

# Webinar on State of Play: Solar Home System (SHS) Market in Mozambique



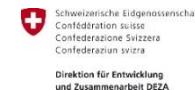
## Oct 2021

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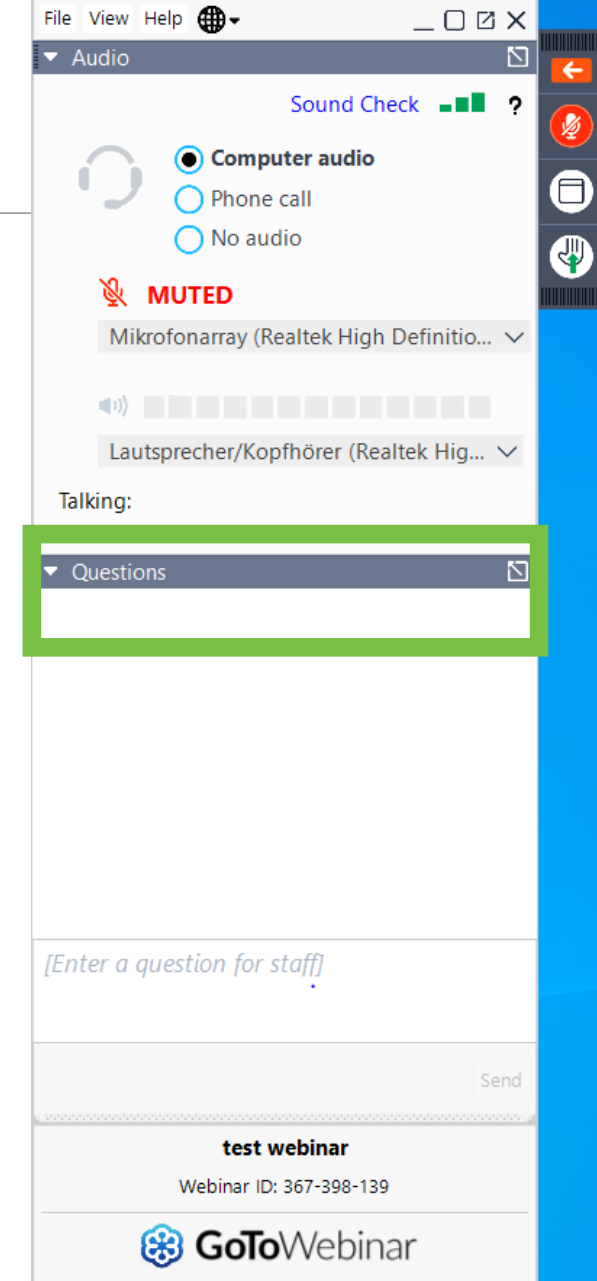
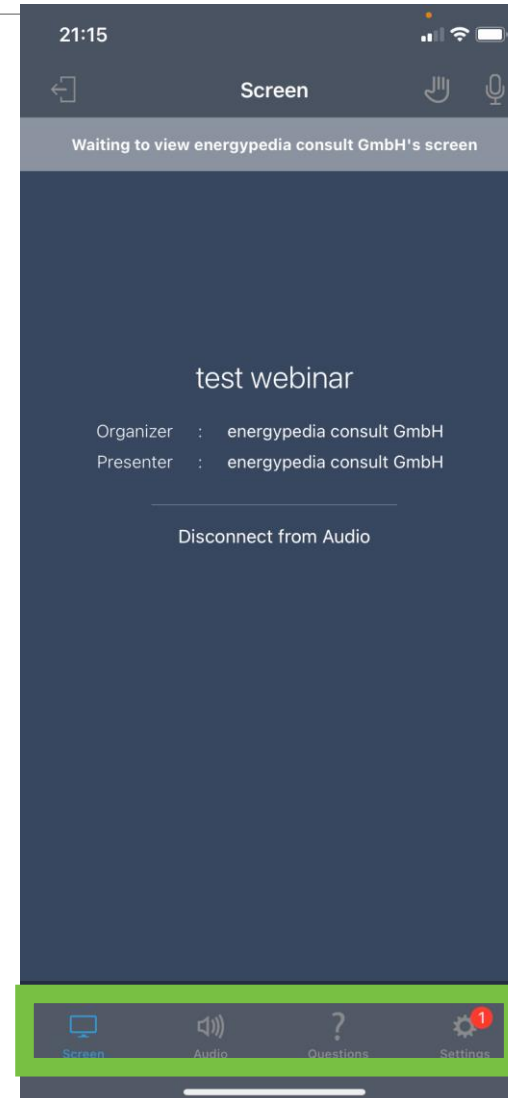


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# Housekeeping

Please send us your questions via the „**QUESTIONS**“ tab!



