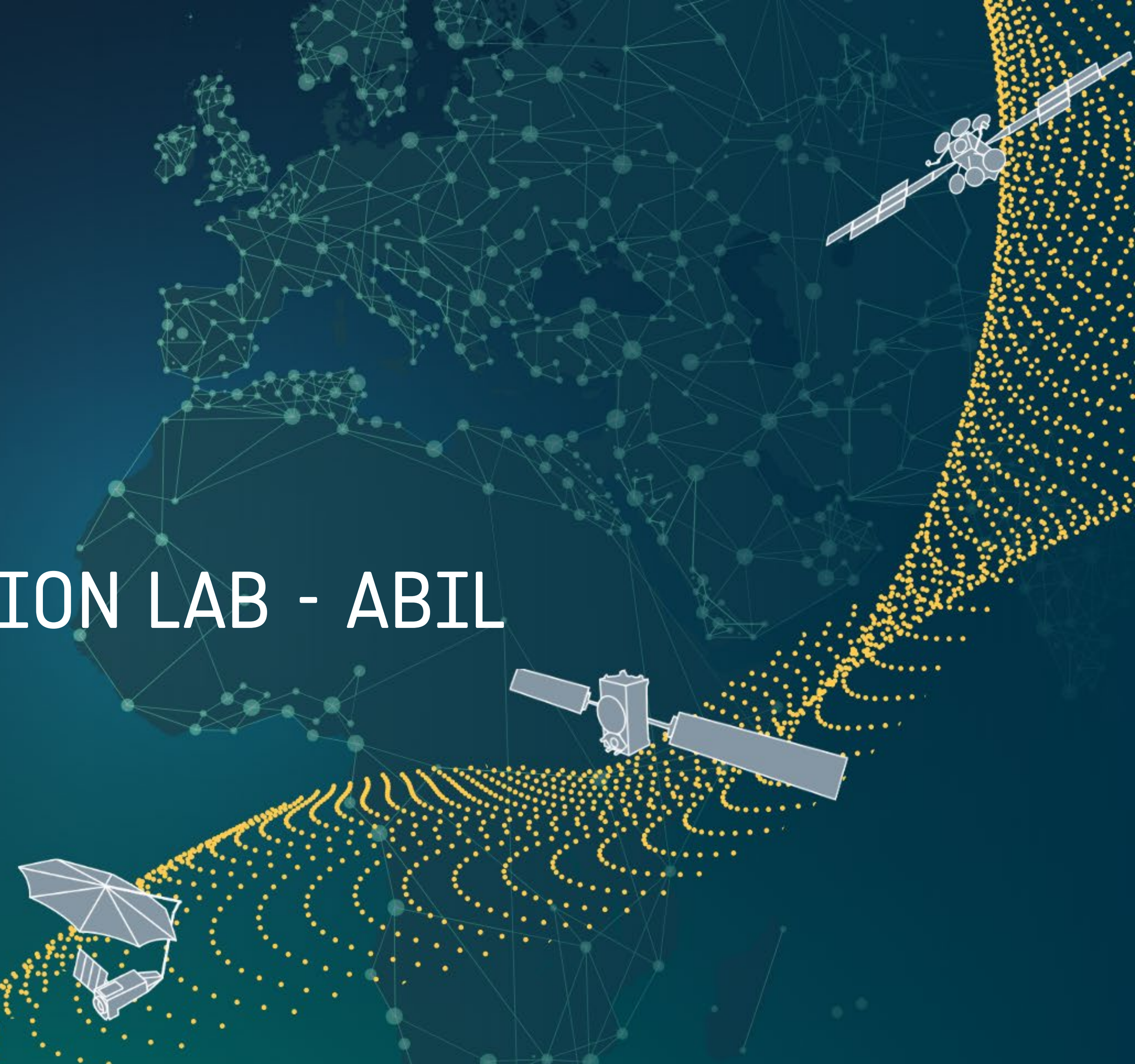
Global Gateway

Africa–EU Space Partnership Programme

AFRICA BUSINESS INNOVATION LAB - ABIL

Information Webinar



The African Business Innovation Lab (ABIL) is an initiative under the Africa-EU Space Partnership Programme (AESPP) funded by the European Union (represented by European Commission's DG-INTPA) within the Global Gateway initiative and delegated to European Space Agency (ESA) for the implementation in close collaboration with the Kenya Space Agency (KSA).

26 August 2026

KENYA SPACE AGENCY

Agenda

- Welcome and Introductions
- ABIL at a glance
- Overview of the Open Calls
- How to apply
- The selection process and next steps towards contracting
- Q&A

Welcome and Introductions

Piera Di Vito |
European Space Agency

Charles Mwangi |
Kenya Space Agency

ABIL at a glance

Stefano Carosio |
STAM S.r.l.

