AFRICARENA
THE AFRICAN TECH ECOSYSTEM ACCELERATOR

GUEST GUIDE

Scale Summit 2026

Where Africa's scale-ups meet global capital

30 November 2026 | Stellenbosch

Scale Roadshow | Stop 1 of 4



15
vetted scale-ups

50+
buyers and partners

100
guests maximum

40%
international audience

WELCOME

Africa is becoming a corporate growth and acquisition market

In 2024 and 2025 the African tech ecosystem delivered real exits at scale. The Scale Summit brings corporate-ready African scale-ups together with the corporates, investors and acquirers who can take them to their next stage: growth rounds, secondaries, partnerships and exits. It is the season opener of the AfricArena Scale Roadshow and the dealflow core of the Grand Summit week.

Growth

Africa remains one of the few large regions where demographics and market expansion still point upward.

Scale-ups

More companies now have revenue, teams and multi-market operations.

Corporate deals

Major exits and strategic partnerships are increasingly corporate-led.

First movers

Global corporates that move early get privileged market access.



OUR TRACK RECORD SINCE 2017

15K	$1B	320+	1M+	50K+
attendees	raised by alumni	investors in network	social impressions	community followers



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THE EVENT AT A GLANCE

Small room. High relevance.

Every participant is selected for deal potential.

ROOM DESIGN

- 15 scale-ups
- 50+ buyers and partners
- 100 people maximum
- Invite-only, 40%+ international

MORNING

- Corporate buyer briefing
- 15 scale-up showcase
- Decision-maker perspective
- Commercial readiness lens

AFTERNOON

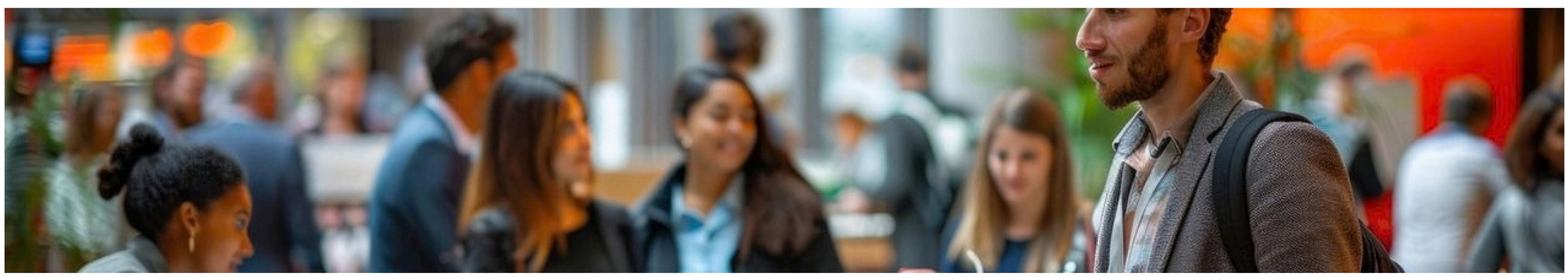
- Pre-matched deal room
- 20-minute 1:1 meetings
- Investor and acquirer view
- Follow-up priorities

EVENING

- Curated dinner
- Private networking
- Partner conversations
- Relationship building

PART OF THE GRAND SUMMIT WEEK

27 to 29 Nov	28 to 30 Nov	30 Nov	1 Dec	2 Dec
Venture Unconference	**Founders Venture Retreat**	**Scale Summit**	**Networking (Wired Connect)**	**Rise Summit**
Arabella, Hermanus	Cape Town	Stellenbosch	Cape Town	Cape Town



PROGRAMME

The Scale Summit Cape Town 2026 Tour

SUNDAY 29 NOVEMBER | WELCOME EVENING

15:00	Arrival and check-in	ARRIVAL
17:30	Networking drinks	RECEPTION
19:00	Gala dinner	DINNER

