

October 2, 2019

# LOFTY INC ALLIED PARTNERS LTD.

Innovation Development Company

# POINTS OF DISCUSSION

**About LoftyInc  
Focus Areas**

**M&E + Impact Assessment  
Business Development Support + Market**

**Entry  
Venture Development Component**

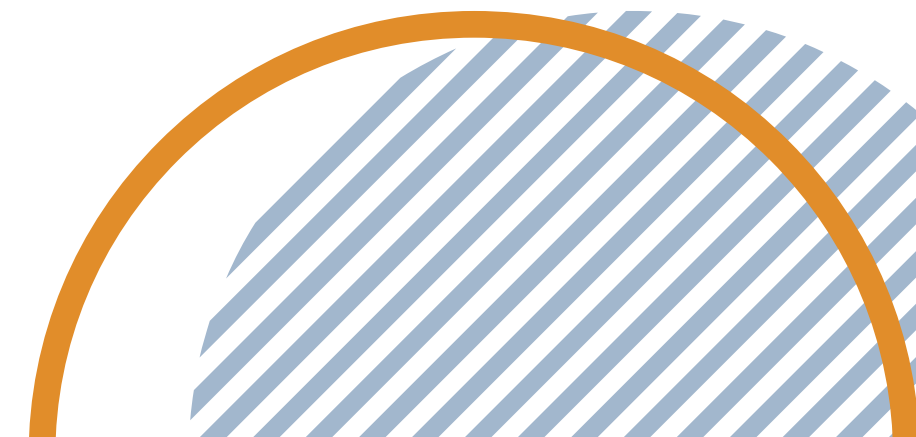
**Project Development**

**Contact Information**



## ABOUT LOFTYINC

LoftyInc Allied Partners Limited is an enterprise development company that develops start-up teams, manage innovation programs and facilitate impact projects in West Central Africa. Our work cuts across infrastructure, energy and social impact sectors (education, healthcare and agriculture) where it leverages technology through global partnerships & best-in-class processes.



