

Alliance for Rural Electrification

ANNUAL REPORT

2016

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Alliance for
Rural
Electrification

Shining a Light for Progress

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ABBREVIATIONS

ACEF	Asia Clean Energy Forum
ADB	Asian Development Bank
AEEP	Africa-EU Energy Partnership
AEEP EA WS	AEEP Energy Access Workstream
AfDB	African Development Bank
AGM	Annual General Meeting
ALER	Associação Lusófona de Energias Renováveis
ARE	Alliance for Rural Electrification
B2B	Business to Business
B2Finance	Business to Finance
BNEF	Bloomberg New Energy Finance
BP	British Petroleum
BSW	Bundesverband Solarwirtschaft e.V.
CEMG HIO	Clean Energy Mini-grids High Impact Opportunity
CfP	Call for Proposals
CLUB-ER	Association Africaine pour l'Electrification Rurale
COP22	Conference of the Parties 22
DFI	Development Finance Institution
DFID	Department for International Development
EBTC	European Business and Technology Centre
EDD	European Development Days
EEC	Executive Evaluation Committee
ElectriFI	Electrification Financing Initiative
ESMAP	Energy Sector Management Assistance Program
EUEI PDFEU	Energy Initiative Partnership Dialogue Facility
FMCG	Fast-moving consumer goods
GESA	Global Energy Storage Alliance
GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit
GMG	Green Mini-grid
GOGLA	Global Off-grid Lighting Association
HNU	Hochschule Neu-Ulm
IEC	International Electrotechnical Commission
OFID	OPEC Fund for International Development
Otti	Ostbayerisches Technologie-Transfer-Institut e.V.
IEA-PVPS T9	International Energy Agency Photovoltaic Power Systems Programme Task 9
IDB	Inter-American Development Bank
IOREC	International Off-grid Renewable Energy Conference
IRENA	International Renewable Energy Agency
Mexirec	Mexico International Renewable Energy Conference
PAYG	Pay-as-you-go
RAEL	Renewable and Appropriate Energy Laboratory
RECP	Africa-EU Renewable Energy Cooperation Programme
REN21	Renewable Energy Policy Network for the 21 st Century
RET	Renewable Energy Technology
SDG	Sustainable Development Goal
SEAS	Sustainable Energy Association Singapore
SECOE	Sustainable Energy Center of Excellence
SEforALL	Sustainable Energy for All
UNF	United Nations Foundation
USAID	United States Agency for International Development
WFES	World Future Energy Summit
WG	Working Group

1 | Foreword

from the President and Executive Director



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Building on its 2nd 3-year Strategy and Work Programme as agreed by the Membership for 2016-2018 at its Annual General Meeting (AGM) in Amsterdam on 14 April 2016, the Alliance for Rural Electrification (ARE) is **looking back at its most successful year to date**. In acknowledgement of the results achieved, both in terms of profiling and growth, **we would like to thank all previous and new Members and Partners for their continued support to enable ARE to carry out its mission to fill important gaps on the energy access landscape**. Though it will still need strong commitment and stamina from all parties involved to create the needed change for the commercialisation and upscaling of off-grid markets to happen, we are pleased to see that as a result of continued professional advice and input to consultations and initiatives from donor and developing organisations as well as to ongoing political debates in developing countries, a number of new key drivers for positive business and socio-economic developments have kicked off!

In the year of its 10th anniversary and with an additional 36 organisations and companies joining the Alliance, the ARE membership surpassed the magic figure of 100 for

the first time since its creation which gives the association an even stronger footprint all over the world. As a learning organisation, we are delighted about the positive results from the first in-depth Membership survey carried out in the summer of 2016. One of the impressive results was that 80% of the survey responses showed good or very good satisfaction with the association's work. It is clear that these results will incentivise us further to improve the range of services for Members' to allow them to focus on business growth. Also, ARE has strengthened its Partnerships with the Africa-EU Renewable Energy Cooperation Programme (RECP), the Africa-EU Energy Partnership (AEEP), IRENA (IOREC III), OPEC Fund for International Development (OFID) and SeforALL. The scope of activities ranges from raising awareness and capacity building to providing concrete energy access support through private sector cooperation and investment and finance access assistance.

While Africa rightly deserves the highest attention, we are also happy that thanks to the addition of newly elected Board Members, the association could and will expand its activities with the Asian Development Bank (ADB), Inter-American



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Development Bank (IDB), Sustainable Energy Association Singapore (SEAS) and with Intersolar to grow its off-grid power activities in Asia and Latin America.

With the growing number of ARE activities and its stronger network, we are happy to see that with an increase of more than 10,000 readers in 2016, the ARE newsletter was well received by a total of 26,500 readers by the end of last year. In addition, the launch of the new ARE website attracted more than 4,000 visitors each month who wished to find orientation and guidance about market developments and business opportunities via networking and events like conferences, workshops and, in particular, through professional matchmaking. We were pleased that about 250 participants joined us at the Off-grid Investment Forum in Amsterdam in the spring of 2016 to not only follow the key note speech by the new CEO of SEforALL and Special Representative of the UN Secretary-General, Mrs Rachel Kyte but also to discuss concrete business opportunities where ARE together with RECP facilitated more than 600 B2B and B2Finance Meetings.

As practiced in previous years, the Annual Report will present information about the work carried out by the Secretariat team with the support of the ARE Board and Membership in 2016.

For 2017 and the future, ARE and its Members will continue with their efforts to maintain its position as a key international point of contact for sustainable renewable energy based solution for rural people by underlining its capacities and

competences to deliver affordable energy access solution and to address the obstacles and needs which prevent the sector to deliver more!

With 1.1 billion people worldwide without access to electricity and energy services and with an additional billion under-electrified, there is no alternative for ARE, our Members and Partners, then to **stay fully committed to provide clean energy access for all.**

Finally, we are aware that ARE is still a young organisation in a rapidly developing market and associations are constantly trying to improve its range of activities and services. We will therefore very much welcome your feedback which we will be happy to take on board for the works and plans of ARE in the future. Please feel free to contact us personally if you can assist us in becoming more engaged in regions where ARE is not yet active!

Ernesto Macías
President

Marcus Wiemann
Executive Director



2 | ARE Key Achievements

in 2016 and Way Forward for 2017

The establishment of the **Four Service Lines Concept** from the ARE Strategy Concept 2016 - 2018 has led to the steepest increase of Membership (a total of 107). Building on the new ARE Working Groups, the association will build on its advanced experiences in **Africa** through policy dialogue, private sector cooperation, finance access and capacity building. It is the objective to expand ARE activities towards **Asia and Latin-America**.

ARE SERVICE LINES	KEY ACHIEVEMENTS IN 2016	PLANS FOR 2017
Advice & Advocacy	<ul style="list-style-type: none"> 1st ARE Awards (5 categories) – Ceremony held at ARE Off-Grid Investment Forum New Mid-term Cooperation Agreement with the AEEP - where ARE is the custodian of the Energy Access workstream to stimulate the policy dialogue between EU and African countries New Partnership with ADB 	<ul style="list-style-type: none"> 2nd ARE Awards to acknowledge achievements by Institutions, NGOs & Foundations, Governments and Practitioners in the developed and developing world Intensify the political dialogue between African and European countries via the AEEP energy access workstream Collection of energy access data for Asia
Knowledge & Intelligence	<ul style="list-style-type: none"> Increasing the understanding of the sector's solutions and recommendations at ARE-led events (ARE Off-Grid Investment Forum, Intersolar Off-Grid Power Forum, IOREC and more) Sharing of Members' expertise via the ARE-AEEP Best Practices and contributions to leading publications (e.g. COP22 Climate Change: The New Economy) Participation in 48 off-grid events worldwide (e.g. COP23) 1st ARE Asia Training with public sector participants from Bangladesh, Cambodia, Nepal, the Philippines, Singapore, Sri Lanka and Vietnam 	<ul style="list-style-type: none"> Sharing of information about market trends and innovations at high-level events led by ARE (e.g. ARE Energy Access Investment Forum, Intersolar Europe, Brazil and India) Contributing with ARE expertise to high-level discussions on a global level (e.g. WFES, IEA, EDD, 2nd SEforALL Forum, Vienna Energy Forum, ACEF, Mexirec) Dissemination of ARE Members' Best Practices' in new regions (e.g. Asia, LatAm) Professional input to relevant initiatives (ESMAP Myanmar, REN21 Global Status Report, SEforALL Country Agenda) Providing guidance to actual topics under discussion (women and sustainable energy, innovative financing) Enabling professionals and newcomers to better compete with their products and services through ARE Trainings

