

ARRIVES

IS THE ELECTRONICS REPAIR SECTOR FOR YOU?

Business and job
opportunities in Nigeria

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ABOUT THE PAPER

This electronic repair sector profile has been developed within the framework of the ARRIVES project. It provides detailed insights to guide returnees interested in entering the Nigerian electronics repair sector and inform other stakeholders.

The guide covers essential aspects of the broader industry, from market dynamics and emerging opportunities to key challenges and financial planning.

ABOUT ARRIVES

The Assisting the Reintegration of Returnees through Integrated Vocational and Entrepreneurship Support (ARRIVES) project supports the sustainable economic reintegration of voluntary returnees into the Nigerian economy. It focuses on Nigerians who have chosen to return from Germany, offering tailored support in skills development, employment and entrepreneurship to enable a dignified return and build sustainable livelihoods.

ARRIVES provides holistic, individualized assistance throughout the reintegration journey – from the decision to return and the development of a business idea to establishing a business or working in Nigeria. Social Impact GmbH, the International Return and Reintegration Assistance and the International Trade Centre (ITC) implement the project. This partnership ensures long-term, locally grounded support for returnees.

The project also publishes reports that examine opportunities, challenges and support mechanisms across Nigeria's evolving economic sectors and entrepreneurship ecosystem. These evidence-based publications inform stakeholders.

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ARRIVES provides holistic, **individualized assistance** throughout the entire reintegration journey— from the decision to return and the development of a business idea to establishing a business or entering employment in Nigeria.





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ACRONYMS

Unless otherwise specified, all references to dollars (\$) are to United States Dollars. As of 1 June 2025, 1,586.22 Nigerian Naira - \$1. Percentages may not add up to 100% due to rounding.

AfDB	African Development Bank
CAC	Corporate Affairs Commission
ICT	Information and Communications Technology
IFC	International Finance Corporation
ITF	Industrial Training Fund
MAN	Manufacturers Association of Nigeria
NASENI	National Agency for Science and Engineering Infrastructure
NBTE	National Board for Technical Education
NCC	Nigerian Communications Commission
NCS	Nigerian Customs Service
NGO	Non-governmental Organization
SON	Standards Organisation of Nigeria
UNIDO	United Nations Industrial Development Organization

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INTRODUCTION

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INTRODUCTION

The electronics repair sector, part of the repair and maintenance services sector, offers opportunities for economic growth, employment creation and entrepreneurship. Increasing digitalization and the wide-spread use of and demand for consumer electronics mean the sector has significant growth potential. Its adaptability and scalability are attractive for entrepreneurs and returnees looking to start or expand their businesses.

This profile provides detailed insights to guide returnees and other stakeholders interested in entering the electronics repair sector. It covers essential aspects of the broader industry, from market dynamics and emerging opportunities to key challenges and financial planning.

1. **Overview of Nigeria's electronics repair sector:** This section explores market trends, growth drivers and the demand for maintenance and repair services in Nigeria. It highlights key services in relevant market segments, offering returnees a clear understanding of market dynamics and entry points.
2. **Opportunities for entrepreneurs:** The e-repair sector offers numerous investment opportunities. The

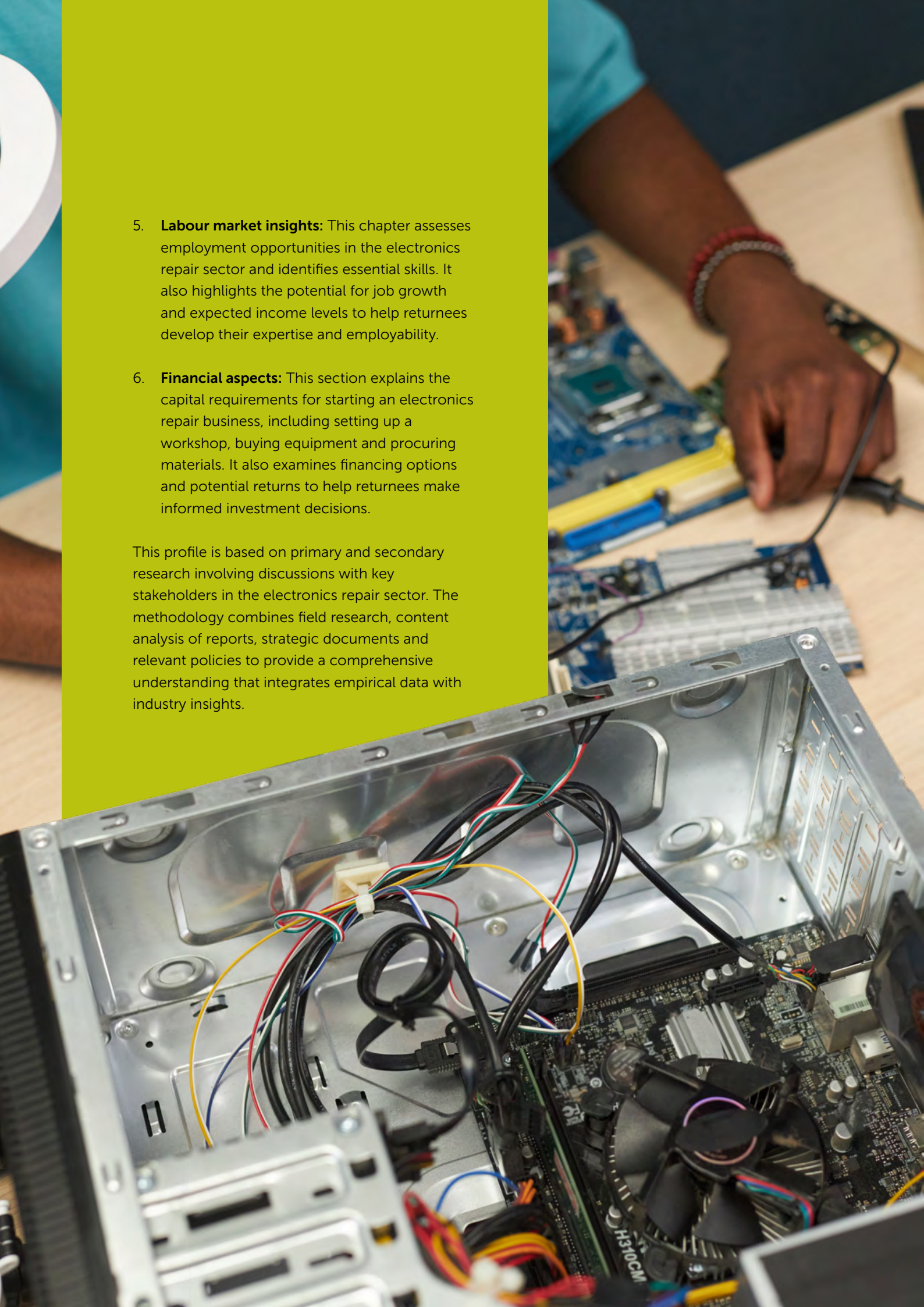
market encompasses a wide range of services, which have great potential for expansion in various niches. This section provides a comprehensive evaluation of these opportunities, outlining their benefits and potential drawbacks in detail.

3. **Key stakeholders in the sector:** This section identifies major stakeholders, including government agencies, e-commerce platforms, GSM villages¹ and international organizations. It describes relevant guidelines, training programmes and services designed to help returnees navigate the sector's regulatory environment.
4. **Challenges and uncertainties:** While promising, the electronics repair sector faces challenges such as reliance on imported spare parts, lack of formal skill training, highly competitive urban markets and ever-changing mobile phone configurations. This section examines these uncertainties and suggests strategies to mitigate them, such as using local networks and refreshing skills through training and practice to accommodate emerging technologies.

¹ GSM villages are marketplaces or hubs where mobile phones, accessories and related electronic devices are sold, repaired and traded.

5. **Labour market insights:** This chapter assesses employment opportunities in the electronics repair sector and identifies essential skills. It also highlights the potential for job growth and expected income levels to help returnees develop their expertise and employability.
6. **Financial aspects:** This section explains the capital requirements for starting an electronics repair business, including setting up a workshop, buying equipment and procuring materials. It also examines financing options and potential returns to help returnees make informed investment decisions.

This profile is based on primary and secondary research involving discussions with key stakeholders in the electronics repair sector. The methodology combines field research, content analysis of reports, strategic documents and relevant policies to provide a comprehensive understanding that integrates empirical data with industry insights.





▶ CHAPTER 1

OVERVIEW OF THE ELECTRONICS REPAIR SECTOR

Nigeria's electronics repair sector is an important services market, driven by the widespread use of consumer electronics and the need for maintenance services. It forms a distinct aftermarket segment within the information and communications technology (ICT) market. This market is very important in Nigeria, which accounts for about 82% of Africa's telecom subscribers and 29% of internet usage (International Trade Administration, 2023). The ICT sector accounted for roughly 20% of Nigeria's real gross domestic product in the second quarter of 2024 (International Trade Administration, 2024).

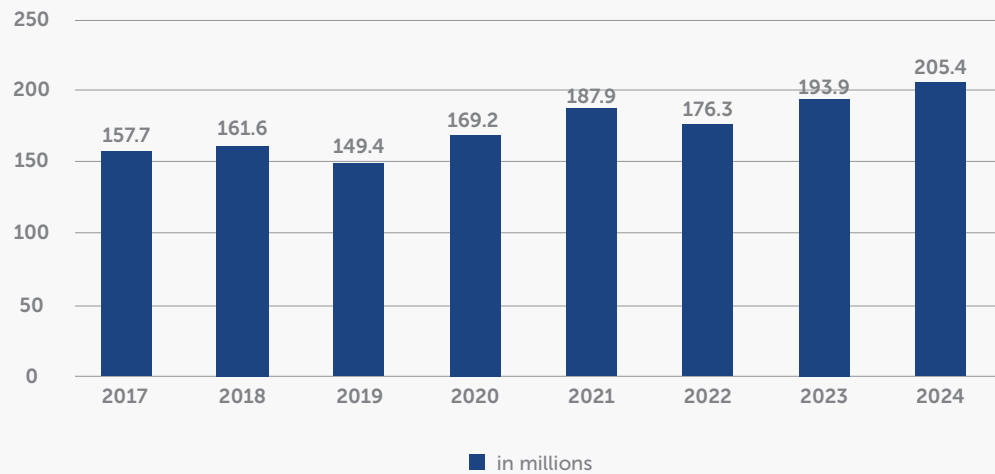
The consumer electronics market – the manufacturing, distribution and sale of electronic devices intended for everyday use – is growing steadily. The market

is expected to generate \$17.3 billion in revenue in 2025, with a projected compound annual growth rate of 5.9% in 2025–2029. This amounts to just 8% of China's revenue in this market – the highest globally – projected to reach \$206.9 billion in 2025. Nigeria's market volume is forecast to reach \$21.8 billion in 2029 (Statista, 2025a).

Mobile internet penetration in Nigeria is expected to reach 38.9% by 2029 (Statista, 2024). As of early 2024, there were 103.0 million internet users, with 205.4 million cellular mobile connections active in Nigeria – covering 90.7% of the population (DataReportal, 2024).

Telephony is the largest segment in the ICT market, with a market volume of \$11.1 billion expected by 2025.

Figure 1: Number of mobile connections in Nigeria from 2017 to 2024



Source: Statista, 2025b

The proliferation of mobile technology has enhanced connectivity, facilitated digital innovation and provided a platform for various economic activities. The sector's growth contributes to better access to information, education and services, thereby playing a crucial role in the country's digital transformation (Business Money, 2024).

With expanding internet penetration and digitalization, reliance on electronic devices continues to grow – driving an expected rise in demand for advanced electronics repairs in Nigeria. This represents significant future growth potential. Although the available data for Nigeria are ambiguous and unreliable, the country's large share of the African ICT market suggests that it makes a major contribution to the global market for the repair and maintenance of consumer electronics (Edom, 2023).

Repair and maintenance services for electronic device offer a cost-effective alternative to extend product lifespans instead of replacing devices, particularly in a price-sensitive market, and to support environmental sustainability by reducing electronic waste and aligning with global calls for circular economies (United Nations Environment Programme, 2025).

