I SCALING-UP NUTRITION BUSINESS NETWORK
MOZAMBIQUE (SBNMOZ)

MISSION
Be the Focal Point for the involvement of the Private Sector in the promotion of nutrition in Mozambique, thus contributing to increase the access to healthier and secure diets

VISION
To improve and strengthen the Private Sector contribution in improving nutrition in Mozambique, by increasing the supply and marketing of nutritious and safe food products

VALUES
Make an effort to grow: We value the results and achievements. We are action oriented. Practical. We aim to grow and improve, always. We expect quality in everything we do.

Assume the leadership: We take decisions, are accountable for our actions and its results. We expect the same from our stakeholders. We are proactive.

Keep it simple: We are focused. We minimize waste and maximize value. We don’t complicate stuff.

Collaboration: We share and collaborate in everything we do. We are a team.

Transparency: We communicate. We always try to be honest amongst us and our partners. We are honest.

Understand and educate: We acknowledge the importance of moral and social action within a competitive market. We do not lose sight of our final objective. We are the defensors of our cause.

Think outside the box: we encourage and support innovation. We are not afraid of trying new things that add value to the society.

Mozambique loses more than 10.9% of its annual GDP, 6.2 billion Metical (1.6 billion Dollars) due to chronic malnutrition.
WHAT IS THE SBNMOZ?

SBN – Is the Scaling Up Nutrition Business Network. The SUN movement was established by the mandate of the United Nations to mobilize and intensify the businesses efforts with the aim of contributing to the accessibility of the people’s right to safer and nutritious diets.

In Mozambique, the SBNMOZ is established with the mandate of improving and strengthening the Private Sector’s contribution to improving nutrition. In that context, the network is co-facilitated by GAIN and WFP and, operationally, coordinated by a Secretariat.

The Network aims to, on one hand, create and stimulate synergies amongst their associates to improve the business environment through initiatives that improve and amplify their productivity abilities or the creation of new market opportunities. On the other hand, the network is established as an advocacy mechanism in favour of the Private Sector in relation to the different factors that pre-empt businesses (legal, regulatory, among others).

At a global level, the SBN comprises more than 300 enterprises (57 of which are associated with the Network in Mozambique) from multinationals to local enterprises, committed to boost the nutrition agenda through the adoption of commercial and corporate responsibility models.

The Network activities are oriented by three pillars: ENGAGE, INSPIRE, INVEST.

Did you know? One of the consequences of chronic malnutrition is the reduction in the ability to generate income in about 22%
Did you know? 43% of the Mozambican population suffers from chronic malnutrition
½ of children under 5 years old do not reach their physical growth potential and mental cognitive development.
1. Develop a strong affiliation (capacity building and sustainability)

2. Contribute to improve the nutritional policies and regulations (advocacy)

3. Contribute to increase the nutritional sensitivity along the food systems (investment)

4. Contribute to increase the knowledge and the demand for nutritional and safe products (markets)

- Recruit and retain members
- Monitor and check commitments
- Train the private sector in various nutrition related production/business areas
- Establish an active governance system
- Actively promote the SBN visibility
- Raise CTA’s awareness to accommodate SBN as a transversal pillar
- Position the SBN as a private sector interlocutor
- Disseminate policies, laws and regulations (which impact nutrition) with the Private Sector
- Support the Private Sector and Government in identifying barriers that limit investment in nutrition
- Contribute to the improvement of national nutrition indicators
- Label existing funds and investment resources
- Promote links between the Private Sector and the Government/Investors, in the search for investments
- Encourage the Private Sector to invest in workplace nutrition
- Stimulate food safety and fortification practices
- Conduct studies and research to identify consumer needs and demand
- Promote the design and/or dissemination of consumer awareness campaigns on nutritional products
- Identify opportunities to make more market connections

Did you know? It is estimated that well-nourished children contribute to the country’s wealth, increasing the GDP in 11%
As per Decree-law 9/2016 of August 18th, the industrial food fortification is mandatory for 5 foods: sugar, maize flour, wheat flour, salt and cooking oil
In the evening of December 17, 2018 the SBNMOZ - Scaling Up Nutrition Business Network Advisory Board was sworn in. The SBNMOZ consultative board will provide strategic oversight to the network, helping it to achieve its objective of aligning businesses with the National Food and Nutrition Policy.

