AFRICA tbn

IMPACT INVESTMENT SUMMIT

2027

MAY 10 – 11

LEGACY LODGE
LUSAKA, ZAMBIA





CONCEPT NOTE

Where Is The Money FLOWING?

Aligning Capital with Zambia's Growth Agenda



10–11 MAY 2027

Legacy Lodge
Lusaka, Zambia

Meet screened enterprises, understand their capital needs and agree the next steps.

The 5th TBN Africa Impact Investment Summit brings growth-stage SMEs together with investors, lenders, corporates and partners who help businesses prepare for investment. Across two days in Lusaka, the focus is on screened businesses, relevant introductions and documented follow-through.

WHAT TO EXPECT

Deal Book and Deal Rooms

Review enterprise profiles and participate in pre-scheduled meetings tailored to investment mandates and business needs.

Investment Showcase

Here ten selected businesses present their traction, capital requirements and use of funds to an investor panel.

Practical sessions and Marketplace

Explore financing instruments, women-led enterprise growth, due diligence and buyer relationships, with structured opportunities for exhibitors.

Three parallel business site visits

Join an opt-in visit to a TBN-programme business on the afternoon of 11 May. Places will be limited; a parallel programme is planned for other delegates.



WHO SHOULD JOIN

Investors and lenders; growth-stage entrepreneurs; corporate buyers; enteprise-support organizations; government; and development partners; sponsors, exhibitors and the wider TBN community.

EXPRESS YOUR INTEREST

Contact the Secretariat to discuss investor participation, enterprise applications, sponsorship or attendance. Registration links and commercial terms will be published separately.

summit@tbnetworkafrica.org | **tbnetworkafrica.org**

Planning target: 100-400 delegates. Indicative enterprise financing focus: USD 25,000-500,000, subject to the selected pipeline. Programme details, fees and venue configurations remain subject to confirmation. Introductions, expressions of interest, due diligence and closed deals will be reported separately; investment is not guaranteed.

Host information: https://tbnetworkafrica.org Event plans follow the approved Summit concept note.



Ready Businesses, Real Deals

Aligning Capital with Zambia's Growth Agenda

1 The Summit at a Glance

Summit	5th TBN Africa Impact Investment Summit
Theme	Ready Businesses, Real Deals: Aligning Capital with Zambia's Growth Agenda
Dates	10 – 11 May 2027
Venue	Legacy Lodge - Lusaka, Zambia
Host	Transformational Business Network Africa
Scale	100-400 delegates (planning target)
Edition history	The 4th summit was held 31 July – 1 August 2024 in Nairobi, Kenya, under the theme "Enabling Business Growth through Access to Finance"
Focus	Screened, Investment-ready SMEs and agribusinesses, with an indicative financing focus of USD 25,000 - 100,000 (subject to the needs of the enterprises selected), meeting the investors, lenders, corporate and ecosystem partners who finance and buy from them.

All figures describing the 2027 Summit (delegate numbers, pipeline targets, dates and programme details) are planning targets and will be confirmed as registration, curation and venue contracting progress.

2 Why This Summit, and Why Now

Zambia's economy is entering its growth chapter, and its enterprises are the vehicle. After a demanding period of debt restructuring, the country's macroeconomic picture has changed; inflation fell to 6.1% in September 2026, its lowest level since February 2018, and the Bank of Zambia has begun easing interest rates, cutting its policy rate to 10.75%. The IMF reached a staff-level agreement with Zambia on a new Extended Credit Facility in October 2026, projecting real GDP growth of 5.6% in 2026, supported by strong agricultural production, mining activity and exports. The Government's growth agenda targets an average of nearly 7% growth between 2027 and 2029, built around agriculture and value addition, with production targets that include 10 million tonnes of maize, 3 million tonnes of soybeans, and USD 1 billion in beef export earnings.

