To mobilise key decision makers as well as institutional and business representatives to further investments in off-grid renewables in the developing world, the Alliance for Rural Electrification (ARE) organised a high level Energy Access Investment Summit at ING Headquarters in Amsterdam, The Netherlands, on 12 April 2016.

Results and Key Recommendations from the ARE Energy Access Investment Summit:

The key recommendations summarised below are taken from the event’s discussions, and are focused on supporting the goal of expending energy access in developing countries through the design of appropriate business models, enabling environment and financial mechanisms:

1. **Promote strong partnerships between governments, private sector, donors, civil society and financing organisations** to consolidate and harmonize the rural electrification market.

2. **Support the developing world’s authorities to implement clear sustainable tariff structures, also for mini-grids, as well as transparency on grid extension plans**, as they are today the two main policy challenges faced. Sensibilisation work is needed to convince the authorities of their interest in clean rural electrification.

3. **Bring governments and institutions together to design innovative financial vehicles**, adapted to the market, transparent and accessible, such as small revolving capital pools or result based financing funds, to develop bankable business models and prepare the field for commercial investments.

4. **Creation of standardised finance access calculation tools for projects developer and investors.** To increase effectiveness of communication and negotiation it is highly recommended to create common source tools which will reduce the time to finalise and to sign projects with public support.

5. **Develop supporting tools to help commercial funder’s involvement**: foreign exchange hedging tools and base models for KPIs were mentioned as effective solutions.

6. **Invest in learning, to standardise and develop the market.** In particular, consolidating reliable data on consumption patterns and ability to pay, but also demand-assessment tools to design proper projects.

7. **Develop and promote matchmaking as well as knowledge sharing tools**, e.g. through business associations and/or national and regional platforms, to consolidate the market, and to close the gap between the various actors.

8. **Concurrently, improve the dialogue between sectors and stakeholders** through national platforms, to build on the potential synergies between development projects.

9. **Focus on understanding the needs of the community served when designing a project**, to develop adapted energy services offers and tariffs for households and rural businesses. Quality of the relationship with the community is essential to build viable projects, and to remain competitive compared to low-cost services and products.

10. **Develop attractive financing mixes by bringing together different financial partners, and strong investment structures** to derisk investments, make it easier to invest over time, and attract investors.