



**REPUBLIC OF MOZAMBIQUE
MINISTRY AND INDUSTRY AND TRADE
INVESTMENT AND EXPORT PROMOTION AGENCY**

“Seminar on the Investment Opportunities in Mozambique and Subcontracting Partnership and Exchange Program (SPX)” - FACIM

SUMMARY OF THE EVENT

The “*Seminar on the Investment Opportunities in Mozambique and Subcontracting Partnership and Exchange Program (SPX)*” was held on the 30th of August 2018 in Marracuene District, Maputo Province during the 54th Edition of FACIM.

The seminar aimed to make the disclosure of the economic potential, investment opportunities and existing business in Mozambique as well as to promote the SPX Program and the Launch the Website of the Program.

The seminar was attended by 130 participants among them: Entrepreneurs, SPX Program Partners, Members of the Central Government, Representatives of Provincial Government, exhibitors and visitors of FACIM.

The event started with the presentation of the investment opportunities that exist in Mozambique by APIEX representative, Dr. Dinis Lissave, on behalf of the Director General. On his presentation, he made a reference to the legal framework that focuses on investment in Mozambique.

The presentation of the investment opportunities was followed by the display of the video that portrays the essence of the SPX Program, on which were highlighted the main challenges of the program with a view to contributing to the sustainable development of economy and prosperity of Mozambicans by increasing the quality of goods and services, subcontracting, absorption of work and access to technology.

Then, followed the intervention of Mr. Jaime Comiche - UNIDO's Representative in Mozambique, as the main partner of the initiative having referred that the initiative of establishment of the SPX Program in Mozambique started in 2011.

On how the partnership between UNIDO and APIEX (the then CPI), Mr. Comiche said that the same comes from a mix of factors that led to the introduction of the Program in Mozambique to highlight:

- a) The implementation of the UNIDO mandate on its dimension of contribution to fight poverty and inclusive globalization;
- b) The vision that the promotion of investment without structured business connections would be inconsequential;
- c) The vision that successful business connections would be instruments of job creation and business opportunities for SMEs;
- d) UNIDO's commitment to contribute to the proper implementation of the five-year government program, specifically on its pillars of **i)** Modernize the economy and exports, **ii)** increase employment and social security, **iii)** Increase the aggregate of value and local content value chains.

With regard to the relevant aspects in the implementation of the partnership, it has been referred to **a)** the creation of a sustainable SPX Centre operated by national experts, and in continuous operation since 2011 and, **b)** the supplying of approximately 4.5 million USD of goods and services, between 2013 and 2017, by companies listed in the SPX system that represent about of 5% of all SPX suppliers of six major purchasing companies listed on this platform in Mozambique.

Regarding the importance of the involvement of purchasing companies and suppliers in the programme, the representative of the UNIDO referred to the fact that involvement has allowed to:

- Identify constraints and opportunities for the participation of nationals SMEs in regional and global supply chains, as for example in Economic Partnership agreements;

- Multiply the business opportunities and formal job within SMEs, and;
- Contribute to the advocacy and enhanced business competitiveness, quality local content generation and increase exports.

Then followed the intervention of the SPX Mozambique Program Coordinator, Dr. Gil Bires, who highlighted the components of the program, the criteria for adhesion to the programme, results achieved to date, benefits that the program offers for buyers and suppliers.

Afterwards, it was the turn of the SPX Program Testimonial - Architect Company, represented by the Director General, Mr. Edgar Chuze testified about the SPX Program, as his company has benefited from the program interventions SPX. Mr. Chuze, said to have benefited from several program interventions. He said that the contact with the SPX Program began through a visit carried out by the technical team of the SPX in 2016.

On the other hand, Mr. Chuze also said that the company received an evaluation and Diagnostics service skills and performance proposed by the buyer company Kenmare and referenced throughout your explanation, to the invitation that was addressed by the SPX to participate in the event of "disclosure of the business opportunities that exist in Kenmare". He said, he has managed to make several contacts throughout the event. As a result of the interventions mentioned above, his company is currently interacting with the Kenmare to possible provision of service.

The last part of the program was reserved for the official launch of the Website of the SPX Program. The program coordinator, Dr. Gil Bires, briefly, presented to the participants the Website and the link (www.spx.co.mz), having finally declared launched the SPX Website.

Maputo, 12th September 2018