



ECOGREEN SOLUTIONS LTD RWANDA

CLEAN COOKING SOLUTIONS FOR ALL.

REPLICATION & SCALABILITY



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The Problem

Traditional Cooking modes in Rwanda



- **79%** of Rwandan households still use traditional cooking methods.
- **85%** rely on **biomass energy** such as firewood and charcoal.
- **380 hectares** of forest are cut down every week for fuel.
- An average household consumes **1.8 tons of firewood per year**.
- **3,800 premature deaths annually** are linked to household air pollution.
- Women and children are the most affected by indoor smoke exposure.



Our Solution

Improved cookstoves :

Pellets stove (Tier 3,4)
& Firewood Stove (Tier 3)



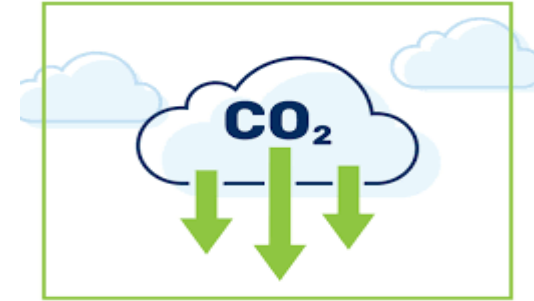
Pellets fuels : Agriculture wastes & wood wastes (Good calorific value as per RSB test)



Wonder Box /Heat Retainers: To keep Food warm, and reduce the number of cooking/day



Up to 43% thermal efficiency — reduces fuel use and CO₂ emissions by **up to 3 tons/year per household.**



Durable (6-year lifespan) and safe for households.



Affordable pricing: Tier 3 \$25, Tier 4 stove at \$50, Tier 4 model with **solar home system (3 lights)** at \$85.



Our Products



Tier 3 Clean Cookstove

- Open air draught design (no fan, simple operation).
- Fuels: firewood.
- Thermal efficiency: 43.2%.
- CO₂ reduction: Up to 2 tons per year.
- Durability: 5 years.
- Clean and safe to use, Saves 65% of energy compared to traditional stoves.
- Affordable price: USD 25.



Tier 4 Clean Cookstove

- Forced air draught
- Fuel : Pellets, Briquettes,
- **Thermal Efficiency** 42%
- CO₂ Reduction: 3 Tons / year
- Durability :5 years
- Clean
- Safe 75% of energy
- Featured : solar home system with 3 lights
- USD \$85



Biomass Pellets

- Made from **agricultural and wood waste**.
- Clean, safe, and affordable fuel.
- Reduce deforestation and smoke emissions.

Wonder Box /Heat Retainers:

To keep Food warm for 8 hours straight and reduce times of cooking / day



| Business Model

Key Partners

Collaborating with leading institutions like **REG, World Bank, Practical Action, Siemens, GIZ, SNV, and RSB** to scale clean energy access across Rwanda.

⚙️ Key Activities

Production and distribution of clean cookstoves and biomass fuels, while **training customers** to adopt sustainable cooking solutions.

Revenue Streams

Income comes from **stove and fuel sales, bulk NGO orders, and partnerships in humanitarian programs.**

Value Proposition

Delivering **clean, safe, and affordable cooking solutions** that **save energy, reduce CO₂ emissions, and improve family health.**

Customers

Serving **urban, rural, and refugee households**, making clean cooking accessible to every community in Rwanda.

Channels

Reaching customers through **community outreach, roadshows, and 41 sales outlets** operated by **trained sales teams.**

Goal

Produce **171,000 clean cookstoves in 5 years**, driving **sustainable growth, profitability**, and **cutting 1 million tons of CO₂ emissions annually**

Market Opportunity

Opportunities and Five-Year Growth Plan



Market Overview:

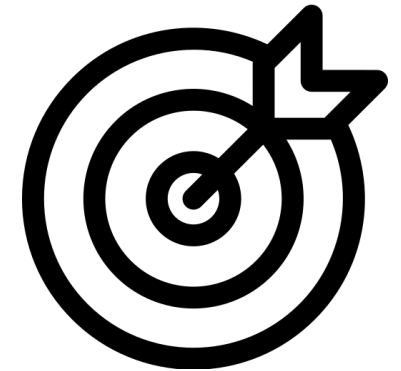
Rwanda's 14 million people include over 3 million households using unclean cooking, emitting 5.4 million tons of CO₂ yearly. The government targets 100% clean cooking by 2030; 21,540 ICS sold.



Five-Year Strategic Plan

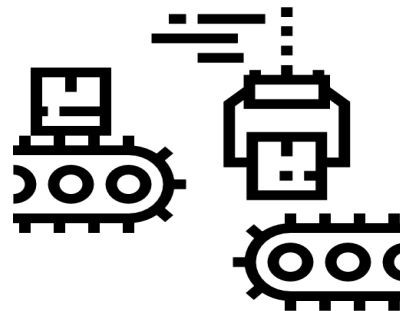


Goal: Produce 171,000 cookstoves, gain 18% market share, cut 4.05M tons CO₂, open 200 outlets, create 1,100 jobs (65% women/youth), and conserve 35,000 hectares of forests.

