

Product Brochure







Who We Are

African Trade & Investment Development Insurance (ATIDI)

is an organisation that supports trade and investments by providing comprehensive risk solutions such as trade credit and political risk insurance.

We are leading innovators in Risk Mitigation and Financial Interventions to provide relevant made-for-Africa solutions for trade and investment with the aim of unlocking development in the continent.

We have Regional Presence

With a team of skilled professionals, we are able to give you an accurate picture of the risks from offices located strategically in the four regions of Africa.

We offer Unique and Flexible Solutions

Our unique insurance products are flexible. They can cover small to large exports, imports, investments and contracts on a short-to-medium or long term basis. We are also able to insure, co-insure and re-insure your transactions.

Who We Are

We bring a global network of strong financial partners

This network provides an international collection service, added reinsurance capacity, market intelligence and other benefits. Our partners are among the highest credit rated institutions in the world.

We help strengthen your bottom line

We are the highest credit rated insurer in Africa, rated A/Stable (S&P) A2/Stable (Moody's). This enhances the value of your policy with financial institutions and can help you access financing at better rates.

We ensure that your projects will be paid

We have a unique relationship with our member states. First, they are shareholders in ATIDI. And second, they have an elected representative, who sits on ATIDI's Board of Directors, giving us direct access to decision makers in government. This relationship provides a mutual benefit for our member states and for ATIDI's clients – adding another layer of security to ATIDI backed projects.

What We Do

Africa offers some of the largest trade & investment opportunities.


To successfully unlock these possibilities requires a keen understanding of the environment. This is where we come in.

You need us if you are planning to do any of these activities in Africa:

- Finance a transaction;
- Invest;
- Trade (exports and imports);
- Offer credit terms to your corporate clients.

These transactions can expose you to many risks, which we can cover. These risks include:

- You won't be paid because your client is bankrupt;
- You won't be paid and you won't even know why;
- The money your client deposited for you cannot be converted into the currency you need;
- The host government cancels your licence unjustly;
- The host government expropriates your investments;
- The guarantee you are given is called unfairly;
- Your goods are damaged during a politically-motivated incident.



**‘Taking the
worry out of
business risk.’**

Benefits

i. African Governments & Agencies

We assist member Governments to lower their cost of borrowing and to obtain loans with longer tenures using blended finances and credit enhancement.

ii. Lenders

These solutions allow you to lend more with the flexibility:

- You can insure your corporate loans against default;
- You can request your borrowers to take ATIDI cover for added protection;
- You can insure your cross-border transactions against political risks;
- You can take our insurance as a substitute for letters of credit confirmation;
- You can enhance your invoice discounting product by insuring the receivables.

Benefits

iii. Investors

You may be interested in an opportunity in an African country but the political risks make it difficult to convince your shareholders and bankers to agree. You can benefit from the strong relationships we have established with our member states, which gives us direct access to decision makers, and added security for the projects we cover.

iv. Manufacturers

We can assume your credit risk. This gives your suppliers comfort to extend credit terms to you.

v. Contractors

We can find solutions for some of the risks you face. These include non-payment or delayed payment and unfair cancellation of your contract during its term.

vi. Exporters or Importers

You face the challenge of being far from your buyer or seller and being exposed to payment problems. On the financing side, you may have to use expensive Letters of Credit to support your transactions. This ties up your working capital and forces you to trade on cash terms rather than on a more competitive credit basis. Trade credit insurance can help you to overcome some of these obstacles.

vii. Credit & Political Risk Insurers

You can expand your product line and capacity with ATIDI as a reinsurance partner. ATIDI offers both facultative and treaty reinsurance for trade credit and political risk insurance.



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Non-honoring of Sovereign or Sub-Sovereign Obligations

This insurance covers the public buyer/borrower's credit risk and unfair calling of bonds. This includes cover for non-honoring of sovereign or sub-sovereign guarantees. This insurance protects lenders, investors and suppliers against non-payment.

