

ARE **ANNUAL REPORT** 2024



Alliance for Rural
Electrification

Contents

Letter from our CEO	3
Recognition at the International Association of the Year awards	7
Powering Investments	8
Enabling stronger country collaboration	9
Growing presence in Southeast Asia	10
Placing DRE at the heart of the climate agenda	11
Advocating for DRE globally	12
Training the DRE workforce of tomorrow	14
Improving battery recycling	15
Shaping the future through Member Circles	16
Financials	17
Meet the ARE Board	18
Meet the ARE Team	19
Meet our Partners	20
In their words: Testimonials from ARE Members & Partners	21
Annex 1: Risks faced by ARE	22

Letter from our CEO



David Lecoque
CEO, Alliance for Rural
Electrification

It is my pleasure to present this year's report on behalf of ARE and our Members. Leading this exceptional organisation at such a dynamic and exciting time is both an honour and a privilege.

Energising collaborations

The Alliance for Rural Electrification (ARE) is more relevant than ever as under-served communities worldwide continue to face critical challenges, including lack of energy access, climate crises, economic development needs, and mobility constraints. The work ARE does has never been more crucial.

At the heart of ARE's mission lies a commitment to energising collaborations. By fostering strong partnerships across the decentralised renewable energy (DRE) sector, ARE ensures the delivery of reliable and sustainable energy access to those who need it most.

ARE's unique role as an impartial business alliance enables it to connect diverse stakeholders—spanning energy access, industrial applications, philanthropy, manufacturing, and investment. Working closely with international institutions and funders, ARE scales up innovative solutions and helps bring emerging technologies to market.

Our flagship event, the **Energy Access Investment Forum** (EAIF), and regional gatherings are prime examples of this approach. These platforms ignite fresh ideas, inspire innovation, and unite Members, Partners, policymakers, and business leaders to advance the renewable electrification agenda globally.

Looking back

2024 was a year of both challenges and remarkable progress. ARE seized opportunities to strengthen global collaborations and scale up DRE projects across diverse regions, including Africa, Asia, and Latin America & the Caribbean.

2024 saw several major achievements. EAIF 2024 welcomed a record 2,100 participants, cementing its position as a leading global forum for energy access. Key events in Africa and Asia catalysed business development and upscaled global projects. ARE's efforts were further recognised when it received the prestigious **International Association of the Year award** at the Association Excellence Awards 2024.

Capacity building was also a cornerstone of ARE's activities in 2024. By **equipping today's workforce and future generations with essential skills**, ARE has helped secure the future of the DRE sector.

The CORE Initiative, for example, enhanced the technical capabilities of the DRE sector across Africa and Asia, enabling companies to recruit locally. Meanwhile, the ARE Investment Academies trained early-stage, locally owned, and women-led companies in business development, finance readiness, and pitching strategies. Together, these initiatives provide a holistic approach, covering both technical and business development needs.

Advocacy remained a top priority to establish the necessary frameworks for energy access and transition. In 2024, ARE joined the European Union's **Global Gateway Business Advisory Group on Climate & Energy**, furthering its efforts to promote DRE solutions globally. Additionally, ARE, with its Partners, launched new initiatives such as the Renewables for Impact Campaign and ProBaMet to address the entire value chain of the industry, from manufacturing to the recycling of end-of-life products.

Effective communication remains critical in an ever-changing landscape. ARE's communications network ensures Members stay informed, connected, and ahead of trends and innovations through bimonthly newsletters and webinars.

ARE introduced **Member-exclusive groups, or "Circles,"** to foster communications among the Members and guide the future of DRE. These Circles focus on three areas: financiers, EPC and developers, and technology and manufacturing. This initiative exemplifies ARE's commitment to providing Members with meaningful opportunities to influence and advance the sector.

ARE's mission has never been more relevant or urgent. With the collective expertise of our Members, the dedication of our Team and Board, and the support of international institutions and governments, we will continue to create lasting impacts.

Together, we will shape a sustainable future and empower communities worldwide with clean, affordable, and sustainable energy solutions.



About ARE

The Alliance for Rural Electrification (ARE) is a global business association representing 200 members along the distributed renewable energy value chain, working to expand sustainable electricity access, create jobs and respond to climate change in Africa, Asia-Pacific, and Latin America.

ARE's Market Segments

- ◆ Electricity access for households
- ◆ Powering productive uses of energy
- ◆ Greening industries
- ◆ Electrifying public/social infrastructure
- ◆ Weak grid reinforcement

Who are the ARE Members?

ARE represents the entire DRE value chain from manufacturing, technology provision and investment to project development, installation, operations, maintenance and recycling.