# Agenda



	Speaker (Organization)
Introduction to AMER	Ricardo Costa Pereira
Launch of Mozambique Off-grid Energy Hub and Mozambique Solar Hub on Energypedia	Ranisha Basnet (Energypedia)
Tour de Table and Panel discussion	Jose Catruza (Dynamiss Trading) Luke Hodgkinson (Engie Energy Access) Nuno Lopes (SolarWorks!) Paulo Raposeiro (Epsilon Energiea Solar)
Conclusion	Energypedia

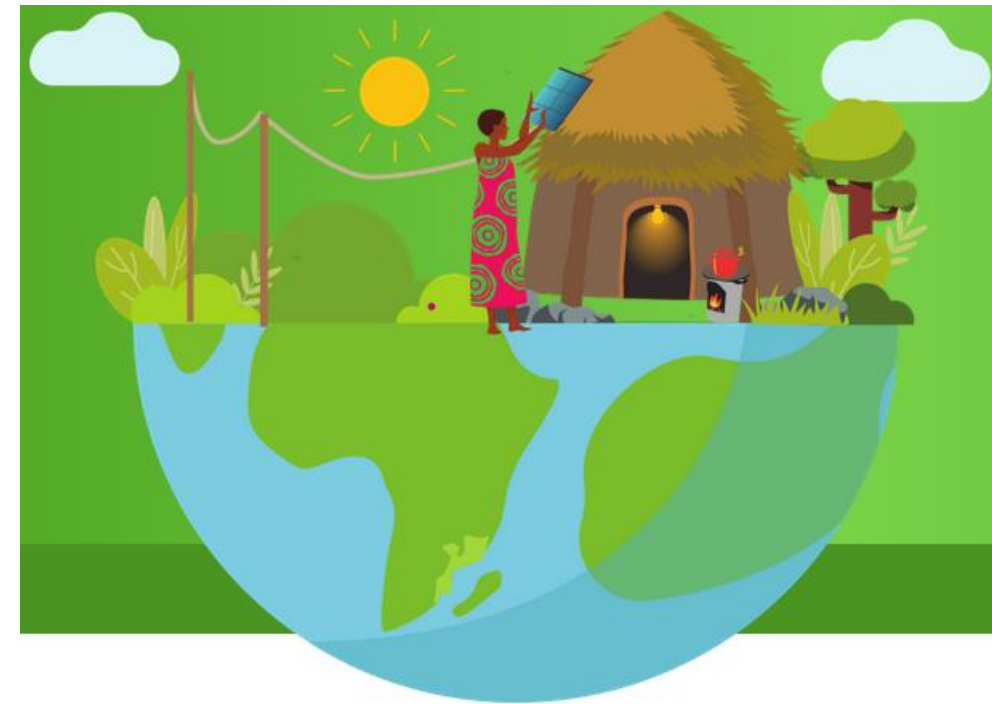


Tell us about you!  
- Poll -



# Mozambique Off-grid Knowledge Hub Launch

Ranisha Basnet  
[ranisha.basnet@energypedia.info](mailto:ranisha.basnet@energypedia.info)



Mozambique Off-grid Hub

Mozambique Off-grid Practitioners Group

All Mozambique Articles



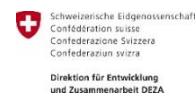
# Mozambique Off-grid Knowledge Hub

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- TECHNOLOGIES
- ENERGY USE
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### Portals

#### ENERGY TECHNOLOGIES



Solar



Hydro



Bioenergy



Wind

#### ENERGY USE



Cooking



Productive Use



Mobility

#### CROSS CUTTING ISSUES



Energy Access



Countries



Impacts



Mini-grid



Grid



Financing and Funding



Water and Energy for Food



Climate Change

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### Events

29 September 2021

Webinar: Defining and Achieving Clean Cooking

5 October 2021

Future of Biofuels 2021

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### Job offers

29 September 2021

Seeking Experts : Project in Uruguay

30 September 2021

Research Assistant

[+ Add Job](#) [- All Jobs](#)

### Opportunities

30 September 2021

Call for Proposals for Private Sector led Mini Grids in Myanmar

30 September 2021

Call for Papers on the SDGs: Implementing the UN Sustainable Development Goals Regional Perspectives

[+ Add Opportunity](#) [- All Opportunities](#)

