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OPPORTUNITIES FOR MOZAMBIQUE

DUTCH FINANCIAL INSTRUMENTS FOR AGRI-BUSINESS



Dutch Financial Instruments for Agri-Business: *Opportunities for Mozambique*

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1. INTRODUCTION

This brochure is intended for entrepreneurs and small and medium-sized enterprises engaged in agribusiness activities in Mozambique, who are looking for partners and/or international funding to meet their capital needs, capacity needs and knowledge needs. The Netherlands can offer several financial instruments which are intended to support specific countries and sectors around the world, in particular developing countries.

The ten instruments presented in this brochure are available to support SMEs and agribusiness companies in Mozambique. In this brochure you will find general information on the available instruments, criteria, application process, contact information and any other relevant information. For each instrument contact details are presented if you need more information.

Of course you can always contact ZVDA or the **Netherlands Embassy**, who will **be happy to help you** explore what is available and feasible in your situation.

TEN OPTIONS TO GROW YOUR AGRI-BUSINESS WITH SUPPORT FROM THE NETHERLANDS

	I NEED FINANCING	I NEED KNOWLEDGE/ EXPERTISE	I NEED TRAINING/ CAPACITY BUILDING	I NEED ACCESS TO BUSINESS NETWORKS
MMF				
DRIVE				
DGGF				
FDOV				
FDW				
MASSIF				
PUM				
EP NUFFIC				
ARF				
IBA / LINK				

2. MATCH-MAKING FACILITY (MMF)

The Match-Making Facility (MMF) is a matchmaking programme aimed at establishing a structural, long-term business relationship between an entrepreneur from a developing country and a Dutch entrepreneur. This business relationship could potentially result in an export or import business opportunity or in Public/Private Partnership (PPP). As part of the process, the foreign company visits a number of prospective Dutch partnership candidates in order to find the best match.

MMF in Trade Mission from Sudan

In May 2012 the Netherlands Council for Trade Promotion (NCP) in cooperation with the Sudanese Embassy in the Netherlands and Sudanese export organization Sudatexpo organized a trade mission to Netherlands for Sudanese companies. MMF offered a tailor-made program aimed at addressing issues faced by Sudanese companies and concrete cooperation plans with Dutch business partners. 6 Sudanese companies applied for MMF and 4 companies received a voucher and enjoyed their individual matchmaking program during 2 days. The approved companies included two banks, an agricultural machinery company and an energy company. Follow up of the new business contacts is in full progress for these four companies. More info: frank.buizen@rvo.nl

How to apply for the MMF?

The MMF is managed by the Netherlands Enterprise Agency (RVO). You can request more information at

<http://english.rvo.nl/subsidies-programmes>

or from the Embassy of the Kingdom of the Netherlands in Maputo.

You can download an application form for the MMF from the RVO website:

<http://english.rvo.nl/subsidies-programmes/matchmaking-facility-mmf>

Angolan entrepreneur finds his way with MMF help

"We were anxious to find agricultural partners, but through the Matchmaking Facility advisors, more interesting fields widened the scope of our interest", says Ariel Francos, senior advisor to the president of GLS Holding. GLS is an agriculture conglomerate in Angola and came to The Netherlands earlier this year to search for partners for new agricultural initiatives in Angola. Mr. Francos met with investors, potential suppliers and agricultural specialists, in order to understand the business environment of each partner. "We are trying to translate the visit into real results, which will be clarified and defined within the next few weeks". Mr. Francos concludes by saying: "The experience exceeded our expectations. We found a very committed team of organisers and advisors which took advantage of our common initiatives to create a very proactive working environment".

An essential prerequisite for a successful application is an accurate, honest and complete intake form. This should include a clear description of the profile, role and expected contribution of prospective Dutch partners. Submit the intake form to the Embassy of the Kingdom of the Netherlands in Maputo, or to the Matchmaking Facility in the Netherlands: mmf@rvo.nl

The embassy or the MMF will assess your request with the help of the local network. The embassy will then send their advice together with your application to MMF in the Netherlands.



On behalf of the Matchmaking Facility, a selected Dutch consultant with relevant expertise in your sector will look for suitable Dutch companies on your behalf.

When a possible match is found, you will be invited to come to the Netherlands and meet the potential partners. Travel and accommodation expenses will be for your own account. The Matchmaking Facility will reimburse the costs of the Dutch consultant, who will also organize the programme of your visit and assist you during the meetings. The consultant will then propose a joint strategy for collaboration.

