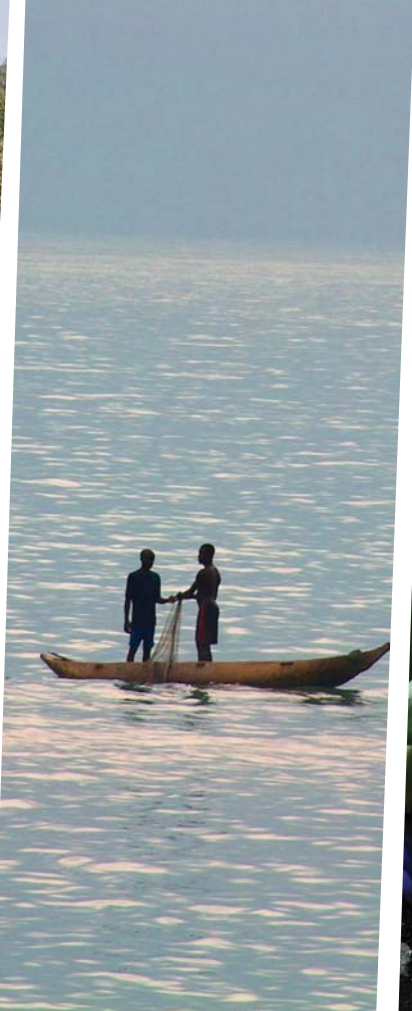




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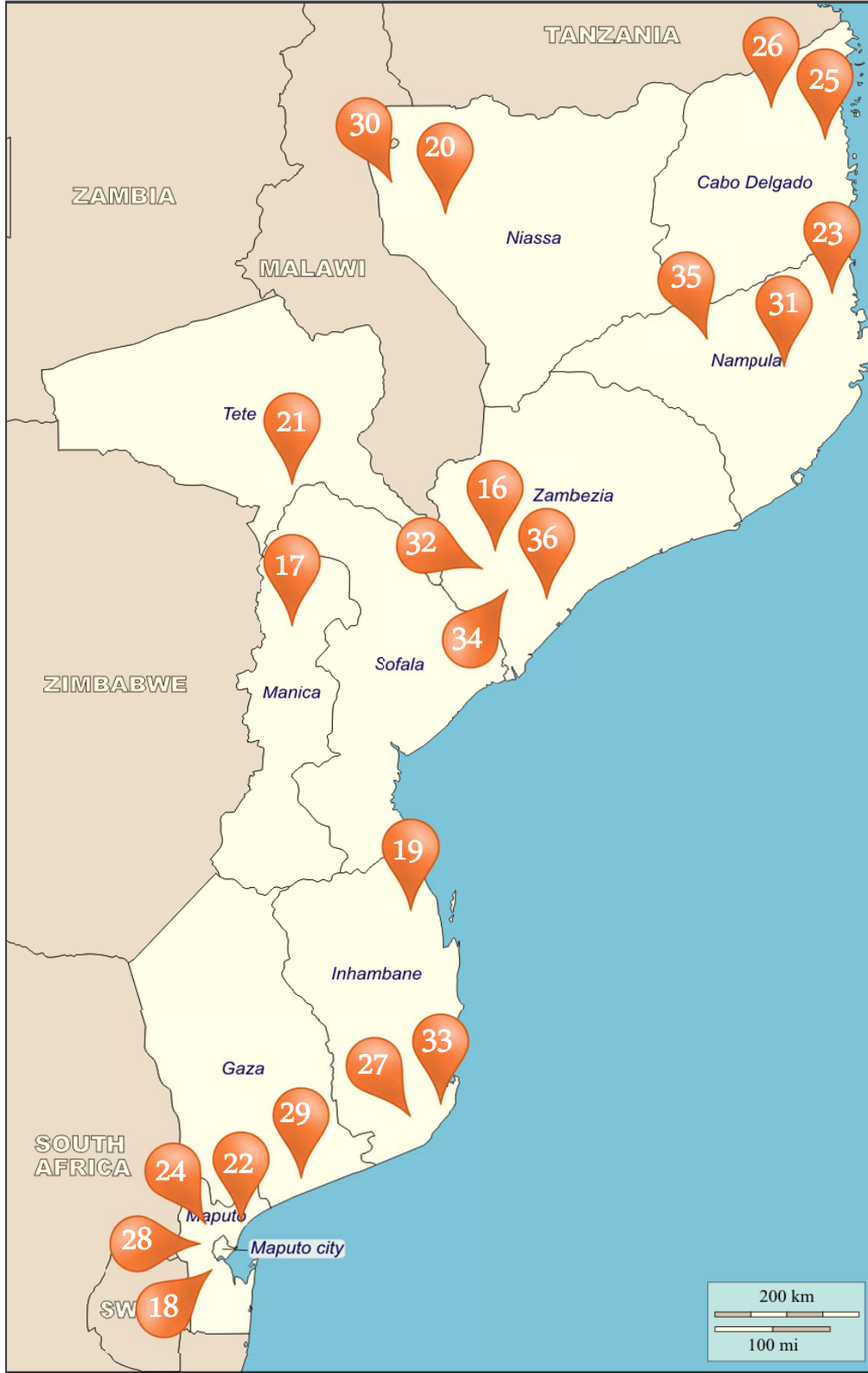