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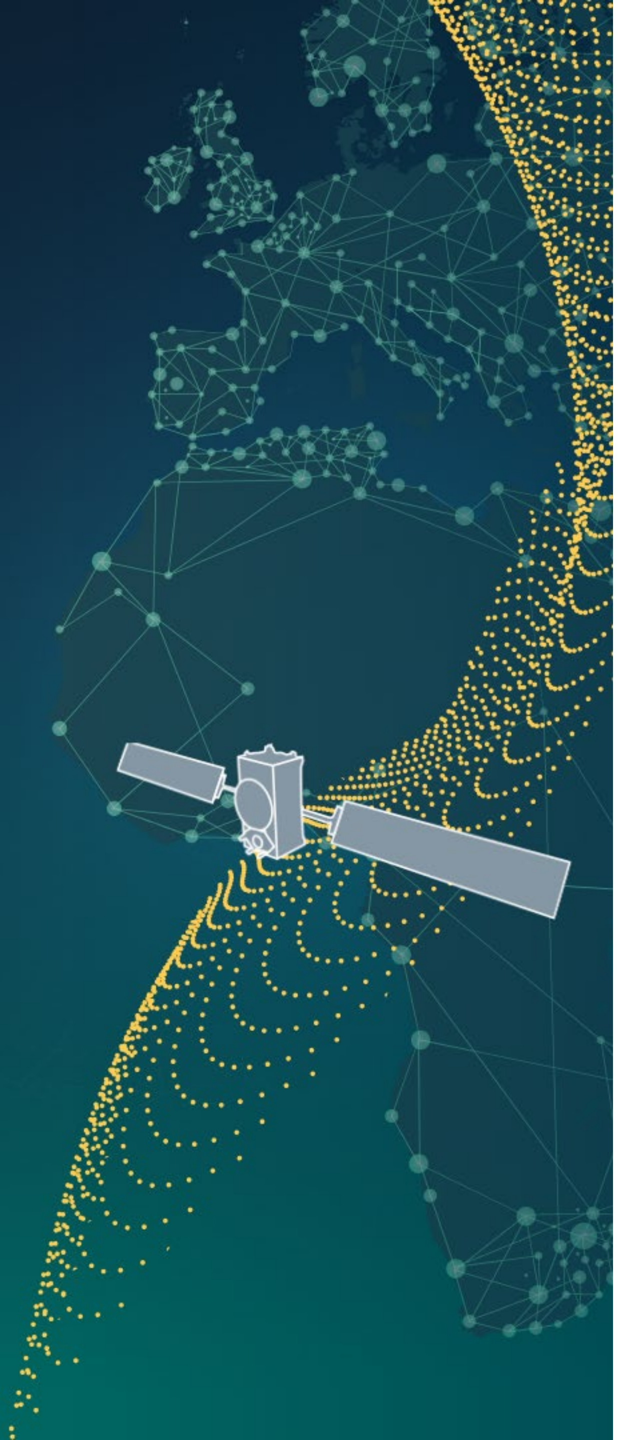
Possibilities beyond our skies



ABIL context and vision

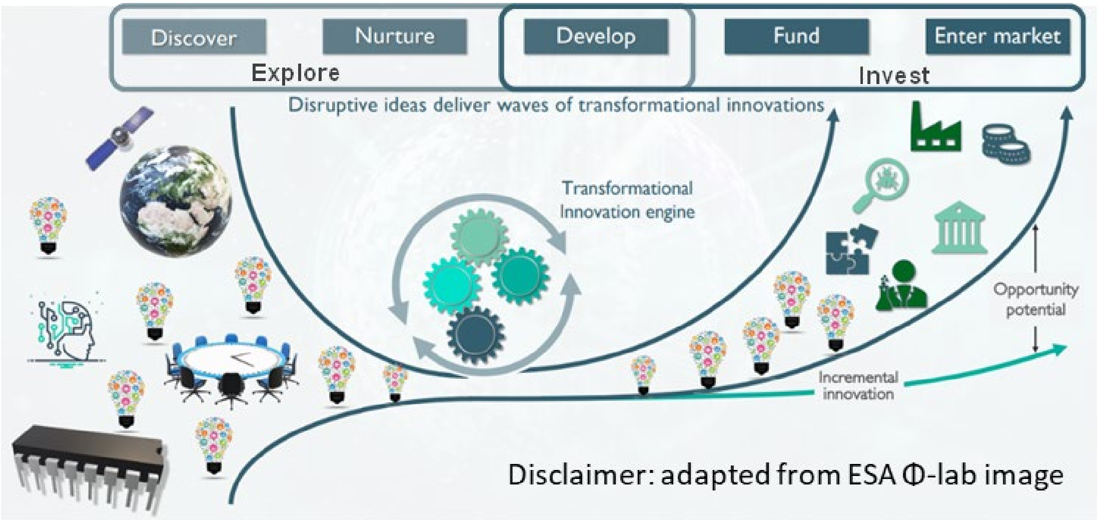
Earth Observation is not the goal, it is an enabler of development

- ABIL is part of the **Africa–EU Space Partnership Programme (AESPP),** flagship of the **Global Gateway** initiative;
- Within AESPP, **ESA** and **AfSA** are joining forces to **strengthen the African space sector;**
- In close collaboration with **KSA**, ABIL operates in **Kenya**, creating a pilot centre of EO innovation excellence, technical and business incubation, and stakeholder engagement;
- ABIL aligns with **AESPP's focus on the private sector** and capacity development, contributing to the digital and green transitions through EO-based technologies;
- **Bridging European and Kenyan capabilities** through **market-driven** applications of **EO as an enabler** of economic impact.

What is ABIL

An ESA Φ-lab inspired innovation engine driving EO-enabled markets

- First **Φ-lab-inspired** implementation outside Europe, aiming to **adapt and extend the Explore-Invest model to an African context**, leveraging EU experience while addressing local needs and conditions.
- ABIL will promote EO-based innovation by identifying and nurturing high-potential start-ups and fostering technology transfer and collaboration between Europe and Africa;
- Enabling **matchmaking and co-creation** between innovators, industry and public actors, bridging innovation with investment and scale-up;
- Structuring a **continuous pipeline from Explore to Invest**, from early-stage validation to market deployment and investor engagement.



How ABIL works

From ideas to market through a continuous innovation pipeline

- **Capacity development** through training, mentoring and hands-on support
- Grant-based **funding mechanisms** with AESPP
- **Ecosystem engagement** to identify needs and opportunities
- **Innovation generation** through collaboration, co-creation and challenge-driven approaches feeding open calls
- **Incubation & acceleration** to develop and validate solutions
- **Investment & scaling** to bring innovations to market

What you get

End-to-end support to transform ideas into scalable ventures

- **Funding** to support feasibility, development and early deployment
- **Technical support** on EO data, space technologies and system integration
- **Incubation Facilities** for the incubates
- **Business coaching** to refine value proposition, go-to-market and scalability
- **Access to investors** and blended finance opportunities
- **Access to a cross-continent EO ecosystem**, connecting Europe, Kenya and Africa

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Consortium

A complementary team of EU and Kenyan champions

- **STAM:** leading engineering company in space and defence, orchestration & space-non space innovation ESA Tech Broker with Spark Funding;
- **LocateIT:** emerging EO innovator in Kenya and Africa with deep knowledge of local space ecosystem;
- **Adanian Labs:** startup acceleration and venture building with vast ecosystem and operations in Kenya and across the African continent;
- **Planetek:** EO expertise and on-going activities in Kenya and Africa;
- **Corallia:** incubation experience top ESA BIC

Overview of the Open Calls

Giannicola Loriga |
STAM S.r.l.

