# Remote product tradeshow: Electric pressure cookers

16th February 2022

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# Agenda

- Welcome from GDC
- Scene-setting from Efficiency for Access
- Manufacturer presentations
- Q&A
- Wrap up and close



Photo credit: CLASP

# Why are we here today?

- 43% of GDC members currently sell cookstoves and/or fuels and there
  is strong interest in learning more about these products
- More resources, catalogues and databases emerging, but there is still an information gap
- We see lots of interest from manufacturers in connecting with GDC members

# Manufacturers and products

#### **Manufacturers**

- 1. Aufla
- 2. Groupe Seb
- 3. NESELTEC Ltd
- 4. PowerUP
- 5. SESCOM Limited
- 6. Solageo
- 7. Village Infrastructure Angels(VIA)

- Selection of manufacturers/products is based on a set of criteria that are important for last mile distributors, when seeking new partners
- Product presentations will be short and focussed
- We encourage you to connect directly with suppliers afterwards – contact details will be shared



## Why electric pressure cookers?

- Electric pressure cookers have the potential to improve and expand access to clean cooking for the 2.6 billion people worldwide who rely primarily on polluting cooking fuels.
- Advances in technology and increased availability have the potential to accelerate adoption among last mile populations.
- They are **highly efficient**, cooking food faster whilst consuming less energy.

Although upfront costs may be higher than biomass stoves, EPCs are significantly cheaper to operate given their high efficiency.

Photo credit: CLASP

# Aufla

# Introduction

- Aufla is into manufacturing of EPC in India from 2019 and First manufacturer in our Country
- Aufla has ISI/BIS Certified Products
- Aufla has been awarded as Best Energy Performance Cooker all Over The World by Global Leap Award supported by UK Aid and MECS

# **Specifications**

- Outer Shell is SS304 With 0.6mm of Thickness
- Comes with a Surge Protection of 220 240V (Can be customized as per Customer's need)
- Our EPC Comes in different sizes 3L to 12L.
- Aufla EPC Comes with SS304 Triply Cooking Pot
- All Our EPC are equipped with Overheat Protection & High Pressure Protection System and many more.
- Our Menu options of Foods are Customizable according to Customer Needs







# **Terms & Conditions**

- We can ship to any country from India, Nava Shiva Port, Mumbai
- Payment terms will be 30 % Advance and 70 % when material gets ready
- We need 35 40 Days for the production
- We will provide 1-2% of spare parts for the warranty
- We will provide training to your technician via Video call and show when to change the part, what parts are to be changed.
- We do OEM Manufacturing also.
- We accept orders of Minimum 1000Pcs
- After our successful business relation we can then talk about LOC etc.
- For prices we will talk on email or on call because it all depends on what type of display you choose what capacity etc.
- You can visit our website <a href="www.aufla.in">www.aufla.in</a> or reach out to us on <a href="www.aufla.in">www.aufla.in</a> or whether the world in the worl



# Groupe Seb



### A product dedicated to low income population by



#### **GSEB EXPERTISE**





SPARE PARTS AVAILABILITY FOR MORE DURABILITY



#### TRAINING

TO SUPPORT SALES AND MAINTENANCE



#### MARKETING ELEMENTS

WITH A DEDICATED TEAM TO FACILITATE PRODUCT USAGE

THE ECO TO USE AND TOTALLY SAFE WAY OF COOKING



All our EPC are assessed to meet high safety, health, and environmental protection requirements

#### PRODUCT BENEFITS

#### CHARACTERISTICS

- 6L CAPACITY
- MECHANICAL TIMER
- 16 LOCAL DISHES SUGGESTIONS
- BOWL : ALUMINUM + NON-STICK
- 1000W



#### 2 COOKING MODE

PRESSURE COOKING (lid closed)
STIR FRY (lid open)