UNIDO ITPO Italy

Investment opportunities in Mozambique:
Agro sector



PROGETTO MOZAMBICO



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Italian Development
Cooperation
Ministry of Foreign Affairs
and International Cooperation



Centro de Promoção de Investimentos
(Investment Promotion Centre)

Agro Trading and General Commerce

Project code	MOZ/016/1606
Project title	AGROTRADING
Summary	<p>The company <i>Agro Trading and General Commerce</i> is looking for an international investor in order to expand its agrobusiness activity.</p> <p>The international partner will invest 350.000 USD in order to purchase equipments and machineries for the cereals' processing.</p>
Strengths	<ol style="list-style-type: none"> 1. The local investor has wide knowledge of market's characteristics and trends 2. Potential clients have been already identified 3. Presence of workforce in the region 4. High quality products 5. Manager with several years of experience in the agricultural sector
Activities	Agribusiness
Estimated investment cost	USD 350.000
Products	<p>Corn flour</p> <p>Soy flour</p> <p>Cereals</p>
Location	Mocuba District, Zambesia Province, Mozambique
Foreign collaboration sought	Equipment purchase, R&D
Current markets	Local and foreign
Year of foundation	2012
Number of employees	6

Pidava

Project code	MOZ/017/1606
Project title	PIDAVA
Summary	<p><i>Comitrace Mozambique</i> is a company founded in 2012 working on agricultural and livestock projects. The project PIDAVA aims at producing and selling agricultural products and at processeing corn flour and chicken feed. Local small producers will involved in the project, and they will benefit of technical and financial support as well as vocational training.</p> <p>The international partner will invest 87.716 USD in order to build the irrigation system, some processing buildings and warehouses and to purchase equipment and machineries.</p>
Strengths	<ol style="list-style-type: none"> 1. Local markets already identified and secured (Manica Province) 2. Technical and financial support from institutions 3. Increasing demand of the selected products 4. Direct involvement of local producers and farmers 5. Availability of raw materials at low prices 6. Availability of infrastructures
Activities	Agribusiness
Estimated investment cost	USD 87.716
Products	<p>Mile Green beans Cabbage Onions Potatoes Corn flour Chicken feed</p>
Location	Vanduzi District, Manica Province, Mozambique
Foreign collaboration sought	Technical and managerial expertise, equipment purchase, technological transfer
Current markets	Local
Year of foundation	2012
Number of employees	13