Outline

Explore Open Call

- Objectives
- What can be supported?
- Explore Funding at a glance
- Who can apply?
- Eligible costs
- Payment Plan
- Explore Open Call at glance

Invest Open Cal

- Objectives
- What is offered
- Invest Funding at a glance
- Who can apply?
- Financing and funding request
- Payment plan
- Invest Open Call at glance

EXPLORE vs INVEST

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Explore Open Call - Objectives

Applications addressing **upstream and/or downstream Earth Observation innovation and technology transfer** able to explore innovative technologies to revolutionise and accelerate the future of EO.

The scope of activity of the Explore Open Call covers the definition of a minimal viable product/service and a Business Case

Specific objectives are:

- To determine the suitability of the solution to meet the needs and conditions of relevant users, customers, and relevant stakeholders and to assess the business viability;
- To secure the involvement of key stakeholders and validate the traction of the solution by the market;
- To elaborate a roadmap towards the implementation of sustainable product(s)/service(s).

Explore Open Call - What can be supported?

Global Gateway

Applications addressing **upstream and/or downstream Earth Observation innovation and technology transfer** able to explore innovative technologies to revolutionise and accelerate the future of EO.

Feasibility & early technical proof
Feasibility proof, proof-of-concept, minimum viable product and early demonstration of an EO-related technology, application or service.

Upstream and Downstream
Upstream and downstream technology transfer and innovation activities that can become EO-related products, services, technologies, methods or capabilities.

Validation
Algorithmic validation, EO data exploitation validation, testing of technical functions and preliminary evidence of performance.

Pre-commercial & ecosystem building
User/stakeholder discovery, validation of needs and constraints, and definition of a credible roadmap to the next stage.

Examples

- AI technology
- Edge computing
- Thermal & hyperspectral
- Downstream applications
- EO data exploitation

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Explore Funding at a glance

Up to €150k

Budget per EXPLORE call

Up to 3

Funded activities, depending on proposal quality, budget availability

Up to €50k

Maximum per activity, depending on proposal quality

Up to 9 months

Indicative duration per funded activities

Beyond funding Awarded entities will also receive technical mentoring and business coaching.

Applicants are encouraged to leverage in-kind support, partner contributions, facilities, data, compute and testing environments.

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Who can apply?

Applicants

Kenyan start-ups and SMEs, Universities and Research organisations developing or validating innovative EO-related technologies, applications or services.

- ✓ Legal entity registered, or in the process to be registered, under Kenyan law. Qualify as a start-up, SME, University or Research Centre under the criteria stated in the call notice (Please check the draft contract)
- ✓ Headquartered in Kenya
- ✓ Developer of the innovative product, service or enabling technology
- ✓ Compliant with Kenyan tax, statutory and social security obligations
- ✓ No double funding for the same scope of work

When acting in collaboration with other national or foreign entities, the applicant will be the sole contractor and will be fully responsible for managing the funding. Large companies, public bodies and foreign entities may participate as advisors, pilot users, other technology providers or subcontractors where relevant. However, the contractual lead and funding recipient shall be the eligible Kenyan start-up, SME, University or Research Center.

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Eligible costs (I)

Project costs must be:

- Necessary to the execution of the project;
- Incurred by the beneficiary and recorded in its accounts;
- Incurred during the contract term;
- Indicated in the cost planning in the proposal;
- Without VAT, interest owned, or duties.

The funding should primarily be spent in Kenya.

However, where a Kenyan applicant requires a technology, data, infrastructure or specialist service provider from another African country, up to 50% of the ABIL EXPLORE funding may be spent with such provider, subject to a sound justification in the proposal, including value for money considerations.

Any external expenditure should be incurred in Africa. Where this is not possible, an appropriate justification must be provided in the proposal, and this will be carefully assessed during the evaluation process.

Eligible costs (II)

Eligible costs may include:

- Personnel directly working on the activity
- justified subcontracting
- EO data acquisition where not otherwise available
- cloud or computing resources
- software tools
- laboratory or test costs
- prototyping materials
- field validation
- travel required for implementation in Kenya (to be fully justified)
- reasonable costs linked to IP
- data or technology access where approved.

Expenses for business development and promotion (data sheets, flyers, attendance to trade shows etc.) should be agreed in advance with the ABIL responsible for implementing the EXPLORE Open Call. **Expenses incurred in the preparation and dispatch of the proposal will not be reimbursed!**

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Payment plan

MILESTONE DESCRIPTION	%
PROGRESS I: Upon successful 1st Progress Meeting (Kick-Off Meeting), submission of all applicable deliverables, and Contractor registration in relevant ESA systems.	30%
PROGRESS II: Upon successful Mid-Term Review and acceptance by the Manager of ABIL of all applicable deliverables.	30%
FINAL: Upon successful Final Review, acceptance by the Manager of ABIL of all deliverables due under the Contract and fulfilment of all contractual obligations by the Contractor under the Contract.	40%
TOTAL	**100%**