### Join our Community



Community



Join Theme Groups



Create an Article

### Latest activities



Agnis Ferretto edited the article  
Improved Cook Stove Market Size in Mozambique  
09-28, 29 September 2021



Agnis Ferretto edited the article  
Improved Cook Stove Market Landscape in Mozambique  
09-27, 29 September 2021



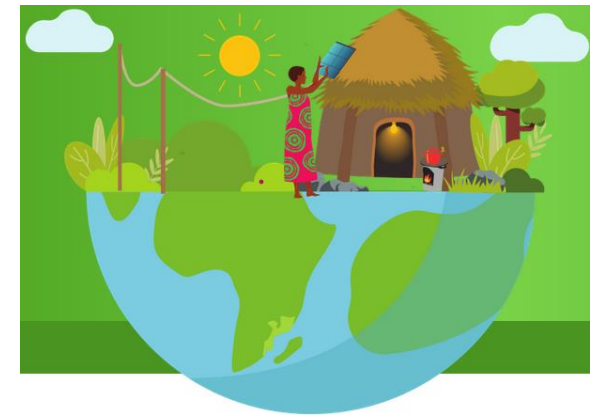
Hector Alfaro edited the article  
Maximizing Use of SWP Technology in India (PA Project)  
09-01, 29 September 2021



# Mozambique-Energypedia Off-grid Knowledge Hub

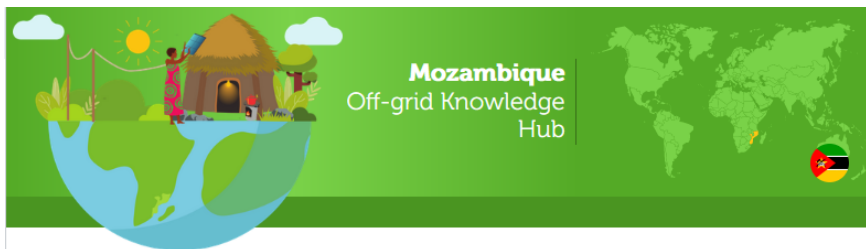


- One-stop destination for all curated **RE and energy access information** in Mozambique on energypedia
- Focus on technologies such as **Solar home systems, clean cookstoves, nano/mini grids and productive use of energy**
- **Continuously updated** with new information from the community
- Stakeholders can **share** their project information, knowledge and lessons learnt on the hub





# Mozambique-Energypedia Off-grid Knowledge Hub



## Country Information - Mozambique

The **Republic of Mozambique** is located on the south-eastern coast of Africa and has a surface area of 801.590 square kilometres. It is bordered by South Africa, Swaziland, Zimbabwe, Zambia, Malawi, Tanzania, and separated by the Indian Ocean from Madagascar. The country is divided into ten provinces, and a provincial capital city. It is one of the poorest countries in the world, and the 7th poorest in Africa with a GDP per capita of USD 1281 (2019), a total GDP of USD 14,96 billion (2019), and an annual GDP growth of 3.11% (2018). [Read more...](#)

### Background

- Country Profile
- Electricity Situation
- Renewable Energy (RE) Potential
- Energy Access Situation

### Institutional Set-up

- Institutional Framework
- Policy Framework & Energy Access Strategies
- Energy Access Programmes
- Development Actors


### Cross-Cutting Issues

- Doing Business in Mozambique
- Humanitarian Energy-Nexus
- Impact of COVID-19


## Information on RE Technologies for Mozambique




## Highlights




Contribute to the Mozambique Off-grid Hub



State of Play: Solar Home System (SHS) Market in Mozambique



Stakeholder Database (add your company/organisation)



Help Manual on how to contribute to the hub

## Mozambique Off-grid Practitioners Group



## Sector News

- 16 Sep 2021  
Off-grid energy access regulation approved by Mozambican government
- 7 Aug 2021  
Sweden provides €37M for electrification in Inhambane province
- 25 July 2021  
Eleticidade de Moçambique tem 21 milhões de euros em dívidas a receber

## Publications

- Wind and Solar Can Improve Energy Security and Independence in Albania
- Leveraging Energy Action for Advancing the Sustainable Development Goals
- Decentralised Renewable Energy Innovations to Boost Agri-Sector Productivity & Address Global Food System Challenges

[+ Add Publication](#) [= All Publications](#)

## AMER Publication Database

AMER Publication Database

## Opportunities

- 6 October 2021  
African Youth Adaptation Solutions Challenge
- 14 October 2021  
Expressions of Interest: Sustainable Energy Development and Access

