

AREU's Members Assessment Report

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1. Introduction:

The government of Afghanistan is increasingly laying emphasis on utilizing Afghanistan's domestic energy resources to increase its power generation capacity. The objective is to become self-reliant in electricity supply and reduce dependence on imported power, which currently constitutes about 70% of the total electricity consumption in the country.

The installed generation capacity in Afghanistan is only about 500 MW, which is largely based on hydro and diesel generation. The present power demand is largely met by importing power from the neighboring countries i.e. Uzbekistan, Tajikistan, Turkmenistan, and Iran.

The Government of Afghanistan is increasingly promoting private sector participation for setting up both conventional and renewable power projects to significantly enhance the generating capacity of the country.

Afghanistan Renewable Energy Union (AREU) was established under ACCI (Afghanistan Chamber of Commerce and Industries) in 2013 as a non-profit trade association representing private sector companies for promoting the use of renewable energy. AREU's mandate is to do the lobbying, paving the way for its members to implement the investment policies and guidelines, doing advocacy, conducting campaigns and providing equal opportunities for its members as well as representing the private sector in the national sector coordination meetings and negotiation events. AREU is currently represented by almost 70-member companies and its membership is increasing.

The focus of this assignment was to do an assessment of the AREU member companies to find out if the AREU as a union provides the required services to its members. Moreover, this assessment also was to cover some other companies that are active in the renewable energy sector but still didn't register themselves as AREU members to know about their perspective on AREU and their role in developing the renewable energy sector in Afghanistan. The outcome of the assessment is to help and contribute to the better planning of GIZ-ESIP on the program area of focus in the private sector segment.

2. Objectives and scope:

The assessment aimed to assess the existing and future AREU members and nonmembers' characteristics, needs and requirements, capacities and to represent in the form of graphs and illustrations.

The assessment also aimed to:

- To cluster the response based on developed questionnaire and to provide a basic analysis through illustration of graphs and charts.
- To collect data regarding the private sector experience, required field of supports, project implemented, plan, policy, etc.

3. Methodology:

The methodology used for the assessment was personal interview (face to face interview with respondent) based on the questionnaire developed by the German solar association to explore the issues with greater focus and to gather large size of information regarding AREU/private sector in short period of time. The questionnaires facilitated the process of data collection, allowing specific, structured information to be gathered in a systematic way to be entered to the online database, enabling data analysis to be performed by the BSW.

- the questionnaire was translated to Dari for better understanding and to improving the productivity of the process.
- The companies were contacted in advance as per contact details and were interviewed based on their location.
- An official letter from GIZ Address were shared with the companies indicating the purpose the assessment and on whom behalf the surveyors are conducting the assessment.
- Each company was interviewed, and data were collected precisely and accurately.
- The company's profiles were recorded and were questioned based on the questionnaire.
- During the interview photo were taken.
- And also data of questionnaire forms were entered to BSW online database for analysis process.

4. Assessment of the private sector in field of RE/EE

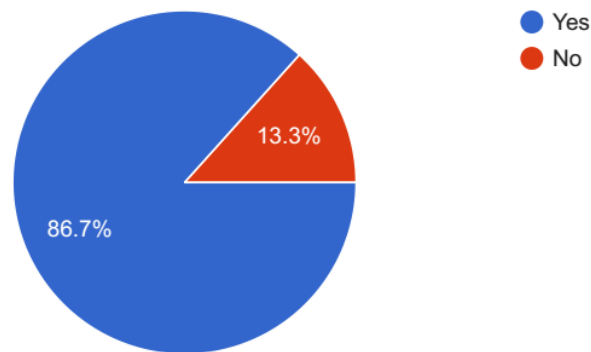
During the assessment of the Private sector, 90 companies were assessed including AREU members and nonmembers based on the questionnaire which was previously developed by BSW. the list of assessed companies is attached to this report.

5. Questionnaire Result from Google Forms:

The outcome of the report is analyzed and generated by the Google forms, which is a useful tool for such kind of objectives; it is a web-based app used to create forms for data collection purposes. The result is illustrated through graphs based on the gathered data of 90 companies and following result were drawn from google forms.

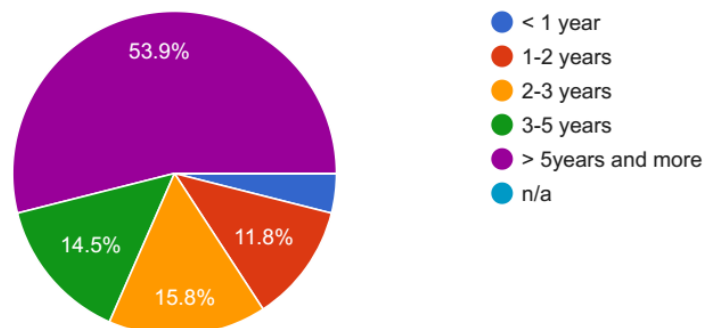
1. Are you already active in the PV / RE business?

90 responses

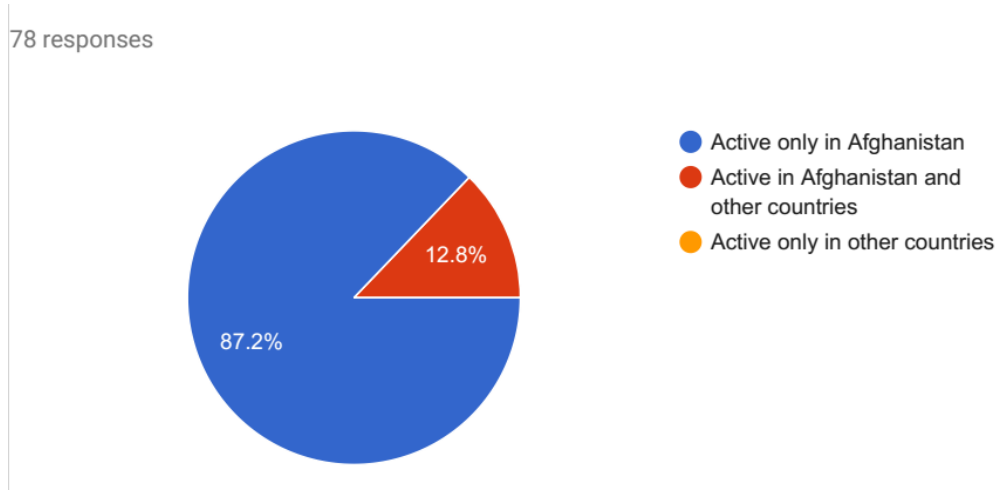


- a) How many years of experience do you have in the RE sector?

