



## A Chicken and Egg Business

Febelsa Lino Vagos has taken off as an entrepreneur. Her business model: Chicken eggs. Today, Febelsa sells about 5,000 eggs a month. She reinvests the profit and already has been able to hire a permanent employee. This is made possible thanks to a unique approach by GIZ.

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” **You are wasting your time.**

was the comment from her friends when Febelsa first told them about her plan to start her own business with selling chicken eggs.

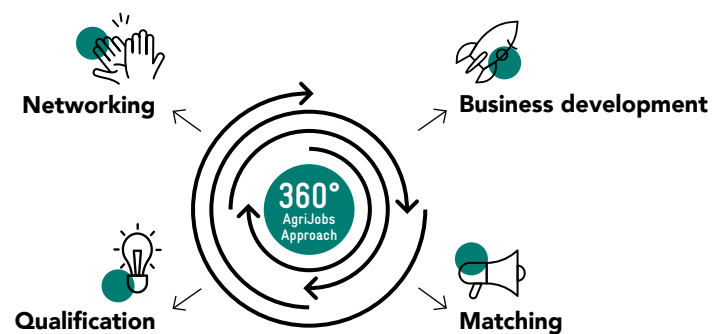
” **Why don't you help us out in agriculture, we can use all hands available.**

said her parents.

Four months later, **Febelsa Lino Vagos** stands in her own chicken coop and looks around with satisfaction. The barn is clean, the water is fresh, and the animals have food. As she does every morning, she collects eggs before the first customers arrive at the farm in the afternoon.

” *Not long ago, I didn't have any work of my own, I just did what everyone in our village does – help my parents in the fields. I never thought that one day I would start my own business.*

Word of her business has spread, and her regular customers include local traders and private buyers from the surrounding area. Today, Febelsa sells about 5,000 eggs a month, for which she receives seven Mozambican Meticaís per egg. This is a monthly income equivalent to about 500 Euro. She uses the money to buy food and medicine for her chickens and to hire a permanent employee.



## The 360° AgriJobs Approach

The company's foundation was made possible by the Rural Youth Employment (RYE) Project of the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH. In Mozambique, the project promotes jobs for young people in rural areas with a unique approach: "The 360° AgriJobs Approach takes an all-round view of employment promotion in the rural labour market: We support young people with practical training offers and show them what employment and support opportunities are available in rural areas. When things get concrete, we also support them in setting up their own business", explains project manager Alexandra Oppermann. "Only if we approach the job market holistically, we can create employment in the long-term, develop the economy sustainably, and reduce poverty in Mozambique."



Mozambique is one of the ten least developed countries in the world, ranking 185th out of 191 countries on the latest Human Development Index (HDI). Huge parts of the population live in extreme poverty. **Every year, 500,000 young people enter the job market.** But the transition to work is difficult, three-quarters of the youth are unable to find decent jobs. In rural areas, where most of the population lives, the employment situation is particularly precarious, especially since there are hardly any companies that create jobs. The RYE Project gives motivated young people a chance to get started: By **2024, 2,800** young people will have improved employment prospects. The focus is on young women like Febelsa, who often face resistance from their families or lack the necessary resources.

## Chicken Eggs with a Big Impact

Febelsa benefits from start-up support: At a nearby agricultural school, she and more than 500 other young people completed a four-week training course.

“I learned how to raise chickens, produce eggs, and then sell them for a profit.” In addition to technical skills, the youth are also taught business skills: How do I do my book-keeping? How do I attract new customers? But that’s not all – Febelsa is put in touch with the local NGO AfricaWorks, which also provides her with start-up capital to build a shed and buy some laying hens: “I started with 210 laying hens, and soon I will be able to buy more from my own profit and expand my business”, Febelsa says proudly. In addition, the start-up is supported by a local company, that counts on the cooperation with trained young people like Febelsa for its increasing egg production and regularly buys fresh eggs from them at a fair price. This ensures that the young people quickly find a market.

The prospects are good: eggs are a staple food in Mozambique and an important source of nutrients, hence demand is high. Until now, most eggs have been imported from neighbouring countries. For the young people, producing their own eggs is a quick and easy way to start their own business.



The initial financial investment is manageable, and income is generated after only a few months – a big plus for young people who have limited financial resources. Unlike growing vegetables or cereals, they can start right away, are largely independent of the season, and do not need much farmland for their laying hens. This means they can quickly take on responsibility, grow and hire more employees.

Febelsa and the other youth in the start-up programme are still in close contact and share their experiences. “We give each other tips and answer each other’s questions, for example, if someone encounters a problem or has a new idea on how to move their business forward”, Febelsa explains. “That’s how we create a real network of young entrepreneurs in the countryside!”

## Shaping a Self-determined Future

Febelsa sees an unfamiliar face on her farm, a potential buyer. He is new and wants to lower the price per egg. She negotiates skillfully, explains the related costs, and ends up with a new customer. “Since I have my own business, I am much more confident”, she says with a smile. She has no regrets about standing up to her parents:

”

*I would like to see more young people to have the courage to start their own business in the countryside.*



The RYE Project is working on this: “In cooperation with agricultural schools and the public employment agency, we have organised rural job fairs where young people can get information about income and employment opportunities. They exchange ideas with companies and learn how to look for a job or start their own business”, says Alexandra Oppermann. “Trainers also inform interested young people about training opportunities and support programmes and show them how they can take action.” This is how the 360° AgriJobs Approach reaches even remote regions.



## Founder Knowledge Conquers Rural Africa

Because the RYE Project’s 360°AgriJobs Approach is so successful, not only Febelsa should benefit from it. In two provinces of Mozambique, the RYE Project supports 500 other young aspiring entrepreneurs.

The RYE Project is active in four African countries: Burkina Faso, Malawi, Mozambique, and Kenya. By the **end of 2024**, it aims to reach **11,500** young people in rural areas, at least **40 percent** of whom are women. The objective is to increase the income of **17,500** young people and improve the employment prospects in rural areas of **30,600** young people.

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