



B2B VENTURES
& PARTNERSHIPS
'Make-IT in Africa'

DRIVING INNOVATION ACROSS THE FINANCIAL SERVICES VALUE CHAIN.

by 'Make-IT in Africa'

Venue: **Southern Sun, Ikoyi**

Date: **Thursday, November 28, 2019**

Duration: **09:00 - 14:30**



implemented by



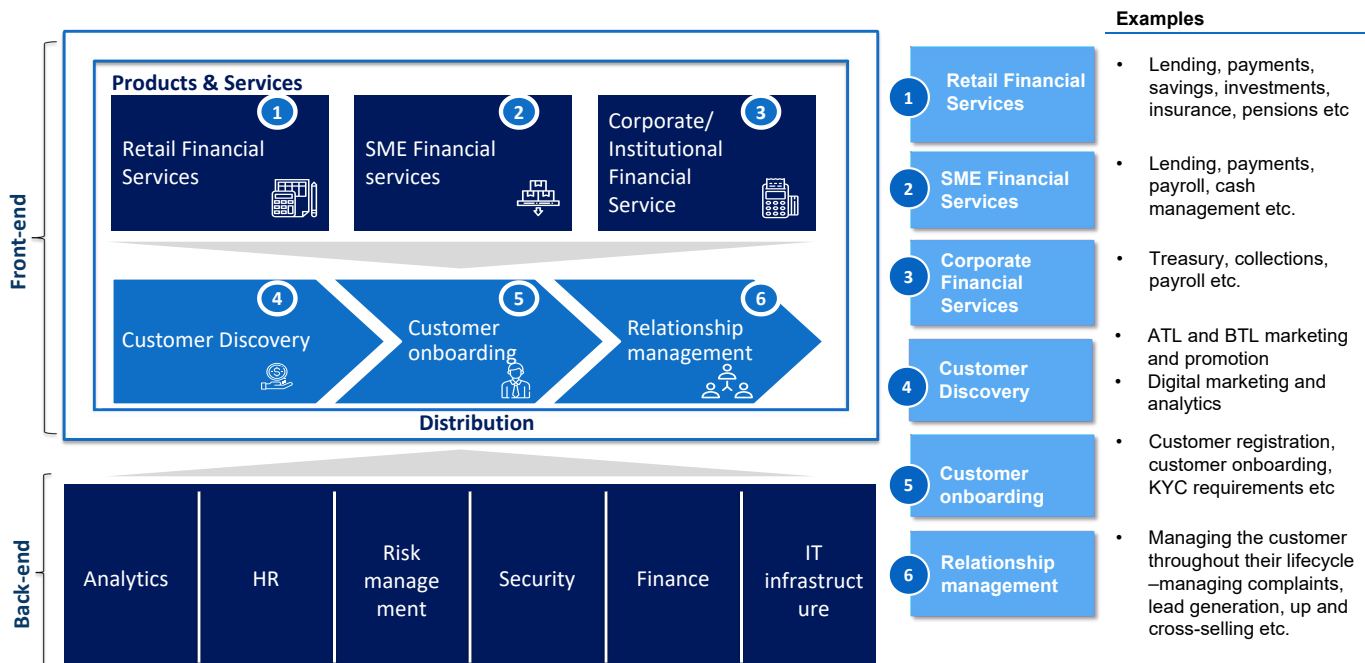
About Tech Entrepreneurship Initiative ‘Make-IT in Africa’.

Make-IT in Africa promotes digital innovation in sub-Saharan Africa for sustainable and inclusive development. The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH implements this project on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ) as part of BMZ’s Digital Africa Initiative. In close collaboration with more than 30 corporate and financing partners, social enterprises, hubs, and networks, ‘Make-IT in Africa’ supports an enabling environment for young entrepreneurs – to enable better access to finance, markets and skills.

About the B2B Matchmaking Initiative

Digital entrepreneurship has the potential to respond to systemic development issues, drive innovation, create new opportunities and accommodate job seekers. However, in Africa, many tech startups are unable to make the leap to market maturity due to the lack of access to capital, customers, qualified personnel and digital infrastructure. In response to these identified issues, over the next few months, GIZ’s Tech Entrepreneurship Initiative ‘Make-IT in Africa’ in collaboration with Made Culture is delivering a series of intimate Business-to-Business networking sessions for Nigerian technology entrepreneurs. This platform will facilitate strategic partnerships between tech startups, local corporations and multinational enterprises in traditional sectors including financial services, agriculture, power, health and mobility.

For this maiden edition ‘**B2B ventures and partnerships: Driving innovation across the financial services value chain**’ through a comprehensive assessment process, we are bringing together a carefully curated list of technology-enabled startups and financial service providers to identify direct and immediate value to scale solutions, processes and reach new markets. We are looking to facilitate business matches that can drive transformative and innovative solutions across the value chain in the following key areas:



B2B Ventures And Partnerships: Driving Innovation Across The Financial Services Value Chain.

Time	Agenda
9.00 - 10.00	Registration and Arrival
10.00 - 10.15	Introduction to B2B Matchmaking Services Initiative by Alice Omisore - Program Coordinator, Tech Entrepreneurship Initiative 'Make-IT in Africa'
10.15 - 10.45	Keynote Address - Driving innovation across the financial services value chain Tosin Eniolorunda, CEO - Team Apt
10.45 - 11.45	Panel - Learning from best practices: B2B ventures and partnerships in Nigeria Moderated by Dolapo Adejuyigbe - Managing Partner, Traction Venture Partners Panellists: Salami Abolore - Founder, RIBY Jay Alabraba - Co-Founder & Head of Business Development, Paga Edwin Ajogun - Programme Director, Passion Incubator Emeka Mordi - COO, Carbon
11.45 - 12.00	Tea Break and Networking
12.00 - 13.30	1-on-1 Speed Networking Session Fast-paced process of power networking that allows startups and corporations to identify direct and immediate synergies. Selected Corporations Ayodeji Aina - Head of Enterprise Innovation, First Bank Nigeria Tony Idugboe - Vice President & Head of Investment, Itanna Babajide Asegbeloyin - Team Lead, Techspace Ecosystem Business, FCMB Henrietta Bankole-Olusina - Managing Director, ARM Financial Advisers Babalola Oyeleye - General Manager Transformation, MTN
13.30 - 14.00	Closing Remarks: B2B Matchmaking Portal by Malaika Toyo - Director, Made Culture

Contact:

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Visit:

www.madeculture.co

make-it-initiative.org/africa/

