



ANNUAL REPORT

2023



A snapshot of 2023

ARE 2023 Growth	48 New Members	3 New Board Members	12 Secretariat Staff	1 Financier Circle	Market Intelligence & Business Development	50 Weekly Alerts	[Weekly Alert] 142 Business Opportunities	[Weekly Alert] 507 Procurement & Tenders	[Weekly Alert] 12 Event Partnerships & Discounts
[Weekly Alert] 462 Job Opportunities	19 ARE Events	[ARE Events] 8,465 Participants	[ARE Events] 617 B2B Meetings	1 Africa Desk	Capacity Building	116 Trainees at ARE Investment Academy	1,203 Participants at Innovation for Electrification Webinars	2,293 Practitioners Trained by CORE Initiative	50 Attendees at Finance for Electrification Meeting
Policy & Advocacy Support	31 ARE Interventions	34 Partnerships	8 Campaigns	5 Policy Contributions	Communications & Marketing	19,800 Newsletter Subscribers	8,000 Monthly Website Views	33,000 Social Media Followers	117 Members in LinkedIn Discussion Group

MESSAGE FROM THE ARE CEO

Dear Members, Partners, and Friends,

It is our pleasure to share some reflections and highlights from a particularly intense year for the Alliance for Rural Electrification (ARE). Building on the achievements and constructive changes, including the expansion of ARE's activities, membership, and collaborations, 2023 marked growth and progress at ARE.

Currently, 675 million people worldwide lack access to electricity, and the International Energy Agency identifies distributed renewable energy (DRE) solutions as the most cost-effective means for providing power to over half of those in need. In view of this, our commitment to promoting DRE solutions was unwavering in 2023, backed by a diverse array of activities including impactful campaigns, events, webinars, trainings, workshops, publications, business delegations, policy contributions, public-private dialogues, and more. During the year, we also welcomed **48 new Members** who share our dedication to advancing sustainable global renewable electrification.

ARE PUSHES FOR INVESTMENTS IN DEVELOPING COUNTRIES

Achieving universal energy access by 2030 requires substantial investments. The [United Nations](#) estimates an annual investment of **USD 35 billion**, necessitating a significant role for the private sector. In this regard, our flagship event, the Energy Access Investment Forum (EAIF) 2023, played a pivotal role in forging business and investor partnerships, fostering collaboration for renewable electrification, economic growth, and decarbonisation.

In addition, we went beyond our established events last year and deepened our engagement in national markets, especially by organising on-site events in Burundi and Eswatini. We also actively participated in COP 28, contributing to discussions on fast-tracking clean energy investments and fighting against climate change worldwide.

[...] the International Energy Agency identifies DRE solutions as the most cost-effective means for providing power to over half of those in need.

CAPACITY BUILDING ACTIVITIES OF ARE AT THE FOREFRONT

In 2023, our commitment to capacity building manifested in initiatives such as the Innovation for Electrification (I4E) Webinar Series and ARE Investment Academy which particularly targeted SMEs. In total, more than **1,200 participants** joined I4E Webinar Series, while **116 trainees** received exclusive training at the ARE Investment Academy throughout the year.

Additionally, the Cornerstone of Rural Electrification Initiative (CORE), managed by ARE, trained **2,293 practitioners** across various countries in Africa, Asia, and Latin America and played a crucial role in bridging the skills gap in the DRE sector. Simultaneously, ARE, with its Partners, launched the Grid Efficiency & Resilience Initiative (GEAR) to enhance the efficiency, reliability, and resilience of electricity grids through technical assistance to utilities and governments.

A YEAR FILLED WITH ARE'S POLICY & ADVOCACY CAMPAIGNS

involvement in the EU Global Gateway Business Advisory Group on Climate & Energy underscored our commitment to public-private cooperation on a global scale.

During 2023, ARE took centre stage with its policy & advocacy support, engaging in campaigns on renewable electrification, DRE job generation, and market development. **Our involvement in the EU Global Gateway Business Advisory Group on Climate & Energy underscored our commitment to public-private cooperation on a global scale.** Additionally, our collaborations with organisations like KAS and UNIDO contributed to advancing the DRE agenda worldwide.