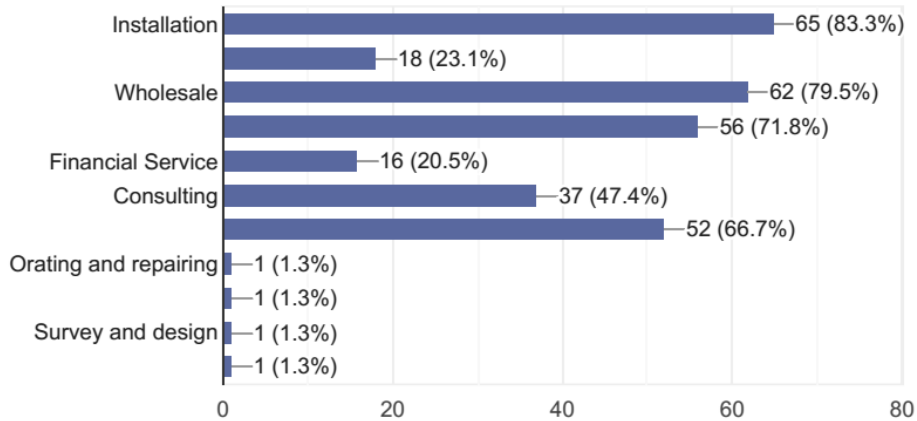
76 responses



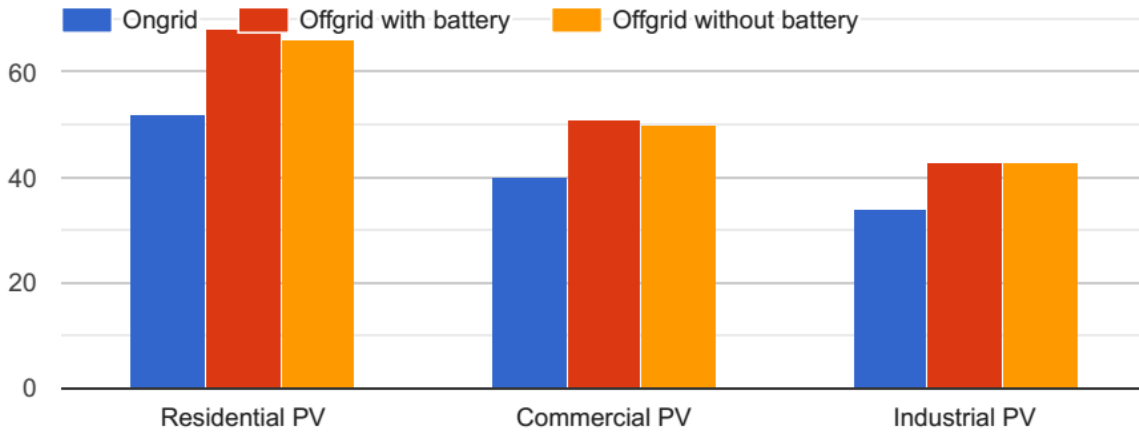
b) Do you have business in Afghanistan only or do you/ mother company work in other countries?



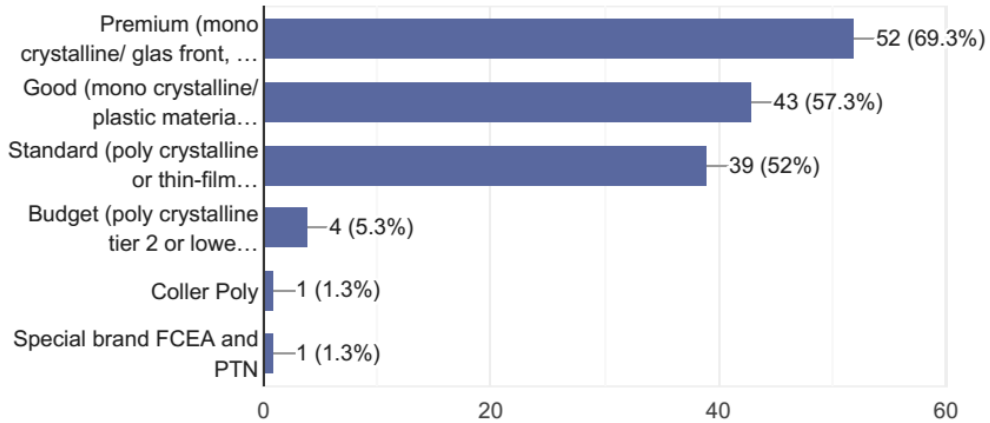
c) Which products or services does your company provide?



d) Which sector are you doing business in (multiple answers)?

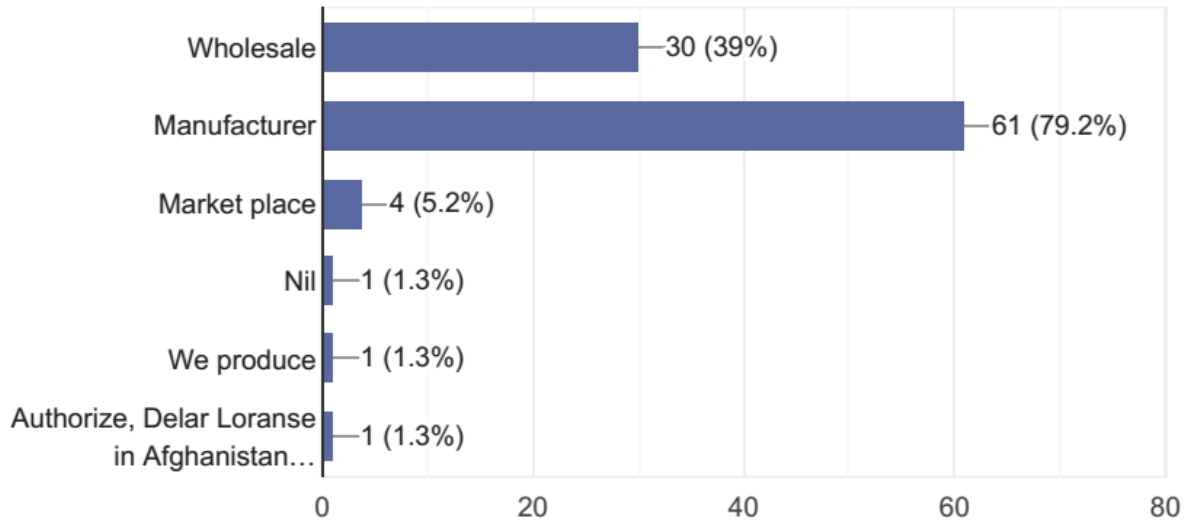


e) What level of quality of PV products do you sell?



