TERMS OF REFERENCE

Analysis of Climate and Green Financing Windows and Opportunities for Mozambique's Renewable Energy Sector

BRILHO Programme — support to Fundo de Energia (FUNAE)

Programme	BRILHO — Energy Africa Mozambique
Institutional counterpart	Fundo de Energia (FUNAE)
Contracting entity	SNV Netherlands Development Organisation, Mozambique
Assignment type	Consultancy
Final deliverable due	15 October 2026
Reference number	

1. Background

BRILHO is a programme funded by the United Kingdom's Foreign, Commonwealth and Development Office (FCDO) and the Swedish International Development Cooperation Agency (Sida), implemented by SNV Netherlands Development Organisation in partnership with Marge, Catalyst Advisors and Practical Action Consulting. Launched in 2019 and running to 2026, the programme was designed to catalyse Mozambique's off-grid energy market across three interconnected areas of need: solar home systems, green mini-grids, and improved cooking solutions.

Alongside its market development mandate, BRILHO has supported the strengthening of the institutional and regulatory foundations of the off-grid energy sub-sector. This has included technical support to the Ministry of Mineral Resources and Energy (MIREME), the Energy Regulatory Authority (ARENE) and FUNAE in the development of Mozambique's first Off-Grid Energy Access Regulation, approved through Decree 93/2021, and subsequent support to the operationalisation of complementary technical regulations.

FUNAE, as Mozambique's National Energy Fund, occupies a central position in the financing architecture for rural and off-grid electrification. Under BRILHO, SNV has supported FUNAE in the development of its sustainability strategy, in the preparation of its first catalytic fund manual, and in associated skills development across its management and technical teams. FUNAE is currently pursuing accreditation with the Green Climate Fund (GCF).

As Mozambique advances toward its universal energy access commitments and as its Nationally Determined Contribution enters a new cycle, the range of climate and green financing instruments potentially available to the energy sector has expanded considerably. However, the requirements, eligibility conditions and institutional arrangements attached to these instruments vary widely, and the pathways through which Mozambican institutions can realistically access them are not consistently well understood across the sector.

2. Rationale

Sustained development of Mozambique's off-grid renewable energy market beyond the lifetime of individual donor programmes depends on the sector's ability to access diversified, durable sources of climate and green finance, and on national institutions holding the capacity and systems to intermediate that finance effectively.

This assignment is intended to generate the analytical basis for that transition. It will establish a clear picture of the climate and green financing landscape relevant to Mozambique's renewable energy sector, the conditions attached to each significant window, and the institutional and partnership arrangements through which such finance can realistically be accessed and deployed — including arrangements capable of channelling resources toward private sector-led delivery of energy solutions.

The findings are intended to serve as critical insights for sector actors, including FUNAE, in shaping how the renewable energy sub-sector is financed and sustained over the medium and long term.

3. Objectives

3.1 Overall objective

To identify, analyse and prioritise climate and green financing windows and opportunities relevant to renewable energy development in Mozambique, and to assess the institutional and partnership arrangements through which these can realistically be accessed, in order to inform sustainable financing pathways for the sector.

3.2 Specific objectives

1. To map the universe of climate and green financing windows — including grants, concessional and commercial debt, blended finance structures, guarantees and risk mitigation instruments, results-based financing, and carbon and environmental markets — that are relevant and accessible to Mozambique's renewable energy sector.
2. To analyse the eligibility criteria, application requirements, disbursement modalities, co-financing expectations, fiduciary standards and indicative timelines attached to each significant window.
3. To assess the access modalities available for each window, distinguishing between direct access by an accredited national entity and access through an accredited international or regional intermediary with national co-implementation, and to identify the institutional requirements associated with each.
4. To examine how each window accommodates, or constrains, the flow of resources to private sector-led initiatives, including through on-granting, on-lending, results-based disbursement or facility structures.

5. To identify opportunities at the intersection of renewable energy and other sectors — including agriculture, water, health, and climate adaptation and resilience more broadly — where these are material to the Mozambican context.
6. To produce a prioritised assessment of the most promising windows, with a clear statement of what would be required — institutionally, technically and in terms of preparation time — to pursue each.

4. Scope of work

4.1 Financing landscape mapping

The Consultant will map climate and green financing windows relevant to Mozambique's renewable energy sector. The mapping is expected to be broad in coverage while remaining anchored in the Mozambican context, and should encompass, at minimum:

- **Multilateral climate funds:** Green Climate Fund, Adaptation Fund, Global Environment Facility, Climate Investment Funds, and relevant sub-windows and facilities within each.
- **Multilateral and regional development finance:** World Bank Group and IFC facilities, African Development Bank instruments including the Sustainable Energy Fund for Africa, and relevant regional platforms.
- **Bilateral climate and energy finance:** including but not limited to European Union instruments, and bilateral programmes of significant partners active in Mozambique's energy sector.
- **Dedicated energy access facilities:** including global and Africa-focused facilities supporting mini-grids, distributed renewables, and clean cooking.
- **Private, blended and commercial instruments:** impact investment vehicles, blended finance facilities, guarantee and first-loss mechanisms, and relevant commercial debt providers.
- **Carbon and environmental markets:** compliance and voluntary carbon finance relevant to distributed renewable energy and clean cooking, including results-based approaches, together with an assessment of the regulatory conditions governing their use in Mozambique.

