



**ELIM**  
**G r o u p**

**Development  
Lives Here**

[www.elimservicos.com](http://www.elimservicos.com)

## 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.



# Our Services

## Value Chain and Market Assessments



Agribusiness



Rural Finance



Nutrition

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.



### **Agriculture sector and crop value chains mapping and finance gap assessment, International Finance Corporation**

ELIM was part of the team contracted by IFC to undertake a financial needs assessment of the tomato and poultry value chains. The assignment seeks to report both business opportunities and challenges with respect to agribusiness development and financing in Mozambique. ELIM's tasks include carrying out a mapping exercise of the agricultural sector and the pre-selected crop value chains, aligned to the agricultural development policy and/or strategy of Mozambique; performing a detailed analysis of the value chain actors and facilitators, and the role and impact of financial institutions, including banks, microfinance institutions, and savings and credit cooperatives; and

assessing the existing and potential financial service delivery challenges with respect to rural smallholder farmers).



## Value Chain and Market Assessments



### Agriculture sector and crop value chains mapping and finance gap assessment, IFAD - PROSUL/PIOTAF

ELIM was contracted by PROSUL – Innovation and Outreach Technical Assistance Facility (PIOTAF) to conduct a Value Chain for the Provision of Financial services in Maputo and Limpopo corridors. At the end of this study the client expected to have enough information on each value chain of interest namely Horticulture, Red Meat and Cassava, to enable investors and financial institutions to understand the sub-sector and identify risks and opportunities, as well as know the financial needs of different actors along the value chains thus allowing for the most suitable products and services to be developed to meet those needs. We covered 12 districts in Maputo,

Gaza and Inhambane provinces.

## Research and Results Measurement



Agribusiness



Rural Finance



Education



Health



Nutrition

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.

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

ELIM was contracted by the World Bank's Development Impact Evaluation (DIME) Research Team to conduct the Plot Mapping and Midline Data Collection for the AfDB-funded SLWRMP Mozambique. Having conducted the baseline survey in 2016 and Midline from 2018 to 2019 across 55 communities in the Gaza province districts of Mabalane, Guijá, Massangena and Chicualalala, measure the level of adoption of small-scale irrigation kits technology to improve climate change resilience in rural farming communities. Our team will mapped the irrigated plots across 55 enumeration areas (EA) and survey 1300 households (HH). Due to the success of our work in the previous phases we had the privilege to conduct the Performance Evaluation, which started at the beginning of the year of 2019.





## Research and Results Measurement

### Community-based Evaluation of Nutrition Service Delivery in Mozambique, World Bank

ELIM was recently awarded the contract to carry out the Community-Based Evaluation of Nutrition Service Delivery in Mozambique's provinces of Sofala, Manica, Tete, Zambezia, Nampula, Niassa, Cabo Delgado and Inhambane. The objective of this evaluation is to examine the dynamics, cost-effectiveness and processes involved in the scaling-up of the NIP's new delivery mechanism, including linkages with the community structures to consolidate and enhance the Ministry of Health's capacity to implement community-based interventions and better engage community actors in health/nutrition issues. ELIM will begin by conducting a quantitative baseline survey which will be followed by qualitative comparisons over time and a mixed-methods end-line assessment in June 2022 or 2023.



## Measuring Early Child Development



Education



Nutrition



WASH



Social Grants

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.



### Impact Evaluation of the Child Grant Programme in Mozambique, UNICEF

ELIM has recently begun investigating the impact of child grants on child well-being and intermediate impacts at the household and caregiver-levels directed towards reducing household poverty and vulnerability. This is the first rigorous evaluation of a child-targeted cash transfer in Mozambique and will provide rigorous evidence for policymakers and stakeholders to make informed decisions for future programming. This evaluation also contributes to the broader literature on the effectiveness of Child Grant programmes in sub-Saharan Africa, the relationship between cash transfers and childhood wellbeing, the differences between cash-only and cash and care programmes, and the

potential to scale cash and care interventions. As the local experts, ELIM will conduct the quasi-experimental assessment collecting qualitative and quantitative data in three districts of Nampula province, namely, Nacala-a-Velha, Mossuril and Ilha de Moçambique from beneficiary households (treatment group receiving cash plus care) and others that do non-beneficiary households (comparison group).



