



ECOWAS SUSTAINABLE ENERGY FORUM ESEF 2024

Towards a Just Energy Transition in the ECOWAS Region

BURN in ECOWAS region

Exhibition Centre - Abidjan, Côte d'Ivoire

November 28 - 29, 2024

www.ecreee.org



World's largest modern cookstove company

5M

Stoves
manufactured
& distributed
across Africa

200K

stoves
produced/
month



3,500
employees
50% are
women

ISO 9001 certified
ISO 4001 certified



ecoq[®]
by burn

Vertically integrated carbon project developer



Product Design

+45-person design team



Manufacturing

+450K per month capacity



Distribution

+20 country sales presence



Monitoring, Issuance & Sale of credits

+5M carbon credits issued

Our Products

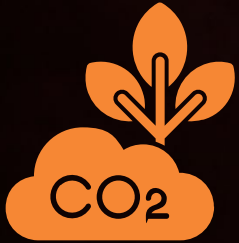
- electric
- cookware
- char plus
- grill
- wood
- turbo
- ethanol
- gas
- Institutional stoves

All products can generate carbon credits and/or be digitally monitored (dMRV)



The impact of one BURN stove

University of Pennsylvania & University of Chicago conducted an independent study on 1,000 low-income households in Kenya that validated the efficiency and savings of BURN stoves:



