

HERE FOR **CHANGE**

NOT CHARITY



iDE

iDE Mozambique Capabilities

iDE was founded 40 years ago with the belief that markets lift people out of poverty. We catalyze change in markets by incentivizing low income people to establish locally-led scalable solutions that are passed down through generations and founded on mutually beneficial partnerships.

In Mozambique, we help build local economies and value chains that deliver goods and services to “last mile” customers in remote areas. We do this by building networks of small scale entrepreneurs that power “resilient market ecosystems”, boosting incomes of marginalized people, medium-sized commercial farmers and the private sector.

iDE Mozambique’s resilience-building efforts have successfully assisted farmers and entrepreneurs living in the Maputo, Beira and Nacala corridors to adapt to multiple environmental, public health and socio-political shocks.



iDE Mozambique Highlights To Date

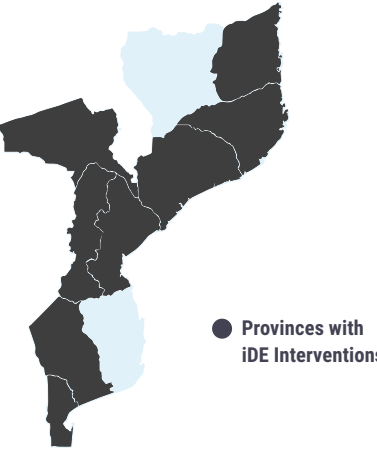
78,728 Households Impacted

466,290 Individuals Impacted

\$453 Annual Income Increased in Dollars

\$4:1 Social Return on Investment*

*Our Social Return on Investment is the ratio of income generated by households per dollar deployed by iDE (calculated on a 3-year rolling average).



Input Trade & Technology Fairs (ITTFs)

ITTFs reinvigorate income generation efforts of farmers and local private sector actors in the wake of unforeseen shocks.

Highlights 2020 - 2022

55 ITTFs held across 6 provinces

\$3,446,080 injected into local communities

121 Agrodealers linked to last minle clients

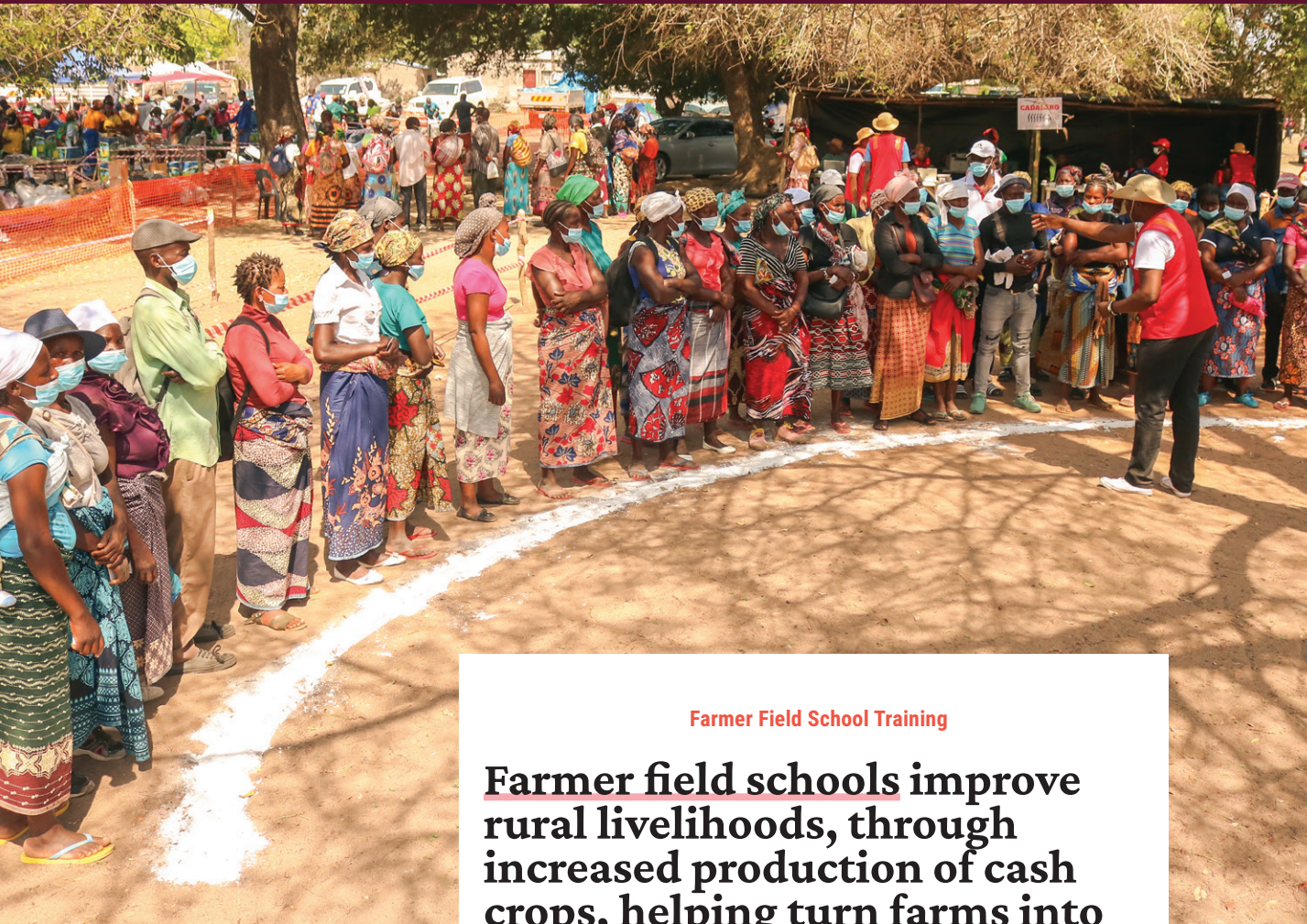
88,496 farmers with increased access to quality inputs
(55,655 women)

