



Inclusive Growth Models for Agricultural Diversification

November 4, 2018

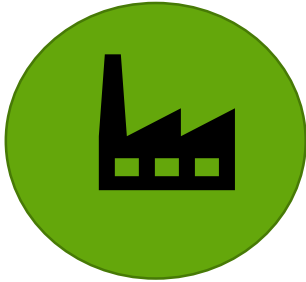
A **sustainable, scalable inclusive** solution
requires that a company help create
a **new ecosystem**
that **replaces** its
business models
with ones that are **more profitable for all actors**
and capable of bringing
more people into the formal economy.

Most agricultural ecosystems are not working well for anyone

Short term, transactional relationships discourage needed transformational investment

Food companies and processors

cannot secure reliable supplies from local sources that meet quality, safety, cost, and volume requirements



Rural households and farmers

struggle to make a good living from agriculture, and lack access to markets, technology & finance



Financial institutions

struggle to find bankable opportunities



Equipment and input providers

want to grow by selling to small farmers but these lack the money to pay



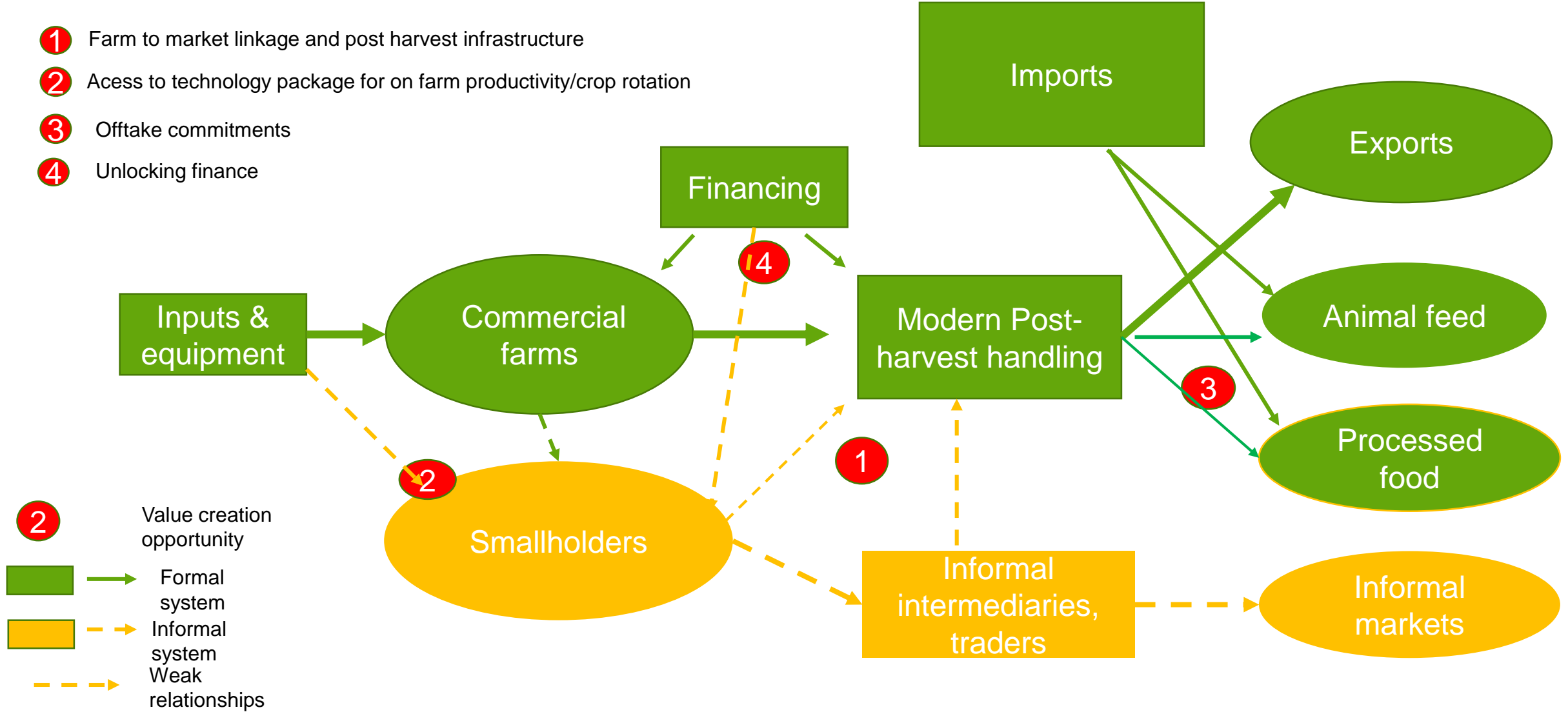
Traders and aggregators lack the financing and market linkages to build post-harvest infrastructure



