

# Remote product tradeshow: Improved Biomass Cookstoves

22nd February 2022

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# Agenda

- Welcome from GDC
- Scene-setting from Clean Cooking Alliance (CCA)
- Manufacturer presentations
- Q&A
- Wrap up and close

Photo credit: Clean Cooking Alliance (CCA)



# 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. Biolite Energy
  2. BURN Manufacturing
  3. FEU VERT BÉNIN
  4. Mimi Moto B.V.
  5. Nenu Engineering
  6. Potential Energy Inc
  7. (SSM Stove) Zhejiang Huiwenmei Stove Co.,ltd.
- 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 improved biomass cookstoves?

- Improved biomass 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.
- Range of cookstove products and associated fuels can meet customer needs and **accelerate adoption** among last mile populations.
- They are **more efficient**, cooking food faster whilst consuming less energy.

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# **Biolite Energy**

PRODUCT SPECIFICATIONS



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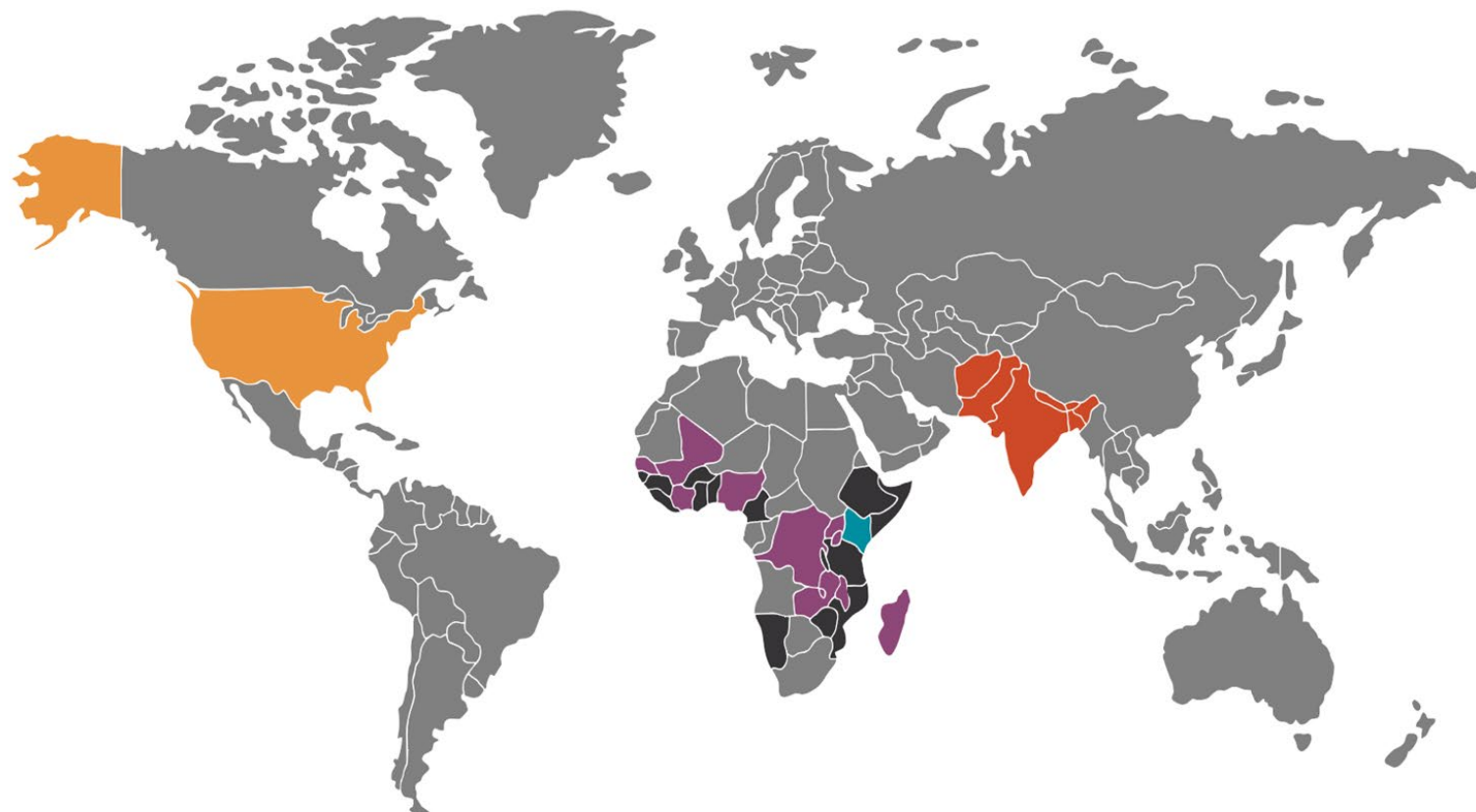







