



Call for Expression of Interest

Are you a Business Incubator?
Are you interested to increase your capacities and your outreach?
Are you interested in delivering project funded support to start-ups and SMEs in the agri-tec and agri-business sector?

Then join us!

We are [BIC Ethiopia](#), an EU funded 4-years initiative aiming to accelerate the incubation ecosystem.

We started operations in January 2022.

One first area of action is the **BIC ETHIOPIA Capacity Building Programme** of 15 incubators. For this, we are working with experienced and prestigious partners. State of the art skills and tools will be trained, service capacities enhanced and methods reflected. Your business incubator will benefit from a coaching process that spans over 16 days applying different learning approaches and is divided into 5 blocks covering these topics:

- Strengthening the incubators' organisational sustainability and identifying innovative funding models
- Equipping business advisors with localized tools to provide incubation services to agri-businesses
- Developing funding strategies and access finance for agri-businesses
- Facilitation & moderation trainings
- Practitioners' dialogues

Apart from the capacity building programme opportunity for business incubators, the initiative offers more opportunities. Out of those participating incubators the best will be contracted to conduct a pre-incubation programme for 600 start-ups and an incubation programme for 160 early-stage SMEs. Focus is on the agri-business value chain. The contracted incubators will receive further coaching while they are implementing the programmes. Selected start-ups will receive seed and investment capital. You will find further information in the project fact sheet on the next page.

Are you interested in joining BIC Ethiopia?

Then, please express your interest in joining the project by introducing your organization to us. Just fill in [this online form](#) and submit it to us before:

May 31th 2022 (Deadline)

Selection announcement date: June 13th 2022



A project co-funded by the European Union

BIC Ethiopia in a nutshell

The **overall objective** of BIC Ethiopia is to capacitate business incubators in supporting agri-tech and agri-business start-ups and MSMEs to **improve market access, generate higher income and create jobs**. The action has two specific objectives.

- ① To enable existing and new incubators supporting high potential start-ups with an innovative business model addressing market needs and potentials in terms of job creation and income generation.
- ② To enhance business incubators' ability to unlock the potential of agri-tech and agri-business by delivering necessary tools to enable business growth along different stages of maturity.

The envisaged **impact** is

- **improved performance of 15 incubators** in Ethiopia by strengthening the incubation ecosystem, increase incubators capacity and their services
- provide **business support services to 1360 start-ups** and **700 MSMEs**
- enable **innovative finance facilitation instruments**
- promote a conducive **regulatory and policy framework** for MSME/start-up incubation
- **85% of the MSMEs** in the programme will gain new knowledge and skills
- **2,860 participating** trainees (2760 entrepreneurs and 100 incubator staff)
- **2,500 new jobs** will be created and **50% of the MSMEs'** overall income will increase
- leverage **1 Mio EUR in private investment**.

Output 1 Incubator capacity development programme Selected incubators are supported in their capacity to perform and to deliver the necessary support to incubatees

Output 2 Agri-tech/ Agri-Business incubators Three new agricultural value chain focused hybrid agribusiness/agri-tech incubators are established.

Output 3 Financing Facility Specific instruments are created to enable start-ups access required growth capital, and for new entrants to access seed or investment capital

Output 4 M&E, Visibility and communication holistic communication strategy which enables constant monitoring, sharing and dissemination of findings and iterative learnings with all key stakeholders

Duration 4 years 3.1.2022 – 2.1.2026

Volume 5.555.000 EUR (90% funding from EU)

Implementing Partners [sequa](#) (lead), [adelphi](#), [Menschen für Menschen](#), [icehawassa](#), [Addis Ababa Chamber of Commerce and Industry](#), [Foundation GrowthAfrica](#)

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