

# Tapping into the Ripe African Global Services Delivery Market

August 2024: Complimentary Abstract / Table of Contents



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# Background, aim, and coverage

Africa presents a rich and untapped playfield for global services, dominated by young talent pool (18-35 years), multilingual capabilities, and cost arbitrage. Favorable time zone (mainly interlapping with the UK and Europe) and government incentives further generates demand. With businesses incorporating CSR efforts in their investment decisions, Africa provides a rich impact sourcing environment complete with enthusiastic and qualified talent pool.

As market players evaluate these markets, they will need to be cognizant of the key trade-offs and associated risks for operating in the region. They will require a deeper insight into the role of each country in the global delivery portfolios and will need to understand the potential opportunities. A thorough research report on the Africa region capabilities, potential, and challenges can help organizations make better decisions.

In this report, we comprehensively look at the Africa region as an upcoming delivery destination for nearshoring/offshoring. It highlights the relative attractiveness of 14 key African countries for services delivery. The report covers various parameters to assess the attractiveness of global delivery. We focus on:

- Africa's services delivery landscape
- Key processes delivered by each country and potential opportunities
- Risk assessment of each country
- Impact sourcing in Africa
- Detailed profiles for leading service delivery countries

# Scope of this report

Geography: Africa

**Industry:** Overall services

**Services:** Information Technology Services (ITS), Business Process Services (BPS), engineering, research, and development services, and others

# This report provides an in-depth analysis of Africa as an emerging delivery destination; below are four charts to illustrate the depth of the report

## Africa global services market overview



### 12-14%

CAGR of the overall services market FTE between 2020 and 2024

~570

setups till 2023



### 80-90%

Operating cost arbitrage with the US and the UK



#### Year-on-year (YoY) growth for total center setups (2023 over 2022)



## 1 million+

FTEs involved in overall services delivery

~79%

Market concentrated in top three countries i.e., South Africa, Egypt, and Morocco



## Languages delivered from the continent

~19 vears

Median age of

population in Africa

# 75:25

Share of service providers vs. GBS players

## Drivers pushing global services delivery growth in Africa

With a large and

and a young

workforce, the

continent provides

an opportunity for

impactful sourcing

that supports local

economic

development

diverse population



# multilingual workforce

With a median age of 19.6 vears. Africa is the youngest continent, producing ~2.6 million tertiary graduates annually



### business continuity impact sourcing

Expanding into Africa diversifies delivery location risk from traditional delivery locations in Asia. Given the increase in black swan events globally, enterprises are eager

to rebalance their

locations portfolio



# government support

Government support at national, regional, and sectoral levels to boost infrastructure and skill development in multiple African locations



# services growth

12-14% growth in services delivery headcount and ~6% growth in center set ups highlights Africa's business services growth



Africa offers substantial cost arbitrage opportunities in labor wages as well as rentals, attrition, and hiring-related costs

## Tradeoffs and risks associated with Africa region

DeDespite improvements in the recent years. Africa still requires substantial investments in both physical and digital infrastructure to meet global standards



#### Focus skewed toward transactional services

In many parts of sub-Saharan Africa, businesses predominantly engage in transactional services, which restricts their ability to achieve higher levels of operational efficiency.



#### Shortage of skilled talent and leadership cadre

The lack of skilled professionals, particularly in supervisory and managerial roles, creates tough competition for talent, complicating efforts to scale and grow businesses.



#### Political and regulatory instability

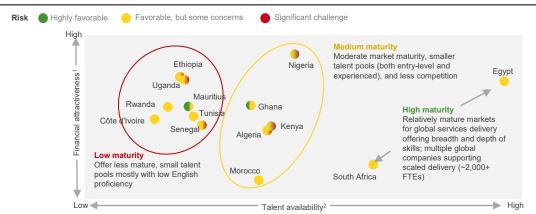
Frequent government changes and civil unrest can destabilize the business environment. Challenging regulatory frameworks, inconsistent enforcement, corruption, and complex legal frameworks cause delays in business operations.



#### Economic uncertainty

Volatile exchange rates and high inflation in some African countries affect profitability and financial stability. Despite improvement, concerns remain about economic stability, foreign debt, and inflation in most countries.

# Risk-reward assessment highlighting relevant trade-offs for 14 African countries





# Research calendar

# Locations Insider™

|  | Published Current release Planned |
|--|-----------------------------------|
| Reports title  | Release date                      |
| Location Spotlight – Riga, Latvia  | March 2024                        |
| Harnessing Potential – Growth in Southeast Asia's Service Delivery Sector                      | March 2024                        |
| Location Spotlight – Ireland   | March 2024                        |
| Location Spotlight – Vadodara, India   | March 2024                        |
| Risk Watch 2024: Potential Repercussions of an Unpredictable World on Global Services Delivery | April 2024                        |
| Location Spotlight – El Salvador   | June 2024                         |
| Global Locations State of the Market 2024 – Key Trends Shaping the Landscape                   | June 2024                         |
| Location Spotlight – Coimbatore, India   | June 2024                         |
| Egypt's Value Proposition and Competitiveness for IT-BP-ER&D Services Delivery                 | June 2024                         |
| Location Spotlight – Tri-city Poland   | July 2024                         |
| Service Provider Compass™ – Global Services Delivery from Poland                               | July 2024                         |
| Location Spotlight – Monterrey, Mexico   | August 2024                       |
| Tapping into the Ripe African Global Services Delivery Market                                  | August 2024                       |
| Location Spotlight – Davao, Philippines  | Q3 2024                           |
| Service Provider Compass™ – Global Services Delivery from Malaysia                             | Q3 2024                           |
| Talent Demand Trends   India IT Services – H1 2024   | Q4 2024                           |

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