

Monday, 26 May 2025

## Nigeria MSME Finance Innovation

### Designing Multi-Track Financial Inclusion Framework for 200M+ Population

#### Market Opportunity Assessment

Nigeria represents Africa's largest economy with over 200 million inhabitants. Despite favorable macroeconomic reforms creating conditions for inclusive growth, micro, small, and medium enterprises—particularly women-led businesses—remained significantly underserved by formal financial services. The World Bank identified this gap as a critical barrier to sustainable economic development.

The challenge was clear: existing financial infrastructure failed to serve this substantial market segment, creating both a development challenge and a significant commercial opportunity.

#### Our Comprehensive Framework Design

The World Bank engaged Subsidium to structure the FINCLUDE project through three integrated solution tracks:

**Financial Track Development:** We designed MSME loan securitization structures, established frameworks for a dedicated private debt fund, and developed thematic bond instruments. Our analysis covered comprehensive feasibility assessments including costing models, market appetite analysis, legal frameworks, tax implications, and regulatory compliance across all proposed instruments.

**Risk Mitigation Framework:** We structured a Partial Credit Guarantee mechanism specifically designed to mobilize private capital while making MSME financing more accessible. This approach addressed traditional lending concerns while creating sustainable risk-sharing arrangements.

**Digital Infrastructure Modernization:** Our team developed alternative credit scoring methodologies and innovative distribution channels to reach previously underserved communities, leveraging technology to overcome traditional barriers to financial access.

#### Expected Market Impact

Our framework positions the World Bank to achieve measurable development objectives while creating sustainable commercial opportunities:

- Mobilization of private capital for underserved MSME segments with particular focus on women-owned enterprises
- Financial institution capability building for innovative product development and deployment
- Digital ecosystem modernization through advanced credit scoring and distribution technologies.

*Effective financial inclusion requires coordinated approaches that address market failures while creating sustainable commercial incentives for private sector participation.*

**Contact us to discuss how our expertise can accelerate your growth objectives across GCC, Eastern Europe, and Africa.**



#### **Dubai**

18<sup>th</sup> Fl, Sheikh Rashid Tower  
DWTC 2, Sheikh Zayed Rd, Dubai, UAE  
M +971 52 900 2942

#### **Beirut**

3<sup>rd</sup> Fl, Platinum Center, Military Academy Rd,  
Hazmieh, Baabda, Lebanon  
M +961 3 652518

**Mergers & Aquisitions**  
**Debt Advisory**  
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