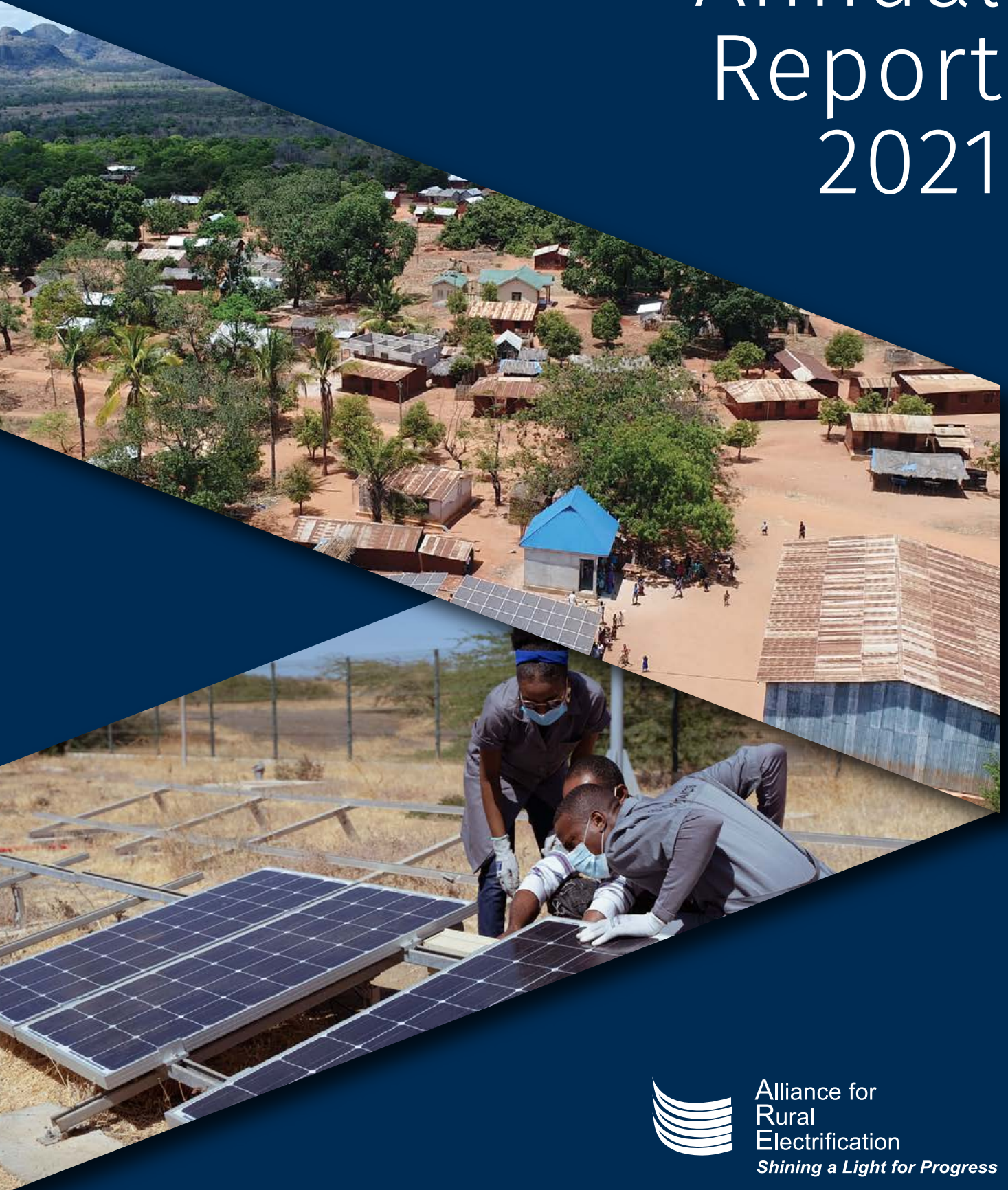



























ARE Annual Report 2021



Alliance for
Rural
Electrification
Shining a Light for Progress

ARE in 2021 Annual Report

<p>ARE 2021 Growth</p>	 <p>67 New Members</p>	 <p>4 New Board Members</p>	 <p>11 Secretariat Staff</p>	 <p>1 Financier Circle</p>
<p>Market Intelligence & Business Development</p>	<p>[WEEKLY ALERT]</p>  <p>51 Weekly Alerts</p>	<p>[WEEKLY ALERT]</p>  <p>188 Business Opportunities</p>	<p>[WEEKLY ALERT]</p>  <p>449 Procurement & Tenders</p>	<p>[WEEKLY ALERT]</p>  <p>21 Event Partnerships & Discounts</p>
<p>[WEEKLY ALERT]</p>  <p>756 Job Opportunities</p>	<p>[ARE EVENTS]</p>  <p>14 ARE Events</p>	<p>[ARE EVENTS]</p>  <p>7,300 Participants</p>	<p>[ARE EVENTS]</p>  <p>1,700 B2B Meetings</p>	<p>[WEEKLY ALERT]</p>  <p>1 Job Platform</p>
<p>Policy & Advocacy Support</p>	<p>1 ENERGY COMPACTS</p>	 <p>24 ARE Interventions</p>	 <p>22 International & National Partnerships</p>	 <p>10 Regional Partnerships</p>
 <p>40 Articles in Global Media Outlets</p>	 <p>7 Publications</p>	 <p>1 DRE Recovery Campaign</p>	 <p>1 Clean Energy Mini-grid Policy Guide</p>	 <p>2 Member-only Knowledge & Investment Trainings</p>
<p>Communications & Marketing</p>	 <p>14,000 Newsletter Subscribers</p>	 <p>7,000 Monthly Website Users</p>	 <p>23,000 Social Media Followers</p>	 <p>1 LinkedIn Member Discussion Board</p>

Joint Message from the President & CEO

At the start of yet another remarkable year, it is time to take stock to reflect on the successes and challenges that have come our way. For ARE, 2021 was a year of hope as well as action empowering the decentralised renewable energy (DRE) sector to survive and flourish.

As the sector's oldest and largest business association bringing together distributed renewable energy actors across the whole value chain throughout emerging markets, ARE celebrates the sector's resilience and innovation illustrated by the **major increase in ARE membership to 185 in 2021**.

Harnessing the power of the private sector, ARE addresses some of the greatest challenges of our time: electricity access for all (SDG-7), job creation (SDG-8), as well climate mitigation and adaptation (SDG-13). On the occasion of the UN High-level Dialogue on Energy in June 2021, ARE announced its firm commitment to these objectives through an **Energy Compact** and pledged to enable the private sector to deliver sustainable electricity services to at least 500 million additional people, catalyse the creation of at least 5 million green jobs, and avoid at least 1 billion tonnes of CO₂e emissions by 2030.

