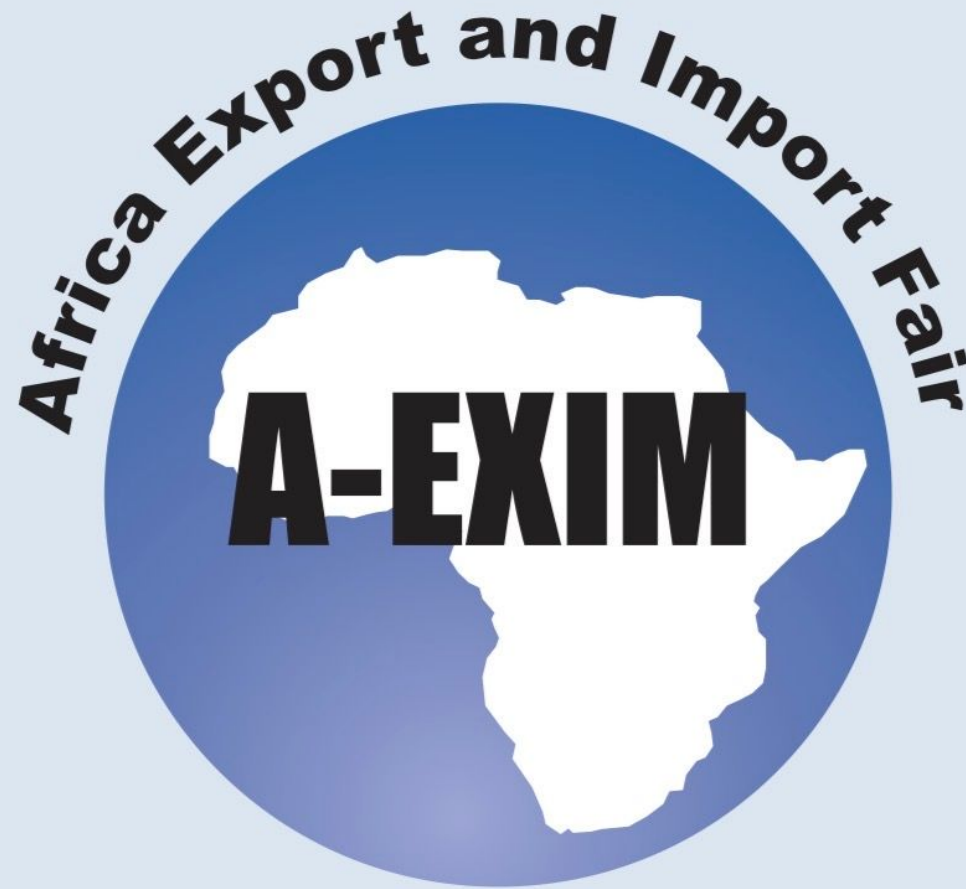




AEXIM 2027 — Africa Export & Import Fair

Participant Guide: **Exhibitors** • **Visitors** • **Speakers** • **Sponsors**

NAIROBI, KENYA

2027

SOURCE. SELL. INVEST. CONNECT.

What Is AEXIM?

AEXIM — the **Africa Export & Import Fair** — is a pan-African trade and investment marketplace designed to connect businesses with markets, buyers, suppliers, capital and partners across Africa and the world.

SOURCE. SELL. INVEST. CONNECT.

A pan-African tagline built around real commercial outcomes — not networking for its own sake.

3-Day Marketplace

International exhibition, buyer programmes, investment promotion, business matching and a knowledge conference — all under one roof.

Real Transactions

Turning fragmented trade opportunities into lasting commercial relationships and measurable transactions.

