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AgriTech4Kenya Innovation Challenge 2024

CONSULTATION WORKSHOP REPORT

May 2024



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About the CGIAR Accelerate for Impact Platform (A4IP)

A4IP is the venture space that leverages CGIAR's legacy in research and innovation to co-design, accelerate, and de-risk the development and deployment of science-based solutions for sustainable agriculture and climate action. A4IP entrepreneurs pioneer models to bridge research products from lab to market, create demand for CGIAR science, and strengthen its role in the innovation ecosystem. The initiative plays a catalytic role for entrepreneurial scientists, startups, and other strategic partners driving innovation that will make our agri-food systems healthier, more equitable, and more sustainable. *A4IP is an initiative powered by the Alliance of Bioversity International and CIAT; a CGIAR research center.*

About the Alliance of Bioversity International and CIAT

The Alliance of Bioversity International and CIAT is part of CGIAR, a global research partnership for a food-secure future. The Alliance delivers research-based solutions that harness agricultural biodiversity and sustainably transform food systems to improve people's lives in a climate crisis.

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LIST OF ABBREVIATIONS

CIAT	International Center for Tropical Agriculture
CARE	Cooperative for Assistance and Relief Everywhere
AGRA	Alliance for Green Revolution in Africa
AICS	Italian Agency for Development Corporation
ACTS	African Centre of Technology Studies
CRAF	Climate Resilient Africa Fund
TECA	Technologies and Practises for Small Agricultural Producers
ROI	Return on Investment
R&D	Research and Development

EXECUTIVE SUMMARY

The AgriTech4Kenya Innovation Challenge 2024 is driving Kenya's agrifood systems transformation by facilitating the development, deployment, adoption, and scaling of high-impact science-based agritech solutions tailored to the needs of the nation's smallholder farmers and value chain stakeholders. Employing a participatory and demand-oriented approach, the initiative provides comprehensive support to establish effective go-to-market strategies through business mentoring, scientific validation, market access, financial support, and on-the-ground pilot opportunities. Through these efforts, it aims to foster an enabling environment conducive to testing, validating, and disseminating knowledge and technological solutions for Kenya's agricultural sector.

The project's Consultation Workshop held in Nairobi in April 2024 catalysed dialogue among key players from within Kenya's agri-food sector, including government officials, academicians, researchers, incubators, accelerators, venture funds, startups, and farmers, and centered on three key outcomes:

- **Fostering Multi-Stakeholder Dialogue:** The workshop emphasized the pivotal role of multi-stakeholder collaboration in addressing critical issues confronting Kenyan agriculture, particularly those related to climate change and food security. By bringing together representatives from government agencies, private enterprises, NGOs, research institutions, and financial bodies, the event fostered robust discussions and partnerships. This collaborative approach aimed to forge synergies that could drive collective action and policy alignment towards sustainable agricultural practices and enhanced food system resilience.
- **Bridging Research and Innovation:** A cornerstone of the workshop was the exploration of synergies between cutting-edge research, technology, and entrepreneurial ventures in the agritech space. Participants delved into leveraging scientific advancements and technological innovations to bolster the scalability and impact of agritech solutions in Kenya. The discourse focused on identifying pathways to effectively translate research findings into practical applications that empower farmers, improve productivity, and promote sustainable agricultural practices across the value chain.
- **Tailoring the AgriTech4Kenya Innovation Challenge 2024:** The workshop served as a strategic platform for refining the thematic focus of the upcoming AgriTech4Kenya Innovation Challenge, creating space to collate and integrate diverse stakeholder perspectives on the most pressing challenges, needs and opportunities facing Kenya's agricultural landscape. This participatory approach ensured that the innovation challenge would catalyse actionable solutions aligned with the priorities and aspirations of Kenyan farmers and value chain actors.

The workshop resulted in the formulation of six priority areas affecting food security and climate resilience in Kenya, which will ultimately shape the overall scope of the AgriTech4Kenya Innovation Challenge 2024:

- I. Sustainable Agricultural Production
- II. Improved Market Access and Supply Chain Efficiency
- III. Knowledge Sharing and Capacity Building for Gender Equality and Social Inclusion
- IV. Livestock Health and Disease Management
- V. Equitable Finance and Investment Mechanisms
- VI. Water Use Efficiency and Sustainable Irrigation Practices

The Consultation Workshop showcased the power of science-based agritech solutions to transform Kenyan agriculture for a food secure future. Through multi-stakeholder collaboration, the development of context-specific and demand-driven solutions, and the prioritization of capacity building within value chains, the AgriTech4Kenya Innovation Challenge 2024 will empower local food systems, enhance productivity, promote sustainable development, and enhance rural livelihoods.

1. Context

Kenya consistently imports more than USD 1.1 billion worth of food each year. In 2022 alone, food imports rose from 13.4% to 15.5%ⁱ. This marks a notable paradox given the country's abundant fertile land. The heavy reliance on imports, coupled with the ever-growing challenges of climate change, poses significant obstacles to Kenya's food security and economic and agricultural development. Water scarcity is a particularly critical impediment to Kenyan agriculture, with prolonged dry seasons severely minimizing yields and subsequently affecting both livelihoods and food securityⁱⁱ. Additionally, the dominance of traditional agricultural practices grapples with resource constraints and yield inconsistencies and exacerbates productivity shortfallsⁱⁱⁱ. With 15 research centers globally, a network of over 9,000 scientists, researchers, technicians and staff, and Impact Areas in 'Nutrition, Health and Food Security' and 'Climate Adaptation and Mitigation', CGIAR is strategically positioned to address Kenya's critical challenges.

The Government of Kenya's initiatives – including the Big 4 Agenda^{iv} and the Science, Technology, and Innovation Policy^v within the Vision 2030^{vi} – underscore the imperative for research-driven innovation to bolster food security and climate resilience. The transition towards sustainable agricultural practices necessitates the harmonious integration of science-based innovations, equitable finance, improved market access, and capacity building within the agritech ecosystem. This multifaceted approach, supported by research institutions and agri-food technology acceleration programs, is essential for empowering entrepreneurs and transforming Kenya's agricultural landscape into a robust pillar of food security, rural development, and economic growth. Investing in agritech innovations not only holds the potential to revolutionize agriculture in Africa but also contributes to the achievement of the 2030 Sustainable Development Goals. Through success stories from organizations like UjuziKilimo, and Farmshield, it is evident that agritech innovations are driving positive change, enhancing agricultural productivity, resilience, and sustainability across the continent.

