

# Sahara

## Export Gate to international markets

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**ACE GROUP**

# Agenda

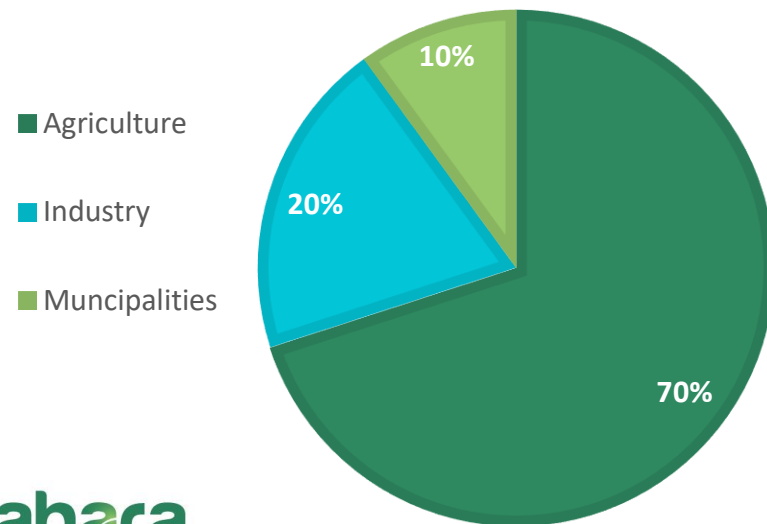
- ❖ Global landscape in agriculture industry.
- ❖ Change in the agriculture map and the effect of climate change.
- ❖ Egypt landscape review and upcoming period opportunities.
- ❖ ACE Group new project to support Egyptian companies to grow their exports and to penetrate difficult markets.
- ❖ Value added products demand.
- ❖ Roadmap towards success in trade and key tips.



# Global landscape in agriculture industry

- ❖ Agriculture is accounting for **4%** of global gross domestic product (GDP) and more than **25%** of GDP in some least developing countries.
- ❖ Agricultural development is one of the most powerful tools to end extreme poverty, boost shared prosperity, and feed a projected 9.7 billion people by 2050.