iDE HOLDS INPUT TRADE AND TECHNOLOGY FAIRS (ITTFS) TO REINVIGORATE INCOME GENERATION EFFORTS OF FARMERS AND LOCAL PRIVATE SECTOR ACTORS IN THE WAKE OF UNFORSEEN SHOCKS AND STRESSES.

Farmers who attend fairs are given debit-like cards loaded with enough money to purchase agricultural inputs and tools. ITTFs are held during the main planting season and once again in the cool season when farmers plant vegetables. ITTFs boost the local economy and build lasting relationships between farmers and input suppliers.

Farmers who attend ITTFs participate in Farmer Field Schools, where they learn to use their new inputs with climate smart agricultural techniques. Over various cycles, farmers demonstrate their commitment to agricultural development by investing a gradually increasing percentage into the input voucher subsidy. iDE-trained Lead Farmers also attend ITTFs, ensuring their community members select the correct inputs and negotiate better prices. Social cohesion is supported by established mutually beneficial market relationships between the most vulnerable, entrepreneurs and commercial entities.





Farmer Field School Training

Farmer field schools improve rural livelihoods, through increased production of cash crops, helping turn farms into businesses.

iDE MOZAMBIQUE ESTABLISHES “ESCOLAS EM CAMPO PARA AGRICULTORES” (ECPAS) which are farmer field schools designed to improve rural livelihoods, through increased production of cash crops, helping turn farms into businesses.

The aim is to physically demonstrate how significantly higher yields can be attained through the use of climate resilient techniques, which requires diverse knowledge transfer approaches. Lead Farmers disseminate comprehensive trainings to groups of farmers, resulting in a spillover effect in the adoption of these practices.

Farmer Field School Highlights Since 2021

678 Farmer Field Schools established

849 Lead Farmers trained

37,563 Households Impacted

US\$34,976 in group KIVA loans extended to participants



Farm Business Advisors

Farm Business Advisors (FBAs) provide an essential link between farmers and suppliers in remote areas.

Highlights Since 2021

332 FBAs (117 women) engaged in programs

FBAs made an approximate of 24,100 business connections between farmers, input suppliers, and market actors

FBAs had an average of 639 farmer clients each, 42 percent of whom were women.

Average annual growth of FBA clients was 72 percent

FBAs themselves showed remarkable business success, generating between US\$1,000 and US\$8,000 each in annual revenue.



iDE BUILDS NETWORKS OF FARM BUSINESS ADVISORS (FBAS) WHICH, IN ADDITION TO PROVIDING TRAINING, PERFORM A RANGE OF FUNCTIONS, working as commercial producers, supplying agricultural inputs, and acting as aggregators by buying produce from farmers in bulk and on-selling it. FBAs come from the communities we work with and are able to build trust and provide customized training because of their local connections.