The global downturn in agri-food technology investment in 2023, however, highlights the urgent need for targeted support and investment to revitalize the sector. A collaborative effort from the government, private sector, civil society, and farmers is needed to transform Kenya's agricultural sector into a powerful engine of innovation for food security, rural development, and economic prosperity.^{vii} CGIAR's 2030 Research and Innovation Strategy prioritizes innovation and scalability as key components of its mission and emphasizes the significance of innovative public and private partnerships in bolstering cutting-edge solutions, thus optimizing its current participation in thousands of innovation and scaling projects.

2. AgriTech4Kenya Innovation Challenge

In the above context, the AgriTech4Kenya Innovation Challenge 2024 emerges as a catalyst for Kenya's agrifood systems transformation by supporting the development, deployment, adoption and scaling of high-impact science-based agritech solutions smallholder farmers and value chain players that are context-specific. The project supports early-stage innovators (including practitioners, entrepreneurs, researchers, and CGIAR scientists) with a Minimum-Viable-Product or Proof-of-Concept by accelerating the journey from conception to market-ready solutions through effective market mechanisms.

This is an initiative powered by Kenyans, for Kenya. Through a participatory and demand-driven approach, the project offers comprehensive support to build a solid go-to-market strategy through business mentorship, scientific technical validation, market opportunities, access to finance, and on-the-ground experimentation with end-users to pilot solutions. In doing so, it aims to create an enabling environment for testing, validating, and transferring knowledge and technological solutions that enhance the sustainability, resilience, and efficiency of

Kenya's agricultural system, unlocking the nation's potential in line with its strategic objective to be food secure by 2033.

The Challenge's design phase follows a thorough assessment of Kenya's agricultural landscape and local innovation ecosystem, considering prevailing trends, needs, bottlenecks, regulatory environments, and key opportunities within the sector. This encompasses the mapping of and engagement with active stakeholders in the agricultural domain, the Consultation Workshop, and desk-based research.

Overall, the AgriTech4Kenya Innovation Challenge will expose innovators to new market dynamics and support their effective transition from lab to market, thereby delivering concrete solutions to farmers and value chain actors in Kenya, raising national awareness and capacity around resilient agri-food systems, generating economic opportunities from local to regional levels, and improving livelihoods.

3. AgriTech4Kenya Consultation Workshop

The AgriTech4Kenya Consultation Workshop set the stage for a pivotal dialogue among key stakeholders, including government officials, academicians, researchers, incubators, accelerators, venture funds, startups, and farmers, to explore and enhance the agrifood and climate-tech innovation landscape in Kenya.



Figure 1: Stakeholders representing over 65 institutions during the Consultation Workshop.

The workshop aimed to:

- **Encourage Multi-Stakeholder Dialogue:** Foster discussions on the transformative impact of agri-food and climate-tech innovations in addressing climate and market challenges impacting food security in Kenya.

- **Bridge Research and Innovation:** Create synergies between cutting-edge research, technology, and entrepreneurship to enhance the scalability and efficiency of agritech solutions, thereby enriching the agrifood and climate-tech innovation landscape in Kenya.
- **Tailor the AgriTech4Kenya Innovation Challenge 2024:** Validate information collected during the project Assessment & Design phase and ultimately serve to refine the key priority areas for the scouting of demand-driven innovations/solutions. The event will adopt a participatory approach to ensuring the process is beneficiary-centered, context-specific, and solutions-oriented.

4. Workshop Proceedings

Tuesday, 16 April 2024 – On the grounds of the Windsor Golf Hotel & Country Club, Nairobi, key stakeholders of Kenya's agricultural sector and innovation ecosystem convened to participate in the agenda outlined in Annex A.

4.1. Introduction

The Consultation Workshop was inaugurated by Kevin Dowling, Knowledge Management and Communications Specialist of the CGIAR Accelerate for Impact Platform, who articulated a vision to unlock the potential of Kenya's agri-food sector and drive sustainability, resilience, and equity therein. By underlining the collaborative ethos of the AgriTech4Kenya Innovation Challenge 2024, he emphasized that the Workshop's objective was to foster multi-stakeholder dialogue and shape the project through an inclusive process, ensuring that – in design – it is participatory and demand-driven, and responds concretely to the needs of Kenya's farmers and value chain players. Noting that 86% of attendees were Kenyan nationals, Dowling reiterated that this will be an initiative powered by Kenyans and for Kenya.

Gianpiero Menza, Senior Manager of Partnerships and Innovative Finance at the Alliance of Bioversity International & CIAT, expressed gratitude to the project partners and to the Italian Ministry of Foreign Affairs for making the event and the overall project possible. He outlined the overarching vision of the workshop: bringing together representatives from the diverse facets of the Kenyan agritech ecosystem to facilitate collaborative exchanges aimed at tailoring solutions to Kenya's agricultural landscape.

Menza emphasized that the strong attendance reflected a shared interest in creating a supportive environment for testing, validating, and deploying technological solutions to enhance sustainability, resilience, and efficiency within Kenya's agricultural system.

In recent years, Kenya's agri-food tech sector has flourished, catalyzing youth engagement, job creation, and economic growth. Menza highlighted that Kenya has positioned itself as a dynamic hub for agri-food tech innovation in East Africa, with a thriving startup ecosystem driven by digitalization and supported by public agencies, universities, research institutes, incubators, accelerators, venture capital firms, and corporate players. Yet, despite the growing interest in innovative solutions, many remain stuck at the pre-commercial stage.

As Kenya's tech landscape evolves, Menza offered three stand-out critical issues:

- prioritizing farmer-centric innovation
- ensuring market viability and sustainability of these innovations, and
- enhancing access to these innovations.

The CGIAR Accelerate for Impact Platform's objective through the AgriTech4Kenya Innovation Challenge is to bridge this divide, accelerating the journey from conception to market-ready solutions through effective market mechanisms.

4.2. Welcome Remarks

Maya Rajasekharan, Managing Director of the Alliance of Bioversity International & CIAT, Africa, reiterated the CGIAR's dedication to sustainable development, emphasizing the pivotal role of science and innovation in fostering impactful collaborations across ecosystems. She emphasized the importance of private sector engagement, highlighting three critical elements necessary for success.

- The shaping of an enabling environment by the Kenyan government that encourages private enterprises to participate and invest in sustainable agricultural initiatives.
- The collective aspiration to achieve scalable impact through innovative solutions. Rajasekharan stressed the importance of prioritization and the necessity for constructive dialogue to navigate the challenges faced by promising innovations. Such dialogue enables stakeholders to identify and focus on initiatives with the highest potential for broad-scale impact.
- The value of knowledge-sharing through multi-stakeholder dialogue. She acknowledged that selecting priorities among many impactful innovations can be challenging but emphasized that constructive exchange is essential for effective decision-making.