Progress is rooted in targeted action and 2021 demonstrated ARE's firm commitment to just that. At the beginning of the year, ARE organised both its first **Rural Electrification**

Masterclass, and its first **Technology & Innovation Forum** (TIF) which attracted more than 1,000 participants and enabled business partnerships and exchange of knowledge across continents.

ARE also initiated its **Financier Circle**, bringing together leading investors in DRE to strategise and come together for concrete activities and actions on the ground. Furthermore, our landmark **Energy Access Investment Forum** (EAIF), through its revamped concept, proved itself as a beehive of activity for business partnerships and investments attracting an astonishing 1,300+ participants. The newly launched **ARE Investment Academies** too aimed at improved access to finance in the sector empowering SMEs in the ARE membership and improving their finance readiness.

Overall, 2021 was an exciting time for ARE, where we deepened and expanded our activities, services, and presence in Sub-Saharan Africa, South and South-East Asia and Latin America with **brand new partnerships, events, and publications**, as demonstrated by activities at the regional and national level, such as the leading study by ARE and Inter-American Development Bank (IDB) on the status of off-grid renewables in Latin America & the Caribbean, the Sustainable Energy Forum for East Africa (SEFEA), the Green People's Energy policy webinars and the Rural Electrification Forum in Madagascar (FERM).

On that note, 2021 was also a year where we spectacularly **expanded our partnerships with governments, regional and national organisations** to mobilise investments in the DRE sector. This included a landmark MoU with International Renewable Energy Agency (IRENA) epitomised by a collaboration on the International Off-grid Renewable Energy Conference & Exhibition (IOREC) and new agreements with ACER (Cameroon), ACERD (DRC), AISER (Benin), AMER (Mozambique), BUREAU (Burundi), CLUB-ER, COPERES (Senegal), REAN (Nigeria), SIAZ (Zambia), UNREEA (Uganda), TAREA (Tanzania).

