STUDY 03 · 2023–24

Geographic Footprint and Regulation

Twelve markets assessed on political cycle, capital mobility, compliance burden and ease of philanthropic operation

12	**7 of 11**	**4,898**	**~101**
markets assessed across current operations and expansion candidates	markets faced a national election in a single year	NGOs de-registered in one market in a single month for non-compliance	mobile operators regionally; the five largest hold over 57%

Ease of philanthropic operation

Published index, Southern and East African markets only. 1.00 = very difficult, 5.00 = very easy. Darker is easier.

	REGISTRATION	COMPLIANCE	FUND MOVEMENT	TAX REGIME	INCENTIVES	ADVOCACY	OVERALL
Botswana	3	3	3	5	5	1	3.3
Namibia	4	4	3.5	4	1	3	3.3
South Africa	2.5	3	3	4.5	1	3	2.8
Tanzania	4	2.7	1	3	3	3	2.8

1 – very difficult 3 5 – very easy Overall score

Political cycle and capital mobility

Election years cluster; terms run four, five or seven years, so there is no continental planning rhythm to anchor to.

	NEXT NATIONAL ELECTION
South Africa	2024
Senegal	2024
Ghana	2024
Mauritius	2024
Rwanda	2024
Namibia	2024
Botswana	2024
Cameroon	2025
Tanzania	2025
Kenya	2027
Nigeria	2027

	CROSS-BORDER MOVEMENT OF FUNDS
Mauritius	Flexible
Rwanda	Flexible
Namibia	Flexible
Botswana	Some control
Ghana	Tightly controlled
Nigeria	Tightly controlled
Tanzania	Tightly controlled

Flexible Some bureaucratic control Tightly controlled by government

Incoming administrations reset policy immediately rather than gradually, so country-level political monitoring is a permanent function.

Where the compliance burden bites

One East African market, showing how administrative requirements alone become a strategic constraint independent of any explicit prohibition.

APPROVAL AND DISCLOSURE

USD 8.6k	grant threshold above which ministry approval is required
10 days	to submit signed grant contracts to the treasury and registrar
14 days	to account for funds raised at an event, whatever the project length
2×/yr	publication of receipts and expenditure in circulated media

TAX TREATMENT

Taxable	grants may be construed as gifts to a business without charitable status
Narrow	statutory definition of a charitable organisation excludes many non-profits
Rare	grants of charitable status, by the study's account
None	tax deduction for donors; no guaranteed exemption for grant-makers

Four patterns in restrictive legislation

Registration

Requirements calibrated to the applicant's area of focus rather than applied uniformly.

Foreign funding

Restrictions on foreign money and on employing foreign nationals above local staff, presumed to carry a political agenda.

Operational interference

Administrative bottlenecks applied selectively rather than across the sector.

Political activity

Prohibition of work deemed politically sensitive, with the determination left to executive discretion.

Regulatory risk is a cost curve, not a gate. A market can be simultaneously easy and hostile — the top scorer on tax and incentives here scores the floor on freedom to conduct advocacy.

Source: DaySeven Consulting. Figures as captured in the study and not restated to 2026. Commissioning organisations, respondents and named market participants have been removed. Election calendar and index scores as tabulated in the study; the de-registration figure covers a single month in 2023. | consulting@dayseven.africa · www.dayseven.africa