## Informação do país - Moçambique

A **República de Moçambique** está localizada na costa sudeste da África e tem uma superfície de 801.590 quilómetros quadrados. Faz fronteira com a África do Sul, Suazilândia, Zimbábue, Zâmbia, Maláui, Tanzânia e separada de Madagascar pelo Oceano Índico. O país está dividido em dez províncias e uma capital provincial. É um dos países mais pobres do mundo e o 7º mais pobre da África, com um PIB per capita de US \$ 1281 (2019), um PIB total de US \$ 14,96 bilhões (2019) e um crescimento anual do PIB de 3,11% (2018). [Consulte Mais informação...](#)

### Fundo

- Perfil do país
- Situação da eletricidade
- Potencial de energia renovável (RE)
- Situação de acesso à energia

### Configuração Institucional

- Estrutura institucional
- Quadro de políticas e estratégias de acesso à energia
- Programas de acesso à energia
- Atores de Desenvolvimento

### Questões transversais

- Fazendo Negócios em Moçambique
- Energia Humanitária-Nexus
- Impacto do COVID-19

## Noticias do setor

- 16 de setembro de 2021  
Regulamento de acesso à energia fora da rede aprovado pelo governo de Moçambique
- 7 de agosto de 2021  
Suécia fornece € 37 milhões para eletrificação na província de Inhambane
- 30 de julho de 2021  
Eleticidade de Moçambique tem 21 milhões de euros em dívidas a receber

## Publicações

- Edifica e solar podem melhorar a segurança energética e a independência na Albânia
- Aproveitando a Ação de Energia para o Avanço dos Objetivos de Desenvolvimento Sustentável
- Inovações descentralizadas de energia renovável para impulsionar a produtividade do agrossetor e enfrentar os desafios do sistema alimentar global

[Adicionar Publicação](#)

[= Todas as Publicações](#)

## Banco de dados de publicação AMER

Banco de dados de publicação AMER


## Oportunidades

- 6 de outubro de 2021  
African Youth Adaptation Solutions Challenge


## Informação sobre tecnologias RE para Moçambique




## Destaques




Contribuir para o hub fora da rede de Moçambique



Situação: Mercado de Sistema Solar Doméstico (SHS) em Moçambique



Banco de dados de partes interessadas (adicione sua empresa / organização)

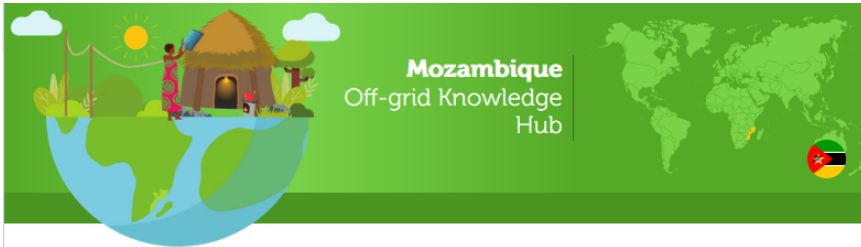


Manual de ajuda sobre como contribuir com o hub

## Grupo de praticantes fora da rede de Moçambique



# Mozambique-Energypedia Off-grid Knowledge Hub



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- Development Actors

#### Cross-Cutting Issues

- Doing Business in Mozambique
- Humanitarian Energy-Nexus
- Impact of COVID-19

### Sector News

- 18 Sep 2021  
Off-grid energy access regulation approved by Mozambican government
- 8 Aug 2021  
Sweden provides €37M for electrification in Inhambane province
- 20 Jul 2021  
Elettricidade de Moçambique tem 21 milhões de euros em dívidas a receber

### Publications

- Wind and Solar Can Improve Energy Security and Independence in Albania
- Leveraging Energy Action for Advancing the Sustainable Development Goals
- Decentralised Renewable Energy Innovations to Boost Agri-Sector Productivity & Address Global Food System Challenges

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### AMER Publication Database

[AMER Publication Database](#)

### Opportunities

- 4 October 2021  
African Youth Adaptation Solutions Challenge
- 14 October 2021  
Expressions of Interest: Sustainable Energy Development and Access

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### Information on RE Technologies for Mozambique



### Highlights

- Contribute to the Mozambique Off-grid Hub
- State of Play: Solar Home System (SHS) Market in Mozambique
- Stakeholder Database (add your company/organisation)
- Help Manual on how to contribute to the hub

