



## Agribusiness working to end hunger

*AFAP's assistance spurs hub agrodealer*

Peter Waziweyi's agro business is appropriately named 'Nzara Yaperera' which means 'hunger has ended'. The name encapsulates the businessman's vision - to contribute meaningfully to alleviating hunger in his area. His agro business operates from Catandica village in Manica province, Mozambique.

Waziweyi is a business graduate who has previously worked in different capacities for the government and other organizations, as a marketer and economist. He established his agro dealership, in 2009 starting off with a small shop selling agricultural inputs including seed and fertilizer and a warehouse in Chimoio with a storage capacity of 40 metric tons.

However, as demand for fertilizer from farmers grew, he realized the need for a larger storage facility.

"We realized the need to expand because more and more farmers are realizing the need to use fertilizer to improve their yields. The demand is increasing and so it is important for us who are in the business to respond accordingly," says Waziweyi.

At inception Nzara Yaperera was serving 20 retailers who in turn supplied 37 000 small holder farmers in the area. With support from the African Fertilizer Agribusiness Partnership

(AFAP), Nzara Yaperera continues to expand.

The company received a credit guarantee from AFAP in 2013. This meant the company could now obtain fertilizer on credit from supplier, Greenbelt. In turn this made it possible for Nzara Yaperera to provide credit facilities to its retailer network, making fertilizer easily accessible to farmers.

In addition, Nzara Yaperera received a matching grant for the construction of a bigger warehouse with a storage capacity of about 1 000 metric tonnes, to serve the growing demand for fertilizer in the area.

"AFAP has supported us in many ways. They have helped to link Nzara Yaperera to fertilizer companies. AFAP also provided us with guarantees to buy fertilizer on credit as well as support for the construction of a fertilizer/ and seed warehouse. AFAP says, do it yourself and we can assist you, we can advise you," says Waziweyi.

The company has been growing from strength to strength. In 2012 Nzara Yaperera invested in a seed processing plant and signed seed multiplication contracts with 15 commercial farmers for 20ha each and 20 smallholder farmers for 5ha each. The same farmers were also

supplied with fertilizer.

Waziweyi said with the construction of the new warehouse, agricultural inputs are now readily available to farmers.

"It is very important to have the fertilizers and agricultural inputs available and ready on time," he said.

"AFAP has supported us with financial assistance to set up demonstration sites and technical advice on the best way to set them up."

With the new storage facility built with AFAP's support, the business now provides fertilizer to all 20 retailers within its network and reaches more than 50,000 smallholder farmers. Nzara Yaperera also partners with other organizations to improve agriculture in the area.

The agribusiness has a staff complement of 16 permanent employees including five women in addition to 15 seasonal workers.

"Not only is Nzara Yaperera making a meaningful contribution to supporting the agricultural sector so that we can achieve our goal of ending hunger but we are also providing employment in the area," says Waziweyi.