



**MARKET OPPORTUNITIES THROUGH VALUE ADDITION
AND SUSTAINABLE PRACTICES ON WILD AND
NEGLECTED FRUITS IN MOZAMBIQUE**
Pedro Tomo – Managing Director



APOIO



USAID
FROM THE AMERICAN PEOPLE



PROFITABLE BUSINESS ANCHORED ON WILD AND NEGLECTED INDIGENOUS FRUITS

Manufacturing 19 food and beverage items (Jams, Hot sauces,
Frozen pulps & Liqueurs)





**BEST
VALUE
FOR
MONEY**

**NOT JUST
APPEARANCE
ISO 22.000**



**FOR A HEALTHIER AND HAPPIER
CONSUMER OF FOOD AND BEVERAGES**

**ATTRACTING
GIANT
PLAYERS**

**International
mining
catering**





STRONG BUSINESS FOUNDATIONS

- Medium-high income customers **moving from artificial food and beverage ingredients**
- Fruit varieties **pest- and drought-tolerant**
- Small farmers good at **caring wild and neglected indigenous fruit varieties**
- Processing equipment that **can be assembled and repaired by local artisans**
- Processing techniques **accessible to local unspecialized manpower**
- “*Gutsamba*” means “*Taste*”: **Tasty product range**



**GIVING SECURE
DIRECT
EMPLOYMENT TO
ILLITERATE
LOCALS ...**



**WE ARE
PASSIONATE OF
SUPPORTING
LIVELIHOODS IN
OUR FARMER
COMMUNITIES**

VALUE ADDITION TECHNIQUES

- **Aim to ensure consistency** of end-product sensorial traits determined choice of final products and formulation approaches
- Aiming **rescue of endangered ethnic flavors / recipes** and supporting “*nostalgia markets*” (Mafurra oil).
- Value traditional knowledge: Case of a hot sauce recipe with good export potential to China **from an illiterate elderly**.





TRADITIONAL RECIPES CAN BE STRONG MARKET DRIVERS

...Our fresh chilli preserve nick-named after **“MARRIAGES SAVER”** by customers

Second most sought after product range

Recipe from elderly and illiterate





PRACTICING AN INNOVATION SPIRIT

Be
helped
to
innovate



3

**CHEF
Carlos Graça**

Neste livro de receitas o Chef Carlos Graça apresenta pratos exclusivos e únicos, preparados na base de polpas de frutas nativas moçambicanas.



MENU DE RECEITAS

- | | | |
|---|--|--|
| 04 WRAP DE VEGETAIS com polpa de maphilua | 12 Entrecosto marinado com maphilua | 21 Camarão marinado com maracujá e panado com castanha |
| 05 Batido de maracujá com frutas e gengibre | 14 Frango com massala, quiabos e leite de coco | 22 Ceviche de atum com polpa de massala |
| 06 Mousse de malambe com polpa de maracujá | 15 Repolho guisado com açafrão e polpa de | 23 Cebola crocante com maracujá e especiarias |

RECEITAS À GUTSAMBA

PÁGINA 14

Frango com massala, quiabos e leite de coco

- 15g de açafrão (Corwama)
- Sal - q.b
- 10g de malagueta

MODO DE PREPARAR

Levar uma panela ao lume com óleo, alho moído, cebola, açafrão, tamarino e tomate. Adicionar o frango e a polpa de massala, a malagueta, o sal, os quiabos limpos e cortados e, por fim, adicionar o leite de coco. Mexer continuamente, sem tapar a panela, para não as deixar coalhar. Deixar a cozinhar em lume brando por mais ou menos 30 minutos até ao apuramento e aguardar que esteja pronto para servir.

INGREDIENTES

- 200g de peito de frango
- 40ml de óleo
- 80g de cebola
- 15g de tamarino
- 10g de alho moído
- 60g de tomate picado
- 500ml de leite de coco
- 200g de quiabos
- 100g de polpa de massala

Nota: Este prato pode ser servido com arroz de coco ou chima de milho.

14





QUALITY ASSURANCE & EXPORT CAPABILITIES

- Some processes have been mechanized to reduce **contamination and food burning risks**
- Improved **operator comfort** to improve product quality
- **Design of manufacturing premises** as key to ensure product quality
- Implementation of **quality standards** key for local and export profitable markets





ACCESS TO LOANS / FUNDING



- Almost 15 years **creating collaterals** to become bankable
- Strong linkage of investments to rural **poor community livelihoods development**

- Best approach to facilitate commercial loans through **loan brokers** paid on a success fee basis





THE
GUTSAMBA
WAY



**WE ARE NOT JUST WISHING...BUT
DOING! WE ARE **LOOKING FOR YOU** TO
JOIN THIS SO PASSIONATE JOURNEY OF
MAKING A POSITIVE DIFFERENCE!**