ARE SERVICE LINES	KEY ACHIEVEMENTS IN 2016	PLANS FOR 2017
<p>Business Promotion & Marketing</p>	<ul style="list-style-type: none"> • New ARE Website • New ARE Job Platform • Six ARE newsletters (+ 10,000 readers to 26,000) • Increase of website page views to 4,000/month • Increase in number of followers on social media (+ 1,300 to 5,500) • 26 conference partnerships with discounts for Members • IOREC Exhibition 	<ul style="list-style-type: none"> • Information about new trends, initiatives and business opportunities via six ARE newsletters and tailored information on ARE website or via social media • Benefits for Members from conference partnerships
<p>Business Creation & Support</p>	<ul style="list-style-type: none"> • Energy Access: OFID-ARE CfP on clean energy mini-grids (Mlinda project in India implemented a year ahead of schedule) • <u>ARE-RECP B2B and B2Finance Matchmaking in Amsterdam</u> • Weekly Alert for Members to inform about business opportunities • New Mid-term Cooperation Agreement with RECP to improve private sector cooperation with a focus on Africa via workshops and matchmaking events • 2 ElectrIFI business delegations • Assistance to create project pipelines for major initiatives such as 1st CfP of ElectrIFI, ADB Energy for All 	<ul style="list-style-type: none"> • Achieving energy access on the ground by accomplishing the OFID-ARE CfP on clean energy mini-grids in Bangladesh, Mali and Mozambique • Providing networking opportunities via ARE-RECP B2B and B2Finance Matchmakings (e.g. Lisbon) • Weekly Alert for Members to inform about business opportunities • Intensifying private sector cooperation via RECP with a focus on Africa • Assisting leading initiatives from the European Commission e.g. 2nd ElectrIFI CfP, AfDB and IDB by attracting more professional industry players to engage in supporting initiatives



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3 | ARE Vision & Mission

Our Vision

The vision of ARE is that by 2030 everyone in the world and in particular all rural people in low-and medium income countries should have access to affordable, secure and clean energy and energy services.

Our Mission

ARE, who represents the decentralised clean energy sector with Members along the whole value chain, was founded in 2006 to act as a solution provider in order to advance access to clean energy and energy services in developing and emerging countries.

As the only existing business association to promote the whole range of off-grid solutions, ARE is recognised as a Partner of the United Nations Sustainable Energy For All Initiative (SEforALL). ARE mobilises and unites all private sector players and Partners who are passionate and committed to improve regional socio-economic development and quality of life of individuals with the provision of electricity.



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By bringing together the off-grid sector, ARE is there to assist decision-makers from both, private and public sector, by:

- Providing key policy, technical and financial recommendations to develop and incentivise business enabling markets and framework conditions that will allow for higher investments into self-sustainable and business-driven rural electrification markets;
- Sharing best practices in order to enable interested players by making use of lessons learnt and thereby engage more effectively in project implementation and deployment as well as into operations and the management of commercially viable business models;
- Acting as a global matchmaking platform for B2B and B2Finance with the purpose to direct and to increase available funding and financing so that rural electrification technologies can be rolled out in a systematic manner;
- Bringing Members into a more competitive position to successfully grow their businesses on the international level.

ARE strongly believes that with the appropriate mix of instruments and better coordination of existing and planned initiatives of engaged stakeholder groups, it will be possible to mature and commercialise rural electrification markets so that future investments will achieve adequate risk returns!



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In this regard and given that Members come from all continents representing over 30 countries and are active in almost every single country in the world, ARE is constantly looking for:

- new projects and business opportunities which its Members with and without further technical, financial or training support can turn into energy access results on the ground;

- new Members and strong Partners to increase mutual understanding of roles and activities exchange and interaction amongst with a vested interest.

In 2016, ARE stepped up its supporting activities for Members by establishing ‘Knowledge and Intelligence Services’ and ‘Business Promotion & Marketing Services’. This upgrade is a result from the Member Survey in August 2016, in which over 80% of the Members who responded to the survey indicated their good or very good satisfaction with the work of ARE but also expressed the need to be more active in the field of direct business, finance and energy access project support.

The survey revealed that the majority of ARE Members found all ARE Business Lines to be useful or very useful while ‘Knowledge and Intelligence Services’ and Business Promotion & Marketing’ were considered to be most useful. Members expressed a high-level of support for ‘ARE input to political processes’ and to cooperation with donor partners to favourably influence future market conditions and support

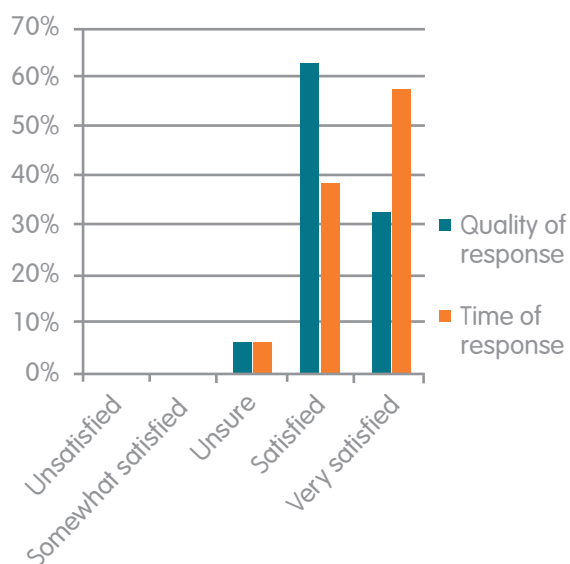
financing schemes followed by providing the industry’s view to consultation processes. In this regard the ‘Top 3 Partner Categories’ to work with were Global Partner Initiatives (SEforALL), ARE Financing Partners/DFIs (ADB, AfDB, OFID) as well as Raising Awareness and Mobilisation Partners (AEEP, RECP).

With regard to business development support, the majority was interested in the weekly alert which offers a competitive information advantage for Members by offering business and engagement possibilities, procurement and tender information as well as important publications sector news.

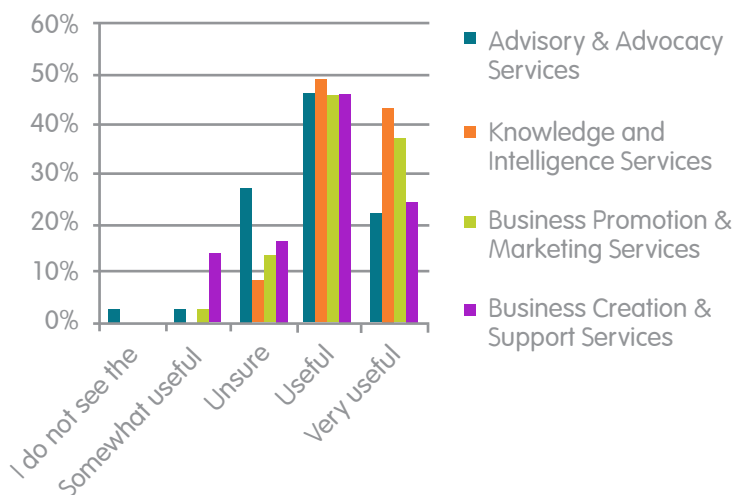
Of course, the Secretariat has also taken notice of additional requests and recommendations and will intensify its efforts to further expand its services around business facilitation via market entry support on a more regional or country level: Sub-Saharan Africa (Ghana, Kenya, Nigeria, Mali, Tanzania), South East Asia (India, Indonesia) and Latin America (Colombia, Peru).

MEMBER SURVEY AUGUST 2016

Response



ARE Business Lines



4 | Global Energy Access

Policy and Business Situation



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Despite strong efforts undertaken which have led to energy access for many people, the situation remains unsatisfactory. Because of positive population developments and unsustainable solutions implemented at too high numbers, 1.1 billion people remain without access to electricity (SEforALL, 2015), while an additional 1 billion people lack access to advanced energy services (UNF, 2016). Given that population growth is expected to increase by up to 2 billion worldwide where the largest extent come from developing countries, in particular in Africa, this challenge is likely to grow dramatically. Approximately 87% of people without electricity live in rural areas characterised by remote and sparse population density, where the extension of national grids is often technically difficult, costly and inefficient (SEforALL, 2015). In contrast, decentralised electricity generation and distribution through smaller and more local systems such as mini-grids and stand-alone systems are in most cases the more competitive solution.

Going hand in hand with this movement towards more decentralised solutions, renewables are set to be the fastest growing source of energy - at 7.6% per year to 2035, more than quadrupling from now and until 2035. Renewables will

account for 40% of the growth in power generation, causing their share of global power to increase from 7% in 2015 to nearly 20% by 2035 (BP, 2017).

This is why holistic business models and more innovative approaches to rural electrification, which focus on these types of solutions have been piloted around the world by ARE and its Members, as exemplified by the surge in Pay-as-you-go (PAYG) and Fee-for-Service (FFS) offerings (see [ARE Case Studies](#) for additional information).

While the industry is showing promising signs of development, as demonstrated by multiple successful financing rounds for off-grid companies in 2016 (BNEF, 2017), there are still fundamental problems and issues which need to be resolved in the short term to realistically tackle energy access and thereby enable upscaling: immature and unattractive market conditions and de-risking schemes, lack of sufficient and affordable finance and access to it, high transaction costs and population growth outpacing new electricity connections. In summary, this means that there is a huge market opportunity and massive potential to scale up the off-grid market.