# FOCUS AREAS



Innovation  
Management



Venture  
Capital



Incubation &  
Acceleration



Project  
Development



Monitoring, Evaluation  
& Impact Assessment



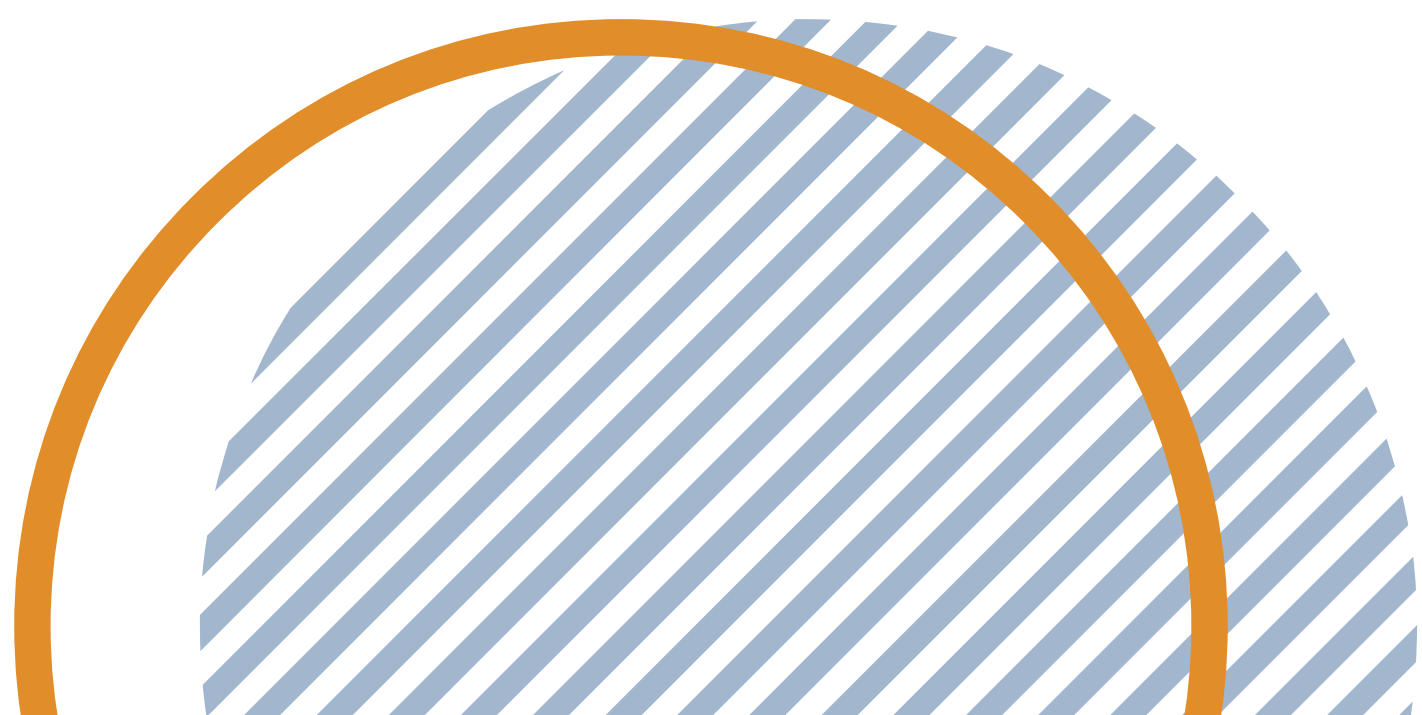
BDSP &  
Market Entry



# INNOVATIVE INTERVENTION & IMPACT MONITORING & EVALUATION

Monitoring and Evaluation (M&E) is a critical components of any intervention and mission-driven organization – either private or public cannot afford to ignore. Measurement of impact is sometimes avoided because of its perceived complexity.

This view is particularly true in the absence of data, necessary demand and the right environment to drive the process. Sometimes a change of approach is all that is required for an intervention to yield the impact that sponsors crave. I2ME is designed to help stakeholders obtain insight into how and why their program works.







**M&E**

**+**

**IMPACT  
ASSESSMENT**

**INNOVATIVE INTERVENTION &  
IMPACT MONITORING & EVALUATION**



## MONITOR

We keenly monitor the interest of funders and implementers while sharing knowledge and communication results effectively.

## EVALUATE

We then critically evaluate to ensure value for money, improved impact and the sustainability of development interventions.





## ABOUT I2ME

Monitoring and Evaluation (M&E) is a critical component of any intervention and mission-driven organization – either private or public cannot afford to ignore.

Measurement of impact is sometimes avoided because of its perceived complexity.

I2ME is our unique service offering that focuses on Innovative interventions and projects with the aim of optimising them to result in social impact and SDG actualisation through adequate Monitoring and Evaluation.



# OUR FOCUS SECTORS

FINANCIAL  
SERVICES

ECONOMIC  
DEVELOPMENT

EDUCATION &  
TRAINING

LIVELIHOOD &  
RURAL  
DEVELOPMENT

ENTREPRENEURSHIP  
&  
INNOVATION

# OUR TRACK RECORD

## BILL & MELINDA GATES FOUNDANON

Micro-Retail Solution for  
BoP Pharmacies

## FEDERAL ROADS MAINTENANCE AGENCY

Developing an Infrastructure  
Monitoring Tool

## DEBT MANAGEMENT OFFICE

Developed Project Monitoring  
Dashboard for FG Bond Funded  
Projects

## WORLEYPARSONS / OANDO

Commercial Enumeration &  
Research for Energy Demand  
in Rural Economies of SW  
Nigeria

## CASE STUDY – M&E OF DEVELOPMENT BANK OF NIGERIA'S MSME LOAN

LoftyInc has helped DBN track, monitor and evaluate the use of loan disbursed, and deliver biannual impact assessment reports.

Findings from our pilot M&E exercise revealed that **39%** of MSMEs reported an increase in capital assets by **7%** and turnover volume by **17%**. With about **N2.06bn** disbursed to the sample MSMEs in 2018, **537** new jobs were created.

In 2019, LoftyInc is supporting the scale phase with increased M&E capacity and advisory as DBN aims to double its disbursement and impact figures.

## CASE STUDY – M&E OF FERMA'S RIGHT OF WAY MAINTENANCE INTERVENTION PROGRAMME

LoftyInc supported FERMA in the conceptualization of the theory of change, design and implementation of project monitoring and evaluation across the country.

To ensure rigor, relevance and consistency, technology-enabled monitoring methodology was adopted.

While enumerators administered tablet-based surveys, we leveraged the use of drones for real-time monitoring.

