



# Fundo De Acesso Sustentável as Energias Renováveis

Dezembro de 2023



# Objectivos do FASER

- Estimular a cadeia de valor e distribuição dos mercados de tecnologias de energias renováveis em Moçambique, contribuindo para os esforços do governo moçambicano no alcance do **acesso universal à energia até 2030**.
- Garantir a disseminação de tecnologias de qualidade em zonas fora da rede e uma maior aceitação destas tecnologias pelas **mulheres e populações particularmente Vulneráveis**.
- Promover a disseminação de tecnologias de energia solar para **geração de renda**.



## TECNOLOGIAS SUPORTADAS



SOLAR HOME  
SYSTEMS **SHS**



IMPROVED  
COOKSTOVES **ICS**



PRODUCTIVE USE  
OF ENERGY **PUE**

# Processo RBF



1. Convite à apresentação de candidaturas e manifestação de interesse
2. As empresas enviam candidaturas
3. Candidaturas avaliadas e aprovadas pelo Comité Técnico
4. A Empresa assina um contracto com a FDC
5. A empresa vende sistemas solares domésticos (SHS) e/ou fogões melhorados (ICS) e reporta as vendas
6. Verificação de resultados
7. Desembolso de incentivos



# Processo de candidatura



Apresentação de Manifestação de Interesse e candidaturas completas através da plataforma digital

[faser.moz@giz.de](mailto:faser.moz@giz.de)  
<https://www.faser.co.mz/>

The screenshot shows a web application interface for company registration. On the left is a green sidebar with a navigation menu containing: Home, My Company, My Company (with a plus icon), Certified Products, Other Products, and Documents. The main content area is white and titled "Data Company". It contains a sub-header "Data Company" and a paragraph: "This is your company application. You have to complete all the information here including: descriptions, contacts, define the LG certified or non-LG certified products that you will offer and fill out the business model questionnaire." Below this is a section titled "FactSheets" with the text: "You can download the following fact sheets to get more information on the application process depending on the products offered by your company:" followed by two links: "Promotion of improved Cookstoves for households" and "Promotion of solar lighting for households". A progress bar shows approximately 75% completion. Below the bar is a message: "A inscrição ainda não está completa, siga os links e as indicações para preencher a inscrição:" with a link to "Questionário de modelo de negócios". At the bottom, there is an "Edit Company" button and a profile card for "RogerMZ" with a building icon. The profile card includes a description of the FAZER fund, location (Mozambique, Zambézia, Quelimane), date (04 de outubro 123123), and a link icon labeled "N têm". The FAZER logo and full name "FUNDO DE ACESSO SUSTENTÁVEL AS ENERGIAS RENOVÁVEIS EM MOÇAMBIQUE" are at the bottom right.

# Janelas de financiamento



**01 JANELA DE ACESSO:** ICS e SHS; Famílias em áreas urbanas, peri-urbanas e rurais em todo o país, excepto Manica e Sofala.

**02 JANELA HUMANITÁRIA:** ICS e SHS; Famílias particularmente vulneráveis e economicamente fracas.

**03 JANELA USO PRODUTIVO DE ENERGIA:** Difusão de tecnologias para o uso produtivo de energia; Dispositivos de energia solar fotovoltaica para empresas comerciais em zonas rurais.

**04 JANELA COVID-PAY:** Mecanismo que mantém o acesso à energia mesmo em tempos de pandemia, permitindo que empresas ofereçam promoções especiais aos seus beneficiários durante a pandemia da Covid-19

**05 JANELA DE INFRAESTRUTURA SOCIAL:** Electrificação de unidades sanitárias em Moçambique, em zonas rurais por meio de energia solar.



# Esquema de Incentivos



## INCENTIVO BÁSICO (IB)

o IB é um montante pré-fixado pago por unidade (Sistema PV ou ICS) vendida ao usuário final.

## INCENTIVOS DE RESULTADOS CHAVE

- RemotePlus:** % Sistemas vendidos numa área remota com zonas pré-definidas.
- GeneroPlus:** % Sistema vendido a uma família ou empresa liderada por uma mulher.
- TierPlus:** % Desempenho do fogão melhorado determinado no laboratório.