The SBNMOZ Advisory Board is co-convened by GAIN and WFP. These organizations are responsible for the management of the network’s performance in the country, as well as to provide strategic oversight, among others. This board has between 7 and 9 members. The board members come from different areas of the Mozambican business environment and the civil society.

Agostinho Vuma, CTA’s President and SBNMOZ Champion was elected to the position of President of the Board. The remaining members of the Board who have been sworn in are Adelino Buque, from CTA’s Agribusiness Portfolio, Alexandre Bacião, Managing Director of ProConsumers, consumer defense association, Sérgio Chusane, Executive Director of H2N, health and nutrition promotion association and José da Cruz Francisco, teacher at UEM. During the next Board meeting, the Board’s Vice-Presidents and the remaining members will be sworn in.

In Mozambique, the SBNMOZ is a platform of multiple stakeholders and it acts as the focal point for the engagement of the private sector.

Did you know? The SBNMOZ Advisory Board will be in activities until March of 2021, when the new Advisors will be elected.
in nutrition and to showcase the impact that businesses can have in the improvement of nutrition in the country.

During her intervention, Karin Manente, WFP’s Country Director stated that Mozambique loses more than 10.9% of its annual GDP, approximately 6.2 billion Metical ($1.6 billion) due to chronic malnutrition.

Katia dos Santos Dias, GAIN Mozambique’s Country Director mentioned that our country is going through a double-burden situation of malnutrition. On one side, there are over 43% of people who suffer from stunting, while over 36% of Mozambican women are affected by overnutrition (excessive weight or obesity). This is likely to increase the costs for preventing and fighting the problems originated by these conditions.

Agostinho Vuma has reiterated the private sector’s commitment to increase efforts in order to respond to the existing challenges in the improvement of the access to nutritious services, as well as of improving nutrition within the private sector. Vuma took the opportunity to highlight the importance of the academy and other civil society organizations in creating concepts that boost private sector’s initiatives of nutrition promotion for the Mozambican people.

In February 2019, the SBNMOZ will carry out its Annual Conference. During the event, the Board members and their activities will be introduced to the conference participants.

In Mozambique, the SBNMOZ has the support of the UK aid of the UK Government. This entity was invited to witness the ceremony where the SBNMOZ Board members were sworn in.
Mozambique joined the group of countries that decided to use salt as a public-health promotion instrument, through universal salt iodization in the mid-1990. This initiative is aimed at contributing to reduce the high levels of iodine deficiency disorders, affecting over 30% of the Mozambicans.

Adding iodine to the salt consumed by humans and animals is one of the most effective and low-cost approaches to prevent goitre, cretinism, miscarriages and other health conditions.

Since the launch of the initiative, only 46% of the salt produced and consumed by Mozambicans is iodized. The remaining salt, including most of the imported salt is not iodized, thus minimizing the impact of the public health intervention.

Although the salt producers have affirmed their willingness to contribute to this endeavour, most of the salt producers face considerable difficulties in complying with procedures for iodizing and packaging the salt they produce, which results in the offering of low-quality salt with no benefit to the consumers. Most of the producers claim that there are challenges in the importation of iodine or in the acquisition of adequate salt packaging.

One of the solutions to strengthen the salt sector is the creation of associations. Together, the salt producers can discuss their problems, identify and implement solutions, either for iodine importation, or in the creation of systems for salt production, processing, packaging and distribution systems.

Between November and December 2018, GAIN and CTA supported the salt producers in the creation of two regional salt producers’ associations, namely Associação dos Produtores e Comerciantes do Sal (APROCOSAL) and Associação da Indústria Salineira (AISAL), with the support of DNI.

