

To whom it may concern

Amsterdam, April 18, 2016

**Ref: Letter of Reference**

Dear Sirs,

The Alliance for Rural Electrification (ARE) is an international business association based in Brussels representing the decentralised energy sector and working towards the effective integration of renewables into rural electrification markets in developing and emerging countries.

The objectives of ARE are to enable improved energy access through business development support for its more than 90 members worldwide, who represent the whole value chain for off-grid technologies, by targeted advocacy and by facilitating access to international and regional funding. Since its creation in 2006, ARE has been serving as a global platform for sharing knowledge and best practices to provide for the rapid implementation of available and advanced RE technologies and services.

We herewith confirm that Dr. Klaus TRITSCHER, EnTri Consulting GmbH, was invited by us to hold a half-day workshop on 15 April 2016 adjacent to the ARE-RECP Off-Grid Investment Forum held in Amsterdam on April 12 and 13, 2016.

The workshop of Mr. Tritscher was entitled “**Thinking as the Lender/Financier**” and covered questions and subjects such as the following:

- Which funding/financing programmes are adequate for energy access projects?
- What is needed to facilitate project financing?
- Key permits, authorizations and agreements
- Components of Independent Technology Evaluation and Independent Engineering Report
- Key risks to be mitigated
- How are proposals graded?

The session of Mr. Tritscher included good and helpful practical examples and lessons learned from rural electrification financing (with focus on Sub-Saharan Africa) and was very well received by more than 20 ARE members mainly from various European and African countries, such as Belgium, Germany, The Netherlands, Portugal, Democratic Republic of Congo, Kenya and Tanzania.

We are glad that we could win Mr. Tritscher as lecturer and trainer for this event and are looking forward to further fruitful cooperation in the future.

Yours faithfully,



Marcus Wiemann  
ARE Executive Director