



## Editorial

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ARE Secretary General

### Challenges and opportunities

This year brings about enormous challenges for all of us. The world economic crisis is being felt across all industrial sectors in countries across the globe. The United States as well as Europe face rising unemployment and the bankruptcy of entire industries; exacerbating public budget deficits and spreading discontent. In developing countries the poor are likely to be the hit the hardest with rural electrification programmes being sidelined.

The Alliance for Rural Electrification must work hard to safeguard the interests of rural communities. The Alliance has a strong long term vision. But in a crisis there is a tendency to focus only on the immediate future, to neglect the needs of others and to focus on oneself. We must overcome such temptations and maintain our course and vision. We know that renewable energy can have a bright future in developing countries, but that we face a lot of work to make this happen.

Against expectations the current political landscape offers many opportunities. 2009 may even turn out to be a crucial year for the future of renewable energy in developing countries. To illustrate this: the Czech EU Presidency puts rural electrification very high on the EU development agenda; EU development ministers have decided that EU development cooperation should create fresh ideas for a closer partnership with the private sector. The Alliance will be interested to receive the concrete proposals.

This year will also see decisive steps in the EU/Africa Energy Partnership. In the framework of this partnership there will be the launch of the new Energy Facility with 200 million Euros earmarked for renewable energy in Africa. This partnership should also be used to create political momentum for the implementation of appropriate legal and financial framework conditions, which can spur private investment and enable self-sustained economic growth.

A month ago we attended the launching conference of the International Renewable Energy Agency in Bonn, IRENA. The kick-off for this new international organisation was impressive: 75 countries have signed up and there are many more that are interested. The Alliance applauds the creation of IRENA - it offers many opportunities for collaboration and progress in this field. We call upon those who will shape the future of IRENA to make it a powerful, inclusive and innovative organisation, which grasps the opportunities of modern knowledge management and worldwide communication. In these last decades, companies of the Alliance have gained vast experience regarding renewables in developing countries. In the field of rural electrification they know what practices can be successful and what pitfalls to avoid. The Alliance invites IRENA to benefit from this experience.

At the end of this year, there will hopefully be a new effective international agreement on climate change. Copenhagen is a historic meeting which can change the future of this planet. It is well

established that renewable energy must be a part of the solution and that developing countries cannot embark on the old fossil fuel based energy models of industrialised countries. There is no alternative to the wide spread deployment of renewable energy. The Alliance can offer technological and financial solutions which can facilitate this process. Copenhagen must make bold and progressive steps in the right direction. Failure is not an option.

In a nutshell: The months ahead can bring about key decisions for the future of renewable energy around the world. Let us work together to make sure that these opportunities are used.



## News from the Alliance

### **NEW MEMBERS IN THE ALLIANCE FOR RURAL ELECTRIFICATION:**

The Alliance is proud to present six new members:

#### **Phaesun GmbH:**

Phaesun is a service, sales and marketing specialist for photovoltaic products, specialised in off-grid power systems. They act as an intermediary between national and international manufacturers and wholesale customers providing an efficient market platform. They are leading providers of master distributors and system integrators, offering technical advice on design, engineering and installation of small and medium sized photovoltaic stand alone systems.

Phaesun recognise the many under-developed solar markets across different continents and they anticipate that ARE can provide a significant push for the renewable energy in these rural areas.

#### **KXN Nigeria Ltd:**

KXN Nigeria Ltd is a PV company based in Lagos, Nigeria. They are a system integrator dealing with the whole project development chain from the supply of panel, to installation, management and training. KXN works with industries, universities and communities, to develop solar entrepreneurs and new applications, and with diverse collaborators to design and validate pilot projects in rural and urban areas. One of their main activities has been the provision and maintenance of standalone PV vaccine refrigeration storage systems across Nigeria. They are also distributors of PV modules for worldwide companies such as Kyocera and Sharp.

KXN decided to join the Alliance in order to get more involved in the development and promotion of PV projects in Western Africa and Europe, to obtain early information about business opportunities and also to participate in the Alliance's working groups. Finally, they are also eager to gain international visibility and to enhance their knowledge on financing schemes for rural electrification.