3.5 tons of CO_{2e}
Saved per year per stove



\$119
Household
savings per year



\$1000
Total return to
society over 3 years



98%
Customer
satisfaction



39%
Fuel savings
in Kenya



295%
IRR per year



Health Benefits
0.56 Standard
Deviation improvement
in self-reported health



26.8M
lives impacted



14.8M
tons of wood
saved

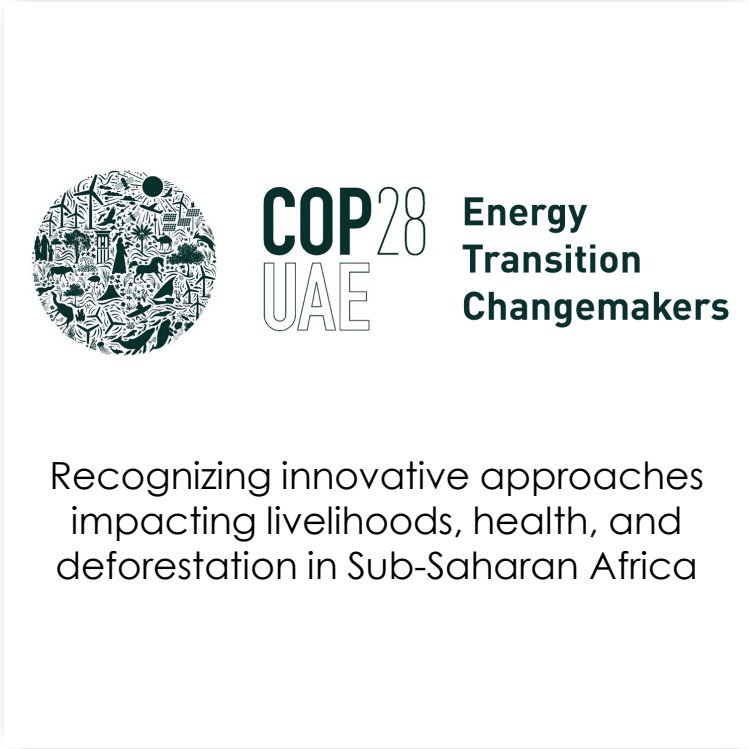
26.3M
tons of CO₂
reduced



\$1B
household
savings



Awards



Manufacturing Footprint

Nigeria

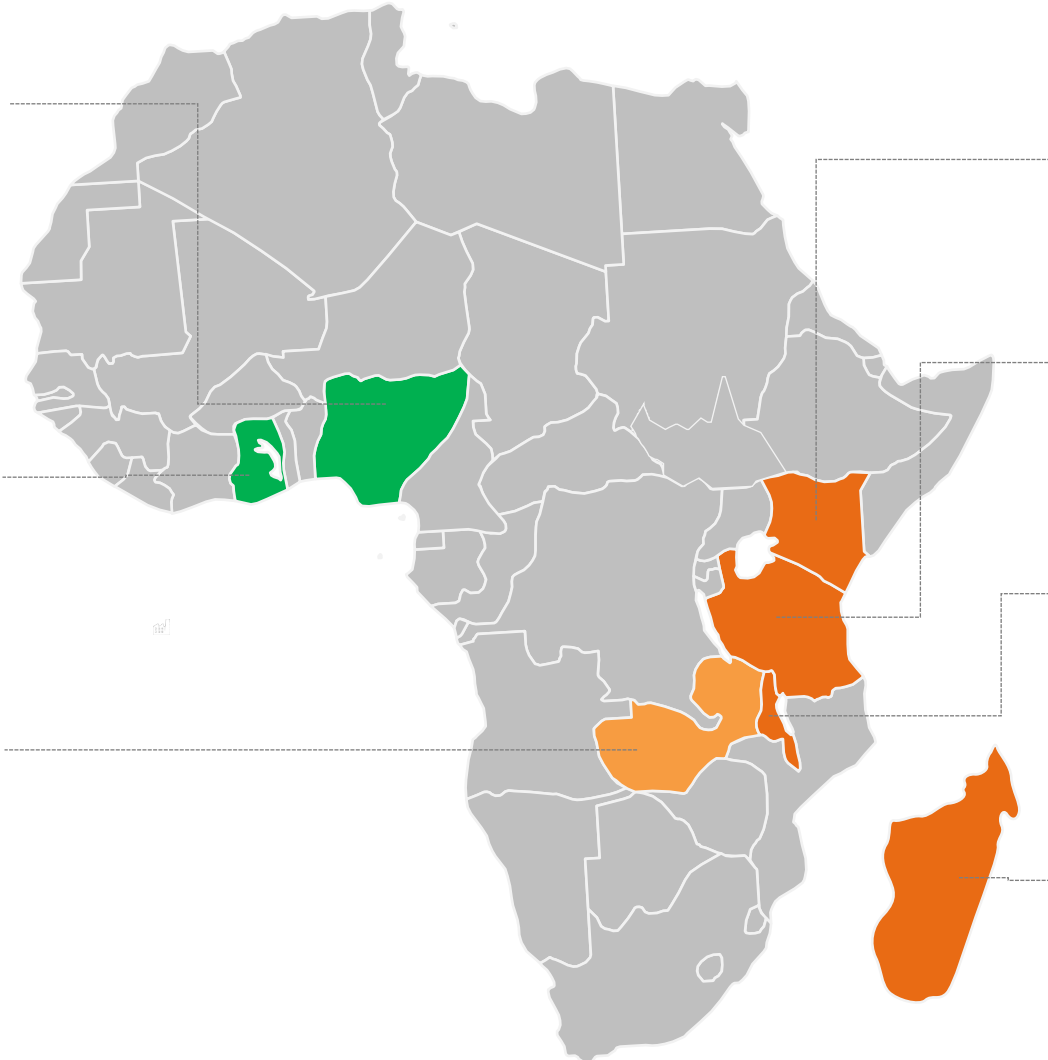
Wood and charcoal
Assembly facility.

Ghana

Electric Assembly facility.

Zambia

Electric assembly and
business closed due to
load shedding



China

Electric Assembly
facility (May 24)

Kenya

Manufacturing facility
– all products

Tanzania

Electric Assembly
facility

Malawi (Launch Dec 2024)

Biomass Assembly
facility

Madagascar (potential)

Biomass, LPG &
electric Assembly
facility

BURN seeks to distribute up to 5 million stoves in **Nigeria** by 2028, impacting 10 million lives



Current Impact:



500,000+ stoves distributed



1 M lives affected



250,000 tons of wood saved



500,000 tons of CO₂ avoided



36 State Coverage



Working together with Nigeria's government, we can achieve a long-lasting impact

Since we launched in 2021, BURN has distributed 30,000 stoves in Ghana, impacting 60,000 lives



