Room 2

SESSION 11: Cut to the Chase –

Investment Experiences in Mozambican Agribusiness

Day 2 – 10 June 2026 – 15:00-16:30

Summary

Given its excellent agroclimatic conditions, growing domestic demand, and advantageous location for regional exports, Mozambique's agricultural sector offers abundant prospects for investors. While the country is making improvements to its investment framework, an emerging agribusiness sector is only beginning to discover the opportunities that arise from the naturally high quality of agricultural products. Small and medium-sized companies have developed their businesses over the past decade successfully and offer promising partnerships for participation in economic growth.

In this session, we will discuss first-hand experiences investing in agriculture and aquaculture businesses in Mozambique, while also exploring opportunities on the path towards the sector's sustainable transformation.

Context

Mozambique presents compelling investment prospects across the agri-business spectrum, encompassing agricultural production, food processing, cold chain and storage technologies, logistics, and support services like financial and advisory services. Natural products from Mozambique are of exceptional quality, such as honey, sea salt, baobab, cashew, fruits, grains and seafood.

The sector has grown at record levels in the last two decades, outperforming the SADC regional average and keeping pace. Value chains are being structured more efficiently and professionally, leading to increased exportation. At the same time, the growing population presents opportunities to invest in further value addition in the country to supply local markets, supported by government policy aiming at a reduction of imports. The Maputo-Walvis Bay Strategic Corridor connects Southern Africa with Mozambique and to markets in Europe and beyond.

Small and medium enterprises have increased in numbers, beginning to utilise the resources available in Mozambique, and establishing themselves in a challenging environment. Over the past years, these entrepreneurs have been able to prove their resilience and find solutions that enable them to continue producing, thereby integrating smallholder producers into their production systems, which in turn profit from these regular and reliable business relations. The products from Mozambique are not just provided at high quality, they allow thousands of people to improve their lives and access basic services.

The next development phase is the infusion of capital into this market. In the absence of affordable commercial financial products, private investments and investment funds have led the way. Development funding from donor organisations is being invested to help improve political, logistical and technical shortcomings. The first credit lines have been provided for agricultural working capital, and several programmes support the entrepreneurial and structural professionalisation of the private sector. In this phase, early investments find an open field to be cultivated and generate returns as well as impact for a broad population.

The greatest risk factors continue to exist: the impacts of climate change, an insufficient financial support system, weak governance and further need for infrastructure investments. In this session, the Mozambican government will present its future second agriculture investment plan. Investors and entrepreneurs will share their experiences and why they continue to invest in Mozambique. In a fishbowl setting, participants are welcome to contribute to the discussions on stage, ask questions and share their expertise with the panel and the audience.

Session Objectives

- Understand the positive development of investments in the Mozambican agriculture and aquaculture sectors.
- Demonstrate investment successes in Mozambique and how to benefit from the growth potential.
- Explore the various types of investment and trade engagement with positive outcomes (personal investments, shareholders, impact investments, buyers’ involvement, credit lines).

Session Format

The session will have a total duration of 90 minutes and will proceed as follows:

- Introduction by moderator: 5 minutes
- Keynote Presentation on future PNISA 2026-2035: 10 minutes
- Panel discussion: 30 minutes
- Fishbowl discussion: 35 minutes
- Summary: 5 minutes

Moderator

- **Ms. Lauren Pereira** – ThirdWay Partners

Keynote Presentation

- **Ms. Nilza Joubert Paunde** – Director of Planning and Policies, Ministry of Agriculture, Environment and Fisheries

Panel

- **Ms. Shirley Graça** – Luteari Lda, Director
- **Mr. Lucas Tschan** – iGravity Investment Fund, Head of Investment Advisory
- **Mr. Miguel Correia** – Standard Bank, Head of Agricultural Finance
- **Panellist TBC** – Produtos de Gorongosa