KXN is a 2005 Ashden Awards winner for sustainable energy ([www.ashdenawards.org](http://www.ashdenawards.org))

#### **Guascor Solar Corporation:**

Guascor Solar Corporation, a leading group in the field of solar energy, offers a wide range of integrated products. GSC's activities range from manufacturing solar cells, modules and other components of solar systems, to providing turnkey systems for its clients, to managing and maintaining solar energy farms. Guascor Solar Corporation is a worldwide leader in the creation of PV tailor-made solutions for rural areas, remote locations and off-grid sites.

Therefore, they are very interested in becoming a member of an organisation that focuses on promoting rural electrification with renewable means.

#### **EuroCapitalInvest:**

EuroCapitalInvest identifies alternative investment projects for evaluation before adapting these to traditional business frameworks for investors. So far these projects have involved natural gas exploration and production, wave energy, water projects in the developing world, solar energy parks, property development in the developing world and more.

They believe that they can enhance private investments in the developing world by creating investment opportunities which offer attractive terms and pay back to investors. In doing so they believe that development in these countries will rapidly be enhanced. EuroCapitalInvest strongly believe that mini-grids in rural areas of the developing world can be an ideal investment match for their company. They want to bring more investment to projects in developing countries, which deliver returns on investment combined with the added value of a socially responsible profile. Under this perspective, they believe that the expertise of ARE and its members will be useful instruments to determine and create attractive investment opportunities in rural electrification projects.

#### **OutBack Power Systems:**

OutBack Power Systems is a leading manufacturer of power electronics for renewable energy and backup power applications. OutBack has developed a reputation for providing very reliable and durable solutions working in diverse environments. A core part of OutBack Power Systems business is off-grid and rural electrification projects in developing countries. In addition, they have developed free training services around the world and regularly provide support to hospital and schools in developing countries.

Outback believes that ARE, as an advocacy organisation focusing on rural electrification with renewables, can give a strong lobbying voice to the needs of developing countries and would like to support the Alliance in this effort.

#### **ASIF:**

ASIF (Asociación de la Industria Fotovoltaica) is the Spanish PV Industry Association, which gathers and represents hundreds of companies from the sector. They provide services to associates and promote the rights of their many members.

By joining the Alliance for Rural Electrification, ASIF demonstrates that it is willing to increase its participation in international activities in the field of renewable energy sources and to exchange experiences in the field of Rural Electrification. Ultimately they want to enhance the rural markets for solar PV.

Two important international companies - leaders in their respective fields, an industry association bridging many contacts, a consulting company, an ambitious investment fund and a dynamic company from an African country, represents this month's added strengths to the Alliance for Rural Electrification. They characterise different aspects, inputs and ideas, as well as different points of view. Yet they are united in their ambition to foster sustainable and profitable rural electrification, to increase access to energy and to open new markets for renewables worldwide. Through integrating these members, ARE becomes more global both in geographical representation and in terms of activities. By gathering these private actors and the many pieces involved in the rural electrification process, ARE will keep pushing forward towards meeting its ambitious objectives. These different

companies and organisations will reinforce the position of ARE and increase the size of its network as well as the quality of its work and opportunities.

If you would also like to become a member of the Alliance please contact us.

## **ARE GENERAL ASSEMBLY**

The annual general meeting enjoyed broad member attendance, bringing unique ideas and experience to the table.

The event was also attended by key representatives from European Institutions including – Mr Stefan Zens – Head of Sector for Energy & ICT, Europe Aid Cooperation Office (Aidco), and Mr Wolfgang Moser, Austrian Fed. Ministry for European and International affairs, Co-Chair of the Africa/EU energy partnership.

Mr Zens presented the stark energy investment needs of the energy sector in the developing world and the important role that the private sector must play in meeting these needs. The role of the public sector and institutions such as the European Commission will be to develop partnerships with other countries so as to prepare the ground for cost-effective and secure investments from the private sector.