ARE Members at a glance



Company types: Investors, Manufacturers, Technology Providers, EPC/Installers, Developers, Academia/NGO



Technology types: Solar PV, Hydro, Wind, Bioenergy, Green Hydrogen, Energy Storage, Power Components



Sizes: Stand-alone Systems, Mini-grids, Grid-connected



Focus Areas: Electricity access for all, productive uses of renewable energy (PURE), electrification of social infrastructure, powering industries (agriculture, e-mobility, mining, telecom, etc.)



Regions: Sub-Saharan Africa, Asia-Pacific and Latin America & the Caribbean

A snapshot of 2024

ARE **Staff & Affiliates:**

22  

ARE **Members:**

200 

ARE Members

in 3 Industry Circles:

45 

Member **Satisfaction:**

81% 

Event **Satisfaction:**

93% 

Participants at ARE Events:

4,500 

Practitioners Trained:

3,500 

Connections
at ARE Events:

10,000 

Subscribers to
ARE's Communication Network:

60,000 



Recognition at the International Association of the Year awards

ARE was recognised with the prestigious Silver Award for International Association of the Year at the Association Excellence Awards 2024. Held in London on 8 November 2024, the awards celebrated the exceptional work of associations, trade bodies, professional organisations, and chartered institutes that advocate tirelessly on behalf of their Members.

The Association Excellence Awards are known for honouring the dedication of associations to amplify their members' voices and advance critical causes across sectors. Receiving this award reflects ARE's steadfast commitment to advancing the distributed renewable energy sector, a mission championed by the entire ARE Team and its Members.

The award further underscores ARE's dedication to empowering rural communities through clean, sustainable energy solutions and highlights its impactful efforts to drive change within the energy sector globally.

Powering Investments

ARE Energy Access Investment Forum (EAIF 2024)

Lagos Nigeria | 21-23 May 2024

The 9th edition of the ARE Energy Access Investment Forum (EAIF), held in Lagos on 21-23 May 2024 saw major announcements from governments, renewable energy investors and developers and acted as a catalyst to increase investments advancing renewable electrification across Africa, and in particular in Nigeria.

During the event, The European Union announced new commitments of EUR 24 million for renewable energy and agri-business. EAIF 2024 also served as a platform to deliberate on the Nigeria Distributed Access through Renewable Energy Scale-up (DARES) project, which aims to provide new or improved electricity access to over 17.5 million Nigerians using DRE solutions, backed by EUR 700 million in financing from the World Bank. Overall, the Forum once more demonstrated ARE's role as the federating association for the DRE sector and its commitment in supporting a thriving and growing DRE market in Africa.

EAIF 2024 in numbers



650 on-site delegates



1,500 virtual participants



10,000 connections



Countless business deals



ARE Investment Academy

From March to May 2024, ARE organised a new edition of the Investment Academy, supported by GET.invest, targeting early-stage, locally owned, and women-owned or led businesses. The programme, offered in English and French, focused on delivering dedicated training in business and project development, finance readiness, and effective pitching strategies. Moreover, it provided a unique platform for these budding companies to showcase their business models to international investors, fostering potential collaboration.

Enabling stronger country collaboration

Burundi Renewable Energy Access Days (BREAD)

Bujumbura, 15–16 October 2024



In order to accelerate progress towards achieving SDG-7, and under the high patronage of His Excellency the President of the Republic of Burundi, the Ministry of Water, Energy, and Mines, the World Bank, and ARE jointly organised the 3rd edition of BREAD.

Held over two days, over 300 participants enjoyed a varied programme of expert presentations, discussions, exhibition, and networking opportunities. This edition of BREAD marked a decisive step forward in Burundi's efforts to guarantee a sustainable and accessible energy future for all its citizens.

Cameroon–EU Business Week

Yaoundé, 20–23 February 2024

ARE presented the state of electrification of health centres in sub-Saharan Africa and the outcomes of the awareness campaign on productive uses of renewable energy conducted with ADEME. ARE also engaged with Cameroon's Energy Minister, contributing to discussions by the Renewable Energy Association of Cameroon.

Uganda–EU Business Forum

Kampala, 5–7 March 2024

The ARE-led delegation actively participated in the event, discussions and networking activities with policymakers, local entrepreneurs, international investors, financiers, industry experts and academics.

India Energy Storage Week

New Delhi, 1–5 July 2024

ARE spoke in the plenary session on battery recycling and participated in the exhibition presenting ARE's activities.