## Measuring Early Child Development



### Evaluation of the UNICEF Mozambique Accelerated School Readiness Pilot Program

ELIM is part of the team which was contracted to evaluate UNICEF's pilot programme to test out low-cost accelerated school readiness in Mozambique. The purpose of this evaluation is to test the effects of the Save the Children Accelerated School Readiness program on the children's school promptness and a successful transition to a primary school in Zambézia using the IDELA tool. The programme is being implemented by Save the Children Mozambique and covers 60 communities from the districts of Morrumbala and Derre in Zambézia province. The evaluation comprises a Baseline survey, Mid-term review and End-line evaluation of the entire programme. ELIM has thus far conducted both the baseline survey

and midline assessment using a quasi-experimental evaluation to assess the program's impacts by comparing the outcomes of a treatment group with a comparison group, each comprised of 30 eligible communities. The full impact evaluation is expected to cover 1200 children aged between 5 and 6 targeted during the first year of the programme, in addition to an equivalent number of children from the control group.





## 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 small holder 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 procure 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 Rural

## 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**  
frutas & 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.

## Where we are?



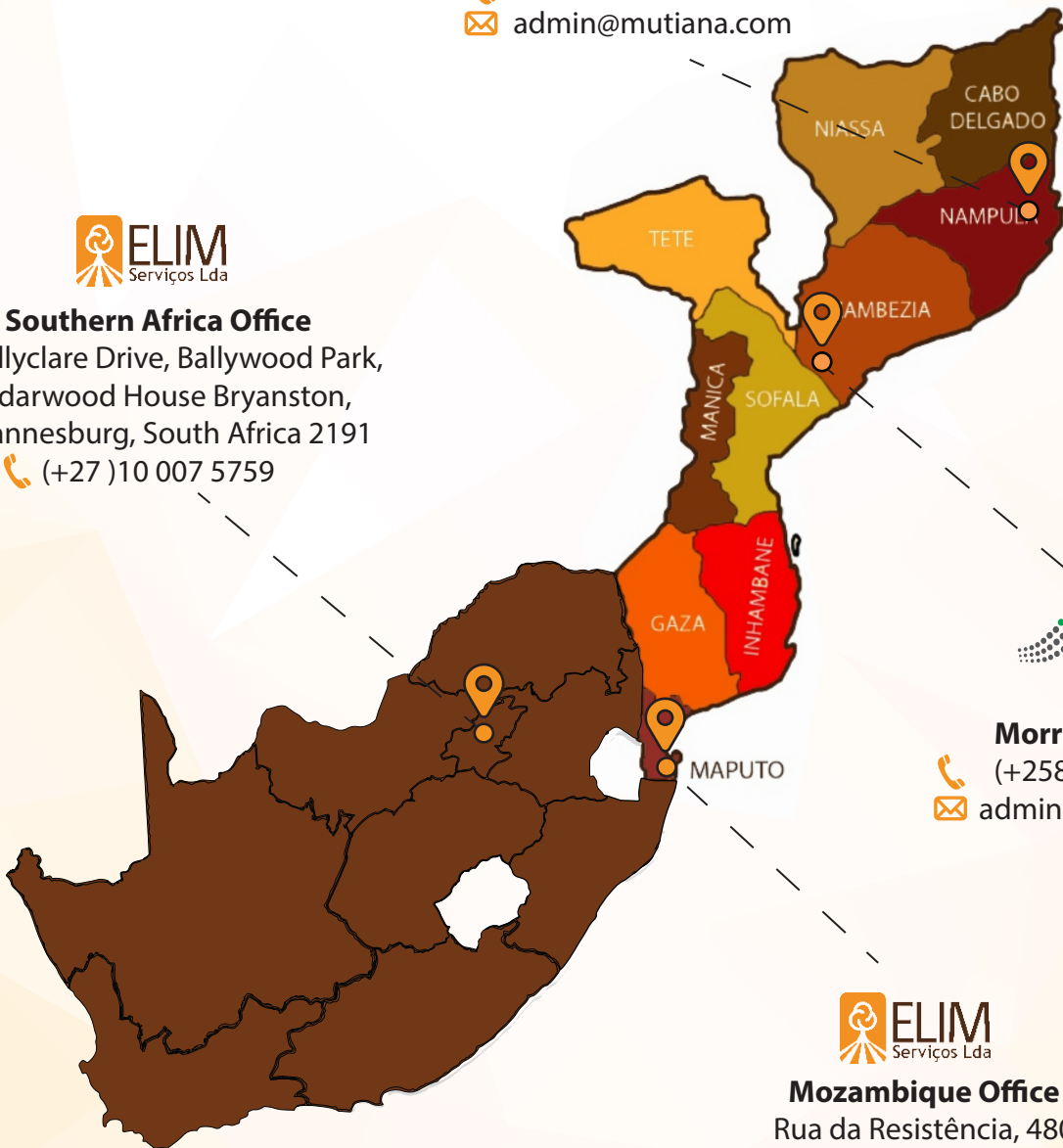
### Namapa - Erati Store

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