GLOBAL WATER USE BY SECTOR



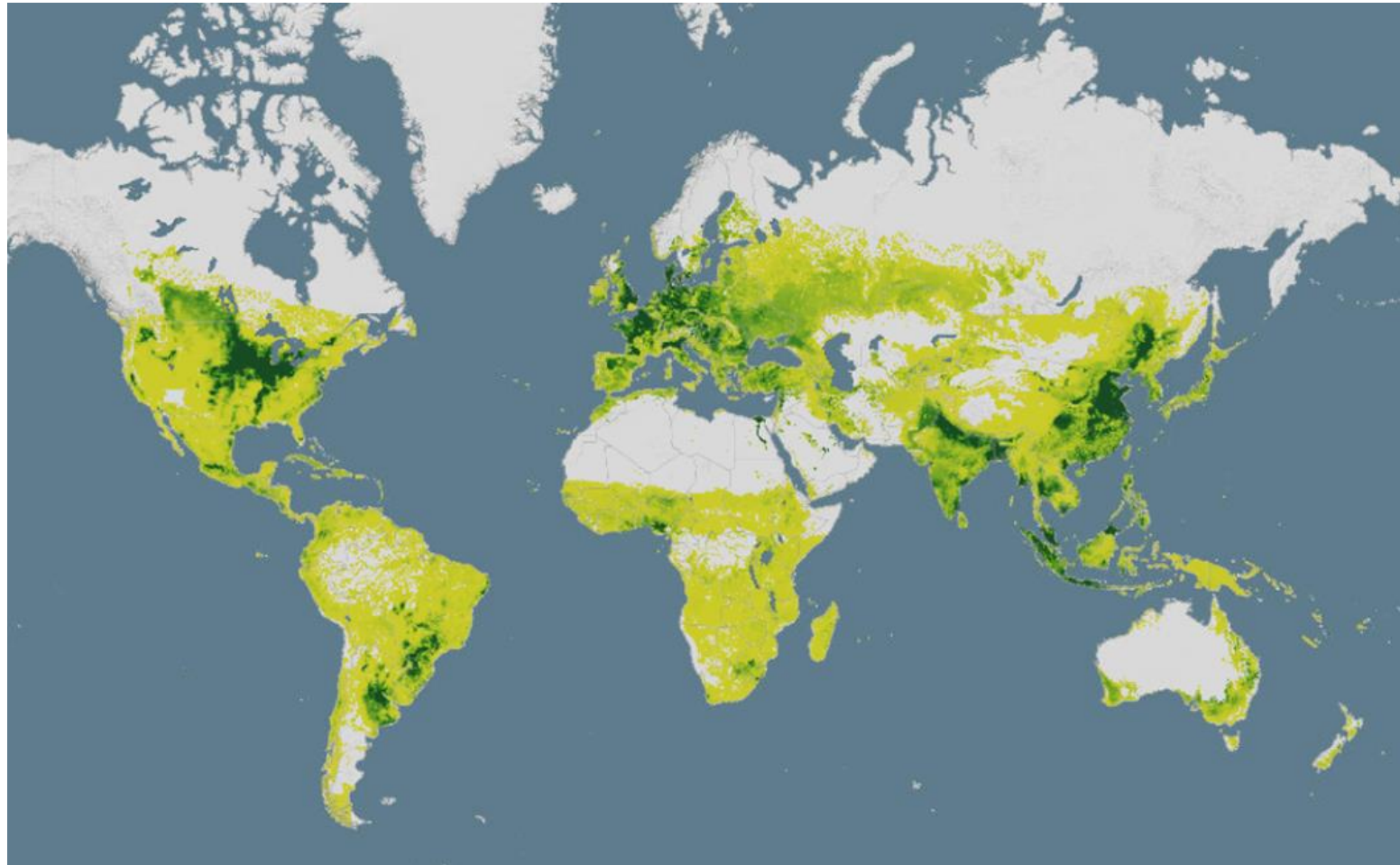
- ❖ The global agriculture market grew from \$12,245.63 billion in 2022 to \$13,398.79 billion in 2023 at a compound annual growth rate (CAGR) of 9.4%

- ❖ Key Challenges **“triple challenge”**

- ❖ Feeding a growing population
- ❖ Providing a livelihood for farmers
- ❖ Protecting the environment



