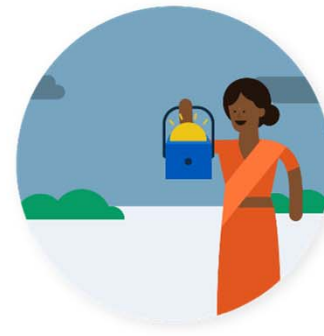


Solar E-waste management

Philips Lighting Foundation

Product to sustainability

Access to light value chain



	Product	Last mile distribution	User Ownership	Sustainability
Barriers	Affordable/Reliable	Availability	Consumer Finance	After-sales Support/EOL
Enablers	<ul style="list-style-type: none"> • BoP Innovation • Frugal Manufacturing • Seed/Early Stage Finance 	<ul style="list-style-type: none"> • Supply Chain Innovation • Micro Entrepreneur • Working Capital 	<ul style="list-style-type: none"> • Solar Sensitization • User Training • Consumer Micro-Finance 	<ul style="list-style-type: none"> • Technical Upskilling • End of Life Solutions • Infrastructure Investments
Actors	BoP Focused Enterprises	Inclusive Marketing & Distributing Enterprises	Customer Support & Micro-Finance Institutions	Technical Experts

End of Life Our Approach

LEARN

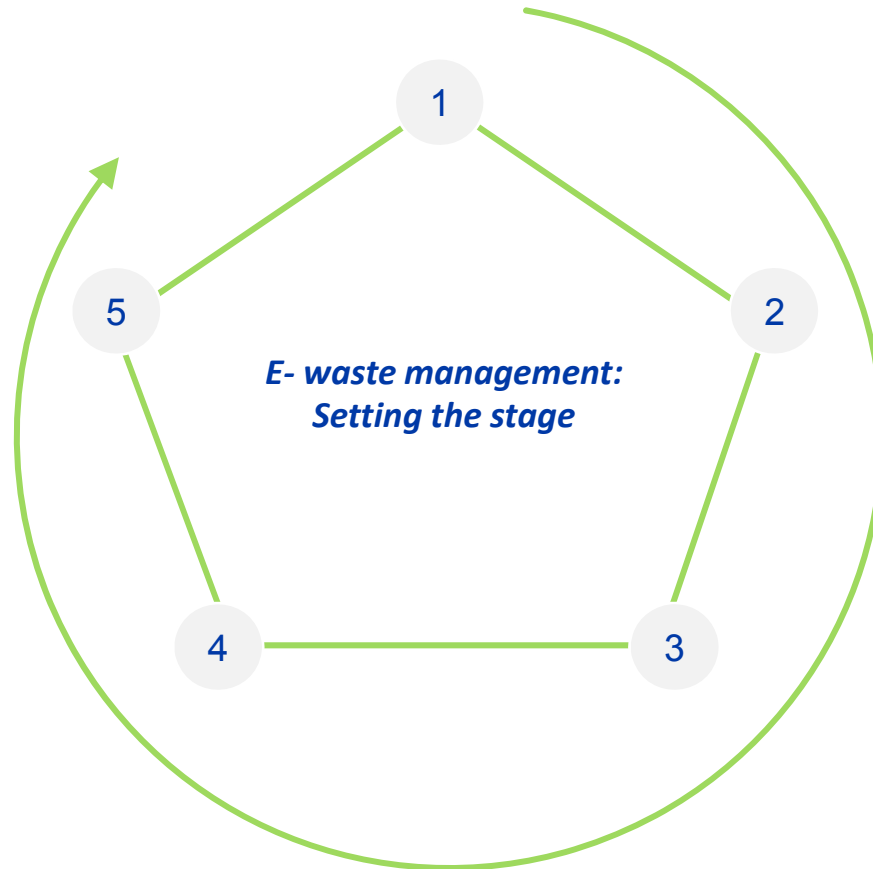
- Deep dive into current situation and practices

