



WEBINAR

Exploring Angola's Agri Potential: Insights Ahead of the Trade Mission

04 SEPTEMBER 2025
14:00-15:15 PM CEST





Núria Vlonk - Cunha Soares

Managing Director
NABC

MODERATOR

Exploring Angola's Agri Potential: Insights Ahead of the Trade Mission
04 SEPTEMBER 2025
14:00-15:15 PM CEST



GOVERNO DE
ANGOLA



AGÊNCIA DE INVESTIMENTO PRIVADO
E PROMOÇÃO DAS EXPORTAÇÕES



- INTRODUCTION
- WORD OF WELCOME
- WHY ANGOLA? WHY NOW? UNLOCKING STRATEGIC OPPORTUNITIES FOR DUTCH TRADE AND INVESTMENTS
- A DEEP DIVE INTO THE KEY SECTORS FOR DUTCH COMPANIES: POULTRY, HORTICULTURE, AND LOGISTICS
- PANEL DISCUSSION & Q&A: EXPERIENCE OF DOING BUSINESS IN ANGOLA



Exploring Angola's Agri Potential: Insights Ahead of the Trade Mission
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H.E. Amb. Salvador Allende Carvalho de Bom Jesus

Consul General of the Republic of Angola in
Rotterdam

WORD OF WELCOME

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Bruno Baptista

Head of Promotion and Private Investment
Attraction
AIPEX

WHY ANGOLA, WHY NOW? UNLOCKING
STRATEGIC OPPOTUNITIES FOR DUTCH
TRADE AND INVESTMENTS

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Connecting you to Angola | Connecting Angola to the World

Why invest in Angola

- Emerging market with huge growth potential
- Investment policies favourable to priority sectors
- Growing population and young, dynamic workforce
- Important location as a gateway to Southern and Central Africa
- 69 million hectares of forest
- 1,650 km of coastline and capacity to irrigate 7.5 million hectares
- 35 million hectares of arable land, of which only 14% is used;
- Existence of 38 of the top 50 minerals used in the industry
- Investment in priority sectors has the possibility of replacing imports worth about 3,000,000,000.00 (three billion US dollars);



LEGAL REFORMS



2020.
INVESTMENT GATEWAY



2021.
**AMENDMENT OF THE
PRIVATE INVESTMENT
LAW**



2021.
**ENHANCED INVESTOR
RIGHTS AND
GUARANTEES**



2022.
NEW TAX BENEFITS CODE



2022.
**CREATION OF ONE
STOP SERVICE**

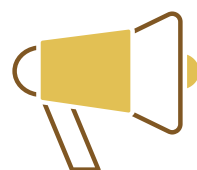


2023.
**VISA WAIVER IN ORDINARY
PASSPORTS TO 98
COUNTRIES**

AIPEX role

Our Mission

To promote and facilitate private investment and exports, contributing towards Angola's economic diversification and sustainable development



Promote and attract private investments



Promotion of exports and the internationalisation of Angolan companies



Register and monitor the implementation of private investment proposals



Coordinate institutional support to investors

Core Business

Investment Opportunities

Priority sectors



Food products



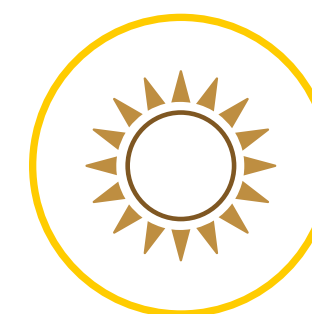
Agriculture,
Livestock, and
Fishery



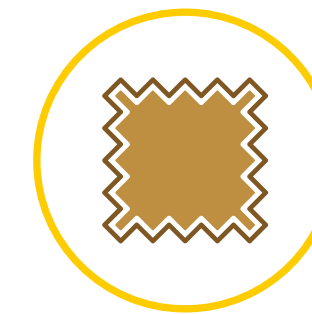
Mining and
Mineral
Extraction



Wood and Wood
Products



Tourism



Textiles and
Footwear

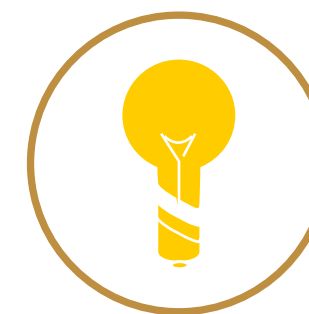
Structuring sectors



Construction
and
Infrastructure



Health



Energy
and Water



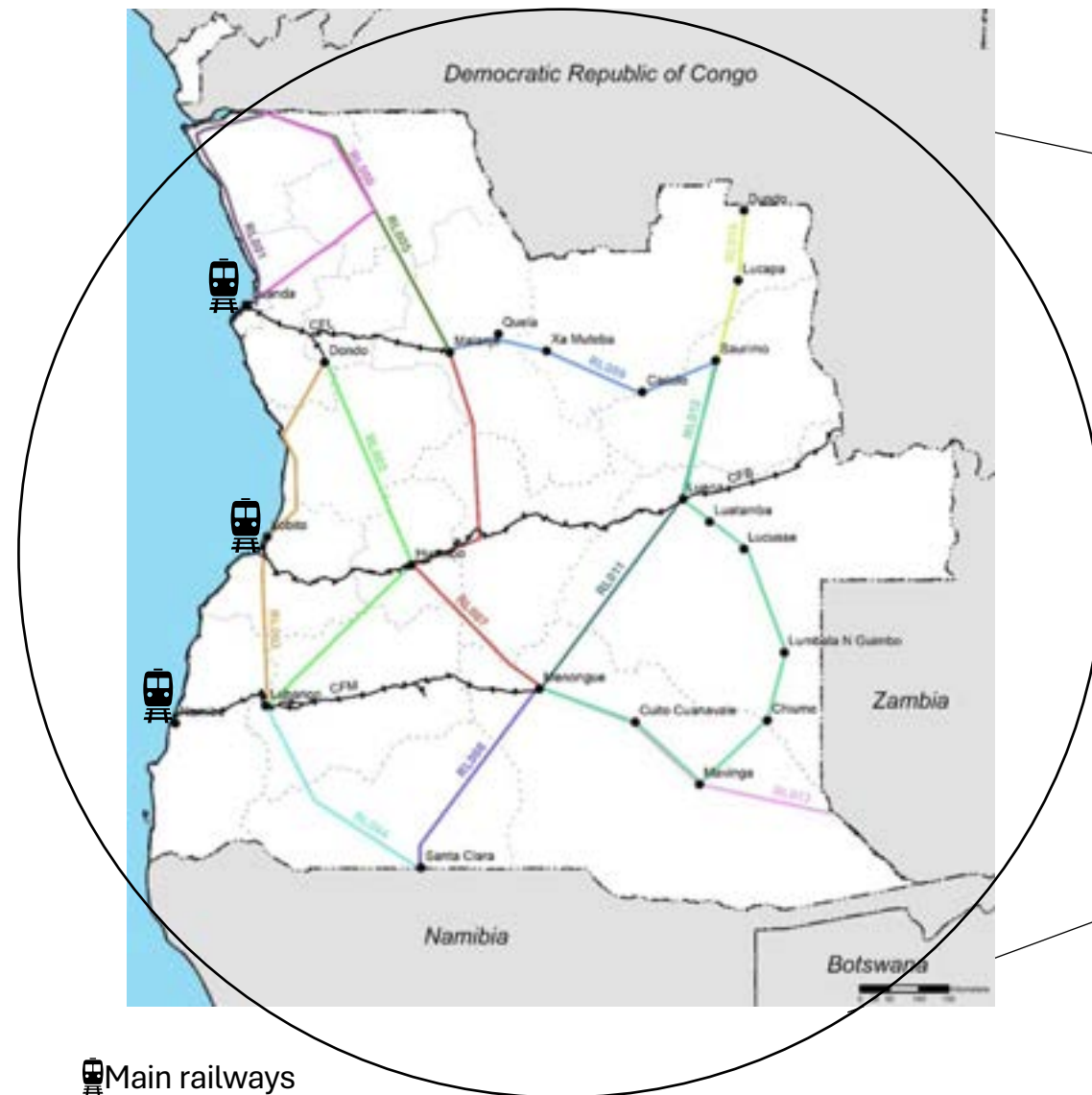
Education

Railway network

THE NORTH-SOUTH RAIL NETWORK WILL BE TRANSFORMATIVE FOR THE COUNTRY

NATIONAL RAILWAY NETWORK

Current and future railway (until 2038)