The market encompasses a wide range of services, including repairs of smartphones, televisions, home appliances, medical equipment and industrial machinery. Mobile repair service providers, who visit customers at home or work, also repair gaming consoles and entertainment systems, offering a niche market and potentially gaining a competitive edge. Laptop and computer servicing, including hardware repairs and data recovery, also caters to the needs of both individuals and businesses.

Repairs of household appliances such as refrigerators, washing machines and air conditioners form a steady urban market. Meanwhile, rural areas present untapped opportunities, as limited access to spare parts and technical resources often makes repair services scarce. While demand in remote areas is likely to be lower, business opportunities such as mobile repairs or services combined with delivery can be attractive.

Market trends and growth drivers

While just 0.3% of Nigerians work in the electronics and ICT sector (National Bureau of Statistics, 2023), employment opportunities are likely to expand. Infrastructure development projects, the Government's Digital Economy Policy and Strategy, and private-sector engagement enhance the sector's infrastructure and workers' digital literacy and foster job creation (Adepetun, 2023; International Trade Administration, 2024). The sector's growth can promote long-term economic development and technological progress in Nigeria (International Trade Administration, 2024).

The electronics sector not only supports local industries by supplying critical components and services but also attracts foreign investment and promotes digital transformation, thereby enhancing competitiveness. The sector also plays a crucial role in bridging the digital divide by increasing access to technology, education and healthcare services (World Bank Group, 2019).

A World Bank report found that digital inclusion has a positive impact on job creation and poverty reduction (World Bank, 2024). By empowering individuals with digital skills and enabling widespread connectivity and communication, the sector promotes socioeconomic inclusion and creates new opportunities for underprivileged communities.

While many companies offer services as part of the formalized economy, the electronics repair sector can be characterized as unstructured and informal. This is not surprising, given that informal economic activity accounts for 92% of Nigeria's economy (African Development Bank [AfDB], 2024).

In urban centres in particular, thousands of small repair shops operate without standardized procedures and thus do not contribute formally to the national economy (Arikawe, 2025). Although it is difficult to find official figures on the extent of informality, the business landscape and the observation during field research that many technicians offer repair services in small sheds or on the street suggests that many repairs are not officially recorded.



Nigeria's ITC market accounts for about

82% of
Africa's telecom
subscribers



The ITC market makes about

29%
of internet usage



The consumer electronics market is expected to generate

\$17.3 billion
in revenue in 2025



Market compound annual growth rate is projected to reach

5.9%
in 2025–2029



In 2029, Nigeria's market volume is forecasted to reach

\$21.8 billion



The ICT sector accounted for roughly

20%
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Mobile internet penetration in Nigeria is expected to reach

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As of early 2024, there were

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205.4 million

cellular mobile connections active

An aerial photograph of a city waterfront at dusk or dawn. A long bridge spans a wide river or bay. On the left bank, there are several tall buildings, including one with a distinctive white spire. The water is calm, reflecting the sky and the city lights. The sky is filled with soft, white clouds. A semi-transparent white box is overlaid on the upper left portion of the image, containing text.

Telephony is the largest segment in the
ICT market, with a market volume of
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More traditional repair shops are embracing digital platforms to connect with customers, offering features such as online repair bookings, price quotes and home pick-up or delivery services. Both start-ups and established companies have introduced mobile apps and websites that allow users to request repairs, monitor service progress and compare costs (TechSci Research, 2024). This digital transformation makes services more convenient and transparent for consumers.

In addition, social media platforms such as Facebook and WhatsApp have become essential marketing channels for independent technicians and repair businesses, helping them display their skills and attract clients. With internet access steadily growing in Nigeria, the online repair service industry is poised to expand, intensifying competition and pushing service providers to improve customer service and pricing clarity.

The sector offers numerous opportunities for returnees – those who want to start a business as well as those who want to reintegrate into the labour force. As the sector benefits from low barriers to entry, entrepreneurial activities and the emergence of small repair businesses serving both urban and rural areas are encouraged. Despite challenges, the sector's growth potential and the Government's commitment to skills development make it a viable pathway for returnees looking to build a sustainable livelihood.

Key market segments

The sector for maintenance and electronics repair services depends on a mix of formal and informal actors,

with dependence on imported parts and growing emphasis on sustainability through recycling and waste management. Establishing a clear and standardized supply chain is difficult because services mainly characterize the electronics repair sector. The following section focuses on key market areas in the sector.

Manufacturing and input supply

1. Manufacturing and assembly of components

Electronic components manufacturing is still in the early stages in Nigeria. Most companies in this segment assemble consumer electronics such as televisions, refrigerators and air conditioning systems from imported components. Some local firms also produce simple electronics such as telephones and small appliances.

2. Sourcing and distribution

The distribution of electronic components is a growing segment, with components used as input/spare parts for electronics repairs. Businesses source parts either from domestic markets or international suppliers in countries such as China.

Some local distributors and retailers supply a wide range of components, often acting as intermediaries, as they mainly import bulk quantities of components from international suppliers that they then sell to local businesses and repair shops. If local or international spare parts markets cannot supply the required parts, some can be obtained from discarded electronic devices. However, this requires a certain expertise and innovative thinking on the part of the entrepreneur.

Repair and customer services (on-site)

3. Repair services

Repair services are undertaken by technicians who examine electronic devices to identify faults or defects. Based on the fault diagnosis, the appropriate repairs are made to restore the device to its original condition (if possible) or at least to a functional state. These activities may include replacing damaged parts, refurbishing components or updating software.

4. Consumer access

Work in the sector often entails customer services including advice, sales and invoicing. Customers are either private individuals who take their appliances and concerns/questions to shops, or business clients, such as corporate or industrial customers, who often outsource the maintenance or repair of large appliances and commission them to repair shops.

5. Accessories and spare parts sale

Many repair shops in the sector specialize in selling spare parts or electronic accessories or have diversified their services and – along with repairing devices – also stock a selection of these items. These parts, which are used for repairs or sold individually, can provide an

additional source of revenue and increase the shop's profit margin. Accessories may include mobile phone cases, protective films, head-phones and chargers.

Repair and customer services (online)

6. Digital platforms

Digital platforms are used to connect customers with repair technicians, provide access to spare parts, offer training resources, facilitate online consultations and create a community for knowledge sharing. These platforms can optimize the entire repair ecosystem, improving convenience and expanding market access. With the growing importance of e-commerce platforms in Nigeria, this market segment will become increasingly relevant for the repair sector in the future.

Reprocessing services

7. Recycling and disposal

As part of the circular economy – the aim to reduce waste and pollution by using products and materials for as long as possible, thus promoting resource efficiency and sustainability – non-repairable components or broken parts from electronics repairs are either scrapped, recycled elsewhere or sold for material recovery. When possible, products are remanufactured and resold on secondary markets.



▶ CHAPTER 2 ▶

Exploring business opportunities

A promising market for entrepreneurs

The electronics repair sector offers opportunities for returnees looking to establish themselves at the intersection of technology and customer service. These opportunities range from the supply of quality spare parts, (i.e. smartphone screens, batteries, charging ports) to more specialized services such as the repair of consumer electronics, including smartphones and laptops and the recycling of e-waste.

More tech-savvy returnees can explore the sector's opportunities on

digital platforms, offering customer services to industry partners as well as training programmes. Services very much characterize the sector, so it is sometimes difficult to distinguish between activities. There is considerable overlap and connection between some of these services, which is why it is better not to focus on just one option, but to diversify. This can also be an important lever for success.

Entrepreneurs can choose specific businesses, as presented in the table below, based on their capital, expertise and experience, and risk tolerance.

Table 1: Opportunities in the electronics repair sector

Segment/business opportunity	Capital required	Knowledge required
Input sourcing		
Components repair	Low to moderate	Technical skills
Distribution/spare part sales	Moderate	Technical knowledge and logistics, sales
Repair workshop (mobile phones/computers)		
Mobile	Low to moderate	Technical skills, customer handling and consulting
Small	Moderate to high	Technical skills, customer handling and consulting, business management skills
Large	Moderate to high	Technical skills, customer handling and consulting, business management skills
Refurbishment and resale	Low to moderate	Technical skills, sales and market knowledge
Sale of accessories	Low to moderate	Sales and market knowledge, logistics, sourcing
Retail services and partnerships		
Diagnostic/consultancy services	Low	Technical expertise, IT skills, customer handling
Training programmes	Low to moderate	Technical expertise and experience, teacher's training
Community platforms	Low	Information technology skills, customer handling and network
Reprocessing services		
E-waste recycling services	Low to moderate	Material knowledge, technical expertise
Disposal services	Low to moderate	Material knowledge

Source: ITC.

Table 1 highlights the different levels of financial capital and expertise required for each opportunity. The options that offer practical routes to success for returnees are discussed below.

Input sourcing

The supplier segment of the electronics repair market focuses on the import and distribution of spare parts, repair tools and equipment as well as consumables such as cables, adhesives and screen protectors. Due to low local production and the resulting heavy reliance on imported goods, opportunities in this sector come with certain challenges, such as counterfeit components, fluctuating exchange rates and high import costs.

Entrepreneurs looking to start a business in the supply and distribution of precursor products need to ensure that they build a trusted network from which to source and that strict quality controls are in place. The benefit of high demand, paired with relatively low competition, offers opportunities for innovation through technology and good service delivery.

Business opportunities in this segment vary by skills, capital and the ability to establish a good network. The supply of electronic devices and spare parts in Nigeria depends heavily on imports, and local production is still limited. This also affects business opportunities, especially for new entrants and less-experienced entrepreneurs.

Distribution/spare part sales

Distribution channels can take different forms: traditional or innovative, small or large, offline and/or online. Setting up a logistics company to supply spare parts and tools to technicians across Nigeria – especially in underserved areas – can be a highly scalable endeavour. One can focus on supplying small workshops or target larger customers, e.g. entering long-term contracts and selling large volumes as a business-to-business supplier to repair chains or e-commerce platforms. Entrepreneurs can increase their profit margin by distributing high-quality spare parts or tools.

Figure 2: Specializations in the distribution segment



Source: ITC creation.

Repair workshop

The growing adoption of smartphones and laptops means common issues such as screen damage, battery failure and software malfunctions make repair services a cost-effective alternative to purchasing new devices. A growing number of repair businesses across Nigeria support the market, with Computer Village, Lagos's central hub for electronics repairs and sales, and GSM villages being the best-known locations (Iyora, 2022; Giuliani & Ajadi, 2019).

Fuelled by technological developments and the economic viability of device repairs, the electronics repair shop market is expanding rapidly. This trend is expected to continue, offering entrepreneurs a chance to become involved in electronics repair.

Repair workshops are a service-oriented businesses that diagnose, troubleshoot and repair electronic (consumer) devices. They also offer data recovery and data backup – often a major customer concern. Along with very good technical understanding and engineering skills, repair technicians must be able to work in a solution-oriented manner and be good at dealing with customers and providing advice. They must also be able to master day-to-day business-related activities.

Shops differ greatly in terms of quality, service, range and capacity. It is therefore important to differentiate oneself with unique features and selling points. Gaining a foothold in the start-up stage is difficult – especially in a market with such a wide range of products – but this can change quickly with increasing experience, customer satisfaction and through positive word-of-mouth referrals. It is helpful to explore niches in the market to maximize one's competitive advantage and to stand out from the competition. Potential strategies involve same-day service guarantees, delivery services or investing in branded uniforms.

Business opportunities in this venture can take different forms, depending on factors such as the availability of capital and expertise, degree of flexibility, access to premises

and personal preferences. Factors such as number of staff and space availability also influence the business set-up. Four options – mobile services, running a small or a large workshop, and focusing on refurbishment – are explored in greater detail below.

Mobile/flexible repair services

Offering mobile or flexible electronics repair services is a low-capital, flexible model for new entrepreneurs in the electronics repair services business as it requires little start-up capital. It enables the provision of a unique service with flexible working hours, broadening the customer base while lowering costs and ensuring daily revenue. However, this type of venture also requires careful planning to manage logistics, ensure service quality and cover the costs associated with mobility.

