PRIVATE SECTOR GROWTH AND TRADE

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Unlocking opportunities for sustainable economic growth through market-driven solutions and strategic partnerships. Our work spans blended finance, public-private partnerships, investment promotion, trade facilitation, and private sector engagement.

OUR EXPERTISE

01 AGRI-FOOD SYSTEMS AND ENTERPRISE

02 BLENDED FINANCE

03 PRIVATE SECTOR ENGAGEMENTS

AGRI-FOOD SYSTEMS AND ENTERPRISE

Advancing inclusive agricultural transformation through evidence, technology transfer, and climate-smart solutions that strengthen smallholder livelihoods, support agribusiness development, and build resilient food systems.

Learning Grant to Steer India-Africa South-South Cooperation with focus on Ethiopia, Kenya and Nigeria

2024-2025 | Ethiopia, Kenya and Nigeria | Gates Foundation

The project supported South-South cooperation between India and Africa to accelerate Inclusive Agriculture Transformation (IAT) by strengthening agricultural resilience, facilitating knowledge and technology transfer, and developing a strategic roadmap for partnerships and investments benefiting smallholder producers across Ethiopia, Kenya, Nigeria, Uttar Pradesh, Bihar, and Odisha.

ANALYSING INDIA-AFRICA COOPERATION MODELS

Conducting diagnostic assessments of existing South-South cooperation models and engaging governments, private sector actors, research institutions, multilateral agencies, and civil society organisations to identify opportunities for stronger partnerships.

IDENTIFYING AGRICULTURAL INNOVATION & INVESTMENT OPPORTUNITIES

Mapping transferable agricultural technologies, systems, products, and delivery models while identifying investment opportunities and enabling mechanisms across priority areas of inclusive agricultural transformation.

SHAPING A STRATEGIC COOPERATION ROADMAP

Producing and validating a comprehensive South-South Cooperation roadmap that defines priority partnerships, implementation pathways, risk mitigation measures, and measurable outcomes to advance India-Africa agricultural collaboration.

Measurement, learning and evaluation Anchor Partner for AgDev Strategy

2025-2028 | Ethiopia and Kenya | Gates Foundation

The project aims to strengthen the evidence ecosystem underpinning the strategy, enabling strategic learning, coordination, and impact at scale while informing adaptive management and evidence-based decision-making. It places the experiences and needs of small-scale producers, particularly women, at the centre of implementation across Ethiopia and Kenya’s agricultural and livestock systems.

MEASURING PROGRESS & GENERATING EVIDENCE

Monitoring progress towards country goals, analysing drivers of change, and identifying emerging trends to strengthen strategic decision-making.

EMBEDDING LEARNING FOR ADAPTIVE MANAGEMENT

Testing the country strategy through structured learning, evidence generation, and continuous feedback to support adaptive programme implementation.

STRENGTHENING COORDINATION & TECHNICAL SUPPORT

Coordinating implementing partners and providing demand-driven technical assistance to enhance programme delivery and maximise impact.

AGRI-FOOD SYSTEMS AND ENTERPRISE

Evaluation of the Engaging Kenyan Youth in Agriculture and Nutrition programme in Kenya (under Generation Unlimited)

2026 | Kenya | UNICEF

The EKYAN programme partners with the government and organisations, including Kuza Biashara, SNV, and the World Bank, to equip young people with skills in agribusiness, climate-smart agriculture, and nutrition through digital learning platforms. Operating across four pillars - agripreneurs, farmers, students, and systems- the programme aims to strengthen livelihoods, promote sustainable agriculture, and build more resilient food systems.

EVALUATING PROGRAMME EFFECTIVENESS & IMPACT

Assessing the EKYAN model's effectiveness in delivering livelihood, behavioural, environmental, and systems-level outcomes across key stakeholder groups.

ANALYSING DRIVERS OF CHANGE

Examining how different elements of the Kuza Biashara implementation model have contributed to changes in income, productivity, employment, youth aspirations, adoption of regenerative agriculture, and food system resilience.

GENERATING EVIDENCE FOR PROGRAMME LEARNING

Identifying contribution pathways and lessons to strengthen future programme design, implementation, and scaling.

69,000+
farmers reached through programme interventions.