Did you know? Only 6% of the salt produced worldwide goes for human consumption. The remaining 94% is used in the petrochemical, water treatment, fertilizers, paints and other industries.
am very proud to be the President of the Governing Board of AISAL. I will work hard in order to improve the life of the small scale salt producers, who make a tremendous effort to guarantee that the consumer has access to high-quality salt.” Carlos Semedo, AISAL President-elect.

**Government, Implementing Partners and Private Sector: The Strategy towards Success**

Some of the largest salt producers have participated in the General Assemblies that created these associations in Nampula and Maputo. This process is also the result of the efforts of the MIC, aimed at strengthening the salt sector and it is being carried out within a project implemented by GAIN with support from the UNICEF and the Dutch Embassy. During the General Assemblies, both associations approved their statutes and elected the governing bodies that were sworn in.

“The support that we are receiving from the donors is aimed at strengthening the value-chain of salt production in the country, therefore strengthening the national economy improving our public health.” Augusto Diogo, GAIN.

“This process will lead to the creation of more businesses in the country. The small producers who were operating illegally will be more protected when they import iodine, and this will result in a higher level of importation of iodine.” Abel Dabula, SBNMOZ.

“May this process of legalization of the salt associations be more accessible, so that more salt producers can legalize their businesses, therefore strengthening the private sector and the business associations” Teresa Muenda, CTA.

“It is important that the national market increases the consumption of national iodized salt, instead of consuming the imported salt” Ana Lobo, PRONIS Coordinator.

Mozambique is the smallest of the 10 largest salt producers in Africa (approximately 110 thousand tons/annum), which represents 28% of South African production and 15% of Namibia’s production. National salt industry has over 400 producers, of which 88% are small and micro producers.

**Investment opportunities in the sector:**
- Production, processing and packaging, distribution and sale
- Imports of iodine, equipment and packaging
- Petrochemical, water treatment, fertilizers, paints and other industries
- Salt exportation to Malawi and Zambia
The SBNMOZ Annual Conference, an event implemented by GAIN and WFP, in partnership with CTA, during which about 100 participants raised several issues and brought input on how the Private Sector can contribute to increasing quality, access, availability, and demand for nutritious and safe food to contribute to reducing the impact of malnutrition in the country.

Main speakers of the SBN 2018 Annual Conference:

Tomaz Salomão, CEO of Standard Bank Mozambique, who addressed the “Food Systems - The Role of the Private Sector in the Expansion of Nutrition”

“We cannot decouple food security from nutrition, and therefore none of them is a priority over another. We must guarantee access to food and it must be nutritious.”

Adolfo Correia, CEO of Tropigália, with an address on “Workplace Nutrition”

“Investing in the nutrition of the workforce is ensuring business success by increasing productivity and commitment of the employee to the company goals.”

Francisco Ferreira dos Santos, Administrator of the JFS Group, who addressed the “Access to Financing: The challenges of the food production sector”

“The private sector should, partnering with the financial sector, strive to find alternative financing mechanisms for agriculture with a focus on food production.”

Upcoming relevant events with SBNMOZ participation

- **21 February 2019**: SBNMOZ Annual Conference
- **13-14 March 2019**: 16th Private Sector Annual Conference (CTA)
In Sub-Saharan Africa, over 50% of produced fresh fruits and vegetables are lost or wasted and that more than 50% of these losses take place during post-harvest process.

COMMUNITY OF PRACTICE MEETING SERIES AND TECHNICAL ASSISTANCE FOR AGRIBUSINESS AND NUTRITION RELATED ENTERPRISES

The Community of Practice (CoP) is a network of entrepreneurs, businessmen, academics, regulators, NGOs, associations and anyone interested in learning more about how to run businesses that help transform agricultural potential into safe and nutritious food throughout the food system, from production to the final consumer.