30,000 stoves distributed in Ghana

60,000 lives affected

74k tons of wood saved

123k tons of CO₂ avoided

2028 plan to increase team size to 500 field and factory staff



>600k stoves distributed by 2026

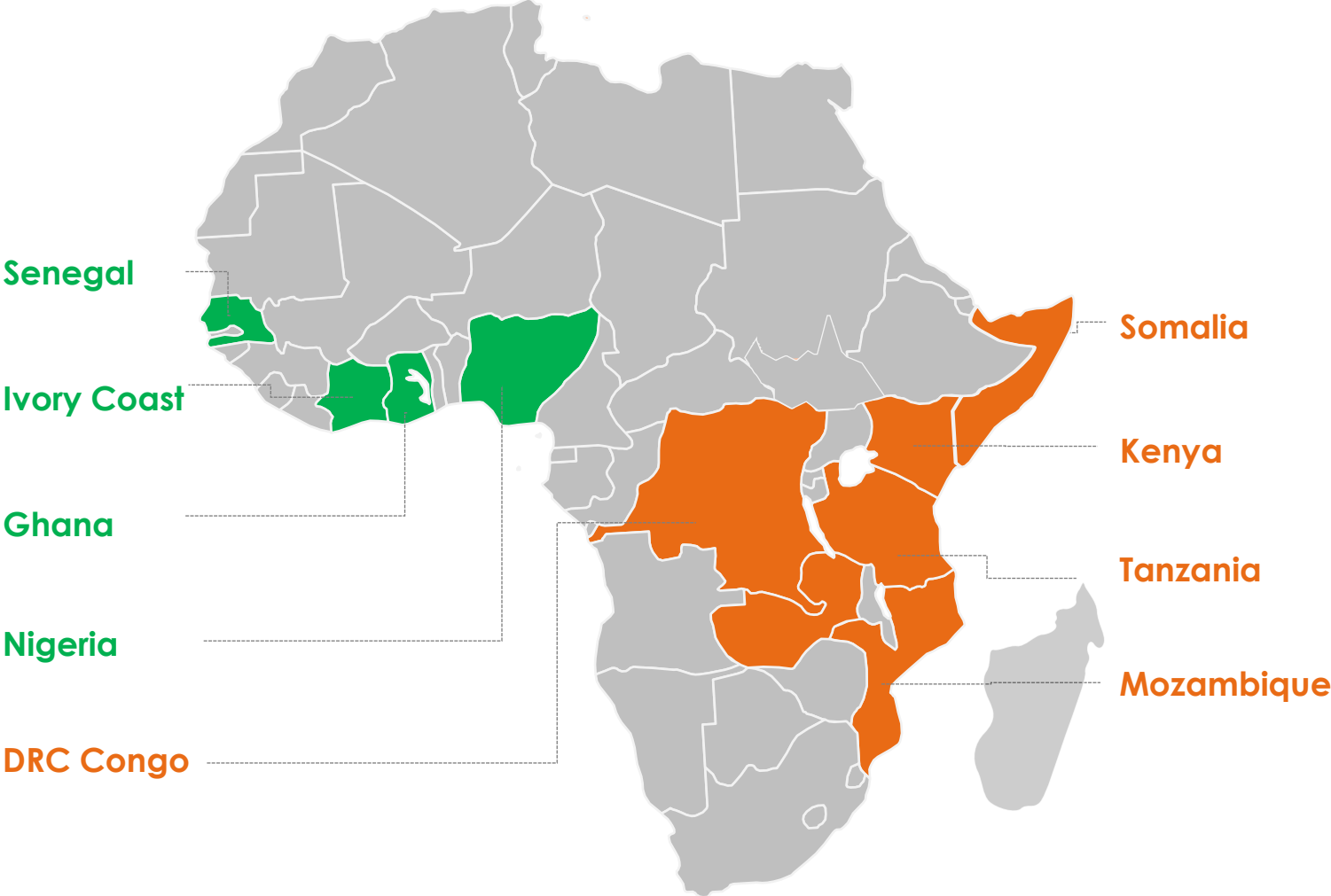


By 2026 majority of stoves distributed will be electric