Where & When

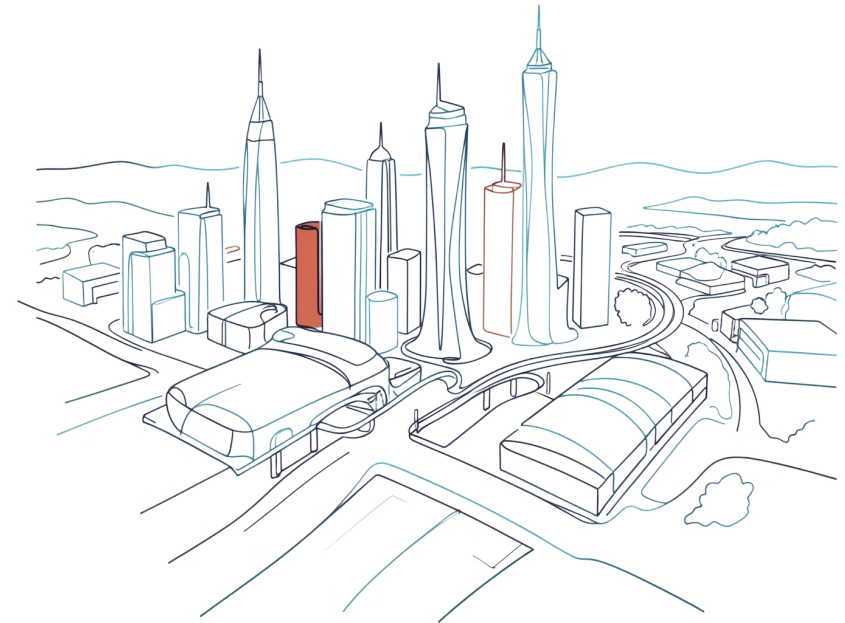
Nairobi, Kenya

East Africa's leading commercial hub and gateway to the continent — the natural home for Africa's premier trade fair.

DATE: 2027 — EXACT DATES TBC

3-Day Programme

- **Day 1:** CONNECT AFRICA
- **Day 2:** SOURCE & SELL
- **Day 3:** INVEST & GROW



Pan-African participation — exhibitors, buyers, investors, governments and trade institutions from across Africa and international markets.

Who Is AEXIM For?

AEXIM is designed for every stakeholder in the African trade and investment ecosystem. If your business has a commercial objective connected to Africa, AEXIM is your platform.



Manufacturers & Exporters

African and international companies seeking buyers, distributors and new markets.



Buyers & Importers

Procurement professionals sourcing products, equipment and services from across the continent.



Investors & Financial Institutions

Capital seeking credible African enterprises and projects with real commercial potential.



Governments & Trade Agencies

Promoting exports, attracting investment and supporting national enterprises on a continental stage.

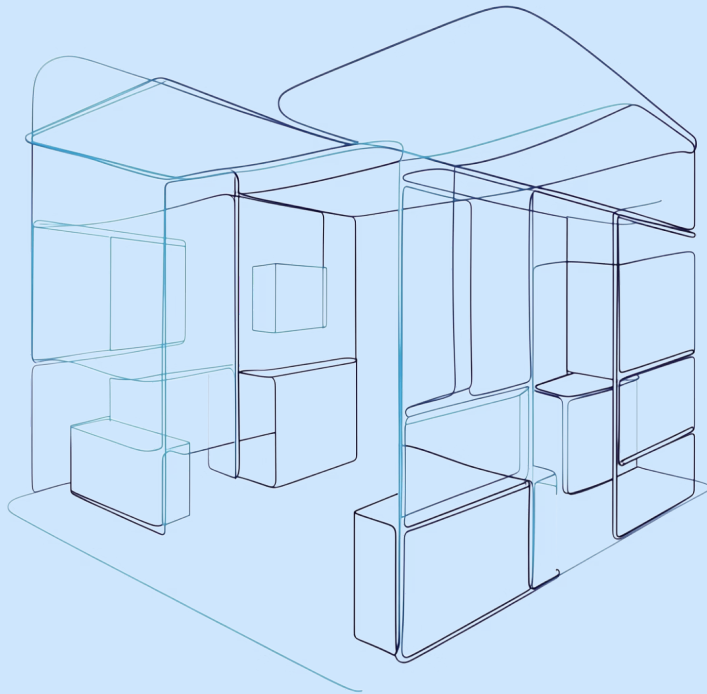


SMEs & Emerging Exporters

Businesses ready to grow beyond their domestic market and connect with Africa's wider opportunity.

Exhibiting at AEXIM

An exhibition stand at AEXIM is a **temporary commercial headquarters** — a platform to introduce products, meet buyers, identify distributors and build partnerships across multiple markets at once.



Individual Stands

Dedicated branded space, from standard modular to custom corporate exhibits — designed to reflect your brand's ambition.