ARE SHINES A SPOTLIGHT ON THE DRE SECTOR

Marketing and communications activities at ARE marked a breakthrough with the launch of ARE's **brand new website** and the exponential growth of ARE's digital communications channels, such as ARE Newsletter now with **20,000 subscribers**, and ARE social media pages with

33,000+ followers. These achievements reflect the increasing interest and recognition of ARE and its Members in the global renewable electrification landscape.

Moreover, leveraging the power of national TV and radio stations and local newspapers, ARE has achieved many new communications milestones with numerous international and local media engagements in Africa, Asia and Latin America.

TIME TO ELECTRIFY THE WORLD

Finally, a heartfelt thank you goes to our dedicated team for their relentless work and motivation, the Board for their guidance and unwavering encouragement as well as all our Members together making the ARE the strong force for good that it is today. Together, we accomplished so much in 2023, and we are prepared and determined to do even better in the years to come. Our commitment to reaching universal access to reliable, affordable, and clean energy remains resolute.

We also extend our sincere thanks to all our Partners for their invaluable insights and support, as well as the exceptional collaboration in realising our shared mission.

Looking ahead, ARE aims to enhance the private sector's capacity to achieve sustainable, clean, and affordable electrification worldwide. Therefore, we extend an invitation to stakeholders around the world to join us in this historic endeavour, uniting forces to accelerate global access to clean energy.

In our vision of a world where clean energy is a universal right, let us collectively persist in paving the way to 2030. Together, let's strive towards a future where clean energy access becomes a reality in every corner of the globe.

David Lecoque

CEO, Alliance for Rural Electrification

A LOOK BACK AT 2023

Finance for Electrification

ARE MOZAMBIQUE INVESTMENT ACADEMY

(Maputo, December 2022 – March 2023)

This joint initiative by GET.invest and ARE gave SMEs from Mozambique training and practical exercises on pitch deck development and business model pitching.

→ **4** Training Modules

→ **6** SMEs



ARE ESWATINI INVESTMENT ACADEMY

(Ezulwini, October –November 2023)

The training programme identified a group of early-stage DRE companies based in Eswatini and supported them with a dedicated training on business and project development, finance readiness and pitching.

→ **4** Training Modules

→ **8** SMEs

ARE ENERGY ACCESS INVESTMENT FORUM 2023

(Abidjan, 21-23 March 2023)

With more than 400 delegates in Abidjan and 1,000 virtual participants, EAIF 2023 allowed attendees to enjoy insightful sessions, an exhibition and GET.invest matchmaking opportunities. The Forum also saw key industry announcements and pledges to reach universal clean energy access by 2030.

→ **1,500+** participants

→ **600+** matchmaking meetings

AFRICAN MICROFINANCE WEEK

(Lomé, 16-20 October 2023)

In its role as partners in the Innovator's Village, ARE actively supported the promotion of innovative solutions in the Microfinance sector.

Innovation for Electrification

I4E: RENEWABLE ENERGY GENERATION TECHNOLOGIES WEBINAR

(Virtual, 29 June 2023)

→ **391** participants

I4E: ENERGY STORAGE & GREEN HYDROGEN WEBINAR

(Virtual, 7 September 2023)

→ **220** participants

ARE INTERVENTION AT MICROGRID GLOBAL INNOVATION FORUM

(London, 26-27 September 2023)

I4E: DIGITALISATION & OPTIMISATION WEBINAR

(Virtual, 26 October 2023)

→ **314** participants

ESWATINI GREEN POWER TRANSFORMATION FORUM 2023

(Ezulwini, 20-21 November 2023)

The Forum offered a unique opportunity to engage in renewable energy technologies and solutions in Eswatini through a constructive dialogue and served as a platform for fostering business partnerships, knowledge exchange, and ultimately mobilising investments in renewable energy projects within the country.

→ **212** on-site delegates

OFF-GRID EXPO + CONFERENCE 2023

(Augsburg, 6-8 December 2023)

ARE took centre stage as the official industry partner at OEC 2023, dedicated to advancing practical solutions for off-grid power supply.



ARE – ESECA WORKSHOP

(Augsburg, 7 December 2023)

ARE introduced its activities in Africa to a panel of international experts.



ARE - SPTA MASTERCLASS ON DIGITALISATION & OPTIMISATION

(Lagos, 12-14 December 2023)

ARE Masterclass turbocharged 22 Nigerian companies in Lagos with cutting-edge training in digitalisation and optimisation technologies.