ARE's global advocacy and policy efforts have achieved strengthened synergies amongst members, partners and the DRE sector and demonstrate thought leadership, notably through ARE's role as voice of the DRE sector as well as **targeted campaigns** such as the DRE Recovery Campaign, DRE for Inclusive and Sustainable Mining, Clean Energy Mini-Grid Policy Development Guide, DRE to Boost Agri-sector Productivity and market intelligence tools such as first-ever Togo DRE Actors Phonebook.

In addition, 2021 saw a great breakthrough in marketing activities of ARE. We are proud of our **digital marketing growth**: 7,000 monthly website visitors and 23,000 social media followers. Members today receive extensive visibility through our channels. We continue to keep our members posted about the latest business opportunities, tenders, events with curated ARE discounts, sector news and job opportunities.

Through this message, I would like to thank our committed and growing team and the strong backing from the visionary ARE Board. Looking back on 2021 with a sense of accomplishment, we start 2022 with optimism and revived hope. We stand ready and strong to embrace the challenges it may bring and remain as committed as ever to scale universal reliable, affordable and clean energy access.

Last but not least, I would like to extend an enormous thank you to our members for their insightful contribution to our sector discussions and key partners who have empowered ARE's astounding 2021 achievements. In the next three years, ARE charts the course to massively scale up the ability of the private sector to concretely deliver on sustainable universal electrification, paving the road to 2030. A fervent believer in the necessity and power of an unprecedented alliance of the public, private and non-profit sector, we invite your organisation to work together to realise this unprecedented opportunity. It is time to build a legacy, making energy poverty an aberration of the past.



Claudio Pedretti
President
Alliance for Rural
Electrification



David Lecoque
CEO
Alliance for Rural
Electrification

A look back at 2021



Event



Partnership



Training



Webinar



Publication



News



ARE & TAREA (Tanzania) Sign MoU

12 January 2021



ARE & European Space Agency Sign MoU

6 January 2021



ARE Technology & Innovation Forum

ARE Technology & Innovation Forum (TIF)

27-28 January 2021

TIF 2021 provided an important opportunity to shed light on and stimulate stakeholders' thinking about how they can contribute to furthering innovation and progress in promoting investment in DRE systems.

- 1,000+ participants
- 200+ matchmaking sessions



Rural Electrification Masterclass

8 March 2021

To enable mutual learning opportunities for UK and other DRE companies, ARE and Energy Catalyst organised an online masterclass.



6th ARE Energy Access Investment Forum

17-18 March 2021

The event brought together the private and public sector to debate the latest financing trends and developments in rural electrification sector, do business and boost clean energy access globally.

- 1,300+ participants
- 500+ matchmaking sessions
- 70 speakers



6th ARE Energy Access Investment Forum



ARE & AISER (Benin) Sign MoU

1 April 2021



EU-Africa Business Forum

16-21 April 2021

ARE organised a side event at the high-level event of EU Africa Business Forum to discuss and contribute to Africa's green recovery in the aftermath of the COVID-19 pandemic.



PWCET Series – The Importance of DRE in Achieving the SDGs

20 April 2021

The launch event of the PWCET Series, co-organised by ARE and Green People's Energy, brought together key stakeholders to discuss DRE systems to respond to increased energy demand in Sub-Saharan Africa and power the green recovery after the pandemic.

- 200+ participants
- 6 speakers



ARE Annual General Assembly

28 April 2021

Claudio Pedretti was re-elected as ARE President. ARE also welcomed four new valuable Board Members: Yoann Le Fol, Rebecca Bregant, Rebecca Slegers and Iain Munro.



Directory: Actors of the Renewable Energy Sector in Togo

14 May 2021

ARE in partnership with GIZ ProEnergie in Togo launched a directory of players in the renewable energy sector in Togo. The directory features key local stakeholders such as government agencies, local businesses, associations and civil society.



ARE & REAN (Nigeria) Sign MoU

18 May 2021



Catalysing Private Sector Investments in DRE to Close the Energy Access Gap

21 June 2021

The session, organised by ARE at the UN High Level Dialogue on Energy, focused on how to further mobilise private sector investments in energy access and shed light on the need for investment readiness support for DRE companies to absorb investments in the sector.