Delta Services

Project code	MOZ/018/1606
Project title	DELTA SERVICES
Summary	<p>The company is looking for an international partner who can invest 750.250 USD in order to improve the quality of production, processing and retailing activities with the aim of expanding the business also beyond national borders (Swaziland and South Africa).</p> <p>The international investor will contribute with equipment and machineries purchasing.</p>
Strengths	<ol style="list-style-type: none"> 1. Promising market 2. Good agro-environmental conditions of locations 3. Availability of infrastructures and facilities 4. Price competitive advantage 5. Possibility of fiscal incentives 6. Institutional support
Activities	Food supplements and natural therapeutic products
Estimated investment cost	USD 750.250
Products	<p>Aloe products (gel, oil, powder)</p> <p>Moringa (powder)</p> <p>Yam (yogurt)</p> <p>Potato products (juice and powder)</p> <p>Lemongrass tea</p>
Location	Maputo, Maputo Province, Mozambique
Foreign collaboration sought	Joint venture, technological transfer e market access
Current markets	Local (97%); Foreign (3%)
Year of foundation	2009
Turnover (2015)	USD 1.000.000
Number of employees	38

Dhocolo

Project code	MOZ/019/1606
Project title	DHOCOLO
Summary	The company <i>Dhocolo Agro-Processing</i> is looking for a foreign partner in order to expand its meat and dairy products processing activities with the long-term objective of becoming the leader in the national market. The international partner will invest 1.000.000 USD intended to purchase equipment and machineries. Part of the investment will be used for R&D activities and for facilitating foreign market access.
Strengths	<ol style="list-style-type: none"> 1. Experience in meat processing and supply 2. Potential customers already identified (BtoC e BtoB) 3. Supply of quality products 4. Manager with experience (the company belongs to an important corporate group)
Activities	Agribusiness
Estimated investment cost	USD 1.000.000
Products	Chicken Dairy products Sausages
Location	Vilankulo District, Inhambane Province, Mozambique
Foreign collaboration sought	Market access, R&D
Current markets	Local, regional, foreign
Year of foundation	2012
Turnover (2015)	311.308 USD
Number of employees	60

Dream Consultores

Project code	MOZ/020/1606
Project title	DREAM
Summary	The company <i>Dream Consultores</i> is launching a new project in the agricultural sector, focused on the plantation of soy, corn, beans, and pigeon peas on a 1.000.000 ha plot of land. The international investor will contribute with 1.884.300 USD in order to preparing the site for cultivation. Part of the investment will be used for equipment and machineries purchase and for finalizing the irrigation system.
Strengths	<ol style="list-style-type: none"> 1. Promising and increasing market (because of the growth perspectives in the chicken feed sector) 2. Growing forecasted revenues starting from the second year of activity 3. Clients targeted 4. Good location (infrastructures are under-construction) 5. Young CEO with experience in <i>accounting and management</i> 6. Possibility of receiving fiscal incentives
Activities	Agribusiness
Estimated investment cost	USD 1.884.300
Products	Soy Beans Corn Pigeon peas
Location	Lichinga, Chimbonila District, Niassa Province, Mozambique
Foreign collaboration sought	Loan, technology transfer, collaboration in R&D, equipment purchase
Current markets	Local
Year of foundation	2015

Econcuna

Project code	MOZ/021/1606
Project title	ECONCUNA
Summary	<p><i>Econcuna</i> company is launching a new project in the agriculture and livestock sector.</p> <p>The international investor will contribute with 5.250.000 USD in order to preparing the site for cultivation. Part of the investment will be used for equipment and machineries purchase and for finalizing the irrigation system.</p>
Strengths	<ol style="list-style-type: none"> 1. Attractive and growing market 2. Few <i>competitors</i> 3. Good locations 4. Local investor has expertise in the sector 5. Possibility of fiscal incentives
Activities	Agribusiness
Estimated investment cost	USD 5.250.000
Products	<p>Agriculture: soy, corn, sesame, beans, fruits, potatoes and others</p> <p>Livestock: beef, chicken, pig meat, sheep</p>
Location	Tete and a branch in Catandica, Choa Mountain, Mozambique
Foreign collaboration sought	Joint Venture, equipment purchase, technical expertise, managerial expertise and marketing expertise, technological transfer, joint R&D
Current markets	Local
Year of foundation	2015
Number of employees	40