I4E: DRE IMPACT ON SDGS WEBINAR

(Virtual, 14 December 2023)

→ **278** participants

Markets for Electrification

ARE SUPPORTS TANZANIA ENERGY COOPERATION SUMMIT

(1-3 February 2023)

ARE INTERVENTION AT SPIREC 2023

(20 February 2023)

PROMOTIONAL WEBINAR ON ARE SERVICES

(Virtual, 6 April 2023)

ARE PROMOTES DRE SOLUTIONS AT INTERSOLAR EUROPE

(13-14 June 2023)

Off-Grid Rural Electrification Workshop

(Virtual, 13-15 June 2023)

Organised in partnership with the Inter-American Development Bank, this workshop explored the potential of DRE in the Latin America & Caribbean with the exclusive attendance of ARE Members, local utilities, governments, and experts from the bank.

→ **356** participants

ARE JOINS EU GLOBAL GATEWAY BUSINESS ADVISORY GROUP

(27 September 2023)

ARE aims to further the cause of climate mitigation and decentralised renewable energy on a global scale, with the support of the EU.

ARE NETWORKING RECEPTION – ELECTRIFY THE NIGHT

(Brussels, 14 September 2023)

ARE Members and Partners came together at this exclusive networking event to celebrate ARE's commitment to empowering communities.

ARE CONTRIBUTES TO ASIA CLEAN ENERGY SUMMIT AS SUPPORTING PARTNER

(Singapore, 24-26 October 2023)

INFORMATIVE WEBINAR ON ARE MEMBERSHIP SERVICES

(Virtual, 31 October 2023)

SOUTH-EAST ASIA WORKING GROUP INAUGURAL MEETING

(Virtual, 27 November 2023)

ARE aims to address access to affordable, clean and reliable electricity, decarbonisation of economies and creation of green jobs through renewable electricity deployment in South-East Asia.



ARE JOINS COP 28 WITH EXTENDED DELEGATION

(Dubai, 30 November – 13 December 2023)

ARE Delegation promoted renewable electrification solutions to accelerate efforts globally towards net zero emissions energy systems.

ARE & IRENA PUBLISHES RENEWABLE ENERGY FOR REMOTE COMMUNITIES: A GUIDEBOOK FOR OFF-GRID PROJECTS

(8 December 2023)

Sustainability for Electrification

ARE INTERVENTION AT SPECIAL IRENA EVENT ON SOLAR PV WITH GENDER PERSPECTIVE

(Abu Dhabi, 13 January 2023)

PWCET SERIES WEBINAR ON FINANCING THE CLEAN ENERGY TRANSITION IN AFRICA

(Virtual, 8 February 2023)

→ **360** participants

ARE SUPPORTS AFRICA ENERGY INDABA

(Cape Town, 7-9 March 2023)

ARE PROMOTES DRE SOLUTIONS AT MIDDLE EAST ENERGY DUBAI

(7-9 March 2023)

ARE SUPPORTS INTERNATIONAL HYBRID POWER PLANTS & SYSTEMS

(Faroe Islands, 23-24 May 2023)

ARE INTERVENTION AT COMMONWEALTH SUSTAINABLE ENERGY FORUM

(London, 24-26 May 2023)

PWCET SERIES WEBINAR ON SUSTAINABLE DRE INTERVENTIONS IN COOLING SOLUTIONS FOR FOOD & HEALTH

(Virtual, 7 June 2023)

→ **230** participants

ARE FINANCIAL CIRCLE MEETING AT AFRICA ENERGY FORUM

(Kenya, 20-23 June 2023)

PWCET SERIES WEBINAR ON ENSURING CLEAN ENERGY TRANSITION IN AFRICA WITH DRE & IMPACT ON SDG 7

(Virtual, 14 September 2023)

→ **138** participants

BURUNDI RENEWABLE ENERGY ACCESS DAYS

(Bujumbura, 3-4 October 2023)

The event welcomed over 200 international and local key players, industry experts, investors, financial partners and Burundian government representatives for hard-hitting discussions on renewable energy solutions for better energy access and climate resilience in the country.

→ **230** on-site attendees

ARE SESSION AT WEST AFRICAN CLEAN ENERGY & ENVIRONMENT TRADE FAIR & CONFERENCE

(Accra, 18-19 October 2023)

ARE team at WACEE 23 discussed sustainable transitions and unveiled ARE's study, developed with KAS, on Green Renewable Job Creation in West Africa.

