

2020

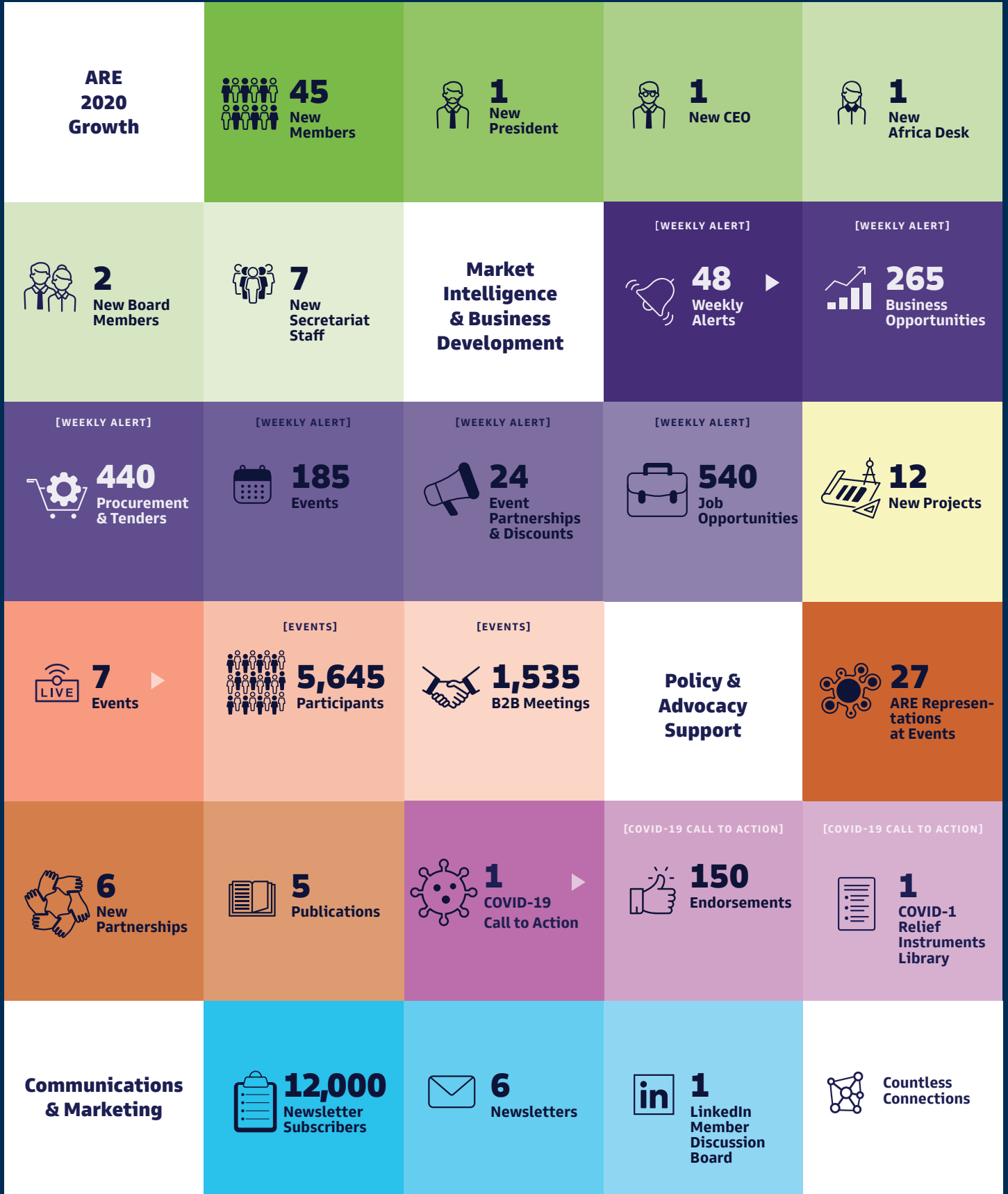
**ARE**

Annual  
Report



Alliance for  
Rural  
Electrification  
*Shining a Light for Progress*

# ARE in 2020 Annual Report



# Joint message from the President & CEO

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**The year 2020** will be a year everyone will remember. Not least because of how the COVID-19 pandemic has impacted the decentralised renewable energy (DRE) sector, but also how the sector has proven its remarkable resilience in the face of hardship and its readiness to bounce back and continue delivering on energy access to those who need it the most.

