



BIO4AFRICA Circular Practice Guide

www.Bio4Africa.eu



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Welcome to BIO4AFRICA circular practice guide

📍 The purpose of the Circular Practice Guide

The BIO4AFRICA circular business practice guide aims to support the successful **replication** of the BIO4AFRICA paradigm in other regions across rural Africa.

By using this guide, we hope that interested stakeholders across rural Africa will be **motivated and inspired to implement our methodologies and programmes on their own** reaping all the benefits offered from our expertise and lessons learnt our team has collected during the deployment of the BIO4AFRICA technologies in 4 pilots (Uganda, Ghana, Senegal & Cote d'Ivoire)

This version of the guide is **interactive** designed as a self paced online course for easier and convenient use.

Welcome to BIO4AFRICA circular practice guide

What does the guide offer?

- A **business model assessment guide** which targets stakeholders operating in different rural Africa areas to help them in assessing which inclusive and sustainable bio-based business model best suits their context, based on the respective validated models and replication potential assessment methodology.
- A **business plan development guide** which comprises of a checklist of tasks to be carried out for effectively planning the set-up and implementation of the selected business model, while also helping rural African farmers and communities, assess its expected economic, environmental and social performance.
- A **funding guide** which discloses suitable types of public and private opportunities together with guidelines and tips on how interested farmers and rural community stakeholder can access them based on real case scenarios.

Circular Practice Guide outline



Business model assessment guide

- Key elements of a Business Model Canvas
- Methodology for Business Model assessment
- Challenges in Business Model assessment



Business Plan guide

- Getting started - how to set up a Business Plan
- Elevator pitch
- Market overview
- Marketing strategy
- How to set up operational structure and financial model



Funding guide

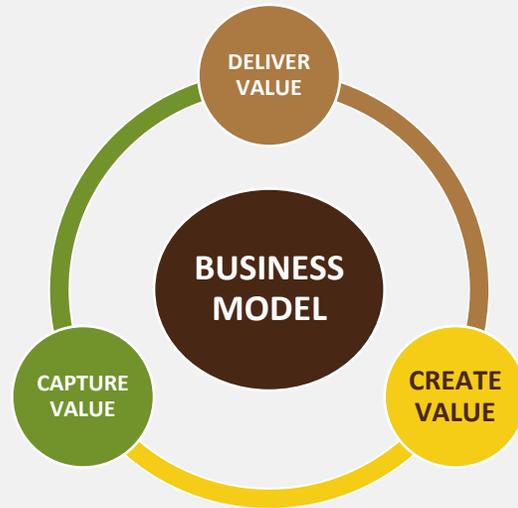
- Types of funding & financing schemes
- SACCOs
- Government & support schemes
- Development banks, agencies and national organisations
- European Commission supporting mechanisms
- Private financing schemes
- Policy Innovation & Institutional Capacity Schemes



Business Model assessment guide

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Why assess your business model?



What is a Business Model?

A **business model** describes how your venture **creates, delivers, and captures value**.

It answers three key questions:

- **What value** do you offer? (products/services)
- **How** do you deliver it? (channels, partners)
- **How** do you earn from it? (revenue streams & cost structure)

In BIO4Africa, a circular bio-based business model transforms **local biomass** into sustainable products and benefits for communities.

A strong business model assessment is not just a check-up—it's a strategic compass for growth and resilience

Why it matters

- *In today's fast-changing world, business models must evolve to stay competitive*
- *Assessing your model helps identify strengths, weaknesses, and room to improve*

What It Defines

- 🔴 *Your business model explains how you **create, deliver, and capture value**.*
- 🔴 *It's the operational foundation for your venture's success.*

What Assessment Enables

- 🔴 *Make data-driven decisions.*
- 🔴 *Identify risks & opportunities*
- 🔴 *Strategize for long-term sustainability*

Key elements of a Business Model Canvas

Key Partners

Identifies the external actors and organisations that support your business. These could be suppliers, funders, service providers, or strategic allies.

Key Activities

Outlines the most important things your business must do to deliver the value proposition. This includes production, distribution, marketing, or technical operations.

Key Resources

Lists the essential assets needed for the business to function. This could include physical, financial, human, or intellectual resources.

Value Proposition

Describes the unique solution your business offers. What problem are you solving for your customers, and what makes your product or service valuable and different?

Customer Relationship

Explains how you build and maintain trust with your customers. What kind of support or communication do you offer? Is it personalised, community-based, or automated?

Channels

Describes how your product or service reaches your customers. What distribution or communication channels do you use to deliver value?

Customer Segments

Defines who your business is serving. Who are your target users or beneficiaries? Group them based on needs, location, income, or sector.

Cost Structure

Identifies your main costs and expenses. What do you need to spend on to keep the business running? Which costs are fixed or variable?

