



**ALER**

Associação  
Lusófona  
de Energias  
Renováveis

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PRESENTATION

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# WHAT IS ALER FOR



## PROMOTION

ALER is a non-profit Association with the mission to promote renewable energy in Portuguese-speaking countries



## AGREGATION

Platform for information exchange and aggregation of interests amongst all stakeholders, representing the common voice of renewable energies in Portuguese-speaking countries at national and international level



## COMERCIAL

Facilitate business opportunities by supporting the private sector



## PUBLIC AFFAIRS

Liaise with Government institutions and international organizations to create a favourable regulatory framework



## SOCIAL

Take advantage of the social benefits of renewable energy contributing to the Millennium Development Goals of reducing poverty and ensuring universal energy access



# WHY WAS ALER CREATED

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1.

## RENEWABLE ENERGIES

### A VERY DISPERSE GLOBAL SCENARIO

- Strong growth of the global RES market, with investments shifting from OECD to developing countries
- Energy access asymmetries to be tackled, being RES the most competitive alternative in remote areas
- Technology cost reductions make RES a competitive solution

2.

## RENEWABLE ENERGIES

### IN PORTUGUESE SPEAKING COUNTRIES

- Portuguese speaking countries are a good example of the global RES situation, offering win-win synergies opportunities
- Vast RES resources in these countries
- Traditional cooperation between Portuguese speaking countries is in place, but not organized for the RES sector

3.

## THE ROLE OF ASSOCIATIONS

### IN PROMOTING RENEWABLE ENERGIES

- RES Association have proved to be crucial to create a favourable regulatory environment, to develop the market and to increase business opportunities
- Currently there are no RES association in Portuguese speaking countries, but Portugal and Brazil



# WHERE IS ALER ACTIVE



## PLACE LUSOPHONE COUNTRIES ON THE RENEWABLE ENERGIES' MAP



### PRIORITY COUNTRIES

**ANGOLA\*\***, **CAPE VERDE\***, **GUINEA BISSAU**,  
**EQUATORIAL GUINEA**, **MOZAMBIQUE\***, **SAO  
TOME AND PRINCIPE\* & EAST TIMOR\*\***

Stimulate less developed renewable energy markets, by enabling public and private entities, attracting foreign investment and promoting the creation of National Renewable Energy Associations

\* PRIORITY COUNTRIES FOR 2015

\*\* PRIORITY COUNTRIES FOR 2016

### SUPPORTING COUNTRIES

**BRAZIL & PORTUGAL**

Enhance existing specialized knowledge and experience, by working with National Renewable Energy Associations and supporting the internationalization of companies to the remaining Portuguese-speaking countries

### OTHER COUNTRIES

**all other countries  
worldwide**

Support to internationalization and investment in the renewable energy sector in Portuguese-speaking countries



# WHAT DOES ALER DO



## KNOWLEDGE SHARING

Publish national reports with technical, economic and regulatory information, including industry recommendations

Provide an online database of renewable energy publications available for free (LERenováveis)

Organize an online database with the list of all entities working in the renewable energy sector (Contacts Directory)



## CAPACITY BUILDING

Create and/or strengthen National Renewable Energy Associations

Organize B2B meetings and trade missions to promote and support to the private sector

Promote high-level meetings and contacts for capacity building at government level



## REPRESENTATION

Participate in national and international meetings and events, as speakers or delegates

Act as confederation of companies and Renewable Energy National Associations, coordinating interests and information

Cooperate with international organizations, to become partners of ALER



## COMMUNICATION

- Manage media
- Send regular Newsletters
- Disclose legislation, news and funding and investment opportunities monitoring services
- Organize national and international events
- Provide exclusive networking opportunities



# ALER CONTACTS' DIRECTORY



- [ALER Contacts' Directory](#) gathers in a single online platform an exhaustive list of all entities, public or private, who are active in the renewable energy sector in Portuguese-speaking countries.
- It will be not only a useful platform for contacts dissemination, but also an important promotion tool of any Entity.
- There are 4 subscriptions available according to users' information access and marketing needs



## LERenováveis. THE DATABASE OF ALER



[LERenováveis](#) (in english READ Renewables) is an online database of simple, universal and free access, that gathers renewable energy publications about Portuguese-speaking countries and regions where they belong.

