



Entrepreneurship outside the European Union

*An unpretentious primer
with a strong focus on Africa*

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1. What is entrepreneurship?

- Opportunity vs. Survival

2. Why should we care?

- Grow and innovation vs. Fight against poverty and empowerment

3. Who are these entrepreneurs?

- What do they do?
- In what sectors? And where?

4. How can dev partners help?

- No one size fits all
- Develop local ecosystems

5. Where do we go from here?

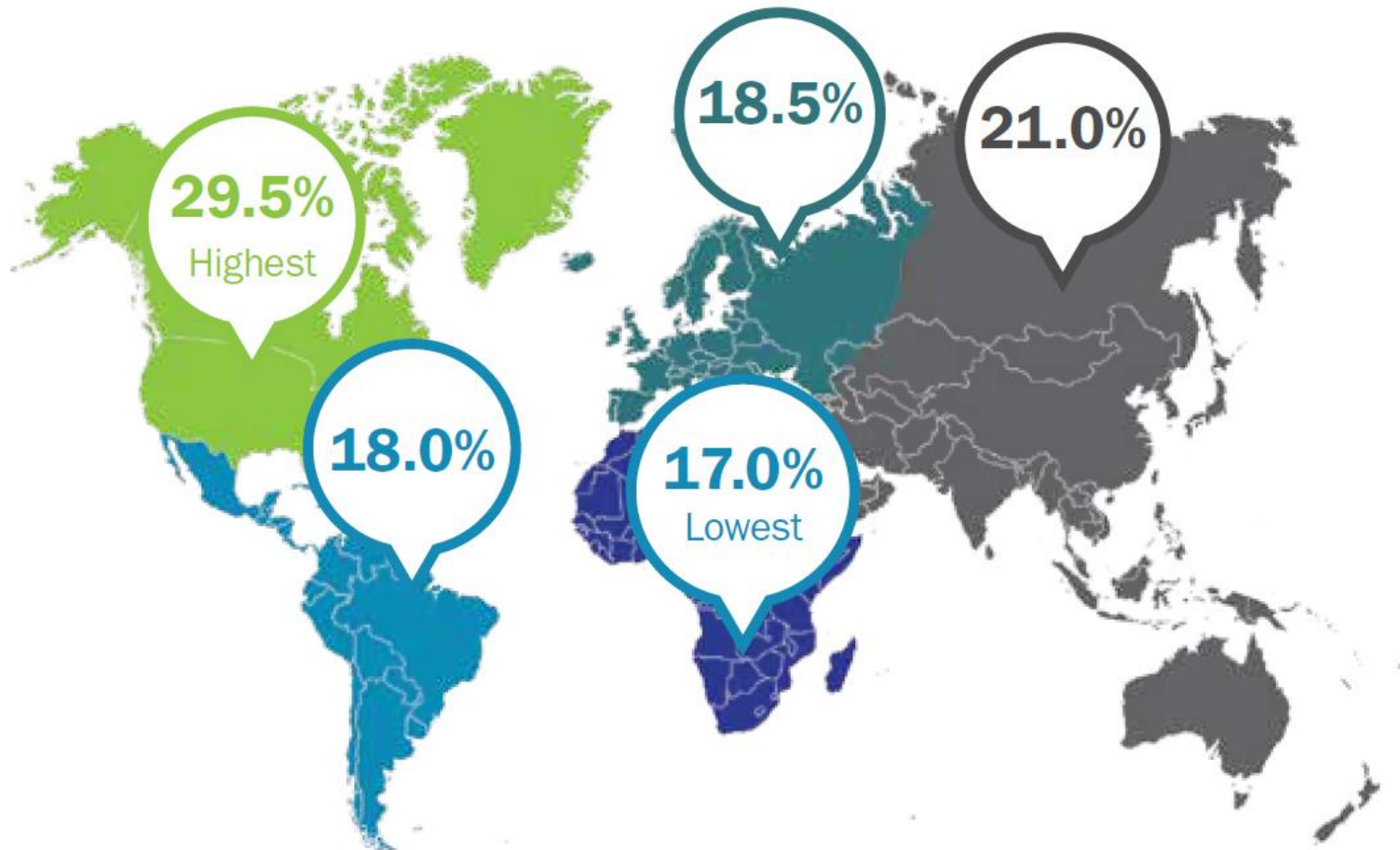
- Don't leave survival entrepreneurs behind
- Boost their productivity / formalize them



