

3.6 million Units
Sold



Carbon Credits that
count – High Integrity
Methods and Projects

Case Study of BURN Manufacturing

www.burnstoves.com



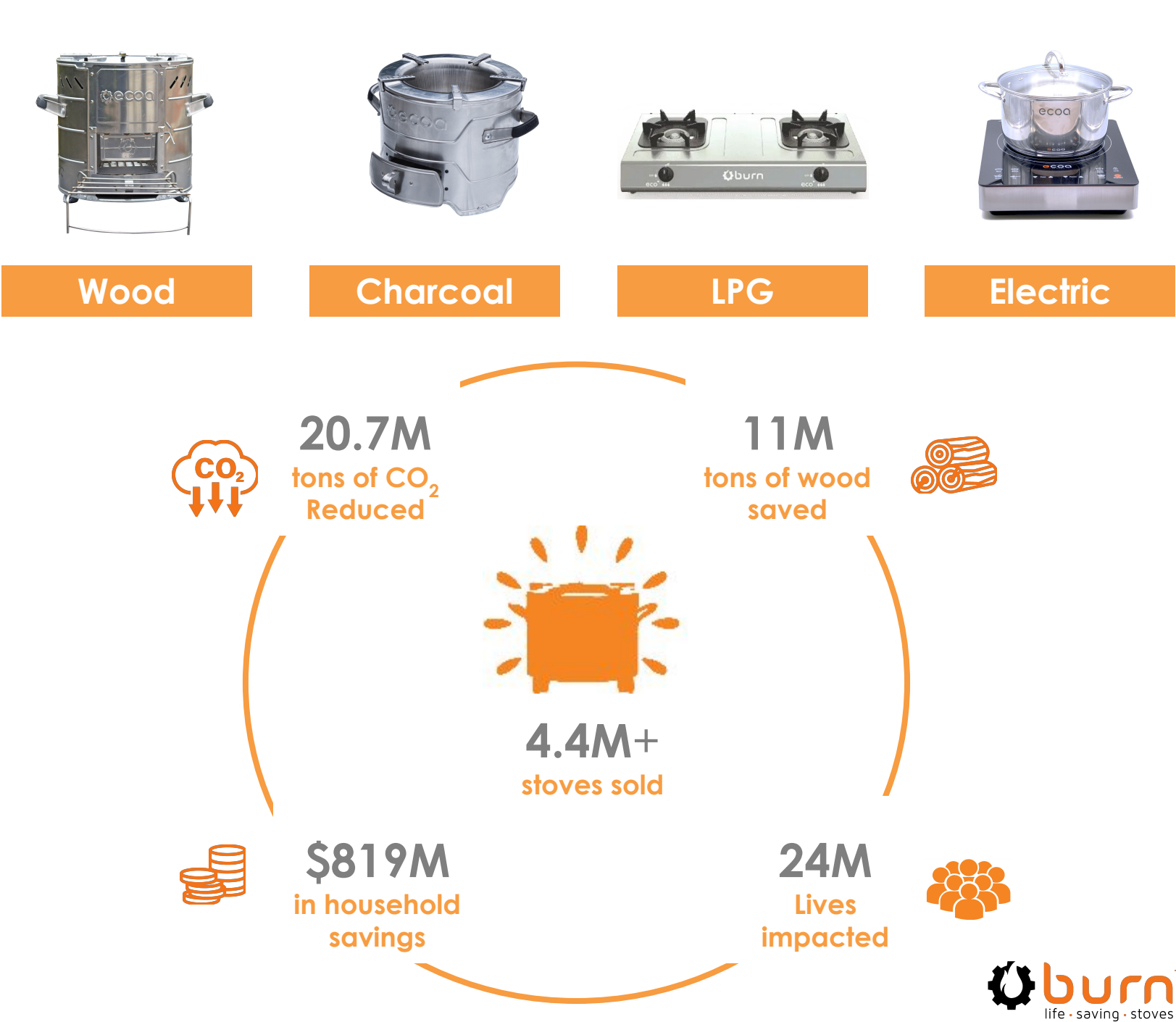
AFRICA'S LEADING COOKSTOVE COMPANY:

Top quality stoves for
customers on **all steps of
the energy ladder**

HQ in Kenya, with
operations in **ten African
countries**

New factory in **Nigeria**

Verified as best-in-class by:



CARBON HAS TRANSFORMED BURN:

2013 – 2020:

1M stoves sold
One main product
Two countries

2020 – 2023:

3M more stoves sold
Full suite of products
Nine countries

FUTURE:

15M stoves by 2026
e-Cooking transition

2010

← BURN is born!

