



September 2026 initiative aims to strengthen trade relations and unlock new opportunities in East Africa's growing food-processing sector

INTERCOOL FOOD TECHNOLOGY LTD., a leading Danish supplier of food processing technology and turnkey food production solutions, will participate in a high-profile Danish agribusiness promotion and sales delegation to Tanzania in September 2026. The delegation brings together a group of prominent Danish companies and institutions seeking to strengthen commercial relations and explore new business opportunities within Tanzania's rapidly expanding agriculture and food-processing industries.

The delegation is organized by the [Danish Agriculture & Food Council \(DAFC\)](#) in collaboration with [Access2innovation](#) and the [Royal Danish Embassy in Tanzania](#). The initiative is designed to promote Danish expertise, technology, and sustainable solutions to key stakeholders across Tanzania's agricultural and food value chains.

INTERCOOL will be joined by a strong delegation of Danish organizations, including:

- [DanBred International](#)
- [Novozymes](#)
- [Zealand Business College](#)
- [Linco Incubator Systems](#)
- [Andritz Feed & Biofuel A/S](#)
- [Engsko A/S](#)

During the visit, participants will engage with government representatives, agribusiness organizations, industry leaders, food processors, farmers, investors, and potential customers throughout Tanzania.

Tanzania Offers Significant Growth Potential

Tanzania is increasingly recognized as one of Africa's most promising agricultural markets. Agriculture remains a cornerstone of the national economy, contributing substantially to GDP and export revenues while providing employment for approximately 70 percent of the population.

Driven by economic development, urbanization, rising consumer demand, and ongoing agricultural modernization, Tanzania is transitioning from traditional subsistence farming toward more productive and commercially oriented food production systems. This transformation is generating growing demand for modern processing technologies, food safety systems, efficient cold-chain infrastructure, storage facilities, and value-added food production capabilities.

These developments present attractive opportunities for Danish companies with expertise in agriculture, food processing, quality assurance, and sustainable production solutions.

INTERCOOL Showcases Danish Food Processing Expertise

As a specialist project supplier of food processing equipment and technology, INTERCOOL views Tanzania as a strategically important market where modern processing solutions can support improvements in food safety, product quality, operational efficiency, and value creation throughout the food supply chain.

Throughout the delegation program, INTERCOOL will present its capabilities and engage directly with food manufacturers, processors, distributors, agricultural organizations, and investors seeking advanced solutions for processing and handling agricultural products.

“Our participation reflects INTERCOOL's commitment to supporting the development of sustainable and efficient food production systems in emerging markets. Tanzania's expanding agribusiness sector offers exciting opportunities for collaboration, technology transfer, and long-term partnerships.”

Targeting New Business Opportunities

Through its participation in the delegation, INTERCOOL aims to establish a strong foundation for long-term business development in Tanzania's growing food-processing sector.

The company's primary objective is to identify new projects and customers requiring complete processing solutions, ranging from greenfield developments to modernization and expansion of existing facilities. Key focus areas include:

- Cattle processing plants
- Sheep and goat slaughterhouses

- Poultry processing facilities
- Pork processing plants
- Further Processing and value-added food production facilities
- Cold storage and cold-chain infrastructure
- Rendering plants and by-product processing facilities

These sectors align with Tanzania's increasing demand for modern food production infrastructure, higher food safety standards, and strengthened export capabilities.

In addition to generating project opportunities, INTERCOOL is seeking to establish relationships with qualified local representatives and business partners who can support the company's long-term market development strategy in Tanzania. Developing a strong local presence is viewed as a key element in building customer relationships, supporting sales activities, and ensuring successful project implementation.

The company also intends to engage with a broad range of stakeholders, including farmer cooperatives, investors, developers of new food production facilities, and established processors seeking to expand, modernize, or upgrade their operations to meet regional and international market requirements.

Promoting Danish Expertise Across the Agricultural Value Chain

The delegation represents a broad spectrum of Danish competencies across agriculture and food production. Participating organizations offer expertise in areas including:

- Food technology and food solutions
- Food processing technology
- Agricultural materials and inputs
- Agro-services, machinery, and equipment
- Biomass energy and solar solutions
- Quality control and food safety
- Education and skills development
- Feed and breeding technologies

Together, the delegation will demonstrate Denmark's internationally recognized strengths in delivering efficient, sustainable, and high-quality agricultural and food-production systems.

Building Long-Term Partnerships in East Africa

A central objective of the delegation is to establish lasting commercial partnerships between Danish suppliers and Tanzanian businesses. Participants will gain valuable market insights, meet prospective customers and partners, and explore opportunities for future investments and cooperation.

With growing demand for food processing equipment, storage facilities, cold-chain solutions, packaging technologies, and quality control systems, Tanzania provides an attractive environment for international companies seeking long-term growth opportunities.

With more than 65 years of industry experience and over 200 food industry projects completed worldwide, INTERCOOL brings extensive expertise in turnkey slaughterhouses, meat processing plants, cold storage facilities, and complete food production infrastructure. The company has successfully delivered projects across Africa, including in Algeria, Botswana, Egypt, Ghana, Lesotho, Mauritania, Somalia, and Zimbabwe, and views Tanzania as a strategic next step in expanding its presence on the continent.

“We see significant potential to contribute to Tanzania’s food industry development through Danish engineering, project management, and food processing expertise. Our objective is not only to identify new projects, but also to build lasting partnerships that support the development of efficient, profitable, and export-oriented food production facilities throughout Tanzania.”

INTERCOOL collaborates with financing institutions like

[**EIFO**](#) (The Export and Investment Fund of Denmark), the Danish state-owned development and export finance institution. EIFO supports Danish companies through flexible financing solutions, including loans, export credits, guarantees, and risk-sharing instruments. The partnership enables INTERCOOL to offer customers competitive financing options for food processing projects while supporting export growth, innovation, and sustainable development.

or

[**FIB Frankfurt International Bank AG \(FIB\)**](#) to provide attractive export financing solutions for international customers. FIB specializes in buyer credit facilities for capital goods and industrial equipment projects, offering financing from €0.5 million to more than €10 million with repayment terms of up to 10 years. Supported by Export Credit Agency (ECA) cover, these solutions help customers invest with confidence while ensuring secure and timely payment for project deliveries.

About INTERCOOL FOOD TECHNOLOGY LTD.

INTERCOOL is a Danish supplier of advanced food processing technology, equipment, and turnkey solutions for the global food industry. The company delivers innovative systems designed to improve operational efficiency, food safety, product quality, and sustainable production across the food value chain.