

Your Gateway to International Development Projects



Focus:

**Agriculture in Developing
Countries: Key Challenges,
Multilateral Bank Initiatives,
and Business Opportunities**

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Biz Strategies:
**EME | Early Market
Engagement: The Strategy
that Gets Ahead of the
Competition in Tenders**

Agriculture's Global Transformation: A Growing Market for Business and Development



by **Fabio Santoni**
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Project & Tender Expert

*Agriculture is at the heart of economic and social progress in developing countries, and today, more than ever, it is receiving unprecedented support from **multilateral development banks (MDBs) and major international donors**. From **mechanization to storage, from processing to distribution, from agritech to sustainability**, every aspect of the agricultural value chain is being prioritized as a driver of growth, food security, and climate resilience.*

*This surge in financing is not just about fostering local development; it is also creating **significant business opportunities** for companies that manufacture **machinery, storage solutions, processing equipment, digital technologies, and environmental management systems**. MDBs are investing billions into projects aimed at modernizing agriculture, increasing productivity, and ensuring sustainable practices. These funds are channeled through structured programs and **international tenders**, making them a **stable and lucrative entry point** for businesses that understand the market and are prepared to meet the sector's evolving needs.*

*For developing nations, these investments accelerate **economic progress, create jobs, and strengthen food security**. For companies, they represent a chance to expand into **new, high-potential markets** while contributing to global development goals. However, success in this field requires **strategic foresight, strong preparation, and the ability to navigate complex tender processes**.*

*In this issue of MAG, we provide an **in-depth overview of upcoming opportunities and tenders** shaping the future of agricultural development. From large-scale infrastructure projects to digital farming solutions, we explore the key sectors attracting funding and the types of contracts available.*

***Anticipation, expertise, and commitment** are essential to turning these global trends into lasting business success.*

*The agricultural sector is evolving rapidly; **now is the time to seize the moment**.*

Enjoy your reading and good work

Agriculture in Developing Countries: Key Challenges, Multilateral Bank Initiatives, and Business Opportunities

Agriculture has long been the backbone of economies in developing countries, employing billions of people and feeding millions. However, despite its importance, agricultural sectors in many of these regions continue to face numerous challenges, from climate change to poor infrastructure and limited access to modern technology. Yet, as international attention grows and multilateral development banks intensify their efforts, the prospects for change—and even profitable business opportunities—are emerging.

The State of Agriculture in Developing Countries

Agriculture in developing countries is deeply intertwined with the livelihoods of their populations. In Sub-Saharan Africa, for example, approximately **60% of the population** is engaged in agricultural activities, contributing to **25% of the continent's GDP**. Similarly, in parts of Asia, Latin America, and the Caribbean, agriculture not only sustains families but also underpins entire economies.

Despite its pivotal role, agricultural productivity in these regions remains low. According to the **Food and Agriculture Organization (FAO)**, agricultural yields in developing countries are often **40-60% lower** than those in industrialized nations. Limited access to quality seeds, inefficient irrigation systems, inadequate infrastructure, and lack of modern agricultural techniques perpetuate the cycle of low productivity.

Additionally, **climate change** has exacerbated these challenges. Unpredictable weather patterns, longer droughts, and more intense floods have made agriculture in vulnerable regions increasingly precarious. A report by the **World Bank** predicts that climate change could reduce crop yields by **20% by 2050**, further threatening food security and economic stability.



Multilateral Development Bank Initiatives: A Game Changer for Agriculture

Recognizing the immense challenges faced by developing countries, multilateral development banks (MDBs) such as the **World Bank**, the **Asian Development Bank (ADB)**, and the **African Development Bank (AfDB)** have ramped up their efforts to improve the agricultural sector. These institutions have designed a wide range of programs aimed at addressing both the structural challenges of agriculture and the opportunities for growth.

The **World Bank** has committed billions of dollars to agricultural development projects globally. Over the past decade, the bank has invested more than **\$40 billion** in agricultural projects, focusing on improving productivity, enhancing food security, and mitigating climate risks. One of the most notable initiatives is the **Agriculture Financing Facility**, a program that provides loans to small-scale farmers, facilitating access to technology, irrigation systems, and modern agricultural equipment. The program is currently active in **India**, **Ethiopia**, and **Vietnam**, where it has directly benefited over **4 million farmers**.