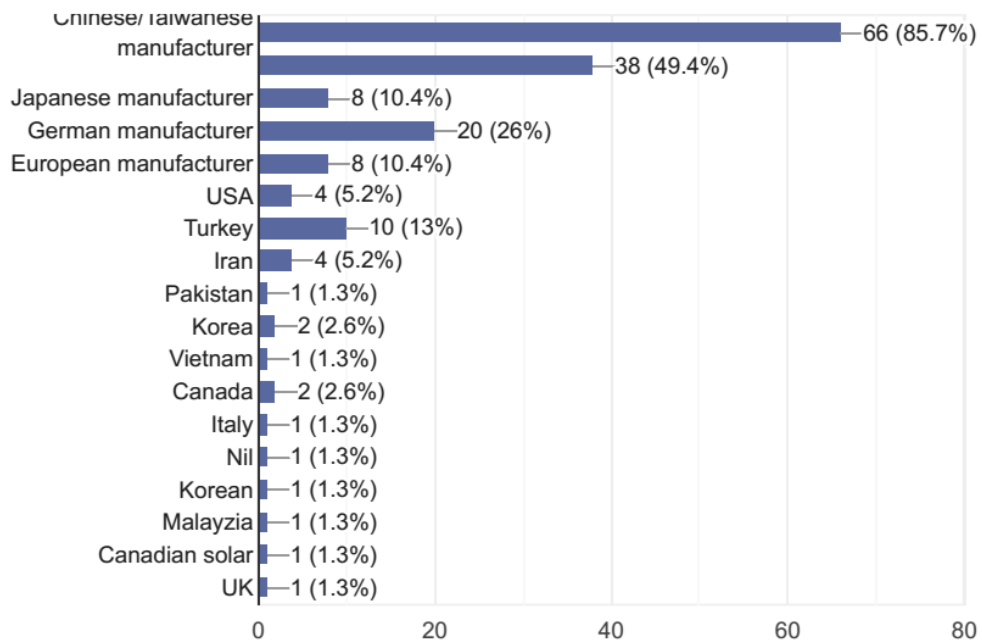
f) Who manufactures these products (specify regions)?

77 responses



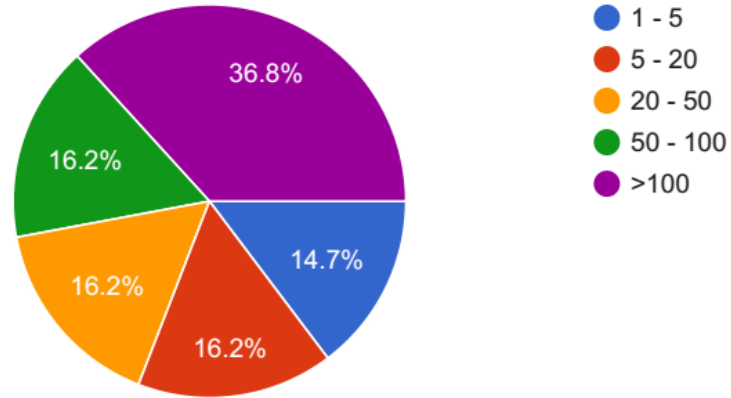
g) Where do you buy your goods from?

77 responses



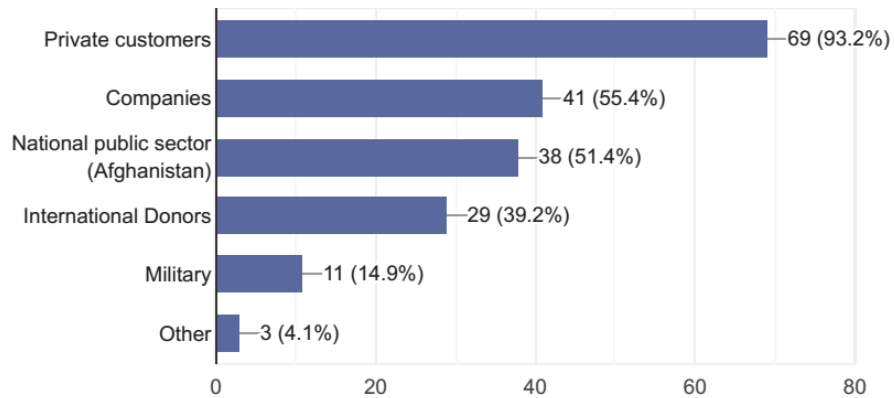
h) How many renewable energy systems have you installed so far approx.?

68 responses

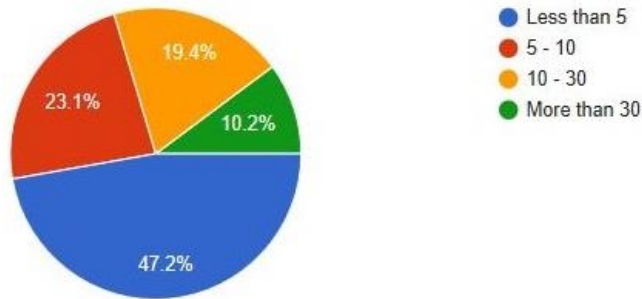


i) What is the typical size (kW) of systems your company sells/ installs?

