

Inclusive agri-business examples from the HortIMPACT project

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HortIMPACT

- Kenya Market-led Horticulture Program
- 2015 to 2019
- Funded by EKN Nairobi
- Focus on fruits, vegetables, and potatoes
 1. Include small and medium size entrepreneurial (SME) farmers in domestic and export value chains
 2. Improve food safety
 3. Reduce post-harvest losses
- Business case development, implementation, and scaling
- Innovation fund
- Reaching 50,000 SME farmers





HortIMPACT Business cases

- Objective of 15 Business cases (BCs) by the project, 10 realized so far
- BCs developed after company application or in response to problem or opportunity
- Companies in the lead and contribute at least 50% of the budget of a BC
- HortIMPACT is flexible to see where its support has the highest added value to contribute to the success of the BC
- Maximum funding HortIMPACT ≈ €200,000



HortIMPACT business cases and Inclusive Agri-Business

Inclusive business can be defined as sustainable business solutions that expand access to goods, services, and livelihood opportunities for low income communities in commercially viable ways. By focussing on deliberately shaping core business processes in the agri-food sector, IAB aims to address the needs of stakeholders such as smallholder farmers and agribusinesses.



HortIMPACT Business case 7

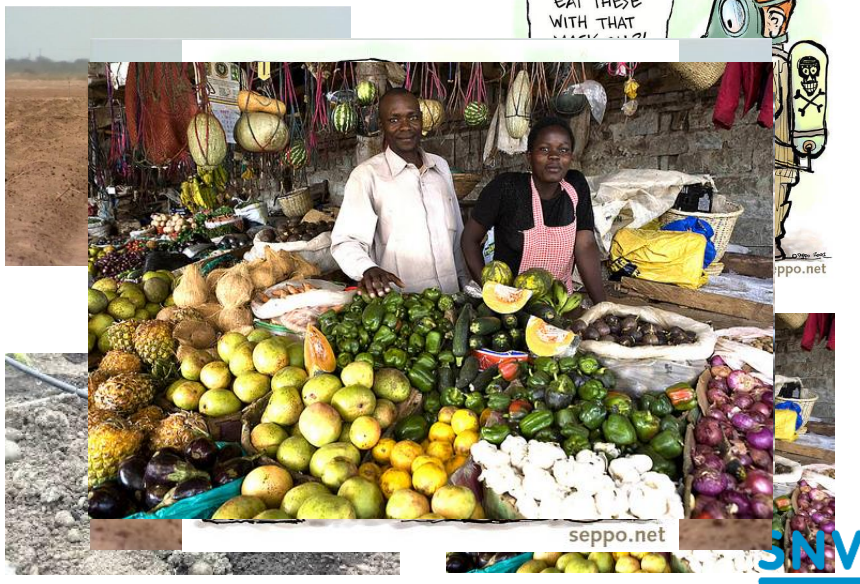
Enhancing food safety of green leafy vegetables and tomatoes through improved production technologies

Partner companies: Kenya Highland Seeds, Koppert Biological Systems, Real IPM, Illuminum Greenhouses, and others



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Business case 7: Situation



Business case 7: Enhancing food safety of green leafy vegetables and tomatoes through improved production technologies



Business case 7: Challenges



SNV

HortIMPACT Business case 4

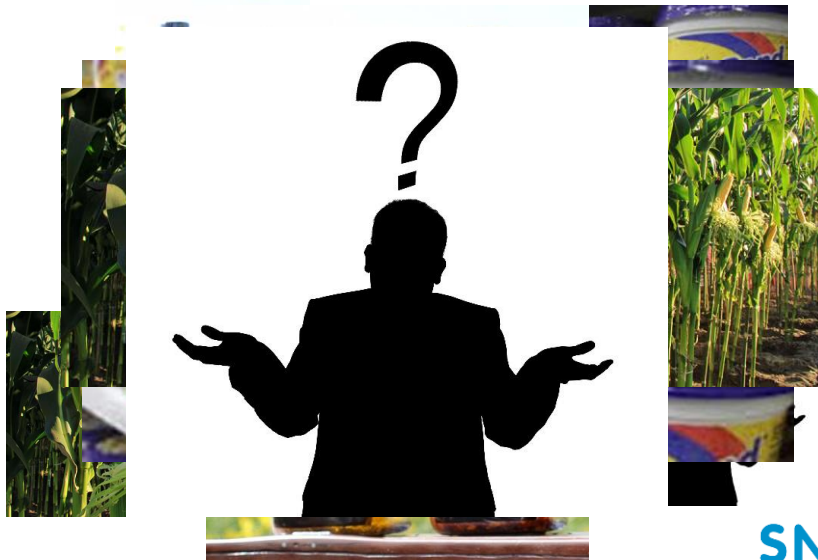
Promoting the use of conservation agriculture for canola production through SME farmers out grower scheme

Partner companies: Agventure and Unilever



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Business case 4: Situation



Business case 4: Promoting the use of conservation agriculture for canola production through SME farmers out grower scheme



Business case 4: Challenges





Lessons Learned

- IB models: differing successes and different ways and pace of impact
- There are no silver bullet solutions
- Different business cases, different partnerships
- Sector change hard to achieve in few years
- An enabling environment is needed and some factors are beyond control
- Our work with companies is possible because of policy
- IB not exclusively donor driven
- We would benefit from a stronger knowledge agenda



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Thank you for your attention!



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