## INCENTIVOS ESPECÍFICOS

Incentivo Humanitario

%

Zona de reassentamento

%

CovidPlus

%

Produtivo  
Utilização de energia:  
Appliance:  
%  
do preço

# COVID - PAY

Regime de auxílios para empresas vulneráveis a um aumento do incumprimento de pagamentos

- **Objectivo:** garantir suporte financeiro às empresas de energia solar fotovoltaica PAYGO para permitir que os seus beneficiários mantenham o acesso à energia e, assim, garantir a continuidade das actividades durante a crise da COVID-19.
- **Montante do incentivo:** Até 60 euros por beneficiário transferido aos beneficiários através de promoções desenhadas pelas empresas.



**FAZER**

FUNDO DE ACESSO SUSTENTÁVEL AS ENERGIAS RENOVÁVEIS EM MOÇAMBIQUE

### COVID-PAY Window: Relief Scheme for Companies Vulnerable to Increased Default of Payments (COVID-PAY)

#### Call for Applications

**In short**

FAZER responds to the need to propose alternatives for poverty reduction, encouraging economic growth in rural, urban and peri-urban areas of Mozambique, through the development of modern scale solutions of renewable energy. The fund will act as a catalyst for creating clean and sustainable energy markets, encouraging the active participation of the private sector, as well as stimulating productive uses of energy. The General Objective of the FASER RBF Fund is to stimulate the value and distribution chains of renewable energy technology markets in Mozambique and to promote a broader adoption of such technologies across the country, thereby contributing to the efforts of the Mozambican government to achieve their SeforALL energy access goals by 2030. The Fund emphatically promotes the dissemination of high-quality energy technologies into off-grid peri-urban and rural areas, as well as an increased uptake of these technologies by women. It furthermore aims at assisting particularly vulnerable populations to have access to reliable and modern energy.

The COVID-PAY Window is a special financing window, dedicated to ensuring that customers of off-grid energy suppliers continue to have access to energy and to ensure business continuity of PAYGO Solar PV suppliers in Mozambique during the Covid-19 pandemic. This shall be achieved by allowing companies to offer their clients special promotions or create other strategies that, in turn, significantly reduce the end users' overall electricity expenses over the duration of the promotion. The incentive is paid after the application of the promotion has been reported and verified (Results-Based Financing approach).

This window applies to all the provinces of Mozambique, including those affected by cyclones IDAI and Kenneth in 2019 (Maputo, Inhambane, Gaza, Sofala, Manica and Saffia (IDAI) and Cabo Delgado (Kenneth)).

**Who is eligible?**

Eligible to this window are Suppliers of Pay-As-You-Go (PAYGO) Decentralized Solar Technologies (hereinafter referred to as "Agents") working across the country. Agents can be individual entrepreneurs, companies,

Contact

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH  
Av. do Zimbalawe n.1536  
Maputo, Moçambique  
Web: www.giz.de

FASER - Fundo de Acesso Sustentável às Energias Renováveis em Moçambique  
E: [fazer.moz@giz.de](mailto:fazer.moz@giz.de)

# CovidPlus

Garantir a continuidade das actividades e o acesso à energia, manter o objetivo de acesso universal até 2030 no bom caminho

- **Objectivo:** Garantir que as populações vulneráveis em Moçambique tenham acesso à energia e assegurar a continuidade das actividades dos fornecedores de tecnologias e serviços energéticos (Solar PV e ICS) durante a pandemia de Covid-19
- **Incentivo:** Deve ser parcialmente transferido para os beneficiários para garantir o acesso à energia a custo reduzido.



