

awamu

BIOMASS ENERGY

Nolbert Muhumuza

Co-founder & CEO



YouTube

LinkedIn

[/awamubiomass](#)

Problem

Cooking with open fire has significant Triple Bottom Line costs

Uganda has over **6M** Households.

80% live in rural communities

Over **90%** of Ugandans homes cook using inefficient 3-stone stoves

Women walk over **20km** weekly to collect firewood

Women spend at least **5 Hours** daily cooking meals under smoky kitchens

Indoor emissions kill about **20,000** Ugandans annually; **86%** children below 5 yrs



Solution **Awamu Stove**



Saves 40+ minutes with each cooking

Starts & cooks faster like gas



26% cheaper than other woodstoves

50% fuel saving + 6 months pay-back



90% smokeless

Eliminates 3.5t CO2E from the environment

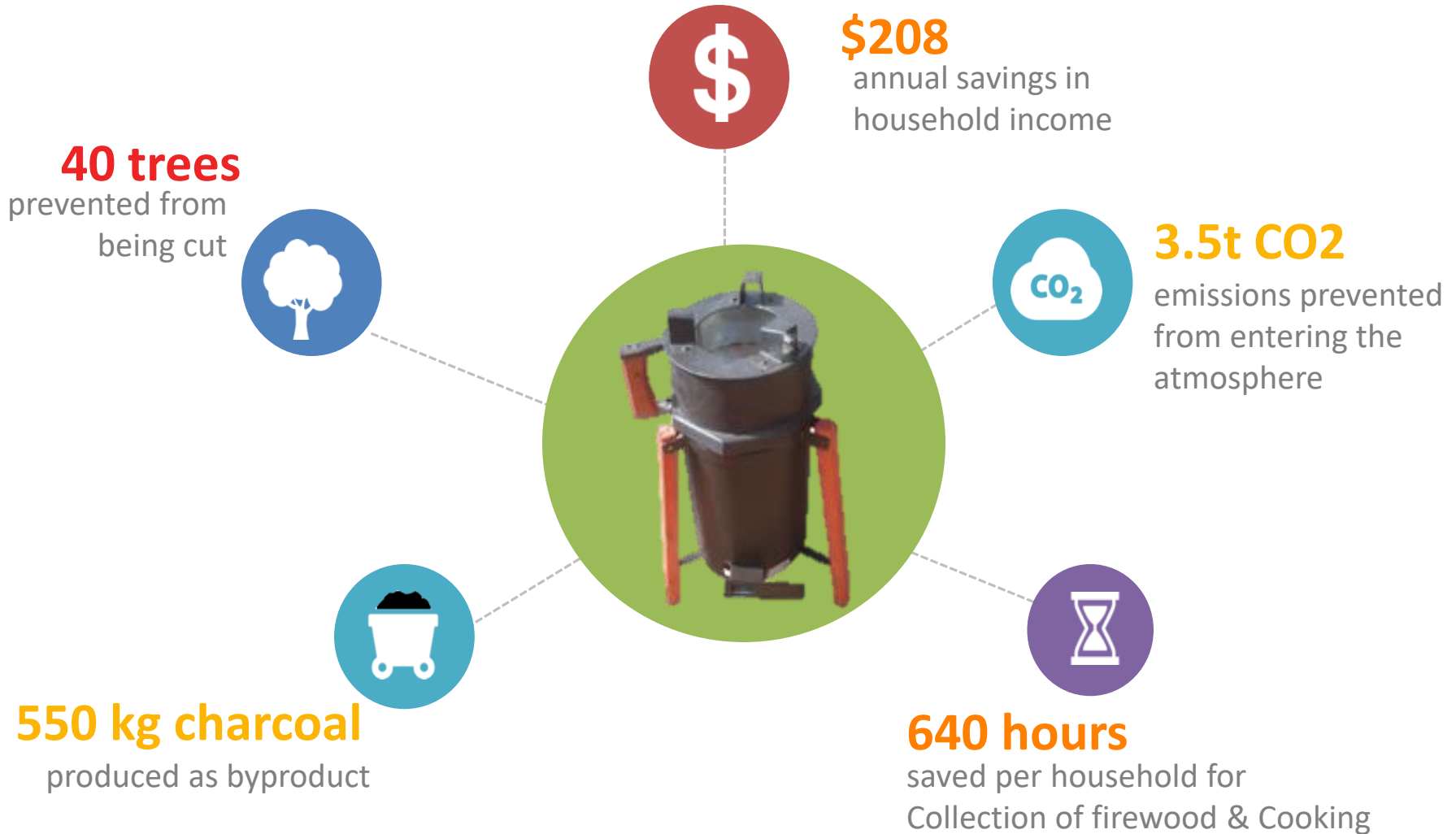


**Uses a variety of solid biomass
& makes charcoal**

Uses agro-residues like Maize cobs, Bamboo, Cassava Stalks etc

Solution

Annual impacts per stove compared to 3-stone fire cooking



Market Size

500,000 households in Peri-urban and Rural communities



Uganda (2015)

Has **36 Million** people

With over **6 Million** Households [Total Serviceable Market]

2.5 Million Households able to convert to using Renewable Energy products [Total Available Market]

(Developing Energy Enterprises Programme, 2012).

Awamu will supply **100,000** stoves focusing on **0.5 Million** households [Target Market] over 5 years