Identifying opportunities for value creation in the maize and legumes ecosystem

How to integrate the smallholders and create 5X more value relative to existing system

- 1 Farm to market linkage and post harvest infrastructure
- 2 Access to technology package for on farm productivity/crop rotation
- 3 Offtake commitments
- 4 Unlocking finance



Successful inclusive growth strategies hinge on four Guiding Elements:



Be Bold

Ambitious goals need ambitious projects



Collaborate

Partnership drives transformation



Unlock Capital

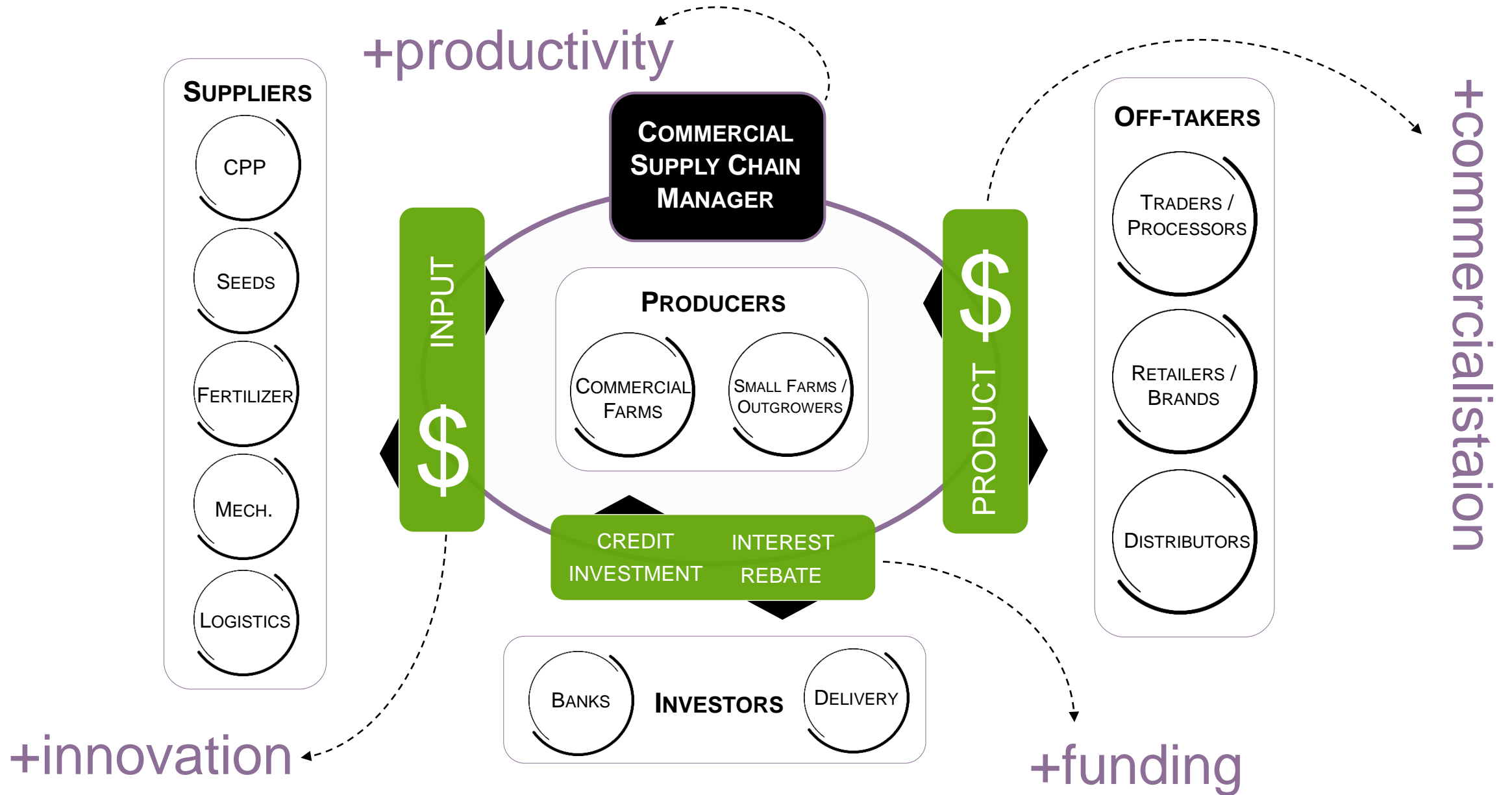
Mobilize external capital for impact investing



Sustain & Scale

Govern and Grow the new ecosystem

How do we build collaborative business models to drive ecosystem transformation.



THANK YOU