Rajasekharan stressed that "good tension leads to good outcomes", reflecting the belief that constructive discussions and diverse perspectives ultimately lead to ground-breaking innovative solutions to complex challenges in agriculture and sustainable development.

4.3. Keynote Address

Topic: **Bridging the Disconnect Between Research, Investments, and Adoption of Sustainable AgriTech Solutions in Kenya**

Speaker: **Christabel Makokha, Senior Director of Innovation, CARE Innovation Centre**

During her keynote address, Makokha delved into the challenges surrounding the translation of innovative ideas into scalable solutions within the agritech sector and emphasized the importance of coordinated efforts and specialized roles in achieving scalability.

Makokha highlighted two primary barriers to scalability:

- **Uneven Distribution of Risk:** There is a disparity in risk exposure across different levels of the pyramid, emphasizing the need for teamwork and collaboration to address challenges collectively.
- **Disconnect Between Human Agency and Systemic Dynamics:** Makokha emphasized the interplay between human actions and systemic influences, stressing the importance of considering humans as integral parts of the scaling process.

In addressing these challenges, Makokha outlined key roles for stakeholders:

- **Innovators and Researchers:** Collaboration is essential to overcome isolation and tackle challenges collectively.
- **Marketers and Facilitators:** Understanding systemic operations and identifying necessary incentives are crucial for successful scaling efforts.

- **Investors and Capital Holders:** The deployment of patient capital is vital for sustainable growth and scalability.

Makokha concluded by reiterating the need for actions that incorporate a nuanced understanding of risk and human-centered design principles. By fostering collaboration, understanding systemic dynamics, and deploying resources thoughtfully, stakeholders can effectively drive innovation and achieve scalable impact in the ecosystem.

4.4. Opening Remarks

The opening session featured esteemed representatives from key institutions in the agritech sector, each providing insightful perspectives.

- **Nixon Gecheo, Senior Digital Officer, AGRA**

Gecheo highlighted the challenges facing Kenya's agricultural and agritech sector. These include bridging the gap between technological advancements and farmer accessibility, especially smallholders. This digital disparity poses a notable obstacle to optimizing agricultural production and efficiency. He emphasized the government's efforts to address these challenges through policies aimed at increasing smallholder incomes, enhancing food security monitoring, promoting gender inclusivity, and facilitating financing. Gecheo stressed the potential benefits of such initiatives in fostering sustainable and scalable systems while building capacity.

- **Prof. Ruth Oniang'o, CEO & Founder Rural Outreach Program Africa**

Oniang'o raised crucial questions about persistent food insecurity and the apparent gap between available funds and their on-the-ground implementation. While there are substantial investments allocated for agritech initiatives, the translation of these financial resources into tangible outcomes and impact on the field often falls short. This gap emphasizes the critical need for robust project management, capacity-building efforts, and efficient monitoring and evaluation mechanisms to ensure that funds are optimally utilized and projects are successfully executed to drive meaningful change.

- **Catherine Kileli, Head of Agriculture, Food and Nutrition Security Programme, ACTS**

Kileli discussed initiatives such as the establishment of the Green Digital Hub at Konza. This hub aims to support capacity building, particularly for Micro, Small, and Medium Enterprises (MSMEs), enabling them to scale. Kileli also emphasized the focus on responsible AI through a scholarship program.

- **Brian Wambani, Investment Director at CAMCO Climate Resilient Africa Fund (CRAF)**

Wambani provided insights into initiatives focused on Kenya's Big 4 Agenda and Vision 2030, highlighting their efforts to address climate resilience from their base in Cairo.

- **Elisha Meeli, on behalf of the Senator of Narok County, Distinguished Hon. Ledama Olekina Minority Whip of the Kenyan Senate**

Meeli underscored the government's commitment to supporting initiatives aimed at addressing challenges in agriculture and technology. We must embrace sustainable agricultural practices harnessing the power of science and technology to overcome the challenges we face.



Figure 2: Participants attending the Consultation Workshop.

4.5. Presentation

Topic: Empowering Emerging Markets: Leveraging Long-term, Inclusive, and Localized Collaboration for AgriTech Innovations

Speaker: Hangyul Song, Data Lead, Briter Bridges

Song presented findings developed using data compiled from AgBase. AgBase is a business intelligence platform offering real-time data, market insights, and a centralized hub for information on agtech and foodtech across emerging markets. This initiative, backed by the Bill and Melinda Gates Foundation and The Foreign, Commonwealth & Development Office (FCDO), is hosted by Briter Bridges in partnership with MercyCorps AgriFin. Harnessing the analysis of a decade's worth of data (2014-2024), five key discussion points were shared:

a) **Kenya: A Leader in Agritech Investment**

- Kenya stands out as the region's top destination for agritech funding, attracting over \$800 million in the past decade. This represents 60% of all publicly known agritech funding in Africa.
- With 200 deals, Kenya boasts roughly one-third of the continent's total agritech deals. Notably, many companies have secured multiple funding rounds.
- It's important to note that this data focuses on publicly disclosed funding and excludes private sources like bank loans.

b) **Investment Trends in Kenyan Agritech**

- The report identifies three key areas attracting the most funding:
 - **Farm Management Solutions:** Tools and services that help farmers optimize their operations.
 - **Agricultural Marketplaces:** Platforms connecting farmers directly to buyers, improving market access.

- **Foodtech:** Technologies impacting the food supply chain, from production to consumption, retail-tech and restaurants.
- There has been a significant rise in funding for solutions across the value chain, with a notable jump in **restaurant-level information systems and retail technology**.
- Collaboration plays a crucial role in the ecosystem. Agritech companies are not operating in isolation, but rather leveraging networks to accelerate growth. Fostering connections between innovators and various support systems is essential for success at different business stages.

c) **Focus on Farm Activities and Post-Harvest Services**

- On-farm activities, including advisory services and market access solutions, have received the most significant share of funding over the past decade.
- Post-farm services are gaining traction, with a rise in funding for logistics solutions connecting farms to markets (both personal households and distributors). This reflects an expansion of the value chain and an increasing focus on post-harvest solutions.

d) **Innovation in On-Farm Activities**

- A deeper dive into on-farm activities reveals a range of innovative solutions, as below. These innovations require ongoing support for development and adaptation to ensure their practical application on the ground.
 - Farm management advisory services
 - Agricultural market spaces
 - Restaurants and retail tech and agricultural fintech- which are more market driven solutions.
 - Innovation and research supported products.
 - Agricultural biotech, bioenergy, and biomaterials
 - Agro climate risk and intelligence products
 - Novelle farming systems
 - Farm robotics, mechanization equipment
 - Farm Logistics and transportation

e) **Funding Stages and Startup Consolidation**

- The report highlights a trend of earlier-stage funding for agritech startups, which can impact their ability to scale effectively. Mergers and consolidations among startups are a potential consequence of this funding pattern.
- A more detailed analysis of the funding landscape, including pre-seed funding data, is recommended for a comprehensive understanding.

f) **Gender Inclusion in Kenyan Agritech**

- The report acknowledges that Kenya boasts a higher percentage of female leadership in agritech compared to other African regions by over 20%. This is a positive indicator for inclusivity and diverse perspectives within the sector.

