with \$10,000 (\$5000 seed fund from TEF and \$5000 savings from the Founder), now they are worth \$80,000 in assets and growing. They started with one outlet and now have 3 outlets in Abuja and working to launch their online platform by the 3rd quarter of 2022. They have expanded into sales and marketing of medical Laboratory consumables and also had partnerships with many cooperates as their go-to place for Diagnostics care."

One of Okeh's testimony since the TEF programme was when a regional bank manager who saw TEF logo displayed in his office reception, personally asked him to come pick up a loan facility from the bank. In his words, "if you are a product of TEF, you must know what you are doing".



SECTOR: AGRICULTURE





34. Full Name: Peace Agwu Okorie

Business Name: PAO Modern Farms

Country: Nigeria

Year of funding: 2019

Impact area: Promoting good health and well-being of girls and women

According to the [United Nations Food and Agriculture Organisation](#), about 19.4 million people will face [food insecurity](#) across Nigeria between June and August 2022. According to the report, the food crisis would affect Nigerians in 21 states and the FCT, including 416,000 Internally Displaced Persons (IDPs). It noted that about 14.4 million people, including 385,000 IDPs in 21 States and the FCT of Nigeria, are already in the food crisis till May 2022.

Peace Agwu Okorie took the initiative to address the hunger and gender gap issues in his community, promoting good health and well-being of young mothers and women in Abia and Benue State through the establishment of PAO Modern farms, which is a social enterprise to reduce farm produce wastage to the barest minimum. She implemented this transformation by enabling them to build backyard sustainable poultry farming.

Peace's passion to eradicate hunger and gender issues emanated the idea to empower 20 young mothers and women in 6 months through training to enable them to build sustainable poultry farming to address the gender gap issues by creating jobs.

She started the business by producing 10kg of jute leaves and 200 birds every two months through the support, she got through the TEF program. She currently produces 25kg bags of jute leaves and 800 birds every two months, using modern nipple pipe construction, making an average of USD 501 Monthly. She employs six people directly and 23 people indirectly.

Peace acknowledged that the TEF training on digital marketing strategies educated her on the solutions needed for her business. Their customer database has grown from 10% to 41% largely using digital marketing and social media platforms to advertise their goods. This has also increased their profit margins from 20% to 51% since they received funding.

“TEF Training on Digital Marketing Strategies Sessions educated me on the solutions. In-fact, we used digital marketing strategies to reach a wider targeted audience at a lower cost using WhatsApp, Telegram, Facebook, Instagram etc. making us grown our customer's data base from 10% to 41% which eventually



help us earning higher revenues from 20% profit margins to 51% profit margins after the TEF programme."

Peace is passionate about learning and acquiring knowledge; training, capacity building, and special skills because she understands that "to learn is to be alive, never satisfied with the knowledge you have but always seeking more."

35. Full Name: Olumide Ogunbanjo

Business Name: INTACE Technovations Ltd

Country: Nigeria

Year of funding: 2015

Impact area: Boosting agricultural yields through pollination.

Recent estimates show that about 88% of all flowering plants and 35% of the global plant-based food supply rely on pollinators to be successful. Pollination is a vital ecological service provided by a wide range of insect species including bees, wasps, flies, butterflies, beetles, and moths.

With a strong belief in transforming the rural landscape into business empires, Olumide Ogunbanjo offers farmers free beehives on their farms to help improve the yield of grown fruits and vegetables by using the honeybees as pollinators.

"I grew up as a farm boy in the ancient town of Iseyin, Oyo State, my parent were peasant farmers, and they could hardly take care of me and my siblings. I had dreams of studying agriculture and returning to the farmlands to create wealth for the farming populace. I have a strong belief that I could be the agent of change in transforming the rural landscape into business empire."

From the initial seed fund, he got through the TEF entrepreneurship program, he expanded a single bee farm into a group of "outsourced bee farms.", created a new business model, "Pollination as a Service (PaaS), invented and patented a Smart Beehive and rebranded as AgroData.

He currently provides direct full-time employment to 11 and part-time jobs to 27 with operates across Oyo, Ogun, Osun, Abuja, Dakar, and Senegal, and has a generated a total revenue of \$46,700 till date.

Since the support of the TEF program, his company has been nominated for several awards and fellowships programs and positively impacted the lives of over 21,000 rural dwellers



36. Full Name: Nenfort Dominic

Business Name: NENJO FARM

Country: Nigeria

Year of funding: 2019

Impact area: Integrated Farming practice

Unemployment is one of the vices in Nigeria that discourages some individuals from pursuing their degree with all their might because the reality after completing their education is not meeting their expectations.

Nenfort Dominic was one of the individuals held down by unemployment after completing his education. Deciding on entrepreneurship rather than waiting on the government for help and wanting to provide an opportunity for others, he came across the TEF seed capital, his life-changer.

“The training and mentorship, the miracle seed capital and the connection with other entrepreneurs.”

With the seed capital from TEF, coupled with the mentorship and training, he set up a company and which has contributed to the reduction in the unemployment rate in the country, with over 30 graduates directly under his employment. With some of the revenue generated from this business, he has involved himself in public projects by repairing some of the bad roads in his locality without waiting on the government, including renovating the community school to make learning easier and better for the bright young minds.

He generates over \$16000 in revenue and gives back to society regularly. He supports women and youths with their business startups and investment. He also plans to expand to other locations in Nigeria to create more jobs and increase revenue.

37. Full Name: Mmaduabuchi Anoro

Business Name: ELWIN AMANCHASIS CO., LTD

Country: Nigeria

Year of funding: 2019

Impact area: Agricultural Production

Having accompanied her mother to rural areas during her teenage years, Mmaduabuchi Anoro was able to experience firsthand experience of what entrepreneurship is. And over time, she has developed an affinity for it and seen the struggle in getting quality food from rural areas in the cities.



Mmaduabuchi decided to venture into agriculture because he had seen that he can design the future that he can see today and live in it himself. The TEF programme has increased her capacity to manage her business and design a business solution to meet her customer's needs.

“After going through the TEF robust entrepreneurship training and the Project Management Institute. I gained the capabilities to design our business as a solution to multiple SDGs with resilience.”

Since receiving funding, Mmaduabuchi has created 6 new jobs and installed a 10-ton/hr capacity processing machine and expanded their operations to neighbouring states. They executed their first 40fcl export in 2021 worth \$43,000, and generated a revenue of \$70,000 in 2021, Long term strategies. Their facility was accredited & registered with the FDA to position for AGOA opportunity in the USA. They also developed an innovative solution that helps smallholder farmers to increase productivity by up to 60% with less water.

She has established a strong relationship with other TEF alumni in East and North Africa and would efficiently train budding entrepreneurs. She has succeeded in developing rural areas and supporting small-scale farmers with proprietary technical support.

38. Full Name: Joel Cherop

Business Name: Atari river integrated irrigation initiative ltd

Country: Uganda

Year of funding: 2015

Impact area: Irrigation farming

Early in 2015, an optimistic Joel Cherop sat in a small cyber cafe in the Kapchorwa upper district of Uganda waiting for the page to load so he could submit his application to be part of the Tony Elumelu Foundation Entrepreneurship Programme. But even as he finally clicked the last button on the form, the swooshing sound notifying him of his complete entry taunted him.

With no home of his own and partially deaf in one ear, all he had was a little farm and a dream- to become one of Uganda's biggest farmers that ever lived and owned a farm.

All these changed on March 22, 2015 when he was announced as one of the 1,000 lucky Tony Elumelu Entrepreneurs to participate in the inaugural round of



the TEF Forum. The prize was 12 weeks of mentoring, unbelievably good business training, a Forum experience in Nigeria and \$10,000 in funding.

“It was exciting learning that I had been selected among the 1000, but again, I felt rewarded for my hard work and realized how I made a right decision especially after University to take on the hoe and transform people, especially the youth.”



His irrigation farm grows onions, watermelons, tomatoes, cabbage, apples and more. For a community on the slopes of MT Elgon, the area is undulating in nature limiting the area available for cultivation and the average land holding for many of the farmers is just 2 acres. Given that the dominant crop planted is maize that takes a whole year to mature sometimes yielding just eight bags, this was increasing household poverty, Joel points out.

“Thus, there was the need to venture into horticulture which suits this area quire well owing to its cool conditions yet can be done twice in a year leading to improved incomes. Moreover, most agriculture is rain-fed and with the onset of erratic weather patterns exacerbated by climate change and global warming, the agro sector is threatened.”



So, he decided to take a bold step and help change the mindsets of farmers by first venturing into irrigation to inspire his fellow farmers and policy makers to give attention to farm other crops given the abundance of water resources.

“The Tony Elumelu Foundation Entrepreneurship Programme has built my farm from a struggling business into one of the most sought-after enterprises in Uganda, Through the ‘Tony Elumelu Dollars’, I have been able to set up a grand demonstration farm.”

The Ugandan President, Yoweri Museveni recently visited him with an entourage of top government officials. It was an experience, which he describes as the greatest milestone of his career. “Since the president’s visit, the number of media personalities and youth approaching me to give them tips on how they can successfully join agriculture has overwhelmed me. I have suddenly attained celebrity status.”

His overall goal is to transform peasant-led agriculture into commercial agriculture, with a focus on creating jobs and consequently, improved welfare.

“When I received the seed capital, I was under pressure from peers and family”, reveals Joel.” Everyone said that since I had not built a house of my own, now was the opportunity given that I now had the money thrown from Heaven like manna.

But Joel did what he had to do and invested the money in his farm. To fellow entrepreneurs participating in similar accelerator programmes, he urges them to use the funds judiciously and not divert the money from its intended purpose. He also wants all of Africa to apply for the Tony Elumelu Foundation Entrepreneurship Programme. “The onus is on you to decide your destiny”, he says. Just like he did with that click.

39. Full Name: Momarr Mass Taal

Business Name: Tropingo Foods
Country: Gambia
Year of funding: 2015
Impact area: Fruit Processing

TROPINGO FOODS is a fruit processing Company which adds value to fruits which would otherwise have been wasted due to lack of processing facilities in The Gambia. They create a ready market for local farmers to sell their produce and by using light processing (Dehydration) are able to preserve fruits to serve the growing dried fruit international market. They offer commercial scale local



produce processed as food ingredients for the international food and beverage industry. Their Flagship product is Organic Dried Mango Slices. This product is sourced from organic certified farmer groups in Gambia, processed to international standard and sold as an ingredient to food companies e.g. Reel Fruit – Nigeria.

“In 2014 after securing the supply chain and developing a network of farmers and suppliers, I decided to formalize my trade and become a light processor and exporter of peanuts This was the Birth of Tropingo Foods. Our first year we were able to export over 1000MT of peanuts and grew the company within 3 years to export over 3000MT employing 200 seasonal employees.”

Momarr Mass Taal decided to diversify and enter value add in mango due to the high crop loss of mango in the Gambia. He studied the market and developed a market led solution that would present farmers greater market access opportunities. He decided to invest in a mango processing Factory. It took him 3 years from inception of the project, saving money, studying market and building his capacity before he was officially able to commission the Factory in 2017.



In 2015 he enrolled in TEF, realizing that he would need to develop his entrepreneurial skills in order to efficiently scale his business in a sustainable manner, due to his limited experience running a growing company in a structured format.