Finana

Project code	MOZ/022/1606
Project title	FINANA
Summary	<p><i>Finana</i> is a young company which produces banana flour. The business model was developed in a Master Thesis in a local university.</p> <p>The international partner will support the launching of this project, investing 73.354 USD in order to purchase the necessary equipment and machineries and to improve the irrigation system. Part of the investment will be used for marketing operations.</p>
Strengths	<ol style="list-style-type: none"> 1. Attractive and unexplored market (advantages of being the <i>first mover</i>) 2. Potential customers have been already identified (especially local schools' canteens) 3. Internal production of raw materials (bananas) 4. Good location (infrastructures under-construction)
Activities	Agribusiness
Estimated investment cost	USD 73.354
Products	Bananas Banana flour
Location	Manhiça District
Foreign collaboration sought	Market access, joint R&D, equipment purchase
Current markets	Local and foreign markets
Year of foundation	2015
Number of employees	7

Frangos do Norte

Project code	MOZ/023/1606
Project title	FRANGOS DO NORTE
Summary	<i>Frangos do Norte</i> is a livestock company (it is a partnership between two different actors with experience in agribusiness sector) which produces chickens, chicken feed and pharmaceutical products for chickens. The international investor will contribute with 2.000.000 USD in order to purchase the necessary equipment and to improve the productive site and the local infrastructures. Part of the investment will be used for expanding the activities and increasing production volumes.
Strenghts	<ol style="list-style-type: none"> 1. Partners with experience in the livestock sector 2. Growing market 3. Availability of local raw material resources 4. Availability of machineries 5. Possibility of rapidly increasing production volumes 6. Close to markets
Activities	Agribusiness, Livestock
Estimated investment cost	USD 2.000.000
Products	Chickens Chickens' feed Pharmaceutical products for chickens
Location	Nacala, Nampula Province, Mozambique
Foreign collaboration sought	Joint venture, R&D
Current markets	Local
Year of foundation	2007
Tornover (2015)	ca 600.000 USD
Number of employees	19

Induproc

Project code	MOZ/024/1606
Project title	INDUPROC
Summary	The <i>Induproc</i> company produces yogurt, butter, pulp of tomatoes, jams, nuts, etc. The objective of the investment is to launch the production of dried tomatoes products and other tomatoes derivatives. The international investor will provide 854.392 USD in order to purchase equipment and machineries.
Strengths	<ol style="list-style-type: none"> 1. Promising markets 2. Increasing forecasted revenues 3. Clients have been already targeted 4. Good location of productive locations 5. Young manager with experience in the sector 6. Possibility of receiving fiscal incentives
Activities	Agribusiness
Estimated cost of investment	USD 854.392
Products	Dry tomatoes Tomatoes pulp Ketchup Tomatoes juice
Location	Magude District, Maputo Province, Mozambique
Foreign collaboration sought	Joint venture, technological transfer, equipment purchase, consulting/technical expertise, managerial expertise, marketing expertise
Current market	Local
Year of foundation	2004

Kuani - Maize

Project code	MOZ/025/1606
Project title	KUANI MAIZE
Summary	<p><i>Kuani S.A.</i> is launching a new project on a site of 3.500 ha, in order to produce cereals' derivatives.</p> <p>The international partner will invest 3.600.000 USD in order to purchase equipment and machineries, to construct buildings and the irrigation system. Part of the investment will be used as working capital.</p>
Strengths	<ol style="list-style-type: none"> 1. Targeted markets 2. Good location 3. Local investor with experience in the sector 4. Possibility of institutional support 5. Possible technical and financial support from government 6. Involvement of local small producers
Activities	Agribusiness
Estimated investment cost	USD 3.600.000
Products	<p>Corn flour</p> <p>Cereals and snacks</p> <p>Corn</p> <p>Animals feed</p> <p>Corn seeds</p>
Location	Pemba, Cabo Delgado, Mozambique
Foreign collaboration sought	Joint venture, technical expertise
Current market	Local and foreign
Year of foundation	2016

Kuani - Forestry

Project code	MOZ/026/1606
Project title	KUANI FORESTRY
Summary	<i>Kuani S.A.</i> is launching a new forestry project. The international investor will provide 4.350.000 USD for exploration and exploitation of 20.000 ha of forestry (whose more than half are suitable for high-quality timber production).
Strengths	<ol style="list-style-type: none">1. Targeted markets2. Good location (close to harbors)3. Local investor has experience in the sector4. Accurate feasibility study
Activities	Forestry
Estimated investment cost	USD 4.350.000
Products	Timber
Location	Muidumbe District, Cabo Delgado Province, Mozambique
Foreign collaboration sought	Joint venture, technical and managerial expertise
Current markets	Local and foreign
Year of foundation	2016