The Lobito corridor as always been of major importance for the “copper belt” but the connection of the Namibe corridor to Zambia and the connection of Luanda to Congo on the north and west is of major strategic importance

SADC RAILWAY NETWORK



Investment Regimes



PRE-DECLARATION REGIME

- Projects in non-priority sectors
- Companies you should be previously incorporated
- Tax benefits are granted automatically



SPECIAL REGIME

- For projects in priority sectors
- Tax benefits and facilities are granted according to the Development Zone which the project will be implemented



CONTRATUAL REGIME

- Projects in any sector, whose amount of investment is equivalent to or greater than USD 10.000.000,00 and which creates at least 50 direct jobs for nationals
- Projects considered structuring and that create at least 50 direct jobs for nationals;
- Allows the negotiation of tax incentives and benefits between the investor and AIPEX

Tax benefits under the pre-declaration regime

Type of tax	Period	Reduction
Property for the Acquisition of Real Estate	N/A	50%
<hr/>		
Industrial TAX		
• General → 25%		
• Agriculture → 10%	2 years	20%
• Provisory → 2%		
<hr/>		
Application of capital → 10%	2 years	25%
<hr/>		
Stamp → 1%	2 years	50%

Property: for the acquisition of real estate for the office and the establishment of the investment

Industrial: It is levied on the profits obtained in the exercise of any activity of a commercial or industrial nature, even if accidental

Application of capital: It is levied on income from the simple application of capital

Stamp: It concerns all acts, contracts, documents, titles, books, papers and operations.

Tax benefits under the special regime

Tax	Zone A	Zone B	Zone C	Zone D
Acquisition of real state for investment (2%)	50% for a period of 2 years	75%	85%	92,5% for a period of 8 years
Industrial tax (General, Agriculture, Provisional) (25%;10%,2%)	20% for a period of 2 years	60% for a period of 4 years	80% for a period of 8 years	90% for a period of 8 years
Application of tax on capital (10%)	25% for a period of 2 years	60% for a period of 4 years	80% for a period of 8 years	90% for a period of 8 years
Ownership of property intended for investment (0,5% < AKZ 5 million)	N/A	50% for a period of 4 years	75% for a period of 8 years	82,5% for a period of 8 years



Tax benefits for the contractual regime



- Reduction of Industrial Tax (final and provisional), Urban Property Tax, Capital Investment Tax and Stamp Duty, for a period of up to 15 years;
- Tax credit of up to 50% of the investment value, for a period of up to 10 years;
- Increase in depreciation and reintegration rates of up to 80%, for a maximum period of 10 years, for projects located in development zones B, C and D;
- Deferral of tax payment time;
- Consider as a cost 80% of the value of investment expenses for the creation of infrastructure, necessary for the execution of the project, which by their nature must be provided by the State.

Other benefits and facilities



Customs:

Exemption from payment of customs duties on the import of goods and equipment necessary for the implementation of the project, with the exception of VAT.



Facilities:

Exemption from the payment of fees and emoluments due for any requested service, including customs, by a non-business public entity, only for projects included in the Special Regime

Assistance with the implementation of projects at all stages of the investment process through the Investor's Gateway

Angola

WITH OPEN DOORS
FOR YOUR INVESTMENT



Paulo Galante

Administrator of Fazenda Avicola Avinova and of
the National Association of Poultry Farmers of
Angola.

A DEEP DIVE INTO THE KEY SECTORS FOR
DUTCH COMPANIES: POULTRY

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National Collective Efficiency Strategy for the Poultry Sector



September 2025

Preparado para



Por



Supported by

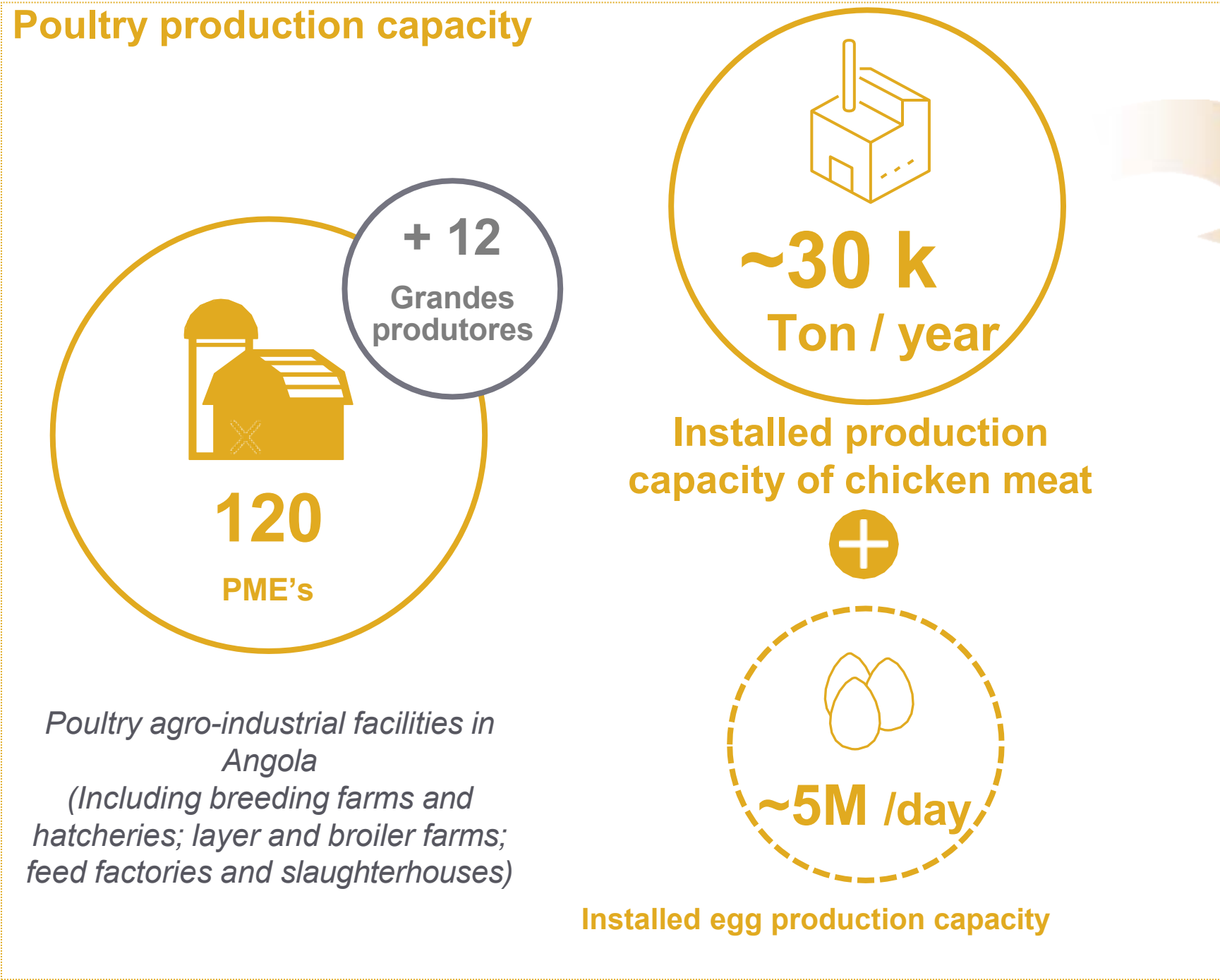


There is a broad poultry production capacity which, even with expansion and government support, faces challenges in reducing dependence on chicken meat imports.

