



**Africa Cotton, Textiles  
& Apparel Centre**

# CTA Investment Readiness

## Scorecard

**IS YOUR TEXTILE PROJECT INVESTABLE?**

**A PRACTICAL SELF-ASSESSMENT TOOL FOR  
AFRICA'S CTA SECTOR**



# How to Use This Scorecard

- Score each criterion from **1 to 5**:

**1 = Weak / Not in place**  
**3 = Partially developed**  
**5 = Fully investment-ready**

- Add up your total score
- Benchmark your project using the interpretation guide at the end



# GOVERNANCE & STRUCTURE (Weight: 25%)

## Investor Question:

Can this project be trusted, governed, and controlled effectively?

Criterion	Description	Score (1-5)
Legal Structure	Clear corporate structure with defined ownership	
Management Team	Experienced leadership with industry track record	
Governance Framework	Board oversight, reporting lines, accountability	
Financial Transparency	Audited accounts, clean financial records	
Risk Management	Identified risks with mitigation strategies	

**Subtotal (×5):** \_\_\_ /25



# SCALE & COMMERCIAL VIABILITY (Weight: 20%)

## Investor Question:

Is this opportunity large enough to matter?

Criterion	Description	Score
Production Capacity	Ability to operate at meaningful scale	
Market Demand	Proven demand (contracts, buyers, pipeline)	
Revenue Potential	Clear, realistic revenue projections	
Growth Pathway	Defined expansion strategy	
Export Readiness	Ability to serve international markets	

**Subtotal (×4):** \_\_\_ /20



# PREDICTABILITY & STABILITY (Weight: 20%)

## Investor Question:

Can this project deliver consistent returns?

Criterion	Description	Score
Supply Chain Reliability	Stable access to cotton, inputs	
Energy & Infrastructure	Reliable power, logistics systems	
Operational Consistency	Standardized processes, quality control	
Revenue Visibility	Offtake agreements / recurring demand	
Cost Stability	Predictable input and operating costs	

**Subtotal (×4):** \_\_\_ /20



# INVESTOR ALIGNMENT (Weight: 15%)

## Investor Question:

Does this project fit how capital actually works?

Criterion	Description	Score
Return Profile	Matches investor expectations (IRR, payback)	
Capital Structure	Clear use of funds, equity/debt mix	
Exit Strategy	Defined exit pathways (trade sale, IPO, etc.)	
Ticket Size Fit	Matches typical investor check sizes	
Investment Readiness	Data room, financial model, pitch ready	

**Subtotal (×3):** \_\_\_ /15



# ESG & COMPLIANCE (Weight: 10%)

## Investor Question:

Is this project compliant with global standards?

Criterion	Description	Score
Environmental Compliance	Water, emissions, waste management	
Social Standards	Labor practices, worker safety	
Certifications	Relevant standards (e.g. BCI, GOTS)	
Traceability	Ability to track inputs and outputs	
Regulatory Compliance	Meets local & export regulations	

**Subtotal (×2):** \_\_\_ /10



# ECOSYSTEM INTEGRATION (Weight: 10%)

## Investor Question:

Is this a standalone project—or part of a system?

Criterion	Description	Score
Value Chain Linkages	Integration with ginning, spinning, or garmenting	
Cluster Participation	Located within or linked to industrial zones	
Logistics Access	Ports, roads, export infrastructure	
Policy Alignment	Aligned with national industrial strategy	
Partnerships	Strategic alliances (buyers, suppliers, DFIs)	

**Subtotal (×2):** \_\_\_ /10



## FINAL SCORE:

Total Score: \_\_\_ /100

# INTERPRETATION GUIDE

Score Range	Investment Readiness Level	What It Means
80–100	Investment Ready	Strong candidate for institutional capital
60–79	Near Investable	Attractive but requires structuring improvements
40–59	High Potential, High Risk	Needs significant de-risking
Below 40	Not Investable	Unlikely to attract serious capital



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