## VALUE PROPOSITION

# What Makes BioLite Different?

-  Warranty Service and Support
-  Marketing and funding support
-  End-to-end logistics support
-  Customized training plans
-  Distributor financing
-  Carbon Subsidy program
-  Stove customization above MOQ

## WHERE WE OPERATE



-  KENYA - BIOLITE HEADQUARTERS
-  SOUTH ASIA
-  UNITED STATES OF AMERICA
-  COUNTRIES WE SELL TO IN AFRICA
-  COUNTRIES TO EXPAND TO IN AFRICA 2023/2024



# **BURN Manufacturing**

## Availability



## Product Specifications



- **Best Selling**  
Over **6 million+** people in Kenya impacted by jikokoa™
- **Most Economical**  
Uses half the charcoal compared to any other jiko in Kenya
- **Longest-selling**  
Jikokoa™ has been in the market for over **5 years**

## Support Services

- Sales support market/onsite activations, promotions, branding, and Radio/TV advertising.
- After-sales support for customers with 100+ service stations countrywide

## Terms & Conditions

- Cash & Credit Terms
- Shipping within Kenya takes 2-3 days
- 1 - year warranty

## Pricing

- RRP is 3290KSH.
- USD20 under carbon project financing as per specified T & Cs

## Opportunities

- B2B distribution

## Availability



## Product Specifications



### Uses Less Wood

Uses 71% less wood than 3-stone fire

### Fewer Emissions

Has 81% fewer emissions than an open fire

- Lights fast and easily
- Great with big pots
- Cooks for 8-12 people

## Support Services

- BTL support, Community Radio/TV advertising
- After sales support for customers with 100+ service stations countrywide

## Terms & Conditions

- B2C - Cash & B2B - cash & credit options
- Shipping in EAC countries is 1 week, Mozambique - 45 days, Nigeria - 3months.
- 1 - year warranty

## Opportunities

- B2B CSR programs, B2B distribution partnerships across Africa

## Pricing

- Ecoawood: KES 500





## INTRODUCTION

- \* FEU VERT BENIN is into manufacturing, marketing and promoting of improved cookstoves, biocoal and ecologic terracotta brick.
- \* FEU VERT BENIN has already put 23 cookstoves on the market to improve.
- \* FEU VERT BÉNIN products are tested by energetic and applied mechanics laboratory of the university Of Abomey Calavi (Highest UNIVERSITY IN BENIN REPUBLIC).
- \* FEU VERT BENIN has been awarded with the Highest Price of the Solidarity Finance by the African Development Fund.

## SPECIFICATION

Our improved cookstove FEU VERT HYBRID has the comes with the following feature:

- Material : recycled material cured and 50% stainless, blower, switcher, LED, electric wire, solar panel, 12V battery
- Combustible: biocoal, palm shell
- Range : household hybrid (7kg), restaurants hybrid (14kg)



## COUNTRY AVAILABILITY

Our manufacturing factories are in 2 countries (Benin Republic and Congo) so our products can be shipped from Benin Republic to Niger Republic and also from Congo to other countries. However, we also have so assemblage centers in Nigeria, Togo and are working tirelessly to extend our products to Burkina-Faso, Cameroon, Cote d'Ivoire, Ghana and Democratic Republic of Congo.

## TERMS & CONDITIONS

- \* Scheduled payment option : from \$2/day (minimum) availability of the green box; Clients can receive the product after making half payment.
- \* Credit selling: supported by organisations.
- \* Deposit : the client can receive the product for deposits up to half of the selling price.
- \* Shipping term: within 15 days depending on the shipping country
- \* Warranty : 15 months against manufacturing defects.