#### **EASY TO OPERATE**

1 SINGLE KNOB - TIMER COOKING PHASE INDICATORS



#### SAFE TO USE

8 SECURITY CHECKPOINT NO CONTACT WITH STEAM



#### EASY TO CLEAN

FULLY DETACHEABLE PARTS

· Titre de la présentation



### Flexible distribution model & launch plan

#### options for this EPC distribution

- Though our local business partners
- Direct imports if 1 full MOQ ordered
- ⇒ Departure from : China
- $\Rightarrow$  MOQ: 20' = 580 pcs / 40' = 1 180 pcs
- ⇒ Terms & conditions will depend on the model selected

priority markets targeted for this project: Kenya, Uganda, Tanzania, Rwanda

1st

launch in Kenya in March 2023 through micro credit players







# **NESELTEC LTD**

#### **NESELTEC S1578 EPC**

- **≻2020 Global Leap Award finalist**
- ➤ Rated Voltage: AC220V 50Hz Power/Capacity: 6.0L 1000W
- ➤ The EPC complies with CE& BS EN 12778:2002 // British standard
- **≻**Control way: Computer LED display
- ➤ Material: Inner pot 480g, heating plate 450g Outer Shell 0.35mm, middle layer 1.0mm, steel cover 0.9mm, Double spray non-stick coating 580g/6L aluminum inner pot
- ➤ Mainly in Rwanda and Tanzania
- >The Product can be shipped any where in World.
- **▶**Payment terms:50% upfront and Balance before shipping
- ➤ FOB Price :\$55/piece
- **➤ Warranty: 1 year against manufacturing defects.**
- >The product comes with a manual that trains the user on its operation



**Contact details** 

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# PowerUP PayGo EPC





	PowerUP EPC features
User interface	<ul> <li>Screen displaying energy use (kWh)</li> <li>Buttons + dial design simplifies learning curve</li> <li>Display when frying heat is ready</li> <li>Customized meal presets</li> </ul>
Data tracking	<ul> <li>Buttons pressed</li> <li>Watts, Watt Hours, Current, etc</li> <li>Time Tracking: Heating, Pressure, Warming</li> <li>Last 12 months data stored in memory</li> <li>USB data port to extract data</li> </ul>
Advanced features	<ul> <li>PAYGO software integration</li> <li>Anagaza integration</li> <li>Open PAYGO Token integration coming soon to the following:         <ul> <li>Angaza, Paygee, PaygOps, Upya</li> </ul> </li> </ul>

#### **Services and Terms**





#### **Payment Terms:**

- 30% deposit, 70% balance to start shipping
- Price starts at \$60 each unit (FOB China)
  - Negotiable based on volume and carbon credit arrangements

#### **Delivery:**

- 30 days for production and 60 days to ship to Africa
- PowerUP sea ships to any country in Africa
- Container capacity:
  - 20GP: 576pcs (MOQ)
  - o 40GP: 1,188pcs
  - o 40HC: 1,428pcs

#### **Addition Services:**

- Marketing material
- Custom branding available
- Training:
  - on cooking
  - o on product support
  - Carbon credit data management
- PowerUP offers 1 year warranty + spare parts

#### **Specifications**:

- Model number: PUP6L1V1
- 6.0L capacity
- 120-240V 50/60Hz 1,200W
- Working pressure 65 80 kpa
- Max temperature 180°C
- IEC Certification
- VeraSol Certification coming soon



# Sustainable Energy Services Company Limited (SESCOM)

#### Sustainable Energy Services Company Limited (SESCOM), Dar es Salaam, Tanzania

#### **SESCOM Business Interventions**

- Install Solar PV systems at HHs and institutions, Construct and install mini-grids and grid-connected electricity, advocate for productive uses of energy and installations (Solar water pumps, value addition)
- Promote use of efficient electric pressure cookers

**Experience:** Five years on clean cooking solutions

**Product:** Its own brand SESCOM MY-CJ6001W, It is imported

It takes up to 80 days from order to delivery time.

**Specifications:** Size 6lts, 220-240V, 50/60Hz,

supplied with non-sticky pot and

accessories

#### **Certification**

-It is a 2020 Global leap award winner for medium sizes (4-7lts)

#### **Key features of SESCOM MY-CJ6001W**

- -High efficiency, well insulated (save energy) >80.5%
- -Robust and durable (quality materials)
- -It is safe (>14 safety features, sensors for pressure & temperature)
- -Multi -cooker-do boiling, steaming, baking and frying options
- -Automatic control knob which is easy to use (free to other chores)
- Manufacturer warranty provided is 2 years



### 2020 Global LEAP Awards Electric Pressure Cooker Competition

The following product model has earned the following distinction in the 2020 Global LEAP Awards Electric Pressure Cooker Competition:

