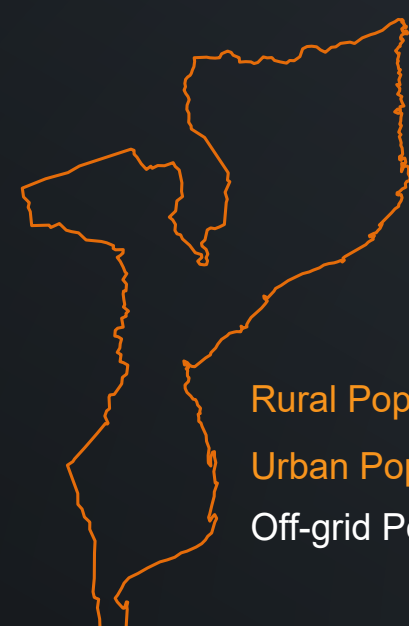


MOZAMBIQUE'S OFF-GRID SECTOR



Rural Population: **18.8 million (World Bank, 2018)**
 Urban Population: **10.6 million (World Bank, 2018)**
 Off-grid Population: **21 million (World Bank)**

Narrative:

Mozambique has a large potential off-grid market of 21 million people. The country has a National Electrification Strategy that identifies off-grid as one of the solutions towards achieving universal access to electricity. A World Bank study⁴ on potential demand shows that off-grid households in Mozambique spend on average USD 13 per month on energy services such as charging mobile phones, lighting (batteries, kerosene, candles) and radio (battery). Market willingness to pay assessments show that over 72% of households are willing to pay up to 118 USD (\$ 4.9 per month through PAYG) for a stand-alone solar system with light, phone charging and radio capacity.

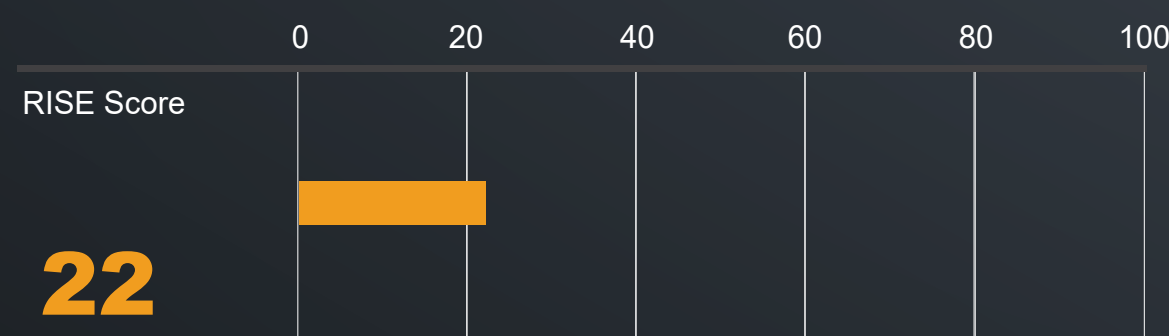


62.4%
Poverty Headcount Ratio,
up from 29.6% in 2010
(World Bank)



5%

Rural Electrification Rate: **5%**
(World Bank, 2016)



At 22, Mozambique has a weak framework for Stand-Alone Solar (World Bank, 2017)

The three indicators for the average framework are: existence of a national program for solar home systems, standards and quality (adoption of quality standards, presence of testing arrangements, environmental regulations on disposal of solar related waste), financial incentives (duty exemptions or specific financing facilities).