Strong market drivers include

- Deutsche Bank submits Sustainable Energy for Africa proposal to [Green Climate Fund](#), which aims to support USD 3.5bn of investment over the next 15 years, helping nearly half a million people, small and medium sized businesses gain access to clean electricity;
- The SEforALL Africa Hub, hosted by the African Development Bank, launched a regional [Green Mini-Grid Market Development Program](#) (GMG MDP), which aims to support the scale-up of investments in commercially viable GMG projects through a broad range of interventions to improve the enabling environment;
- The Electrification Financing Initiative ([ElectriFI](#)), launched by the European Commissioner for International Cooperation and Development, Mr Neven Mimica, opened its doors and invited the submission of project proposals. ElectriFI is funded by the European Commission and Power Africa with an initial amount of EUR 115 million;
- 1.1 billion people still living without access to electricity ([SEforALL Global Tracking Framework](#), 2015);
- A full 60% of all new connections are expected to be through off-grid solutions (IEA, 2011);
- A large market to replace diesel generators with renewable energy (currently there are approximately 400 GW in operation, either in the form of industrial facilities and mines operating remotely, as back-up units where electricity supply is unreliable or as community mini-grids ([IRENA](#), 2015);
- Economic growth in emerging and developing markets ([World Bank](#), 2016);
- Population growth, especially in Sub-Saharan Africa will increase the energy demand. In 2013, IEA estimated that the number of people without access to electricity in 2040 in Sub-Saharan Africa would reach 530 million ([IEA](#), 2013);
- Strongly falling technology costs ([REN21](#), 2016);
- Money flows into the market: USD 9 billion invested in electrification to enable universal access to modern energy services in 2012. Since then, many new public, private and philanthropic financial initiatives have been

launched, as exemplified by the Mapping of Clean Energy Mini-Grid Support Providers and Programmes done by the SEforALL Clean Energy Mini-grids High Impact Opportunity ([CEMG-HIO](#)), the African-EU Energy Partnership's mapping of energy initiatives in Africa and the African-EU Renewable Energy Cooperation Programme's (RECP) Funding Database ([SEforALL](#), 2015);

- Increased uptake of successful business models, e.g. PAYG and FFS partnerships with telecom operators and social services to roll out electricity supply in parallel, distribution approaches involving kiosks selling electricity, but also fast-moving consumer goods (FMCG), internet etc;
- Increasing demand of rural households to make use of electricity-fed appliances during the day (e.g. fridges, cook stoves, TV, mobile phones etc.) and at night (e.g. lighting) as well as of local companies who use electricity for industrial processing purposes and to provide services;



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Market conditions can be further developed to allow for at least equal competition between renewables and fossil fuels, measures favouring renewable energy technologies, while closing the information gap between practitioners, investors and policymakers. Similarly, considering current public and non-profit resources devoted to clean energy access, it is paramount to leverage these resources and attract more private sector capital. This is especially true for wind and hydro projects, which often require significant upfront investment, even as they benefit from low operating costs.

Many challenges remain. From a global standpoint, it appears that the sector is currently still too fragmented to live up to the expectations from the outside, largely due to market

barriers in developing countries. These barriers, combined with typical emerging-market framework conditions, push up the costs to acquire commercial finance and mitigate the risks, ultimately holding back the large-scale roll-out of off-grid solutions. Also, coordination amongst donors could be improved to streamline incentives and priorities.

Hence, coordination and cooperation within developing countries and the donor community, as well as between them, is essential. For its part ARE – as the voice of the global renewable energy off-grid private sector – stands ready to assist and to help its Partners to reach our common overarching objective of clean energy access.

FURTHER REASONS TO GET ENGAGED IN THE OFF-GRID MARKETS

Strong business rationale

- Huge market & demand potential
- Attractive market conditions
- Competitive renewable energy technologies & business models
- Sound investment opportunities



Enable sustainable development

- Favours local social economic development
- Reduces pollution & CO₂ emissions
- Positive impact on health & education
- Gender balance

Clean energy access at top of political agenda

- Sustainable Development Goals (SDG 7)
- SEforALL
- COP21
- Favourable government policies

5 | Annual Report 2016

5.1. ARE - Our Achievements and Challenges 2016

While this Annual Report reports about the ARE activities in 2016, there is also a strong need to highlight the very early commitment of the private sector and civil society which has led to the creation of ARE already 10 years ago – at a time, when rural electrification was mainly looked at from the development policy angle. However, thanks to the passion of first a few and a subsequently steadily growing Membership and network, the industry managed to raise more awareness for its affordable and available technology solutions. With appropriate framework conditions, innovative business models can be applied to developing and emerging countries in a sustainable way.



With its early foresight and more importantly with the implementation of the ARE Strategy Working Programs 2013-2015 and 2016-2018, ARE has left a remarkable footprint on a global and regional level. While the renewable energy sector has been facing a consolidation process in a very challenging environment, ARE could better position itself by more than doubling its number of paying Members over the past four years. Supporting its Members in their

efforts to promote their products and services has been as important as having primary access to upcoming business opportunities together with the development of new ones. By consolidating the off-grid sector's views, ARE has become a frequently-sought point of contact for information access, networking and rural electrification solutions on the ground.

Building on its strong international reputation, ARE continues to work towards remaining a key international point of contact for the public sector, further mobilising the private sector towards access to clean electricity and related services, and to underlining its capacity and competence to deliver as solution provider for decentralised renewable energy technologies in developing countries.

To turn talking into walking, ARE has doubled its efforts to increase the business growth potential for its Members to create a better suited level-playing field for decentralised RETs. The ARE Board agreed in October 2016 to establish specific working groups (Knowledge & Intelligence, Business Promotion & Marketing, Advice & Advocacy and Business Creation & Support) to intensify collaborations and to increase the impact of ARE activities by consolidating and aligning efforts to give better guidance for the different needs in Africa, Asia and Latin-America.

Throughout 2016, ARE has continued to grow and become the global contact point for the renewable energies off-grid sector. As the ARE footprint all over the world has increased so has its scope of work with key Partners and Members. In particular, ARE has stepped up its Knowledge & Intelligence as well as Business Promotion & Marketing service lines, via a number of projects, events and communication & marketing services as highlighted in the following section.

5.2. ARE - Projects with Cooperation Partners

ARE works with key Partner organisations to promote and to advance the development of rural electrification markets internationally. Consequently, ARE helped to close the gap between private sector and institutions, governments/agencies and NGOs/civil society.

The Partnerships of ARE varied in nature and can generally be divided into four categories, which reflect the overall vision and mission of the Alliance:

Firstly, the association engaged in Partnerships with key organisations such as the [AEEP](#) via the multi-stakeholder initiative of the Energy Access workstream led by ARE, and [IRENA](#) through diverse collaborations around the 3rd International Off-Grid Renewable Energy Conference (IOREC), to improve policy and regulation frameworks for renewable off-grid electrification solutions. These Partnerships are essential because they raise awareness of unresolved and solved rural electrification issues while enabling more favourable conditions to scale the off-grid market.

Secondly, given the fundamental importance of access to financing, ARE also engaged in a series of Partnerships focused on project implementation, investment and financing for rural electrification: [ADB](#), [European Commission](#), [GIZ](#), [OFID](#), [RECP](#), and the [Rockefeller Foundation](#).

Thirdly, ARE works with other industry organisations to promote decentralised renewable energies.

Finally, to enable sharing of best practices and capacity building, ARE engaged with a long list of Partners by sharing market information on rural electrification. As a new initiative in 2016, ARE launched its first trainings on diverse topics around rural electrification and energy access.



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For example, ARE co-organised with ADB, the Sustainable Energy Center of Excellence ([SECOE](#)) from Singapore and the European Commission, an intensive 5-day training for government representatives from seven developing Asian countries (Bangladesh, Cambodia, Nepal, Philippines, Singapore, Sri Lanka and Vietnam) who gave insights into their country plans for rural electrification.

OVERVIEW OF ARE PARTNERSHIPS (Established from 2013-2016)

POLICY & REGULATION Raising Awareness	PROJECT IMPLEMENTATION Investment & Finance
<ul style="list-style-type: none"> • AEEP (Custodian Energy Access workstream, Productive Use of Renewable Energy in Africa, Energy Access Best Practices Africa) • CLUB-ER (Rural Electrification in Africa) • DFID (UK Africa Campaign Launch) • EUEI PDF (Custodian Energy Access work stream) (Mini-grid Policy Toolkit) • IRENA (Coalition for Action, IOREC) • Power For All (Energy Sector Working Group) • RECP (Mini-grid Policy Toolkit) • SEforALL (Clean Energy Mini-grids High Impact Opportunity) 	<ul style="list-style-type: none"> • ADB (Project Pipeline) • AfDB (GMG Market Development Program) • European Commission (ElectriFI) • GIZ (Risk Mitigation Study together with HNU, CEMG HIO - Mapping Exercise) • IRENA (Marketplace, Project Navigator) • OFID (Clean Energy Mini-grids) • RECP (Finance Facilitator) • Rockefeller Foundation (CEMG HIO - Mapping Exercise)
PRIVATE SECTOR COOPERATION Raising Awareness	CAPACITY BUILDING/ MARKET INFORMATION
<ul style="list-style-type: none"> • ADB (Energy for All) • ALER (Decentralised renewable energy solutions in Portuguese-speaking developing and emerging countries) • EBTC (India Off-grid Market Study, Technology Transfer) • GESA (Advance education, collaboration, knowledge) • GOGLA (Promotion of the use of off-grid lighting applications) • IEA-PVPS T9 (Information Exchange, Private Sector Cooperation – Market Access & Technology Transfer) • Intersolar, BSW & Otii (Off-grid Power Forum) • IEC (Standards, Collaboration Pledge) • IRENA (IOREC) • RECP (Private Sector Cooperation Partner & Stakeholder mobilisation partner) 	<ul style="list-style-type: none"> • Berkeley University (Partnership Agreement between ARE and RAEL, Colombia Off-grid Market Study, Peru Off-grid Market Study) • BNEF (Climatescope) • Cambridge & Oxford University (Smart Villages initiative) • IEA (World Energy Outlook) • REN21 (Global Status Report, Mini-grid Policy Toolkit, SAIREC) • SEAS (Energy Access Training) • SECOE (Energy Access Training) • USAID (Hybrid Mini-grids Study) • UNF (Energy Practitioners Network)

5.3. ARE - Projects with Commercial Partners

5.3.1. AFRICA-EU Energy Partnership

ARE is the custodian of the Energy Access workstream under the [Africa-EU Energy Partnership \(AEEP\)](#). The workstream initiated in April 2016, has the mandate to: close the gaps between public, private, NGO and academic sector, promote business and technology solutions to effectively tackle energy access, raise public interest for clean energy access as a topic and where necessary, contribute to the SEforALL and SDG 7 processes on energy access.



