Who we are?

**ELIM Group** is an agglomeration of like-minded Mozambican enterprises geared at fostering economic growth. Services from Group firms include multi-sector development consultancy and advisory, Agriculture value chain strengthening, and entrepreneurship and employment initiatives. The ELIM Group leverages the strengths of its individual enterprises to prove best practice concepts and generate evidence based on real local context experiences.

**ELIM Serviços Lda** (ELIM) is a market research and development consultancy focused in the design, implementation and measurement of socio-economic interventions for sustainable growth. Established in Maputo in 2007, we have implemented projects in every Mozambican province and have worked in Angola, Botswana, Kenya, South Africa and Tanzania. We are driven by a vision to strengthen Africa’s rural communities and local enterprises to foster inclusive benefit of the Continent’s economic growth opportunities. We do so by partnering with funders and implementers of development interventions to model sustainable solutions that adequately respond to the development challenges hindering Africa’s growth.

**Mutiana Investimentos Lda** was established in 2016 as an implementation vehicle of the ELIM Group committed to the delivery of measurable and tangible impact in the agriculture sector through direct farmer support. Mutiana’s business model is based on the Value Chain approach and as a Mozambican private sector entity, it works with other actors in the market system to strengthen the agriculture value chain through direct interventions. We draw from ELIM’s our deep agricultural sectoral and contextual knowledge garnered over a more than a decade of development consulting experience to design, implement and measure farmer support interventions anchored in best practice.
While small and medium enterprises generate the bulk of the developing world’s employment opportunities, they face several systemic constraints that hinder their growth. In Southern Africa, the most prominent challenges remain related to these businesses’ access to finance, access to markets, understanding of business management practices.

ELIM utilises a systemic approach to assess the market dynamics of the Agriculture and Rural Finance sectors to advise our donor clients on the best way to strengthen the whole market system through practical, sustainable interventions that can realise long-term benefits across the value chain. We apply the Market Systems Development (M4P) approach in our design, implementation and evaluation of agriculture and development finance programmes.

Our Services

Value Chain Assessments

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Sectors

Agribusiness
Rural Finance
Nutrition

Project example

Strategic Investment Plan for Agricultural Inputs and Land Preparation Services, IFAD/PROMER

In 2016 ELIM was contracted by the IFAD-funded Market Promotion Programme (PROMER) to support a private sector company in the identification and development of a Strategic Investment Plan for its operations along the groundnuts, sesame, beans and pigeon peas value chains in the districts of Balama and Montepuez. ELIM proposed the areas of potential activity based on the firm’s core activities and identified gaps in the market. The provision of agricultural inputs, land preparation services, deshelling and extension services. Building on the existing operations, new interventions focused on expanding these services to the farmers’ associations supported by PROMER in the two districts. As a result of ELIM’s recommendations, the firm expects to reach 1750 farmers in 2017/18 and about 3000 in 2018/19.
Our Services

Research and Results Measurement

Through our work in Research & Results Measurement (RRM), ELIM employs internationally recognised methods for monitoring and evaluating the results of development. For over six years, we have built a reputation for rigorously measuring the effectiveness, relevance and impact of donor interventions in Mozambique. We have built a robust network of local enumerators across all 11 Mozambican provinces, all meticulously trained in qualitative and quantitative data collection methods. Through continuous integration of innovative approaches in our work, we make use of electronic data collection tools, and internationally recognised data management systems.

Sectors

- Agribusiness
- Rural Finance
- Education
- Health
- Nutrition

Project example

Plot Mapping, Baseline and Midline Data Collection for the Sustainable Land and Water Resource Management Program (SLWRMP) Mozambique, World Bank

In 2016 ELIM was contracted by the World Bank’s Development Impact Evaluation (DIME) Research Team to conduct the Plot Mapping and Baseline Data Collection for the AfDB-funded Sustainable Land and Water Resources Management Program (SLWRMP) Mozambique. The baseline surveys were conducted in the Gaza province districts of Mabalane, Guijá, Massangena and Chicualalala. The SLWRMP aims to improve climate change resilience in rural farming communities by introducing small scale irrigation kits in 55 communities. ELIM conducted the mapping of irrigated plots as well as the household listing in the 55 enumeration areas (EA) and surveyed 1400 households (HH).

In August 2018 ELIM was awarded the contract to conduct the Midline data collection and plot mapping in the same target areas, this time to measure the level of adoption of the technology since the baseline. ELIM will once again map the irrigated plots across the 55 EAs. Based on findings from the baseline listing, the surveys will only be conducted with 1300 HH in this round.
Measuring Women's Access to Economic Resources

As a women-owned and founded enterprise, ELIM is deeply committed to not only quantifying the benefit to women and girls in development driven interventions at micro level, but also measuring the long-term impact and multiplier effect of their active participation in social, political, financial and economic decisions for sustainable growth at macro-level.

Project example

Impact Evaluation and Literacy Evaluation in Mozambique, RTI - Research Triangle Institute

In 2016, ELIM was contracted by RTI – International to conduct a baseline survey aiming to measure acquiring reading skills, and ultimately spur more effective efforts to improve performance in this core learning skills for grades 2 and 4 in Mozambique as well understand how effectiveness and sustainable are the Feed Programme at schools. Those will benefit 360 schools among 2 provinces of Nampula and Maputo. On this assignment, Our tasks and responsibilities were, verification and quantitative data collection at schools (Student EGRAs and Health + Nutrition questionnaire, Teacher Questionnaire + classroom observation and Head teacher questionnaire) and qualitative data collection (FGD to parents) as well report writing.
Our Interventions

Mutiana Agroshop
Established in rural hubs close to farmers, the Agro Shops offer assorted agro-inputs such as certified seed from multiple suppliers, crop protection chemicals, farm protective clothing, fertilisers and other implements suitable for smallholder farming activities. The first two shops are located in the rural districts of Namapa, Erati (Nampula) and Morrumbala (Zambézia). Before Mutiana’s intervention, the 5000 smallholder farmers in Erati travelled 110 km to buy similar products, while the 6000 farmers in Morrumbala procures their inputs over 250 km away. http://www.mutiana.com/agroshop

MozAgro Feira
MozAgro Feira is brought to life in an annual agriculture and livestock trade show which takes place in Mozambique on the first week of June. The show brings together the various actors in the agriculture value chain for three days of business networking, industry exhibits, sector-specific training and hands-on practical learning. http://www.mutiana.com/mozagrofeira

MozAgro Rural
Complementing the annual event is MozAgro Rural, a televised programme broadcasted nationwide. Also focused on the agribusiness, the programme showcases instances of good agriculture practice in action through interviews with local entrepreneurs and regional industry specialists. It also offers tips and guidance for emerging businesses in the sector, as well as market information ranging from upcoming events to business finance. http://www.mutiana.com/mozagrorural

MozAgro Análise
MozAgro Análise is a dynamic new digital platform that will collect and aggregate market information from numerous leading agribusiness & agriculture sources. The goal of this innovative project is to disseminate intelligent & insightful analyses relevant to the Mozambican agriculture sector.

A Horta - Frutas e Legumes
A Horta is a fresh produce and gourmet shop located in the heart of Maputo City serving the mainstream urban retail market. By sourcing its products directly from local producers across the country and taking them directly to the end consumer, A Horta contributes to the appreciation of local produce and mainstreaming of traditional Mozambican food-stuffs.