
Innovating business models for standalone PV systems
Leveraging productive use of RE

Asia Clean Energy Forum (ACEF) in Manila on 9 June 2016

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ARE Board Member
Who we are, what we do

• International business association representing the **decentralised energy sector** working towards the integration of renewables into **rural electrification markets** in developing and emerging countries

• Enabling improved energy access through business development support for more than **90 members** along the whole value chain for off-grid technologies by **targeted advocacy** and facilitating **access to international and regional funding**

• Global platform for **sharing knowledge and best practices** to provide for rapid implementation of available and advanced RE technologies and services
Innovation in the Alliance

1. Leveraging productive use of RE for innovating business models

2. Benefits:
   • Stronger local economy
   • Local jobs & increased purchase power
   • Easy execution for RE projects
   • Women empowerment
   • Improved health & sanitation
   • Contribution to SE4All & SDGs
Challenges & ARE lessons learnt from the field

- (lack of) Policy & regulatory framework
- (lack of) Access to finance
- (lack of) Local capacities

- Local community involvement in planning
- Financial commitment of the community
- Access to sharing experience & best practices

Source: FRES
Case studies from ARE members

1. Rahimafrooz
2. SolarKiosk
3. Energie Douce
1. Rahimafrooz

Energy, Empower, Enterprise: 3E SMART Platform for Access to Energy

The company:
- RAHIMAFROOZ Solar is one of the leaders in solar home systems deployment in Bangladesh. RAHIMAFROOZ Solar so far connected more than 600,000 customers within the Bangladesh national solar home system distribution program.

The Renewable Energy Solution:
- RAHIMAFROOZ Solar is the only company in Bangladesh working with payment automation or ERP. 4000 in-the-field Solar Promoters are equipped with SMART platform collecting and managing data on customer connections, billing and maintenance of their SHS.
- SMART Phones are used by RAHIMAFROOZ Solar promoters for sales and credit collection. Every smart phone is connected to the central ERP system. Typically, a SMART Solar Promoter has coverage of 1 to 5 villages and provides add-on services such as banking and telco top-up.
SOLARKIOSK is the energy gateway to untapped markets and Base-of-the-Pyramid (BoP) communities worldwide

The company:
- SOLARKIOSK is the energy gateway to untapped markets and BoP communities worldwide, providing access to crucial clean energy services, products and solutions. The company enables and empowers local entrepreneurship by intertwining an award-winning solar powered technology solution with a successful inclusive business model.

The Renewable Energy Solution:
- SOLARKIOSK from Germany establishes a lasting and evolving presence in targeted BoP communities.
- through the local operation of the E-HUBB, an award-winning solar powered energy & connectivity distribution center. The E-HUBB provides communities with essential clean energy services and enables access to affordable and reliable sustainable products. Each E-HUBB creates new business opportunities and jobs, steering underdeveloped communities towards self-sustainable economic and social progress.
3. Energiedouce & EnR Congo

Solar power for rural Communities in the Region of Kouilou in the Republic of Congo

The company:
• Energiedouce from France is a conceiver and distributor of solar powered systems used to supply power for off-grid sites around the world with a focus on French speaking countries in Central and West Africa.
• EnR Congo is a non-profit promoting sustainable development for African countries through the use of renewable energy, helping to implement renewable energy powered projects.

The Renewable Energy Solution (planned):
• Solar powered mills that will ease cassava and grain processing
• Installation of a solar powered pumping system to relieve tasks of the local manpower so they can concentrate on developing their business.
• Solar street lights to give life to a local night market allowing the production of the solar powered mill to be sold after sunset
• Training on installation maintenance for local users.
New ARE Website launched in April 2016

Find off-grid experts, project partners and financiers from ARE

Explore our World Map

ARE Services
- Advocacy & Networking
- Access to financing
- Enhancing Innovation
- Training & Education
- Improving Market Conditions
- Key Advice

Member Solutions
- Off-Grid Matchmaking Platform
- Case Studies
- Videos

New website sponsored by:
We look forward to meeting you at the Off-Grid Power Forum at Intersolar on 22-24 June 2016 in Munich!

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Click here to download the ARE Application Form

Click here to subscribe to the ARE newsletter and receive the latest news on upcoming activities
Members from industry, academia and public sector
Strong partners

We partner with international and national organisations, projects and initiatives, the media and other industry platforms.

Selected international organisations with which we have formalised cooperations
ARE Members by technology and origin

**ARE members by technology**
- Batt./Sto.
- Biomass
- Hyd.
- Power comp.
- PV
- Wind
- Micro and Mini-grid

**ARE members by origin**
- Europe: 68%
- Australia: 12%
- Asia: 1%
- Middle East: 1%
- USA: 8%
- Africa: 10%
ARE Project Highlight: OFID- ARE Cooperation

- **Objective:** to identify / to implement up to 2-5 mini-grid installation / hybridisation in the developing world within 24 months

- **OFID Support:** Grant of appr. USD 1.0 Mio. to assist in de-risking mechanism for business ventures

- ARE has implemented a ready-for-purpose working structure

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<thead>
<tr>
<th>Milestone</th>
<th>Date</th>
<th>Result</th>
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<tbody>
<tr>
<td>OFID – ARE Signature MoU</td>
<td>4 Nov 2014</td>
<td>✔</td>
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<tr>
<td>ARE Publication of Call for Proposal</td>
<td>10 Febr 2015</td>
<td>✔</td>
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<tr>
<td>Deadline for submission of applications</td>
<td>17 Apr 2015</td>
<td>✔</td>
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<tr>
<td>ARE Administrative Assessment Report</td>
<td>29 Apr 2015</td>
<td>✔</td>
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<tr>
<td>ARE Evaluation Report</td>
<td>08 Jun 2015</td>
<td>✔</td>
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<td>ARE Grant Application</td>
<td>19 Jun 2015</td>
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<tr>
<td>OFID Governing Board Decision (Approval of 4 projects in Africa and Asia)</td>
<td>19 Jun 2015</td>
<td>✔</td>
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<tr>
<td>Implementation Phase (Bangladesh, India, Mali and Mozambique)</td>
<td>Oct 2015 – Sep 2017</td>
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• 4 Projects (Bangladesh, India, Mali and Mozambique)

• Connection to electricity for 1500 customers

• Power for approx. 900 productive users

• Creation of approx. 65 permanent jobs

• Improvement in the living standards of the local populations (income increase, facilitation of business activities, increase in hours of operation of health clinics, schools, stores, etc.)