SCALE

- Gather learnings
- Embed best practices
- Expand scope

PIONEER

- Build momentum through quick wins and pilots
- Support local solutions



STRATEGIZE

- Define unified cross-sector plan
- Organize resources

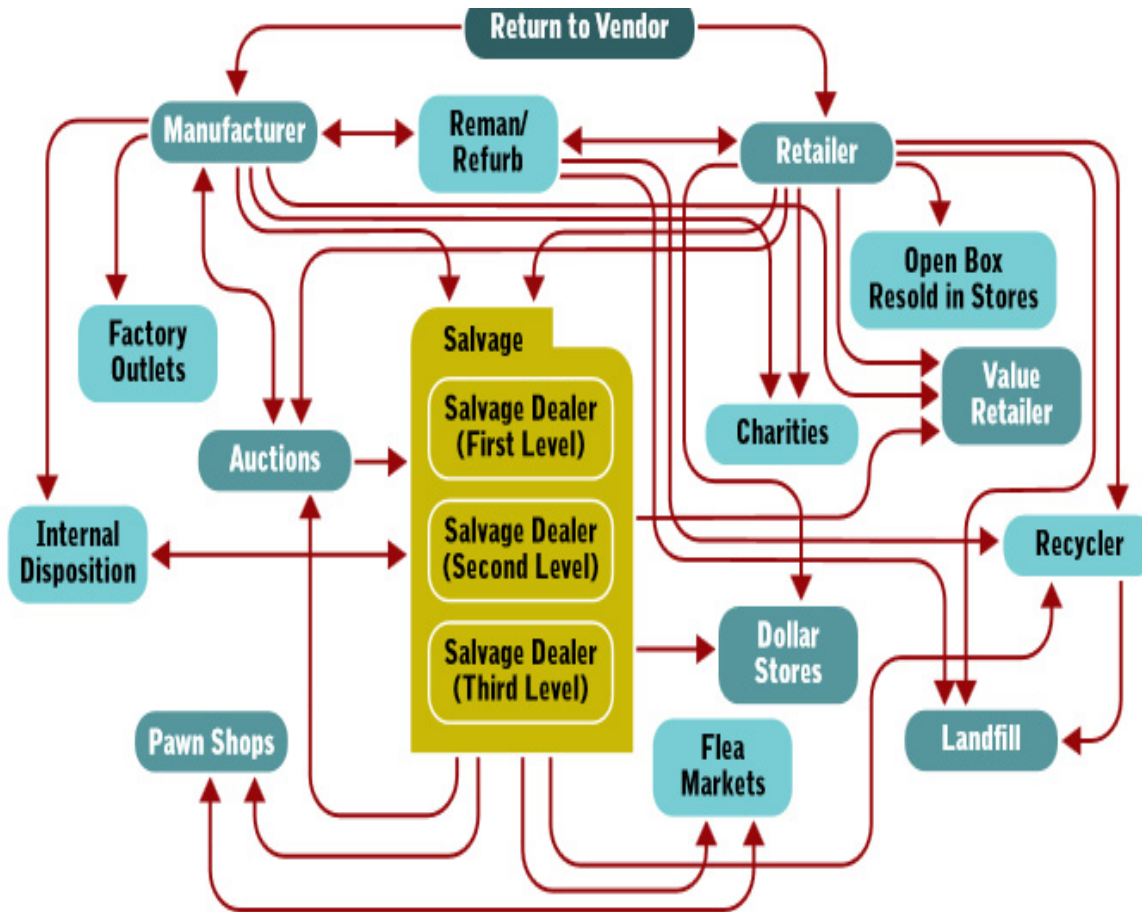
LEAD & INFLUENCE

- Create industry standards
- Influence regulation
- Share best practices



Philips Lighting
Foundation

Product Flow to Secondary Markets (Retail Example)



- Logistics (packaging) is organized for top down , factory to end user
- Reverse logistics is even more expensive as optimization on transport/packaging very difficult
- Last mile distribution is already difficult, reversed last mile distribution seems almost impossible
- How to secure payment for encountered costs bottom up.
- Disparate volume ratio between new and reverse product
- Reversed paperwork, clearing documents will not be available
- Loss of value of products prevents return to factory,
- Who pays? without clear financial value of reversed products. Can we create a value?

Adapted from: Dale S. Rogers, Zachary S. Rogers, Ronald Lembke, "Creating Value Through Product Stewardship and Take-Back," Sustainability Accounting, Management and Policy Journal, Vol.1, No. 2, , 2010.

EOL value chain

Local to local solutions



Barriers	Lack of incentives with extra effort and minimal financial gain			
	Lack of regulatory policy			
	Lack of sensitization	Gap in logistics	Local processing as per international standards	Lack of value proposition
Enablers	Lack of collecting points	Cost for collection Logistics	Cost for recycling Volumes to drive revenue model	Local/frugal manufacturing
	Financial Incentive			
	Customer Support & Training	Awareness Program	Design changes to reduce the recycling cost	Customer support & Training