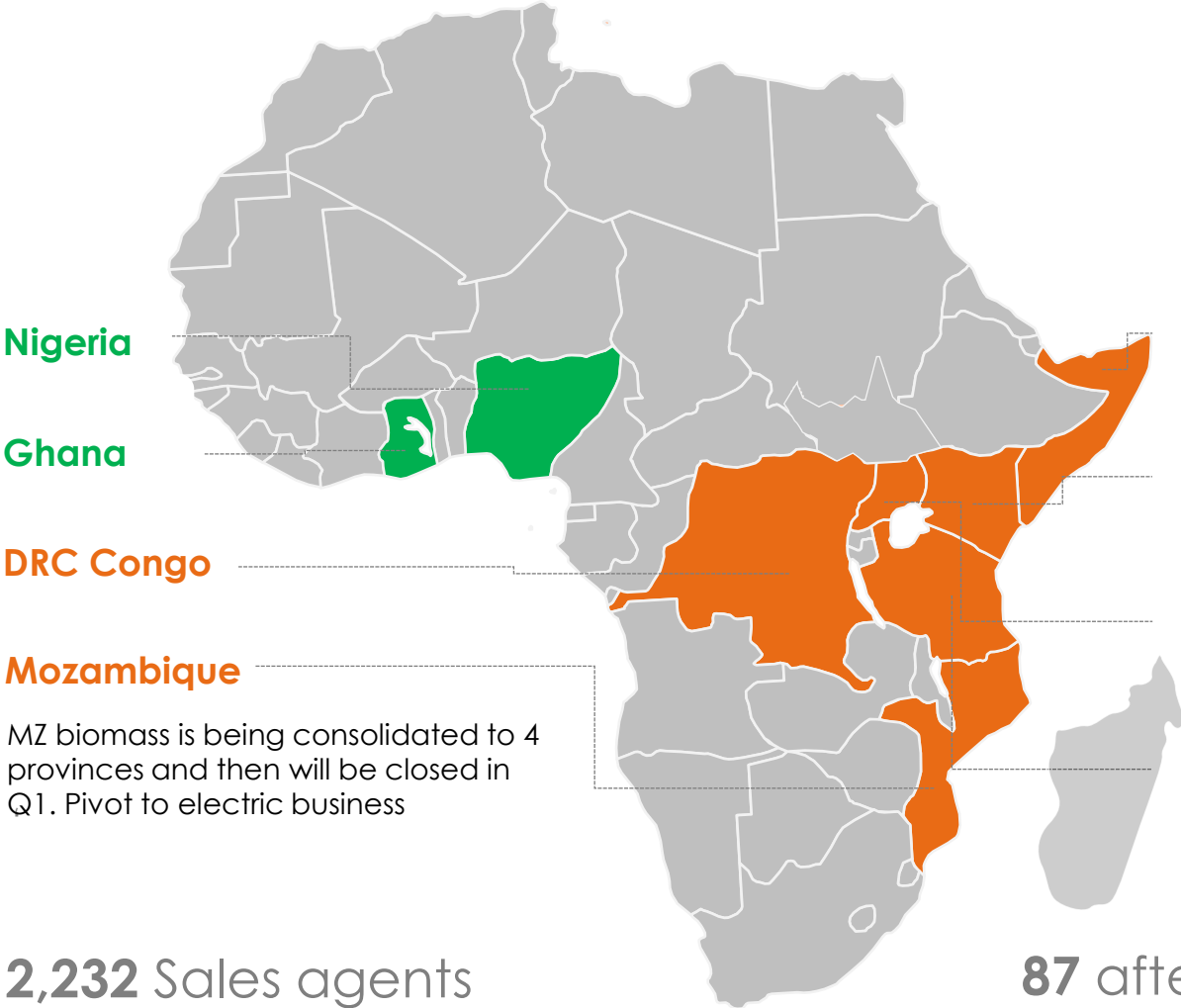


Sales agent and servicing jobs will transfer from biomass to electric

Carbon projects in 9 countries



Home delivery in 7 countries



Nigeria

Ghana

DRC Congo

Mozambique

MZ biomass is being consolidated to 4 provinces and then will be closed in Q1. Pivot to electric business

