Laterite Ethiopia

Data, research and analytics

laterite
DATA | RESEARCH | ANALYTICS

About Laterite

Laterite is a data, research and analytics firm rooted in Africa and specialized in research for social impact. Our goal is to make development research more impactful, by using rigorous techniques to provide context-relevant evidence. Our team combines technical excellence with a deep understanding of the context to deliver high-quality data and insights.

Over the past fifteen years, we have completed 150+ evaluations, surveys and research projects with clients active in social impact and development research including large foundations and international organizations, universities, and NGOs. Our core sectors of expertise are education, public health, agriculture, livelihoods, gender and climate & energy. We have offices in Rwanda, Ethiopia, Kenya, Sierra Leone, Tanzania, Uganda and Peru, with a support services office in the Netherlands. Our team of 90+ full-time researchers and data experts is based primarily in Africa.

Laterite strives to carry out impactful research that helps decision-makers find solutions to complex development problems.
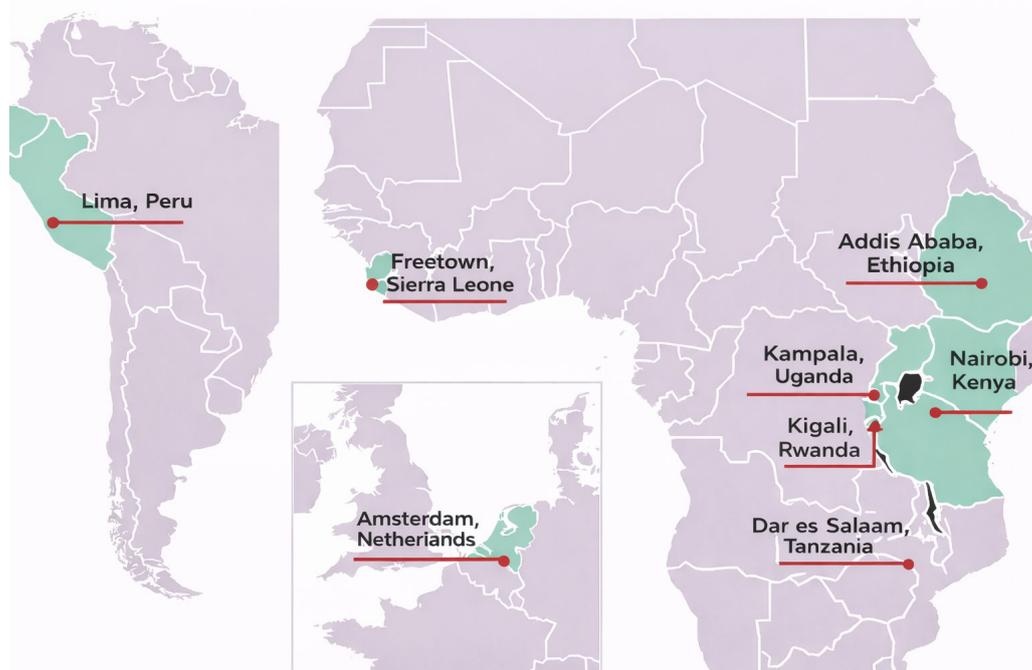
Want to know more?

Get in touch:
services@laterite.com

Follow us on social media:
LinkedIn: Laterite

Our offices

Lima, Peru

Freetown, Sierra Leone

Addis Ababa, Ethiopia

Kampala, Uganda

Nairobi, Kenya

Kigali, Rwanda

Dar es Salaam, Tanzania

Amsterdam, Netherlands

What we offer

Our strengths

Expert team of technical professionals with experience in emerging markets

Strong understanding of the context via our local teams, networks and relationships

Full-cycle research project capabilities, from design to data collection to analysis

Top quality at every step of the process, from enumerator training to data monitoring & analysis

Emphasis on **ethically sound research**, prioritizing the dignity of our participants

We deliver **tech-enabled research**, and continuously seek innovative, ways to improve our work with AI

Our services

Data

- Quantitative & qualitative data collection
- Phone & SMS surveys
- Audio-assisted surveys
- Behavioral games
- Anthropometric & biometric measurements
- Observational learning and child development assessments

Research

- Impact evaluation
- Socio-economic household surveys
- Poverty analysis
- Policy / program landscape mapping
- Learning partnerships
- Design of MEL frameworks
- Cost-effectiveness analysis

Analytics

- Machine learning
- Predictive analytics and modeling
- Geospatial data and analysis
- Large language models (LLMs) to power Intelligent Knowledge Hubs
- AI tools to accelerate research

Laterite in Ethiopia

Laterite Ethiopia specializes in large-scale, complex research and data collection projects. Our office in Addis Ababa has been in operation since 2016 and includes technical experts in research as well as both quantitative and qualitative data collection expertise. We work with a roster of over 1,200 trained local enumerators who speak 29 languages. Our enumerators hold Bachelor's degrees, and are fluent in local languages as well as English. We have worked in all regions of Ethiopia with a focus on work in social protection, gender, agriculture, livelihoods, public health, education, climate and energy.