“The greatest benefit personally as an entrepreneur was the training and mentoring, I received from TEF. It allowed me to structure and manage my business better. This was crucial for me to attempt to scale our business.”

Today they operate Gambias first commercial fruit dehydration company. Their facility supports over 290 organic farmers, employs over 45 factory staff and exports quality products globally; including to brands in Nigeria. They are proud that mango’s that would otherwise have gone to waste in Gambia, through their value addition are now available in Nigeria in stores such as ShopRite. They believe that fostering inter Africa trade through Africapitalism is a key ingredient to using business to solve socio economic problems in their country.

“The TEF has propelled my business to the international stage by showcasing the work we are doing. This support and exposure have been transformative for our company. Due to the fact that I am a young entrepreneur, and our business is



fairly young, the support of TEF has increased our visibility and credibility around the world, this has directly contributed to increased interest in our products, business and the value chain in Gambia."

Over 290 mango farmers and over 800 peanut farmers currently supply Tropingo with fresh fruits. Over 250 jobs have been created. They have developed apprenticeship and internship programs for youth to gain tangible on the job experience in the food processing sector and have grown into a major exporter in gambia bringing in much needed foreign exchange for the country and contributing to balancing their trade deficit.

Tropingo Foods is currently researching how to use its production capacity to create local products to help fight malnutrition. They have plans to scale the mango factory from its current 50MT per year capacity to 300MT a year within 5 years. In this plan they expect to increase the productivity of their supplier base and develop a feeder farm.



40. Full Name: Sepenica Darco

Business Name: FarmerTribe

Country: Ghana

Year of funding: 2018

Impact area: Grain Producing and Aggregation

Data has shown that lower crop yields were significant because 30% of smallholder farmers had no access to fertilizer, 15% of smallholder farmers underapply fertilizer, while 20% made application of fertilizer late. 20% of smallholder farmers used seed for their production, and 15% due to uncontrolled elements like poor rainfall patterns, floods, drought, pests, and diseases.

However, only 14% of farmers had access to extension services from well-trained agricultural officers, while the remaining farmers had no access to technical support in their field. From the data collected, 80% of smallholder farmers who lack access to input and extension services leave and farm in remote areas of the



region, which is far from the district capital or large communities where the bulk of the food is needed and consumed.



Identifying this problem while working as an M&E assistant for the USAID'S ADVANCE project, Sepenika Darco, fueled with a need to eradicate it decided to set up FarmerTribe, which distributes agricultural inputs to small-scale farmers for a commission consistently without fail. They also provide farm training and free extension services to these farmers. Not only did she get a grant from TEF, but meeting with other entrepreneurs from the program taught her to dream big to be a blessing to herself and her community.

“I applied for TEF program with just an idea, getting selected in 2018 was all the verification I needed. It gave me the

endorsement that I was not "Crazy" for leaving a job most young graduates in Ghana "kill" for. Meeting other entrepreneurs at the TEF Forum also gave me the power to dream big, growing up with a single mum, my only dream was to work hard so I can afford to put food on the table. I never for once dreamt of making an impact in the life of other people.”

After kicking off FarmerTribe in 2019, she made a revenue of \$160,154, which increased to \$313,899 and \$469,834 in the subsequent years. FarmerTribe is on the way to making a revenue of \$900,000 in the year 2022. She now has 10 permanent staff and 72 seasonal staff employed with FarmerTribe in 4 different locations. She works with 36 community input agents, mostly women, and youths who earn a commission for retailing farm inputs from FarmerTribe to over 7000 farmers.

FarmerTribe works with the various Ministry of Agriculture in their areas of operation to host demonstration farms where farmers can have hands-on training on new agronomic practices and products, which keeps them updated on the latest technologies. Through TEF, she could attend the UNDP Youth Connect Program in Uganda.

FarmerTribe won a US\$29,000 from D-Prize in 2020, got selected as part of the Miller Center Women Jump Start Accelerator in 2020, got selected for the 2021 Mandela Washington Fellowship, Sepenika Darco also got listed on the Forbes



African 30under 30 class of 2021, and made it to the finals of the Bayer Women Entrepreneurship Award and the GoGettaz Agriprenueship competitions in 2021 and was also selected to be a part of the Women Entrepreneurs for African (WE4A). With all these, the agricultural sector in Ghana has gotten way better.



41. Full Name: Ekene Ezedioramma

Business Name: Orireal Farms and Foods

Country: Nigeria

Year of funding: 2021

Impact area: Livestock Farming

The outbreak of infectious diseases such as cholera, brucellosis, bovine tuberculosis, and other parasitic worms are frequent occurrences in Nigeria. Though many of them are underreported, research shows that unsanitary abattoirs are sources of this public health concern, as many helpless Nigerians have contracted infectious diseases through the consumption of potentially contaminated foods, especially contaminated meat.

In Nigeria, one immediately sees the glaring evidence of sanitation gaps in most abattoirs including dilapidated slaughtering and processing facilities, inadequate clean water supplies, no refrigerators, and a lack of facilities for the collection and storage of waste.



Sector: Agriculture

“I became passionate about entrepreneurship in order to build a financial future, add value to the society, reduce economic hardship and unemployment. I have primarily been motivated into business because of the quest for financial freedom, stability and independence has heightened my entrepreneurial zeal.”

Ekene Ezedioramma created an abattoir that offers both modern and traditional slaughtering methods, rapid turn-around time, best storage, and excellent hygienic conditions as against the current informal structure that leaves room for unhygienic slaughtering and meat distribution.

The abattoir handles the procurement and transportation of the livestock from the farm to our facility where they would be hygienically slaughtered, processed, and packaged for public consumption. Thereby essential for cost-effective marketing, minimizing post-harvest losses, and reducing health risks simultaneously.

He established market validation by signing up a few paying customers, committing to great customer service, Host events, developing brand partnerships, hiring key staff, building staff competency, especially skilled marketing personnel, and creating a working prototype.

We serve as a market outlet for rural livestock farmers whose major challenge is access to a market for their produce due to inadequate transportation facilities for off-road rural farmers. We sought out and buy from these farmers which will encourage more production. Our abattoir handles the procurement and transportation of the livestock from the farm to our facility where they would be hygienically slaughtered, processed, and packaged for public consumption. Thereby essential for cost-effective marketing, minimizing post-harvest losses, and reducing health risks simultaneously.

42. Full Name: Emeka Nwachinemere

Business Name: Livingstone Mega Industries Limited

Country: Nigeria

Year of funding: 2015

Impact area: Smallholding Agriculture

About 64 million smallholder farmers produce over 80% of all food consumed, yet they make up 75% of all people who are essentially very poor and living on under \$1 a day in Nigeria. And this is because most of their decisions are based on guesswork and resultantly, they achieve very low yields, suffer up to 60% post-harvest losses, and have limited access to markets.



While Emeka came from a family with a history of Entrepreneurship, he never thought he was ever going to be one, considering his mum several warnings not to let the "I will run my own business" disease that ran in their extended family, largely because of lots of business failures. But starting what he thought was just a hobby to get a new experience about farming exposed him to the challenges that smallholder farmers faced. That changed his life forever and he made it his mission to find a way to fix the multiple frictions in the Nigerian and African agricultural sector."

According to Emeka, The TEF program taught him to not take anything for granted, and to ensure that he had a business before going all-in into the business.

"I was prepared to try several pivots, even switch businesses, until I found product-market fit and what works. The learning content was also great, especially the ones that spoke about the power of vision, mission, values, and culture. Having a powerful culture has often been the difference between the death knell for our business and moving forward. This has been a difference-maker."

Kitovu has empowered over 12,000 farmers across 9 states in Nigeria and created 16 direct jobs and 307 indirect jobs for their agents. They have done over \$200,000 in revenue to date, building 3 solid products for smallholder farmers.

He has also won several awards and has had recognition for his impact in the agricultural sector.

"During our journey, I have won the World Bank Ideas for Action Competition, placing first out of 743 teams from 118 countries. I have been part of the Africa Prize for Innovation by the Royal Academy of Engineering, Yunus and Youth Fellowship, MAKE IT Accelerator Program, and the GIZ SAIS Investment readiness program. We have been supported by World Connect, the Royal Academy of Engineering, Nestle, and USAID."

43. Name: Marko Chiumia

Business Name: K-Farm Center

Country: Malawi

Year of funding: 2018

Impact area: Soil fertility and agro-storage solutions

Poor quality of agricultural soil, water, and land coupled with low access to finance and farm inputs are some of the problems farmers in Malawi face. These factors, associated with the fact that there is over-dependence on maize as a



staple crop and no knowledge to improve any of these things, affect the low scale of the agricultural sector a lot.

Marko was motivated to become an entrepreneur to solve soil fertility loss and declining crop yields. He hoped to improve rural livelihoods and adequately support the agro-based economy as most African countries depend on soil for agriculture to obtain food and income.

Through the TEF programme, he has gained business management skills to manage his business.

“TEF program provided me with business management skills that enabled to raise extra external funding to my business and \$5000 gave me a stepping stone to kickstart production and marketing of our product named VUNA ECOFERT, an organic manure solution by constructing a storage facility and other basic tools and more funds were invested in raising awareness about our new fertilizer solution.”

Some of the changes experienced since they started include Increase in jobs creation from 1 in 2018 to a team of 5 employees, Increased revenue from \$125.8 in 2018 to \$2800, Increased customer base of 15 farmers per annum in 2018 (at idea stage) to 308 farmers per annum in 2021, also, several partners have developed interest in organic fertilizer business as a result of their successes in this sector.”

With his product, farmers could cut down the cost of fertilizers and help increase the health of the soil, thereby increasing the health of its produce. Furthermore, he can participate in similar programs like SEED and the Centre for Agriculture Transformation for external funding and capacity building.

44. Full Name: Ababacar Samb

Business Name: Ferme Agribio

Country: Senegal

Year of funding: 2018

Impact area: Poultry Farming to mitigate importation of food

Senegal has an estimated population of 15.4 million and a youth population of about 9 million with over 20 percent of her youths and women in suffer from unemployment. The country faces a very high poverty and food insecurity rate. Recent studies have shown that over 3 million people in Senegal lack access to food necessary for an active and healthy lifestyle. With a youth and women population of about 11 million living in poverty and an estimated 20 percent of



youth and women unemployed, the country now ranks 36th in the global poverty index.

To challenge food insecurity, Ababacar Samb started a chicken farm to reduce the imports of food products, thereby making quality products (broilers, broiler chicks) available to consumers and companies as raw materials. He advocates local production of what they eat.



Ababacar Samb, through his poultry farm, has created decent jobs for young people and women. He coaches young people and women until they maturation in starting their businesses.

The TEF Entrepreneurship programme has had a positive impact on his business through the training, mentorship and seed grant.



Sector: Agriculture

“The Tony Elumelu Foundation's entrepreneurship program has allowed us to better structure our business, to have a business model that meets the needs of our clients, to strengthen our skills in business management, to be much more specialized in the decision-making and management of our team, to have more financial resources to improve the quality of our products and services.”