1. What is entrepreneurship?



*Proportion of entrepreneurs expecting medium to high job creation
(6 or more jobs in 5 years) opportunities*



Source: Global Entrepreneurship Monitor (2017)



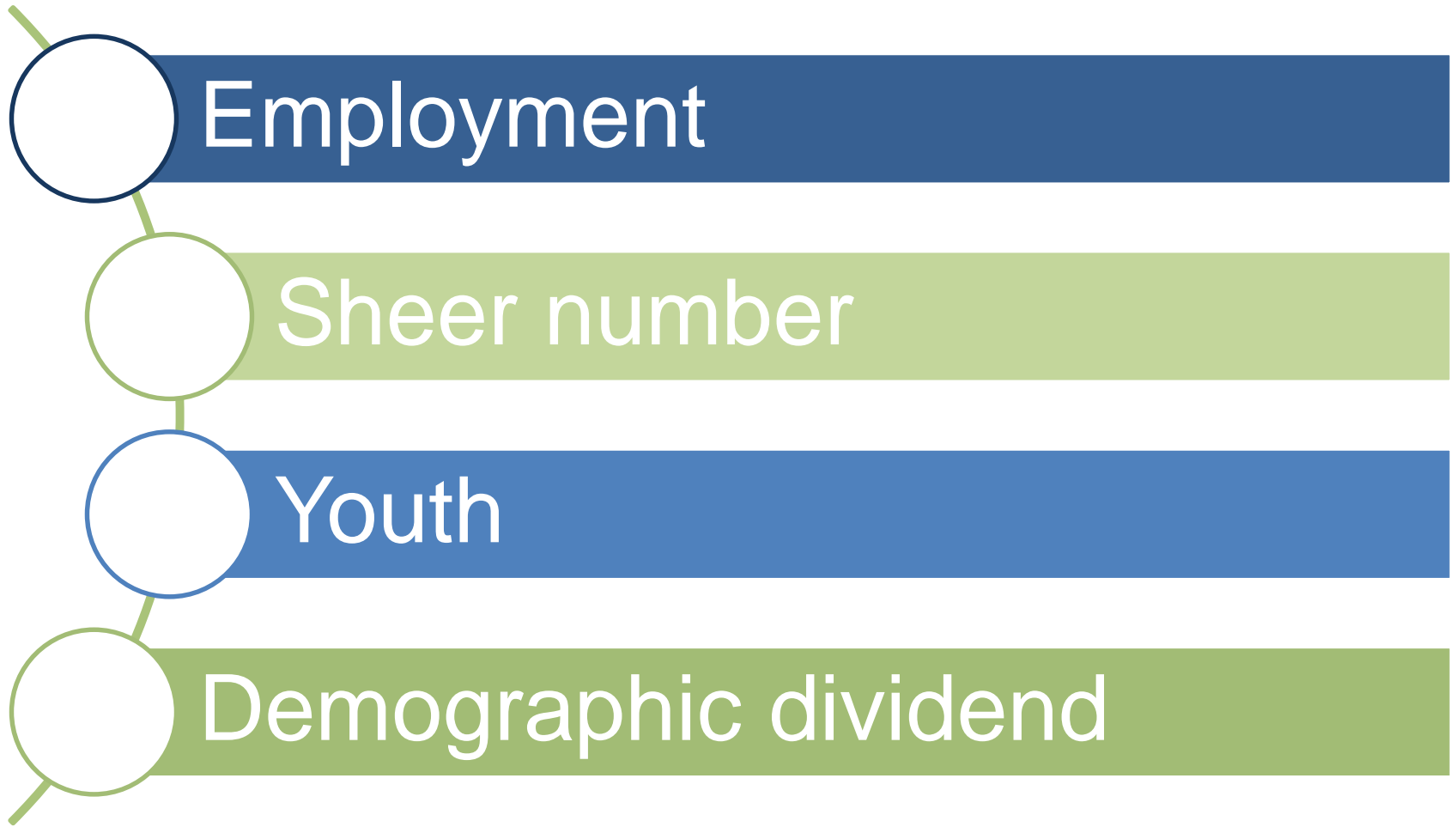
2. Why should we care ? (1/2)



Source: African Economic Outlook (2017)



