Agriculture & Food Systems
SDC Thematic Network

AGROECOLOGY

1



DEEP DIVE
INTO FOOD SYSTEMS

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HOUSEKEEPING RULES

Please keep your microphone **muted** at all time.

Use the chat to share questions & comments throughout the session.

Cameras are **welcome**, but optional.

Session is **recorded**, only the presentations will be made available.

Translation available in ENG-FR. Please ensure clear and moderate speech.

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DEEP DIVE INTO AGROECOLOGY - From local successes to food systems transformation

- Interconnected challenges
- Agroecology as a systemic pathway
- From promising practices to transformation, from learning to action

→ Focus on the enabling factors for agroecological transformation

SESSION 1	SESSION 2	SESSION 3	SESSION 4
Society & Markets	**Policies**	**Financing**	**Knowledge Fair**
28th October	**5th November**	**11th November**	**18th November**

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WELCOME AND INTRODUCTION

Agency & Social Mobilisation
Mamadou Goita, IRPAD

Knowledge & Innovation
Georgina Catacora-Vargas, SOCLA

Markets & Enterprises
Fabio Leippert, Biovision

Q&A AND OPEN DISCUSSION

LE RÔLES DES ORGANISATIONS PAYSANNES, LES COMMUNAUTES ET L'ACTION COLLECTIVE

DEEP-DIVE « AGROÉCOLOGIE »

Mamadou GOÏTA

IRPAD-COPAGEN-AFSA-IPES-Food

TROIS PERSPECTIVES DE L'AGROECOLOGIE

L'agroécologie est:

⇒ **UNE SCIENCE**

⇒ **DES PRATIQUES et**

⇒ **UNE CONSTRUCTION DE MOUVEMENT (CONSTRUCTION SOCIALE)**

CARTOGRAPHIE DES RESEAUX REGIONAUX INTERVENANT SUR AGROECOLOGIE INCLUANT LES OP : CAS AFRIQUE DE L'OUEST



- ⇒ **Les réseaux d'organisations paysannes (ROPPA, Bilital Maroobe, APESS)**
- ⇒ **Initiative 3AO** (Alliance pour l'agroécologie enAfrique de l'Ouest)
- ⇒ **WAfrONet** (West Africa Organic Network ou Réseau Ouest-Africain pour l'Agriculture Biologique)
- ⇒ **COPAGEN** (Coalition pour la Protection du Patrimoine Génétique Africain)
- ⇒ **COASP** (Coalition Ouest-Africaine des semences paysannes)
- ⇒ **ADEPA** (Association Ouest-africaine pour le développement de la pêche artisanale)
- ⇒ **NSS** (Nous Sommes la Solutions)
- ⇒ **AFSA/APSA** (Alliance Pan africaine pour la Souveraineté Alimentaire)
- ⇒ **CGLTES** (Coalition Globale des luttes pour la terre, l'eau et les semences
- ⇒ Autres initiatives régionales liées aux projets et programmes de recherche ou de pratiques : **ASADAO**, **TAPSA**, **FAIR SAHEL, Etc.**

8 OBSTACLES MAJEURS A LA TRANSITION AGROECOLOGIQUE ET AEB EN AFRIQUE DE L'OUEST



- ACCÈS AUX FINANCEMENTS
- ACCÈS AUX RESSOURCES PRODUCTIVES NOTAMMENT LA TERRE, L'EAU, ENERGIE etc.
- ACCÈS AUX SEMENCES ET AUX INTRANTS ORGANIQUES
- ACCÈS AUX MARCHÉS PROFITABLES ET DURABLES
- RECONNAISSANCE POLITIQUE
- ADOPTION DES PRATIQUES AGROÉCOLOGIQUES
- ACCÈS AUX DONNEES (DÉMONSTRATION PAR LES PREUVES & FAITS)
- FRAGMENTATION DU MOUVEMENT

A ces 8 obstacles majeurs vient s'ajouter la question SECURITAIRE qui nécessite une prise en charge pour une meilleure transition agroécologique.

EFFETS DE LEVIERS PROPOSÉS COMME AGENDA DES RÉSEAUX

- Recherche, Formation et Vulgarisation;
- Information, Education et Communication
- Liens entre l'AE et les segments des systèmes alimentaires;
- La Question des marchés notamment les marchés territoriaux;
- La construction des réseaux et des partenariats;
- Renforcement des capacités institutionnelles;
- Développement des politiques publiques et des programmes;
- Femmes et jeunes dans l'AE
- Accès et sécurisation des sources notamment la terre, l'eau les semences, les intrants,
- Financement de l'AE

QUELQUES INITIATIVES DE L'AGENDA DES RÉSEAUX A LA TAE



⇒ **Les initiatives de promotion des semences paysannes, biofertilisants et bio-protecteurs incluant la lutte contre les technologies biotechnologiques, de forçage génétique, de nanotechnologie etc.**