Ababacar Samb poultry farm started with 1000 birds every 45 days and increased by over 100% to 2500 birds every 45 days. He currently boasts a capacity that can take about 5000 birds, with an astronomic increase in revenue from \$19,240 to \$46,845 while creating 7 jobs.

45. Full Name: Abidemi Agboola

Business Name: AGRO Concepts

Country: Nigeria

Year of funding: 2018

Impact area: Honeybee Agriculture

Honey is used in the treatment of eye diseases, throat infections, bronchial asthma, tuberculosis, hiccups, thirst, dizziness, fatigue, hepatitis, worm infestation, constipation, piles, eczema, and healing of wounds, ulcers and used as a nutritious, easily digestible food for weak people.

Abidemi saw an opportunity in solving important problems of an under-utilized but major aspect of agriculture which he called "Honeybee Agriculture". He identified this problem from my many years of an indigenous farming couple with exposure of over 15 years. Honeybee Agriculture plays a major role in solving Problems of food insecurities, plant biodiversity, Agricultural development, unemployment and national development

Abidemi Agboola start-up produces a large volume of pure natural honeybee products from their farms in various locations in Osun, Oyo, Ogun, and Lagos. Honey which is a perfect, better, acceptable, and preferable substitute for artificial sweeteners and many pharmaceutical drugs.

As a young graduate, The TEF programme gave him the needed boost and confidence in starting as an entrepreneur.

“TEF was lights that brightened the journey and gave me the confidence after the robust training and the seed capital even as a young graduate with full preparation has made me an entrepreneur.”

The company has successfully trained 14 SIWES INTERNSHIP students from OUA, over 400 students on excursions, over 50 students in practical workshops and seminars, and over 50 OAU students on the elective course on honeybee agriculture with IFEDS. They have their farms and farms in partnership in 4 states in



the Southwest part of Nigeria, and their customers are spread all around the country because of flexible marketing strategies of networks of young students who are trained and immediately empowered to start marketing.

They have generated over \$200,000 since TEF 2018. He has 4 OAU graduates, and 2 non-graduates are full-time workers. Over 20 sales Representatives earn 30% of the business sales.

46. Full Name: Isa Abdulkadir

Business Name: IBMAL Multi Business Ventures

Country: Nigeria

Year of funding: 2019

Impact area: Rice Production

Revenue in the Rice segment amounts to US\$3.79bn in 2022. The market is expected to grow annually by 8.76% (CAGR 2022-2027). In global comparison, most revenue is generated in China (US\$128,000.00m in 2022). In relation to total population figures, per person revenues of US\$17.50 are generated in 2022. In the Rice segment, volume is expected to amount to 1,883.1mkg by 2027. The Rice segment is expected to show a volume growth of -0.6% in 2023. The average volume per person in the Rice segment is expected to amount to 8.8kg in 2022.

Initially Isa Abdulkadir was studying to get employed by the end of his university degree and chose to study physics but fortunately his uncle who was a lecturer in the University advised him to study Agricultural economics and extensions. While in school, he got interested in entrepreneurship and innovations. Looking at unemployment situation in the country, he started working on how to be a job creator instead of seeking jobs after his university graduation so that he can also support his communities with job opportunities and employments”

Isa Abdulkadir Mini Rice mill has created 20 new jobs and have started producing parboiled and un-parboiled Rice. The company now supplies to Lagos and port Harcourt. The business revenues has increased over 60%. They became the second biggest Rice millers in Mubi North LGA Adamawa state of Nigeria and then expanded their market segment to other locations like Kano, Maiduguri and Abuja.

Isa Abdulkadir not only benefitted from the funding, he has also gained vital skills from the business management training offered on the entrepreneurship programme.

“Not only the funding had an Impact on my business but the knowledge and skills (financial and human resources management) being an entrepreneur with a lot of money without the knowledge and skills of how to manage the business



and the resources, it would have been something different. I learned a lot about business and financial management skills that support my business helping me overcome the challenges in the industry and compete with the bigger competitors to win the markets.”

He wants to change the mindset of the youths and women in his community. He wants entrepreneurs to start working on their ideas rather than just thinking and waiting for government to do something for them.

“It is very important for me to work hard and convince people in the community to believe that we can do it with the available resources within our environment.”

47. Full Name: Kuziva Chatukuta

Business Name: Chatukuta Dried Foods P.B.C

Country: Zimbabwe

Year of funding: 2018

Impact area: Agricultural post-harvest food preservation

Zimbabwe is currently experiencing some lean season food insecurity and deteriorating nutrition in some parts of the country’s low-lying areas. During the January to March 2022 lean season, about 27% of rural Zimbabweans will be food insecure. This translates to 2,942,897 individuals, who collectively require 262,856 tons of maize (SADC RVAA synthesis report). This is caused by the Extreme poverty rate that increased steadily between 2011 and 2020, only declining in 2021. The international poverty rate was 22% in 2011 and is estimated to be 41% in 2021 and 40% in 2022.



Chatukuta Dried foods is a community-based business enterprise that focuses on offering agricultural (poultry & horticultural) post-harvest food preservation and value addition of free-range chickens, leafy vegetables, and fruits. They use smart solar dryer innovation technology to dry farm produce. They supplement their produce through buying local market excess produce.

Chatukuta had a great passion in food and wanted to get an employment after being jobless for a year. He wanted to change the myths and stereotypes in the



food industry that says post-harvest food preservation and value addition of fruit veggies and meat is for the elderly and rural poor.

Kuziva Chatukuta is a recognized trainer with various NGOs and the Government of Zimbabwe ministry of Agriculture Plants Quarantine under the fauna and flora departments. He has gained opportunities to be called for any government linkage meeting including those SADC meetings and regional events. He trains other women and youth to develop businesses, train farmers on how to better preserve their farm products.

The business makes over \$5000 a month with the newly acquired dryer after funding. He now has 10 employees permanently employed and some seasonal and casual workers to assist him during peak periods. So far, they have trained more than 500 youths and women including groups and individuals.

He acknowledged the impact of the TEF entrepreneurship programme has had on him and his business

“The grant, mentorship, training and networking was a wow moment for me.”

48. Full Name: Berlin Ngah

Business Name: Limitless Chicken

Country: Cameroon

Year of funding: 2019

Impact area: End-to-end Livestock Chain

In 2020 Cameroon was the number 91 economy in the world in terms of GDP (current US\$), the number 126 in total exports, the number 115 in total imports, the number 159 economy in terms of GDP per capita (current US\$) and the number 121 most complex economy according to the Economic Complexity Index (ECI).

Berlin Ngah decided to become an entrepreneur to have a considerable impact on his community and to also be a source of inspiration for young people. He wanted to send them the message that you can succeed outside the office, outside the public service. Through entrepreneurship, his goal is to show young graduates that the diploma is a tool at the service of the community and to provide a solution to the many problems encountered daily.

Through the entrepreneurship programme he was able to meet wonderful people who brought him so much by sharing their experience and their journey him me. It has allowed him to broaden and sharpen the vision I had of entrepreneurship.

“The TEF program has been a catalyst and an indispensable element for my entrepreneurial journey. Indeed, the program provided me with a rich and



exhilarating training in entrepreneurship and leadership. afterwards, thanks to the program.”

Berlin Ngah through his Agrobusiness start-up, wants to transform as many local foodstuffs as possible into manufactured products so that Cameroon no longer needs to import all these products as is the case. Thus, the start-up carries out activities to promote import substitution and develop the consumption of locally processed products.

in terms of jobs created, he has employed 10 full-time and part-time staff, which was not the case before the TEF programme. Their income has also increased, as they have been able to diversify their business and increased their production. Their products are also already known on a large scale and consumers are adopting it more and more. They are gaining visibility and networking everyday thanks to the meetings they have in the context of their business.

“Thanks to our activities, people are already changing their consumption habits. indeed, many people understand that consuming local has many advantages and brings a plus to the country. our products, for example, our wine of sorrel is more and more solicited in detriment of the imported wines which were the only ones on the market some time ago. We notice a certain economic patriotism of the community. This is a real pride for us.”

During his entrepreneurial journey, he has had the chance and the privilege to meet great people and personalities who continue to support and inspire him daily. Some of them even became his business partners.

49. Full Name: Emeka Okala

Business Name: Enyirich Farms

Country: Nigeria

Year of funding: 2017

Impact area: Poultry farming

The highest mortality rates occurred in hens and cockerels (1.013%), followed by turkeys (0.272%), broilers (0.253%), ducks (0.103%), and geese (0.056%). Differences among the mortality rates estimated were highly significant ($p < 0.001$). Mortality rates highly correlated with transport distance. The lowest mortality rates were for the shortest transport distances: In broilers (0.154%), turkeys (0.164%), and hens and cockerels (0.595%) for a transport distance up to 50 km; and in ducks (0.069-0.111 %) and geese (0.021 - 0.053%) for transport distances up to 300 km. Highest mortality rates in hens and cockerels (1.892%), turkeys (0.341%), and broilers (0.536%) were observed for transport distances over 200km, while in ducks (0.147%) and geese (0.253%), highest mortality rates were with transport distances exceeding 300km.



Emeka Okala is a resilient entrepreneur. Despite many poultry farms shutting down since 2016 due to high mortality-rate and cost of production in Nigeria he is still driven by the passion to improve people's lives and reduce the cost and death rate of birds. Growing up he felt the burden to make the necessary changes by way of empowering others to join the quest in solving this long-lasting problem. Leveraging his overtime research which shows the incompetence of his contemporaries, availed him the opportunity of taking cognizance of 2-5% casualty rate of birds."

Emeka Okala hopes to use Enyirich Farms to make a huge difference to the food supply situation in Nigeria and other developing countries in Africa. The impact will provide an enhancement in employment and hence economy.

The enterprise started with 300 birds in two months interval, and since the TEF programme, they are currently producing 1,500 birds in two months interval, the farm now rears them with modern nipple pipe construction. Direct and indirect cost of produce 1,500 birds is ₦1,000,000 and sold at ₦2,800,000 with a profit of ₦1,800,000.

Since the training received on the programme, they've used digital marketing strategies to reach a wider targeted audience at a lower cost using WhatsApp, Telegram, Facebook, Instagram etc. making the organization grow their customers data base from 21% to 56% which eventually helped them earn higher revenues from 20% profit margins to 64% profit margins.

"TEF Training on Digital Marketing Strategies Sessions educated him on the solutions. "

Through their operations they have being able to create direct employment for 9 people and indirect employment for 91 people and it's profitable also grown to 58%. The business secured 5 plots of land at Aba and have partnered with 25 poultry farmers.

50. Full Name: Johnsan Kassahun ASHINE

Business Name: JF AgroFish & Processing PLC

Country: Ethiopia

Year of funding: 2019

Impact area: Integrated fish production

Ethiopia produces over 40,000 tons of fish annually, and exports were valued at over USD 624 million. However, the country still struggles to reach its full potential in fish production and thereby imports USD 1.6 million worth of fish which is directed to the domestic and external markets. Most of these fish are channelled to Sudan. Demand for Ethiopia fish is projected to rise tremendously to 118000 tons annually by the year 2025.



Right from when he was still a boy, Johnsan has helped his family in their Gastronomy Business. Growing up, he followed into operating his own restaurant, together with his wife. Now, he is a farmer, as well as a restaurant owner. It is important to secure nutrition for the people. As a Gastronome, provides food food and services.

