Dear REEEP Stakeholders,

A year ago we developed the new REEEP strategy and held in-depth consultations with funders, partners, and Friends of REEEP. We identified REEEP’s assets, its capacities, and the needs in our field. The resulting strategy clearly positions us as a pathfinder, connector and champion for scaling up clean energy business models.

This year we have concentrated on three types of services. With our Project Call Facility, we can identify successful business models and derive an understanding of critical success factors – for investors and for policy-makers. The beauty here lies in the fact that at our level of funding – up to €150,000 – we can select projects precisely and understand our specific component’s effect on a market. The Project Call Facility is therefore a tool to investigate specific uses of energy and understand their relevant markets in some detail.

Second, we are bringing private investment to energy access, by cooperating with a partner to attract private funding for clean energy projects in developing countries. This is an essential component for changing track towards clean energy, as well as for bringing access to modern energy services to the 1.3 billion “energy poor”. It is a new field for REEEP and we have found a strong partner with whom we are developing a Phased Financing Facility.

Third, we use our IT knowledge as a market accelerator. This starts with reegle.info, the world’s most-used clean energy information portal, which attracted 2.5 million visitors in 2012. But beyond that, we’re at the cutting edge in understanding that opening up and linking data can directly accelerate the clean energy market, and in facilitating that process.

Implementation follows right away: we launched the ninth REEEP call for proposals which drew a record number of submissions with a strong thematic focus. And we continued to be a leading voice for Open Data, pushing boundaries through reegle.info with record visitor numbers and through trainings and workshops.

It has been a busy and productive year at REEEP, and I hope you will find this report insightful and interesting.

Martin Hiller
Director General

“...we held an in-depth consultation with funders, partners and stakeholders to identify REEEP’s assets and the needs of the sector. The resulting strategy clearly positions us as a pathfinder, connector and champion for scaling up clean energy business models. We immediately began to deliver on this promise.”
The financial year from 1 April 2012 to 31 March 2013 was a pivotal one for the Renewable Energy & Energy Efficiency Partnership; a year when REEEP clarified its future role as an enabler for scaling up clean energy solutions, and began to align its activities, systems, structure and human resources to deliver on the new strategy.

- **REEEP developed a new strategy, staking out its future position in the clean energy arena.** Going forward, the Partnership will systematically focus on identifying viable business models in renewable energy and energy efficiency in developing countries, and assist them in scaling up.

- **The 9th REEEP project funding cycle attracted 577 submissions; the strongest response of any call to date.** At the conclusion of the call, 28 clean energy projects in 19 countries were selected for €3.95 million in REEEP grant funding provided by the governments of Norway, Switzerland and the United Kingdom. Additional co-funding of €5.67 million was leveraged, for a total of €9.62 million in funds mobilised. Ten new projects specifically address the nexus between energy, food and water needs.

- **REEEP co-hosted two official side events at COP18 in Doha.** The organisation partnered with CTI-PFAN on a session to examine "Accessing private finance via CTC&N", and with the Clean Energy Solutions Centre and ClimateWorks on "Clean energy policy best practices and resources", which highlighted www.reegle.info and the reegle Tagging API as best practice examples.

- **The Partnership continued its leading role in the Linked Open Data movement, advocating the free availability of public energy data.** REEEP teamed up with CDKN and NREL to host a Climate Knowledge Brokers workshop in Washington DC in November 2012, aimed at major data providers and governments. The Partnership also built capacity and expanded its developing country data contacts with an Open Data workshop in Thailand alongside the LEDS Conference in March 2013.

- **REEEP launched the reegle Tagging API.** This enables climate and energy information providers to automatically tag all of their electronic resources to make them more searchable and findable. The API also suggests related content from the pool of material it has already indexed. The service is free of charge and can index resources in English, French, Spanish, Portuguese and German.

- **In November 2012, the new, overhauled www.reeep.org website was launched.** Its new, more pictorial, expressive and user-friendly design highlights the role of individual people in making the clean energy transition happen.

- **The Partnership’s social media outreach was ramped up considerably during the year.** And the monthly NewsREEEP e-newsletter reached a new peak of 7,910 subscribers, an increase of 23% over the course of the year.