MONDAY 30 NOVEMBER | SUMMIT DAY

08:00	Breakfast and LP-only closed briefing	OPENING
09:00	Opening from sponsors	KEYNOTE
09:10	Opening Keynote: The State of Exits and Secondaries in Africa	KEYNOTE
09:25	Scale-ups showcase: 8 scale-ups, 3 minutes each	SHOWCASE
09:55	Keynote: Africa's exit decade	KEYNOTE
10:15	The GP view: managing exits, secondaries and fund liquidity in Africa	PANEL
10:45	Scale-ups showcase: 7 scale-ups, 3 minutes each	SHOWCASE
11:20	Founder secondaries: Early liquidity, ESOP and pre-exit mechanics	PANEL
12:00	Lunch and deal room 1:1s (20-minute pre-scheduled slots)	NETWORK
13:45	The acquirer view: trade sales, PE buyouts and what buyers actually want	PANEL
14:15	The corporate view: what decision makers in corporate really want	PANEL
14:45	Deal room 1:1s and networking	DEALROOM
16:00	End	

WHO IS IN THE ROOM

Curated, screened and invite-only

THE SCALE-UPS

15

Series A and B African tech companies

- Minimum US$1M revenue or US$3M raised
- Team of 10+ with proven delivery capability
- Operating in 2+ African markets
- Actively seeking corporate partnerships or commercial contracts
- Vetted and pre-briefed by the AfricArena team

THE BUYERS AND PARTNERS

50+

Corporates and investors seeking African tech

Multinationals

African expansion via partnership or acquisition

Corporate venture arms

Strategic investment in African markets

PE and growth equity

Mid-market Africa deployment

DFIs and development banks

Deal sourcing mandates

Family offices

HNW investors with Africa conviction





THE SCALE ROADSHOW

One tour. Four showcases. Twelve months of dealflow.

The Scale Summit is the opening stop of the AfricArena Scale Roadshow, a four-city tour that takes the same curated showcase to Africa's key growth markets and its diaspora gateway. The relationships you start in Stellenbosch continue in Abidjan, Paris and Nairobi.



STOP 1 · YOU ARE HERE

Cape Town

30 November 2026 · Stellenbosch

The Scale Summit. Season opener, linked to AfricArena Grand Summit week. Southern Africa dealflow.



STOP 2

Abidjan

April 19-23 2027

Francophone West Africa hub. Growing Series A ecosystem and DFI-backed deal flow.



STOP 3

Paris

16-19 June 2027

Diaspora and North Africa gateway. All of Francophone Africa in one room, plus the French LP network.



STOP 4

Nairobi

September 2027 (TBC)

East Africa tech capital. The most mature Series B market on the continent.

SAME FORMAT AT EVERY STOP

15
vetted scale-ups

50+
buyers and partners

1:1
pre-matched deal room

100
guests maximum

THE DEAL ROOM

Make every 20 minutes count



1

BEFORE

Share your criteria

Tell us your sectors, stages, ticket sizes and markets by 13 November so we can pre-match you.

2

BEFORE

Read your briefing

Receive startup briefing documents and your personal 1:1 schedule ahead of the summit.

3

ON THE DAY

Meet in 20-minute slots

Pre-scheduled 1:1s run during the 11:00 break and over lunch. Hosts keep every meeting on time.

4

AFTER

Follow up on Wired

Continue conversations, view pitch decks and recordings on the AfricArena Wired investor portal.

AfricArena Wired investor portal

Key information, pitch decks and past pitch sessions from AfricArena Tour founders in one place, with direct founder access all year.



PRACTICAL INFORMATION

Welcome to Stellenbosch

Venue	Stellenbosch, Cape Winelands. Exact venue and address shared with confirmed guests.
Getting there	About 40 minutes by road from Cape Town International Airport and under an hour from the city centre. Shuttles from Cape Town and the Venture Unconference can be arranged on request.
Dress code	Business smart for the summit day. Smart evening wear for the gala dinner.
Registration	Invite-only. Bring your confirmation email and ID. Badges are required for the deal room.
Deal room	Your 1:1 schedule and briefing documents arrive by email and on AfricArena Wired before the summit.
Weather	Early summer in the Winelands: warm days, cooler evenings. Pack a light layer.

JOIN THE FULL ROADSHOW

The Scale Summit is the first stop of the AfricArena Scale Roadshow: Cape Town (30 Nov 2026), Abidjan (Mar 2027), Paris (Jun 2027) and Nairobi (Sep 2027). Ask us about annual Roadshow membership.

CONTACT THE TEAM

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