Johnsan Kassahun ASHINE established the only commercial integrated fish production in our country. The only commercial fish farm in operation in Southern Ethiopia. They built the value chain farm to table, now upgrade the technologies to offer the solutions, so that all farmers can expand production and produce fish beside their normal operation. Food security, stability for our country and the people.

From monthly burn rate of \$1500, they've been able to achieve a yearly net profit of \$20,500. They currently employ 24 staff. The initiative has won awards and international recognition, partnerships.

Johnsan Kassahun has attributed their early success to the TEF programme.

"We have had such a good support from the TEF programme. The recognition for doing something based on purpose. Understand the importance to describe one's work to public, created our first pitch decks, financing and business plan. TEF has changed our lives, the way we faced it."

51. Full Name: Joanes Toulac Jang

Business Name: Planet Aid Livestock Promotion and Learning Center (PALPALC)

Country: Cameroon

Year of funding: 2019

Impact area: Livestock Farming

Of the 532 patients treated with ART at the time of the survey, 20% reported financial difficulty in purchasing their antiretroviral drugs during the previous 3 months. After adjustment for socioeconomic and clinical factors, reports of financial difficulties were significantly associated with lower adherence to ART (odds ratio, OR: 0.24; 95% confidence interval, CI: 0.15–0.40; $P < 0.0001$) and with lower CD4+ lymphocyte (CD4) counts after 6 months of treatment (OR: 2.14; 95% CI: 1.15–3.96 for CD4 counts < 200 cells/ μ l; $P = 0.04$).

Pigs for Health Peace and Resilience is a livestock rearing initiative to promote good health and peace, prevent radicalization and strengthen early recovery efforts of women and youth in Response to COVID-19 and the Deteriorating Human Security Situation in Cameroon. The Project is an innovative strategy developed to address the problem of finance that hinders people living with HIV from accessing ART services. The rear and fatten pigs and the profits realized from the sales of pigs and piglets is used to pay for the client's treatment at identified



treatment centres. The payments are made directly to the treatment centre against the number of clients registered at the centre under the Pig for Health project insurance scheme.

The farm has been rehabilitated, stocks increased from 4 to 24, and 7 people are currently employed. They have helped people living with HIV easily access ART, Youth are employed reducing their chances to be recruited into nonstate armed groups, etc.

“The TEF program made a difference in terms of the training and the financial support to development the farm.”

Joannes is very grateful for the training and financial support from TEF programme. This enabled him to push forward his vision of creating a business scheme to support vulnerable women and youth through health and peace building interventions.

52. Full Name: Kolarele Odekanyin

Business Name: Agroweath ventures

Country: Nigeria

Year of funding: 2016

Impact area: Agriculture

In Nigeria, in the first quarter of 2021, a report published by the National Bureau of Statistics (NBS) on its website noted that Nigeria's Unemployment Rate has risen from 27.1 per cent in the second quarter of 2020, to 33 per cent. Aside from making it the second Highest on Global List, the NBS report, going by analysis, shows that 'more than 60 per cent of Nigeria's working-age population is younger than 34. Unemployment for people aged 15 to 24 stood at 53.4 per cent in the fourth quarter and at 37.2 per cent for people aged 25 to 34.

Kolarele has always wanted to change the mindset of over-dependence on collar job and the ability to create wealth from starting small.

“I have always loved to generate ideas that solves problems or generate revenue. Hence my choice of embracing entrepreneurship to maximize my entrepreneurial potentials.”

Kolarele Odekanyin's business with the help of the TEF programme has created a full-time job opportunity for over 6 vibrant youths since inception and over 20 interns. He has empowered 3 women as freelancers. His revenue has increased from \$1,204 quarterly to \$9,709 monthly, spreading beyond its target market, while it has expanded from B2C to B2B.



Sector: Agriculture

“The 12weeks training was a great impact in my life and my business idea. The funding became a window to acquire few things then that helped me scaled up. As TEF alumni, I have been able to affect more young entrepreneurs.”

His has been able to create jobs for the unemployed, residual income for the working class and foreign exchange for the country and have been able to organise seminars to sensitise youths on need to inculcate the spirit of entrepreneurship.

53. Full Name: Sama Ongonbibu Irene

Business Name: Reine Food Company Ltd

Country: Cameroon

Year of funding: 2019

Impact area: Yoghurt production from soyabean

Malnutrition is responsible for 38 percent of deaths among children under age five in Cameroon, and one out of three children is stunted. Forty-four percent of chronically malnourished children in the 11-member Economic Community of Central Africa States (ECCAS) are in Cameroon, according to UNICEF.

Surrounded by malnourished children while growing up, Sama Ongonbibu Irene had been at the center of this crisis and vowed to ensure her kids get better access to quality food. Upon becoming a mother, she discovered the cause of malnourishment in young children was not only poverty, as opposed to her former thought, but also negligence of the parents. While trying to wean infants and switch them to solid foods, it generally does not come with ease, and the parents majorly purchase cheap processed food high in fat, energy, and salt but low in essential nutrient quality.

Knowing the high quality of nutrients in soya beans, she processed it into semi-solid food suitable for children of six months and above. She and her family processed and sold soya beans until she got access to the TEF program, which was her game-changer. Sama used to be a local trader without an innate knowledge of how the market works

“TEF made me a professional in business. I was more like a local trader, producing from home, selling in a single city. I learned basics in entrepreneurship on the TEF platform.”

Similarly, she also gained exposure to international platforms, registered her business, got a company account, and linked with mentors, coaches, and business experts through the TEF network. Now, she is directing an organized



Sector: Agriculture

structure with 10 staff; she sells in two regions of Cameroon and generates an income of \$5500 monthly with expansion and generation of more revenue.

“We have created Jobs and will create more. We are equally contributing to the growth of our economy through entrepreneurship.”

One of the 100 female entrepreneurs selected for second-round funding through the WE4E program, she was also opportune to showcase her products at the intra-Africa trade fair in Durban, South Africa. With these, she is increasing the unemployment rate, reducing infant mortality, and growing her country's economy, Cameroon.

SECTOR: CONSTRUCTION





54. Full Name: Lumbie Mlambo

Business Name: J.B.Dondolo

Country: Zimbabwe

Year of funding: 2021

Impact area: Social Intervention Program to Provide Access to Clean Water in Rural Communities.

Access to safe water and sanitation remains a significant issue in Zimbabwe, mainly in rural areas. 67% of people living in rural Zimbabwe do not have access to safe drinking water due to severe drought or floods (CARE), while only about 35% of Zimbabwe's population has access to improved sanitation (UNICEF). Women and girls bear the responsibility of collecting water, walking on average of about 3.7 miles per day (USAID). In Zimbabwe, however, it's been recorded that women and girls walk up to 18 miles a day, leaving no time to advance their lives.

Lumbie Mlambo is determined to solve the lack of access to clean water in underserved and impoverished rural communities in Zimbabwe by intentionally placing solar, borehole water systems within the communities to benefit women and girls so they don't spend hours walking to collect water.

In response to this problem, JB Dondolo provides access to clean water, sanitation, and hygiene in underserved communities to reduce poverty and promote gender equity. This solution has relieved them of the stress of traveling to access water, especially women, since they no longer need to walk up to 18 miles to fetch water. Availability of clean water means good health for everyone, especially mothers and new-born babies. These changes mean girls have more time to go to school. As a result, there have been various requests for similar water systems as preferred solutions.

"I really appreciated the TEF training sessions delivered via YouTube throughout the program. I was able to watch these at my own time as they were always available online. Also, I learned to create a powerful business plan summary which I later used to create a winning pitch. I appreciated the free coaching provided by TEF coaches who spent a lot of time with each entrepreneur.

Through the TEF Groups, he connected with entrepreneurs from all over the continent. But one thing that really stood out for Lumbie was how much focus there was to empower women entrepreneurs in Africa."

Since receiving the \$5,000 grant, Lumbie has empowered over 8,000 people in the global community through the solarization of boreholes for irrigation and farming in Matobo hills. This has enabled farmers to cultivate crops for



consumption and for sale in the markets. Lumbie has also committed 5% of the earnings from sales to his organization, JB Dondolo through a "Pay-it-forward" program so that the model can be replicated and expanded to other communities.

55. Full Name: Philip Mmaduabuchi

Business Name: Dignified Brand Colours Nigeria Limited

Country: Nigeria

Year of funding: 2017

Impact area: Interior Decoration

The Nigerian paints & coatings market was worth an estimated \$200 million in 2012. Growing by an estimated CAGR of 9.01%, the market was an estimated \$218 million in 2013 and \$238 million in 2014. Due to a significant number of unorganized players, estimating production capacity and sales volumes are difficult. However, analysis estimates total sales volume to be around an estimated 128 million litres a year.

The support Philip Mmaduabuchi's got from the TEF entrepreneurship program helped him become a major player in this sector. He established an interior design service platform (Dignified Brand Colors Nig. Ltd) to consolidate the fragmented paint market to fill an unexploited gap in a multi-million Naira paint market.

"My goal was to consolidate the fragmented paint sector and create innovative solutions for customers to solve their interior design needs. We are exploring new opportunities in the interior design industry by helping clients create attractive homes and offices for their families & customers."

He makes innovative interior design solutions for his customers by exploring new design opportunities, thereby helping his clients create attractive homes and offices. Philip has developed an incredible network of amazing entrepreneurs who have been a support system for his growth and business development.

Since his business launch, he has trained over 200 artisans and contractors across various Lagos, Warri, and Abuja communities and is about to launch his interior design e-commerce store. He has made over \$20,000 in revenue in 2021.

More importantly, he created 150 jobs directly and 300 jobs indirectly through a training program he started to give other opportunities for better lives. He plans to expand his training program to more lives, helping people acquire skills to live better.



Sector: Construction

“TEF entrepreneurship program opened and exposed me to the framework to build a scalable business. I also have been able to develop an incredible network of amazing entrepreneurs who have been a support system towards my growth and business development.”

SECTOR: ENERGY/POWER GENERATION





56. Full Name: Oluremi Hamid

Business Name: Hydren Energy Limited

Country: Nigeria

Year of funding: 2018

Impact area: Renewable Energy

Eighty-five million Nigerians do not have access to grid electricity. This represents 43% of the country's population and makes Nigeria the country with the most significant energy access deficit in the world.

The lack of reliable power is a significant constraint for citizens and businesses, resulting in annual economic losses estimated at \$26.2 billion (₦10.1 trillion), equivalent to about 2 percent of GDP (2020 World Bank Doing Business Report).

Improving access and reliability of power is critical to reducing poverty and unlocking economic growth in Nigeria, and that is how entrepreneurs like Oluremi Hamid were able to identify the gaps in the power sector. She took the initiative to start a company that will provide affordable clean energy solutions and trains young people on renewable energy, energy audit, energy management, and energy efficiency. Her objective was not only to provide people with 24 hours energy supply but also to have them done through clean sources. She is also working to close the gap between the industry and academia by exposing young undergraduates to the practical application of knowledge around green energy before leaving school.

There is a supply to demand gap of about 80% in Nigeria. Many homes and businesses self-generate their own electricity. The available utility generation and distribution is not sufficient to meet the needs of the staggering population.

