



RESILIENT GRAIN MARKETS: **UNLOCKING AFRICA'S FOOD SECURITY POTENTIAL**

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Main Session 6

From research to market:

**Aligning research, academia, policy, and industry to
drive innovation and market growth**

**Session
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Innovation Library

A tool to choose evidence-backed inclusive business innovations





What do grain trade companies focus on?



Access to finance

Affordable capital
Prefinance inputs
Defaulting farmers...



Procurement

Price setting
Side-selling
Logistics for aggregation...



Gender inclusion

Access to land
Credit worthiness
Financial literacy...



Challenges & adaptation: How do you...

- ...secure affordable working capital?
- ...recover credit from farmers?
- ...aggregate produce more efficiently?
- ...include women more effectively?
- ...makes the business more climate resilient?



But then, the question is...

How to choose the **right innovation**,
according to my current **capacities**,
tackling my **challenges**,
targeting my **ambitions**,
and allowing me to **build up for the future**?



Innovation Library

Explore smarter solutions with the Innovation Library of actionable innovations to strengthen smallholder-income. Whether you aim to boost farmer productivity, improve resilience, tackle challenges like gender inequality, this tool set is designed to help you make faster, better-informed choices and limited resources.

**Time for a
live demo of
the tool!**

What is your objective?

Farmer related

Improve yields



Enhance crop productivity per unit area (e.g., kg/hectare)

Increase farmer income



Boost smallholder earnings through higher revenues and/or reduced costs

Address gender inequalities



Increase climate resilience



Business related

Reduce cost-to-serve



Minimise operational expenses in delivering products and services to customers

Increase revenues



Increase sourcing margins or service revenues

Lower credit losses



Reduce side-selling





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We encourage you to use the Innovation Library!



<https://farmfitinsightshub.org/innovation-library>

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THANK YOU.

