



Source: FRES

Increasing Energy Access: Business Models for Access That Spur Innovation

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

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

Katarina Uherova Hasbani
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

Our members



Selected international organisations with which we have formalised cooperations

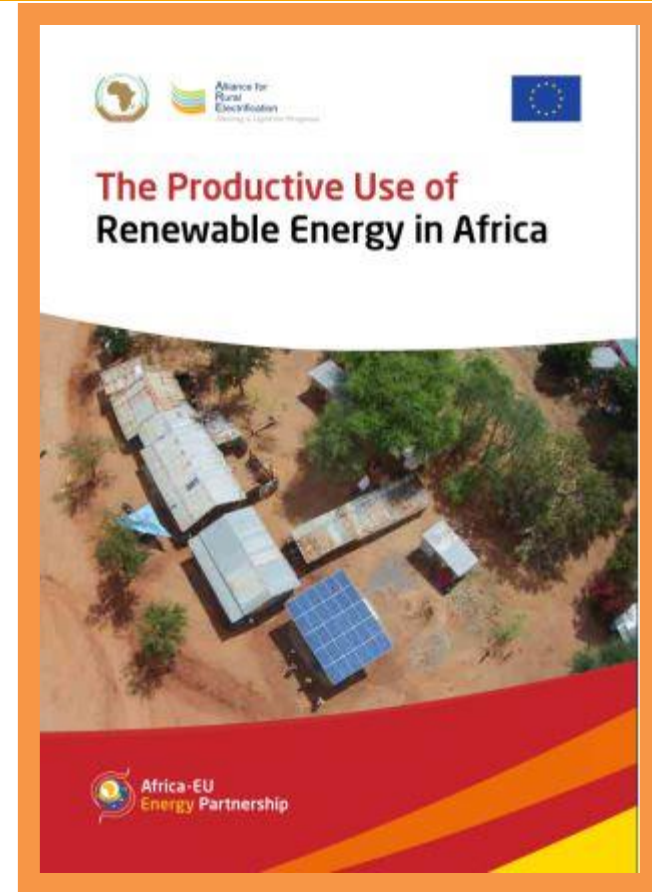


Innovation in the Alliance

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

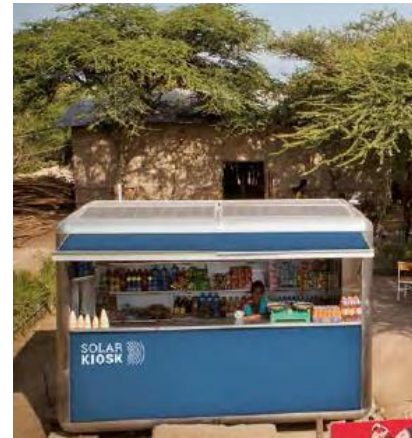


Case studies from ARE members

1. Rahimafrooz

2. SolarKiosk

3. Energie Douce



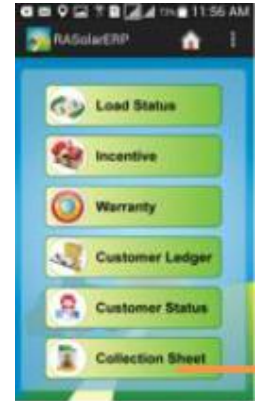
1. Rahimafrooz



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.



Source: Rahimafrooz

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.



