



Joint Initiative of



Global Agri-Entrepreneurship Academy

GAEA builds on AE initiatives by SAFIA and IFC that have been successful over 10 years.

Syngenta Foundation India's AE program



21,000
Trained AEs



53%
Female AEs
Active



2.1Mn
Total Farmers



45%
Women
Farmers



82%
Women AE
Success Rate

\$10,000
Average yearly
Transaction



BMGF & Axis Bank
Foundation
& More Partners



Services-
Insurance, Crop
Advisory,
Digital Banking



Better engagement,
Spend More on
Health, Education
and Livelihood

IFC's Agribusiness Leadership Program (ALP)



Foster Agri-entrepreneurship at scale across Asia and Africa and develop end-to-end systems and processes for launching and supporting Agri-entrepreneur (AE) cohorts.



Operate as a foundational model ('Intel inside') for Agri-Entrepreneurship globally.



Strengthen and expand clients' AE networks by collaborating with local organizations and agribusinesses as master franchisees to launch and scale AE networks across different countries.



Provide cutting-edge tools and methods to improve AE performance, cost-effectiveness, and impact on farmers.



Conduct research, share comparative data, insights, and best practices across regions, while enhancing the common operating system with new specialist training content and digital tools.

BACKGROUND

The agriculture and food system faces many inter-related challenges to feed a growing and more prosperous global population while reducing negative impacts on the environment. In addition to technological advances, we need more inclusive and sustainable finance and business models to build a resilient agri-food system and tackle food and nutrition security.

In emerging markets, agriculture is dominated by smallholder farms who face acute constraints such as inadequate access to high-quality technologies, services, inputs, and market opportunities, often referred to as the "last mile delivery" or "first mile access" issue.

In response to these agricultural challenges, Sustainable Agriculture Foundations International Association (SAFIA), International Finance Corporation (IFC), and Corteva, have developed a last mile delivery model through rural agri-entrepreneurs (AEs).

Entrepreneurship can drive rural economic development by creating jobs, raising living standards, and reducing rural-urban migration, but AEs must have good managerial capacity, financial controls, and access to capital to be successful. The Global Agri-Entrepreneurship Academy (GAEA) builds the capacity of entrepreneurs to provide better inputs and services to farmers, and to become reliable and profitable service partners for larger businesses.

ESTABLISHING GAEA TO SUPPORT SMALLHOLDER FARMERS IN ASIA AND AFRICA

The Academy's founding members have invested considerably in developing the building blocks of the AE model, consolidating learnings, methodologies, processes and tools into a common operating system. This can benefit organizations interested in developing AEs through access to standardized capacity building material, digital tools, and knowledge resources to strengthen and scale their interventions.

GAEA was launched to serve as a dedicated global institution to:

- Anchor the common operating system,
- Become a center for data and knowledge management, and comparative research and learning about such models, and
- Build in-country capacity in local institutions.

HIGH-LEVEL IMPACT THROUGH GAEA



Develop **0.5 million**
Agri-Entrepreneurs



Ensure **50%** of
Agri-Entrepreneurs are
women, with a focus on
rural youth



Support **100 million** SHFs
in Asia and Africa over
the next 10 years



Build the capacity of
25 organizations to design,
develop, and launch
Agri-Entrepreneurship
initiatives.

CORE FUNCTIONS OF GAEA

01 AE Learning & Alumni Network

- Global knowledge sharing
- Best practices exchange



02 Common Operating System

- Standardized templates and tools
- Customized content for each country



03 Global Partnership

- Local and global collaborations
- Direct and indirect partnerships



04 Digital Tools & Innovations

- AE training and mentoring tools
- Data analytics and management systems



05 Policy Advocacy & Impact Assessment

- Monitoring and evaluation frameworks
- Data-driven improvements



06 Capacity Building

- Training on operating system
- Programs for trainers and specialists
- Online learning platform