50

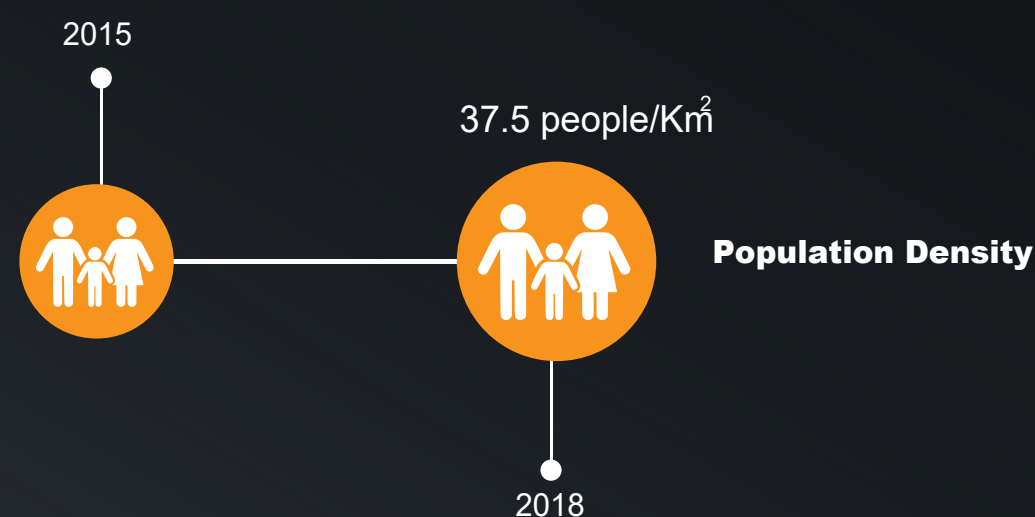
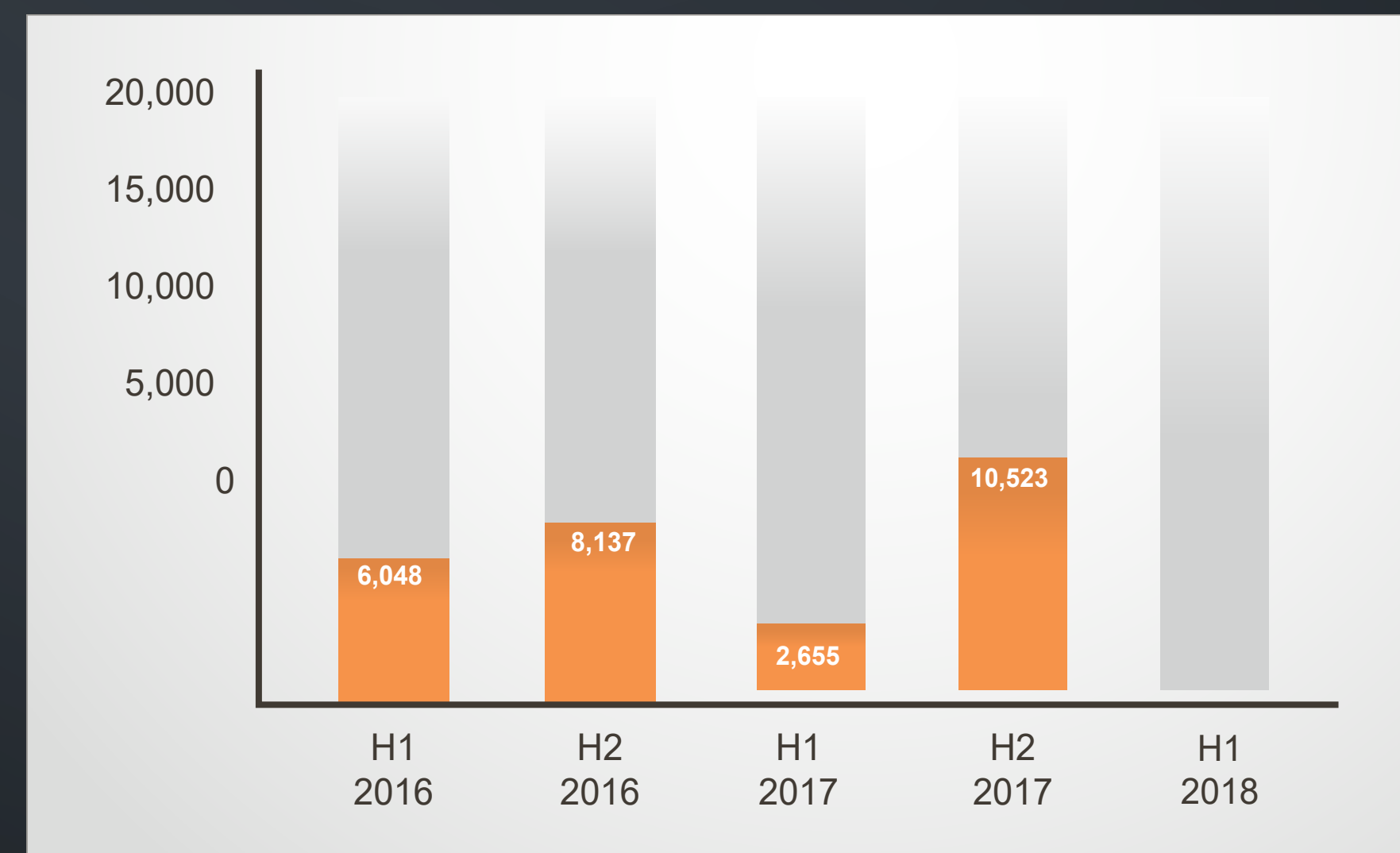


Pay As You Go Attractiveness
Index (IFC Lighting Global 2018)



Ease of Doing Business (World Bank 2017)

Sales (pico & SHS(GOGLA))



24%



Mobile money use (World Bank Financial Inclusion index 2017)



Increased access to reliable energy for poor and vulnerable people.