## SUPPORT SERVICES PROVIDED

- \* The product comes with a manual that trains the user on its operation.
- \* Sensitization and training offer to users.
- \* Mobil assistance available.
- \* WhatsApp line available for chat with customers.
- \* Reception of customers all over our 20 assemblage centers.
- \* You can also visit our website [www.feuvert.bj](http://www.feuvert.bj) or reach out to us on [Feuvertafrique@gmail.com](mailto:Feuvertafrique@gmail.com) or mob +22991288686





**Mimi Moto B.V.**

# Mimi Moto Cookstove



Designed in Holland



## Specifications:

**Model:** MM-JIKO-B

### Fire power output

Small burner:	1.2 - 2.2kW
Medium burner:	2.0 - 3.2kW
Large burner:	3.0 - 5.0kW

### ISO performance tiers

Thermal efficiency:	tier 5
CO emissions:	tier 5
PM2.5 emissions:	tier 4
Safety score:	tier 5

### Cooking time on battery (5000mAh)

low fan speed:	28 hours
high fan speed:	9 hours

### Dimensions (LxWxH):

260x260x360mm

### Safe pan diameter use:

75 - 500mm

### Nett. Weight:

4.13kg

### Packaging content:

Stove body, Small, (Medium or Large) Burner, Burner tool, 5 x feet & clip, 5 x pan support, Charging cable.

## Accessories:



Flame-spreader/windscreen



Heater Accessory



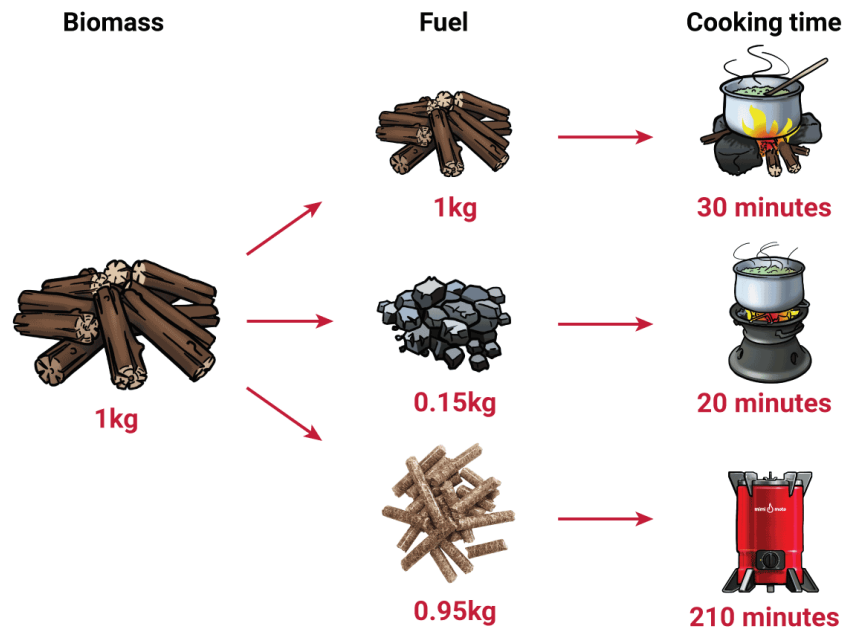
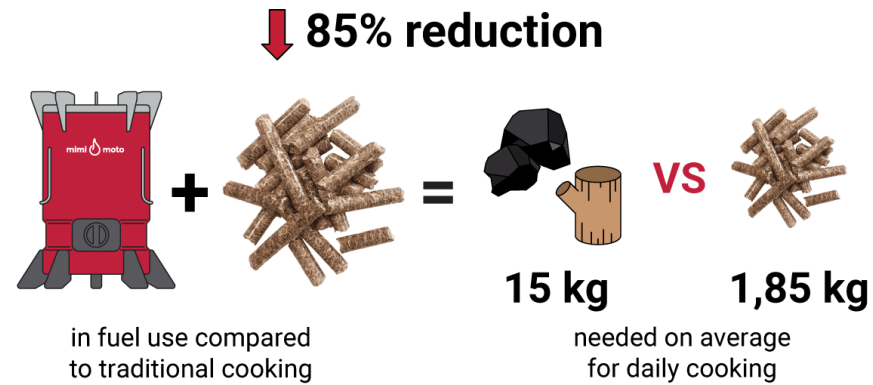
Solar panel  
with phone charging option