The CoP holds regular meetings two to three times a year to strengthen the capacities of its members and to promote the sharing of knowledge among community members, as well as technical assistance to some of the member companies of this community.

Meetings are held in Beira, Chimoio, Nampula, Pemba, Quelimane and Tete. Since its launch in February 2018, the following initiatives have been carried out:

- February-March 2018: 1st Series of CoP Meetings
  - Elaboration of the Business Model Panel
- August-September 2018: Launching of the 2nd Series of CoP Meetings
- Enforcement of Quality Management Systems in the Food Industry
- August-September 2018: Technical Assistance
  - Elaboration of the business model panel and Regional Elevator Pitch Contest
- February-March 2019: 3rd Series of CoP Meetings
  - Marketing & Sales Management
The SBNMOZ carries out roundtables dedicated to the Private Sector and focused on the discussion of the national agenda issued, to influence the adoption of policies and regulations for a favourable business environment and contribute to the strengthening of the National Private Sector and thus, improve the diet and nutrition of the Mozambicans.

The SBNMOZ round-tables discussed the following topics:

- **9 April 2018**: Presentation of the Market Research Preliminary Results on Habits and Food Preferences in Mozambique
- **20 and 21 June 2018**: Food Systems - Presentation and discussion of market studies on value chains and consumer preferences
  - Value Chain Analysis and Market Assessment: Food Packaging in Mozambique
  - Value Chain Analysis and Market Assessment: Egg Production in Mozambique
  - Value Chain Analysis and Market Assessment: Production of Complementary Foods (Enriched Porridge) in Mozambique
  - Value Chain Analysis and Market Assessment: Complementary Feeding and the Market of the Micronutrient Powders (MNPs)
- **28 August 2018**: Workshop about “Investment Opportunities to Agribusinesses”
  - Presentation of the different sources of finance that exist for agribusiness, including GAIN’s Investment Fund for the Expansion of Markets for Nutritious Food
- **30 August 2018**: Food Systems: Analysis to the value-chain of salt production and processing in Mozambique
  - Presentation of the results of the Mozambican salt market evaluation, as a business model.
- **3 October 2018**: Workplace nutrition needs assessment meeting
- Analysis and evaluation of the data collected during a study related to Mozambican and international labor law in the field of workplace nutrition

- **20 November 2018**: Round-Table of the Salt Sector, discussing “Food Systems: Challenges of the Salt Industry in Mozambique”

- This was the first round-table of the SBNMOZ in Nampula city, during which participants discussed the salt industry and defined the guiding lines towards the creation of regional salt producers’ associations.

**Other events with SBNMOZ participation**

- **24 October 2018**: 5th PROCONSUMER (Consumer Defense Association) Conference
  - The event was implemented with the slogan “The role of the consumers in the fight against chronic malnutrition”

- **21 to 23 November 2018**: 3rd National Nutrition Congress
  - This event took place in Nampula city and the SBNMOZ showcased some of the activities it is implementing in the promotion of Nutrition in Mozambique, with the participation of the private sector
SBNMOZ PARTICIPATION IN NATIONAL EVENTS

Private Sector Annual Conference
CTA held an event on 12 March 2018, the 15th Private Sector Annual Conference. The theme of this conference was “Doing Business in Mozambique: Regulatory Framework and Role of Relevant Actors. SBNMOZ participated in this event’s exhibition, showing its work to the event participants. On the other hand, GAIN was invited to make a presentation in one of the panels, a presentation on Food Systems as a contribution to increasing access to nutritious foods.

On July 19th, an event promoted by CTA was held in Maxixe, Inhambane, under the Public-Private Dialogue between this entity and the Governments of the provinces of Gaza, Inhambane and Maputo. During this event, GAIN was invited to the Agriculture, Agribusiness and Related Services panel where a presentation on “Incentive Mechanisms of Local Processors” was made. During this event, GAIN brought its vision on Food Systems and its commitment to the sectors that seek to increase the transformation, processing, distribution and marketing of nutritious, safe and quality food for Mozambicans.