Given rural communities are often disconnected from one another and from larger markets, FBAs serve as a bridge, facilitating access to value chains for small scale farmers by leveraging the profit motive of the private sector. As entrepreneurs, FBAs are trained by iDE to run their operations as businesses, learning how to track their spending and earnings, and nurturing and growing local demand for their products and services.



Access To Finance

Access to finance allows farmers to invest and expand their businesses and ultimately adapt to a changing climate.

Highlights Since 2021

Over 1,200 clients have received loans.

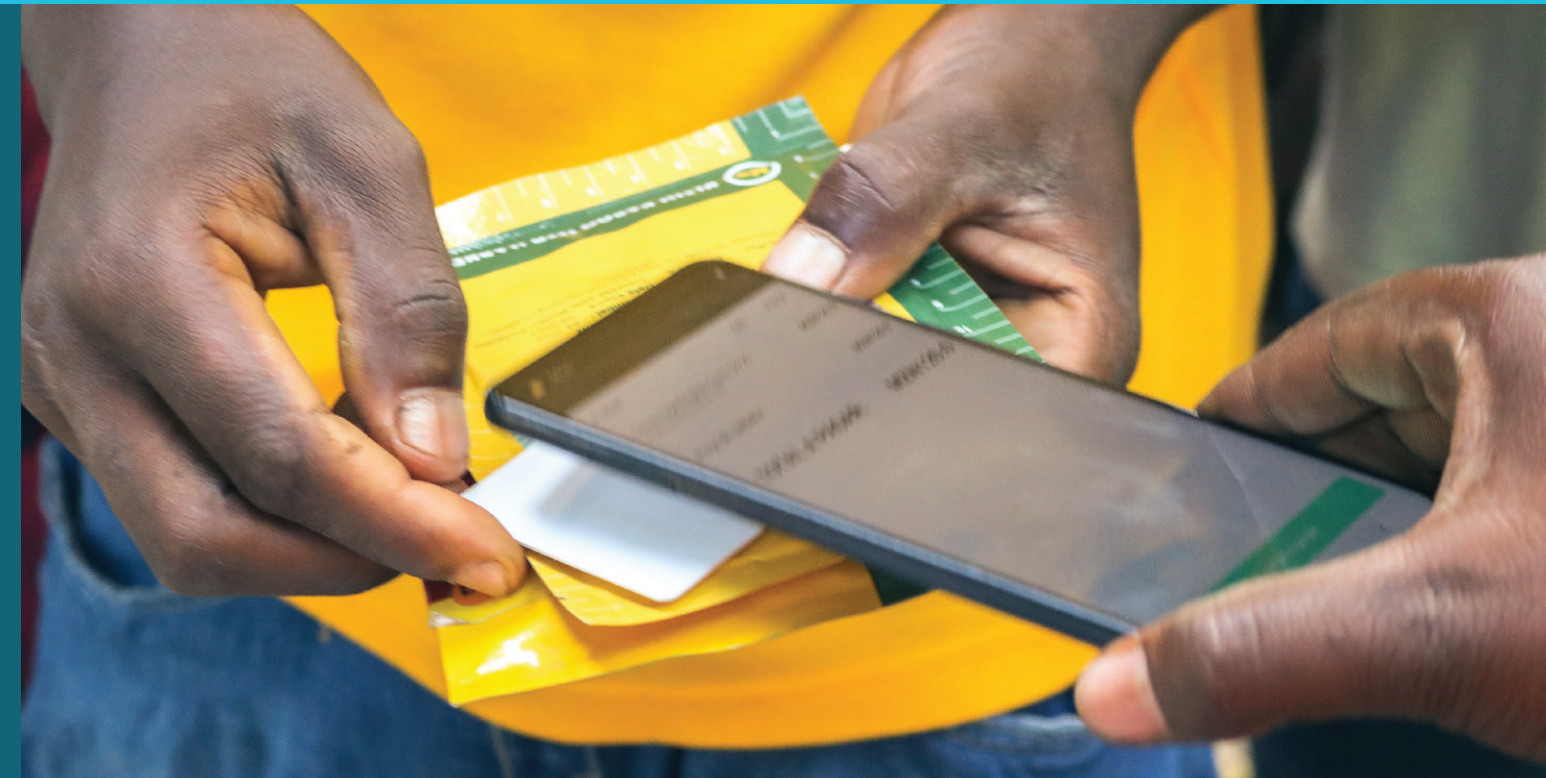
US\$1.3 million has been loaned to iDE clients, with the average loan totalling US\$2,758.