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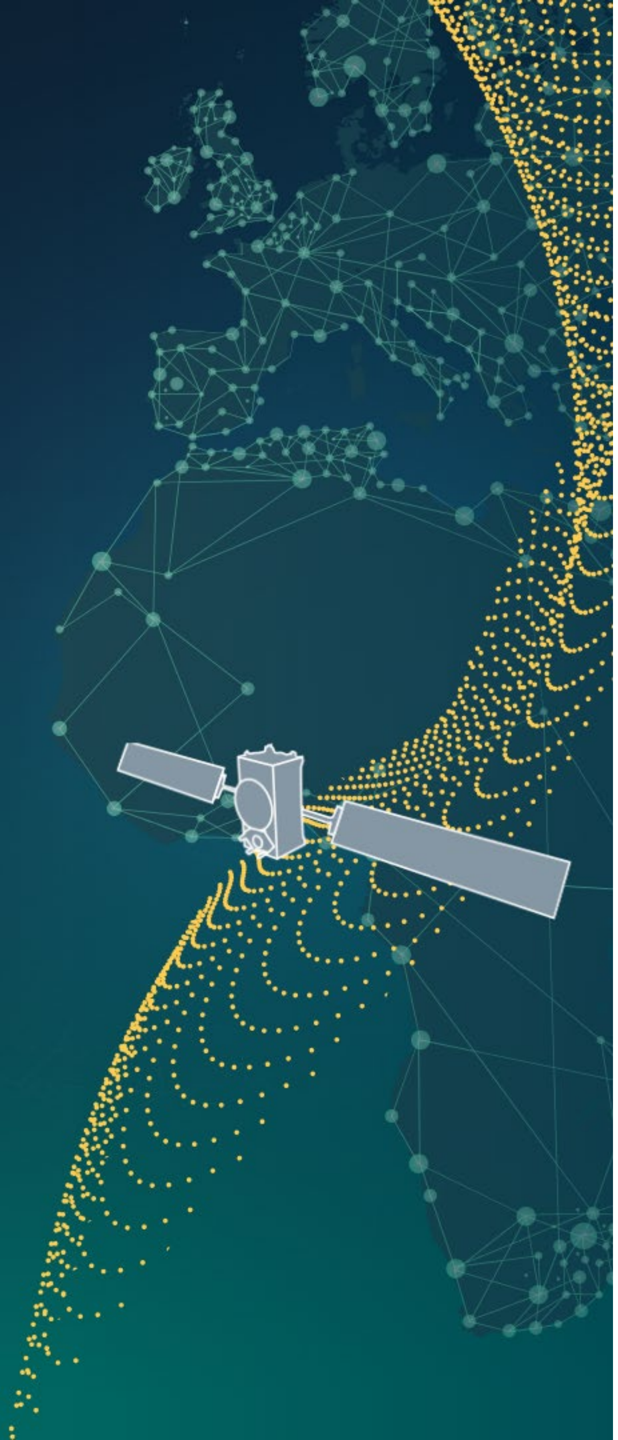

Explore Open Call at glance

Target	**Applications addressing upstream and/or downstream Earth Observation innovation and technology transfer able to explore innovative technologies to revolutionise and accelerate the future of EO.**
Applicants	Kenyan start-ups and SMEs, Universities and Research organisations
Budget per call	Up to EUR 150,000 per EXPLORE call.
Number of funded activities per call	Up to 3 activities, depending on proposal quality, budget availability
Maximum ABIL funding per activity	Up to EUR 50,000 depending on proposal quality
Indicative activity duration	Up to 9 months
Cut-Off date	The cut-off date for each call will be published on https://abil.ksa.go.ke/ Next cut-off date: 11 September 2026 at 1:00 p.m. EAT
Allocation principle	Funding may be allocated case by case according to the number and quality of proposals received, the maturity of the idea and the maturity of the applicant, including early-stage start-ups, more mature start-ups and SMEs.
Technical mentoring and business coaching	In addition to the funding, the awarded entities will also receive technical mentoring and business coaching.

Invest Open Call - Objectives

The main objective is to support high-potential, Earth Observation (EO) ventures in bridging the critical gap between technological innovation and market deployment.

The programme is specifically designed for early-stage startup companies or SMEs with validated concepts that are ready to transition towards commercialisation, scale their operations, and engage with investors.

Specific objectives are:

- To provides a structured incubation and venture-building pathway, combining targeted non-dilutive funding, hands-on technical and business support, access to EO data, expertise and infrastructure
- To prepare startups and SMEs for market entry, traction, and follow-on investment

Invest Open Call – What is offered

The ABIL Invest offers a comprehensive package of support including:

- office accommodation
- incentive funding
- technical support and business coaching.
- 9-month incubation programme
- investor-facing opportunities such as:
  - ✓ pitch sessions
  - ✓ matchmaking events
  - ✓ Demo Day

Invest Funding at a glance

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Up to €100k	Up to 5	Up to €20k	9 months
Budget per INVEST call	Funded activities, depending on proposal quality, budget availability	Maximum per activity, depending on proposal quality	Indicative duration per funded activities

Beyond funding

Awarded entities will also receive office accommodation, technical mentoring and business coaching, investor-facing opportunities.

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Who can apply?

Applicants

EO startups/SMEs registered and with demonstrable business activities in Kenya. The ABIL INVEST Call targets companies that are ready to enter an incubation programme and receive tailored support

- ✓ The application needs to have a valid Earth Observation connection. In particular the following criteria need to be respected:
  - Criterion 1. “We need EO”
  - Criterion 2. “We need more…”
  - Criterion 3. EO is available
  - Headquartered in Kenya
- ✓ Applicants need to run their company at their own risk. In practice this means that more than half of the shares must be owned by the entrepreneur(s).
- ✓ Developer of the innovative product, service or enabling technology
- ✓ An incubation contract can only be signed with a legal entity registered and active in Kenya.

Please check the draft contract for more details

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Financing and funding request

An estimated split of the costs into “External costs” (services or products provided by third parties) and “Internal Costs” has to be provided as well as the sources will cover these costs.

The funding sources are normally divided into (see the proposal template for details):

- **The ESA incentive**: The ABIL INVEST programme provides up to €20,000 for each selected company teams. As a general rule, it has to be spent in Kenya. This incentive does not have to be paid back. (Please refer to the Draft Incubation Contract for more details)
- **Other Sources**: additional financial sources (if any) such as financial support provided by investors as well as company/entrepreneur own/self-funding

Payment plan

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MILESTONE DESCRIPTION	%
PROGRESS I: Upon successful 1st Progress Meeting (Kick-Off Meeting), submission of all applicable deliverables, and Incubatee's registration in relevant ESA systems.	30%
PROGRESS II: Upon successful Mid Term Review and acceptance by the Incubator of the Mid Term Report (MTR) and all related Deliverables.	30%
FINAL SETTLEMENT: Upon successful Final Review, acceptance by the Incubator of all Deliverables due under the contract, and fulfilment of all contractual obligations by the Incubate under the Contract.	40%
TOTAL	**100%**