Sector Pavilion Participation

Join an industry cluster coordinated by a trade body or association, benefiting from collective visibility and sector-focused buyers.

SME Export Pods

Compact, professionally presented showcases for export-ready smaller businesses entering new markets for the first time.

Country Pavilion Participation

Exhibit as part of a coordinated national delegation, amplifying your visibility alongside your country's trade promotion agenda.

Sector Pavilions

AEXIM brings together twelve major sector pavilions, each curating an industry-specific commercial environment for focused buyer-seller engagement.

 Agriculture, Food & Agribusiness	 Manufacturing & Industrial Supply
 Healthcare, Pharmaceuticals & Medical Trade	 Textiles, Apparel, Leather & Lifestyle
 Technology, Digital Trade & Business Services	 Logistics, Ports & Supply Chains
 Energy, Green Economy & Climate Technologies	 Minerals, Mining & Value Addition
 Construction, Infrastructure & Built Environment	 Consumer Goods, Retail & E-Commerce
 Finance, Investment & Trade Facilitation	 Creative Economy & Cultural Exports

Visiting & Buying at AEXIM



AEXIM is a **business-to-business trade environment**.

Visitors come with a commercial objective — sourcing, procurement, market discovery or investment — not simply to browse.

Hosted Buyers Programme

Qualified procurement decision-makers receive pre-arranged supplier meetings based on defined sourcing requirements — maximising every hour on the show floor.

Business Matching

Register your requirements and the platform connects you with relevant exhibitors before you arrive, ensuring productive, purposeful meetings from day one.

International Buyers

Delegations from the Middle East, Europe, Asia and the Americas are invited to source directly from African exporters, creating genuine cross-continental commercial exchange.

The Knowledge Programme – AEXIM Trade & Investment Week

A comprehensive four-track programme designed to equip trade professionals, policymakers and entrepreneurs with intelligence, skills and connections.

1

Africa Trade Summit

Flagship executive conference on AfCFTA, industrialisation and global value chains.

2

Specialist Forums

Africa-to-Africa Trade, Export & Import, Trade Finance, Logistics, Industrialisation and Digital Trade.

3

Market Intelligence Series

Concise 20–40 minute evidence-led sessions on specific markets, sectors and opportunities.

4

AEXIM Export Academy

Practical workshops on export readiness, buyer development, Incoterms, rules of origin, letters of credit and market entry.

Sponsorship & Strategic Partnership

AEXIM offers a structured partnership architecture that places your organisation at the heart of Africa's most ambitious trade platform — from founding partnership to targeted sector alignment.

1

Founders' Circle

Exclusive long-term founding partners with permanent recognition and strategic involvement in building the AEXIM platform from the ground up.

2

Principal / Title Partner

Highest annual tier; dominant association across all major communications, event assets and brand touchpoints.

3

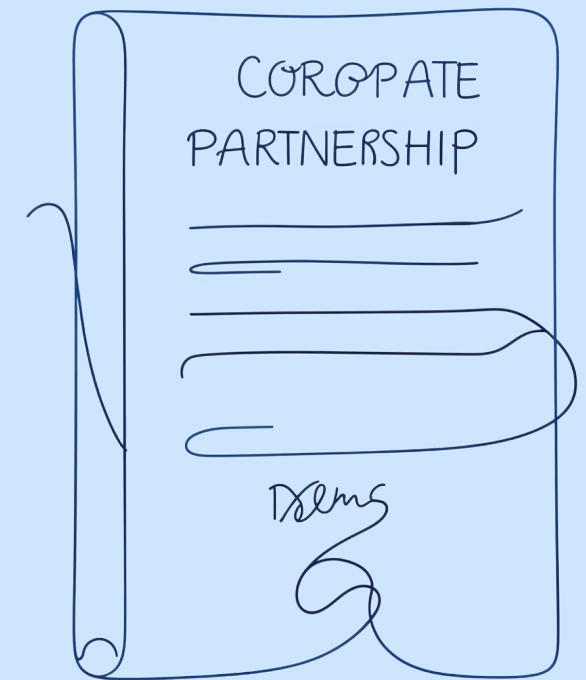
Platinum Partners

Pan-event visibility and high-level stakeholder engagement designed for major regional and international organisations.