In reaction to the initial drying up of funds in the sector and restrictions on movement on an international scale, ARE led a Call to Action and a health and energy campaign to support the DRE sector, gathering colossal support from across the sector and the world. It has also been a driving force behind many policy initiatives to this end.

Indeed, the current crisis triggered by COVID-19 has put in peril both DRE projects that currently power essential services to millions of people, as well as the future of the sector, endangering the achievement of not just SDG-7 but all of the 2030 Sustainable Development Goals (SDGs). That is why the DRE sector cannot be allowed to fail.

The COVID-19 pandemic hit ARE very hard too. Our flagship annual Energy Access Investment Forum scheduled to take place in March 2020 had to be postponed because of international travel restrictions. How then do we continue our activities when a large part of our projects involve travel, political

and business dialogue as well as events around the world? The onset of the pandemic set us back, but we were determined to see us through. Like many of our counterparts, all our work moved online. And one thing is certain: if we stand together, we can surmount anything.

The year 2020 also marks an exciting time within the secretariat: David Lecoque was appointed as ARE's new CEO. The confirmation of leadership is an acknowledgement of the major strides that David and the ARE team have made in 2020 to make ARE stand out as the inclusive, big-tent business association for DRE actors working towards rural electrification in developing countries. It also underpins ARE's renewed vigour to unite the DRE sector and create concrete value for its fast-growing membership (175+ and counting); to work with governments and development partners on improving market conditions to achieve clean energy access (SDG-7); and build win-win partnerships on the regional and national level, including with national DRE business associations.

COVID-19 has been a wake-up call everywhere that we cannot be complacent and expect we will reach our objectives if we just do our day-to-day work. If the world is to achieve the UN SDGs and particularly universal access to clean energy, every government, (development) financier, company and NGO must turbocharge its efforts and

go all-in to bring quality, affordable and clean power to those who are still today without it. Access to energy powers lives and economic development and ARE stands ready to work with anyone who is keen to help deliver it.

We would like to thank our committed and growing team and the incredibly strong and dedicated backing from the visionary ARE Board – without whom none of these achievements would have been possible. Despite all challenges in 2020, ARE has managed to grow considerably and multiply its impact in the market through a high-intensity schedule of activities, major policy initiatives and boost concrete business collaboration and advocacy to deliver on SDG-7 (see ARE in 2020 overview).

Moreover, throughout 2020, ARE expanded into new topics (health and gender), regions and countries including through the creation of the ARE Africa Desk in cooperation with the African Development Bank at its HQ in Abidjan, aiming to boost African DRE businesses and access to finance to scale up clean rural electrification. This first-ever regional ARE Desk will provide the blueprint and lessons learnt to build additional regional desks throughout the world in the future.

In conclusion, 2020 was a year of profound and structural change inside ARE, shaking things up for the better. Crucially, it was also a year where the sector demonstrated its drive to survive – underlying again its resilience and merit to attract much more in-

vestment to achieve the all-important goal of SDG-7. The groundwork at ARE – the oldest and largest sector federation for rural electrification – is now in place to soar and shine even brighter in 2021 and the years to come.

In this light, ARE strives to deepen and expand its activities, services, presence and events in Sub-Saharan Africa, South and South-East Asia and Latin America, as well as broaden its scope to include technology and innovation alongside policy, business and finance for rural electrification. To do so, ARE will continue to bring together all the renewable technologies and all types of stakeholders from start-ups to blue-chip corporates including tech suppliers, project developers and financiers, working across emerging markets.

Our big and growing family of ARE Members means ARE is a beehive of activity, business partnerships and innovation, and allows ARE to credibly position itself and its Members as the ‘SDG-7 delivery service’, provided the right conditions are met.

We wish you great success in 2021, stay safe and don’t hesitate to get in touch with any proposals to turbocharge clean rural electrification in this year of hope!