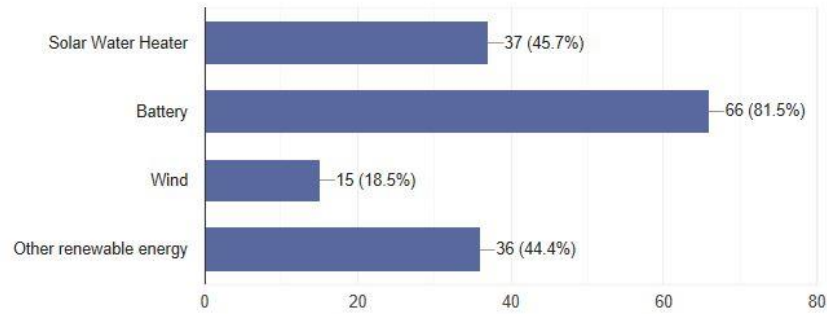
74 responses



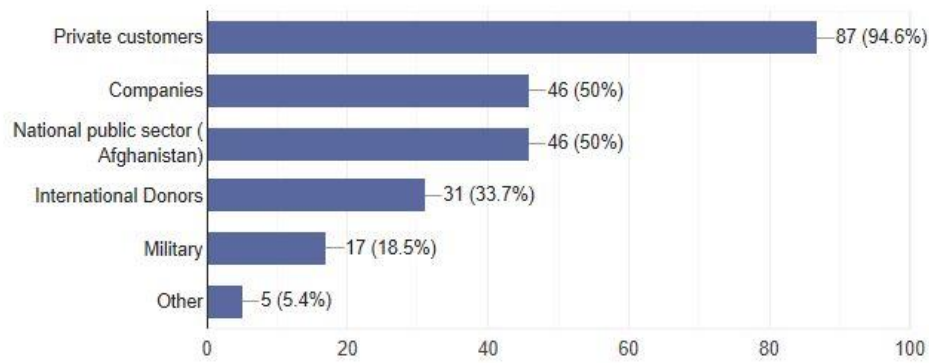
j) Number of employees:



k) Which sector are you doing business in?

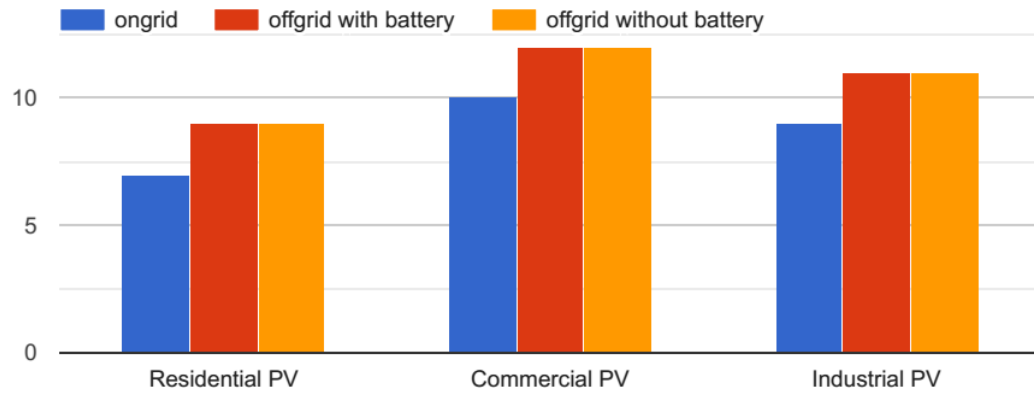


l) Who are your customers?



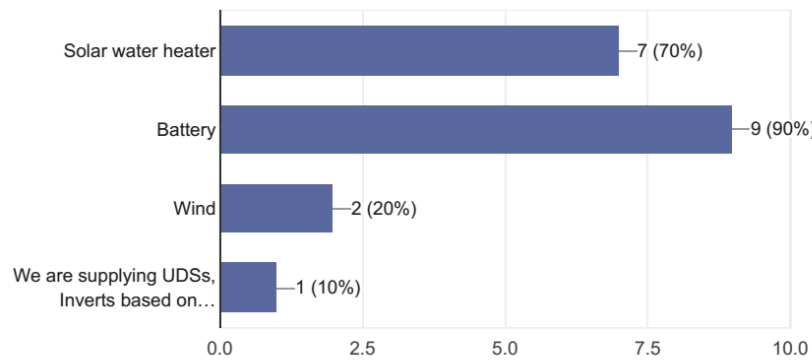
2. If you plan to be, but haven't begun, in the PV/ RE sector:

a) In which sector/ market segment do you want to start business?



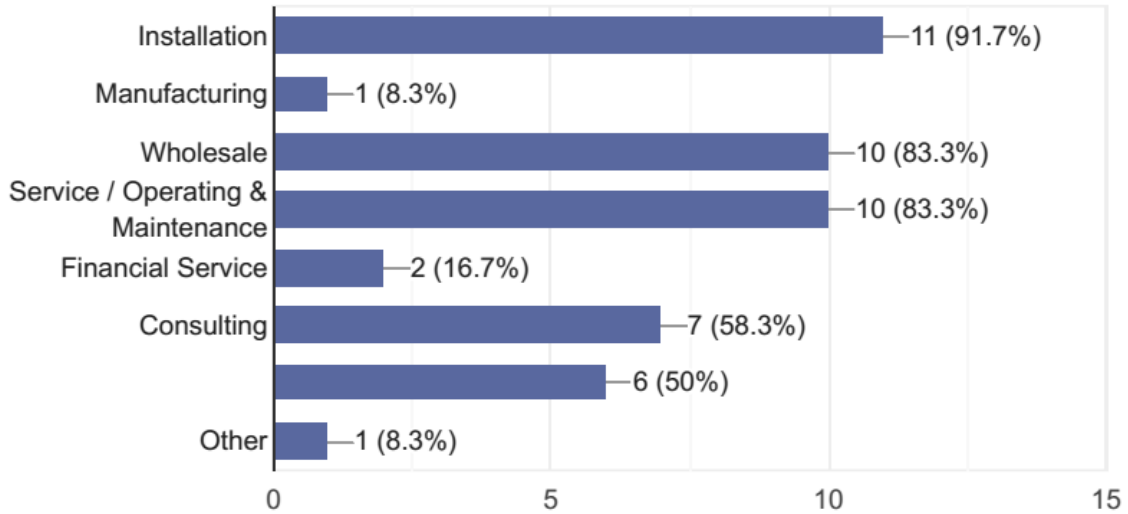
b) What kind of services are you planning to offer, which kind of systems do you want to sell/ install?