ARE CONTRIBUTED TO INTERNATIONAL VIENNA ENERGY & CLIMATE FORUM, PROMOTING CLEAN ENERGY SOLUTIONS

(30 October – 1 November 2023)

ARE PUBLISHES CATALYSING GREEN RURAL JOB CREATION WITH DRE IN WEST AFRICA STUDY

(2 November 2023)

PUBLIC-PRIVATE DIALOGUE IN GHANA & SENEGAL

(November 2023)

In view of its publication with Konrad-Adenauer-Stiftung, ARE organised public-private dialogues to boost green job creation with DRE in Ghana and Senegal.

ARE, WITH ADEME AND CORE, ORGANISED WORKSHOPS TO PROMOTE THE PRODUCTIVE USE OF RENEWABLE ENERGIES

(Benin & Cameroon, November – December 2023)

The objectives of this awareness campaign were to enlighten local stakeholders, in particular farmers and rural communities, about the various benefits of equipment for productive use of renewable energy. Workshops included presentations, discussions, site visits, and exhibitions by ARE Members.



GOVERNANCE

President



Alexis Reh binder
GDS International

Vice Presidents



Camille Andre-Bataille
ANKA Madagascar



Christophe Poline
Schneider Electric

Board



Claudio Pedretti
Green Climate Ventures



Dario Traverso
Genius Watter



Ieva Indriunaite
Camco



Laura Monteagudo
Sunkofa Energy



Lynne Wesonga
CrossBoundary



Nicolas Rohrer
Asantys Systems

Global HQ



David Lecoque
CEO



Jens Jaeger
Director - P&D



Ling Ng
Director - CM



Estrella Fernandez
Manager - FHR



Deepak Mohapatra
Senior Officer - BMD



Julia von Franz
Officer - P&A



Inès van Oldeneel
Officer - BMD



Okan Özkan
Officer - CM



Leila Sofía Abbá
Associate - P&A



Olha Skrypa
Associate - FHR



Nelson Nzongo
Assistant - BMD



Alicia Funes Moro
Assistant - CM

Topical & Regional Experts



Gabriele Pammesberger
Access to Finance Expert



Stéphanie Njiomo
PURE Expert



Sandra Boko
PURE Expert



Silver Navarro
CORE Training Expert



Roberta Alonzo
CORE Training Expert



Dwipen Boruah
CORE Training Expert



Mary Susan Abbo
CORE Training Expert

ANNEX I: BOARD OF DIRECTORS

Board members	Mandate till	Function
Alexis Rehbinder	2025	President (until 2024)
Camille Andre-Bataille	2025	Vice President
Christophe Poline	2025	Vice President
Claudio Pedretti	2025	Board Member
Dario Traverso	2026	Board Member
Ieva Indriunaite	2025	Board Member
Laura Monteagudo Molina	2024	Board Member
Lynne Wesonga	2025	Board Member
Nicolas Rohrer	2025	Board Member

ANNEX II: SECRETARIAT

Name	Country	Term	Function
David Lecoque	Belgium	2020 – present 2013 – 2020	CEO 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	Senior Officer, Business & Market Development
Inès Van Oldeneel	Belgium	2020 – present	Business & Market Development Officer
Okan Özkan	Turkiye	2021 – present	Communications & Marketing Officer
Estrella Fernandez	Peru	2021 – present	Finance, HR & Admin
Gabriele Pammesberger	Austria	2020 – present	Access to Finance Specialist
Leila Sofía Abbá	Argentina, France	2022 – present	Policy & Advocacy Associate
Olha Skrypa	Ukraine	2023 – present	Finance, HR & Administration Associate
Sherriff Tahiru	Nigeria	2023	Events & Marketing Intern

ANNEX III: FINANCIAL RESULTS

Year-by-year comparison:

	2017	2018	2019	2020	2021	2022	2023
income	563.031	510.094	526.755	581.386	985.995	1.283.067	1.732.489
result	-32.485	-22.662	-51.190	16.868	262.427	18.401	7.793

Annual accounts for 2023:

Profit and Cost Items	Actuals 2023
Membership Fees	436.763
Sponsoring Fees	276.549
Management Fees	503.474
Project Fees - Donor Partners Public Sector	515.703
Operating income	1.732.489
Services and other goods	766.514
Remuneration and social security costs	956.658
Total Costs	1.723.172
Operating profit	9.316
Financial profit	-1.524
Result	7.793

ANNEX V: RISKS FACED BY ARE

Like every entity in the world, ARE faces risks.