4

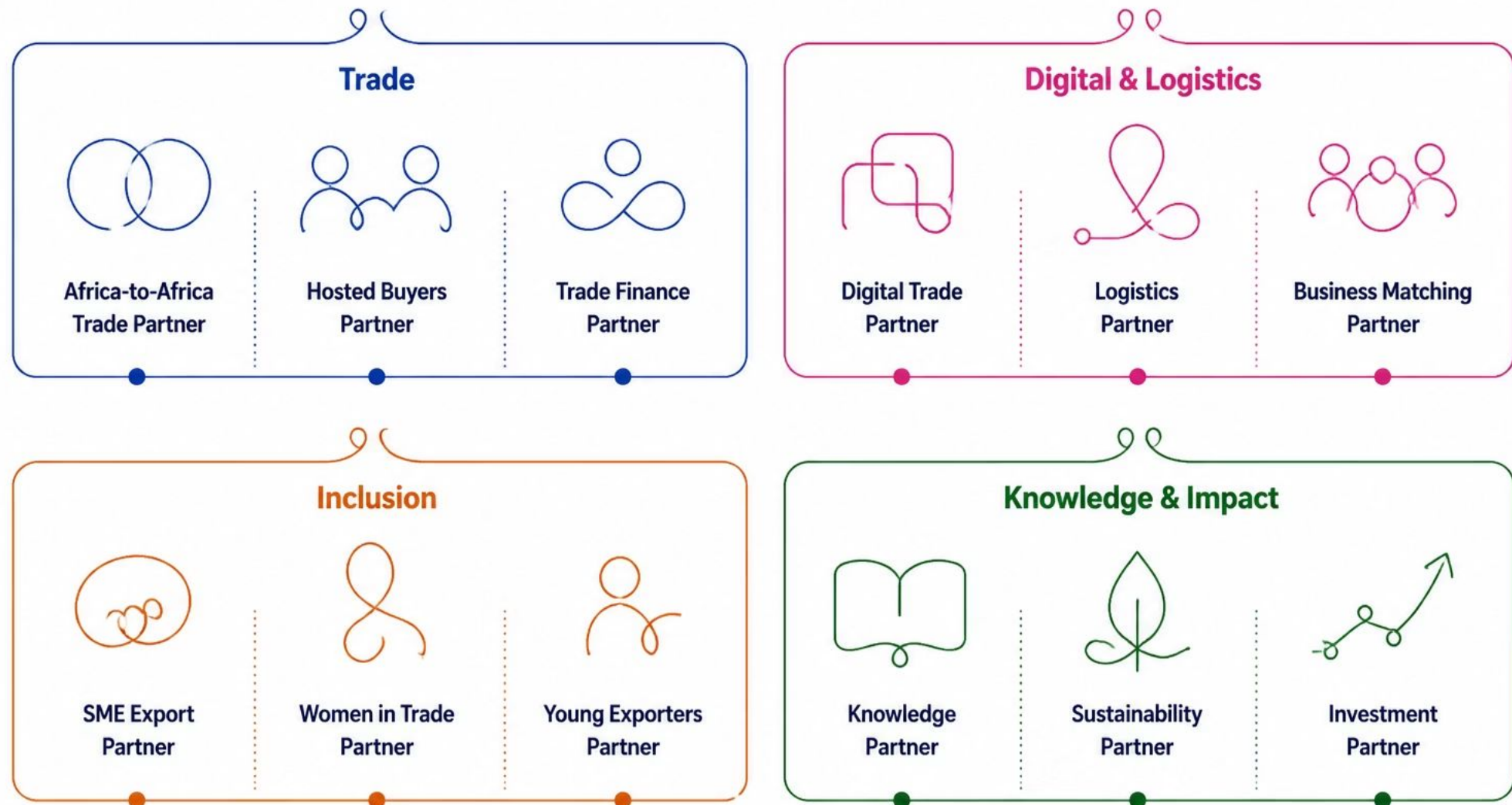
Gold & Silver Partners

Targeted visibility and business-development opportunities aligned to specific audiences, sectors and programme elements.



Thematic Partnership Opportunities

Beyond tier-based sponsorship, AEXIM offers named thematic partnerships that align your brand with **specific commercial outcomes** and audience segments — giving your investment precision and purpose.



