

FOCUS COUNTRIES



Africa's population is set to double by 2050 and its urban population will triple. Forty per cent of the total population will be under 15 years old. To absorb the growing labour force in sub-Saharan Africa, an estimated 18 million new jobs will be needed each year until 2035.

Productivity is low and many African countries have struggled to develop their manufacturing base or move into high-value services. A competitive manufacturing sector is vital for Africa to maximise on the Fourth Industrial Revolution. Our transaction facilitation assistance is innovative and represents a new model of economic development - adopting a deal-making approach to overcoming constraints to economic growth and job creation.

We provide transaction facilitation assistance to investors and manufacturers

- Offer neutral investment advisory services to reduce the risk, cost and deal time of manufacturing transactions in our focus countries.
- Introduce potential strategic partners and provide market linkage support to current investment plans.
- Conduct technical, commercial and financial due diligence and strengthen existing business cases.

We focus on investments that generate high development impact

- Investments that create jobs integrate local supply chains, support the poorest sectors of society and empower women and youth.
- Investments that bring new technologies and enhance our focus countries manufacturing sector productivity.
- Investments that contribute to economic and environmental, social and governance transformation (ESG).



PROGRAMME GOAL

Reduce poverty by attracting **£1.2 billion** of foreign direct investment and create **90,000 jobs**



FUNDING

UK Government
Department for
International
Development (DFID)



IMPLEMENTING CONSORTIUM

McKinsey & Company, BDO, TechnoServe, Reformatics, Steward Redqueen



STAKEHOLDERS

Investors, investees, manufacturers, governments and investment promotion agencies



PERIOD OF PERFORMANCE

7 years (2019-2026)



FOCUS SECTOR

Manufacturing

We provide investor-led technical assistance to governments including investment promotion agencies

- Provide COVID-19 response and recovery support to the manufacturing sector in the focus countries.
- Provide customised assistance and training to investment promotion agencies, building governments' abilities to profile investment opportunities and facilitate deals.
- Support policy changes at sector-level to remove recurrent barriers to investment and to attract investors.
- Undertake sector-wide strategic initiatives to help groups of manufacturers improve project feasibility.

Recent examples of our support



We defined a manufacturing incentive package to support the Government of Rwanda to revise the investment code. The work resulted in proposals for additional tax and non-tax incentives and a roadmap to measure cost-effectiveness.



We are providing due diligence services on the Ethiopian market to a pharmaceuticals manufacturer with a focus on regulation for exports and assisting to raise capital to set up operations.



We are supporting an agri-processing company to manufacture wheat-based baby cereal using locally sourced grains.



We are supporting post-COVID-19 recovery efforts by, e.g., co-designing guidelines with manufacturers to restart production and ensure business continuity, and providing advice to incentivise large companies to support smaller companies in their value chains.



We are supporting investments in medical and emergency supplies (e.g., personal protective equipment and hand sanitisers) in response to COVID-19.



We supported the Government of Ethiopia to complete a zoning study for Kilinto Industrial Park to unlock 20+ pharmaceutical investments.

Contact us: