

# 2026 Latin America Food & Agriculture Investment Report

September 2025



# Worth reading

**Food and agriculture investments may appear less in the spotlight, but the outlook ahead is stronger than many expect.**

Looking ahead to 2026, we believe the industry will continue to undergo a healthy reset, one we've seen before, driven by a convergence of cycles rotating and setting the conditions for a new investment era. Now it's time to get ready.

**Make no mistake, in an uncertain world, Latin America is on the rise.**

In the world of producing food, Latin America is clearly emerging as one of the most resilient regions in the coming decade. Latin America is not just an agricultural region - it's a natural powerhouse. With one-third of the planet's freshwater, vast fertile lands, and climates that allow multiple harvests per year, it is uniquely positioned to feed a growing world population.

And while the region has long been considered with caution due to political, social and economic complexities, today Latin America is rising, against a backdrop of global turmoil and disruption in other major regions.

**The opportunities have likely never been greater when it comes to investing in the Latin American food and agriculture sector.**

The risk-reward dynamic is clear when it comes to food and agriculture investments in Latin America. But how can investors and companies successfully navigate it? This report examines the investment landscape in the Latin American food and agriculture industry and recommends ways for investors and companies to take advantage of the growing opportunity.

Valoral Advisors is an internationally recognized investment advisory firm specialized in agriculture, food, nutrition and wellness.





01

# Latin America's Food & Agriculture Resources



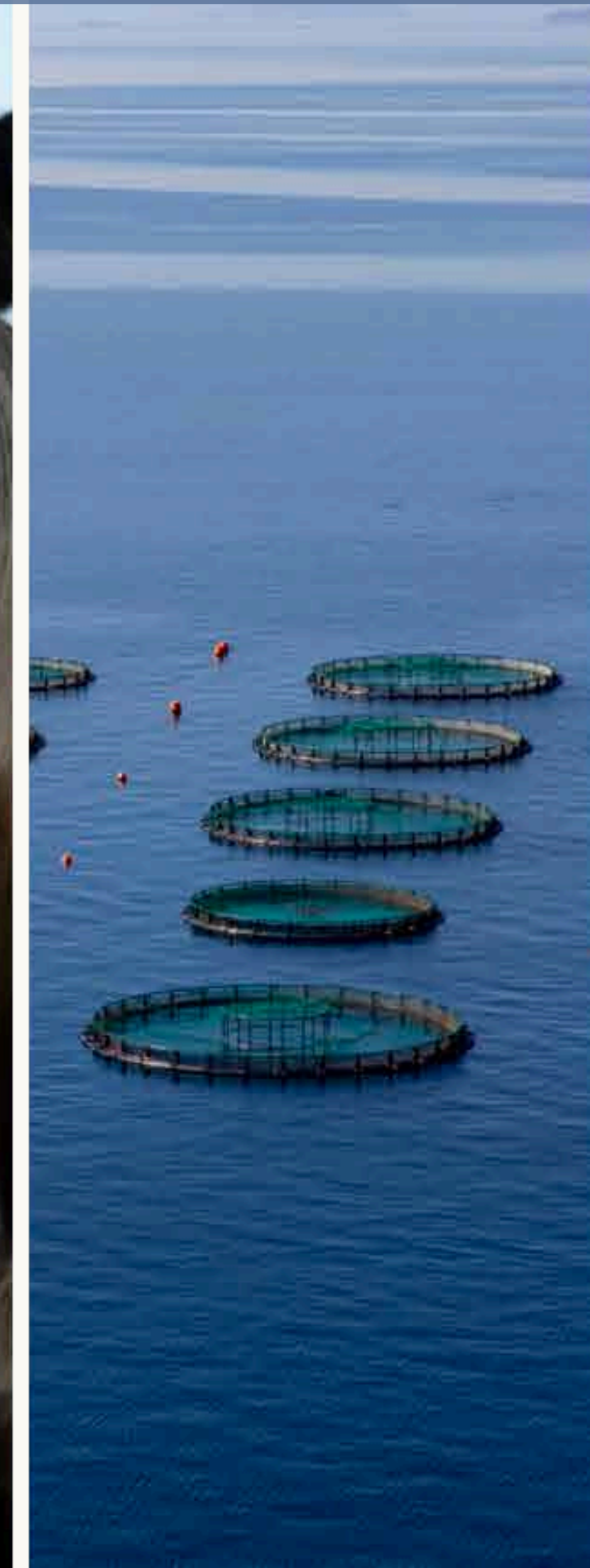
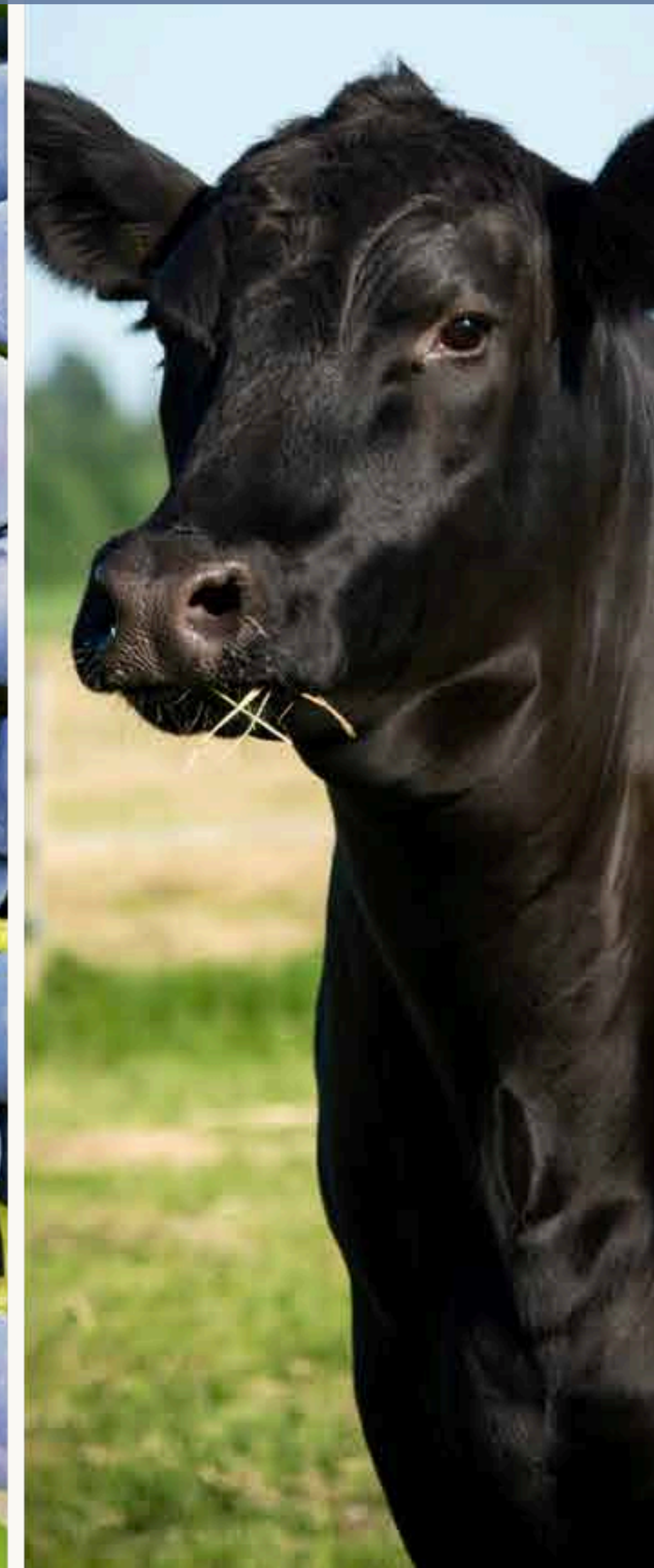


# Latin America is blessed with abundant natural resources that enable massive agricultural production

- 🌱 **Massive fertile land:** Over 570 million hectares of agricultural land, much of it still with expansion potential, equivalent to ~30% of global arable land.
- 🌱 **Ideal climate & diverse ecosystems:** Tropical, subtropical, and temperate zones allow year-round cultivation of a wide range of crops.
- 🌱 **Abundant freshwater:** Latin America holds ~30% of the world's renewable water resources.
- 🌱 **Long growing seasons:** Many regions support two to three harvests per year.
- 🌱 **Biodiversity Hotspot:** Latin America holds ~40% of the world's biological diversity. Rich genetic diversity supports crop resilience and innovation.



This massive production platform positions the region as a leader in a wide range of agricultural products

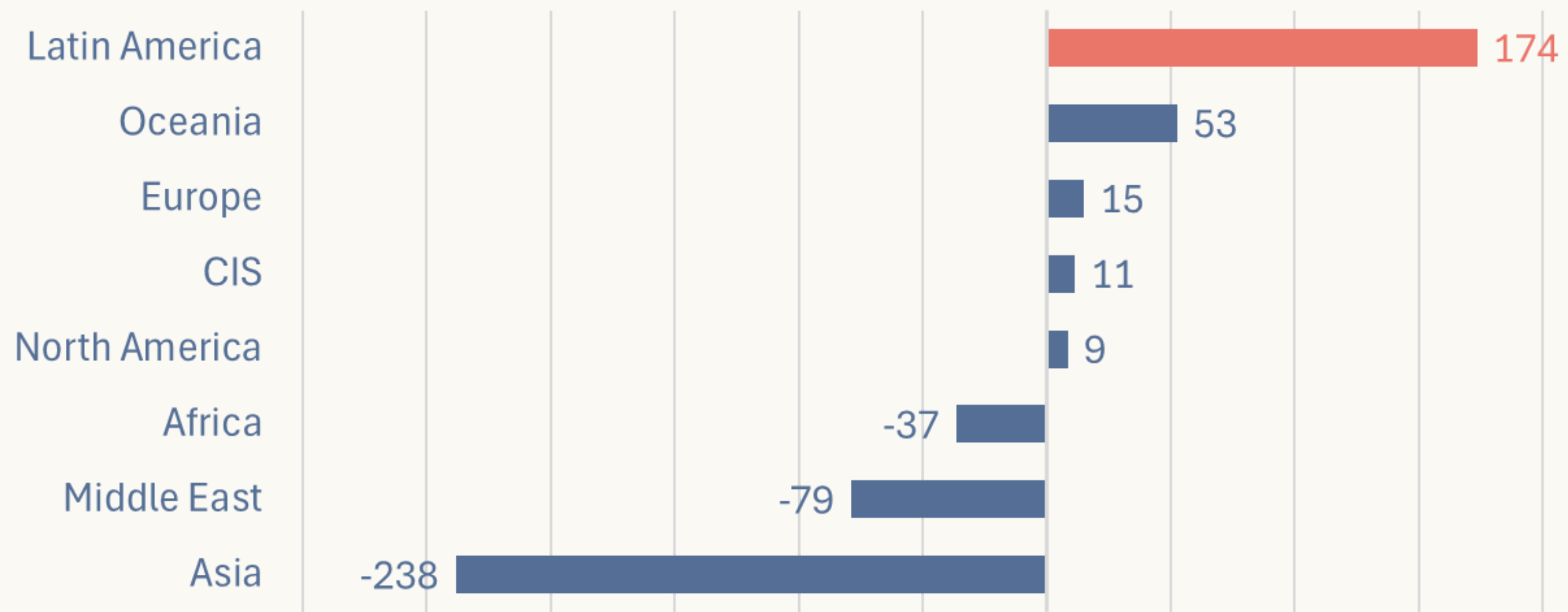




# The region is effectively the world's food basket, exporting a growing surplus to global markets

There is no other region that can make for the agricultural surplus that Latin America delivers to the world

**Agricultural net trade balance by region (\$ Billion, FAO 2023)**





With 670 million people, Latin America represents 8% of the global population and a significant consumer market





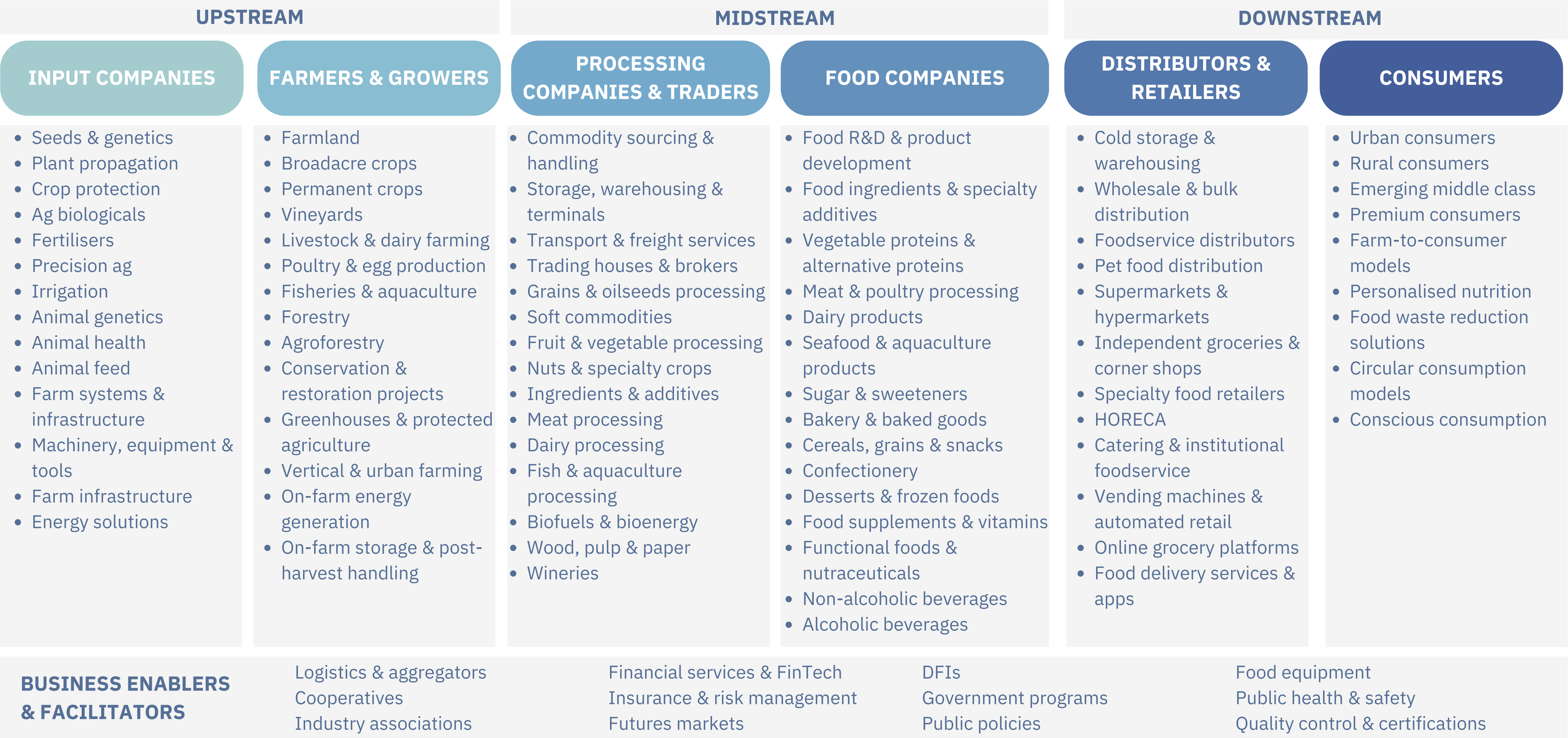
02

# Zooming into the Regional Food & Agriculture Value Chain









# The Latin American food & agriculture industry spans a complex value chain





# The region encompasses diverse verticals with unique dynamics

<div></div> <div>Broad Farming</div>					<div></div> <div>Fish Protein</div>	<div></div> <div>Other Fibers &amp; Biomass</div>	<div></div> <div>Food &amp; Sales Channels</div>		
Row crops	Permanent crops	Specialty crops	Fresh produce	Livestock	Fisheries & Aquaculture	Forestry	Bioenergy	Food & Beverages	Sales channels
<ul style="list-style-type: none"><li>• Cereals</li><li>• Oilseeds</li><li>• Pulses</li><li>• Fibers</li><li>• Ancient crops</li><li>• Others</li></ul>	<ul style="list-style-type: none"><li>• Sugar cane</li><li>• Citrus fruits</li><li>• Pome fruits</li><li>• Stone fruits</li><li>• Tropical fruits</li><li>• Berries</li><li>• Nuts</li><li>• Vines</li><li>• Others</li></ul>	<ul style="list-style-type: none"><li>• Coffee</li><li>• Cocoa</li><li>• Cannabis</li><li>• Botanicals</li><li>• Others</li></ul>	<ul style="list-style-type: none"><li>• Leafy greens</li><li>• Vegetables</li><li>• Herbs &amp; spices</li><li>• Others</li></ul>	<ul style="list-style-type: none"><li>• Beef</li><li>• Poultry</li><li>• Pork</li><li>• Dairy</li><li>• Others</li></ul>	<ul style="list-style-type: none"><li>• Wild capture</li><li>• Aquaculture</li></ul>	<ul style="list-style-type: none"><li>• Forest</li><li>• Pulp</li><li>• Pellets</li><li>• Biochar</li></ul>	<ul style="list-style-type: none"><li>• Bioethanol</li><li>• Biodiesel</li><li>• Biogas</li><li>• Others</li></ul>	<ul style="list-style-type: none"><li>• Fresh</li><li>• Processed</li><li>• Vegetable proteins</li><li>• Meat</li><li>• Dairy</li><li>• Beverages</li><li>• Ingredients</li><li>• Others</li></ul>	<ul style="list-style-type: none"><li>• Supermarkets</li><li>• Groceries</li><li>• Convenient stores</li><li>• Corner shops</li><li>• Specialty food retailers</li><li>• HORECA</li><li>• Food service</li><li>• Others</li></ul>



03

# Investing in Latam Food & Ag: 2010-2025 Highlights





# Over 3,200 deals mapped in Latin America's food & ag since 2010

## Deal scope

2,300+

Traditional food & agribusiness deals

900+

AgriFoodTech deals

## Geographic scope

2,800+

Deals in South America

400+

Deals in Mexico, Central America and the Caribbean

## Investor scope

1,300+

Corporates

400+

PE & VC funds

60+

Institutional investors

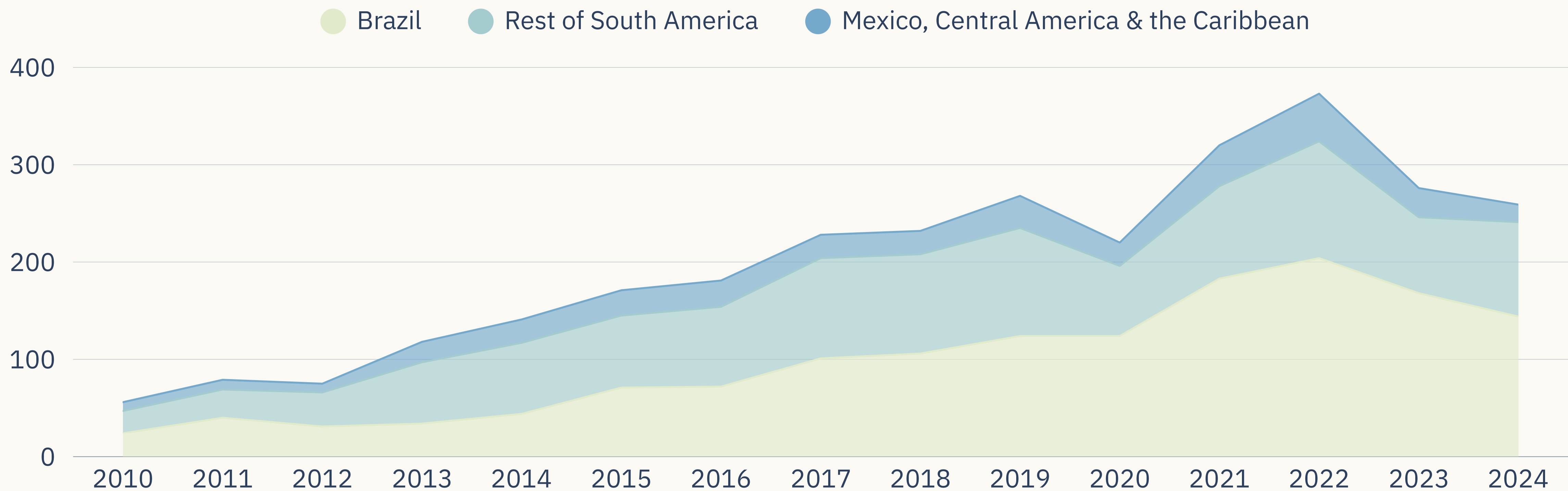
40+

Family offices



# Brazil has led investment activity, but capital has also flowed into the broader region

Number of M&A deals and investment rounds in Latin American food & agriculture, by country/geography





# Different trends are shaping M&A and investment activity across the region

Brazil, the region's agricultural giant, represents around 50% of Latin America's investment activity - driven by its vast scale, diversified production base, and relatively mature corporate ecosystem.

Elsewhere in South America, Argentina, Chile, Peru, and Colombia are also drawing significant levels of investment.

In Mexico, Central America, and the Caribbean, activity is concentrated in Mexico, which clearly stands out as the dominant market in the subregion.

Since the database was launched in 2010, the region has shown a steady upward trend in M&A activity, in line with the broader global expansion of investment in the food and agriculture sector.

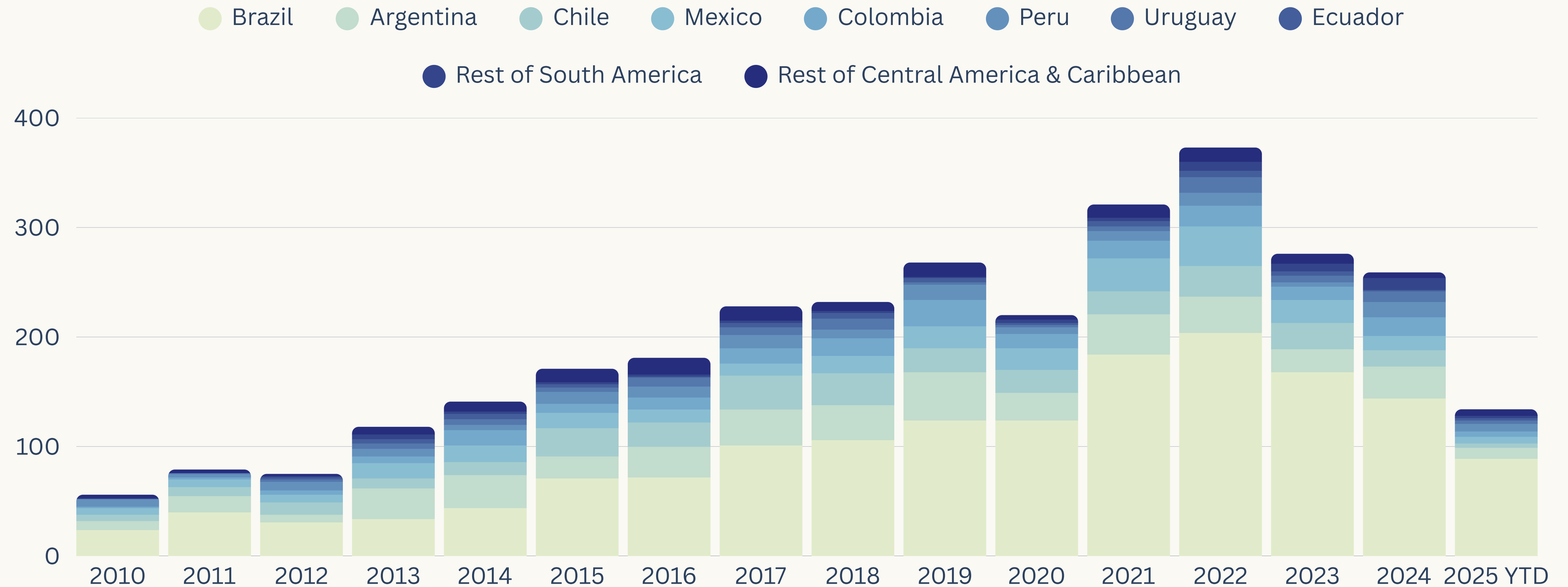
Despite Latin America's well-known political and economic volatility, both corporates and investors have increased capital deployment, attracted by the scale, competitiveness, and abundance of its agricultural resources.

After the post-Covid peak of 2021–2023, M&A activity has since moderated, reflecting tighter financial conditions and softer crop prices.



# Deal count by country

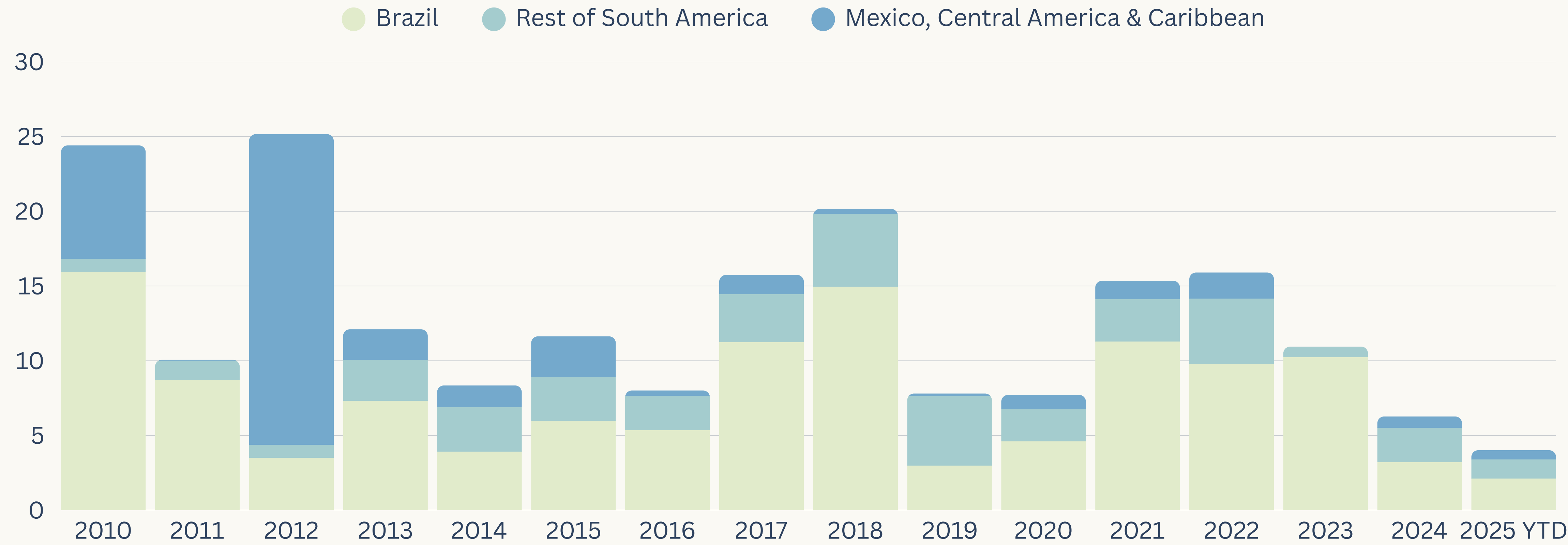
## Number of M&A deals and investment rounds in Latin American food & agriculture, by country





# M&A and investment volume in the region is often driven by large single transactions

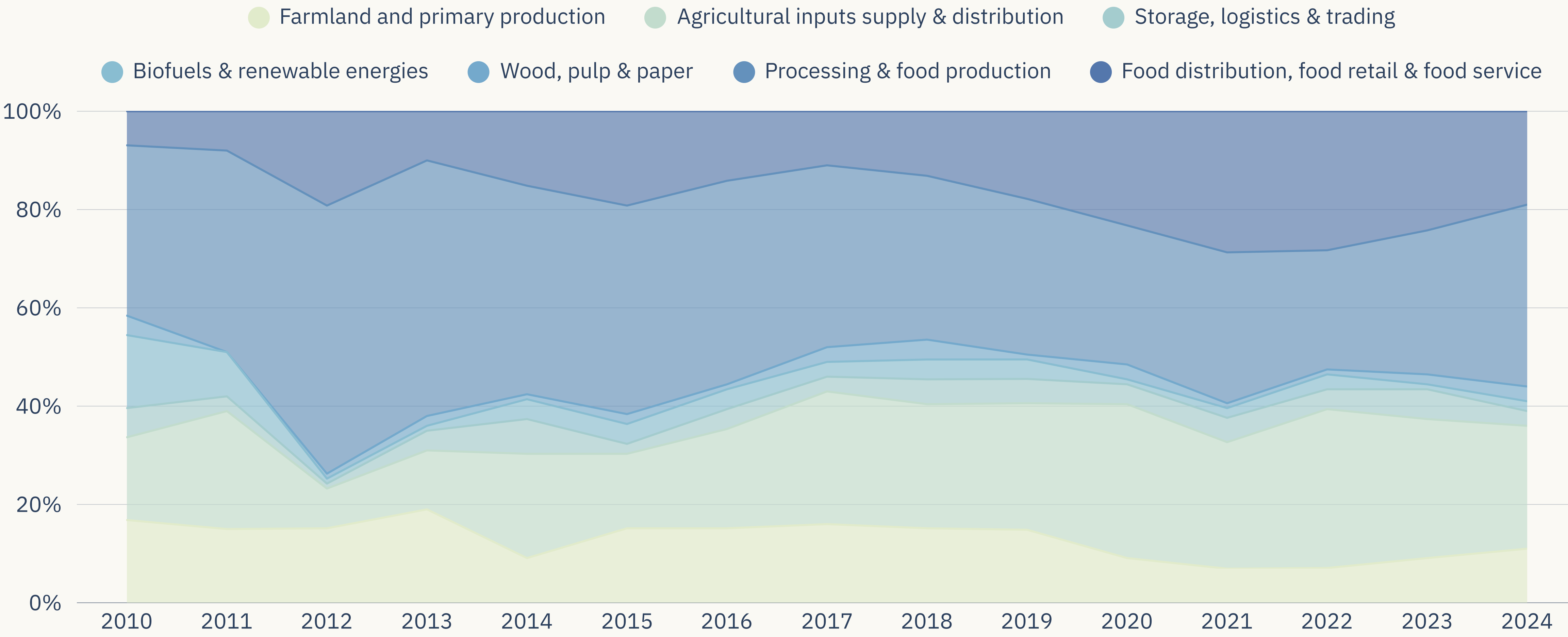
**M&A deals and investment rounds in Latin American food & agriculture, by country**  
(\$ Billion per year, for transactions where deal size is available)





# Investments span the entire food and agriculture value chain

M&A deals and investment rounds in Latin American food & agriculture by sector (% of total)





# Different market trends are driving investment activity across the value chain



Farmland and primary production

**Historically, investment has focused on permanent crops**, particularly in the Andean region, with a growing interest in soft commodities such as coffee and cocoa in Brazil and other countries.



Agricultural inputs supply & distribution

**Significant consolidation has already taken place in key input sectors** such as seeds, fertilisers, and distribution, while interest is growing in ag biologicals and niche areas like irrigation.



Storage, logistics & trading

**The sector is already highly consolidated**, led by international trading houses, with current priorities on enhancing storage capacity and improving transportation efficiency.



Processing & food production

**Latin America has a large food consumer market**, with the packaged food industry serving as the main focal point for M&A activity. There is also growing interest in healthier and more convenient food categories.



Food distribution, food retail & food service

**Food distribution and retail have undergone major consolidation** over the past two decades. Current activity is centered on new retail formats, modern restaurants and fast-food concepts, and online channels.



Biofuels & renewable energies

**Brazil has led transactional activity**, driven by its vast sugar and ethanol industry. There remains significant room for renewable energy investments, particularly in solar farms and biogas.