The **African Development Bank (AfDB)** has similarly prioritized agriculture, pledging **\$3 billion** to support agricultural transformation in Africa as part of its **Feed Africa** strategy. This initiative aims to boost agricultural

productivity, support value chains, and promote climate-resilient practices. In particular, the **Technologies for African Agricultural Transformation (TAAT)** program has been launched to scale up the use of climate-smart technologies such as drought-resistant crops, better irrigation techniques, and sustainable farming practices across Africa. AfDB's investments are expected to increase food production by **30%** in the next decade, helping to mitigate the effects of climate change on agriculture.

Meanwhile, the **Asian Development Bank (ADB)** has focused on improving agricultural infrastructure, including rural roads and storage facilities. In 2021 alone, ADB allocated **\$2.5 billion** to enhance irrigation systems and boost agricultural resilience in countries such as **Bangladesh**, **Cambodia**, and **Nepal**. ADB's approach centers on **building sustainable food systems** that reduce post-harvest losses, improve access to markets, and provide smallholder farmers with the resources they need to thrive.

Investment in digital agriculture is also a growing priority. The World Bank has launched several initiatives promoting the use of digital platforms to connect farmers with market data, financial services, and supply chain solutions. One notable example is the **e-voucher system** in **Kenya**, where farmers receive digital tokens to buy inputs like seeds and fertilizer. This system is revolutionizing access to agricultural products and has been expanded to **over 500,000 farmers** in the region.



Potential Business Opportunities in the Agricultural Sector

The growing emphasis on agricultural development by MDBs opens up numerous **business opportunities** in the short term for private sector investors, agribusinesses, and technology companies. These opportunities span a wide range of sectors, including:

1. Agri-Tech Solutions

As MDBs push for modernization in the agricultural sector, **agricultural technology (agri-tech)** is booming. From precision farming tools to smart irrigation systems, there is an increasing demand for innovative solutions that improve productivity. The global agri-tech market is expected to reach **\$22 billion** by 2025, driven by the adoption of IoT devices, drones, and artificial intelligence in farming. Companies providing solutions that streamline crop monitoring, soil management, and pest control are well-positioned to capitalize on this growing sector.



2. Agricultural Mechanization: A Key Growth Area

One of the most significant areas of opportunity lies in **agricultural mechanization**. In many developing countries, agriculture remains highly labor-intensive, with much of the work still being done by hand or with rudimentary tools. **Mechanization** can increase efficiency, reduce labor costs, and boost overall productivity.

For example, the global market for agricultural machinery in developing countries is expected to grow at a **CAGR of 7%** from 2023 to 2028. In **Sub-Saharan Africa**, mechanization levels are still very low, with an estimated **less than 10%** of farms using mechanized equipment. However, multilateral banks are recognizing the importance of mechanization in improving food security and economic stability. The **African Development Bank (AfDB)** has launched initiatives like the **African Agricultural Mechanization Program (AAMP)**, which aims to improve access to machinery and equipment for smallholder farmers. The program has already helped provide affordable tractors, combine harvesters, and irrigation systems in countries such as **Nigeria** and **Kenya**, leading to improved harvest yields and more sustainable farming practices.

Business opportunities in this sector include the manufacturing and distribution of affordable machinery, equipment leasing models, and providing mechanization training for farmers. As demand for mechanized farming increases, companies providing these solutions stand to gain substantially. There is also significant potential in setting up **agriculture service centers**, where farmers can access machinery on a rental basis, reducing upfront costs.

3. Infrastructure Development

Infrastructure remains one of the most critical bottlenecks for agricultural development in many developing countries. Business opportunities exist in the **construction of rural roads, storage facilities, cold chains, and marketplaces**. As MDBs pour funding into infrastructure projects, the demand for construction and logistics companies that can deliver these services will increase. These projects, often backed by government guarantees and MDB financing, provide a relatively low-risk environment for investors.

4. Climate-Smart Agriculture

With a focus on resilience to climate change, businesses that provide **climate-smart agricultural practices** are becoming increasingly sought after. Companies that develop drought-resistant seeds, efficient water management systems, and sustainable farming technologies are seeing tremendous growth. For example, the market for **climate-resilient crops** is expected to grow by **6% annually** over the next five years, with opportunities for new companies to enter and establish a strong presence.