Laterite Ethiopia at a glance

19
full-time staff

1,200
enumerators in our database

13,000+
enumerator days in 2024

27,000+
surveys completed in 2024

16,000+
households visited for quantitative surveys in 2024

Some of our projects in Ethiopia

Agriculture
> Investigated Ethiopian grain farmers' willingness to pay for crop micro-insurance (**Global Green Growth Institute**)

Education
> Classroom observations and qualitative data collection to support evaluation of a non-formal education program (**IPA**)

Gender
> Evaluated the effectiveness of women-only farmer groups to increase the reach of a digital extension program (**Digital Green**)

Livelihoods
> Analyzed the impact of conflict and humanitarian efforts on PSNP activities in Amhara & Oromia (**IDS**)

Public Health
> Assessed nutritional status and dietary habits of adolescents and their mothers, including quantitative & anthropometric data collection (**IFPRI / Wageningen University / CGIAR-CIAT / EPHI**)

Climate & Environment
> Impact measurement and verification of clean energy asset financing (**CLASP**)

Examples of our work

Analysis of grain markets and price cliffs in Ethiopia
Gates Foundation

Laterite assessed grain market dynamics in Ethiopia and East Africa, focusing on wheat, maize, soybeans, and malt barley. As domestic production increases, we examined the risk of a potential "price cliff," where supply could outpace demand and cause sharp price drops that harm smallholder farmers. Drawing on secondary data and expert interviews, we analyzed price trends, production and consumption patterns, and trade dynamics, and developed visual models to illustrate possible scenarios. We worked closely with the Ethiopian Agricultural Transformation Institute (ATI) and shared findings in Addis Ababa, providing practical tools and analysis to inform policy and market decisions.

Mixed-methods monitoring and evaluation of cash transfers to internally displaced people
World Bank

Laterite supported the World Bank and the Government of Ethiopia to monitor and evaluate the Urban Productive Safety Net and Jobs Project (UPSNJP) cash transfer for internally displaced people (IDPs). The program provides five months of cash support and a $350 recovery grant to help displaced households facing food insecurity rebuild their livelihoods.

Laterite enumerator conducting a survey with an IDP and her child for the UPSNJP program of the World Bank

Across three sites in Tigray and Somali, Laterite conducted two rounds of supplementary monitoring and a rapid evaluation, combining a survey of 500 recipient households with focus group discussions, key informant interviews, and a review and digitization of program records. The study assessed how the program is being implemented, how well beneficiaries understand it, and its effects on households' socio-economic and livelihood outcomes.

Mixed-methods evaluation of the WEGO program

Evans School Policy Analysis and Research Group (EPAR)

Laterite led the mixed-methods impact evaluation of the Women's Empowerment through Gender Transformative Market Opportunities (WEGO) program, in partnership with the WEGO consortium and the Evans School Policy Analysis and Research Group (EPAR). The program aims to strengthen government systems and promote gender-transformative market development to advance women's empowerment in Ethiopia's agricultural sector. Laterite oversaw the full evaluation cycle from research design to data collection, analysis, and reporting, combining qualitative interviews with government officials and stakeholders and a quantitative survey of 1,200 women farmers and their spouses across two regions.

> Read the **case study**

Quantitative data collection partner for Gender & Adolescence: Global Evidence

ODI

GAGE is a longitudinal multi-country study that collected data on adolescent wellbeing with a focus on gender. In Ethiopia, Laterite was the quantitative data collection partner. Our work included data collection for a large-scale impact evaluation, tracking around 10,000 adolescent boys and girls over a 5-year period on topics such as health and wellbeing, education, voice and agency, and economic empowerment. The insights we collected have contributed to GAGE's work to understand how young people in Ethiopia fared through the pandemic and national conflict, and how programming can support them.

> Read the **case study**

Laterite in Babile woreda for the GAGE longitudinal study data collection with adolescents

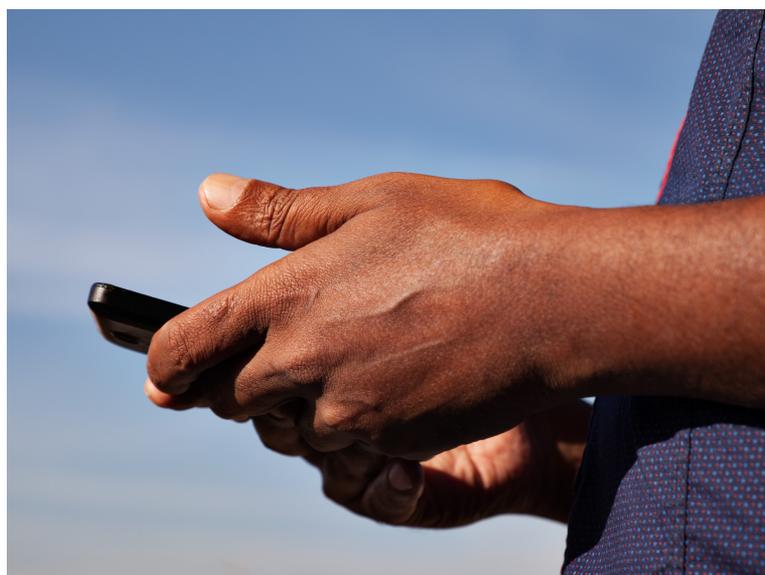## Process evaluations of PSNP5 and Telebirr mobile payments
World Bank