Ghana–EU Business Forum

Accra, 3–4 July 2024

ARE participated in a breakout session at the 2nd EU–Ghana Business Forum, alongside AgriFi and GET.invest. The session focused on showcasing ARE's efforts to stimulate markets for affordable energy services, foster local job creation, and promote inclusive economic growth.



ARE Networking Reception at Enlit Asia 2024 in Malaysia

Growing presence in Southeast Asia

Southeast Asia Member Working Group

ARE inaugurated its first ever Southeast Asia Working Group with the ambition of scaling up ARE's presence, efforts, and impact in the region.

Nine ARE Members joined the group and provided their inputs to ARE's Southeast Asia Blueprint. Together with its Members, ARE is gearing up to tap the huge renewable energy potential and scale up DRE in the region.

Enlit Asia

**Kuala Lumpur, Malaysia,
8-10 October 2024**

ARE successfully completed a key mission in Southeast Asia, serving as the 'Association Partner' at Enlit Asia 2024. As part of the event, ARE hosted a closed-door networking reception, bringing together key stakeholders from both the public and private sectors. Partners such as Energy Catalyst, alongside ARE Members like COMET, ComAp, H2 Energy, Ion Ventures, Smart Villages, ENGINE Wave Energy Systems, and Victron Energy, participated in meaningful discussions on advancing DRE solutions in Southeast Asia.

Placing DRE at the heart of the climate agenda

Global Gateway Business Advisory Group on Climate & Energy

ARE joined exclusive EU Global Gateway Business Advisory Group on 27 September 2024 in Brussels to further the cause of climate mitigation and DRE on a global scale, with the ongoing support of the EU. Fellow ARE Members in the Group included acciona.org, EDP, and Turbulent Hydro.

Berlin Energy Transition Dialogue (BETD)

Berlin, 19–20 March 2024

ARE participated in the famed BETD at the German Foreign Affairs Ministry engaging with our German and international members and partners, advocating to double down on efforts to deliver SDG-7 and scaling up the DRE market with PURE and green rural industrialisation.



IRENA General Assembly

Abu Dhabi, 16–18 April 2024

During the 14th edition of IRENA General Assembly, ARE spoke in the session on the water-food-energy nexus and joined the Public-Private Dialogue on 'Building Momentum Towards a 100% Renewable Energy System'.

CIF: Transformational Change Workshop

Washington, 15–17 October 2024

ARE engaged with key climate investors at the CIF Workshop to accelerate DRE growth. The workshop focused on strategies to achieve impactful, large-scale results through climate investment programmes.

COP29

Baku, 11–22 November 2024

ARE sent a robust delegation to COP29 of nine representatives to champion DRE and reinforce the mission for universal energy access. This delegation, included representatives of Camco, ComAp, COMET, EnGreen, Entric Power Systems, Lanforce Energy, Off-Grid Europe, Schneider Electric, and Tech Power, embodied the depth and breadth of expertise across the DRE sector.

Advocating for DRE globally



20 countries



12 key interventions

Renewables for Impact Campaign & Photo Contest



Photo Contest Winner. EDP

In April, ARE, with support from GET.invest, organised a photo contest among its Members to highlight the impact of Team Europe's investments in DRE on achieving SDG-7, SDG-8, and SDG-12. The winners of the ARE Photo Contest, themed "Impact of Team Europe's Efforts in DRE," were announced on 21 May 2024 during EAIF 2024.

Innovation for Electrification series

ARE's Innovation for Electrification (I4E) Series enabled its Members to showcase their technologies, products and services in five different episodes throughout 2024. The series focused on Powering Industries & Productive Uses of Energy with DRE, Renewable Energy Generation & Green Hydrogen, Energy Storage & Recycling Best Practices, Digitalisation & Optimisation, DRE Impact on SDGs. Attracting over 1,000 participants, I4E once again proved its importance to the ARE Membership.

Future of Energy

Amsterdam, 29 February – 1 March 2024



ARE contributed to the conversation on mini-grids during a panel, highlighting its commitment to drive innovation and fostering collaborations to boost sustainable and clean energy production.

Africa Energy Indaba – South Africa

Cape Town, 5-7 March 2024

ARE co-organised two sessions on DRE investments and entrepreneurship.

Transforming Energy Access Forum

Kigali, 13-14 March 2024

ARE joined a panel discussion to showcase the potential of clean and DRE solutions.

Innovation Summit

Paris, 3-4 April 2024

ARE joined the discussions at this key event organised by ARE's Leading Member Schneider Electric.

Airborne Wind Energy Conference

Madrid, 24–26 April 2024

ARE participated in the session on rural electrification highlighting the potential of wind energy in rural areas and off-grid applications.