- ❏ Thematic partnerships can be combined with tier-based sponsorship to create a fully bespoke commercial partnership package tailored to your organisation's objectives.

Your Commercial Journey at AEXIM

Every participant — whether exhibitor, buyer, investor or partner — follows a structured commercial journey from first contact to lasting transaction.



DISCOVER

Identify products, suppliers, buyers, markets and investment opportunities across the pan-African marketplace.



MATCH

AEXIM connects you with relevant businesses based on your commercial profile and sourcing or sales objectives.



MEET

Engage through scheduled B2B meetings, pavilions, trade missions and structured networking sessions.



NEGOTIATE

Progress from introductions to commercial discussions on price, supply, distribution and investment terms.



TRANSACT

Convert relationships into contracts, orders, investments and long-term partnerships that endure beyond the fair.

Exhibitor Registration Form

AEXIM 2027 — Africa Export & Import Fair · Secure Your Exhibition Space

Company Information

Field	Response
Company Name	
Industry Sector	
Contact Person	
Title / Position	
Email	
Phone	
Country	
Website	

Exhibition Space Requirements

Field	Response
Stand Type	☐ Individual Stand ☐ Sector Pavilion ☐ SME Export Pod ☐ Country Pavilion
Preferred Sector Pavilion	
Estimated Stand Size (sqm)	
Products / Services to Exhibit	
Target Markets at AEXIM	
Additional Requirements	

Submit to: aexim@eeoevents.com · www.eeoevents.com/aexim

Visitor & Trade Buyer Registration Form

AEXIM 2027 — Connect with Exhibitors from Across Africa and the World. Pre-Qualified Buyer Access.

Buyer Information

Field	Response
Full Name	
Title / Position	
Organisation / Company	
Industry Type	☐ Manufacturer ☐ Retailer ☐ Distributor ☐ Wholesaler ☐ Importer/Exporter ☐ Government ☐ Other
Email	
Phone	
Country	
Website	

Sourcing Requirements

Field	Response
Products / Services Sought	
Source Markets of Interest	
Annual Procurement Budget (USD)	☐ Under \$50K ☐ \$50K–\$250K ☐ \$250K–\$1M ☐ Over \$1M
Interest in Hosted Buyer Programme	☐ Yes ☐ No
Interest in Business Matching	☐ Yes ☐ No

Submit to: aexim@eeoevents.com · www.eeoevents.com/aexim

Conference Speaker Application Form

AEXIM 2027 Trade & Investment Week — Share Your Expertise. Apply to Speak.

Speaker Information

Field	Response
Full Name	
Title / Position	
Organisation	
Email	
Phone	
Country	
LinkedIn Profile	

Speaking Proposal

Field	Response
Proposed Session / Forum	☐ Africa Trade Summit ☐ Specialist Forum ☐ Market Intelligence Series ☐ Export Academy Workshop
Proposed Topic or Title	
Key Themes / Messages	
Preferred Format	☐ Keynote ☐ Panel Speaker ☐ Moderator ☐ Workshop Facilitator ☐ Case Study Presenter
Previous Speaking Experience	
Short Biography (max 100 words)	

Submit to: aexim@eeoevents.com · www.eeoevents.com/aexim

Sponsorship & Partnership Enquiry Form

AEXIM 2027 — Position Your Organisation at the Centre of African Trade.

Organisation Information

Field	Response
Organisation Name	
Industry / Sector	
Contact Person	
Title / Position	
Email	
Phone	
Country	
Website	

Partnership Interest

Field	Response
Partnership Tier of Interest	☐ Founders' Circle ☐ Principal / Title Partner ☐ Platinum Partner ☐ Gold Partner ☐ Silver Partner
Thematic Partnership Interest	☐ Africa-to-Africa Trade ☐ Hosted Buyers ☐ Trade Finance ☐ Digital Trade ☐ Logistics ☐ Investment ☐ SME Export ☐ Women in Trade ☐ Young Exporters ☐ Knowledge ☐ Sustainability ☐ Business Matching
Partnership Objectives	
Estimated Partnership Budget (USD)	☐ Under \$10K ☐ \$10K–\$50K ☐ \$50K–\$150K ☐ Over \$150K
Additional Notes	

Submit to: aexim@eeoevents.com · www.eoeevents.com/aexim