### Mozambique Off-grid Practitioners Group

Lisa Feldmann joined the group 'Mozambique' on 07 Oct, 8 October 2021



## Information on RE Technologies for Mozambique



Solar Home Systems



Improved Cookstoves

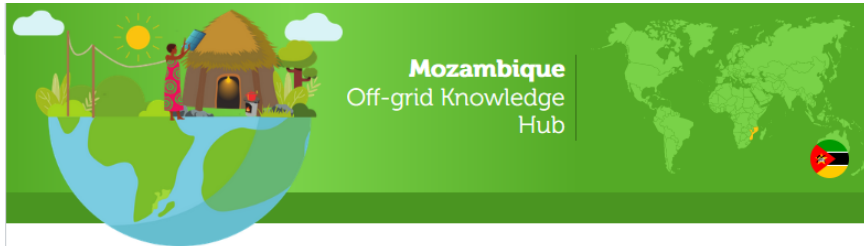


Mini/Nano grid



Productive Uses of Energy

# Mozambique-Energypedia Off-grid Knowledge Hub



## Mozambique Off-grid Knowledge Hub

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## Sector News

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Off-grid energy access regulation approved by Mozambican government [↗](#)

5 Aug 2021  
Sweden provides €37M for electrification in Inhambane province [↗](#)

30 July 2021  
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Leveraging Energy Action for Advancing the Sustainable Development Goals

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[AMER Publication Database](#) [↗](#)

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6 October 2021  
African Youth Adaptation Solutions Challenge

14 October 2021  
Expressions of Interest: Sustainable Energy Development and Access

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Decentralised Renewable Energy Innovations to Boost Agri-Sector Productivity & Address Global Food System Challenges

Theme Report on Energy Transition

Crowd Power Syndicated Financing Co-lending Partnerships with Crowd Lending Platforms

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## AMER Publication Database

[AMER Publication Database](#) [↗](#)

## Opportunities

6 October 2021  
African Youth Adaptation Solutions Challenge

14 October 2021  
Expressions of Interest: Sustainable Energy Development and Access Project

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# Off-grid Practitioners Group



Mozambique Off-grid Hub   Mozambique Off-grid Practitioners Group   All Mozambique Articles

## Mozambique Off-grid Practitioners Group

The aim of this group is to share knowledge and experience on Mozambican energy sector. Discuss technical advances, lessons learnt and other topics. Find the information you seek by interacting with other experts and benefit from their vast experience! *(Please login to post a discussion!)*

[Start a Discussion](#)  
[Join Group](#)  
[Off-grid Practitioners Group on Facebook](#)  
[Off-grid Practitioners Group on LinkedIn](#)

### Latest Group Activities



Lisa Feldmann joined the group "Mozambique"  
07:03, 6 October 2021



Diane Roeschen joined the group "Mozambique"  
14:39, 5 October 2021



Maria Fernanda Larraza Eden Wynter joined the group "Mozambique"  
14:25, 5 October 2021

### Most Active Group Members

Show all group members

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## Group talk:Mozambique Off-grid Practitioners Group

Mozambique Off-grid Hub   Mozambique Off-grid Practitioners Group   All Mozambique Articles



This is the off-grid practitioners group, please add your questions by clicking on the icon on the right side and choose the option, "New topic". Add your question and then click on "Insert" in the menu to add your signature. Then, save your page.

### Energy access in Mozambique?

Where can i find information about energy access in Mozambique [Ranisha \(talk\)](#) 14:01, 5 October 2021 (CEST) [ [reply](#) ]

(Test) I can find information on the internet [Agnes Ferretto \(talk\)](#) 16:16, 5 October 2021 (CEST) [ [reply](#) ]

### Solar home systems

How many solar home systems are sold in Mozambique [Ranisha \(talk\)](#) 15:31, 5 October 2021 (CEST) [ [reply](#) ]

(Test) [Agnes Ferretto \(talk\)](#) 16:16, 5 October 2021 (CEST) [ [reply](#) ]

# Mozambique-Energypedia Stakeholder Database



- Easily add your organisation and your work to the facility
- Browse through to search for organisations offering specific services
- Open and free for all