Table 2: Pros and cons of offering mobile repair services

Pros	Cons
Offering mobile services provides a unique selling point that can attract customers who are busy or prefer not to leave their devices at a repair shop.	Being mobile limits access to tools and equipment and the scope and quality of services.
Expanding the business beyond a fixed location makes it possible to tap into underserved areas.	Commuting between repair sites/customers leads to high travel expenses and can be very time consuming, affecting profit and the work schedule.
Low overhead costs, such as rent and utilities, can increase the profit margin and competitiveness.	Coordinating appointments, travel time and availability can pose logistical challenges.
Offering flexibility and accessibility in repair services could open new business opportunities, such as on-site maintenance contracts.	Being able to take a limited number of tools and materials means technical skills are particularly relevant. This can be a challenge for inexperienced technicians.

Source: ITC based on field research.

Small repair workshop

Running a small electronics repair shop is a good entry point for newcomers to the field, as it offers a stable business opportunity as well as potential for growth. Compared to mobile services, small shop owners can better manage bulk corporate contracts and offer on-site diagnostics. This business venture not only allows independent operation but also creates opportunities to hire staff. Employees can assist with sales or repair work, improving services and customer satisfaction.

However, the business faces challenges such as higher overheads, fierce competition and limited reach and service offering. The key to success of this model is location, quality of service – and related customer satisfaction – as well as effective management of resources. With a strong customer base and exceptional repair and consulting services, a small workshop can become a profitable and rewarding business.

Table 3: Pros and cons of running a small repair workshop

Pros	Cons
A fixed operating site offers storage space for tools and equipment while enabling the handling of larger repair volumes.	Operating a small physical workshop comes with higher overhead costs, which can affect profitability.
A well-established physical location helps build trust and credibility with customers.	Having a fixed location limits the potential customer base. Investment in additional marketing may be required.
Managing staff (if applicable) and overseeing operations are easier and can improve repair quality.	Competition can be intense and challenging, especially in a place where the market is saturated.
	Operating a (small) shop entails limitations in terms of time flexibility, space and storage area, as well as service capacities.

Source: ITC based on field research.

Large repair workshop

Operating a large electronics repair shop offers the potential for higher profitability, a broader customer base and the opportunity to diversify services. However, it also comes with higher operating costs, more complex administration and dependence on the availability of suitable staff. The key to success lies in balancing growth with sound management practices, meticulous financial planning and maintaining high service standards. If managed well, a large workshop can position itself as a leading player in the electronics repair industry while benefiting from economies of scale and a greater market presence.

Table 4: Pros and cons of operating a large repair workshop

Pros	Cons
A large workshop increases capacity and repair volume, potentially leading to higher profits.	Running a larger business involves greater complexity in managing operations, inventory, staff and finances, which boosts operating costs.
With more space, equipment and skilled personnel, a large workshop can offer a broader and more diverse or specialized range of services.	Large workshops often face stiff competition from other well-established businesses and can face pressure from smaller workshops offering personalized services.
A larger workshop benefits from economies of scale and a higher profit potential.	A large workshop's success often depends on the skills and reliability of its staff. Turnover or poor performance can disrupt quality and operations.
A large, well-established repair workshop can build strong brand awareness based on high repair quality and customer satisfaction.	Large workshops are susceptible to demand fluctuation because of its greater exposure to economic changes, broader range of services and higher fixed costs such as rent and salaries. These factors make planning and operations more challenging.

Source: ITC based on field research.

Refurbishment and resale

Reconditioning and reselling repaired appliances can be an independent service or an additional source of income for a large or small repair workshop. Offering refurbishment services can be a smart and sustainable business move, providing cost-effective options for customers while promoting environmental responsibility and creating new revenue streams. Managing refurbishment operations requires technical skills, specialized processes and careful attention to compliance, making it a potentially complex but rewarding service offering.

Table 5: Pros and cons of offering refurbishment services

Pros	Cons
Refurbished goods are appealing to budget-conscious buyers (niche) as they cost less.	Refurbished items may carry a higher risk of failure, requiring a stronger focus on quality assurance and compliances.
Offering refurbishment can set a business apart from competitors (differentiation), especially in highly competitive regions and areas.	Some customers may see refurbished products as inferior, even if they perform well.
Refurbishment relies less on raw materials and can be offered as a mobile service, which can keep costs down.	Requires highly skilled technicians and expertise in sales, as well as market knowledge.
Providing refurbishment as a service can be branded as eco-friendly, encouraging customers to return.	

Source: ITC based on field research.

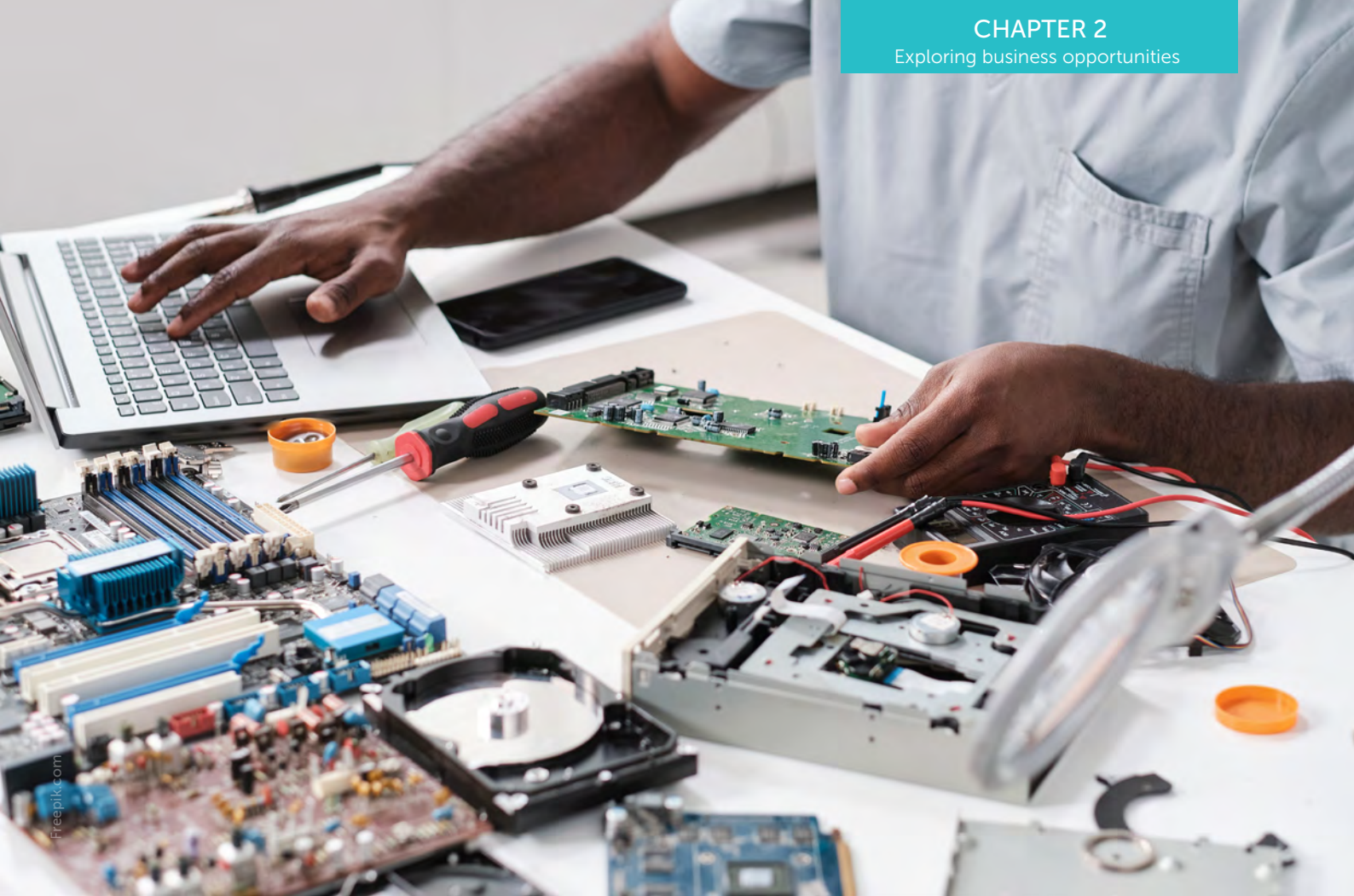
Sale of accessories

Entrepreneurs in the electronics repair sector can focus on the sale of electronics accessories. This business can be standalone or integrated with complementary services, such as repair and/or spare parts sales.

Accessories, which include mobile phone cases, protective films, headphones and chargers, protect devices, extend their longevity or otherwise support electronics devices. Depending on the company set-up, the sale of these items can be the primary source of income if demand for repairs is very low, or it can be an additional source of income and way to attract customers.

Retail services and partnerships

Beyond operating their own workshop, entrepreneurs can also offer specialized support services, particularly in diagnostics, training and partnership-building. In Nigeria's rapidly evolving electronics repair sector, reliable after-sales services for phones, laptops and home appliances have become increasingly important.



Retailers, service centres and e-commerce platforms such as Konga and Jumia (see Chapter 3) are driving this growth, seeking ways to deliver faster, smarter and more reliable solutions to customers. Partnering with these businesses, which are often the first point of contact with customers, can be lucrative, especially when they are unable to fix technical challenges themselves. Collaboration with institutions such as schools can expand opportunities and strengthen connections.

Building partnerships ensures a steady flow of repair work without the need for a workshop. It is also a good way to start a business and develop a customer base that can grow slowly and steadily through additional customers and collaboration, e.g. in niche areas such as digital inclusion and digital transformation.

Business ventures in this area can take various forms, from offering diagnostic services and training programmes, to developing strong community platforms. Strategic partnerships can foster knowledge exchange, enhance sustainability and drive long-term growth.

Diagnostic/consultancy services

Providing specialized diagnostic and technical advisory services to retailers, repair shops, service partners and other (business-to-business) partners could be another business opportunity. These services include identifying and resolving problems, optimizing repair processes and guidance on sourcing high-quality parts and tools – delivered either online or on-site.

Technical expertise and strong, trust-based relationships are essential for success, as consultation services rely on both credibility and high-quality performance. This scalable service model offers potential for retainer contracts, especially for partners without in-house expertise, while enabling on-site guidance and remote diagnostics as the network expands.

Training programmes

Offering training programmes to upskill new hires or current technicians in diagnostic tools, repair techniques and customer handling is another option. However, certain requirements must be fulfilled to deliver this training effectively. First, relevant technical expertise is essential to train apprentices effectively. Experienced technicians should offer these training programmes as new entrants to the market often lack this proficiency. In addition, accreditation by the National Board for Technical Education (NBTE) is required to become an officially recognized technical or vocational institution.

While this business opportunity may not be ideal for inexperienced technicians, training programmes help bridge the skills gap in a market that requires continuous upskilling, making it a versatile future-oriented venture. Modular courses support adaptation to evolving device technologies while niches offerings – such as boot camps, certification courses or individual coaching – provide a competitive edge. Strategic partnerships with retailers, non-governmental organizations (NGOs) or vocational institutions enable scalability.

Community platforms for the repair ecosystem

Technicians also may lack networks – a gap that community platforms can fill. Building online platforms where retailers (both offline and online), service providers and technicians can connect, collaborate and share resources can facilitate bulk part sourcing, job sharing, mentorship and peer learning.

Community platforms can be operated through a combination of online and offline channels, including social media (mainly WhatsApp and Facebook Marketplace), forums, specialized websites (including Jiji) and in-person networking events. An entrepreneurial venture could involve programming, managing or coordinating such a platform and connecting stakeholders with each other.

Subscriptions, transaction fees and premium listings are potential revenue streams. A well-managed platform could become a focal point for technical advice, spare parts procurement and shared resources, with stakeholders trusting the network and relying on recommendations and solutions. It can also help service providers build their brand name and reputation.

