



## **CALL FOR EXPRESSIONS OF INTEREST**

### **FOR DRE COMPANIES**

#### **FRANCOPHONE ARE INVESTMENT ACADEMY 2026**

### **“Investment readiness training for scaling African DRE companies in Francophone Africa”**

April 2026 – November 2026

#### **1. Background**

The [Alliance for Rural Electrification](#) (ARE) is the 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 organises Investment Academies annually to strengthen the capacity of companies in the energy access sector. Past academies have focused on themes such as improving access to finance for DRE, investor relations and expectations, business development, and access to finance, and pitch deck preparation.

The 2026 Francophone Investment Academy is delivered by ARE in partnership with Camco’s REPP 2 Technical Assistance Facility (TAF). It is designed as a sector-wide, ecosystem-building initiative that supports companies to enhance their operational resilience, investment readiness, and long-term sustainability. The Academy will be delivered in a hybrid format, both in-person and online, and will target Francophone DRE enterprises across West, Central, East and Southern Africa. Up to 15 companies, with two trainees per company, will be selected through this EOI process, and are expected to commit fully to the training components, including in-person modules. The programme will **run from April to November 2026**.

[REPP 2](#) is a private debt fund designed and managed by [Camco](#) to finance businesses developing decentralised, renewable and reliable energy systems across Africa. The REPP 2 Technical Assistance Facility (REPP 2 TAF) supports the scale up of Africa’s small and medium-scale distributed renewable energy development by working with developers, investors and ecosystem actors to overcome barriers on investment readiness and project bankability.



## 2. Objectives

The Francophone Investment Academy aims to strengthen the investment readiness and growth of distributed renewable energy (DRE) companies in Francophone Africa.

The programme will equip participating enterprises with the tools, knowledge, and confidence needed to access debt financing and scale their operations sustainably. More specifically, the academy will:

- **Enhance financial and investment readiness** of Francophone RE companies to tailor proposals and meet the requirements international investors that provide scale-up funding;
- **Strengthen business models and governance structures** to improve creditworthiness and operational performance;
- **Build capacity in financial planning, risk management, and ESG risk identification, mitigation, management reporting** in line with international best practices;;
- **Facilitate direct engagement with investors and lenders** (both Camco and others) through tailored mentoring;
- **Foster peer learning and networking** among Anglophone and Francophone clean energy entrepreneurs and ecosystem partners.
- Support companies seeking strategic clarity, operational excellence, and long-term sustainability.

Support companies in promoting gender equity.

This initiative **aims to create a stronger pipeline of bankable projects and scalable RE enterprises** capable of driving inclusive, sustainable electrification across Francophone Africa.

## 3. Who can apply

Eligible participants include companies in the following fields:

- **Solar Home Systems (SHS)** – companies providing off-grid energy access through individual solar systems and need scale-up financing;
- **Mini-grids** – developers and operators of community- or village-scale renewable energy systems with a notable portfolio and need scale-up financing;

- **Independent Power Producers (IPPs)** – small and medium-scale renewable energy project developers with a notable portfolio and need scale-up financing;

Up to 15 growth-stage renewable energy companies operating in Francophone Sub-Saharan Africa will be selected.

Each company may nominate 2 trainees to participate. Companies applying are strongly encouraged to nominate at least 1 female trainee among its candidates.

#### **4. What to expect**

Selected companies can expect the following:

- **A six-month world-class and peer-tested training programme** led by a seasoned ARE Finance Expert, ongoing assistance from the ARE Secretariat and punctual opportunities for direct feedback from investors such as Camco
- **Peer-to-peer learning opportunities** with other companies and investors through two in-person and four virtual training sessions
- **Lump sum travel support** of up to EUR 750 per in-person training session
- **Access to networking opportunities with investors** and other potential business partners through a free ticket to the ARE Energy Access Investment Forum 2026 (worth EUR 1,200)
- **Training certificate** at the end of the Academy

The Investment Academy will take place **between April 2026 and November 2026**.

The programme will consist of **six training modules** delivered, combining virtual and in-person sessions.

