## IBA MOZAMBIQUE AS OF 2015 BY NUMBERS

### REVENUES

$30 \text{ thousand}$

Revenue from IBDS services

### BASE OF PYRAMID

- **14,021** people increased income
- **514** new jobs
- **18,250** improved access to food/basic services

### PARTNERSHIPS & NEW PROGRAMS

- **7 Partnerships in place**

Government agencies

- PLMA
- ACIS
- VIA/Water
- gain
- IPM
- ACIS
- SEED Initiative

Development programs

- Ford Foundation
- LIFAD
- USAID

13 local and regional certified BDS providers

### CLIENTS

- **21 SME’s supported**
- **13** upgraded to invest
- **13** sales growth
- **3** women holding management positions

- 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