



Justina Opit from Omega Foods in Tanzania, participant on the AINFP
(Image: TechnoServe / Bobby Neptune)

QUICK FACTS

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The Role of Agribusiness

WHY IT MATTERS

Food production is deeply connected to the climate and biodiversity, and agribusinesses have a critical role in mitigation and adaptation.

Nearly one-third of all human-caused greenhouse gas emissions are linked to food systems. Key drivers of environmental degradation in food systems include deforestation for agricultural expansion, food loss and waste, and methane emissions from cattle farming.

Climate change and nature loss also impact food availability and quality. For example, projections of global yield trends for maize and wheat indicate a significant decline, while rising temperatures also impact nutrient density in crops.

In Africa, 85% of the food that is consumed is purchased, rather than grown at home, and the percentage is even higher in Latin America. This underscores the critical role of agribusinesses that aggregate, transport, process, distribute, and sell food. They ensure the availability of affordable, safe, and nutritious foods, and provide a market to smallholder farmers.

TECHNOSERVE'S APPROACH

Agribusinesses can drive positive transformation within food systems by reducing carbon emissions and promoting regenerative agricultural practices. They connect food production to end-consumers, and by working with food processors and other agribusinesses, we can enhance climate mitigation and adaptation efforts while fostering economic growth among food systems actors.

Agribusinesses play a vital role in shaping the agricultural landscape through innovation, growth, and sustainability. TechnoServe's experience shows that agribusinesses are among the most immediate and impactful channels for addressing both poverty and climate change at scale. This is essential for building climate resilience across the food system.

The Role of Agribusiness

Our Work

ALLIANCE FOR INCLUSIVE AND NUTRITIOUS FOOD PROCESSING (AINFP) | USAID | EAST AND SOUTHERN AFRICA | 2010-2024

A partnership between USAID, Partners in Food Solutions, and TechnoServe, AINFP supported food processors to improve nutritional outcomes and market opportunities for local farmers, working directly with 240 food companies. The program provided customized technical assistance to help food processors improve efficiencies, reduce waste, and mitigate climate change impacts. Some notable achievements include:

- BeeCare, a company producing and selling honey products, reduced waste from 15% to 5% through improved processing practices.
- Delish & Nutri provided climate-smart seeds to its smallholder peanut providers, while Agventure Limited provided regenerative agriculture training to farmers.
- Shambani Milk Dairy and Zanto Food Products Company repurposed water from their processing activities to support local crop production.
- Profate Dairy in Tanzania installed 18-kilowatt solar panels, reducing production costs and ensuring a reliable power source.

POTENCIA TU AGOREMPRESA (PTA) | ARGIDIUS | LATIN AMERICA | 2024-

The PTA program supports agribusinesses in Latin America by providing access to technological tools tailored to regional and local challenges. It addresses issues such as high technology adoption costs, limited technical expertise and training, limited access to credit, and markets. The program aims to support 300 agribusinesses and build local food systems that strengthen food security, job creation, and environmental sustainability.

Through the CultivateNext accelerator, the program also supports AgriFoodTech companies developing high-impact innovations, like Adaviv,



*Food Processor from Zambia participant on the AINFP program
(Image: TechnoServe / Fabien Mongane Rubango)*

an artificial intelligence platform that monitors fruit and vegetable crops in and tracks personnel activities, maximizing the efficiency of inputs, minimizing crop losses, and reducing the production cost per kilo by 20%.

THE CASA TECHNICAL ASSISTANCE FACILITY (CASA TAF) | FCDO | AFRICA AND ASIA | 2019-

The CASA TAF program aims to drive global investment for inclusive climate-resilient agri-food systems that increase smallholder farmers' incomes. Some of those initiatives include:

- Carbon sequestration: The program created analytical briefings on value chains like vanilla and coffee in Tanzania and cocoa in Ghana, focusing on the opportunity to integrate farmers into carbon markets.
- Farmer training: CASA TAF worked with Kenyan coconut exporter Kentaste to identify opportunities to embed regenerative practices in extension services provided to smallholders.
- Energy audits: SK Dairy in Nepal reduced electrical energy consumption by 31%, cut its monthly electricity bill by 24%, and reduced greenhouse gas emissions by 37%.