60% of borrowers are women

Loans have a 97 percent repayment rate.

107 savings and loans groups have been established with an average of 29 members.

Approximately US\$128,000 has been generated by saving and loans groups.



iDE MOZAMBIQUE POWERS ITS CLIENTS—WHO OFTEN DON'T HAVE SAVINGS OR COLLATERAL FOR LOANS NEEDED TO RUN THEIR FARMS—TO ACCESS LOANS. iDE Mozambique links its clients to American NGO KIVA which provides zero interest loans to agricultural technologies, inputs and assets, strengthening and expanding clients agribusinesses. iDE has digitized the loan-making process and established savings and loans groups to provide

capital to small groups of members who contribute their own money, providing collateral that formal financing institutions would be hard-pressed to recognize. The groups enable farmers to invest and expand their business services and to build their assets and wealth. Indirectly, financial services help them better adapt to shocks or events related to climate change.

Climate-Smart Products & Techniques

We power farmers to become resilient to climate change.

Extreme weather events – such as cyclones and floods – high temperatures, droughts, and erratic rainfall patterns have a profound impact on small-scale farmers, who are vulnerable to the slightest shifts in climatic conditions. **POWERING FARMERS TO BECOME RESILIENT TO CLIMATE CHANGE IS AT THE HEART OF IDE MOZAMBIQUE’S WORK.** As iDE leverages market ecosystems to boost agricultural productivity, we help farmers adapt to changing weather patterns by training them to grow climate-change resistant crops, introducing outward facing climate services, using organic forms of production with the aim of diversifying revenue streams. Our tactics also include promoting climate-smart technologies such as drip irrigation and dry mulching, using polytunnels, and solar products such as solar dryers and solar pumps.

Power imbalances and harmful social norms prevent women and marginalized populations from going about their lives freely, or taking full and equal advantage of opportunity. Disparities and biases lead to less inclusive markets and businesses which further reinforce social and economic inequities.

At iDE Mozambique, we work to uncover beliefs and practices that perpetuate inequality and use the knowledge we acquire to design social and behavioral change programming that promote the creation of market ecosystems, which benefit all people.

IDE MOZAMBIQUE HAS DEVELOPED A FARMING AS A FAMILY BUSINESS APPROACH, WHICH HELPS TRANSFORM WOMEN INTO LEAD HOUSEHOLD DECISION-MAKERS, TRANSFORMING GENDER-RELATED NORMS AND UPLIFTING WOMEN FARMERS.

Our gender and social inclusion specialists train rural counselors and mentors to provide support to households that have experienced different forms of trauma caused by natural disasters and political instability. Our team of field technicians and staff are also trained to detect possible unintended effects of our gender-related interventions (e.g., domestic violence against women if husbands feel threatened by their wives’ new earning power and agency).

Gender Equity & Social Inclusion

We work to uncover beliefs and practices that perpetuate inequality.



Measurement, Evaluation, Research, & Learning

iDE measures its progress through measurement, evaluation, research, and learning.

iDE MOZAMBIQUE IS COMMITTED TO MONITORING AND EVALUATING THE SUCCESS OF ITS INTERVENTIONS, gathering and analyzing data collected by field technicians. iDE's research and learning practices allow us to improve outcomes and ensure accountability. Using an agile approach, we adjust and adapt to prevailing circumstances, informing programming in real time. Using an interactive dashboard, iDE employs a core set

of performance indicators to track the number of households reached, increases in household income and savings, the ratio of what we spend on programs compared to the incomes generated by our customers and other agriculture outcome and livelihood metrics. iDE Mozambique also collects scale and impact data on ITTFs, Farmer Field Schools, Farm Business Advisors, and Access to Finance. At the same time, iDE takes a robust approach to adaptive management, which ensures that lessons learned from past experience are passed along and considered for future programme design.

iDE MOZAMBIQUE USES HUMAN-CENTERED DESIGN (HCD) PRINCIPLES TO DEVELOP PRODUCTS AND SERVICES THAT FILL MARKET GAPS AND SOLVE EVERYDAY PROBLEMS.