Where a window is assessed as not viable in the Mozambican context, the Consultant should state this and explain why, as such findings are of equal analytical value. For the purpose of Sections 4.2 – 4.4, a "significant window" is one that the Consultant, SNV and FUNAE agree in the inception phase that meets the minimum threshold of relevance, scale and realistic accessibility to Mozambique´s renewable energy sector.

4.2 Analysis of access conditions

For each significant window identified, the Consultant will document and analyse:

- Thematic and geographic eligibility, and fit with Mozambique's NDC, National Energy Strategy and related national frameworks
- Eligible applicant and recipient types
- Instrument type and typical ticket size
- Co-financing and leverage requirements

- Fiduciary, environmental and social safeguard, and gender standards applied
- Application process, decision timelines and indicative pipeline-to-disbursement duration
- Reporting, monitoring and verification obligations
- Recent decisions or awards relevant to Mozambique or comparable contexts

4.3 Analysis of access modalities and institutional requirements

The Consultant will assess, for each priority window, the realistic modalities of access. This analysis should address:

- **Direct access by a national entity:** the accreditation or eligibility requirements applicable, the fiduciary functions and environmental and social risk categories relevant to different project sizes and instrument types, and the institutional capacities implied.
- **Access through accredited intermediaries:** the categories of entity accredited or eligible to access each window, the typical structures through which national institutions participate in delivery, and the implications for national ownership, capacity development and sustainability.
- **Sequencing considerations:** how the two modalities relate to one another over time, including whether and how participation under intermediated arrangements can strengthen the institutional track record relevant to future direct access.

4.4 Private sector channelling

For each priority window, the Consultant will assess the extent to which resources can be directed toward private sector-led renewable energy initiatives, including:

- Whether the window permits on-granting or on-lending to private enterprises, and under what conditions
- Structures through which private sector delivery has been financed under comparable arrangements elsewhere
- Constraints arising from procurement rules, state aid or competition considerations, or fund-specific restrictions
- Implications for the design of facilities or programmes intended to support long-term private sector delivery and operation of energy solutions

4.5 Cross-sector opportunities

The Consultant will identify opportunities where renewable energy intersects with other sectors in ways material to the Mozambican context. Productive use of energy in agriculture, irrigation and water supply, cold chain and agro-processing, and energy for health facilities are indicative areas of interest, as are integrated adaptation and resilience programmes with a significant energy component. The Consultant should apply judgement in bounding this analysis, prioritising opportunities with a clear renewable energy anchor and a plausible route to implementation in Mozambique.

4.6 Prioritisation

The Consultant will produce a prioritised assessment of financing opportunities, applying transparent criteria to be agreed at inception. Criteria are expected to include relevance to sector priorities, realistic accessibility within defined timeframes, instrument fit, scale, institutional requirements, and capacity to support private sector delivery. The prioritisation should distinguish between near-term opportunities and those requiring longer institutional preparation.

5. Methodology

The Consultant will propose a detailed methodology at inception. The approach is expected to combine:

- Desk review of fund documentation, board decisions, programming frameworks, country programmes and evaluation material
- Review of Mozambican policy and regulatory frameworks relevant to climate finance and the energy sector, including the NDC, National Energy Strategy, off-grid energy regulations and the national climate finance architecture
- Remote key informant interviews with relevant institutions, which are expected to include FUNAE, MIREME, ARENE, the National Designated Authority for the GCF, and development partners and financing institutions active in the sector
- Comparative review of relevant experience in other Sub-Saharan African contexts

The assignment is home-based. Interviews will be conducted remotely. SNV will facilitate introductions to key stakeholders where required.

6. Deliverables

#	Deliverable	Description	Indicative date
1	**Inception report**	Refined methodology, analytical and prioritisation framework, stakeholder consultation plan, detailed work plan, initial bibliography. Maximum 15 pages.	Within 5 working days of contract signature
2	**Draft analytical report**	Full draft addressing all elements of Section 4, with financing opportunities matrix annexed.	25 September 2026
3	**Validation presentation**	Presentation of preliminary findings to SNV and FUNAE, conducted remotely. Slide deck to be submitted in advance.	Week of 5 October 2026
4	**Final analytical report**	Final report incorporating consolidated comments, with financing opportunities matrix and all annexes.	15 October 2026

All deliverables shall be submitted in Portuguese with a copy in English. The financing opportunities matrix shall be submitted in editable spreadsheet format. An executive summary shall accompany the final report.