“As a career woman, I knew the stress I was going through each day to take care of my family with very poor electricity supply and I made up my mind I was going to work on providing alternative to grid supply using solar energy and make it affordable, measurable and transferrable.”

Through the support she got through the TEF Entrepreneurship program, Hydren Energy, has been able to provide solar solutions to 78 homes, directly impacted 390 people, and indirectly influenced over 230 people. Her business solution for businesses has directly impacted 29 businesses, including farms, hospitals, and religious institutions, and indirectly impacted over 900 people. Her business lighting products have directly impacted about 3000 people since its commencement and are working on improving more lives. She directly provides employment to 21 people and indirectly to over 80 people. She has also trained over 120 young people.



“The 3 months entrepreneurship training prepared me for what was to come. It helped me put the business in perspective and work on my idea before starting. The grant was very helpful in taking care of my operational expenses and getting some products before our first sale.”

Oluremi believes that more people now believe that solar energy works. They now know they have an alternative to grid and generator which is dirty and noisy. Her business has created energy-efficient appliances that have helped people cut down on their energy bills and total energy use, which has saved them a lot of money.

57. Full Name: Shadrach Akpan

Business Name: Wheatstone Nigeria Limited

Country: Nigeria

Year of funding: 2019

Impact area: Solar Energy

Nigeria is a country that suffers from epileptic power supply all year round in most of her states. Lack of constant electricity affects the development of the nation across sectors. It makes many businesses too lucrative and money-consuming to run as most individuals and companies depend on petroleum products.

With a burning passion for eradicating blackouts that is the norm in Nigeria and being a problem solver, Shadrach Akpan, a certified electrical and electronic engineer, decided to start a solar energy company. However, passion alone does not make the count for a successful business, and that's when Shadrach applied and was selected as a 2019 cohort for the TEF program.

“TEF program made all the difference; it gave me the push i needed to take on a business, and the grant was a blessing.”

The three-month training was a game-changer for Shadrach. It changed his perspective on getting loans to sponsor his business. Since joining the program in 2019 till date, he has generated more than \$25,000 in revenue, created more than 50 part-time job opportunities across Nigeria, and impacted more than 1,000 lives with their solutions.

He handles Solar Energy installation projects in five central states in Nigeria. He has also received grants from international organizations, including the Ministry of Foreign Affairs of the Netherlands and the Federal Government of Nigeria through the Nigerian Youth Investment Fund (NYIF) channel.



Currently, he is trying to expand into the Agricultural sector by working on introducing an Automated Irrigation System for smallholder farmers. This system automatically sends the specific amount of water, and fertilizer crops need. And the exact time it needs it, thereby helping to increase plant quality and encourage Agriculture round the clock and eliminate seasonality in Agriculture; hence, all kinds of crops can be planted on any soil at any time of the year.

58. Name: Mildred Ondusi

Business Name: Kawilab Energy Systems

Country: Kenya

Year of funding: 2019

Impact area: Provision of clean cooking energy

The knowledge that 74% of Africa's population does not use clean energy for cooking exposes the population to dangers such as respiratory illness and climate change. Wanting to exercise the initiative to increase the uptake of clean cooking technologies and bring social change to households in Sub-Saharan Africa, Mildred Ondusi decided to become an entrepreneur.

For Mildred Ondusi, the TEF program seed funding helped in acquiring digital equipment and paying salaries. The business management training received helped to change the direction of the business.

"TEF program was all-inclusive regarding supporting ventures like mine. I appreciated the business training to the generation of a business plan and most importantly the seed funding that helped us in acquiring digital tools and paying salaries that time."

She currently has 4 full-time and 2 part-time employees and can generate a monthly revenue of \$1250. Furthermore, she has created a strong network with over 50 entrepreneurs in Africa.

She has ensured people in communities get involved in saving towards acquiring clean energy for use while cooking in their homes, thus improving their cooking experiences. They have been known for their success in the program with other acceleration programs such as Social Shifters and Women Entrepreneurship for Africa (WE4A). She has benefited from more business skills, networking, partnerships, and funding.



59. Full Name: Abideen Olasupo

Business Name: Opab Gas Station

Country: Nigeria

Year of funding: 2018

Impact area: Gas Distribution

Most dwellers in the rural settlements in Nigeria rely on firewood for cooking, which is largely due to the unavailability of cooking gas. Cooking with firewood is equivalent to smoking about 400 cigarettes in one hour. Only 10 million Nigerians have access to liquefied petroleum gas (LPG) cylinders out of its 200 million population. According to Global Alliance on Clean Cookstoves, 92 percent of Nigerians who live on less than €2.5 per day still depend on dirty fuels for their cooking. Every year, there are 4.3 million deaths attributed to cooking over open fires. The hazardous firewood smoke emitted from traditional cooking methods has more fatal consequences for women. Cooking with firewood not only affects women but also endangers the planet causing nearly irreparable change to our global climate.

Abideen Olasupo began a Gas on wheels venture called OPAB gas aimed at increasing the number of Nigerians that have access to cooking gas, they now own delivery vans and offer delivery services Digitization across cities.

The campaign has created 34 more jobs (Part-time- and full-time), their monthly revenue increased from \$500 per month to \$5000.

"The trainings and the funding programme really gave me facelift."

They now have 4 more locations and have allied with over 50 business partners. OPAB Gas has trained 450 Youth Corps members, and unemployed youth in Kwara State on the economic merits of the Gas economy and the many opportunities that abound in the sector.

60. Full Name: Lawrence Hoba

Business Name: Energy Resources Africa

Country: Zimbabwe

Year of funding: 2016

Impact area: Energy access for low-income communities

Zimbabwe is a country with huge renewable energy resources potential yet their exploitation to address energy poverty is negligible due to prevailing economic challenges. The country's population of around 15.2 million people is largely rural with 67% of the population resident in rural areas.



Access levels to electricity services is 40% (16% in rural areas, 78% in urban areas). The primary energy source for cooking is firewood with a statistic of 63% of households using wood. Increasing energy access through rural electrification is viewed by the Government as a major pillar in enhancing socio-economic development in rural communities.

Lawrence Hoba started ENRAPOWER to Enable communities at the base of the pyramid to access energy, this was his main drive as it was the reason why development was not taking place in these communities. By enabling energy access at the base of the pyramid, our goal was to ensure that these communities also had equal opportunities at raising their income levels, access to healthcare, access to clean water, education and food security. In short, they wanted to use access to energy as a key driver for the attainment of sustainable development goals in poor communities.

Through the TEF entrepreneurship programme, Lawrence has been able to move his business from just a mere idea to an actual functioning business.

“The TEF programme accepted me when my business was just a business plan and very few funders would have come on board. The programme also helped refine the business plan into a solid business idea as well as provide the funding to ensure that we could begin full-time operations. Access to other entrepreneurs helped in networking that enabled motivation, exchange of ideas and peer-to-peer mentorship.”

Over the course of 6 years, ENRAPOWER has created more than 20 permanent jobs and 50 part-time jobs. Their revenue has grown from under \$3000 per year to over US\$200,000 per year. They have also won several local and regional awards for our contribution to the spread of renewable energy technologies.

“Through partnerships we have managed to ensure distribution of solar solutions across Zimbabwe. This has resulted in lower carbon emissions, improved productivity and incomes, access to clean water, education and health. With improved rural livelihoods, the country benefits from a growth in the gross domestic product (GDP).”

61. Full Name: Natte Jonas N'DA

Business Name: Biogas bénin Afrique

Country: Benin

Year of funding: 2019

Impact area: Organic Production of Livestock, and Other Agricultural Products



Industrial revolution brought coal, a fossil fuel, to the forefront of the global energy scene. This was later overtaken by another fossil fuel, crude oil; and natural gas is trying fast to take over the dominant role in the world energy supply mix. The increasing world-wide awareness and concern about the environmental impacts of fossil fuels coupled with the oil price shocks of the early 1970s and late 1980s, and likely future price hikes, have lent enormous weight to a switch to renewable energy sources. Achieving an affordable clean energy in accordance to the sustainable development goal (SDG 7) has been a challenge in Africa.

The fight against hunger and poverty is getting more challenging by the day. The vital help Natte Jonas got through the TEF program, which includes the grant, mentoring, and education on how strong businesses are built can solve several problems in his community. These problems range from unemployment, improving the circular economy, supporting women and saving them from untimely death, reducing the poverty rate, to food security.

“Entrepreneurship for me is innate, and more than a passion. I am very happy because I like to take risks, patience, courageous and organized. I love my freedom in all these forms. It is also to create wealth and serve others and to respond to needs, and to the situation of youth unemployment that we have.”

With over 20 employees and 8,745 customers, he has a semi-annual turnover of \$1000.

“It's really a source of pride for me. I just say thank you to the foundation. Today and forever my great gratitude to God for this grace. I am making great strides towards the top at local and regional level.”

Natte has discovered the promotion of local tourism, and the possibility of soil regeneration through the installation of small domestic biogas systems for the environment, climate and cooking meals in order to fight against the strong pressure on the environment and vegetation, the premature loss of life of women in rural areas and use of biogas is instead of charcoal has had a direct and indirect positive impact on the environment.

62. Full Name: Clement Kandodo

Business Name: EcoGen Enterprises

Country: Malawi

Year of funding: 2018



Impact area: Small-scale biogas technologies as sustainable energy source for rural farmers.

Around 80% of Malawians depend on farming to earn a living, yet over half of the country's 18.6 million people live below the poverty line. The agricultural sector is highly vulnerable to external shocks, particularly climate change. Government efforts to boost agriculture, including a farm inputs subsidy program, have largely failed to have the desired impact. Malawi's dependence on charcoal and firewood has contributed to declining forest cover. And on the issue of indoor air pollution, the World Health Organization estimates that 4.3 million deaths per year worldwide are attributed to diseases associated with solid-fuel-based cooking and heating.

Clement Kandodo started EcoGen a few years ago and the company was designed to distribute small-scale biogas technologies and convert agricultural waste into a sustainable source of fuel and fertilizer for Malawi's farming-dependent rural households. The mission is to provide rural populations with safe, affordable, and efficient cooking, heating fuels, and sustainable farming.

Since funding, the company has recruited 20 sales agents and 7 full time workers. They have raised over \$190,000 and reached over 4,000 people with access to clean energy, waste management, and sustainable farming.





Sector: Energy/Power Generation

The company also aims to achieve environmental benefits with the reduction of 5 tonnes of Co2 emissions per year per household and prevent deforestation by reducing the consumption of wood/charcoal

EcoGen Enterprises has won over 9 awards and recognitions most recently being the Climate Innovation Award by the Malawi government, AfricavsVirus Challenge Winner by the African Development Bank, Climate Adaptation Award by SEED, and Grow Malawi 2022 Winner. EcoGen innovation was also listed as one of the 14 innovations with great potential to improve the economy of the country by the National Planning Commission. EcoGens' work has also been published by big media companies both local and international namely: BBC Africa, Forbes, Agrifund News, Times, Zodiac,

“Our bigger goal is to combat food insecurity, poverty and climate change. We aim to achieve End-user benefits of a realistic and clean alternative for biomass cooking by savings of \$450/household per year on energy costs, increased crop yield using biofertilizer which can replace chemical fertilizer for farmers and able to crop yields by 20% which in turn enhances food security.”