Mr Moser focused on the new developments within the Africa/EU energy partnership including planned meetings with private sector companies as well as African representatives. Mr Moser outlined some of the obstacles to engaging with African partner countries and the steps taken to address the issue.

Other key outcomes from the AGM included the presentation of ARE 2008 activities. The Alliance has experienced impressive growth during the past year with ten new members since the last General Assembly in June 2008. Moreover, thanks to the excellent collaboration between the Board, the members and the secretariat, ARE has been working to clarify and strengthen its mission and objectives:

ARE promotes and provides efficient renewable solutions for rural electrification in developing countries. To do so, ARE attracts and unites all relevant actors in order to speak with one voice about rural electrification with renewable energies; ARE generates technical and financial solutions for rural electrification in developing countries; ARE communicates and advocates for rural electrification using RES and convinces all relevant stakeholders; ARE assists its members in the field of CSR projects.

The Working plan of the Alliance for 2009 as well as the propositions for future structures and activities was also at the heart of the debate.

A global strategy with clear objectives has been presented: ARE will work towards being better recognised by institutions and contacting global members as well as developing further country partnerships. In addition, the Alliance will enhance its already large network and membership base and build on our current partnerships.

Recruiting further membership and engaging members to participate in more activities will also be a key objective for 2009. The real value of ARE membership comes through active participation with regular activities. In order to facilitate communication between the members and the secretariat, ARE intends to adopt more innovative communication tools such as intranet, member profiles and online forums. Online interactive conference tools represent another opportunity for enhancing connectivity. Finally, sponsoring opportunities will exist for all these activities.

Concluding remarks highlighted the upcoming opportunities for rural electrification (Czech presidency, the establishment of IRENA and the EU/Africa partnership) and the need for ARE and its members to make the most of this political momentum. The Alliance has made important progress in raising awareness on rural electrification with renewables and in proposing key solutions to open new markets for its members and it was on a positive note that this AGM was concluded: many challenges are ahead but there is much enthusiasm to meet them.

To see the the verbatim of Ernesto Macias President of ARE please [click here](#).

## **ARE GALA DINNER**

Over 50 guests were present at the ARE Gala Dinner at “l’Atelier Européen” on the evening of the 11th of February. Guests included representatives from private companies, industry associations, NGOs, development cooperation and the European Institutions, illustrating the growing network of members and partners that ARE brings together.

Of particular note was the attendance of a large group of individuals who had been involved in the highly relevant annual meeting of the governing board of the EUEI Partnership Dialogue Facility (PDF). In addition to a welcome introduction from Ernesto Macias – President of ARE, the chairman of the PDF, Mr. Antonio Garcia-Fragio, head of Unit at DG development, gave a speech on progress within this facility as well as the current opportunities in the field of renewable energy in developing countries. Dinner was served and pleasant evening of networking and merriment was enjoyed by all.



## ARE Activities

This February ARE held a cluster of meetings in Brussels, allowing members and friends to join us for key events in quick succession. It also gave a good opportunity for our members to get to know each other through a series of interactions. On the 11th our AGM and Gala dinner was held (see above) while on the 12th ARE organised its event within the EUSEW09 and its first workshop on CSR.

### **ARE EVENT: EU SUSTAINABLE ENERGY WEEK 2009**

The 3rd Sustainable Energy Week (EUSEW) was held from the 4th to the 9th of February 2009. The week saw events showcased by the many different organisation involved in sustainable energy throughout Europe and hosted over 5000 people over the course of the week.

ARE held its event on Thursday the 12th of February – voicing the progress and the needs of developing countries for utilising renewable energy resources for sustainable development: the event attracted over 90 people. Along with President Ernesto Macias and board members Jose Galindez and Bernard McNelis, Kjell Larsson from DG DEV gave a talk on the EU actions towards sustainable rural electrification in developing countries. ARE presentations focused on sustainable financing mechanisms and on critiques of development cooperation activities thus far.

ARE will continue to collaborate with the EU to ensure that tools can be adapted in the best possible way to serve sustainable development and to increase the collaboration between the public and the private sectors.