In the execution of the Matchmaking Facility, RVO works together closely with strategic partner PUM (www.pum.nl).

3. DEVELOPMENT RELATED INFRASTRUCTURE INVESTMENT VEHICLE (DRIVE)

The DRIVE facility was recently launched by the Netherlands Ministry of Foreign Affairs in 2015 to **facilitate investments in infrastructural projects** that contribute towards a good business climate and entrepreneurship in the area of water, climate, food security and sexual and reproductive health and rights (SRHR).

Projects must be in line with and build on the Dutch agenda for aid, trade and investment, for instance by joining initiatives that have already been developed as part of Dutch development policy.



For whom?

Entrepreneurs worldwide who wish to qualify for a public infrastructure construction contract in one of the DRIVE countries may submit applications for DRIVE. Projects can range from 5 to 60 million Euro (including financing costs).

Selection criteria

To qualify for DRIVE, the project and your company should comply with the following selection criteria:

- The project demonstrably contributes to private sector development. By improving the business climate, entrepreneurship is promoted leading to increased employment and productivity. Thus, the project enhances the ability of people to provide for themselves.
- The project complies with the OECD Guidelines on International Corporate Social Responsibility (ICSR) for multinationals. These guidelines set out clearly what the Dutch government expects of businesses in their international activities.
- The project is in line with the policy objectives of the target country or region.
- The project meets the needs of the targeted end-users.
- Your company has demonstrated to have the required expertise, to be reliable, to have sufficient financial standing and stability to execute the project.

Submitting a project proposal

The application procedure consists of three subsequent steps.

1. Fill out the Quick Scan form (recommended), enter your specific project idea here and send it to klantcontact@rvo.nl. The financing specialist at the Netherlands Enterprise Agency will examine the Quick Scan of your plan and issue a recommendation on initiating the intake procedure.

2. Complete the intake form (required). The intake procedure takes at least two months. During this period we will assess whether your project meets the requirements of development relevance and ICSR (among other things), and we will advise you in designing a financial arrangement.

3. Submit an official application (if your project meets all requirements). The application process takes about two months.

The next step is to complete the intake form. If the project meets all requirements you can submit an official application. More information, as well as both forms can be found at www.rvo.nl/drive.

Budget

The budget is fixed each year by means of publication in the Government Gazette. The Netherlands Enterprise Agency (RVO.nl) handles applications in order of receipt, based on the date of receipt of a complete application.

4. SUSTAINABLE ENTREPRENEURSHIP & FOOD SECURITY FACILITY (FDOV)

The Facility for Sustainable Entrepreneurship and Food Security (FDOV) stimulates public-private partnerships in food security and private sector development in developing countries. FDOV is a facility of the Ministry of Foreign Affairs of the Kingdom of the Netherlands, which is implemented by the Netherlands Enterprise Agency (RVO). You can request additional information from RVO at <http://english.rvo.nl/subsidies-programmes> or from the Embassy of the Kingdom of the Netherlands in Maputo.

Objective

The overall objective is to improve the food security situation and to strengthen the private sector in developing countries, in the best interests of the overall population. To achieve this, it is often necessary to combine the innovative capacity and economic sustainability of the market, with government regulation and social responsibility. By combining expertise, a partnership between government, industry and NGOs or knowledge institutions can be of huge value in identifying innovative solutions, efficient and sustainable business models and the inclusive participation by entrepreneurs and producers.

Criteria

You can become eligible for a grant for a project respecting the following thematic conditions:

Food security:

- Proposals should evidently contribute to improving local or regional availability of qualitatively good food and nutrition.
- Proposals aiming at market efficiency and at making (food)chains sustainable should in any case focus on national and regional markets.
- Proposals exclusively concerning non-food trade crops are excluded from this call.

Sustainable entrepreneurship:

- Proposals should aim at inclusive business, evidently positively impacting low-income groups – employees, producers and entrepreneurs alike.
- Alternatively proposals should aim at stimulation of women-entrepreneurship
- Proposals concerning the financial sector are excluded from this call, except when such proposals concern (the set-up of) insurance schemes.

For Whom?