Lagoa Poolela Fisheries

Project code	MOZ/027/1606
Project title	LAGOA POOLELA FISHERIES
Summary	<i>Lagoa Poolela Fisheries</i> is launching a new fishery project with the aim of substituting imported raw materials with more inexpensive local ones for production of tilapia's products. The international partner will invest 100.000 USD in order to purchase equipment and machineries.
Strengths	<ol style="list-style-type: none"> 1. Growing markets 2. Good location 3. Local investor with experience in the sector 4. Involvement of local producers 5. Possibility of exporting the business model in other areas in Mozambique 6. Institutional support
Activities	Fishery
Estimated investment cost	USD 100.000
Products	Tilapia
Location	Inharrime District, Inhambane Province, Mozambique
Foreign collaboration sought	Joint venture, technical support
Current markets	Local and foreign
Year of foundation	2016
Number of employees	6

Machadoknowhow

Project code	MOZ/028/1606
Project title	MACHADO
Summary	<p><i>Machadoknowhow</i> is a joint venture between Machados Holding Ltd. (Mozambican family business with expertise in technology dissemination and professional training) and Danishknowhow (Denish consultancy firm with expertise in agribusiness). The Machadosknowhow's goal is to establish a best practices for the highest level of agricultural know-how in Mozambique. The objective of the investment is to support the In-grower™ project which has been developing for the last five years (starting in 2010). It focuses on local production, processing and commercialization of vegetables and chicken, produced by local entrepreneurs.</p> <p>The international investor will contribute with 3.275.000 USD in order to purchase equipment and machineries and to improve the site's conditions. Part of the investment will be used for offering fellowships.</p>
Strengths	<ol style="list-style-type: none"> 1. Targeted markets 2. Local investor has experience in the sector and he can count on technical and financial support of an international partner. 3. Growing demand in the market 4. Availability of raw materials 5. Close to markets
Activities	Agribusiness
Estimated investment cost	USD 3.275.000
Products	Vegetables Poultry
Location	Moamba District, Maputo Province, Mozambique
Foreign collaboration sought	Joint venture, technical support
Current markets	Local
Year of foundation	2010
Turnover (2015)	537.000 USD
Number of employees	30

Madecaju

Project code	MOZ/029/1606
Project title	MADECAJU
Summary	The <i>Madecaju</i> company is expanding and modernizing the cashew nuts production activity. The international investor will provide 1.818.672 USD in order to build a new production unit (objective: production capacity of 3500 tons).
Strengths	<ol style="list-style-type: none"> 1. Activity is already started 2. Secured markets 3. Local investor has twenty-years-experience in the sector 4. Institutional support 5. High-valued product
Activities	Agribusiness
Estimated investment cost	USD 1.818.672
Products	Cashew nuts
Location	Manjacaze District, Gaza Province, Mozambique
Foreign collaboration sought	Joint venture, loan, equipment purchase, technological transfer, technical expertise
Current markets	Local and foreign
Year of foundation	1998 (interruption of activities in 2010)

Sociedade Malonda

Project code	MOZ/030/1606
Project title	MALONDA
Summary	<p>The <i>Sociedade Malonda</i> is expanding its activity of processing and packing of butter beans, purchasing raw materials from local producers.</p> <p>The international partner will invest 491.877 USD in order to buy raw materials, to provide technical support to local producers and for logistic operations.</p>
Strengths	<ol style="list-style-type: none"> 1. Availability of equipment for processing 2. Specialized workforce 3. Considerable market power 4. Availability of storage buildings
Activities	Agribusiness
Estimated investment cost	USD 491.877
Products	Butter beans
Location	Niassa Province, Mozambique
Foreign collaboration sought	Joint venture, loan
Current markets	Local (80%) foreign (20%)
Year of foundation	2015
Turnover (2015)	846.154 USD
Number of employees	14