### **ARE WORKSHOP ON CORPORATE SOCIAL RESPONSIBILITY**

In February the 12th, ARE held its first workshop on Corporate Social Responsibility (CSR). The event brought together 16 of ARE's members and partners as well as guest speakers from CSR focused companies.

The objective of the meeting was to share the copious CSR experience of participants. A total of six presentations were given, outlining diverse approaches to CSR practises and project implementation. Ensuring project sustainability was a key issue in discussion, and the importance of attaching value to systems delivered.

Overall – the group decided that exchange of CSR approaches, concepts and experiences is a useful practise for members and that ARE will offer similar opportunities for its members in the future.

If you want to download the presentation given during the CSR Workshop please click [here](#).

### **ARE AND THE WORKING GROUP 4 OF THE EU TECHNOLOGY PV PLATFORM**

Under the EU PV technology Platform funded by the European Commission and globally managed by EPIA, the Alliance is in charge of the Working Groups 4 on Renewable Technologies for developing countries.

In January ARE caught up with the PV platform steering committee to present updates on the work done by the WG and its future objectives. The main objective of the WG4 will be to implement

through a pilot project the financial mechanism developed by the group in partnership with the European Joint Research Centre and ARE to foster the development of sustainable and profitable rural electrification projects worldwide. The WG 4 will also focus on the dissemination of this mechanism towards relevant stakeholders and on the provision of advice and lobbying to the right frameworks for successful implementation.

In addition, a meeting of the Working Group 4 was held at the Renewable Energy House, Brussels on January 27th. The meeting coordinated experts from member and partner companies/organisations of ARE, with DG RESEARCH representatives and was led by Hubert Aulich chairman of the Working Group 4.

The meeting featured presentations from Matthias Vetter from the Fraunhofer Institute and Philipp Strauß from the Institute for Solar Energy Technology who presented solar based mini-grid systems in isolated areas (including in developing countries Morocco, Egypt and Laos, as well as Greek Islands). The subsequent discussion focused on technology and project finance structure research needs to support sustained access to energy in developing countries – through mini-grid PV integrated applications. Another important part of the discussions concerned the opportunities for the group and the Alliance to push for the implementation of the 'Regulated Purchase Tariff' in a demonstration project.

The outcome of the meeting embodied a stronger partnership and understanding between DG RESEARCH and the working group on PV in developing countries and optimism that DG RESEARCH could support intended pilot research projects in the future.



## ACTORS FROM THE RURAL ELECTRIFICATION'S WORLD

*Marissa Jackson Ræstad is Senior Business Developer at Scatec Solar. She presents us the activities of her company, Scatec Solar, with a particular focus on a project they have recently implemented in India.*

### **Could you briefly introduce yourself as well as the company Scatec Solar and its interest in rural electrification?**

Working in the off-grid section of Scatec Solar, my focus is on rural electrification and developing the off-grid market in the developing world. I hold a Mastère Spécialisé in Energy Management from ESCP-EAP, BI Norwegian School of Management and IFP (French Petroleum Institute), and a BA in International Affairs and Economics from The American University of Paris. Previously I worked as the Managing Director of The Brussels Office, an EU Affairs consulting company in Brussels. I have worked and lived in several emerging market economies.

Scatec Solar is a global turn-key supplier of solar PV solutions, with headquarters based in Oslo, Norway. We are passionately devoted to offer clean and renewable power at a competitive price. We develop and deploy solutions that make solar energy an attractive and affordable alternative for

companies and communities worldwide. In addition to having developed more than 20MW of grid-connected solar parks, Scatec Solar is engaging in rural electrification in the developing world. We recently inaugurated two Community Solar Power Plants in rural India, outside Jhansi, Uttar Pradesh. We are working closely with Norwegian and Indian authorities regarding a larger demonstration project. The aim of such a project would be to come up with an effective incentive mechanism which would facilitate a large-scale roll-out of community solar power plants through public-private partnerships.

Scatec Solar is part of the Scatec Group, founded by Dr. Alf Bjørseth.