* Did you know? October 16th is the World Food Day and, coincidently, in this date, the Agriculture Campaign is launched in Mozambique
SBNMOZ PARTICIPATION IN REGIONAL AND INTERNATIONAL EVENTS

**SUN Movement Global Meeting**

At an annual basis, the SUN Movement gathers all the Platforms of the movement, namely the Government, Civil Society, United Nations and Private Sector. This biannual event aims to discuss and measure the impact of the action strategies of each of the Platforms, as well as to show cases of success in promoting nutrition initiatives.

SBNMOZ was invited by the SUN Movement to share its experience in establishing and positioning the Network in Mozambique at a meeting held in Cote d’Ivoire in November 2017. As a way of demonstrating the involvement of the National Private Sector, SBNMOZ invited one of the members of this Network, VODACOM, which shared its approach to disseminating nutrition content through its mobile phone network, part of its Corporate Social Responsibility.

**SBN Convenings in Africa**

At an annual basis, the SBN networks in Africa come together to formulate the Network’s roadmap for emerging networks and to measure the impact of the existing networks, such as the Nigerian and Tanzanian networks, and to define activities that will reach the goals set at the global level. In 2018, SBNMOZ participated in the following event:

- **April 2018**: Network meeting in Dar es Salaam, Tanzania

  This meeting enabled the Network to globally align its strategies, design the implementation tools and establish its roadmap, including tools for monitoring and assessing the impact of the Network.

**Did you know?**

Since its creation, 60 countries worldwide are part of the SUN Movement, of which 28 have or are developing their National SBN Platform.
SBNMOZ PARTICIPATION IN FACIM 2017 AND 2018

Within the framework of the communication and advocacy strategy, the Network is present in the country’s largest business fair, with the aim of increasing its visibility and attracting the attention of companies with a potential to become Network members. Additionally, food products considered nutritious are in exhibit at this fair with the aim of raising the consumers awareness in the choice of nutritious and safe products that are produced by the national private sector.

Did you know? The iron deficiency in children under 5 years of age is 74%
SBN KENYA AND MALAWI TEAMS IN EXCHANGE VISITS TO SBNMOZ

Within its initiatives to strengthen the participation of the private sector in the expansion of nutrition worldwide, the SBN encourages interactions among the different networks of the various country members, in order to increase their commitment.

Between October and November 2018, SBN Kenya and Malawi teams visited its Mozambican counterpart in an experience exchange process.

During this process, both teams visited the MIC, specifically its UTF, the SETSAN (focal point of the SUN Movement in Mozambique), the co-conveners of the SBNMOZ, namely GAIN and WFP and the CTA, SBNMOZ partner, as well as the Civil Society Network for Expansion of Nutrition in Mozambique.

On the other side, this was an opportunity to visit and interact with some members of the network in the city and province of Maputo, to know of their participation and how they are contributing to improve the nutrition status of the Mozambicans.

VODACOM, telecommunications company, H2N, an association that contributes to strengthen the media and promotes health and nutrition, an agribusiness company that receives support from iDE, an NGO that assists in the development of agribusiness companies and Xikhaba, a peanut processing unit were the visited SBNMOZ member companies.

At last, the SBN Kenya team had the opportunity to participate in a session of discussions around the situational analysis of the workplace nutrition in Mozambique.

“I would like to take this opportunity to thank you and your team for hosting us last week. Your team is doing a great job. My team learnt a lot and are looking forward to use that in the next couple of weeks to brainstorm on the Kenya SBN strategy.”

Leah Kaguara, GAIN Kenya Country Director, Quênia
MOZAMBICAN BUSINESSES PARTICIPATE IN THE
FIRST EVER NUTRITION AFRICA INVESTORS FORUM

The NAIF took place on 16-17 October 2018 in Nairobi, Kenya, with the objective of engaging investors and entrepreneurs in the identification of solutions to increase supply of safe and nutritious foods for African consumers. This event was implemented by GAIN, in partnership with the Global SBN and Royal DSM.

