

# Africa-EU Renewable Energy Cooperation Programme

Creating opportunities for renewable energy



# Fact File

## AFRICA-EU B2B MATCHMAKING EVENT AT THE ALER CONFERENCE: RENEWABLES IN THE ELECTRIFICATION OF MOZAMBIQUE, 25-26 OCTOBER 2017



The Lusophone Renewable Energy Association (ALER), with the support of the Africa-EU Renewable Energy Cooperation Programme (RECP), invited the actors of the renewable energy industry to a conference on **Renewables in the electrification of Mozambique** on 25<sup>th</sup> and 26<sup>th</sup> October in Maputo, Mozambique.

The conference brought together more than 300 international stakeholders to discuss the contribution of renewable energies for the electrification of Mozambique, in line with the objective of reaching universal access by 2030. During two days, the participants had the opportunity to meet and exchange ideas with high-level representatives of the principal Mozambican institutions.



Figure 2: Did you take advantage of RECP services after your participation at the B2B event?(several answers possible)

In total, **117 participants** originating from a dozen of different countries, **65%** of them from **African countries**, attended the B2B Matchmaking event. During the event, more than 126 meetings were held during eight time slots. RECP representatives met with many participants who were interested in RECP services.

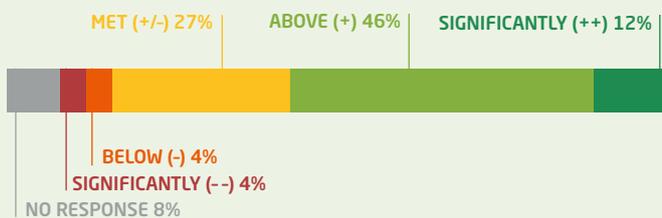


Figure 1: Response to “Did the event meet your expectations?”

The two evaluations conducted among the participants immediately after and six weeks after the event, showed that the B2B Matchmaking event was a success. The event exceeded the expectations of a majority of participants. In the retrospective online evaluation, participants also rated the individual results of the meetings they had. A large share of the meetings, i.e. **58%** of the encounters that took place led to cooperation between both participants.

All participants were also given the opportunity to meet other conference visitors as well as panellists and speakers during the B2B Matchmaking. In preparation of the three hours of B2B Matchmaking sessions, participants were able to schedule meetings with potential cooperation partners beforehand on an online platform.

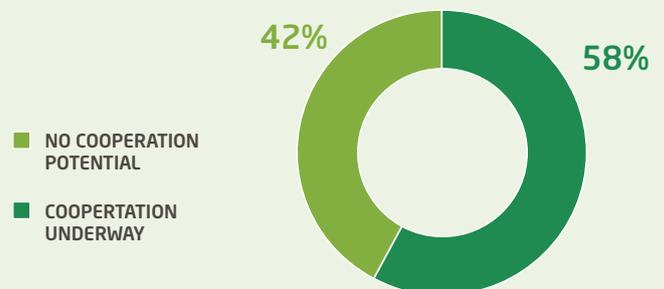


Figure 3: What is the outcome of the meetings you had during the matchmaking event?





**Selected quotes of participants:**

*“It was very interesting for me to realise that many persons and entities in Mozambique are interested in renewable energy.”*

*“The number of participants and contacts made during the event exceeded my initial expectations.”*

*“Possibility to meet relevant stakeholders, share and learn, and meet potential business opportunities.”*

*“The organization of the event was very professional.”*

The B2B Matchmaking event during the conference proved to be a useful instrument for public and private stakeholders to meet and exchanges ideas on how to fulfil the universal access in Mozambique by 2030. The event created a marketplace for international actors to analyse business development opportunities and to find suitable partners for their future initiatives. Many contacts were tied and tangible outcomes can be expected. The B2B Matchmaking sessions therefore have been a substantial contribution to the strengthening of the sector of renewables in Mozambique.



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