FUNDO DE ACESSO SUSTENTÁVEL AS ENERGIAS RENOVÁVEIS EM MOÇAMBIQUE

### COVID-PAY Window: Relief Scheme for Companies Vulnerable to Increased Default of Payments (COVID-PAY)

#### Call for Applications

**In short**

FAZER responds to the need to propose alternatives for poverty reduction, encouraging economic growth in rural, urban and peri-urban areas of Mozambique, through the development of modern scale solutions of renewable energy. The fund will act as a catalyst for creating clean and sustainable energy markets, encouraging the active participation of the private sector, as well as stimulating productive uses of energy. The General Objective of the FAZER RBF Fund is to stimulate the value and distribution chains of renewable energy technology markets in Mozambique and to promote a broader adoption of such technologies across the country, thereby contributing to the efforts of the Mozambican government to achieve their SEforALL energy access goals by 2030. The Fund emphatically promotes the dissemination of high-quality energy technologies into off-grid peri-urban and rural areas, as well as an increased uptake of these technologies by women. It furthermore aims at assisting particularly vulnerable populations to have access to reliable and modern energy.

The COVID-PAY Window is a special financing window, dedicated to ensuring that customers of off-grid energy suppliers continue to have access to energy and to ensure business continuity of PAYGO Solar PV suppliers in Mozambique during the Covid-19 pandemic. This shall be achieved by allowing companies to offer their clients special promotions or create other strategies that, in turn, significantly reduce the end users' overall electricity expenses over the duration of the promotion. The incentive is paid after the application of the promotion has been reported and verified (Results-Based Financing approach).

This window applies to all the provinces of Mozambique, including those affected by cyclones IDAI and Kenneth in 2019 (Manica and Sofala (IDAI) and Cabo Delgado (Kenneth)).

**Who is eligible?**

Eligible to this window are Suppliers of Pay-As-You-Go (PAYGO) Decentralized Solar Technologies (hereinafter referred to as "Agents") working across the country. Agents can be individual entrepreneurs, companies,

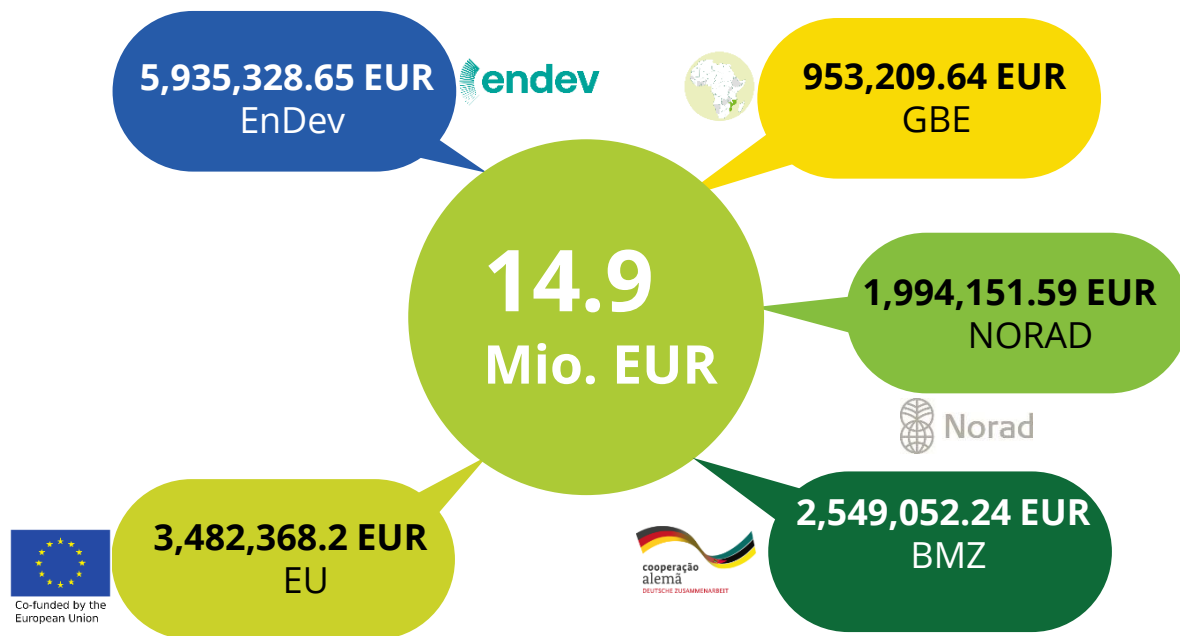
**Contact**

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH  
Av. da Zimbabwe n.1536  
Maputo, Moçambique  
Web: www.giz.de