The facility is open to public institutions, businesses, NGOs and knowledge institutions, within a cooperative partnership which encompasses at least one business and a NGO (compulsory) and knowledge institution (desirable). The public component in the partnership should always include the Ministry of Foreign Affairs. Preferably the cooperative partnership should additionally include local public institutions.

Involvement of a NGO is a condition and will be assessed on the basis of the proposal. Of the participating partnerships, at least party one (other than the Ministry of Foreign Affairs) should be legally registered in The Netherlands and at least one should have its legal base in the country in which the activity is being set up. One of the parties will act as (lead) applicant for the public-private partnership (PPP). This role can be taken on by either a Dutch or a foreign party.

The FDOV grant will contribute maximum 50% of the financing for a project. This is complementary to the financial contribution made by the PPP. At least half of the PPP contribution (thus, at least 25% of the total project cost) should come from the private partner(s), and at least 10% of the total project cost should be contributed by the private partner(s) in cash. So for instance, if the total project cost is € 4 million, at least € 1 million should be contributed by the private sector partners and at least €400,000 in cash. Salaries of staff involved in the project do not count as cash contribution, neither do travel expenses or per diems.

The FDOV funds are awarded through a tender procedure. For more information please visit www.rvo.nl



5. SUSTAINABLE WATER FUND (FDW)

The Sustainable Water Fund (FDW) is a Public-Private Partnership facility which aims to finance projects in the fields of water safety and water security. Projects should alleviate poverty; help sustainable economic growth and self-reliance.

FDW is a facility of the Dutch Ministry of Foreign Affairs / Development Cooperation, which is implemented by the Netherlands Enterprise Agency (RVO). You can request additional information from RVO at <http://english.rvo.nl/subsidies-programmes> or from the Embassy of the Kingdom of the Netherlands in Maputo.



The Sustainable Water Fund (FDW) stimulates public/private collaboration in the water sector in order to contribute towards water safety and water reliability in developing countries. In real terms this means collective initiatives between governmental bodies, industry and Non-Governmental Organisations (NGOs) or knowledge institutions that focus on the following sub-themes and which could be eligible for subsidies from FDW:

- Improved access to drinking water and sanitation.
- Efficient and sustainable water use, particularly within agriculture.
- Safe deltas and improved basin management.

The final objective of the FDW is to make a long-term contribution towards sustainable economic growth, self-reliance and the fight against poverty.

6. DUTCH GOOD GROWTH FUND (DGGF)

The Dutch Good Growth Fund was launched on June 30th 2014 and is open for business since 1st July 2014. The DGGF supports Dutch SMEs and entrepreneurs in emerging markets and developing countries, with the aim to create local jobs, increase production capacity and contribute to knowledge transfer. Three different instruments have been created for this purpose:

1. Investments by Dutch SMEs in emerging markets and developing countries: Direct co-financing (debt and equity) and guarantees of up to EUR 10M for feasible projects for firms that are unable to get bank financing.
2. Finance for local SMEs in emerging markets and developing countries: Funding for intermediary funds (IFs) that are aimed at developing SMEs for young or female entrepreneurs and companies in fragile states. A consortium consisting of Triple Jump and PwC is responsible for managing the part of the DGGF that provides financing for local SMEs.
3. Export credit insurance and finance for exports from Dutch SMEs to emerging markets and developing countries: Insurance coverage up to EUR 15M or debt finance up to EUR 2M.

The DGGF does not invest directly in SMEs. It is important to highlight that the Dutch Good Growth Fund works through a 'fund of funds' model, which consists of two distinct levels in the investment chain: 1. the DGGF invests in (mainly locally operating) existing or new funds, and 2. these Intermediary Funds in turn offer a variety of customized financing to SMEs. The DGGF can also invest in funds that contribute to an improved infrastructure for SMEs.

Over a period of 4 to 5 years, the DGGF will build a diversified portfolio of such 'fund in funds' investments, during which the fund will gradually grow to its full size of EUR 175m. The Seed Capital and Business Development (SC&BD) budget complements the investment services by:

- Supporting business development services for local SMEs via the Intermediary Funds;
- Providing Technical Assistance and Seed Capital investment for Intermediary Funds, including the design and pilot phases of new funds that the DGGF may consider for an investment at a later stage.