512
agripreneurs supported to strengthen agribusiness skills and opportunities.

10,000+
students engaged through digital learning platforms and school-based activities.

64
Centres of Excellence established to strengthen agricultural skills development and innovation.

Framework Agreement for Technical Services to Support Climate Adaptation in the Food Security Sector

2024-2026 | Africa and South Asia | Global Centre on Adaptation

The project supports climate adaptation in agriculture and food security systems across Africa and South Asia through Digital Climate Advisory Services (DCAS) and climate-resilient seeds. The objective is to strengthen climate resilience by integrating digital adaptation solutions, climate risk analytics, and resilient agricultural practices into investment projects and private sector initiatives.

CONDUCTING CLIMATE RISK ASSESSMENTS

Assessing climate risks facing the agriculture sector to identify vulnerabilities and inform climate-resilient investment and planning.

INTEGRATING CLIMATE ADAPTATION INTO AGRICULTURE

Developing technical guidelines and recommendations to embed climate adaptation solutions into project design and implementation, while providing technical advisory support to agribusinesses, development banks, and private sector actors.

STRENGTHENING CAPACITY FOR CLIMATE RESILIENCE

Delivering stakeholder workshops, training programmes, and knowledge transfer initiatives to scale climate-smart agricultural solutions and strengthen adaptation planning for resilient food systems.

BLENDED FINANCE

Mobilising public, philanthropic, and commercial capital through tailored financing structures that bridge funding gaps, strengthen investment readiness, and support the scale-up of innovative solutions.

SAMRIDH under the Umbrella Project Partnerships for Affordable Healthcare Access and Longevity (PAHAL)

2015-2024 | India | USAID

SAMRIDH, a blended finance facility supported by USAID and managed by IPE Global, mobilised over USD 400Mn capital pool in healthcare by blending philanthropic, public, and commercial capital in India. As part of its COVID-19 response, the programme partnered with Africa Health Business (AHB) to support vaccine distribution in East Africa, particularly Kenya, through blended finance solutions and the deployment of innovations that strengthened cold-chain logistics and addressed financing gaps to improve last-mile delivery.

MARKET LANDSCAPING

Commissioned market landscaping study to strengthen the COVID-19 Vaccine Supply Chain solutions in Kenya.

ASSESSING BLENDED FINANCE SOLUTIONS

Developed a roadmap and institutional framework with the Health Finance Institute (HFI) to strengthen financing mechanisms for vaccine supply chains in Africa.

SCALING HIGH-IMPACT INNOVATIONS

Identified and supported 3 vaccine supply chain innovations while facilitating multi-sector stakeholder engagement, catalytic roundtables, and B2B/B2G partnerships to mobilise investment.

$400 million
leverage on investments (14x)

100+
innovative health enterprises supported through the SAMRIDH programme.

14x
capital leverage achieved by deploying philanthropic, public, and commercial capital.

3 innovations
identified and supported for scale-up in vaccine supply chain management across Africa.

Project Clean Cooking Platform Ethiopia - Business Plan and Platform Structuring

2026 | Ethiopia | Africa50, African Development Bank (AfDB), and Ethiopia Investment Holdings (EHI)

The project aims to support Africa50, the African Development Bank (AfDB), and Energy Inclusion for Impact in developing a bankable business plan and financing platform to scale clean cooking solutions in Ethiopia. The initiative promotes access to energy-efficient cooking appliances through a utility-enabled on-bill financing model, enabling households to repay via Ethiopian Electric Utility (EEU) electricity bills while creating a scalable platform for demand aggregation, supplier coordination, and financing.

DESIGNING THE FINANCIAL & INVESTMENT STRUCTURE

Developing an integrated financial model and structuring a blended capital stack comprising equity, commercial debt, and concessional finance to establish a bankable investment platform.

ESTABLISHING THE PLATFORM & OPERATIONAL FRAMEWORK

Advising on the legal and institutional structure, governance framework, risk allocation mechanisms, and integration with Ethiopian Electric Utility's billing, collection, and customer management systems.

DEVELOPING A SCALE-UP & INVESTMENT STRATEGY

Designing a KPI-based pilot programme, capital mobilisation and investor engagement strategy, and producing investor-ready deliverables, including a bankable business plan, integrated financial model, implementation roadmap, and investor-ready executive summary.