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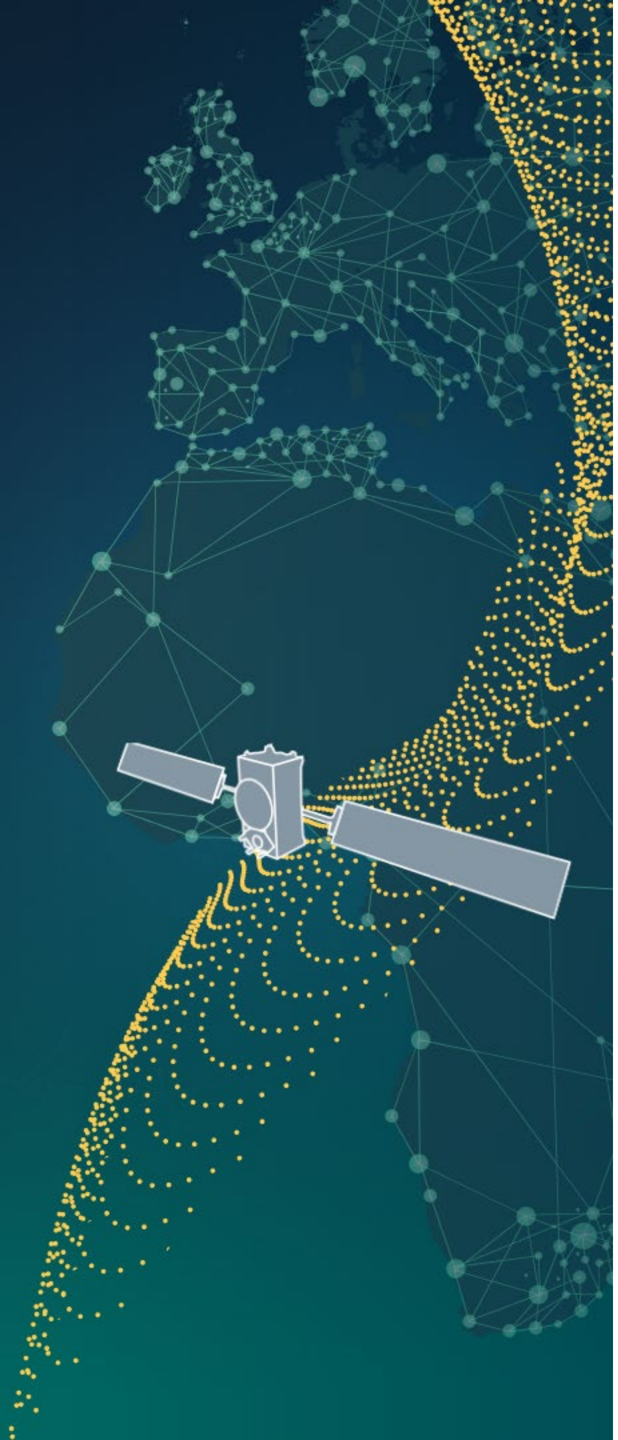

Invest Open Call at glance

Target	**The main scope of the Invest Programme is to support high-potential, Earth Observation (EO) ventures in bridging the critical gap between technological innovation and market deployment. A structured incubation pathway is provided.**
Applicants	Kenyan start-ups and SMEs
Budget per call	Up to EUR 100,000 per INVEST call.
Number of funded activities per call	Up to 5 companies are incubated, depending on proposal quality, budget availability
Maximum ABIL funding per activity	Up to EUR 20,000 depending on proposal quality
Indicative activity duration	9 months
Cut-Off date	The cut-off date for each call will be published on https://abil.ksa.go.ke/ Next cut-off date: 11 September 2026 at 1:00 p.m. EAT
Allocation principle	Funding may be allocated case by case according to the number and quality of proposals received, the maturity of the idea and the maturity of the applicant, including early-stage start-ups, more mature start-ups and SMEs.
Technical mentoring and business coaching	In addition to the funding, the awarded entities will also receive, office accommodation, technical mentoring and business coaching, networking and matchmaking activities.

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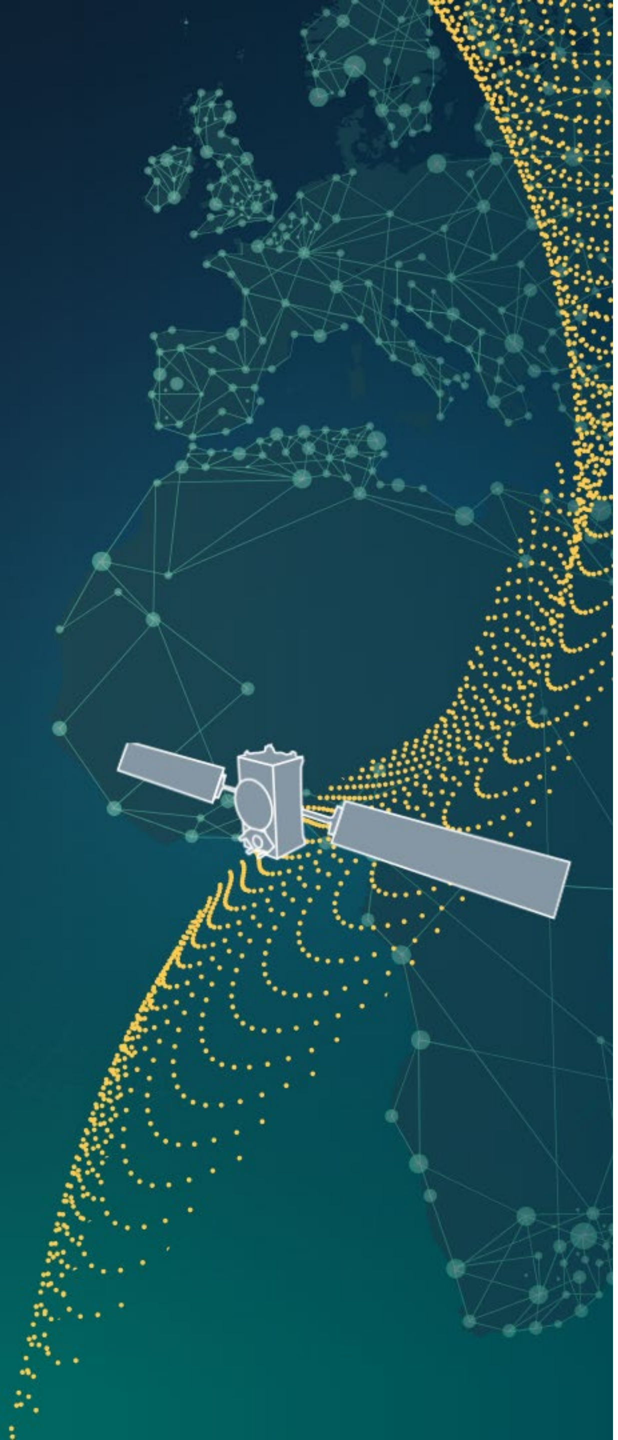

EXPLORE vs INVEST

Which call fits you? Choose according to the maturity of your EO solution.