1. Many ARE events and event participations took place exclusively online, or in a hybrid format. The risks consisted primarily in the technical ability to put on ARE-level events in a hybrid or fully digital environment, particularly at short notice, and in maintaining and increasing traction with and commitments from participants, sponsors, speakers and strategic partners. Despite the sometimes-wider reach and larger audience participation, it transpired that finding sponsors for digital events was trickier than for physical or hybrid shows.

The risks were addressed through a very rapid learning and deepening of the necessary skills to organise and manage large shows online in partnership with supporting partners, driving a growing momentum around ARE activities including through its communication channels, and an intensification of the exchange with key partners, sponsors and supporters. As a result, and building as ever on its powerful team, ARE could deliver top digital-only and hybrid shows in a state-of-the-art fashion.

2. Other ARE events and event participations took place physically in all corners of the globe. Therefore ARE faces risks associated with travels both in developed and emerging markets. ARE addresses these risks through a variety of measures including careful research and planning, informing colleagues and participants about relevant developments, ensuring adequate event and travel arrangements and providing travel insurance for staff.
3. ARE also faced financial risk, specifically regarding cash flow and in terms of short and medium-term forecasts. Indeed, when the DRE sector suffers from the dramatic economic impacts from various crisis in the world, notably the war in Ukraine, instability in several emerging markets, the aftermath of the covid pandemic, ARE as a reflection and aggregator of the sector could also be affected. Moreover, revenue derived from fees or partnerships may be slow to materialise. The risk was addressed primarily by continuing to step up efforts to acquire fresh incomes from memberships, partnerships and collaborations as well as sponsorships both in the short and the long term.

4. ARE continues to face political risk such as competition for members, as well as funding resources from other sector associations with a different set-up and more specific niches, or a reduced interest in the sector from public sector funders. In particular, this applies to the African Minigrid Developers Association (AMDA) and Global Off-Grid Lighting Association (GOGLA), and to a minor extent also to other associations, such as Africa Solar Industry Association (AFSIA), Global Distributors Collective (GDC), SolarPowerEurope, ALER, Global Alliance for Sustainable Energy (GASE), national business associations and chambers of commerce.

The risk of competition has been addressed largely by offering top-notch quality services and activities, relevant to stakeholders across the DRE sector and beyond. Indeed, this builds on the ARE philosophy and success recipe that great activities delivering concrete results and impact, political and business relevance, state-of-the-art marketing, all underpinned by an entrepreneurial spirit, offer a particularly compelling value proposition.

Moreover, ARE is proudly a big-tent organisation, and is notably the only representative association for all distributed renewables and across the value chain of the sector. ARE brings together a vast array of green technologies, stakeholder types ranging from manufacturing over project development to financiers and more, across emerging markets. As a result, ARE is a beehive of activity, exchange of ideas, business cooperation and market intelligence, further driving ARE's value for its members and partners.

As for the competition, ARE prides itself on its cooperative spirit with other associations both overall and on specific projects, all for the benefit of helping to achieve universal sustainable access to energy and foster sustainable development.

With additional members, activities, programmes, as well as financial and human resources, this risk could also be further mitigated while further improving ARE's value proposition to Members and partners alike. This can in particular be done through expanding ARE's human resources and activities globally, by continuing to deliver and further strengthen prime Membership services and state-of-the-art activities both internationally and locally, by remaining the partner of choice for a wide range of funding partners and through sector consolidation.

ANNEX VI: IMPACT OF EVENTS ON ARE

Like every organisation, ARE is impacted by events around the world.

Building on and referring to the section above regarding risks, in terms of events, ARE is especially impacted by political evolutions. This applies both to the importance and concrete impetus public actors decide to give to the DRE sector, as well as to political instability and uncertainty in a number of markets where ARE is active, influencing the economic and financial picture.

Nonetheless, these impacts in 2023 have not halted or slowed down ARE's activities and progress. On the contrary, 2023 was perhaps the most successful year in ARE's history!



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