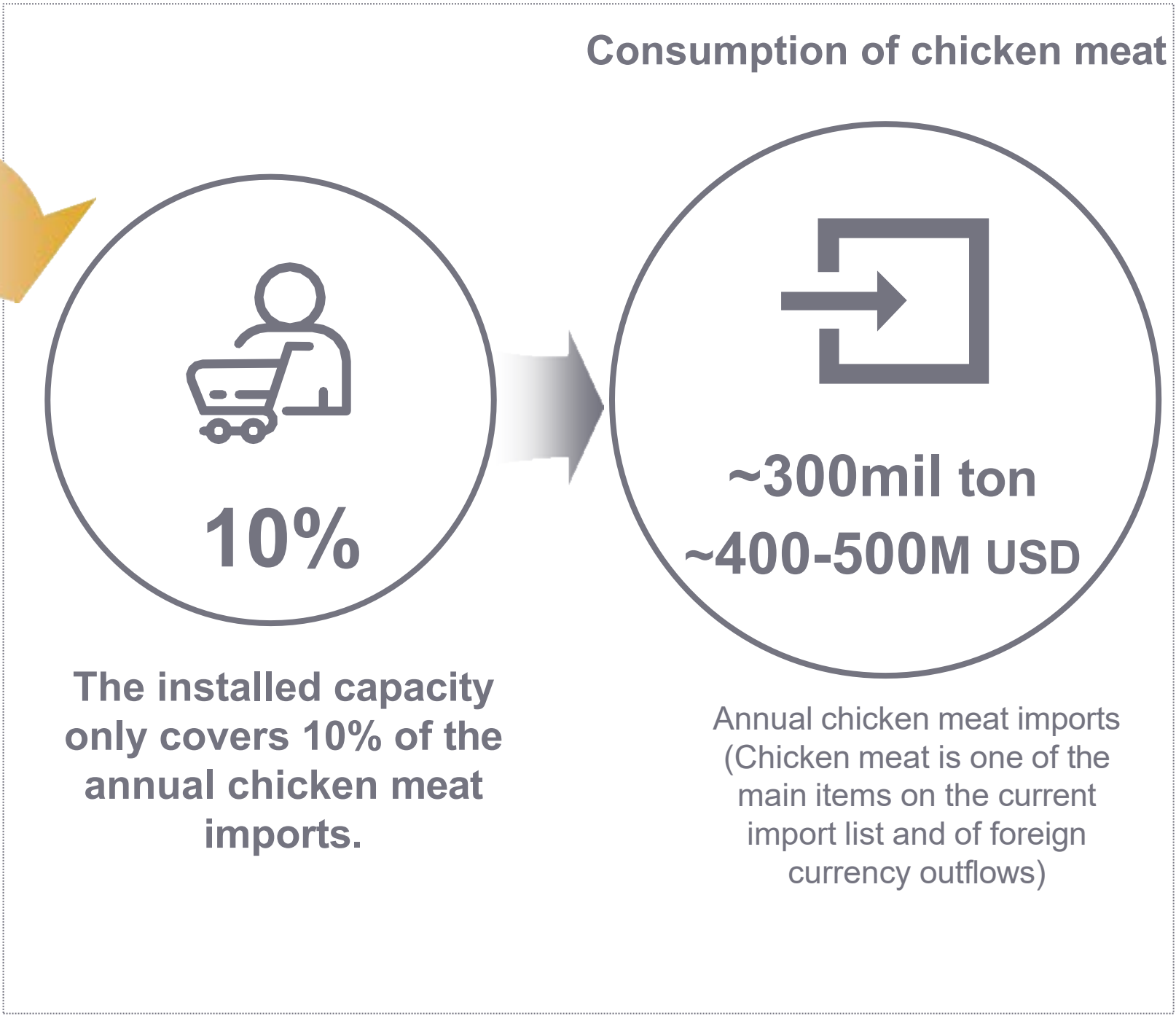
Overview

Poultry sector in Angola

Poultry production capacity



Consumption of chicken meat



There is a broad poultry production capacity which, even with expansion and government support, faces challenges in reducing dependence on chicken meat imports.


Problem identification







High cost of raw materials

Raw materials (USD/TON)				 vs. 
Corn	\$ 180,00	\$310,20	\$ 471,31	 162%
Soybeans	\$ 397,00	\$542,85	\$ 624,75	 56%
Soybean meal	\$ 350,80	\$775,5	\$ 845,07	 141%











Elevado custo de produção

Chicken (UDS/KG)				 Δ 
Whole (chicken)	\$ 1,26	\$3,00	\$ 4,38	 248%



Enviesamento do poder de compra

	\$ 76,72 Minimum wage		17,5 kg Purchasing capacity of chicken
	\$ 90,00 Minimum wage		30 kg Purchasing capacity of chicken
	\$ 250,80 Minimum wage		198,9 kg Purchasing capacity of chicken

The cost of chicken production in Angola is not aligned with the population's purchasing power.

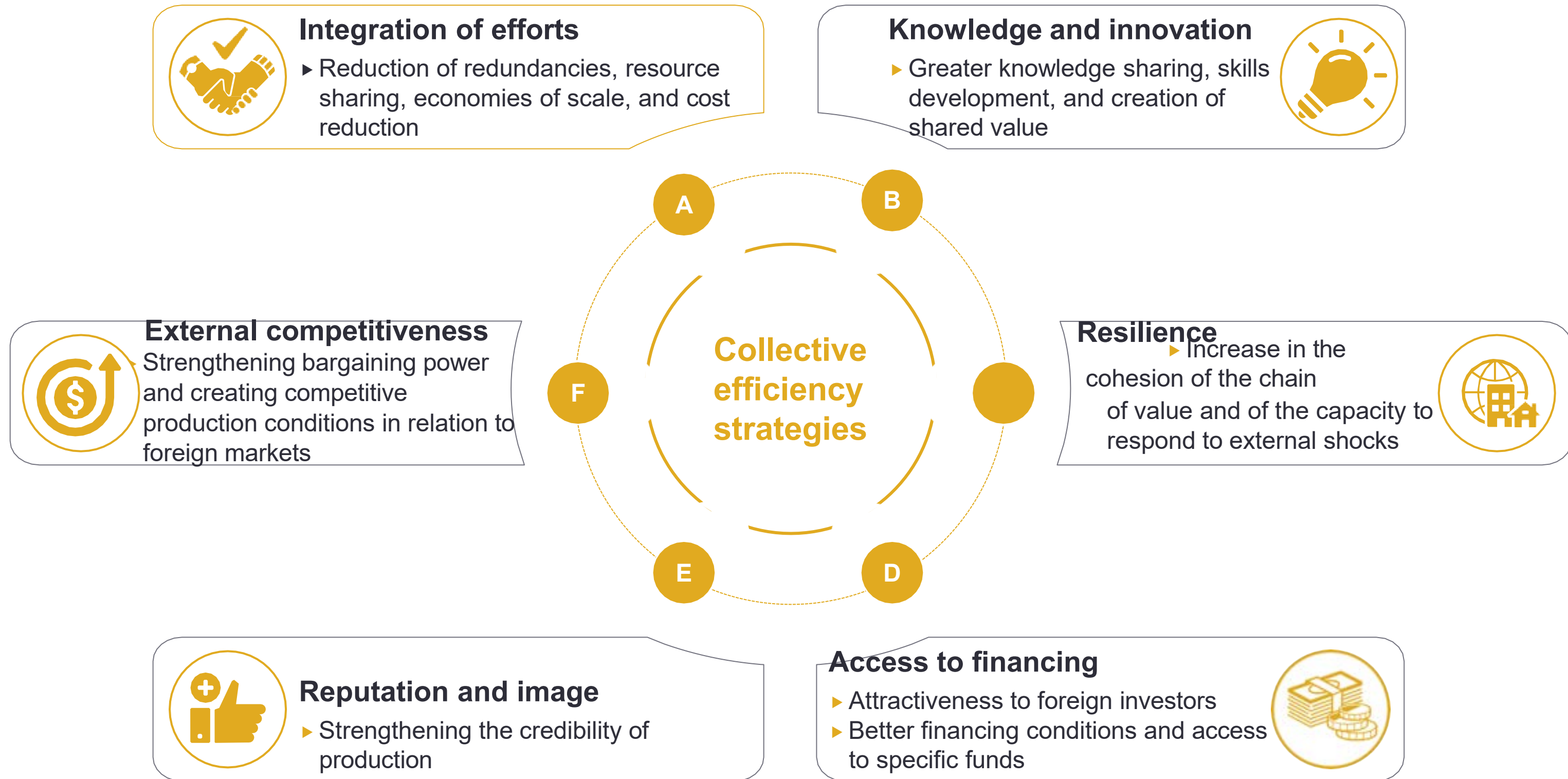


Industry unsustainability

The prevailing conditions prevent domestic producers from competing with their international peers.