- 400+ participants
- 10 speakers



Sustainable Energy Forum for East Africa (SEFEA)

22-24 June 2021

Experts brought deep insights into the role of DRE in achieving SDGs in the East African Community.

- 1,100+ participants
- 300+ matchmaking sessions
- 50+ speakers



ARE & SIAZ (Zambia) Sign MoU

28 June 2021



ARE announces Bold Energy Compact at the UN HLDE2021 Ministerial Forum

1 July 2021

As part of its Energy Compact, ARE has pledged to enable the private sector to deliver sustainable electricity services to at least 500 million additional people in its three focus regions, catalyse the creation of at least 5 million green jobs, and avoid at least 1 billion tonnes of CO_{2e} emissions by 2030.



PWCET: Stimulating Demand for PURE Solutions in Local Communities

7 July 2021

The webinar delved into what it takes to stimulate demand for and an uptake of productive use of renewable energy (PURE) solutions in rural communities.

- 800 participants
- 8 speakers





Speaking at CNBC: The Roads to Carbon Neutral

20 September 2021

ARE CEO David Lecoque makes the case for DRE hybridisation in the 7th episode of 'The Roads to Carbon Neutral', an original CNBC Catalyst series.



Investment Academies: Improving Access to Finance for SMEs

22 September – 13 October 2021

The academy enabled learning opportunities for local early-stage SMEs active in the DRE sector in Sub-Saharan Africa, providing capacity building and training on how to access financing for their businesses and projects and on the development of bankable funding proposals.



The Economist: Future of Energy Week

4-7 October 2021

ARE CEO David Lecoque joined the discussion on the role of partnerships in shaping the energy transition and how Asia fared in reaching its SDGs on affordable and clean energy.



Intersolar Europe

6-8 October 2021

ARE exhibited at the world's leading exhibition of the solar industry and connected with solar energy sector, ARE Members & Partners in Munich, Germany.



GET.invest launches Burundi Country Window with ARE and BUREA

7 October 2021



PWCET: Regulation & Policies to Achieve a Clean Energy Transition with DRE

13 October 2021

The webinar brought together experts from Germany, Ethiopia, Ghana, Namibia and Nigeria to discuss effective regulatory and policy development mechanisms and the shortcomings that are relevant for the wider rollout of DRE solutions.

- 150 participants
- 8 speakers



Forum de l'électrification rurale à Madagascar (FERM)

20-21 October 2021

FERM showcased the potential of the DRE market in Madagascar and connected key financial and technical players to do business.

- 300 participants
- 50+ matchmaking sessions



DRE Recovery Campaign: Shifting Towards a Sustainable Electricity Sector to Power Greener, Equitable Economies

November 2021 – June 2022

ARE and GET.invest joined forces to support international funding partners, politicians, government officials, investors and other relevant stakeholders around the world shape their COVID-19 green recovery initiatives.



Launch of Cornerstone of Rural Electrification (CORE) at COP26

20-21 October 2021

ARE, ICA, IRENA, SEforALL, UNEP and UNIDO launched CORE to address the immense capacity building and technical assistance needs to support the sustainable development of DRE systems worldwide.



Financing Sustainable Energy Access: Building Resilient and Net-zero Local Economies Session at COP26

9 November 2021

In the framework of COP26, ARE, GET.invest and the European Commission with the support of ElectriFI organised a session highlighting the impact of EU financial mechanisms for private companies to accelerate rural electrification efforts.

- 120 participants
- 7 speakers



ARE Evening Reception at COP26

9 November 2021

ARE organised an evening reception in Brussels to welcome representatives from the ARE Membership, the European Commission, EDFI ElectriFI, Enabel and GET.invest to network and do business.



Status of the Off-grid Renewable Energy Market in Latin America & the Caribbean

10 November 2021

ARE and IDB joined forces to develop a market assessment on the status of the off-grid renewable energy market in the LAC region.



ARE & COPERES (Senegal) Sign MoU

18 November 2021



OFF-GRID Expo + Conference 2021

1-2 December 2021

As a partner of OEC, one of the most important meetings of the off-grid industry, ARE organised the conference and business matchmaking in Augsburg, Germany.

- 900+ participants
- 50+ exhibitors



PWCET: Capacity Building to Support Sustainable Implementation of DRE Solutions

2 December 2021

This webinar took place in hybrid format at OEC. The event engaged experts from the industry to outline the need for and importance of capacity building for the DRE sector.