- **Module 1** will be conducted on 20 April 2026 at the ARE Energy Access Investment Forum (EAIF) in Nairobi, Kenya, in-person. This opening session will introduce the Academy and allow for peer-to-peer practice. Moreover, participants will receive a free ticket to EAIF 2026 worth EUR 1,200 enabling access to the full forum on 21-24 April 2026, including plenary sessions, partner sessions, workshops, matchmaking sessions, the exhibition and networking receptions.
- **Modules 2 and 3** will be delivered virtually in May and June 2026, respectively, allowing participants to deepen their technical and financial structuring knowledge.
- **Module 4** will take place virtually in September 2026 and will further strengthen participants' investment readiness and ESG alignment.

- **Modules 5 and 6** will be conducted in October/November 2026, most likely in person in a Francophone African country. The exact location and date will be decided at a later stage.

Upon successful completion of the training, participants will receive a **Training Certificate**.

## **5. Eligibility & selection criteria**

Participants in the ARE Investment Academy will be selected on the basis of the information provided in their Expressions of Interest Form (see Form below). **Companies fulfilling the below criteria will be prioritised:**

- duly registered in a sub-Saharan African country
- majority-owned (minimum 51%) or -managed (51% of senior management) by locals (national citizenship)
- Scale-up stage of development looking for debt/quasi-debt funding to scale
- Active in the SHS, mini-grid or IPP business in Sub-Saharan Africa with renewable energy sources
- Willing to actively participate in the training, contribute to group exercises and discussions, and dedicate time to exercises and homework
- Willing to travel to ARE Energy Access Investment Forum in Nairobi, Kenya (21-24 April) and to an additional event in a Francophone African Country (October – November 2026), also including potentially co-funding travels if the budget exceeds the EUR 750 lump sum support provided by ARE
- **Willingness to remain engaged with the programme beyond the training period**, and share the necessary information to contribute to the impact assessment of the training
- **Environmental & social impact** (serving last-mile customers or specifically vulnerable populations; focus on women customers; PURE; job creation; GHG emission reductions; climate adaptation and resilience; etc)
- **Innovation potential** (business model, product/technology, distribution system, financing solution, digital solutions, etc),
- **Replicable business model** with high potential for scaling.
- **Ideally women-led and/or owned**

## **6. Impact Measurement**

Progress and impact of the ARE Investment Academy will be **tracked through quantitative and qualitative indicators aligned with relevant elements of REPP 2's results framework**



**when applicable.** Monitoring will focus on both participation outcomes and tangible improvements in investment readiness and sustainability practices. Participants will be expected to share progress Indicators after the training, which will be tracked throughout the Academy and during follow-up assessments to evaluate the academy's contribution to building a stronger, more inclusive, and investment-ready clean energy ecosystem in Francophone Africa.

Monitoring will include improvements in strategic planning, governance, ESG practices, investment readiness, and organisational resilience.

## **7. Cost sharing**

Participation in the ARE Investment Academy is free of charge, but limited to 15 selected companies.

Participants are offered 1 free ticket for the [ARE Energy Access Investment Forum \(EAIF\) 2026](#) which will officially take place from 21 to 24 April in Nairobi, Kenya, and includes access to all conference and matchmaking sessions across the three days, as well as the networking receptions and lunches across all three days of the event. The ticket is worth EUR 1,200.

Participants are eligible to lump sum support of up to EUR 750 per in-person training module for travel and accommodation expenses actually incurred. Participants are responsible for organising their own travels, accommodation, VISA, and logistics to attend the in-person modules, but will need to report these expenses to ARE to prove their eligibility for the lump sum support.

Should travel expenses and related expenses exceed EUR 750, participants are expected to cover remaining costs through own funds.

## **8. Submission of Expressions of Interest (EOI)**

If you are interested in participating in the training programme, kindly complete and submit the [Expression of Interest Form](#), including the requested supporting documents, to ARE, attn. Ms. Inès van Oldeneel ([i.vanoldeneel@ruralelec.org](mailto:i.vanoldeneel@ruralelec.org)), and copying in Ms Eleni Nikolantou ([e.nikolantou@ruralelec.org](mailto:e.nikolantou@ruralelec.org)).

The EOI (excluding the supporting documents) **must not exceed 10 pages**.

**Submission deadline: Friday 27 March 2026 at 18h00 CET.**

Selected participants will be informed on the selection around **3 April 2026**.