PURPOSE

Through funds and other Intermediary Funds (IFs), the DGGF aims to improve financing for the 'missing middle'. The 'missing middle' refers to entrepreneurs who have outgrown micro-financing but do not yet have access to conventional capital markets. However in reality, DGGF has been covering a wider range up to about EUR 3M. The total funds available for the period 2014-2018 is of EUR 175M.

CRITERIA

To qualify for direct financing from the DGGF, the intermediary funds must invest in one or several of the target countries, including Mozambique.

The intermediary fund must comply with the following conditions:

- The fund must be aimed at increasing access to finance for SMEs in developing countries and emerging markets.
- The fund must be aimed at providing financial support to local SMEs in one or more of the DGGF countries.
- The fund must comply with the DGGF framework for international corporate social responsibility (ICSR). For more information, click here.
- The fund must complement the existing financial market. The DGGF focuses on underserved segments and on financial products that are rarely provided.
- Preference is given to investment funds that invest in young (<35 years) entrepreneurs, female entrepreneurs and /or entrepreneurs in fragile states. An investment fund's objectives must include contributing to employment, sustainable transfer of knowledge, skills and technologies or increasing production capacity.
- The fund must pay normal taxes that apply in Mozambique.

PROCEDURE

- Please note, this instrument is not yet available for Mozambican companies at the moment of publication.
- Complete the eligibility screening tool "Quicksan" for your investment proposal. This can be found at: <http://english.rvo.nl/sites/default/files/2015/01/DGGF%20-Quicksan%20Investment%20Funds.pdf> (in Dutch).
- Send the results of the screening on your investment fund or proposition to the DGGF, to the PwC/Triple Jump consortium, dggf@nl.pwc.com. Preferably accompanied by a PowerPoint presentation or a PDF.
- One of PwC/Triple Jump's specialists will contact you within two weeks to discuss your proposal.

CONTACT

PwC/Triple Jumps' contact information
Phone: +31 (0) 88 792 9457 E-mail: dggf@nl.pwc.com

7. MASSIF

The MASSIF fund provides much needed financial resources to small businesses and micro-entrepreneurs (MSMEs) by supporting the local financial intermediaries and institutions that can contribute to their development.

FMO manages the MASSIF fund on behalf of the Dutch government. FMO is an entrepreneurial development bank,



MASSIF CLIENTS CAN BE:

- SME or commercial banks looking to expand client base by downscaling
- Microfinance intermediaries seeking to broaden their services in rural areas
- NGOs looking to professionalize and transition into official finance entities

MASSIF invests through a variety of instruments, from local currency debt and mezzanine structures to direct equity and investment funds. Local currency financing allows these intermediaries to provide local currency products that will not translate into currency mismatches on their clients' balance sheets. Additionally MASSIF also offers capacity development (CD) grants to strengthen its investees; these funds are deployed to finance risk management systems, management training, product development, independent board seats, and other capacity-building projects.

MASSIF does not focus on the "missing middle" but targets larger institutions (USD 50,000 to USD 500,000). However there may be possibilities to invest in Mozambique through the financial partners. FMO has been involved in setting up new FIs which could be relevant for Mozambique.

Since 2012 FMO has started collaborating with DEG in Johannesburg (South Africa) to tackle investments in Southern Africa, so this is the point of contact for Mozambique organizations to look into the MASSIF funding possibility,

PURPOSE

For most developing economies it is the small businesses and micro-entrepreneurs (MSMEs) sector that generates the vast majority of economic activity and job creation. This sector is crucial for improving people's quality of life. But MSME's are also facing the most challenges when it comes to accessing capital and payment services. Through the MASSIF Fund, FMO can help these businesses jump-start and stimulate their growth and development.

PROCESS

The MASSIF fund provides resources to financial intermediaries and institutions that cater to MSMEs and low-income households. Noting the disproportionate lack of access to finance in rural areas and for agricultural activities, MASSIF proactively targets institutions and funds playing a role in this space. Thanks to MASSIF, these intermediaries can offer a wider range of stable finance and other financial services to MSMEs and lower-income households alike – including a variety of credit, savings, leasing and insurance products.