Table 6: Key factors and growth potential for three business models

	Diagnostic/ consultancy services	Training programmes	Community platforms
Technical education or training required	Yes	Yes	Not necessarily
Level of experience required	Moderate to high	High	Low
Other requirements	/	Official certification, teacher's training	If applicable, programming/IT skills
Relevance for the sector	Moderate but increasing	High	Moderate
Scope for growth	Yes	Yes	Yes

Source: ITC.

Reprocessing services

The market for consumer electronics recycling in Nigeria is underdeveloped compared to other regions. However, as discarded electronic devices accumulate, fuelled by rapid urbanization, rising incomes and the spread of technology, reprocessing services will have considerable growth potential. Repair shops naturally encounter e-waste as customers discard irreparable devices, but most shops lack the equipment or training for formal recycling.

As environmental concerns and regulatory support grow, developing a more formalized, environmentally friendly e-waste recycling industry will become more important. This also brings the concept of the circular economy to the fore. Initiatives such as collection networks, sorting and recycling centres, and buy-back kiosks – places to sell unwanted electronic devices that will be recycled – are becoming common (European Parliament, 2023; United Nations Department of Economic and Social Affairs, 2017).

Businesses opportunities in this segment include recycling or waste disposal services – both of which, depending on company size, require low capital investment and little prior knowledge or skills. Ranging from grassroot organizations to established companies, this segment makes it possible to explore innovative ideas and collaboration.

Pilot models, such as buy-back kiosks and partnerships with local waste facilities, or hybrid options, where repair shops collect non-repairable devices and send them to recyclers, are examples of businesses with potential. Some firms combine their services with a 'good cause', such as exchanging trash for cash or empowering local communities. Examples include:

- [Trashcoin](#): The organization connects waste producers, collectors and recyclers on its digital waste management platform, where individuals and businesses can deposit their recyclable waste and receive Trashcoin tokens in exchange. This credit can be cashed out or applied towards specific services, such as electricity, education or mobile data payments.

- [etrash2cash](#): To tackle environmental problems, the social enterprise has set up local collection points where low-income communities can drop off their waste for recycling. Direct financial incentives for waste disposal benefit communities in two ways: they generate additional income and live in a cleaner and healthier environment.
- [Vicfold Recyclers](#): This social enterprise provides waste recycling services to local communities and engages women and youth in sorting processes and technical and vocational education and training. With a focus on low-income communities, Vicfold improves quality of life and promotes the circular economy.

Table 7: Pros and cons of offering reprocessing services

Pros	Cons
E-waste is expected to grow massively, offering a new and promising market.	Lack of awareness and understanding in the society about the importance of e-waste recycling.
Contribution to the proper recycling or disposal of environment- and health-threatening materials.	Infrastructure gaps and weak regulatory enforcement may complicate the execution of the services.
Recovery of valuable components, including metals such as gold, silver and copper.	Reprocessing services are not formalized.
Moderate initial capital requirement makes it accessible to small and medium-scale investors.	

Source: ITC based on field research.

Box 1: Recommendations for new businesses entering the sector

Investment and financial planning

- Assess the level of investment that is needed and can be committed, considering that some opportunities – also depending on the level of specialization – may require more capital than others.
- Explore the financial programmes of agencies such as the AfDB and the United Nations Industrial Development Organization (UNIDO) that support infrastructure or technical assistance and offer capacity building.

Training and capacity building

- Invest in training and capacity building, particularly for technical operations related to repair services and quality assurance, to differentiate from competitors and drive innovation.
- Explore government training programmes, such those offered by the National Agency for Science and Engineering Infrastructure (NASENI) and NBTE, to equip repair technicians with specialized skills.

Market research and information

- Conduct thorough market research to identify market trends, technological innovations, opportunities and potential challenges in the chosen segment.
- Collect information about market demand, customer needs, pricing structures and competition in your intended locality and region, by speaking to other players, companies, repair technicians, etc.

Identify and explore business opportunities

- Focus on niche markets to stand out and minimize competition – consider areas such as community platforms or reprocessing services that align with your skills and expertise.

Collaboration and partnerships

- Explore collaboration opportunities with competitors, associations and networks, or government programmes to leverage resources and gain insights.
- Consider partnering with other entrepreneurs, especially if you are setting up your own workshop, to minimize costs such as importing spare parts or buying tools.

Compliance and regulations

- Comply with national and state regulations, especially those set by the Standards Organisation of Nigeria (SON) and the Nigerian Communications Commission (NCC), to ensure quality and customer satisfaction and to avoid fines.

Networking and industry involvement

- Build a network of experienced technicians to leverage their expertise and stay current with new technologies. Attend events such as the [Africa Technology Expo](#) to network with other entrepreneurs and key actors in the sector.
- Join industry associations such as the Manufacturers Association of Nigeria (MAN) to access networking opportunities, advocacy support and capacity-building initiatives.

Do not underestimate the importance of proper training, good customer service and communication, and a strong network.

▶ CHAPTER 3 ▶

Leading actors and the regulatory environment

Major stakeholders in Nigeria's electronics repair sector span government, industry and NGOs. On the government side, agencies such as SON and the NCC play crucial roles in regulating product quality and ensuring compliance with national standards, while the Ministry of Communications, Innovation and Digital Economy helps shape policies that support the industry.

In the private sector, multinational brands operate authorized service centres, alongside local MSMEs and independent repair shops. While industry associations and technology hubs facilitate best practices and innovation, NGOs and initiatives such as the Open Repair Alliance contribute by advocating for consumer rights, promoting sustainability through e-waste recycling and offering training to enhance the technical skills of repair technicians.

Key institutions in the electronics repair sector

Policy network (regulatory and policy institutions)

Nigeria's public sector plays a central role in regulating and supporting the electronics repair industry. Government agencies set quality and compliance standards while ministries develop policies affecting the industry. New electronics repair businesses must work with these stakeholders to understand and follow regulatory requirements and participate in initiatives that support the industry.

Some government agencies and ministries offer technical and vocational education and training and technical skills development programmes. The variety of these vocational and apprenticeship programmes not only expands skillsets but also provides valuable insight into the business landscape and helps build a strong professional network.

Table 8: Publicsector and government agencies in the sector

Organization	Role and engagement strategy	Relevance to new entrants
Nigerian Communications Commission	The NCC regulates Nigeria's telecommunications industry, overseeing the quality and standards of mobile, internet and broadcasting services.	New entrants must be aware of and adhere to the baseline and standards set by the NCC, ensuring that devices meet quality and performance benchmarks.
Standards Organisation of Nigeria	SON establishes, monitors and enforces quality and safety standards and certifies both imported and locally manufactured electronic components and products, ensuring they meet established technical specifications and safety requirements	All electronic components must comply with SON standards. Returnees should use SON-approved products to avoid fines and reduce the circulation of counterfeit parts.
Ministry of Communications, Innovation and Digital Economy	The ministry develops and enforces policies that promote digital innovation and ensure quality standards. It fosters an enabling environment through regulatory oversight and support for local manufacturing initiatives.	The Ministry provides capacity-building programmes, which can help new entrants in the electronics repair sector to access the necessary resources and technical guidance.
The Nigerian Customs Service (NCS)	NCS manages import duties and logistics, which affect the cost and availability of spare parts.	Returnees can use the support for import activities and the available information and guidance on compliance, duties and declarations.
National Information Technology Development Agency	The agency strengthens the broader ICT ecosystem by promoting digital transformation, enhancing access to technology and providing training and capacity-building programmes.	New entrants can leverage the trainings programmes the agency offers, to enhance their skills in IT and digital transformation.
Federal Ministry of Education	The ministry oversees and develops technical and vocational education and training through NBTE.	Returnees can investigate which skills are covered in the curricula for technical programmes to determine what skill requirements and training they might need.

Table 9: Government agencies that offer training

Organization	Role and engagement strategy	Relevance to new entrants
Industrial Training Fund (ITF)	ITF promote the acquisition of industrial and commercial skills. In addition to technical training programmes, skill acquisition workshops and certification, ITF may offer business development support and linkages to funding or equipment grants.	The vocational and apprenticeship programmes help returnees stay up to date with modern repair techniques, safety standards and the latest electronic technologies. The support to access funding can be useful to start a business.
National Agency for Science and Engineering Infrastructure	NASENI promotes and develops science, technology and engineering infrastructure in Nigeria. The agency empowers entrepreneurs and fosters growth through training programmes and business development support.	Returnees can explore the training on modern electrical installations and electrical wiring, appliance repair and system upgrades, and benefit from free starter kits containing essential tools.
National Directorate for Employment	The directorate provides training and support to unemployed people, particularly in areas such as cell phone repair and computer servicing. Through its vocational skills development programme, the directorate offers training designed to equip participants with practical skills that enhance their employability and foster entrepreneurship.	New entrants should consider participating in the vocational skills development programme and the Flexible Job Initiative, both of which are designed to connect skilled and unskilled people with job markets. This can be helpful for accessing the market for the first time.
National Board for Technical Education	NBTE regulates technical and vocational education and training in Nigeria. It shapes technical curricula to align it with global industry standards, aiming to improve employability and competitiveness.	Returnees who have been trained should obtain an official certificate from NBTE that validates their skills. These certificates are especially relevant for returnees who want to apply for a job in the sector and need to proof their expertise.
National Content Development and Monitoring Board	The board works with the National Information Technology Development Agency and ITF to provide training in various technical fields, including mobile phone repair. It helps foster local capacity, facilitates training programmes and encourages entrepreneurship in the electronics industry.	The board's technical skills enhancing initiatives and employment opportunities in the electronics repair sector can help new entrants not only to enhance their technical capabilities but also to learn how to run a business.

Private sector and industry players

Nigeria's electronics repair sector is highly fragmented, with a mix of small and medium-sized firms as well as branded authorized service centres. Key private-sector players include local independent repair shops that specialize in smartphones, laptops and household appliances, along with authorized service centres for major international brands such as Samsung, Apple, LG and Sony. E-commerce platforms including Jumia and Konga and the after-sale service platform Carlcare also facilitate repair services by enabling third-party providers to offer their services online.

In addition, GSM villages, where many repair technicians come together, play an important role in the sector.

Table 10: Private-sector and industry stakeholders

Company/ organization	Short description	Relevance to new entrants
Jumia Services	Jumia, one of Nigeria's largest e-commerce platforms, has a segment dedicated to the repair and servicing of electronics and gadgets, offering repairs through its marketplace.	Jumia is relevant for initial market research – that is, understanding how the sector works and who is active in the market. Returnees should explore Jumia's marketplace, where businesses can offer repair services, to learn more about pricing, requirements, service offerings, competition, etc. Jumia can also be used to source materials and tools used for repairs.
Carlcare Service	Carlcare is an after-sales service for popular brands including TECNO, Infinix and Itel. It provides professional repair and maintenance service for electronic appliances, including mobile phones, computers and tablets. Carlcare also offers professional phone repair training courses in Nigeria.	New entrants can benefit from Carlcare's training programmes to strengthen their skills, especially in servicing well-known electronic appliances brands widely used in Nigeria. They can also explore collaboration opportunities, including becoming a Carlcare-certified specialized repair service provider.
PicknFix	PicknFix repairs mobile phones and gadgets. The company offers electronic device repair services through physical service centres and online platforms, complemented by remote support and scheduled pickup options.	Returnees should include PicknFix in their market research to find a niche in the sector and stand out from competitors. They can speak with employees at the physical centres and investigate the firm's online service offerings to better understand the company's strategy and determine if it can be replicated.