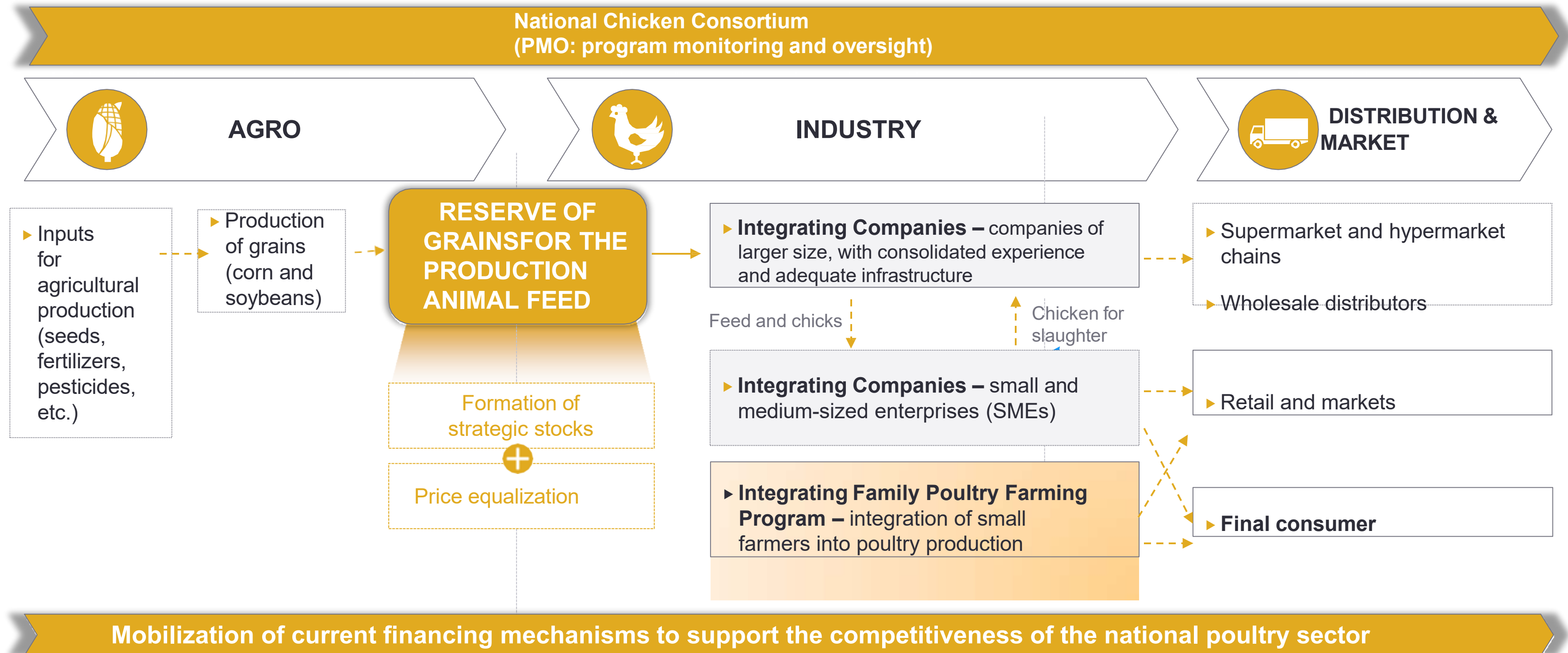
Collective efficiency makes it possible to avoid redundant operational efforts, driving off ... the sustained development of production chains and mitigating market failures.

Collective efficiency: The combination of efforts between public and private actors



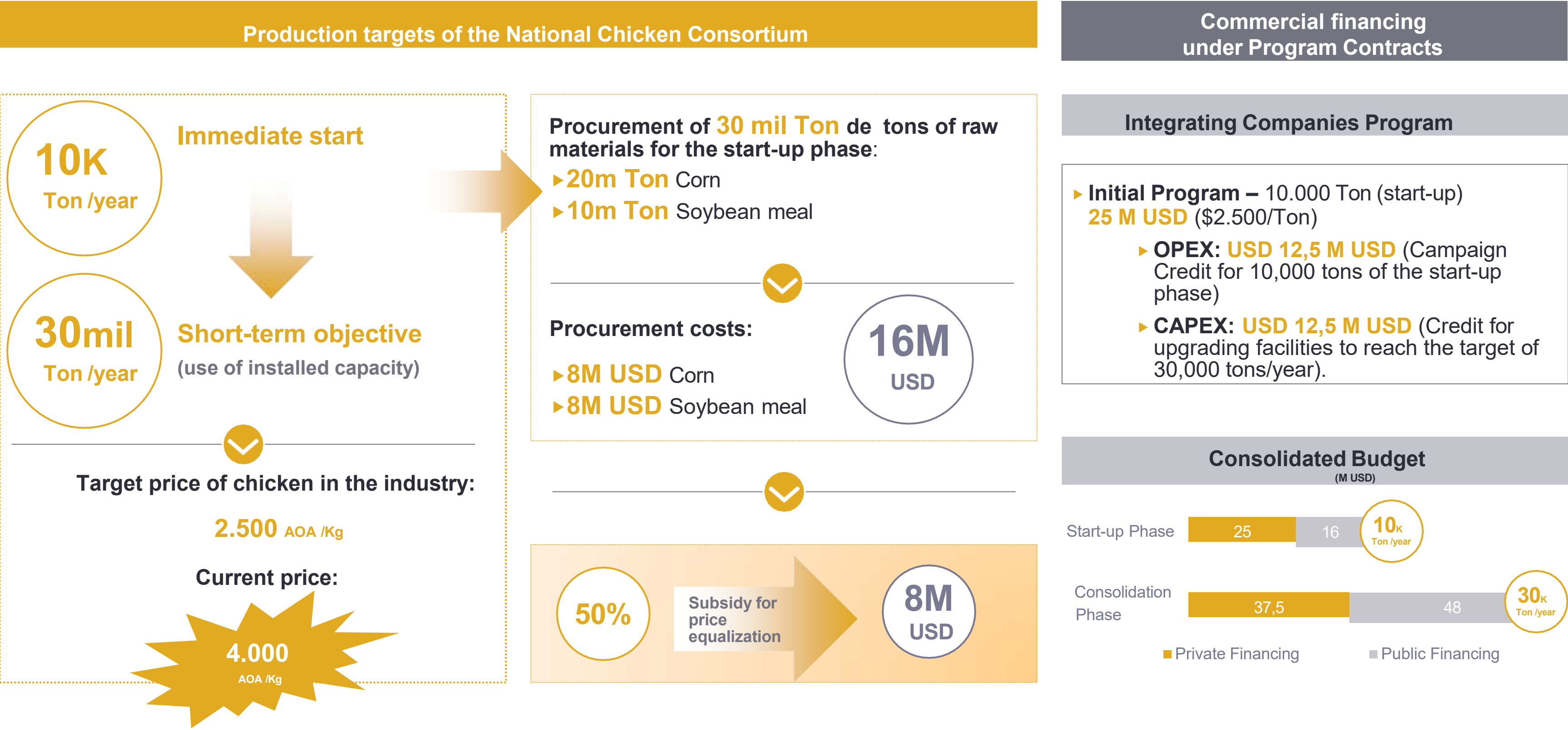
The use of the Strategic Food Reserve (REA) and a specific fund is considered a decisive lever for the national poultry sector.

