

PARTNER FACT SHEET



Projected Impact



Expand and diversify production of fruits and vegetables, increasing production from 110 to 500 tons by the second quarter of 2024 to help improve food security for consumers in Cabo Verde



Increase annual sales fourfold, from \$176,573 to \$713,000, by the second quarter of 2024



Create and sustain 35 new jobs, of which 60 percent will be for youth and women, in the first year of the project



Agrosoluções' CEO Adilson Melicio (center) tours a company tomato greenhouse with Lotfi Koudali, Trade Hub Public-Private Partnership Director, and Carla Brigham, Economic and Commercial Section Officer, U.S. Embassy in Cabo Verde. Photo credit: Frantz Tavares/Trade Hub

About Agrosoluções, Lda

[Agrosoluções, Lda](#) is a company in São Vincent, Cabo Verde, established for the production and marketing of horticultural fruits and vegetables. The company desalinates brackish water and produces vegetables and fruits using hydroponics, greenhouses, and other modern production technologies. Agrosoluções' value proposition is based on significant differentiation, in terms of the nutritive and sanitary quality of fresh produce compared to imported frozen products and those produced locally by farmers who lack the capacity to maintain volumes, regularity, and certified quality.

Co-Investment Partnership

The West Africa Trade & Investment Hub awarded Agrosoluções a co-investment grant of \$295,381 for its agribusiness modernization project in São Vicente. Combined with a co-investment of \$950,452 from Agrosoluções, the grant will enable the company to expand and diversify the production of fruits and vegetables based on the best farming techniques and technologies to overcome supply disruptions aggravated by the COVID-19 pandemic and to reduce food insecurity. Agrosoluções will significantly increase annual production sales through adoption of drip irrigation, solar-powered cold-storage, and other important efficiency improvements, while creating and sustaining 35 new jobs, of which 60 percent will be for youth and women.

Partnership Opportunities

Due to poor rainfall and long periods of drought, water available for irrigation is scarce in Cabo Verde and quite expensive. Consequently, the country does not have the natural conditions for using traditional farming techniques to produce the massive quantity of fruits and vegetables needed to satisfy domestic and tourist markets. Thus, its dependence on food imports is high, estimated at approximately 80 percent of national needs. In recent years the country has been promoting "Made in Cabo Verde" branded products, in addition to an extensive effort to certify national companies and products with export capacity. With the support of the Trade Hub, Agrosoluções will be strengthening strategic partnerships with leading wholesalers and retailers in each segment in the supply chain, particularly corporate segments, including the hotel, restaurant, and food processing industries. These segments offer a current demand potential of approximately 1,200 tons. Based on the expected number of tourist visits over the next two years, the company estimates a total demand of 1,227 tons in 2022 and 2,572 tons in 2024.



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