# Agriculture map and the effect of climate change



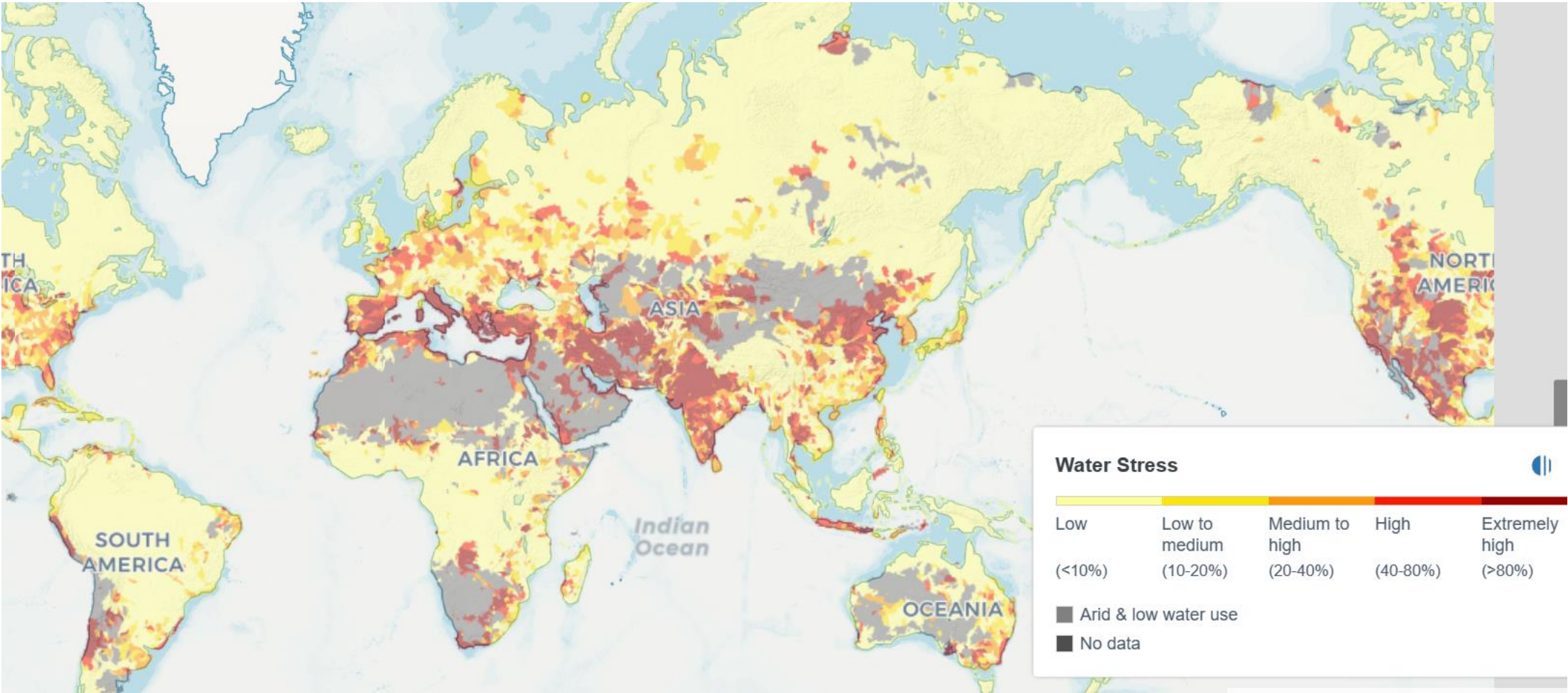
*World Agriculture map*

Sources: ArcGIS





# Agriculture map and the effect of climate change



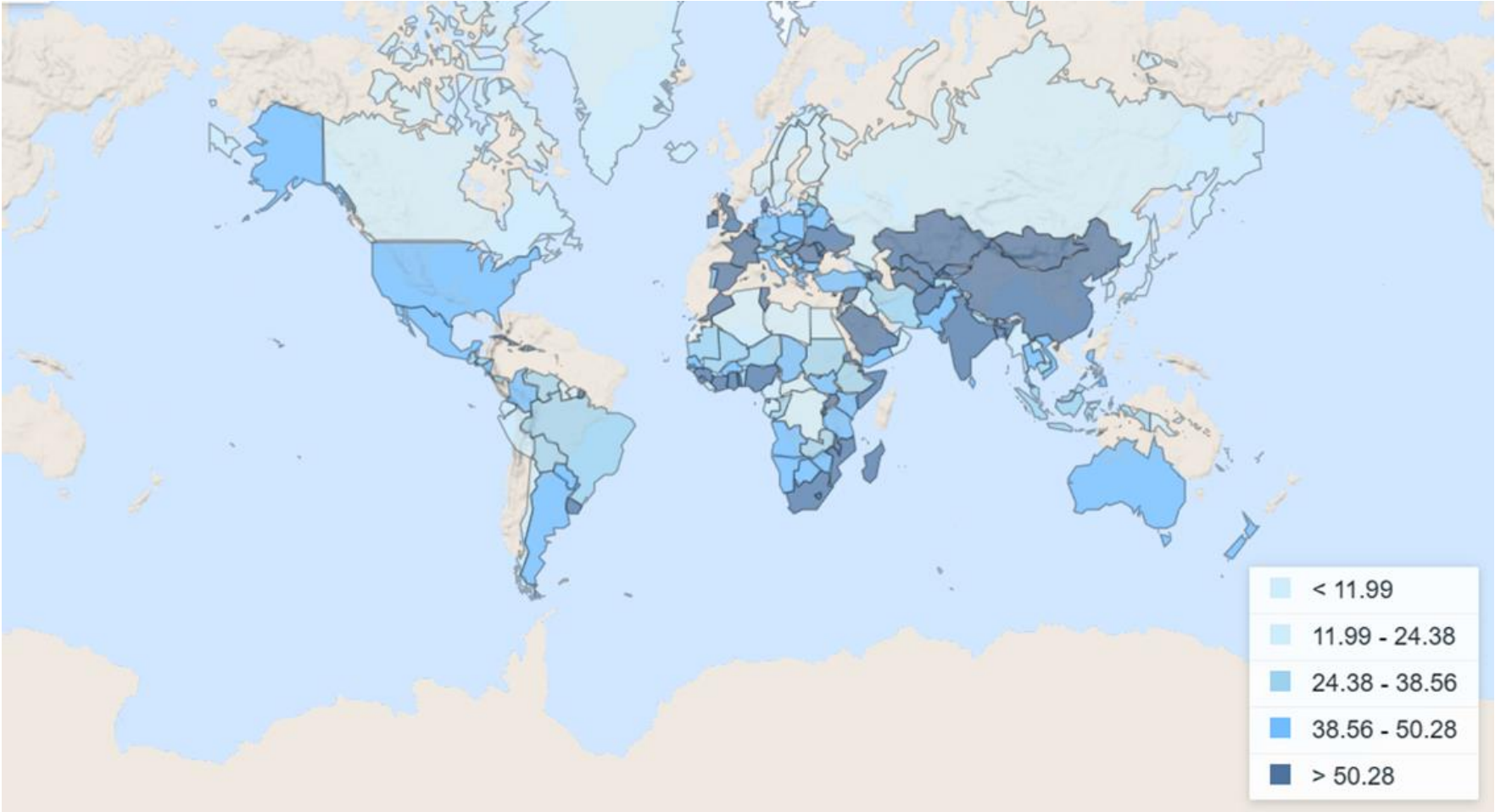