2. Why do we care about entrepreneurship? (2/2)



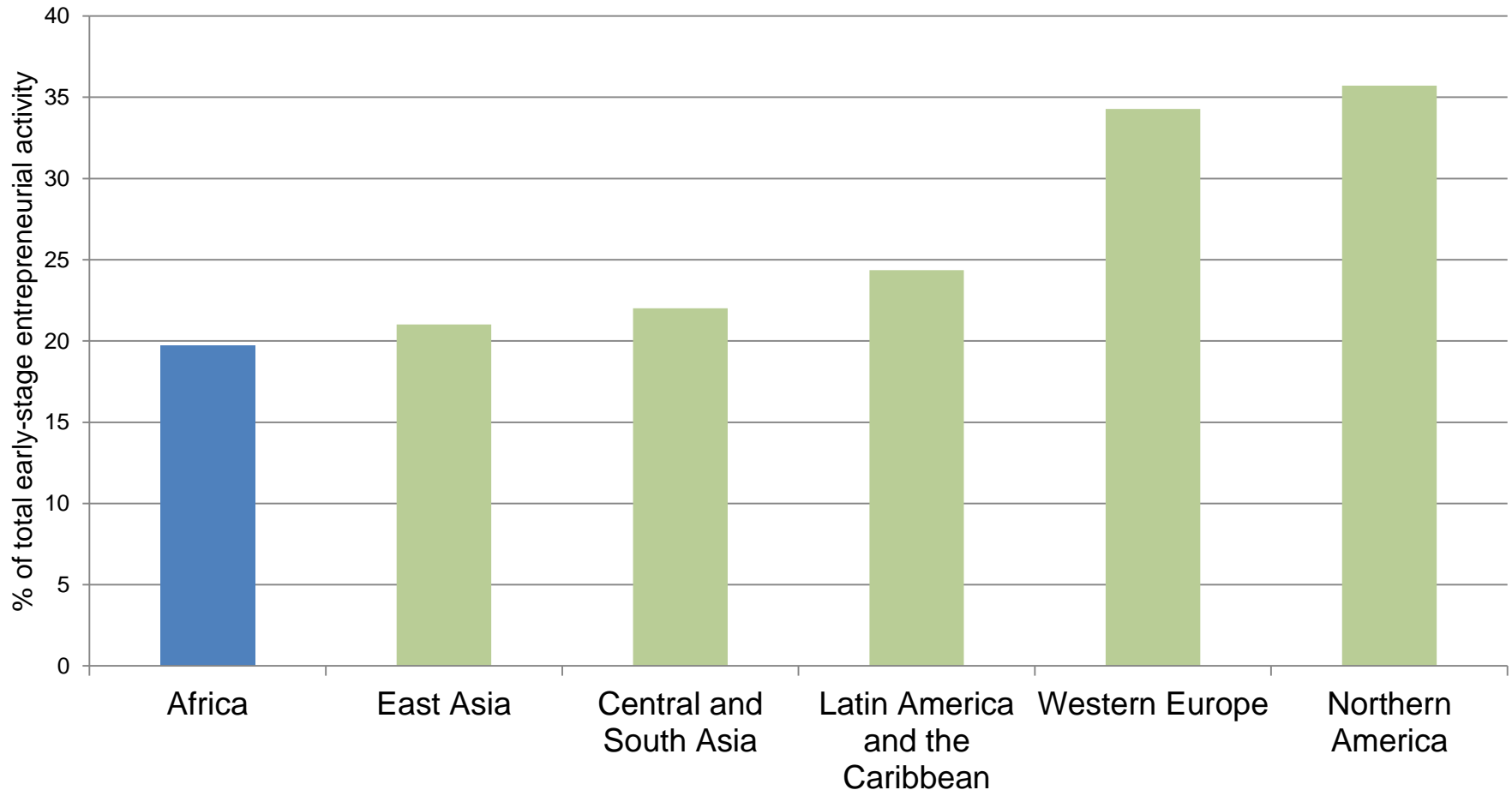
Source: African Economic Outlook (2017)



3/1 Who are these African entrepreneurs ?