Renpower Madagascar

Antananarivo, 25 April 2024

ARE promoted the advantages of DRE solutions for the electrification of Madagascar.

Intersolar Europe

Munich, 19–21 June 2024

ARE highlighted the key role of DRE systems for sustainable agriculture in the session on water-energy-food nexus.

Africa Energy Forum

Barcelona, 25–28 June 2024

ARE attended 26th edition of the Forum to connect with key stakeholders, investors, and future leaders.

UN/Austria Symposium

Graz, 17–18 July 2024

ARE spoke at the session “Capacity building: implementing new tools for widespread and effective use”, presenting ARE’s capacity building programme.

Microgrids: Unlocking Renewable Energy Potential of Balochistan (Pakistan)

Virtual, 3 September 2024

ARE promoted DRE for energy access in the region.

S-@ccess Conference

Mallorca, 4–6 September 2024

ARE presented its capacity building activities and won a prestigious poster award.

GOGSFE

Nairobi, 8–10 October 2024

ARE joined the event to strengthen collaboration and discuss strategies for enhancing off-grid solar solutions, vital for improving energy access in the region.

The Energy Storage Partnership Meeting

Marrakesh, 4–7 November 2024



Hosted by the World Bank and MASEN, the ESP Forum & Meeting brought together industry leaders, where ARE promoted storage technologies for DRE solutions.

Digital Energy Challenge Bootcamp

Brussels, 28 November 2024

During the event, ARE delivered a compelling presentation spotlighting our work in advancing renewable energy solutions globally.

Training the DRE workforce of tomorrow

The CORE Initiative

The Cornerstone of Rural Electrification (CORE) Initiative, managed by ARE, continued to train the workforce of tomorrow for the renewable electrification sector through its trainings all around the world. Throughout 2024, CORE conducted trainings in Ghana, Tonga, Cape Verde, Rwanda, Malawi, Zimbabwe, Papua New Guinea, Zambia, Philippines, and Myanmar.

These trainings focused on various topics ranging from mini-grid system design to the productive use of renewable energy. CORE Initiative trained over 3,000 practitioners and 210 trainers since its launch in 2021.

Founding Partners



Our Impact



210 trainers trained



3,050 practitioners trained



32 training



15 countries covered



Awareness raising workshop in Madagascar

ARE, with the support of ADEME, conducted an awareness workshop for women and agricultural end-users of DRE systems in Madagascar. Taking place from 29 April to 4 May 2024, the workshop attracted 84 trainees.



Engagements with universities

In partnership with ARE Member COMET, ARE participated in a class as a guest lecturer at Harvard University to deliver a course on mini-grids to students in the Masters in Sustainability and Masters in Global Development programmes.

ARE also hosted SOAS University of London students in its Brussels office. The students had the opportunity to learn about ARE's initiatives and engage in discussions about DRE solutions and financing within the sector.

Improving battery recycling



Visual impression from one of the various sub-standard recycling plants operating in Nigeria.



Visual impression from Green Recycling Limited.

ProBaMet & Circularity Guidelines

In 2024, ARE, Oeko-Institut, SRADev Nigeria, and Platform Lead launched a new project titled Responsible Battery and Metal Recycling, or ProBaMet, to improve battery recycling in Nigeria while raising labour and environmental standards, and establishing sustainable trade flows for raw materials.

Under this partnership, ARE launched the Circularity Guidelines on end-of-life battery management, setting minimum standards in the renewable energy space in low- and middle-income countries and calling for renewable energy companies to endorse and embed these guidelines within their daily operations. **More than 75 companies have already endorsed these guidelines and committed to implement them in daily operations within two years of signing.**

As battery recycling is a critical step that leads to a wide range of significant impacts on human health and the environment in case it is not conducted properly, ARE Members involved in the renewable electrification sector in Nigeria are encouraged to use [these guidelines](#) as a benchmark for future lead-acid battery recycling initiatives.



Shaping the future through Member Circles

ARE launched member-exclusive working groups, or “Circles”, to shape the future of DRE, each focused on a specific aspect of the industry. ARE Members can join the Circles below to be part of the closed-door discussions.



Financier Circle

This group of renewable energy investors convene to explore and catalyse investments in renewable electrification, with a particular emphasis on DRE in sub-Saharan Africa.



EPC & Developer Circle

This is a group of renewable energy developers and EPC contractors gathering to discuss and develop distributed renewable electrification solutions.



Technology & Manufacturer Circle

This circle is a group of manufacturers and technology providers in the DRE sector coming together to address common challenges, share insights, and foster partnerships to enhance electrification with renewables globally.