*Water stress optimistic Y2030*

Sources: Aqeduct



# Agriculture map and the effect of climate change

Egypt 4%

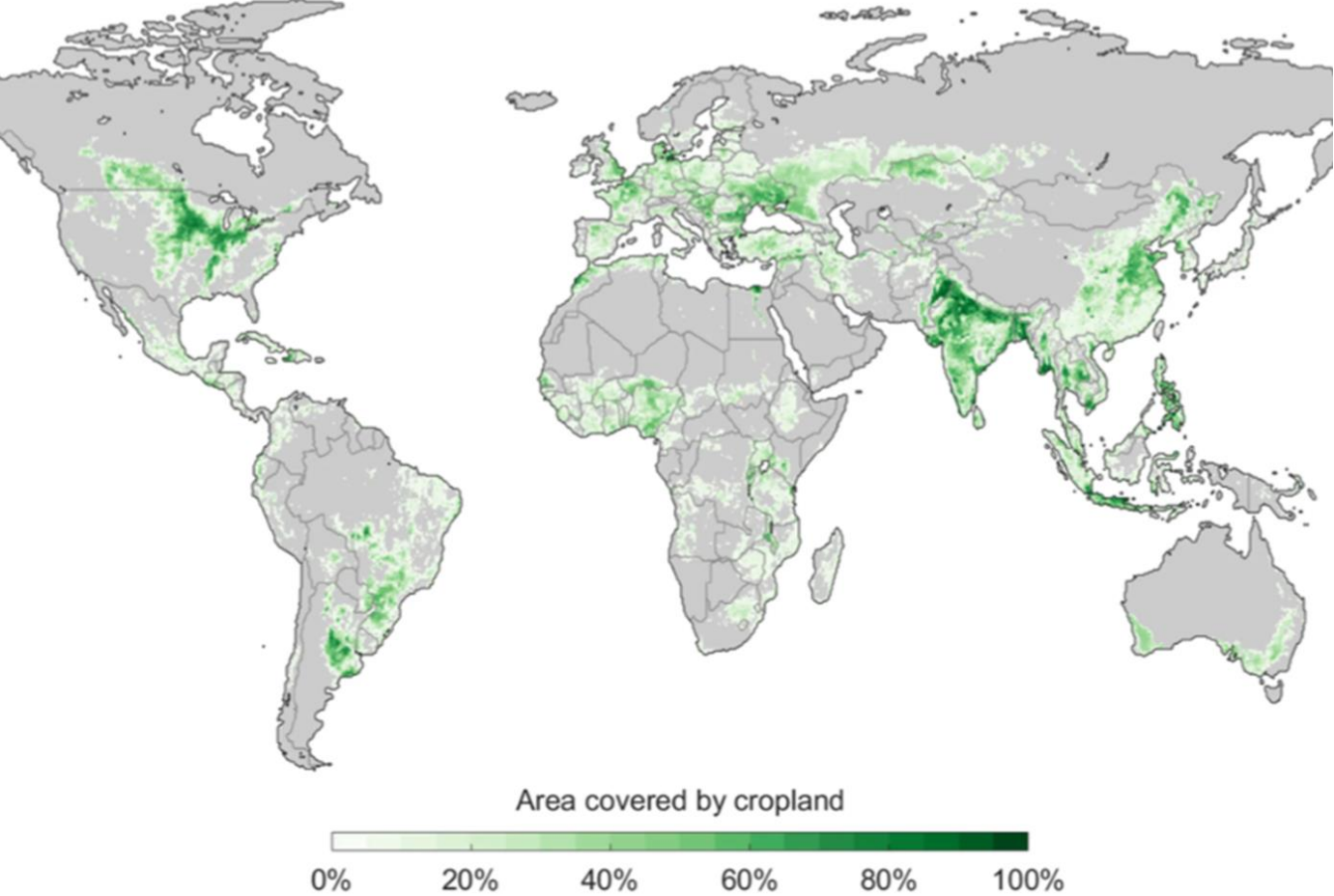


Agriculture land %

