

# Enabling Value Addition in Agriculture through Innovation and Entrepreneurship



Maputo, Mozambique  
March 2012

A donor funded program in the Financial and Private Sector Development  
Department of the World Bank Group

*Mission:* To promote the growth of innovative enterprises to enhance sustainable  
inclusive growth, competitiveness and job creation



## Goals

- Commercialize new technologies
- Create and grow competitive and sustainable enterprises
- Promote an enabling environment for innovation



## Products

- Research and Knowledge -sharing
- Capacity building
  - Policy toolkits
  - Stakeholder convenorship and global networks
- Project preparation and implementation



## Outcome

- Diffusion of new products and services
- Sustainable job creation
- Increase in economic competitiveness and sustainable development



Incubating Enterprises in Three Sectors:

Information and Communication Technologies, particularly mobile

Climate Technologies

Agricultural Value Addition

Supported by Cross-Sectoral Services:

**Global Forum on Innovation and Technology Entrepreneurship:**

India, 2006 + 2008  
Helsinki, May 2011  
South Africa, 2013

**Access to Finance and Markets (A2F & A2M):** Bridging the gap between SMEs and funding sources, customers and partners

**Incubation Training:** Enhancing the capacity of developing country incubation managers

**Networks:** Bridging the gap between SMEs and funding sources, customers and partners

## ***Snapshot of Results***

- 300+ incubators globally
- 100% locally owned and operated
- 6 Regional Networks
- 80+ developing countries
- 20,000+ SMEs assisted
- 220,000+ Jobs created
- 90% success rate of incubators
- 75% survival rate of incubated SMEs 3 years after graduating
- ~1:1 leverage with local partners

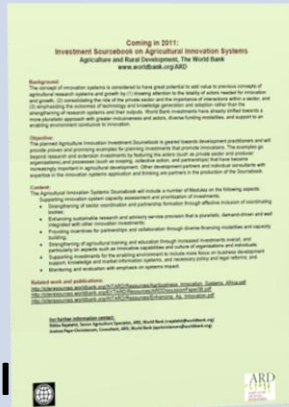
Focus on enterprises that use innovation to deliver competitive solutions to increase market reach



**Regional Networks:**  
Asia, Africa, ECA,  
Middle East / North  
Africa, Latin America /  
Caribbean

**Global Communities  
of Practice:**  
Youth, Women, ICT  
High Growth, Agri-  
business

**Global Assessment and Training in Agribusiness Incubation:** Innovative approaches to promoting value-addition in the agricultural sector



**Source Books:** Resource for promoting ICT and Innovation in agriculture



**Feasibility Assessments and Business Models:** Agribusiness Innovation and Entrepreneurship Centers in Senegal, Mozambique, Ethiopia, Tanzania

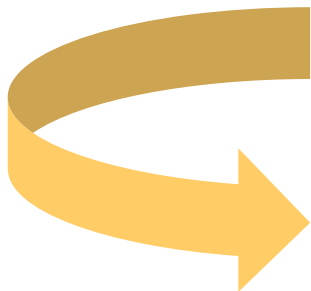


**Global Community of Practice on Agribusiness Innovation and Entrepreneurship**



## **Enabling Agribusiness Innovation and Entrepreneurship in Mozambique**

- Opportunity:
  - Mozambique has a comparative advantage in production in some agricultural sectors (e.g. Cashew, Banana)
- Challenge:
  - In many of these sectors:
    - Farmers experience tremendous post-harvest losses
    - The products are exported as unprocessed raw materials
    - Processed agricultural products are imported
    - Agricultural outputs are not consistently of good quality



How can we leverage Mozambique's comparative advantage to enable the start-up and growth of innovative SMEs that

- increase the incomes of farmers?
  - create new jobs?
- provide Mozambican consumers with quality products and affordable prices?