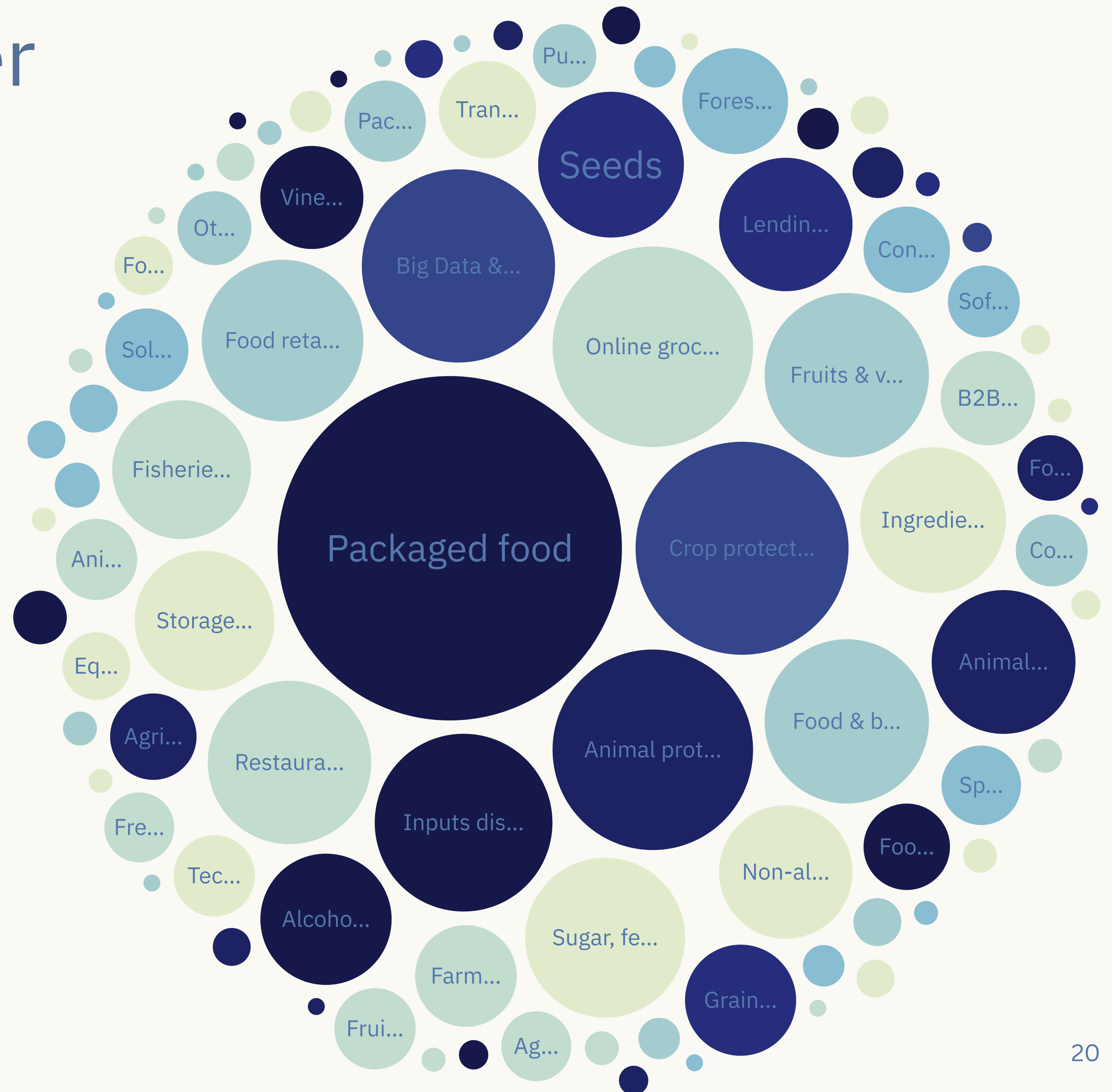
Wood, pulp & paper

**The traditional wood industry has experienced a renewed wave of interest**, driven by natural capital, carbon credits, and opportunities in restoration and conservation, including ARR and REDD+ activities.



We go granular to uncover insights across 70+ sub-categories spanning the value chain

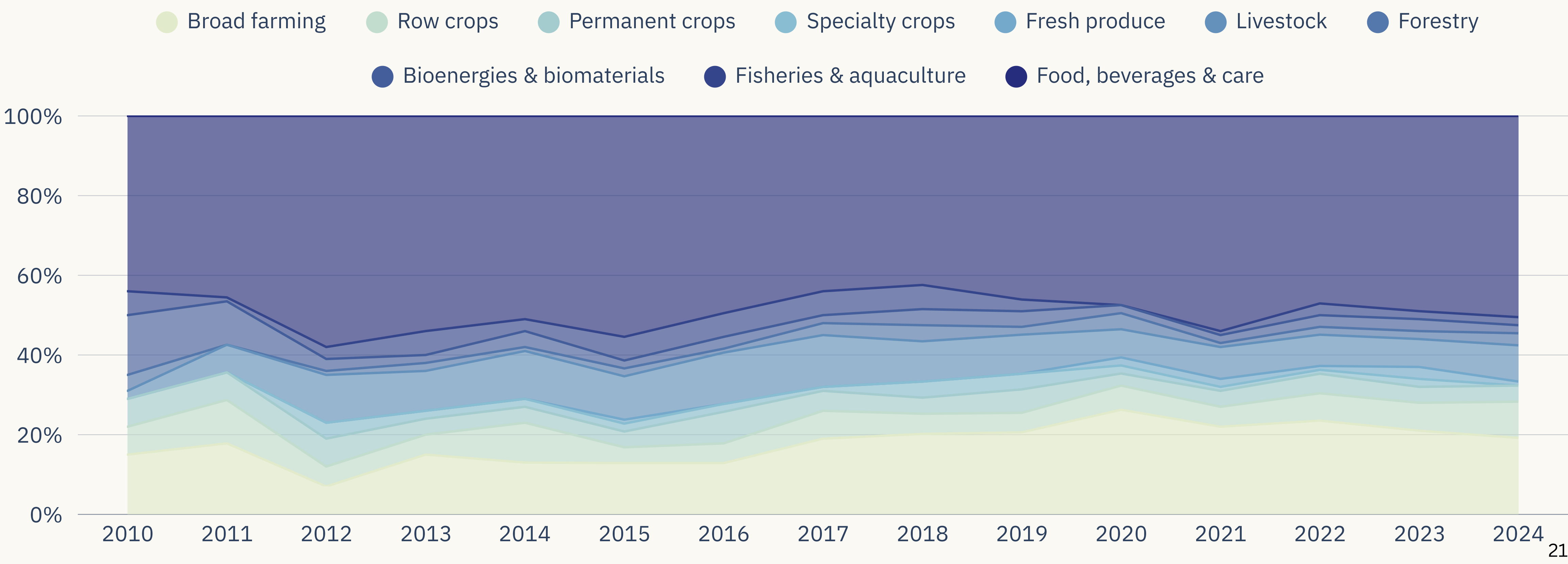
The seven major categories that span the food and agriculture value chain are further broken down into over 70 subcategories that provide unparalleled granularity to analyse transactional activity at the relevant level.





# Investment activity is also well distributed across the main verticals

**M&A deals and investment rounds in Latin American food & agriculture, by vertical**  
(% of total)





# Latin America offers attractive opportunities across food & agriculture verticals

Over the past fifteen years, transactional activity has been roughly evenly split between the upstream segment of the food and agriculture value chain and the midstream/downstream.

**The broad farming vertical** represents those transactions that are within the primary production sector but with no specific focus on any particular vertical.

**Row crops** mostly include transactions involving cereals and oilseed seeds, as well as the storage, trading, and processing of these agricultural products.

**Permanent crops** primarily involve the production of fresh fruits and vegetables, along with the associated storage, transportation, and marketing.

**Speciality crops** have historically focused on coffee and cocoa, with some interest in flowers and cannabis.

**Fresh produce** involves horticulture production, typically in greenhouses and other controlled environment systems, as well as the associated inputs, equipment, and distribution.

**The livestock vertical**, a traditional one in Latin America, is primarily focused on the animal health and animal feed sectors, as well as processing with a focus on cattle, poultry, and pork.

**The forestry vertical** includes the transactions involving forestry assets, as well as wood mills and other associated activities.

**Bioenergies and biomaterials** are centred around the production of bioethanol and biodiesel from different biomass streams, mostly sugar, corn and soybeans.

**Fisheries and aquaculture** primarily focus on activities such as wild catch, aquaculture, associated technologies, and fish processing.

**Food, beverage & care** includes all the transactions in the food processing, food distribution and food retail segments.



# Different countries lead in different verticals, reflecting a growing focus on niche segments

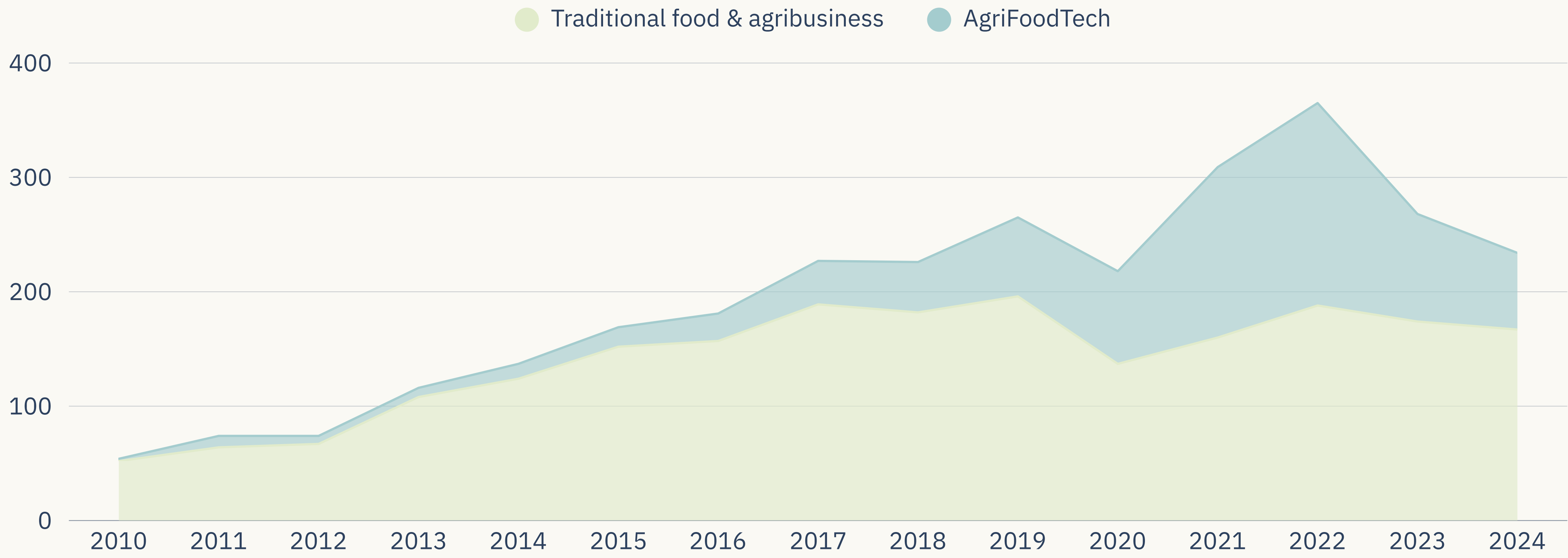
**Distribution of M&A deals and investment rounds in Latin American food & agriculture, by vertical and country** (% of total transactions; each vertical sums to 100%)

	Broad farming	Row crops	Permanent crops	Specialty crops	Fresh produce	Livestock	Forestry	Bioenergies & biomaterials	Fisheries & aquaculture	Food, beverages & care
Argentina	9%	31%	11%	8%	0%	16%	5%	12%	17%	14%
Brazil	73%	58%	11%	29%	33%	58%	56%	87%	10%	47%
Chile	4%	0%	30%	3%	0%	5%	11%	0%	44%	11%
Colombia	4%	1%	7%	47%	0%	5%	10%	0%	3%	8%
Mexico	4%	3%	8%	3%	56%	6%	6%	0%	6%	13%
Peru	3%	1%	31%	0%	0%	2%	2%	1%	18%	5%
Uruguay	3%	7%	2%	11%	11%	9%	11%	0%	3%	3%



