



Triangular Cooperation Pilot
**Agri Business Incubator Model for Women in
Agriculture & Food Systems in Malawi**



Background: Rational for Pilot Project in Malawi

- Innovative and high-impact models are needed for women entrepreneurs, particularly in agriculture
- An incubator model that leads to the transformation of the agriculture production system, increased market access, and greater value-addition is needed to cater to producers and consumers
- Increasing demand for healthy, local, nutritious, safe, and traceable food could be a crucial opportunity for women producers
- New-age start-ups, primarily owned by women and women collectives, could provide significant solutions to the existing market anomalies
- *An Inclusive Agri-Business Incubator will help women develop start-ups with the latest technologies; enabling them to reimagine the supply chains, support value addition and create innovative food products*

1. 49% of the Malawi individual MSME owners are women
2. Women own more micro-enterprises (84%) compared to men (64%); they are less likely to own and operate SMEs
3. Nine in ten high impact SME owners are men
4. 2/3rd of MSME owners are women, but most of them run independent informal enterprises

Data from FinScope MSME Survey 2019



TrC Pilot: Agri Business Incubator Model for Women in Agriculture & Food System in Malawi

- Objectives:**
- i) To establish proof-of-concept agri incubator in Malawi
 - ii) Extend necessary integrated support to start ups by small and marginal women producers/ farmers

Key Components:

- Develop one agri incubator for MSME & collective enterprises by women farmers in Malawi
- Building capacities of at least one local institution for developing Agri Incubators in Malawi, including Training of Trainers
- Building skill competencies of at least 50 women entrepreneurs
- Exposure visits of stakeholders from Ministries/local institution/Entrepreneurs of Malawi to India
- Conclude policy recommendations for further agri-business incubator development

Contribution to SDGs:

SDG 1 (Reduction in Poverty), SDG 5 (Gender Equality), and SDG 8 (Decent Work & Economic Growth)

Stakeholders in Pilot

Political Partners of the Triangular Cooperation Pilot:



Ministry of External Affairs
Government of India



Ministry of External Affairs (MEA), India; Ministry of Trade & Industry (MoTI), Malawi; Federal Ministry of Economic Cooperation and Development (BMZ), Germany

Implementing Partners of the Triangular Cooperation Pilot:



Supported By



National Institute of Agricultural Extension Management (MANAGE); Access Livelihoods Consulting India Ltd.; NITI Aayog, Government of India; Small & Medium Enterprises Development Institute (SMEDI); Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ India and GIZ Malawi)

Pilot Status & Impact

1. Pilot implementation started in October 2022 with signing of **Joint Plan of Action (PoA)** by all partners at SMEDI HQ, Malawi
2. Series of workshops organised for implementing partner SMEDI and women entrepreneurs from Malawi.



Pilot Status & Impact

3. Meetings with different public & private sector stakeholders in Malawi in Oct 2022



Pilot Status & Impact

4. Visit to India: A six member Malawi delegation led by Deputy Director SMEs, MoTI, and representatives from SMEDI, SYNERGY (a private incubator) and women entrepreneurs visited Hyderabad, India in November 2022 to study working of successful Agri business incubators, startups & women-led cooperatives.



Pilot Status & Impact



Pilot Status & Impact

5. 'Enabling Agri Startup Ecosystem in India' workshops organised at MANAGE for Malawi team in Nov 2022



Pilot Status & Impact

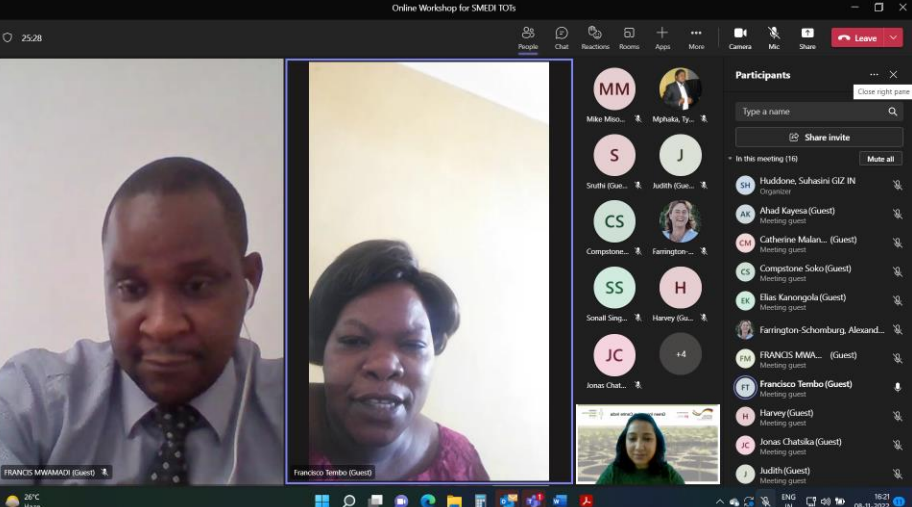
6. A workshop was organised by Atal Innovation Mission (AIM)-NITI Aayog, Govt of Telangana and **MANAGE** in Nov 2022 on how to develop favourable policies for setting up sustainable and inclusive incubators and enterprises, as well as for developing policy frameworks that promote innovation and international cooperation