*Particular focus on value addition*

## Resources Required by Entrepreneurs

Innovative entrepreneurs who wish to start and accelerate an agribusiness require:

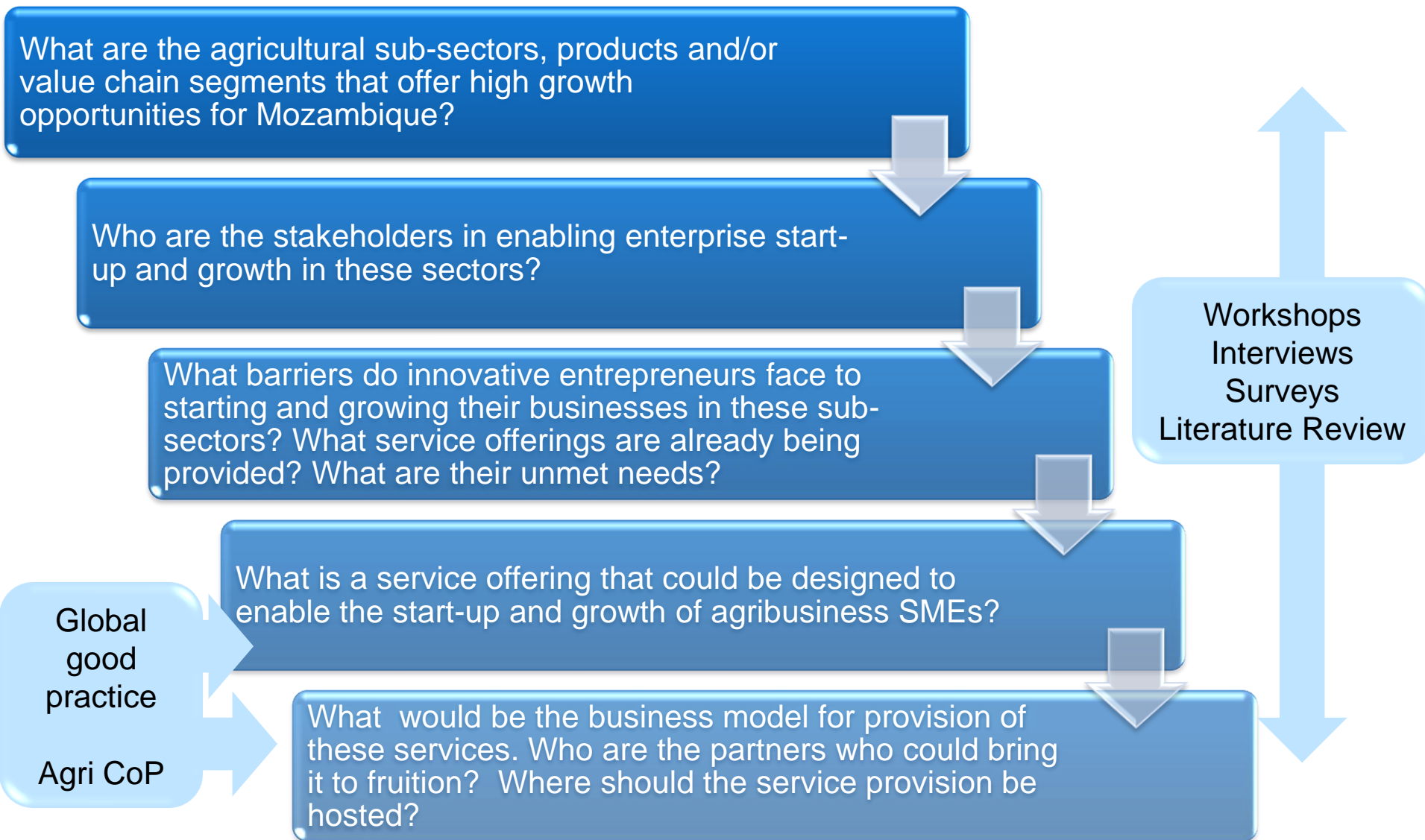
1. Access to market information, skills, finance, quality inputs and technologies
2. Enabling business regulations
3. Adequate infrastructure (roads, electricity, telecommunications)
4. Favorable market conditions

## Stakeholders Who Affect Access to Resources

The extent to which these resources are provided depends on

- Policymakers and regulators
- Academic institutions
- Financiers
- Farmers and industry





## **FACILITATION AND PARTNERSHIP**

- Listen to Mozambican stakeholders to understand the opportunities, challenges and needs
- Introduce examples, good practices and lessons from across the continent and beyond
- Co-design a model and identify implementation partners
- Co-present the model for implementation funding
- Guide implementation of a locally owned and operated service offering

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