



# International Conference and Trade Mission

## Solar Energy in Mozambique

23–27 October 2017 | Maputo  
Post-Event Recap



### The Trade Mission in Numbers

- » 8+ European companies
- » 20+ companies from Mozambique and other African countries
- » 60+ total participants





### About the RECP Trade Mission to Mozambique

After a series of successful trade missions in Rwanda, Uganda and Senegal, the RECP team decided to extend its trade missions to Mozambique. The RECP trade mission to Mozambique was held from 23 to 25 October 2017 in Maputo. Moreover, the participants took part in the conference “Renewables in the Electrification of Mozambique” in Maputo from 25 to 26 October. The trade mission reflects the RECP’s core objective of promoting renewable energy markets in Africa, by providing an active platform for extensive discussions and business match-making sessions coupled with site visits to learn from pioneering renewable energy projects.

With a solar potential of more than 2.7GW in Mozambique, the on-and off-grid sectors with specific focus on solar PV was the target market of the trade mission. The event consisted of eight European companies from the solar energy industry interested in the Mozambican market and more than 20 companies from Mozambique and other African countries.

RECP’s trade missions aim to stimulate the market for renewable energy in Africa by encouraging and supporting private sector engagement. More specifically, the missions create opportunities for African and European companies to develop partnerships, acquire know-how, identify investment opportunities and support technology transfer.



### Connect and engage with policy makers through market-focused discussion

- » Round-table with the most relevant Mozambican institutions
- » Insights on the current status of policies and regulations
- » Updates on national priorities and strategies for rural electrification

### Navigate the investment landscape and identify financing opportunities

- » Updates on the investment landscape
- » Innovative financing solutions to upscale rural electrification projects
- » Financing renewable energy projects in Mozambique

### Sharing Experiences and Exchanging Know-How through Site Visits

- » The European participants visited the FUNAE PV panel plant
- » The delegation visited Solar Works, a solar lantern PAYG company



### Participants Feedback



Mozambican participants rated the seminar overall with “good” or “very good”



Mozambican participants rated obtaining new information through the event “good” or very good”



European participants rated the seminar overall with “good” or “very good”



European participants rated obtaining new information through the event “good” or very good”





### The Conference in Numbers

- » 126 B2B meetings
- » 2 parallel sessions on on-grid and off-grid
- » 310+ delegates

### Renewables in the Electrification of Mozambique

On the 25 to 26 October, all participants joined the conference “Renewables in the Electrification of Mozambique” organised by the Lusophone Renewable Energy Association, ALER in partnership with the RECP. The conference focused on the contribution of renewable energy technologies for the electrification of Mozambique, in line with its National Electrification Strategy to achieve universal access by 2030.

During the two-day conference, participants exchanged information about the investment opportunities in the renewable energy sector, including in the on-and off-grid markets. The programme also included the discussion on what is the role of the main institutions to support the development of renewable energy projects.

The conference was attended by more than 310 delegates that had the opportunity to participate in discussions of high-level representatives of the principal Mozambican as well as representatives from international institutions and projects developers operating in the energy sector.

In addition, a dedicated match-making session was embedded in the overall conference programme. During the session, over 126 dedicated B2B meetings took place in which entrepreneurs had the opportunity to meet with potential business partners, financiers or representatives of Mozambican institutions.





### Participants Feedback



100%

Participants agreed that the conference gave them opportunities for discussion with experts, business representatives and/or speakers



51%

Participants “expanded” their professional network during the conference



90%

Participants rated the quality of the contacts with “ good” or “ very good”



79,5%

Participants rated the event above 8 in a 1 (not good) to 10 (very good) scale





**Our partners in Mozambique :**



**Our European partners:**



**Participating European companies:**



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For more information on this trade mission,  
company profiles, programme and more,  
please visit the Event Recap page at:  
[www.africa-eu-renewables.org](http://www.africa-eu-renewables.org)

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