Financials

Year-by-year comparison:

	2018	2019	2020	2021	2022	2023	2024
Income	510.094	526.755	581.386	985.995	1.283.067	1.732.489	1.798.777
Result	-22.662	-51.190	-16.868	262.427	18.401	7.793	20.813

Annual accounts for 2024:

Profit and Cost Items	Actuals 2024
Membership Fees	426.896
Sponsoring Fees	184.508
Management Fees	440.268
Project Fees – Donor Partners Public Sector	747.105
Operating Income	1.798.777
Services and other goods	739.701
Remuneration and social security costs	1.029.522
Total Costs	1.769.223
Operating Profit	29.554
Financial Profit	-8.741
Result	20.813

Meet the ARE Board

President



Alexis Rehbindler
GDS International

Vice Presidents



Camille Andre-Bataille
ANKA Madagascar



Christophe Poline
Schneider Electric

Board Members



Ayu Abdullah
COMET



Dario Traverso
Genius Watter



Gillian-Alexandre Huart
ENGIE Energy Access



Ieva Indriunaite
Camco



Lynne Wesonga
Decla Capital



Maud Watelet
EDFI MC – Electrifi



Nicolas Rohrer
Asantys Systems

Meet the ARE Team



① **David Lecoque**
CEO

Policy & Business Development

- ② **Jens Jæger**
Director of Policy & Business Development
- ③ **Deepak Mohapatra**
Senior Officer, Business & Market Development
- ④ **Inès van Oldeneel**
Business & Market Development Officer
- ⑤ **Julia von Franz**
Policy & Advocacy Officer

- ⑥ **Carlos Ferré**
Business Development Assistant
- ⑦ **Eleni Nikolantou**
Business Development Assistant
- ⑧ **Otto Neidhardt**
Policy & Advocacy Assistant

Communications & Marketing

- ⑨ **Ling Ng**
Director of Communications & Marketing
- ⑩ **Okan Özkan**
Communications & Marketing Officer

Finance & Human Resources

- ⑪ **Estrella Fernandez**
Finance & HR Manager
- ⑫ **Olha Skrypa**
Finance, HR & Administration Associate

Meet our Partners

International Partners



Regional Partners



National Partners



In their words: Testimonials from ARE Members & Partners

ARE is an amazing network platform that connects thousands of stakeholders across the sector. The events, webinars, case studies and newsletters have been great tools to showcase our activities. These tools have increased our visibility and enabled us to reach more targeted audiences.



Marta Louro

EDP

Social Consultant – Access to Energy/Social Impact Coordination Office

It is very important for us to collaborate with different stakeholders, such as NGOs, technology providers, investors and governments. That's why we decided to work with ARE. For example, we found EAIF very interesting for us. Not only we managed to generate new business opportunities and connections, but also, we improved our brand awareness through ARE's communications & marketing support during the event.



Desy Pamela

Schneider Electric

Global Marketing & Communications for Access to Energy

ARE has a great network. They introduced us to lots of developers and regulators in multiple markets that we needed to work with in order to get our technology out there. They published our case studies which made a lot of people to reach us and give feedback. Ultimately, this has let us scale up and legitimise our technology.



Afnan Hannan

Okra
CEO

We are very pleased with our Membership in ARE. Between finding new investment leads and attending high-level delegations, in particular with energy access initiatives in the EU and across Africa, ARE has provided us with the right access and knowledge to grow our business and meet like-minded companies. The network and information provided through ARE Membership is invaluable for companies across the energy access spectrum.



Brian Kelly

Anzana Electric Group
Founder & CEO

We're looking back at several years of close collaboration with ARE. Working with the team is a pleasure at a personal level, and ARE has proven a reliable and competent partner with a very important role in the market. For the future, we can be sure that there is a lot of work to be done – we are looking forward to it!



Michael Franz

GET.invest
Team Leader

CLUB-ER and ARE are the twin actors of access to energy; together they represent the public and private sectors respectively. Our partnership started in 2016 and since which, we have widely appreciated the full cooperation with ARE's team and Members. We are happy to work together and create high efficiency in rural electrification.



Hary Andriantavy

CLUB-ER
Secrétaire Exécutif

Annex 1: 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.
2. 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.
3. 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.
4. 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 worsening geopolitical climate, economic impacts from various crisis in the world, notably the war in Ukraine, DRC and Sudan, instability in several emerging markets, health crisis and pandemics, 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.

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), SolarPower Europe, 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.



**Alliance for Rural
Electrification**

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Follow along



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