



Public–Private Partnerships for scaling Resilient Agriculture

Policy and Investment Recommendations for Scaling Resilient Agriculture in Europe

Outcomes of a high-level, multi-stakeholder workshop at **Tech Tour Resilient Ag 2026**

Monheim am Rhein, 4–5 March 2026

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Core Insight: Scaling resilient agriculture is not just a funding challenge – it is a **risk-sharing, system coordination, and adoption challenge.**

Why Scaling is Difficult?

- Farmer adoption requires **clear economic incentives and support**
- Public funding alone is **insufficient to drive scale**
- Innovation often remains **stuck in pilot phase**, not deployment
- Misaligned incentives between **public and private actors**

What are the main barriers?

- Fragmented incentives across **policy, funding and value chain actors**
- Lack of **effective risk-sharing mechanisms**
- Misaligned **timelines between public and private sectors**
- Weak integration of solutions into **real market demand and value chains**

Where the Opportunity Lies

- PPPs as **risk-sharing frameworks**, not just funding tools
- **Landscape-level approaches** connecting full value chains
- Aligning incentives across **farmers, corporates, investors, policymakers**
- Combining **public de-risking + private execution at scale**

Priority Actions

- Develop PPP models with **clear governance and aligned incentives**
- Expand **regional / landscape-based collaboration ecosystems**
- Strengthen **public funding for risk-sharing**
- Ensure **farmer-centric models with direct economic value**



Final Takeaway

Public-Private Partnerships (PPPs) unlock scale only when they move beyond funding and become systems that align risk, incentives, and market demand across the value chain.

Core Reality

Agricultural transition cannot happen through isolated actors — it requires coordinated systems across the value chain.

Why PPPs are needed

- Farmers cannot transition alone
- Public capital sets direction, but cannot scale alone
- Value chain alignment is essential
- Impact does not happen in pilots
- Measurement drives investment



“Governments don’t commercialize, researchers don’t produce at scale, and industry alone cannot absorb the uncertainty. Not one actor can take up the full risk — it all comes down to collaboration, built on trust, where each actor understands their role and contributes accordingly.”



Nils Wuytens
Program Director
VITO

“Farmers need support to transition — public money can set direction, but it won’t scale unless private capital and the market come in.”