Sources: World bank



# Agriculture map and the effect of climate change



*Crop Land distribution*

Sources: Harvard





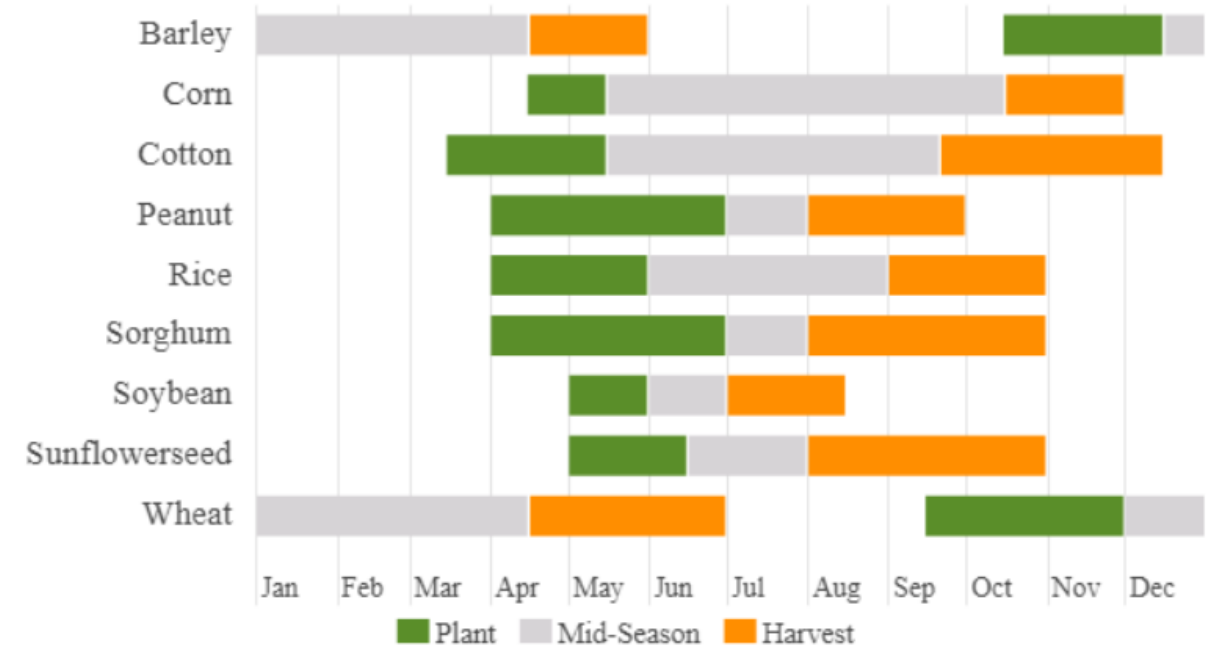
# Egypt landscape review & upcoming opportunities