CONTACT

DEG/KfW Representative
Office Johannesburg
(Michael Fischer, Office Director)

Regent Place, 2nd floor
Cradock Avenue, Rosebank 2196
P.O. Box 2402, Saxonwold 2132
Johannesburg
Republic of South Africa

Phone: +27 11 5072-500
Fax: +27 11 5072-508
Email: Michael.Fischer@deginvest.de



8. PUM NETHERLANDS SENIOR EXPERTS



The PUM Netherlands Senior Experts program connects entrepreneurs in developing countries and emerging markets with senior experts from the Netherlands. Each expert has gained at least 30 years of experience in a business environment. These senior experts devote their knowledge to the execution of short-term, solid consultancy projects at the work floor, on a voluntary basis.

The PUM program disposes of 3,200 volunteers who advise 2,000 entrepreneurs annually in almost every field imaginable: from logistics to welding techniques, and from the hotel & catering trade to carpentry. PUM advisors are funded by various donors and sponsors, based on the philosophy that a self-sufficient small and medium-sized business sector is beneficial to global development.



PUM can offer different types of services:

1. Business advice - Sustainable business solutions

The PUM program is aimed at bringing about sustainable business solutions. Based on your request for advice we select the expert that is most suitable to help you. During a two week visit the expert will work with you to find a solution to your problem. In general, the project does not end when the expert leaves. Contact is often continued by e-mail. If and when you stumble upon the next problem, you may request the expert to return, or you may request help from another expert.

2. Business links with Dutch firms

After you have been visited by an expert you may apply for a so-called business link. This service entails a visit to the Netherlands with the purpose of establishing contacts with Dutch firms. Such a visit often results in trade and in some cases joint-ventures.

3. Seminars for a group of companies

Local business support organizations like Chambers of Commerce may apply for support from PUM to organize a seminar to be facilitated by a Dutch senior expert to various companies within a certain industry sector. As part of this training the senior expert will also visit each company individually.

4. Vocational education

Better education leads to a better equipped workforce. In some countries or industries it is hard to find suitable employees, which is often the result of weak training programs. PUM works with local schools and vocational training institutes to improve these.

PUM in Mozambique

The PUM program has supported between 12 and 24 projects per year in Mozambique. More information, including a factsheet with project examples, can be found on: www.pum.nl

----- Examples of PUM support to Mozambican businesses -----

Dutch vet instructs on artificial insemination

A farm involved in cattle breeding and meat supply in east-Mozambique needed to improve its performance in farming and breeding activities. There was also a need for technical support in artificial insemination. The expert, a retired veterinary doctor, taught them how to improve the fertility of cattle through good administration, observation and implementation of artificial insemination.

Set up of rural Co-operatives

Co-operatives have been set up for rice, maize, cashew and beans. They are being made to set up others in the future. PUM experts have advised on the rehabilitation of old factories and installations, training of people, preparing business plans, setting up IT systems.

From designing administration system to business plan

A company in the rural area of east-Mozambique, which produced mechanically cleaned products such as seeds, grains and beans, was in high need of a good administrative system. The PUM senior accountant helped to develop systems, trained people, refined their staff a year and defined and file-based the functioning of the system. He made the final step in instructing how to calculate correct cost prices. The company planned to broaden the scope of the products and needed therefore to build a new warehouse. The PUM expert returned to help the CEO to prepare a business plan to present to the bank to obtain the necessary funds.

Yoghurt company prepared for next jump

The PUM expert helped the company to improve the quality, taste, smell and "body" of its yoghurt product. It changed over to a different yoghurt culture and improvements in hygienic, good manufacturing practice and food safety procedures, formed part of his recommendations. He also instructed how to reduce costs. Regular meetings to assess markets of own and competitors' products were made. We involved production operators in this process to keep them focused on achieving the set goal: to supply the best products for a reasonable price and to have the products always available.

The main office of PUM is based in the Netherlands, but the program also has several local representatives in different locations in Mozambique, as follows:

Maputo

Shaida Seni Phone: +258 (0)21300993 E-mail: shaidaseni@pum.nl

Amélia Zambeze Phone: +258 (0)21748862 / 829592840 E-mail: amelia.zambeze@pum.nl

Nampulo

Hermenegildo Manuel Phone: +258 (0)826683040 E-mail: hermenegildomanuel@pum.nl

Antonio Chissungue Phone: +258 (0)26214003 / 84541310 E-mail: chissungue.antonio@pum.nl

9. EP NUFFIC TAILOR-MADE TRAINING (TMT)



The Tailor-Made Training (TMT) programme is specifically meant to enhance the overall functioning of an organisation by training a selected group of its staff members. An organisation facing certain constraints in achieving its goals can by means of a tailor-made training course (partly) eliminate these constraints.