WINNER: Medium AC Power

SESCOM MY-CJ6001W

#### March 2021

The Global LEAP Awards is an international competition to identify and promote the world's best, most energy efficient off- and weeklydig appliances. All nominated electric pressure cookers underwent evaluation by a paint of market experts and product testin by an accredited laboratory. The 2000 Global LEAP Awards recognized softstrandiselectric pressure cookers and included categories for Small AC Power products (1-) linear. Medicina of Expert products (1-) the 100 state of Expert products (1-) linear. Medicina of Expert products (1-) the 100 state of Expert products (1-) threat Medicina of Expert products (1-) the 100 state of Expert products (1-) threat Medicina of Expert products (1-) threat Medicina conducts (1-) threat products (1-) threat Medicina of Expert products (1-) threat threat



#### **Mode of Distributions**

- -Network of sales agents (individuals, cooperatives/ MFI)/sign terms
- -Few direct sales at company supporting centers

#### **Services Offered**

After sales services to last miles users/customers

- -Spare parts, repair and maintenance of EPCs
- -Training on how to use EPC, minor troubleshooting
- -Provide user guide manuals in Swahili

#### Services to Last miles distributors (Sales agents)

- - Promotional &marketing materials (leaflets, brochures)
- Discounted prices for the product (indicative selling price)
- Training &enough information of product (self confidence)
- -Training to technicians for the after sales (repair maintenances)
  - -New or experienced electric &electronic technicians







#### **SESCOM EPC Market**

- -Local market >14 regions in Tanzania
- -Regional Market-DR Congo, Kenya & Uganda

#### **Future Opportunities**

- -Market expansion to regions/ neighboring countries
- -Diversify to larger Institutional EPCs(>35lts)
- -Local assembling plant (joint investment)





# Solageo

# EMPOWERING LOCAL ENTERPRISES TO DELIVER LIFE-CHANGING SOLAR ENERGY SERVICES









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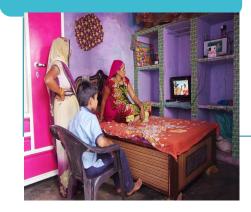
Email: joe@solageo.com

https://www.solageo.com/

### Global Leap Awards



DC LED TV (Global Leap Award Finalist 2014)



DC Refrigerator (Global Leap Award Finalist 2017)



Electric Pressure Cooker (EPC)

(Global Leap Award Winner 2020)



A Global Products Social Franchise











# Village Infrastructure Angels (VIA)

# VIA's solar DC electric pressure cooker



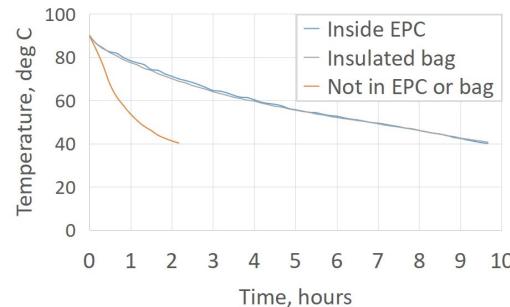


- Spare inner pot
- Steaming bag
- Insulated bag

500W

- 24V DC
- 8L capacity
- Energy-based automation
- Optional automation





# Technical options and cost comparison







"Direct drive"

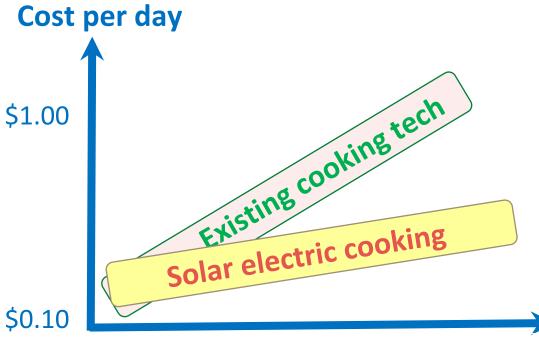
- 500-1000Wp, no battery
- voltage regulator required
- input power will vary
- cooking time will vary
- can automate switch on/off







- 500Wp + 1-4 hr (0.5-2kWh) battery
- solar regulator required
- input power unlikely to vary
- cooking time unlikely to vary
- can automate switch on/off



\$0.05/kWh grid electricity \$0.50/kWh \$0.05/kg wood \$2/kg \$0.10/kg charcoal \$1/kg \$0.50/kg LPG \$5/kg 0 kWh battery storage 2 kWh

Cost of cooking fuel or electricity or size of battery for solar cooker

# Q&A



## Thank you and wrap up

- Feedback poll
- Slides, recording, contact details, and resources
- Next tradeshow: improved biomass cookstoves (Weds, 22nd Feb)

Contact us: GDC@practicalaction.org.uk

Photo credit: CLASP