**Could you outline the technological set up of the projects that Scatec is currently carrying out in India?**

Scatec Solar is carrying out a pilot project in two villages in India, with the aim of gaining experience on technical, organisational and economic performance. The two Community Solar Power Plants are built with different distribution models: in Rampura, the power is distributed through a local mini-grid, while in Gopalpura, power is made available at a charging station where villagers can come and charge their electrical appliances. We are also testing out two different PV technologies, with multicrystalline modules in one village, and thin film modules in the other.

**What sort of benefits will these projects bring to local communities?**

The power will in the first stage be used for lighting, fans and entertainment/educational purposes (TV, radio, PC etc). The plants are however sized so that the villagers also may utilise the power to improve existing, or establish new, income generating activities. Scatec Solar is working closely with local NGOs who act as the door opener into the villages. The NGOs are working to mobilise the villagers to fully utilise the electricity to enhance economic activity and productivity in the villages. Until now, the only source of lighting in the villages has been kerosene lights. The arrival of electricity will significantly improve health conditions, especially for women and children, and will also enable school children to study in the evenings.

**How are tariffs set up to encourage local engagement with the project and ensure the longevity of the systems?**

The electricity tariffs have been set by considering the local willingness to pay, based on what the villagers have had to pay for conventional sources of energy, such as kerosene and diesel. Furthermore, the local revenue model is designed to at least cover operation costs, as well as the renewal of components. The aim is to test out a local revenue model that in time will generate a positive cash flow.

**How is the local government involved in the scheme? Is any support being offered?**

These two projects have been fully financed by Scatec Solar, as a learning project for the company. We are however in close dialogue with both Indian and Norwegian authorities regarding the next phase.



## NEWS FROM THE RURAL ELECTRIFICATION WORLD

### **Uganda Small Hydro projects**

A 7.5 megawatt hydro-power project on the Birara River has been contracted to the Norwegian firm, Jacobsen Eleckro AS. This is part of a 10 mini project scheme to be implemented country wide under the programme of rural electrification. The government has apparently decided to concentrate on small hydropower projects as opposed to large hydropower on account of their better environmental and political credentials.

<http://allafrica.com/stories/200902240770.html>

### **Gambia: Wind project in Bato-Kunku Way.**

The German Association for Rural Electrification in The Gambia carried out a philanthropic pilot project in the village of Batokunku. The project started in 1999 with the installation of under-ground network cables within the village, with the labour being carried out by the villagers. Then in 2005 a 4 KV transformer was installed followed by a 150 KVA wind converter with a total height of 41 meters. In 2008 a Power Purchase Agreement was signed between the villagers and the private company with the tariff just covering costs and any profit being fed back into the system for expansion, improvements or other social projects. Since August 2008 more than half the village has had continuous 24 hours power which has enables access to electricity for even people on very low incomes. The project is managed by a wind power village based institution responsible for technical and commercial aspects of the project. The association hopes to create more projects based on this successful and replicable set-up.

<http://allafrica.com/stories/200902240833.html>

### **European communication on Copenhagen climate change ambitions**

The European Parliament adopted the climate change and energy package in December 2008 which includes the provision that 20% of energy generated in Europe should come from renewable resources and CO<sub>2</sub> emissions should be reduced to 20% below 1990 levels by 2020. A recent communication from the European Commission (EC) outlines its objectives for the negotiations in Copenhagen in December 2009. With regards to developing countries, the EC will request that with the exception of the Least Developed Countries, they adopt emission reduction targets of 15-30% below business as usual levels for 2020. Countries should therefore put forward national low carbon development strategies, including specific actions to reduce emissions in key sectors by 2011. A new international Facilitative Mechanism for Mitigation Support should then match these plans to appropriate bilateral and multilateral funding mechanisms. Provisions which encourage the adoption of renewable energy resources are encouraged since the long-term benefits of such policies will outweigh the costs.