The screenshot shows the 'Mozambique Stakeholder Database' interface. At the top, there are three tabs: 'Mozambique Off-grid Hub', 'Mozambique Off-grid Practitioners Group', and 'All Mozambique Articles'. Below the tabs is a header section with a blue building icon, the title 'Mozambique Stakeholder Database', and a description: 'Database of stakeholders who are active in the Mozambican energy space. This database provides an opportunity for organisations to showcase their work and connect directly with other stakeholders for networking and experience exchange.' Below the description, it says '2 stakeholder entries'. There are three main action buttons: 'Add' (with a plus icon), 'Browse' (with a magnifying glass icon), and 'Search' (with a magnifying glass icon). Below these are two columns of categories. The first column is 'Stakeholders by Type of Organisation' and includes: Donor, Implementer, Governmental Organisation, Civil Society Organisation, Consultancy, Research / Academia, Private Sector, and Other. The second column is 'Stakeholders by Energy Solutions Offered' and includes: Solar lanterns, Solar home systems, Improved cookstoves, Nano/Mini grids, Productive uses: Pumping, cooling, lighting, and Others. At the bottom, there is a section for 'Stakeholder Database Latest Entries' which lists: 'AMER - Mozambican Renewable Energy Association created on 06 October 2021' and 'Energypedia UG created on 30 September 2021'.

# Individual Technology Hubs

Mozambique Off-grid Hub

Mozambique Off-grid Practitioners Group

All Mozambique Articles



## Solar hub Mozambique

One-stop destination for all information related to solar home systems (SHS) and solar energy in Mozambique



### Solar Home Systems (SHS) in Mozambique

**Solar home systems (SHS)** are stand-alone photovoltaic systems that offer a cost-effective solution for lighting and powering appliances in remote off-grid households. Here, you can find all information related to solar home systems market in Mozambique. For information on the energy sector of Mozambique, check out the **Mozambique Off-grid Knowledge Hub!** Join the Mozambique Off-grid Practitioners Group and become a RE advocate!

#### Background

- [Introduction to SHS](#)
- [Technical Standards](#)
- [SHS Operations models](#)
- [Energy Access Situation](#)
- [Solar Energy Potential](#)

#### Market Assessment

- SHS Market Landscape (private sector, development partners..)
- Market Size
- Consumer Insights
- Challenges for Private Sector

#### Doing Business

- Setting up a Business
- Financing for Private Sector
  - [FAZER](#) [FASER Fund](#)
- End-user Financing
- Policy Framework

#### Case Studies

- Financial Feasibility Scenario
- Case Study 1
- Case Study 2

#### Sector News

16 Sep 2021

[Off-grid energy access regulation approved by Mozambican government](#)

5 Aug 2021

[Sweden provides €37M for electrification in Inhambane province](#)

30 July 2021

[Eletricidade de Moçambique tem 21 milhões de euros em dívidas a receber](#)

#### Publications

[Renewables in Cities 2021 Global Status Report](#)

[Renewable Energy for Refugees Factsheet](#)

[Climate Ambition and Sustainable Development for a New Decade: A Catalytic Framework](#)

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- Case Study 1
- Case Study 2

### Explore other RE Technologies/Resources for Mozambique



Improved Cookstoves



Mini/Nano grid



Productive Uses of Energy

# Solar Home System Market in Mozambique



# Introduction – Energy Access

- Mozambique is among the top 20 electricity access-deficit countries from 2010 to 2019<sup>1</sup>
- Rate of population with access to grid electricity:

Year	Electrification rate <sup>2</sup>
2006	8%
2018	31%
2020	34%

- In 2019, 21 million Mozambicans still lack access to electricity.



