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A screenshot of the BEAM EXCHANGE website homepage. The header includes the logo, navigation links (About BEAM, Resource Library, Sign up | Log in), and a search bar. The main banner features the title 'Building Effective and Accessible Markets' and a sub-headline: 'A space to share knowledge and learning about the role of market systems in reducing poverty. Understand how and why market systems approaches work, read practical guidance on how to put the approach into practice, and share your insights with other practitioners.' Below the banner are three featured content cards: a blog post 'SenseMaker® helps PRIME monitor change in real time' by Diana Picon (19 Nov 2015), an event 'Market systems approaches: how to tackle violence against women and girls' (24 Nov 2015) available online, and another blog post 'Is the market systems approach effective in thin/nascent markets?' by Lorenz Wild (17 Nov 2015). The footer contains three sections: a report 'Addressing violence against women and girls: Part A', a guidance tool 'M4P Operational Guide', and a training event 'Training on monitoring and results measurement in private sector development' held from Dec 7, 2015 to Dec 11, 2015.

The screenshot shows the BEAM Exchange website with search results for 'Agriculture'. The header includes navigation links like 'About BEAM', 'Resource Library', and 'Log out'. A search bar is present in the top right. Below the header, a green banner displays '84 resources' and a search filter for 'Agriculture'. The main content area features three resource cards:

- Resource Report 2014:** 'Enabling the business of agriculture' by World Bank. Description: 'The World Bank Group's Enabling the Business of Agriculture (EBA) pilot project focuses on measuring regulations, policies and infrastructure that affect the business of agriculture and its key players. By ...'
- Blog Nick Shirra 18 Feb 2015:** 'Best-practice for agricultural extension'. Description: 'Agri-extension services can be enhanced by utilising existing local knowledge.'
- Resource Report 2014:** 'Agricultural value chain guide for the Pacific Islands' by Technical Centre for Agricultural and Rural Cooperation (CTA). Description: 'A comprehensive but accessible guide that can be used both by Pacific Island value chains and by organisations that work to assist their development.'

On the right side, there are filter panels:

- Evidence:** for market systems approaches. Includes a 'Visit the evidence map' button and a 'Clear filters' button.
- Is Evidence:** yes [18]
- Resource Type:** Book [2], Case study [16], Guidance + Tools [4], Presentation [4], Report [20]
- Region:** East Asia and Pacific [4], Latin America and Caribbean [1]

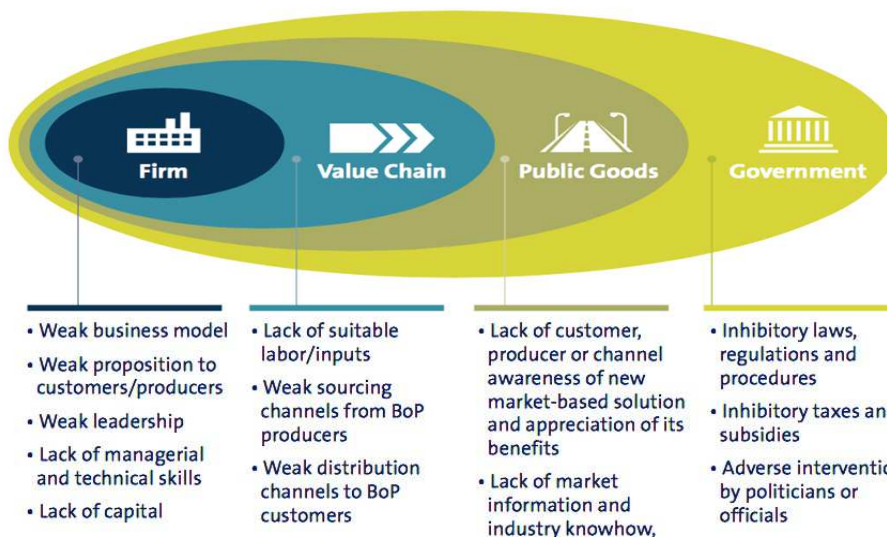
The screenshot shows the 'Guidance' section of the BEAM Exchange website. The header is identical to the previous screenshot. Below the header, a green banner contains the title 'Guidance' and the text: 'Practical guidance and resources to help you and your team put the market systems approach into practice.'

