

REPUBLIQUE DU CAMEROUN

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.....

**CONSEIL NATIONAL DES
CHARGEURS DU CAMEROUN**
.....

REPUBLIC OF CAMEROON

Peace - Work - Fatherland
.....

**CAMEROON NATIONAL
SHIPPERS' COUNCIL**
.....

CALL FOR EXPRESSIONS OF INTEREST

No. 001/P /AMI/CNCC S.A/2026 OF 20 / 04 /2026
**FOR THE ENROLMENT OF SMALL AND MEDIUM-SIZED ENTERPRISES
(SMEs) ON THE AFREXIMBANK DIGITAL PLATFORM DUBBED "AFRICA
TRADE GATEWAY" (ATG), IN PARTNERSHIP WITH THE CAMEROON
NATIONAL SHIPPERS' COUNCIL (CNSC)**

FUNDING: CNSC 2026 BUDGET

1. CONTEXT

Chairing the Ad-hoc Sub-committee charged with implementing the AfCFTA Guided Trade Initiative in Cameroon, the CNSC is playing a key role in the development of mechanisms designed to boost intra-African trade, reduce dependence on foreign markets and spur industrialisation; all thanks to its assistance and trade facilitation missions. The African Trade Gateway (ATG) digital portal is a key driver for boosting trade within the continent and improving the competitiveness of African SMEs.

It is against this backdrop that the General Manager of the Cameroon National Shippers' Council (CNSC) is hereby launching a Call for Expressions of Interest to Cameroonian SMEs, **inviting them to join AFREXIMBANK's digital platform "Africa Trade Gateway" (ATG), in partnership with the CNSC.**

2. PURPOSE

The objective of this Call for Expressions of Interest is to enable Cameroonian SMEs gain access to a digital ecosystem that provides them with secure and low-cost trading opportunities with other African businesses, as well as financial and logistics partners on the platform. The ultimate purpose of this initiative is to give Cameroonian SMEs greater visibility and credibility across the continent, increase their market share, provide access to high-quality market insights, facilitate access to suitable forms of financing, and build their capacity.

3. OVERVIEW OF THE ATG PLATFORM

The Africa Trade Gateway (ATG) is a **centralised digital hub for trade and investment activities in Africa** designed to help African businesses improve their trading performance across the continent.

Comprising four key products, the ATG platform essentially consists of six modules summarised in the table below:

Digital Services	Accessible to SMEs
ATEX (Africa Trade Exchange): E-commerce solution	✓ Full access enabling secure and low-cost buying and selling on African markets.
MANSA : Verification and compliance solution for Africa	✓ Full access to identify and authenticate African business partners, with the possibility of downloading 12 'Know Your Customer (KYC)' profiles of companies.
TRADAR (Trade Data Analysis and Reporting): business intelligence solution for market monitoring.	<ul style="list-style-type: none"> ✓ Access to information on African markets, trade and investment regulations, as well as information on companies and prevailing market prices; ✓ Full access to planning tools, business directories and B2B matchmaking; ✓ TRADAR Club membership open for eligible companies (by invitation only).
TRADELINK : a supply chain financing solution	✓ Full access for SMEs, enabling suppliers to access funding backed by the buyer's creditworthiness .
ATG Connect : financing, investment, freight and logistics solution	✓ Full access for SMEs, enabling them to connect in real time with a range of key players such as investors, financiers and freight and logistics service providers.
PAPSS (<i>Pan-African Payment and Settlement System</i>) : Pan-African cross-border payment and settlement system	✓ Full access for SMEs, enabling them to make international payments in local currencies , provided that the paying agent has integrated the PAPSS network.

4. KEY BENEFITS OF THE ATG PLATFORM FOR SMEs

African SMEs, primarily affected by geographical, regulatory, economic and monetary constraints, generally struggle with trust issues in their dealings with fellow businesses in Africa. This concern is even worst for SMEs seeking funding from financial partners or investors.

The solutions provided by the ATG digital portal offer numerous benefits for Cameroonian SMEs, some of which are outlined in the table below:

PROBLEMS FACED BY SMEs	SOLUTIONS OFFERED BY THE ATG PLATFORM
Lack of visibility to local and external business partners (ATEX)	<p>Ability to buy and sell on African markets securely and at low cost:</p> <ul style="list-style-type: none"> ✓ SMEs can be contacted by all local and international partners, regardless of their geographical location; ✓ Finding reliable buyers or suppliers across the continent is now quick and easy, breaking down local market barriers.
Issues of trust and compliance costs (MANSA)	<p>The SME submits its 'Know Your Customer' (KYC) information. Once validated, the SME no longer needs to repeat these costly procedures for each new financial or non-financial partner. The ATG platform thus allows for:</p> <ul style="list-style-type: none"> ✓ Improved credibility and trust, key obstacles in finding partners; ✓ Fraud prevention by making it possible to verify the authenticity of potential partners; ✓ Simplified due diligence by offering a reliable and structured alternative for SMEs, which often lack the resources to carry out costly checks; ✓ Certification of SME integrity through the allocation of a unique identification number following verifications, certifying that the SME is credible and of good standing.
Problems accessing market data (economic, regulatory and financial) (TRADAR)	<p>ATG provides access to comprehensive market data and thus enables:</p> <ul style="list-style-type: none"> ✓ The identification of potential markets; ✓ Access to customs regulations, tariffs and rules of origin within the AfCFTA; ✓ Support for product diversification in line with regional demand; ✓ Tailored assistance for businesses requiring in-depth analysis.
Difficulties in accessing financing and investment opportunities, as well as freight and logistics service providers (ATG CONNECT)	<p>Once an SME is registered with ATG, it can connect in real time to a range of features enabling them to:</p> <ul style="list-style-type: none"> ✓ Access financing; ✓ Contact investors; ✓ Find freight and logistics service providers;