⇒ **Les initiatives de développement et de diffusion des techniques agroécologiques**

⇒ **Les initiatives autour de la santé des sols et la protection des végétaux**

⇒ **Les initiatives de recherche-action et de recherches fondamentales**

⇒ **Les initiatives de développement de marchés pour les produits agroécologiques**

⇒ **Les initiatives d'appui aux femmes**

⇒ **Les initiatives de formation et d'appui à l'installation des jeunes dans des systèmes AE**

⇒ **Les initiatives de transformation des politiques publiques pour les orienter sur l'agroécologie paysanne et l'AB.**

PERSPECTIVES

- **Amélioration de l'accès aux facteurs de production (semences paysannes, biopesticides, biofertilisants, l'eau, la terre)**
- **Accroissement durable de la productivité et des productions Agro-Sylvo-Pastorales et Halieutiques**
- **Amélioration de l'accès aux marchés des produits issus des systèmes agroécologiques et biologiques,**
- **Appui à la formation et à l'installation des jeunes dans des systèmes agroécologiques**
- **Amélioration de la gouvernance, des conditions cadres et du financement pour la mise à échelle de l'AE**
- **Accompagnement pour l'élaboration des stratégies et politiques publiques de la transition Agroécologique dans les pays et au niveau régional.**
- **Appui aux femmes dans l'AEP et l'AEB**



MERCI POUR VOTRE ATTENTION





Georgina Catacora-Vargas

Knowledge, innovation and capacity building in agroecology - Some reflections for multiactoral processes

SDC Agroecology deep dive #1, 28.10.2026 / From local success to food systems transformation
What does it take to scale agroecology?

Markets and enterprises perspective

CAN AGROECOLOGY COMPETE ECONOMICALLY?
without compromising its principles?

Fabio Leippert, Co-lead Policy & Advocacy, Biovision Foundation

Consumers want the attributes of agroecology

… the market gap is reliable supply and credible differentiation and affordability, not demand.

60%
mainly use open-air markets

76%
prefer locally sourced food

66%
prefer food from small farmers

83%
prefer chemical-free food

Scale market
Open-air markets and mainstream mainstream channels, usually without premiums

Premium niche
Certified urban segments can support modest premiums.



The biggest market system barriers:

-availability of product supply, weak market system & aggregation
-credible product **differentiation** and traceability
→**Vicious circle:** instable and limited offer create limited AEE viability and instable demand
→AEEs are needed as market coordinators

Upcoming capitalization report



Report launch @AVPA: 10.11.2026

[Key publications | Biovision - Stiftung für ökologische Entwicklung]

BUSINESS-MODEL LENS

68 enterprises. Selected, high-potential enterprises

Alignment • value-chain roles • innovation • farmer relationships

INVESTOR LENS

45 enterprises with usable financial data

Size • growth • margins • profitability • leverage

An AEE is a business model, not a label



SNAPSHOT OF THE AGROECOLOGICAL ENTERPRISES (AEES) ANALYSED

Sample of **68 enterprises** — sourced from the Neycha Accelerator & Fund (n=62) and the Agroecological Food Futures Prize (n=6)

Size

Micro-transitioning, small- and medium-size enterprises

Value chain roles

Input & service providers, producers, processors, aggregators and traders

Product sectors

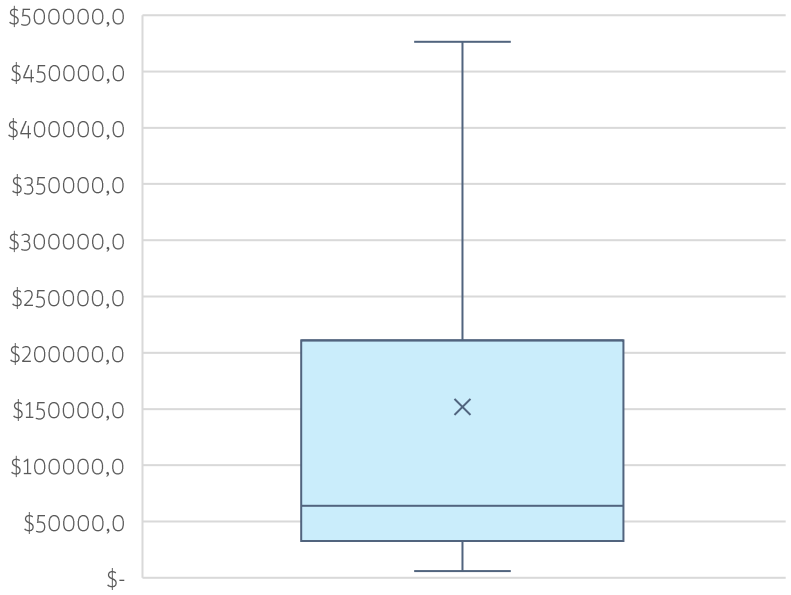
Mixed (ag inputs, beekeeping, cereals & pulses, coffee, livestock, oilseed crops, etc.)