Market Size

500,000 households in Peri-urban and Rural communities

Year-3 Focus

17,200 Stoves

Target: 95,000 H/H

Time: Q4, 2019

Year-4 Focus

30,900 Stoves

Target: 95,000 H/H

Time: Q4, 2020

Year-2 Focus

17,200 Stoves

Target: 50,000 H/H

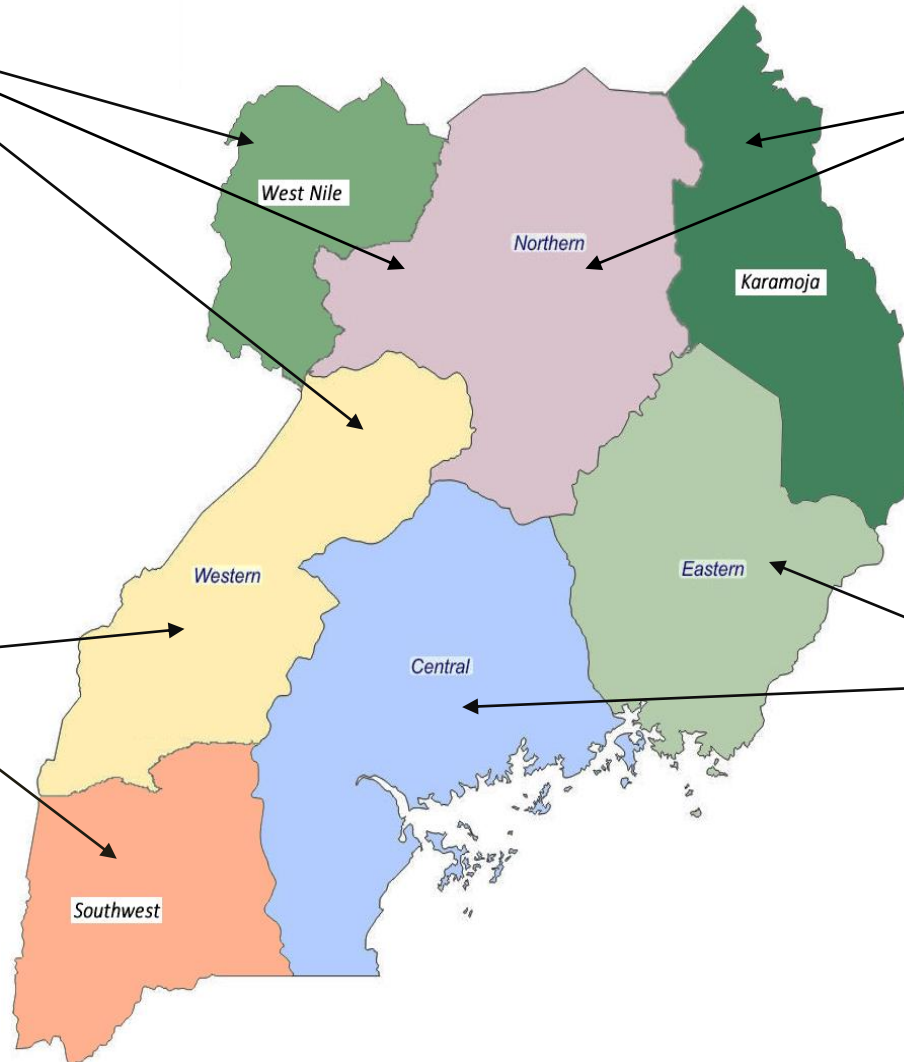
Time: Q4, 2018

Year-1 Focus










6,720 Stoves

Target: 40,000 H/H

Time: Dec, 2017



Competition Mainly Status Quo & Imported Woodstoves

	Name	Type	Country	Quantifiable					Qualifiable		
				Price	Makes Charcoal	Speed of Cooking	Durable	Fuels Flexibility	Smokeless	Energy Saving	Tending to Fire
	Awamu Stove	Wood, Local	Uganda	●	●	●	●	●	●	●	●