Political Risk/Investment Insurance

Pure Political/ Investment Risk policies cover specific perils, with political risk being defined as the risk of a loss arising from any actions or inactions of governments or a loss following political events outside the control of the contracting parties. Such policies may also include the default (non-payment) risk of the sovereign or other public entities. Political (investment) risk has different sub-risks, such as embargo, currency inconvertibility, unfair calling of bonds, breach of contract, arbitrary award default and expropriation that may materialize due to different events. ATIDI's insurance policy can combine several sub-risks and insured events, depending on the nature of the transaction, the needs of the client and the risk assessment of ATIDI.

Pricing

We price to the risk assessed in a particular country but we strive to keep our rates competitive and to consider your needs first. Our country risk assessment is based on a number of factors including political stability, exchange rate regulations and legislation governing areas such as expropriation.

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Credit Risk Insurance (CRI)

It insures commercial buyer credit risk. The following sub-products are offered under CRI:

- i. Lenders all risk - insures bank facilities including: loans (also bank-to-bank), letters of credit (LCs), invoice discounting and factoring, bonds and bank guarantees provided by a bank to SME / corporate clients or to another bank.
- ii. Bank master policy - covers a portfolio of small sized bank facilities including: loans, letters of credit (LCs), invoice discounting and bonds provided by a bank to corporate clients.
- iii. Single obligor (SO) - insures the risk of default by one specific buyer, often restricted on one specific transaction. Occasionally, this policy is also used to insure a selected number of buyers.
- iv. Whole turnover (WTO) - insures sales made by a corporate (in exceptional cases also a bank) to a portfolio of clients against losses arising from credit risks. Since a portfolio of clients is insured several parties are involved (one supplier and multiple buyers) and several transactions.

Key Features

ATIDI offers flexible and competitive costs to meet your needs. We base our costs on factors such as the payment history of your buyer/debtor.

	Whole Turnover	Single Obligor
Credit terms (tenor)	Up to one year	Average 1-12 years
Price range	0.4 - 1.5% of turnover	1.8 - 5.0% of exposure
Minimum size of the risk insurable	No minimum**	No minimum**

* We can combine our products to find a flexible solution that covers the risks you are most concerned about

** Subject to Minimum Pricing

*** Some restrictions apply

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Counter Guarantees

This product protects employers, which include government agencies and contracting companies, to ensure that contracts are completed according to mutually agreed terms. ATIDI's role is to support issuers (banks and insurance companies) with counter guarantees, in the event that guarantee is called and the contractor is unable to perform or reimburse the issuer.

Current Offerings

- Advance Payment Bonds;
- Bid Bonds;
- Customs and Warehousing Bonds;
- Performance Bonds;
- Retention and Maintenance Bonds.

Regional Liquidity Support Facility (RLSF)

RLSF provides liquidity to Independent Power Producers (IPPs) by covering the delayed payment risks of their off-taker (frequently a state owned entity). ATIDI partnered with the KfW Development Bank on behalf of the Federal Republic of Germany and the Norwegian Agency for Development Cooperation (Norad) to launch the Regional Liquidity Support Facility (RLSF), that was created to help tackle climate change by supporting renewable energy projects in ATIDI's member states.

RLSF supports small and mid-scale renewable energy projects with an installed capacity of up to 100 MW by protecting the developers against the risk of delayed payments from public off-takers to ensure more projects reach financial close by providing guarantees directly to IPPs. These guarantees will cover up to twelve (12) months worth of revenue for the IPP and allows IPPs to continue to benefit from ATIDI's positive credit rating of A/Stable and A2/Stable (S&P & Moody's, respectively).

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The Transparency Tool

This is an online platform that collects, tracks and provides information on how national utilities make payments to operational IPPs. The Tool matches the invoices issued by IPPs with payments received and produces reports that enable IPPs to compare their payment experience with that of other IPPs, to see how the payment behaviour evolves over time with different levels of granularity, and to compare the track record of different state owned offtakers in the region.

The Transparency Tool is part of the RLSF project.

PoRSA SME Programme

ATIDI, in collaboration with the African Union and the German Development Bank (KfW), has launched the PoRSA SME Program — a tailored solution to unlock the potential of African Small and Medium Enterprises (SMEs) trading locally and engaged in African cross-border trade in support of the AfCFTA initiative.

What is the PoRSA SME Program?