4.6. Panel Discussions

Topic: **Scaling Up, Yielding Impact: Strategies for Supporting AgriTech Start-ups in Kenya's Economic Rise**

Moderator: **Anthony Mahira, Investment Manager, DOB Equity**

Panelists:

- **Lucy Kioko, Regional Director, Syngenta Foundation for Sustainable Agriculture**
- **Sieka Gatabaki, Program Director for Mercy Corps Agrifin**
- **Murat Sartas, Innovation and Impact Management Scientist, CGIAR**
- **Malvika Bhansali, Program Associate, Pangea Accelerator**
- **Annie Wakanyi, Director, Global Government Partnerships, One Acre Fund**
- **Esther Kimani, CEO & Founder, Farmer Lifeline Technologies**



Figure 3: Panelist at the Consultation Workshop from Left to Right: Anthony Mahira, Lucy Kioko, Sieka Gatabaki, Murat Sartas, Malvika Bhansali, Annie Wakanyi and Esther Kimani.

Highlights:

AgriTech4Kenya stands as a conduit for unlocking the potential of ambitious entrepreneurs and scientists, providing resources, mentorship, and networking avenues essential for scalable and impactful solutions. The initiative motivates innovators and early-stage startups to address critical agricultural challenges through the provision of technical, scientific, and business support, as well as access to investors and on-the-ground piloting opportunities, fostering beneficial industry transformations.

To refine strategies for developing priority risks and unlocking innovative, demand-driven solutions, stakeholders must engage in collaborative, iterative processes. Thorough needs assessments, stakeholder consultations, and feasibility studies are pivotal in comprehending underlying challenges and opportunities

within the agricultural sector. Moreover, fostering partnerships across government, private sector, academia, and civil society organizations is essential for knowledge exchange, resource mobilization, and collective action towards sustainable food systems transformation.

Establishing an enabling environment within the agrifood ecosystem is paramount for promoting sustainable agriculture, ensuring food security, and fostering economic development. This entails a suite of policies, regulations, institutions, infrastructure, financing mechanisms, and social norms conducive to innovation, investment, and collaboration. The following elements contribute to this enabling environment:

- **Policy and Regulatory Frameworks:** Clear, supportive policies incentivize sustainable practices, promote food safety standards, and foster fair market competition.
- **Access to Finance and Investment:** Financial incentives, grants, and investment mechanisms support agrifood innovation, value chain development, and market access.
- **Infrastructure Development:** Investments in infrastructure enhance agricultural production, processing, and market connectivity.
- **Research and Innovation:** Allocation of resources to agricultural research enhances productivity, resilience, and sustainability.
- **Capacity Building and Extension Services:** Training and technical assistance empower stakeholders with agricultural skills and business acumen.
- **Stakeholder Engagement and Collaboration:** Collaboration among diverse stakeholders promotes inclusive and sustainable agriculture.

By cultivating an enabling environment conducive to innovation, investment, and collaboration, the agrifood ecosystem can unleash its full potential, contributing to food security, poverty reduction, and sustainable development.

Challenges Encountered by AgriTech Start-ups:

- **Financial Constraints:** Balancing fundraising activities with research and development efforts poses a significant challenge for agritech start-ups.
- **Limited Access to Finance:** Traditional financing mechanisms favour established entities, leaving start-ups with restricted capital access.
- **High Cost of Technical Assistance:** Affordability of technical support remains a barrier for start-ups and small businesses.
- **Translation of Scientific Research:** Bridging the gap between scientific knowledge and practical applications poses challenges for researchers.
- **Securing Impact Funding:** Obtaining funding for research projects with societal impact is challenging due to prioritization of academic metrics or commercial applications.

Actionable Solutions:

- **Streamlining Registration Processes:** Simplifying administrative procedures expedites venture launch.
- **Clarifying Taxation Policies:** Fair tax regimes incentivize entrepreneurship while ensuring compliance.
- **Establishing Dispute Resolution Mechanisms:** Efficient dispute resolution safeguards intellectual assets.
- **Ensuring Data Protection:** Robust data protection regulations foster trust among stakeholders.

- Investing in Infrastructure: Accessible infrastructure promotes operational efficiency and global competitiveness.
- Prioritizing ROI for Farmers: Tailored solutions ensure tangible benefits for farmers.
- Building Human Capital: Capacity-building programs equip entrepreneurs with requisite skills.
- Acknowledging Start-up Realities: Understanding and addressing factors contributing to start-up failures is essential.
- Fostering Realistic Business Approaches: Emphasizing sustainability and market viability ensures long-term success.
- Collaborative Workshops: Facilitating cross-sectoral workshops fosters innovative problem-solving.
- Agritech Profiling: Comprehensive profiling showcases start-up innovations to potential investors.
- Tailored Funding Instruments: Specialized funding mechanisms support agritech start-ups and R&D initiatives.
- Collaborative R&D Platforms: Access to shared research facilities and mentorship accelerates technological advancements.

By addressing pain points through such actionable solutions, stakeholders can nurture an environment conducive to innovation, collaboration, and impact in the agritech, finance, and science sectors, driving positive change in the agrifood ecosystem.

Key Takeaways:

- Holistic Approach: Collaboration among stakeholders is pivotal in developing solutions meeting end-user needs.
- Patient Capital Prevails: Success in developing solutions hinges on patience and dedication. The willingness of investors to commit for the long haul is essential for sustainable progress.
- Mission-Driven Innovation is crucial: Effective solutions tackle real-world challenges with purpose and affordability in mind. Startups must identify clear demand-driven problems to solve to ensure relevance and impact.
- Economic Viability Matters: Long-term success and impact require solutions that are not only scientifically-valid, but also economically viable. Prioritizing viability ensures sustainability and lasting positive outcomes.
- Realistic Approaches: Maintaining pragmatic business strategies ensures sustainable growth and resilience.

Q&A Questions:

- How can program design incentivize ecosystem players to collaborate with one another?
- How can collaboration be incentivized?
- Extension services have traditionally been considered a public good. How can farmers be encouraged to contribute financially?
- What is the impact of affordable credit on start-ups?
- Where are Farmer Lifeline Technologies located?