The working structure of the AEEP Energy Access workstream is as follows:

- Private sector: Alliance for Rural Electrification (EA WS custodian)
- Public sector: AEEP Secretariat & [Club ER](#)
- NGO / CSO: [Practical Action](#)
- Academia: [Strathmore University](#)



Activities of the AEEP Energy Access workstream

The Energy Access workstream works to keep energy access high on the political agenda and raise awareness for the AEEP and its targets. It also provides input to AEEP processes, meetings and dialogues, ad-hoc support to contribute to AEEP's monitoring of Energy Access political target. In addition to the above, the EA WS works to improve knowledge sharing and capacity building, through thematic studies and webinars on [best practices](#). It also shares relevant info and activities on energy access through EA WS communication channels.

Finally, to engage stakeholders from public and private sector, NGOs and academia to feed into policy dialogue and raise awareness for energy access. Examples of conferences, which illustrate this include:

- [Africa Biogas](#) and Clean Cooking Conference (5-7 Apr 2016, Addis Ababa)
- 2nd AEEP [Stakeholder Forum](#) (Milan, 16-17 May 2016)
- [Sustainable Energy Southern Africa Forum](#) (Lusaka, 31 Jan – 2 Feb 2017) + project site visits

5.3.2. The OPEC Fund for International Development

In July 2015, ARE was awarded grant funding of USD 990,000 by the OPEC Fund for International Development (OFID), to provide a de-risking mechanism for business ventures to accelerate replicable and scalable models for the deployment of mini-grids for increasing and improving access to modern, affordable and sustainable energy services in developing countries. In early 2016, ARE together with OFID invited ARE Members to participate in the 1st Call for Proposal (CfP) launched by the association since its creation. Grant funding of up to USD 235,000 per project was available under this call and the maximum foreseen duration of each project was 24 months.



Uniting against Poverty

In this context, on behalf of the Executive Evaluation Committee (EEC) consisting of ARE Vice-President Caroline Nijland (FRES), Anthony Ighodaro (KXN Nigeria) and Marcus Wiemann (ARE), ARE contracted its Member Revelle Group s.p.r.l. (Revelle) to act as Project Manager in charge of the administration, analysis, appraisal of project proposals as well as of supervision and monitoring of projects under implementation. To carry out this task, Revelle provided an integrated team with complementary skills covering most of the main elements of this project such as grant management, project evaluation and project management as well as technical expertise in the sector of energy and rural electrification.

In total, 11 applications were received from ARE Members, out of which four were finally selected for funding. In more detail:

- ACCESS S.A.R.L was awarded a grant of USD 230,114 for the installation of a solar hybrid system in the municipality of Blendio (Mali). Mali is one of the poorest countries in the world and electrification rates are still very low, especially in rural areas. Despite significant progress over the past decade, access to electricity remains a severe development challenge. Inadequate access to clean and affordable energy limits social opportunities for the poor, women, and the youth in particular, and is a key factor in Mali's most pressing health and environmental challenges. Blendio is a small town and rural commune in the Sikasso Region of southern Mali. The population of Blendio currently has no access to modern electricity services. The nearest national electricity grid infrastructure is in Sikasso, capital of the region, 102 km away. Thus, the present project is expected to improve the living and working conditions of the population by installing a hybrid mini-grid that includes a 32 kWp PV plant and a 68 kW diesel genset in order to serve 300 households and 40 productive users, having a real and measurable effect on the quality of life and the economic development of the village and the municipality.
- Energias de Portugal, S.A was awarded a grant of USD 233,333 for the implementation of a two-year project in Mozambique. The project concerns the installation of a PV/biomass hybrid mini-grid with a generating capacity of 100 kWp PV and 60 kW biomass gasification in Titimane, one of the remotest areas in the country. The project aims at decreasing dependence on diesel by making the biomass crop a viable electricity generation alternative, using a parallel setup of small and easily deployable biomass gasification machines and bring power to 900 households, 33 productive users and three community buildings. The biomass will be supplied by cotton farmers who will also be the electricity customers. This will provide them with both electricity and additional revenue. The biomass waste that would otherwise be burnt in open-air according to law will be used as biomass for the new power plant in the form of pellets and the biomass machines will cover around 60% of the energy needs of the grid.
- Mlinda Association was awarded a grant for the implementation of a rural electrification project in Jharkand, India. Jharkhand State is comprised of 28% of tribal communities (compared to the national average of 8%) living in

an underserved location, facing poverty levels of 39%, well above the national average of 25%. Inadequate and unequal access to energy aggravates existing conditions associated with poverty: reliance on kerosene and diesel increases health risks and strains educational opportunities; household and business expenditures are unpredictable as oil subsidies are reduced and prices fluctuate. The present project concerns the installation of new hybrid mini-grids in the villages of Narotoli, Shahitoli and Pasanga in Gumla district of Jharkhand. The present project intends to provide a scalable model to meet this gap by installing hybrid mini-grids in the three villages, each comprising of a 20-kWp of renewable energy plant and a 12-kW diesel genset. It is foreseen that a total of 319 households will gain access to affordable, quality and sustainable energy services over a ten-year period; 41 existing market-based micro-businesses will increase their income and more generally, create possibilities for productive use (beyond markets) and 46 direct and indirect jobs will be created within local communities. The amount of the awarded grant is USD 230,486. The project has reached its final phase almost one year ahead of the original timeplan (i.e. within 12 months instead of 24 originally foreseen), as all the equipment has been installed and is currently operational in all three target villages.



- Rahimafrooz Renewable Energy Limited received a grant of 234,556 USD to implement a one-year project in the island of Muradpur in Bangladesh. The Island of Muradpur is located in the western part of the country, with an area of 6 sq km. The island has a population of about 3,349, who are detached from Sirajganj mainland by a channel of about ten kilometres. Local economy is based on agriculture and fishing. The island has a dynamic population with various public and private services providing support to the general public including educational institutions, health service centres, small and medium enterprises, etc. Due to the lack of electricity, life on the island is restricted from dawn to dusk, including all commercial activities. Lack of electricity prevents any value from being added to agricultural products after harvesting. Though it is a fishing zone, lack of electricity also restricts the growth of economy based on fishing. There is no basic health facility and education is limited to hours of sunlight only. The project concerns the installation of a hybrid mini-grid that includes a 80 kWp PV plant and a 40 kW diesel genset in Muradpur, benefiting 310 households (1,430 people) and 40 productive users, stimulating thereby the island's economic growth and contributing to poverty reduction and sustainable development.

All four contracts were signed with the grant beneficiaries on 5 November 2015 and the above projects have entered their implementation phase. The execution of the projects has been and will be closely monitored by ARE and Revelle.

5.3.3. AFRICA-EU Renewable Energy Cooperation Programme

ARE worked closely with the [Africa-EU Renewable Energy Cooperation Programme \(RECP\)](#) in informing, mobilising and bringing together renewable energy companies wanting to start or expand operations in African renewable energy markets.



As one of the core activities, ARE in partnership with the RECP organised focused B2B and B2Finance Matchmaking events as well as Information Workshops, thereby providing a strong platform for the sector to network and increase joint business development.

For instance, ARE and RECP organised the [ARE-RECP Off-Grid Investment Forum](#) held in Amsterdam, the Netherlands in April 2016 - this two day event was attended by more than 250 participants from the private sector, financiers and development Partners and [created fertile grounds](#) for more investments in off-grid renewables.

Testimonials from ARE Partners

"We're looking back at several years of close collaboration with ARE. Working with the team is a pleasure at a personal level, and ARE has proven a reliable and competent partner with a very important role in the market. For the future, we can be sure that there is a lot of work to be done – we are looking forward to it!"