Revenue Streams

Details how your business generates income. What are customers paying for, and how are they paying (e.g., one-time sale, subscription, service fees)?

Methodology for Business Model assessment

The BIO4Africa framework recommends three complementary tools to support this process: **SWOT**, **PESTLE**, and the **Balanced Scorecard**.

	 SWOT	 PESTLE	 Balance Scorecard (BSC)
Purpose	To analyse internal strengths and weaknesses, and external opportunities and threats.	To understand the broader external environment influencing the business.	To evaluate performance across strategic dimensions and align business activities with goal
Features	Internal (Strengths, Weaknesses) External (Opportunities, Threats); qualitative, diagnostic tool.	Political, Economic, Social, Technological, Legal, Environmental factors; structured and contextual.	Four perspectives: Financial, Customer, Internal Processes, Learning & Growth; includes KPIs.
SCOPE	Useful in early-stage strategic planning or when reassessing the business model's position.	Best applied for market entry, regulatory scanning, or long-term planning in dynamic environments.	Ideal for ongoing performance monitoring, strategy implementation, and aligning teams with vision.

SWOT analysis

-  A simple and effective tool to assess internal strengths and weaknesses and identify external opportunities and threats. It helps entrepreneurs understand their position and plan strategic improvements.

PESTLE Analysis

-  Focuses on external macro-environmental factors—Political, Economic, Social, Technological, Legal, and Environmental. This analysis supports adaptation to changing external conditions.

Balance Scorecard (BSC)

-  A strategic framework to measure business performance from four perspectives: Financial, Customer, Internal Process, and Learning & Growth. It ensures that daily operations align with long-term goals.

Steps to conduct business model assessment

Step 5 – Insights

Identify actionable insights and develop action plan to address the identified areas for improvement

Step 6 – Implement

Implement the necessary changes and monitor their impact on the business model's performance

Step 3 – Define model

Select appropriate methodologies based on your goals and available resources

Step 4 – Analyse & compare

Analyse data collected and identify patterns, trends and areas for improvement. Compare results with industry benchmarks, best practices and strategic goals. Highlight strengths and weaknesses of the business model

Step 1 – Evaluate

Identify the specific areas you want to evaluate and the outcomes to achieve

Step 2 – Data gathering

Gather relevant data and information about your business model, financial reports, customer feedback and market research



Key takeaways in business model assessment



Challenges in business model assessment

- Limited data availability or unreliable data
- Resistance to change within the organization
- Difficulty in measuring intangible factors
- Lack of expertise or resources



How to overcome the challenges

- Invest in data collection and analysis capabilities
- Create a culture of openness to change and continuous improvement
- Develop suitable metrics and measurement frameworks
- Seek external expertise or collaborate with partners
- Interpreting the Results of your Business Model Assessment
- After conducting a thorough business model assessment, it's important to make sense of the results and draw actionable insights.



Understand the findings

- Summarize key findings and identify strengths & weaknesses of the BM
- Identify patterns & trends emerging from the data
- Highlight areas for immediate and future growth
- Realize the external factors that threaten your BM and evaluate the impact on your long-term success.
- Look for market changes, tech advancements and regulatory developments



Business Plan guide

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Getting started

What is a business plan?

A business plan is a structured document that outlines the goals, strategies, and operational structure of a business. It serves as a roadmap for entrepreneurs, helping them secure funding, define objectives, and establish a sustainable model for success.

It is a blueprint of how your business is going to work and how you, along with all the people involved in the (novel) venture, will make it succeed.

5 steps to set up the business plan

1

Determine the purpose and target group of the business plan

2

Conduct Market Research

3

Create a market and growth strategy

4

Set up Operational structure and Financial Model

5

Set up regular updates for improving the business plan

5 most frequent questions asked about the business plan:

Why do I need a business plan?

➤ *It helps set clear objectives, attract investors, and ensure long-term viability.*

How detailed should my business plan be?

➤ *It should be concise yet comprehensive, covering financial, operational, and market aspects.*

Can my business plan change over time?

➤ *Yes, it should be a flexible document, adapting to market shifts and business growth.*

What comes first, business plan or the business model?

➤ *The business model comes first. It defines how your business creates, delivers, and captures value. The business plan then details how to implement and grow that model.*

What will investors check the most in a business plan?