The EC also outlines the intention to push for the reform of the 'Clean Development Mechanism' with more advanced developing countries phasing out the project mechanism in favour of a crediting mechanism so as to pave the way for the development of cap and trade systems. Projects would continue in other developing countries but with more stringent guidelines to support only projects that create genuine emission reductions. ARE hopes to see renewable energy high on this agenda and will be pushing for its inclusion.

<http://europa.eu/rapid/pressReleasesAction.do?reference=MEMO/09/34&format=HTML&aged=0&language=EN&guiLanguage=en>

### **India looks to Solar**

In the face of a looming energy crisis brought on by rising fossil fuel prices and increasing demand, India has been promoting renewable energy resources. Despite being one of the world's top wind manufacturers, India is somewhat behind in solar energy. But at the current pace of 20% growth – India could emerge as the fourth largest market for solar energy after Germany, Japan and China. So far around 1.4 million solar Photovoltaic systems – totalling 110 MW peak capacity – have been installed largely in off-grid applications. With over 50,000 villages in India without electricity, solar power provides an effective means for energy access and improving living standards.

To encourage the uptake of these systems the Government has announced a Feed-in Tariff providing financial support up to INR 12 (ca. 0,18 €) per kWh for Solar PV projects promising a 10 year commitment with a cap of 50 MW (with some states offering a higher cap of up to 500 MW and a tariff of US\$0.27/kWh). On the supply side, the Government of India announced a semiconductor policy with incentives to attract foreign investment in the manufacturing of semiconductors, displays and solar technology. The solar industry will be the chief beneficiary of these announcements.

[http://www.yourrenewablenews.com/india+-+a+long+race+in+solar+power\\_21872.html](http://www.yourrenewablenews.com/india+-+a+long+race+in+solar+power_21872.html)

### **The Alliance for Rural Electrification recommends**

ARE recommends a new publication from Damian Miller:

Selling Solar – The Diffusion of Renewable Energy in Emerging Markets

“To solve the climate crisis, the world must make a wholesale shift to renewable energy technologies. For the industrialised world, it is essential. But with surging growth in emerging markets, this transformation takes on even greater urgency. The challenges – and opportunities – are immense.

Selling solar considers how such a shift might happen. Focusing on the case of solar photovoltaics it shows how at the start of the 21st century this promising technology began to diffuse rapidly in select emerging markets, after years of struggling to take off.”

“An extremely useful publication which provides a very valuable assessment of how solar energy can be harnessed on a large scale using market approaches. The book provides a useful direction by which the world could define a new energy future”

– R.K. Pachauri, Chairman, Intergovernmental Panel on Climate Change (IPCC)



## **RURAL ELECTRIFICATION AND RENEWABLE ENERGIES EVENTS: INCOMING APPOINTMENTS**

**1th – 13th March 2009 “Powering Africa: The Captive & Cogeneration Options”,** Hôtel Le Vendôme, Cape Town, South Africa. *Organisers: Energynet Limited ([www.energynet.co.uk](http://www.energynet.co.uk))*

Sub-Saharan Africa is blighted by inadequate power supply, which is not expected to improve anytime soon. Even South Africa has dramatically shattered its vaunted position as a surplus power producer, and is now in desperate need of additional capacity to support the countries’ economic growth. In this situation, industry is forced to look for alternatives to the state utility, but its options are limited. For industry to produce its own power is expensive, but it may be less costly for a company than shutting down production.

Therefore, PACO will examine the practicalities of how African industry can secure a reliable source of power through captive power & cogeneration schemes, which could form a critical part of a company's strategy for growth. In this conference, African governments are invited to engage in the debate on how best to meet the power needs of industry, as the essential driver of Africa's economic growth.

*For Information contact:*

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**20th - 22nd April 2009: 4th German-African Energy Forum "Creating a Sustainable Energy Partnership"**, Hamburg Chamber of Commerce (20th - 21st) / Hanover Fair (22nd), *Organisers: the German African Business Association ([www.afrikaverrein.de](http://www.afrikaverrein.de))*

Given the growing German-African cooperation in the energy sector, the German African Business Association continues to focus on these developments and is organising the 4th German-African Energy Forum, to be held in April 2009. The forum will seek to attract cooperation partners from Africa and Germany, to further direct the attention of the German energy industry to the potential of the African continent. After almost 100 participants in 2006, the number of delegates increased to more than 300 in 2008.