PoRSA entails SME Risk-Sharing partnership with local Financial Institutions (FIs) so as to mitigate risks and enhance access to finance for small and medium-sized enterprises across different sectors with special focus on those sector that had previously been marginalized such as the women-owned businesses, agricultural sector and cross border trade.

ATIDI provides credit risk insurance covers to lenders / FIs, encouraging them to lend to SMEs, thus empowering SMEs to grow, innovate and engage confidently in local and intra-African trade.

Key Features:

- **Risk Mitigation:** ATIDI provides partial credit insurance covers to de-risk SME lending portfolios.
- **Focus on Inclusivity:** Special emphasis on women and agricultural sectors.
- **AfCFTA aligned:** Promotes the objectives of the AfCFTA by enhancing SME competitiveness.
- **Public-Private Collaboration:** Leverages resources from governments, DFIs and private sector partnerships.

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Who Can Benefit?

- African SMEs active in trade-related sectors and cross border trade under the AfCFTA initiative.
- Financial institutions seeking risk-sharing mechanisms to expand SME lending.

Impact Goals:

- Unlock SME access to trade finance.
- Capacity Building particularly for SMEs and Partner Financial Institutions (PFIs), focusing on areas such as portfolio and ESG reporting, awareness creation on the benefits of AfCFTA.
- Support job creation and retention.
- Drive inclusive and sustainable economic development.

PoRSA Academy

The PoRSA Academy is a capacity-building initiative under the PoRSA SME Program that provides specialized training and knowledge-sharing opportunities for professionals from financial institutions, government and international organizations. Its goal is to enhance understanding of credit risk, risk mitigation tools, and SME financing strategies. By equipping participants with practical skills and insights, the Academy fosters stronger partnerships and improves the ability of institutions to assess and manage risks, ultimately supporting greater financial inclusion and SME growth across Africa.

How it Works

- Collaboration and partnership with financial and academic institutions to ensure relevant, high-quality content.
- Capacity building through training targeting both technical and strategic areas of SME financing and risk mitigation.
- Knowledge sharing and workshops to exchange best practices, case studies, and regional experiences.
- Needs assessment and curriculum development to align training modules with market gaps and institutional priorities.
- Training delivery and evaluation to ensure continuous improvement and measurable impact on participants and their institutions.

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Who Benefits

Staff from financial institutions, SMEs, government institutions, and international organizations.

Objectives of the PoRSA Academy include

- Enhance risk assessment skills to improve credit decision-making and portfolio management.
- Foster collaboration and knowledge sharing among key stakeholders across sectors.
- Promote harmonized risk frameworks that align with international best practices and support cross-border trade under the AfCFTA.
- Strengthening institutional capacity to develop and implement SME-focused financial solutions.
- Supporting the development of innovative, risk-mitigated lending models tailored to local market realities.
- Building a network of finance professionals committed to sustainable SME growth and regional integration in Africa.



Guidelines

Socially Responsible

We follow a simple philosophy in our business practices – *“anything we produce should add value to the community we live in.”*

As a member of the global community, we follow international environmental best practices on every project we underwrite. Our policies ensure that our projects do not cause harm to people or the environment. They also screen and exclude any project using child labour, supporting money laundering or corrupt practices.

For a copy of our policy wordings, which lists all our exclusions, contact us.

Main Terms

We Offer:

- Policy periods of up to 10 years (including pre-shipment periods of up to 12 months). 15 years possible for unique project finance and energy projects;
- No minimum transaction size but the minimum premium is USD10,000;
- Premium is calculated based on the creditworthiness of the risk.

We can support any size of transaction provided the risk is acceptable.

Policy Indemnity

	Political Risk	Commercial Risk
Sovereign	up to 95% (incl. non-payment)	
Public	up to 95%	up to 95%
Private	up to 95%	up to 85%

Guidelines

Eligibility

For Political Risk Insurance or Re-Insurance:

The investment/project must be located in at least one of our African member states (visit our [website](#) for a current list of our member states).

For Credit Insurance Involving Trade Transactions:

- Either the seller or buyer must be located in one of our African member states.
- Whole Turnover: The seller must be from one of our African member states.