Q&A Response Summary:

In designing programs to foster ecosystem collaboration, it is imperative to facilitate a framework where stakeholders recognize and pursue shared interests from their respective perspectives. Effective program design

acts as a facilitator, empowering agritech entities to perceive opportunities for solutions and intelligence exchange, thus fostering a comprehensive understanding of interactions among all involved parties.

Strategies for incentivization necessitate the creation of an ecosystem where incentives are not only offered but also committed to being fulfilled. Historically, extension services have been deemed a public good. However, motivating farmers to contribute financially presents a challenge. Addressing this challenge requires the development of mechanisms where farmers perceive tangible benefits from participation. Additionally, the issue of affordable credit is paramount, particularly for start-ups, as high credit costs amplify risk. Exploring alternative funding sources and implementing policies that influence credit distribution are vital aspects to consider. Furthermore, initiating engagements with equity rather than loans can mitigate financial burdens.

The affordability of credit, influenced by high-interest rates, significantly impacts farmers' willingness to engage. Farmers prioritize value and are more inclined to invest when provided with opportunities to test innovations before making long-term commitments. Strategies to address this issue include exploring alternative credit sources and implementing policies that facilitate equitable credit distribution. Moreover, initiating engagements with equity investments can be more conducive to fostering initial collaborations, thereby reducing the burden of debt on stakeholders.

Geographically, Farmer Lifeline Technologies are primarily situated in Kiambu and Nyandarua with the objective of reaching a minimum of 5,000 small-scale farmers in these regions. This targeted approach allows for concentrated efforts to deliver impactful solutions to farmers in specific geographical areas, maximizing the effectiveness of interventions and promoting sustainable agricultural practices.

4.7. Presentation

Topic: **AgriTech4Kenya Innovation Challenge**

Speaker: **Gianpiero Menza, Senior Manager, Partnerships & Innovative Finance, Alliance of Bioversity International & CIAT**

The AgriTech4Kenya Innovation Challenge aims to catalyse agri-food systems transformation in Kenya by supporting the development, deployment, adoption, and scalability of high-impact innovations that are context-specific, beneficiary-centered, and market-viable. Its target being:

- **What:** Early-stage (pre-seed & seed stage), science-based innovations with a Minimum-Viable-Product or Proof-of-Concept.
- **Who:** Practitioners, entrepreneurs, PhD/post-doc students, researchers, and CGIAR scientists
- **Why:** Deliver concrete, deployable, and sustainable solutions for smallholder farmers and value chain players

The consultation workshop therefore convenes various key stakeholders to leverage on their collaboration and shape the future of African agriculture by maximizing the impact of Kenyan agritech solutions specifically through:

- **Pipeline Development:** Create a pipeline of high-impact market-viable science-based Agritech innovations (including CGIAR-led solutions) that can be deployed and scaled to meet farmers' and value chain actors' needs.
- **Food Systems Transformation:** Drive agrifood systems transformation in line with the Government of Kenya's strategic objective to be food secure by 2033.

- **Ecosystem Building:** Facilitate connection and build community among key players of Kenya's agritech innovation ecosystem, leveraging knowledge-sharing for customized scaling approaches and funding opportunities.
- **CGIAR Portfolio Enhancement:** Unlock the potential of CGIAR-led innovations by leveraging existing data and technology from the external ecosystem, allowing for swifter and more impactful program/project deliver.

The table below showcases the project phases, methodology, and timeline for the Agritech4Kenya Innovation.

Phase	Dates (2024)	Description
Assessment and design	Jan-Mar	Develop an in-depth understanding of the local innovation landscape to identify the priority areas of the innovation challenge through the stakeholder mapping exercise, that will lead to a Consultation Workshop.
Call for application and selection	Jun	A call for agri-food and climate-tech innovations followed by a selection process based on the criteria of the value proposition, sustainability and scalability, scientific relevance and maturity. This phase is supported by the expertise and networks of partners.
Bootcamp	Sep	25 selected teams (that include CGIAR-led innovations) benefit from a bootcamp, offering technical guidance and mentorship to prepare for the pitch day.
Acceleration program	Sep-Dec	12 teams engage in the acceleration program, combining business training and technical assistance to support them in developing an actionable pathway to scale.
Demo day	Dec	The acceleration program ends with a demo day where teams pitch their solutions to scientists, industry experts, agribusinesss and investors.
Post-acceleration support	2025 onward	Support innovators with strategic guidance, technological due diligence, mentorship and access to CGIAR and partners' networks. Work with beneficiaries to ensure deployment and adoption.

Table 1: Agritech4Kenya Innovation Challenge 2024 timeline

4.8. Breakout Sessions

Three breakout sessions commenced in parallel, each session lasting 30 minutes. Upon completion, moderators then rotated to the next group for the next 30 min session, while attendees and rapporteurs remained in place. Flip charts and stationery were provided, and participants were encouraged to take notes on cards for submission to event organizers thereafter.

The breakout sessions set the stage to rethink business-as-usual in terms of how cutting-edge agrifood and climate-tech innovative solutions were developed and deployed in Kenya. The aims were to:

- Explore the Kenyan food system and innovation ecosystem as they stood, identifying key bottlenecks to achieving security, resilience, and equity within, as well as the conditions and mechanisms necessary to allow start-ups to flourish as solutions to these.
- Apply recommendations and lessons learned from diverse perspectives to the AgriTech4Kenya Innovation Challenge, exploring insights into how the project could achieve maximum impact in unlocking the potential of ambitious entrepreneurs and scientists.
- Validate information collected during the Assessment & Design phase of AgriTech4Kenya and ultimately facilitate the refining of the project's priority areas for the scouting of demand-driven innovations/solutions.

The role of the moderator was to guide and steer the discussions within their assigned theme, ensuring that participants delved deeply into the specified topics. Moderators encouraged active participation, managed time effectively, and maintained a positive and inclusive atmosphere throughout the breakout sessions.

The role of the rapporteur was to capture key insights, ideas, and discussions that unfolded during the breakout sessions. Using the provided template, they were responsible for summarizing and documenting the key takeaways and recommendations raised by participants. Rapporteurs played a crucial role in ensuring that the outcomes of the breakout sessions were well-documented for further analysis and dissemination.

Once all breakout sessions were finished and all participants had reconvened, the documents completed by the rapporteurs, as well as the notes taken by participants, were handed over to the moderator of their theme, who then reported back on the key takeaways from the discussions held on their assigned theme.

Theme A: Can AgriTech Unlock Kenya's Agricultural Potential? Exploring Context-Specific Solutions.