5.6%
Projected real GDP growth in 2026

~7%
Average growth target 2027-2029

10M tonnes
maize 1
Zambians | USD1B
beef export earnings

USD 3.6B
IFC estimated Zambia's MSME financing gap

Yet the businesses expected to drive this growth remain structurally under-served by capital. Micro, small and medium enterprises account for 97% of Zambian companies and 88% of employment, and the IFC estimated Zambia's MSME financing gap at USD 3.6 billion even before COVID-19. IMF analysis found that only about 10% of formal Zambian firms have a bank loan or credit line. This is the "missing middle": growth enterprises whose financing needs (generally tens to hundreds of thousands of dollars) fall between microfinance and the infrastructure-scale tickets that dominate headline investment news.

The plumbing is being built and the appetite is real. The harder problem is preparation: growth enterprises in the missing middle rarely arrive investor-ready, which is precisely the gap TBN Africa's model exists to close.

That is what this Summit is designed to showcase.

3 The Summit in one paragraph

In May 2027, Lusaka becomes a meeting point for Africa's missing middle. The 5th Investment Impact Summit brings together **screened, investment-ready SMEs** with the **investors, lenders, corporates and ecosystem partners** who finance and buy from them. Built on TBN Africa's track record of turning promising enterprises into **investable ones**, this is two days of curated deal-making rather than another conference about access to finance: a **published Deal Book, pre-scheduled investor meetings, a live Investment Showcase**, and the chance to walk through the gates of five businesses that have done the work. If you deploy or enable capital in African SMEs, or you run one, this summit is built for you.

4 About the Host: TBN Africa

TBN Africa is the African chapter of the Transformational Business **Network** (TBN), a global network of investors and entrepreneurs founded in 2003 that catalyzes purpose-driven entrepreneurs, builds impactful businesses and unlocks investment in emerging and frontier markets. TBN Africa works with entrepreneurs and investors to build investible enterprise pipelines, facilitate investor introductions and mobilise impact capital, operating across Kenya, Uganda, Zambia, Malawi, South Africa and Namibia. TBN's Scale for Success enterprise accelerator underpins the SME accelerator curriculum used by TBN Africa's entrepreneurs.

5,006 enterprises
Supported to date (53% women-owned)

USD 23.7M
In debt, equity and mezanine capital accessed

USD 8M
aggregate revenue increase

15,558
additional jobs created

The Summit is the public showcase of this pipeline work: the businesses on stage and in the Deal Rooms are enterprises that have been through, or are being prepared through, structured investment-readiness support.

5 Purpose and Objectives

The Impact Investment Summit 2027 convines investors, entrepreneurs, business leaders, development partners, policymakers and ecosystem actors around practical pathways for enterprise growth and impact investment. Its objectives are deliberately outcome-oriented:

CONNECT ENTERPRISES WITH CAPITAL

Create structured opportunities, through Deal Rooms, pre-scheduled meetings and a published Deal Book, for investors and investment-ready businesses to assess fit and progress specific opportunities.

SHOWCASE PRACTICAL BUSINESSES

Give selected enterprises a credible platform (the investment Showcase) to present their businesses, traction and impact to relevant capital providers and market partners.

ADVANCE PRACTICAL FINANCING KNOWLEDGE

Equip both sides of the table with current market intelligence: which instruments (debt, equity, revenue-based finance, blended structures) fit which businesses, and what capital is actually flowing where.

FINANCE WOMEN-LED GROWTH

Anchor a substantive session on gender-lens investing standards and the financing of women-led businesses, moving from complaint to criteria.

STRENGTHEN THE ENTERPRISE ECOSYSTEM

Bring ESOs, DFIs, government and financial institutions together, and open the conversation on mobilising domestic Zambian institutional capital for SMEs.

CONVERT CONVERSATIONS INTO DOCUMENTED FOLLOW-THROUGH

Translate summit interactions into logged introductions, follow-up meetings, diligence processes and partnership discussions, tracked through a published follow-up protocol.