# Over the last decade, AgriFoodTech has emerged as an important investment space

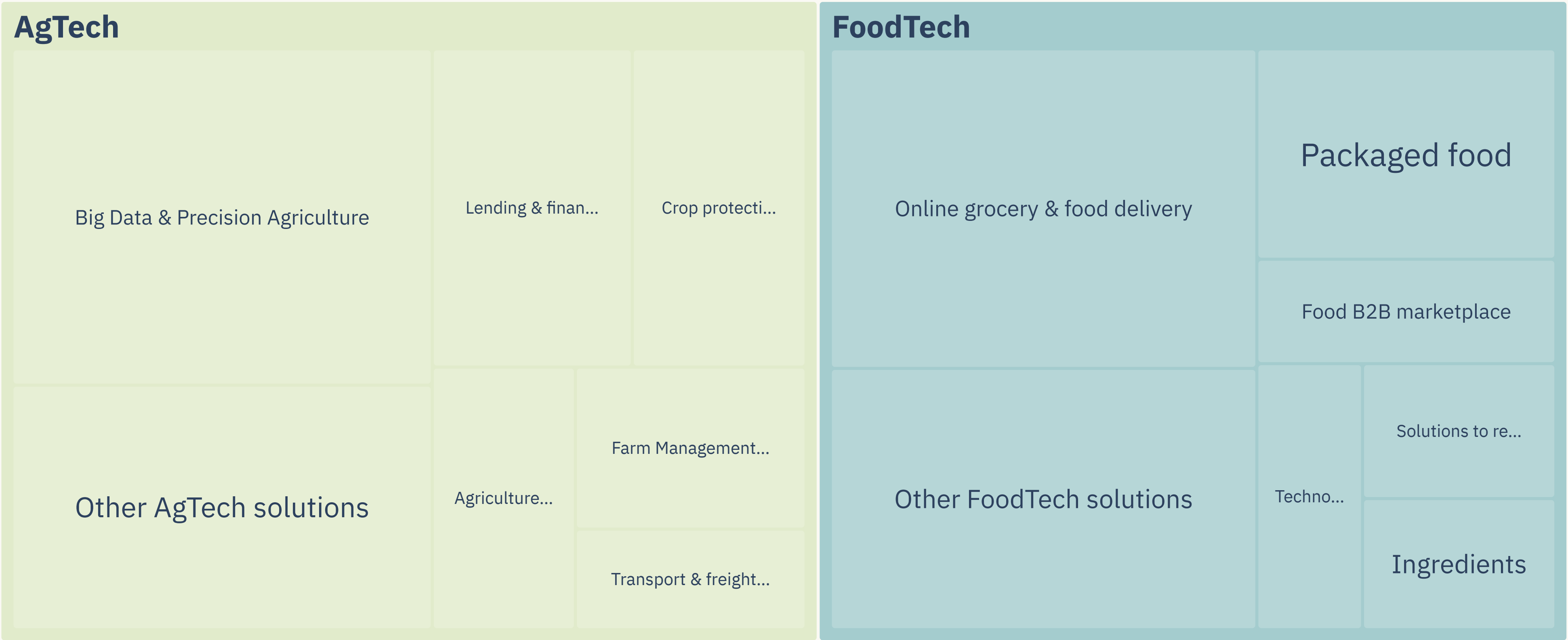
Number of M&A deals and investment rounds in Latin American food & agriculture: traditional vs. AgriFoodTech





# Transactions in AgTech and FoodTech are generally balanced across the region

M&A deals and investment rounds in Latin American AgriFoodTech by segment  
(% of total)

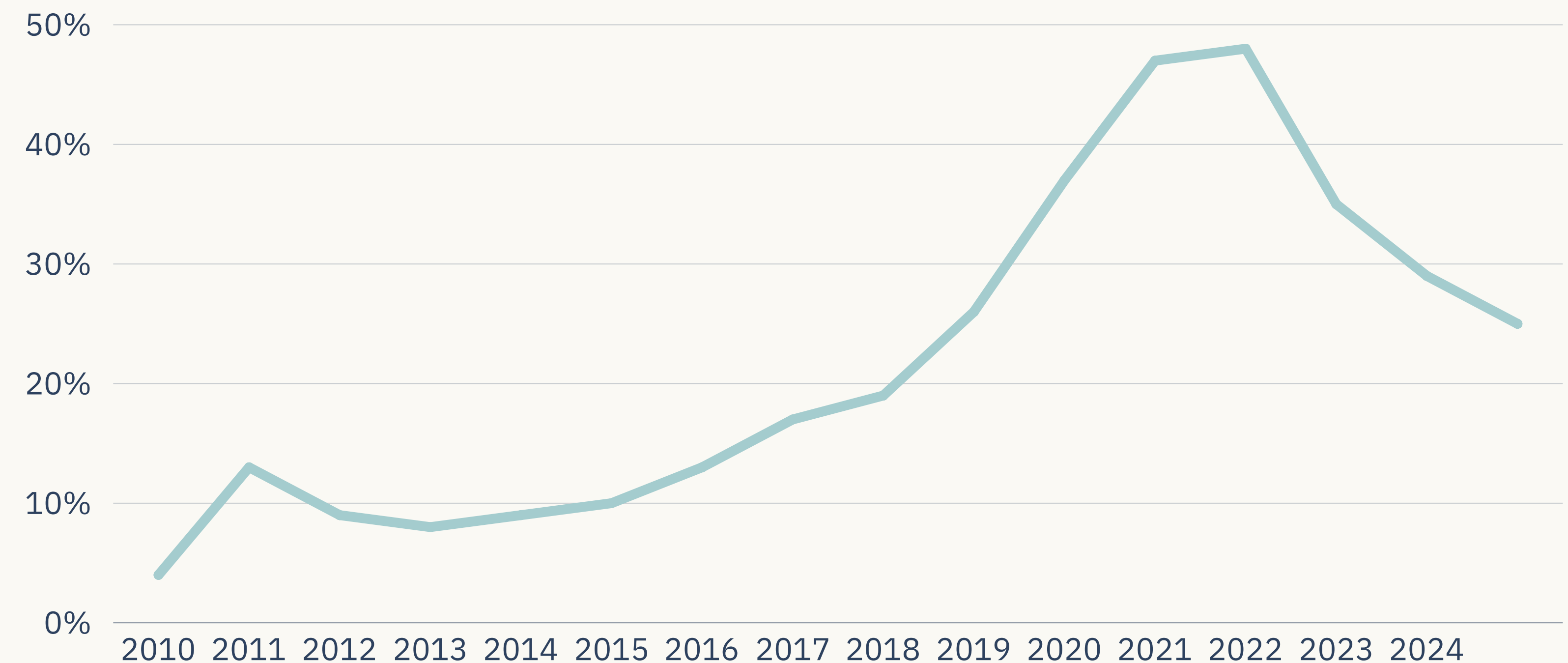




# The regional AgriFoodTech space is consolidating after the 2022–2023 funding peak

- After accounting for just 10–20% of total deals in earlier years, the Latin American AgriFoodTech sector saw a sharp surge in investment flows between 2021 and 2023, reaching nearly 50% of all regional industry deals.
- Since then, however, the sector has trended downward, reflecting a shortage of fresh capital amid broader headwinds in the VC industry.

**AgriFoodTech deals as a share of total food and agriculture deals in Latin America**





# Insights into the regional AgriFoodTech market

**There are over 2,500 AgriFoodTech startups and scaleups** in Latin America, with Brazil as the main hub and other important markets in Argentina, Chile, Mexico, Colombia.

**The AgTech space is the largest segment** with close to 70% of those startups, while FoodTech represents around 30%.

**Close to 50% of AgTech solutions are targeting the broad farming sector**, however we see growing specialization by ag vertical like permanent crops, livestock, forestry, etc.

**Among AgTech solutions, precision ag remains an important category**, but we see a growing weight of FinTech solutions for agriculture, given the massive funding gaps in the regional agricultural sector.

**Despite the importance of AgTech solutions, the FoodTech space has seen relatively more investment activity in recent years**, driven by novel ingredients, innovative foods and beverages and the growth of food marketplaces and other online retail channels.

Since 2010, we have mapped over 700 investment rounds and over 100 acquisitions involving AgriFoodTech companies in the region.

Among investment rounds, around 80% were done by venture capital funds, who provide most of the funding in the market.

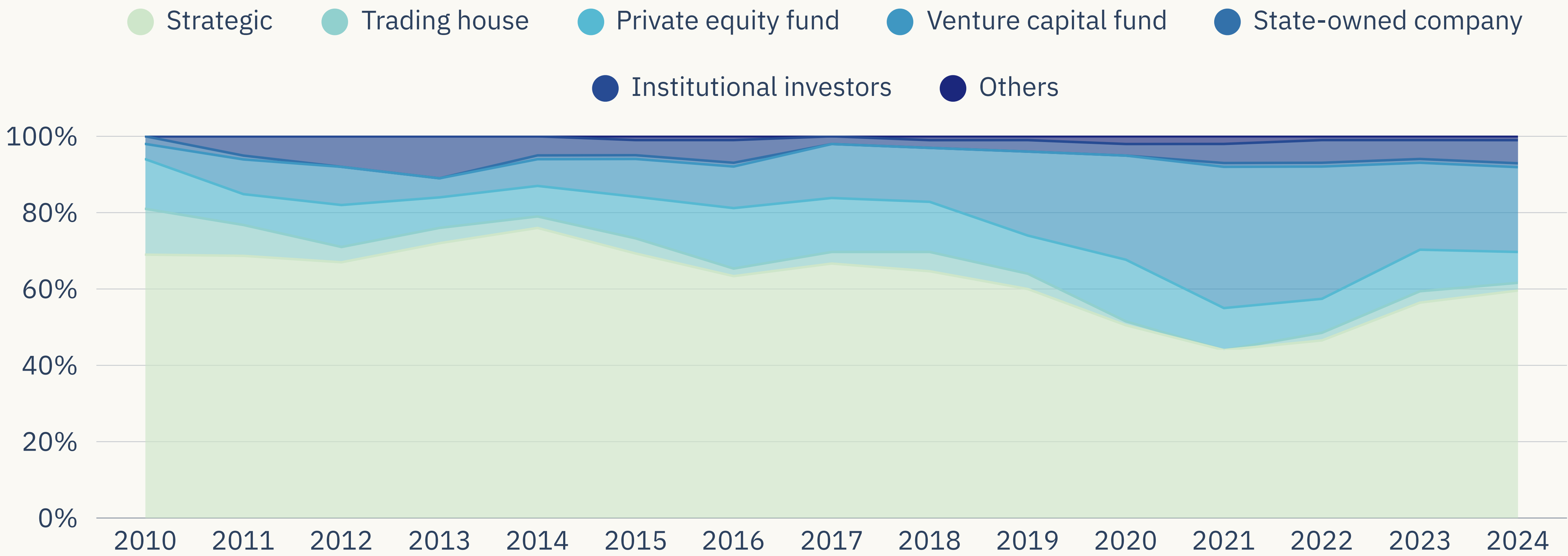
**Among exits, close to 90% were done by strategic acquirers**, reflecting the consolidation drive by corporates. These acquirers are mostly from within the region, but also from North America and Europe.