10 responses



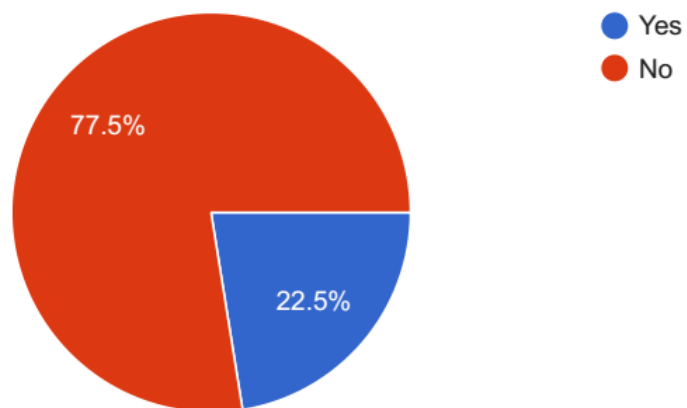
3. What kind of support in which fields would you need, or do you need to facilitate your business?
(Please prioritize):

12 responses



4. Are you aware of government policies / laws / plans for Renewable Energy?

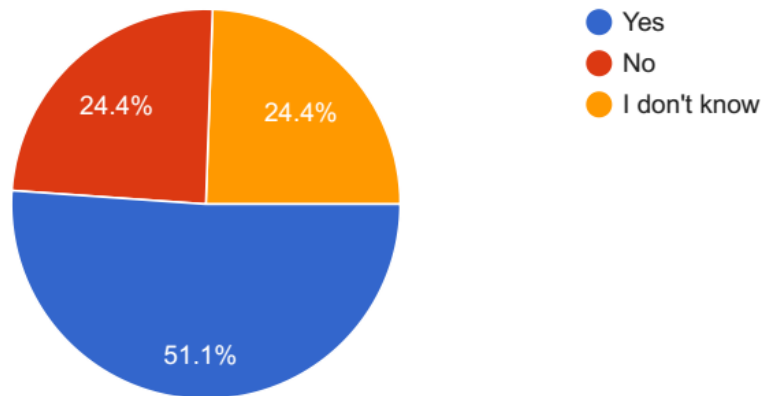
89 responses



6. Questions on AREU's membership:

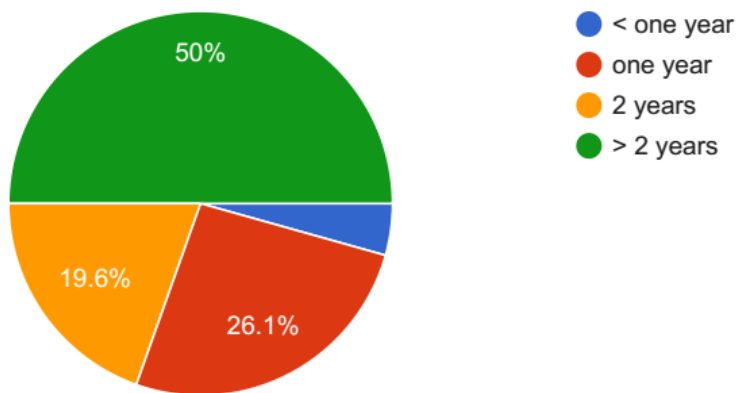
1. Are you a member of AREU?

90 responses



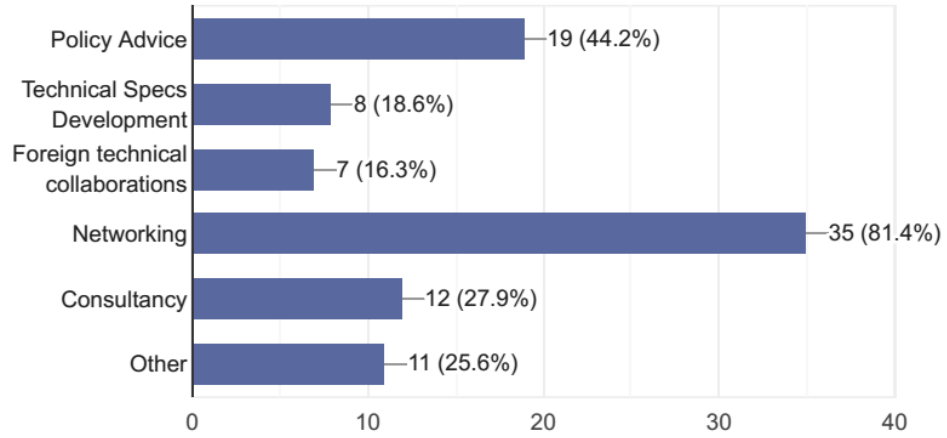
2. How long have you been a member of AREU?

46 responses



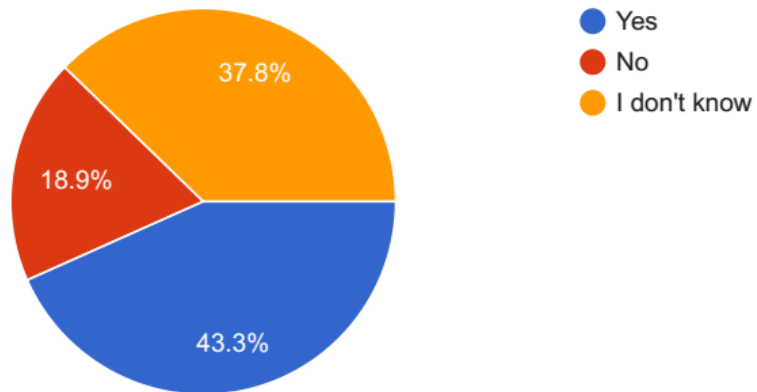
3. What kind of services are you receiving from AREU at the moment?

