Partnering for Innovation builds lasting, market-based business solutions to food security challenges around the world. Partnering for Innovation builds partnerships with agribusinesses to help them sell new products and services to smallholder farmers, who represent a potential market of more than 500 million customers. In six years, the program has helped 50 agribusinesses enter emerging and underserved markets in 17 countries. These partners have engaged with more than 1 million smallholder farmers as customers, suppliers, and entrepreneurs, generating more than $65 million in sales.

**PARTNERING FOR INNOVATION PROGRAM ACHIEVEMENTS**

Partnering for Innovation is a NEXUS OF KNOWLEDGE for our partners and the wider community. We go above and beyond by providing ACCELERATION SERVICES and networking opportunities for our partners. All partnerships engage SMALLHOLDER FARMERS as suppliers, customers, and sometimes both. We facilitate connections and create opportunities for our partners.

**PRODUCTS AND SERVICES COMMERCIALIZED by sector**

- Animal health & productivity: 33%
- Improved inputs & production: 25%
- Information & communications technology: 15%
- Access to finance: 10%
- Water resource management: 6%
- Postharvest processing & storage: 11%
- Improved inputs & production: 11%

**TYPE OF PARTNER by sector**

- 67% Private Sector
- 21% NGOs
- 6% Universities
- 6% Financial Institutions

**2,000 AgTechXChange Members**

- Private Sector
- NGO
- Other

**Our partnerships are BUSINESS-FRIENDLY**

with easy-to-understand milestones based on sales and other business metrics.

**PRODUCTS AND SERVICES COMMERCIALIZED**

- Improved inputs & production: 25%
- Information & communications technology: 15%
- Access to finance: 10%
- Water resource management: 6%
- Postharvest processing & storage: 11%

**FACILITATE CONNECTIONS AND CREATE OPPORTUNITIES**

- Conduct Trainings and Workshops
- Provide Business Consultants
- Identify Additional Investors
- Promote Partners
- Identify Value Chain Linkages

**PARTNERING FOR INNOVATION**

- Africa: $76.2 million
- Eastern Europe: $12.2 million
- Central America: $15 million
- Asia: $2.7 million

**TOTAL INVESTMENT**

- 25%
- 11%
- 33%
- 10%
- 6%

**POSTHARVEST PROCESSING & STORAGE**

- Improved inputs & production: 25%
- Information & communications technology: 15%
- Access to finance: 10%
- Water resource management: 6%
- Postharvest processing & storage: 11%

**PARTNERING FOR INNOVATION will benefit more than 1 million smallholder farmers in 17 countries**

- 100 global partners
- 2,000 AgTechXChange Members
- 67% Private Sector
- 21% NGOs
- 6% Universities
- 6% Financial Institutions

**POSTHARVEST PROCESSING & STORAGE**

- Improved inputs & production: 25%
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