BLENDED FINANCE

Mapping Kenya's Bioscience Sector: A Review of the Current Landscape and Future Prospects for Bioscience Innovation in Kenya

2025-2026 | Kenya | FCDO

This project delivers a national landscape mapping and foresight analysis of Kenya's bioscience innovation ecosystem to identify capabilities, ecosystem gaps, and future growth opportunities across health, agriculture, industrial biotechnology, and the broader bioeconomy. We serve as the technical lead and implementation partner in collaboration with the Department of Biology at the University of Nairobi.

DESIGNING THE RESEARCH & ECOSYSTEM MAPPING FRAMEWORK

Developing the research methodology and ecosystem mapping approach to assess the innovation landscape and guide evidence generation.

CONDUCTING MIXED-METHODS RESEARCH & STAKEHOLDER ENGAGEMENT

Undertaking qualitative and quantitative research, including stakeholder consultations, surveys, case studies, and focus group discussions, while facilitating validation workshops and co-creation processes.

ANALYSING INNOVATION ECOSYSTEMS & FUTURE OPPORTUNITIES

Mapping key actors across academia, government, industry, and investors, and assessing research-to-commercialisation pathways, regulatory systems, financing environments, and emerging trends.

PRODUCING STRATEGIC KNOWLEDGE PRODUCTS

Developing detailed reports, policy briefs, investment insights, and dissemination materials to support evidence-based decision-making and ecosystem development.

PRIVATE SECTOR ENGAGEMENTS

Enabling private sector investment through market assessments, regulatory analysis, and de-risking strategies that address institutional barriers and support low-carbon, climate-resilient growth.

Mobilising Investment for NDC Implementation - Understanding the Ethiopian Regulatory Environment in Relation to Mini-Grids

2018-2019 | Ethiopia | International Climate Initiative

The project supported public and private-sector efforts to create an enabling environment for mobilising private finance to implement the Nationally Determined Contribution (NDC) in Ethiopia. It focused on de-risking investments, addressing institutional barriers, and scaling climate finance to accelerate low-carbon and climate-resilient development.

ASSESSING CLIMATE FINANCE READINESS

Conducting a climate finance readiness assessment to support the development of an investment platform and project pipeline aligned with the Ethiopia IKI MI workplan.

IDENTIFYING INSTITUTIONAL & CAPACITY GAPS

Assessing barriers within key institutions, including the Ethiopian Energy Authority (EEA) and Ethiopian Electric Utility (EEU), that constrain access to climate finance and the development of bankable low-carbon energy projects.

DESIGNING DE-RISKING & FINANCING SOLUTIONS

Providing technical guidance on de-risking instruments and innovative off-grid financing and business models to improve the commercial viability of mini-grid investments.

Market Assessment for the Ethiopia Off-Grid Credit Facility

2019-ongoing | Ethiopia | African Development Bank

The project supported Ethiopia's goal of achieving universal, affordable, and reliable electricity access while advancing low-carbon and climate-resilient growth through an assessment of the country's off-grid renewable energy market. The assessment generated evidence to inform sector development and investment.

ASSESSING THE OFF-GRID RENEWABLE ENERGY MARKET

Analysing the off-grid energy ecosystem, including private sector enterprises, cooperatives, microfinance institutions (MFIs), and energy product markets.

EVALUATING THE ENABLING ENVIRONMENT

Assessing the policy and regulatory landscape, market opportunities, and barriers affecting off-grid renewable energy development.

INFORMING SECTOR DEVELOPMENT & INVESTMENT

Identifying implementation challenges and providing evidence to support investment and strengthen Ethiopia's off-grid energy sector.

ABOUT US

Committed to advancing Africa's bold vision

We are a wholly owned subsidiary of the IPE Global Group, an international development consulting firm, blending global expertise with on-the-ground experience.

Drawing on 27+ years of expertise, we deliver scalable, evidence-based solutions across Africa, strengthening local capacity and supporting national development priorities.

INTERNATIONAL LOCATIONS

New Delhi, India (HQ) | Phnom Penh, Cambodia | Addis Ababa, Ethiopia | Hamburg, Germany | Nairobi, Kenya | Manila, Philippines | London, United Kingdom

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