43 responses

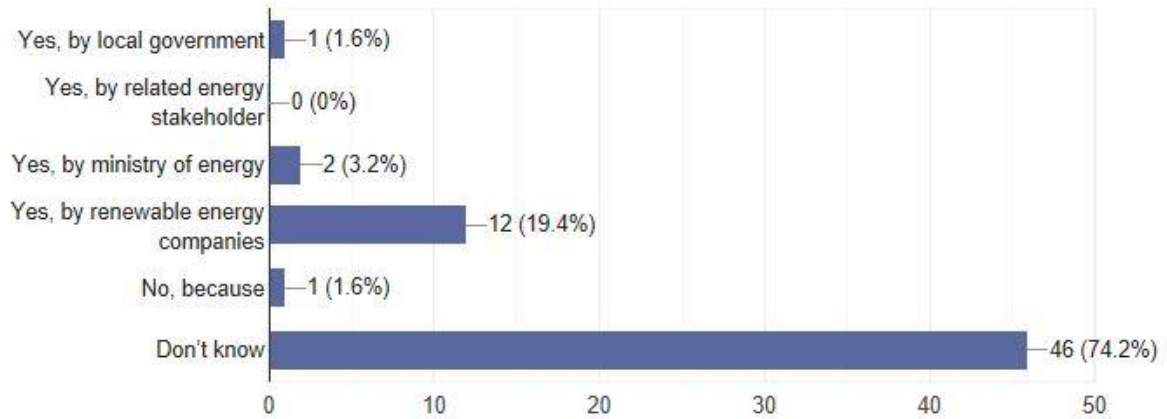


4. Are you/ your company aware of the functions of AREU in Afghanistan? If yes, please name them:

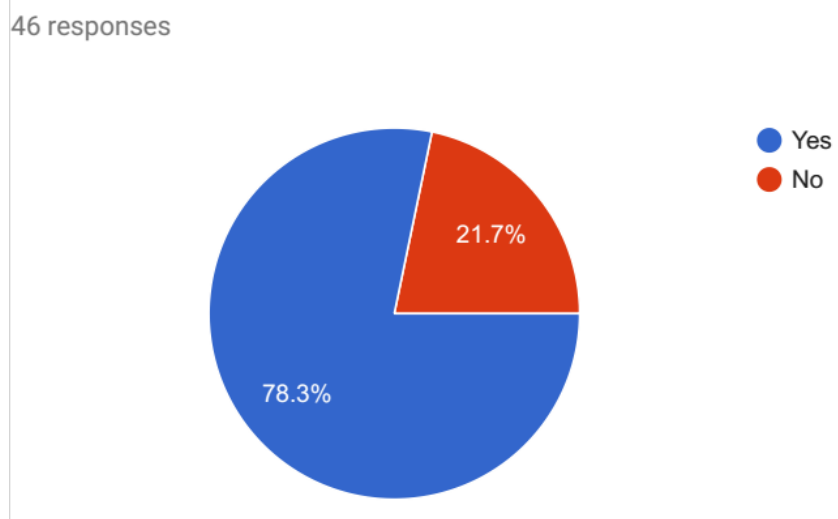
90 responses



5. Do you think AREU accepted by as private sector representative of renewable/solar industry in Afghanistan? (please tick, if yes)

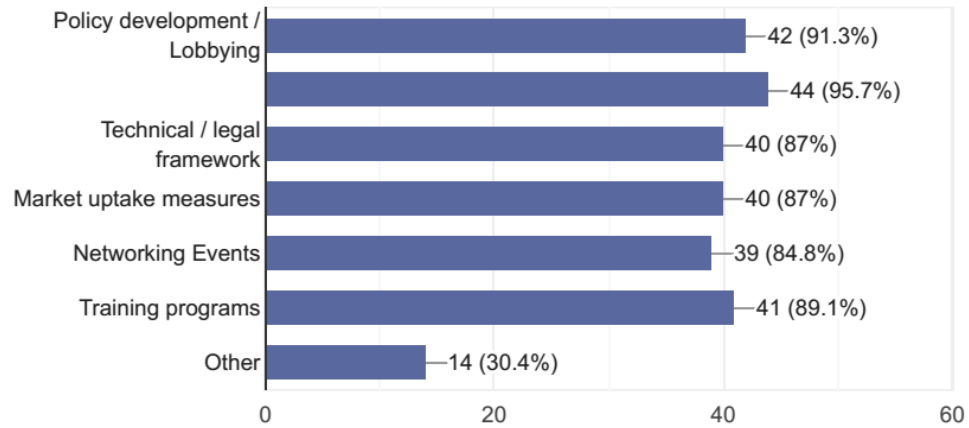


6. Do you think that AREU is helping you doing business in Afghanistan? Do you feel AREU is representing your company's interests?



7. What services are you expecting to have from AREU in the future? What kind of services is most relevant within your membership with AREU?

46 responses



7. Conclusion:

During the assessment about 90 companies were assessed in Kabul province; 48 companies were AREU's members and 42 companies weren't the union members.

Union members are relatively pleased with the services offered by the union but emphasize that the services provided should be improved and developed, so that the Union can play effective role in representing the private sector of Afghanistan.

All the information gathered about AREU shows that the union is in its development phase, and much effort has to be made to bring this union to sustainability and stability, the assessment covers the main aspect of the private sector including type services provided, field of support, quality of product, sector employability, project implemented and other key issues. The collected data are depicted in form of understandable graph.

Based on the collected data BSW (German Solar Association) is to analyze the sector status. The result of the assessment will be represented in planning workshop, which will be conducted on February 2019.

Some of the key points that can be inferred from the assessment are as follows:

- 53% of companies have more than 5 years' experience.
- 87% of companies are active just in Afghanistan and 13% are also active abroad.
- Most companies provide installation, manufacturing, whole sale and consulting services.
- About 37 companies provide solar water heater services.
- Premium, standard and good are the qualities that is mostly provide by the companies.
- Most companies buy their products from Chinese, Japanese and European manufacturer.
- Most of the companies' customers are usually personal customers.
- 77 % of companies aren't aware from government laws, policies and plans.
- AREU mostly provides networking and policy advise services for its members.
- 78% of union members are pleased with the services provided by the union.
- 87 % the assessed companies are active in field of RE and 13% plan to be active in the future.
- 42% of the companies have less than 5 employees, 10% of the companies have more 30 employees.

Annex1: List of the assessed companies:

Following is the list of the assessed companies along with their address, contact number, etc.

No	Company Name	Phone No	Email Address	Location of the company
1	Bilal Nsir Stanikzai Company.LTD	93702122806	zarwalij775@gmail.com	Kot-e-Sngi, Silo Street, Shadab zafar plaza, Kbul Afghanistan
2	Jahan Power	93776669048	mmujahid786@gmail.com	Silo Street, 5th district, Kabul, Adghanistan
3	Asia Solar	93786103095		Dahmazang, Street, in front of Brishna Sherkat, 3rd district, Kabul Afghanistan
4	Afghanistan Power Flow	93749657507	Afghanistanpowerflow@gmail.com	poly-e-Sorkh, 3rd district, Kabul Afghanistan
5	Asif Haroon Nekbeen LTD	93700405991		Kot-e-Sangi, Silo Street, 5th district, Kabul, Afghanistan
6	Walid Wardak Salse Solar Sales Shop	93778814552		Kot-e-Sangi, Silo, Street, Shadab Zafar, 5th district Kabul Afghanistan
7	Ajil Afghan Company	93777779890	zb.jalili@gmail.com	Kot-e-Sangi, Silo Street, 5th district, Kabul Afghanistan
8	Herat Brother's Company	93794996565		Kot-e- Sangi, Silo Street, 5th district, Kabul Afghanistan
9	Haji Nawroz Istanekzay Solar Sales Shop	93777218003		Kot-e- Sangi, Silo Street, Kabul Afghanistan
10	Sarwari Brother's Company	93792369509	info@sbe.af	Kot-e-Sangi, Street, Golay-e-Dawakhana, Khaliqi Market, Kabul
11	Kabul, Avisa	93774441794		Shaheed Mazari, Street, Poly-e-Sokhta, In front of Harbe Showanzay, Kabul, Afghanistan