**Claudio Pedretti**  
President - ARE



**David Lecoque**  
CEO - ARE

# A look back at 2020



Event



Call to Action



News



Publication



Webinar



## ARE Annual General Assembly

17 March 2020

The Annual General Assembly for Members was held for the first time virtually. The meeting was the first of many online meetings in 2020. It is a place for the Secretariat to present its work over the last year, the results, membership development and budget. Claudio Pedretti was elected to lead as ARE's new president.

## Global outbreak of COVID-19

February 2020

Global recognition that COVID-19 is a crisis and would create a series of perpetual disruptions to the energy access sector including travel restrictions, businesses and jobs at risk and need for immediate financial relief.



## Off-Grid Renewable Energies to achieve SDG-7 & SDG-13: Cheaper, Cleaner & Smarter

27 March 2020

New evidence from the GIZ, Reiner Lemoine Institute and the greenwerk study "Off-Grid Renewable Energy for Climate Action" shows that off-grid renewable energy solutions, such as clean energy mini-grids and solar home systems have significant environmental, practical, economic and socio-economic merits over grid expansion.

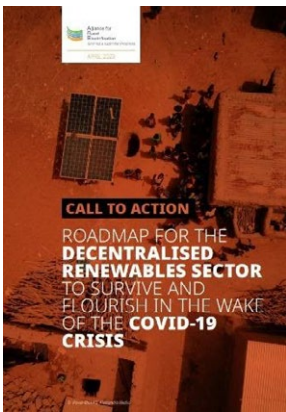


## Roadmap for the DRE Sector to Survive & Flourish in the Wake of the COVID-19 Crisis

Throughout 2020



The current crisis triggered by COVID-19 has put in peril both DRE projects that currently power essential services to millions of people, as well as the future of the sector, endangering the achievement of not just SDG-7 but all of the 2030 Sustainable Development Goals. That is why the DRE sector cannot be allowed to fail. With this Call to Action, ARE with the backing of more than 150 public, civil society and private sector partners strive to provide an answer, by putting forward actionable recommendations for governments, funders and philanthropies to act decisively, to do their part and to make sure that this historic opportunity is grasped.



### ARE announces new interim CEO 4 June 2020

ARE announced that David Lecoque, formerly the Senior Manager Policy & Business Development at ARE, was selected by the ARE Board of Directors to lead the association as interim CEO. The change of leadership and title is a response to the current challenges facing the industry and the Alliance's evolving medium- and long-term strategy to enhance its support to the industry to face these challenges.



### Electrifying Rural Health Facilities: Ongoing Initiatives & Innovative DRE Solutions

18 June 2020

With 485 participants and speakers from around the world, the ARE webinar focused on sharing evidence and lessons learnt on the ability of DRE to fast-track delivery of sustainable and reliable power for rural health facilities in emerging markets. The webinar was organised with the support of GET.invest.



### Energy Access COVID-19 Relief Summit 15-16 July 2020

More than 1,200 energy access representatives assessed the pandemic's impact on businesses and consumers, stressing the sector's role in (re)building sustainable, resilient communities and economies. The two-day summit was organised by ARE and GOGLA with support from GET.invest and in partnership with AMDA, ESMAP, GDC, SEforALL and the Clean Cooking Alliance. Participants met in 600 online matchmaking meetings, organised by GET.invest.





## Roundtable on GET.invest Support Instruments for the DRE Sector

22 July 2020

The roundtable discussion attracted 240 participants. With discussants from private sector DRE companies, as well as from the GET.invest Finance Catalyst, the webinar featured feedback from ARE Members on support instruments needed, especially in the face of COVID-19.



## Funding & Fast-Tracking Health Facility Electrification in Sub-Saharan Africa

28 July 2020

The webinar, which brought together 300 participants, focused on how funding for projects to electrify rural health facilities can be structured and fast-tracked. The webinar was organised with the support of GET.invest.