5 Mozambican companies (A Casa do Peixe, O Bom Amendoim, Miruku Agro Indústria, Binga Serviços and FINANA) participated at the 1st Regional Elevator Pitch Competition, that took place at this forum, with the participation of over 400 candidates, of which 21 finalists, including the 5 Mozambican businesses.

These companies were selected during the local Elevator Pitch Competition, an initiative that challenged national SMEs to submit innovative proposals for products and services that contribute to an increased access to safe and nutritious foods.

In Nairobi, Miruku Agro Indústria won the Nutrition and Innovation category, a prize awarded by Royal DSM. The prize is comprised of a pack of technical assistance for the company in management and production, over a 12-month period, until 31 October 2019.

JAM, another Mozambican business that promotes nutrition through, but not limited to, the production of corn and soy flour, participated in the Deal Room of this forum. The Deal Room was an initiative through which mid-to-large scale businesses could discuss investment opportunities with participating investors.

GAIN and the SBNMOZ take this opportunity to express their gratitude to the institutions that made it possible to implement this process, namely CTA through the CEPs that helped in the organization of the province level events, as well as BCI, BTM, GAPI, S.I, UniLúrio, UniZambeze, Universidade Politécnica de Moçambique and UCM. These entities were part of the local level pannels that selected the shortlisted business that participated at the NAIF.

Did you know? The First NAIF has attracted over 200 businesses and an investment portfolio for business in nutrition of more than $80 million.
Miruku Agro-Indústria is a processing unit producing fortified maize flour and introducing a new product to the market – Corn Soy Blend (CSB).

CSB is an instant porridge that comprises of a mix of maize and soy flour that is enriched with vitamins and minerals (vitamin premix IS 1188).

This product aims to reduce malnutrition and fill the importation gap of enriched porridges in the country, especially in the northern region of Mozambique. The porridge is rich in minerals and vitamins and is produced in different flavours.
Progress to Date & Financing Needs

Miruku Agro-Indústria gets its revenues through the sale of enriched instant porridge (CSB) and fortified maize flour. Revenue of $689,750 was generated in 2018 through the sale of fortified maize flour. With the introduction of the CSB porridge line, projected revenue for 2019 is $1,677,040.

The company is currently in the process of securing offtake agreements with institutional buyers and wholesalers including the World Food Programme. The company has invested $453,213 to date. So far, the CSB line is being assembled and tested and is planned to go live by early December 2018. Their financing need is $600,000 ($100,000 for a mini laboratory, packaging machine and a final milling unit and the remaining $500,000 for working capital).

Abdul Cauio, Managing-Director

Sector: Food processing
Revenue range: $500k-$1M
Investment sought: $600,000
Business Overview

A Casa do Peixe was founded in 2008 in the city of Beira, Sofala province.

A Casa do Peixe operates in the acquisition, processing, packaging, storage, sales and distribution of fresh and frozen seafood in different provinces across Mozambique.

The fish is acquired from an array of producers, from the small-scale informal sector to semi-industrial and industrial companies.
A Casa do Peixe offers over 20 different types of seafood from the Indian Ocean such as croaker fish, mullet fish, red fish, grouper fish, barracuda, calamari, cuttlefish, prawns, crabs and clams as well as fresh water tilapia from the Zambezi river. Seafood is a rich source of high-quality protein, vitamins, minerals and iodine. It is highly recommended in the diets of the whole population, especially children, adolescents and pregnant and lactating women.

**Progress to Date & Financing Needs**

A Casa do Peixe currently distributes approximately 106 tons of seafood per month (0.5 tons 1st grade fish, 45 tons 2nd grade fish, 60 tons 3rd grade fish). To date, the company has secured debt, equity and grant financing totally $400,000.

To respond to increased demand, the company is seeking to secure a further investment of approximately $400,000 to fund the expansion of its processing and storage capacity, scale branding and marketing activities, and strengthen its cold chain infrastructure and local distribution facilities.

