

AGRIBUSINESS & RURAL DEVELOPMENT

FROM POTENTIAL TO REALIZATION

The potential of the agribusiness sector in Mozambique is unquestionable. The available and fertile soils, excellent climate, its geographical location, ports and water are some of the factors that position the country to become a potential food basket in the region. Unfortunately the low levels of the population and infrastructure development among many others mine the existing potential of the sector creating poverty and food insecurity. ELIM aims to bring innovative solutions which are custom-made to our clients thus helping them to get better understanding of markets and design strategies to overcome the challenges.



ELIM SERVICES INTERVENTIONS

Value Chain Assessment to identify and recommend interventions to leverage resources and take advantage of the potential.

Orchestrate **stakeholder engagement** sessions to join with communities and its partners, achieve solutions which are inclusive and sustainable for all, generating income and socio-economic benefits.

We conduct **market research and feasibility studies** to ensure the best knowledge of the status quo and recommend on how best to invest. We **advise on policy and strategy development**.

The Promoting Rural Markets Program by IFAD

Building Resilient Communities

A repeat client, PROMER, calls upon ELIM's expertise whenever it needs to conduct value chain related interventions

PROMER key value chain selection

ELIM conducted a survey of the agribusiness sector in four provinces in the north of Mozambique, namely, **Cabo Delgado** (6 districts), **Niassa** (4 districts), **Zambézia** (3 districts) and **Nampula** (3 districts). The objective was to assess the potential of five agricultural crops and the selection of two which would become the value chains to be promoted by PROMER for the period of 2012-2015. Private sector, government institutions, civil society and donors were interviewed as part of the stakeholders assessment. The PROMER program aims at promoting the participation of small and medium rural farmers in the value chains through joint partnership with large agricultural traders and service providers. The study selected the following value chains:

- **Cassava Value Chain Nampula (Ribaué)** which will promote rural farmers participation in the production of cassava based beer which was marketed for by SAB Miller;
- **Groundnuts in Nampula and Cabo Delgado** provinces which have as destination the European and South African markets;
- **Sesame in Nampula, cabo Delgado and Niassa** provinces for the Asian markets.

In 2015 PROMER called on us to develop the strategic business plan for ALIMI, a farmers cooperative in Cuamba district, Niassa province. This cooperative commercializes sesame, pigeon peas and groundnuts produced by of 13.000 farmers.

Virtual livelihood school

Over the recent years, countries in Southern and Eastern Africa such as South Africa, Zimbabwe, Kenya and Uganda have begun the process of setting up Livelihood Schools to support and improve the capacities of rural communities to earn income and improve their livelihood. The general objective of the partnership is to develop knowledge and capabilities of critical mass of livelihood promoters or facilitators who work directly with the poor in southern Africa to positively impact their lives. Elim was assigned as the Mozambican nesting company responsible for establishing a livelihood School in Mozambique as part of a CSI plan with the aim that a local School would build and improve the



capacities of local communities to generate income from available livelihood strategies and ensure that private companies plough back into communities in a sustainable way. The Mozambican Livelihood School has since developed training workshops for farmers and development agencies on livelihood mapping, value chain analysis and financial services.

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