➤ *They will focus on financial viability, market potential, competitive advantage, and the experience of the management team.*

Elevator Pitch

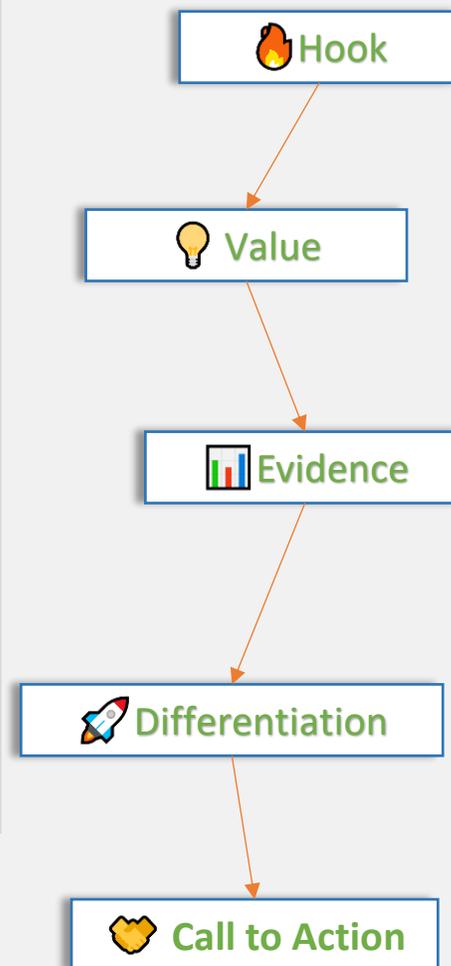
What is the Elevator Pitch

The elevator pitch is a concise and compelling summary of a business idea, designed to capture attention and generate interest in just **30–60 seconds**. It should communicate the essence of the business in a way that is clear, engaging, and memorable.

10 tips to craft your pitch!

- 1- Know your audience
- 2 – Start with a strong hook
- 3 - Clearly Define the Problem
- 4 – Present your solution
- 5 – Demonstrate the value proposition
- 6 – Highlight achievements and milestones
- 7 –Practice, practice, practice
- 8 – Request Feedback
- 9 – Be Flexible and adaptive
- 10 – Follow up and build relationships

5 Components of an elevator pitch



🔥 Uganda's smallholder farmers struggle with **poor-quality animal feed**, leading to **low livestock productivity and economic losses**. But what if they could produce high-protein feed locally from green leaves?

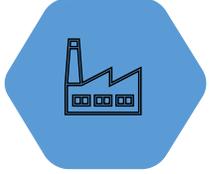
💡 Our **biorefinery technology** transforms **abundant, underutilized green biomass** into **nutritious, cost-effective animal feed**, improving livestock health, increasing yields, and reducing waste.

📊 With over **14 million cattle and 16 million goats** in Uganda, the demand for quality feed is immense. Studies show that protein-rich feed improves livestock productivity by **30%**, directly benefiting rural farmers' incomes.

🚀 Unlike expensive imported feeds, our **low-cost, locally sourced biorefinery solution** ensures farmers have a **sustainable, readily available alternative**, reducing reliance on synthetic feed additives.

💛 We are seeking **investment and strategic partnerships** to scale production and expand distribution across Uganda and beyond. **Join us in transforming agriculture through sustainable innovation!**

The Market Overview

	 Context	 Customers	 Competition	 Collaborations	 Company
SCOPE	Industry trends, market conditions and regulatory environment <ul style="list-style-type: none"> Description of general external economic, political, legal and technological environment. Describes the market, its current trends & dynamics 	Target audience, needs and buying behaviour <ul style="list-style-type: none"> Define key customers segments (eg. farmers, agribusinesses, cooperatives) Identifies pain points & how bio-based solutions meets their needs 	Market players, positioning, & competitive advantages <ul style="list-style-type: none"> Analyse direct and indirect competitors in the bioeconomy sector. Highlights differentiators, such as sustainability, cost-effectiveness and innovation 	Partnerships, alliances and stakeholder engagement <ul style="list-style-type: none"> Profiling the most important partners for partnerships, alliances & outsourcing activities (Research institutions, NGOs, suppliers). Explores synergies for technology adoption, funding & distribution 	Internal strength, resources and business capabilities <ul style="list-style-type: none"> Defines core competences, unique value proposition and misión. Assesses financial, technological and human capital assets
FOCUS	EXTERNAL	EXTERNAL	EXTERNAL	EXTERNAL	INTERNAL
TOOLS	PESTEL Analysis	Customer Analysis	Competition Matrix	Key Partners matrix	SWOT Analysis

Marketing strategy

📌 Pricing strategies

refer to the processes and methodologies businesses use to set prices for their products and services