Michael Franz

Team Leader

EUEI PDF / Africa-EU Renewable Energy Cooperation Programme (RECP)

"During my mandate as the EU Commissioner for Development support for the access to affordable, reliable and sustainable energy in the rural areas have been one of the most important priorities. I received great support from the Alliance for Rural Electrification. I am glad that ARE has increased its ambition in providing renewable energy solutions in developing countries. Increase of the productivity of farming, access to quality health services and education could only happen only with increased use of renewable energy."



Andris Pielbags

Former European Commissioner for Development

European Commission (2010-2014)

"The Alliance for Rural Electrification has been a very valuable platform for knowledge sharing on what works and what does not work in bringing energy services to poor communities."



Kandeh Yumkella

Former UN Secretary-General's Special Representative

SEforALL CEO (2013-2015)

5.4. ARE - Events

In 2016, ARE has expanded its activities in Africa as well as started to increase its presence in Asia-Pacific and Latin-America. As ARE Members and Partners are some of the most influential players in the off-grid energy sector, ARE has organised and contributed to a vast range of events in the past year (See Annex 3 for full list of events with ARE presence).

ARE-RECP Off-Grid Investment Forum



Amsterdam, the Netherlands
12-13 April 2016

Roberto Ridolfi, Director for Sustainable Growth and Development at DG Development and Cooperation – EuropeAid announcing the first Electrifi Call for Proposal at ARE-RECP Forum. On the right: ARE President, Ernesto Macías

In a joint effort to mobilise key decision makers as well as institutional and business representatives to further invest in off-grid renewables in the developing world, the RECP and ARE organised its 2nd high-level investment Forum outside Brussels which took place at ING Headquarters and the Bijlmer Amsterdam Arena. Thanks to the financial assistance of Mobisol, ARE also launched its [new website](#) which featured a number of new tools including the [Off-grid Matchmaking Platform](#), [case studies](#) from Members as well as a brand new design.

With the help of ARE Vice-President Caroline Nijland (FRES) and Partners like the European Commission, the investment forum was a great success. It was attended by more than 250 participants from the private sector, financiers and development Partners. While celebrating its 10-year anniversary during the evening reception, ARE also organised its 1st Awards Ceremony to honour the passion and strong energy access efforts of:

- [Phaesun](#) (Private Sector in Developed Countries),
- [Rahimafrooz Renewable Energy Limited](#) (Private Sector in Developing Countries),
- [OFID](#) (NGOs & Foundations),
- [Kenya](#) (Government in Developing Countries) and the
- [European Commission DG DEVCO](#) (Multilateral & International Organisations).

Building upon the strong foundation [created by discussions and announcements](#) of Day 1, the 2nd day of the Forum, which was hosted and managed by RECP and ARE, provided a structured platform for participants to come together to talk business. The structured B2B and matchmaking session in the afternoon featured about 180 parties engaging in more than 600 direct meetings. The day after ARE Members were invited to join a training on 'How to apply successfully for funding'.

The 2nd Stakeholder Forum of the Africa-EU Energy Partnership



High-level panel discussions at the 2nd AEEP Stakeholder Forum

Milan, Italy
16-17 May 2016

The 2nd Stakeholder Forum of the [AEEP](#) hosted jointly by the Italian Government, the African Union Commission and the European Commission took place at the Politecnico di Milano.

The Forum built on the 1st Stakeholder Forum held in Cape Town, South Africa in 2012. It envisaged participation of African and European Ministers, AU and EU Commissioners, and more than 300 other high-level participants representing policy-makers, regional institutions, international organisations, the banking and finance industry, the private sector, academia, the civil society and the media.

Coming at a time of increased international attention on energy in Africa (including post-COP21 and the announcement of SDG7), the main objectives of the 2nd AEEP Stakeholder Forum were to:

- Sharpen the role and contributions of a wide range of stakeholders with a special focus to increase (private sector) investment in energy infrastructure;
- Enhance the engagement of non-state actors in sustainable energy sector development in Africa with emphasis on human capital for innovation, skills and capacity development in renewable energy; and
- Provide a framework for dialogue at an important gathering of African and European leaders and actors across key thematic areas for energy security and development.

As Custodian of the Energy Access workstream, ARE represented by Policy and Business Development Manager David Lecoque together with Practical Action, Strathmore University and Club-ER organised two break-out sessions during the Forum. The first one focussed on “Energy Access: Capacity building for project developers for reaching the last mile first”, whereas the second one dealt with “SEforALL and Energy Access: Strengthening capacities in the public sector for reaching the last mile first”.

2nd Off-Grid Power Forum at Intersolar



Munich, Germany
21-24 June 2016

ARE President, Ernesto Macías presenting the ARE Job Platform to the media at Intersolar Munich.

The 2nd Off-Grid Power Forum, which took place at the Intersolar Trade Fair in Munich, was once again in the spotlight and served as the meeting point for the global off-grid sector and scientific community.

In its second year running, the organisers Intersolar Europe, BSW-Solar and OTTI together with ARE, put together an off-grid programme comprised of exhibitors, presentations and networking opportunities.

At the same occasion, ARE Executive Director Marcus Wiemann launched with the [Off-Grid Job Platform](#) sponsored by SOLARKIOSK a new service to attract talented and motivated experts to the off-grid sector.

B2B Off-grid Matchmaking



Nairobi, Kenya
29 September 2016

ARE Vice-President, Michael Wollny (middle) in B2B discussions at the ARE B2B Off-Grid Matchmaking.

ARE, in collaboration with the [RECP](#), hosted an Off-grid Matchmaking Event the day before [IOREC](#) in Nairobi.

The event, which had over 100 participants, featured structured B2B and B2Finance matchmaking sessions and aimed at facilitating networking and identification of business Partners and financiers for the participants, as well as advancing existing projects at different stages of maturity. It was complemented by presentations on the business services offered by ARE and the RECP and a high-level reception.

International Off-grid Renewable Energy Conference (IOREC III)



Nairobi, Kenya
30 September 2016

Chris Prengels, Tiger Power, Andreas Feichtinger, Gildemeister and Frederic Madry, Tractebel (from left to right) in discussions at IOREC III exhibition organised by ARE.

IRENA in partnership with the Kenyan Ministry for Energy and Petroleum and ARE successfully organised the 3rd edition of IOREC in Nairobi, Kenya which led to the report on "[Accelerating Off-grid Renewable Energy: Key Findings and Recommendations from IOREC 2016](#)" and "[Policies and Regulations for Private Sector Renewable Energy Mini-grids](#)" publication.

The conference and exhibition was attended by more than 500 participants across the decentralised renewable energy sector including representatives from the private sector, rural electrification agencies, energy ministries, financing institutions and international organisations.

In parallel with the conference, ARE organised an exhibition to enable interested parties to showcase their products, projects or expertise. During the event, ARE Executive Director Marcus Wiemann launched its new [AEEP Energy Access Best Practices 2016 publication](#), showcasing concrete projects and programmes from the AEEP EA WS and their stakeholders.

EU-Caribbean Sustainable Energy Conference



Barbados
10-11 October 2016

ARE President, Ernesto Macias (on the right) at the EU-Caribbean Sustainable Energy Conference

As a joint EU-CARICOM/CARIFORUM initiative, the conference was designed to foster partnerships between the EU, the Caribbean, development partners and the private sector. The event tapped into the huge potential of the Caribbean region for renewable energy and leveraged investment towards achieving the region's ambitious renewable energy goals.

ARE President, Ernesto Macias (Solarwatt) represented ARE at the event in the "Workshop on Technology, Innovation and Cooperation" as well as in the session on "Mobilising Investments in Sustainable Energy".

Energy Access Training

Singapore
5-9 December 2016



Katarina Hasbani, ARE Board Member, and Marcus Wiemann, ARE Executive Director, with Dr. Edwin Khew, Chairman of SEAS and Co-Chair of Steering Cttee of Energy for All at the ARE Singapore training

Together with its local and international organisation Partners ADB, SEAS and SECOE as well as with the European Commission, ARE with the support of its Board Member Katarina Hasbani (Revelle Group) co-organised a successful 5-day training for government representatives from seven developing Asian countries (Bangladesh, Cambodia, Nepal, Philippines, Singapore, Sri Lanka and Vietnam) who also gave insights into their country plans for rural electrification.

5.5. ARE - Communications

As part of its 2016-2018 Working Programme, ARE via its Business Promotion & Marketing services significantly increased the visibility of its Members' activities and of the association itself in 2016. As a result, ARE has become a well-recognised partner at events and conferences, experiencing a peak in speaker requests and event endorsements.

In particular, with the kind support of ARE member Mobisol, ARE launched its [new website](#) at the ARE Off-grid Energy Access Investment Summit in spring 2016. The new website showcases the association's [services](#) and [Partners](#) work, positions its Members' renewable solutions and offers several new tools and search functions, including the ARE [Off-Grid Matchmaking Platform](#), [Job Platform](#) and [Case studies](#) from Members.

As practiced in the past, ARE also sent out six [newsletters](#) to inform its increased readership (16,000 to 26,500) about results achieved and planned by multilateral organisations such ADB, Electrifi, the European Commission, IDB and Power for All as well as practitioners active along the whole value chain for rural electrification. Finally, the number of ARE social media followers grew by 1,500 to over 5,500 in 2016.

