



How do we reach the poor with ICS interventions?

Concept	Rational	Approaches
Promotion of <u>“non-cash”</u> solutions	Access can be provided if poor households do not have to pay cash for the access to better energy.	<ul style="list-style-type: none"> • Do-it-yourself/self-help (every household builds its own stove); • Volunteers build stoves for their community members; • Free hand-out of devices and/or fuel (donation by a donor in emergencies, paid by revenues of large energy infrastructure)
Make <u>special products</u> for the poor available (product diversification)	Create products which are affordable for poor people without distorting the market	<ul style="list-style-type: none"> • Use cheaper materials (usually with less durability); • Produce smaller units (usually with less power output);
Make <u>special prices</u> for the poor available (better affordability of quality products)	Access to high quality products can be provided if poor households do not have to pay the full price (at once).	<ul style="list-style-type: none"> • Micro-finance solutions (payment in installments); • Subsidy solutions (project, government, carbon);
Reaching the poor by <u>improving social services</u>	Poor individual households can benefit from modern energy in social services even if they cannot afford it at home.	<ul style="list-style-type: none"> • ICS for School feeding (e.g. in cooperation with World Food Program);