



Nairobi Office

Nairobi, 11th April 2025

REF: TENDER MARKET RESEARCH ON BUSINESS OPPORTUNITIES IN FISHERY AND AGRI-FOOD VALUE CHAIN IN ERITREA

Dear Sir/Madam,

We hereby invite you to participate in the above-mentioned tender.

A market survey will be carried out under the coordination of the ICE Agency Office in Nairobi, which will commission its execution and publication to a specialized company, with the support of the Italian Embassy in Asmara. The objective of the initiative is to assess the potential and opportunities for Italian companies interested in expanding their activities in Eritrea. The survey will mainly focus on assessing the conditions for:

- Fishery resource framework in the different areas of the country
- the establishment of partnerships with local companies
- the supply of advanced technologies for fishing and aquaculture, as well as equipment and processing plants for fish products, with sustainable characteristics
- the export of fresh fish and semi-processed fish products to international markets with growing demand
- the feasibility of establishing aquaculture farms in open sea or inland waters
- the development of targeted training programs aimed at enhancing local skills, improving job quality and promoting sustainable practices

ICE – Italian Trade Commission
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Certificate N. 38152/19/S
ISO 9001 / UNI EN ISO 9001:2015

Member of CISQ Federation



The final report will include the completion of the study on business opportunities in the **fisheries sector** in Eritrea and an overview of the **agri-food sector** in the country, including needs and opportunities, and related supply chains.

The research must be presented and submitted in both the English and the Italian language.

The documents must be provided in an editable format. The final report and all related materials will become the exclusive property of the Nairobi Office of the Italian Trade Agency, which will hold the copyright and may use the content in any format, including print, digital, and online.

Selection criteria:

Market experience, knowledge of the fisheries sector - if not specific to the country, at least at the international level - and familiarity with the relevant regulations will be taken into account, as well as the specific requirements that the market survey must meet.

The technical proposal must be also accompanied by a detailed company profile and samples of previously conducted market studies.

The expected maximum amount available for the service/supply in question amounts from a maximum of about € 24.000,00 (24 thousand Euros) VAT 0% (*for the Agency is tax exempted*). The company to carry out the study will be selected based on the basis of the best price criterion.

The final proposal must include all travel and accommodation expenses related to the in-country research activities, for a minimum stay of 7 days

How to apply:

This notice will be published on the website of this contracting Agency for a period of 15 days, starting from the day following the date of publication.

Based on the aforementioned tender conditions, we request that you prepare a tender and send by not later than **Saturday, 26 th of APRIL 2025, 23:59 (EAT)**

For further information, please contact our office through our official email address (nairobi@ice.it), phone no. +254 111 053 253

Best regards,
Giuseppe Manenti,
Director,
Italian Trade Agency, Nairobi Office
With competence for Tanzania and Eritrea