



Mozfoods

Alimentos de Moçambique



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MOZFOODS S.A.

Mozfoods S.A., commenced in 2004 with the aim of investing in Agriculture in Mozambique. It is wholly own by the Gatsby Foundation

Mission:

To contribute to the economic and social development of Mozambique through sustainable agriculture

Vision:

To be a major player in the food industry in Mozambique.

MOZFOODS S.A
Strategic

MIA
Rice purchase,
processing and
marketing
and commercial farming
in Chokwe

Mozseeds
Seed development,
sourcing and wholesale
distribution

Vanduzi
Horticultural export
through own production
and sourcing

Employees
Permanent: 48
Seasonal: 133
Outgrowers: 105 (2012)
Land use: 200ha
Location: National

Employees
Permanent: 400
Seasonal: 1,200
Outgrowers: 511
Land use: 530ha
Location: Vanduzi





Export sales (UK and RSA) up to 30 tons per week

Baby corn, Chillies, Papaya, Peas, Asparagus, Baby marrow, Patty pans etc

National sales 28 tons per week

Tomatoes, peppers, cabbages, lettuce cucumber etc

Purchase locally or from Zimbabwe and RSA for items not grown



500 hectare irrigated farm sensibly mechanized (Catandica and Chitundu)

Mix of Pivot and Drip irrigation for different types of crop

Planting on a weekly basis to ensure consistent flow of product. Fresh product has a limited shelf life so it must be delivered to the shelf after picking.

Fields size range from ¼ hectare to 7 hectares

100% Mozambican workforce on the farms



> 800 small scale farmers based in different climatic locations. Intensive supervision required to ensure the freshest quality. Crop field sizes range from 1/10th hectare to ¼ hectare. Attention to detail maximizes yield. 12 month program to provide rotation.

Mozambique Foods



Pack house (1,000 m3)

Fleet of refrigerated trucks

More than 1,600 staff

Audit certification with BRC Global GAAP and Fairtrade. Full traceability from Field to fork.

Mozambique Foods



Challenges

Invasive Fruit Fly

Local infrastructure

Trained and skilled staff

Lack of dedicated support services

Mozfoods

Mozambique Foods

http://www.vanduzi.co.mz/en/

Vanduzi

ng



Suggested Sites ▾ Get more Add-ons ▾

W.Vanduzi.co.mz



HOME

COMPANY

PRODUCTS ▾

CALENDAR

CUSTOMERS

CONT



Delivering freshness to Europe
Southern Africa and Mozambique

Sofala | Manica | Zambézia | Tete | Namp

About Us

Mozseeds

A fazer crescer Moçambique



Mozfoods

Mozambique Foods



Mozseeds, is focused on:

Seed company marketing and producing:

Maize OPV

Maize Hybrid (PRS601)

Cow Pea

Sugar Beans

Ground nut

Soya bean

Marketing:

Vegetable seed

Ensuring availability of fertilizer



Mozseeds, is focused on:

- ✓ Developing the commercial seed market for small scale farmers to large corporate enterprises;
- ✓ Effective production and distribution model that minimizes transaction costs, translating to competitive pricing;
- ✓ **High quality** diverse range of products:

Mozseeds has national coverage although production, processing and mass distribution are currently located in Manica and Tete provinces



The distribution and marketing model is focusing on small scale farmers:

Use of improved seed in the country is very low

Demand needs to be created

Mass demonstrations (20g packs) as well as village based demonstrations are key to maximize awareness

Village Based Agents recruited to sell seed to their neighbouring farmers and create local distribution hub

Whole Village Approach – All Farmers try the seed

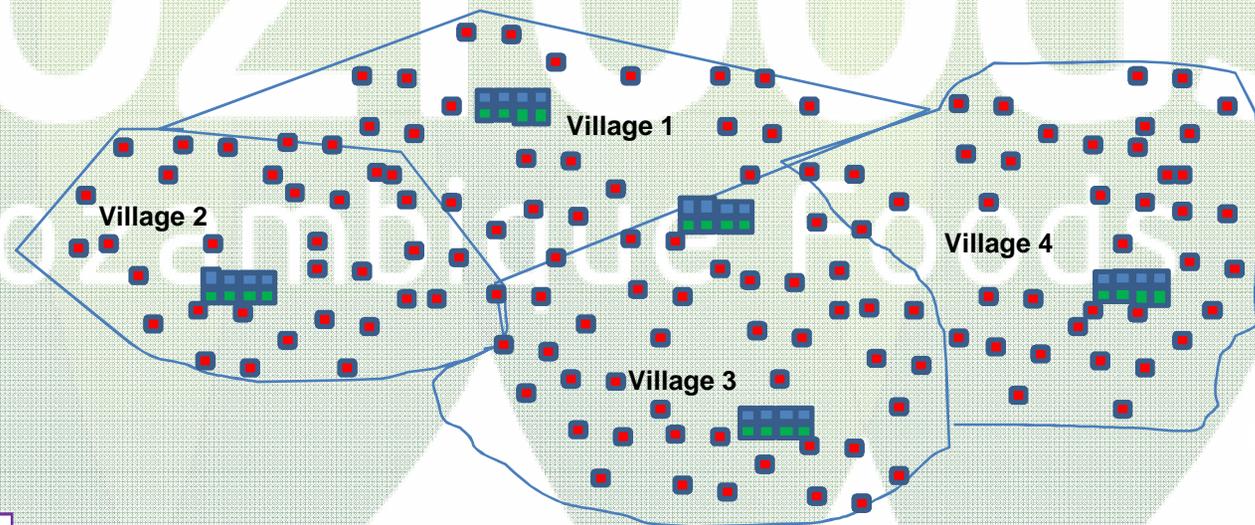
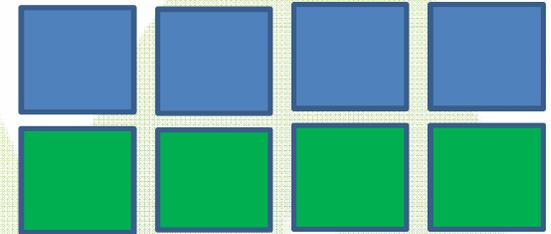
Everybody gets to :

- Try Mother – baby demos
- Avoid exclusive nature of group/ lead farmer approaches
- Believe in technology because they see it on own land

Small promotion packs of seed:

- 25 g enough to learn (5m x 2m)
- 1 ton of seed can reach 40,000 households
- Cheap, cost effective, large uptake

Mother Demo





Mozseeds has:

- Highly experienced and qualified staff in the areas of seed development, processing and marketing
- A fully functioning seed processing and storage facility in Chimoio.
- A laboratory for testing seed for germination and other characteristics
- Available hectares for testing, multiplying and developing seed varieties
- A relationship with government (IIAM) for testing in other provinces.



Developing a commercial seed market will require the collaboration of:

- Seed companies such as Mozseeds to obtain seed suppliers, best varieties and marketing for specific varieties
- NGOs to help develop:
 - the demand for seed through demonstration and discussion
 - agro-dealer networks through subsidy and training
 - routes to market by support for produce buyers
- Government to:
 - Align their seed distribution policies to not compete with the market
 - Provide legislation to allow free movement of seed
 - Timely seed certification and trialling
- Financial institutions to provide liquidity



Resources:

Processing plant in Chimoio

Significant numbers of outgrowers

Seed storage facilities

Good quality seed

Challenges:

Infrastructure

Skilled commercial farmers with irrigated land

Government subsidising