HCD is an approach that makes systems usable and useful by focusing on the needs and requirements of the end user, enhancing effectiveness, efficiency and ultimately improving well-being. iDE HCD principles confront challenges faced by low income rural households, listening carefully to their needs and aspirations, and considering the entire user experience from how a solution is built to how it is promoted, financed, delivered, and serviced. These insights are used to iteratively generate, prototype, and refine solutions that ultimately deliver greater impact.

iDE is leveraging this experience to build coastal resilience through community-led management of natural resources, building food and fishery systems, thus creating more climate resilient and diversified livelihoods.

Human-Centered Design

Design changes lives by understanding and responding to real needs and desires of people.





iDE's Market Systems Resilience Index

**iDE believes
that to properly
understand market
resilience, we need
to measure it.**

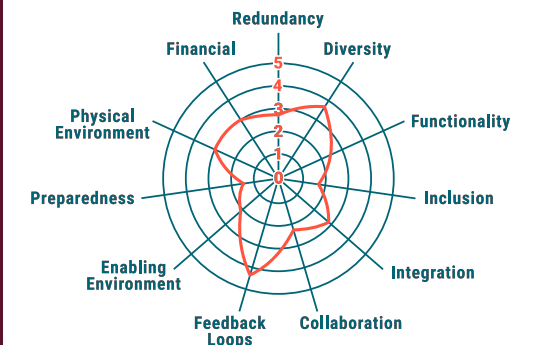
For the benefits of a market system to be sustainable, the system itself needs to mitigate, adapt, and recover in the face of climate change, conflict, and other shocks and stressors.

iDE'S MARKET SYSTEM RESILIENCE INDEX (MSRI), ENABLES US TO MEASURE THE STRENGTH OF RELATIONSHIPS AMONG PARTICIPANTS WITHIN A MARKET SYSTEM, HELPING US ADAPT OUR APPROACH AND DIRECT OUR EFFORTS TO BUILDING RELATIONSHIPS WHERE NECESSARY.

A market's resilience is measured by examining 11 equally weighted determinants. iDE numerators conduct a survey of households and relevant market actors, which probe the strength of the determinants within a geographically defined market. Answers are scored on a 1 through 5 rubric, depending on a determinant detected strength, with five being the highest. The sum of the answers provides a score for each determinant, as well as an averaged overall score.

In Mozambique, which was impacted by a series of cyclones in 2019, iDE has built MSRI into its post-disaster response efforts. New MSRI surveys, which took place in the Beira Corridor, where the storms made landfall, suggest low participation of women and systematically excluded groups in the market system, little involvement from different groups in relevant market processes, and limited evidence of collaboration among actors across value chains.

MSRI resilience scores are analyzed in a radial diagram



Resilience is measured across a range of categories, which receive a score between 0 and 5, where 5 represents the most resilient systems.

- Alliance for a Green Revolution in Africa
- Banco Oportunidade de Moçambique
- Church of Latter Day Saints (LSDC)
- Corredor Logisitco integrado de Nacala - CLN
- Elephant Pepper
- Eliminating Child Labor in Tobacco-Growing (ECLT) Foundation
- Embassy of Switzerland
- European Commission
- ExxonMobil Foundation
- Fintrac
- Ford Foundation
- Gender Innovative Lab (WB)
- Goodwill Community Foundation
- Government of Mozambique
- Kiva
- Manitoba Council for International Cooperation
- The Ministry of Foreign Affairs of the Netherlands
- Mozal
- Mozambican Zambezi Valley Development Agency
- Portucel
- Rotary International
- Royal Embassy of Norway in Mozambique
- Rudy & Alice Ramsey Foundation
- Solidaridad
- Swedish Embassy in Mozambique
- United Kingdom's Department for International Development
- United States Agency for International Development
- Vale S.A
- Wageningen University



“CHANGE NOT CHARITY”

invokes the essence of iDE’s approach to ending poverty. Across the world, we are powering low-income communities to confront challenges and develop resilience to climate change.

Visit us at ideglobal.org/mozambique to learn about our approaches to building resilient market ecosystems and ending poverty.

iDE Powering
entrepreneurs
to end poverty.

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