Investment Project Catalogue (IPC) Submission Framework

East Africa CEO & Investment Forum 2026

1. Standard Submission Process

EABC has established a standardized submission framework to ensure the consistent collection, assessment, and dissemination of investment opportunities while maintaining robust confidentiality and data governance standards throughout the investment facilitation process.

To safeguard confidentiality, an anonymized investment teaser will be published in the Investment Project Catalogue (IPC), with a placeholder codename used to mask the company's identity during opportunity profiling. Comprehensive disclosure will only take place following the verification of genuine investor interest, explicit client authorization, or the formal execution of a non-disclosure agreement (NDA) if required.

2. Submission Template

1. Project Title (Codename)
2. Country
3. Year founded
4. Sector / Thematic Area - Indicate the project's primary IPC sector. Where an opportunity spans more than one sector or does not fit neatly within the listed priority sectors, select 'Other Strategic / Cross-Cutting Sector' and specify the relevant thematic area. Such opportunities will be assessed under Section 4.
5. Investment Opportunity:
    - Capital Requirement (USD)
    - Funding Type
    - Revenue
    - Gross Margin/EBITDA
6. Use of funds
7. Project Overview (Maximum 200 words). Describe: the business, market opportunity, defensibility, and competitive advantage
8. Key risks and approvals (where applicable)
9. Regional Integration & Impact – How does this opportunity support East African integration? Examples of relevant impact areas:
    - Cross-border business operations
    - Regional supply chain development
    - Export expansion within the region

    - Import substitution initiatives
    - Technology and skills transfer
    - Trade facilitation improvements
10. Supporting Documentation - Please provide the following materials, where available:
    - Company Profile
    - Pitch Deck
11. Contact Details: Primary contact person, Name, Email, Phone Number

3. Guidelines for Project Submission

All submitted opportunities should demonstrate:

- Commercial Credibility: Businesses should represent genuine investment opportunities with identifiable capital requirements and growth potential.
- Investment Readiness: Companies should possess sufficient operational maturity to engage investors meaningfully.
- Regional Relevance: Projects should contribute to regional economic integration, value chains, exports, industrialization, or cross-border trade.
- Impact: Projects should demonstrate regional economic, environmental, and social outcomes aligned with the Sustainable Development Goals (SDGs) to foster the growth of East African economies.
- Transparency: Businesses should provide complete and accurate information to facilitate efficient screening.

4. Sector Eligibility and Thematic Coverage

The IPC will prioritize opportunities aligned with EABC's investment priority sectors while reflecting each country's comparative advantage. The sectors below are indicative and not exhaustive:

Agribusiness and Agro-processing	Value addition, aggregation, storage, cold chain, standards, regional food trade, climate-smart supply chains, agri-finance and inclusive agribusiness.
Digital Economy, Telecom and FinTech	Connectivity, payments, digital trade platforms, enterprise services, data systems, traceability, and technology that lowers cross-border transaction costs.
Manufacturing and Industrial Value Chains	Regional production, supplier development, industrial inputs, packaging, local sourcing, and stronger links between manufacturers, processors, and buyers.
Transport and Trade Logistics	Corridors, freight systems, ports, roads, rail, inland nodes, border efficiency, logistics hubs, cold chain and trade facilitation.

Energy	Reliable and affordable power for industry, processing zones, cold storage, irrigation, logistics facilities, and productive investment.
Other Strategic and Cross-Cutting Sectors	Health and healthcare, water and sanitation, education and skills, climate and environmental services, social infrastructure, and other enabling or emerging sectors that support regional integration, resilience, productivity, trade, value-chain development or inclusive growth.

Sector Flexibility for the Inaugural IPC

Given the inaugural nature of the IPC and the East Africa CEO & Investment Forum, EABC may consider commercially credible and investment-ready opportunities from other strategic, emerging or cross-cutting sectors on a case-by-case basis.

To qualify, an opportunity must:

- have a clearly defined financing requirement;
- meet the applicable commercial credibility, transparency and investment-readiness requirements;
- contribute to regional integration, resilience, productivity, trade, value-chain development or inclusive growth; and
- demonstrate cross-border impact, regional replication potential or benefits to one or more EAC Partner States.

EABC retains discretion to classify, accept or decline such opportunities based on their relevance to the Forum's objectives and potential investor interest. The sector categories may be reviewed after the inaugural IPC cycle in light of submission patterns, investor demand and implementation lessons.

5. Minimum Commercial Eligibility

Operating businesses should meet the minimum requirements below. Greenfield, infrastructure and special-purpose projects may qualify under the alternative eligibility route.

Criterion	Minimum Standard
Registered Business	Yes
Country of Operation	EAC Partner State
Years Operating	Normally 2+ years; exceptions may be considered based on traction and investment readiness.
Revenue Generating	Yes

Product or Service	Commercially validated
Management Team	Identified leadership team
Capital Requirement	Clearly defined
Growth Strategy	Demonstrated
Decision Maker Available	Yes
Willing to Engage Investors	Yes

Alternative eligibility route:

Greenfield, infrastructure, public-private partnership and special-purpose projects may qualify where:

- they demonstrate a credible financial model,
- an identified revenue source or offtake arrangement,
- an identifiable project sponsor, and
- required approvals or a credible pathway to obtain them.

Demonstrated revenue and a two-year operating history are not mandatory for such projects.

6. Investment Readiness

Each opportunity will be assessed using the following core indicators:

- Bankability
- Demonstrated revenue traction or a credible revenue model or offtake arrangement for greenfield and infrastructure projects
- Regulatory and approval status clearly disclosed, with required approvals obtained or a credible pathway and timetable identified for outstanding approvals
- Financial records or a project financial model available, as applicable

Preferred opportunities include growth-stage SMEs, profitable businesses, early-stage ventures with robust commercial momentum, and bankable or near-bankable infrastructure and cross-cutting projects.

7. Funding Profile

Submissions must clearly state the specific financing they are seeking, including the funding type and indicative ticket size, approvals, and key risks, while also providing a clear indication of how these funds will be utilized (use of funds).

8. Investment Project Catalogue (IPC) Acceptance

An opportunity will be accepted into the IPC where it demonstrates:

- Clear commercial viability
- A defined financing need and clearly articulated use of funds.
- Alignment with EABC priority sectors or qualification under the Other Strategic and Cross-Cutting Sectors provision in Section 4
- Sufficient investment readiness
- Identifiable decision-makers
- Willingness to participate in investor engagements
- Availability of supporting information for investor screening
- Potential to contribute to regional trade, industrialization, or value-chain development

9. Required Submission Information

Submitting Organisations should submit the following information for every opportunity.

I. Project Information: Company name, Registration number, Country, Year established, Primary sector and any secondary or cross-cutting thematic area (where applicable), Contact person, Website

II. Project Overview: Business description, Products/services, Target market, Geographic footprint

III. Commercial Performance: Revenue /Gross Margin/EBITDA
IV. Investment Opportunity: Capital sought, Funding type, Use of funds

V. Supporting Documents - Where available: Pitch deck/ company profile

10. Declaration

By submitting, the organization confirms that it has reviewed and accepted EABC's terms and conditions in accordance with the Project Information Handling, Confidentiality and Disclosure Protocol. Accordingly, the submitting organization certifies that:

- All information provided is true and accurate to the best of its knowledge.
- The organization possesses the required authority to submit this opportunity.
- Appropriate authorization has been obtained before sharing any confidential information.