The main content area features five guidance cards:

- 5 steps Strategy:** Create a framework to shape programme objectives and strategy.
- 8 steps Analysis:** Investigate and understand why a market system fails to serve people in poverty.
- 6 steps Vision:** Develop a realistic picture of how the system will continue to work better in future.
- 7 steps Management:** Build a team that is competent, adaptive, innovative and reflective.
- 10 steps Monitoring:** Discover current thinking and best practice in monitoring programme results.

At the bottom, there is a 'Sign up' section with an email input field and a 'Go' button. To the right, there is a 'Latest events' section listing the 'BEAM Conference' (19 May 2016 – 20 May 2016 | Lusaka, Zambia) and 'ValueLinks introductory training seminar'.

Challenges of scaling up

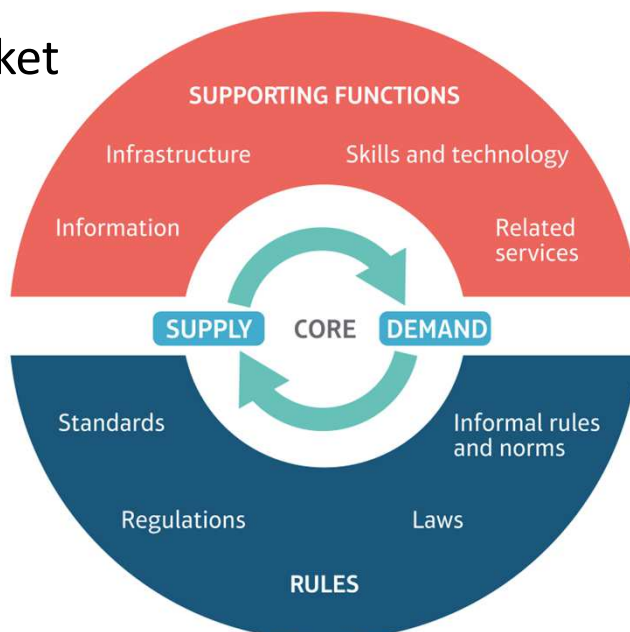


Source: Koh, Hegde & Karamchandi, 2014, *Beyond the Pioneer*, Deloitte Touche

Common language



The market systems lens



Source: M4P Operational Guide (2015)

Defining characteristics of the approach

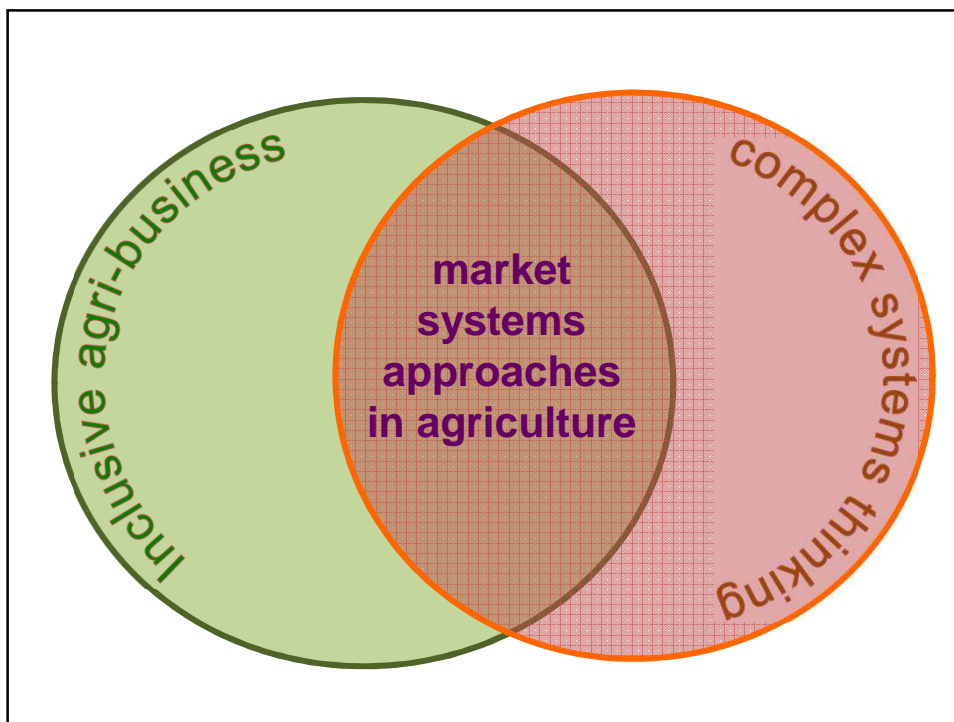
Take time to develop **deep understanding** of capabilities, attitudes, incentives, behaviours and relationships