The solution: Integration of the production chain



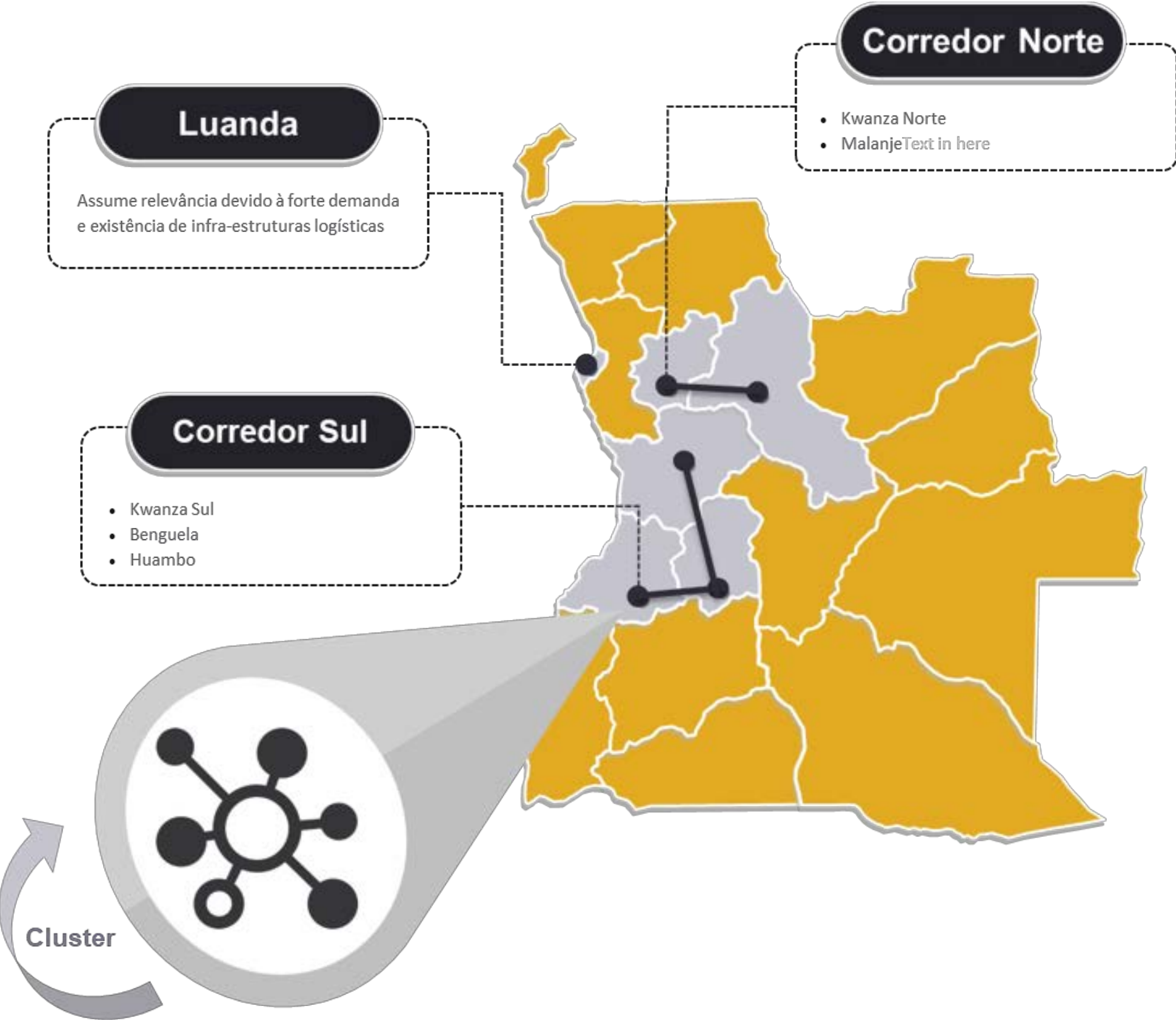
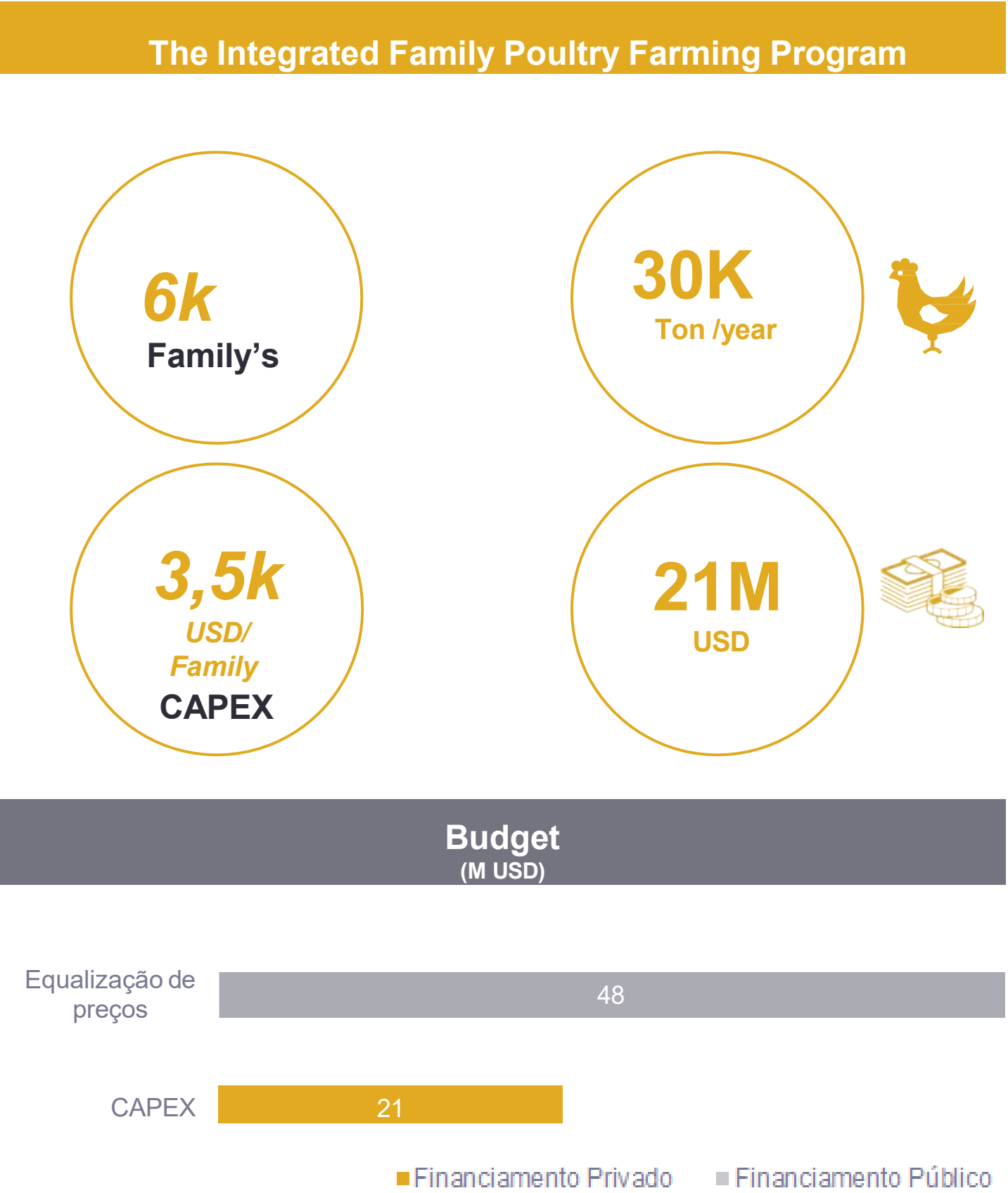
The strategy creates the conditions for economic agents to contribute to economic diversification and import substitution.

