Factsheet-IAP III
2026

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

Introduction

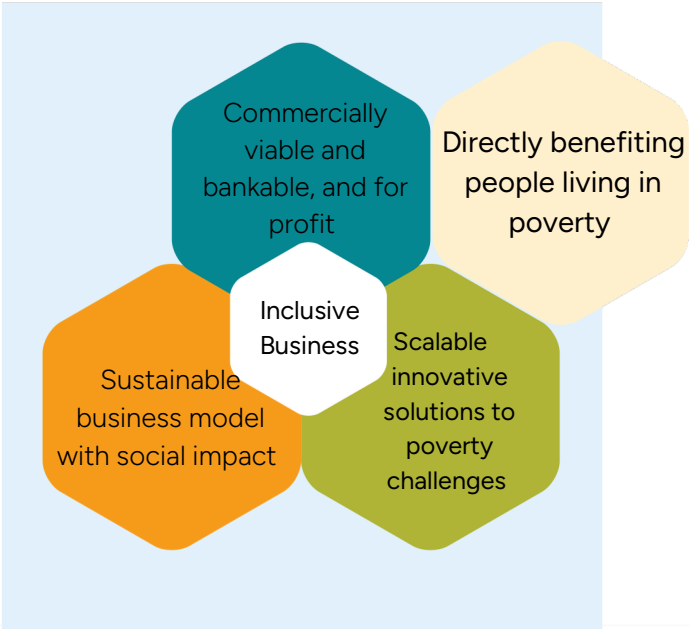
Innovations Against Poverty (IAP) III is a three-year challenge fund funded by the Swedish International Development Cooperation Agency (SIDA) and managed by SNV, operating in Africa and Asia.

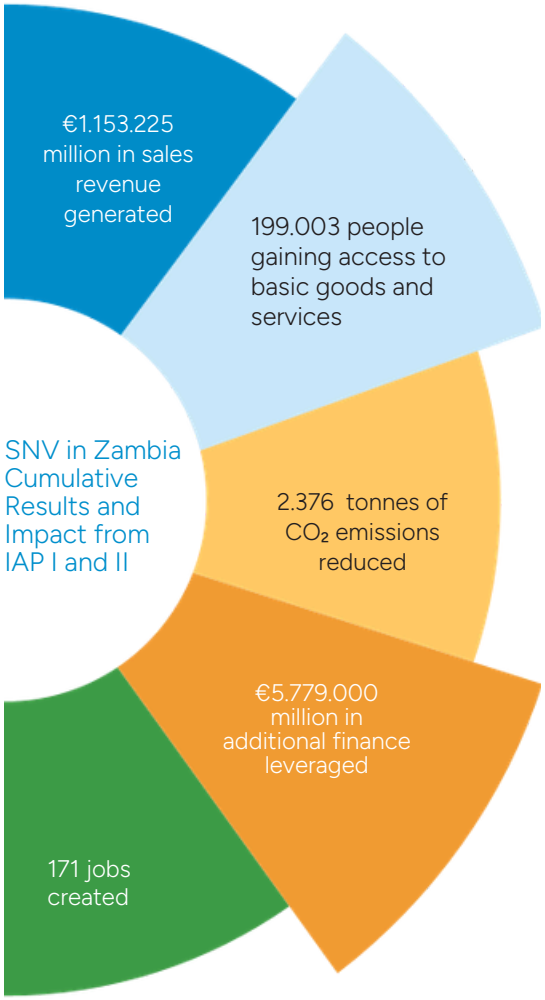
IAP supports inclusive businesses—profitable enterprises that benefit low-income communities by integrating them into their core operations as suppliers, employees, distributors, or customers. These businesses create shared value for all stakeholders involved, while solving social and environmental problems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

In Zambia, 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 Zambian 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 Zambia.





Our Approach for Zambia

- Business development and inclusive business strategy support
- Investment-readiness training and investor matchmaking
- Capacity building on GESI
- Marketing, distribution, and operational guidance
- Strengthening Zambia'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 Zambia, five innovative companies are advancing sustainable solutions across agri-food, energy, WASH, and textile sectors:

Fanaka Technologies (Financing)

Provides bundled financial services including micro-insurance, credit, training and digital finance to underserved women and youth-led SMEs, creating credit histories and onboarding them into formal financial systems.

Forest Africa Zambia (Agri-food)

Sources indigenous wild fruits from rural harvesters and processes them into premium organic products, creating sustainable income while reducing deforestation through zero-waste production.

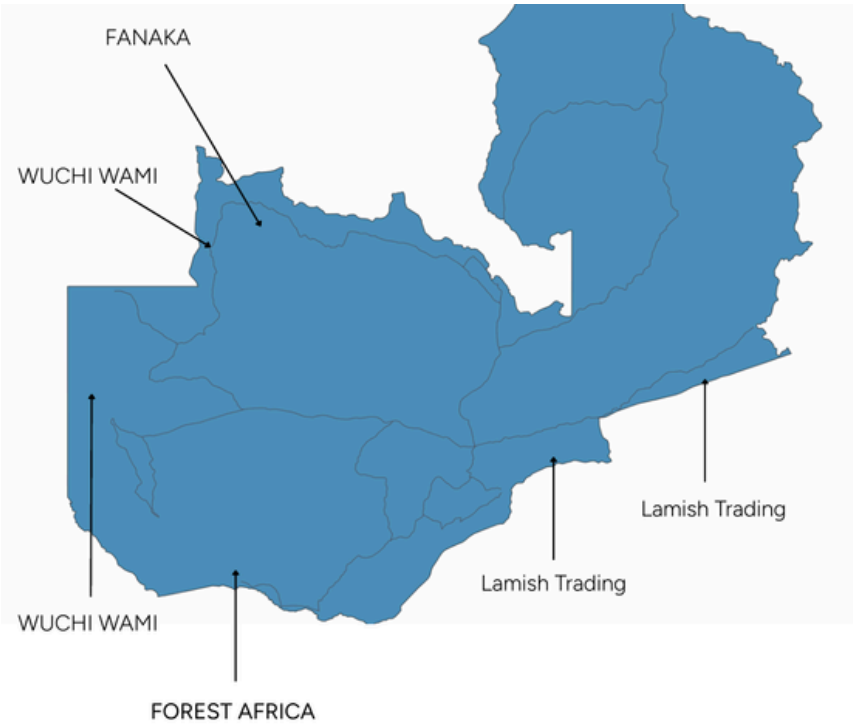
Lamish Trading (Agri-food)

Creates an integrated agriculture value chain through input financing, training and guaranteed output markets for women and youth smallholder farmers.

Wuchi Wami (Agri-food)

Strengthens an inclusive honey value chain through input financing, training and guaranteed markets that enable smallholder beekeepers to access quality inputs and premium prices

Areas of implementation



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