For Trade Credit Insurance Involving Financial Transactions:

- The risk must be located in one of our African member states (for international and domestic trade).

Application

The first step is to submit an insurance by filling an inquiry form, which is available on our [website](#) or by sending us an email. Once the enquiry is approved, we will issue a Non-Binding Indication (NBI). If the terms and conditions quoted on the NBI are acceptable to you, we will ask to receive an application for insurance which we will review together with other documents, including an Environmental Information Note (EIN), where applicable.

Once we receive all relevant documents, we strive to underwrite deals and issue policies promptly.

To submit an enquiry email: enq@atidi.africa



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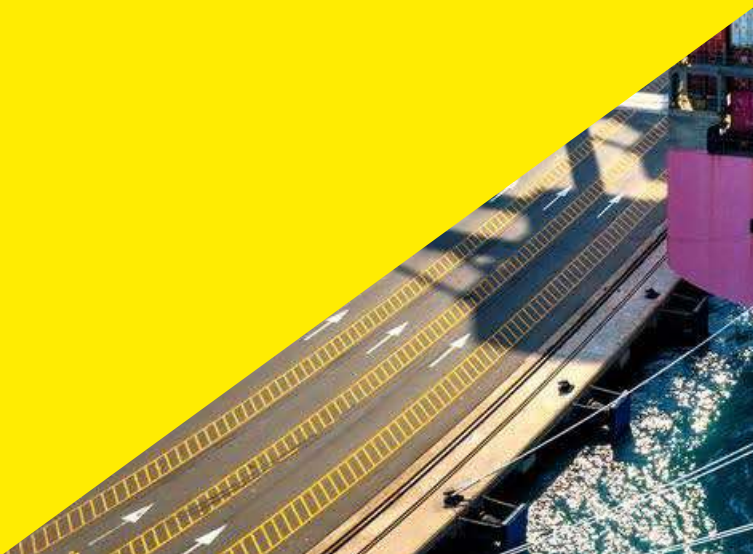
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Corporate Snapshot





Company Profile

Vision Statement:

To be the premier Pan-African risk mitigation institution that aids the transformation of Africa into a prime destination for trade and investment.

Mission Statement:

To turn African Risk into opportunity – as we Re-think Risk – by providing innovative insurance and financial products, in partnership with the private and public sectors.

Corporate Values:

We strive to carry out our business with creativity, unity of purpose, diligence and efficiency, stakeholder first combined with integrity, transparency and accountability.

Mandate:

To facilitate, encourage and develop the provision of, or the support for insurance, including coinsurance and reinsurance, guarantees and other financial instruments and services for the purposes of promoting trade, investment and other productive activities in Africa in supplement to those which may be offered by the private sector, or in cooperation with the private sector.

Our Commitment:

Developmental, Transformational, Robust and Reliable (DTR²).



About ATIDI

What we do

- Provide Political (Investment) Risk Insurance to lenders and investors
- Provide (Trade) Credit Insurance and Surety Bonds to commercial bank lenders and private sector traders of goods and services
- Facilitate partnerships between African countries, lenders, investors, traders and insurers

One of Africa's Most Robust Financial Institutions

- Highest Rated Insurer in Africa. Rated A/Stable (S&P) & A3/Positive (Moody's)

ATIDI can insure the full spectrum of debt or equity investments across Africa

- ATIDI insures political risks, investment risks, commercial risks and performance risks with for investors, lenders and traders

Africa is in ATIDI's DNA

- Members include AU member states, non-African states, private corporations, regional and international institutions. With offices in 6 countries, ATIDI has been guaranteeing cross-border trade and investments since 2001

Focused on Development Impact in ATIDI

- Member States and on ATIDI's commercial success. ATIDI's current exposure is USD9.8 billion

Key People

Chief Executive Officer

Manuel Moses

Chief Underwriting Officer

Benjamin Mugisha

Chief Financial Officer

Gladys Karuri

General Counsel & Corporate Secretary

Linda Bwakira

Chief Risk Officer

Dr. Anthony Ehimare

Partners

We work with a global network of reinsurance partners enabling us to cover small and large projects. To ensure a credit-worthy panel, all reinsurers that ATIDI partners with must have a minimum “A minus” rating from a reputable rating agency (S&P/Moody’s/Fitch/AM Best) and to be compliant with current international regulatory frameworks.

