

Frequently Asked Questions (FAQs)

Africa Trade Gateway (ATG) Platform



1. What is the Africa Trade Gateway (ATG)?

The Africa Trade Gateway (ATG) is a **digital trade ecosystem** developed by **Afreximbank** that connects African businesses to verified buyers, suppliers, financial institutions and trade support organizations across the continent.

It helps businesses **discover new markets, source products, access trade finance, make cross-border payments and grow their business across Africa.**

2. Why should my business join the Africa Trade Gateway?

The platform helps businesses:

- Find verified buyers and suppliers
- Expand into new African markets
- Access trade finance
- Conduct due diligence on trading partners
- Make secure cross-border payments
- Access market intelligence
- Participate in tenders and procurement opportunities floated globally

3. Who can join the platform?

The platform is open to:

- Importers
- Exporters
- Manufacturers
- SMEs
- Agribusinesses
- Traders
- Distributors
- Logistics companies
- Financial institutions
- Chambers of Commerce
- Trade Associations

4. Is the platform only for large companies?

No.

ATG is designed for businesses of all sizes, from SMEs to large corporates.

Whether you're exporting one container or hundreds, the platform can support your trade journey.

5. How does the platform help me find buyers?

Businesses can:

- Search for buyers
- Respond to Requests for Quotations (RFQs)
- Market their products
- Connect with verified businesses across Africa

The platform significantly reduces the time spent looking for genuine trading partners.

6. How do I know the buyers and suppliers are genuine?

ATG uses **MANSA**, Africa's due diligence repository.

Businesses undergo verification before becoming active on the platform.

This gives traders greater confidence when doing business with new partners.

7. What is MANSA?

MANSA is Afreximbank's digital customer due diligence platform.

It stores verified business information including:

- Company registration
- Ownership/ customer details
- Business Licences
- Business profile

This simplifies Know Your Customer (KYC) requirements and builds trust between trading partners.

8. What is ATEX?

ATEX is the marketplace within the Africa Trade Gateway.

It enables businesses to:

- Buy products
- Sell products
- Post Requests for Quotations (RFQs)
- Connect with suppliers
- Discover new opportunities

Think of it as Africa's trusted B2B marketplace.

9. Does UBA own the platform?

No.

The Africa Trade Gateway is developed and managed by **Afreximbank**.

UBA Kenya is a participating banking partner that supports customer onboarding and provides banking services linked to the platform.

10. What role does UBA Kenya play?

UBA Kenya helps customers:

- Register businesses on ATG
- Access Trade Finance Loans
- Obtain Letters of Credit
- Access Guarantees
- Facilitate PAPSS payments
- Navigate cross-border banking

11. What Trade Finance solutions are available through UBA?

UBA offers:

- Letters of Credit (LCs)
- Pre- Import Finance
- Export Finance
- Invoice Discounting
- Supply Chain Finance
- Bonds and Guarantees
- Working Capital Finance
- Trade Loans
- Post-import finance loans
- FX currency exchange
- Account opening (UBA Connect and Africash)

12. Can I access financing through the platform?

Yes.

Businesses can connect with participating financial institutions such as UBA Kenya to access trade finance solutions that support import and export transactions.

Approval remains subject to the Bank's normal credit assessment and requirements.

13. What is PAPSS?

The Pan-African Payment and Settlement System (PAPSS) enables businesses to make cross-border payments in African currencies.

Benefits include:

- Faster settlements
- Reduced transaction costs
- Lower foreign exchange conversion costs
- Easier payments across participating African countries

14. Can I trade outside Africa?

Yes.

Although the platform is designed primarily for intra-African trade, it also supports selected global trade opportunities through its ecosystem partners.

15. Which countries are on the platform?

The platform currently spans **35+ African countries**, bringing together:

- 100+ commercial banks
- 45+ trade associations
- 38,000+ verified business profiles
- 10,000+ active importers and exporters

16. What sectors are represented?

The platform supports businesses in:

- Agriculture
- Manufacturing
- Construction
- FMCG
- Mining

- Energy
- Logistics
- Pharmaceuticals
- Retail
- Automotive
- Food Processing
- Textiles

17. How much does it cost to join?

Registration options are available through the Africa Trade Gateway.

Customers interested in joining should contact their UBA Relationship Manager, who will guide them through the onboarding process and explain the applicable subscription options.

18. How do I register?

Registration is simple.

Your Relationship Manager will assist you with:

1. Creating an account
2. Completing business information
3. Profile activation
4. Training on how to use the platform through an assigned ATG team member

19. How long does onboarding take?

Depending on document availability and verification, onboarding typically takes **a few business days**.

20. What documents are required?

Generally:

- Certificate of Incorporation
- KRA PIN Certificate
- Business licences
- Directors' identification
- Company profile

Additional information may be requested during the verification process.

21. What opportunities are available for Kenyan businesses?

Kenyan businesses can access opportunities across priority trade corridors such as and not limited to:

- Nigeria
- Ghana
- Côte d'Ivoire
- Tanzania
- Uganda
- Zambia

High-potential sectors include:

- Coffee & Tea
- Agriculture
- Leather
- Manufacturing
- Construction
- Fertilizers
- Industrial equipment
- Food commodities

22. Why should I register through UBA Kenya?

By registering through UBA Kenya, customers benefit from:

- Dedicated Relationship Manager support
- Trade advisory services
- Access to Trade Finance
- Cross-border payment solutions
- Faster banking support
- Ongoing customer engagement and training

23. How can customers learn more?

Customers can:

- Speak to their UBA Relationship Manager
- Visit www.atg.africa
- Attend UBA Business Webinar Series sessions on trade
- Request a one-on-one ATG onboarding session through UBA Kenya