FINAS 2026 · COLLABORATOR SPOTLIGHT

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 to strengthen enterprise performance and competitiveness. 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. The conviction is clear: closing the agri-SME financing gap requires more than capital — it requires building the conditions in which enterprises can compete, contribute, and thrive.

APPROACH & ACHIEVEMENTS

Achievement	What It Means
Market systems approach to enterprise finance	Swisscontact works at the intersection of finance, skills, and market demand — recognising that enterprises must be competitive, capable, and connected to markets before finance can have transformative impact. This systems-level approach produces durable outcomes that persist beyond project cycles and create enabling conditions for finance to flow sustainably.
Nature-based enterprise finance insights	Practical experience with nature-based enterprises demonstrates how market systems approaches simultaneously unlock economic value and drive ecological restoration — making the case for blended and results-based financing instruments that reward both commercial performance and ecological outcomes at scale.
Enterprise-led skills development linked to finance readiness	Skills development programmes designed around enterprise needs improve investment readiness and bankability of small agricultural businesses — creating a stronger, more reliable pipeline for agricultural lenders, reducing the risk premium on agri-SME lending, and building lasting systemic capacity.
Climate finance mechanisms for regenerative agriculture	Swisscontact has advanced scalable, market-driven solutions in regenerative agriculture and landscape restoration — demonstrating practical pathways for linking climate finance instruments to productive enterprise outcomes in ways that are commercially sustainable, ecologically impactful, and replicable at scale.

FINAS 2026: INVITATIONS TO COLLABORATE

At FINAS 2026	Collaboration Sought / What Launches
Blended & results-based financing	Seeking partners in designing financing instruments that reward enterprise performance and ecological outcomes — not just credit disbursement. Particularly interested in development partners and DFIs willing to co-design performance-based finance in market systems contexts that create lasting incentive structures.
Enterprise-led skills & climate finance linkages	Inviting financial institutions and development partners to co-design skills-finance integration models that improve agri-SME bankability from the enterprise level up. Seeking collaborators on scalable climate finance mechanisms connecting carbon markets,

At FINAS 2026	Collaboration Sought / What Launches
	biodiversity finance, and landscape restoration investment to productive agri-enterprise outcomes.