Source: Rahimafrooz



2. SolarKiosk

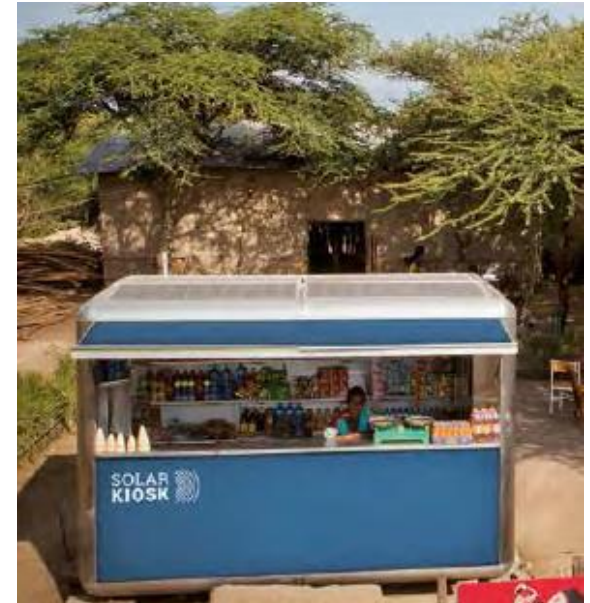
SOLARKIOSK is the energy gateway to untapped markets and Base-of-the-Pyramid (BoP) communities worldwide

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.



Source: SolarKiosk



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.



Source: EnergieDouce

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.



Source: EnergieDouce



New ARE Website launched in April 2016



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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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Source: Phaesun



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Background information



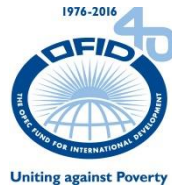
Members from industry, academia and public sector



Strong partners

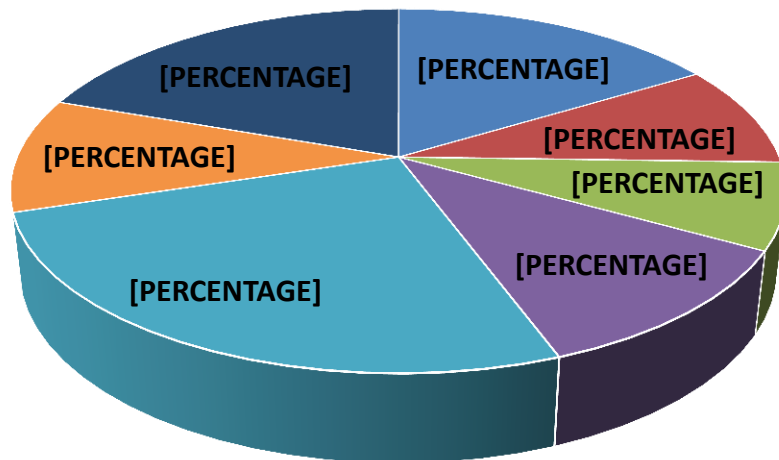
We partner with **international and national organisations, projects and initiatives, the media and other industry platforms.**

Selected international organisations with which we have formalised cooperations

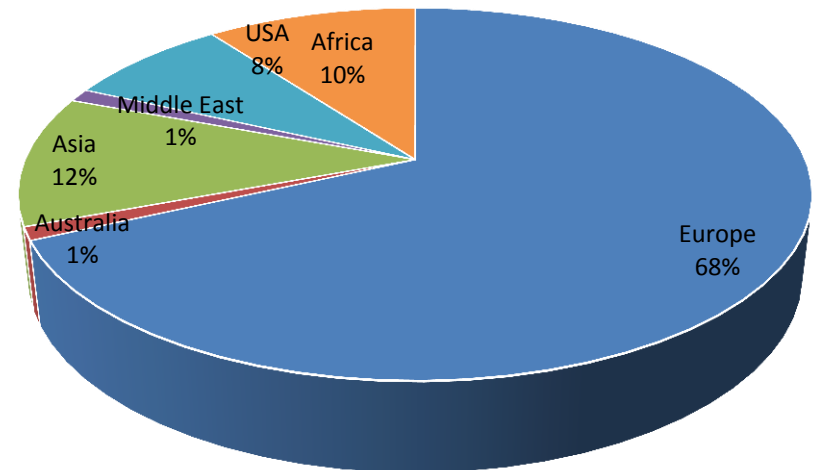


ARE Members by technology and origin

ARE members by technology



ARE members by origin



■ Batt./Sto. ■ Biomass ■ Hyd. ■ Power comp. ■ PV ■ Wind ■ Micro and Mini-grid

■ Europe ■ Australia ■ Asia ■ Middle East ■ USA ■ Africa



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



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



ARE Project Highlight: OFID- ARE Cooperation (2/2)

- 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.)