Market orientation

80% domestic markets

20% mixed markets

Distribution of business revenues (USD, latest year)



Loan Ticket size

USD 10–50k

(before Neycha support and investment)

Visit us on

What makes the model work

4 main AE principles

"Business reinforcing AEE": Diversification • input reduction (+recycling) • co-creation • connectivity

63% integrated

Multiple value-chain roles address fragmentation
Input + and
Processor + models

74% circular

Innovation is mainly systems-oriented not technology-led

84% relational

53% Partnership-based or farmer-supportive (31%).

Knowledge	24	3	31	3	29	5	2
Connectivity	27	2	35	2	22	8	3
Social Values and Diets	20	4	23	6	25	7	4
Recycling	8	7	12	7	31	4	5
Soil Health	8	7	10	8	32	3	5
Participation	20	4	24	5	20	10	6
Fairness	4	10	7	10	26	6	7
Animal Health	6	9	10	8	6	13	8
Biodiversity	4	10	5	11	21	9	8
Synergy	3	13	5	11	10	11	9
Land & Natural Resource Governance	4	10	4	13	7	12	9

Transactional

Relationships are purely commercial — farmers are suppliers or customers.

Farmer-supportive

Active support through training, advisory services and better input access. Still largely enterprise-led.

Partnership-based

Farmers treated as long-term partners: structured collaboration, co-creation of knowledge, joint planning and inclusive decision-making.

84%

provided support or had partnerships with farmers

INVESTOR LENS

General patterns of financial performance

- AEEs demonstrate **real commercial traction and value creation**
- Their **ability to scale** ultimately depends on converting that value into **sustained profitability**

Positive growth trajectories

Revenue growth was largely positive over observed period. About ¼ of business showed declining revenues.

17%
median YoY revenue growth

Direct production costs well controlled

Gross profit margins consistently positive and often high across sample.

44%
median gross profit margin

Operating profitability was the pinch point

Converting value into sustained profitability was a common challenge.

14%
median EBIT margin

Low leverage

Reflective of limited access to finance as well as enterprise-level constraints, e.g. weak collateral, insufficient readiness.

0.17
debt-to-equity ratio

MAIN RECOMMENDATIONS

Scaling agroecological entrepreneurship requires stronger enterprises AND stronger ecosystems

What can we do?

1	**Build viable & resilient business models**	Translate AE principles into value for enterprises, customers & farmers.
2	**Invest in farmer relationships**	Treat farmer training, co-creation and more inclusive decision making as core business capabilities, go beyond transactional relationships
3	**Match finance and TA support to the growth constraints**	Not single financing or scaling pathway, blend AE into business model & support.
4	**Reward agroecological value**	Use incentives, grants and catalytic finance to reward and leverage public benefits enterprises cannot capture.
5	**Strengthen enabling ecosystems**	Coordinate finance (spectrum of capital), markets, policy, institutions, knowledge and evidence.

CAN AGROECOLOGY COMPETE?

YES

when principles become business advantages

Enterprise

Translate principles into value

Capital + TA

Fit the binding constraint

Ecosystem

Reward public value



Thank you!

More information: www.biovision.ch/infopool/

Contact: f.leippert@biovision.ch

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Q & A

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KEY TAKEAWAYS

WHAT'S NEXT ?



4 November 2026

Science for Food 3: AI in action

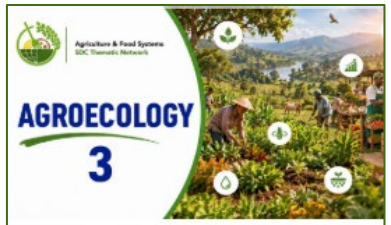
4 November 2026
09:00 - 10:00



5 November 2026

Deep Dive Agroecology 2: Policies for agroecological transformation

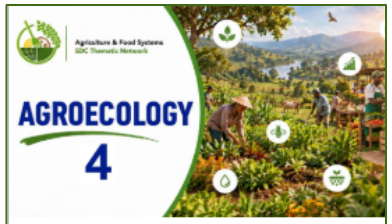
5 November 2026
11:00 - 12:30



11 November 2026

Deep Dive Agroecology 3: Financing for agroecological transformation

11 November 2026
12:00 - 13:30



18 November 2026

Deep Dive Agroecology 4: Knowledge fair

18 November 2026
12:00 - 13:30

THANK YOU
&
SEE YOU NEXT WEEK !

Join our community →

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