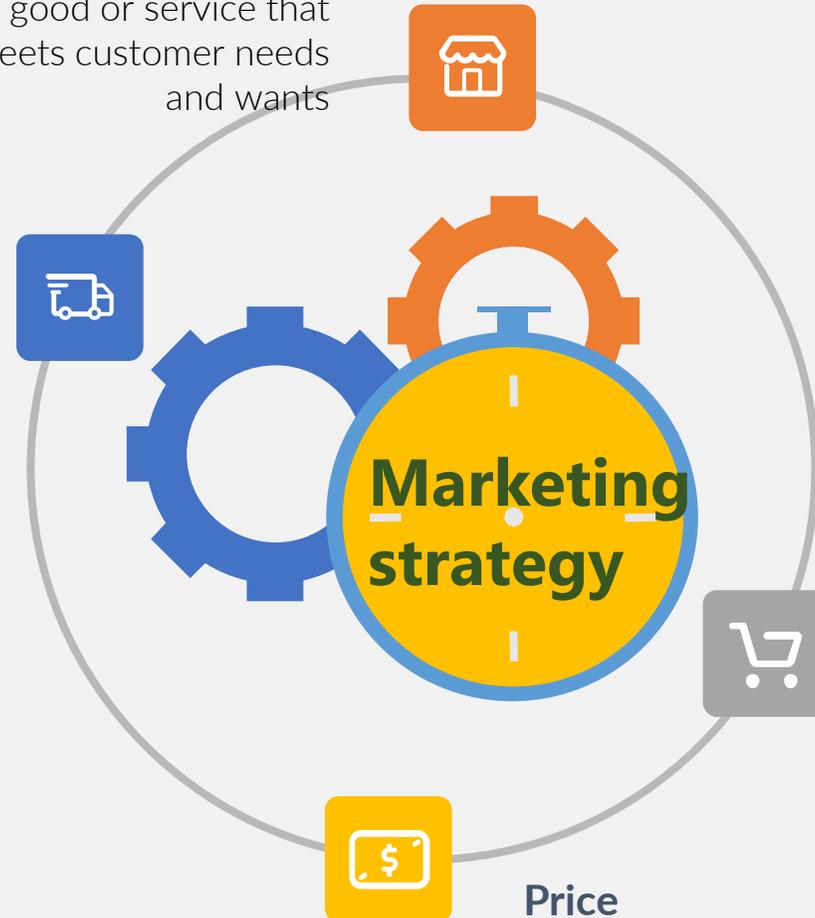


How to set a pricing strategy

- **Cost:** Determine how much it costs to produce your product.
- **Economic factors:** Evaluate economic conditions and trends.
- **Competitor pricing:** Be mindful of what your direct competitors charge
- **Positioning:** Factor in the perceived value you are offering
- **Customer profile:** Ensure your ideal customer has the means and desire to purchase your product

Promotion
The activities & strategies used to raise awareness and persuade customers to buy product.

Products
The good or service that meets customer needs and wants



📌 Product positioning

defines how a bio-based product is perceived in the market, ensuring it meets customer needs and stands out from competitors. In BIO4Africa, product positioning aligns with sustainability, affordability, and local impact.

Place

The distribution channels used to deliver the product to customers

Price

The amount of money customers must pay to acquire the product.

How to set up an operational structure and financial model

Operations and Logistics

Efficient operations and smart logistics are the backbone of any sustainable business—especially in rural Africa, where delivering impact means bridging innovation with accessibility, and turning local resources into lasting value



Pricing strategy

Help entrepreneurs define how to price their bio-based products sustainably and competitively



Key components to include

Cost structure:

- Identify fixed and variable costs: raw materials, labor, equipment, energy, transport, etc.
- Consider hidden costs (maintenance, training, distribution, packaging).

Pricing objectives:

- Cover costs and generate profit
- Align with local purchasing power and perceived value
- Support long-term sustainability and market competitiveness

Pricing strategies:

- Cost-plus pricing: Add a fixed margin over production costs.
- Value-based pricing: reflect environmental/social value
- Penetration pricing: offer lower prices to enter the market.

Considerations:

- Know your competitor's prices
- Monitor seasonal variations in demand
- Factor in scalability potential and customer loyalty



Pro Tip:

How to set up an operational structure and financial model

Financial forecast

Promotion is the method a business uses to create interest in its products and services among its customers and potential customers. The main aim of promotion is to either persuade customers to purchase or inform about products

Key components to include



Pro Tip:

Revenue forecasts:

- Projected sales volume x expected Price per unit
- Reflect seasonal or regional market dynamics.