Miriku Agro-Industry

Project code	MOZ/031/1606
Project title	MIRIKU
Summary	<p><i>Miriku Agro-Industry</i> is launching a new project on production of corn flour and of a particular speciality of porridge (made by corn and soy flour).</p> <p>The international investor will provide 685.000 USD in order to purchase equipment and to build infrastructures (485.000 USD). Part of the investment will be used as working capital (200.000 USD).</p>
Strengths	<ol style="list-style-type: none"> 1. Targeted markets 2. Segmented markets 3. Growing demand 4. Availability of raw materials 5. Specialized workforce 6. Financial and technical support of <i>Miriku Coop</i>
Activities	Agribusiness
Estimated investment cost	USD 685.000
Product	<p>Corn flour</p> <p><i>Porridge</i> (corn and soy flour)</p> <p>Bran of corn</p> <p>Soy</p>
Location	Nampula, Mozambique
Foreign collaboration sought	Joint venture, equipment purchase, technological transfer and joint R&D
Current markets	Local and foreign
Year of foundation	2016
Turnover (2015)	168.740 USD
Year of foundation	17

F&J Farming e Serviço, Lda

Project code	MOZ/032/1606
Project title	F&J FARMING
Summary	<i>F&J Farming e Serviço Lda</i> is looking for an international partner in order to launch a process of modernization and industrialization of productive techniques and activities. The international investor will contribute with 154.105 USD in order to purchase the necessary equipment and to build the irrigation system.
Strengths	<ol style="list-style-type: none"> 1. Production of high-quality raw materials (seeds) 2. Involvement of local producers 3. Competitive advantage 4. Institutional support 5. Possibility of partnership with private institutions
Activities	Agribusiness
Estimated investment cost	USD 154.105
Products	Corn, Sesame, Pigeon Beans, Soy
Location	Guanha Village, Mocuba District, Mozambique
Foreign collaboration sought	Joint venture, loan, equipment purchase, managerial and technical support, market access
Current markets	Local
Year of foundation	2011
Turnover (2015)	28.727 USD
Number of employees	52 (45 seasonal)

MozOrganicos

Project code	MOZ/033/1606
Project title	MOZORGANICOS
Summary	<p><i>Mozambique Organicos Lda</i> is looking for an international partner in order to expand its agricultural activities.</p> <p>The international partner will invest 600.000 USD in order to build the irrigation system and to purchase the necessary equipment and machineries.</p>
Strengths	<ol style="list-style-type: none"> 1. Attractive markets (not saturated and with a demand surplus) 2. Possibility of sharply increasing productive capacity 3. Presence of specialized workforce 4. High-quality products' supply 5. Low debt 6. Local investor has experience in the sector
Activities	Agribusiness
Estimated investment cost	USD 600.000
Products	<p>Tomatoes</p> <p>Corn</p> <p>Chili</p> <p>Other vegetables</p>
Location	Inharrime District, Inhambane Province, Mozambique
Foreign collaboration sought	Equipment purchase, loan
Current markets	Local and foreign (South Africa)
Year of foundation	2009
Turnover (2015)	400.000 USD
Number of employees	92

Winnua

Project code	MOZ/034/1606
Project title	WINNUA
Summary	<i>Winnua Lda</i> is looking for an international partner in order to expand its agricultural and forestal activities. In order to fully implement the project, the international investor will provide 1.500.000 USD.
Strengths	<ol style="list-style-type: none"> 1. Good knowledge of the markets' trends 2. Potential clients already secured 3. Specialized workforce 4. High-quality products 5. The national investor (from Sweden) has a relevant academic and professional background (PhD level) as well as an extensive experience in the agricultural-forestry field in LDCs;
Activities	Agribusiness and forestry
Estimated investment cost	USD 1.500.000
Products	Teak Corn Soy
Location	Gigoba-Lugela District and Marriue-Milange District, Zambezia Province, Mozambique
Foreign collaboration sought	Joint venture, consulting/techical support
Current markets	Local
Year of foundation	2011
Turnover (2014)	17.835.806 USD
Number of employees	33