5. Financing and Insurance Products

Given the financing gaps in agriculture, especially for smallholder farmers, there is room for growth in **agricultural finance**. Financial institutions can collaborate with MDBs to provide microloans, crop insurance, and other financial products tailored to the needs of farmers in developing countries. Additionally, **agricultural insurance** is a burgeoning field as countries prepare for the inevitable effects of climate change.

6. Value Chain Development

Many developing countries export raw agricultural commodities but fail to add value locally. This presents opportunities for businesses that can assist in **processing** agricultural products, such as **food processing** or **textile manufacturing** from cotton. Value addition increases the potential for higher profits, creating more job opportunities and reducing dependency on external markets.



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Contattaci qui

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by **Sebastiano Giordano**
Co-founder ExportbyTender.com
Project & Tender Expert

EME | Early Market Engagement: The Strategy that Gets Ahead of the Competition in Tenders

In the world of international procurement, **being ahead of the game can make the difference between a winning bid and a missed opportunity.** But what if companies could engage directly with those issuing the tenders even before they are written? The answer is called **Early Market Engagement (EME)**, an innovative strategy embraced by Export By Tender, redefining the approach to tenders.

EME is not just a preliminary exchange of information, but a true bridge between solution providers and those seeking them. This practice allows companies to understand client needs in advance, positioning themselves as ideal partners right from the early stages of the process. Participating in this preliminary phase means having the chance to contribute to the definition of tender requirements, showcasing expertise, and building a relationship of trust with the tender issuer. In an increasingly competitive environment, **Early Market Engagement proves to be a winning tool.** Anticipating needs allows companies to refine their offering, increasing compliance with selection criteria and reducing unforeseen issues during project execution.



Early Market Engagement

Moreover, early dialogue enables more accurate planning and strategic resource management, ensuring more conscious and targeted participation. EME is not just about improving chances of success in tenders. **This strategy also represents an opportunity to build long-term strategic relationships, strengthen international market presence, and access prestigious contracts.** Thanks to the personalized support from Export By Tender, companies can confidently navigate each phase of the process, maximizing their chances of success.

In a constantly evolving global landscape, those who adopt Early Market Engagement not only get ahead of the competition but also gain a decisive competitive advantage. **With Export By Tender, this strategy becomes the first step in a journey of growth and internationalization, opening doors to new opportunities and cross-border successes. Contact us!**



How to Best Prepare for the International Tender Market?

In the following pages, you will find a list of projects funded by international donors worldwide across various key sectors. This valuable overview will help you prepare, plan resources, and strategize actions effectively to navigate the international tender market successfully.

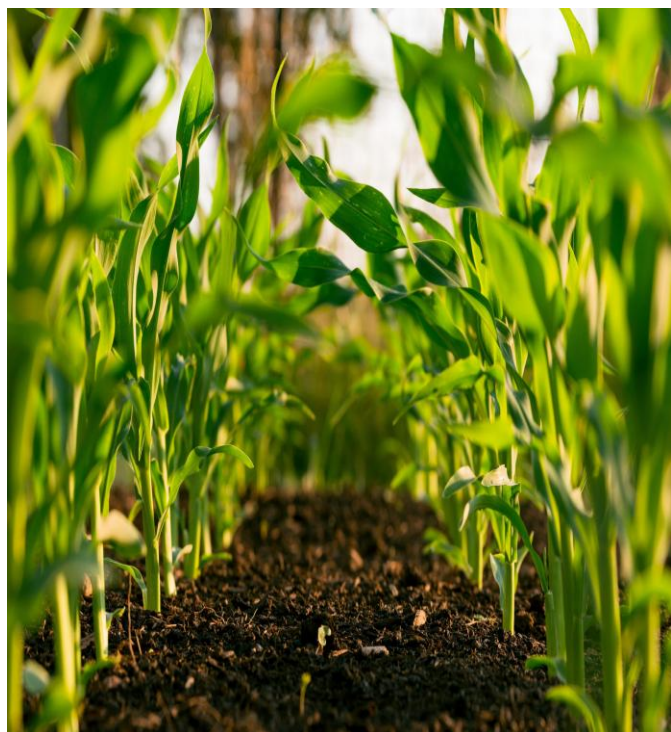
If you're interested in a project, we can support you in becoming a potential supplier!