At the end of the project, FERMA had created **10,500** casual jobs impacting the lives of over **94,500** indirect beneficiaries. Evidence also revealed that digital payment of wages accelerates financial inclusion as **647** previously unbanked participants were captured in the financial inclusion net through ROW-MIP.



# BUSINESS DEVELOPMENT & SUPPORT + MARKET ENTRY

LOFTYINC IS THE OPERATOR OF WENNOVATION HUB; NIGERIA'S FIRST  
TECHNOLOGY INCUBATOR  
& LOFTYINC CAPITAL MANAGEMENT AS AN AFFILIATE COMPANY.



# BUSINESS DEVT. SERVICES

LoftyInc is an official Business Development Service Provider (BDSP) to the Bank of Industry. LoftyInc leverages its wide spread and access to clusters of MSMEs via its venture development arm, Wennovation Hub. Core of the work of LAPL as a BDSP is to help and hand-hold growing businesses to access development loans from the Bank to enable them scale up their business.

LoftyInc is the operator of Wennovation Hub; Nigeria's first technology incubator & LoftyInc Capital Management as an affiliate company.





# Micro, Small & Medium Enterprises Engagements

LoftyInc's engagement with MSMEs include:



CORPORATE  
REGISTRATION

BUSINESS PLAN  
COMPILATION

FINANCIAL  
MODELLING AND  
PROJECTIONS

LEGAL ADVISORY

ACCESS TO MENTORS  
& INVESTORS (VC)

CROWDFUNDING  
PLATFORMS



**TRACK RECORD FOR  
BUSINESS DEVELOPMENT &  
MARKET ENTRY**

**UN CLEAN  
COOKSTOVE**

Capacity Building for CleanTech  
startups

**BATA  
NIGERIA**

BDSP & Market Entry  
(Debt & Equity Financing)

**GLOBAL MARORI  
RICE MILL**

BDSP & Market Entry  
(>#1Bn loan facility acquisition)

**WORLD BANK IFC'S  
/ INFODEV**

Developed Lagos Angel Network  
to support early-stage ecosystem  
in Nigeria.

The background is a faded photograph of a person's hands stirring a pot on a traditional three-legged stove. The person is wearing a red garment. The image is overlaid with decorative elements: a blue and orange geometric pattern in the top left corner and a large orange and blue striped geometric pattern on the right side.

# UNITED NATIONS / COOK STOVE ALLIANCE

AND OUR CAPACITY BUILDING FOR  
CLEANTECH START-UPS

**The Clean Cooking Alliance** is a non-profit organization operating with the support of the United Nations Foundation.

The Alliance seeks to address the impacts of cooking on health, the environment, the lives and livelihoods of women and children, with clean and efficient cookstove technologies and fuels. Within each category of cookstoves, there are a range of designs and performances.

This variety reflects the differing economic factors, sociocultural factors, and energy requirements relevant to users around the world.







# **LoftyInc conducted a Capacity Building program for Cleantech Start-ups in order to assist them in:**

## **CONSUMER ENGAGEMENT**

Driving consumer demand for cleaner, more modern stoves and fuels by supporting behavioural change and awareness-raising interventions.

## **INVESTMENT MOBILIZATION**

Mobilizing investment to build a pipeline of scalable businesses capable of delivering affordable, appropriate, high-quality clean cooking products; and

## **ENVIRONMENT ADVOCACY**

Fostering an enabling environment for industry growth by advocating for effective and predictable policies, providing trusted, relevant data, and serving as the convener and champion of the clean cooking sector.