FAZER - Fundo de Acesso Sustentável as Energias Renováveis em Moçambique  
E: [FAZER.moz@giz.de](mailto:FAZER.moz@giz.de)



# Fundo de financiamento baseado em resultados(RBF)

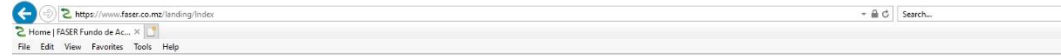


# Página Web do FASER

Dois tipos de acesso à página Web do FASER

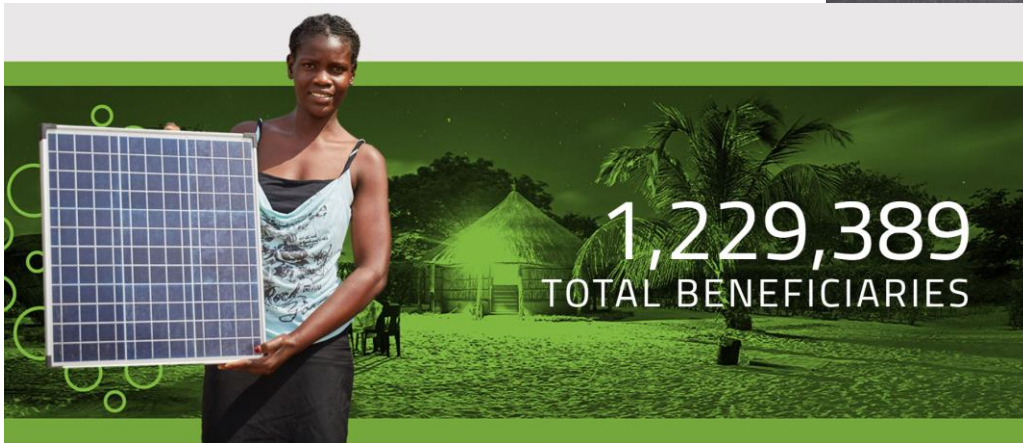
- Público
- Interno

Processo de candidatura automatizado, incluindo  
Funcionalidade de verificação cruzada.



PORTUGUESE | ENGLISH

HOME STRUCTURE & ELIGIBILITY HOW TO APPLY NEWS & SUCCESS STORIES CROSSCHECK FAQ CONTACT SIGN IN



# Funcionalidade da monitoria cruzada através da plataforma SDG7

- Todas as partes interessadas podem cruzar os seus dados com a base dados do EnDev e identificar os duplicados.

[FASER | Cross-checking](https://www.faser.co.mz)

<https://www.faser.co.mz/landing/Crosscheck>



The Government of Mozambique has set an ambitious target of universal access to electricity by 2030. The Platform of Universal Access to Energy in Mozambique is tracking the targets of SDG7. This digital platform offers visualizations of regional progresses on provincial level for the access to electricity and access to clean cooking.



## CONTACT

The platform of universal access to energy SDG7 in Mozambique is run by



### Crosscheck Report

User: Donor EU Test  
Date: 4/25/2021 5:59:12 PM

File: SampleCrosscheck.xlsx  
Size: 10810 bytes  
Number of Sales/Claims: 6

The crosscheck functionality is a utility to help you identify if there are any serial number that has already been claimed/declared in a different project. By no means this is an infallible procedure and FASER doesn't take any responsibility for duplicates that could not be identified with this tool.

#### Duplicates Found

The following table should be empty. In case there are any duplicates found in the overall database, all your entries are listed here. If its not empty this means that there is at least one record that has been declared in our database or other database that donors have left public. Please contact us FASER with the respective serial numbers.

Serial	Province	District	Type Technology	Sold
62998018	-	-	SHS	0.00

#### Claims

The following table displays all the sales/claims that were in the uploaded Excel and that don't have without any duplicate record in our the full FASER database. These are considered as safe records. FASER will use the uploaded dataset to cross check also against your entries. Thank you for uploading!