Expense forecasts:

- Operational costs, marketing costs, logistics, maintenance, salaries...
- Consider both start-up and recurring expenses

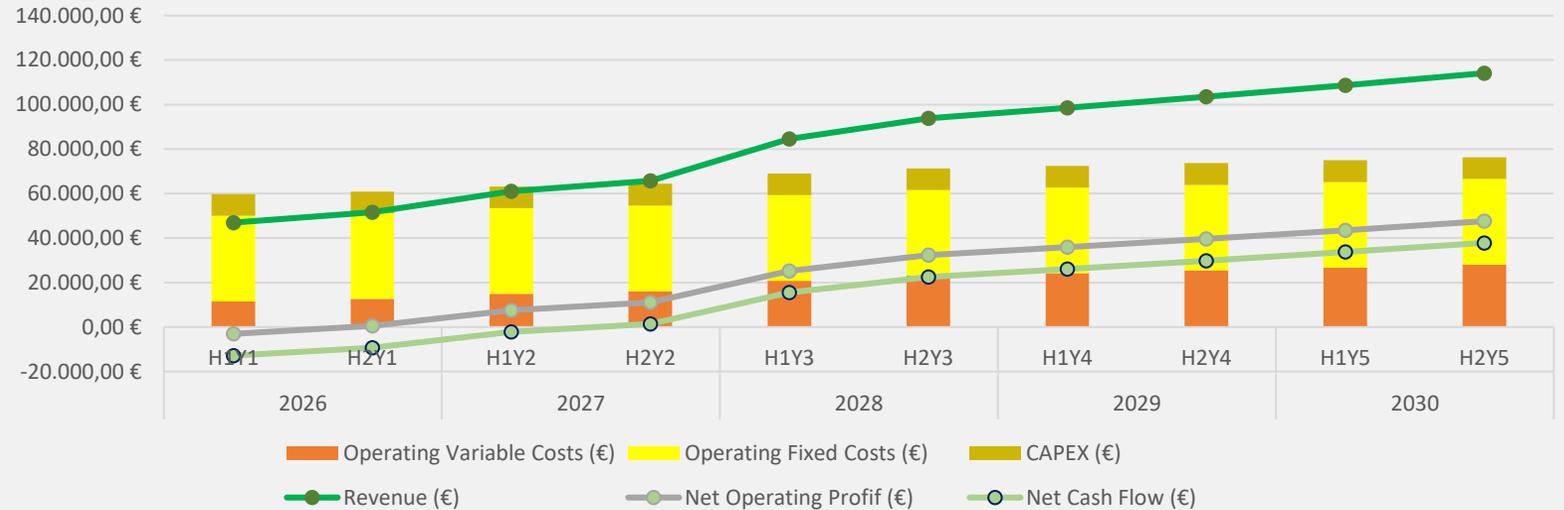
Forecasting horizon:

- From 3 to 5 years
- Include best-case, expected and worst-case scenario

Key tips

- Base estimates on realistic assumptions
- Use local benchmarks when available
- Adjust projections as market feedback is received

Cash Flow Projections for the Biorefinery Business Model - UGANDA



Financing Plans development

Cost structure analysis	Technology development costs
	Implementation costs (CAPEX)
	Operational costs (OPEX)





Funding guide

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Types of funding and funding schemes

Choosing the right funding path depends on your business model maturity, financial capacity, and local institutional context.

	 Public funding	 Private finance	 Blended finance
Source	<i>Governments, international donors and supranational bodies</i>	<i>Impact investors, microfinance institutions, venture capital</i>	<i>Strategic mix of public and private instruments</i>
Features	<ul style="list-style-type: none"> Typically, non-repayable (grants / subsidies) Aligned with public development goals Often requires partnerships or cooperative structures 	<ul style="list-style-type: none"> Based on return expectations (financial, impact) More flexible but requires strong business case May involve equity, loans or revenue-sharing models 	<ul style="list-style-type: none"> De-risking mechanism for private investment Combine grants, soft loans & technical assistance Ideal for innovative pilots in rural /informal settings
Examples	<ul style="list-style-type: none"> National agri-investment plans (PNIA, PRACAS) AU-EU programmes (Horizon Europe, LEAP-RE, DeSIRA) AFD, USAID, IFAD calls 	<ul style="list-style-type: none"> Open Value Foundation I&P Afrique Entrepreneurs SACCOs, Table banking , microcredit cooperatives 	<ul style="list-style-type: none"> DeSIRA-supported R&I projects Agri-SME investment platforms backed by donors PPP-based innovation pilots in energy and agriculture



SACCOs

• SACCOs are member-owned financial cooperatives that provide savings, credit, and other financial services to individuals, often underserved by traditional banking systems. They operate on principles of solidarity, mutual support, and local development.

Who can apply?

- Individual smallholders who are SACCO members.
- Registered cooperative groups and community-based organisations.
- Informal producer groups (e.g., women's farming circles) with peer-backing.

Total programme budget:



- Varies by national policy (FAFCI example: **€60-80M/year** circulated)

Category



- Grassroots mechanism – Community Finance.

Sector



- Smallholder farming
- Women-led micro-enterprises

Type of organisation



- Community groups
- Cooperatives
- Women's groups

Type of actions



- Microloans
- Informal savings/credit
- Training

Want to apply?