# Corporates remain the main driver of M&A and investment in the region

However other investor segments are increasingly participating in this market

**M&A deals and investment rounds in Latin American food & agriculture, by acquirer/investor type**  
(% of total)





# Investment funds have become a relevant source of capital over the last decade

## Top 60 investment funds focused on Latin American food & agriculture





# Overall, the market has gained breadth and depth, with leading groups seeking consolidation

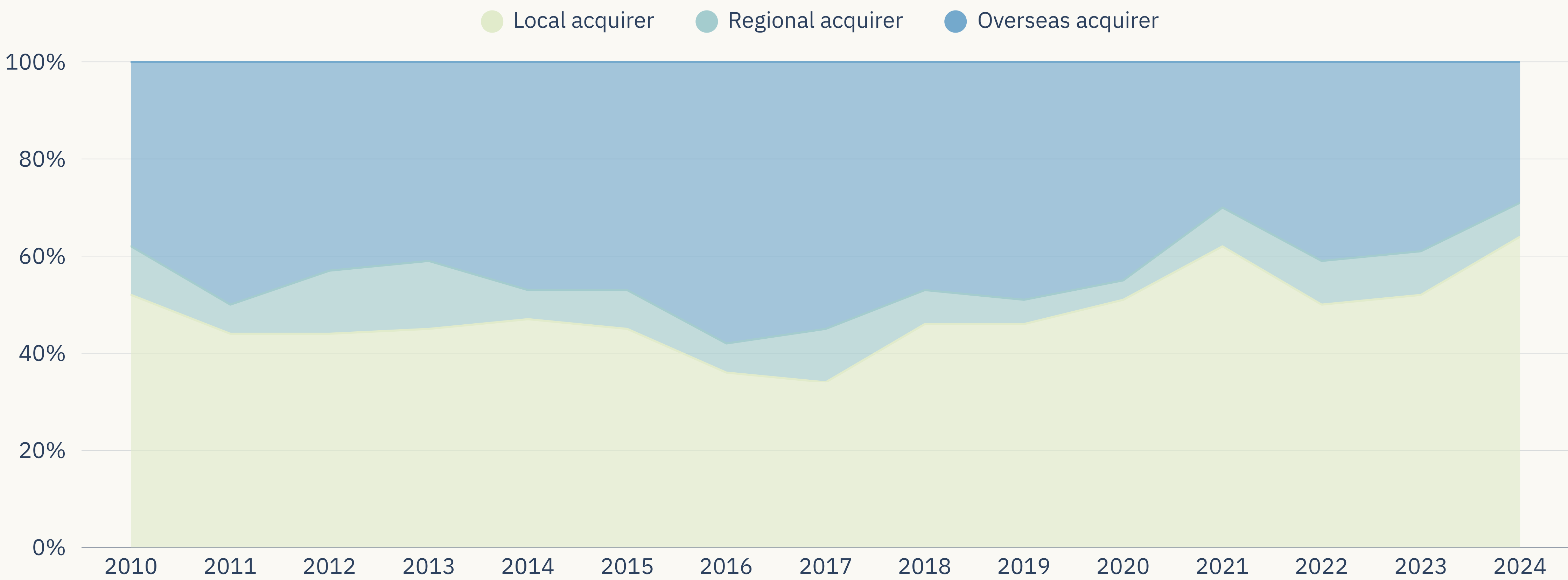
## Top 60 investors and acquirers of food & agriculture companies in Latin America (2010–2025)

Agriculture inputs	          
Farming	     
Trading & processing	    
Animal protein	     
Packaged food	            
Beverages	     
Others	   
Private equity funds	    
Venture capital funds	    



# Foreign investor interest is growing, but local and regional players still dominate the market

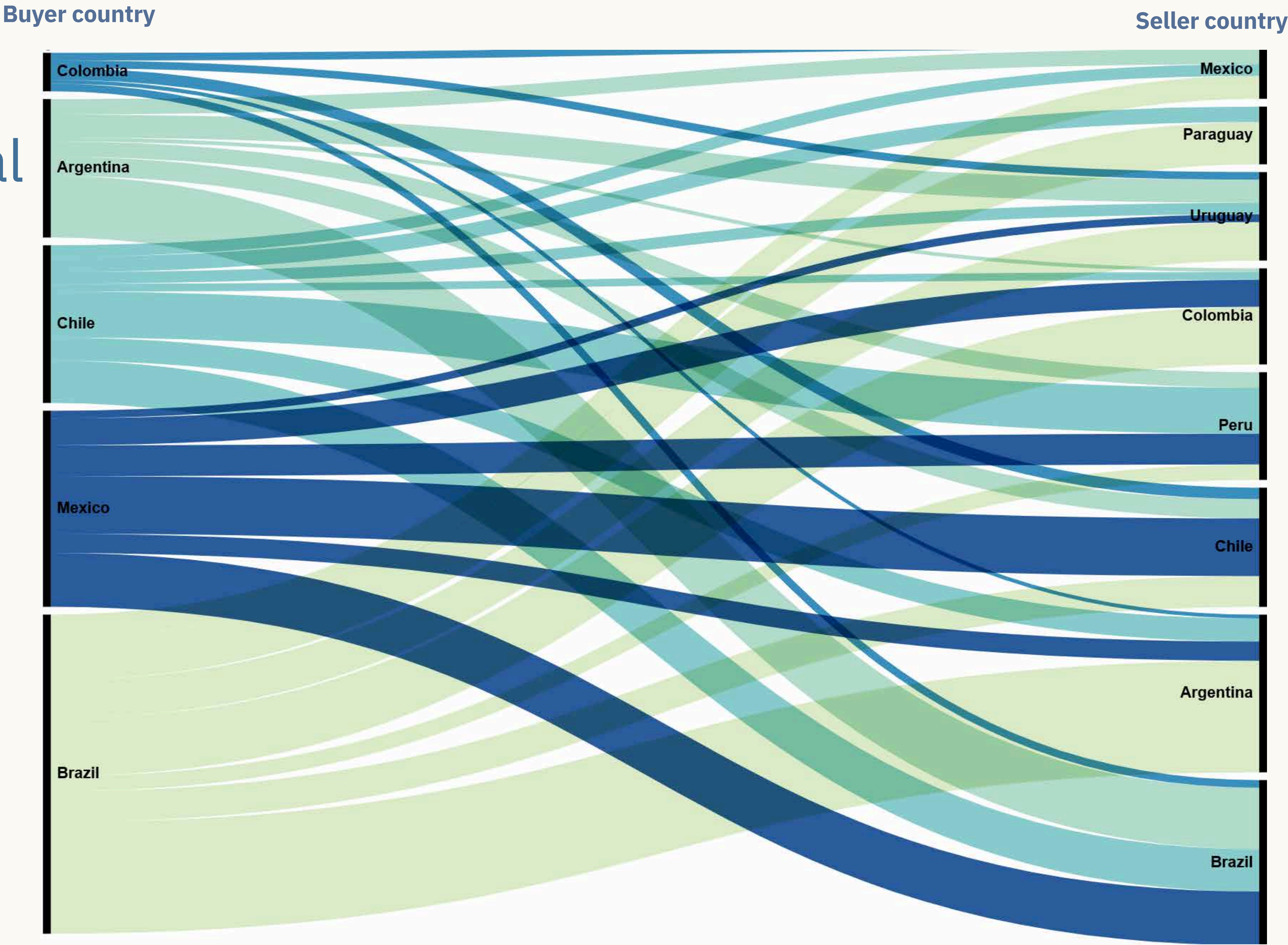
M&A deals and investment rounds in Latin American food & agriculture, by geographic origin of acquirer/investor (% of total)





# Local and regional consolidation is driving intra-regional investment flows

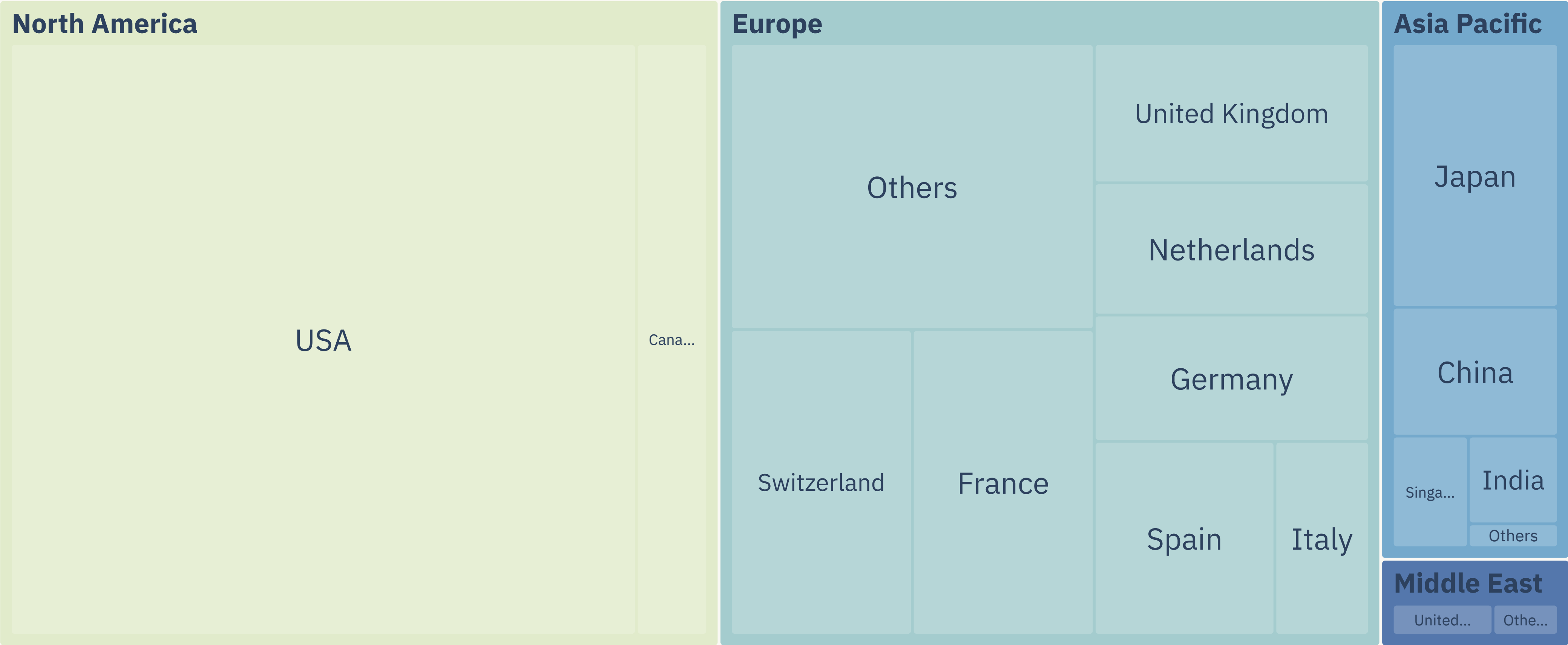
The regional investment intra-flow is strong in the Latin American food and agriculture industry, reflecting the strength of the local corporate sector and the continuous emergence of regional champions across sectors.





# Among foreign acquirers, North America and Europe dominate the space

M&A deals and investment rounds in Latin American food & agriculture, by geographic origin of acquirer/investor (% of total)





# Insights into inbound transactional activity

Over the years, the US has consistently led inbound M&A activity in Latin America's food and agriculture industry, accounting for roughly 40% of deal volume.

It is followed by Switzerland, France, Japan, Canada, the United Kingdom, the Netherlands, Germany, Spain, and China, rounding out the top 10 acquirers by volume.

Overall, about 85% of inbound M&A is driven by corporates, including agricultural trading houses.

Private equity funds represent around 10%, led by US firms, and are primarily focused on buyouts aimed at driving industry consolidation.

When breaking down inbound M&A activity by country, Spanish and Portuguese companies have shown growing appetite in recent years.

Similarly, investors from the Middle East - often backed by sovereign wealth funds - have stepped up their activity, focusing on fresh fruit production, storage, logistics and ag commodity trading, as well as sugar, feedstock, biofuels, restaurants, and fast food.

By sector, inbound M&A activity displays distinct patterns. Foreign investor interest is highest in ingredients, fruit & vegetable production, alcoholic beverages, and crop protection & nutrition - all categories that remain highly attractive to international acquirers.

In contrast, sectors such as food retail, restaurants & fast food, farmland, and animal protein show relatively low levels of inbound activity, reflecting the importance of local expertise in these areas.