- **A Project Implementers’ Meeting brought together the managers of more than 30 REEEP-supported initiatives in Johannesburg in July 2012.** In an interactive, moderated workshop, the implementers shared thoughts on building political will, end-user finance, market rules of the game, and encouraging stakeholder participation.
Overview of new REEEP strategy

The Renewable Energy and Energy Efficiency Partnership (REEEP) is a Type II Partnership established at the WSSD in Johannesburg in 2002. Its mission is to accelerate the market for clean energy in developing countries and emerging markets.

Current situation

Key renewable energy technologies such as wind and solar are now approaching commercial viability, and there is already significant manufacturing in the emerging markets. Clean energy is becoming a business. As of 2011, 119 countries had some form of national RE policy target or support in place. The birth of the International Renewable Energy Agency (IRENA) means there is now a major global driver for clean energy policy.

Still, 1.4 billion people lack any access to modern energy, primarily in Africa and Asia. Given the explosive growth in mobile phones, the ambition should be to achieve similar growth rates for clean energy – to bring emissions down and provide sustainable energy for all.

In this environment that requires more emphasis on the private sector, REEEP will focus on:

- Identifying realistic business propositions for clean energy – both energy efficiency and renewable energy – that serve to increase energy access
- Defining the conditions needed to make particular propositions succeed
- Working with partners both in the public and private sector to implement these solutions

Selected Project Highlights

- The REEEP-funded project “Greening China’s supply chains” reduced individual energy bills at selected textile factories by an estimated 10%. A follow-up project in the 9th cycle will help Azure International replicate the approach with other major brands.

- The OFID-REEEP project “Boosting RE in privately-led rural electrification projects in Cambodia” successfully retro-fitted the formerly diesel-run rural grid of Char Chuk, to run on locally available rice husk biomass.

- In the “Energy regulatory framework for Namibia” initiative, the Renewable Energy & Energy Efficiency Institute completed ground-breaking regulatory work for that country on renewable energy and net-metering. It also influenced long-term planning in the SADC region.

- A baseline report on “Technical Analysis of Appliance Markets to Support the Pacific Appliance Labelling and Standards (PALS) Programme” was completed by IIEC with REEEP funding, and was presented to Pacific Energy Advisory Group in December 2012.

- The project “Supporting South Africa’s Municipal EEDSM Programme” presented its work to the National Treasury, which served as a primary motivator for the extension of that country’s EEDSM programme.

- REEEP-driven stakeholder consultation led to the establishment of the Tonga Energy Roadmap (TERM) Implementation Unit which gives the TERM a legislated home and helps institutionalise the process rather than depending on select individuals.
Positioning

REEEP acts as pathfinder, connector and champion for up-scaling clean energy business models.

REEEP is pursuing this positioning via three broad avenues that drive the structure of this report:

1. Interventions and Projects

REEEP builds on its experience and infrastructure for project calls, selection, supervision and management, control, and evaluation of projects in the clean energy field; it establishes mechanisms that facilitate the up-scaling of successful models at national and multi-national level.

2. People and Information

REEEP’s communications capacity, including its thematic networks, Friends and Partners, its own website, the reegle.info clean energy portal and Linked Open Data facilities, becomes a major proposition to REEEP partners and clients.

3. Trust and Reliability

REEEP provides a professional environment for managing funds, delivering high quality projects, and providing support and advice to private and public agents of change.

Interventions and Projects

In 2012/13, REEEP began to establish initiatives and mechanisms to facilitate the up-scaling of successful clean energy business solutions, building on its experience and infrastructure for project calls, selection, supervision and management, control, and project evaluation.
As part of REEEP’s rethink on **how to best unleash market transformation**, the organisation is shifting away from individual project funding towards conceiving and packaging interventions; bundled initiatives designed to facilitate the commercial deployment of clean energy in a specific sector, technology or region.

For each intervention, REEEP identifies a specific area where there is a viable business opportunity behind increasing energy access and reducing carbon emissions, and outlines a set of measures that can unleash the entrepreneurial element. The Partnership seeks strong partners with complementary skills and the financial muscle to offer a route to up-scaling. Currently four such interventions are under development.

**Energy positive buildings**

With the aim of spurring 1 billion square metres of energy positive residential space, REEEP began to build a partnership with Global Building Performance Network and X6 (a Beijing-based architecture and design company) to strengthen the uptake of net energy positive buildings with a focus on social housing in the exploding emerging markets of China and India. A joint workshop for planning the intervention was held in March 2013. This intervention is aimed at effecting change by addressing common human need which a building provides and at the same time addressing environmental issues caused by energy used in buildings. A concept note is under development and will be shared with stakeholders at EE Global in May 2013.