Programme

10–11 MAY 2027 | Legacy Lodge, Lusaka, Zambia

DAY 1 MONDAY 10 MAY 2027 | THE OPPORTUNITY

TIME	SESSION	DETAILS
09:00-10:30	**Opening plenary**	Welcome by TBN Africa and host partners, keynote on Zambia's growing agenda and investment outlook, investor reaction panel, official launch of the 2027 Summit Deal Book.
11:00-12:30	**Plenary: The Capital Map**	Where capital is flowing to African SMEs, and where it is missing. Trends by geography, sector and stage, with a Zambian market snapshot.
12:30–14:00	**Lunch & Speed Matching**	Structured 8-minute meetings between investors, businesses and exhibitors who pre-selected each other at registration.
14:00–15:30	**Breakout Round 1 (3 parallel)**	• Beyond the Bank: New Tools for Financing African SMEs • The 2X Economy: Financing Africa's Women-Led Growth Businesses • Proof, Not Promises: Returns, Risk and Impact in Real African Deals.
16:00-17:15	**Breakout Round 2 (3 parallel)**	• From Bankable to Investable: What Actually Kills Deals in Due Diligence (clinic) • Beyond the Cheque: Capital + Capability + Contracts • The Domestic Turn: Unlocking Zambian Pensions, Insurers and Family Capital for SMEs.
17:30-19:00	**The Pipeline: Investment Showcase**	Ten pre-screened businesses pitch to a live investor panel (4-minute pitch + Q&A each), with the panel's closing verdict and the Investor Choice recognition.
19:30-21:30	**Summit Dinner & Awards**	Dinner keynote by an African entrepreneur who has scaled, Investor Choice, Women-Led Business to Watch and Ecosystem Champion recognition.

DAY 2 TUESDAY 11 MAY 2027 | THE DEALS

TIME	SESSION	DETAILS
09:00-09:45	**The Investor's Verdict (plenary)**	A fireside panel of investors reacts to the Showcase: what impressed, what kills deals, and what happens next.
09:45-11:15	**Deal Room Sprint + Ecosystem Assembly**	Pre-scheduled 20-minute investor-business meetings in the Deal Rooms, running in parallel with a working Ecosystem Assembly for ESOs, DFIs and government on SME pipeline coordination.
11:15-12:15	**Closing plenary: Commitments & Next Steps**	Report-out on meetings held and expressions of interest logged; the follow-up protocol: a look ahead to the next edition.
13:00-16:15	**Site visits to three TBN-program businesses**	Parallel afternoon visits to operating businesses in and around Lusaka, structured as field diligence: a founder-led tour, a deep-dive into unit economics and the capital ask, open Q&A, and a facilitated debrief back at the venue. Participation is capacity-limited and opt-in (see Section 7).

For delegates not joining the site visits, a parallel afternoon programme of investor office hours and a Deal Book review clinic ensures every delegate has a productive close to the submit.



Right People, Right Opportunities

Aligning Capital with Zambia's Growth Agenda

6 Who the Summit Is For

The Summit is designed to give each participant category to leave with something concrete. Entrepreneurs are the heroes of this event; capital is the guest.

Participant category	What they get
Investors & capital providers (impact funds, angels, VCs, family offices, DFIs, lenders)	A curated, **pre-screened** pipeline (the Deal Book, circulated in advance), **pre-scheduled** Deal Room meetings, co-investor and partner networks, market intelligence on a frontier growth market, and field access to operating businesses through the site visits.
Entrepreneurs & SMEs (growth-stage, investment-seeking)	Investment-readiness preparation and **bootcamp access**, a credible pitching platform, structured meetings with investors matched to their ticket size and sector, and exposure to corporate buyers and market partners as well as capital.
Ecosystem players (ESOS, accelerators, government, BSOs, development partners)	A working **Ecosystem Assembly** for pipeline coordination, visibility into TBN's enterprise-preparation model, and a convening point aligned with national SME and investment-agenda priorities.
Corporates & buyers (retailers, processors, off-takers, input suppliers)	Access to screened SMEs as **supply-chain and procurement partners**, participation in Deal Rooms as buyers, and a marketplace of growth businesses in their value chains.
Sponsors	A **defined inventory** (title, theme, session, site-visit, awards and Deal Book packages), structured access to a curated audience, and measurable association with documented deal-making outcomes. Partnership options can be discussed with the Secretariat on request.
Exhibitors & service providers	A **Marketplace** designed for structured interaction with a curated audience: demo slots, participation in the speed-matching round, and a listing in the Deal Book.
Partners & well-wishers	Clear **co-hosting and delivery roles** (tracks, assemblies, reciprocal promotion), and a "Friends of the Summit" pathway for the wider community to amplify the event and contribute mentors, judges and introductions.