2,232 Sales agents

Kenya

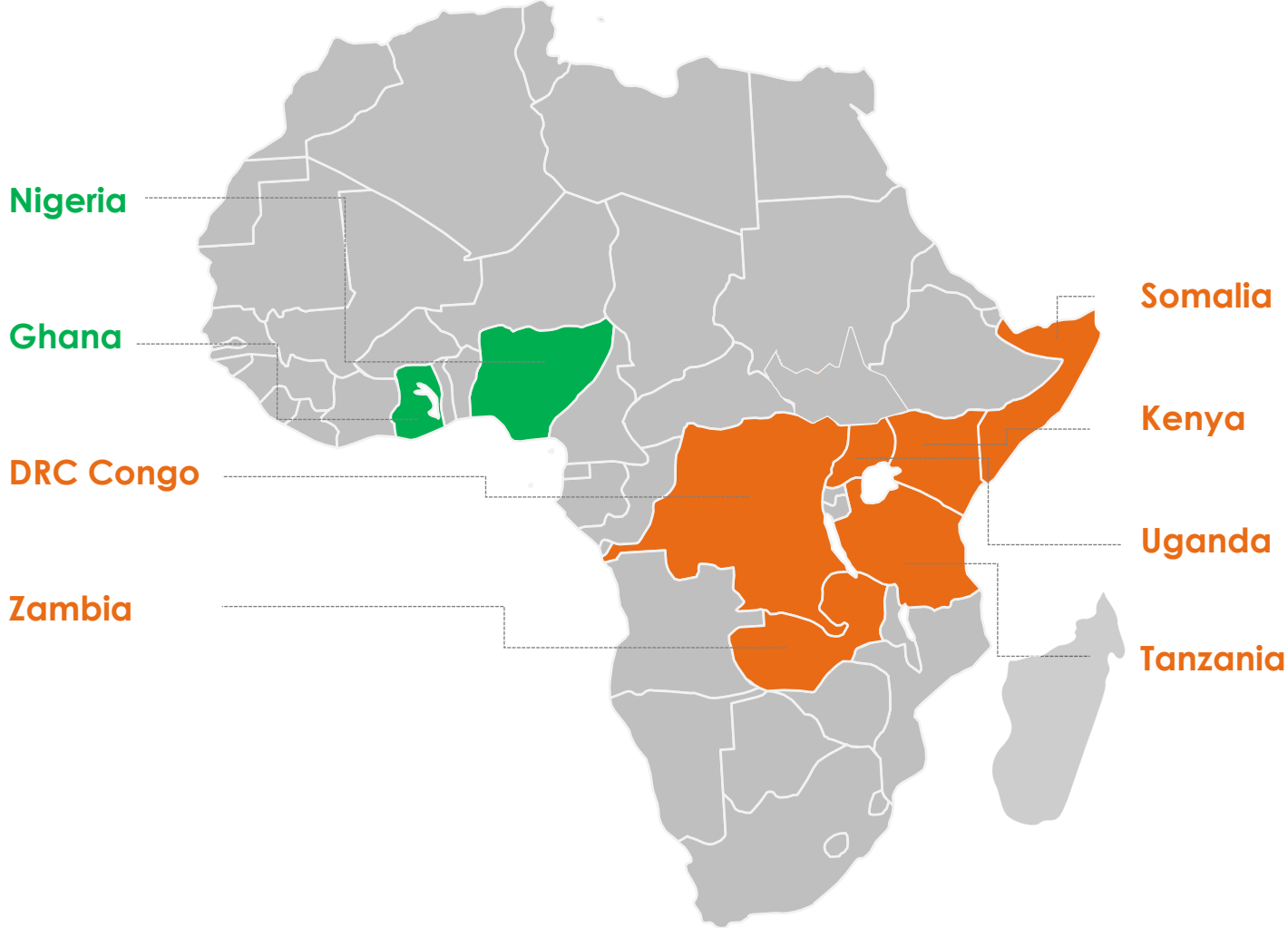
Uganda

Tanzania