	Biolite	Wood, Imported	US	○	○	●	●	●	●	●	●
	Ezy Stove	Wood, Imported	US	●	○	●	●	●	●	●	●
	Envirofit	Wood & Charcoal, Imported	US	●	○	●	●	●	●	●	●
	Eco Zoom	Charcoal, Imported	China	○	○	●	●	●	●	●	●
	Burn	Charcoal, Imported	Kenya	○	○	●	●	●	●	●	●
	Ugastove		Uganda	●	○	●	●	●	●	●	●
	Green Bio Energy	Charcoal, Local	Uganda	●	○	●	●	●	●	●	●
	3-Stone	Status Quo	Africa	●	○	●	●	●	○	○	●

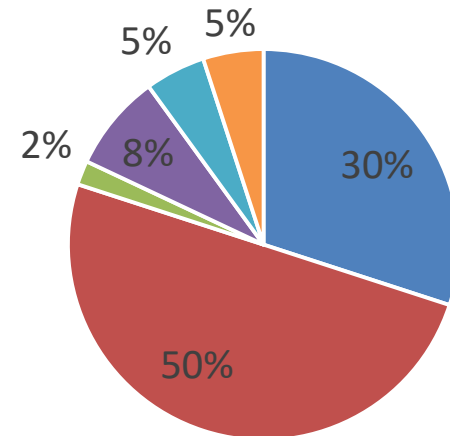
Business Model 5,000+ Stoves sold since 2013



\$66,000 from sales



From Q4 2017



Exhib Comm Disti Lg NGO Youth Shops
Exhibitions | Community Demos | Large Distributors