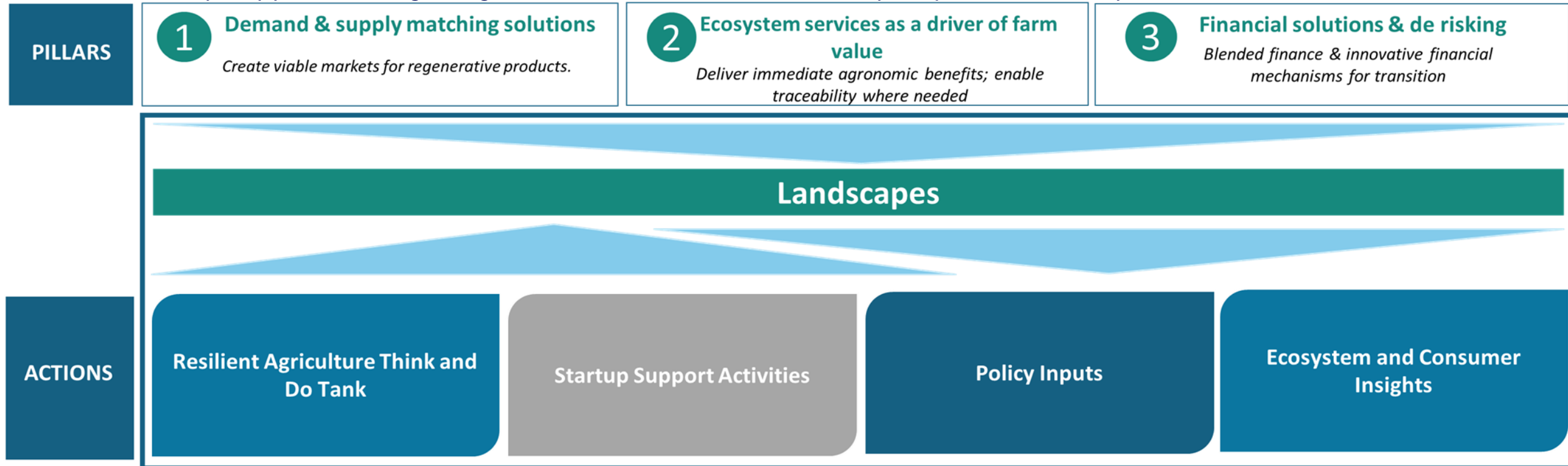


Marie Brueser
Senior Business Development Manager
EIT Food

Key Message

PPPs are not optional — they are the mechanism to align incentives, capital, and adoption at scale.

EIT Food landscape approach integrating value chain actors, finance, and policy to enable adoption at scale



This example shows that scaling can move from isolated projects to coordinated, landscape-level systems, where adoption is driven by agronomic and economic benefits at farm level.

What do you consider the biggest barrier to building PPPs?



While funding gaps exist, participants overwhelmingly pointed to stakeholder alignment, particularly agreeing on shared goals and execution pathways as the critical bottleneck to effective PPPs.



“PPP’s often fail not because of funding, but because stakeholders cannot agree on common objectives and timelines from the start.”

Christian Bogen
 EMEA Policy Advocacy Manager
 Bayer



“Every actor enters a PPP with different expectations. Aligning goals between farmers, corporates and public institutions is usually the hardest step.”

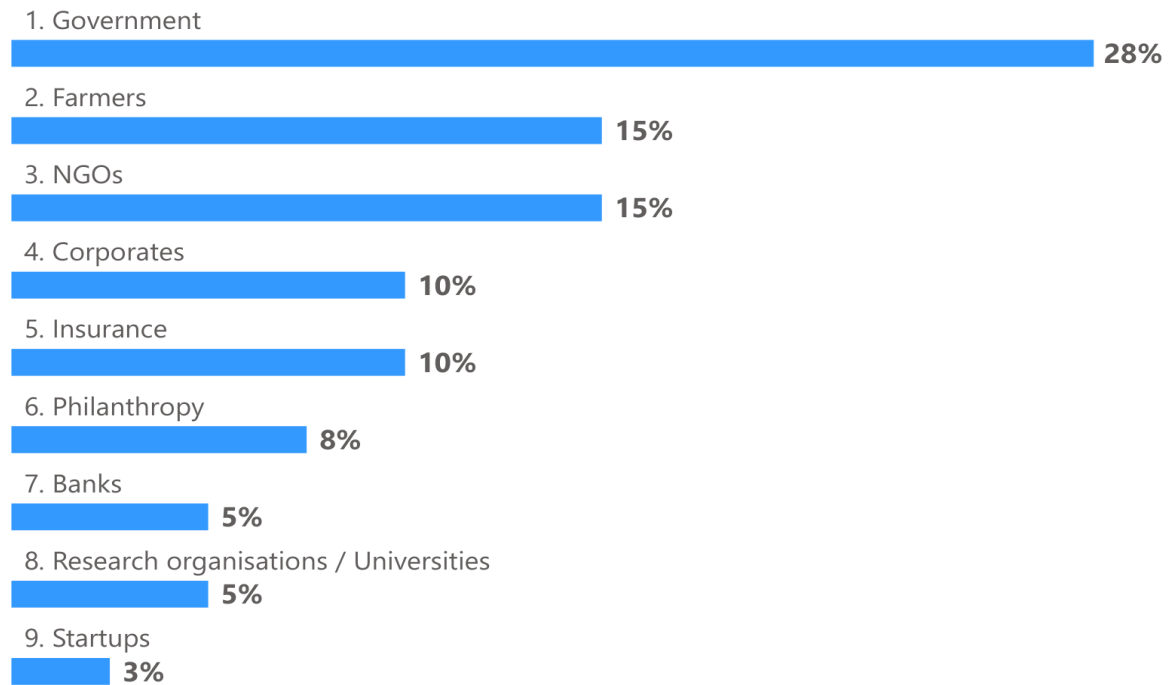
Sebastiaan Berendse
 Corporate Director Value Creation
 Wageningen University & Research



“PPP’s are not a single project, but in that sense, a kind of long-time collaboration with public and private partners to de-risk new technologies coming in and then make them in a way available in a dialogue process to the private sector.”