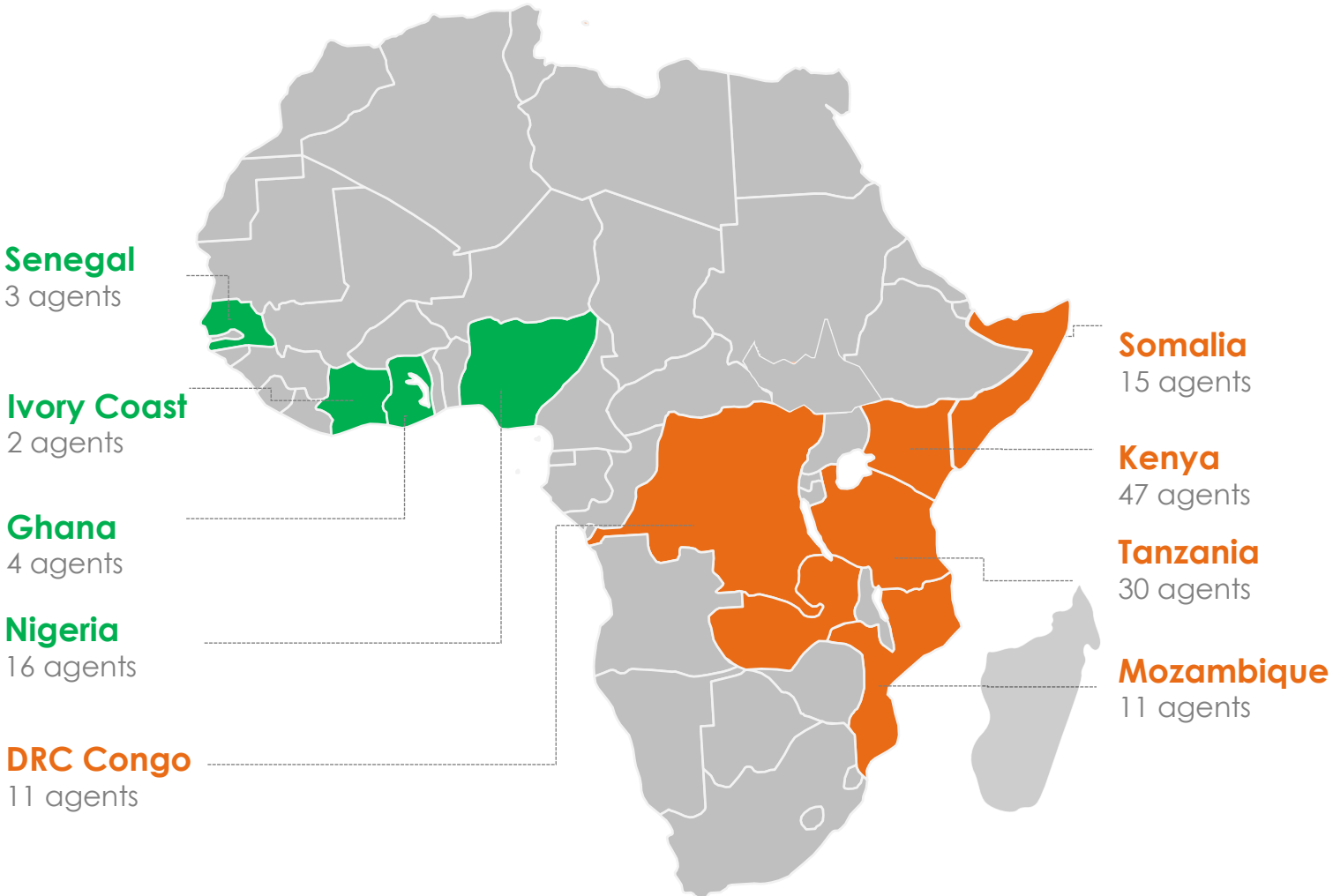
87 after-sales stations



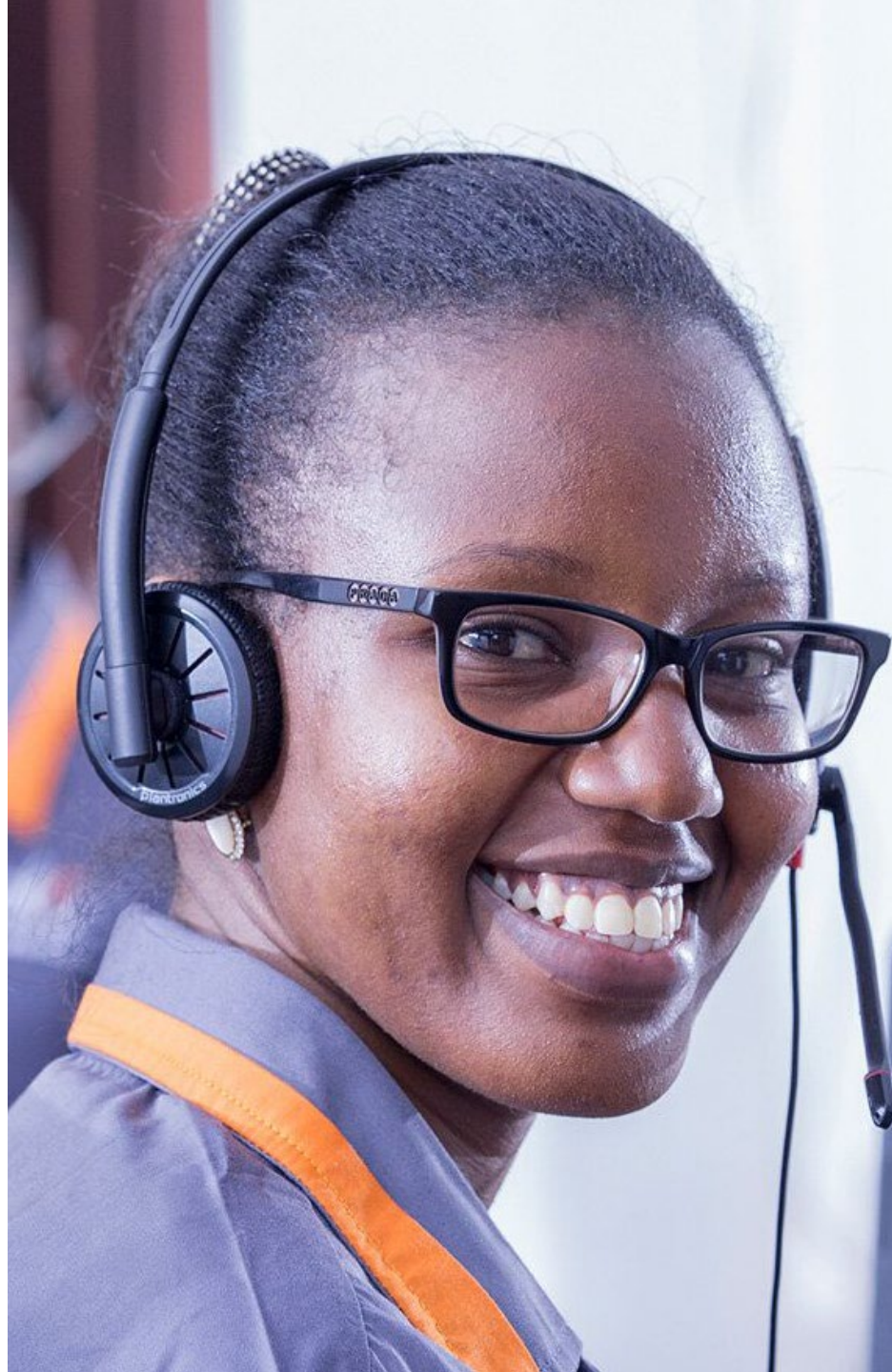