Share of African early-stage entrepreneurs that introduced a new product or service, 2011-16 average



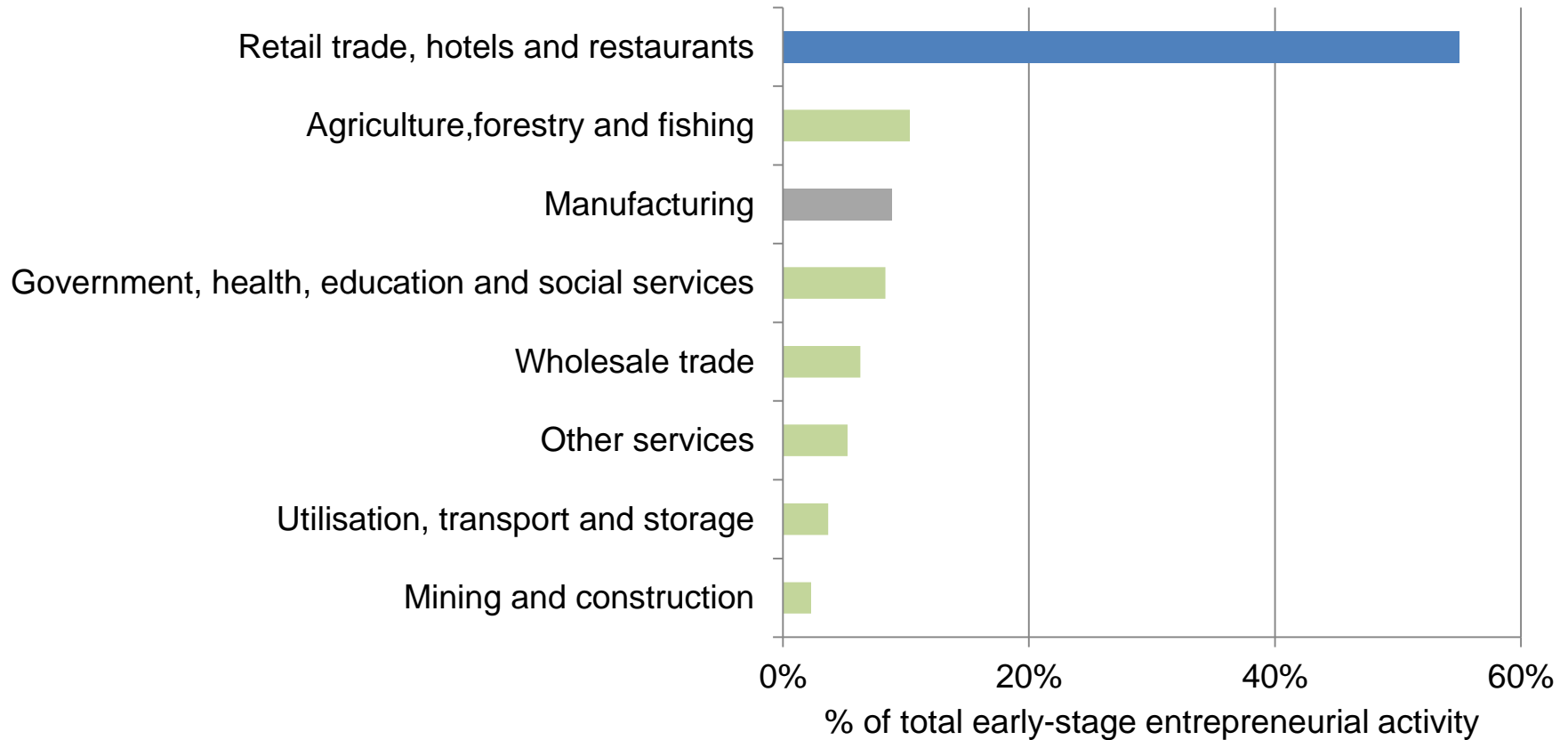
Source: African Economic Outlook (2017)



3/2 What sector do these entrepreneurs work in ?