# VENTURE DEVELOPMENT COMPONENT

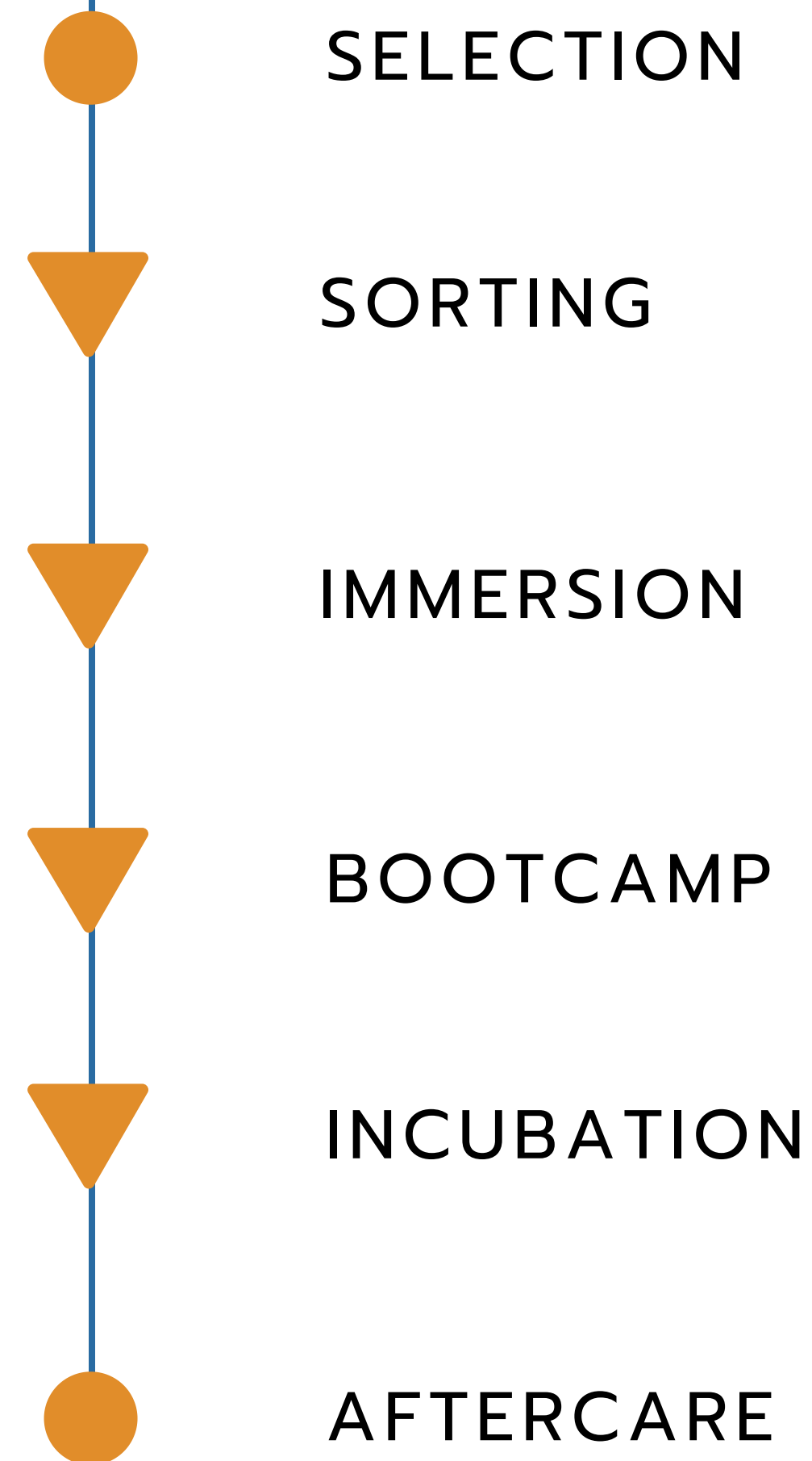



**THE VDC IS HANDLED THROUGH THE WENNOVATION ARM OF LAPL AND IS  
FOCUSED ON BUILDING SUSTAINABLE, VIABLE BUSINESSES GEARED  
TOWARDS SOLVING SOCIETAL PROBLEMS.**

