



Growth Gateway to host a Services Deal Room at AFSIC – Investing in Africa 2025

Growth Gateway, a UK government initiative driving sustainable trade and investment between the UK and developing countries, is championing inclusive and climate-resilient growth across Africa. Through its work to advance climate action, promote women's economic empowerment, and unlock access to finance for high-potential startups, Growth Gateway is strengthening investment ecosystems and catalysing transformative impact across the continent. At AFSIC – Investing in Africa 2025, Growth Gateway will spotlight its efforts to bridge Africa's dual fundraising gap through a 90-minute pitching session featuring innovative African businesses, as well as the launch of the *Growth Gateway Deal Book* produced in collaboration with African Investments Limited.



We spoke to Robin George, Team Lead at Growth Gateway, about Gateway's mission, their work supporting leading African startups and what attendees can expect from the Services Deal Room Pitch Room.

What key challenges does Growth Gateway address and what is your mission?

Growth Gateway drives both near-term deal flow and long-term holistic transformative economic impact by advancing climate action, creating resilient jobs, and promoting women's economic empowerment and creating jobs. We partner with governments, businesses, investors and other ecosystem players to shape supportive business policies and facilitate greater trade and investment flows between the UK and developing countries.

In Africa, our work aims to strengthen the investment ecosystem where startups, especially growth-stage and women-led, are not always able to receive the support they need, and investors frequently find it difficult to deploy funds. To bridge this dual fundraising gap, Growth Gateway provides tailored investment readiness support to startups to help them scale sustainably while also leading wider ecosystem efforts to unlock more capital, and improve deal flow on the continent

Growth Gateway is set to host a 90-minute pitching session at AFSIC – what can delegates attending expect from the session?

At the Services Deal Room delegates will interact with six high-potential African businesses in e-mobility, climate-smart agriculture, and green financial services. We will host an interactive session where these businesses will pitch directly to investors and respond to live questions. Each of these businesses is at the forefront of advancing climate action, strengthening supply chains, promoting financial inclusion, and facilitating market connections - driving real impact for their historically underserved beneficiaries namely, women, smallholder farmers, and the informal business sector.

What type of deals and investment opportunities can we expect to see in the Growth Gateway Deal Book that is being produced in collaboration with African Investments Limited?

You can expect to see over 15 exciting businesses spanning nine sectors at the forefront of advancing climate action, Services and Women's Economic empowerment in Africa. These businesses touch on the multiple themes AFSIC's wide audience of investors is interested in – from food systems, sustainability, technology, clean energy and critical minerals to list a few. The businesses have been selected to receive Growth Gateway support through a rigorous vetting process and have received tailored support to make them investment ready.

In a recent article released by the UK government on The UK's new Approach to Africa, it was mentioned that there is a need for increased awareness of some of the UK initiatives including Growth Gateway, a need to better coordinate and communicate the UK's offer, including through trade visits and business summits. In addition, responses suggested the UK could make more of its strong people-to-people links, including our African diaspora, to increase mutually beneficial growth opportunities. How does Growth Gateway believe AFSIC is supporting this need for increased awareness?

AFSIC is an excellent platform to directly showcase Growth Gateway's role and impact in driving more Trade & Investment into Africa. AFSIC offers hard-to-match networking opportunities to connect the continent's leading companies, some of which we support, with UK-based and global investors, accelerators and other ecosystem players. For the companies, AFSIC provides an excellent launchpad to engage some of the most exciting and innovative investors investing in Africa.

Additionally, AFSIC allows us to also generate greater publicity on the wider work we do with partner Governments and other ecosystem players in Africa to strengthen investment ecosystems. As such we are able to more broadly, showcase the UK's offering through policy development support, trade missions and other support which Growth Gateway has been key in driving in Africa.

About AFSIC – Investing in Africa:

AFSIC – Investing in Africa has become perhaps Africa's most important annual investment event. AFSIC is wholly focused on accelerating Africa's economic emergence by matching

investment opportunities in Africa transforming Africa's business, trade and investment environment, sustainably growing Africa's economy at a continental scale.

About African Investments Limited:

African Investments Limited, operates two multi award-winning digital platforms, the African Investments Dashboard (www.africaninvestments.ai), connecting global investors with curated, high-quality investment opportunities across Africa, and the Africa Business Opportunities Dashboard (www.businessopportunities.ai), which matches business, trade and investment opportunities across Africa covering all business objectives, products, sectors and countries in Africa.