The short-term goals



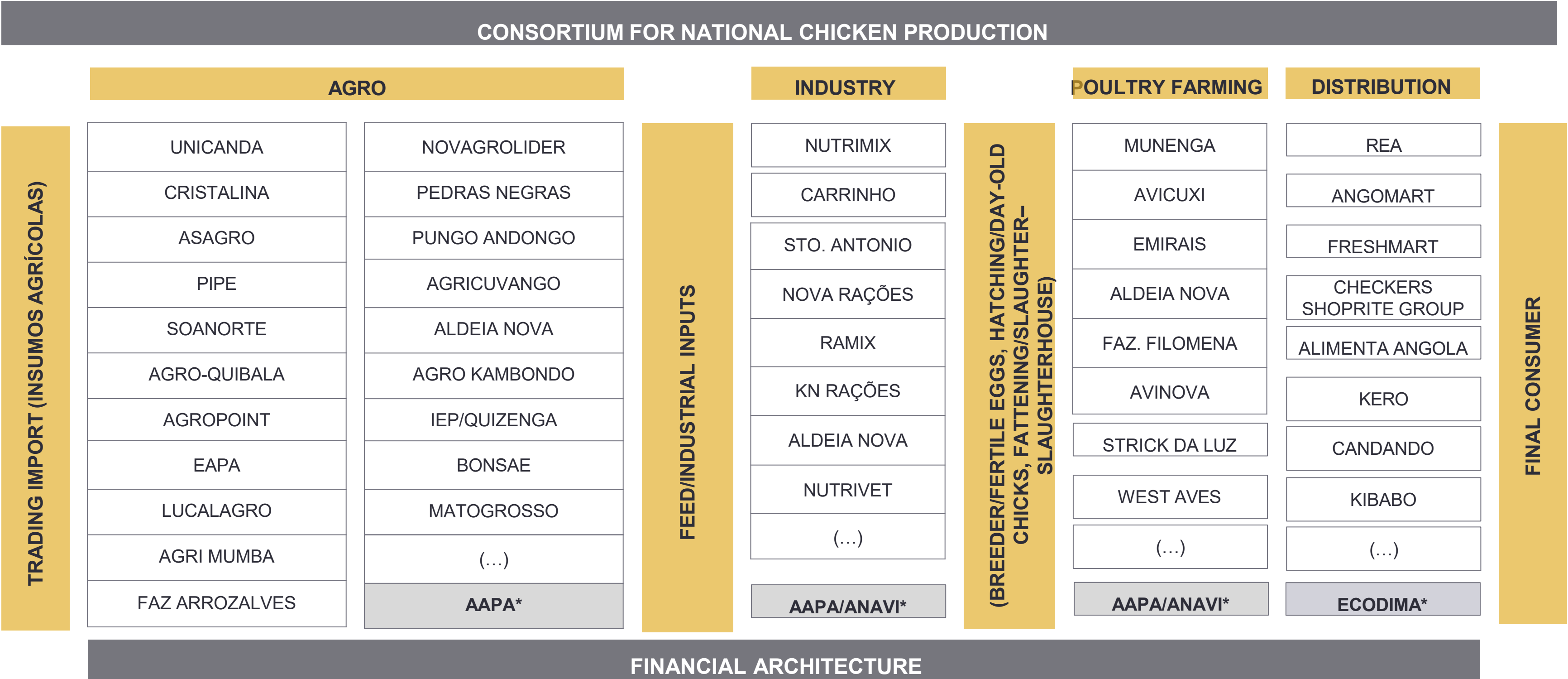
The national collective efficiency strategy for the poultry sector recognizes the importance of integration into the value chain.

The Integrated Family Poultry Farming Program in a nutshell



The national strategy relies on the commitment of the main actors in the productive ecosystem

Architecture of the productive consortium





AAPA.AO



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Associação Agro-Pecuária
de Angola

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NABC
Confidence in African Business



Erik van de Kamp
Senior Project Manager
Flying Swans



Valdano Candido
Head of Department of Contract
Management and Partnerships
ARCCLA

A DEEP DIVE INTO THE KEY SECTORS FOR
DUTCH COMPANIES: LOGISTICS

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A LIGAR O HUAMBO

AO MUNDO



September 2025

LOBITO CORRIDOR CAÁLA LOGISTICS PLATFORM

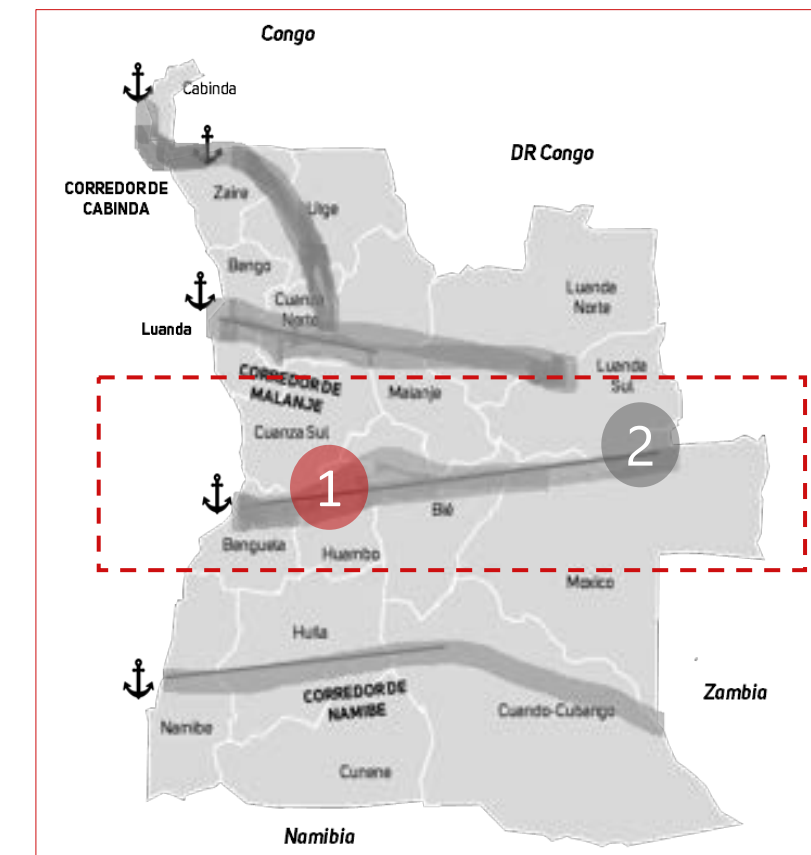


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Ministério dos Transportes



ARCCLA – Strategic Vision

- **ARCCLA's long-term strategic vision is based on four pillars:**
 - Regulation, Supervision and Inspection of Logistics Activities and Traffic Control;
 - Stimulation of the RNPL and Development Corridors;
 - Contributing to the Modernization of the Transport Sector and Activities;
 - Operationalisation and Enhancement of ARCCLA
- **Create a coordination point to ensure the effective and efficient performance of the Lobito Corridor - Improve trade relations in Southern Africa:**
 - Facilitate collaboration between stakeholders
 - Address a series of impediments and constraints associated with infrastructure and investment, transport and trade regulation, logistics services and operations Angola
- **PPP model as a main strategy for implementing multimodal Logistics Platforms**
 - Privileged way of boosting free and competitive access for operators, logistics companies and their business clients
 - The Caála Logistics Platform is the pilot project for materializing the national cool logistics strategy for supporting agribusiness and mineral sector