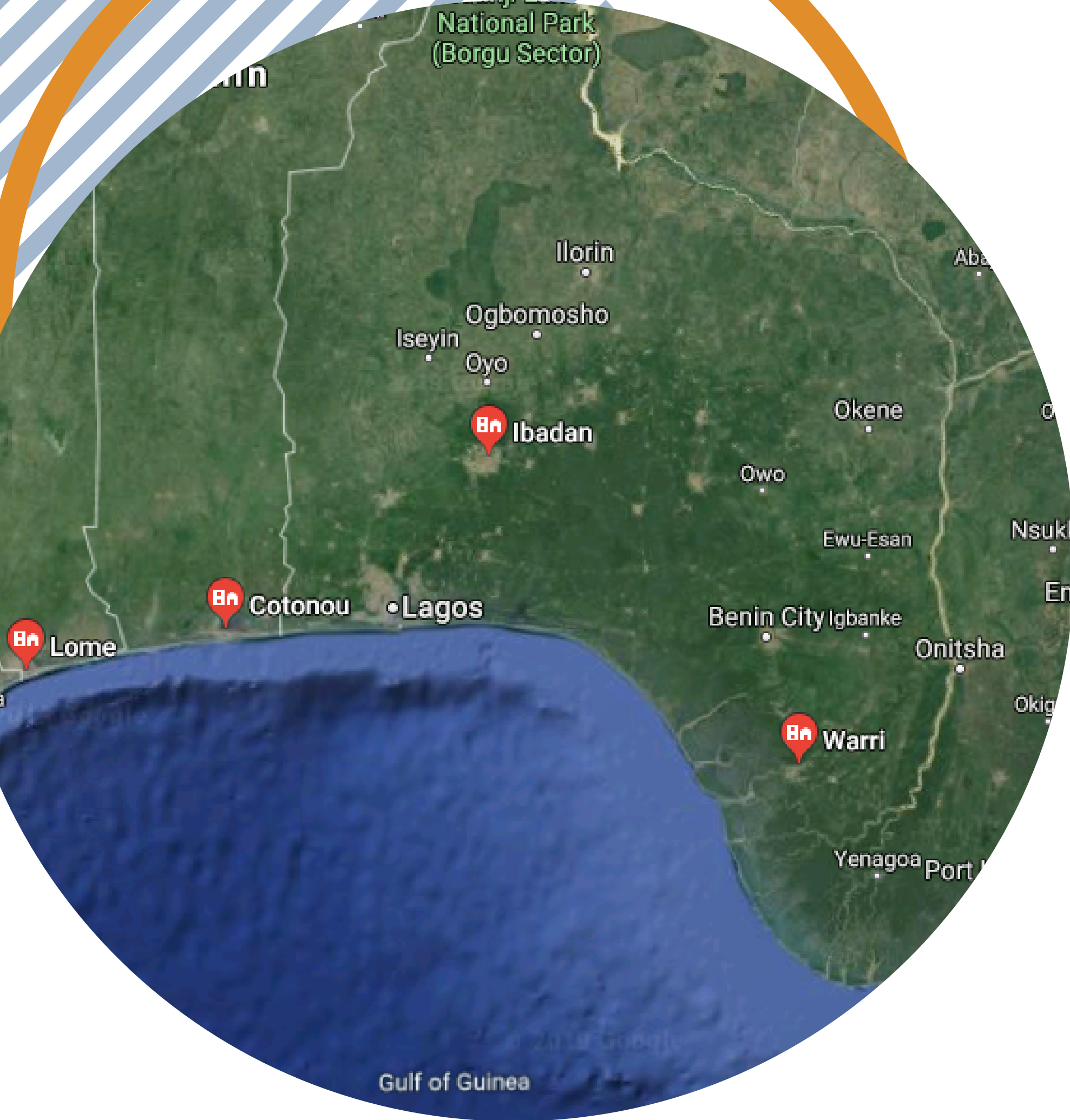


# 3 Cycles of WeHub AgriTech Cohorts

The Agric cohort of the VDC since its inception has trained over 30 startup teams in 3 cohorts since 2015.