AGRIBIZ

Africa | Agribiz - Livestock New Business Opportunities & Project in Mauritania – Awkar Program (Phase 1) by African Development Bank Group

The Government of Mauritania, with the support of the African Development Bank (AfDB), has launched the Inclusive Livestock Value Chain Development Project in the Awkar Zone (Awkar Program – Phase 1). This initiative is backed by a funding of 18 million UC and aims to enhance agro-pastoral resources in the northeastern region (Dahr) of Hodh Chargui.

Go to the link



INDUSTRIAL DEVELOPMENT

Rwanda | Industrial development - Project Exciting Business Opportunities in Rwanda's Leather Industry by AfDB

The Republic of Rwanda has received a grant from the Republic of Korea under the African Private Sector Assistance (FAPA), administered by the African Development Bank (AfDB) and the African Development Fund (ADF). This project aims to strengthen productive capabilities of the leather manufacturing sector and SMEs in Rwanda, driving inclusive and sustainable economic growth.

Go to the link



Kenya | Industrial development - Kenya Jobs and Economic Transformation Project (KJET)

We are thrilled to share details of a major development initiative in Kenya: the Kenya Jobs and Economic Transformation Project (KJET), funded by the @World Bank and implemented by the Ministry of Cooperatives and Micro, Small and Medium Enterprises (MCMSME) Development.

Go to the link



ENERGY


Chile | Energy Project - Chile's Green Hydrogen Facility Project

The Republic of Chile has secured a \$150 million loan from the International Bank for Reconstruction and Development (IBRD) to finance the Green Hydrogen Facility Project. This initiative aims to foster sustainable energy growth by supporting green hydrogen investments and strengthening industry capabilities.

Go to the link 


Guatemala | Energy Project - Expanding Rural Electrification in Guatemala – PIER Project by Inter-American Development Bank

The Government of Guatemala, with funding from the Inter-American Development Bank (IDB) and the Korea Infrastructure Development Co-Financing Facility for Latin America and the Caribbean, is launching the Rural Electrification Infrastructure Program (PIER). This initiative aims to increase electricity coverage in rural areas, improving the quality of life for thousands of families and fostering economic development.

Go to the link 

Caribbean Countries | Energy Project Caribbean Efficient and Green-Energy Buildings Project (CEGEB Project)

We are thrilled to share details of a groundbreaking initiative in the Caribbean: the Caribbean Efficient and Green-Energy Buildings Project (CEGEB Project), funded by The World Bank and implemented by the Governments of Saint Lucia, Grenada, Guyana, the Organisation of Eastern Caribbean States (OECS) Commission, and the Caribbean Center for Renewable Energy and Energy Efficiency (CCREE). This project aims to promote energy efficiency (EE) and renewable energy (RE) in public buildings across the region, while strengthening regulatory frameworks and fostering regional collaboration.


Go to the link 



HEALTH

DRC | Health Project - Strengthening Health Emergency Preparedness and Resilience in the DRC


The Democratic Republic of Congo has secured a \$250 million credit from the International Development Association (IDA) to finance the Health Emergency Preparedness, Response, and Resilience Project (HEPRR-MPA). This initiative aims to reinforce the resilience of the national health system, improve emergency preparedness, and ensure effective multisectoral responses to health crises.

Go to the link 

Türkiye | Project - Türkiye’s Health Sector

The Republic of Türkiye, through the Ministry of Health, has launched the Türkiye Preparedness for Public Health Emergencies Project (TPPHEP) with \$250 million in financing from The World Bank.


This project aims to enhance vaccine production and strengthen emergency response readiness by investing in medical equipment, digital health infrastructure, and workforce training.