**mimi moto**  
clean cooking for all

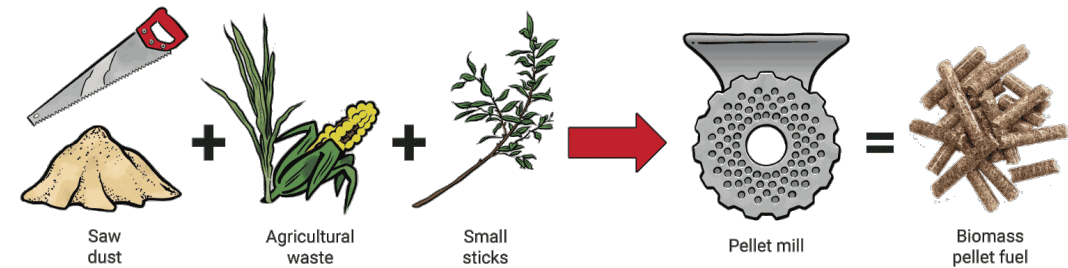


# Tool and Fuel Business model

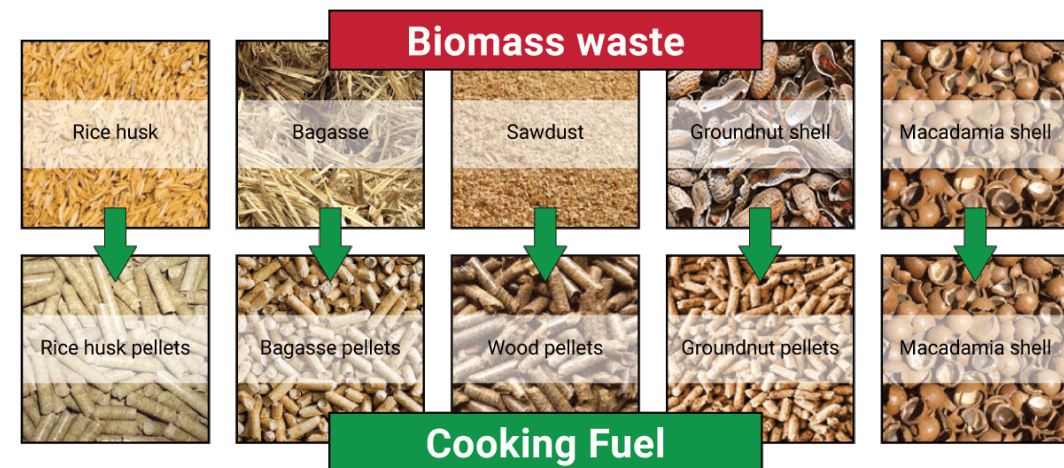
## 1: Why pellets



## 2: How pellets:



## 3: What pellets



Contact: [aart@mimi-moto.com](mailto:aart@mimi-moto.com)  
Web: [www.mimi-moto.com](http://www.mimi-moto.com)

**Nenu Engineering**



## Majik-Fire

The modern charcoal stove

<b>Size:</b>	24 x 25cm (H x D)
<b>Weight:</b>	5kg
<b>Warranty period:</b>	12 months
<b>Co-branding offering:</b>	Yes
<b>Price:</b>	\$13 (USD)
<b>Payment terms:</b>	Cash on delivery
<b>Country of origin:</b>	Nigeria (can ship to countries within West & East Africa.