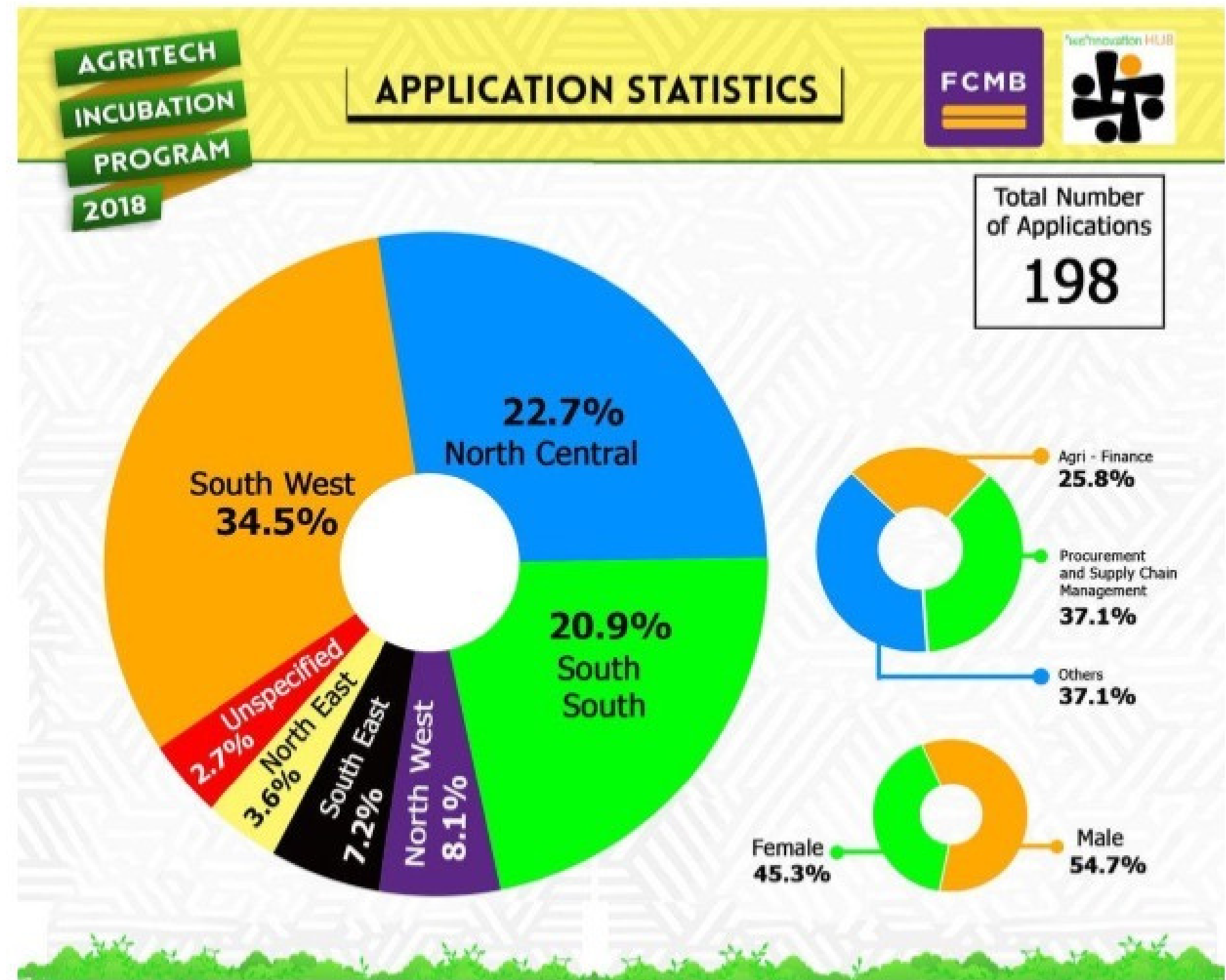


## 2017 COHORT: CTA AGRICHACK

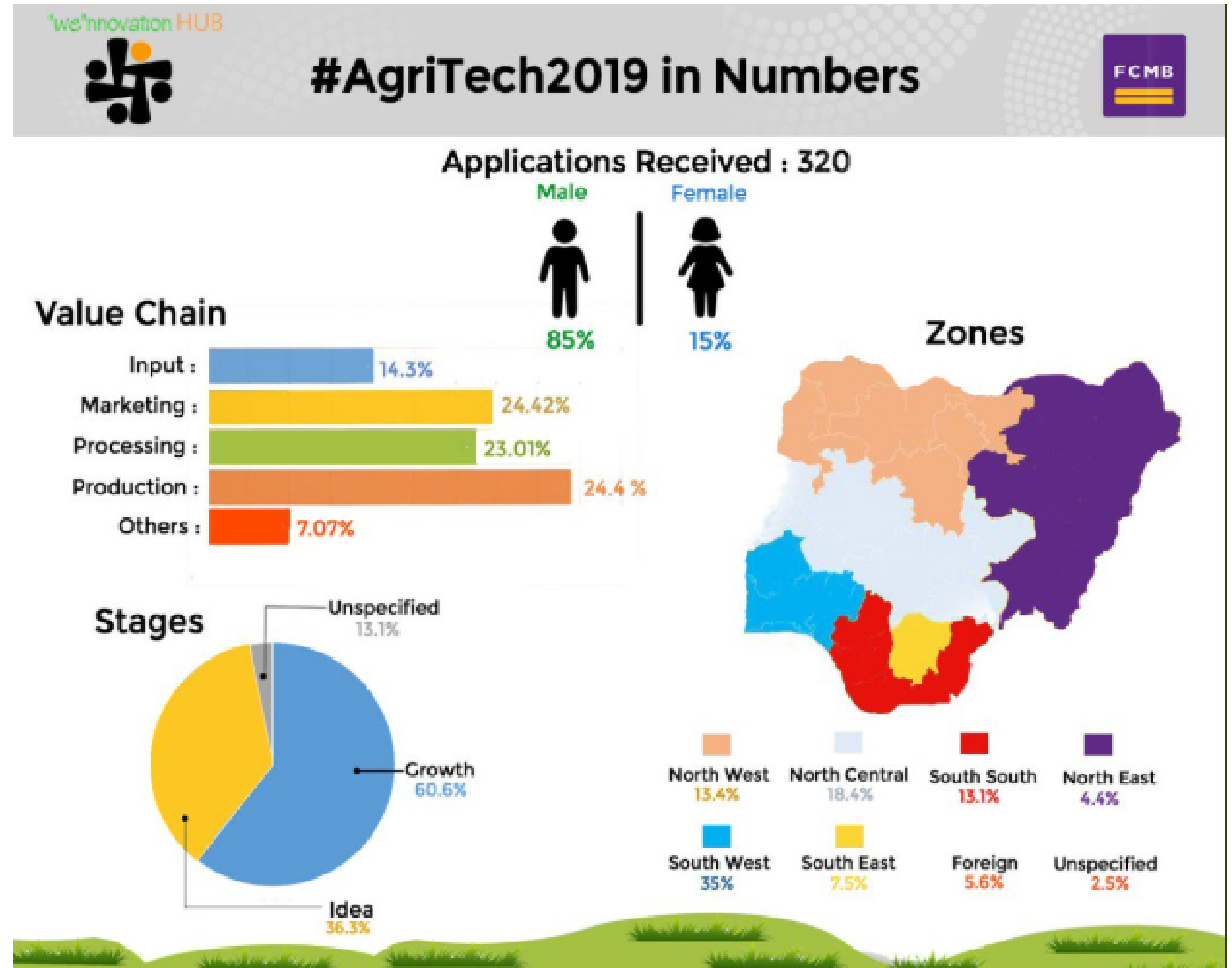
Over **120** completed team applications were received across West Africa. After careful deliberations, **59** of these applications were considered to participate in the YEFFA 2016 programme. At the end of the boot camp, **20** teams were selected to proceed into “orientation by immersion” which is akin to a field trip to expansive fish farm clusters, fish feed processing industries among other sectors on the fish farming value chain.

<http://agrihackwestafrica.org/>

# 2018 Cohort: FCMB Wennoovation Hub AgricTech Incubation Program



# 2019 Cohort: FCMB Wennovation Hub AgriTech Incubation Program



**DID YOU KNOW?**

**SINCE INCEPTION LOFTYINC HAS  
SUPPORTED OVER**

