



Document & Video Release

Updated Mozambique Route-to-Market Geospatial Tool for Off-Grid Energy Service Providers

Calling all solar home system (SHS) companies and mini-grid developers in Mozambique! Looking for an easier way to identify high potential new geographic markets for selling SHS or siting a mini-grid? What about making the delivery of your products more efficient?

The USAID Southern Africa Energy Program (SAEP), a Power Africa initiative, is releasing a **“Route-to-Market (RTM) Database and Supporting Documentation”** as part of its efforts to support the off-grid sector in Mozambique to scale up and increase electricity access in the country. This **Version 5** of the RTM geospatial tool brings together geospatial data and techniques to map population density, electrification and road infrastructure data, as well as **newly available data on telecom coverage/access across the country**. The tool allows off-grid energy service providers to prioritize geographic markets with the highest potential for expansion or deeper market penetration and thereby develop robust RTM strategies. This tool is part of a portfolio of assistance USAID SAEP provides to the off-grid sector in Mozambique and is similar to the work that USAID has designed to support the off-grid sectors in Zambia and Malawi. The addition of telecom coverage/access data in this iteration of the tool further supports the identification of high potential regions/areas for future expansion that have adequate cellular coverage to support the use of mobile money to make mobile payments.

BENEFITS

- Helps identify high **potential geographic markets** in Mozambique for expansion
- Enables **easy navigation** for targeted views
- Supports efficient delivery of products for **increased sales**

Background on RTM support

Approximately 4.1 million Mozambican households have no access to electricity – those with access are concentrated in urban Maputo – rural access is low at 6%. The Government of Mozambique aspires to increase annual electrification rates by four-fold to 530,000 connections per year in order to attain universal access by 2030; an ambitious target given funding requirements and operational capacity. SHS companies have a key role to play in providing access to electricity to unserved areas in Mozambique with a connection’s potential estimated to be approximately 300,000 by 2022. USAID aims to equip these companies, as well as mini-grid developers, with tools to help them overcome barriers to scale and expand their operations.

Providing this information in a consolidated and digestible way to SHS companies can help them refine their market expansion strategy by selecting the highest potential areas and then locating their service centers and sales agents in or close to those areas. Similarly, mini-grid developers can use the tool to identify high potential future mini-grid sites for their expansion pipeline.

USAID support to off-grid energy service providers in Mozambique includes:

- **Operational support**, which includes RTM strategy support, research and analysis and business efficiency improvements available on request

- **Access to the RTM database**, an easy-to-use Excel dataset as well as Google Earth file for georeferencing

The goal of USAID SAEP's support to the Mozambique off-grid sector is to **enable SHS companies to accelerate their growth and to improve their operations**, and thereby help to raise Mozambique's electricity access rate.

Resources:

- For an **introductory presentation** of the RTM tool, click [here](#)
- To review the **instructional guide** for use of the RTM tool, click [here](#)
- To view the **four-part video tutorial**:
 - Part I: Introduction (click [here](#))
 - Part II: Tool overview and demo (click [here](#))
 - Part III: Use cases (click [here](#))
 - Part IV: Closing and references (click [here](#))
- To access the **RTM data** for Mozambique, click [here](#) and download the Google Earth file [here](#) (requires Google Earth Pro)
 - Instructions for downloading Google Earth Pro for Windows*
 - Go to <https://www.google.com/earth/versions/>
 - Click on "Google Earth Pro on desktop"
 - Click on "Download Earth Pro on Desktop"
 - Click "Accept & Download"
 - Double click on the downloaded file and follow the Windows installation instructions

For assistance with the tool or to request operational support, contact USAID SAEP at:
contact@southernafricaenergy.org

Liz Pfeiffer | SAEP Chief of Party
Phone: +27 12 942 9392
Email: lpfeiffer@southernafricaenergy.org

Prof. Jorry Mwenechanya | SAEP Team Lead
Phone: +260 977 771980
Email: jmwenechanya@southernafricaenergy.org

The USAID Southern Africa Energy Program is a five-year initiative to improve access to energy and increase power generation in Southern Africa. It is a part of Power Africa, a U.S. government-led initiative launched in 2013, aimed at increasing electricity access in sub-Saharan Africa by adding more than 30,000 megawatts of electricity generation capacity and 60 million new connections by 2030.

USAID Southern Africa <https://www.usaid.gov/powerafrica/>