**Majik-Fire**

The modern charcoal stove

**Marketing support:** Branded marketing and promotional materials

**Aftersales training & support:** We share our market penetration strategy with our partners





# Potential Energy Inc

# Berkeley-Darfur



Uses **66% less fuel**



**Saves 1-3 hours,**  
cooks twice as fast



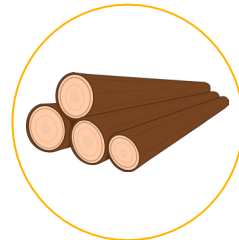
**Saves \$0.97/day**



Emits **77% less smoke**



Biomass



Wood



Charcoal &  
Briquettes



# User Centered Design



Shipping worldwide



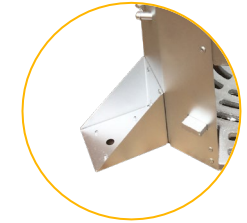
30-day money back  
& 1 year warranty



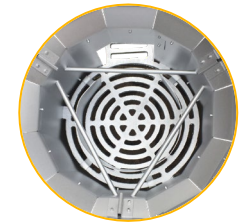
Financing & co-  
branding available



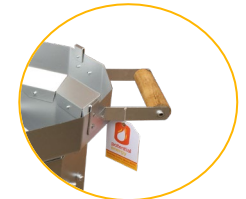
End-user &  
marketing training



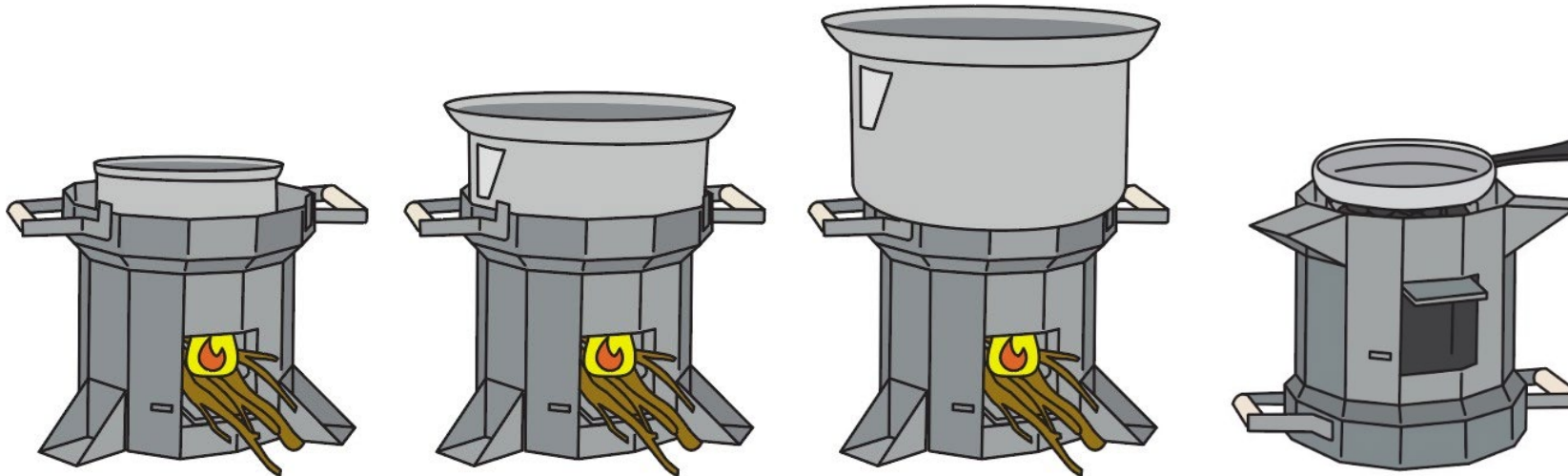
Stable Feet



Cast Iron &  
Stainless Steel



Wooden  
Handles





**(SSM Stove) Zhejiang Huiwenmei Stove Co.,ltd.**



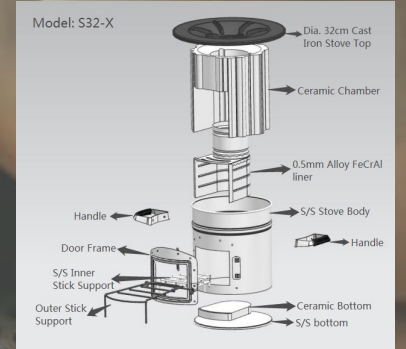
# SSM

## Excellent Performance

- Efficiency **50%+**
- Cast iron Stove top
- Stainless steel Stove body and bottom
- Double layer combustion chamber (metal and ceramic)

## Quality Control

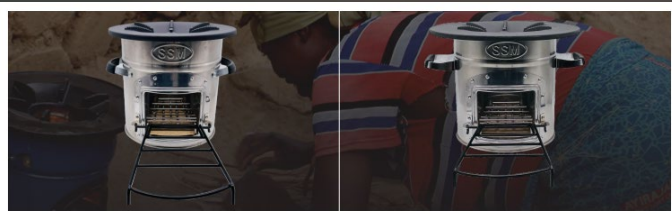
- **10** Years Lifespan
- **3 - 5** Years Warranty
- Simulate Lifespan Test



S32-X

## Flexible Customization

- Custom Design | Accessories Set
- Different Materials based on Project Location
- Adjust the Design to meet Local Usage Needs



40HQ:

3024pcs

2268pcs

## Lead Time



Preparation Time

**20** Days

+

Production Time

**5000** Pcs/Day

+

Shipping Time

**N** Days



# SSM

## PROJECT REFERENCE

### Africa

- Firewood was saved up to **50%**
- Harmful emissions reduced by **73%**
- Lifespan **8+** Years in actual project



### SOUTHEAST ASIA

- The project covers multiple countries
- Best materials matching local conditions
- Product knowledge training
- Technical upgrade services



# Q&A





# Thank you and wrap up

- Feedback poll
- What would you like to learn more about? Tell us!
- Slides, recording, contact details, and resources

Contact us: [GDC@practicalaction.org.uk](mailto:GDC@practicalaction.org.uk)

Photo credit: Practical Action