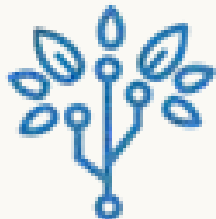
An aerial photograph of a rural landscape. The top half of the image shows several large, rectangular agricultural fields in various shades of brown and tan, indicating they are either plowed or have been recently harvested. A straight, light-colored road or path runs horizontally across the middle of the image. Below the road, there are more fields, some of which are a vibrant green, suggesting active crops. A dense line of dark green trees and forest runs along the bottom edge of the image, separating the fields from the foreground.

04

# The Opportunities Ahead



# Global structural trends will continue shaping capital flows into the Latin American F&A industry

		2000s – 2010s	2020s – 2030s
	<b>Environment &amp; Resources</b>	<ul style="list-style-type: none"><li>• From a focus on land frontier expansion and higher yields through extractive, industrial agriculture...</li></ul>	<ul style="list-style-type: none"><li>• To a more efficient and sustainable use of natural resources, with the transition to regenerative agriculture and adoption of new technologies that can help solve climate change and sustainability challenges.</li></ul>
	<b>Society &amp; Consumers</b>	<ul style="list-style-type: none"><li>• From a focus on growing population, the growth of urban consumers and its impact on changing diets...</li></ul>	<ul style="list-style-type: none"><li>• To a focus on the modern consumer and aging population and its impact on nutrition, wellness, and health awareness.</li></ul>
	<b>Macro</b>	<ul style="list-style-type: none"><li>• From a focus on the growth of global trade and the global supply chains...</li></ul>	<ul style="list-style-type: none"><li>• To a less globalized, more multipolar system with renewed management of geopolitical risks and increased focus on more regional value chains closer to consumers.</li></ul>
	<b>Technology</b>	<ul style="list-style-type: none"><li>• From the early days of AgriFoodTech innovation...</li></ul>	<ul style="list-style-type: none"><li>• To more mature and transformative technologies that can drive disruption at scale as the sectors experience widespread adoption of new technologies.</li></ul>



# With critical implications for investors...

The food and agriculture sector is becoming increasingly investable for a broader pool of capital.



## **Thematic Convergence**

- Agriculture and food
- Nutrition and wellness
- Natural capital
- Water
- Carbon
- Biodiversity



## **Institutionalisation of the Food & Ag Asset Class**

- More diversification & scale
- Better governance
- More track record
- Institutional investors
- Corporate investors



## **Sustainability Imperative**

- Sustainability mandates
- Impact mandates
- Improved standards
- New themes
- New “investable sectors”



## **Tech as an Efficiency and Sustainability Enabler**

- Technological adoption
- Technological investments
- New markets



# The regional food & agriculture investment space offers diverse opportunities, supported by strong underlying themes

## Key Investment Themes

## Selected Investment Opportunities

### Restoring & enhancing natural capital

- Farmland for row crops and permanent crops.
- Afforestation, reforestation and REED+ projects.
- Other nature-based solutions.

### Enabling a more sustainable & efficient agriculture production system

- Irrigation equipment & irrigation infrastructure.
- Ag biologicals.
- Plant breeding & plant propagation for high-value crops.

### Originating, aggregating & processing ag products for export markets

- Specialty ingredients.

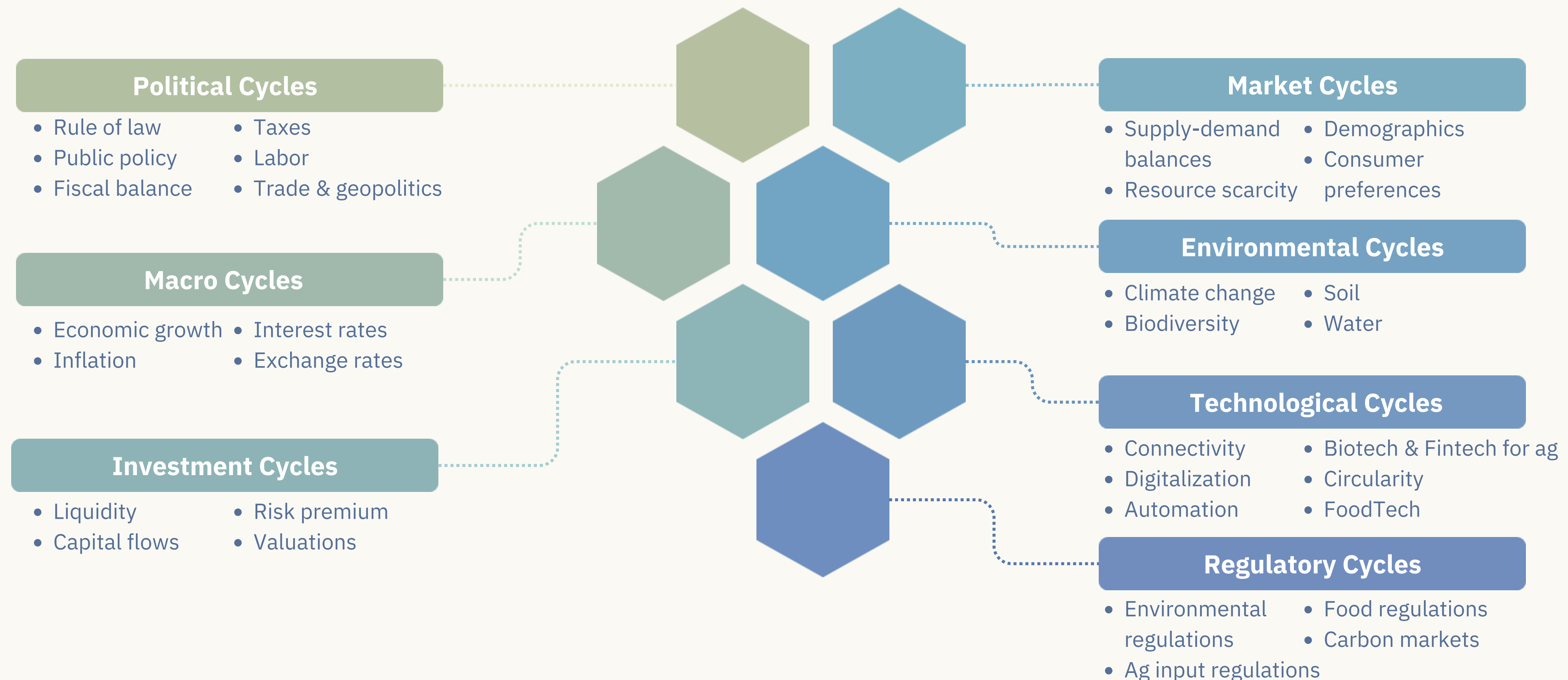
### Supplying healthy F&B to more conscious & affluent consumers in the region

- Healthy food & beverages.
- Sports and active lifestyle nutrition.
- Nutraceuticals & dietary supplements.



# It is critical to incorporate the various cycles shaping the food & agriculture industry

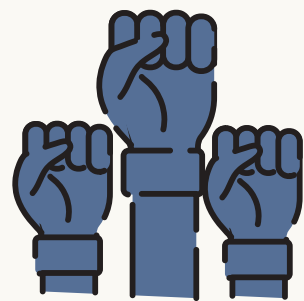
These cycles often overlap and trigger chain reactions, creating risks and opportunities that evolve rapidly.





# What to Watch in 2026

We are optimistic about the regional food and agriculture industry in 2026, with investment flows expected to stay stable or improve.



## Politics

Presidential elections in Brazil, Peru and Colombia.

Post-mid term elections scenarios in Argentina.



## Agricultural Markets

Potential signs of recovery in cereals & oilseeds.

Evolution of livestock prices.



## Financial Markets

Evolution of U.S. and local interest rates and their impact on the sector's lending costs.

Local FX evolution.



## Policies

Developments on U.S. tariffs and the EU-Mercosur Trade Agreement.

Results of Belém (COP 30) and impact on funding flows for natural capital across the region.



## Industry Developments

Follow regulatory developments in key sectors, such as biofuels and ag biologicals.

Expect more consolidation across the board.



## Investment Flows

Monitor potential new investments by Asian and Middle Eastern investors in local agricultural production assets and infrastructure.



05

# How Can We Help?





# Valoral Advisors at a glance

Valoral Advisors is an internationally recognized advisory Firm specialising in the global food and agriculture investment space.

We work with fund managers, private and institutional investors, and business owners to help them invest profitably while fostering a better agriculture - more productive, efficient, and sustainable -.

Since 2010, we have supported clients in a wide range of food and agriculture investment opportunities in over 40 countries.

Founded in  
Luxembourg  
in 2010

70+ clients  
from 25  
countries

Leading source for  
food & agriculture  
investment  
intelligence

Network of 20,000+  
professionals  
in the food & ag  
sector

Tracking of 1,000+  
food and agriculture  
funds with \$150b+  
AuM

1.0+ Million  
hectares  
of farmland assets  
assessed worldwide

Support in food &  
ag PE transactions

Mapping of  
10,000+  
AgriFoodTech  
startups worldwide



# A broad range of clients, a broad range of capital

## Private investors

- Private investment offices, single family offices and multi-client family offices.

## Institutional investors

- Pension funds, endowments, foundations, sovereign wealth funds and insurance companies.

## Fund managers

- Fund and investment managers with an interest in the food and agriculture sector, across the asset spectrum and capital structure.

## Business owners

- Farmland companies, food and agribusiness companies, project owners and operators.

## Entrepreneurs

- Business entrepreneurs driving technological innovation in AgTech, FoodTech, and ClimateTech for agriculture.

## Non-profit

- Industry associations, market exchanges, universities, research institutions, and non-profit organizations across the food and agriculture sector.

## Public sector & DFIs

- Public agencies, multilateral agencies and development finance institutions.