Ribauè Agricola

Project code	MOZ/035/1606
Project title	RIBAUE AGRICOLA
Summary	<i>Ribauè Agricola</i> is looking for an international investor in order to launch the production of pigeon beans and corn on 50 ha (the long-term project aims at exploiting all the 200 ha available) The international partner will invest 50.000 USD in order to purchase equipment and machineries.
Strengths	<ol style="list-style-type: none"> 1. Potential clients have been already identified 2. The owner has proven experience in the sector and he holds a high level of notoriety and prestige in the Ribaué District; 3. Specialized workforce
Activities	Agribusiness
Estimated investment cost	USD 96.262
Products	Corn Pigeon beans
Location	Ribauè District, Nampula Province, Mozambique
Foreign collaboration sought	Equipment purchase, consulting/technical support
Current markets	Local and regional
Year of foundation	2013
Number of employees	14

Kuvanga-Cooperativa de Agro-processamento

Project code	MOZ/036/1606
Project title	Jogo
Summary	<p>The <i>Kuvanga</i> cooperative is looking for an international investor in order to develop its business.</p> <p>The international partner will invest 50.000 USD in cash in order to facilitate the improvements proposed in this project and to support the sustainability of the production unit.</p>
Strengths	<ol style="list-style-type: none"> 1. Development of local satellite activities and of endogenous food chains 2. Reduction of wastes (especially for Mango) 3. Local and international market access for new products 4. Technical and financial support from the cooperative 5. Involvement of local producers 6. Capacity-building activities 7. Work safety promotion 8. Products' certifications 9. High quality products
Activities	Agribusiness
Estimated investment cost	USD 50.000
Products	<p>Mangoes</p> <p>Bananas</p> <p>Pineapples</p>
Location	Jogo, Morrembene District, Inhambane Province, Mozambique
Foreign collaboration sought	Market access, equipment purchase, joint R&D and marketing support
Current markets	Local, Maputo City
Year of foundation	2016
Number of employees	8

Proclisaboa

Project code	MOZ/037/1606
Project title	PROCLISABOA
Summary	<p>The <i>Projecto Holistico de Desenvolvimento e Pesca</i> is looking for an international investor in order to promote the centralization of vegetables production activities, involving local producers.</p> <p>The international partner will invest 11.950.855 USD in order to purchase high-quality raw materials, equipment. Part of the investment will be used for the construction of building facilities and for paying workforce's salaries.</p>
Strengths	<ol style="list-style-type: none"> 1. Forecasted market share: 40% 2. Potential clients (national and international) have been already identified 3. Availability of local raw materials 4. Good relations with banks
Activities	Agribusiness
Estimated investment cost	11.950.855 USD
Products	<p>Soy</p> <p>Sesame</p> <p>Beans</p> <p>Rice</p> <p>Citrus</p>
Location	Quelimane, Zambezia Province, Mozambique
Foreign collaboration sought	Joint venture, market access, managerial support, technical and financial support, technological transfer
Current markets	Local, regional and foreign markets
Year of foundation	2015
Turnover (2015)	250.000 – 500.000 USD
Number of employees	42

Propriedade Pecuaria de Palmeira

Project code	MOZ/038/1606
Project title	Amida
Summary	<i>Propriedade Pecuaria de Palmeira</i> is looking for an international investor in order to expand its dairy production activities. The international partner will invest 69.000 USD in order to purchase equipment and machineries and for site's manteinance.
Strengths	<ol style="list-style-type: none"> 1. High standard quality raw materials 2. Local entrepreneur with good experience in the sector 3. High quality products 4. Healthy animals (diseases' mortality rate: 0%)
Activities	Agribusiness
Estimated investment cost	USD 69.000
Products	Yogurt Butter Cheese
Location	Manica, Manica Province, Mozambique
Foreign collaboration sought	Loan
Current markets	Palmeira Village, Manica District and Maputo Province
Year of foundation	2013
Number of employees	4



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INVESTMENT AND TECHNOLOGY PROMOTION OFFICE ITALY

Investment and Technology Promotion Office (ITPO), Italy

via Paola, 41 - 00186, Rome - Italy

Tel: (+39) 06 6796521 - Fax: (+39) 06 67 93570

Email: itpo.rome@unido.org

www.unido.it - www.unido.org



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