EARLY VALIDATION → validated concept → MARKET DEPLOYMENT

	EXPLORE	INVEST
STAGE	Feasibility · PoC · MVP	Incubation · commercialisation plan
WHO	Start-ups, SMEs, Universities & Research organisations	Start-ups & SMEs
FUNDING AND TIME	Up to €50k · up to 9 months	Up to €20k · 9 months
GOAL	Prove technical feasibility and business potential	Reach the market, build traction and prepare for investors
	Technical mentoring + business coaching	**Office + coaching + investor-facing opportunities**

COMMON GROUND · EO-focused · Kenya-based · mentoring & coaching

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How to apply

Chrysa Kapralou |
Corallia

Application steps

https://abil.ksa.go.ke/explore/

https://abil.ksa.go.ke/invest/

Step 1: Download the Call Package.

Step 2: Attend the Masterclass for potential applicants.

Step 3: Complete the Application Final Documents.

Step 4: Submit your Application to abil-invest@ksa.go.ke (INVEST Call) or abil-explore@ksa.go.ke (EXPLORE Call) via email with the subject line *"ABIL Application – [Entity Name]"*…

…by 11/09/2026, **13:00 EAT**.

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ABIL Invest Open Calls – Masterclass

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Join the ABIL Invest Open Calls Masterclass to learn how to prepare and submit a strong application to the incubator programme. **The masterclass** walk through the official application process step by step and go through the all the application templates, highlighting common mistakes and best practices for each section.

Register by scanning the QR Code

ABIL Invest Open Calls Masterclass

Thursday, 3 September 2026

12:00 PM–2:00 PM CEST

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The ABIL INVEST Open Call Package

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One compressed file containing the following:

- **Open Call**
- **Draft Incubation Contract**
- **Cover Letter**
- **Business Plan**
- **Incubation Proposal**
- **Tables**

Understand the programme & how to apply (Open Call)

Understand the terms of incubation (Draft Incubation Contract)

The working documents for your application (Cover Letter, Business Plan, Incubation Proposal, Tables)

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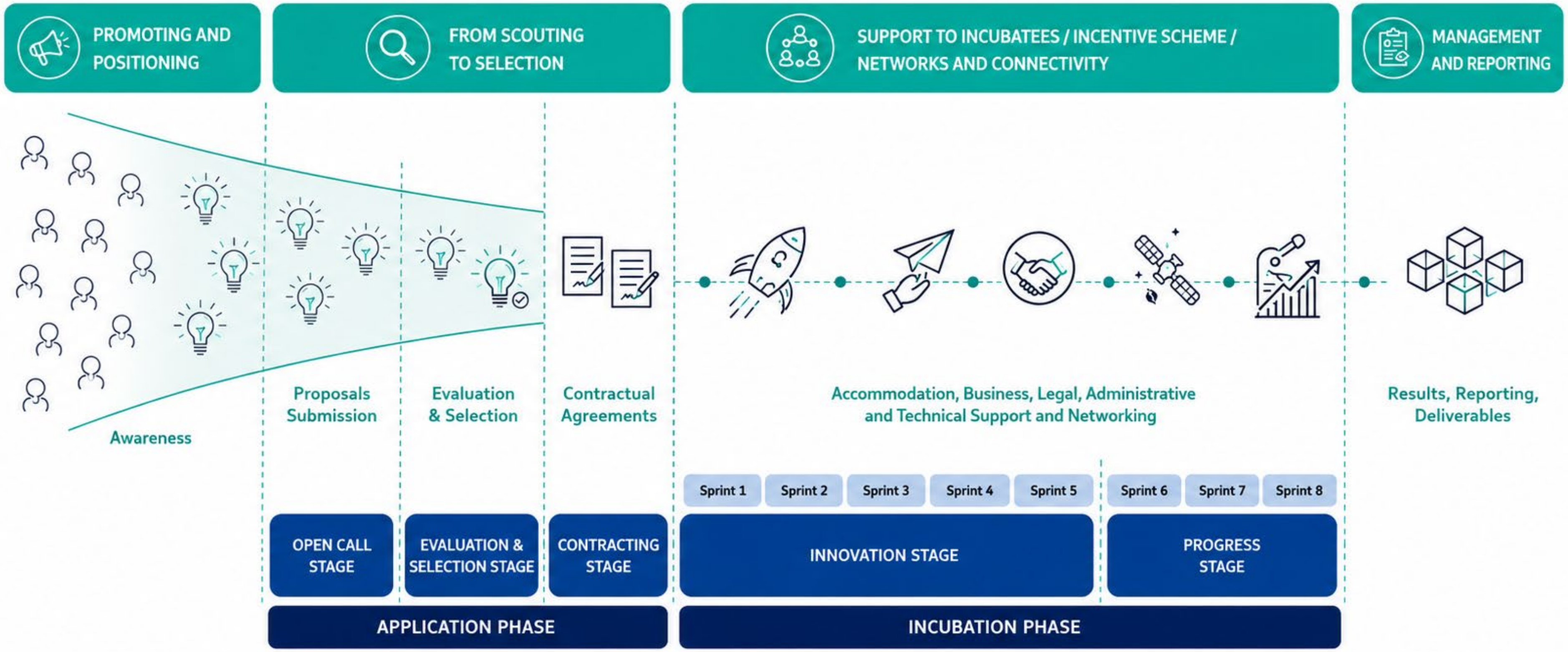
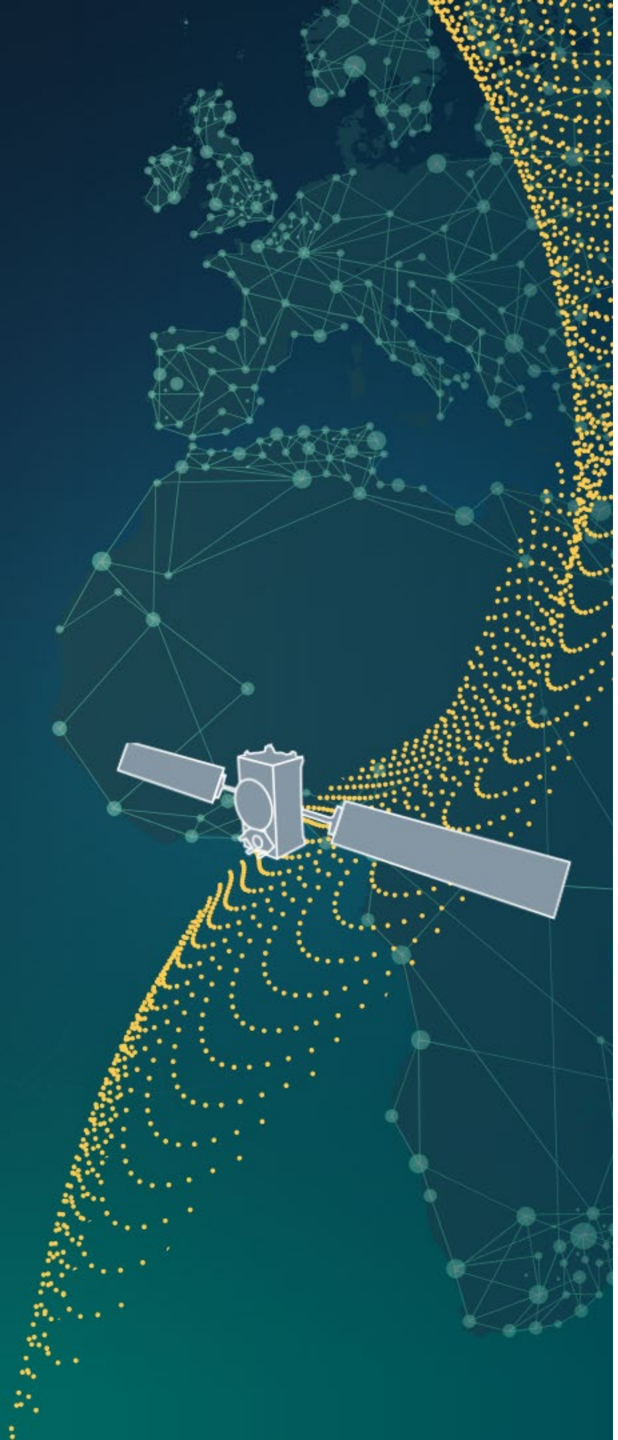
From application to graduation