Ulrich Schurr
 Prof. Dr.
 Forschungszentrum Jülich

What actors do you find hardest to engage with?



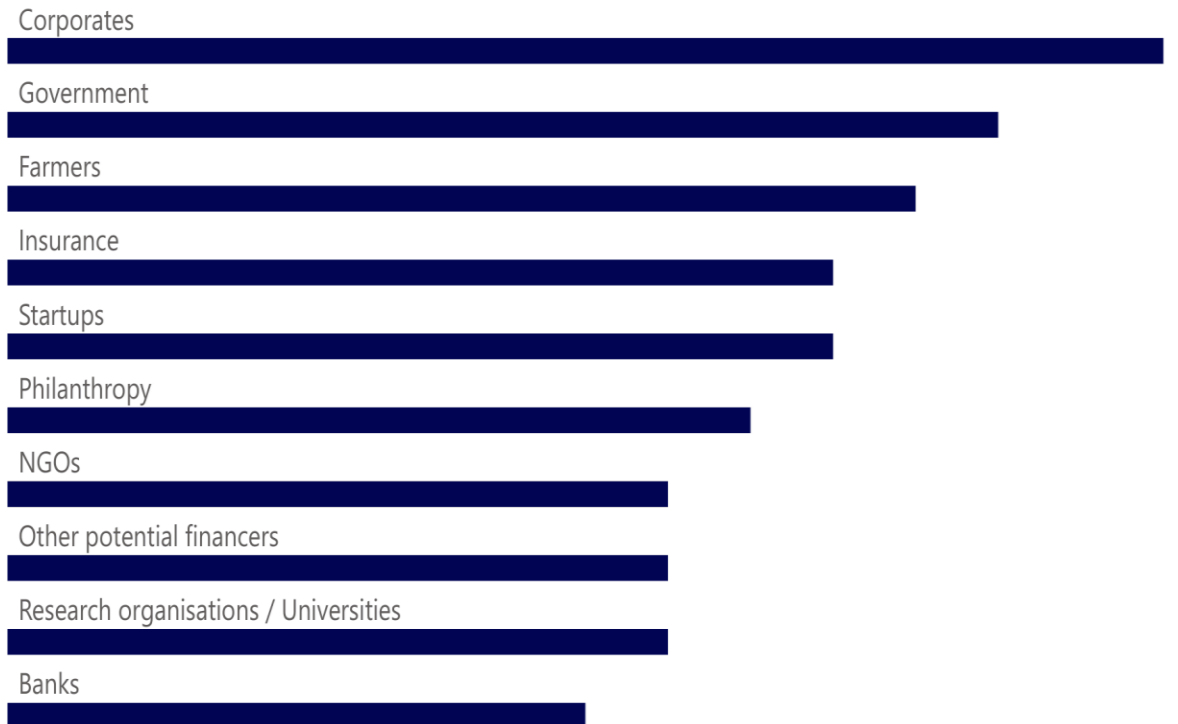
PPPs are constrained by a structural mismatch: the actors most needed to scale solutions are also the hardest to engage.



“Government is the hardest actor to engage, due to complexity, speed, and misaligned timelines.”

Ulrich Schurr
Prof. Dr.
Forschungszentrum Jülich

Who would you like to play a larger role in agriculture PPPs?