Uganda	Ghana	Côte d'Ivoire	Senegal
<ul style="list-style-type: none"> • Uganda Cooperative Savings and Credit Union (UCSCU) National apex body for SACCOs, providing oversight, refinancing, and training https://ucscu.co.ug 	<ul style="list-style-type: none"> • Ghana Co-operative Credit Unions Association (CUA - Ghana) https://www.cuagh.com • Seed Producers Association of Ghana (SEEDPAG) • Peasant Farmers' Association of Ghana (PFAG) 	<ul style="list-style-type: none"> • Association Nationales des CREP et COOPEC (ANAC-CI) • Société Coopérative des Producteurs de Riz de Yamoussoukro (COPRORIZ COOP SA) • Société Coopérative Chongagnigui • Société Coopérative Womiengon de Korhogo 	<ul style="list-style-type: none"> • Coopérative Agricole de Kelle Guèye (COOPAKEL) • Coopérative Agricole de Diendé (COOPAD) • Coopérative de Kahi • Coopérative de Paoskoto

Government and support schemes

Government support schemes are national and sub-national initiatives that aim to enhance entrepreneurship, job creation, climate action, and industrial upgrading through funding, training, technical assistance, and access to public markets.

Type of support available

- Youth agribusiness grants.
- Public procurement incentives.
- SME training and certification.
- Equipment leasing or guarantees.
- Market access platforms and exhibitions.
- Technical support with donor co-implementation (GIZ, Enabel, LuxDev).

Scheme	Country	Focus Area	Type of support	Target group	Relevance for bio-based	Link
DER/FJ (Senegal)	Senegal	Youth entrepreneurship, innovation, MSMEs	Grants, concessional loans, capacity building	Youth, women, small businesses	Supports green businesses, processing, local transformation	https://www.der.sn/
ADEPME (Senegal)	Senegal	SME competitiveness, innovation, formalisation	Technical assistance, co-financing, vouchers	Registered SMEs	Relevant for formalisation, scaling of rural SMEs	https://adepme.sn/
Agri Jeunes (Senegal)	Senegal	Youth in agriculture and agri-processing	Grants, incubation, training	Young agripreneurs	Supports agri-based innovations and value addition	https://www.agrijeunes.sn/
GIZ (International)	Multi-country (incl. Senegal, Uganda, Ghana, Côte d'Ivoire)	Technical cooperation, employment, climate resilience	Training, infrastructure support, value chain strengthening	Governments, cooperatives, SMEs	Often implements energy, waste, and agri-tech pilots	https://www.giz.de/en/worldwide/339.html
Enabel (Belgium Development Agency)	Multi-country (Senegal, Uganda, others)	Youth employment, sustainable agriculture, climate	Training, grants, business incubation	Startups, agri-SMEs, women-led ventures	Runs projects on circular economy and local innovation	https://www.enabel.be/
LuxDev (Luxembourg Development Cooperation)	Multi-country (e.g., Senegal, West Africa)	Vocational training, green growth, entrepreneurship	TVET, grants, mentoring, support to rural MSMEs	Youth, cooperatives, rural entrepreneurs	Supports training and tools for agri-processing and bio-tech	https://luxdev.lu/en/

Development banks, agencies and national organisation



These institutions drive national and regional development by financing infrastructure, supporting SMEs, and promoting inclusive economic transformation—especially through green and climate-aligned investments.

Type of support available

- Mature or high-impact bio-based ventures
- Community cooperatives, youth-led businesses, and climate-aligned startups
- Projects seeking long-term partnership or co-financing

Scheme	Country	Focus Area	Type of support	Target group	Relevance for bio-based	Link
Banque Africaine de Developpement (AfDB)	All Africa	Infrastructure, SMEs, agriculture, renewable energy	Lines of credit, guarantees, blended finance, technical assistance	Governments, SMEs, financial institutions	SME expansion, agri-value chains, green infrastructure	https://www.afdb.org/en
Banque Ouest Africaine de Developpement (BOAD)	West Africa (UEMOA countries incl. Senegal)	Regional development, clean energy, agribusiness, infrastructure	Loans, equity, PPP support	Member state governments, large cooperatives, PPPs	Biogas, water treatment, renewable agri-processing	https://www.boad.org/
Banque de l'Habitat du Senegal(BHS)	Senegal	Housing finance, green construction, social impact lending	Loans, guarantees, green finance tools	Real estate actors, cooperatives, green innovation SMEs	Bio-based construction, eco-packaging for housing	https://www.bhs.sn/
United Nations Development Programme (UNDP)	All Africa	Sustainable development, SDGs, green growth, inclusive economies	Grants, catalytic finance, policy support, capacity-building	National governments, NGOs, SMEs, local communities	Supports bioeconomy pilots, local value chains, climate-smart tools	https://www.undp.org/
Agence Française de Developpement (AFD)	All Africa (focus on Francophone countries)	Climate action, biodiversity, agri-food systems, green economy	Loans, grants, co-financing, technical support	Local governments, NGOs, banks, cooperatives	Supports rural bio-innovation and SMEs	https://www.afd.fr/en

