

2SCALE

# Incubating and accelerating inclusive agribusiness in Africa



Implemented by

Funded by



Ministry of Foreign Affairs of the  
Netherlands

# What is 2SCALE

**2SCALE is an incubator and accelerator program that manages a portfolio of public private partnerships (PPPs) for inclusive business in agri-food sectors and industries.**

With the financial support from the Dutch government, the 2SCALE program started in 2012 and ends in 2023, is one of the largest incubators of inclusive agribusiness in sub-Saharan Africa. In the first six years the program developed a portfolio of 52 partnerships. In the coming five years the program targets 60 partnerships in four agri-food sectors and industries.

2SCALE provides a range of support services to Small and Medium Enterprises (SMEs), who act as lead firms. Together with producer organizations, agribusiness clusters and other grassroots actors, we enable them to produce, transform and supply quality food products to local, national and regional end-user markets, including BoP consumers, while at the same time developing fair and sustainable relations with smallholder farmers and other local entrepreneurs. Partnerships have also been developed with Dutch companies doing business in Africa with inclusive business agendas.

Over the past few years, 2SCALE has impacted significantly on smallholder agriculture and agribusiness across sub-Saharan Africa. The targets were ambitious, but they have been met or exceeded, thanks to the commitment from farmers, other grassroots actors and the private sector.



**Our partnerships create genuine impact and accelerate inclusive agribusinesses**

# How the program works

2SCALE focuses on establishing agribusiness clusters around business champions such as entrepreneurial producer organizations or local SMEs that trade or process farmer produce. Our program supports these champions to develop BoP products and markets.

## Develop agribusiness clusters

Agribusiness clusters are multi-actor networks that support producer organizations in accessing inputs, information and finance and connect them with local SMEs. 2SCALE supports agribusiness clusters to become professional self-sustaining networks built around entrepreneurial business champions.



## Producer organizations

Producer organizations are formal, rural collectives of smallholder farmers and growers. Their harvest is processed and traded, or distributed directly to targeted end-consumers. 2SCALE supports these organizations in a number of ways, from brokering linkages with financial institutions, to helping build capacity through training, collective purchasing and marketing activities.

## Develop BoP products and markets

2SCALE supports producer organizations and SMEs to develop new products for base of the pyramid markets. 2SCALE supports the organization of marketing and distribution activities to create consumer demand and to get nutritious food products to the base of the pyramid.



## SMEs

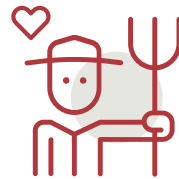
Small and Medium-Sized enterprises are entrepreneurs such as traders, small processors, input suppliers or service providers. They play a key role in establishing a successful agribusiness cluster. 2SCALE strengthens these local entrepreneurs by providing technical and business support, enabling them to expand their businesses and help the agribusiness cluster grow.

# Why we do this



## Improve access to nutritious food for 1 million consumers

In 40 BoP markets, access to nutritious food products for at least 1 million BoP consumers will be improved, through inclusion in targeted value chains.



## Improve the livelihoods of 750,000 smallholders

About 750,000 smallholders, of which 50% women and 40% youth, will be integrated in value chains as to help improve farm productivity in a sustainable manner and increase their incomes.



## Develop inclusive business with 5,000 MSMEs

5,000 Micro-Small and Medium Enterprises (MSMEs) and producer organizations, 50% led by women, are supported to participate in inclusive value chains and to develop innovative business strategies.



## Scale over 60 public private partnerships

By 2019, 60 public private partnerships driving inclusive agribusiness strategies will be established and developed in eight different countries in sub-Saharan Africa.



# Who is behind 2SCALE?

The **2SCALE** program is funded by the Dutch Ministry of Foreign Affairs, and is carried out by a consortium of organizations with a unique and complementary experience in implementing inclusive business models in the agricultural sector across the African continent.

## **BoP Innovation Center**

BoP Innovation Center (BoPInc) supports companies and entrepreneurs to develop relevant products and services for and with the Base of the Pyramid (BoP). Their mission is to develop commercially and socially viable business models and activities which includes the people in the BoP as consumers, producers and entrepreneurs.

## **IFDC**

The International Fertilizer Development Center (IFDC) is a public international organization that enables smallholder farmers in developing countries to increase agricultural productivity, generate economic growth and practice environmental stewardship by enhancing their ability to manage mineral and organic fertilizers responsibly and participate profitably in input and output markets.

## **SNV**

The Netherlands Development Organization (SNV) is dedicated to a society in which all people, irrespective of race, class or gender, enjoy the freedom to pursue their own sustainable development. SNV focuses on increasing people's incomes and employment opportunities in productive sectors like agriculture as well as on improving access to basic services such as energy, water, sanitation and hygiene.

## **DGIS**

The department of Inclusive Green Growth of the Directorate General of International Cooperation of the Dutch Ministry of Foreign Affairs (DGIS/IGG) ensures universal access to and wise use of natural resources. DGIS is responsible for Dutch foreign policy on the following themes: climate, water, food security, energy, raw materials and the polar regions.



**Partners that bring years of  
experience in agribusiness  
projects to the table**



Get in touch with our local offices to learn more about our program

## Where to find us



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