**Climate and Energy Data Exchange**

Currently there is no global energy data portal, and most energy and climate data is held in silos. In developing countries there is a massive lack of data in the first place, and what is available tends to be unstructured and hard to work with. In answer to this critical bottleneck in clean energy development, REEEP developed the Climate and Energy Data Exchange intervention. It seeks to persuade governments and other important data providers in developing countries to open up their energy data, and to be an enabler in helping them do so. This intervention is described in more detail on page 11. First fundraising efforts will concentrate on a pilot initiative to use Linked Open Data to support sustainable urban transport in booming cities in emerging markets.

**Energy and food**

Through the year, REEEP developed a close working relationship with the FAO (the UN Food and Agriculture Organisation), jointly investigating the nexus approach to food, energy and water needs. The aim is to develop a holistic country-level approach that tackles these three issues in an integrated way. Several pilot countries would be selected and an integrated set of policy and business encouragement measures would be developed and introduced in cooperation with them.

As a preface to this, REEEP included specific energy and food and energy and water themes in its 9th funding cycle, to help identify innovative approaches that aim for symbiotic solutions to these issues. In the course of the year, REEEP made proposals to Energy+ and held discussions on the topic with the UK Department of International Development (DFID). In January 2013, in collaboration with FAO and CTI-PFAN, the Partnership submitted a proposal on Energy and Food to the German International Climate Initiative (ICI). The submission was accepted and REEEP is awaiting a response.

**CSP – Concentrated Solar Power**

In response to a UK tender for assistance with an International Climate Fund (ICF) application, REEEP developed a concept paper for investigating the potential and opportunities of using CSP (concentrated solar power) technology in a developing country context. Though REEEP did not win this specific tender, it was later invited to provide an analysis paper on the UK Department of Energy and Climate Change’s actual draft proposal to ICF, which foresees using CSP for small-scale industrial heat processes in Kenya and Chile. This ICF application was submitted in January 2013. If it is accepted, REEEP is well-placed in tendering for the full proposal development, potentially also linked to the following implementation phase.
This Project Call Facility offers proven, robust systems for selection, tracking, and evaluation, and in future will be a crucial tool to drive REEEP’s interventions. During 2012–12, the Partnership continued its highly successful track record in open project calls with its 9th project funding cycle, a thematic-focussed funding round which attracted the strongest response of any REEEP call to date.

REEEP has offered funding to a total of 185 projects in the course of its own funding cycles and the OFID-REEEP call. A total of €18.58 million in REEEP grants have been made, with a further €36.33 million in co-funding mobilised from other sources, for a total of €54.91 million in funds activated for clean energy projects in developing countries and emerging markets.

9th REEEP funding cycle

This year marked REEEP’s 9th funding cycle, a thematically-focused funding round that attracted 577 project submissions; the highest response of any funding cycle to date. The level of interest and the quality of proposals underlined the funding gap for projects in the €150,000 range, the need for phased financing to take these solutions to the next stage, and a strong level of interest in addressing energy needs in symbiosis with food and water requirements.

The 9th call was executed within a tight four-month timeframe, and was designed to support REEEP’s new strategy, with five clear thematic priorities:
- Scale up successful business models
- Support decentralized off-grid generation
- Harness the benefits of clean energy in food production
- Employ clean energy in providing reliable water supply
- Communicate learnings and open up energy data and information

The call for proposals opened on 23 August 2012, and in less than one month, some 577 concept submissions were received for regular projects. 84 of these were then invited to submit full proposals in the second stage which closed on 9 November 2012. The projects were reviewed and selected for funding by donors Switzerland, Norway and the United Kingdom at the REEEP International Steering Committee (ISC) on 13-14 December 2012. This resulted in REEEP awarding €3.95 million to 28 clean energy projects in 19 countries. The REEEP grants leveraged additional co-funding of €5.67 million, for a total of €9.62 million in funds mobilised in the 9th funding cycle. This means that for every €1.00 in REEEP grant funding in this call, and additional €1.43 was attracted from other sources.
OFID-REEEP funding cycle

During the year REEEP continued the management of its on-going projects and finalised the contracting of three OFID-funded projects which target access to energy issues in Tanzania, Ethiopia and Cambodia.

Over the course of the year, the World Vision implemented project “Increasing access to RE and EE technologies in Ethiopia through sustainable cooperative societies” has successfully formed and registered cook stove and solar light focused cooperatives, distributed thousands of stoves and lights and is supporting the development and production capacity of local cook stove manufacturing.