7 The Programme

The programme follows a deliberate two-day arc. Day 1, "The Opportunity", builds shared market understanding and surfaces the deals; Day 2, "The Deals", converts interest into structured meetings, commitments and field diligence.

The session architecture summarised below is indicative; the full run-of-show **will be published with the confirmed programme in March 2027.**



The Deal Machinery

Aligning Capital with Zambia's Growth Agenda

What distinguishes this Summit is not its topics but its machinery; the systems that convert attendance into investable conversations and follow-through.

Enterprise curation: quality over volume

Enterprise participation is a curated investment-readiness process, not an open exhibition. Businesses apply and are screened against published criteria:

- A clear product or service with evidence of market demand.
- An operating business with measurable traction and a credible growth opportunity.
- A defined capital requirement within the business's indicative financing focus (US$25,000–500,000), subject to the needs of the enterprises selected, with a clear use of funds.
- Basic financial records and willingness to undergo investment-readiness review.
- Management capability and governance appropriate to the enterprise stage.
- Demonstrable economic, social or environmental impact aligned to the summit's purpose.

Selected businesses enter a presummit investment-readiness bootcamp (planned for February–April 2027) so that every pitching business arrives with a data room, a financial model and a rehearsed ask.

The Deal Book

A published book of one-page investment profiles for every screened business, distributed at registration and calculated to registered investors in advance of the summit. It is the summit's pipeline catalogue, what each business does, its traction, capital asks and its use of funds.



The Investment Showcase

Ten businesses pitch live to an investor panel on the evening of Day 1, with transparent selection criteria at least two years of trading revenue, a defined capital ask with clear use of proceeds, a complete Deal Book on site, bootcamp participation, a named-management team, and a clear impact narrative. The audience and panel vote for the Investor Choice recognition.



The Deal Rooms

Pre-scheduled 20-minute investor-business meetings, matched before the summit, and registered investor mandates ticket size, sector, geography, instrument, so that investors arrive with a meeting schedule already in hand. A simple matching system, with investor and business preferences collected at registration, builds digital links and is facilitated by the TBN team.



Site Visits

Each visit runs as a structured two-hour investor meeting on site. A founded-led tour of operations, a deep dive into the economics, and a back-to-back ask, open Q&A, and a facilitated debrief back at the venue. Participation is capacity-limited (15–25 delegates per group) and offered on an opt-in basis with priority to investors and early-registered delegates, a parallel programme runs for all others.





What the Summit Promises and What It Does

The Summit is built around a professional process: a screened pipeline, curated meetings, published materials and transparent follow-through. It does not promise investments. Introductions, expressions of interest, due diligence and closed deals are different things, and the summit's reporting will always keep them distinct.

8. From Conversation to Commitment

The summit is not the end of the engagement. A published follow-up protocol carries every introduction forward:

0 – 30 DAYS
CAPTURE AND CONNECT

Post summit report issued; all introductions confirmed; agreed next steps circulated; immediate follow-up meetings supported.

31 – 90 DAYS
PROGRESS AND DILIGENCE

Investor-enterprise conversations, diligence and partnership discussions tracked; stalled introductions reactivated.

91 – 180 DAYS
MEASURE AND LEARN

An outcome review documenting capital mobilised or under active consideration (where voluntarily reported), partnerships formed and enterprise progress.

Success will be measured by what participants do, not only by attendance. Working planning targets, to be finalised by the Summit Secretariat, include: curated investor-enterprise introductions and Deal Room meetings held against the published schedule; expressions of interest logged within 30 days; businesses entering formal due diligence within 90 days; and delegate and sponsor satisfaction measured by post-event survey. A post summit impact and deal flow report will be shared with all sponsors and delegates.