Through LERenováveis, ALER aims to provide a public service of disseminating information and improving knowledge about the renewable energy sector in the countries where it operates.

Coming soon at [www.aler-renovaveis.org/lerenovaveis](http://www.aler-renovaveis.org/lerenovaveis)

SIMPLIFY access to disperse publications

Give more VISIBILITY to less known documents

Improve the QUALITY of new publications

Support ACADEMIC INSTITUTIONS

Function following a logic of COLLABORATIVE PARTICIPATION

**HOW TO SUPPORT:** If you are interested in becoming a patron of LERenováveis or in contributing with the submission of publications in the previous phase of documentation collection, please contact us via [geral@aler-renovaveis.org](mailto:geral@aler-renovaveis.org)



# ALER 'S NEWSLETTER



## FREQUENCY:

Monthly

## VERSIONS:

PT and EN (See examples [here](#))

## REACH:

More than 2000 international contacts in the renewables sector in Portuguese-speaking countries. The contacts database is constantly growing.

## SECTIONS:

- Editorial
- Sector News
- ALER News
- Publications
- Events
- Support

## REFERENCE DATA:

- (July Newsletter – portuguese version)*
- 1343 views
- 366 opens
- Delivery rate 96,4%
- Open rate 28,5%

**SUBSCRIBE [HERE](#) TO KEEP UP TO DATE**





# NEWS MONITORING SERVICE



## FREQUENCY:

Twice a week (Mondays and Thursdays)

## REACH:

ALER Members and Service Sponsors

## DESCRIPTION:

Email with all news related directly or indirectly to renewables, published in the media, both online and printed, in the 7 priority countries of ALER.

## TERMS AND CONDITIONS:

Available [here](#), along with a service example



REAL-TIME MONITORING OF NATIONAL AFFAIRS



ACCESS TO INFORMATION ABOUT EVENTS, POLICY STATEMENTS AND NEW PROJECTS



KNOW THE MAIN *STAKEHOLDERS* AND CURRENT HOT TOPICS



FOLLOW THE OUTCOME OF YOUR ACTIVITIES IN THE MONITORED COUNTRIES



# LEGISLATION MONITORING SERVICE



## FREQUENCY:

Everytime that legislation regarding renewable energy is published and made available

## REACH:

ALER Members and Service Sponsors

## DESCRIPTION:

Email with the legislation related with renewable energy in the 7 priority countries of ALER, as published in official newspaper together with a summary note prepared by legal advisors.

## TERMS AND CONDITIONS:

Available [here](#), along with a service example



IMMEDIATE ACCESS TO LEGISLATION



FOLLOW THE IMPLEMENTATION OF THE LEGISLATION THROUGH ALER'S ACTIVITIES



FOLLOW REGULATORY DEVELOPMENTS IN THE MONITORED COUNTRIES



FACILITATE UNDERSTANDING THE LEGISLATION THANKS TO SUMMARIES



# FINANCING AND INVESTMENT OPPORTUNITIES MONITORING SERVICE



## FREQUENCY:

Everytime that calls or tenders regarding renewable are published and made available

## REACH:

ALER Members and Service Sponsors

## DESCRIPTION:

Email with Information about open calls, tenders or grants, at national and international level, for projects and services regarding the renewable energy sector in the 7 priority countries of ALER.