“Boosting RE in privately-led rural electrification projects in Cambodia” retro-fitted the formerly diesel-run rural grid of Char Chuk to run on locally available rice husk biomass. The grid is powered by renewable energy and has increased energy access as well as the reliability of energy services in the region.

The “Innovative Communal Utility” project in Tanzania project had initial difficulties in securing co-funding but was starting to get traction as the financial year ended.

Project Implementers Meeting 2012

REEEP-funded projects are unique in that their implementers have the chance to meet each other face-to-face, share learnings and exchange experiences. A Project Implementers’ Meeting was convened in Johannesburg 3-4 July 2012, bringing together more than 30 REEEP-supported project managers from countries as diverse as Brazil, Ghana, India, China and nations of the Pacific Islands. This interactive meeting included:

- sharing of learning through 26 project poster exhibitions enabling participants to engage with project developers
- mutual support on topics of building political will, end-user finance, market rules of the game, and encouraging stakeholder participation
- obtaining feedback on REEEP’s new strategy
- understanding how REEEP can support project developers in such areas as networking, information sharing, peer support and knowledge management

People and Information

Individuals drive the clean energy transformation, but to do so they must have access to basic information for decision-making, and be apprised of latest developments from practical experience on the ground. REEEP is working in each of these areas, to help governments and other institutions open up their data, to build and maintain its key partnerships, and to share its own store of project knowledge and to build capacity.
2.1 Open Data

The world is flooded with data, but much of it is held in isolated silos that are not accessible or searchable by third parties. This is particularly true in developing countries where REEEP is active. Open Data can unblock this logjam.

Building on the successful experience of reegle.info, the Partnership developed a concept for the Climate and Energy Data Exchange intervention to provide one reliable global platform for energy data, and began consultation on this initiative with major funders. In parallel, REEEP forged links with key players in the Open Data movement by holding capacity-building workshops. To complement these efforts, the reegle Tagging API was released, enabling clean energy and climate websites to tag their digital content automatically.

Climate and Energy Data Exchange

Open and transparent access to high-quality data is a critical pre-requisite for the clean energy market to develop. REEEP conducted a survey of its own project implementers and found that:

- Lack of access to high quality, reliable and structured data hinders effective policy development and implementation
- Inaccessibility of data slows down or prevents business and project development and investment decisions
- State bodies or NGOs who are promoting policy projects need data for analysis
- Investors see availability of data as one of the key criteria in deciding which country to put their money into, along with the general policy and regulatory environment

Currently there is no global energy data portal, and most energy and climate data is held in silos. In developing countries there is a massive lack of data in the first place, and what is available tends to be unstructured and hard to work with. Usage licenses are unclear, and keeping information up to date is difficult.

In answer to this critical bottleneck in clean energy development, REEEP developed the Climate and Energy Data Exchange intervention proposal. It outlines a specific plan action to:

- Persuade governments and other important data providers in developing countries to open up their energy data, and support them in doing so
- Act as cutting edge promoter for the Open Data movement in relation to energy
- Act as an enabler by: ensuring regular data collection reformating and quality assuring datasets providing a Linked Open Data (LOD) web-platform as a repository that gives end-users in business and civil society easy access to a comprehensive set of data ensuring datasets are re-usable (open license) and machine-readable carrying out in-depth analyses of existing datasets

First efforts will concentrate on a pilot project to use Linked Open Data to support sustainable urban transport in booming cities in emerging markets.

In October 2012 REEEP completed the development of the reegle Tagging API, a new cost-free tagging service for climate and energy web portals. Users of this API can choose from a range of services that include:

- Tagging of documents and web content that cover renewable energy, energy efficiency and climate-relevant topics to make them accessible for search engines
- Suggestion of related documents from the growing pool of material that has already been indexed using the API

The API helps to classify content in a consistent way across the renewable energy, energy efficiency, and climate-related sectors, based on terms and relationships from the reegle.info Climate and Energy Thesaurus. The API can scan and categorise original content in five languages: English, French, Spanish, Portuguese and German.

As part of joint projects with the World Bank, GIZ and GGKP, the reegle thesaurus is currently being extended to cover the areas of deforestation growth and adaptation related M&E and tools. To further extend reegle’s Linked Open Data approach, the reegle thesaurus and Global Buildings Performance Network (GBPN) thesaurus will be linked in April 2013.