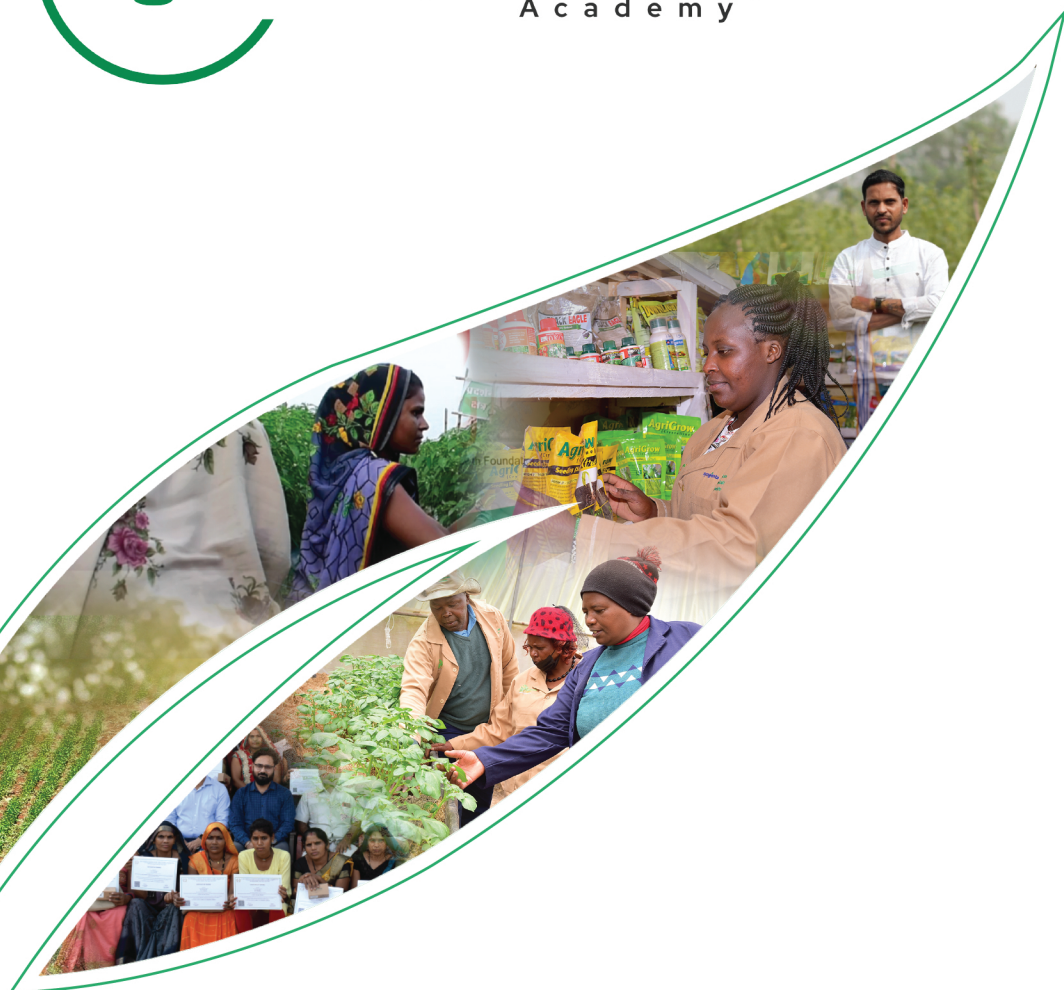
BUSINESS MODEL

GAEA is financed through three forms of funding: (1) investments from founding members to support set-up and initial operating costs, (2) implementing partner fees for ongoing operating costs, and (3) success fees for deploying innovations in new geographies and licensing digital assets.

Focus Countries	Asia and Africa
Governance Structure	Asset-light, governed by founding members and independent experts.
Policy Advocacy	Collaborate with local partners and governments to formulate policies on agri-entrepreneurship
Sharing lessons	Conduct comparative studies on other AE programs to share lessons and leverage best practices
Institutional setup	GAEA is an independent not-for-profit organization registered in Switzerland

WHY PARTNER WITH GAEA?

GAEA offers a low-investment, light-asset model with a high return on impact. By building a global network of AEs, we ensure that smallholder farmers can access the innovations they need to improve their incomes and build climate resilience. With a proven track record of creating over 25,000 AEs in Asia and Africa, the model is the catalyst for transforming agriculture in emerging markets. By partnering with GAEA, you are contributing to building a resilient agri-food system that supports millions, uplifts communities, and addresses pressing climate and market challenges.



✉ sreddy16@ifc.org

✉ rtidake@ifc.org

in Global Agri-Entrepreneurship Academy

🌐 www.globalae.org