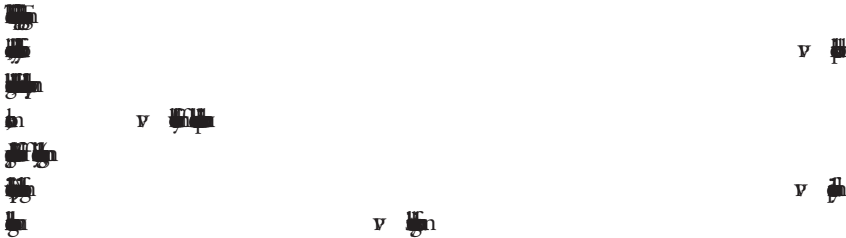
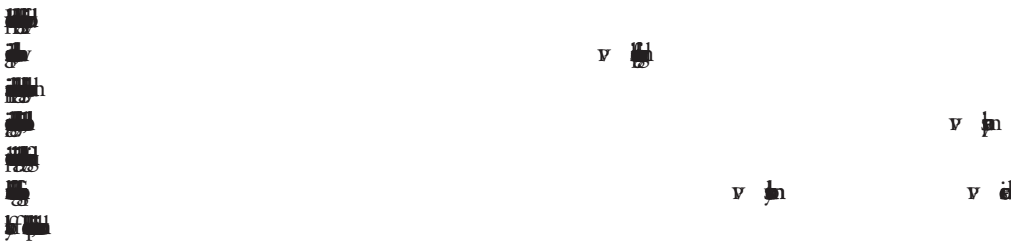




■ The issue of affordability cannot be addressed without segmenting the market.



■ While solar PV is a viable technical solution, it is not the only solution. Without some level of subsidization similar to that provided for grid-connected electricity, it often remains too expensive for the average rural consumer.



■ Private equity is not the most appropriate financial mechanism for financing solar PV activities in developing countries.



■ Good government relations and support are a strong success factor.