SECTOR: ICT



63. Full Name: Noah Kipkoech**Business Name: Kerilinks Enterprises Limited****Country: Kenya****Year of funding: 2019****Impact area: Value addition through Information technology**

We live in a world where technology is the aid in everything. Access to technology and ICT has eased the stress and eradicated many problems for many individuals, businesswomen included. To sufficiently control and manipulate technology, there is a need to be literate in its language.

For Noah Kipkoech from Kenya, she hosted an ICT center after a 12-week training program, access to seed capital, and mentorship courtesy of the TEF program. With that, the community now has access to the easy bureau for any form of information worldwide and still gets educated in the computer language. They do not have to waste valuable time and resources going far for it.

Noah who is motivated to create change and add value to the way of doing things in business through ICT has successfully created employment opportunities for community members, with 2 directly employed by the bureau. Five people also got to be computer literate. Furthermore, total revenue of \$3,462.32 has been generated since 2020, increasing the revenue generated by the government through ICT and improving the standard of living.

64. Full Name: Hannington Mambo**Business Name: FasterDev****Country: Kenya****Year of funding: 2018****Impact area: Simple and affordable software solutions for African businesses.**

A 2017 Exploratory Study of Critical Success Factors for SMEs in Kenya conducted by Jacqueline Douglas et al., found that a whopping 70 percent of SMEs fail within the first 3 years. This translates to about 23.3 percent per year attrition of the initial investment.

Hannington was determined to create a software solution that address all aspects of a business in a simple, affordable way for African businesses. The ability to operate a business on a well thought out, comprehensive solutions add to the advantage of improved, quality decisions, thus higher profitability & competitiveness was a motivating factor in becoming an entrepreneur.



“I wanted to bridge the tech-gap that exists between software developers and business operators: I noticed that software was being developed by people who did not understand business, so they leave a lot of gaps in addressing business requirements and needs like accounting & financial reports.”

In 2018, the employed 2 staff, and generated a gross revenue of about \$20,000 for the year. Since then, 4 new permanent employees have been recruited and a gross revenue of over \$60,000per annum has now been generated. The company acquired new clients through the TEF Kenya alumni and several meetups that discuss business.

“TEF provided necessary funding to my business at a time when I needed to polish up the applications I was building. More importantly, I found a group of likeminded businesspeople with who I share ideas, exchange referrals and do business with on an on-going basis.”

FasterDev help fellow alumni members to access business, thus improving the general income of businesses in Kenya. They also help each other with business ideas and collaborations in tasks and assignments that require multiple businesses.

65. Full Name: Saheed Oshin

Business Name: Greenbles

Country: Nigeria

Year of funding: 2015

Impact area: Providing social support services for farmers

To Saheed Oshin, food security was and still is of utmost importance. Having studied a technological-related course, he decided to incorporate it into agribusiness. Initially, technology was used to create a marketplace for farmers; after a year of doing just that and understanding the agricultural market more, he decided to focus on providing for farmers' immediate needs instead. He saw the need to improve farmers' incomes and productivity by enhancing work ethics, social support, and engagement.

“TEF provided a helping hand to us by giving access to expansion funds, great networking, considerable economic prosperity, technological adaptation, educational information to improve corporate governance, and making room for communication with TEF alumni.”

Greenbles which started with 3 co-founders has doubled to 6 co-founders. They have employed 5 young minds and 5 part-timers. Likewise, they have generated a revenue of over \$100,000 in goods produced and supplies ready for the local and export market.



They have created an avenue for expansion by joining several chambers of commerce and trade groups. Furthermore, quality seedlings are readily available for farmers, and the best agricultural practices and linkages are adopted.

66. Full Name: Aristide Chabi

Business Name: Plateforme numérique des oeuvres scientifiques et d'esprit/Groupe CTAD

Country: Benin

Year of funding: 2017

Impact area: Digital solution that provides people with access to research and educational materials.

The overall adult literacy rate is 42.4 percent (2018), significantly lower than in neighbours Togo (63.7%) and Nigeria (62%). Only 31.1% of women in Benin 15 years or older are literate.

Aristide CHABI product focuses on bringing a digital solution that allows people to have access to more research and educational materials in order to allow the dissertations supported in the private and public universities of Benin to be available in digital versions and downloadable wherever there is the internet. This was especially important because it did not exist and access to paper versions of the memoirs was difficult to access in the documentation centres.

The start-up has one employee and several casual employees. Within launch date and now, he has set up the 1st digital bookstore in Benin librairiectad.com. On this platform it is possible to buy from anywhere in the world by credit card and mobile payment from several countries such as Benin, Togo, Senegal, Ivory Coast, Comoros, Burkina Faso, Cameroon, DRC, Mali,

Through the TEF program, he has been more equipped on business management skills. With the seed capital, he has been able to rent an office space and purchased some computers and accessories.

"The TEF program allowed me to be more trained and specially to settle down and get started through seed capital. It is the capital that allowed me to rent the premises, to buy the computer equipment, to launch the communication."

Those who need to consult certain academic works no longer need to move from one library to another as they now provide solutions to that.

67. Full Name: FORGO François Xavier

Business Name: Gloria Tic-city



Country: Burkina Faso

Year of funding: 2019

Impact area: Building capacity of rural enterprises in terms of communication and ICT solutions

Burkina Faso has a high poverty level, with two in five individuals (41.4 percent) living below the national poverty line in 2018. This corresponds to an absolute number of 8.2 million poor individuals, most of which (90 percent) reside in rural areas. The poverty incidence is likewise much higher on average in rural areas (51.1 percent) compared to urban areas (13 percent). There are striking regional disparities in poverty incidence ranging from a low of 5 percent in the Centre Region to a high of 71 percent in the North Region. Such spatial disparities can present a potential source of increasing tensions between poorer and richer areas.

GLORIA TICCITY in her intervention deals with the following issues: Digital divides; The difficulty of building the capacity of rural enterprises in terms of communication and the deficiency in ICTs; The socio-economic limits of rural enterprises. The present project presented for the competition of "Pépites d'Enterprises" session 2022 consists in setting up an "Audio-visual Station" whose goal is to make audio-visual communication tools accessible to the weakest layers of companies in the business world (Rural Entrepreneur) in order to increase their visibility for endogenous development.

Since joining the TEF programme, they set up and equipped their computer room with computers, and also acquired digital equipment for mini printing jobs with the grant received. TEF has also strengthened their visibility in the field and has facilitated the opening with other companies elsewhere.

"The TEF program has been beneficial for our young company on several levels: The strengthening of capacities and skills in management and business management which allowed us to be focused. Strengthening the financial and material capacities of the company"

Though their training room, they have in total introduced about 345 people (professionals, students, students, traders, and individuals) to effectively use the computer tool. The initiative has also contributed through our activities to raising awareness of the importance of ICTs in daily lives and how to integrate them effectively. Their annual turnover has experienced an increase. They have recruited 3 full time and 3 part time staff so far.

SECTOR: HAULAGE/LOGISTICS





68. Name: Munachiso Ejeji

Business Name: Hubbon NG

Country: Nigeria

Year of funding: 2017

Impact area: Door to Door delivery service

In 2014, the evolution of e-commerce began in Nigeria with the launch of Jumia and Konga. Munachiso Ejeji, armed with the fact that efficient door-to-door logistics is the soul of successful e-commerce, decided to launch a logistics company, Munachiso in July 2016, launched a seamless door to door delivery service, enabling E-commerce merchants to efficiently ship their products from their stores to their customers' doorstep anywhere, anytime.

Munachiso believes the most important thing the TEF programme gave to him was belief.

" In 2017, entrepreneurial support on the continent for start-ups was not common. TEF not only provided technical knowledge on business management and product development but also gave me access to funding to scale up my business and hire my first set of full-time staff. But what topped it off, was direct access to customers. My next set of 100 customers plus were TEF Entrepreneurs and referrals from the TEF Alumni Network."

She presently has 8 employees, and generates an annual revenue of 14 million Naira. Hubbon delivers across 32 states, partners with 37 dispatch services and ten local transport companies and is currently pursuing a partnership with DHL and FedEx. With this, she can empower and inspire young people in rural communities, directly reducing the poverty rate. After TEF, Hubbon has secured funding from other foundations, totaling a sum of 3.5 million Naira.

69. Full Name: Kone Hassen Desry

Business Name: Desry et Fils-Logitics

Country: Mauritania

Year of funding: 2018

Impact area: Home delivery service

The network of roads and highways in Mauritania has a total length of 12,253 km. For each of the country's 4.65 million inhabitants, this corresponds to 2.64 meters. This puts Mauritania in 156th place in the global ranking. However, it is also important to note the country's [population density](#), which is very low at around 5 inhabitants per km². Like this, disproportionately long distances generally have to



be covered to reach the more remote parts of the country. With an average of 1067 traffic fatalities per year (2012 - 2019), road traffic in Mauritania is considered quite dangerous. This corresponds to around 4.3 accident fatalities per 25.6 inhabitants per year. By comparison, this figure is 5.9 in the European Union as a whole and 17.1 worldwide.

Unemployment rate of Mauritania jumped by 8.44 % from 10.4 % in 2019 to 11.3 % in 2020. Since the 0.05 % fall in 2011, unemployment rate surged by 14.33 % in 2020.

Kone Hassen Desry started a home delivery service, due to the traffic situation that continually makes it difficult for people to have easy access to goods and services.

"I decide to be an entrepreneur because I wanted to be financially independent; I wanted to be rich, and I wanted to be my own boss"

The business generates a monthly revenue of about \$3,600 and boasts of a workforce of more than 10 employees

"TEF gave me the first seed capital, I always say that I start my business with zero funds but, I started it with 5000 USD that TEF generously gave me. It has changed their mentality and it has helped a lot of people who could not move to get their needs, especially in the time where covid 19 was ravaging and government had shut down."

SECTOR: CONSULTING



70. Full Name: Benigna Njaidi

Business Name: Talented Professional Consultants Limited.

Country: Tanzania

Year of funding: 2019

Impact area: Management consulting services

Many businesses in Tanzania fail due to poor management as the number one reason for failure. New business owners frequently lack relevant business and management expertise in areas such as finance, purchasing, selling, production, and hiring and managing employees.

Benigna Njaidi started his company to provide Business Management Consulting Services in 2019. He wanted to make his business profitable and scale it to create more employment for youths. The business reached the breakeven point in 2018 and realized a profit after two years of losses.

Through the TEF program, he was able to access online tools to digitize his business processes. To date, Benigna Njaidi business has hired 3 staff. Gross profit margin is 40% Sales have increased by 50% Revenue is USD \$14,050, having almost 500 customers to date.

The business skills Benigna acquired from the TEF Business Management Training have enabled him to better manage his business as CEO of the company.

“My business network has widely increased after being connected to other entrepreneurs in Africa through the TEF Business Management Training. The TOE values and TEF mentorship sessions through its social media platforms have contributed much to unlocking the potential to grow my business.”