## TERMS AND CONDITIONS:

Available [here](#), along with an service example



SUMMARISED AND ORGANISED INFORMATION



CUSTOMIZED INFORMATION REGARDING RENEWABLES AND LUSOPHONE COUNTRIES



PARTNERSHIPS WITH FACILITATOR ENTITIES AND INFORMATION PROVIDERS



SUPPORT IN CONTACTS WITH DONORS AND CONTRACTORS



# EVENTS ORGANIZED AND SUPPORTED BY ALER



## POWERING AFRICA MOZAMBIQUE

Maputo, 7-8 May 2015



## I CONFERENCE ENERGY FOR THE DEVELOPMENT OF CPLP

Estoril, 24-25 June 2015



## I INTERNACIONAL ENVIRONMENT AND RENEWABLE ENERGIES FAIR

Cidade da Praia, 15-18 October 2015



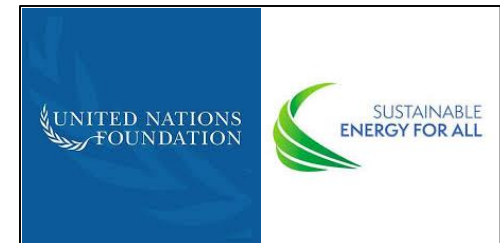
## I CLIMATE CHANGE CONGRESS OF CPLP

Lisbon, 19-20 November 2015



## RENEWABLE ENERGY PROSPECTS IN MOZAMBIQUE: OPPORTUNITIES AND CHALLENGES

Maputo, 8-9 December 2015

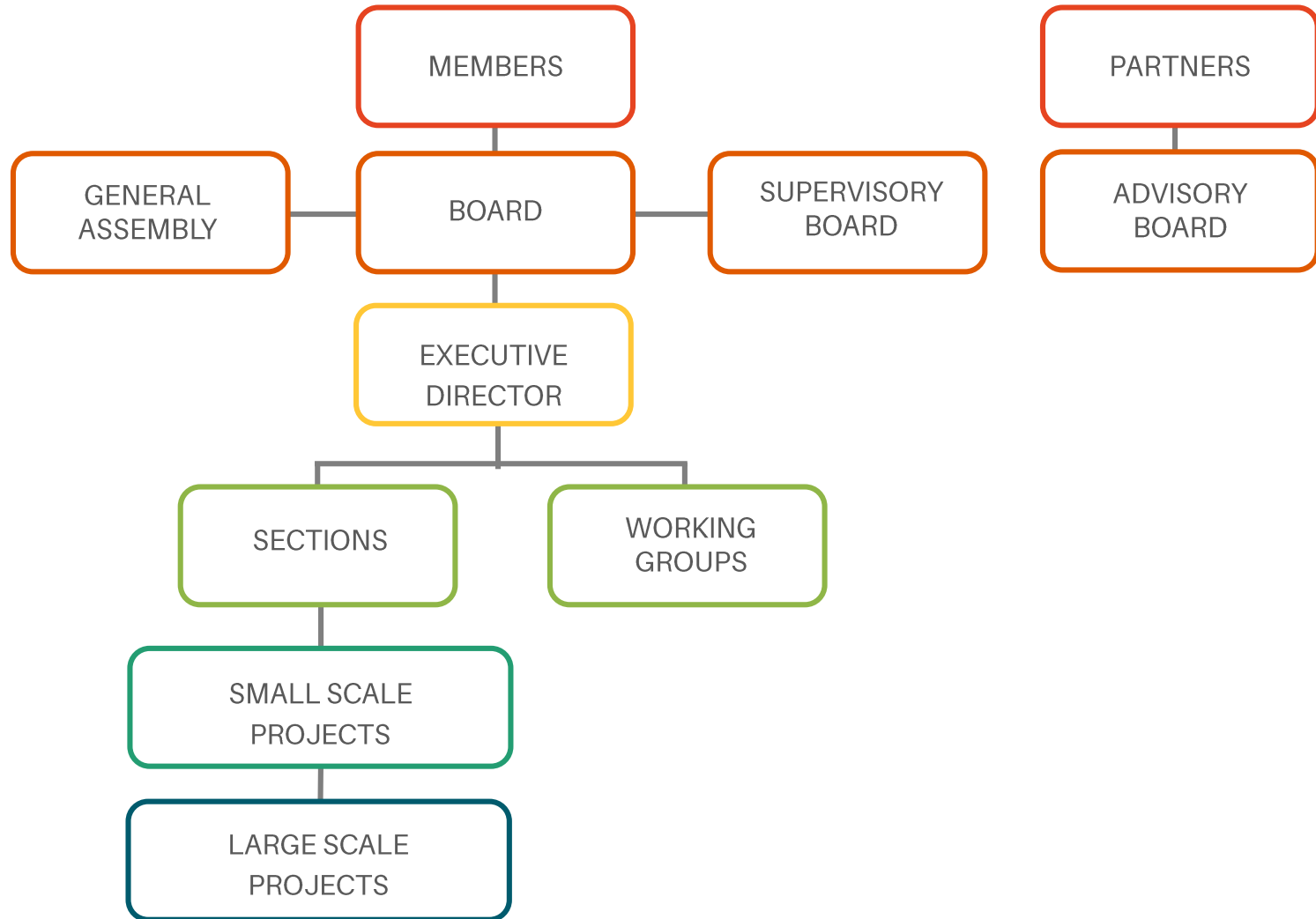


## WEBINAR: ENERGY ACCESS IN MOZAMBIQUE

Online, 15 December 2015



# ALER 'S STRUCTURE





# ALER 'S MEMBERSHIP CATEGORIES



PREMIUM  
MEMBERS



ASSOCIATE  
MEMBERS



NON PROFIT  
ASSOCIATE  
MEMBERS



HONORARY  
MEMBERS

CATEGORY A

CATEGORY B

CATEGORY C

RENEWABLE  
ENERGY  
ASSOCIATIONS

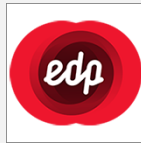
OTHERS



# OS ASSOCIADOS DA ALER



## PREMIUM MEMBERS



### CATEGORY A



### CATEGORY B



## ASSOCIATE MEMBERS

### CATEGORY C



## NON PROFIT ASSOCIATE MEMBERS

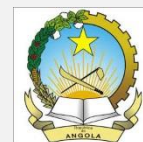
### RENEWABLE ENERGY ASSOCIATIONS



### OTHERS



## HONORARY MEMBERS





# VALUE OFFER FOR ALER 'S MEMBERS

- Save internal resources profiting from access to discounts and business opportunities made available by ALER;
- Increase the value of renewable energy national markets in the priority countries together with the value of the market share of the private sector;
- Receive first hand market intelligence, including information about the launch of new tenders and projects;
- Have access to financing opportunities and get in touch directly with financing institutions;
- Enable the implementation of partnerships between Members of different categories and nationalities;
- Support companies' internationalization and access to new markets;
- To foreign members, ALER will facilitate the entry, investment and export to Portuguese speaking countries, being the focal contact point;