2012

← Biomass launch

2014

2015

2016

← Wood launch

2018

2020

← Electric launch

2022

...

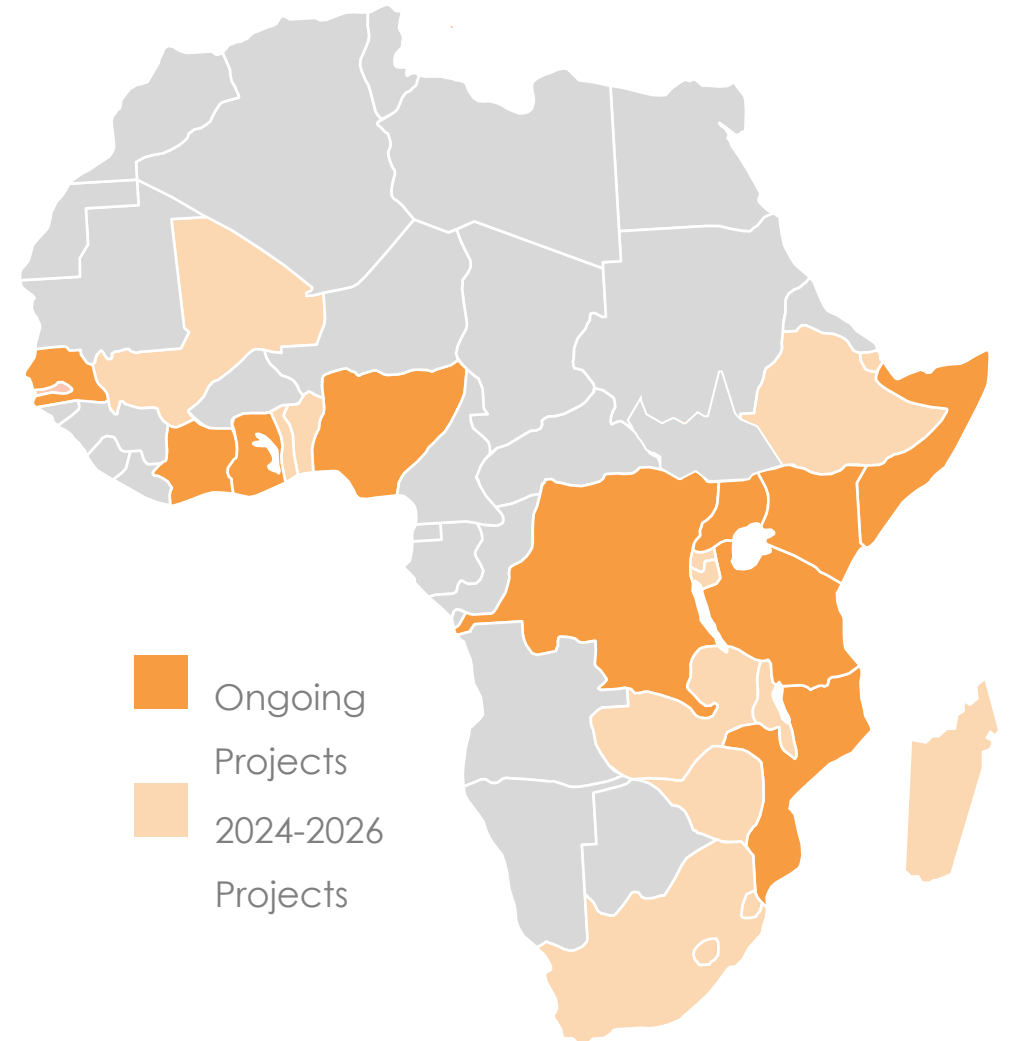
2026

← Target 15M electric stoves

...