## Best Practices for Electrifying Rural Health Facilities with Decentralised Renewables

28 July 2020

By showcasing 16 case studies from ARE Members, as well as providing core recommendations for international funding partners, philanthropies and governments building on those, this publication aims to:

1. Demonstrate the ability of DRE solutions to quickly deliver sustainable, reliable power to rural health care facilities, helping such projects to attract more investment
2. Serve as inspiration for new DRE projects and support vulnerable communities in their fight against and subsequent recovery to the global health crisis



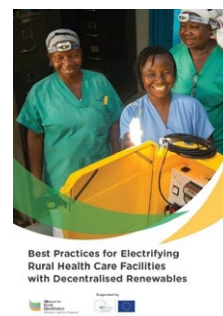
## David Lecoque to lead as ARE's new CEO

17 September 2020

David Lecoque was selected by the Board of Directors to lead the DRE industry association as CEO. The decision comes after three months of transition where David Lecoque served as interim CEO.

The confirmation of leadership is an acknowledgement of the major strides that ARE has made in the last few months and underpins ARE's renewed vigour to unite the DRE sector and create concrete value for its fast-growing membership (170+ and

counting); to work with governments and development partners on improving market conditions to achieve clean energy access (SDG-7); and build win-win partnerships on the national and regional level, including with national DRE business associations.



The publication was published by ARE with the support of GET.invest.



## Women Entrepreneurs as Key Drivers in the DRE Sector

24 September 2020

ARE Members, as well as ENERGIA and UNIDO, shared best practices from innovative entrepreneurs embedding gender in their business models, thus spurring discussion on best practices to promote gender equality in the DRE sector to 230 participants. The webinar was organised with the support of GET.invest.



## ECOWAS Sustainable Energy Forum

24-26 November 2020

ESEF2020 helped raise awareness about the progress made by ECOWAS member states toward achieving sustainable energy targets set for 2030.

11 ARE Members spoke in the highly diverse panels. With almost 1,200 participants registered, participants could also set up B2B matchmaking meetings.



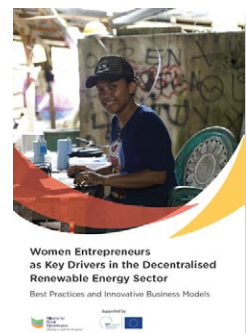
## Women Entrepreneurs as Key Drivers in the DRE Sector

26 November 2020

By showcasing 17 case studies from ARE Members, as well as providing core recommendations for DRE companies, CSOs, private investors and international funding partners building on those, this publication aims to:

- Highlight the essential role that women play in energy access and sustainable socio-economic development in rural communities.
- Serve as inspiration for innovative gender-sensitive approaches to consolidate gender equality at each level of the DRE supply chain.

The publication was published by ARE with the support of GET.invest.







## OFF-GRID Expo + Conference 2020

4-6 December 2020

OEC is a unique, international event for off-grid enthusiasts of self-sufficient power supply who are looking for contacts and who are hungry for knowledge. OEC was first launched in 2011 as a workshop. Since 2020, ARE, in collaboration with Messe Augsburg, is the official conference partner of OEC. In total, more than 500 participants from 46 nations

took part in the three-day virtual event and 150 B2B meetings took place jointly organised by ARE and UNIDO ITPO Germany.