Serial	Province	District	Type Technology	Sold
878161326	-	-	ICS	0.00

# Monitoria



**Paper check:** aspectos de qualidade dos dados comunicados;



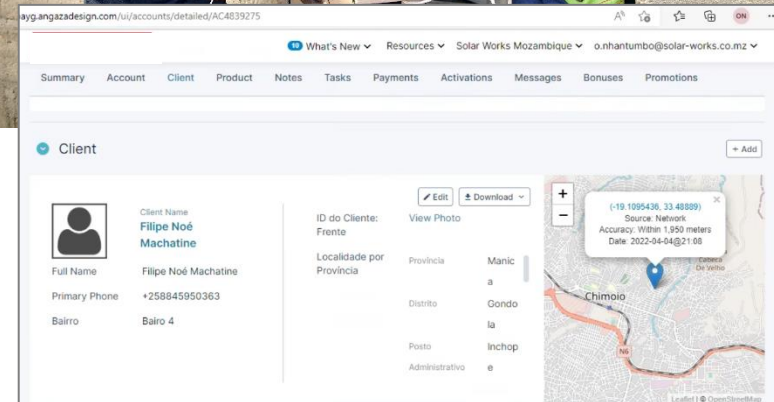
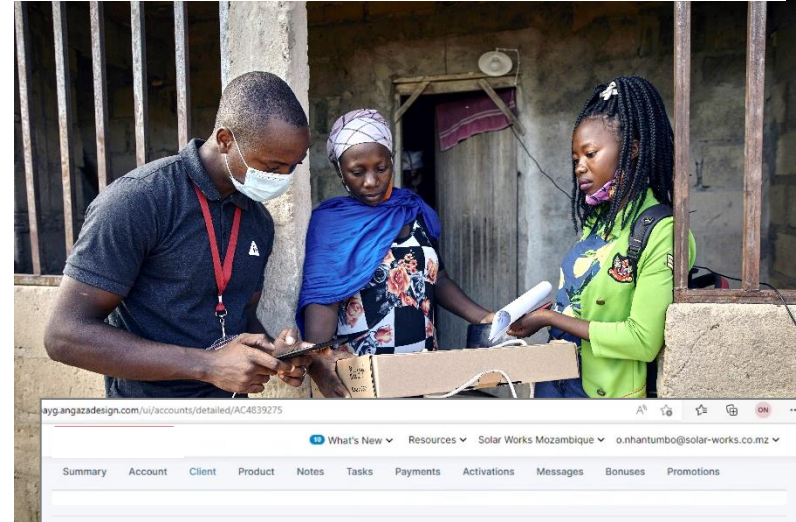
**Telephone check:** entrevistas telefónica;



**Field check:** Concentre-se nos dados sem números de telefone e no agrupamento espacial;



Devido à pandemia de covid-19, foi introduzida a verificação do sistema de pagamento PAYGO.



# Relatórios

## 1. Relatório de verificação

- Relatórios detalhados de todos os processos que a lista foi submetida. Utilizado como base para a certificação de performance da empresa.

## 2. Certificado de Performance

- O relatório simplificado utilizado como base para o pagamento dos incentivos.



FUNDO DE ACESSO SUSTENTÁVEL AS ENERGIAS RENOVÁVEIS EM MOÇAMBIQUE

ACCESS WINDOW

FAZER RBF FUND  
CarbonSink, Lda – 2019/112  
Monitoring Report 01  
02 September 2020 / SEM II – 2020

### Verification Report

#### 1. Introduction

This is the report on verification claim performed on the following data file submitted by CarbonSink as part of their results reporting for their FASER access window (contract number: 2019/112).

File name	MDS Hash	Reported Sales
CARBONSINK - Formulário de Resultados Janela de Acesso.xlsx	8a8be14caf9e8e01d780177a216963e2	512

#### 2. Monitoring Details

The submitted data set has been analyzed regarding quality aspects of the presented data, double reporting sales

**giz**

**Certification of performance**



**Project name:** Fundo de Acesso Sustentável as Energias Renováveis Em Moçambique (FAZER)

**Access Window**

**Officer responsible for the commission/  
Principal Advisor:**

Rosario Fischer

**Contract Reference.:**  
81245525

**Contract no.:**  
2019/112

**Contractor's name:** CarbonSink Mocambique, Lda

Please certify that performance was in accordance with the contract and the agreed ToR for the above contract.