- 35 registrations
- 8 speakers



DRE Solutions for Inclusive and Sustainable Mining

3 December 2021

UNIDO ITPO Germany and ARE highlight the opportunity for mining companies and renewable energy solution providers to enter into partnerships to move towards a responsible and inclusive mining sector.



ARE & IRENA Sign MoU

7 December 2021



International Off-grid Renewable Energy Conference (IOREC)

7-9 December

Participants and panellists shared their experience and best practices on enabling policies, tailored financing, innovation in business models. ARE was the industry partner of the event and organised virtual networking sessions.

- 1,100+ participants
- 150+ networking sessions



International Partners



Regional Partners



National Partners



Board of Directors

President



Claudio Pedretti
CEO
Green Climate Ventures

Vice Presidents



Alexis Reh binder
PV Project Manager
Générale du Solaire



Rebecca Bregant
Co-founder & CMO
PineBerry

Board Members



Iain Munro
Strategy Director
Ryse Energy



Irene Calvé Saborit
Co-Founder & CBDO
Sunkofa Energy



Prosper Magali
Director of Projects &
Business
Ensol Limited



Rebecca Slegers
Public Relations Manager
Africa GreenTec



Stephen Wasira
Vice President
Virunga Power



Yoann Le Fol
Regional Manager
West & Central Africa
Victron Energy

New Leadership & Secretariat



David Lecoque

CEO



Jens Jaeger

Director of Policy &
Business Development



Ling Ng

Director of
Communications & Marketing

Policy & Business Development



Deepak Mohaptra

Policy & Business
Development Officer



Amanda Soler Guzman

Project & Communications
Officer



Inès van Oldeneel

Policy & Business
Development Assistant



Estrella Fernandez

Finance, HR & Admin



Sandisiwe Moyo

Policy & Business
Development Intern



Meric Gonul

Policy & Business
Development Intern



**Diana El Malaki
Hossain**

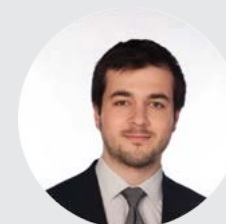
Policy & Advocacy Intern

Communications & Marketing



Molly Hope

Communications
& Marketing Assistant



Okan Özkan

Communications
& Marketing Assistant

Africa Desk



Gabriele Pammesberger

Lead for Africa

Annex I: Board of Directors

Name	Term	Function
Claudio Pedretti	2021 – 2022	President
	2021 – 2025	Board Member
Alexis Rehbinder	2021 – 2022	Vice President
	2020 – 2022	Board Member
Rebecca Bregant	2021 – 2022	Vice President
	2021 – 2023	Board Member
Prosper Magali	2018 – 2022	Board Member
Iain Munro	2021 – 2022	Board Member
Stephen Wasira	2020 - 2022	Board Member
Rebecca Slegers	2021 – 2023	Board Member
Irene Calvé Saborit	2020 – 2024	Board Member
Yoann Le Fol	2021 – 2022	Board Member

Annex II: New Leadership & Secretariat

Name	Country	Term	Function
David Lecoque	Belgium	2020 – present	CEO
		2013 – 2020	Senior Policy & Business Development Manager
Ling Ng	UK, Belgium	2014 – present	Director of Communications & Marketing
Jens Jæger	Denmark	2016 – present	Director of Policy & Business Development
Deepak Mohapatra	India	2019 – present	Policy & Business Development Officer
Amanda Soler Guzman	Spain	2019 – 2022	Project & Communications Officer
Inès Van Oldeneel	Belgium	2020 – present	Policy & Business Development Assistant
Sandisiwe Moyo	Germany	2021 – present	Policy & Business Development Intern
Okan Özkan	Turkey	2021 – present	Communications & Marketing Assistant
Gabriele Pammesberger	Austria	2020 – present	Lead for Africa
Estrella Fernandez	Peru	2021 – present	Finance, HR & Admin
Diana El Malaki Hossain	Spain	2021 – present	Policy & Advocacy Intern
Meric Gonul	Turkey	2021 – 2021	Policy & Business Development Intern
Molly Hope	UK	2020 – 2021	Communications & Marketing Assistant



Alliance for
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Electrification

Shining a Light for Progress

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