



AGTL SERVICE OVERVIEW

Business Development

Building relationships. Expanding markets. Creating commercial opportunities.

Growth rarely comes from more contacts. It comes from the right ones.

AGTL helps businesses identify, develop and connect with commercial opportunities across Africa and international markets supporting companies that want to expand their networks, enter new markets, identify partners and grow in line with their strategic objectives.

WHAT WE DO

Market & Opportunity Development

Identify potential markets, customer segments, distributors, suppliers and strategic relationships relevant to your objectives.

Business Partner Identification

Search for and connect you with buyers, sellers, manufacturers, distributors, investors and other commercial partners.

Market Entry Support

Help you explore new geographical markets by identifying relevant contacts and routes to market.

Strategic Introductions

Facilitate targeted introductions between qualified businesses for direct discussions, partnerships and supply arrangements.

Commercial Network Expansion

Help you develop international networks that support long-term growth.

Opportunity Facilitation

Support early-stage communication while you conduct your own due diligence, negotiation and contracting.

WHO WE SUPPORT

Buyers

Explore new suppliers, markets, products and commercial relationships.

Sellers & Suppliers

Identify potential buyers, distributors, markets and business partners.

Manufacturers

Expand market reach and identify distributors and commercial buyers.

Investors & Project Developers

Connect with suppliers, equipment providers, industrial partners and buyers.

OUR MARKET REACH

AFRICA

East Africa • Central Africa • Southern Africa • West Africa
• North Africa

MIDDLE EAST

UAE • Saudi Arabia • Qatar • Oman and other markets

ASIA

China • India • Southeast Asia and other Asian markets

EUROPE & AMERICAS

EU markets • North America • Latin America and other relevant markets

OUR APPROACH

Understand • Identify • Research • Screen • Match • Introduce • Facilitate • Develop

We begin by understanding your objectives and commercial requirements, then identify relevant opportunities and counterparties. Where appropriate, we facilitate introductions and early-stage communication so you can evaluate opportunities and build relationships directly.

WHY AGTL

- **International Connectivity** — linking African and global commercial networks
- **Multi-Sector Reach** — minerals, machinery, vehicles, equipment, commodities and sourcing
- **Structured Approach** — a defined process from opportunity identification to introduction
- **Relationship Focus** — connections designed to support meaningful commercial relationships
- **Professional Standards** — integrity, confidentiality, transparency, reliability and results

WE CONNECT. WE FACILITATE. WE CREATE OPPORTUNITIES.

Ready to Explore a New Market?

Tell us your objectives and target markets — we'll identify the opportunities and partners worth pursuing.

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