**Elizabeth Cavadias, CEO**

Sector: Food processing & Distribution

Investment sought: $400,000
Business Overview

Bom Amendoim is a family owned business located in the city of Beira which was established in 2015. The company owns a factory that processes locally grown peanuts to produce peanut based products for the local market. They produce two main products: Peanut Flour and Peanut Butter. Their aim is to fight against malnutrition through their nutritious peanut products which are sold at an affordable price.
Progress to Date & Financing Needs

Since opening the Bom Amendoim plant in 2015 with only one small machine, the business has slowly grown and they currently produce 500kg of peanut butter per week. They generated $28,000 in revenue in 2017. They are now seeking investment of $250,000 to help scale the business, expand into the provinces of Zambézia and Nampula, purchase more professional machinery, do advertising and obtain the relevant certifications.

Liliane Umuhire, CEO

Sector: Food processing
Revenue range: $0-$100k
Investment sought: $250,000
Business Overview

Binga Serviços, Lda. is a Mozambican company established in 2015 in the city of Chimoio, Manica province.

The company’s main activity is the processing of enriched peanut biscuits which are high quality and nutritious (containing carbohydrates, proteins, lipids, minerals and vitamins). The company aims to provide processed and nutritious foods produced with locally sourced raw materials using local labour. The product is aimed at low-income populations in rural and urban areas. The biscuits are currently sold at local markets and in school canteens.
Progress to Date & Financing Needs

Binga Servicos have generated an annual gross profit of $11,520. They are seeking investment of $249,916 for fixed assets (including land, infrastructure and processing equipment), raw materials, packaging, distribution, administrative and marketing costs.

Tania Gomes, CEO
Sector: Food processing
Revenue range: $0-$100k
Investment sought: $250,000
Banana flour has a high nutritional value, is 100% natural, helps to fight hunger and malnutrition and reduces and prevents anaemia. It is a good source of energy, vitamins, iron and minerals. FINANA banana flour is a multi-purpose product which is economical (1kg feeds more than 30 people) and easy to use (quick cooking time). FINANA has developed a range of banana blended flours such as cashew blends in various affordable pack sizes that are both versatile and nutritious. In schools, FINANA banana flour is served as a healthy and nutritious snack with the aim of increasing levels of concentration and pedagogical achievement. Similarly, FINANA banana flour is served as part of a nutritious breakfast in hospitals to support patient recovery. FINANA banana flour has been recognised as an innovative, nutritious and commercially viable food innovation by organisations such as UNIDO.
Progress to Date & Financing Needs

FINANA has reached 14 public and 1 private schools, 2 children’s centres and 3 hospitals to date. The flour has also been introduced into 30 local retail stores.

The company is currently seeking investment of 2,500,000 MZN for the purchase of machinery, improvement of infrastructure and promotion of their products.

Filomena Matimbe, CEO
Sector: Food processing
Investment sought: $41,000
LIST OF ACRONYMS AND DEFINITIONS

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<td>Associação dos Produtores e Comerciantes de Sal</td>
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<td>BTM</td>
<td>Banco Terra Moçambique</td>
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<td>CEO</td>
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<td>CSR</td>
<td>Corporate Social Responsibility</td>
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<td>Universidade Lúrio de Moçambique</td>
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<td>UniZambeze</td>
<td>Universidade Zambeze</td>
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<td>USAID</td>
<td>United States Agency for International Development</td>
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<td>UTF</td>
<td>Fortification Technical Unit</td>
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<tr>
<td>WFP</td>
<td>World Food Programme</td>
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* CTA pictures  
** SUN Movement pictures  
*** SBN Global texts

Establish a business community that funds and is aligned with the nutrition national strategy through obtaining commitments on the promotion of nutrition. The SBN network is a leader platform and a center of excellence on the promotion of nutrition in the private sector.

Supporting Institution:  
Co-convened by:  
In partnership with:  

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