

Compliance Is the New Competitive Edge

The 2025 regulatory wave across Africa signalled an end to the era of 'just launch.'

Policy has moved beyond supporting creation to demanding growth-readiness. It's no longer about starting businesses; it's about proving they can scale.



8

African countries with
fully implemented Startup Acts

3

major digital asset laws
passed in 2025 alone

\$3.2B

flowed to startups that
could prove they were ready

For founders who adapt, this is an opportunity. For those who don't, it's an exit.

2025: The Year Africa Formalised

Governments across the continent moved to structure startup and digital asset ecosystems

Startup & Innovation Frameworks

Country	Law	Key Provisions
Senegal	Startup Act (activated 2025)	Tax exemptions, public procurement access
Ghana	Innovation & Startups Act	Formal recognition, growth incentives
Ethiopia	Start-up Proclamation	Startup classification framework
Tunisia	Startup Act + Fund	€200M state-backed capital

Capital Markets & Digital Assets

Country	Law	Key Provisions
Nigeria	ISA 2025	Digital assets under SEC; VASPs licensed
Kenya	VASP Act (Oct 2025)	Crypto legalised, exchanges authorised
Rwanda	Virtual Asset Bill	Regulatory framework in progress

The common thread: investor protection, transparency, and licensing are now prerequisites — not afterthoughts.

Capital Followed the Compliance Shift

After two consecutive years of decline (–35% in 2023, –25% in 2024), African startup funding rebounded decisively.

Full Year 2025

\$3.2B +40% YoY

69 startups raised \$10M+ (+72% vs 2024)

8 startups raised \$100M+ (up from 5 in 2024)

H1 2025

\$1.4B +78% YoY

\$365M in June alone — strongest month in a year

Monthly average: \$237M (vs \$133M in H1 2024)

January 2025

\$289M 3.5×

vs January 2024 — 90% via equity

Sectoral Shift

53% clean energy

Clean energy overtook fintech by Q3 2025

Fintech still raised \$1B+ (RegTech, B2B infra)

The funding winter is over. But capital isn't flowing everywhere, it's flowing to founders who can pass due diligence.

The New Calculus for Founders

These regulatory shifts change what it takes to raise and scale:

Informality is no longer viable

Formalisation is now a **prerequisite** for growth-stage funding, not a nice-to-have.

Investors increasingly require governance documentation, licensing status, and compliance track records in due diligence.

Compliance costs will rise

Early-stage founders face new licensing fees, reporting obligations, and legal expenses.

Nigeria now requires VASPs to incorporate locally and maintain physical offices. Kenya mandates fit-and-proper assessments for directors.

Regulatory awareness improves fundability

215 startups raised \$1M+ in 2025 — 11% more than 2024.

The largest deals went to founders demonstrating governance maturity: Moniepoint (\$200M), Wave (\$137M), M-KOPA (\$160M).

Enforcement varies — track it

Laws exist on paper across 8+ countries, but activation timelines differ.

Ghana's VASP licensing framework still pending; Nigeria's is live and enforcing. Founders must monitor both legislation *and* regulatory posture.

The founders who treat compliance as infrastructure — not overhead — will outcompete those who treat it as an afterthought.

Turn Compliance Into Advantage

Founders positioning for 2026 capital need to treat compliance as infrastructure:



Get Discovered Faster

Startup certification labels make your business legible to the ecosystem. Capital finds you quicker when you're visible. Labelled startups access procurement pipelines and state-backed funds.



Demonstrate Governance

Clear regulatory alignment signals stability to partners and global backers. Governance documentation is becoming a baseline ask, not a Series B afterthought.



Attract Patient Capital

Debt financing hit \$1.6B in 9 months — founders with compliance can access non-dilutive capital at scale. Wave's \$137M facility shows what's possible.

Don't watch the funding rebound from the sidelines.

At **Solutions**, we help ambitious African businesses pass due diligence with confidence. We align your governance with new regulatory frameworks and position your venture for the next capital injection.

www.spurt.solutions