

AGRIVERIS

African Agri-Business Opportunity Brief

Why the next wave of African agricultural growth will be built on trust, not just supply.

Prepared for: Investors · Founders · Strategic Partners

The Opportunity, In Brief

Africa's agricultural sector is the continent's largest employer and one of its most under-capitalized industries relative to its size. As the African Continental Free Trade Area (AfCFTA) accelerates and intra-African trade climbs toward \$230 billion in 2026, the binding constraint on agricultural trade at scale is no longer supply — it is trust: the ability to verify who is trading, what is actually being traded, and whether it meets the standard a buyer, investor, or regulator requires. AgriVeris Technologies is building that verification layer, starting in Nigeria.

Why Africa, Why Now

\$2.83T

AFRICA'S 2025 GDP

\$230B

INTRA-AFRICAN TRADE, 2026F

574%

POSSIBLE AG-TRADE GROWTH BY 2030

Agriculture still accounts for roughly 17% of Africa's GDP — a share that has actually declined from 18% in 2020, according to the African Development Bank, despite the sector employing more Africans than any other. Intra-African trade is forecast to grow 10% in 2026 to about \$230 billion, with agri-food and manufacturing expected to drive roughly half of that flow as AfCFTA implementation accelerates. If tariff and non-tariff barriers on agricultural goods were fully eliminated, intra-African agricultural trade could grow by as much as 574% by 2030.

Yet Africa holds an estimated 65% of the world's remaining uncultivated arable land and still imports roughly \$70 billion in food every year. That gap between resource endowment and delivered trade is not primarily a production story — it is a market-access and verification story, and it is the opportunity AgriVeris exists to close.

The capital is starting to notice. Agritech investment across Africa fell sharply after a 2022 peak of \$776 million, but 2026 has shown early signs of recovery — and tellingly, half of 2025's largest agritech deals went to processing and cold-chain infrastructure rather than farm-gate consumer

apps. Investors are moving toward the infrastructure layer of African agriculture, not away from the sector.

The Trust Gap

Ask a buyer why a promising African supplier relationship stalled, or a regulator why a trade target keeps slipping, and the answer is rarely about product quality. It's about proof.

- **Post-harvest loss** — the FAO estimates Africa loses 30-50% of its agricultural produce after harvest, worth billions of dollars a year — much of it lost not to poor farming but to weak market linkage and delayed, unverified connections between farmers and buyers.
- **Compliance risk** — standards and certification requirements — not tariffs — are now the leading barrier to export markets, and most rejections trace back to documentation and traceability gaps rather than the underlying product.
- **Invisible trade** — a large share of Africa's agricultural trade, especially cross-border and informal trade, isn't captured in any verifiable system — leaving buyers guessing and policymakers planning against numbers they can't fully trust.

African agriculture doesn't have a production problem. It has a trust problem — and trust problems are solved with infrastructure.

The AgriVeris Solution

AgriVeris is building verification infrastructure for African agricultural trade: a platform that connects farmers, buyers, and agents through verified registration, trackable transactions, and a produce marketplace built on data that can actually be checked — not just claimed.

- A multi-role web platform (farmer, buyer, and agent registration) with dashboards, a produce marketplace, and administrative oversight built for transparency.
- A state-by-state onboarding model built on direct relationships with state agricultural development programs and farmer associations, not cold outreach.
- Government treated as an implementation partner: AgriVeris has submitted a formal proposal to the Ogun State Ministry of Agriculture.

Where We Are Today

AgriVeris is actively onboarding farmers and buyers across six Nigerian states — Oyo, Ogun, Osun, Kaduna, Kano, and Katsina — working directly with programs including OYSADEP, OGADEP, OSSADEP, KNARDA, and KTARDA, alongside AFAN and RIFAN chapters and commodity associations in each state. The company is currently running a 30-day founding community sprint targeting 100 founding members and 10 verified trade transactions across those six states — building the first dataset of its kind for verified Nigerian agricultural trade.

What's Next

The founding sprint is a starting point, not the destination. Over the next two quarters, AgriVeris is focused on:

- Closing out the founding community sprint and publishing its verified results — the first public dataset of its kind for Nigerian agricultural trade.
- Extending the state-by-state onboarding model into two to three additional Nigerian states, using the same Ministry-first outreach sequence that built the founding six.
- Deepening buyer-side verification tools inside the marketplace, so trust runs in both directions between farmer, agent, and buyer.
- Converting early government engagement — starting with the Ogun State proposal — into signed pilot agreements.

Ways to Engage

INVESTORS — AgriVeris is raising a pre-seed round to expand verified onboarding beyond the founding states and harden the platform for transaction volume. Get in touch for the full deck and data room access.

FOUNDERS — We're building relationships with founders solving adjacent problems — logistics, cold-chain, payments, processing — where a shared trust layer strengthens every product built on top of it.

STRATEGIC PARTNERS — Government agencies, development finance institutions, and agribusiness platforms looking for verified, checkable trade data — and an on-the-ground implementation partner.

Why AgriVeris

AgriVeris is built on a simple discipline: African agriculture doesn't need more optimistic projections. It needs data that regulators, buyers, and investors can actually check. That discipline — honest data over padded numbers — is the product, not just the pitch.

It's also built close to the ground it serves. AgriVeris is led from Ogun State and Lagos outward, with the state-by-state relationships to match — not a platform designed remotely and dropped into the market.

Let's talk.

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