Our Insurance Brokers’ Program plays a key role in our expansion strategy. These partnerships provide additional distribution networks that give clients better access to our products. To find out more and to apply visit <https://www.atidi.africa/about-us/opportunities/broker-information/>

Shareholders

We are owned by African member countries and a range of regional institutions and private and public institutions.

Membership is open to all African Union member states, non-African states, private corporations, regional and international institutions. To learn about the benefits of membership visit <https://www.atidi.africa/investor-relations/>

Milestones

2001 The World Bank granted to ATIDI a development credit to finance operational costs. Launch of ATIDI in Uganda with seven East & Southern African member countries

2002 The European Union worked with COMESA and committed to provide a grant to finance startup costs. Headquarters open in Nairobi, Kenya

2006 New product launched, non-payment insurance of private and public obligors

2007 Capital restructuring is complete. ATIDI is able to pool the resources of its member countries expanding the capital base

2008 First Assessment by S&P (A Long-Term Stable)

2009 African Development Bank is granted observer status on the ATIDI Board of Directors.

2013 Benin became the first West African country to join ATIDI, and the organization finalized the African Development Bank’s equity investment of USD15 million

2016 For the first time in ATIDI’s history, the organization’s share capital crossed the USD200 million mark, with profitability increasing by 36%. These milestones reflect demand and relevance to help member states achieve their respective national objectives

2019 ATIDI obtains an A3/Stable rating from Moody’s

2021 ATIDI celebrates 20-year anniversary with 20-member states and a record Gross Exposure of USD6.3 billion

2023 ATI rebrands to ATIDI (legal name remains, African Trade Insurance Agency)

ATIDI Coverage in Africa

- | | | | |
|-----|------------------------------|-----|-------------|
| 1. | Angola | 13. | Malawi |
| 2. | Benin | 14. | Mali |
| 3. | Burkina Faso | 15. | Niger |
| 4. | Burundi | 16. | Nigeria |
| 5. | Cameroon | 17. | Rwanda |
| 6. | Chad | 18. | Senegal |
| 7. | Côte d'Ivoire | 19. | South Sudan |
| 8. | Democratic Republic of Congo | 20. | Tanzania |
| 9. | Ethiopia | 21. | Togo |
| 10. | Ghana | 22. | Uganda |
| 11. | Kenya | 23. | Zambia |
| 12. | Madagascar | 24. | Zimbabwe |



Our Products

Our unique insurance products are flexible. They can cover small to large exports, imports, investments and contracts on a short-to-medium- or long-term basis. We are also able to insure, co-insure and re-insure your transactions.



Political Risk Insurance

Protects against any unfair action or inaction by a government that would negatively affect business or investments



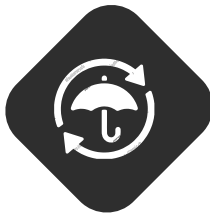
Trade Credit Insurance

Non-payment or delayed payment to a supplier of goods or services by a public or private buyer or bank borrower



Surety Bonds

Bid, Advance payment, Performance, Customs & Warehousing



Reinsurance

ATIDI partners with local and international insurance companies supporting business in any of our African member countries.



Off-taker Guarantees for Renewable Energy Projects

Insures against the non-honouring of sovereign obligations from a public utility



As your strategic African partner, we will help you identify and cover the suitable risks so you can focus on growing your projects and investments. For more information, visit <https://www.atidi.africa/our-solutions/>

Project Samples



Burundi - Brarudi

BRARUDI SA brewery contributes 6% of Burundi's GNP and is the first contributor of its kind in terms of taxes and duties. The company has about 700 direct employees and creates more than 50,000 indirect jobs under its 2 production sites in Bujumbura and Gitega. In 2004, ATIDI in partnership with Lloyd's of London syndicates provided USD10 million in insurance policy cover to the then PTA Bank to support the essential modernization of Brarudi.