2030

← Target to have majority electric stoves distributed



BURN produces the top performing biomass stoves in Africa

Independent validation ranks our stoves as the most fuel-efficient natural-draft biomass stoves globally



**ECOA
Wood**



90
Net Promoter
Score



2 – 3 tons
CO₂ reduction
p.a.



90%
Usage Rate



71% less
wood than a
3-stone fire



51%
Thermal
efficiency¹



7 – 10 Years
Product
lifespan



**ECOA
Char**



95
Net Promoter
Score



4 – 5 tons
CO₂ reduction
p.a.



90%
Usage Rate



\$119 p.a.
savings per
household



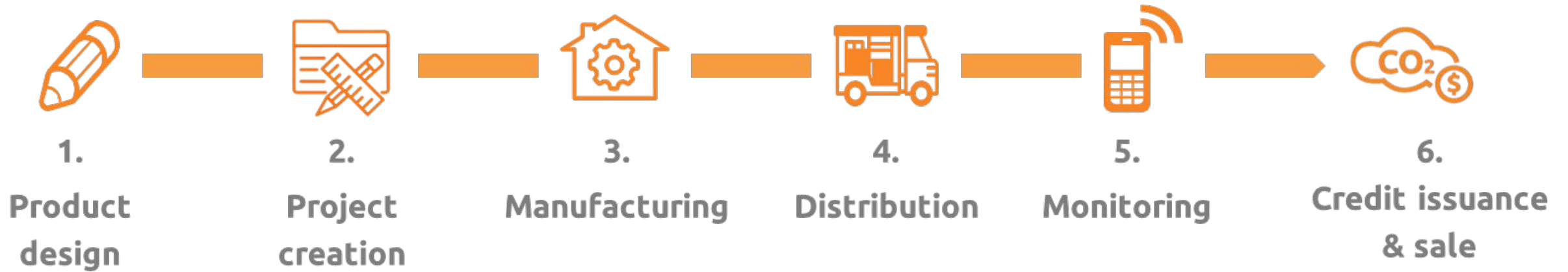
63%
Thermal
efficiency



4 – 5 Years
Product
lifespan

BURN delivers the full value chain in Africa

This offers end to end oversight and quality control



BURN targets distribution to families who need stoves most

This approach means our customer profile and baseline survey match

Feasibility study



BURN's team conducts nationwide and regional assessment of fuel mix, market size, and policy

This means we can select regions which would **benefit from carbon the most**

Baseline study



Before a project starts, BURN conducts in-person KPTs to establish project baseline

This means we establish a **robust ground-truthed baseline**

Agent prospecting



BURN teams pre-screen households to ensure carbon eligibility

This means we can target carbon subsidies to **people who need them most**

Subsidised stove sale



At point of sale, our field agents confirm customers meet eligibility criteria

This means the right products get to **the right customer – and end users match our baseline profile**

Customer validation



Our customer experience team makes welcome calls to all customers to educate and inform

Our customer care team **validates stove has been received and is in use**

Carbon monitoring



BURN's carbon team monitors a sample of families to validate fuel savings

BURN does robust in-household monitoring for every project

Current State

Usage Surveys (Interview based)

Integrating best practice, including:

- In-person surveys only
- Photographic evidence of every stove
- Stove serial number etched into stove
- GPS location
- Digital survey data collection



Kitchen Performance Tests

- 4-day field measurement per household
- Get real case measurement of Fuel consumption as opposed to self reported



Future State

Stove Use Monitors (SUMs)

- BURN is piloting used of SUMs on Biomass cookstoves
- Can be a positive move where actual stove usage events can be monitored and tracked
- Some considerations for project developers

1. **Data Accuracy/reliability**
2. **Data interpretation, logging and warehousing.**
3. **Sensor durability** – Concerns around damage by end-user, external heat etc..
4. **Technical training** - Installation, Data Quality & Algorithm use
5. **Monitoring costs**

ECOIA Induction Cooker

Families receive carbon subsidized,
PAYGO induction stoves for only \$20



Every stove has IoT sensor connected
to a GSM chip



Sensors record real-time energy
consumption (kwh)



Metered data feeds robust carbon
methodology (MMECD)



Thank you!

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