**To be completed by the officer responsible for the commission**

Performance according to the contract was

complete

partial, with the following restrictions:

The currently reported 508 ICS corresponds to the total incentives of 4,990.59 Euros which is part of the total contract value of 16,849.00 Euros.

The detailed incentives per systems are sent as attachments

# Resultados Alcançados desde 2019

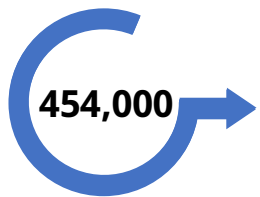


**1.4 Milhões de Moçambicanos** em todas as províncias do país têm agora acesso à energia através de sistemas solares domésticos e fogões melhorados.

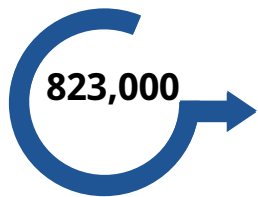
**497 negócios** nas províncias de Niassa e Nampula têm acesso a sistemas de uso produtivo de energia solar.

**209 centros de saúde rural** nas províncias de Gaza, Inhambane, Manica, Maputo e Zambézia têm acesso a energia eléctrica através de sistemas solares financiados pelo FASER

## Acesso a energia via FASER



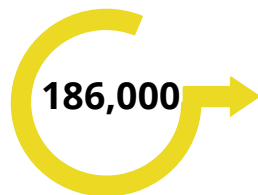
**JANELA DO  
ACESSO**



**JANELA HUMANITARIA INCL  
CovidPlus**



**JANELA DO USO  
PRODUTIVO DE  
ENERGIA**



**JANELA DO  
COVID-PAY**



**JANELA DE  
INFRASTRUTURAS  
SOCIAIS**



## Lições aprendidas

- As intervenções devem ser adaptadas ao mercado e à economia para garantir o êxito do projecto.
- Poucas vezes o RBF pode ser adoptado como um mecanismo autónomo e não pode ser aplicado em todas as fases de desenvolvimento do mercado.
- A assistência técnica e reforço das capacidades técnico-financeiras das empresas são necessárias para o sucesso de um projecto de financiamento baseado em resultados.
- É essencial dispor de diferentes janelas para responder rapidamente aos diferentes obstáculos e segmentos do mercado.





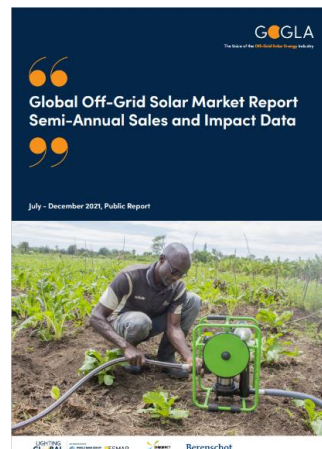
## Nova Janela de Acesso+LNOB (Leave No One Behind) - em desenho

- Enfoque no acesso a energia à grupos particularmente vulneráveis;
- Novo esquema de incentivos em discussão.
- FASER vai suportar as empresas privadas através de maiores incentivos para alcançar beneficiários LNOB+ em zonas rurais, mulheres vulneráveis, Ex.:Viúvas.



# Relatório da GOGLA

- No seu relatório de impacto de 2021, a GOGLA destaca o EnDev, e especialmente o FASER, como um dos factores-chave que têm sido fundamentais para acelerar o desenvolvimento de soluções solares fora da rede.
- Moçambique foi um dos países com maior aumento no número de vendas na África Oriental: 143% de crescimento entre o primeiro e o segundo semestre de 2021.**
- Isto foi possível devido aos incentivos do COVID-PAY e do CovidPlus implementados pelo EnDev através do FASER. No segundo semestre de 2021, a EnDev apoiou 40% das vendas totais em Moçambique (76.000).



## East Africa Insights



### Mozambique Insights

#### Background

Over the last two years, Mozambique has faced several challenges:

- The COVID-19 pandemic, which on top of the low consumption and supply chain disruptions experienced in most places, also delayed key investments in liquefied natural gas.
- Increased extreme weather events including the tropical cyclone Eloise in January 2021 which affected over 400,000 people<sup>37</sup>. More recently, tropical storms Ana and Gombe hit Mozambique in early 2022.
- A violent insurrection in the gas-rich northern province of Cabo-Delgado which has led to the displacement of over 850,000 people<sup>38</sup>.