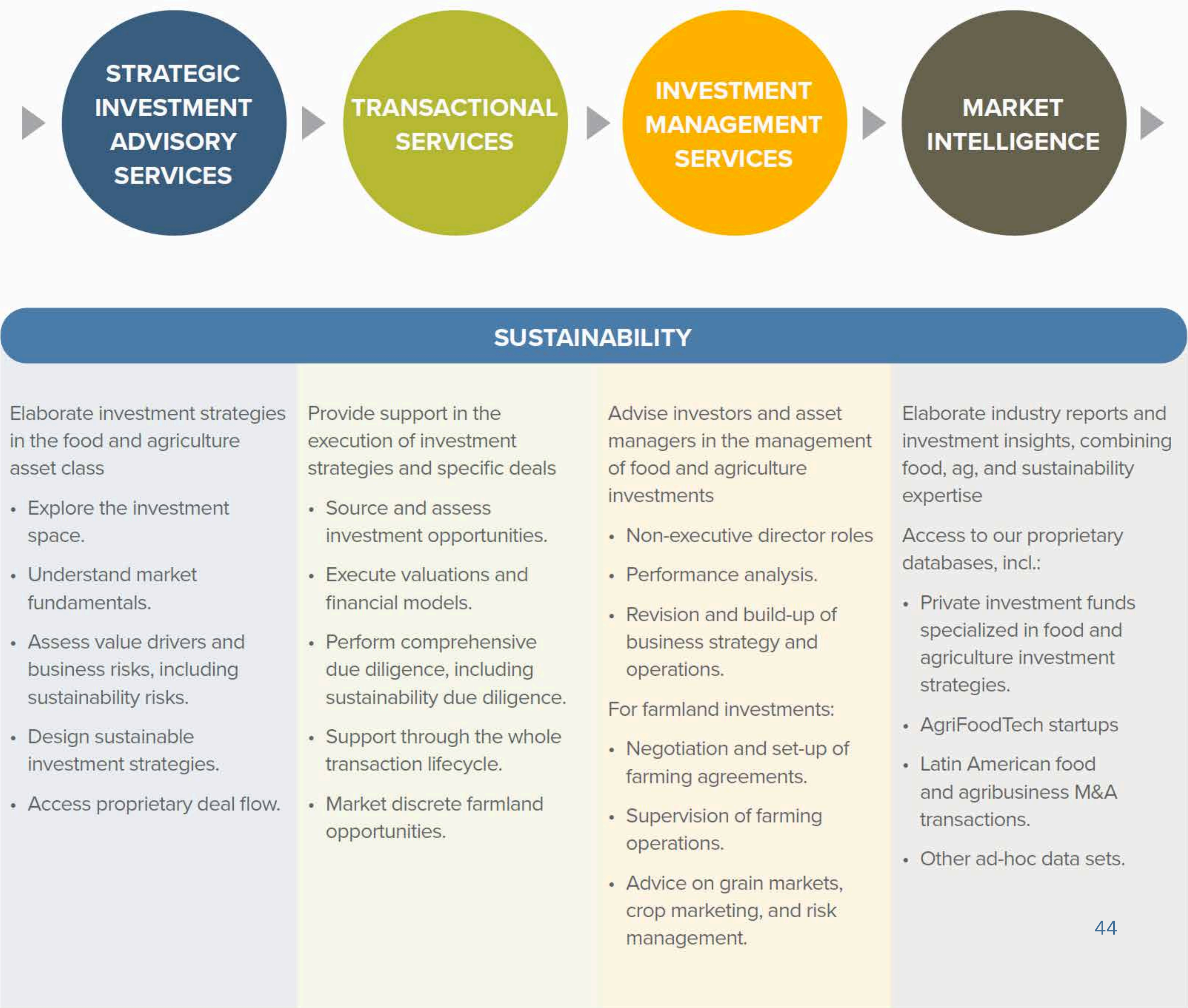


# Our services

We provide investment advisory services in the food & agriculture asset class, supporting clients across the full investment cycle.

Our work is expanding into the dynamic convergence of agriculture, food, nutrition, and wellness - opening new opportunities at the intersection of nature and sustainability.

With over 20 years of experience, we bring a specialist perspective: combining deep industry knowledge, extensive networks, and sustainability expertise to help investors navigate and capture value in this vital sector.





# Get our proprietary deal database and accelerate your understanding of the regional landscape

## Highlights

- 3,200+ M&A deals and investment rounds from 2010
- 30 countries included from South America, Central America and the Caribbean
- 2,500+ target companies
- 1,800+ acquirers or investors from over 60 countries
- 70+ categories along the food and agriculture value chain

## Competitive intelligence

- Gain visibility of transactional activity across countries and sectors.
- Understand industry dynamics and anticipate trends with key insights.

## Sector screening & deal origination

- Screen sectors with high granularity.
- Identify opportunities in specific sectors.

## Exit strategies

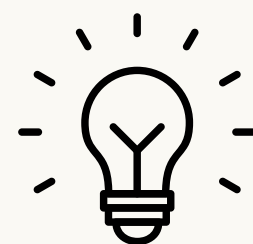
- Understand liquidity & exit paths in the region.
- Short-list potential buyers.



# Gain visibility of transactional activity across countries and sectors



**Large European private equity firm:** What are the most active sectors across the Latin American food and agriculture industry?

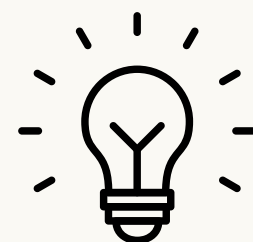


**In the last five years, close to 20% of the M&A activity has been focused on packaged food and food distribution, highlighting the growing appetite of both companies and funds to build exposure to the growing regional consumer market.**

**Other high-growth sectors along the value chain are also emerging as M&A hot spots.**



**North American investment bank:** Where do we find more sellers across the sector?

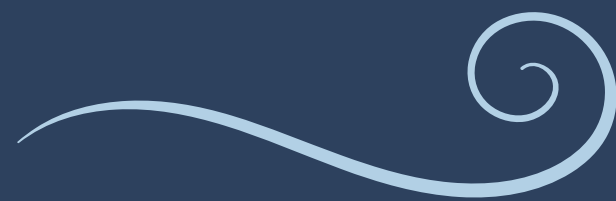


**We notice three main pockets of willing sellers in this market:**

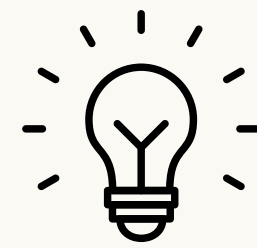
- **Companies in high-growth categories willing to cash out (e.g. ag inputs, healthy food categories).**
- **Companies in more mature sectors and/or without generational continuation.**
- **Companies under pressure due to market conditions or individual underperformance (e.g. low margin staples, certain fruit sectors in Andean region, etc.).**



# Understand industry dynamics and anticipate trends with key insights



**North American ag input company:** What are our competitors doing in the region?

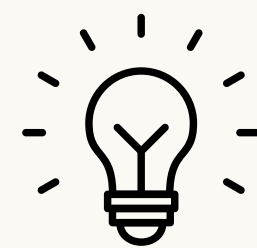


**In the last 5 years, Close to 80 ag input companies have invested in agricultural inputs supply & distribution businesses across the region. 26 of them are from North America.**

**Current focus is on ag biologicals but also other niche sectors.**



**Latin American family office:** Which are the most active investment managers in the region?



**We have mapped over 200 PE funds and 200 VC funds investing in the Latin American food and agriculture industry, including local, regional and international funds.**

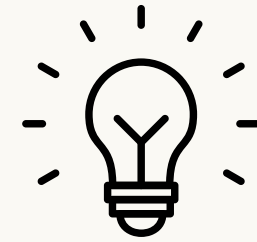
**Several of these alternative investment managers are currently raising new funds.**



# Screen sectors with high granularity



**European private equity manager:** How can we get exposure to the trend towards healthier diets and more convenient food?



**The region offers opportunities that span the value chain:**

- **Primary production:** Investing in producing and/or originating and aggregating high-value, super foods.
- **Trading & processing:** Investing in sourcing, aggregating and processing of natural fruit ingredients used in healthy food and beverages.
- **Packaged food:** Investing in branded categories that show high-growth incl. healthy snacks, functional beverages and also vitamins and supplements.



**Global fintech player:** How can we build a significant lending business in the regional agribusiness sector?



**The Latin American food and agriculture industry faces a shortage of both short-term and long-term financing, as the traditional commercial banking system is unable to service this large and complex sector. There are several emerging Fintech platforms across the region that can be attractive entry points to build a regional play.**

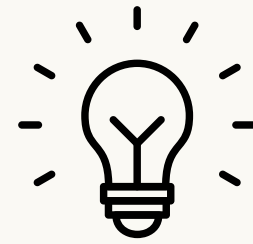




# Identify opportunities in specific sectors



**North American player specialized in food ingredients:** Which opportunities exist in the ingredients space?

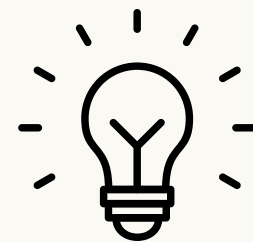


Over 40 transactions have been completed in the last five years, with focus on sectors such as flavours and colorants, meat ingredients and plant-based ingredients. We also notice emergent opportunities in precision fermentation ingredients.

This sector is ripe for consolidation as there are many SMEs with distinctive products and market positioning.

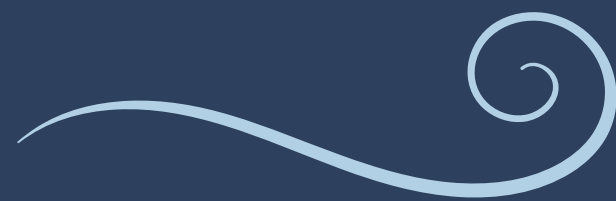


**European player in the biologicals space:** What opportunities exist to accelerate landing in the South American ag biological market?



Over 45 transactions have been completed since 2020, with a mix of established companies and emerging players.

Brazil has led this wave but we see opportunities in other high-value crop markets like Chile, Peru, Colombia and Mexico.

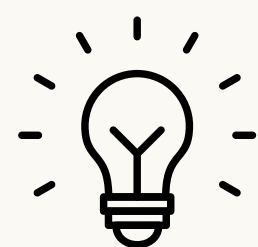




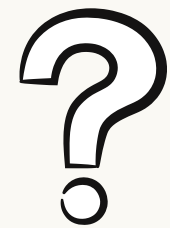
# Understand liquidity & exit paths in the region



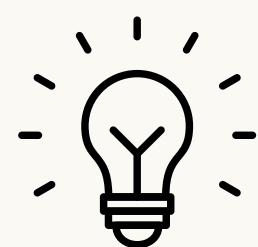
**Asian institutional investor:** How much breath and depth exist in the Latin American food and agriculture sector?



**Our database counts 3,200 transactions recorded since 2010. With a total transaction volume of \$ 210 billion with informed values, plus probably at least another \$ 100 billion in transactional volume for deals with no informed values, the Latin American food and agriculture industry is a very active market for M&A.**



**European private equity firm:** What are the most realistic exit paths for ag input suppliers and food companies in Latin America?



**Over the past fifteen years in the ag input sector, 76% of exits were led by corporates.**

**In the ingredients and packaged food sectors, corporates represented an even higher 85% of total exits.**

**Both figures illustrate the strategic relevance of corporate players in consolidating the regional food and agriculture industry.**

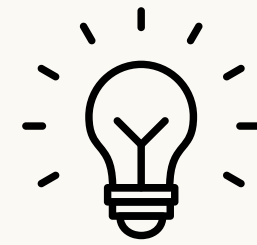




# Short-list potential buyers



**Local family-owned farming company:** Who are the institutional investors that could partner with us in South America?

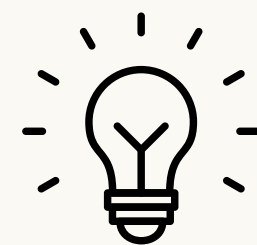


**Close to 60 institutional investors, including pension funds and sovereign funds, have invested in the region in the past decade.**

**Around 20 of them are actively investing in farmland.**



**Emerging natural capital player:** Who are the most active investors looking for exposure in the regional natural capital space?



**We see two main investor groups:**

- **European pension funds looking for exposure to different forestry strategies (including ARR, REED projects).**
- **North American technology companies more interested in offtake agreements for carbon credits.**
- **A diverse group of private and corporate investors willing to venture into other nature-based solutions that can drive climate action, with focus on carbon sequestration but also water and biodiversity conservation.**





# Purchase the database today

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The only transactional database dedicated to the Latin American food & agriculture industry - delivering unmatched depth, coverage, and granularity, all at a fraction of the cost of traditional solutions. With it, you gain:

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- ✓ Plus a one-year free update.
- ✓ Plus one-hour call with our team to review and discuss your questions.

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