Opening data could help ease traffic congestion in booming cities.

Capacity-building for and promotion of Open Data

To prepare the Climate and Energy Data Exchange concept and to start the development of a network of champions in the open data community, during 2012-13 REEEP co-hosted many open data related workshops and events. Here just one example:

In November 2012, NREL – the operator of OpenEI.org - and REEEP teamed up to give a dedicated Linked Open Data workshop in Washington DC. The workshop was funded by the German Federal Ministry for the Environment, Nature Conservation and Nuclear Safety as part of funding REEEP’s LOD capacity building activities. Attendees included the Climate Institute, the Inter-American Development Bank, the U.S. Department of Energy, the Global Green Growth Institute and several departments from the World Bank.

Bernadette Hyland, CEO of 3 Round Stones and a pioneer in semantic web technologies attended the workshop and was effusive in praise for it: “It was really exciting to see the first workshop dubbed as a ‘Linked Open Data’ only workshop in DC (and I follow these things)! I commend you for organizing such a useful program, format, venue and the nice ‘take-aways’ for the workshop. Thank you.”
During 2012/13, REEEP developed and implemented a major new internal system that greatly facilitates collaboration and knowledge-sharing for this dispersed organisation. The REEEP Online Collaboration and Knowledge System (ROCKS) is based on Atlassian Confluence, a widely used enterprise collaboration system.

In other knowledge management support, REEEP began the task of updating the REEEP Toolkits system with project outputs from the 7th and 8th funding cycles. In addition, the Government of the United Kingdom earmarked €250,000 for the enhanced communication of projects, including the selection of 5 lead communications projects and special tracking of their progress, the holding of a Project Implementers Meeting, and the creation of lessons learned documents in several specific topics.

In line with its new strategy, REEEP began overhauling its approach to partner engagement on all levels: full partners, Friends of REEEP and MOU partners, as well as Regional Secretariats and their host organisations. The aim is to gradually focus the Partnership and its structures more closely around active or potential collaborations, rather than maintaining a large but loose alliance of largely low-involvement partners.

Partners and Friends of REEEP

Since May 2012, all partner applications have been on hold and REEEP is currently not accepting any new partner organisations. The current REEEP partner list was updated for the end of 2012. This results in a new total of 385 partner organisations, including 45 national governments. A full list of partners is available at www.reeep.org/partners.

Friends of REEEP, the 6,879 persons who have previously indicated interest in being affiliated with REEEP as an individual, are all being retained. This list is now combined with NewsREEEP subscribers, and in Q1 of 2013/14, all recipients of both lists will be given the option to continue receiving REEEP updates or to discontinue.

Regional Secretariats

REEEP’s global network of Regional Secretariats (RS) is one of the organisation’s key assets. These offices keep a finger on the pulse of local and events and identify opportunities for stimulating clean energy market development. Each Secretariat is hosted by a strong organisation that shares REEEP’s vision for expanding low-carbon development, and each covered a range of activities during the year.

REEEP convened its annual Regional Secretariats meeting in Abu Dhabi in January 2013, which focused on the review of monitoring and evaluation processes and achieving a greater clarity about strategy, roles and responsibilities.
Southern Africa RS

The South African National Energy Development Institute (SANEDI) is a public entity entrusted to co-ordinate and to undertake public interest research relating to energy issues. It also hosts the REEEP Secretariat for Southern Africa. During the course of the year, Secretariat activities included:

- Supporting and facilitating the identification of opportunities for RE development and cooperation with EU in Eastern Cape province, South Africa, through supporting the Eastern Cape and European Union Renewable Energy Conference in East London
- Holding discussions with SANEDI RECORD (Renewable Energy Centre of Research and Development) about possible collaboration with REEEP on RE skills development, support for RE business development and marketing and raising awareness of RE in South Africa

Latin America & the Caribbean RS

The Organisation of American States (OAS) brings together all 35 of the independent states of the Americas and supports them in policy design and implementation in various areas, including climate change mitigation and energy. During the year, the Secretariat:

- Served as a leading resource for expertise and information on clean energy in the Caribbean region, exploring the potential for inter-island power connections
- Deepened contacts to RENOVE, a Brazilian partner, and held a discussion on co-hosting the Microgerar event in Brazil, in May 2013