From application to incubation

01 Application submitted

02 First Check

48 hours for resubmission

03 Selection Board

Presentation and Q&A

04 Contract Clarification Meeting

05 Contract Signature

Incubation

The Evaluation Criteria - INVEST

25%	20%	20%	15%	20%
Background & Experience	**Value Proposition & Market**	**Technology & Service**	**Business Modelling & Risk**	**Activity Proposal**
Experience, composition, support entities, vision	*Value proposition, market, competition*	*EO Connection, tech feasibility & strategy, IP*	*Revenue model, finance, risk*	*Quality, Milestones, Work break down, ABIL match*

Your Application Package - INVEST

One compressed file containing the following:

- **Cover Letter** .pdf
- **Business Plan** .pdf
- **Incubation Proposal** .pdf
- **Company Registration Form** .pdf

Cover Letter - INVEST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Africa–EU Space Partnership Programme

Africa Business Innovation Lab (ABIL)

ABIL INVEST

Cover Letter & Requirements Checklist

COMPANY NAME

Address: [Address of the Company]

Author(s): [Full Name(s)]

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- Do read the Requirements Checklist. Do not claim compliance without doing so.
- Ensure all the required signatures are included at all relevant sections.
- Check the guidance on the use of generative AI tools.

Business Plan - INVEST

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Africa–EU Space
Partnership Programme
Africa Business Innovation
Lab (ABIL)

ABIL INVEST
Business Plan

COMPANY NAME

Address: [Address of the Company or of the Entrepreneur]

Author(s): [Full Name(s)]

The Africa Business Innovation Lab (ABIL) is an initiative under the Africa–EU Space Partnership Programme (AESPP) funded by the European Union (represented by European Commission's DG-INTPA) within the Global Gateway initiative and delegated to European Space Agency (ESA) for the implementation in close collaboration with the Kenya Space Agency (KSA).

- Follow all the page limits mentioned on a document or section level.
- Elaborate on your answers. Do not leave any sections empty or filled in with just a small paragraph.
- Balance the trade-off between clear descriptions and detail descriptions.
- Do not focus on just “direct” competition. Ensure your product has a clear positioning.
- Be clear and honest. Recognizing Weaknesses (as in SWOT analysis) is not a weakness. Risk analysis should follow the same spirit.

Incubation Proposal

- Follow the page limit.
- Ensure the Milestone Planning and the Tasks Description are aligned.
- Identify clear and specific tasks and follow an efficient tasks decomposition.
- Ensure you cover both technical and business activities.
- Remember the final goal: at least a working MVP and an updated business plan by the end of incubation.