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<p>Eligibility issues for certain forms of financing due to poor financial statements, despite the transaction benefiting from a reverse charge (TRADELINK)</p>	<p>Thanks to this solution, suppliers in supply chains can access financing from financial institutions relying on the buyer's creditworthiness</p>
<p>Difficulties in making payments in hard currencies that are subject to fluctuation, unpredictable payment terms and transaction costs that are disadvantageous for SMEs (PAPSS)</p>	<p>ATG enables SMEs to make cross-border payments in local currencies, without passing through the US dollar (USD). The tool thus:</p> <ul style="list-style-type: none"> ✓ Reduces foreign exchange conversion costs; ✓ Shortens payment lead times and speeds up delivery; ✓ Provides greater transparency on final amounts; ✓ Improves competitiveness through lower transaction costs; ✓ Strengthens local currencies.

5. PARTICIPATION AND ORIGIN

This Call for Expressions of Interest is open only to SMEs incorporated under Cameroonian law, operating within Cameroon, governed by the OHADA Code and **wholly owned by Cameroonians**.

6. SUBMISSION OF OFFERS

Each offer drafted in English or French in 5 (five) copies including one original and 4 (four) copies marked as such, should reach the **Secretariat of the General Manager of the Cameroon National Shippers' Council**, Tel: 233 43 67 67 Fax : 233 43 70 17 not later than 12 o'clock local time on 29/05/2026 and should be labelled:

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"TO BE OPENED ONLY DURING THE BID-OPENING SESSION"

NB: Any files that are incomplete or containing false information or forged documents will simply be rejected to the **detriment of the applicant**.

7. TENDER DOCUMENTS

Administrative requirements

These include:

- A duly signed, stamped and dated letter of submission from the applicant;
- A trade registration certificate;
- A certificate of non-bankruptcy issued by the registry of the local court of the applicant's place of residence;
- The company's articles of association;
- A declaration by the company's owners (beneficial owners);
- A tax compliance certificate;
- The company's registration certificate;
- The promoter's Unique Identification Number;
- A signed location plan;
- A bank account attestation.

Technical requirements

These include:

- A general presentation of the company and its activities;
- The company's updated website;
- The updated Curriculum Vitae of the company's promoter.

8. EVALUATION CRITERIA

Eliminatory criteria

- Forged documents and misleading information;
- Evaluation score below 40 points.

SME applications will be assessed based on the following objective criteria:

No.	Evaluation criteria	Scoring	
1	Compliance of the application file	7	Points
2	Legal compliance	16	Points
3	Company's corporate tax compliance	9	Points
4	Company presentation	10	Points
5	The Promoter's standing	8	Points
TOTAL		50	Points

EVALUATION GRID

No.	Evaluation criteria	Scoring	
1	Compliance of the application file	7	Points
a	Signed, dated and stamped submission letter	3	Points
b	Overall presentation of the application file (chronology, pagination and binding)	4	Points
2	Legal compliance	16	Points
a	Trade Registration Certificate	3	Points
b	Certificate of non-bankruptcy dated within the last 3 months	3	Points
c	Company's Articles of Association;	5	Points
d	Sworn declaration by company's owners (beneficial owners)	5	Points
3	Company's corporate tax compliance	9	Points
a	Certificate of tax compliance dated within the last 3 months	3	Points
b	Company registration certificate dated within the last 3 months	3	Points
c	Promoter's Unique Identification Number dated within the last three months	3	Points
4	Company presentation	10	Points
a	Overall presentation	5	Points
b	Presentation of company activities	5	Points
5	Promoter	8	Points
a	Promoter's Unique Identification Number	3	Points
b	Promoter's Curriculum Vitae	5	Points
TOTAL		50	Points

Only applicants having scored **at least 40 points will be selected.**

9. COMPLEMENTARY INFORMATION

Complementary information is obtainable during working hours from the Secretariat of the General Manager of the Cameroon National Shippers' Council in Douala, Centre des Affaires Maritimes, 3rd floor, Immeuble IGH, Tel.: 233 43 67 67 Fax : 233 43 70 17.

Douala, on

20 AVR 2026

Copies:

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