Moderator: **Shirley Mburu, Director, TECA-BFA Global**

Rapporteur: **Michael Keenan, Associate Research Fellow, International Food Policy Research Institute**

Guiding Questions:

- Considering Kenya's diverse farming landscapes, what agritech solutions can effectively address regional challenges (aridity, smallholder farms) while ensuring accessibility and adaptability for all farmers?
- For successful agritech adoption in Kenya, what non-technological factors are crucial alongside the technology itself?
- How can we design the AgriTech4Kenya Innovation Challenge to identify solutions with the highest potential for real-world impact on Kenyan agriculture, considering context-specific?

Key Takeaways:

- **Collaboration:** Foster cooperation among stakeholders (e.g., businesses, governments, innovators) to co-create solutions that address policy challenges and institutional barriers.
- **Tailored Solutions:** Develop solutions that are customized to specific farmer needs, considering factors like farm size, geographical location, and ecological challenges.
- **Diversity and Inclusivity:** Embrace diversity among innovators (age, experience, demographics) to encourage fresh perspectives and ensure that solutions are inclusive and relevant.
- **Soil Health:** Implement practices to improve soil health and fertility, which are fundamental to enhancing agricultural productivity and resilience.

- **Avoiding Duplication:** Encourage diversity and prevent duplication of agritech efforts to stimulate innovation and prevent resource redundancy.
- **Non-Technical Factors:** Consider social, economic, and institutional factors alongside technological solutions to ensure scalability and impact.
- **Geographical Representation:** Support innovation networks in rural and remote areas to address localized agricultural challenges effectively.
- **Due Diligence:** Conduct thorough assessments of innovators and their solutions to ensure credibility, viability, and accountability.

Key Challenges:

- Working together is a challenge for researchers and private sector alike.
- What is success for a startup? Sometimes the scale can be 2-3 counties, but serving them very well, but programs try for everyone to reach national scale.
- Who is a farmer? Most farmers are just people trapped in poverty and given another opportunity; they would do something else.



Figure 4: Gianpiero Menza sharing his contribution during the consultation workshop, looking on Shirley Mburu, session moderator, and Michael Keenan, session rapporteur.

Theme B: Building a Supportive Ecosystem: How Acceleration Programs Can Collaborate to Empower Kenyan AgriTech.

Moderator: **Martin Thuo, Innovation & Growth Manager, ACELI Africa**

Rapporteur: **Nekesah T. Wafullah, Venture Builder Expert, Agri & Climate Tech, Alliance of Bioversity International and CIAT**

Guiding Questions:

- Within Kenya's agritech accelerator landscape, how do programs uniquely support startups, and where are critical gaps or collaboration opportunities for a more holistic approach?
- If we envision a forum for Kenyan agritech accelerators, what specific actions could we implement to create a seamless support system for startups across their growth journey, including idea validation, funding, and mentorship?

- How can we collaborate to ensure that these interventions are market-ready and deployable in a sustainable way?

Key Takeaways:

- **Validation and Feedback:** Establish a system for validating agritech solutions through pilot programs and farmer feedback mechanisms before full-scale deployment.
- **Funding Flexibility:** Design funding mechanisms tailored to different growth stages of agritech start-ups, exploring alternative financing models beyond traditional grants.
- **Mentorship Matching:** Connect start-ups with mentors possessing relevant expertise in both agribusiness and technology to provide guidance and support.
- **Market Access Facilitation:** Partner with corporates and traditional players to create effective market channels for agritech solutions and facilitate adoption by farmers.
- **Policy Engagement:** Collaborate with policymakers to develop regulations that promote innovation, ensure data security, and improve access to finance for the agritech sector.
- **Scalability and Sustainability:** Encourage the development of solutions that can be scaled efficiently to benefit a broader range of farmers and maintain financial sustainability.
- **Focus on Smallholder Farmers:** Prioritize solutions that address the unique needs and challenges of smallholder farmers, who form a significant portion of Kenya's agricultural sector.
- **Farmer-Centric Design:** Conduct in-depth research to understand farmer needs and preferences, ensuring that agritech solutions are user-friendly and culturally appropriate.

Key Challenges:

- Lack of collaboration among stakeholders. Suggestions include coordinating at county and national levels to establish a database of all agritech players for facilitating collaboration.
- Data is held in silo by various stakeholders who do not want to share it due to fear of competition from other players in similar sectors.
- Unsustainable solutions from acceleration programs who offer support to the same agritech players as well as offer curricula that is not tailor to enable startups to address their pain points and scale.
- Market access issues for agritech solutions
- Policy hurdles for agritech businesses

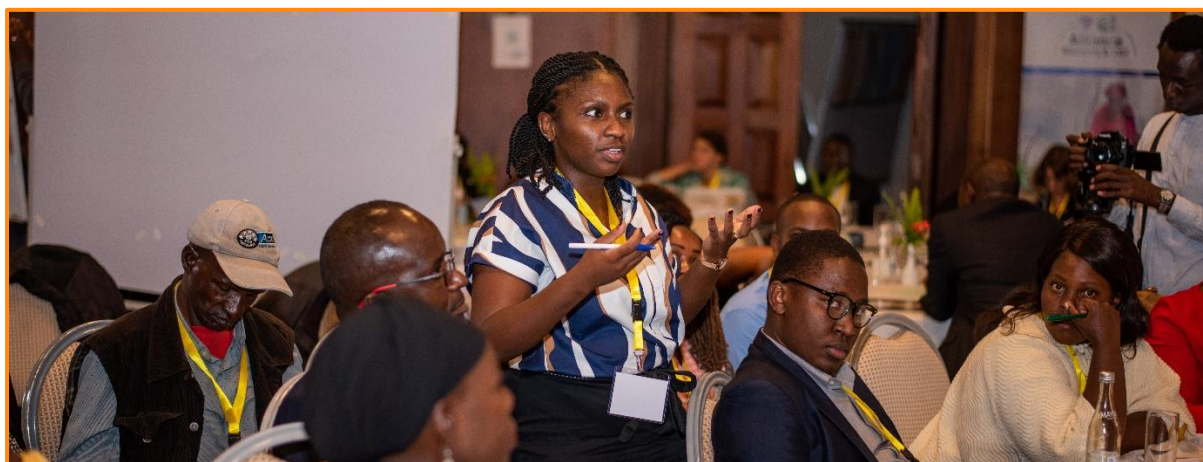


Figure 5: Participant sharing her contribution during the Consultation Workshop.

Theme C: Prioritizing Action: What Are the Key Interventions for a Resilient Kenyan Food System?

