

Alliance for Rural Electrification
*Shining a Light for Progress*

IOREC
INTERNATIONAL OFF-GRID RENEWABLE ENERGY CONFERENCE
ACCRA- GHANA
1-2 Novembre 2012

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# LESSONS LEARNED FROM IOREC

GSMA Workshop, 6 November 2012, Accra

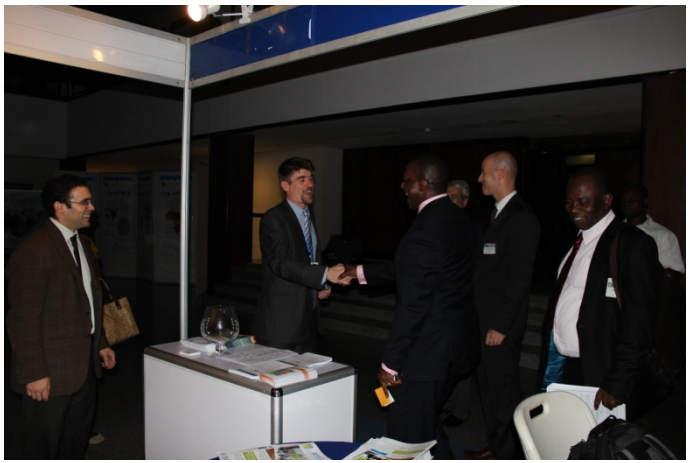
# About the Alliance for Rural Electrification

The only **industry association** representing

…all kinds of **off-grid renewable solutions**

…companies present in the **entire off-grid renewable energy value chain**

…coming from **all continents**.



We focus on:

✓technology, legal, financial advocacy

✓communicating on **innovative off-grid sustainable technology solutions**

✓collect and disseminate useful, timely and relevant **market information**

# More than 70 members



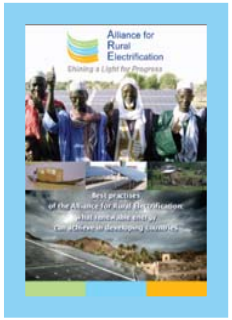
# Our services

Working Groups → Content generation → Communication & training → Policy & public affairs



- Technological solutions
- Market analysis
- Legal & financial




- Publications
- Position papers
- Recommendations



- Events
- Business delegations
- Media relations
- Digital communications
- Training, webinars, workshops
- Procurement info
- Newsletters



- Key contacts in spheres with political and financial influence
  - ✓ Decisions makers
  - ✓ Donors
  - ✓ Project promoters
  - ✓ International organisations

# Background to IOREC

Held from the **31 October to 2 November** 2012 at Accra's ICC & co-organised by ARE, ECREEE and IRENA

Official contribution to the **UN Sustainable Energy for All Initiative**

Organised back to back to the **ECOWAS-GFSE-GEF-UNIDO High Level Energy Forum**.

**Focus on sustainable rural electrification** in order to

- **Build partnerships** amongst the public, private and not-for profit sectors
- Accelerate the development of the **off-grid renewable energy market**






IRENA
International Renewable Energy Agency

CEREEC
ECREEE

SUSTAINABLE
ENERGY FOR ALL

# Structure

- ✓ **CONFERENCE (8 sessions in 2 days).**
- First Day: Focus on policies, legislation, regulation and finance
- Second Day: Focus on projects and technicalities



- ✓ **ARE and IRENA SIDE EVENTS:** 6 workshops

- ✓ **ARE EXHIBITION:** Opportunity for the private sector to showcase its technology solutions for off-grid renewable electrification.



# Participants and exhibitors

✓ **300 representatives** of the off-grid renewable energy sector

✓ All continents and **more than 40 countries** represented

✓**27 Exhibitors** including 8 members of ARE

*Many of the exhibitors offer technology off-grid renewable energy solutions to power ICT antenna.*



BERGEY WINDPOWER

SMA

RAHIMAFROOZ SOLAR

mobisol plug in the world

SOLARWORLD THE SUNPOWERED COMPANY

SOLARLAND Solar Technology and Solutions

energiebau

# Conference programme

**1 November: Policy, Regulation and finance day**

| | |
|---|---|
| Session 1. | Scaling-up off-grid renewable energy technology deployment. Regulations and market development. |
| Session 2. | Need for targeted support. What policies? What incentives? |
| Session 3. | Effective and innovative business models. What viability for privately led initiatives? |
| Session 4. | Financing off-grid renewable energy systems: lessons learned |

**2 November: Technical day**

| | |
|---|---|
| Session 5. | Off-grid renewable energy technologies to meet basic needs |
| Session 6. | Off-grid renewable energy systems: technologies, advantages, challenges and costs |
| Session 7. | Innovative off-grid renewable energy system design. |
| Session 8. | Innovation and findings in the field of off-grid renewable energy. |

# Conclusions from policy and finance sessions

✓ Importance of developing **off-grid renewable energy focussed policies and institutions and bodies with clear targets**

✓Rural Energy Market is **not yet attractive enough** for private investors to adress only communities.

✓ Relevance of the **bottom-up decentralised** approach to achieve universal access to energy.

✓ **Energy sector reforms** are crucial. Processes of de-regulation or re-regulation are neecessary, and also to establish accurate standards.

✓ Development of **long term financing mechanisms** from donors and private financiers.

✓ In terms of financing, **local banks** are extremely important. It is necessary to increase awareness and make them better understand the market.

# from technical sessions

- ✓ **Off-grid renewable energy systems** particularly interesting for remote and low populated areas for domestic, social and productive purposes (including ICTs).
- ✓ **Hybridation** of RETs systems to ensure firm with 100% renewable energy powered systems
- ✓ Progressively moving toward **full automation** of the systems and serialisation of production.
- ✓ However, necessary to develop a system adapted to **local needs** and **purchasing power** of the population.
- ✓ **Monitoring** of the system essential to ensure longer life-time of the system and its adaptation to evolution of the demand.

# Lessons learned

✓The confrence gave opportunity to create a **new large group** of experts focusing on Off grid power.

✓Exchange of best practices has shown that **technology is appropriate and competitive**

✓ **Strong interest** from the private sector to share with public authority on such platform .

✓For more investment the energy market needs **long term reliable customers.**

✓ There is **no one business model**, several can work but local context are all very different.

✓The interest and need for a **2013 IOREC** is no discussion, why not with CPM?

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# Thank you!