

Awamu Biomass Energy

Presenter: Mr. Nolbert Muhumuza
President and COO

Who We Are

- Awamu Biomass Energy is a for-profit social and environmental enterprise formed in October 2012
- Created to continue the work of the World Bank-funded BEIA project, which promoted the Mwoto Stove in 2011.
- The BEIA project was implemented by CREEC; concluded that there is a market for gasifier stoves in Uganda!

Who We Are

- **Mission:** To manufacture and distribute TopLit UpDraft (TLUD) gasifier stoves and processed biomass fuels in East Africa.
- **Vision:** To be Africa's preferred brand of gasifier stoves

Leadership

- Awamu is led by Dr. Paul Anderson - a world authority on TLUD gasification technology (with full-time dedication since 2001)
- Mr. Nolbert Muhumuza – focused on TLUD stoves development and promotion since 2009
- Recently joined by Mr. Tusiime Simon Peter – a financial consultant with over 8 years experience in areas like Business startup support, Financial and Project modeling

Achievements

- Have a work space in Makerere Kikoni
- Employ 4 youths on full-time, 1 on part-time
- Won the SEED 2013 Awards for Low Carbon
- Sold 1,200 stoves in 2012/13
- Have sold 600 stoves since Jan 2014
- Have tested our stoves twice with CREEC
- Created synergy with various stakeholders in the Ugandan RE sector

Previous Versions



Products



Troika Stove



TChar Stove



Institutional Stove

- Processed Biomass like Wood chips, Maize cobs, Wood etc

Troika Gasifier Stove



- ✓ No smoke
- ✓ Saves 40% energy
- ✓ Starts and cooks faster
- ✓ Makes charcoal
- ✓ Environment friendly

Uses biomass fuels like:

Wood Chips




Maize Cobs



Wood



Manufactured by:

Awamu 
Biomass
Energy

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Value Propositions

- Makes Charcoal
- Saves 40% of energy costs
- Starts and cooks faster
- No attention to fire
- No smoke
- Uses a variety of biomass fuels
- For Distributors:
 - Unique stove; guarantee to sell
 - Dedicated after-sales support
 - Portable [less transportation costs]



Customer Segment

- A target niche of 500,000 Household from the estimated 6 million H/H in Uganda
- Work through organized groups like farmer Associations, cooperatives, SACCOs, Church groups, local businesses, NGOs/ CBOs, etc
- Network of distributors around the country

Revenue Streams & Production Targets

- Direct sales of stoves, Charcoal dust & Biomass sales, Consultations & Grants
- 80% sales of total monthly production targets [300 stoves]
- Reduce production costs from to 25,500 UGX from 14,883 UGX
- Create at least 6 distributors in Uganda by 2015

Business Needs

- 100,000,000 UGX (\$40,000) financing
- Establish a country-wide distribution network
- Increase awareness on gasifier stoves at community level
- Establish a strong business management team
 - General manager, Accountant, Supervisor, 3 Marketing executives
 - Add 2 more Tinsmiths
- Establish a decentralized production system
 - 5/12 of the stove parts
- Increase product access and company visibility

Partners

giz

SNV



**welt
hunger
hilfe**



- Metal suppliers
- Carpenters
- Metal welders

- UNACC
- UNREEEA
- USSIA

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