

AVAS ROTTERDAM EXPORT BUYERS MISSION 2026

Sell DIRECT to European Buyers

ROTTERDAM, NETHERLANDS | 15–17 SEPT 2026

A chance for Nigerian businesses to meet quality EU importers in a professionally curated setting PLUS visit to Dutch Agribusinesses.

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Limited SME slots (30 only)

Request the Application Pack:

Call/WhatsApp 08092453666 | Instagram: @agricultureandfood

HOW THE MISSION WORKS



Curated access | Structured meetings | Real conversations



The AVAS Rotterdam Export Buyer Mission is designed to connect Nigerian SMEs with the right European buyer through this structured 2 day, high impact event that delivers results



HOSTED BUYERS



Pre-arranged, one-on-one meetings with carefully selected EU food importers and distributors.



Buyers are invited based on your product profile and export potential.

Quality buyers. Real interest.
Serious opportunities.



DEAL DESK SUPPORT



On-the-ground support before, during and after the mission.



Facilitation, translation, follow-up and connection beyond the mission.

We don't just connect you.
We support your success.



PLUS VISITS



Visit leading Dutch agribusinesses and Food Manufacturers



Gain first-hand insights into market trends, standards, and best practices.

See it. Learn it.
Apply it. Grow it.



Stronger connections. Greater access.
New export markets for Nigerian SMEs

AVAS Rotterdam Export Buyer Mission.

(The Mission Package)

Everything organised –
so you can focus on selling



MISSION PARTICIPATION & BUYER ACCESS

- ✓ Tabletop Export Showcase space (your samples, brochures and spec sheets)
- ✓ Official Buyer & Visitor Directory listing (trade only circulation)
- ✓ Hosted Buyer 1:1 scheduling
- ✓ Trade Visitors Hours (invite-only discovery traffic)
- ✓ Deal Desk for RFOs, sample requests and follow-up notes

INVESTMENT:
₦4.5m



SCHEDULED 1:1 MEETINGS WITH APPROVED BUYERS

Target: 4–6 buyer meetings per SME PLUS invited walk-in Buyers (subject to SME readiness and category fit).



AVAS WILL HOST ONLINE 'GET READY' CLINICS BEFORE TRAVEL

so that you are ready to do business.



OPTIONS

Do you also want to visit Dutch Agribusinesses and Food Manufacturers on Thursday 17th September?

The best-in-class day tour

Total package: **₦4.65m**



**GLOBAL ACCESS.
REAL GROWTH.**
Connecting Nigerian SMEs to the world.



MEET. PITCH. CLOSE.
High-quality buyers.
Real opportunities.
Measurable outcomes.



**ONE MISSION.
LASTING IMPACT.**
Business relationships that go beyond borders.

Designed for selling, dealmaking and learning

Two intensive buyers days and
Dutch agribusiness visit and exposure

DAY
1



Tues 15th Sept

- ✓ Hosted Buyers 1:1
Pre-booked meetings
- ✓ Afternoon: Invited
Buyers Walk-ins

DAY
2



Wed 16th Sept

- ✓ Hosted Buyers 1:1
Pre-Booked meetings
- ✓ Afternoon: Invited
Buyers Walk-ins

DAY
3



Thur 17th Sept

- ✓ Optional visit to
Dutch agribusiness



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ELIGIBILITY & HOW TO APPLY

For Export Ready Nigerian Agribusinesses

Slots are limited and participation is screened to protect buyer confidence and ensure serious outcomes



WHO SHOULD APPLY

- ✓ Producers, processors, aggregators & exporters of: cocoa, sesame, ginger, cashew, hibiscus, coconut, shea, spices & botanicals, fruits
- ✓ You must be able to supply consistent volume with clear specs, pricing logic and samples
- ✓ Decision maker attends (Owner/MD/Export lead)



SCREENING REQUIREMENTS

- ✓ Exporter profile (one-page dossier) completed accurately
- ✓ Product specifications + capacity + lead time clearly stated
- ✓ Sample readiness and professional presentation



HOW TO APPLY

- 1 Request the Application Pack
- 2 Submit your application + requested documents
- 3 AVAS and partners will access - conduct screen calls and accept if qualified
- 4 Pay deposit to secure slot and begin travel preparation



WE HAVE PROVEN EXPERIENCE

Since 2021, AVAS has led missions from Nigeria to Spain, Portugal, France and the United States. We create platforms that make you more successful.



AVAS Consulting Ltd.

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Information, Notes & Some Terms

Important guidance for participating SMEs



1. Why the Netherlands

The Netherlands is one of Europe's most efficient trade gateways for food and agricultural imports, known for strong buyer networks, high standards, and world-class logistics. Rotterdam provides an ideal base to meet serious buyers and build export relationships in a professional environment.



2. Why now for Nigerian SMEs

European buyers are actively diversifying supply and seeking dependable suppliers who can meet quality, documentation, and delivery expectations. This mission gives Nigerian SMEs structured access to buyers, an organised platform to present their products, and an opportunity to convert interest into RFQs, sample requests and follow-up discussions.



3. How to apply

What we consider before approval

- Product category fit (cocoa, sesame, ginger, cashew, hibiscus, coconut, shea, spices & botanicals, fruits)
- Ability to supply consistent volume with clear specifications and realistic lead times
- Pricing logic and sample readiness
- Decision-maker attendance (Owner/MD/ Export Lead)

Ready2Go Clinic (mandatory)

All accepted SMEs must attend an online Ready2Go Clinic before travel. We cover practical deal-winning essentials, including:

- How EU buyers assess suppliers
- How to present specs, capacity, pricing logic and terms clearly
- Sample presentation and professional product storytelling
- Meeting etiquette: how to open, qualify and close next steps
- Handling RFQs, sample requests and follow-ups
- Common deal-killers and how to avoid them



4. The cost

Base Mission Fee: ₦4.5m per SME

Includes participation, tabletop export showcase, buyer/visitor directory listing, hosted buyer scheduling, visitor hours and Deal Desk support.

Options

- Agribusiness & food manufacturing visits (Thu 17 Sept): **₦4.65m**
- Flights included (economy) + insurance + visa support: **₦7.3m**
- Flights + 4-star hotel + breakfast (Mon 14 – Fri 18): **₦8.65m**

Visa issuance is at the discretion of the Dutch Consulate.



5. Where is Rotterdam

Rotterdam is a major commercial city in the Netherlands and a key European trade hub. It is highly accessible by air and rail and provides a strong base for buyer engagement and learning visits.



Important notes

- Limited slots: applications are reviewed and acceptance is not automatic.
- AVAS provides the platform, structure and access. SMEs remain responsible for pricing, negotiation, compliance and closing of deals. Purchase orders are not guaranteed.
- AVAS provides guidance and documentation support; visa approval remains at embassy/consulate discretion.

- AVAS may remove participants who misrepresent products, capacity, certifications, origin or pricing.
- Full cancellation/refund and participation terms will be provided on the official booking form.



Request application form

☎ Call or WhatsApp: 08092453666

✉ Email: avasconsultingltd@gmail.com