On the first two days of the event in Hamburg, the conference will bring together top-level speakers and representatives to present and discuss the numerous issues related to the African energy sector and the German-African energy cooperation (Renewable Energies, Power generation & Distribution, Energy Efficiency etc.)

The programme will be completed by the third day of the event in Hanover to spend a day at the world's largest energy & industrial fair ([www.hannovermesse.de](http://www.hannovermesse.de)). For the first time the German-African Energy Forum will be part of the "World Energy Dialogue", which is attended by high-ranking speakers from the industry, science and politics.

*For more information please contact:*

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**21-25 April 2009: "International Show of Renewable Sources of Energy and of Environment in Africa"**, Dakar, Senegal. *Organisers: Sinergie Afrique*

“This proposal is based on the desire to contribute towards the promotion of alternative sources of energy and towards the strengthening of environmental protective measures in Senegal and Africa. This step is even more crucial given the huge natural potential of the African continent in these areas.”

The event follows two previous International Salons on solar, wind and biomass sources of energy organised in 1983 and 1985 by EXCAF in Dakar. The objective of this salon is to provide a forum for information exchange and promotion for public and private users. In addition, the event seeks to promote investment, technology transfer and business to business relations.

The event will include:

- An international exhibition open to companies, international organisations and research & development structures;
- An international colloquy based on African concerns including energy, environmental issues and African focused alternative solutions.
- Partnership building encounters with a view to promote investments in renewable sources of energy and different sectors of the environment.

*For more information: [www.sinergie-afrique.com](http://www.sinergie-afrique.com) / E-mail : [info\(at\)sinergie-afrique.com](mailto:info(at)sinergie-afrique.com)*

**25 – 26 May, 2009: “Small PV-Applications - Rural Electrification and Commercial Use”** – University of Applied Sciences Ulm, Germany. *Organiser: OTTI*

The market for Small PV Applications, delivering light to remote rural homes or electricity for remote infrastructure equipment in industrialised and in developing countries is an interesting pillar of the PV world. Estimations speak of 150 MW of PV power which is installed annually in small off-grid applications and stable annual market growth rates of 10 to 15 percent are foreseeable, producing an annual turnover of well over one billion Euros.

The bigger part of this market segment is not dependant on political support for renewable energies: for small off-grid needs of electricity, PV is often the least cost solution on investment, operation costs and reliability aspects. Therefore, this symposium will be dedicated to the questions of small off-grid electricity supply with PV.

The Conference will focus on different issues from PV SHS to off-grid civil infrastructure, power for industrial infrastructure etc. The Alliance for Rural Electrification, which is already supporting the organisation of the “PV-Hybrid and Mini-Grid Conference”, also organised by the East Bavarian Technology Transfer Institute (OTTI), will be supporting this conference which coincides with our

mission.

*For more information please contact: [gabriele.struthoff-mueller@otti.de](mailto:gabriele.struthoff-mueller@otti.de) or visit the webpage: <http://www.otti.de/pdf/cfppva3273.pdf>*

**28th May 2009: “Off-Grid Power Conference”**, Intersolar trade fair, Munich, Germany.

The Off-grid Power conference is an international conference on power supply in developing countries. It takes place annually at the Intersolar trade fair in Munich, Germany.

Present at the event will be private companies, international organisations in development and infrastructure, non-governmental organisations and entrepreneurs in the field of off-grid power supply.

Finance, technical design and socio-economic conditions will be explored during the event, with a particular focus on “Micro-Finance”. Therefore, companies that are operating micro-finance projects in renewable energy supply will present their experiences. In addition, classical Micro-finance institutions will showcase their portfolios adapted to off-grid power supply. During the conference there will be sufficient time for networking and discussions on how to bring Micro-finance and off-grid power supply together.

ARE is a supporting organisation of this event and will contribute to the conference with a speaker.