South Asia RS

The South Asia Secretariat is located with the Asian Energy Institute (AEI), which is hosted by TERI, an international think tank and research institute in the fields of energy, environment and sustainable development. This Secretariat was active with the following activities:

- Organised a global ministerial level “International Seminar on Energy Access” on 9-10 October 2012 as a knowledge partner to India’s Ministry of New and Renewable Energy (MNRE). Over 50 ministers from participating countries attended the event.
- Prepared background papers on Financing Energy Access and Solar for Energy Access
- Published a conference paper on REEEP case studies: “Expanding Rural Energy Access and Improving Agro Industrial Energy Efficiency through Targeted Interventions” – included in the distributed material at the World Sustainable Energy Days (WSED) 2013
- Organised a private investor meeting in Mumbai on barriers to clean energy investment
- Partnered with the MNRE in organising a side event during the International Seminar on Energy Access, and facilitated a consultative meeting on accelerating the Jawaharlal Nehru National Solar Mission
- Established relationships with state-level energy organisations such as KREDL (Karnataka Renewable Energy Agency) and GEDA (Goa Energy Development Agency)
Partners

Southeast Asia & Pacific RS

The Clean Energy Council (CEC) is Australia’s peak clean energy industry body representing over 600 members, and hosts the Secretariat for Southeast Asia and the Pacific. During the year, this Secretariat:

- Maintained intense stakeholder consultation leading to the establishment of the Tonga Energy Roadmap (TERM) Implementation Unit as an arm of government. This gives the TERM a legislated home and helps institutionalise the process rather than depending on select individuals to drive the process forward.
- Expanded relationships and networks in the Southeast Asia region with special focus on the 9th funding cycle priority countries for the region: Vietnam, Lao PDR and Indonesia
- Attended a variety of events including the Indonesia Power Conference in Jakarta in order to raise REEEP’s profile in the area

Sustainable Energy Regulators Network (SERN)

The Sustainable Energy Regulation Network (SERN) facilitates the exchange of experience and knowledge between regulators and government officials on clean energy-related topics. It is co-ordinated by researchers at University College London - Energy Institute (UK).

During the year, SERN updated more than 100 countries in the Policy and Regulation Database, and completed the SERN Literature Review for 2012. The network hosted a seminar on feed-in tariffs at the World Forum of Energy Regulators in Quebec, May 2012, and contributed heavily to a two-day side event on energy access and regulation at the Asian Development Bank’s Clean Energy Governance Conference in June 2012. SERN also issued three newsletters targeting 1200 regulators and electricity-related government officials around the world.

East Asia RS

The East Asia Secretariat is hosted by the Chinese Renewable Energy Industry Association (CREIA), which promotes the adoption of advanced RE technologies among enterprises in China and develops the capacity for the rapid industrialisation of the Chinese RE sector.

- A workshop on PV feed-in tariff policy, discussing the National Development and Reform Commission’s (NDRC) latest proposals on the topic attracted representatives from the five biggest state-owned PV developers. The event generated a series of suggestions on PV feed-in-tariff mechanisms that were filed with the National Energy Administration (NEA) and the NDRC.
- An Austria visit for a delegation of NEA and local government officials and representatives from companies covering the entire biomass supply chain. The delegation visited a series of biomass projects around Vienna and organised a workshop with the support of Kommunalkredit Public Consulting and Austrian Federal Ministry of Agriculture, Forestry, Environment and Water Management
- Senior biomass stakeholders from China visited a series of projects in the Vienna area and made a visit to Guessing, the first community in the EU to produce its full energy demand from local renewable resources. The visit was organised by the REEEP East Asia Secretariat.

Renewable Energy and International Law (REIL)

REIL is a REEEP-funded international network that creates an informal space for senior business leaders, policy-makers, scholars, lawyers, and science and technology experts to identify and evaluate the challenges in moving to a low carbon society and to discuss the strategies to address them.

During the year, the network hosted a range of private and public discussions to advance the clean energy debate. A Roundtable of 14 key change agents and business leaders was convened to discuss “DC Grids and Other Innovations, Issues in Energy Distribution and Management” in Boulder, Colorado in August, 2012. In October 2012, the second Climate and Clean Energy Roundtable was held at Cambridge University with the Anglia Ruskin Global Sustainability Institute. REIL’s signature event, the Clean Energy and Climate Change Roundtable, marked its seventh annual gathering at Yale in March 2013, examining “How to develop and expedite the coming low carbon economy and sustainable society.” A first semi-annual REEEP REIL Yale Talk and Workshop was also held in March 2013. Finally, REIL was instrumental in organising the panel discussion on “Smart, Off- and Micro Grids: the Future of Renewable Energy” at the World Future Energy Summit in January 2013.
Communications

REEEP continued to enjoy a communications outreach that gives it equal footing with many larger players in the energy and development arena. This included presence at the Clean Energy Ministerial meeting in London, a tenth-anniversary “speed brokering” side event at the Rio+20 conference, and extensive publicity that led to an overwhelming response to the 9th project funding call.