B2B sales in 8 countries



Call centers in 9 countries

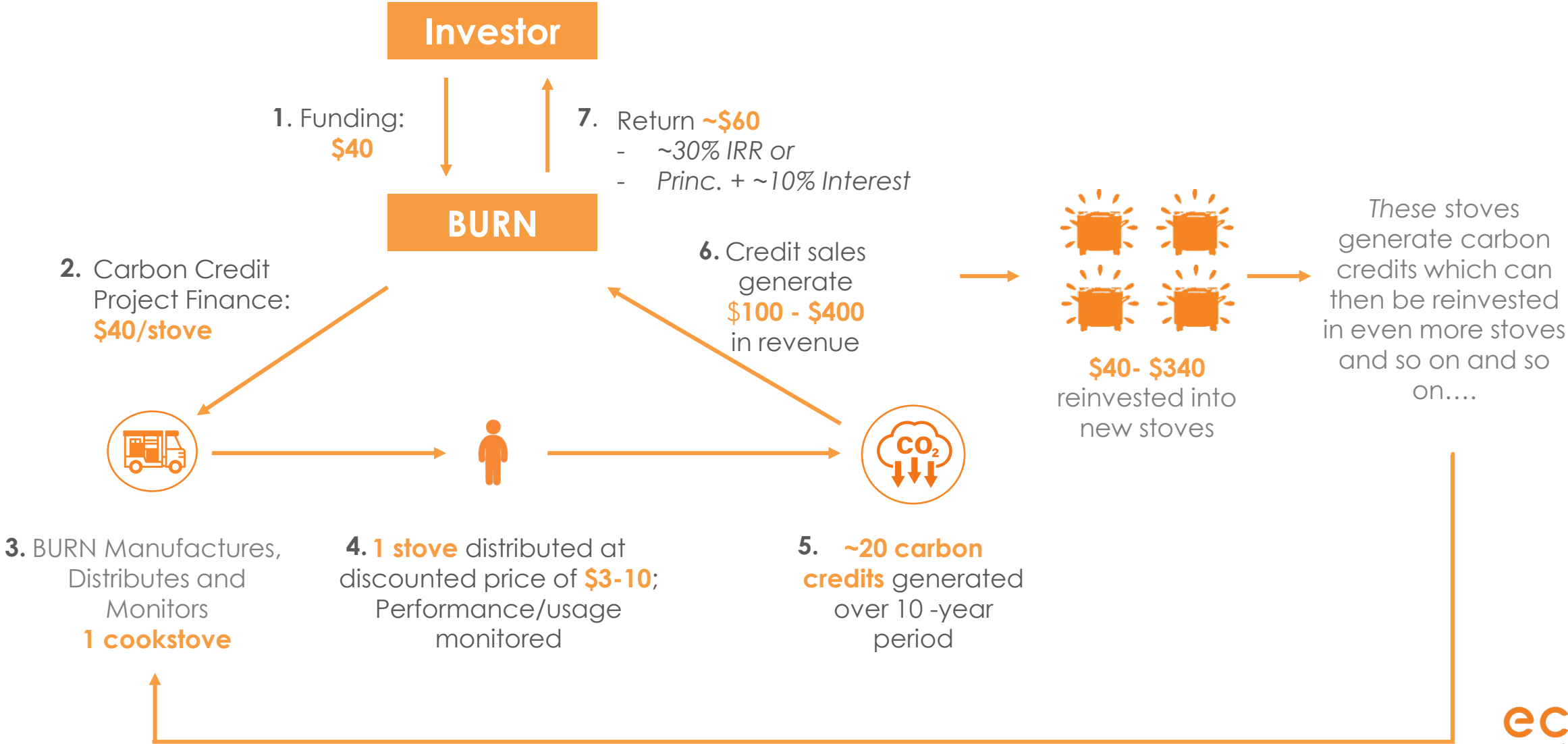


144 call center agents





Carbon Project Finance: Single Stove Example





The future of **clean cooking**