The programme is open to a broad range of organisations from education institutions, research institutes and ministries to NGOs and Small and Medium Enterprises (SMEs). The participants of the training course are meant to be employees of the requesting organisation, Members of an association, or employees of member organisations of a federation, for example, do not qualify.

Nuffic TMT has two options: direct applications, and joint proposals with a Dutch service provider. The table outlines the specifics.

	APPLICATION	JOINT PROPOSAL
What is it?	Description of the capacity constraints of the organisation and the required tailor-made training course.	Description of the capacity constraints of the organisation and the required tailor-made training course.
Completed and submitted by whom?	By the requesting organisation.	Requesting organisation together with a Dutch service provider.
Procedure to select provider	Public subsidy tender procedure.	No public subsidy tender procedure, Dutch provider already known.
Format to be used?	Application form (available via website embassy).	Joint proposal form (available via website embassy).
Budget	Max. € 200,000.	Max. € 75,000.
Where to submit?	By e-mail to the Embassy of the Kingdom of the Netherlands in Maputo.	By e-mail to the Netherlands Embassy or consulate in the applicable NPP country.
When to submit?	Published on the website of the Embassy.	Published on the website of the Embassy.
Selection?	Nuffic assesses, taking into account the recommendations of the embassy.	Nuffic assesses, taking into account the recommendations of the Embassy.

HOW TO APPLY

Application and joint proposal forms are only available the Netherlands embassies and at the Nuffic website. Nuffic has yearly calls for TMT, but dates may vary. Consult the websites of the Embassy of the Kingdom of the Netherlands in Maputo or Nuffic regularly.

CRITERIA

Nuffic will rank eligible applications and proposals based on the following priorities:

- Embassy/consulate ranking
- Sub-Saharan Africa (50% of the budget)
- Food security sector (35% of the budget)
- Country classification (Mozambique is one of the 25 priority countries)

Since the budget is limited Nuffic will check the highest scoring applications and proposals if they meet the minimum quality. The quality of the application will be assessed based on the following:

- Content of the application/proposal
- The training description: how well is the application/proposal described?
- Justification for the training course: does it adequately address the stated training needs?
- The description of the implementation (proposals only): is it well planned? what is the feasibility of the proposed training course?
- Quality of the Dutch provider (in case of a joint proposal)
- Experience of the Dutch provider: is it apparent that the Dutch provider has sufficient/relevant experience to successfully carry out proposed training/obtain targets set for the training course

TMT on Land Administration Mozambique

In 2014, Instituto de Formação em Administração de Terras e Cartografia (INFATSC), a Mozambique vocational training institute in surveying, cadaster, cartography and topography, requested the Netherlands Faculty of Geo-Information Science and Earth Observation (ITC) together with the Netherlands Cadaster, Land Registry and Mapping Agency (Kadaster) to come to Maputo to give a Tailor-Made Training (TMT) on Law Approaches in Land Administration and Cadaster. The 19 participants (mainly staff members of INFATSC) welcomed the TMT programme and were trained on subject like Land administration and management, Land tenure and tenure security, Land rights and law, Land registration and Cadastre, Land information systems, Pro-poor and innovative land registration.

CRITERIA FOR THE REQUESTING ORGANISATIONS

The requesting organisation is a Mozambican organisation which submits an application or proposal for a tailor-made training course, which is not:

- a large industrial, commercial, international or multinational organisation, which can be assumed to have sufficient resources of its own to finance staff training;
- a bilateral donor organisation or a multilateral donor organisation;
- an international NGO;
- benefiting from a NICHE project.

Furthermore, the field in which the requesting organization operates is relevant to the sustainable development of Mozambique; and the requesting organization is requesting training for its own staff

CRITERIA FOR THE DUTCH PROVIDERS

A TMT will be carried out by a provider from The Netherlands. This Dutch organisation is acting on its own or is leading a consortium to provide a particular service for a particular price. The consortium partners may be registered in another country than The Netherlands. The Dutch provider:

- is registered with the Netherlands Chamber of Commerce and has its headquarters or a branch within the Netherlands;
- is directly responsible for the preparation and management of the tailor-made training course, and not acting as an intermediary;
- is experienced and able to show that the organisation has the capacity needed to manage an activity on the scale of the tailor-made training course for which the proposal is being submitted;
- is financially sound to ensure continuity throughout the tailor-made training course.