Moderator: **Anthony Kimani, Investment Services Manager, E4Impact**

Rapporteur: **Elizabeth Kamau, Senior Portfolio Associate, International Institute of Tropical Agriculture**

Guiding Questions:

- What are the broad components of the Kenyan food system and what are the core challenges within?
- What components of the Kenyan food system should be considered priority areas for innovation going forward?
- How can we refine the innovation scouting process to support these interventions and build resilience?

Key Takeaways:

- **Needs Assessment and Contextual Analysis:** Conduct thorough assessments to understand specific regional challenges and tailor interventions, accordingly, ensuring relevance and effectiveness.
- **Stakeholder Engagement and Participation:** Foster meaningful collaboration with diverse stakeholders to promote ownership, collaboration, and sustainability in agricultural initiatives.
- **Multi-disciplinary Approach:** Integrate expertise from various disciplines (agronomy, economics, sociology, etc.) to address complex agricultural challenges comprehensively.
- **Technology Appropriateness and Adaptability:** Select and adapt technologies that are suitable, affordable, and compatible with local contexts and farming practices to ensure successful adoption.
- **Scalability and Replicability:** Design interventions with scalability and replicability in mind, aiming to expand impact across different regions and farming systems.
- **Capacity Building and Knowledge Transfer:** Prioritize capacity building and knowledge transfer activities to empower farmers and stakeholders with necessary skills and information for technology adoption.
- **Partnership Development and Collaboration:** Forge strategic partnerships to leverage strengths, share resources, and maximize collective impact through collaboration.
- **Inclusive and Gender-responsive Approaches:** Ensure inclusivity and gender responsiveness in program design and implementation to address the needs of diverse groups and promote gender equality.
- **Policy Advocacy and Enabling Environment:** Advocate for supportive policies and regulations that facilitate the adoption and scaling of agritech solutions, promoting sustainable agricultural development.

Key Challenges:

- **Limited Access to Technology:** Many small-scale farmers in Kenya lack access to modern agricultural technologies such as precision farming tools, IoT devices, and data analytics platforms, which limits their productivity and efficiency.
- **Financial Constraints:** Access to affordable financing options is a significant challenge for farmers and agritech start-ups in Kenya. Lack of capital inhibits investment in technology adoption, infrastructure development, and scaling up operations.
- **Infrastructure Deficiency:** Poor infrastructure, including inadequate road networks, unreliable electricity supply, and limited access to water for irrigation, hampers the efficiency of agricultural activities and the delivery of agritech solutions to remote areas.

- **Knowledge and Skills Gap:** Many farmers lack the necessary training and skills to effectively utilize agritech solutions. There is a need for comprehensive education and training programs to empower farmers with the knowledge to leverage technology for improved agricultural practices.
- **Market Fragmentation:** The agricultural value chain in Kenya is highly fragmented, with numerous intermediaries between farmers and consumers. This fragmentation leads to inefficiencies, price distortions, and difficulties in scaling agritech solutions across the entire value chain.
- **Climate Change:** Increasingly erratic weather patterns and climate change pose significant challenges to agricultural productivity and food security in Kenya. AgriTech solutions must be resilient to climate variability and capable of mitigating the impacts of climate change on farming operations.
- **Policy and Regulatory Hurdles:** Inconsistent or outdated agricultural policies and regulatory frameworks can impede the adoption and deployment of agritech solutions. There is a need for supportive policies that promote innovation, investment, and collaboration within the agritech ecosystem.



Figure 6: Anthony Kimani moderating a breakout session during the Consultation Workshop.

4.9. Closing Remarks

The workshop concluded with gratitude expressed to all participants for their active engagement and valuable contributions. The next steps of the AgriTech4Kenya project were outlined, including the upcoming call for applications. Participants were strongly encouraged to stay engaged with the project to consider collaboration therein.

5. Workshop Outcomes

The AgriTech4Kenya Innovation Challenge workshop resulted in rich discussions that explored scaling strategies for agritech startups, giving valuable insights from real-world examples. The breakout sessions tackled critical challenges facing Kenyan agriculture, identifying how various technologies could be harnessed as solutions. This resulted in six refined priority areas around which the AgriTech4Kenya project overall will focus:

I. **Sustainable Agricultural Production:**

Smallholder farming methods often lack precision, leading to resource overuse and environmental degradation. Precision technologies and climate-smart solutions can optimize resource use, enhance yields, and encourage sustainable land management. Farmers can employ sensor networks, drones,

and data analysis for real-time insights and informed decisions. Farmers also require affordable yet effective tools such as handheld soil testers and drip irrigation systems to boost crop yields and reduce water usage. To support the circular economy, new waste management systems, conservation agriculture practices, greenhouse technologies, and renewable energy sources are essential. Clean energy sources like biogas and solar power are crucial for climate-smart food production. These innovations support agroecology and equip smallholder farmers for a future of increased productivity, sustainability, and climate resilience.

II. Improved Market Access and Supply Chain Efficiency:

Smallholder farmers often struggle to connect with buyers, leading to low prices and post-harvest losses. Digital technologies offer a powerful solution. Creating online marketplaces can help farmers bypass intermediaries and access fairer pricing. Data-driven logistics solutions streamline transportation and warehousing, while affordable storage facilities minimize waste. Improved food processing and packaging extend shelf life, further reducing spoilage. Blockchain and traceability systems ensure transparency throughout value chains such as coffee, tea, mango, avocado, and horticulture, building trust with consumers. Efficient first- and last-mile delivery solutions ensure quality agricultural products reach markets quickly and cost-effectively.

III. Knowledge Sharing and Capacity Building for Gender Equality and Social Inclusion:

Traditional methods of sharing agricultural knowledge often leave some behind. Mobile technologies and digital platforms offer a powerful solution to bridge this gap. Digital platforms provide farmers with a convenient and accessible way to access a wealth of information, connect with experts, and participate in online communities that encourage knowledge sharing. Utilizing mobile technologies enables individuals to receive real-time updates on weather patterns, market prices, and best agricultural practices, empowering them to make informed decisions and improve their productivity. These digital tools promote inclusive knowledge transfer and empower women and marginalized groups to fully participate and contribute to the agricultural sector's overall growth and sustainability.

IV. Livestock Health and Disease Management:

Existing methods for detecting and managing livestock diseases are often slow and miss critical windows for intervention. This results in significant animal losses and economic hardship for farmers. Innovative technologies offer a powerful solution. By implementing wearable sensors and data analytics, farmers can monitor animal health in real-time, allowing for early detection of potential problems. Additionally, rapid diagnostic tests enable on-farm disease identification, leading to faster intervention and improved animal health outcomes. Biosensors contribute further by detecting pathogens early, preventing outbreaks, and safeguarding the overall health and well-being of livestock.