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# Board of Directors

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## President



**Claudio Pedretti**

CEO  
Green Climate Ventures

## Board Members



**Alexis Rehbinder**

PV Project Manager  
Générale du Solaire



**Emily McAteer**

CEO & co-Founder  
Odyssey Energy Solutions



**Irene Calvé Saborit**

Co-Founder & CBDO  
Sunkofa Energy



**Prosper Magali**

Director of Projects & Business  
Ensol Limited



**Rebecca Symington**

Trustee  
Mlinda Charitable Trust



**Steve Wasira**

Business Development  
Vice President  
Virunga Power

# New Leadership & Secretariat



**David Lecoque**  
CEO

Global Headquarters | Regional Offices & Experts

Communications & Marketing Department

Policy & Business Development Department



**Ling Ng**  
Project & Comms Manager



**Jens Jaegar**  
Policy & BD Manager



**Gabrielle Pammesberger**  
Lead for Africa



**Amanda Soler**  
Project & Comms Officer



**Deepak Mohaptra**  
Policy & BD Officer



**Molly Hope**  
Comms & Marketing Assistant



**Inès Van Oldeneel**  
Policy & BD Assistant

**ARE is a  
member-led  
association**

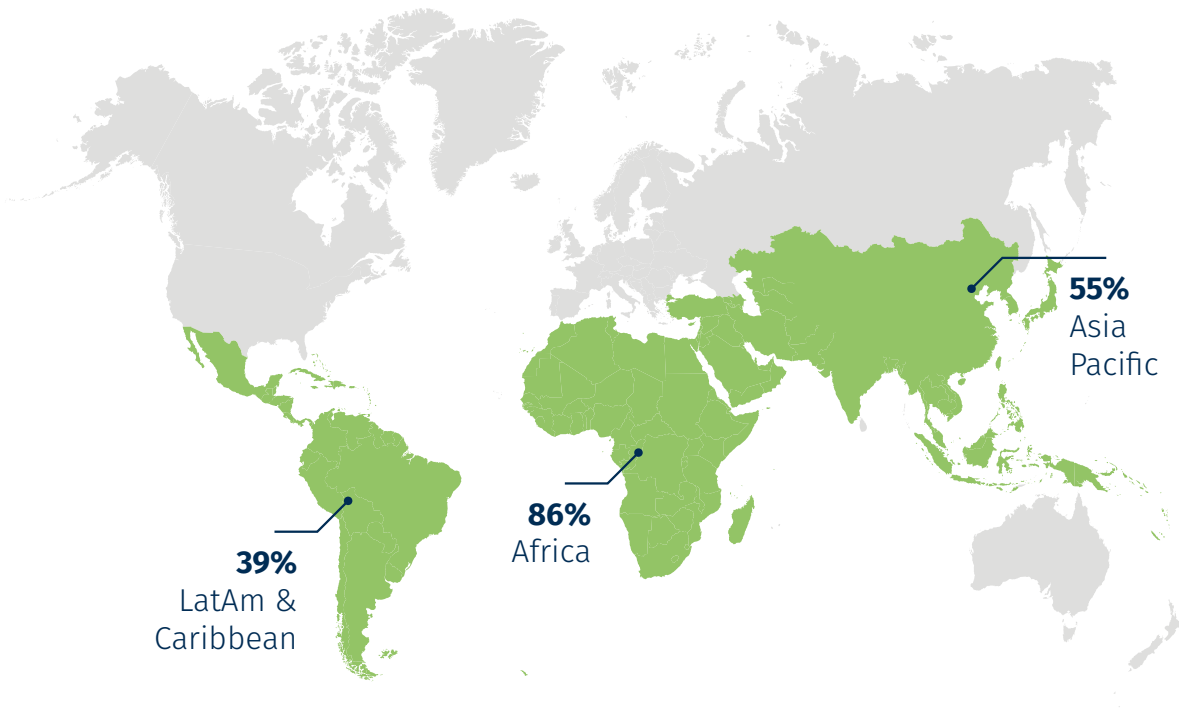
**#1**  
Decentralised  
renewable energy  
association

**175**  
Members

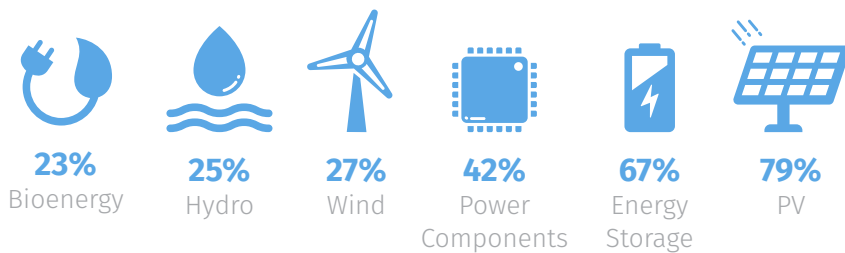
**55**  
Countries

**3**  
Continents

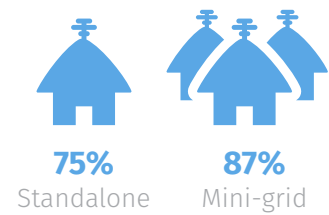
## ARE Members' Regional Focus



### Technologies



### Systems





Rue d' Arlon 63  
1040 Brussels, Belgium  
Tel: +32 2 400 10 00  
E-mail: [are@ruralelec.org](mailto:are@ruralelec.org)

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