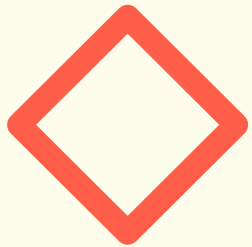


**iDE** Powering  
entrepreneurs  
to end poverty.

**Mozambique**  
**Quarterly Newsletter**  
September 2021



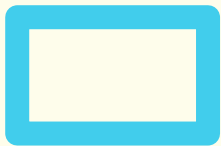




Agriculture



Entrepreneurs



Finance



# INPUT TRADE & TECHNOLOGY FAIRS

We fostered community resilience through tangible support to rebuild local markets.

We strengthened and catalyzed relationships between input suppliers and last-mile clients.

We informed private sector business models through a digital payment system.

We strengthening market linkages.

**18,000**

Clients

**\$580,216 USD**

Injected locally

**51**

Suppliers

**11**

Fairs



Photo by iDE Mozambique

PROVINCES

Manica  
Sofala  
Zambézia

SECTOR



Agriculture





## Agriculture

In partnership with OLOGA, a digital payment system ensured transparent transactions and generated valuable data to inform private sector businesses.

During the cool season, each client was allocated **2,000 MZN (~\$33.3)**. They selected the inputs the met their resilience and reconstruction needs through **transparent negotiations with nearly 50 vendors**.

Suppliers received **real-time data on quantities sold**, improving stock and business management. The system allowed suppliers to modify prices.

**During ITTFs in March/April 2021, farmers purchased:**



**69,874 kg**  
Certified  
seeds



**69,874 kg**  
Fertilizers



**61,520**  
Agricultural  
Tools



**1,223 kg & 2,790 Lt**  
Pesticides







ENTREPRENEUR PROFILE

**Amélia Rendição**

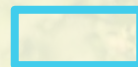
Sussundenga District, Manica Province

When it comes to last-mile supply chain management, one size does not fit all.

Amélia knows this first hand.

[Watch here](#) on what she is doing about it.

SECTOR



**Finance**



Photo taken by Simon Crittle, iDE

**ENTREPRENEUR PROFILE****Flora Mostiço**

Lamego District, Sofala Province

## FLORA IS RESILIENT.

She starts her day at dawn, commuting 112 km from her front door to the closest market in Chimoio. Her family of six grows vegetables on half a hectare, alongside maize and legumes on one hectare. Flora started her business with 200 Meticaís (~\$3.00), purchasing and reselling crates of tomato at the local market in Lamego District.

In 2016, Flora was unanimously selected by her community to become an iDE FBA. She accepted the challenge, selling certified seeds locally. As her business expanded, the demand rose. iDE linked Flora with private sector agro-input suppliers.

Climate disasters such as Cyclone Idai, Eloise and Chalane devastated livelihoods and displaced thousands. Flora's home was severely damaged, her farm was washed out, food stocks were lost and 12,000 MZN (~ \$ 200) worth of products were lost. Flora's family hardly had savings.

As an FBA she had the trust of commercial input suppliers, enabling her to sell on consignment. Flora played an integral role in her community, which depended on her local supply of agro-inputs and technical support.

**Like many iDE FBAs, Flora demonstrates that resilience cannot be driven by one person. It requires a community.**



## Flora is the last-mile link for smallholders.

She is working to enhance smallholder productivity by conducting marketing and field days at iDE farmer field schools. She disseminates practical trainings on climate smart agriculture.

iDE supported Flora to register her business enabling participation in ITTFs. During Flora's first cycle of ITTFs she generated 100,000 Mts in revenue. Soon thereafter she was supported by other partners to open her agro-inputs shop in Lamego. Despite challenges posed by COVID-19, she aggregated harvests from smallholders, reselling through formal market linkages including schools, hospitals and correctional facilities.

When asked about her role as a FBA and the relationship she has with her clients, she stated:

**"I started with a small thing and now I am growing. It is not enough, I have to help my clients because they can't stay without anything. We have to see a change in our community together."**

SECTOR:  **Entrepreneurs**

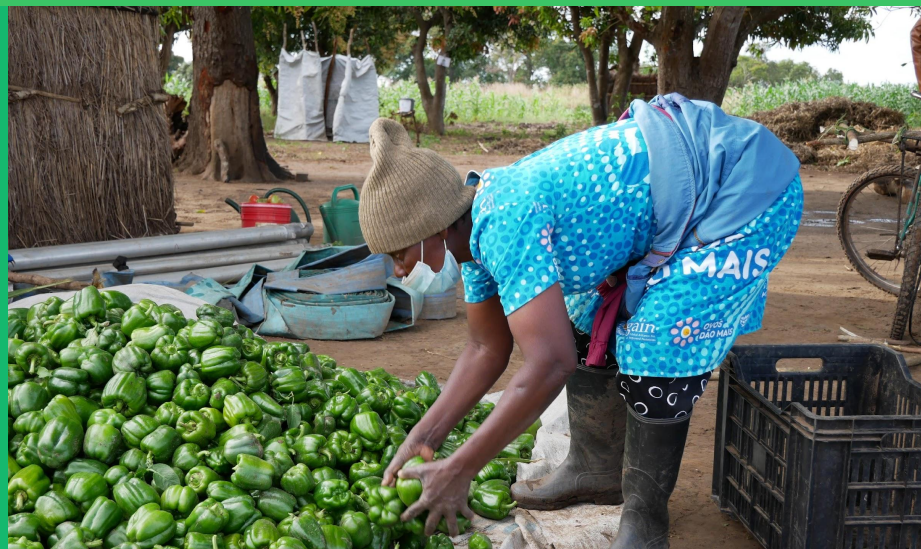


Photo taken by Simon Crittle, iDE



## STAFF REFLECTIONS

“The work we do with rural entrepreneurs closes the circle. Together we innovate on linkages between smallholders and the private sector.

Now we are working to systematically close this circle in the field.”

**ADOLFO MARCELINO**

**Supervisor  
Sofala Province**

– Adolfo (right) with  
FBA Guivit Madambe (left)







# iDE in the News

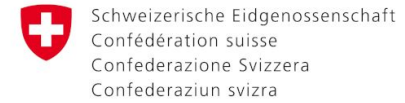
- iDE Global Annual Report 2020
- Developing the Market Systems Resilience Index (MSRI)



## Upcoming Event:

**Market Systems Development Network:**  
Understanding Market Resilience in Mozambique,  
**Oct. 6th**

# Thank you to our donors —







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Avenida do Zimbabwe nº 868  
Maputo - Moçambique



@iDE Moçambique

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