The ABIL EXPLORE Open Call Package

One compressed file containing the following:

Open Call

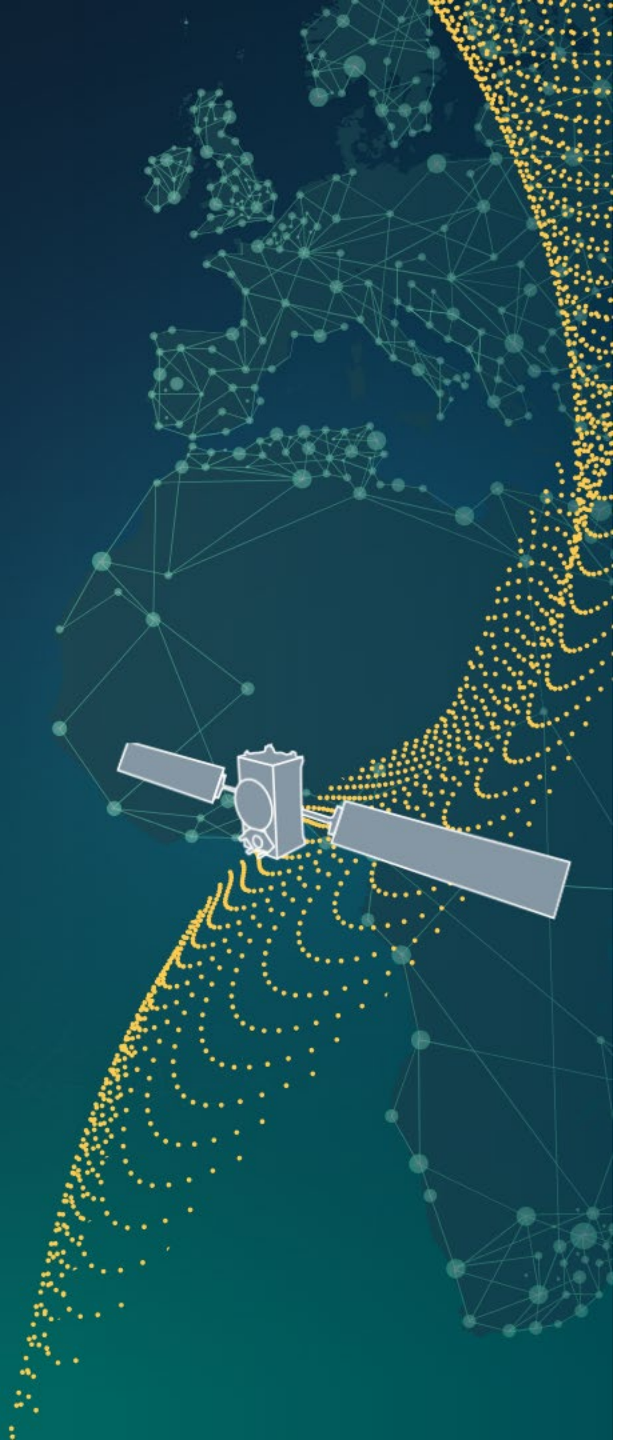
Understand the programme & how to apply

Draft Contract

Understand the terms of incubation

Proposal Template

The working document for your application



From application to the project

01 Application submitted

02 First Check

48 hours for resubmission

03 Selection Board

Presentation and Q&A

04 Contract Clarification Meeting

05 Contract Signature

Project

The Evaluation Criteria – EXPLORE

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20%	20%	40%	20%
Background & Experience	Exploitation Pathway/Business Case	Technology and Relevance to ABIL EXPLORE and EO innovation	Activity Proposal

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Your Application Package - EXPLORE

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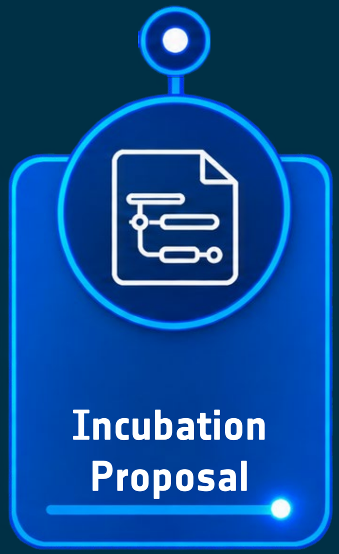
One pdf file which include also the cover letter



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Explore Proposal


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Africa–EU Space
Partnership
Programme
Africa Business Innovation Lab (ABIL)

ABIL EXPLORE
Application

The Africa Business Innovation Lab (ABIL) is an initiative under the Africa–EU Space Partnership Programme (AESPP) funded by the European Union (represented by European Commission's DG-INTPA) within the Global Gateway initiative and delegated to European Space Agency (ESA) for the implementation in close collaboration with the Kenya Space Agency (KSA).

- It includes the Cover letter and application requirements
- Follow the page limit.
- Select the main nature of the proposed ABIL EXPLORE activity
- Ensure the Milestone Planning and the Tasks Description are aligned.
- Identify clear and specific tasks and follow an efficient tasks decomposition.
- Ensure you cover both technical and business activities.

Tips and Tricks

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- Start to work on your application well in advance of the deadline.
- Research deeply the market that you plan to access and your competitors.
- Use AI but do it carefully and responsibly.
- Obtain Letters of Interest from potential customers where possible and relevant.
- Show you are a good match. Be aware of the technical/business support ABIL is offering.
- Answer the questions using the guidance provided.
- If you have questions about the application, contact us!
- Proofread your application thoroughly before submission
- Evaluate yourself following the provided criteria. Would you give yourself full marks?
- Plan to send your application at least 1 day before the submission date.

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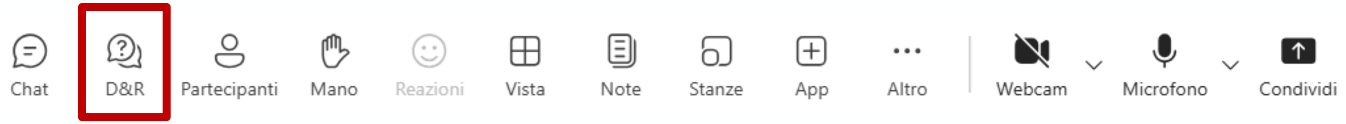
The selection process and next steps towards contracting

Stefano Carosio |
STAM S.r.l.

Q&A session

Vivianne Meta |
LocateIT

Please use the **Q&A button** to submit them,
do **not** use the chat or the “raise hand” button.



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Thank you

For any additional questions, visit https://abil.ksa.go.ke/ or contact us!

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Africa–EU Space Partnership Programme

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