Company/ organization	Short description	Relevance to new entrants
iRepair	iRepair repairs electronic devices, including laptops, smartphones and Apple products. The company also has an offline and online repair training programme that aims to enhance technical skills in the electronics sector.	Returnees can visit iRepair in Lagos to gain insights into business models and scaling opportunities. As iRepair is among the few providers servicing Apple products, understanding its approach to entering this niche would be valuable for those looking to specialize in Apply device repairs.
CPR Cell Phone Repair	CPR Cell Phone Repair is a US franchise with stores all over the world, including eight in Nigeria. It repairs electronic devices, supplies accessories and sells certified devices.	CPR is an important player in Nigeria's electronics repair sector and therefore relevant for understanding how the sector works, and which players are active. Returnees should explore CPR's diverse service offerings and certification mechanisms as well as partnership opportunities with the company.
Konga	Konga is a Nigerian e-commerce company that offers an after-sales service called Yu Break It, We Fix It. The service covers repairs for devices purchased from Konga.	New entrants can investigate the inhouse after-sales services and even try to set up a fictional repair request to see how Konga operates. Returnees can source equipment and tools from Konga when setting up their business or browse through its platform to better understand pricing.
Jiji	Established in 2014, Jiji is a leading consumer-to-consumer and business-to-business online marketplace. Technicians can offer their services via the platform and connect directly to customers.	Jiji is a key online marketplace for businesses offering repair services, providing newcomers with an easy, cost-free way to enter the market. Jiji allows returnees to assess competitors, explore service offerings and pricing, test their own services and connect with potential customers.
Authorized repair centres for international brands (Apple, Sony, LG, etc.)	International brands including Apple, Sony and LG have official partners and authorized centres across Nigeria that service their devices.	While these specialized centres may not offer a distinct advantage on their own, as repairs for brands such as Apple, Sony and LG devices are generally restricted to authorized centres (see Chapter 4), including them in market research can be valuable to better understand the specific repair protocol, brand-specific requirements and the broader corporate landscape.

Company/ organization	Short description	Relevance to new entrants
Local technicians and workshops	Local repair shops and technicians play an important role in the Nigerian electronics repair sector. These small-scale repair businesses are often informal but well connected locally.	Connecting with other repair technicians can help returnees learn about local repair techniques, tools and customer preferences so they can adapt their skills to meet market demands. Networking also opens opportunities for collaboration, job referrals and shared access to expensive tools and resources. These connections offer access to trusted suppliers and bulk purchasing options, which can lower operating costs. Returnees can benefit from established technicians' mentorship and guidance.
GSM villages	GSM villages are specialized markets dedicated to the sale, repair and servicing of mobile phones, computers and related electronic devices. Informal entrepreneurs often offer a wide range of products and services here, including the sale of new and used devices and accessories, repairs and software installations.	GSM villages provide a structured and supportive environment to help returnees rebuild livelihoods, with access to customers, affordable workspaces and a network of experienced technicians. GSM villages also create opportunities for mentorship, collaboration and skill development through firsthand experience and peer learning. Additionally, they offer access to shared tools, reliable spare parts suppliers and group purchasing options, which can significantly cut start-up costs.
Hinckley Recycling	Hinckley is an approved e-waste collector and recycler with collection centres across Nigeria.	Hinckley offers new entrants the chance to gain firsthand experience in electronics dismantling, sorting, refurbishing and safe disposal practices, among others. Additionally, returnees can learn about ethical practices and environmental sustainability.

Non-governmental organizations and industry associations

While private enterprises and informal markets largely drive Nigeria's electronics repair sector, several non-governmental organizations contribute indirectly by supporting environmental sustainability and digital inclusion, which in turn benefit the repair ecosystem.

For example, Environmental Rights Action/Friends of the Earth Nigeria focuses on e-waste management and recycling initiatives that improve access to quality spare parts and promote refurbishment practices. In addition, technology-focused NGOs and social enterprises – such as local Clean Tech Hubs and digital inclusion initiatives – provide training and capacity building for repair technicians, helping to professionalize the sector and strengthen the ecosystem.

Table 11: NGOs and industry associations supporting the sector

Organization	Description	Relevance to new entrants
Environmental Rights Action/Friends of the Earth Nigeria	The organization promotes environmentally responsible practices and e-waste management. Its work focuses on raising public awareness about the environmental and health risks associated with the improper handling and disposal of electronic waste and advocating for stricter regulatory standards.	New entrants can benefit from the organization's wide network of industry stakeholders, government agencies and local communities. Forging partnerships around environmental protection can help businesses integrate sustainability into their operations while staying ahead of future e-waste regulations. Additionally, understanding the health risks linked to the disposal of e-waste is vital to ensure workplace safety and long-term well-being.
Clean Tech Hubs	Clean Tech Hubs foster innovation and provide a supportive environment to help start-ups and businesses develop eco-friendly repair and refurbishment solutions.	New entrants can profit from the hub's guidance and learn and adopt best practices and principles from e-waste management and circular economy. Prioritizing environmentally friendly repair solutions can be a strong differentiator, especially for newcomers in the sector.

Organization	Description	Relevance to new entrants
Open Repair Alliance	While not physically located in Nigeria, the Open Repair Alliance facilitates access to repair information and quality spare parts on a global level. It seeks to simplify the collection and sharing of open data on electronics repair, ensuring broad accessibility through its data repository .	New entrants can access the data repository to gain insights and information from other technicians and join the worldwide repair community. This supports returnees looking to start a business in the sector, allowing them to leverage existing knowledge and repair guidelines, while also benefiting from mentorship and support provided by experienced technicians.
Manufacturers Association of Nigeria	MAN advocates for local manufacturers, promotes quality assurance and standards, encourages innovation and consults with national and international stakeholders.	New market participants who join MAN can benefit from its extensive network and capacity-building initiatives as well as its influence on policymaking. Leveraging the network offers advantages, including mentorship, collaboration, referrals and bulk purchasing.
E-waste Producer Responsibility Organisation Nigeria	Electrical and electronic producers in Nigeria founded this non-profit organization, which works with consumers and producers to ensure the safe management of waste electrical and electronic equipment.	Returnees can participate in training in safe e-waste handling and recycling practices, including circular economy approaches, gaining skills that are in demand. Policies will become stricter, so returnees can already promote environmental sustainability and compliance with global standards when establishing a business.

International development agencies and funding bodies

International development agencies and funding bodies that support Nigeria's electronics repair sector include the World Bank and its subsidiary, the International Finance Corporation (IFC), which provide financial and technical support for ICT and technology-driven projects. Additionally, the AfDB finances initiatives that promote technological advancement and industrial development across Nigeria.

Organizations such as UNIDO also contribute through technical cooperation and capacity-building pro-programmes, while bilateral development agencies including the European Investment Bank offer funding and policy support to drive sustainable growth in the sector.

Table 12: International agencies and funding bodies

Organization	Role in the sector	Relevance to new entrants
International Finance Corporation	The IFC provides financing, equity investments and advisory services to help businesses modernize their operations, improve efficiency and expand their market reach. It supports firms in the electronics repair sector by facilitating access to capital and offering technical assistance on various topics.	Although the IFC does not grant loans directly to MSMEs or individual entrepreneurs, it operates via financial intermediaries that lend to smaller firms. Returnees who want to start a new business should seek out these intermediaries to apply for financing.
African Development Bank	The AfDB supports industrial and technological development across Africa by providing financing, technical assistance and capacity-building initiatives to strengthen MSMEs and promote sustainable industrialization.	Returnees will benefit from the AfDB's investments in ICT infrastructure and technological advancement, as well as its influence on policy reforms. New entrepreneurs can use its capacity-building activities to enhance their business and to establish themselves in an evolving and international setting.
United Nations Industrial Development Organization	UNIDO plays a supportive role in the electronics repair sector by promoting sustainable industrial development and enhancing local capacities.	As an international organization with a focus on industry development, UNIDO provides technical assistance and facilitates technology transfer. New entrants may be able to join in its capacity-building programmes, depending on regional availability and UNIDO's programmatic focus.
European Investment Bank	While the bank does not specifically target the electronics repair sector, it supports initiatives in the ICT and digital economy that can indirectly benefit this sector.	Returnees could explore opportunities to join the bank's access to finance initiative for small firms. This initiative facilitates business funding, improves individual access to capital and promotes the financial inclusion of underserved groups.

Regulatory environment

A combination of formal regulations, industry standards and government initiatives shape the regulatory environment. While there is no comprehensive, sector-specific regulatory framework exclusively for electronics repair, key bodies including SON, the NCC and NCS oversee the sector and promote business activities while safeguarding consumer interests.

Despite these formal bodies and the obligation to register a business formally with the Corporate Affairs Commission (CAC), the sector remains largely informal. This makes it difficult to enforce uniform standards and means an improved regulatory framework is needed to support the sustainable growth of the industry.

Figure 3: The regulatory framework in the electronics sector



Source: ITC

1. [Corporate Affairs Commission:](#)
Formal registration with CAC is required to set up a company in Nigeria. This legal recognition is necessary to be able to access financial services and to enter contracts with suppliers and customers. CAC also monitors compliance with legal obligations, such as the submission of annual returns and the maintenance of accurate company records. This oversight helps to ensure that e-repair firms comply with legal standards, promote fair business practices and protect consumers.
2. [National Communications Commission:](#)
The NCC sets rules and regulations regarding the repair and sale of mobile devices, as well as the certification of repair workshops.
3. [Standards Organisation of Nigeria:](#)
Repairers must adhere to SON guidelines on safety, quality and functionality when servicing electronic devices to ensure compliance with regulatory requirements and maintain industry standards.
4. [Federal Competition and Consumer Protection Commission:](#)
The commission protects consumers from unfair practices in various sectors, including the repair and sale of electronic goods. It monitors repair services to ensure businesses do not deceive customers, provide substandard repairs or use counterfeit parts.
5. [Nigerian Customs Service:](#)
NCS plays a critical role in controlling the import of electronic devices and parts, ensuring compliance with import duties and taxes, and preventing the entry of counterfeit or substandard goods. NCS also assists in the regulation of e-waste and helps maintain fair competition in the market by curbing smuggling and illicit trade.
6. [National Environmental Standards and Regulations Enforcement Agency:](#)
Nigeria enforces environmental regulations through agencies such as the National Environmental Standards and Regulations Enforcement Agency that oversee e-waste disposal, with evolving implementation measures. Electronics repair businesses must follow proper procedures for the disposal of hazardous waste, including batteries, chemicals and other materials that may harm the environment.
7. [National Information Technology Development Agency:](#) The agency sets a framework for research, development, standardization, coordination and regulation of information technology practices in Nigeria. It develops standards, guidelines and regulations that professionals in the repair sector must respect to ensure compliance and industry best practices.

