

Chinese Investment Fund Form

Mozambique

01-03-2021

Company Name: Oruwera Limitada

Company Background

ORUWERA LIMITADA is a private seed company which objective is production, processing, packaging and marketing of certified seeds of selected crops Corn, Peanuts, Sesame, soybeans and beans since 6 June 2011. The headquarter is in Nampula City - Mozambique.

The reason for the investment is a growing demand for quality certified seed especially for the smallholder farmers. One of the market gap is lacking of consistent availability of quality certified seed of crops and varieties adapted to smallholder farmers, available close to them (30 km) at suitable packaging for a reasonable cost.

The business will (i) strengthen existing collaboration with the public and CGIAR breeders by using the EGS generated by them; (ii) scale up production of seed by investing in simple but cost-efficient production; harvest, post-harvest and irrigation technologies combined with use of low-cost techniques (conservation and integrated pest and soil fertility management); equipping and putting operational seed laboratory and cold storage conditions; (iii) educating farmers on the use of improved seed, and availing quality certified seeds by leveraging partnership with Village Based Agrodealers (VBAs) for seed and inputs supply; and (iv) build partnership with processing and poultry industries, the off-takers of agriculture produce.

Company Vision, Mission and Values

The vision is to become a reference company in the region in the production and sale of certified seeds.

Oruwera's mission is to produce quality seeds of improved varieties and make it available in a timely manner in accessible locations, with packaging and prices affordable to the purchasing capacities of smallholders' farmers.

Oruwera's core values are: Responsibility; Accountability, Respect and Excellence in what we do.

1- PROJECT VISION

The investment will provide quality certified seed at the right time and at a competitive price for corn, soybeans, beans, peanuts and sesame. The benefit of the project ranges from increase in production capacity, income and nutrition of smallholder farmers and large commercial farmers in the province of Nampula, in the northern region and national wide. At the same time, Oruwera will expand its capacity to secure supply of quality certified seed at the national and regional levels. Therefore, the investment will create a broad socio-economic impact. It can make around 400,000 smallholder farmers in the country to access the improved seed produced as a result of the investment project. Currently, at least 200,000 small farmers have already benefited from Oruwera's collaboration in the provinces of Nampula, Niassa, Zambézia, Cabo Delgado, Sofala, Manica, Tete.

2- OBJECTIVES:

The objective of the investment project is to expand the turnover and sales of quality certified seeds as a result of the increase in the company's production capacity and expansion of its capacity to make the seed available to farmers. Oruwera has been in the market since 2011.

It is expected that with the project the company will be able to increase its capacity to supply certified seeds and enter the market early (right at the beginning of the season) and maintain adequate levels of supply throughout the year. It should be noted that in recent years the interest in obtaining and using seeds certified by peasants has grown as a result of the visible benefits that come from themselves or from neighbors, and because certified seed is increasingly available near them. If the project is financed, farmers will benefit from the improved seed distributed through a network of 100 retailers.

In order to respond to the growing demand and interest verified in the peasants, it is necessary to increase the availability of certified seed (i) by increasing the volumes of first generation seed produced and made available by the company to the different organizations (companies, peasant associations, cooperatives, academies) that produce certified seed; (ii) increasing the volume of certified seed supplied to the market - by improving the production of these entities with technical assistance guaranteed by Oruwera and by the production of certified improved seed made by Oruwera itself. And some additional investment will be made to mechanize production, irrigation, transportation and quality control and quality assurance.

3- PROJECT VISION:

The company's short-term vision is to contribute to the seed market with at least 2,500 tons of certified seed of Maize, Sesame, Soy, Peanuts and beans; in the medium term, the company intends to supply certified seed of the highest quality as close as possible to farmers, in a consistent, timely manner and to provide adequate information to farmers in order to maximize the benefit from the use of improved varieties; and in the long term it is intended to meet the highest quality standards (physical and genetic purity, percentage of germination, productivity) and regulations for the national and regional market.

4- BUDGET