



AGTL SERVICE OVERVIEW

Market Access

Enter new markets. Find the right partners. Create commercial opportunities.

Market entry succeeds or fails on the quality of your first connections.

AGTL helps businesses explore and develop access to African and international markets by identifying relevant customers, buyers, distributors, suppliers, manufacturers and strategic partners — turning market-entry objectives into qualified commercial connections, from initial identification through targeted introductions.

OUR MARKET ACCESS SUPPORT

- **Market Identification** — relevant countries, regions, sectors and customer segments aligned with your objectives
- **Buyer & Customer Identification** — potential buyers, customers, importers and distributors
- **Distributor & Partner Search** — agents, suppliers, manufacturers and strategic partners
- **Africa Market Access** — opportunities across East, Central, Southern, West and North Africa
- **International Market Connections** — links between African businesses and the Middle East, Asia, Europe and the Americas
- **Business Introduction** — connecting qualified parties for direct evaluation of the opportunity

WHO WE SUPPORT

Manufacturers & Sellers

- Explore new markets
- Identify potential buyers and distributors
- Expand international customer networks
- Present products to relevant opportunities

Buyers & Importers

- Explore alternative supply markets
- Identify potential suppliers and manufacturers
- Access specialised products and equipment
- Establish direct supplier relationships

Investors & Project Developers

- Identify suppliers and equipment providers
- Connect with industrial and commercial partners
- Explore potential buyers and project stakeholders

OUR APPROACH

01 — Define: The target market, product, sector, customer profile, quantity, destination and objectives.

02 — Research: Relevant markets, companies, buyers, sellers, distributors and manufacturers.

03 — Screen: A preliminary review using available company and commercial information.

04 — Match: Potentially suitable counterparties against the defined requirements.

05 — Introduce: Direct communication and initial commercial engagement.

06 — Develop: Early-stage information exchange while parties run their own due diligence.

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

WHY AGTL

- **Local & International Connections** — we bridge African opportunities with global commercial networks
- **Multi-Sector Capability** — minerals, machinery, vehicles, industrial products, commodities and sourcing
- **Structured Process** — requirements → research → screening → matching → introduction → development
- **Commercial Focus** — we identify relevant opportunities, not just contacts

WE CONNECT. WE FACILITATE. WE CREATE OPPORTUNITIES.

Ready to Enter a New Market?

Tell us the market, sector, and customer profile you're targeting, and we'll identify the right counterparties.

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