# Introduction – Energy for Lighting



## Rural Population

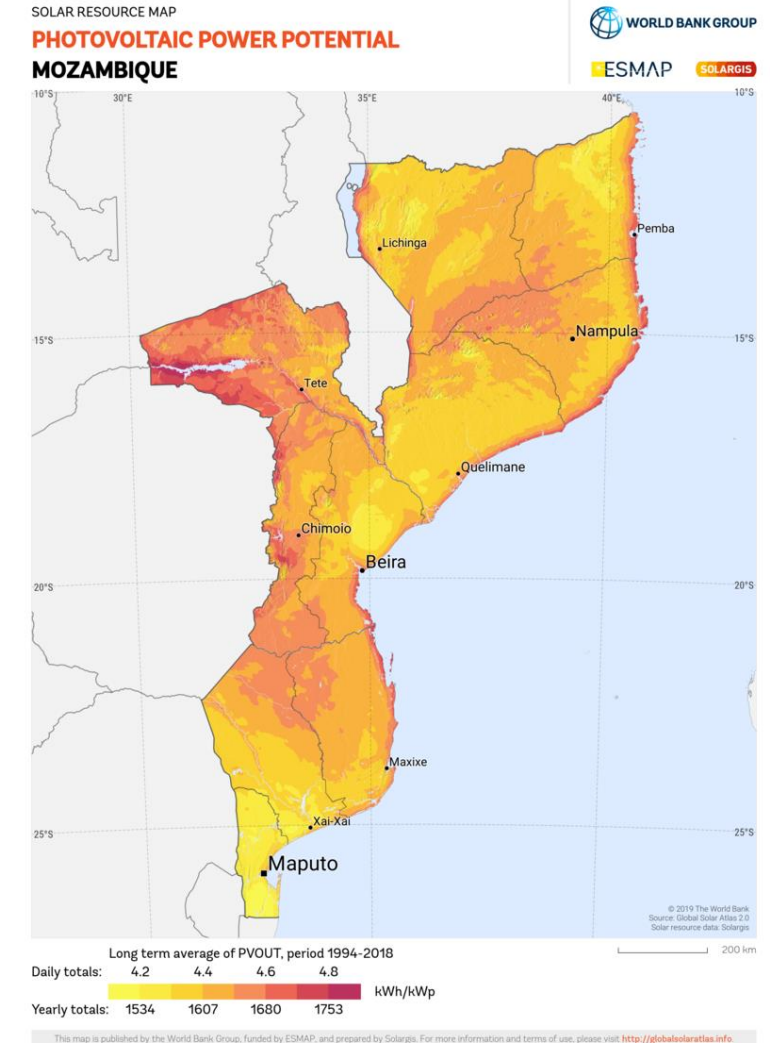
- Kerosene lamps
- Solar power
- Candles
- Lanterns and batteries
- Other forms (including fire)

## Urban Population

- Grid electricity
- Candles
- Kerosene lamps
- Solar power
- Lanterns
- Other forms

# Solar Energy Potential

- There is an abundant and unexploited solar energy resource in Mozambique and is suitable for both on/off grid electrification.
- 23,000 GW total potential, from which about 2.7GW would be realistically suitable for solar projects compatible with the present electrification and grid expansion plans.
- Challenges: policy framework and dispersed population.



Source: World Bank Group

Source: Baruah and Coleman, 2017

# Solar Home System (SHS) - Market Landscape



- Nascent stage
- Slowly growing due to the support of:
  - Innovative financing mechanisms, such as PAYGO
  - Different donor funded programmes
- Market has been expanding since 2017 but currently facing challenges due to Covid.
- Around 20+ companies active in the market.

# Donor Programmes Supporting SHS in Mozambique



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## EnDev Mozambique

- Result Based Financing (RBF) mechanism
- Business development services for private companies



---

## Green People's Energy Mozambique

- Promotion of productive use of energy for income generation
- Advising political decision-makers
- GreenSkills4Dev – courses and training on RE topics

---

## BRILHO

Financial support and technical assistance to private sector

- Catalytic grants
- RBF



---

## World Bank's ProEnergia program

- RBF financing mechanism
- Business development services for private companies



# Solar Home System (SHS) - Market Size

## As of 2019:

**63%** of total population live in rural areas

**5%** about of rural population have access to grid electricity

**29.6%** of total population has access to grid electricity

## As of 2020:

**Over 70,000 SHS** sold by five companies in Mozambique



# Potential for SHS Market



It is estimated that 1 in every 5 households could afford a SHS without an additional subsidy.

## Largest potential markets:

- Nampula (300,000 HHs)
- Cabo Delgado (130,000 HHs)
- Manica (101,000 HHs)

## Provinces with the wealthiest households:

- Maputo
- Manica

**824,000 households in Mozambique could afford a SHS without any additional subsidy**



# Conclusion

- SHS market is growing in Mozambique but still needs support
- A clear regulatory framework is needed to incentivise the private sector
- Easy access to credit and information is needed
- The existing willingness and ability to pay from the end-consumer may be affected by COVID-19 crisis.



# Introduction to Energypedia Webinar



- Introduction to Energypedia – Help Webinar

21 Oct 10:00-11:00 Mozambique Time

- <https://register.gotowebinar.com/register/5340631859301157904>



Introduction to Energypedia - Help Webinar

Thu, Oct 21, 2021 10:00 AM - 11:00 AM CEST

[Show in My Time Zone](#)

This is an introductory webinar to the platform, [www.energypedia.info](http://www.energypedia.info). In this webinar, we will talk about how to register on energypedia and using the different resources and features on energypedia.

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Last Name\*

Email Address\*


128

Country/Region

Choose One...