Pilot Status & Impact

7. Online Training of trainers (TOTs) sessions were organized with support of MANAGE (India) for SMEDI staff, aimed at developing their skills to manage and run incubators

The image displays two screenshots of a Zoom meeting interface. The left screenshot shows a grid view with three participants: Dr. Saravanan Raj, MANAGE (Guest), Yousangju (PhD Jan 2021), and Farmington-Schomburg, Alexandra GIZ MW. The right screenshot shows a presentation slide titled "Incubator Ecosystem" with a Venn diagram showing the intersection of Government, Academia, and Industry. The meeting title is "Online Workshop 'Training of Trainers on Business Models of Agri-business Incubators in India' under TrC Malawi".



Pilot Status & Impact

8. **Milestone achieved:** 'AmayiHub', first ever Incubator exclusively for Women entrepreneurs in Malawi inaugurated in December 2022 at SMEDI, Mponela Centre, with support of MoTI, Malawi.
9. Based on MANAGE's strategy, online calls for participation were organized and AmayiHub received over 380 applications for its incubation programme. Out of these, 55 women entrepreneurs were shortlisted, based on criteria designed in consultation with MANAGE, for further training under the pilot.





Pilot Status & Impact

10. MANAGE team visited Malawi for Capacity building training in March 2023



ToT capacity building training for SMEDI staff (13 members) aimed at developing skills to manage and run the AmayiHub

Training was also organised for 55 women entrepreneurs incubated under AmayiHub. The trainings were focused on topics like idea generation, refining validation, design thinking, prototyping, as well as marketing, networking, professional networking, digital presence strategies and pitching.

Pilot Status & Impact

11. The Malawi Confederation of Chambers of Commerce and Industry (MCCCI) organised the **33rd Malawi International Trade fair** from **16th to 25th May 2023** at Blantyre city, and the AmayiHub got its own pavilion where four women entrepreneurs exhibited their products. **SMEDI with AmayiHub won the Best SME Award** at this international event.



Pilot Status & Impact

12. Documentation of at least 5 impact stories from the field under the pilot



Pilot Status & Impact

13. Self-assessment workshop: Under the guidance of GPI, OECD and RIS, a Self-assessment workshop was organised for assessing the impact of Triangular Co-operation pilot with partners from India and Malawi in July 2023. The feedback from partners was crucial in analysing the impact of the pilot project, identifying the challenges faced during the pilot, and the way forward to strengthen the cooperation.

14. Scale-up proposal: A proposal for scaling up the pilot was drafted in consultation with all the partners and submitted by SMEDI. The proposed project is of **2-year duration** and the partners include **MANAGE & AIM-NITI Aayog** from India, and **SMEDI & MoTI** from Malawi. The proposal is in line with the Malawi 2063 Strategy and seeks to strengthen an inclusive business incubation ecosystem in Malawi with special focus on capacity of incubation hubs and participation of key stakeholders.

Through this project, networking of ecosystem players, and inclusive and functional agribusiness incubators will be established. Emphasis is also given to **knowledge exchange on new models** and developing **guidelines for National Business Incubation Strategy**. The goal is to provide training to transform at least 5 incubators into inclusive ones with focus on women entrepreneurs, and capacity building support to 200 MSMEs/Agri-entrepreneurs (of which 80% would be women-led or with focus on women engagement). Through these, the project aims to achieve a functional and inclusive Agripreneurship ecosystems in Malawi.



World

India, Germany sign agreements on triangular development cooperation, renewable energy partnership

ANI

2 May, 2022



EAM S Jaishankar meets German Minister for Economic Cooperation and Development Svenja Schulze (Photo Credit: Twitter)



Pointed out innovations by the waste management company: “[Blue Planet Environmental Solutions](#)”, the [Chakr innovation company](#), which created a retro-fit emission control device for diesel generators, and [gps](#), which developed a biogas solution to digest biowaste and produces clean bioCNG (biogas which contains high percentage of methane). The gas can be directly used for cooking and thermal applications.