Be smart with the use of subsidies and technical support

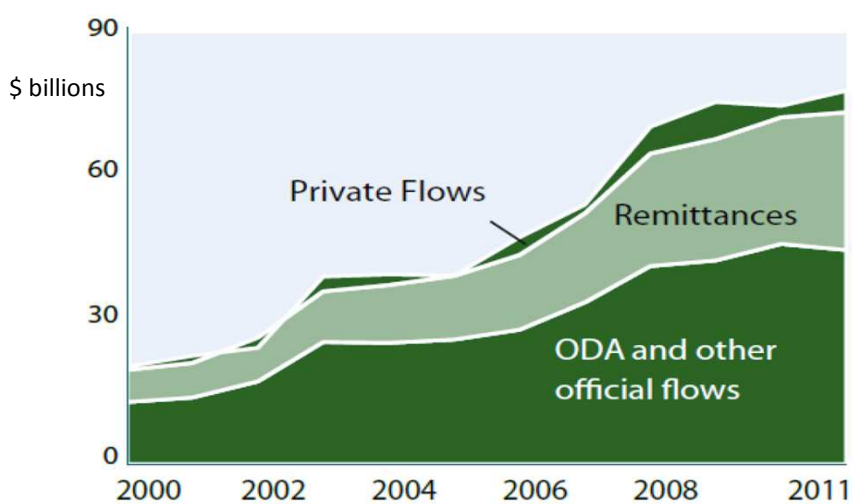
Think about the **agency and ownership** of change processes (where are energy and ideas for innovation coming from?)

Be flexible, **experiment and reflect**, learn from mistakes, adapt quickly

Create **spaces for dialogue and relationship building** (solutions usually come from the actors in the system)



Investment still relies overwhelmingly on ODA and remittances in 48 'least developed countries'



UN (2014), Intergovernmental Committee of Experts on Sustainable Development Financing

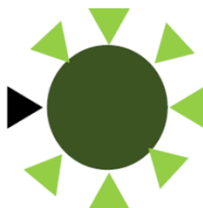
How 'development capital' is intended to catalyse private investment

Leading the way



Development Capital can lead market participants to follow suit if the investment was successful

Crowding in private investment



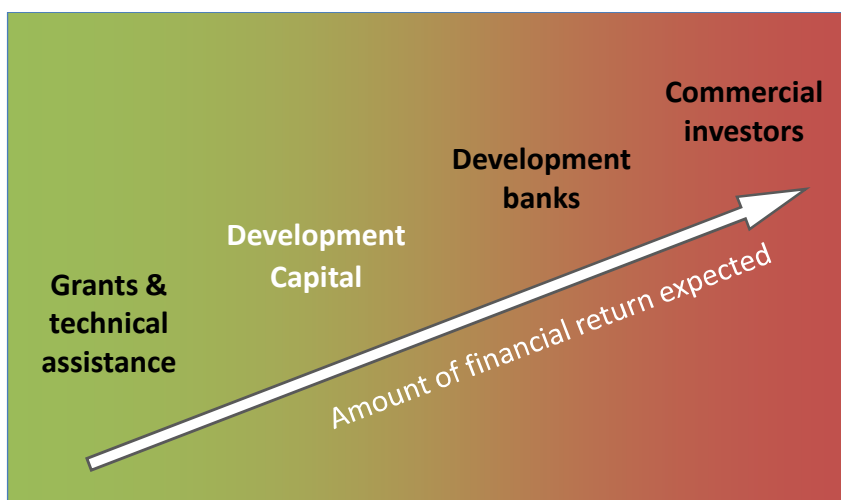
Development Capital can "crowd-in" private investment by sharing some of the risk of an investment, encouraging others to co-invest

Overcoming access to finance barriers



Development Capital can provide capital in shallow markets where no other capital is willing to go