Government = Primary Bottleneck

- Processes seen as slow, complex, and risk-averse
- Misaligned with innovation and startup timelines

Results: PPPs slows early due to unclear risk ownership and slow decision-making

System Misalignment Across Actors

- Public sector → long, policy-driven timelines
- Startups → fast, execution-driven
- Corporates → structured, risk-managed

Result: coordination friction slows PPP development

Farmers = Central but Under-integrated

- Engagement often happens too late in the process
- Economic incentives remain unclear

Result: strong solutions fail at adoption stage



“I increasingly see a de-risking from the public side. If the public part says ‘I don’t want risk’ – the whole thing doesn’t work anymore.”

Ulrich Schurr
Prof. Dr.
Forschungszentrum Jülich



“Everybody has their own processes, timelines, and reporting mechanisms – bringing that together is what makes it really difficult.”

Marie Brueser
Senior Business Development Manager
EIT Food



“We should focus on what we’re trying to achieve and how to share risk, instead of getting stuck in definitions and KPIs.”

Rik Pantjes
Teamlead Agrifood Business Development
Invest-NL

De-risking unlocks capital

De-risk early stages (validation, infrastructure, deployment)

→ enables private capital to scale proven solutions

“Public capital should focus on de-risking early investments so that private actors can step in and scale successful solutions.”



Nils Wuytens
Program Director
VITO

Profitability drives adoption

Align business case with impact from day one

→ adoption accelerates when farmers see economic value

“It’s not because the farmer only looked at environmental outcomes — it’s because profitability improved. That’s what drives adoption.”



Christian Bogen
EMEA Policy Advocacy Manager
Bayer

System-level change

Connect the full value chain (farm → corporate → investor → policy)

→ move from pilots to scalable, real-world impact

“When a project is supported through a PPP, internal conviction changes, it becomes validated and gains real momentum.”



Alicia Abendroth Vosloo
Senior Partnership Manager - Strategic Alliances, Food and Agriculture
EIT Food



Design PPPs for scale — not pilots

- Define **clear scale pathways from day one**
- Focus on **repeatable models**, not one-off pilots

Define risk upfront to unlock capital

- Clarify **who carries which risk** (tech, market, residual)
- Use public capital to **de-risk early stages**

Make adoption an economic opportunity

- Ensure all actors **capture value**
- Link sustainability to **profitability & productivity**

Coordinate trusted orchestrators to drive execution

- Coordinate actors across the system
- Align **timelines, incentives, and governance**

“We’re looking at de-risking farmer transition, and that requires all actors to come together because it is a system shift. We unlock blended finance by aligning public and private capital and by connecting the value chain, from farmer to retailer, to create real, scalable impact.”



Marie Brueser
Senior Business Development Manager
EIT Food



“A neutral orchestrator is essential to bring actors together and define the roles needed for the next stage.”

Sebastiaan Berendse
Corporate Director Value Creation
Wageningen University & Research

Takeaway

Scaling PPPs requires moving from fragmented pilots to coordinated systems: with clear risk-sharing, aligned incentives, and execution ownership.

Keynote Speaker



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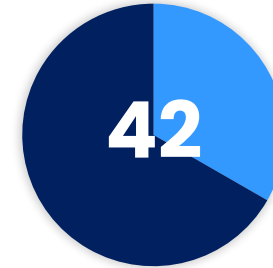




Company **nominations**



Company **applications**



Companies **selected**



Expert panel **members**



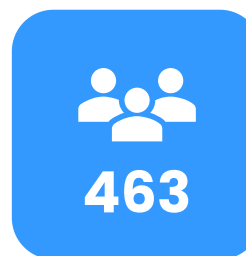
Expert panel **reviews**



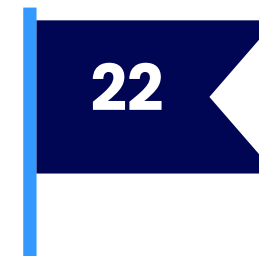
Average **reviews / company**



Total **participants**



Requested **meetings**



Number of **countries**