ARCCLA & Flying Swans – NL & AO partnership

- **Flying Swans Dutch organisation specialized in agri- / cold chain logistics corridors in emerging markets**
 - Ongoing projects in Ethiopia, South Africa, Kenya and Angola
 - Financed through Invest International for project development
- **Netherlands and Angola partnership on developing agri-logistic facilities**
- **In Angola, Flying Swans supporting ARCCLA on the Caála Logistics Platform as part of this G-to-G partnership**
- **Caála Logistics Platform development**
 - Market study/ies by to identify relevant value chains and potential customers
 - Current phase is feasibility study by ARCCLA / Angola govt. as part of World Bank Group program, Flying Swans supporting
 - Groundbreaking and levelling terrain done, intermediate cold chain solution by ARCCLA planned this year

Lobito Corridor



Lobito Port

- AGL (MSC) new concessionaire for container terminal
- Mineral ports LAR
- Volume to grow and connectivity to improve because of minerals through Lobito Corridor

Benguela Railway



- USD 1.9 bln rehabilitation
- Connects mineral-rich regions in DRC and Zambia to Atlantic coast via Port of Lobito
- Concession for 30 years to LAR (Trafigura, Mota-Engil, Vecturis)

Caála Logistics Platform



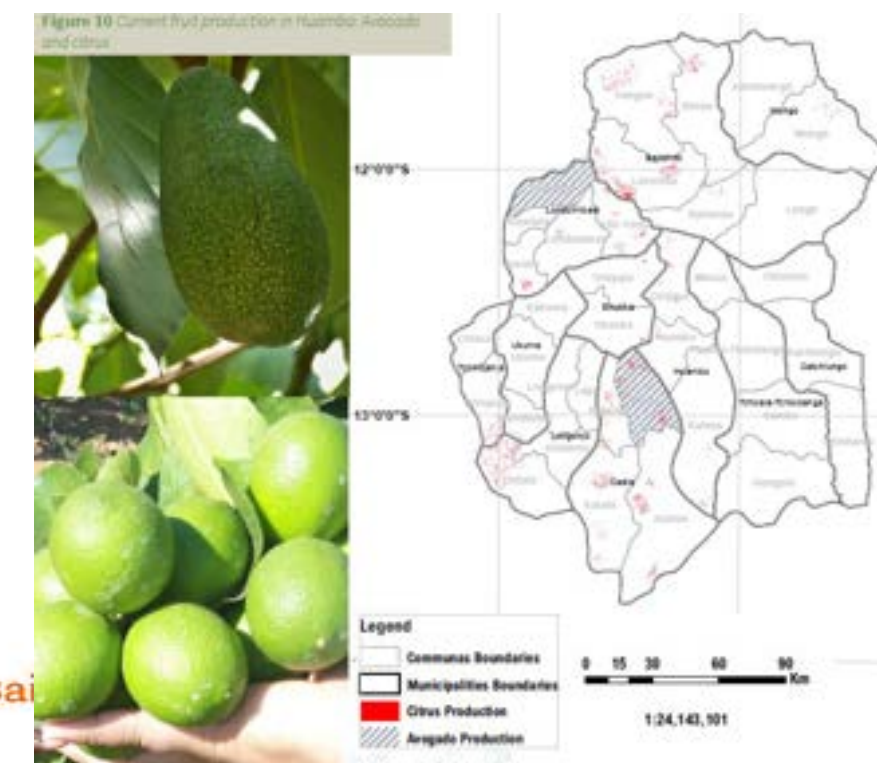
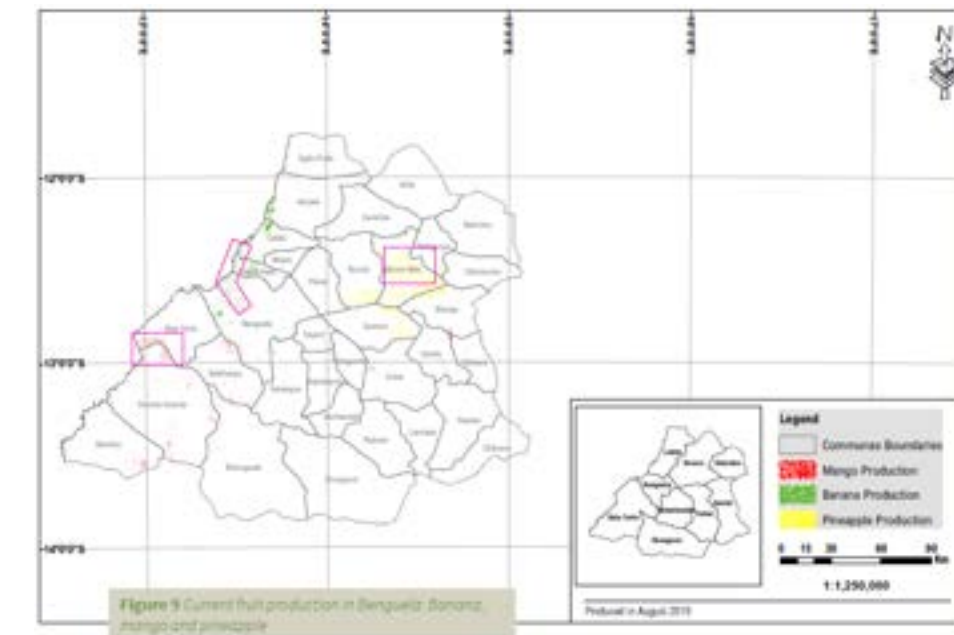
- Rail terminal as intermodal hub and logistics platform for Huambo region
- Multi-user and multi-sector (fruit & vegetables, agriculture, industry, minerals etc.)
- Public infrastructure funded by WorldBank

- Lobito Corridor rehabilitated & new concessionaires for Benguela Railway and Lobito Port container terminal
- Investments in strategic infrastructure interfaces (e.g. rail terminals, logistics platforms etc.) required
- Caála Logistics Platform to have catalyzing role in local economic development in Huambo province
- Focus on agro-logistics: main activity is agriculture. High potential to improve production if connected to export / regional markets

Lobito Corridor – Fruit Mapping

Table 6 Summary of crop selection criteria

	EU MARKET DEMAND (volume)	EU MARKET DEMAND (price/kg)	ANGOLA – CURRENT PRODUCTION	ANGOLA – AGRO-ECOLOGICAL POTENTIAL	ANGOLA – EXISTING EXPORTS
AVOCADO	Medium-high & increasing	High & stabilizing	Low	High, in lower areas of Huambo	Absent
BANANA	High & stable	Low & stable	High	High, in litoral of Benguela	Upcoming (seafreight)
CITRUS	High & stable	Low & stable	Medium	High, throughout Huambo province	Absent
GRAPE	High & stable	High & stable	Low	High, in lower areas	Absent
MANGO	Medium-high & increasing	High & decreasing	Medium	High, in litoral of Benguela	Small (airfreight)
PINEAPPLE	High & stable	Low & decreasing	High	High, in intermediary zone of Benguela	Absent