Yet, there have been several key developments in favor of the off-grid solar sector which have been instrumental in accelerating development of affordable off-grid solar solutions to underserved populations:

- The Government of Mozambique adopted a supportive regulatory framework for off-grid energy access which provides greater clarity to actors in the sector and recognizes the important role the sector will continue playing in rural electrification<sup>39</sup>.
- The BRILHO program financed by the FCDO and Sweden, and implemented by SNV with funding since 2019 providing funding (catalytic grants and RBF) and technical assistance to kick-start businesses in the off-grid sector (SHS, clean cooking and mini-grids).

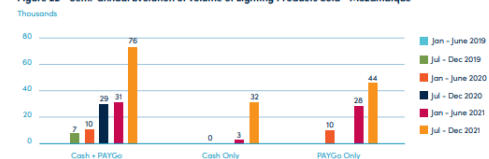
- There is also ongoing support from the Fundo de Acesso Sustentável as Energias Renováveis (FASER) RBF set-up by the Fundação para o Desenvolvimento da Comunidade (FDC) and GIZ, through the Energising Development (EnDev) and Grüne Bürgerenergie (GBE) program.
- The FDC and GBE also supported the electrification through solar solutions of 42 off-grid rural health facilities in Mozambique.
- The Beyond the Grid Fund for Africa, funded by Sweden and implemented by NEFCO and REEP has been launched and will run until 2025. In Mozambique the focus will be on mini-grids, but SHS could also be part of the scope.

#### Sales Trends

##### Off-grid lighting products

Sales of off-grid solar products in Mozambique have reached a significant peak with 76,000 units sold in the second half of 2021. This is a 143% increase in sales compared to the first half of 2021. Higher cash sales can be in part attributed to higher participation in the data collection from companies selling solar lanterns. However, the data also shows growth in multi-light systems and SHS. Overall, over 80% of products sold are solar lanterns (0-10 Wp). PAYGo sales grew by 58%.

Figure 22 - Semi-annual Evolution of Volume of Lighting Products Sold - Mozambique



<sup>37</sup> IOM (2021). Mozambique Tropical Cyclone Eloise Response Situation Report #12 January - 12 February 2021

<sup>38</sup> Instituto Nacional de Estatística e Biblioteca do Banco de Desenvolvimento (2021). Banco de Desenvolvimento

<sup>39</sup> UN (2021). Government of Mozambique approves off-grid solar energy regulation taking a key step toward universal access

# Sustentabilidade do fundo FASER



GESTOR DE FUNDO  
LIDERA O PROCESSO E  
CRIA CAPACIDADE  
LOCAL



PROGRAMA DE MÚLTIPLOS  
DOADORES PARA O  
DESENVOLVIMENTO DO  
MERCADO EM MOÇAMBIQUE;  
LIDERA A COMPONENTE DE  
MONITORIA E VERIFICAÇÃO.



OUTROS PROGRAMAS QUE TRAZEM  
FINANCIAMENTO ADICIONAL E  
PROMOVEM A UTILIZAÇÃO  
PRODUTIVA DA ENERGIA



**O FASER ESTÁ ABERTO A  
DOADORES E EMPRESAS  
PRIVADAS INTERESSADAS EM SER  
PARCEIROS NO ACESSO À  
ENERGIA**

# Muito Obrigada!



Nossa página web: [Home | FASER Fundo de Acesso Sustentável as Energias Renováveis em Moçambique](#)

Nossa página YouTube: [FASER – Moçambique – YouTube](#)

Email: [fazer.moz@giz.de](mailto:fazer.moz@giz.de)

Co-financed by:



Ministry of Foreign Affairs of the Netherlands



Norad



Schweizerische Eidgenossenschaft  
Confédération suisse  
Confederazione Svizzera  
Confederaziun svizra

Direktion für Entwicklung  
und Zusammenarbeit DEZA



Co-funded by the European Union

Implemented by:



**giz** Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH



Supported by:



