THE DIALOGUE
KENYA EDITION
BY FRANCOPHONE AFRICA BUSINESS SUMMIT

CONNECTING MARKETS.
CREATING OPPORTUNITIES.
BUILDING PARTNERSHIPS.

The Dialogue by FABS

Kenya Edition

Bridging Markets,
Building Partnerships

DATE
25 November 2026

VENUE
JW Marriott Hotel, Nairobi

An invitation-only gathering, organised by the Francophone Africa Business Summit (FABS), bringing together business leaders, investors and institutions from Kenya and Francophone Africa to explore opportunities for cross-border trade, investment and commercial partnerships.



POWERED BY EPENA LAW

ABOUT FABS

The Francophone Africa Business Summit (FABS), an initiative of Epena Law, was established to facilitate trade, investment and business partnerships between Anglophone and Francophone Africa.

FABS brings together businesses, investors, financial institutions, public-sector representatives and other decision-makers to explore commercial opportunities, share practical insights and build relationships that support cross-border growth. It also helps businesses better understand Francophone African markets and their legal and regulatory environments.



PREVIOUS EDITIONS



FABS LAGOS 2024 29 February 2024

Investing in Francophone Africa: Playbook and Opportunities

250+ PARTICIPANTS **50+** SPEAKERS **10+** COUNTRIES

The inaugural edition brought together more than 250 participants and over 50 speakers from more than 10 countries. Former Nigerian President Olusegun Obasanjo delivered the keynote address.



FABS LAGOS 2025 18 to 19 February 2025

Amplifying Growth in Africa: From Momentum to Scale

300+ PARTICIPANTS **50+** SPEAKERS **10+** COUNTRIES

The second edition welcomed more than 300 participants and over 50 speakers from more than 10 countries, continuing the conversation on Africa's commercial opportunities and the partnerships needed to unlock sustainable growth.

SOME OF OUR PAST PARTICIPANTS & PARTNERS





THE DIALOGUE BY FABS

Kenya Edition:
Bridging Markets, Building Partnerships

Building on the experience of the Lagos editions, The Dialogue by FABS introduces a more focused format. Each edition is designed to address the commercial opportunities and challenges connecting specific markets, bringing together people who can turn discussions into business relationships and practical outcomes.

WHY KENYA?

Kenya is an important commercial and financial hub in East Africa, with established strengths in financial services, technology, investment and regional trade. Nairobi offers a strategic meeting point for businesses looking to expand across African markets.

Despite these opportunities, commercial ties between Kenya and Francophone Africa remain relatively underdeveloped. Businesses may face gaps in market knowledge, uncertainty around legal and regulatory requirements, and difficulty identifying reliable local partners.

The Kenya edition of The Dialogue by FABS seeks to help bridge this gap by bringing together business leaders and institutions from both regions to identify synergies, exchange experience and explore practical opportunities for cross-border trade, investment and collaboration.

PANEL THEMES

01

FINANCIAL SERVICES AND FINTECH

Untapped Opportunities: Leveraging Innovation to Enhance Africa's Cross-Border Trade and Finance

02

AGRIBUSINESS, FMCG AND DISTRIBUTION

From Production to Markets: Building and Scaling African Value Chains

03

CLEAN ENERGY AND ENERGY FINANCE

Powering Africa's Growth: Linking Finance and Technology to Fuel Africa's Energy Ambitions

PROGRAMME

DATE
Wednesday, 25 November 2026

VENUE
JW Marriott Hotel, Nairobi

8:00 am
to 10:00 am

MORNING SESSION

Business Women Breakfast

Women Building Across Borders

A curated gathering of women leaders in business, finance, investment and other sectors to exchange experiences and explore opportunities for cross-border business. The discussion will address issues including access to capital, decision-making networks, market expansion and the partnerships needed to grow across African markets.

11:00 am
to 3:00 pm

MIDDAY ACTIVITY

Optional site visit

An opportunity for interested participants to visit a selected business, institution or project in Kenya and gain first-hand insight into the local business environment.

Further details to be communicated.

3:30 pm
to 4:00 pm

ARRIVAL

Registration

Arrival and registration of participants for the afternoon session.

4:00 pm
to 6:30 pm

AFTERNOON SESSION

The Dialogue by FABS

Welcome and opening remarks followed by three panel sessions. The full programme is on the next page.

6:30 pm
onwards

EVENING NETWORKING

Networking drinks

Participants are invited to continue the conversations, connect with fellow business leaders and explore potential commercial partnerships over drinks at the event venue.

Programme, speakers and timings are indicative and may be updated.

THE DIALOGUE BY FABS: PROGRAMME

SPEAKERS Speakers to be communicated soon.

3:30 pm
to 4:00 pm

ARRIVAL

Registration

4:00 pm
to 4:15 pm

OPENING

Welcome and Opening Remarks

Welcome and introduction to the Kenya edition, its objectives and the opportunities for stronger commercial ties between Kenya and Francophone Africa.

4:15 pm
to 5:00 pm

PANEL 01

Untapped Opportunities: Leveraging Innovation to Enhance Africa's Cross-Border Trade and Finance

Financial services and fintech

Exploring opportunities in cross-border payments, foreign exchange, SME financing and digital trade finance, including how Kenyan financial institutions and fintech companies can collaborate with partners in Francophone Africa.

5:00 pm
to 5:45 pm

PANEL 02

From Production to Markets: Building and Scaling African Value Chains

Agribusiness, manufacturing, FMCG and distribution

Examining opportunities across Africa's agricultural and consumer goods value chains, from production and processing to manufacturing and distribution. The discussion will explore how businesses can strengthen supply chains, develop regional distribution networks, access new markets and build partnerships that support the movement of African products across borders.

5:45 pm
to 6:30 pm

PANEL 03

Powering Africa's Growth: Linking Finance and Technology to Fuel Africa's Energy Ambitions

Clean energy, energy finance and technology

Exploring how finance and technology can accelerate investment in Africa's clean energy sector, from renewable energy projects and distributed energy solutions to the financing models and regional partnerships needed to scale them. The discussion will consider how businesses, investors and financial institutions can work together to expand access to clean energy across African markets.

6:30 pm
onwards

EVENING NETWORKING

Networking drinks

Programme, speakers and timings are indicative and may be updated.

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BUILDING PARTNERSHIPS BEYOND THE EVENT

The Dialogue by FABS aims to help participants identify potential partners, investors, distributors and clients; gain practical insights into market entry; and develop relationships that can support concrete cross-border commercial opportunities.

THE DIALOGUE BY FABS

Kenya Edition: Bridging Markets, Building Partnerships

25 November 2026 | JW Marriott Hotel, Nairobi

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We look forward to welcoming you to Nairobi.

