

INCLUSIVE BUSINESS

KNOWLEDGE SHARING TEMPLATE

The aim of this template is to collect experiences, projects, policies or initiatives at local, country and regional level related to the promotion of Inclusive Business.

1. General Information	
1.1. G20 Country	
Italy	
1.2. Project / Initiative / Policy name/title:	
"Fostering inclusive economic growth in Kassala State through agro-value chains development and access to financial services"	
1.3. General objective	
To contribute to improved food, nutritional security and livelihoods of the target communities in Kassala State (Sudan), especially for women and youth	
1.4. Expected results (<i>output-level: number of BoP engaged, jobs created, services delivered, etc.</i>)	
3,000 small-scale farmers gathered in farmers' associations	
1.5. Intended impact (<i>outcome-level: income generated or increased, health/education/housing improved, etc.</i>)	
<ul style="list-style-type: none"> A) Increasing the quality and yields of agricultural production of sesame, groundnuts, vegetables & fodder B) Promoting the establishment of small- and medium-scale processing enterprises, adding value to the selected raw materials C) Supporting access to market for farmers' associations. 	
2. Legal framework	
2.1. Does the Project / Initiative / Policy have an associated regulatory or legal framework?	
Yes – legal framework regulating the financial market (Bank Law and Microfinance Law); as well as the 2011 law regulating the establishment of farmers' associations.	
3. Implementation	
3.1. Implementation level	3.2. Implementing agency (<i>including link</i>)
<input type="checkbox"/> Domestic <input checked="" type="checkbox"/> Support of developing and low-income countries (international cooperation)	UNIDO

3.3. Direct target group (MNCs, medium or large international or domestic company, SMEs, women, youth, rural/urban communities etc.)	
Farmers' associations and more generally, local private sector	
3.4. Indirect target group (SMEs, women, youth, rural/urban communities, etc.)	
Farmers' households	
3.5. Nº of countries involved (if project is Regional/Global)	
3.5.1. Kassala State, Sudan	
3.6. Project status	3.7. Duration (mm/yyyy – mm/yyyy)
<input type="checkbox"/> Under design <input checked="" type="checkbox"/> In progress <input type="checkbox"/> Completed	01.01.2018 – 31.12.2020
3.8. Brief description of the link with the BoP <i>How does the project / initiative / policy include the BoP? How does it benefit the BoP? How does it define the BoP and its role?</i>	3.9. Role of the BoP
The main idea is to integrate farmers, gathered in associations, into broader value-chains, by using access to credit as a crosscutting tool. Moreover, the project aims at increasing the value-added of agricultural production, by supporting the establishment of processing enterprises and linking small-scale farmers to national and international markets.	<input type="checkbox"/> BoP as customer <input type="checkbox"/> BoP as distributor <input type="checkbox"/> BoP as retailer <input checked="" type="checkbox"/> BoP as supplier
3.10. Sector (more than one answer possible)	
<input checked="" type="checkbox"/> Agriculture or Food <input type="checkbox"/> Energy <input type="checkbox"/> Health <input type="checkbox"/> Education <input type="checkbox"/> Water, Sanitation <input type="checkbox"/> Waste Management <input type="checkbox"/> Housing or Construction	<input type="checkbox"/> Retail, Manufacturing or Consumer Goods <input type="checkbox"/> Information Communications Technology (ICT) <input checked="" type="checkbox"/> Financial Services <input type="checkbox"/> Tourism <input type="checkbox"/> Cross-sectoral <input type="checkbox"/> Other: _____
3.11. Topic (more than one answer possible) (* See Annex for definitions)	