Development banks, agencies and national organisation



Scheme	Country	Focus Area	Type of support	Target group	Relevance for bio-based	Link
Netherlands Development Cooperation NTF V	Senegal & Uganda	Private sector development, agriculture, job creation	Loans, equity, technical assistance via funds	Agri-SMEs, cooperatives, youth enterprises	Agro-processing, biochar, inclusive agribusiness models	https://www.rvo.nl/subsidies-financiering/ntf-v
Youth Entrepreneurship & Innovation Fund (AfDB & Denmark)	All Africa	Youth enterprise development, innovation, green skills	Blended finance, business development services	Youth entrepreneurs, startups, innovation hubs	Bio-based youth-led enterprises are eligible	https://www.afdb.org/en/topics-and-sectors/initiatives-partnerships/youth-entrepreneurship-and-innovation-multi-donor-trust-fund
Ireland's International Development Policy	Africa & Global South	Agriculture, gender equality, green economy	Grants, bilateral partnerships, policy support	NGOs, governments, community enterprises	Indirectly supports green rural ventures through policy-linked grants	https://www.irishaid.ie/
EIB Global (European Investment Bank)	Africa and global	Sustainable development, infrastructure, climate finance	Loans, equity, guarantees, advisory	Governments, large SMEs, financial institutions	Green finance, circular economy investments	https://www.eib.org/en/about/global
Norwegian Agency for Development Cooperation (Norad)	Africa & Global South	Climate, environment, private sector, renewable energy	Grants, co-financing, NGO partnerships	NGOs, social enterprises, public-private partnerships	Eligible for energy, soil, waste-to-value projects	https://www.norad.no/
National Entrepreneurship & Innovation Programme (NEIP)	Ghana	Entrepreneurship, agribusiness, startup acceleration	Seed funding, incubation, government grants	Ghanaian youth, startups, SMEs	Supports bio-startups and local agri-tech	https://neip.gov.gh/
AECID Agencia Española de Cooperación Internacional	All Africa & Latin America	Sustainable development, water, gender, culture, environment	Grants, technical support, decentralised cooperation	NGOs, public sector, rural communities	Supports circular economy and environmental innovation	https://www.aecid.es/

European Commission supporting mechanisms

These mechanisms are structured funding platforms, partnerships, and strategic agendas developed by the European Commission and its Member States to support **inclusive, sustainable, and innovation-driven development in Africa.**

Type of support available

- Aligned with **Horizon Europe, NDICI, and AU-EU Innovation Agenda.**
- Promote **science-policy-industry collaboration.**
- Include **calls for proposals, co-funded partnerships, and capacity-building instruments.**
- Focus on **climate, food, energy, youth innovation, and circular economy.**

Scheme	Country	Focus Area	Type of support	Target group	Relevance for bio-based	Link
DeSIRA Initiative (under GFAR)	Africa & Global South	Climate-smart agriculture, rural innovation, agri-food systems	Grants, R&I partnerships, capacity-building	Research institutions, rural communities, cooperatives	Supports agri-bio innovation, biorefinery pilots, biochar use	https://europa.eu/capacity4dev/desira
LEAP-RE	EU-AU countries	Renewable energy, technology transfer, capacity building	Co-funded research calls, joint R&I projects	Research consortia, public/private institutions	Bioenergy, hybrid systems, biogas valorisation	https://www.leap-re.eu/
AU-EU Innovation Agenda	AU-EU member states	Public health, green transition, innovation & technology, education	Policy platform, thematic working groups, funding alignment	Governments, R&I networks, EU programmes (Horizon, NDICI)	Provides strategic framework and priority calls for bioeconomy	https://research-and-innovation.ec.europa.eu
Africa Initiative II (Horizon Europe)	AU-EU countries	Agri-food, health, climate, research excellence	Horizon Europe calls with AU participation requirement	African and European R&I actors, multi-country consortia	Multiple calls support bio-based innovations in agri and climate	https://research-and-innovation.ec.europa.eu
Mediterranean Initiative (PRIMA)	EU & Southern Mediterranean	Water management, food systems, agroecology	Co-funded calls, innovation actions, demo pilots	Cross-Med consortia incl. North Africa	Supports residue valorisation, bio-based packaging, bio-inputs	https://prima-med.org/
European Research Council (ERC)	EU & Associated Countries (some African access via Horizon)	Frontier research, early-stage innovation, excellence science	Individual grants (Starting, Consolidator, Advanced)	Top researchers, often university-based	Relevant when linked to applied scientific breakthroughs	https://erc.europa.eu/

Private financing schemes

Private financing schemes are investment vehicles and funding programs managed by impact investors, social venture capital funds, philanthropic foundations, and private-public alliances. They operate independently from public aid systems and focus on financial return with measurable impact.