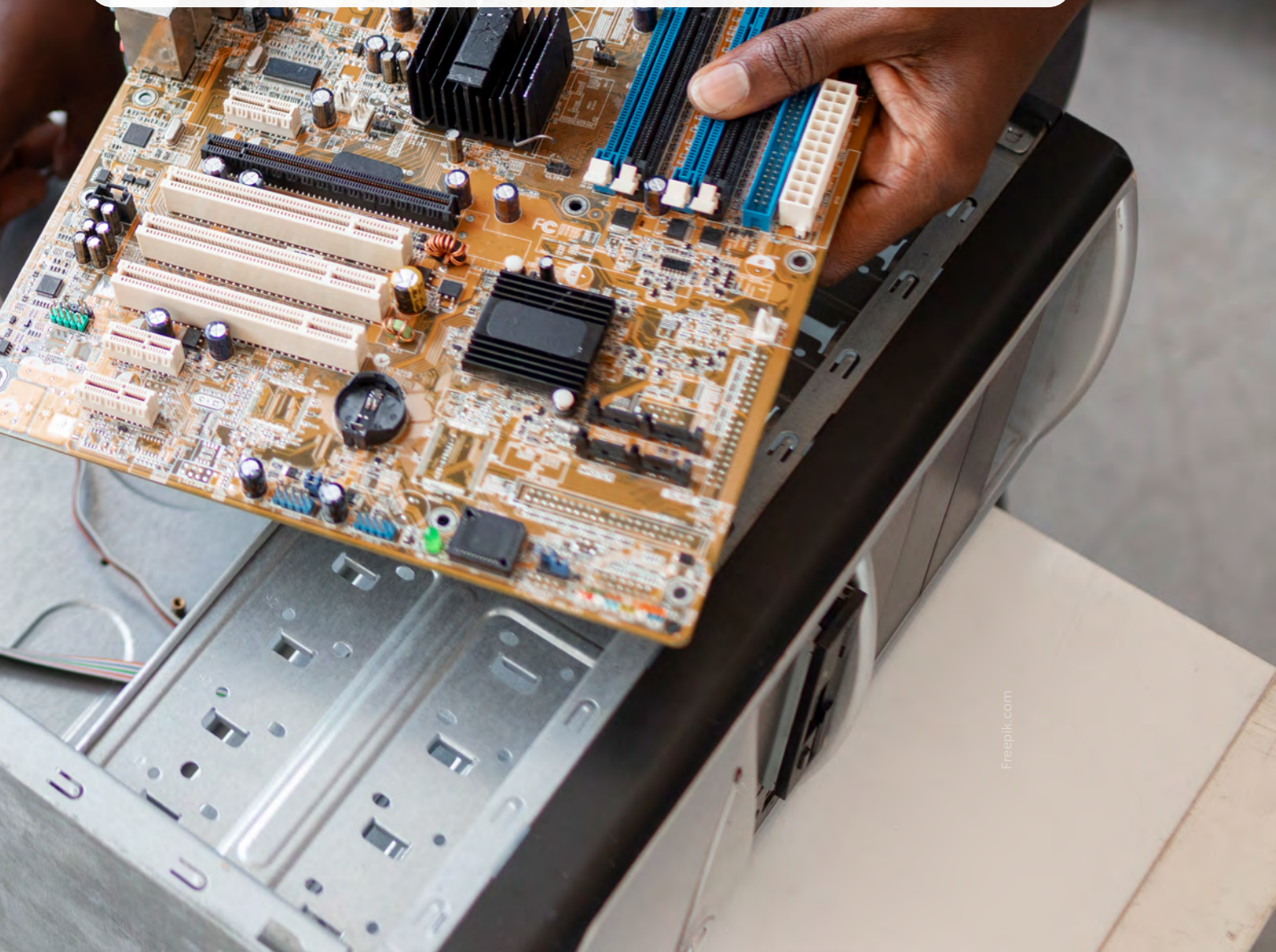
Despite established regulations and standards for electronics repair, weak enforcement and gaps in local implementation hinder progress (Abogunrin-Olafisoye & Adeyi, 2025; Ibrahim & Nasiru, 2024). The sector is highly fragmented, with many informal

businesses, which makes it difficult to monitor and enforce standards. The absence of a uniform licensing structure leads to variability in service quality across the sector.

Nigeria also has weak e-waste recycling and disposal laws, exacerbated by the growing volume of discarded electronics (Abiodun, 2022). While many repair technicians would be willing to recycle electronic parts to reduce waste and minimize environmental impact, some struggle with limited resources or lack knowledge about proper recycling methods. Furthermore, specific regulations regarding e-waste disposal and electronics repair are often unclear.

The improper disposal of e-waste remains a pressing issue. Stricter, clearer regulations can cut electronic waste, conserve resources and demonstrate environmental responsibility and sustainability in the industry.

Intellectual property concerns are particularly relevant for branded devices, as some manufacturers restrict repairs, resulting in unauthorized repairs and the illegal importation of parts. At the same time, weak enforcement of intellectual property rights further complicates the regulatory landscape, creating uncertainty for both repair businesses and consumers.





▶ CHAPTER 4 ▶

Challenges for entrepreneurs

Navigating uncertainties in the repair sector

Starting a business in Nigeria's electronics repair sector can be challenging.

The country's reliance on imported components makes it vulnerable to fluctuating foreign exchange rates, particularly as the naira depreciates against the US dollar. The high cost of imported spare parts raises operational expenses while frequent electricity outages increase dependence on expensive generators.

The market is also highly competitive, especially in urban markets, and technicians struggling to adapt their skills and abilities in this rapidly evolving sector. Low-quality repairs from untrained technicians, in combination with the availability of counterfeit parts, creates trust issues and affects customer satisfaction and loyalty.

Reliance on imported components and limited availability of quality spare parts

A major barrier to successful repairs is the limited availability of quality spare

parts. The lack of local production and manufacturing facilities for electronic components means that most suppliers rely on imports, making it challenging to maintain a steady supply of quality products. Fluctuating exchange rates can drive up customer costs by boosting import duties and taxes (Urowayino, 2021) and shipping delays may affect business operations.

The scarcity of foreign currencies aggravates the situation as imported parts become costly when the naira loses value. This financial strain limits accessibility to spare parts for many potential customers, directly affecting the expansion and sustainability of repair businesses.

Manufacturers' guidelines and restrictions complicate or prevent repairs

Some manufacturer-imposed guidelines and restrictions pose serious challenges for electronics repairs and limit affordable and sustainable access to technology. Many manufacturers use proprietary tools, software locks and systems that prevent technicians from diagnosing

or repairing devices unless they have authorized access – which is granted in official service networks (Policy Lab Africa, 2022; Edom, 2023).

The limited availability and high cost of genuine parts, as well as inadequate access to service manuals and technical documentation, further hamper the repair process. Technicians often must rely on after-market or salvaged components, which can compromise the quality of their repair services (Olorunniso-la, 2020). These restrictions disadvantage local repairers, making it difficult or even impossible for them to fix certain devices.

Lack of formal skill training in a rapidly expanding sector

A shortage of skilled labour further limits the availability of quality services. The scarcity of formal training programmes, rapid technological advances in electronics and other factors have created a skills gap. Many repair technicians are self-taught or have undergone informal training. As a result, they have varying levels of competence and professionalism. In addition, many repairers lack the knowledge or resources to keep up with modern systems and tools.

The absence of standardized certifications makes it difficult for businesses to verify technical expertise when hiring. Firms must also navigate complex regulatory requirements and evolving technology, which requires training and investment.

These challenges hinder efforts to maintain high standards and are further aggravated by brain drain, as skilled

professionals often pursue better opportunities abroad or transition to other industries.

Lack of consistency and credibility in services

Low-quality repairs by untrained technicians have created trust issues among consumers, requiring new businesses to work harder to establish credibility (Awa, 2021). The widespread availability of counterfeit or substandard spare parts exacerbates the problem, as repairs often fail due to poor-quality materials. Despite government measures to curb fake goods, enforcement remains weak, leading to substandard parts occasionally entering the market. This compromises the quality of repairs.

The lack of standardization and oversight in the sector creates inconsistencies in service delivery. Customers are often sceptical about repair professionals' integrity, fearing overcharging, unnecessary repairs or misuse of their devices.

Highly competitive urban markets and need for differentiation

The dense population in urban areas creates high demand for repair services, attracting numerous entrepreneurs and resulting in stiff competition. The high concentration of repair businesses in cities such as Lagos, Abuja and Port Harcourt fosters intense competition, often resulting in price wars and shrinking profit margins.

Building customer loyalty can be difficult, as clients often prioritize cost over quality. Saturation limits growth opportunities for new entrants, who must

differentiate themselves through niche offerings, superior service quality or innovative approaches such as mobile repair services or digital booking platforms. These dynamics make urban markets highly competitive and challenging for new or small-scale businesses.

Expansion into rural areas, on the other hand, faces infrastructure and logistical barriers. Opportunities in e-waste recycling remain underused due to limited awareness and support.

Poor infrastructure and limited availability of electricity

Nigeria's national power grid is unreliable, with frequent blackouts and an aging infrastructure that hampers consistent electricity delivery (Anyaoagu, 2024). This unreliability has direct implications for the business environment in Nigeria. A survey found that 57% of Nigerian tech entrepreneurs see unreliable power access as a major obstacle to their business operations (blueprint, 2019).

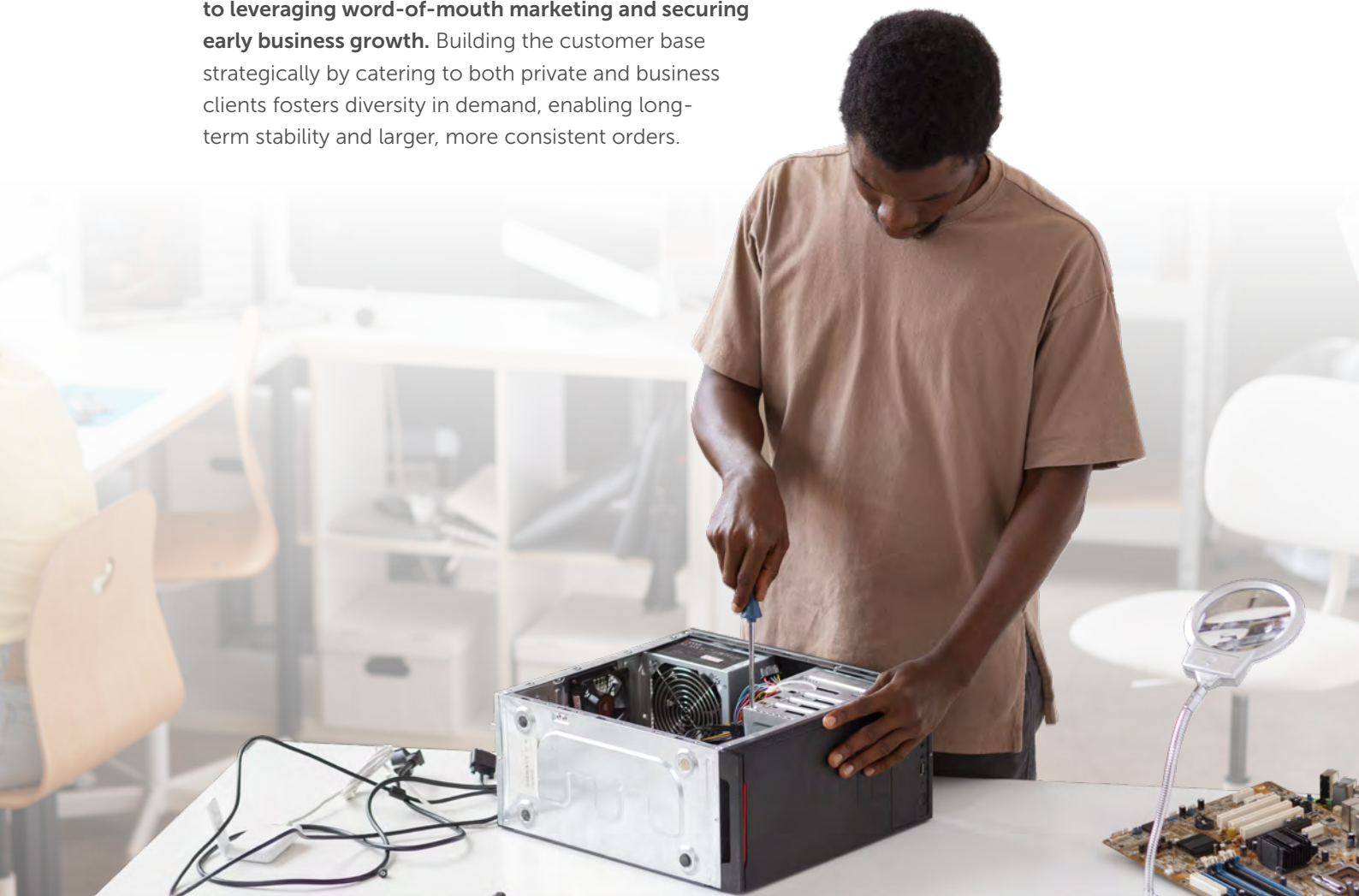
Frequent power cuts cause major complications for repair shops, which need electricity to deliver their services. Buying and running generators to circumvent the national grid is not financially viable for everyone and increases operational costs. Power outages can also damage sensitive electronic components, leading to higher repair costs and potential loss of business.