Sectoral composition of early-stage entrepreneurship in Africa, 2012-16

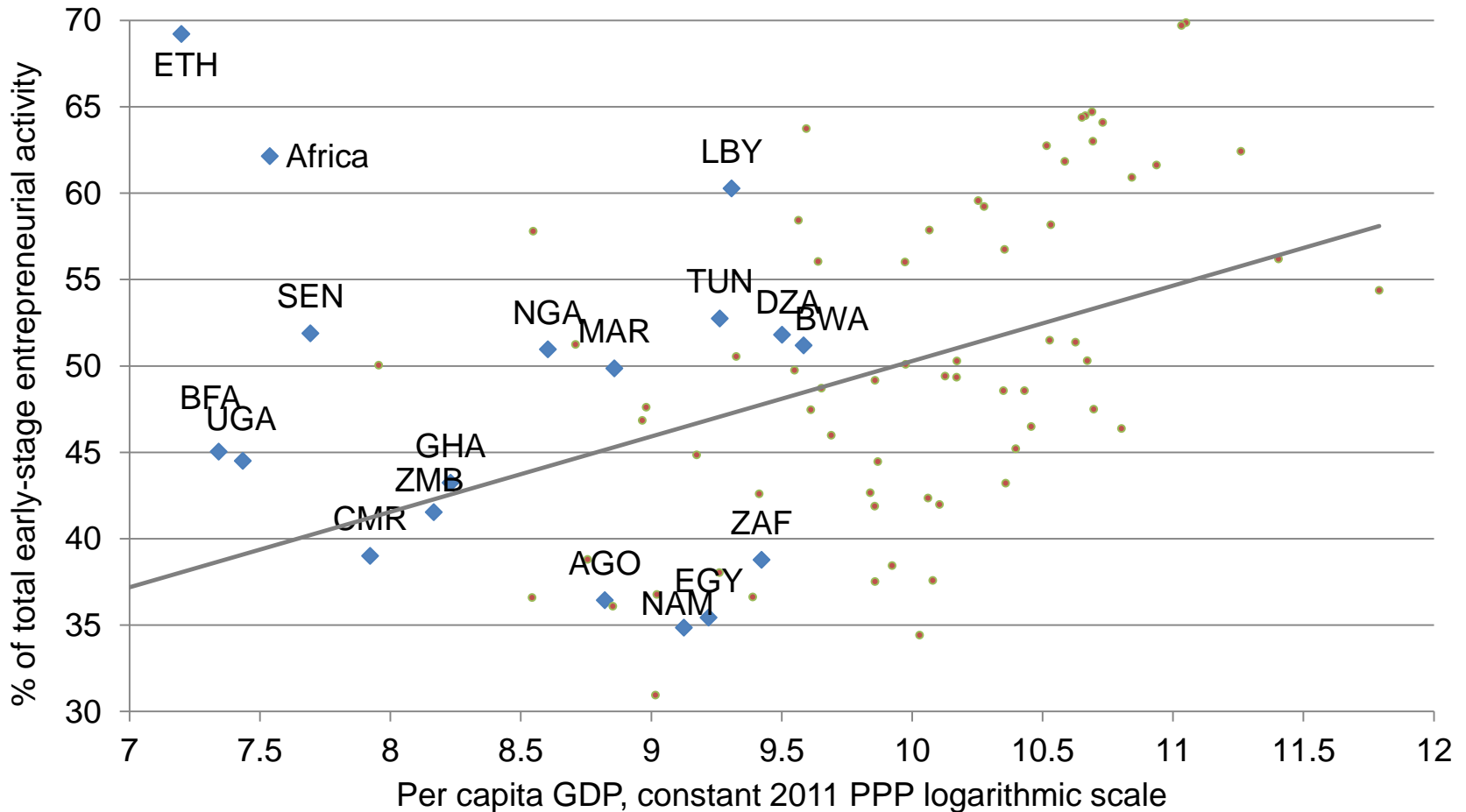


Source: African Economic Outlook (2017)



3/3 Where do opportunity-driven entrepreneurs work?

Prevalence of opportunity-driven entrepreneurs and income level in 15 African countries and 69 other countries, 2011-15 average



Source: African Economic Outlook (2017)

4/1 What can development partners do?



Opportunities

- Role of the private sector
- Increase productivity within sector
- Structural change

- Need to “grow the pie”
- Limited scope for public employment growth

Challenges

4/2 What can development partners do?



Survival entrepreneurs

- Microfinance
- Vocational training
- TA to begin the process of formalization...

Opportunity entrepreneurs

- Angel funding
- Incubators / accelerators + follow-up funds
- Venture capital growth funds etc.
- Targeted technical assistance

5. So what?



Survival Entrepreneurs

- Will continue to provide the bulk of employment.
- Development partners should boost MSMEs productivity.

Opportunity entrepreneurs

- Potential to create game changing products and services.
- DFIs should invest in local ecosystems.