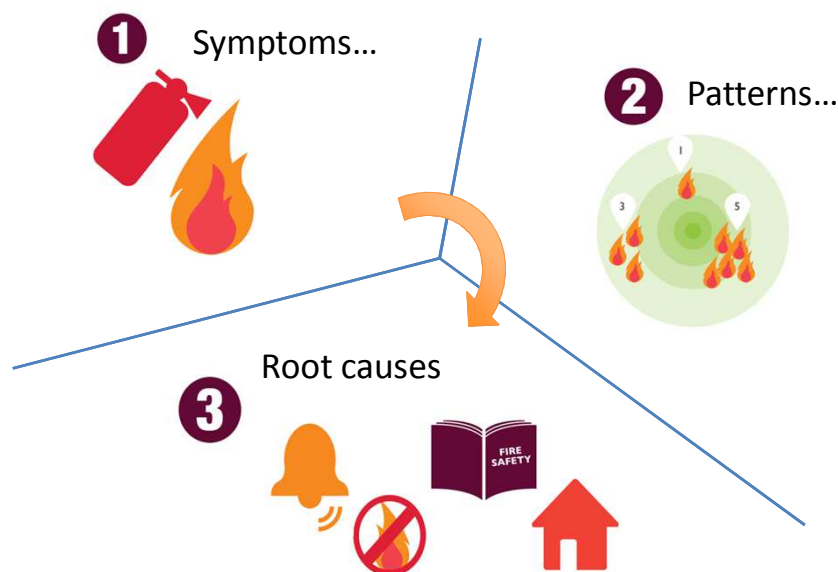
Where 'development capital' sits in the financial landscape

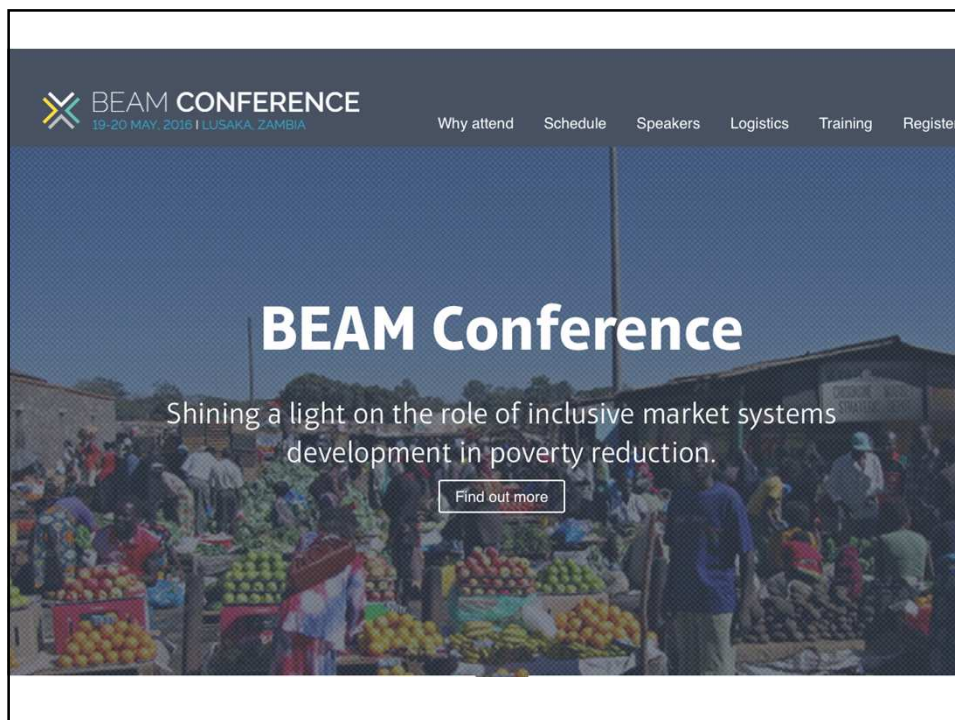


DFID's 'development capital' at work

- **PIDG** (Private Infrastructure Development Group)
£5m for Wind Power in Cape Verde
- **ARC** (African Risk Capacity) Insurance Ltd
£ 30m to capitalise firm insuring governments against climate risks
- **ETG** (Export Trading Group)
\$ 32m equity investment by CDC in pan-African agribusiness
- **NU-TEC** Uganda: £ 43m 7yr programme:
 - i. Market systems development (£14m)
 - ii. Medium term credit fund
 - iii. Long term investment and capacity building (AgDevCo)

A fire-fighting analogy





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BEAM Conference

Shining a light on the role of inclusive market systems development in poverty reduction.

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