

Swisscontact

Market Systems Approaches for Inclusive Agricultural Growth

CONTEXT

Swisscontact works to make markets work better for small and growing enterprises — aligning finance, skills development, and market demand. At FINAS 2026, Swisscontact brings practical insights from nature-based enterprises with a focus on moving beyond access to finance toward productivity, resilience, and inclusive growth across Africa's agri-food systems.

APPROACH & ACHIEVEMENTS

Achievement	What It Means
Market systems approach to enterprise finance	Swisscontact works at the intersection of finance, skills & market demand — recognising that enterprises must be competitive, capable & market-connected before finance has transformative impact.
Nature-based enterprise finance insights	Market systems approaches simultaneously unlock economic value and drive ecological restoration — making the case for blended and results-based financing instruments.
Enterprise-led skills development linked to finance readiness	Skills programmes designed around enterprise needs improve investment readiness and bankability of small agricultural businesses — creating a stronger pipeline for agricultural lenders.
Climate finance for regenerative agriculture	Scalable, market-driven solutions in regenerative agriculture and landscape restoration demonstrating pathways linking climate finance to productive enterprise outcomes.

FINAS 2026: INVITATIONS TO COLLABORATE

At FINAS 2026	Collaboration Sought / Launch
Blended & results-based financing	Seeking partners in financing instruments that reward enterprise performance and ecological outcomes — not just credit disbursement.
Enterprise-led skills & finance linkages	Inviting FIs & DPs to co-design skills-finance integration that improves agri-SME bankability from the ground up.
Climate finance for regenerative agriculture	Seeking collaborators on scalable climate finance mechanisms connecting carbon markets, biodiversity finance & landscape restoration to agri-enterprise outcomes.