**6,000 youths**

**AND OVER**

**30 start up teams.**



# Success Stories



# PROJECT DEVELOPMENT

**OVER THE YEARS LOFTYINC HAS WORKED ACROSS INFRASTRUCTURE, ENERGY AND SOCIAL IMPACT SECTORS (EDUCATION, HEALTHCARE AND AGRICULTURE) WHERE IT LEVERAGES TECHNOLOGY, GLOBAL PARTNERSHIPS & BEST-IN-CLASS PROCESSES.**

# AGRIC PROJECTS MAP

## Agric Projects Map:

INVESTMENTS STIMULATED: \$2.5 million

JOBS CREATED: 3,000 direct and indirect (so far)

### Legend

- 📍 EKITI: Owonikoko farm, Ado Ekiti
- 📍 KADUNA: Trappco Farm
- 📍 LAGOS: Meaty Marts Sale Lots
- 📍 NASARAWA: - Owonikoko Farm, Keffi
- 📍 NASARAWA: Nigeria Farmer Group & Co-Op, Keffi
- 📍 TARABA: Metafora Farm, Gassol



Google Earth

US Dept of State Geographer





**FOR INQUIRIES  
AND CONTACT**

## OFFICE ADDRESS

### Lagos:

12B Rev. Ogunbiyi Street, GRA, Ikea, Lagos State.

### Abuja:

2nd Floor, Bright Star Plaza 50, Ebitu Ukiwe Street,  
Jabi, Abuja, FCT.

## PHONE NUMBER

0909 000 2647

## EMAIL ADDRESS

info@loftyincltd.biz

