

“Naija no dey carry last!”

NIGERIA'S STARTUP ECOSYSTEM FACT SHEET

“Naija no dey carry last!” is a local phrase that characterizes the national identity of Nigeria. It means: Nigerians never come last. It's Africa's largest population, and its 215M+ people are skilled as hustling entrepreneurs. They know how to manage in tough circumstances, often without the services states usually provide. This spirit shows in the country's startup ecosystem. Since 2019, Nigerian startups have raised over \$4.7B across 848 deals, the most in Africa. Just as important, the Nigerian government has laid the foundation for startups to thrive including a passing of a startup act in 2019, promoting the development of incubators, accelerators and tech hubs and providing tax breaks and incentives for entrepreneurs and startup investors. Finally, according to the Africa Business Angel Network (ABAN), there are at least six active angel investor networks in the country including Velocity, Rising Tide, Afropreneur Angel Group, Lagos Angel Network, Abuja Angels Network and South South-East Angels Network.

Check out our [Lagos Startup Ecosystem Map](#).

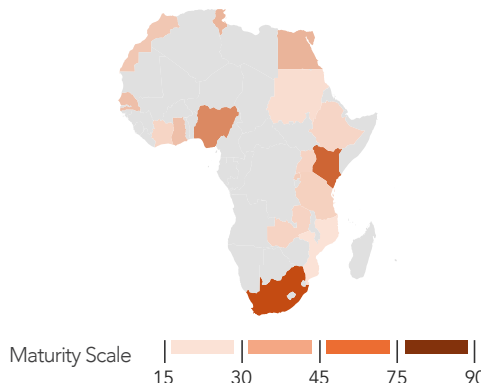
LEGAL LANDSCAPE

The following components of Nigeria's investment code are helpful starting points:

- **Foreign Companies Must Meet Capital Requirement:** Foreigners can incorporate companies in Nigeria, needing a minimum capital of N100,000,000 (\$67,971). This doesn't affect the nominal share capital.
- **Register Foreign-Owned Companies with NIPC:** All foreign-owned companies must register with the National Investment Promotion Commission (NIPC) and get a business permit from the Nigerian Ministry of the Interior.
- **No Local License for Unregulated Businesses:** Companies in unregulated industries don't need a local business license, whether domestic or foreign-owned.
- **All Companies Must Register for VAT:** All companies must register for VAT with the Federal Inland Revenue Service within six months of incorporation, regardless of turnover.
- **Tax Exemption for Small Businesses:** Companies with a turnover of N25,000,000 (\$16,993) or less are exempt from income tax and VAT, benefiting early-stage startups.

NIGERIA'S MOMENTUM

- Nigeria has attracted the highest share of total capital raised by African startup ecosystems in the past 5 years.
- There are at least six active angel networks, among the largest number of active networks on the continent.
- The country has the third highest number of startup exits since 2019, after South Africa and Egypt.



OVERVIEW

- 219 Million**
Population
- \$252.7B**
2024 GDP Forecast
- 3.3%**
2024 Real GDP Growth Forecast
- 19.3**
Median Age

KEY INDUSTRY STATS

- \$29B**
Nominal Oil Export Revenue
- \$45.5M**
Stock Exchange Market Cap.
- \$377M**
Foreign Direct Investment

2023 Statistics

STARTUP STATS SINCE 2019

Total Deals: **848**
Total Invested: **\$4.7B**
Median Deal Size: **\$500K**

TOP SECTORS SINCE 2019

- \$1.9B**
Financial Services
- \$1.6B**
Technology
- \$622.6M**
Transportation and Logistics
- \$203.6M**
Energy
- \$157.4M**
Healthcare

Source: Renew Capital Analysis of Africa: The Big Deal