MORE INFORMATION:

www.nuffic.nl/en/programme-administration/nfp-netherlands-fellowship-programmes/nfp-tmt-tailor-made-training-programme
or Ms Rosa Borges (NUFFIC, rborges@nuffic.nl).

10. AGRICULTURAL RESEARCH FUND (ARF)



PURPOSE

The Food & Business Applied Research Fund (ARF) aims at promoting research supported innovations that are readily applicable and contribute to the enhancement of sustainable food security for the most vulnerable populations in the 15 partner countries of Dutch development cooperation, which includes Mozambique. Private and public practitioners' organisations from these countries that have a research demand can apply for research funding, in collaboration with research partners.

The Applied Research Fund is managed by NWO, the Netherlands Organisation for Scientific Research.

CRITERIA

The research projects must be the joint effort of these local practitioners' organisations and research and/or higher education organisations and must evolve in co-creation. Both Dutch and local enterprises are encouraged to participate in the consortium.

A consortium applying for the ARF should consist of at least two partners that integrate different kinds of knowledge and execute a project as an effort of co-creation:

- a) A private or public practitioner organisation registered in one of the 15 partner countries of Dutch development cooperation acting as the main applicant.
- b) A research organisation from a partner country or from the Netherlands, acting as a co-applicant.
- c) In case the organisation/company under A is not a local branch of a Dutch partner or the research organisation under B is not from The Netherlands, a third co-applicant is required, that is from The Netherlands. This can be a private or public practitioner organisation or a research organisation.

In case private practitioner organisations (for profit and non-profit) and/or local and international research organisations are involved in the project execution, they must contribute 20% to the requested grant in cash or in kind together. Financing by Dutch research organisations does not qualify as co-funding.

CONTACT

A maximum budget of EUR 4 million was available for the second call for proposals of ARF (2014/2015). Up until now, fifteen research proposals have been awarded funding as a result of the first call for proposals.

In the following years consecutive calls will follow. Announcements for deadlines for calls will be made through the NWO website, and are available from the Embassy of the Kingdom of the Netherlands in Maputo.

<http://www.nwo.nl/en/research-and-results/programmes/food+%26+business+research>



11. INCLUSIVE BUSINESS ACCELERATOR (IBA) & LINK



PURPOSE

The IB Accelerator is a one-stop-shop for entrepreneurs to innovate, grow, replicate and improve their inclusive businesses in Base of the Pyramid markets. IBA provides a structure that supports the delivery of substantial numbers of investment-ready inclusive business plans that improve the well-being of people at the BoP.

IB Accelerator Local

Local inclusive business development service providers support the identification, incubation and acceleration of new business initiatives. The local platforms apply the IB Accelerator advisory toolkit and the network is steadily expanding to include countries with considerable Base of the Pyramid market potential.

IB Accelerator Online

The open innovation platform connects innovators, businesses, investors and mentors. The members are located in numerous countries and the global connections make this network unique. In addition, the online platform is closely connected to a network of local platforms providing IB Accelerator business development services.

IB Accelerator Global

A global network of inclusive business expert organizations provides access to market intelligence and advisory standards. The ultimate objective is to reveal opportunities, improve service levels and promote inclusive business to mainstream business.

The IBA is a partnership between BoPinc, SNV and VC4Africa. In Mozambique, IBA established LINK, a new facility created to systematically catalyse, support and scale cross-sector partnerships and inclusive businesses in order to leverage the skills, reach and resources of business in Mozambique to achieve development outcomes and business objectives. LINK was set up in 2014 in collaboration with ACIS and BPartner.

CRITERIA

Are you working on a promising, innovative and scalable business in a BoP market? Then the Inclusive Business Accelerator is the place to present your company and get connected to **investors** and **business coaches**. After registering your venture profile you can indicate that you are **looking for funding**.

As a member of the Inclusive Business Accelerator you can take an active part in a strong entrepreneur and investor matchmaking community and get in contact with like-minded people around the world. As a member, you have access to the following services: News, Follow other members; Match making; Market Intelligence; and Tools for networking.

Initially the Inclusive Business Accelerator services aim at the three sectors with the highest potential for inclusive business and positive impact: Agriculture and Food, Water and Sanitation, and Sustainable Energy.

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