71. Full Name: Constant Mbailassem

Business Name: Global Security and Environment Consultancy (GLOSEC)

Country: Chad

Year of funding: 2017

Impact area: Consulting services to young business owners

October 2020, survey results reveal that firms were hit hard at the height of the first wave of the pandemic, with SME closure rates ranging between 20–40% across all regions in May. While some SMEs have seen a gradual improvement, the pace of recovery has slowed significantly in recent months underlying a sense of fragility and the importance of ongoing financial support for SMBs.

Constant worked several years for international companies in his country but realized that just earning a salary is not enough to be rich and help others to get



out from poverty. That is why since 2014 he decided to create his own business regarding consulting to support and impact companies and his community.

“I worked several years for international companies in my country, but I realized that salary is not enough to be rich and help others to get out from poverty. That is why since 2014 I decided to create my own business regarding consulting to support and impact companies and my community.”

Constant Mbailassem started a consulting business called GLOSEC to assist young business owners on their quest to create wealth and improve their condition of living.

It has impacted his communities by creating jobs to his people and others around Africa. It has also benefited the country regarding taxes, VAT, Insurance and local opportunities to small companies by supplying material from local Markets

He has offices open in 6 countries in Africa. From 2014 till now, the Turnover of the business is about 1,000,000 USD around Africa.

“I want to open more outlets around Africa and grow the turnover and also create more jobs to young People around Africa.”



SECTOR: FINANCIAL SERVICES





72. Full Name: Hope Anguyo

Business Name: VENDOR CAPITAL FINANCE LIMITED

Country: Uganda

Year of funding: 2017

Impact area: Credit Facilities to small scale businesses

Uganda Unemployment Rate is projected to trend around 2.30 percent in 2022 and 2.00 percent in 2023, according to our econometric models. In Uganda, the unemployment rate measures the number of people actively looking for a job as a percentage of the labour force.

After graduating from the University in October 2007, Hope made a vow to himself that he will be employed for not more than ten years then go out and change lives through his works and creating opportunities for especially the women and youth in his community. He worked for a commercial bank for 8 years and resigned at the rank of a manager to venture into private business."

Hope Anguyo's business is aimed at changing the negative attitude of the young people and women toward Agriculture in her community. Secondly, was to solve the question of unemployment in her region and country by offering employment opportunities and creating a mindset change for self-sustainability

She was able to learn especially during the training sessions. This opportunity helped her to learn and change for the best. Through the program, she met amazing young entrepreneurs from across the continent and these built on her social capital.

"The grant fund enabled me to invest in the business for growth."

She has been able to create jobs for 35 young people. Her financial base has grown to not less than \$100,000, her market particularly for Agric business has spread to Democratic Republic of Congo and South Sudan



SECTOR: FMCG





73. Name: Sophia Partrick-Atrogo

Business Name: Sovise cook & bake

Country: Nigeria

Year of funding: 2019

Impact area: Baking and cooking training

Being a baker with a passion for empowering women and youths with the skill of baking, Sofia Patrick-Atrogo got just the avenue to do it in a big way after coming across the TEF program.

She got access to valuable management training, which helped her build the capacity of her business, maximize customer acquisition channels and give her more knowledge on how to run a successful business.

Currently, the number of staff at Sovise Cook&Bake Academy has increased from 3 to 18. Past students have created more than 350 businesses, a source of livelihood for 2,155 individuals. The business has also experienced an increase in revenue from \$27,244 in 2019 to \$70,298 in 2021. The company has trained and mentored over 1,450 women and girls in modern baking and cooking techniques; sometimes, baking tools were given for free.

With these, the country's economic growth is being pursued, and the poverty and hunger rates are being reduced. Recently Sovise Cook&Bake Academy got selected for the TEF WE4A accelerator program with a \$10,000 grant.

74. Name: Marie-Claire N.Kuja

Business Name: KujaEcoPads

Country: Cameroon

Year of funding: 2019

Impact area: Eco-friendly sanitary pads

As of September 2016, statistics showed that 90% of girls in rural areas of Cameroon do not use sanitary pads. Instead, they resort to cheaper options like rags, newspapers, kitchen sponges, and leaves from trees. These are unclean and unsafe for use, and they also hinder these females from going to school for days while their periods last, limiting them and cutting off their dreams and growth. Some of these girls resorted to early marriage, and some offered sex for money to purchase pads. Marie-Claire N.Kuja was one of the girls who had to resort to alternatives other than pads.

Beyond being surprised to discover this problem still existed through the reports from the scholarship funds, she set up to help orphans in her community with



books, fees, and uniforms and her research. She decided to launch a project named million-lion pads after importing pads from New York to Cameroon. With these also came some new sets of problems; though pads were made available to girls, the shipping fees were high, and the pads quickly became a source of pollution. She decided to solve these issues by manufacturing a pad that is 100% percent biodegradable as she produced it from banana fiber grown in Cameroon.

Leaving her job in the United States to come to start a business in Cameroon was not easy, and funding was the major hindrance she had. Furthermore, an ongoing crisis between Cameroon's northwest and southwest prevented foreign investment.

The TEF business management training and grant has opened many doors for Marie-Claire's business.

"I was stuck till I took a step of faith a submitted for the TEF 2019 program on the deadline. My scaling journey started when I won the \$5000 seed grant. We purchase a bike that we used when COVID 19 just started to do door-to-door delivery of our products to customers. TEF has opened so many doors for me and my business."

That was the turning point for her. 4 years down the line she has sold 2,000,000 pads, educated 1,000,000 schoolgirls in two regions, created 100 jobs for women in the entire value chain, and has been lauded as Cameroon's first 100% biodegradable sanitary pads and have distributed more than 50,000 packets of pads to internally displaced women and girls through partnerships with local NGOs. She has also won several national and international awards. These girls can stay in school without fear and become productive members of society.

75. Full Name: Chinonso Obiagwu

Business Name: Stemme Baby Care Nigeria limited

Country: Nigeria

Year of funding: 2017

Impact area: Production and distribution of Baby Care products

The current birth rate for Nigeria in 2022 is **36.440** births per 1000 people. Nigeria has a very large market for baby products, it is among the leading countries in terms of population growth.

The Influx of Foreign Baby Products is so alarming not to be taken notice of The Federal Government expressed concern over the N4billion plus spent yearly on



the importation of diapers, sanitary pads, wipes, and napkins into the country, describing it as unacceptable.

Chinonso Grew up in an Entrepreneurial Home. Growing up, she saw the potential that lies in Entrepreneurship. Then in the Process of Navigating what direction to Take in the Journey, she came across a Baby Bed product in the Maternity industry, which she started producing, innovating, and Distributing to Date.

Chinonso Obiagwu started the Stemme Baby Care Nigeria with a Vision to be the leading producer and distributor of Baby Care Products in Africa. So, she intends to Reduce the Domestic Consumption of Foreign Baby Products by Producing highly competitive and affordable products for the African Consumer Market. The company Started and are still currently in the production of Baby Bed, they are still working towards the Production of all Kinds of Baby Products.

“TEF did not only provide me with a Seed Capital, but it has also held my Hands and Introduced me to International Trades by Sponsoring my Trip to Egypt for the launch of the Intra-African Trade Agreements, helped me with an Export Grant sponsored by the NEPC, and coached me on several Business Tips which have been immensely helpful for the growth of my business.”

The company's revenue grew from N1.5million monthly to about an N8 million to N11 million. Expanded the Outlets from Lagos, Ibadan, Suleja, and Onitsha where they assemble and distribute their Products, also strengthened the brand towards carrying out legitimate exports to our neighbouring African countries.

She has been able to create Direct and Indirect Jobs, created value from resources within her reach and maximizing them into profits.

76. Full Name: Emem Ayara

Business Name: Remem Bakery & Confectionery

Country: Nigeria

Year of funding: 2017

Impact area: Bakery and Confectionery

In the first quarter of 2021, a report published by the National Bureau of Statistics (NBS) on its website noted that Nigeria's Unemployment Rate has risen from 27.1 per cent in the second quarter of 2020, to 33 percent. Aside from making it the second Highest on Global List, the NBS report, going by analysis, shows that 'more than 60 percent of Nigeria's working-age population is younger than 34. This prompted Emem Ayara to create jobs, he delved into the bakery industry. bakeries have great profit potential because they can be operated on lower labour and food costs than other food business models. Nationally, the average revenue for bakeries is between \$325,000 and \$450,000.



Emem Ayara established a bakery industry, to give people a wow experience and bridge the food gap in Nigeria. Bread is one of the most consumed food stuffs worldwide. But the market for bread was saturated with all sorts of low-quality breads. It turns out that even from the way most breads were produced, and channel of distributions were very poor. Health-conscious people began to lose interest in the consumption of this age-long food. This created a huge gap in the industry which spur his interest in correcting these anomalies.

“Although I really benefited a lot in the 12 weeks entrepreneurship training, but it was the mentorship aspect of the programme that impacted me the most. I was lucky to be assigned a mentor who personally devoted his time in talking and listening to my early business challenges and offered me genuine invaluable advice, suggestions and recommendations. The mentorship together with the training helped boosted my confidence and equipped me with adequate preparation to launch my business in the path to success.”

Currently, the business has 55 staff on their payroll, with monthly revenue averaging \$30,000. The company now has a headquarter in Calabar, Cross Rivers and a branch in Uyo, Akwa Ibom State. The business has partnerships with both the UBA and Flour Mill Company of Nigeria.

“Prior to receiving the TEF fund, my business existed on paper (the idea stage). After I was accepted and empowered by TEF in November 2017, I began operation January 2018 with just 2 employees and myself. But with determination and the tools was equipped by the Foundation, I was able to gradually grow my business little by little, step by step while working both hard and smart.”

The improvement in their company has really helped impact their community through provision of employment and helping bridge food and nutrition gaps in their locality.

77. Full Name: Nkosana George Mazibisa

Business Name: Metlife Incubation center

Country: Zimbabwe

Year of funding: 2016

Impact area: Providing entrepreneurs with tools necessary to run successful businesses

Driven by the disparity and inequality existing between the rich and poor, including timely access to information, opportunities, and education, Nkosona George Mazibisa, with the help of the TEF program, set up the Matlife Incubation Centre, which helps small businesses and individuals grow by providing variety tools crucial to a successful business. These include co-working spaces,



educational infrastructure development, skill set, and a strong network for practical entrepreneurship.

Chosen as a part of the 20 TEF entrepreneurs to attend the 2018 IATF in Egypt, he had the opportunity to meet up close with big corporations, rub minds, and get equipped on brand building, team building, and deepening entrepreneurial engagement, amongst many others.

“Through the TEF platform, skills-based and experiential learning I was equipped on brand building, deepening entrepreneurial engagement, team building and systems which function as checks and balances, interdependence with the objective of constructively using multiple sources of information for planning and decision making to identify and enhance sustainable development and identification of potential partners.”

With the skills gained from the IATF, he has expanded his business to house the Hustlers summit in Zimbabwe, the biggest gathering of entrepreneurs in Zimbabwe, where eight local startups were shortlisted for \$2000. There, local businesses were given booths to advertise their business.