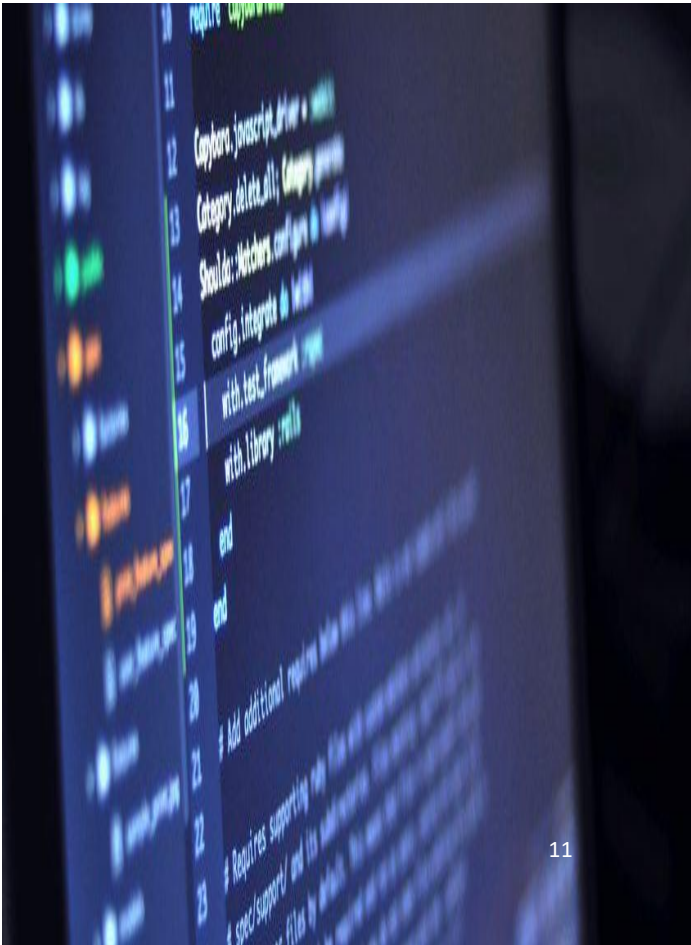
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ICT

Cameroon | ICT / FINTECH - Project Implementation of an Electronic Invoicing Platform by AfDB

The Republic of Cameroon has secured funding from the African Development Bank (AfDB) under the Public Finance Governance Support Project (PAGFIP). This initiative aims to modernize the country’s tax administration by implementing a digital invoicing system at the General Directorate of Taxes (DGI). Financed by AfDB, this project will improve tax compliance, enhance revenue collection, and promote transparency in financial transactions.


Go to the link 



INFRASTRUCTURES


Bosnia Herzegovina | Project - Boosting Connectivity and Sustainability in Bosnia Herzegovina

Exciting developments in the Western Balkans! Bosnia and Herzegovina is launching the Sustainable, Integrated and Safe Road Infrastructure Project, backed by The World Bank and EBRD, with a €148.6 million investment to enhance regional connectivity and road safety.

Go to the link 

Mauritius | Project - Rodrigues Airport Project in Mauritius

We are excited to share details of a transformative infrastructure project in Mauritius: the Rodrigues Airport Project, funded by the International Bank for Reconstruction and Development (IBRD) and the European Union (EU). This project aims to improve air transport access, enhance climate resilience, and boost productivity in Rodrigues.

Go to the link 




WATER


Belize | Project - Strengthening Marine Ecosystem Resilience in Belize : A Sustainable Investment for the Future
The Government of Belize, through Belize Water Services Limited (BWS), has secured a \$22 million investment from the Inter-American Development Bank (IDB) to finance the project "Strengthening Marine Ecosystem Resilience by Enhancing Wastewater Infrastructure in Caye Caulker" This initiative aims to increase access to wastewater collection and treatment services, enhance environmental sustainability, and improve climate resilience in one of Belize's key tourism and marine biodiversity areas.

Go to the link 

Uzbekistan | project - Steps Up for Climate-Smart Water Management
Water scarcity and climate change pose significant challenges for Uzbekistan, but a new project is set to make waves. The Climate-Smart Water Management Improvement Project will modernize the country's water management systems with smart IT solutions and enhance the operational efficiency of utilities.

Go to the link 

Senegal | Project - Integrated Water Security and Sanitation Project
We are excited to highlight a major infrastructure and sustainability project in Senegal, funded by The World Bank Bank through the International Development Association (IDA). Total Budget: \$260 million

Go to the link 





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