A completely new website now makes it easier to explore REEEP’s services and outcomes, and an expanded social media presence highlights the role of individuals in driving the clean energy transformation.

REEEP: ten years forward

REEEP marked its tenth anniversary with the publication of the Annual Report 2011/12 highlighting the Partnership’s ten years of activities, a matching update of the website and a new REEEP brochure, all timed to be released around the Rio+20 conference.

In parallel, the organisation co-hosted the Speed Brokering for Partnerships session at Rio+20 together with UN DESA. Seventy-two energy stakeholders from around the world took part in this quick-change networking event. The session underlined the Partnership’s intention to become a more active facilitator in the clean energy development space.

Upgraded web presence

In November 2012, the new, overhauled REEEP website was launched. Its new, more pictorial, expressive and user-friendly design all support the organisation’s mission as a catalyst for up-scaling clean energy solutions. In particular, the website now strongly highlights the role of individual people in making the clean energy transition happen. It also allows for a more clear presentation of the projects undertaken, and an exhaustive website search function.

The Partnership’s social media outreach was ramped up considerably during the year, with multiple tweets per day from the @REEEP account; a 30% – 50% increase in likes on Facebook with daily postings; and active posting on LinkedIn to 500 REEEP contacts. A weekly social media newspaper Paper.li also premiered.

The monthly NewsREEEP reached a new peak of 7,910 subscribers, and increase of 23% over the course of the year. Production of the newsletter included the authoring of 49 news items on the website. In addition, 13 bi-weekly event listings were distributed before the listing was combined with the monthly NewsREEEP in November 2012.

Events

In the course of the year, REEEP attended, spoke at or organised a total of 32 events, including major side events at the Rio+20 conference and COP18, and agreed contra deals to promote a further 46 events.

Trust and Reliability

REEEP has a long tradition of strategic focus, robust governance and delivery of high-quality outputs and services. In 2012–13, the Partnership developed a new strategy which lays out a clear role and positioning for REEEP in the crowded clean energy development arena. With this, the organisation began to realign its talent base, resource planning and financial systems to support this new strategy and put the organisation on a firm long-term footing.
3.1 Governance

REEEP’s tenth anniversary and a change in senior management marked the development of a new strategy to stake out the Partnership’s role in clean energy development. This space has changed radically since 2002, and now clearly demands more focus on enabling the private sector to find clean energy solutions, demonstrating that they can be delivered at a profit, and scaling up for mass delivery. Organisational changes were made to support this shift.

Implementing the strategy

The new REEEP strategy outlined on page 7–8 was approved by the Governing Board on 13 June 2012. At the same time, a small advisory group including three Governing Board members was formed to work closely with the DG and the Management Team on developing a Business Plan to deliver on the strategy.

Personnel changes were made to support this move. Eva Oberender was appointed as new Programme Director to oversee the development of interventions and to manage REEEP’s project funding cycles. Merja Laakso and Claudia Florowski were recruited as Project Officers to support the oversight of and engagement with ongoing projects. Camilla Chalmers was named new Director for Development to take leadership of fundraising and alliances. In parallel, three papers were written by external experts, focusing on the legal status of the partnership, the market situation of REEEP and the organisation’s funding opportunities.

A Business Plan was developed which laid out all actions and was backed up with clear resource and financial planning, was approved by the REEEP Governing Board on 7 November 2012. This meeting also agreed the formation of a Governing Board subgroup as an advisory body to the DG. The Board suggested the postponement of the next Meeting of Partners, which was later confirmed by a circular decision to all partners. The budget for fiscal year 2013-14 was discussed in a Governing Board conference call and then approved in the 8th circular decision.

During 2012/13, REEEP began to establish methodologies for preliminary assessment of interventions, for monitoring and evaluation, and outcome mapping. Procedures surrounding the project call facility were adjusted for the 9th funding cycle, and further streamlining is planned.