Entry barriers for entrepreneurs and tips to overcome them

Entrepreneurs face barriers when starting a business. The following analysis identifies common challenges and presents tips to overcome them:

- **Setting up an electronics repair business requires significant investments.** Returnees must buy or rent a property or shop, source equipment, tools and spare parts, and pay for electricity. In addition, hiring staff may be necessary and specific training programmes may have to be completed to ensure effective implementation. This financial burden could be a hurdle for new entrants to the industry. As a solution, voluntary returnees can initially offer their services off-site or reduce certain investments by collaborating with an established repair service.
- **Securing loans or grants can be difficult for small-scale or start-up entrepreneurs, especially when they lack collateral.** This limitation may affect returnees' ability to start or expand a business. They should explore financial and technical support programmes for ICT and technology-driven projects offered by stakeholders and governmental bodies. Focusing on technical innovation and capacity-building programmes can be beneficial to differentiate from the competition and to establish technical expertise as a unique selling point and the basis for customer satisfaction.

- **Successful business management requires a good business plan that includes a market analysis, marketing strategy, financial plans and projections.** Without adequate preparation or research, repair service providers may face inefficient operations, infrequent/few orders and dissatisfied customers. Participation in training programmes that seek to strengthen both technical and business skills can be beneficial. In addition, internships or apprenticeships at an existing repair shop or centre can give prospective technicians important firsthand experience that is critical to mastering the daily operations and challenges of the profession.
- **Reliance on imported components and fluctuating exchange rates can make it difficult for entrepreneurs to maintain the profitability of their business.** Partnering with other shops and service providers to share materials and tools and jointly importing spare parts in large quantities can help to reduce costs. The potential for local sourcing warrants a thorough investigation, ideally through in-depth market research.
- **New entrants may struggle to build a reliable customer base or integrate into supply chains, making it harder for them to compete.** Launching a new business requires building customer trust and demonstrating the value of one's work. In the service sector, however, success can come quickly through outstanding performance, efficient service and competitive pricing.
- **Prioritizing customer satisfaction from the outset is key to leveraging word-of-mouth marketing and securing early business growth.** Building the customer base strategically by catering to both private and business clients fosters diversity in demand, enabling long-term stability and larger, more consistent orders.



Box 2: Practical tips to enter the electronics repair sector

Financial support

- Explore financing options provided by IFC, UNIDO and AfDB, among others.
- Use microfinance institutions, private investors or impact investment funds for initial capital.
- Try to start with personal finance rather than a loan, to reduce risks, avoid debt stress, build financial stability and improve long-term profitability.
- Consider loans for expansion when the business has achieved operational efficiency, market penetration and financial stability.

Land and operations

- Use family-owned property or shops to reduce start-up costs.
- Consider starting with an independent/mobile repair service or leasing a shop to keep rental costs low.
- Consider semi-urban or peri-urban regions with low service saturation and growing mobile use.
- Start as a self-managed business to keep labour costs low.

Training and experience

- Attend vocational training and workshops offered by government agencies, private sector actors (e.g. Hinckley Recycling, Carlcare) and NGOs.
- Gain practical experience through internships or apprenticeships with established repair services or telecommunications companies.
- Leverage government and NGO training programmes for business management techniques and quality assurance.
- Learn about regulations and standards and formally register your business with CAC.
- Invest in skill development to enhance expertise and knowledge about modern techniques.

Market connections

- Connect with other technicians and repair shop owners/workers to share information and explore partnership opportunities.
- Explore e-commerce platforms such as Jumia and Konga and after-sales services such as iRepair and Carlcare for easy market access and collaborations.
- Join [MAN](#) for market information and collective bargaining opportunities.

Product diversification

- Identify niches or a lucrative combination of services to stand out from competition.
- Focus on ensuring superior service quality to keep customer satisfaction high and benefit from word-of-mouth referrals.
- Follow innovative approaches and use underrepresented segments, e.g. reprocessing services, to your advantage.

Regularly review and adapt the business plan

- Evaluate business performance regularly and adjust service offerings and prices.
- Monitor changes in currency exchange, import volumes and prices. This will be useful for budgeting and forecasting.
- Stay informed about technological changes and innovation to remain current with market developments that will affect the business.

Cost management

- Form partnerships with other technicians/repair shops to pool resources and lower costs, e.g. import costs through bulk purchasing.
- Prioritize free or subsidized training with toolkits and stipends to minimize entry costs, e.g. enrolling in government programmes for free starter kits.
- Use online marketplaces and e-commerce platforms, such as Jiji, to advertise services in a cost-effective manner.



▶ CHAPTER 5 ◀

Labour market insights

The Nigerian electronics repair sector is growing steadily due to technological advancements and continuous innovation – supported by the increasing popularity of mobile devices and reliance on the internet. This creates employment opportunities.

Large international technology companies heavily influence the competitive landscape, but local businesses are making advances. A growing number of companies and industry players are now also active in Nigeria, hiring technicians, service providers and salespeople to support their operations and expand market presence.

As already mentioned, the electronics repair market is largely informal. Many people generate income and livelihoods without formal employment, working in roadside stalls, markets or small urban work-shops, where operations are unregistered, and formal regulatory

and tax systems are bypassed. While informality allows for ease of entry and flexible working conditions, it also limits job security, income stability and access to social protections.

The electronics repair sector in Nigeria differs from that in developed countries in several ways. Repair costs in developing countries are usually lower than in developed countries, partly due to the systems in place – the service sector is less established and skills training less advanced and not widely available – and lower labour costs.

Promoting formalization, expanding skill development and improving access to tools and technologies can strengthen the sector's capacity to generate more sustainable and productive jobs. The sector has potential to be a vital engine for employment, addressing high unemployment and underemployment, especially among youth.

Job opportunities and skills requirements

The sector offers many employment opportunities, primarily service roles and responsibilities. Although there are opportunities for entry-level positions, most jobs in this sector require some technical knowledge and expertise. Table 13 provides an overview of common jobs in sector, their responsibilities and required skills, and the expected monthly salary range.

Table 13: Key job roles in the electronic repair industry

Job role	Responsibilities/skill requirements	Monthly salary range in naira
Repair technician	Outstanding expertise and extensive experience in repair work, technical affinity and curiosity, engaged in innovations and market developments, experienced in handling tools.	100,000 – 300,000
Salesperson (tools, accessories, etc.)	Strong verbal communication, empathy, handling customers and their needs, a good level of technical expertise and product knowledge.	90,000 – 160,000
Logistic coordinator	Excellent organizational and communication skills, proficiency with logistics software/tools, problem-solving and optimization, ability to handle multiple tasks simultaneously.	80,000 – 200,000
Consumer consultancy services provider (offline/online)	Excellent technical knowledge and experience in repair, strong communication skills, empathy, problem-solving attitude. Working with and consulting clients, managing their inquiries, ensuring customer satisfaction.	80,000 – 150,000
Training services provider (offline/online)	Strong organizational and communication skills, proficiency with teaching methods and educational system, empathy, technical knowledge and practical experience.	100,000 – 200,000
Networking/community services provider (online)	Excellent communication skills, proficiency with relevant online software, extensive network and ability to connect with people easily, organizational and marketing expertise.	40,000 – 150,000
Marketing specialist	Digital marketing expertise, content creation, social media management, creativity, campaign planning and analytical skills to track marketing effectiveness and consumer engagement.	100,000 – 300,000

Job role	Responsibilities/skill requirements	Monthly salary range in naira
Customer service representative	Strong verbal and written communication, empathy, conflict resolution, problem-solving and ability to work under pressure. Serve as the primary contact for clients, handling feedback and managing inquiries, ensuring a smooth customer experience.	100,000 – 150,000
Quality assurance specialist	Good technical knowledge and ability to diagnose and conduct tests, analytical skills, attention to detail, familiarity with local standards and regulatory bodies.	100,000 – 200,000
E-waste specialist	Great technical awareness, knowledge of components and spare parts, knowledge of health and safety requirements, understanding of environmental and disposal regulations, transportation, empathy and strong communication skills.	70,000 – 130,000
E-waste recycler	Excellent knowledge of component extraction and dismantling, handling of toxic components, awareness of safe disposal procedures, familiarity with recycling regulations, understanding of the local market.	80,000 – 150,000

Source: ITC based on field research, ng.jooble.org, ng.indeed.com.

Income potential

The incomes of technicians, specialists and service providers in the electronics repair sector vary according to education, expertise and experience, company size and location. While remote areas are likely to be less competitive, the earnings potential in cities such as Lagos, Abuja and Port Harcourt is higher.

Returnees seeking to start an electronics repair business should estimate labour expenses, streamline workforce organization and attract talent through competitive salaries. The salary presented in the table above show jobseekers which positions pay the most, guiding them to invest in skills needed for lucrative jobs. They also highlight the benefits of specializing in positions, such as quality assurance specialist, that offer considerable earning potential. This information helps returnees make informed decisions about their careers or business ventures in the sector.

▶ CHAPTER 6 ▶

Financial aspects

Investment requirements

The financial requirements in the electronics repair sector vary greatly depending on the chosen business path. Initial capital needs and the time to become profitable depend on the scope of services offered and the scale of operations. Entrepreneurs also face unique challenges based on their business model and stage of the development, which further shape their financial needs.

Returnees should align their business ventures with their financial capacity, expertise and passion as well as market demand. Options range from low-capital services, such as independent mobile operations, to higher-investment ventures, such as setting up a repair shop with employees.

The tables below present a detailed overview of the costs of opening and running a repair shop, including tools and equipment, spare parts, rent, electricity supply (both only apply if running a physical business), marketing and legal registration. However, as most of the materials and tools are commonly required across various business models in the sector, the itemized costs offer a useful baseline for estimating investment needs in other types of ventures.

The data were collected through field interviews in Abuja and Lokoja in April 2025. It should be kept in mind that the estimates may vary depending on the location, time, exchange rate (for imported parts) and scope of the electronics repair services. The figures are approximate and intended for returnees starting on a small scale with plans to grow organically. For a more accurate investment estimate, returnees should develop a thorough business plan and conduct a market analysis specific to the location or market they wish to serve.

Cost breakdown of opening and running a repair workshop

Table 14 presents an overview of the costs of certain tools and equipment that are needed to run a repair business. The price ranges reflect differences in location, quality, seller and availability.

Table 14: Essential tools and equipment for a repair business

Item	Estimated cost in Naira ₦
Soldering station	20,000 – 80,000
Digital multimeter	15,000 – 35,000
Microscope (for fine work)	30,000 – 100,000
Screwdriver set	5,000 – 20,000
Ultrasonic cleaner (optional)	30,000 – 60,000
Diagnostic tools/software	20,000 – 100,000
Heat gun	30,000 – 60,000
Tweezers and spudgers	13,000 – 25,000
Pry tools	2,000 – 5,000

Source: ITC estimates based on field research; jumia.com.ng; konga.com

Table 15 details other costs that can vary by business type and size and are really just a rough estimate.

Table 15: Other relevant costs for a repair business

Item	Estimated cost in Naira ₦
Inventory (initial stock of spare parts)	500,000 – 1,000,000 (depending in size of business/capital/storage)
Import duties (on spare parts)	Estimate: 5%–35%
Marketing	5,000 – 30,000 (depending on type/frequency/reach)
Legal registration	15,000 – 50,000
Only if applicable	
Rent	200,000 – 4,000,000 a year (depending on area/location/size)
Power	60,000 – 300,000 a month (depending on shop size/capacity/location)
Software	50,000 – 500,000
Staff	150,000 – 500,000 a month (depending on skills/experience/location)

Source: ITC estimates based on field research and stakeholder discussions.

Table 16 presents the estimated annual costs for operating a repair business, broken down into three tiers, ranging from basic to advanced.

Table 16: Estimated annual costs, depending on budget

Tier	Estimated annual cost in Naira ₦/year	Likely set-up
Basic/budget	500,000 – 1,000,000	Home-based/mobile or small shop
Mid-level	700,000 – 2,000,000	Medium-sized shop, good inventory
Advanced	2,000,000 – 4,000,000+	Large shop, premium tools, large inventory

Source: ITC estimates based on field research and stakeholder discussions.

Estimated required investments for other business models

Table 17 presents estimates of the initial capital needed, main expenses and challenges for a selection of business and job opportunities in the electronics repair sector.