- To national members, ALER will boost national companies promoting new business opportunities and exploring partnerships with more experienced entities.



- Have access to privileged information at national and international level;
- Have a better understanding of RES markets in Portuguese-speaking countries;
- Have access to an extensive network of contacts;
- Promote the exchange of knowledge and experiences among Members.

- Get in direct contact with policy makers;
- Participate in and influence the definition of the regulatory framework for RES support;
- Increase the intervention capacity and the negotiating power of the sector;
- Raise public and governmental awareness about RES potential;
- To small scale members, give them an active voice and allow them to reach contacts and business opportunities they would not have access to isolated;
- To large scale members, diversify the networking channels, have access to higher level contacts and increase acceptance of proposals for being in representation of a whole sector and not individual





# ALER 'S ACTION PLAN



DEZEMBRO  
2014

- Constitution of ALER with 15 Founding Members



ABR - MAI  
2015

- Field trip to Mozambique
- Participation in the conference: Powering Africa Mozambique



MAIO  
2015

- Field trip to São Tomé and Príncipe
- Field trip to Cape Verde



JUNHO  
2015

- Participation in the I Conference Energy for the Development of CPLP
- Launch of LERenováveis
- General Assembly



OUT  
2015

- National event in Cape Verde and presentation of the results of the questionnaire
- Launch of Contacts Directory



DEC  
2015

- National event in Maputo, with the presentation of ALER's national report
- General Assembly and approval of the 31st Member



2016

- Publication of Mozambique national report
- Event and national report of São Tomé and Príncipe
- Field trip, event and national report of Angola
- Field trip to East Timor
- Participation in national and international events



PLATFORM TO PROMOTE INVESTMENT, EXPERIENCE, TECHNOLOGY AND RENEWABLE ENERGIES' POTENTIAL, PUTTING ALL STAKEHOLDERS IN CONTACT AND ENSURING A FAVORABLE REGULATORY FRAMEWORK



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