Participation and Partnerships



How to participate

Pathway	Audience	Process	Commercial detail
Apply for curation	Entrepreneurs & SMEs	Application → screening → readiness bootcamp → matching → Deal Room / Showcase	Application/attendance fee: to be confirmed in the registration schedule
Register investor mandate	Investors & capital providers	Register → submit mandate → receive curated pipeline → pre-scheduled meetings	Investor access arrangements: to be confirmed in the registration schedule (application-based)
Submit partnership EOI	Partners & sponsors	EOI → package selection → commercial discussion → agreement	Partnership options on request from the Secretariat
Book a Marketplace stand	Exhibitors & service providers	Booking → demo slot + speed-matching participation + Deal Book listing	On request from the Secretariat
Register to attend	General delegates	Registration → payment/ confirmation → programme access	Delegate fee: to be confirmed in the registration schedule

Key dates (Indicative)

Milestone	Date
Open call for business applications (pipeline)	November 2026
Early-bird delegate registration closes	31 January 2027
Investor registration and mandate submission closes	28 February 2027
Full programme announced	March 2027
Delegate registration closes	15 March 2027
Impact Investment Summit 2027	10–11 May 2027



Partnership pathways

Partners can support the summit at different levels of engagement, from strategic leadership (title and founding partners) through theme and session partnerships, ecosystem partnership, the site-visit sponsorship, awards and Deal Book sponsorship, to Marketplace exhibition. Speaking slots remain editorially earned: the program's credibility with investors depends on it, and partners are selected for relevance as well as support. Tier-specific pricing, deliverables and custom engagement options will be set out for interested partners; contact the Secretariat to discuss partnership options.

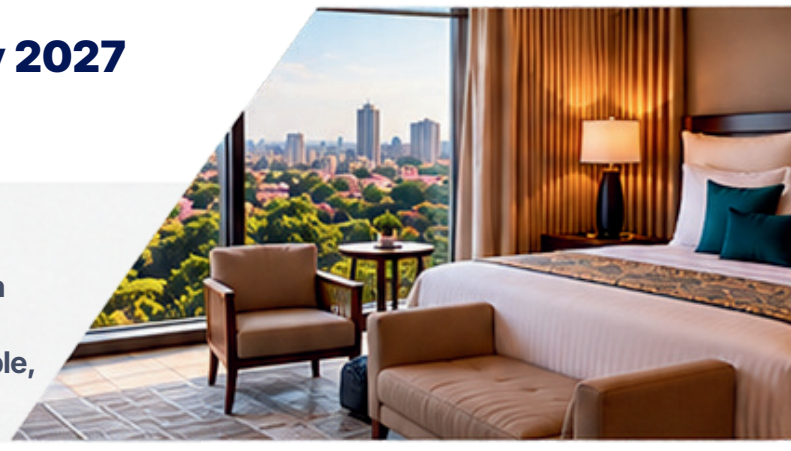


Logistics & Travel Information

Aligning Capital with Zambia's Growth Agenda

Venue
Legacy Lodge, Lusaka, Zambia

Date
10 – 11 May 2027



Accomodation

Delegates are responsible for accommodation unless otherwise stated in their invitation or partnership package. The Secretariat will circulate a recommended hotel/accommodation list, negotiated rates where available, booking guidance and transport information closer to the event.

Recommended Hotels (within easy reach of the summit venue)



Legacy Lodge (Venus) ★★★★★



Neelkanth Sarovar Premiere ★★★★★



Taj Pamodzi Lusaka ★★★★★



Radisson Blu Hotel Lusaka ★★★★★



InterContinental Lusaka ★★★★★

Visa & Entry Guidance

Visa requirements depend on nationality and travel circumstances. Zambia's Department of Immigration states that eligible travellers may use the e-Visa system and that some nationalities may enter visa-free or obtain visas on arrival. All travellers should verify the rules applicable to their nationality before booking travel. Passports generally need at least six months' validity from entry and three blank pages.

Official visa information:
https://www.zambiaimmigration.gov.zm/for-visitors/

Travel Facilitation

- Delegates requiring visas should begin the process early and retain their approval letter/receipt as required by Zambia Immigration.
- Visa fees, airline tickets, accommodation and personal travel costs are not assumed to be included in Summit participation fees unless expressly stated in an individual package.





