

IBA MOZAMBIQUE AS OF 2015 BY NUMBERS

REVENUES



\$ 30 thousand

Revenue from IBDS services

PARTNERSHIPS & NEW PROGRAMS

7 Partnerships in place

Government agencies



Development programs



SEED Initiative
promoting entrepreneurship for sustainable development



Donors



13 local and regional certified BDS providers

BASE OF PYRAMID



14,021

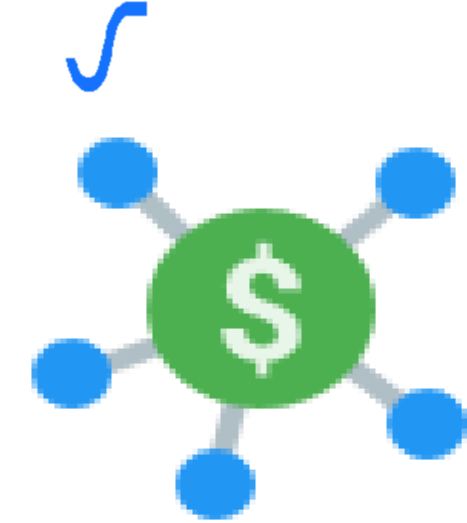
people increased income

CLIENTS



21 SME's supported

13 upgraded to invest

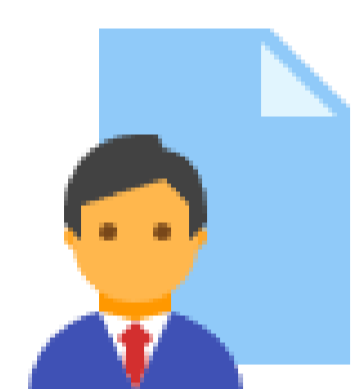


13 sales growth



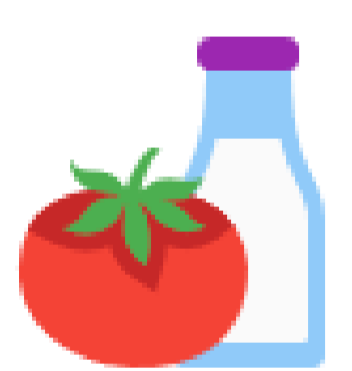
3

women holding management positions



514

new jobs



18,250

improved access to food/basic services

6 Studies Conducted

2 BOP impact studies with local companies, based on SROI methodology

4 Behaviour Consumer Change and Innovation studies (Inclusive Channels / Sensing, Mobile Movies, Water Pumping and Smart Water Management for water operators)

TRAINING & EVENTS



- **13** BDS providers trained and licensed on IBA toolkit
- **87** SME's trained on diverse management related issues

Training courses

- Social and environmental enterprise development (1)
- Building effective partnerships for development (1)
- Training of journalists in inclusive business matters (1)
- Cash flow management (2)
- SROI methodology (1)
- Quality management system for SME's (3)
- Training on IB Toolkit (1)

COMMUNICATIONS



2

international online news



2

national printed news



3

Appearance on TV national coverage programs



1

Dedicated webpage on iba.venture