<input checked="" type="checkbox"/> Inclusive business models and strategy <input type="checkbox"/> Scale <input type="checkbox"/> Policy and government <input checked="" type="checkbox"/> Finance for inclusive business <input type="checkbox"/> Corporates in inclusive business <input type="checkbox"/> Partnerships <input type="checkbox"/> Environmental impact <input type="checkbox"/> Gender	<input type="checkbox"/> Results measurement and impact <input type="checkbox"/> "What is IB?" <input type="checkbox"/> Innovation <input type="checkbox"/> Digitalization <input checked="" type="checkbox"/> Capacity building <input type="checkbox"/> Data <input type="checkbox"/> Impact investing <input type="checkbox"/> Other: _____
3.12. Main area of intervention / Type of support provided <i>(What is the project's/initiative's/policy's focus regarding the main challenges faced by inclusive businesses -more than one answer is possible-)</i>	
<input checked="" type="checkbox"/> Financial resources <input type="checkbox"/> Rules and regulations <input type="checkbox"/> Information <input type="checkbox"/> Capacity	
4. Funding	
4.1. Origin <i>(more than one answer possible)</i>	
<input checked="" type="checkbox"/> Government / State-owned enterprise <input type="checkbox"/> Multilateral Development Banks (MDBs) or Development Financial Institutions (DFI) <input type="checkbox"/> International Organisations (IOs) <input type="checkbox"/> NGO / Foundation <input type="checkbox"/> Private sector <i>(impact investment fund, private equity fund, venture capital fund, commercial bank, corporation, etc.)</i> <input type="checkbox"/> Other: _____	
4.2. Brief description of funding / contributions <i>(e.g. name of funding institution, type of financing instrument, etc.)</i>	
EUR 2.25m, fully funded by the Italian Agency for Development Cooperation	
4.3. Available funds <i>(optional)</i>	
EUR 2.25m	
4.4. Value of project	
Approximately EUR 3.5m: leverage effect which stems from "subsidized loans" (loan + grant component)	
4.5. Description of financing/procurement process	

According to the UNIDO procurement regulations; participating financial institutions are using own funds to finance “subsidized loans”

5. Monitoring and Evaluation

5.1.1. Does the project / initiative / policy involve a monitoring process?

- Yes
 No

5.2.1. Does the project / initiative / policy involve an evaluation process?

- Yes
 No

5.1.2. Brief description

A baseline exercise will be conducted by the end of 2018

5.2.2. Brief description *(specify type of evaluation - process, outcome, impact – and methodology)*

TBD – most likely both outcome and impact

5.1.3. Lessons learned and results *(if applicable)*

Still too early

5.2.3. Lessons learned and results *(if applicable)*

Still too early

6. Contact Information

6.1. Contact Information *(if there is a website of the project/policy/initiative, please include it)*

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7. Supporting material

Please provide links to or upload any further supporting materials, including: newspaper articles, case studies, toolkits, photographs, and any other relevant materials to help illustrate the project

- A) Factsheet
B) Pictures

ANNEX

BoP as customer: business models that reach low-income consumers (products, services that target low-income consumers).

BoP as distributor: business models that reach low-income distributors (distribution, awareness, market building).

BoP as supplier: business models that engage source products from low-income workers and suppliers

BoP as retailer: business models that sell goods to the consumer, e.g. at the BoP

Capacity building: Lessons learned from capacity building programmes.

Corporates in inclusive business: corporate business models that engage the BoP.

Digitalisation: impact of digitalisation on business and society.

Data: Data and inclusive business. Data and the BoP.

Environmental impact: inclusive business models that mitigate or adapt to climate change.

Finance for inclusive business: finance for inclusive business, e.g. impact investing, accessing funding.

Gender: economic empowerment of women, gender issues.

Impact investing: publications from impact investors and about impact investing in general.

Inclusive business: Inclusive businesses provide goods, services, and livelihoods on a commercially viable basis, either at scale or scalable, to people living at the base of the economic pyramid (BOP) making them part of the value chain of companies' core business as suppliers, distributors, retailers, or customers. In addition to these commercially inclusive activities, businesses may also pursue broader socially inclusive goals. Inclusive business should promote sustainable development in all its dimensions – economic, social and environmental.

Inclusive business models and strategy: business-planning tools, assessment of models.

Innovation: Innovative business models, importance of innovation and how to be innovative.

Partnerships: business-to-business, business to government, or business to NGO partnerships within inclusive business models.

Policy and government: policy issues and ecosystem for IB; resources from or for donors and policymakers; policy recommendations.

Results measurement and impact: approaches to measurement of results, findings on results of inclusive businesses.

Scale: strategies for scale.

“What is IB?” : introductory literature on IB, discourse papers that define IB.