11. Call to Action and Contacts

COME FOR THE CONVERSATION. STAY FOR THE CONNECTIONS. LEAVE WITH A PATHWAY TO ACTION.

If you deploy or enable capital in African SMEs, or you run one, reserve your place in the room. Entrepreneurs: submit your enterprise for consideration in the curated investment pipeline. Investors: register your mandate for Deal Room matching. Partners: contact the Secretariat to discuss partnership options. All **enquiries: summit@tbnetworkfrica.org**

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12. Notes and Sources

Superscript numbers in this concept note refer to the sources below. External figures are drawn from the cited sources, figures describing TBN Africa and the 2027 summit itself are organiser reported and labelled as such. Registration links for entrepreneurs, investors and delegates will be published with the registration schedule.

Zambia inflation (6.1% in September 2025, least since February 2018). https://tradingeconomics.com/zambalinflation-cpi

Bank of Zambia policy rate cut to 10.75% (October 2026). https://businessday.ng/alfica/article/zambia-cuts-interest-rate-to-10.75-as-inflation-eases/

IMF staff-level agreement on a new Extended Credit Facility for Zambia: GDP growth of 5.6% projected for 2026. https://www.imf.org/en/news/articles/2026/10/09/pr26331-zambia-new-ecf

Zambia growth targets 2027-2029 (average near 7%) and agriculture targets (10M tonnes maize, 3M tonnes soybeans, US$1bn beef export earnings). https://www.ecofragency.com/newe/2600-30022-zambia-targets-nearly-2-growth-as-economic-policy-shifts-to-expansion

Zambia MSMEs: 97% of companies, 88% of employment. IFC-estimated MSME financing gap of US$3.6bn (pre-COVID-19). newe/2600-30022-zambia-targets-nearly-2-growth-as-economic-policy-shifts-to-expansion

IMF Country Report 25/242: only ~10% of formal Zambian firms have a bank loan or credit line. https://www.imf.org/medialfiles/publications/cr/2025/english/1zmbea2025002-9075.pdf.pdf

AVCA 2025-African Private Capital Activity Report: US$5.1bn across 530 deals; Southern Africa US$1.8bn across 153 deals. https://www.avca-africa media/gigopbh2/avca25-16-apca-annual-report public_2_pdf

TBN Africa 3ME accelerator curriculum (the Scale for Success approach). https://tbnetworkafrica.org/sme-accelerator-curriculum

GIM State of the Market 2025: impact AUM compound annual growth of -21% over six years among 429 surveyed organisations. https://bengin.org/pubblicati/report/2025b1a-the-market-2025-trends-performance-and-allocations/

Lupya extends Series A to US$11.75 million. https://outhellicarines.com/lupya-extends-series-a-to-us-11-2b-million-deepen-finance-inclusion-in-zambal

BII commits US$65 million across Zambia and Zimbabwe (September 2026). https://www.lusakatimes.com/2026/09/29/bbi-commits-65-million-in-zambia-and-zimbabwe/

2X Challenge 2024: 27. US$20 billion target for investments in women. https://www.2xchallenge.org/press-news/2xchallenge-commits-20billion

TBN Africa impact and track-record figures (3,058 enterprises; 53% women-owned; US$23.7m capital accessed; 15,558 jobs). https://www.lusakatimes.com/2026/09/29/it-are-afrique-leadership/

TBN global: founded 2003; network of investors and entrepreneurs in emerging and frontier markets. https://www.tbnetworld.org/about/

4th TBN Africa impact Investment Summit (Nairobi, 2024) (e)partner report(s). https://tbnetworkafrica.org/evental

Lusaka Legacy Resort & Conference Centre (venue). https://usakalegacyresort.com/

Zambia Department of Immigration: visitor and e-Visa information. https://www.zambiamigration.gov.zm/for-visitors/

TBN Scale for Success entrepreneur accelerator. https://www.tbnacceleratorprogramme details/

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Thank You!