12	Khaliqyar Construction and Construction Material Production	93781295453		Kart-e-Parwan 3, Kabul Afghanistan
13	Aria Gostar Construction Company	93744714466	ariagusta@gmail.com	Kot-e-Sangi, in front of Aria kabul Hotel, Sedaqat Market Second floor
14	Kabul Azimi Renewable Energy	93784888888	eidyazimi@azimigroup.net	Salim Karwan Street, City tower first floor
15	Paikar Renewable Energy	93799233611	abdulmokim@hotmail.com	Silo street, in front of silo, Khushal khan mena, Kabul Afghanistan
16	Peace Bridge Logistic Services	9.38E+11	info@peacebridge.af	Shar-e-Naw Bakht Tower Av, district10, Kabul Afghanistan
17	Ahmad Yar Solar Energy	93799828384	info@ahmadyarsolar.com	Besid Ahmad Yar Group Pump, Taimany Squire 5th Road, 15th Distric, Kabul, Afghanistan
18	Khalid Slar Power Company	93773099129	kh.hafeez@yahoo.com	Bagram Bastan Market, Quwa-e-Markaz, 4th District, Kabul Afghanistan.
19	UK Solar System	93764694728	biatullah2@gmail.com	Kochi Market, Qalach, 8th District, Kabul Afghanistan
20	Ehsan and Eng Ab.Wadud Trading Company	93772003004	shirzad.43mj@gmail.com	Kochi Market, Qalacha, 8th District, Kabul Afghanistan
21	Shawais Solar Power Trading Company	93788880161	shawais.solar.power@gmail.com	Kochi Market, Qalacha, 8th District, Kabul Afghanistan
22	5 Star Brand Ltd	93700282119	fivestarsinkabul@yahoo.com	Helal Ahmar Market, Quwa-e-Markaz, 4th District, Kabul Afghanistan
23	Kabul Solar	93731331331	info@kabul-solar.com	Shahr-e-Naw, Haji Yaqob squire, 10th police district, close to Etisalat main office, Kabul, Afghanistan

24	Lemar Solar System	93747000074	lemar.solar@yahoo.com	Salang Market, Quwa-e-Markaz, 4th District, Kabul Afghanistan
25	Shakti Solar	93797106666	info@noormatinahmadi.com	Park Market, Quwa-e-Markaz, 4th District, Kabul Afghanistan
26	Belal Naser Stanikzai Ltd - Sona Solar	93786212120	suna444solar@gmail.com	Allo Baba Market, Qalacha, 8th District, Kabul Afghanistan
27	Qari Rafiullah Trading Compny	93770042077	rafiullahrashid@yahoo.com	Jadi Nader Pashtun, 2th District, Kabul Afghanistan
28	Farah Gostar	93799252469	fg.kabul@yahoo.com	Silo street, near to shdab zafar plaza, 5th district, kabul Afghanistan
29	Ayenda Sazan Sabaz Ltd	786666771	assabz.ltd@gmail.com	Shar-e-Naw, Haji Yaqub Square
30	Sunlight Electricity Services Co.	799220606	bahman@sunlight.af	Kabul Business Center, Shar-e-Naw
31	Zularistan Ltd	202204875	info@zularistan.com	District #10, Qal-e-Fathullah
32	Alef Technology	799622868	roeed.himat@aleftechnology.com	St#12, Wazir Akbar Kahn, Kabul
33	Global Infrastructure Consultant.	779684322	m.j.sahibzada@gi-consultant.com	Wazir Akbar Khan, St#15
34	RGM International Group	781300098	s.h.sangar@rgmig.com	St#15. Wazir Akbar Khan, Kabul
35	Computer Super Market	202203373	csmkbl@yahoo.com	Shar-e-Naw, Kabul, Afghanistan
36	Silicon Solar	771557312	info@siliconsolar.af	4th Street, Qala-e-Fathullah, Kabul
37	Integation	779327333	msadeq@integration.org	4th street, Taimany, Kabul, Afghanistan
38	Naser Limited Company	700277537	eretebat.telecom@yahoo.com	F1, St#13, Wazir Akbar Khan, DS#10
39	77 Construction	799032632	burrat@77constructionusa.com	Kabul, Afghanistan

40	Central Solar Energy	93773063666		Koch Market, Qalacha, 8th District, Kabul Afghanistan
41	Zahoor Zubair Trading Company	93770455619	ubaid7151@gmail.com	Kochi Market, Qalacha, 8th District, Kabul Afghanistan
42	Haji Gulbat Alozai Trading Company	93777280633	hajigulbat35@gmail.com	Alo Baba Market, Qalacha, 8th District, Kabul Afghanistan
43	Shahab Niru Elictrical Company	93780800444	saber.jafari@shahabniru.af	Poli Sorkh, 5th Street, 3th District, Kabul Afghanistan
44	Qari Gul Mohammad Trading Company Ltd	93707190980		Jadi Nader Pushton, 2th District, Kabul Afghanistan
45	Kohsar pamir	93730801212	info@kpc.af/lshaqm12@gmail.com	Fruit Market Square, Payam University Building, third floor, Kabul Afghanistan
46	Destiny Sarnawisht Consulting Services	93747847034	hamid.wasiq1996@gmail.com	3rd police station, Kabul Afghaistan
47	Kabul Rohani Company	9.38E+11	rohanibabagroup@gmail.com	Qumandan Gada Street, Kulola Pushta, 4th District, Kabul Afghanistan
48	Hamid Hamkar Group	93797131336	hamedhamkar.cc@gmail.com	4th silo street, Kabul Afghanistan
49	Shams-un-Nahar Construction Company	777600665	azmujadedi@gmail.com	Opp Afghanistan Islamic Bank, Charahi Trafic, Kolola Poshta, Kabul
50	Mir Group Energy Company	93780549607	energymge@gmail.com	In front of Yumi Hotel, Kart-e-3, 3th District, Kabul Afghanistan
51	Moon Style Construction Company	785650033	fouzia2005@gmail.com	St#2, Qala-e-Fathullah, Kabul
52	Stroke Renewable Energy	700019559	stroke.af@gamil.com	Adjacent to Herati Masjid, Shar-e-Naw.
53	Sun Beam	93778840005	sunbeam.tech25@gmail.com	Qasri Zarin First Floor, Parwan 3, 4th District, Kabul Afghanistan
54	Alokozia Ltd	782000596	info-kabul@alokozia.com	Shahri-e-Naw, Haji Yaqub Square, Kabul, Afghanistan