Two draft concept papers for the development of a monitoring and evaluation (M&E) tool have been developed, underlining the aim to better capture project progress in real time and plan in pathways to impact from the outset of each project. Regional Secretariats have been consulted to ensure M&E is aligned with the new REEEP strategy.

REEEP has also developed a draft Intervention Selection Process and Intervention Screening Tool which guide the REEEP team in selecting and pursuing new interventions.

Project funding cycle procedures

During the 9th funding cycle, internal processes were adjusted to reflect the increased focus on monitoring, evaluation and risk management. Lessons learned from recent impact assessments and two independent reviews of REEEP projects were incorporated into this adjustment.

More fundamentally, following the 9th cycle, REEEP has begun a review of the entire project call facility and its related processes with a view towards simplification, reduced cost and better alignment with the up-scaling strategy. This process will continue over a number of months and includes consultation with REEEP Programme Board as well as external organisations.
3.3 Finance

REEEP has developed a clear Business Plan for its transition from a pure grant funder to an intervention-focused organisation that identifies sector-based and regional solutions and scales them up. The plan is based on robust financial management and detailed resource planning, and foresees continued need for core funding during a two-year phase of readjustment. Intensive efforts are under way to attract the required funds.

Business Plan development

For the Business Plan, a detailed financial analysis was done to consider REEEP’s resources and finances for 2012–13 and beyond, including a budget outline for the coming year with three possible financial scenarios.

The detailed budget for 2013–14 was developed using REEEP’s new financial system and reflects the new accounting structure of cost and profit centres. The budget on hand is calculated based on minimum expected expenses, but also allows some flexibility in crucial parts such as the Programme Interventions. Income estimates are extremely cautious and any additional income will reduce the amount of money spent from cash reserves. The operational expenses account for 7% of the total budget, the expenses for Regional Secretariats and PMIS for 4% of the total budget of €11.04 million, which includes €8.07 million in committed funds for the projects in all running calls. The proposed budget was presented to the Governing Board and approved in a circular decision.

The Business Plan shows how REEEP can build a sustainable business model based on its future positioning and new offer, its services and products and its programmatic targets. It also identifies what is needed to cover the expected core funding gap. An analysis of staff resources, REEEP’s network and partners and a proposal on REEEP’s future governance also form an integral part of the document.

Financial Statements

In 2012/13 REEEP received €4,523,008.33 in donations from Austria, Germany (BMU, GIZ), IRENA Norway, OFID, Switzerland, UK (DECC, CDKN) and others, which is greatly appreciated by the Partnership.

Actual REEEP expenditures in 2012/13 amounted to €4,037,667.11 (previous year €4,305,482.44). In addition to covering network support and expenditure for Regional Secretariats, this amount includes project-related expenditures of €1,846,879.00.

Annual audits were carried out by PriceWaterhouse-Coopers during April 2013. The annual Auditing Report states that the accounts are properly kept with no discrepancies or irregularities, and that donor funds were allocated and used in accordance with contract requirements. The high standard of REEEP’s financial management was acknowledged.

The full auditor report is available on the REEEP website for download.

Outlook

The central question that REEEP wants to answer is how clean energy can be provided to solve real, elementary problems of people in developing countries.

The production of energy follows its intended use, which moves us forward from mere energy supply thinking towards energy as an enabler of specific services. By asking ‘what is this good for?’, the energy discussion becomes more approachable for everyone, going beyond narrow circles of energy experts; and the difference between the source of energy and its efficient use narrows. Clean energy solutions that are framed this way will automatically result in clean energy provision and the best possible efficiency.

In the coming year, REEEP will engage with strategic partners to tackle such concrete measures: the water, energy and food nexus, positive energy social housing, opening up data and information, and attracting private investment to promising clean energy solutions. The critical point is to identify successful business models and engage with those entrepreneurial champions who can drive strong up-scaling of these models.
Members of REEEP Governing Bodies 2012/13

Governing Board

All members of Governing Board subject to Meeting of Partners approval.

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Stephan Singer NGO Representative Worldwide Fund for Nature (WWF)

Peter Dickson Business Representative BNP Paribas, Clean Energy Partners

Huang Ming Business Representative Himin Solar

John Christensen Observer United Nations Environment Program (UNEP)

Simon Collings Observer Global Village Energy Partnership (GVEP)

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Simon Collings Observer Global Village Energy Partnership (GVEP)

*resigned from Governing Board during course of the year

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