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Economic Development

Private Sector

HORTISEMPRE



Geographic focus: Nacala Corridor in Nampula Province mainly in Nampula, Malema, Ribaué e Nacala e Monapo Districts.

Target Group: Small-scale farmers (up to 1 hectare of land devoted to horticulture) producing horticultural products for local markets.

Although the economy has grown over the last 5 years, poverty remains high in the North of Mozambique. Growth has become less pro-poor, especially in rural areas, suggesting the existence of a poverty trap. The latest results of the agricultural census (2010) confirmed that 70% of the population in rural areas are dependent on agriculture. 60% live below the national average poverty line. Therefore, agriculture is the foundation of the Northern Mozambican economy employing 80% of the active population and contributing up to 25% to the regional gross domestic product.

As such, poverty reduction is linked to the development of agriculture. The production of horticultural products offers great opportunities in terms of income generation in the area, as it is characterized by short production cycles, is labour intensive, and requires a low level of investment.

Time frame: February 2013 - December 2016

Phase: 1

Budget: CHF 5.070.000 - USD 5.650.000 - MZM 177.000.000

Implementing Partners: Consortium Swiss contact/ GFA Consulting Group.

Partners: Coordination and synergies with other projects and actors as FIDES (Financial Systems Development Services), INOVAGRO, Local Government, Micro-irrigation Partners (NGOs, research institutes), Private Sector Providers (wholesale buyers, input providers, financial institutions).

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Goals

To increase the income of 4.000 small scale horticultural producers in the Nacala corridor, favouring the inclusion of women. The project adopts a Market System Development approach by identifying viable horticultural value chains in which existing private sector players are operating and which provide significant scope for small-holder participation.

Main activities

1. **Access to new, affordable seed varieties:** Facilitate the introduction of new varieties from Brazil, adapted to tropical conditions, and the expansion of seed providers in Northern Mozambique.
2. **Affordable Irrigation Solution:** Facilitate the introduction of the “hip-pump” systems in Mozambique as the most affordable irrigation solution.
3. **Improved Practices:** Facilitate cluster strengthening, and support the introduction of tropical greenhouses and mini-tunnels in Northern Mozambique.
4. **Nampula as Horticultural hub of Northern Mozambique:** Reduce losses and create added value through the introduction of new packaging (plastic boxes and mesh nets), linking wholesalers to clusters and institutional clients.

Impact

- Small scale horticultural producers have become more responsive to market demands.
- Local procurement of small scale horticultural producers' goods by medium and large scale buyers is increased.
- Supply of support for small scale horticulture producers by the private and public sector is improved.

Beneficiaries

The project target beneficiaries are small-scale horticultural producers, agricultural input suppliers, vegetable and horticultural retailers or buyers and training/research institutions linked to horticulture value chain development.

Expected Results

- Producers will have access to agro-inputs (seed, fertilizers, pesticide and micro-irrigation solutions) as well as innovative cultivation practices and know-how.
- Marketing linkages will be established between medium and large-scale buyers, agro-processors and small-scale horticulture producers.

Results achieved

- **New seeds:** registered 11 new varieties adapted to tropical climate from Brazil and facilitated the import of 202 kg of seed benefiting approximately 2,000 farmers (with an estimated \$50 to \$150 additional income/per capita); linked four seed providers with Brazilian seeds producers/exporters; facilitated the establishment of a national seed provider (LUSOSEM) in Northern Mozambique (300 kg seeds/sale/year).
- **Affordable Irrigation Solution:** facilitated the import of “hip-pump” irrigation SYSTEM in Mozambique through a private sector provider - FORMEX. FORMEX sold 443 systems (200 at market price, 243 subsidized at 60%) benefiting 1,413 farmers and creating an additional income per capita of \$91. The availability of irrigation boosted the expansion of cultivated land (+27%).
- **New Practices:** facilitated the installation of 12 tropical greenhouses (pilot test). HortiSempre also facilitated the start of new horticulture related industry of domestic seed production and seedlings.
- **Nampula as Hub:** facilitated the creation of the first association of horticulture wholesalers (Agrowam). Through the association, the project introduced new packaging (plastic boxes and mesh nets), generating additional income of \$96 per capita through sorting and grading. It benefited 2,628 farmers.

Transversal themes

The project has identified and will introduce specific women targeted activities that include planting small peri-urban orchards and setting-up protected clusters (greenhouses) for vegetable cultivation. In parallel, the project will also test the concept of “Nutritional Days at Schools” with the participation of women (pupil's mothers) aimed at raising awareness on the nutritional value of horticultural products. This activity will also stimulate vegetable and fruit production and consumption in the Nacala Corridor.