

# THE PRIVATE SECTOR IS ALREADY CREATING CLIMATE-SMART VALUE

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## Private sector-led: a CSA mantra

However, the prevailing narrative suggests an endless search for inclusive business models that support a transition towards climate-smart agriculture (CSA).

## Our approach

A literature review of business models and CSA and qualitative fieldwork with four business models in Southern Africa to investigate the extent and way business models work to support CSA.

## Climate-smart business models

### Literature review

#### Business model typology

Deliver products & services



Source products & services



Reorganize the way communities operate



#### Way of working

Provision of agricultural info, services, & inputs

Links farmers to markets, aggregates products from many farmers

Organizes community into groups

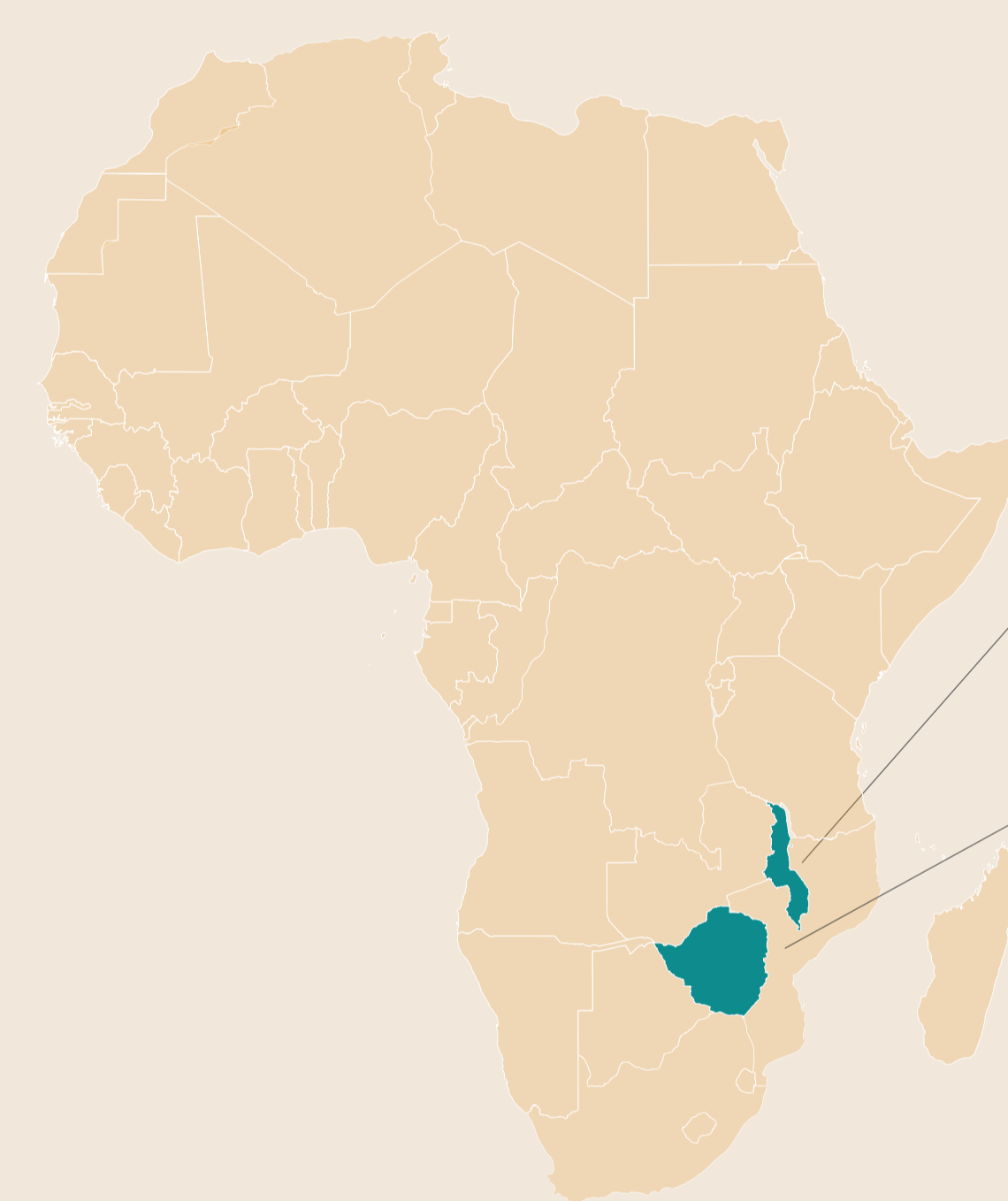
#### CSA in operation

Weather advisories, insurance

Financial services, extension, bulking

Cooperatives

### Deep dive into climate-smart business models



- 1: Dairy processor
- 2: Seed outgrower
- 3: Abattoir
- 4: Seed outgrower

Business models studied

4

#### Ethnographic fieldwork

- 1,500 photos
- 30+ hours of video
- 30+ hours of audio
- 15+ causal loop diagrams

Capacity building & training in systems thinking

100 Farmers

## Achieving CSA at scale

➔ We identified many enterprises generating climate-smart value (productivity, resilience and mitigation) using common approaches to develop inclusive business model. This ostensibly contradicts the prevailing narrative in the literature and development community that suggests few business models exist. More attention is needed to study what is working where.

➔ A deep dive into four business models shows that sustainable inclusive business models for climate-smart value need to be adaptive and responsive to “challenges” such as traditional cultural beliefs and informal markets if they want to work for smallholders in Sub-Saharan Africa.

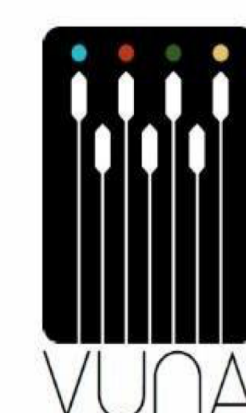


Mid-term findings

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