Table 17: Examples of business ventures and required investment

Business/job opportunity	Initial capital required	Main expenses	Challenges
Refurbishing and reselling	₦500,000 – ₦2,000,000	Tools, spare parts, marketing, labour	Sourcing high-quality used devices and spare parts, ensuring warranty compliance, avoiding fake parts
Mobile repair services	₦100,000 – ₦700,000	Equipment, spare parts, marketing, transportation	Delivering quality on-site repairs, attracting clients, managing fluctuating fuel costs
Sale of accessories	₦300,000 – ₦1,500,000	Rent, accessories, marketing	Attracting clients, differentiating from other similar shops
Diagnostic and consultancy services	₦500,000 – ₦1,500,000	Inventory, spare parts, marketing/partnership building, storage	Sourcing quality components, building business-to-business trust, ensuring timely delivery
E-waste collection and recycling	₦300,000 – ₦1,500,000	Transportation, storage, marketing, labour	Establishing networks, competing with informal collectors, handling regulatory hurdles

Source: ITC estimates based on field research and stakeholder discussions.



Available financing models

As noted, the Nigerian Government offers training to support the electronics repair sector, particularly cell phone repair, providing skills and resources for mobile ventures. These programmes often include a funding scheme or starter kits and aim to empower people and create jobs in the industry. However, these programmes can change depending on the state and government focus. Up-to-date information can be found via official government and social media channels.

Funding opportunities linked to training

- **N-Power Program:** This government youth empowerment programme aims to combat unemployment, improve social development and provide people with relevant skills and opportunities to advance professionally. It seeks to foster a culture of learning, practical experience and entrepreneurship. Participants receive a monthly government stipend of ₦30,000 (Nwaobi, 2019). Participants in a previous training on smart phone repairs and services were provided with starter kits, stipends and official certification (Onwuka, 2022).
- **Capacity building:** The Nigerian Content Development and Monitoring Board offers capacity-building programmes to develop skills and drive local technological innovation. In a past training on cell phone repairs, software and entrepreneurship, trainees received hardware tools, small shops and financial support as well as monthly stipends of ₦30,000 and ₦60,000 at exit (Koigi, 2022).
- **Tony Elumelu Entrepreneurship Programme:** This annual programme launched by the Tony Elumelu Foundation provides seed funding, training and mentorship to young entrepreneurs across Africa. Anyone can apply for the programme, which entails a rigorous selection process.

Other funding opportunities

- The SMEDAN Conditional Grant Scheme offers financial assistance, including grants, to microenterprises, including those in the electronics repair sector. This government initiative supports the growth of microenterprises and ensures they can procure equipment and labour.
- **The NIRSAL Microfinance Bank's On-Balance Sheet** Lending facility offers funding options for electronics repair businesses, including:
 - » Consumer Asset Finance facility: For buying equipment or electronics.
 - » Small and Medium Enterprise facility: For working capital needs.

Eligibility criteria include good financial track record, verifiable and registered business, and requirements specific to the facility. Loan amounts start at ₦50,000, with repayment periods varying up to 24 months.

- **Bank of Industry Microfinance Bank** offers financial services in six areas, with micro, small and medium-sized enterprises, youth and skills, gender and digital economy applicable for returnees. The bank's services include:
 - » Easily accessible loans
 - » Business advisory services
 - » Savings deposits

The bank's mission is to support manufacturing and industrialization of small businesses and enhance its vibrant digital ecosystem through partnerships and trainings programmes. This makes the bank a potential funding source for electronics repair firms, offering opportunities for growth and development.

- Microfinance and fintech institutions, such as LAPO Microfinance, Renmoney and FairMoney, offer loans to small and medium-sized business owners with flexible repayment terms.
- Sterling Bank, Access Bank and First City Monument Bank are among other commercial banks that offer tailored loans for businesses and entrepreneurs, including those in the electronics repair sector. However, the loans typically require collateral, essential for firms seeking substantial funding to scale operations.

Box 3: Nigeria's National Social Investment Programme – case study

Government initiatives, such as N-SKILLS under the National Social Investment Programme, have been instrumental in providing training and resources to marginalized groups, including returnees. In Bauchi State, more than ₦6.2 billion was allocated to train and equip 16,820 youths with smartphone repair skills in 2022.

Upon completion, trainees receive starter packs containing essential tools such as soldering stations and multimeters and are paired with master craft persons – trained and skilled experts in trades, accredited by NBTE – for practical apprenticeships (Osuji, 2022).

Benefits of N-SKILLS for returnees include:

- Acquisition of life-long skills that are helpful to explore job and entrepreneurship opportunities in the fast-growing technology sector
- Practical experience of basic techniques, especially through the accompanying apprenticeships
- Reception of a certificate of attendance and a starter pack, useful and required to start a business

Business plan template (simple)

The following template can be used as a guide for developing a business plan for a business in electronics repair. It is intended to help returnees to start thinking about their potential business and to collect their initial ideas.

1. Executive summary

- Business name:
- Owner:
- Location:
- Business type:
- Vision statement:
- Mission statement:

2. Market analysis

- Target market:
- Location analysis:
- Competition: (competitors, what they do well and their weaknesses)
- Market gap: (What problems are not being addressed? e.g. transparency, quality, warranty)

3. Services offered (one or a combination)

- Phone repairs, laptop and desktop repairs, inverter and uninterruptible power supply servicing, television and audio system repairs, data recovery and software updates, sales of accessories and spare parts, etc.

4. Marketing and sales strategy

- Promotion methods: e.g. social media (Instagram, TikTok, WhatsApp), word of mouth/referrals, partnering with phone shops or electronics sellers
- Pricing strategy: (break down your prices vs competitors')
- Unique selling proposition: e.g. certified technician, warranty on parts and labour

5. Operations plan

- Location:
- Opening/work hours:

- Tools and equipment needed:
- Power backup plan:
- Staffing:

6. Management and structure

- Owner/founder role:
- Team (if any):

7. Financial Plan

- Start-up costs:
 - » Tools and equipment: ₦____
 - » Rent (if any): ₦____
 - » Inventory (spare parts/accessories): ₦____
 - » Marketing: ₦____
 - » Power set-up: ₦____
- Monthly operating costs:
 - » Rent: ₦____
 - » Utilities: ₦____
 - » Staff: ₦____
 - » Internet/data: ₦____
- Expected monthly revenue:
 - » Repairs: ₦____
 - » Sales: ₦____
- Break-even point: (How many months until profitable?)

8. Risk assessment

- Common risks: e.g. power instability, supply-chain issues with parts, high competition
- Mitigation strategies: e.g. invest in backup power, vet suppliers carefully, build strong customer loyalty

9. Legal & Compliance

- CAC registration:
- Business account set-up:
- Local government permit (if required):

10. Growth plan

- Year 1 goal:
- Year 2+ vision:

Success story

Box 4: Falmata Usman's success story: Breaking barriers in phone repair

Falmata Usman, a 23-year-old from Mafa, Borno State, has defied societal expectations by becoming the first female phone technician in her community. Her journey began in an internally displaced persons camp, where she received training from Plan International. Although she faced considerable resistance and backlash from her community, Falmata pursued her passion for phone repair, eventually establishing her own business.

Achievements: Falmata balances her technical work with traditional domestic responsibilities, adhering to cultural expectations. She earns an average of ₦30,000 daily from phone repairs and accessories, which she uses to support her family and her apprentices. Her success has inspired other women in Mafa to learn the trade, with Falmata mentoring 10 female apprentices.

Challenges: Falmata faced opposition and pushback from her community due to cultural and gender norms, but she proved herself in the male-dominated phone repair industry.

Lessons learned: Falmata's journey highlights the importance of determination, passion and community empowerment. She demonstrated that it is possible for women to challenge gender norms and break into and succeed in traditionally male-dominated fields.

Opportunities and advice: Falmata advocates for the empowerment of women through skills training, stressing that such initiatives can help women support their families and contribute to the local economy. She wants local government officials to invest in similar programmes, noting that many women displaced by conflict are eager to learn and work.

Falmata Usman's story serves as a powerful inspiration for women and girls everywhere, highlighting the transformative impact of challenging gender norms and embracing non-traditional roles for women. Her achievements demonstrate that with the right support and opportunities, women can break down barriers and thrive in male-dominated industries.

Kabir Matazu (2023): [Meet female phone repairer who broke gender norm in Borno - Daily Trust](#)

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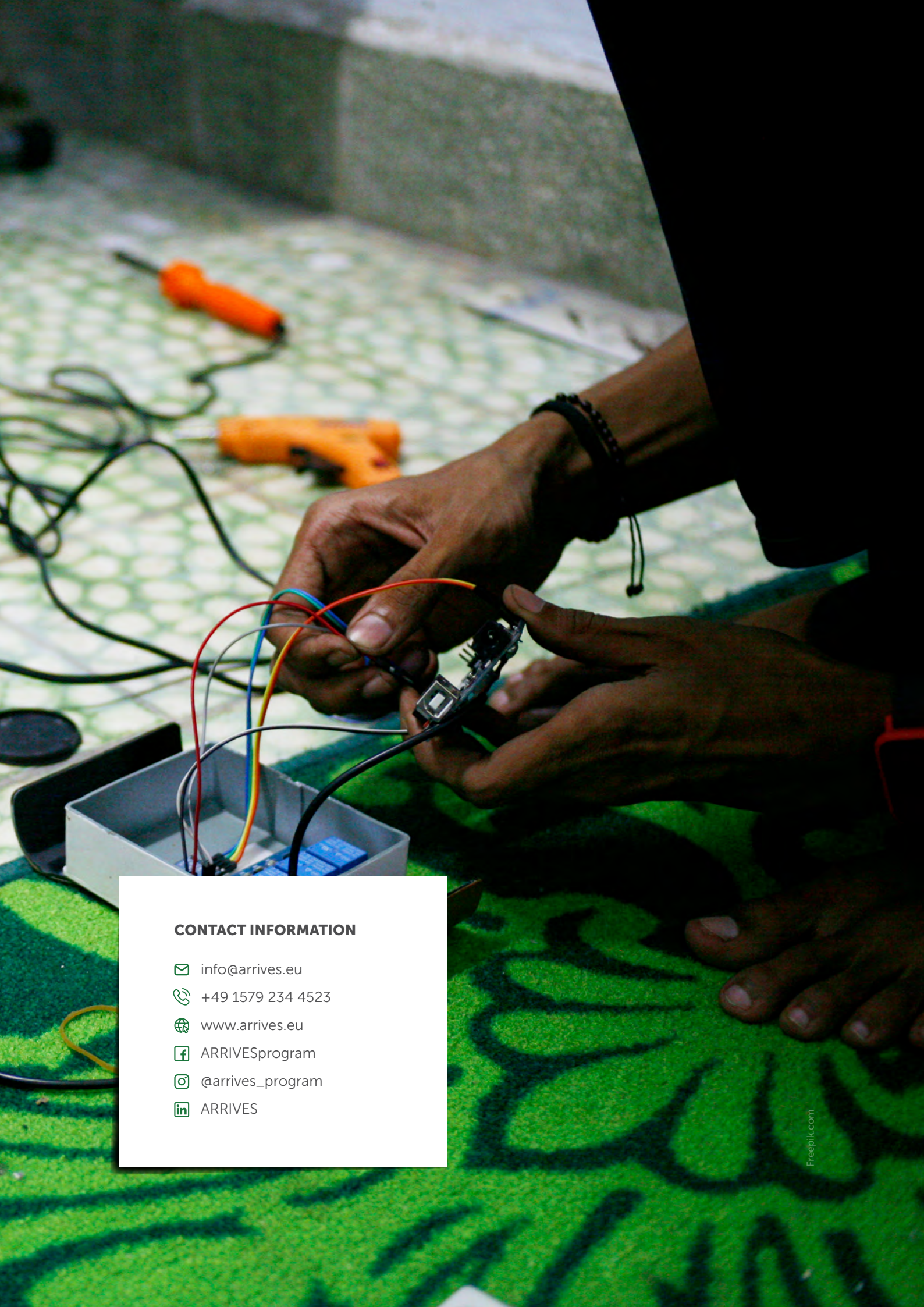
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