Overview of ARE Communication Highlights

STATISTICS	NEW ARE WEBSITE SERVICES	ARE PUBLICATIONS	ARE CONTRIBUTIONS
<ul style="list-style-type: none"> Steady increase of the ARE newsletter readership to 26,500 High-level editorials from the ADB, Electrifi, European Commission, IDB, Solar Promotion, Power for All ARE website traffic solidly growing to over 4,000 per month Over 30 Partnership agreements, where ARE Members receive 10- 20% discount and complimentary passes Over 5,500 Facebook, Twitter and LinkedIn followers Six newsletters Weekly Alerts every week to Members 	<ul style="list-style-type: none"> Off-grid Matchmaking Platform Case Studies from Members Videos from Members and Partners Job Platform Event Calendar 	<ul style="list-style-type: none"> ARE Annual Report 2015 AEEP Energy Access Best Practices 2016 Unlocking Africa's Rural Powerhouse Productive Use of Renewable Energy: Opportunity for Remote Areas in Myanmar COP22: Climate Change - The new Economy - Productive Use Of Renewable Energy (PURE) To Accelerate Clean Energy Access In Rural Areas 	<ul style="list-style-type: none"> REN21 Renewables Global Status Report 2016 BNEF: Climatescope 2016 EUEI-PDF: Mapping of Energy Initiatives and Programs in Africa IRENA: Policies and Regulations for Private Sector Renewable Energy Mini-grid

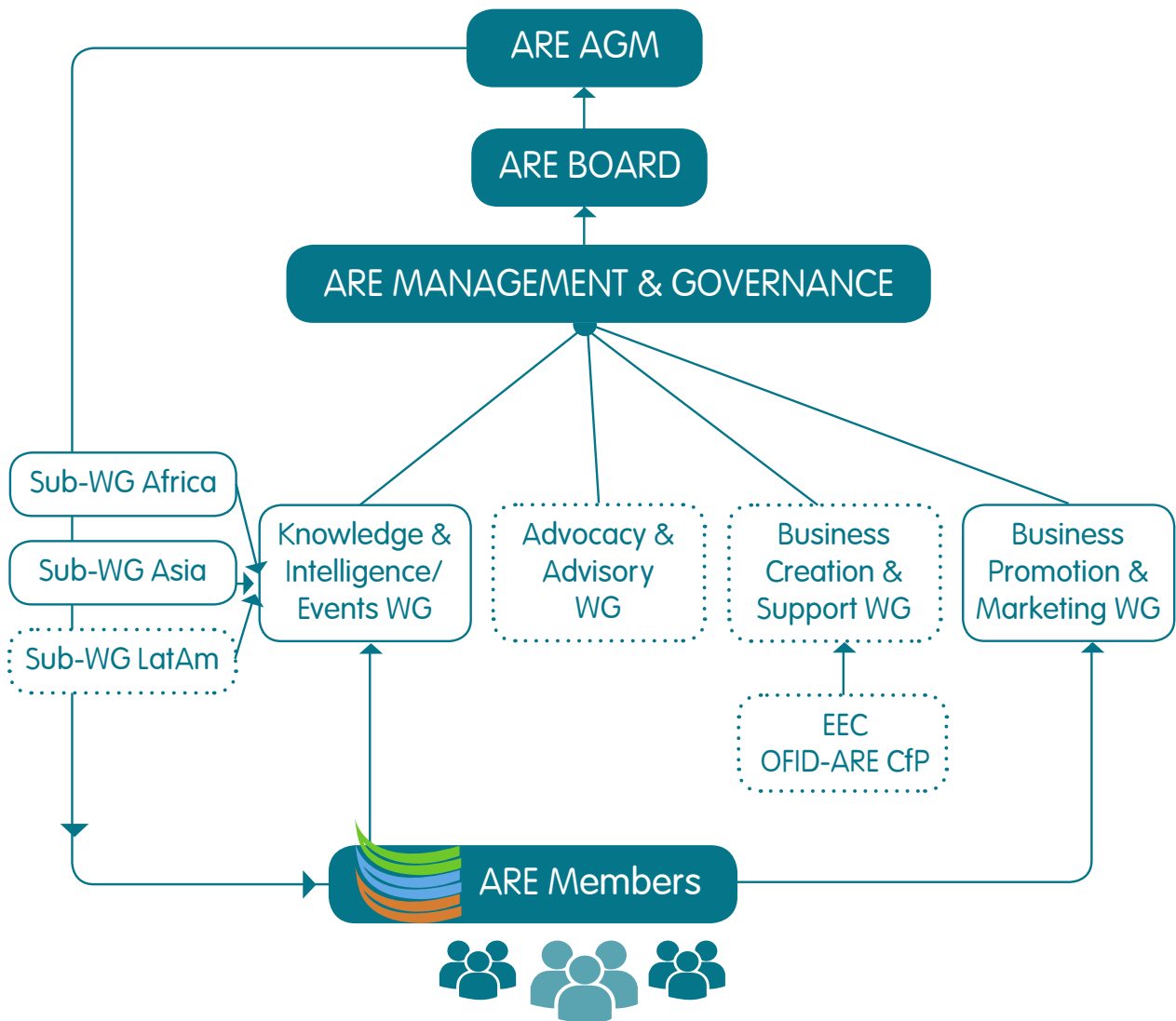
5.6. Organisation of ARE

5.6.1. ARE Governance Structure

For the purposes of good governance and to ease effective decision-making, ARE has implemented a clear governance structure to complement the ARE Statutes by the description of ARE internal roles and responsibilities as well as rules and procedures.

As Knowledge & Intelligence as well as Business Promotion & Marketing Services have been identified as the most vital services, these have been given top priority in the new governance concept.

ARE Working Structure 1st phase : Focus on two Business Lines



5.6.2. ARE Board of Directors

Three ARE Board Members ended their term or stepped down during last year. ARE would like to thank Thomas Duveau (Mobisol), Matteo della Volta (Siemens) and Tobias Zwirner (Phaesun) for their dedication to further clean energy access and in particular for their support to bring ARE in its present situation.

At the ARE General Meeting at Nuon Headquarters in Amsterdam on 14 April 2016, Board elections were held to fill these three open positions. Pablo Astorga (ABB), Aaron Leopold (Practical Action) and Katarina Uherova Hasbani (Revelle Group) were elected as new Board Members.

NAME	AFFILIATION, COUNTRY (TERM)	FUNCTION
Macías, Ernesto	Solarwatt, Spain (2014-2018)	President
Nijland, Caroline	FRES, the Netherlands (2014-2018)	Vice President
Wollny, Michael	Wollny Consulting, Germany (2014-2018)	Vice President
Astorga, Pablo	ABB, Spain (2016-2020)	Board Member
Collares Pereira, Guilherme	EDP, Portugal (2014-2018)	Board Member
Ighodaro, Anthony	KXN Nigeria, Nigeria (2014-2018)	Board Member
Kolmsee, Karl	Smart Hydro Power, Germany (2015-2019)	Board Member
Leopold, Aaron	Practical Action, UK (2016-2020)	Board Member
Uherova Hasbani, Katarina	Revelle Group (2016-2020)	Board Member
Vendeirinho, Vivian	RVE.SOL (2015-2019)	Board Member



ARE Board of Directors present at the 2016 General Meeting in Amsterdam

From left to right: Pablo Astorga (ABB), Katarina Uherova Hasbani (Revelle Group), Michael Wollny (Wollny Consulting), Ernesto Macías (Solarwatt), Caroline Nijland (FRES), Aaron Leopold (Practical Action)

5.6.3. ARE Secretariat

To improve the living quality of the people without energy access in developing countries and to better serve the needs and interests of Members and Partners, the 3-person team of the Secretariat received very appreciated support from external experts and volunteers.

During the maternity leave of ARE Communications & Marketing, Ling Ng (1 September 2016 – 31 December 2016), the role of Communications & Marketing Officer was taken up by Jens Jaeger (previously Communication Assistant).

On 26 September 2016, David Lecoque was promoted to Policy & Business Development Manager from his position as ARE Policy & Business Development Officer, which he had occupied since November 2013.