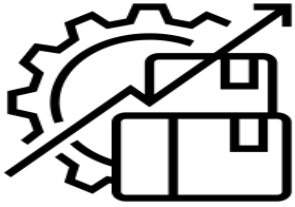


Our Production Capacity:

- **Stove manufacturing capacity:** 9,000 units per month
- **Pellet production capacity:** 2 metric tons per hour



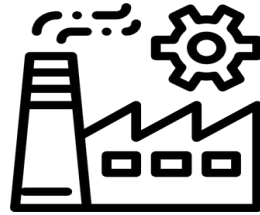
Traction



Increased Production

In the last three Years production moved from 1,000 to 9000 Supported by:

- GIZ/SNV
- Practical Action
- SESA Project



Expansion of our factory

- Pellets production 2MT per hour
- Construction of 2 warehouses
- Supply and procurement enhancement



Awards and Partnerships

Awards & Recognition

- **CHOGM Clean Energy Winner**, Women led company.
- Crowned “**Queen of Green**” 2024 in by **WILsAFRICA**.
- Best Clean cooking company by **YouthKonnnect 2022**

Partnerships & Agreements

Strong collaborations with:

- **Government of Rwanda & World Bank (MoU)**
- **SESA, GIZ/SNV, and Practical Action**



Reduces Costs

- Forced air draught stove cost from USD 90 to USD 55
- Open air draught stove costs 35 USD to 20 USD
- Pellets : from 0.26 USD to 0.19 USD

Job Creation



- Last three years employees increase from 4 to 66. 65% being women and 350 Casuals.

Carbon Credit Market

Under negotiation with TYNDALL standard

I Competitive Advantage

Description	Our solution	Rock Fire	Imbabura	LPG & Electric
Photoshoot				
Market size	19.1%	79%		1% Countrywide
Monthly cost	\$7 (Urban)	Mostly free (Rural)	\$14.00	>\$15
Boil 5l water	8min	45min	45min	20min
Safety/Ease of use	• USD 55 • SAVE 75% ENERGY • CLEAN • DURABLE • Reduce 2-3% of CO2 year	• Constant monitoring • Dangerous • Emit 1.8 MT CO2/year	• Constant monitoring • Dangerous	Adjustable flame Safe, easy, clean • It causes suffocation
Health	Tier 4	Tier 0	Tier 0	Tier 4

Impact on Rwandan community

- Invested \$490, 000
- Payment in Instalments for Easy accessibility
- Community engagement and aftersales service

- Households relied on charcoal and firewood, causing deforestation and indoor air pollution.
- Women spent 4-6 hours daily collecting firewood.
- ♻️ Waste from agriculture and forestry burned or dumped.

BEFORE

- Distributed 13,000 improved cooking stoves
- **Time saved** for work, education, and family care thanks to easy fuel access
- **Organic Waste converted to pellets**, promoting a circular and sustainable economy.

AFTER

General Impact

Economic Impact



- **Job Creation:** 137+ direct, 580+ indirect green energy jobs.
- **Household Savings:** Efficient stoves reduce monthly cooking fuel costs.

Environmental Impact



- 52,000 MT of CO2 emissions saved
- 46,800 MT of firwood saved

Social Impact



- Training Youth willing to join the Renewable energy sector
- Health Benefits: Less smoke reduces respiratory diseases, especially children.
- Empowerment: Women and refugees gain leadership, income opportunities.

Financials (2023 - 2029)



Key Drivers of Financial Growth (2023-2029)

- **Revenue Growth:** From \$186K (2023) → \$3.9M (2029).
- **Profit Expansion:** Gross Profit rises from \$97K → \$1.7M.
- **Production Scale-Up:** Increased capacity from 6,000 to 9,000 stoves/month drives sales.
- **Partnerships:** Backed by **World Bank, GIZ, SNV, GoR**, boosting market and finance access.
- **Innovation:** IoT stoves and carbon credit programs (from 2026) add new revenue streams.

FINANCIAL ASK

Use of funds

- 300,000 USD, purchase of stoves raw materials for our Carbon credit project



| TEAM



Anitha UMUTONIWASE
Chief Executive Officer
10 Years of Experience
MBA In PM



Seif Hamoud
Director of BDS
17 Years of Experience
Certified Banker



Safari Eric
Director of Production
9 Years of Experience
BA in Mechanical Eng.



Helene Kibukayire
Director of Customer
Experience
7 Years of Experience
BA in Marketing



Q & A

THANK YOU



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