# Register on Energypedia



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4,922 energy articles  
11,316 registered experts  
>80,000 monthly visitors

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## Portals

### ENERGY TECHNOLOGIES



Solar



Hydro



Bioenergy



Wind

### ENERGY USE



Cooking



Productive Use



Mobility

### CROSS CUTTING ISSUES



Energy Access



Countries



Impacts



Mini-grid



Grid



Financing and  
Funding



Water and  
Energy for Food



Climate Change

## Newsletter

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## Events

6 October 2021  
Intersolar Europe 2021

7 October 2021  
State of Play: Solar Home System  
(SHS) Market in Mozambique

[+ Add Event](#) [= All Events](#)

## Register Your Energypedia Account

Thank you for your interest in energypedia.

Before submitting your registration, please review the following information:

- Please read the [Terms of Service](#) before submitting your registration.
- Once your account is created, an email with further instructions will be sent to you.

### 1. Create Your Account

Please fill in all the fields in this section.

Username:

Email address:

Main areas of interest

Select the topic areas below in which you have formal expertise or would like to do the most work in.

- Solar (?)  Hydro (?)  Bioenergy (?)  Biofuel (?)  Biogas (?)  
 Solid Biomass (?)  Wind (?)  Mobility (?)  Improved Cooking (?)  Productive Use (?)  
 Mini-grid (?)  Grid (?)  Financing and Funding (?)  Impacts (?)  Powering Agriculture (?)  
 Countries (?)  Energy Access (?)  Climate Change (?)  PMCC (?)  Mozambique Off-grid Hub (?)

### 2. Add Your Details

Real Name (First Name and Surname):

Your details will be set as the initial content for your user profile page. Make sure that you are comfortable publishing this information. You can change this information later on in your profile page.

Make sure you are comfortable publishing such information. Your name can be changed via your [preferences](#).

Please tell us about your profession or how you are involved in renewable energy sector.

# Thank you!

[www.energypedia.info](http://www.energypedia.info)

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Geschäftsführung: Robert Heine



# Panel Discussion



## FACILITATOR



**Ricardo Costa Pereira**  
**President**  
**AMER**

## SPEAKER



**Luke Hodgkinson**  
**Product Director**  
**Engie Energy Access**

## SPEAKER



**Nuno Lopes**  
**Country Director**  
**Solar Works Mozambique**

## SPEAKER



**José Eduardo Catruza**  
**Financial Director**  
**Dynamiss, Lda**

## SPEAKER



**Paulo Raposeiro**  
**CEO**  
**Epsilon Energia Solar**

# PV Application Course

This is a course for those of you who want to understand **when, why and how PV can provide practical and economic solutions**. It introduces a range of **off-grid PV applications** and explains for whom and in what ways they can be useful and beneficial. This course will also enable you to **perform basic energy yield calculations and economic calculations to assess the attractiveness of a PV project yourself**.

The **live virtual workshop** for this course will cover topics ranging from sales and customer services management to productive uses of energy such as solar cooling. Again, **you can influence the content** by posting your questions and comments in our online forum prior to the workshop.



## PV Application – Self-study Course

**Duration: 4 weeks**

**Start: 08.11.2021**

**Workload: 5 hours/week**

**Register: [www.renac.de/apfv](http://www.renac.de/apfv)**

# RE Master Courses @ UEM

The Eduardo Mondlane University (UEM) in Mozambique and RENAC energy & climate gGmbH (RENAC) in Germany developed a new blended learning approach for the Master's degree programmes on Renewable Energy (RE):

- **MCTER:** Master Programme in Science and Technology of Renewable Energy
- **MGSER:** Master Programme in Management of Renewable Energy Systems

The teaching language for the distance learning components will be English. The face to face components will be in Portuguese or English. The envisaged **first intake of the new blended learning master programme is October 2021.**

**For more Information on the Master Programmes:**

Ms Rosimin Tomo / Tel: 84 600 6179 / Email: [cpe.posgraduacao@uem.mz](mailto:cpe.posgraduacao@uem.mz)



**Available GPE scholarships:**  
**How many: 70 scholarships**  
**Coverage: 50% of tuition fee**

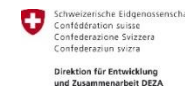
# Thank you!

- **Feedback:** [info@energypedia.info](mailto:info@energypedia.info)
- **Webinar documentation:**  
[https://energypedia.info/wiki/Webinar\\_Series:\\_Statuesque\\_and\\_Market\\_Potential\\_of\\_Off-grid\\_Renewables\\_in\\_Mozambique](https://energypedia.info/wiki/Webinar_Series:_Statuesque_and_Market_Potential_of_Off-grid_Renewables_in_Mozambique)

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