There was also a booth with a law firm to offer free business advice. Likewise, he provides a source of livelihood to many individuals, with 35 under his direct employment. With this, the gap between the rich and poor in terms of opportunities is bridged reasonably. In 2019, Mawaba primary school, with its influence, was able to receive the Secretary Bell Merit for the implementation of the based competence-based curriculum, an award that came with 45 laptops, 6 UNICEF science kits, and two classes designated for Science Innovation.

In 2020, two female mentees from the MatLive Business Incubation program were chosen for Purse on Point, a US Department entrepreneurship-funded program. While in 2021, one mentee was chosen for the Fulbright Undergraduate Exchange Program in the USA. The center now has a membership of 83 youths, while ten schools benefit from the Book Aid Program. (SDG 4, 5&10). With these and many more still ongoing, the standard of living is improved, the country's economy is enhanced, and the poverty rate is reduced.

78. Full Name: Linda Ng'ondu

Business Name kimmies non toxic enterprises - dial a pad:

Country: Kenya

Year of funding:2018

Impact area: Sanitary pads production



Research shows that 65% of Kenyan women and girls are unable to afford basic sanitary pads. As a consequence, girls often rely on the men in their lives for period products and some girls engage in transactional sex in order to secure sanitary products, perpetuating a patriarchal cycle of reliance and exploitation. Roughly one million Kenyan girls miss out on education each month because they are unable to afford menstrual products. Girls and women are unable to work or participate in education for days at a time, placing them at a disadvantage in comparison to their male peers.

Linda Ng'onde start-up is aimed at ensuring schoolgirls stay in school because currently, 7 out of 10 schoolgirls miss a week of school every month due to period poverty.

“Through the TEF programme, we got access to funding, networks to support us and technical assistance on how to build profitable businesses beyond our generation.”

The company has been able to employ 5 employees, young men and women, generated over \$60,000 in revenues. They have been able to spread to 3 counties and have partnered with Kenya Association of Manufacturing to install dispensers in the Kenyan workplaces.

“We have impacted over 10,000 school going girls by giving them access to uninterrupted quality education. We have also put an end to the toxic sex for pads culture where women and girls were being predated on by boda-boda riders for sanitary towels.”

Linda Ng'onde has been able to be selected for the WE4A Programme an accelerator programme for women entrepreneurs that has helped them develop and perfect their go to market strategies and given them linkages to the larger African market through mentor and investor linkages.

SECTOR: MEDIA AND ENTERTAINMENT





79. Full Name: Christian Chukwu

Business Name: CLARION MEDIA INTERNATIONAL

Country: Nigeria

Year of funding: 2019

Impact area: Technology Application to provide photography services

In Nigeria, SMEs contribute 48% of national GDP, account for 96% of businesses and 84% of employment. Despite the significant contribution of SMEs to the Nigerian economy, challenges still persist that hinder the growth and development of the sector.

During his secondary school days even as a hawker of Garden Eggs & Groundnut within Port Harcourt metropolis, Christian Chukwu was the first to introduce sales of fifty- and hundred-naira groundnut while others dwelled on Ten naira and twenty naira on groundnut sales. He also was the first to have two types of groundnuts. One was half fried which looked white in its appearance while the other was fully fried which made it brown. This creativity and value-added idea discovered by Christian increased his daily sales, made customers feel happy since they had choices to make while selecting their preferred choice. As a young boy who grew from a very poor background, he was opportune to learn the art of photography and film making immediately after his secondary education while waiting for admission into higher learning."

Christian Chukwu created a technology (App) just like bolt or Uber to render photography services to clients while charging them based on the amount of time they spent with them. This aspect is so important to Christian Chukwu and his company because they spend higher on equipment, rent and maintenance and get little in return.

The networking he has made as a result of the programme has transformed his business.

"The network, the books, mentors and funding took me out from poverty to prosperity as I'm an employer of labour currently."

Christian Chukwu's company makes a monthly turnover of about \$10,000. The company has over 20 staff, 5 full-time and 15 part-time. Their expansion has grown to cover about 2 states within the southeast, while their online base is fast rising, with significant evidence in Job Creation, Community Development and Networking Opportunities

SECTOR: TOURISM/HOSPITALITY





80. Full Name: Audace Ndabahawe

Business Name: Gisabo Tours

Country: Burundi

Year of funding: 2019

Impact area: Tourism and hospitality

Burundi is known as “The **Heart of Africa**” because of its shape and location within the continent. Hospitality was once very important in Burundi. In the past, when people went on a journey, they would stop for a visit. Burundi has vast natural resources and wildlife, but the tourism industry of Burundi is **underdeveloped**. Tourism has a marginal share in the GDP of the nation. Direct contributions of the travel and tourism industry to the country's GDP was 2.1% in 2013 and 2% in 2014. According to d bank data, the number of international tourists increased in the 2000s. In 2000, nearly 29,000 international tourists visited Burundi, the number increased to 148,000 in 2005. The number of tourists peaked at 214,000 in 2006; by 2010, only 142,000 tourists had visited the country.

Audace Ndabahawe decided to be an entrepreneur in a Tourism and hospitality sector to help improve the tourism products and services in his country and beyond. Another reason was to translate his passion in real impact and stimulate the locals for domestic tourism consumption and that's important for him. His business solution focused on the Tourism and hospitality sector, to help improve the tourism products and services in the country and beyond. He wanted to change the image of the country through the improvement of tourism products and services but again designing a space for locals to understand their part to play in consuming domestic products for the sector's sustainability.

“The TEF programme has enhanced my entrepreneurship journey through the business management trainings and networking opportunities with TEF alumni on the platform. Also, the seed capital has enabled me to leverage production and survive the Covid 19 pandemic crisis aftermath.”

The program has served around 350 people from different corners despite the pandemic. Their presence on social media is a great milestone recorded. In addition, 6 temporary jobs have been created so far. As revenue, the venture has raised \$21,000. Our networking is growing from individuals to enterprises.

The community is now informed on their participation in sustainable tourism development. Their daily activities have improved lives of many people starting from their employees to all those participating in the value chain. The country's image has been promoted and through taxes payment they have contributed to the economic growth.



Sector: Tourism/Hospitality

81. Full Name: Ogola Kange

Business Name: Smiley'z Mobile Kitchen.

Country: Nigeria

Year of funding: 2015

Impact area: Eatery and food delivery

According to the Raw Materials Research and Development Council (RMRDC) of Nigeria, Nigeria records **40%** post-harvest losses annually in tomato production. While the annual production of tomato in the country is rising and currently slightly over 1.8 million metric tonnes, national demand has increased to more than 2.4million metric tonnes per annum, leaving a huge deficit

After spending a lot of time on the streets searching for a job, Ogola Kange decided to become an entrepreneur, she began to make and deliver healthy food to customers within her location. See some months of business success, she went to register his business Smiley'z Mobile Kitchen in 2014.

Ogola's company attempts to reduce post-harvest losses in various agricultural produce especially tomatoes. She helps farmers with processing tomatoes organically, giving it a longer shelf life, while achieving some of the sustainable development goals.

Smiley'z impact focus has two-dimension, poverty reduction and environmental conservation. The average woman living in rural Nigeria earns \$0.3 a day, with limited skills or opportunities to increase their livelihood. Smiley'z addresses this in two ways: First by working with 35 smallholder farmers to purchase their excess tomatoes. Providing market access to these women, Smiley'z increases their sales by 25% on average per annum. Secondly, she trains women on how to develop cottage industry agricultural products.

"The TEF program and the seed grant in 2015 was the real basis of my Entrepreneurship resilience and success today. That first application, the 12 weeks learning, and the boot camp are the things that I have built upon over the years, modifying and improving the business plan till what it is today."

She has provided entrepreneurship training to over 200 women. Fifty of them are now successfully starting their own businesses to support themselves and their employees. Smiley'z Tomato products are part of Solar Impulse Foundations' 1,000 Solutions and efficient ways of production. The small farmers it works with are trained in ecological farming best practices, including how to reduce CO2 emissions, energy and water usage, and reduce tomato production waste. While

in its own production process it uses glass jars to enable recycling of its products, renewable energy and post-harvest waste reduction.

Since TEF, Smiley'z has gotten many more certifications, trainings, awards, grants and VC investment. A Mandela Washington Fellow, USAID and USADF beneficiary, GOZ NICOP SENDIN beneficiary to name a few.

82. Name: Rachael Mcpepple

Business Name: Racelle Cocktails

Country: Nigeria

Year of funding: 2019

Impact area: Cocktail production

After graduating with a degree in chemistry in Rivers State, Racheal Mcpepple, out of the need to be independent and show that a young female could successfully run a business, decided to become an entrepreneur who makes cocktails for a living, and this birthed Racel cocktails.

She benefited from an intense TEF training that lasted for three months, and she never remained the same.

“First, my mentality changed. I look at things from different angles before going to a conclusion. I take risks for the betterment of the company. I understood that it is very vital to invest back into the business & Racelle Cocktails has taken a good turn since then. I am now able to delegate duties to my teammates (unlike before when I had to do everything myself).”

She also learned to be a risk-taker. She learned when and how to delegate duties and collaborate with people to become visible, make more sales, and also went for more upgraded classes. With the grants, she could acquire tools for the smooth running of the business. Rachel cocktails comfortably cater to 2 to 3 daily and have added a drink services studio portfolio. Her permanent staff has increased from 2 to 6. In 2020, they had nine events, served 840 guests & had revenue of 2,474 USD. In 2021, they had 66 events catered to 15,425 guests in Rivers State, Abia State, Anambra State, and Imo State, and had 50 contract staff with a revenue of 30,950 USD 2021.

Between January 7th, 2022, till date, Racelle cocktails had 14 events and served 2,095 guests within Port Harcourt and Abia State, with a revenue of \$3,388. Her target market and network have increased considerably with additional services like drinks procurement and management services, drinks chilling services, fresh palm wine services, couples' mix for after-parties, and professional writers.



Sector: Tourism/Hospitality

Aside TEF grant, Raccel cocktail has received grants from Gazelle Academy (owned by Muna Onuzo) & Fidelity bank ambassador, also selected by Fate Foundation.

SECTOR: TRANSPORTATION





83. Full Name: Abdoulaye Hamidou

Business Name: "227 Taxi Manager"

Country: Niger

Year of funding: 2019

Impact area: Taxi management solution

The economic recession in Niger due to an increase in the nation's public debt accounted for the loss of jobs in 2017, leading people to venture into several businesses. Abdoulaye Hamidou conducted a survey in Niamey and over 90 percent of people in the taxi business were running at a loss, having to spend more on the car than they gain from it.

As a result of the poor maintenance level, and the need to bring real solutions that taxi owners face every day, Abdoulaye Hamidou created a Taxi manager business to reduce the losses suffered by taxi owners and drive revenue generation in the taxi business. He was out to prove that the taxi business can be a very profitable business if the right measures were introduced.

This venture by Abdoulaye Hamidou has created over 30 jobs, with 15 taxis in the park and a monthly income generation of over \$5000.

He believes the TEF program has given him the opportunity to better understand his business model. He hopes to create over 1000 jobs for taxi drivers by 2025.

"The TEF program gave me the opportunity to better understand my business model and it also gave me a capital seed to help me launch "Taxi Manager". So, I can strongly say that the TEF PROGRAM contributed to change my life because I went from a broken heart taxi owner to an entrepreneur who is making life better for other taxi owners."