55	Afghan Wind and Solar Ltd	93785955716	info.awsaf@gmail.com	In front of Pashtani Bank, Jadi Maiwand, 1th District, Kabul Afghanistan
56	Qaderdan Rural Technology	93744121280	infro@qrtwd.com	Khushal khan, beside the sarameyasht, Kabul Afghanistan
57	Tesla Energy Afghanistan	93748787876	atal@teslaenergyafghanistan.com	In front of Shahr-e-now Hotal, 4th District, Kabul Afghanistan
58	Vista Renewable Energy Services Ltd	93786353555	info@vistasolar.net	Chahar Rahi Shahid, Deh Bory, 3th District, Kabul Afghanistan
59	Zwakman Afghan	93799687965	info@zwakmanafghan.com	Nabizada Market, Poli Mahmood Khan, 1th District, Kabul Afghanistan
60	Novin Simia Company	93780404040	alemi@novinsimia.com	Kart-e-Chahar, Frist street, 3rd police district, Kabul Afghanistan
61	MiDS	93792098775	fm@midsconsulty.com	Kot-e-Sangi, Ariana Kabul Hotel, third floor office number184, 5th district, Kabul Afghanistan
62	Haji Sultan Jan Esakhil Solar	77549206		Qala Cha, Alo Baba Market, Kabul, Afghanistan
63	Joma Khan Solar Ltd	77486875		Kabul-Logar, Alo Baba Market, Kabul
64	Rahmat Rhman Trading Compny	791608828		Qala Cha, Alo Baba Market, Kabul
65	Abdul Qaum Solar Ltd	787285206		Kabul-Logar road, Qala Cha, Kochi Market
66	Paktia Chamkani Ltd	775476775	mosakhan.tanai77@gmail.com	Qala Cha, Kochi Market, Kabul
67	M. Moqeen Stanikzai Trading Company	787643000		Qala Cha, Kochi Market, Kabul

68	Ittihad Hashimi & Ahmadi Brothers Logistic and Trading Co.	770066331	bhalt249@yahoo.com	Qala Cha, Alo Baba Market
69	Haji Ahmad Shah Alozai Solar	789183832		Qala Cha, Alo Baba Market, Kabul
70	Arfan Safi Company Ltd	787222042		Kochi Market, Kabul-Logar road, Kabul
71	UK solar system	764694728		Qala Cha, Kabul-Logar road, Market Alo Baba
72	JSA Solar Corporation	786208844	jsasolar@yahoo.com	Qala Cha, Alo Baba Market, Kabul
73	Hafizullah & Khishkai Brothers Solar	799225900		Qala Cha, Kabul-Logar road, Alo Baba Market
74	Eraslan	799707237	karimhussaini77@gmail.com	Silo Road, Kabul, Afghanistan
75	Kabul Avisia	790403050	kabul.avisa@gamil.com	Pol-e Sorkh, Shahid Mazari road, Kabul
76	Sulaimani Company	744381114	mohammadhadisolaimani@gmail.com	Shahid Mazari road, Kabul, Afghanistan
77	Wahid Qudrat Ltd	93772074544	wahidqudratltd@yahoo.com	Alo Baba Market, Qalacha, 8th District, Kabul Afghanistan
78	Penal Tech Compny	93799304878	mamiri@paneltechafg.com	Juma Mohammad Mohammadi Industrial Park, Bagram Road, Kart-e-Now, 16th District, Kabul Afghanistan
79	Barg Engineering and Consulting Company	93744501010	info@barg.af	Bazar-e- Cart-e-chahar street, in front of Alsafy Plaza, house number2, 3rd district, Kabul Afghanistan
80	Bakhtar Bastan Solar Wind Company	9.38E+11	info@bakhtarsolar.com.af	Kochi Qmandan Gada, Kolola Pushta, 4th District, Kabul Afghanistan

81	Dynamic Vision	93781608060	emohamand@dynamicvision-af.com	House#: 857, 1th street, Baghi Bala, 2th Distrct, Kabul Afghanistan
82	Rivolt Electrical Appliance manufacturing Company	93707707044	ijaghoori@rivolt.com.af	Kot-e-Sangi, Silo street, Qur10ban zadah market, third floor, office #10
83	Sahami Shinwari Engineering	93799216215	shinwari.ltd@gmail.com	Company streed, 5th district, Kabul Afghanistan
84	European Technology Company	93785920620	info@ETC-power.de	Kot-e-Sanngi, 3rd street of Silo, in front of 3rd municipality, Kabul Afghanistan
85	Bashiri Machinery Ltd	93798400400	info@bashiri.af	Bashiri Building, Quwa-e-Markaz, 4th District, Kabul Afghanistan
86	Ikhlas Sultani Ltd	93785220463	ekhlassultanisolar@gmail.com	In fron of Bashiri Building, Quwa-e-Markaz, 2th District, Kabul Afghanistan
87	Pasoon Construction Company	93786414354	pcc.pasoon@gmail.com	A-171 House, Pole Sorkh, Oxygen Street, 3th District, Kabul Afghanistan
88	Infoxprss Solar Power Company	93777284655	info@infoxpress.com.af	Etifaq Plaza, Traffic Squire, 4th District, Kabul Afghanistan
89	Aria Elector Power	93792868888	sales@AEP_STABLIZER.com	Kot-e-Sangi, Near to the Ariana Kabul Hotel, Billal Wardak Plaza, 5th district Kabul, Afghanistan
90	Farhad Technic Company	93202503600	zafar_7579@yahoo.com	Kot-e-Sangi, 4th street of Silo, in front of 3rd municipality, Kabul Afghanistan