V. Equitable Finance and Investment Mechanisms:

Financial systems often exclude smallholder farmers due to limitations like collateral requirements or a lack of credit history. Technology offers a powerful solution to bridge this gap. Mobile money platforms provide secure and convenient access to financial services, including payments and money transfers. Digital platforms specifically designed for agriculture offer dedicated savings, lending, and payment options. Furthermore, we can harness data analytics to develop more inclusive credit scoring

models for loan applications. These innovative solutions empower underserved populations with greater access to financing, fostering financial inclusion and boosting agricultural development.

VI. Water Use Efficiency and Sustainable Irrigation Practices:

Water scarcity is a growing threat to Kenyan agriculture. Advanced technologies offer a solution for sustainable water management. By implementing smart water harvesting, conservation, and irrigation systems, farmers can optimize water use and minimize evaporation. Additionally, data collection and monitoring systems provide early warnings on drought conditions, allowing farmers to proactively manage their water resources and adapt to changing weather patterns. These innovations empower farmers to thrive in a water-scarce environment.

6. Conclusion and Next Steps

The Consultation Workshop showcased the power of science-based agritech solutions to transform Kenyan agriculture for a food secure future. Through multi-stakeholder collaboration, the development of context-specific and demand driven solutions for local farmers, and the prioritization of capacity building, the AgriTech4Kenya Innovation Challenge will empower local food systems, enhance productivity, and promote sustainable development.

The Consultation Workshop paved the way for the call for applications for the AgriTech4Kenya Innovation Challenge 2024. An intensive bootcamp and acceleration program will ensue thereafter, leading to the final Demo Day where three winning innovations will be selected. These winners will then receive post acceleration support from the CGIAR Accelerate for Impact Platform and wider CGIAR network.

Learn more [here](#) | Connect with the CGIAR Accelerate for Impact Platform on [LinkedIn](#) | Reach out at innovations@cgiar.org

ANNEX A: CONSULTATION WORKSHOP AGENDA

Time	Session
08:30	Registration & Networking Breakfast
09:00	Introduction Gianpiero Menza, Senior Manager, Partnerships & Innovative Finance, Alliance of Bioversity International and CIAT
09:05	Welcome Remarks Maya Rajasekharan, Managing Director, Africa, Alliance of Bioversity International and CIAT
09:10	Keynote Address: Closing the Gap: Bridging the Disconnect Between Research, Investment, and Adoption of Sustainable AgriTech Solutions in Kenya Christabel Makokha, Senior Director of Innovation, CARE Innovation Centre
09:20	Opening Remarks - Nixon Gecheo, Senior Digital Officer, AGRA - Prof. Ruth Oniang'o, Founder Rural Outreach Program- Africa - Catherine Kileli, Representative from the African Centre of Technology Studies (ACTS) - Brian Wambani, Investment Director of CAMCO & CRAF IC external member - Elisha Meeli, personal assistant to Senator Ledama Olekina – SENATE
09:50	Presentation: Empowering Emerging Markets: Leveraging Long-term, Inclusive, and Localized Collaboration for AgriTech Innovations Hangyul Song, Data Lead, Briter Bridges
10:00	Panel Discussion: Scaling Up, Yielding Impact: Strategies for Supporting AgriTech Startups in Kenya's Economic Rise. What are the challenges and possible solutions? Moderator: Anthony Mahira, Investment Manager, DOB Equity - Lucy Kioko, Regional Director, Syngenta Foundation for Sustainable Agriculture - Sieka Gatabaki, Program Director for Mercy Corps Agrifin - Murat Sartas, Innovation and Impact Management Scientist, CGIAR - Malvika Bhansali, Program Associate, Pangea Accelerator - Annie Wakanyi, Director, Global Government Partnerships, One Acre Fund - Esther Kimani, CEO & Founder, Farmer Lifeline Technologies
10:45	Q&A Segment
11:00	Presentation of the AgriTech4Kenya Innovation Challenge & Launch Gianpiero Menza, Senior Manager, Partnerships & Innovative Finance, Alliance of Bioversity International and CIAT
11:05	Breakout Sessions Guidance Kevin Dowling, Knowledge Management and Communications Specialist, CGIAR Accelerate for Impact Platform
11:10	Group Photo & Health Break

11:30	Parallel Breakout Sessions [3 rotations, 30 mins each] Theme A: Can AgriTech Unlock Kenya's Agricultural Potential? Exploring Context-Specific Solutions. • <u>Moderator:</u> Shirley Mburu, Director, TECA, BFA Global • <u>Rapporteur:</u> Michael Keenan, Associate Research Fellow, International Food Policy Research Institute Theme B: Building a Supportive Ecosystem: How Acceleration Programs Can Collaborate to Empower Kenyan AgriTech. • <u>Moderator:</u> Martin Thuo, Innovation & Growth Manager, ACELI Africa • <u>Rapporteur:</u> Nekesah T. Wafullah, Venture Builder Expert, Agri & Climate Tech, Alliance of Bioversity International and CIAT Theme C: Prioritizing Action: What Are the Key Interventions for a Resilient Kenyan Food System? • <u>Moderator:</u> Anthony Kimani, Investment Services Manager, E4Impact • <u>Rapporteur:</u> Elizabeth Kamau, Senior Portfolio Associate, International Institute of Tropical Agriculture
13:25	Closing Remarks • Kevin Dowling, Knowledge Management and Communications Specialist, CGIAR Accelerate for Impact Platform
13:30	Lunch & Networking

ⁱ <https://www.statista.com/statistics/1154160/dependency-rate-on-food-imports-in-kenya/>

ⁱⁱ Kalele, D. N., Ogara, W. O., Oludhe, C., & Onono, J. O. (2021, July). Climate change impacts and relevance of smallholder farmers' response in arid and semi-arid lands in Kenya. *Scientific African*, 12, e00814. <https://doi.org/10.1016/j.sciaf.2021.e00814>

ⁱⁱⁱ Onwonga, R., Madegwa, Y., & Shibairo, S. (2018, February 28). Simulating effect of climate change on finger millet (Eleusine Coracana) yield under selected tillage practices and soil fertilizers inputs in semi-arid lower Eastern Kenya. *Journal of Agricultural Science and Practice*, 3(1), 1–18. <https://doi.org/10.31248/jasp2017.036>

^{iv} <https://big4.delivery.go.ke/>

^v [Draft Science, Technology and Innovation \(STI\) Policy 2020-2030](#)

^{vi} <https://vision2030.go.ke/publication/kenya-vision-2030-popular-version/>

^{vii} https://unctad.org/system/files/official-document/dtlstict2017d5_en.pdf