Team & Advisors

2 Founders | 12 Employees | 1 Advisor

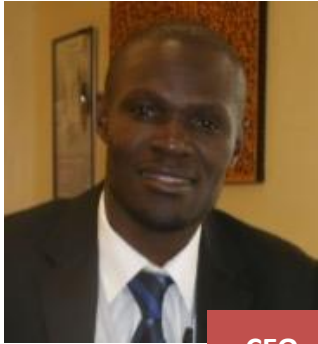
50% Equity



CTO

Prof. Dr. Paul Anderson

50% Equity



CEO

Nolbert Muhumuza



Finance & Admin

Lillian Nakayita



Marketing Director

Richard Mutwafu



Advisor

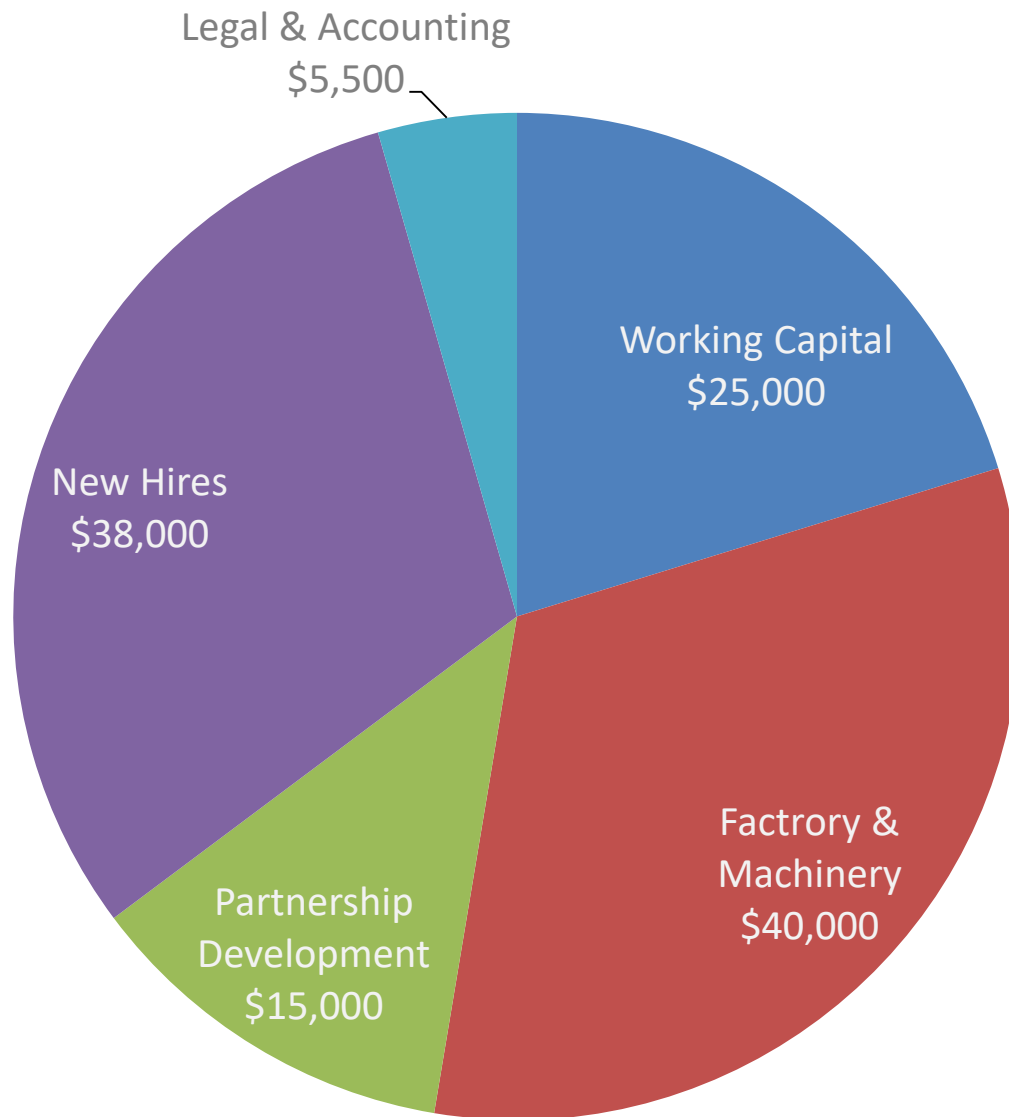
Christian Rakos

Employees: 4 Female, includes 2 in Management positions



Currently Raising





\$123,500



Achieved Milestones

-  2013: Production space
-  2013: SEED Award (for low carbon)
-  2014: Marketable product
-  2016: 8 Full-time and 4 part-time employees
-  2016: 21 Distribution agents in East & Central Uganda
-  2016: Distributed over 4,000 stoves (proof of Market)
-  2017: Network of distribution & development partners

Growth Plan

-  2018: Production facility with capacity of 100 stoves/ day
-  2018: Marketing & distribution
-  2018: MoUs with grassroots agents
-  2019: 15 distribution points