7. Timeline and level of effort

The assignment shall be completed by **15 October 2026**. The indicative level of effort is **[25–30] working days**.

Given the compressed period between contract signature and the final deadline, the Consultant must demonstrate immediate availability. Proposals should confirm the Consultant's capacity to commence within in a week notice of contract signature.

Milestone	Indicative date
Tender published	[date]
Deadline for proposals	[date]
Evaluation and clarifications	[date]
Contract signature	[by 4 September 2026]
Inception report	[by 11 September 2026]
Consultations and analysis	[September 2026]
Draft report	25 September 2026
SNV and FUNAE consolidated comments	[2 October 2026]
Validation session	[week of 5 October 2026]
Final report	**15 October 2026**

8. Consultant profile

The assignment may be undertaken by an individual consultant, a team, or a firm. The following qualifications are required:

Essential

- Advanced degree in climate finance, development finance, economics, energy, environmental policy or a closely related field
- Minimum eight years of demonstrable professional experience in climate finance, green finance or development finance, with direct experience of multilateral climate funds
- Demonstrated working knowledge of GCF, Adaptation Fund or comparable accreditation and access modalities, including fiduciary standards and environmental and social safeguard requirements
- Proven experience analysing financing instruments for renewable energy or energy access, preferably in Sub-Saharan Africa
- Demonstrated experience of assignments involving national public institutions and their access to international climate finance
- Excellent analytical and report writing skills

Desirable

- Proficiency or working knowledge of Portuguese
- Prior experience in Mozambique or in Lusophone Africa
- Familiarity with off-grid energy markets, including mini-grids, solar home systems, productive use of energy and clean cooking
- Experience with blended finance structures and instruments channelling concessional finance to private enterprises
- Familiarity with carbon market instruments applicable to distributed renewable energy

9. Management and reporting

The Consultant will report to [Name, Title], SNV Mozambique. Technical oversight will be provided jointly by SNV and FUNAE through a small reference group established for the assignment.

The Consultant shall provide brief written progress updates on a weekly basis and shall flag any risk to the delivery schedule at the earliest opportunity.

10. Application requirements

Proposals shall be submitted in English and shall comprise:

Technical proposal (maximum 12 pages)

- Understanding of the assignment and proposed approach
- Detailed methodology
- Work plan and proposed level of effort
- Team composition and CVs of all proposed personnel
- Two examples of comparable assignments completed, with references
- Confirmation of availability

Financial proposal

- All-inclusive daily rate and total professional fees
- Any reimbursable costs, itemised
- Proposal in [GBP/EUR/USD], exclusive of VAT and Withholding Tax, with taxes indicated separately

Proposals shall be submitted to the e-mail: mozbid@snv.org; by no later than August 26th 2026 at 23h59min MZ time, quoting reference: "**Tender:18/2026-SNV-BRILHO- Analysis of Climate and Green Financing Windows".**

11. Evaluation criteria

Proposals will be evaluated on a combined technical and financial basis, weighted 70:30. A minimum of 75 out of 100 points is required for the proposal to be considered for financial evaluation.

Technical criteria	Weight
Relevant experience in climate and green finance, including multilateral climate funds	25
Understanding of accreditation and access modalities	20
Experience in renewable energy or energy access financing	15
Quality and rigour of proposed methodology	25
Regional and country experience, and language capability	10
Demonstrated availability within the required timeframe	5
Total	**100**

12. Payment schedule

Instalment	Trigger	Share
1	Approval of inception report	20%
2	Approval of draft analytical report	30%
3	Approval of final analytical report and all annexes	50%

Payment shall be made within 30 days of receipt of a valid invoice following SNV's written approval of the corresponding deliverable.

13. General conditions

Intellectual property. All outputs produced under this assignment shall be the property of SNV, subject to the requirements of the programme funders. The Consultant shall not publish or otherwise disseminate any material arising from the assignment without prior written consent.

Confidentiality. The Consultant shall treat all information obtained in the course of the assignment as confidential and shall not disclose it to third parties without prior written consent.

Conflict of interest. The Consultant shall declare, at the time of the proposal submission and throughout the assignment, any actual or potential conflict of interest arising from prior, current or anticipated engagement with entities covered by this analysis including accredited climate funds, financing institutions or FUNAE. SNV reserves the right to reject a proposal or terminate the assignment where an undisclosed conflict of interest is identified.

Code of conduct and safeguarding. The Consultant shall comply with SNV's Code of Conduct and related safeguarding policies, and with the codes of conduct of the programme funders.

Data protection. The Consultant shall handle all personal data obtained during the assignment in accordance with applicable data protection law.