



COOPERATION >



**We Help Farmers and
Small Businesses Grow**

Strengthening Agricultural Systems

Poverty in the world remains pervasive and inequalities continue to increase. A persistent expression of it is malnutrition. According to the FAO an estimated 821 million people worldwide experienced hunger in 2018. In addition, two billion people suffer from “hidden hunger”, due to nutrient deficiencies. Among them are many smallholders farmers, of which 75% is estimated to be living in poverty.

To secure their livelihoods ICCO improve agricultural systems to ensure decent jobs, living wages and food and nutrition security for all. In doing so we link up with the IPCC that land management must be sustainable and resilient to mitigate carbon emissions and adapt food production to the negative consequences of climate change.

Markets play an important role, but they need to be inclusive, accessible for smallholders farmers as well as environmentally and financially sustainable. ICCO makes efforts to trigger positive changes in the market system.

Focus on Women, Youth and SMEs

We have chosen to focus on these groups. Here's why:

Women make up 43% of the overall agricultural workforce, and in many societies they have the primary responsibility for production, processing and food

Combining Development Roles

ICCO is experienced in combining various roles. We are a(n):

- Developer of programs, business cases and partnerships
- Implementer and manager of donor-funded PPPs
- Investor in sustainable business models and
- Advocate of (business and) human rights and political space.



▲ Harvest of salt tolerant crops in coastal Bangladesh. Photo: Frameln

preparation. However, they have less access to productive resources and markets than men.

Across many developing countries, the majority of youth are unemployed, or do not earn a living wage. ICCO empowers young people to succeed in running their own businesses and therefore contribute to positive change.

Small and medium enterprises (SMEs) account for 70% of the workforce in emerging economies. Many have low productivity and limited value creation. ICCO supports SMEs with skills trainings, access to technology, finance products and markets.

Our Goals

Our strategy to strengthen sustainable agricultural systems contributes to three goals:

1. Food and nutrition security of farmers.
2. Economic empowerment of farmers and SMEs.
3. Resilient and disaster-prepared communities.

These goals are interlinked. We also address the cross-cutting principles 'business and human rights in value chains' and 'inclusive development'.



Our goals are closely aligned to the Sustainable Development Goals 2 and 8.

To address the linkages across our goals, we also take into account SDGs 10, 12 and 17.

Priority Topics

To achieve our goals we embrace to 4 pressing topics.



1. BLENDING FINANCE

ICCO designs tailor-made funding mechanisms that allow for the combined use of grants, microfinance, loans, equity and guarantees.



2. CLIMATE-RESILIENT FOOD SYSTEMS

Our food and nutrition programs address climate change and reduction of greenhouse gas emissions.



3. NEW TECHNOLOGIES

We advance the productivity of farmers and agribusinesses through digital new technologies.



4. YOUTH ENTREPRENEURSHIP

ICCO supports young people with entrepreneurship services, from training to access to finance and new technologies.

Example I: STARS

Strengthening African Rural Smallholders (STARS) is a program in Senegal, Burkina Faso, Rwanda and Ethiopia that addresses challenges of 210,000 smallholder farmers. STARS accesses smallholder farmers to financial products and markets in eight agricultural value chains.



Example II: SMARTseeds

In Indonesia the SMARTseeds project designed the mobile application SPINDO to support 100,000 vegetable farmers to increase their production, income, food security and to reduce the inputs of water, fertilizer and pesticides.



Example III: MANQ'A

MANQ 'A offers training and employment opportunities in the gastronomy sector for vulnerable and unemployed youth in Bolivia and Colombia. MANQ'A has trained 3,000 young people and inaugurated 14 MANQ'A schools.





Basics Facts

ICCO is a development organization, with both NGO and business features.

- Established in 1964
- Annual turnover of approx. € 50 million
- 86 projects in 2018
- 0.6 million people reached
- A global office in the Netherlands
- 25 regional and country offices
- 404 staff

Services ICCO Companies

To contribute to our mission, ICCO has founded the following companies:

- **Truvalu:** for fair and inclusive agrifood chains.
- **FairClimateFund:** access to clean cooking by selling carbon credits.
- **Fair & Sustainable Consulting:** services in development cooperation.
- **Capital 4 Development Partners:** investments in SMEs.

How We Stand Out

ICCO is not one of many. The following are some of our unique selling points that make us stand out.

- **Focus on Women, Youth and SMEs**
Our interventions are based on a problem analysis, and an assessment of the needs as well as opportunities for women, youth or enterprises.
- **Data-Informed Organization**
We generate high quality evidence on the ground to underpin program implementation and impact. We adopt digital technologies to reach our goals.
- **Specialized in Blending Finance**
We provide a mix of financial instruments, and also help communities to generate credits based on carbon.
- **Experienced in Public-Private Partnerships**
We work with the private sector, partner and donor organizations, in PPPs; embedded in local communities.
- **Understanding Religion**
Our roots helps us to understand the complexities surrounding people's religious beliefs in today's world.