	NAME	COUNTRY (TERM)	FUNCTION
CORE TEAM	Wiemann, Marcus	Germany (February 2013 – present)	Executive Director
	Lecoque, David	Belgium (November 2013 – present)	Policy & Business Development Manager
	Ng, Ling	United Kingdom (January 2014 – present)	Communications & Marketing Officer
TEMPORARY SUPPORT	Contejean, Arthur	France (March- April 2016)	Researcher
	Coucke, Laetitia	Belgium (January – December 2016)	Administration Assistant
	Gomez, Erika	Spain (November – December 2016)	Event Coordinator
	Jaeger, Jens	Denmark (January - December 2016)	Communications & Marketing Officer
	Jouégo, Esther Prudence	Cameroon (March - April)	Researcher
	Manetsgruber, David	Germany (January – April)	Researcher
	Roman, Bernadette	United States (June – August 2016)	Management Assistant
	Verin, Louis	France (March - April 2016)	Researcher

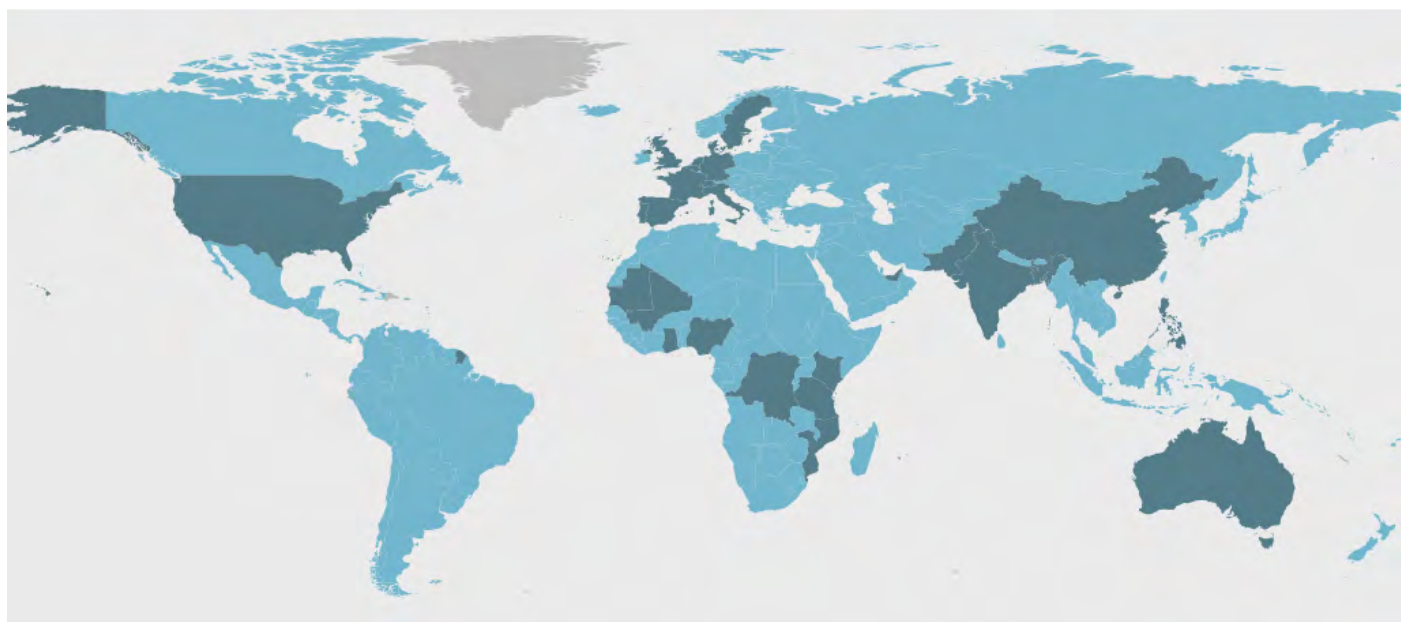
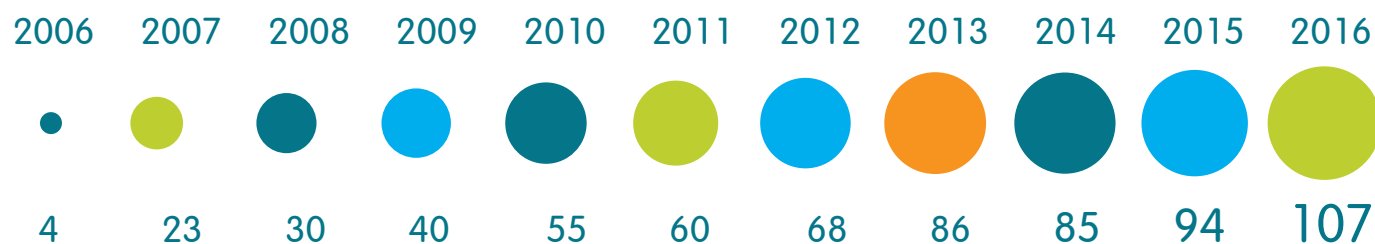


ARE Team at the ARE Energy Access Investment Forum 2017

From left to right: David Lecoque (Policy & Business Development Manager), Erika Gomez (Event Coordinator, Freelancer), Marcus Wiemann (Executive Director), Ling Ng (Communications & Marketing Officer), Jens Jaeger (Policy & Business Development Officer, Event Coordinator, Freelancer).

5.6.4. Membership Development

In 2016, ARE welcomed 36 new Members increasing its Membership from 94 to a total of 107 Members which makes 2016 the most successful year since its creation (see Annex 1 for an overview of current Members of ARE).



In dark blue: ARE Members come from 31 countries; **In light blue:** ARE Members are active in nearly all countries in the world.

Source: [ARE Off-grid Matchmaking Platform](#)

WHY JOIN?

Advice & Advocacy	Knowledge & Intelligence	Business Promotion & Marketing	Business Creation & Support
<p>Access to high-level decision makers & cooperation partnerships.</p> <p>Privileged market access through key policy, financing & implementation advice.</p> <p>Promotion of solutions, expertise & case studies through newsletters, the ARE website, weekly alerts and more.</p>	<p>With a database of 30,000 contacts in the off-grid sector, ARE is the global rural electrification knowledge hub.</p> <p>Access to training & knowledge and the newest business models.</p> <p>Access to the latest publications & research through weekly alerts.</p>	<p>Targeted marketing at events & through multiple communication channels.</p> <p>Raising visibility through the ARE Off-Grid Matchmaking Platform, website, newsletter & social media.</p> <p>Numerous event partnerships (discounts, speaking slots) & the ARE Awards.</p>	<p>Weekly briefing on procurement, business & engagement opportunities, events, industry news and jobs.</p> <p>B2B, B2Finance matchmaking & general networking and business delegations.</p> <p>Help in accessing funds & finance and management of Calls for Proposals.</p>

To join ARE, please send your application to: are@ruralelec.org

Testimonials from ARE Members

“The Alliance has proved to be a helpful partner to help us access funding through OFID to enable us to electrify hundreds of homes and small businesses in remote areas of rural India.”



Rebecca Symington
Executive Director
Mlinda Charitable Trust

“ARE is dedicated and passionate about rural electrification and this has provided exemplary networking and training opportunities for our company.”



Aliasger Pirbhai
Director
Technoelectric Ltd

“ARE has been instrumental in building the bridge between African Project Developers and Strategic Partners from around the globe.”



Prosper Magali
Director of Projects and Business
Ensol Limited



Photo credits - Benoelend, GRID Alternatives, Mobisol

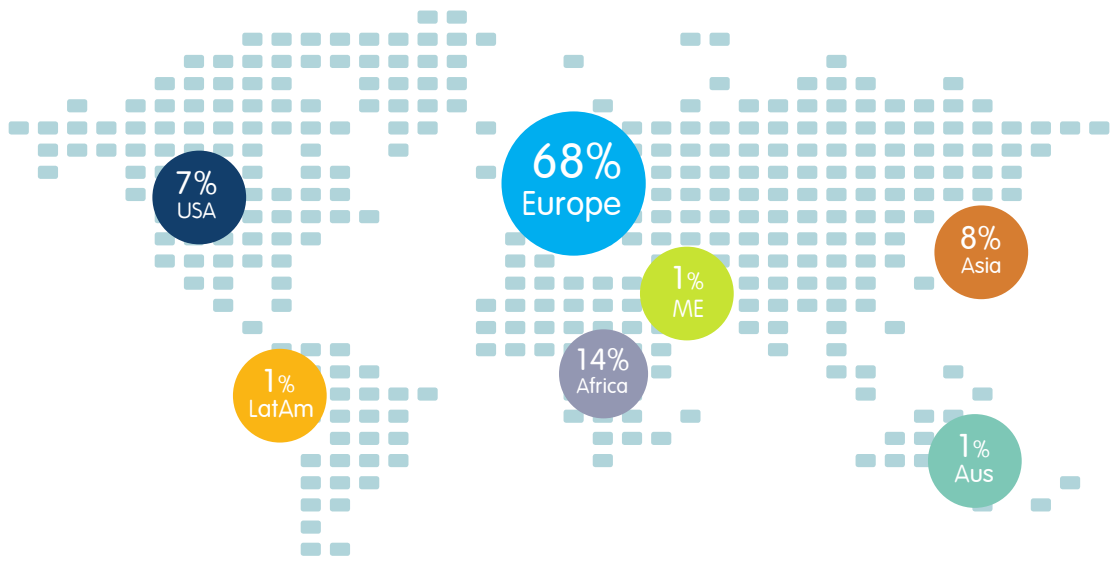
ANNEX 1: ARE MEMBERS LIST

(NEW MEMBERS JOINING IN 2016 IN BOLD)

