



Want to know more about what our
Agribusiness Unit can do for your company?

Please contact us!



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CONNECTING FARMERS WITH MARKETS

NCBA
CLUSA
Promoting Rural Businesses

Find out how our **Agribusiness Unit** links input suppliers,
commodity traders, service providers and producers



NCBA CLUSA

Since 1995, **NCBA CLUSA** Mozambique has promoted agricultural development through projects which increase farmers' production, yields and access to markets.

For this reason, we created our own **Agribusiness Unit**, whose role is to promote inclusive business by connecting **NCBA CLUSA** project supported farmers with key private sector partners such as inputs suppliers, output traders and financial institutions.

Including smallholders in your company's business model, either as clients or suppliers, has **numerous advantages**. However, it also comes with its own set of challenges and risks. We're here to make it easier for you.

OUR AGRIBUSINESS UNIT IS HERE TO HELP YOU CONNECT WITH FARMERS AS SUPPLIERS AND CLIENTS

WE PROVIDE
THE SUPPORT THAT
YOUR COMPANY
NEEDS TO
INCREASE SALES



SHORT DURATION COURSES

The **Manica Agribusiness Centre (MAC)** offers short courses delivered by private sector specialists such as **LONAGRO Mozambique - John Deere** (tractor operator training), **Yara Fertilizers** (crop nutrition), **Syngenta** (phytosanitary training for horticulture) and experts in international accreditation systems for exports (Global Gap and SMETA certification).

CREATE THE COURSES THAT YOU WANT TO SEE!

You can grow your market share by working with the **MAC** to **design and deliver courses according to your needs**, demonstrate your products/services in the MAC's Model Farm, and cherry pick potential new recruits through our network of course graduates and interns.

Course graduates are likely to become **your new customers** further down the line, once they're acquainted with your products and have developed brand loyalty.



FREE SERVICES FOR YOUR COMPANY



We Identify Key Partners and Clients

Does your company need to reach new clients or suppliers, break into new markets or better understand its target market? Through our **network of over 30,000 smallholder producers** and **hundreds of rural inputs retailers** we can make it easier to **identify, reach** and get to know your clients.



We Provide Support in Commodity Aggregation

We identify potential suppliers; we support farmers and buyers to negotiate prices, volumes, standards and delivery terms; **we promote** specific crops and standards according to your needs; **we identify** farmers with potential to work in contract production schemes; **we support** firms to organize field days, purchase days and other community events.



We Develop Distribution Networks for Inputs Sales and Marketing

We develop cost effective distribution models through networks of community based agrodealers and retailers; **we train** companies, agrodealers and retailers in business skills, marketing and distribution, stock control and more; **we support** firms to hold seed fairs, roadshows and other sales/promotional events. Our extension network, supported by our team of qualified agronomist field staff, can link **your company with thousands of smallholders** organized into farmer groups, each with a trained Lead Farmer and demonstration plot at its center.