Ethiopia- Ethiopian Airlines

Ethiopian Airlines is Africa's leading carrier, unrivalled on the continent for efficiency and operational success and turning profits for almost all the years of its existence. It currently serves 100 international and 21 domestic destinations. In 2017, ATIDI backed a USD159 million loan from the African Development Bank to fund Ethiopian Airlines' fleet expansion with the purchase of an Airbus A350-900 jet. The airline's aggressive expansion strategy includes doubling its fleet and increasing revenue to USD10 billion in the next decade.



Kenya – Kipeto wind farm

Kipeto wind farm, Kenya's second largest wind farm with a generation capacity of 100MW, is a critical component of the country's energy mix. The energy generated from the Kipeto wind farm is sold exclusively to the national off-taker, Kenya Power and Lighting Company (KPLC). The USD233 million was financed by the-then Overseas Private Investment Corporation (now the U.S. International Development Finance Corporation - DFC). ATIDI enabled this transformational project by providing a 10-year standby revolving and on-demand insurance cover to it against the risk of payment delays by the national off-taker.



Angola – BITA water Project

ATIDI issued insurance support for Angola's World Bank guaranteed Water Supply Project (The BITA Water Project). The BITA project will develop water supply infrastructure to supply urban and peri-urban belts of Luanda to ease the current supply problems and meet the increasing demand to serve 2 million people and is expected to have overall positive environmental and social impacts by improving the health and environmental conditions of the beneficiaries. The project, valued at USD1.09 billion, is a 15-year syndicated loan financed through a combination of private commercial banks.



Côte d'Ivoire - Sustainable Bond Framework

The Republic of Côte d'Ivoire has developed the CDI Sustainable Bond Framework under which it intends to issue green, social and sustainable bonds and loans, and use the proceeds to finance and refinance in whole or in part existing and future projects and programs that are expected to contribute to the sustainable development of the country as envisioned in the Plan National de Développement 2021-2025. The loan is for 7 years + 2 years grace period split into two tranches (EUR 320m & EUR 150m) to the Ministry of Economy and Finance.



Tanzania – Supporting critical development infrastructure

ATIDI insured EUR300 million loan facility issued by Deutsche Bank AG to the Government of Tanzania. The facility will finance several infrastructure projects included in Tanzania's 2022/2023 budget and aligned with the country's National Development Vision 2025. It will notably allow to erect 50,000 concrete poles across the national electricity transmission system, repair and build ships to increase the cargo capacity on waterways, restore and construct roads and bridges and put up blocks of a zonal referral hospital projected to serve up to 1,000 patients per day.



Togo- Debt re-profiling

Working with the IMF and the Government of Togo, ATIDI supported the re-profiling of the country's domestic debt with cheaper financing from international financiers. Leveraging ATIDI's 'A' rated guarantee, Japan's MUFG bank, structured financing for Togo and attracted Asian and European institutional investors to raise 103.6 million euros with a 12-year tenor at an interest rate of 4.6% p.a. Shortly thereafter, ATIDI backed Togo's second debt re-profiling initiative of 150 million euros, partnering with Société Générale S.A. on a 10-year deal at an overall cost of around 4.5% p.a. The two transactions enabled the Togolese Government to raise 250 million euros with final maturities of at least 10 years, and rates of between 4.5 % p.a. and 4.75% p.a.; making it possible to prepay domestic short-term commercial debts bearing interest rates of between 6.75% p.a. and 7.6% p.a.



Benin – ESG Loan

The deal involved securing a financing structure of Euro 350 million for Benin's Ministry of Finance. The Facility aims at financing a range of programs to achieve Benin's Sustainable Development Goals (SDGs) as set by the United Nations' 2030 Agenda. Examples include: (i) improved access to potable water at local levels; (ii) Irrigation, infrastructure and sustainable agricultural practises; (iii) Improved access to medical facilities, (iv) Upgrade and broadening of educational facilities; (v) Sustainable power generation (solar, wind) and sustainable off grid power for remote communities. By supporting Benin's SDG financing, we contributed to the social development and progress of the country which aligns perfectly with our mission and reinforces our commitment to the mandate of ATIDI.

Contact us

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