Laterite conducted two parallel process evaluations of Ethiopia's flagship Productive Safety Net Program (PSNP). The first assessed the overall performance of PSNP5 across all components, drawing on a desk review, a survey of 800 PSNP households, and extensive qualitative research using AI for focus group discussions and key informant interviews, across nine regions to understand implementation strengths and challenges at federal, regional, woreda, and kebele levels. The second evaluated the Telebirr mobile money pilot in Dire Dawa and Harari, combining household surveys and qualitative interviews to assess the efficiency and effectiveness of digital payments. For both studies, Laterite led the full research cycle, from approvals and data collection to multilingual transcription, analysis, and reporting.

Financial services, remittances, and climate resilience for women
Center for Financial Inclusion (CFI)

Laterite led demand-side research in Ethiopia for the Center for Financial Inclusion to understand how financial services, particularly remittances and climate-resilient agriculture, could strengthen low-income women's ability to adapt to and recover from climate shocks. The study engaged women across urban, semi-urban, and rural contexts. This included youth, elderly women, refugees, and indigenous populations, through a survey of 800 respondents and eight focus group discussions. Using tools developed by CFI and refined by Laterite, and collecting data in Amharic and Afan Oromo, the research combined rigorous quality assurance with inclusive fieldwork. Findings were presented in standalone quantitative and qualitative reports, offering practical insights to inform pilot interventions and broader sector engagement.

Impact measurement and verification for clean energy asset financing
CLASP

Laterite serves as the Lead MEL and Verification Partner for the Productive Use Equipment Financing Facility (PUFF 2.0), supporting the rollout of subsidized clean energy assets across Kenya, Ethiopia, and Nigeria. We combine digital monitoring, phone-based verification, and targeted field audits to ensure accountability for approximately 10,000 financed assets. A representative end-user survey measures changes in income, business activity, and access to finance, generating practical insights to strengthen performance and impact.

Endline data collection for the DREAMS program evaluation
IDinsight

Laterite led the endline data collection for the evaluation of the "Delivering Resilient Enterprises and Market Systems (DREAMS)" program, a collaboration between Village Enterprise, Mercy Corps, and IDinsight supporting refugee and host households in Dollo Ado to build sustainable businesses and strengthen local markets. The program was evaluated through a randomized controlled trial with 7,200 households across refugee camps and host communities, complemented by qualitative research and a gender study. Laterite conducted household surveys, 81 in-depth interviews, and 24 focus group discussions, and managed all field preparations, enumerator training, and data quality assurance in close coordination with IDinsight to ensure high-quality, reliable data.

Pilot study for the evaluation of remedial education and psychosocial support
J-PAL

Laterite conducted a pilot study to inform a future randomized evaluation of remedial education and psychosocial support programs for out-of-school children in conflict-affected areas of Ethiopia. The pilot covered 1,200 households in Tigray, 600 in an internally displaced persons (IDP) camp and 600 in a kebele, and included household listing surveys and the collection of administrative data. The study aimed to refine recruitment strategies and field procedures to ensure a rigorous and context-appropriate design for the planned impact evaluation.

Business survey on the economic effects of refugee integration
World Bank

Laterite supported a World Bank–funded study examining the economic effects of refugee integration on host communities, as part of Ethiopia's rollout of new work-permit pathways for refugees. In Benishangul-Gumuz and Somali regions, Laterite conducted a large-scale business establishment survey, listing 2,500 eligible businesses and administering an in-depth questionnaire to a randomly selected 10% sample. Using a structured two-stage design with on-the-spot randomization in SurveyCTO, the study gathered detailed data on business characteristics, labor demand, and employer perceptions to inform ongoing research and a forthcoming randomized experiment on refugee access to employment. Laterite led survey design support, sampling, fieldwork planning, and full implementation of data collection.

Field team walking to PSNP households in Dire Dawa

Key contacts in Ethiopia

Neerajha Krishna Kumar
Country Manager

Neerajha is a social impact researcher with a background in Engineering, Development Management, and an MSc in Social Policy and Social Research. She has contributed to various impact evaluations, MEL consultations, and feasibility studies for organizations across the areas of energy and environment, climate, agriculture, education, public health, financial inclusion, and livelihoods.

Fitsum Dagmawi
Program Manager

Born and raised in Ethiopia, Fitsum holds an MBA with concentration in Project Management. He has over 14 years of experience in field research, managing data collection teams, conducting qualitative research, and leading operations on large-scale and complex research projects in Ethiopia.

Get in touch

Want to learn more about our work in Ethiopia, or discuss a potential opportunity? We look forward to hearing from you!

Email:
nkrishnakumar@laterite.com

www.laterite.com

laterite

DATA | RESEARCH | ANALYTICS

From data to policy