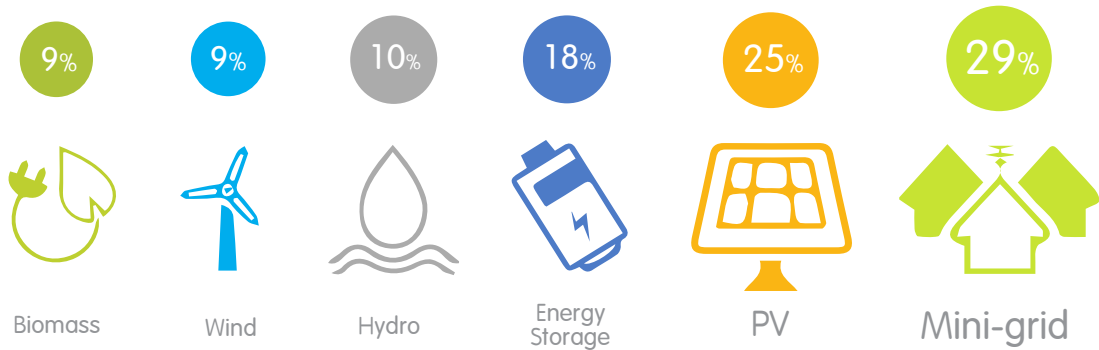


ABB - **ABC Contracting** - **ACCESS-SARL** - Agence de développement de l'électrification rurale - **All Power Labs** - **ALSA Solar Systems** - **Althelia Climate Fund** - Ankur Scientific Energy Technologies - **Antenna Technologies Foundation** - **Aquanovis** - **Aquion Energy** - **Asantys Systems** - **Ausar Energy** - **Autarsys East Africa** - **Becquerel Institute** - **Benoolend** - **Bergely** - **Bornay** - **cdw Stiftung** - **Capta Hydro** - **CosmoSol** - **Customized Energy Solutions India** - **Clear Resource** - **DSTC Solar Training Centre** - **E.ON Off Grid Solutions** - **Eauxwell Nigeria** - **Ecoligo** - **Elite Pongamia Bioenergy Project** - **Energias de Portugal** - **Energiedouce** - **Energy Access Ventures** - **Enersol** - **ENGIE Rassembleurs d'Energies** - **Ennera Energy & Mobility** - **Ensol** - **Eurobat** - **Fluidic Energy** - **Fondazione ACRA-CCS** - **Fondazione Madre Agnese** - **Foundation Rural Energy Services** - **Fraunhofer ISE** - **Freqcon** - **FUNAE** - **Fundo de Energia** - **Fundación ACCIONA Microenergía** - **GERES** - **Gildemeister Energy Storage (Cellstrom)** - **Global Sustainable Energy Solutions** - **Grid Alternatives** - **Hivos** - **Iberdrola** - **id-eee** - **Innovation Energie Développement** - **IREM** - **KXN Nigeria** - **M-Power** - **MARGE** - **Mariifer Solar** - **Minda Charitable Trust** - **Mobisol** - **MSS Mola Solar Systems** - **Multi Source Power** - **MWH** - **Nizam Bijli** - **Off-Grid Energy Australia** - **OFGEN** - **Phaesus** - **PHPower** - **Plan International** - **PlanetEnergy** - **Practical Action** - **Qinous** - **Rahimafrooz Renewable Energy** - **Reiner Lemoine Institut** - **RENAC** - **RES4Med** - **Revelle Group** - **Rubitec Nigeria** - **RVE.SOL** - **Soluções de Energia Rural** - **Sader** - **SC Sustainable Concepts** - **Schneider Electric** - **Siemens** - **SMA Sunbelt Energy** - **Smart Hydro Power** - **SNV Netherlands Development Organisation** - **SOLAR23** - **SolarNow** - **Solkiosk** - **Solarland Electric Power Technology** - **Solarmate Engineering** - **Solarwatt Espana** - **Studer Innotec** - **Sunco Energy** - **Sunlabob Renewable Energy** - **Sunna Design** - **Technoelectric** - **Tiger Power** - **Trama TecnoAmbiental** - **TRINE** - **Trojan Battery** - **Uni of Southampton** - **University of Applied Sciences Neu-Ulm** - **Vestas Wind Systems** - **Virunga Power** - **Wollny Consulting** - **Wuppertal Institute for Climate, Environment and Energy**

ARE MEMBERS BY REGION



ARE MEMBERS BY TECHNOLOGY



ANNEX 2: ARE FINANCIAL REPORT 2016

The Financial Report of ARE for 2016 has been prepared and certified by BVBA Solid Bookings, Brussels (Belgium).

		2016 01-01-2016 - 31-12-2016
INCOME STATEMENT		
Operating income		442.676,86
Turnover		442.114,91
Membership fees		150.961,92
Sponsoring fee		43.839,26
Management fee		1.060,73
Project Fees - Private Sector OFID		27.000,00
Project Fees - Public Sector AEEP		122.215,00
Project Fees - Public Sector RECP		97.038,00
Other operating income		561,95
Operating charges		433.796,86
Services and other goods		299.872,06
Remuneration, social security costs and pensions	(+)/(-)	95.527,81
Depreciation of and other amounts written off formation expenses, intangible and tangible fixed assets		2.034,78
Other operating charges		36.362,21
Operating profit (loss)	(+)/(-)	8.880,00
		2016 01-01-2016 - 31-12-2016
FINANCIAL INCOME		19.098,57
Other financial income		19.098,57
Financial charges (explanation 5.11)		1.793,31
Debt charges		11,64
Other financial charges		1.781,67
Gain (loss) on ordinary activities before taxes	(+)/(-)	26.185,26

ANNEX 3: HIGHLIGHTS OF ARE EVENTS 2016

The following overview shows all events where ARE was represented by the Board and/or Secretariat or had a lead position to make it happen (**bold**).

DATE	EVENT	COUNTRY
5 Jan	Smart Villages in developing countries - business and financial models	Cambridge, UK
16-17 Jan	6 th IRENA Assembly	Abu Dhabi, UAE
1 Feb	EIB's Board of Directors: Civil Society Seminar	Global
9-10 Feb	Annual Workshop on Advancing SEforALL Country Action in Africa	Abidjan, Côte d'Ivoire
15-17 Feb	Africa Energy Indaba	Johannesburg, South Africa
16-18 Feb	E-world Energy & Water	Essen, Germany
20-23 Feb	Somali Renewable Energy Forum	Hargeisa, Somalia
24-25 Feb	Workshop for National Renewable Energy Associations	Nairobi, Kenya
25 Feb	EURELECTRIC: Access to Electricity for All- The role of the European power sector in the advancement of sustainable and climate resilient development	Brussels, Belgium
25-26 Feb	Reference Group on Infrastructure (RGI) Meeting	Addis Ababa, Ethiopia
5-7 Apr	Africa Biogas and Clean Cooking Conference	Addis Ababa, Ethiopia
12 Apr	ARE Energy Access Investment Summit	Amsterdam, the Netherlands
13 Apr	RECP Business & Finance Matchmaking Forum	Amsterdam, the Netherlands
14 Apr	ARE General Assembly	Amsterdam, the Netherlands
14-15 Apr	ARE Rural Electrification Training	Amsterdam, the Netherlands
26 Apr	ElectriFI Workshop	Lusaka, Zambia
16-17 May	Africa-EU Energy Partnership (AEEP) Stakeholder Forum	Milan, Italy
15-16 Jun	European Development Days	Brussels, Belgium
22-24 Jun	Intersolar Off-grid Power Forum	Munich, Germany
15-16 Aug	Myanmar Green Energy Summit 2016	Yangon, Myanmar
5-7 Sep	ESCAP: Widening Access to Financing for Energy Services	Bangkok, Thailand
6 Sep	RLI Energie-Dialog 2016	Berlin, Germany
13 Sep	EPC-KAS: Achieving the Sustainable Development Goal on energy in developing countries - What role for the EU	Brussels, Belgium
21-23 Sep	Solar Technologies & Hybrid Mini Grids to improve energy access	Bad Hersfeld, Germany
29 Sep	Off-grid Matchmaking Event	Nairobi, Kenya
30 Sep - 1 Oct	3rd International Off-grid Renewable Energy Conference & Exhibition	Nairobi, Kenya
10-11 Oct	Sustainable Energy in the Caribbean Conference	Barbados
10-14 Oct	80th IEC General Meeting	Frankfurt, Germany
12-15 Oct	Solar Energy Solutions for Electricity and Water Supply in Rural Areas	Cairo, Egypt
18 Oct	APPG: Access to productive energy for smallholder farmers	London, UK
27 Oct	PVSEC-26	Singapore
1-2 Nov	Unlocking Solar Capital Africa	Nairobi, Kenya
1-2 Nov	7 th Hydropower for Today Forum	Hangzhou, China
17 Nov	e-MFP Week	Luxembourg
7-18 Nov	COP22	Marrakech, Morocco
10 Nov	ElectriFI Workshop: Atelier sur le Financement des Energies Renouvelables à Madagascar - Opportunités pour le secteur privé	Antananarivo, Madagascar
21-23 Nov	IRENA Mozambique Renewable Energy Investment Workshop	Maputo, Mozambique
22-23 Nov	3 rd Annual Microgrid Global Innovation Forum	Lisbon, Portugal
22-24 Nov	5 th Responsible Business Forum on Sustainable Development	Singapore
28-29 Nov	3 rd Mini-grid Summit	Dar es Salaam, Tanzania
5-9 Dec	Energy Access & Rural Electrification Training	Singapore
7-8 Dec	Women and Sustainable Energy	Brussels, Belgium
13 Dec	Press Event Market Release and Sunfold and Storager	Genk, Belgium



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