Crops	5-yr Avg (2018-2022) (1000 Tons)	2022/23 (1000 Tons)	2023/24 (1000 Tons)	% Change 2023-24/Avg
Wheat	9,070	9,500	8,870	-2
Corn	6,896	7,440	7,600	10
Rice	3,520	3,600	3,780	7
Sorghum	767	750	750	-2
Peanut	207	205	205	-1
Barley	108	108	108	0
Soybean	40	56	85	113
Sunflowerseed	23	38	50	116

Crop	5-yr Avg (2018-2022) (1000 480-lb Bales)	2022/23 (1000 480-lb Bales)	2023/24 (1000 480-lb Bales)	% Change 2023-24/Avg
Cotton	343	425	455	33

Egypt – Crop Calendar





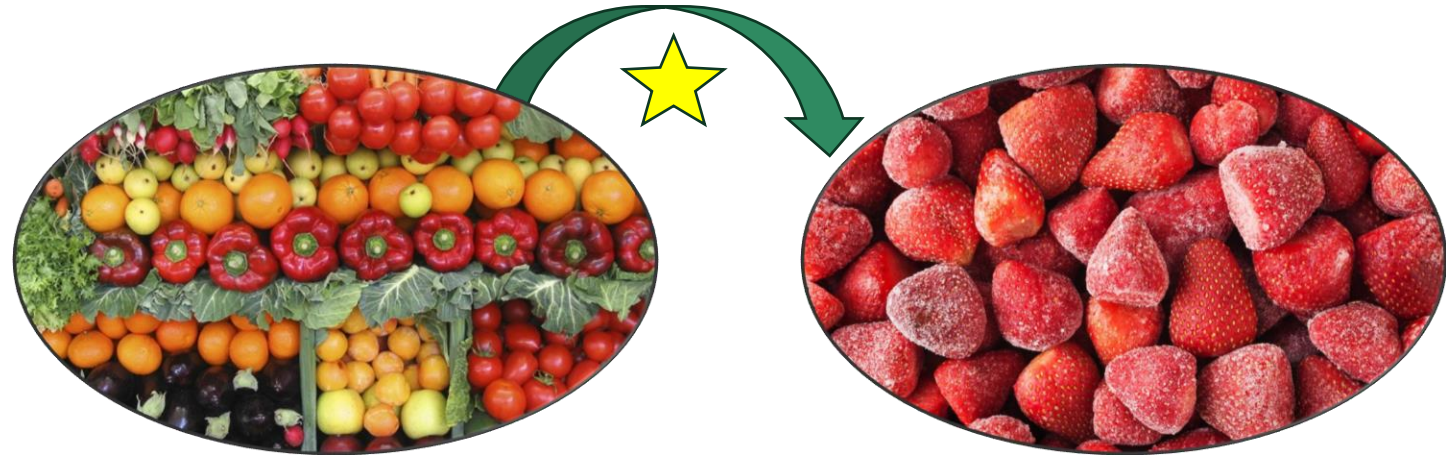
# Egypt landscape review & upcoming opportunities

- ❖ Egypt's agricultural exports in 2022 reached nearly **6.5 million tons**, with a total value of about **\$3.3 billion**.

**+200,000 Tons Vs Y2021**

**406 agricultural products**

**160 markets**



- ❖ The top products; Citruses(1.8M Tons), Potatoes(0.9M Tons), Onions(0.6M Tons), Grapes(0.15M Tons), Sweet potatoes(0.15M Tons), pomegranates(0.16M Tons), mango(0.07M Tons), garlic(0.03M Tons), fresh tomatoes, strawberries, guava and watermelon.