Type of support available

- Equity investment.
- Blended finance.
- Concessional lending.
- Grants & Seed Funding.
- Technical Assistance & Mentorship.

Scheme	Country	Focus Area	Type of support	Target group	Relevance for bio-based	Link
I&P Afrique Entrepreneurs	West Africa (including Ghana, Côte d'Ivoire, Senegal)	SMEs, agri-business, inclusive economy	Equity investment, technical support	African SMEs with strong impact focus	Targets sustainable agribusiness and innovation	https://www.ietp.com/en/content/ip-afrique-entrepreneurs-2
Africa Enterprise Challenge Fund (AECF)	Sub-Saharan Africa	Agriculture, renewable energy, resilience	Grants, concessional loans, business acceleration	For-profit companies with impact potential	Supports agri-tech and clean energy SMEs	https://www.aecfafrica.org/
IDP Foundation	Global South including Africa	Education, social entrepreneurship, finance inclusion	Impact investing, blended finance, philanthropic capital	Inclusive enterprises, microfinance, foundations	linked to training, education, or inclusive economy	https://idpfoundation.org/
Fonds Africain pour le Developpement (ICA)	Francophone West Africa	SME financing, local economic development	Equity, quasi-equity, mezzanine finance	Formalised rural and urban SMEs	Targets local transformation, bioeconomy eligible	https://www.icafund.org/

Private financing schemes

Scheme	Country	Focus Area	Type of support	Target group	Relevance for bio-based	Link
Foundation Grameen Credit Agricole	Global South, incl. West Africa	Social entrepreneurship, rural development, microfinance	Loans, guarantees, microfinance support	MFIs, inclusive finance intermediaries, small enterprises	Ideal for small-scale processors and inclusive rural innovators	https://www.gca-foundation.org/en/
GAWA Capital	Ghana and West Africa	Inclusive finance, climate, rural SME investment	Impact equity and debt funding	Agri-SMEs, rural finance providers	Bio-inputs, clean energy and food processing ventures are targeted	https://gawacapital.com/
UNICEF Innovation Fund	Global (focus on low-income countries)	Digital solutions, youth entrepreneurship, frontier tech	Equity-free seed grants, technical mentoring	Startups improving youth livelihoods or access to services	If aligned with digital, youth-led, or social outcomes	https://www.unicef.org/innovation/innovation-fund
Social Venture Capital Fund (SOVEC) - Ghana	Ghana	Agriculture, renewable energy, women-led SMEs	Equity, seed investment, mentorship	Startups and early-stage ventures	Ideal for biochar, compost, clean cooking fuel ventures	https://www.agrifinanceghana.org/sovec/

Policy Innovation & Institutional Capacity Schemes



These schemes strengthen the **enabling environment for research, innovation, and entrepreneurship** through **policy support, institutional capacity-building, and public-private knowledge transfer**. They often bridge gaps between research systems and implementation frameworks.

Type of support available

Policy advisory missions	Funding for pilot programs, collaborative research, and entrepreneurship hub.
Grants for institutional projects	Funding for pilot programs, collaborative research, and entrepreneurship hub.
Fellowships and mentoring	Mobility and capacity programmes for researchers and innovators.
Public-private innovation models	Incentivizing applied research, youth innovation, and market-driven solutions.

Scheme	Country	Focus Area	Type of support	Target group	Relevance for bio-based	Link
ARISE-PP	Sub-Saharan Africa	Research excellence, public-private partnerships, capacity-building	Fellowships, research grants, innovation partnerships	African researchers, universities, innovation hubs	YES â€“ supports bioeconomy R&I and scientific leadership	https://www.africa-eu-partnership.org/en/projects/arise-pp-african-research-initiative-scientific-excellence-public-private-partnerships
ACP Innovation Fund	ACP countries (Africa, Caribbean, Pacific)	Inclusive innovation, entrepreneurship, research capacity	Grants, institutional support, regional funding calls	NGOs, research institutes, universities, incubators	YES â€“ funds circular economy, agro-innovation, climate-smart tools	https://oacps-ri.eu/funding-mechanism/acp-innovation-fund/
OACPS R&I Policy Support Facility	ACP countries (policy-focused)	Science policy, STI strategy development, institutional reform	Technical assistance, peer review, roadmap design	National ministries, STI agencies, policy units	YES â€“ creates enabling environments for innovation in bioeconomy sectors	https://oacps-ri.eu/about/policy-support-facility/



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