



REACHING THE LAST BILLION

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Malawi Like most African countries suffer from energy poverty and have a heavy reliance on biomass

2012 marked a turning point for us as we hosted the first ever Stove Camp and later that year government committed to reaching 2 million household with improved technologies

Since 2013, Malawi has managed to reach t least 1.3 million households (1/3 of the population) with very limited resources



How we managed

Co-ordinated efforts through the National cookstoves steering committee, a multi stakeholder platform for the promotion of clean cookstoves, and annual stove camp where best practices are shared ensures that all the stakeholders are pulling in the same direction



Good product

The stove that had the most uptake is one that has been locally designed and developed to meet local preferences.

Also the portability has been advantageous as it can be manufactured in specific areas and distributed widely



Impact based finance

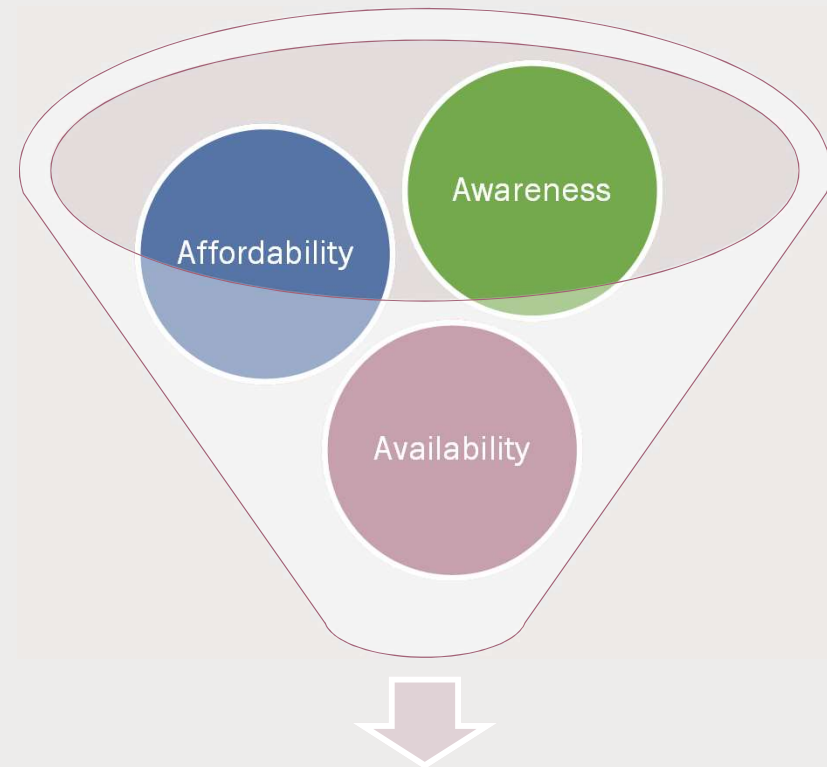
Carbon finance and results based financing programs were also key in providing indirect subsidies to ensure that the product reaches the last mile



Awareness- the end user needs to be fully aware of the reasons why they need to make the switch from the fuels/stoves they are using to these new and improved versions.

Affordability – use of innovative models such as pay as you go would make the stoves more accessible to the end user. In this instance the stove supplier could bring in the stoves for free and assure user of bringing fuels on a regular bass and the cost of fuel includes a slight mark up that is collected over a given period until so that in time the cost is offset

Access – if it is difficult for the customer to find the technology it will be even more difficult to adopt
Consumers are unable to adopt new technologies



1 Billion reached