Factsheet-IAP III
2026

Energy
Water
Agri-food

Scaling inclusive, profitable, and sustainable businesses to empower low-income communities in Ethiopia

Introduction

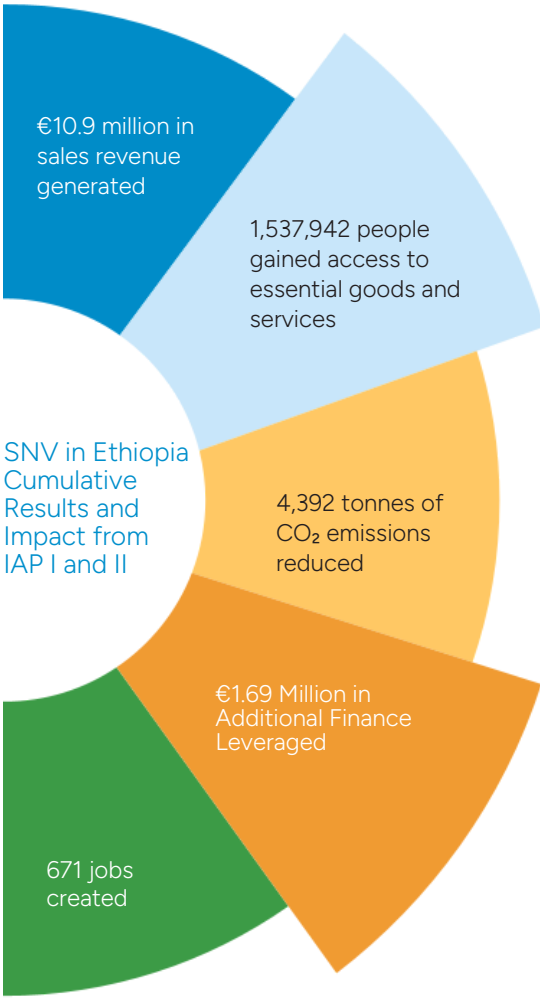
Innovations Against Poverty (IAP) III is a three-year challenge fund funded by the Swedish International Development Cooperation Agency (SIDA) and managed by SNV, operating in Africa and Asia.

IAP supports inclusive businesses—profitable enterprises that benefit low-income communities by integrating them into their core operations as suppliers, employees, distributors, or customers. These businesses create shared value for all stakeholders involved, while solving social and environmental problems and building sustainable markets.

In Ethiopia, we support businesses that have moved beyond the pilot stage and are generating revenue whilst directly benefiting low-income communities. Our focus is on enterprises caught in the "missing "middle"—too large for microfinance but too small for commercial investment.
By supporting innovative businesses, IAP III creates an effect that extends far beyond individual enterprises, building the foundation for inclusive economic growth and lasting poverty reduction.

Project Overview

By providing both financial and non-financial support, IAP helps Ethiopian businesses grow sustainably while improving lives for people earning less than $8 per day.
We help inclusive businesses innovate, and overcome challenges including limited access to affordable finance, undeveloped markets and market linkages, inadequate rural infrastructure, and fragmented distribution systems. Our support creates a ripple effect that extends far beyond individual enterprises, building the foundation for inclusive economic growth and lasting poverty reduction across Ethiopia.



Our Approach for Ethiopia

- Business development and inclusive business strategy support
- Investment-readiness training and investor matchmaking
- Capacity building on GESI
- Marketing, distribution, and operational guidance
- Strengthening Ethiopia's inclusive business ecosystem by training BDS providers and facilitating enterprise–investor–partner networks

Grants

Innovations Against Poverty (IAP) offers matching grants ranging from €50,000-€200,000 to businesses ready to scale their inclusive innovations. The grants supports;

- Capital expenditures (CAPEX)
- Direct investment in People Living in Poverty (PLIP)
- Project operational expenses
- Training and consulting

IAP III companies

In Ethiopia, five innovative companies are advancing sustainable solutions across agri-food, energy, WASH, and textile sectors:

Mela For Her (WASH)

Provides affordable, eco-friendly menstrual products and health education, creating green jobs and improving menstrual health management. 200,000+ women and girls reached, 82% of the workforce are women, $233K revenue (2024), $500K funding needed.

Enrich Agro Industry PLC (Agri-food)

Producing nutritious, affordable, and convenient food products from local grains to improve farmer livelihoods and food security. Ethiopia's first teff flakes breakfast cereal and instant fortified cereal drinks. Employs 100+ workers (majority women), $1M revenue (2024), seeking $4M funding to reach 2.5 Million PLIP during IAP period.

CAMS Engineering (Energy)

Offering clean-energy mechanisation and cold-chain solutions for agriculture, replacing diesel with solar power. Served over 10,000 farmers, trained and hired 193 ASPs (mainly women and youth) and 100 ALOs, generated $178K revenue (2024), and seeking $420K funding.

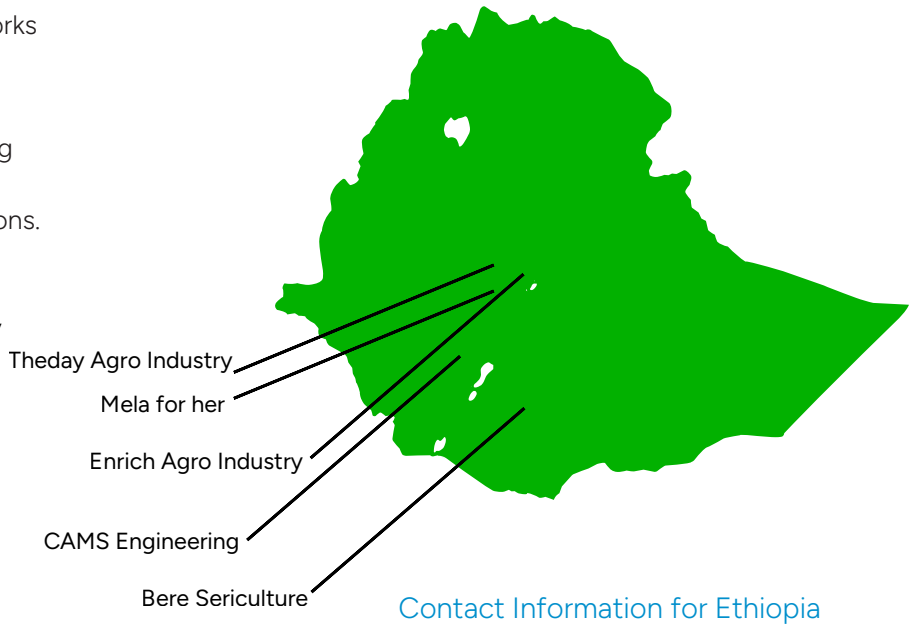
Theday Agro Industry PLC (Agri-food)

Women-owned social enterprise producing additive-free jams and dried fruit, reducing postharvest losses and empowering women. 67% permanent and 100% seasonal staff are women, 3M+ products sold, $477K revenue (2024), and $450K funding needed.

Bere Sericulture Production PLC (Agro-processing)

Produces high-quality silk threads and garments, empowering women outgrowers and promoting sustainable sericulture. 700 women out-growers trained, 71% of staff are women, $206K revenue (2024), $150K funding needed.

Areas of implementation



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