Artist Impression – Caála Logistics Platform

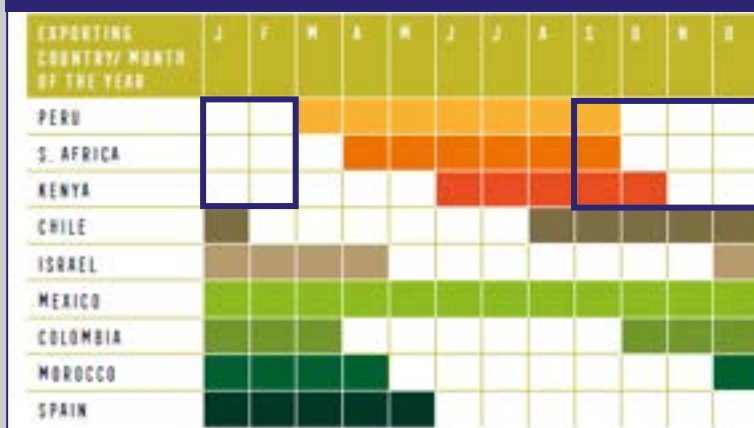


Avocado Cluster Development

Huambo's highlands (1,200+ m) high potential for avocado



September – February season opportunity for supply to Europe

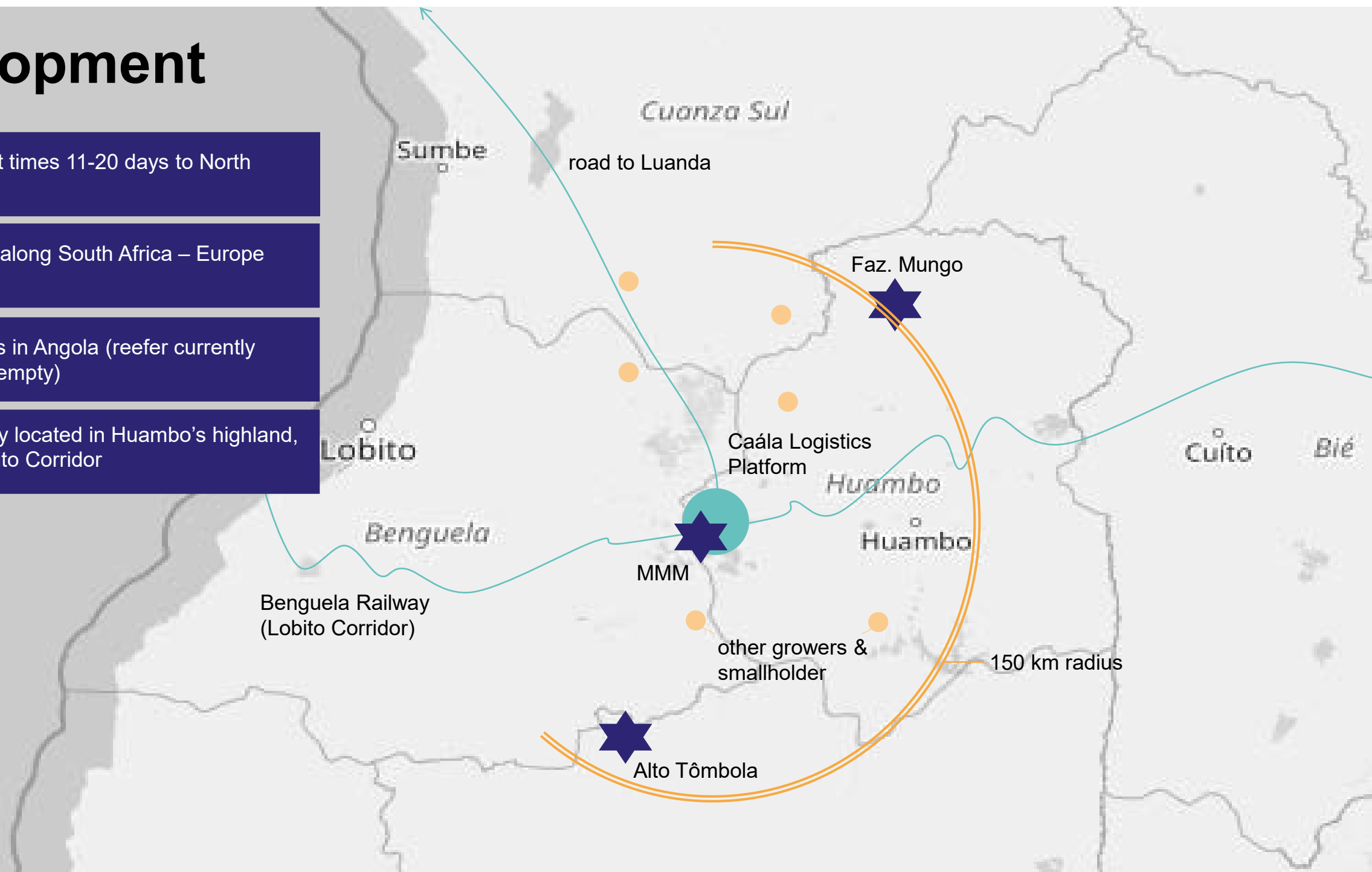


Luanda transit times 11-20 days to North Europe

Atlantic coast along South Africa – Europe reefer route

Reefer surplus in Angola (reefer currently leave Angola empty)

Caála centrally located in Huambo's highland, along the Lobito Corridor





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Chris Masters

Agri-entrepreneur
Agroportal

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Chris Masters

Agri-Entrepreneur | Angola Highlands Avocado Cluster

*Building Angola's future
through agribusiness
and sustainable value chains*

Exploring Angola's Agri Potential: Insights Ahead of the Trade Mission



What I'm Doing in Angola

- . Founder of **Fazenda Mungo (Huambo)**: avocados as flagship crop
- . Board Member of **AAPA (Angolan Agriculture & Livestock Association)**
- . Founder of **Agroportal.ao**: Angola's Agribusiness web portal
- . Founder of **AgriHeroes**: Agrimarketing agency operating in AO and PT
- . Key element of the soon-to-be-launched **Angola Highlands Avocado Cluster**
- . Advocate for sustainable agriculture, logistics integration, and inclusive value chains

Why Horticulture, Why Avocados?

- Angola's **highlands** offer unique agri-climatic conditions: altitude, climate, soils/space, and abundant water
- Harvest season ideal for Europe: **Oct–Jan**, filling a perfect window after Peru/Kenya/South Africa
- Proof of concept: early trials in the region have shown **excellent avocado quality**

Exploring Angola's Agri Potential: Insights Ahead of the Trade Mission



Key Insights from the Avocado Experience

- Industry is **embryonic**: currently around 600 ha planted across 7 farms, but major growth underway
- High potential, but also high need for **technical know-how, certification (GlobalG.A.P., SMETA), and logistics solutions**
- **Cluster approach** is key: nucleus farms + smallholder integration + logistics platform at Caála (Huambo) and connection via Lobito Corridor to Lobito Port and Rotterdam
- Export strategy requires **cold chain, certification, traceability, and international partnerships**, all of which are in motion

Changes and Challenges in the Sector

Challenges:

- Technical capacity gaps (propagation, pest management, post-harvest)
- Market readiness: certification, quality standards, international marketing
- Macro constraints: inflation, access to finance, logistics costs

Changes:

- Growing government/private partnerships
- Stronger private enterprise and **impact cluster** models: training, nurseries, certification, shared logistics and other costs
- International cooperation (EU, WB, Lobito Corridor, Dutch expertise in horticulture & logistics)

The Future Vision

- Angola Highlands Avocado Cluster
- Position Angola as a **new, premium origin** of avocados globally
- Empower smallholders and rural communities through **shared value models**
- Connect horticulture to Angola's broader **logistics and export corridors**
- Build Angola's reputation for **quality, sustainability, and resilience**

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Closing Message

- Angola has the unique and ideal land, altitude, climate and water, particularly for avocados
- With the right partnerships, it can become one of Africa's most inspiring horticulture success stories

“If you want to go quickly, go alone. If you want to go far, go together”

African Proverb



PANEL DISCUSSION & Q&A: EXPERIENCE OF DOING BUSINESS IN ANGOLA



Corné De Louw

Program Director Advisory Services
Rabo Partnerships



Alwin Leon Das

Director
FAMS GROUP BUSINESSES



Núria Vlonk-Cunha Soares

Managing Director
NABC
(Moderator)

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Agricultural Trade Mission to Angola

6–10 October 2025

From **6–10 of October**, the NABC, together with the Consulate General of Angola in the Kingdom of the Netherlands, and with the support of the Ministry of External Relations of Angola and the Agency for Private Investment and Promotion of Exports of Angola (AIPEX), is organising an outgoing agricultural trade mission to Angola. The mission will focus on key growth sectors: Poultry, Sustainable Agriculture (fruits, seeds and horticulture), and Logistics.

Trade Mission Participation Fee:
€500 (excl. VAT) – 2 people per organisation

Additional Person:
€250

Deadline for registration:
14th of September 2025

REGISTER TODAY:
WWW.NABC.NL



THANK YOU

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