**Value added**

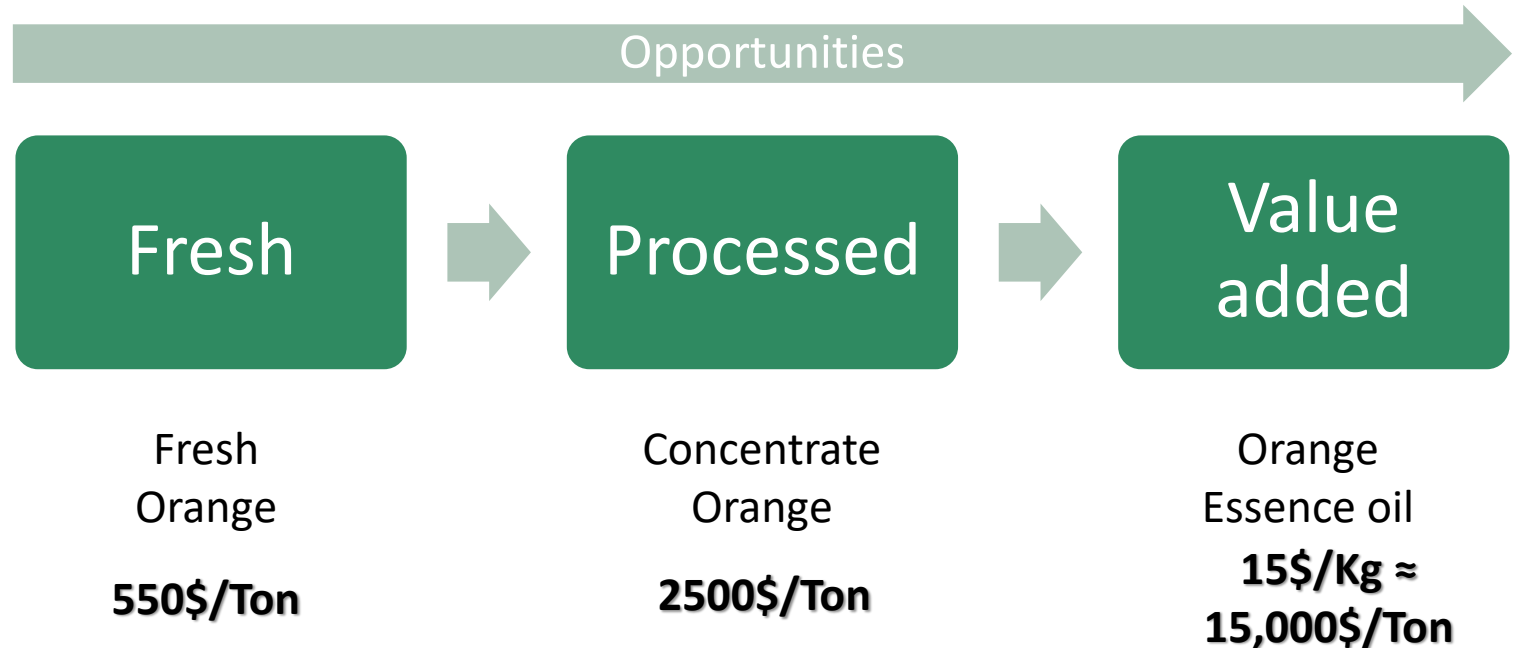
**Frozen Strawberries exports 290M\$ in Y2022 Vs. 240M\$ in Y2021**



# Egypt landscape review & upcoming opportunities

❖ Egypt's agricultural exports in 2023 ( 1<sup>st</sup> Jan – 26 July )

1.9 M Tons Cituses  
900 K Tons Potatoes  
352 K Tons Onion  
135 K Tons Grapes  
92 K Tons Green Beans  
59 K Tons Sweet Potatoes  
50 K Tons Tomatoes  
24 K Tons Garlic  
24 K Tons Strawberry  
9500 Tons Guava  
7400 Tons Mango  
3500 Tons Pomegranate





# ACE Group





## History and about us

With **40 years** of experience, ACE Group has contributed to the foundation of dozens of industrial factories in the **Middle East** and **Africa**. We are specialized in procurement and selling of complete industrial plants, machinery, ancillary equipment and production facilities.

Partnering in the relocation of used plants and transferring of the know how of industrial technologies to local manufacturers and producers.

## Management team

Our team experts are covering industrial, agro-industrial, vegetables & fruits farming, processing, concentrates processing, packhouse, oil extract, ingredients, Fmcg, food, beverage and construction.