TRC Projects in Third Countries with Germany

Sandeep Chakravarty shared an overview about five projects India is currently implementing together with Germany.



BUYING	SELLING
1 015.9300	1 036.2494
1 168.6292	1 192.0018
58.1215	59.2840
1 025.4805	1 045.9901
79.1085	80.6907

National Bank of Malawi plc

BUYING	SELLING
1 020.7057	1 036.2494
1 167.3829	1 190.7210
58.1627	59.3255
1 024.7562	1 045.2430
79.1091	80.6907



INVESTMENT BANK

BUYING	SELLING
1016.5607	1 036.2494
1171.1118	1 192.5782
58.1975	59.2642
1026.4723	1 046.3530
143.1972	145.6736

Trilateral agreement set to boost agribusinesses

SINGAYAZI
KAMINJOLO
STAFF REPORTER

India High Commissioner Subbiah Gopalakrishnan has hailed the start of Germany-India-Malawi trilateral cooperation, saying it will help to develop the country's agri-businesses for women.

Through GIZ, a delegation from Indian Government was in the country to sign the cooperation on Saturday and start the implementation of the triangular cooperation.

He said: "I am confident that this triangular cooperation will immensely help in empowering Malawian women from rural areas besides building local capacity."

"This is the second of such cooperation. The first one being India-US-Malawi triangular cooperation on food security."

In his remarks, German Embassy deputy head of cooperation Knut Gummert said agriculture is one of the essential sectors of development and the collaboration of the three countries will help women



Gummert: Women struggle to get loans from banks

move away from subsistence farming.

He said: "In this country, 80 percent of the population depends on agriculture and women are the backbone of the economy in every African country, so we need to empower women."

"We all see the need to be more professional and we need to move to processing and value addition if we are to improve people's livelihoods."

Gummert said through

the cooperation, Germany will contribute financially and provide expertise.

"Women struggle to get loans from banks or lending institutions. They have great ideas, but struggle to implement them and this cooperation will help to find solutions," he said.

Small and Medium Enterprises Development Institute chief executive officer Rodrick Chataika, whose organisation is implementing the project,

said the cooperation will help Malawian women entrepreneurs to upscale their skills.

He said: "Through this agreement, we will implement a pilot phase project for six months to help Malawian women entrepreneurs to be involved in agri-value addition."

"We want to upscale their skills so that they can do value addition to whatever they are farming."

Chataika said they have identified 50 women who will be put into a cluster at Smed Campus in Mponela, Dowa for six months.

He said: "There are a number of crops that are involved in value chain products like soya, tomatoes, mango, potatoes and cassava."

"After this pilot phase is successful, we can replicate the same in all the districts. In this way we will be able to create women entrepreneurs who can make products that can compete well on the market."

He said the arrangement has been facilitated by the German government to have incubation centres to enable women to learn. ■

Germany, India partner Mw in agri-business initiative

By Rebecca Chimjeka

Governments of India and Germany—through GIZ—have teamed up with Malawi in developing World Class Inclusive Agribusiness Incubator Model in Agriculture and Food Systems.

The initiative is being implemented under the Green Innovation Centres Programme, which is aimed at boosting business for rural area-based Malawian women.

Speaking during a roundtable discussion in Lilongwe, Indian High Commissioner to Malawi Shri Gopalakrishnan said the initiative would be life changing.

"I am confident that this triangular cooperation will immensely help in empowering Malawian women from rural areas besides building local capacity," he said.

Deputy Head of Development at GIZ Knut



PARTNERS IN DEVELOPMENT—Labour Minister Vera Kamtukule (third, first row) and members of the GIZ and India government team—Picture by Rebecca Chimjeka

Gummert said the business incubators, will help women develop start-ups with latest technologies which can redefine supply chain systems, support value addition and help innovate food products so that they can meet the demands of new-age consumers.

"As is the case in many parts of the world,

in Malawi women also work in agriculture with little reward or income in return to their labour. They traditionally have less access than men to productive resources, services, opportunities, assets—including land and finance, technology and education—to update their knowledge and agriculture

practices," he said.

Some of the beneficiary partners are Small and Medium Enterprises Development Institute, with the Ministry of Gender entrusted with the task of setting up incubators for small and medium enterprises and collective enterprises by women farmers.



THANK YOU