



PACT

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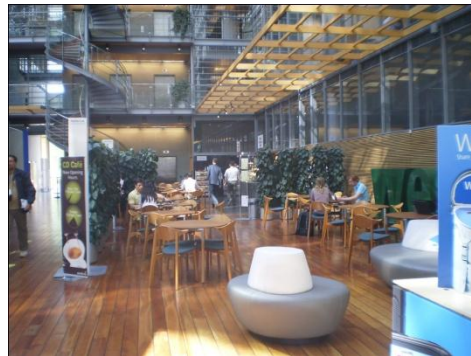


MINISTRY FOR FOREIGN
AFFAIRS OF FINLAND



Agribusiness Innovation Stakeholder Workshop

(26 November 2012, Kathmandu, Nepal)



The Workshop

The workshop is a part of a work program to develop an Agribusiness Innovation Center (AIC) for Nepal, in conjunction with the Project for Agriculture Commercialization and Trade (PACT), under the Ministry of Agriculture Development and in coordination with the World Bank Group.

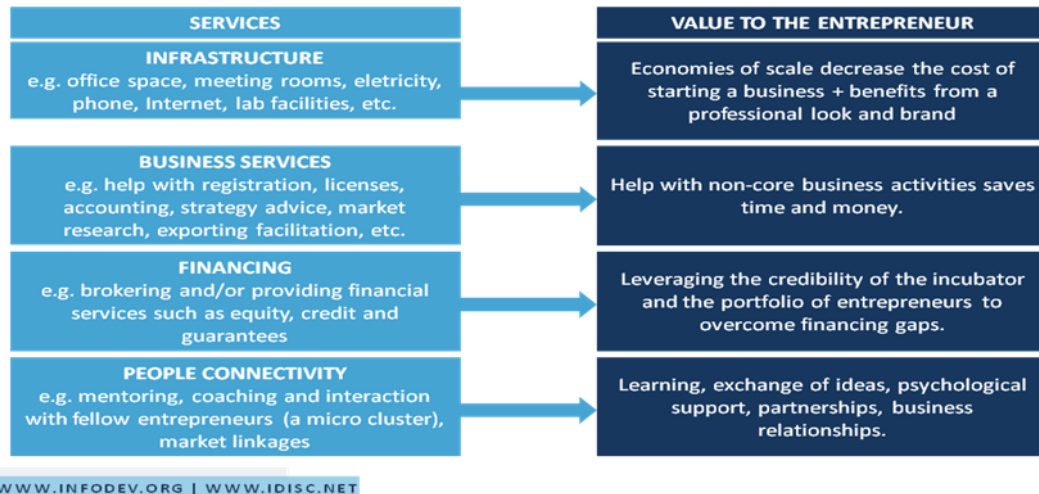
The main objectives of the workshop are to:

- Define agribusiness incubation
- Discuss model, focus areas, partnerships, roles, services and institutional arrangement
- Engage relevant, local stakeholders to seek feedback on each of the above areas
- Facilitate the exchange of ideas on agribusiness and the way forward in Nepal

What is business incubation?

Business incubators are programs designed to support the successful development of entrepreneurial companies through an array of business support resources and services, developed and orchestrated by incubator management and offered both in the incubator and through its network of contacts. Incubators vary in the way they deliver their services, in their organizational structure, and in the types of clients they serve. Successful completion of a business incubation program increases the likelihood that a startup will stay in business for the long term. The business incubation process is highly selective, pro-active and holistic.

Business incubators have proven to be an effective way for fostering sustainable business growth and stimulating entrepreneurship.



What makes agribusiness incubation different?

- ◆ Compensate for unique, high-risk features of agribusiness markets
- ◆ Fill in missing links in farm to market chains
- ◆ Move from low-value commodities to valued-added products
- ◆ Coordinate policy, strategy & investment priorities in business ecosystem & with governments
- ◆ Link different rural and urban commercial cultures, business processes

*Ultimately they often focus on **value-added processing** to drive agribusiness development at the **sector** level.*

Agribusiness incubation is a highly selective, pro-active and holistic process which focuses on nurturing innovative early stage agro-based enterprises that have high potential to become competitive business.

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infoDev is a global partnership program in the Financial and Private Sector Development Vice Presidency of the World Bank Group. With decade-long experience in business incubation, incubation training and access to an extensive grassroots network of business incubators across the globe, infoDev works to promote the start-up and growth of innovative small and medium enterprises in developing countries. *(Please visit <http://www.infodev.org/en/Index.html> for more information on infoDev)*

PACT: Project for Agriculture Commercialization and Trade

PACT is a six-year project implemented by the Government of Nepal, Ministry of Agriculture Development, with the World Bank assistance since November 13, 2009. The project aims to improve the competitiveness of smallholder farmers and the agribusiness sector in selected commodity value chains in 25 districts of Nepal. *(Please visit <http://www.pact.gov.np> for more information on PACT).* The project uses a competitive matching grant scheme under which commercial and existing agro enterprises, commodity associations and cooperatives, working actively to expand their businesses on selected commodities, can submit their investment proposals for project's matching grant.