**Sahara**

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ACE Georgia Freezone  
Your main Export Gate







# ACE Georgia Freezone



The Sagarejo FIZ is developed around three main pillars, namely: -

**Food Security Hub** for the storage, processing, conversion, packaging, and exporting strategic commodities based on WHEAT, CORN, MAIZE, BARLEY SUNFLOWER, LEGUMES and NUTS produced in abundance within a distance of 1000 miles in the Black Sea, Caucasus, Caspian Sea and Central Asia regions. The target markets for the products include Europe, Middle East, and Africa.

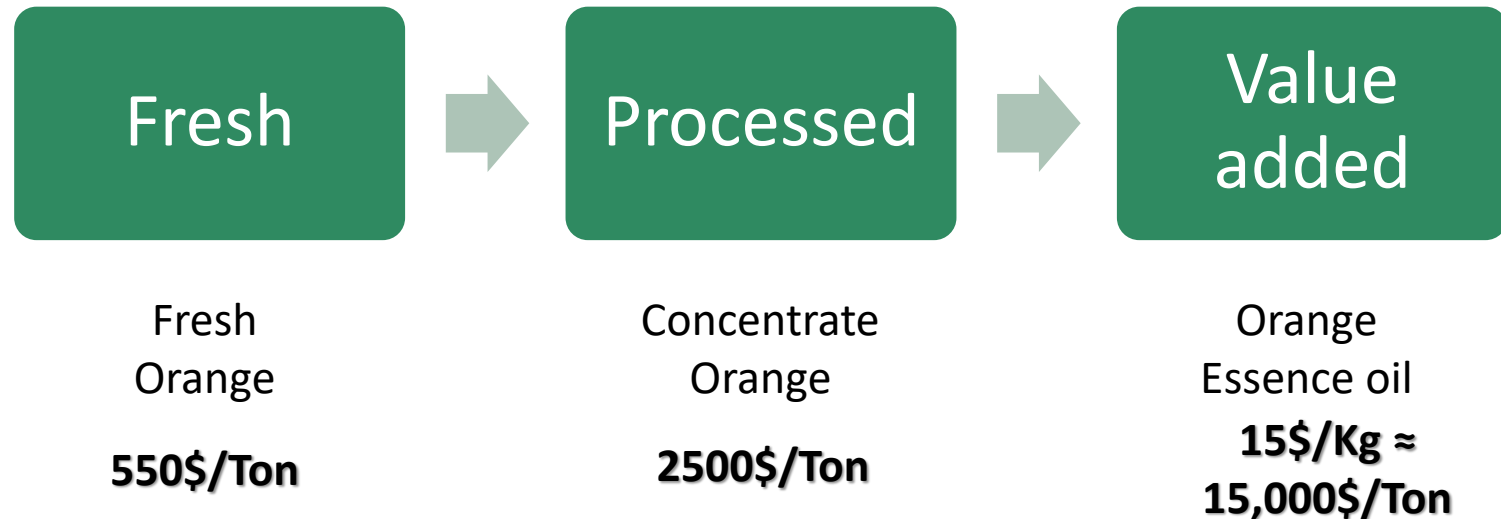
**Dry Port & Logistical Hub** in the middle of the Caucasus Region on the new “middle route” Silk Road from China to Europe on the continuous RAILROAD from Shanghai to Poti and Batumi Ports on the BLACK SEA at the doorsteps of Europe. The rail track is right in the front of Sagarejo FIZ. As a dry port, main activities will be storage, assembly, and re-export of thousands of goods.

**Green Free Industrial Zone** with dependence on Solar, Wind and Hydropower, giving it a unique edge over other free zones in Georgia.



# Value added products demand

From farm to fork



# Roadmap towards success in trade and key tips

- ❖ Product Screening
- ❖ Identify the potential trade in each region
- ❖ Export readiness matrix
- ❖ Invest in marketing and visibility – profile / product / exhibitions
- ❖ Capture the opportunities raised and ensure smooth implementation
- ❖ Repeat and keep on the momentum



# Sahara



**Thank you for  
your attention**

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