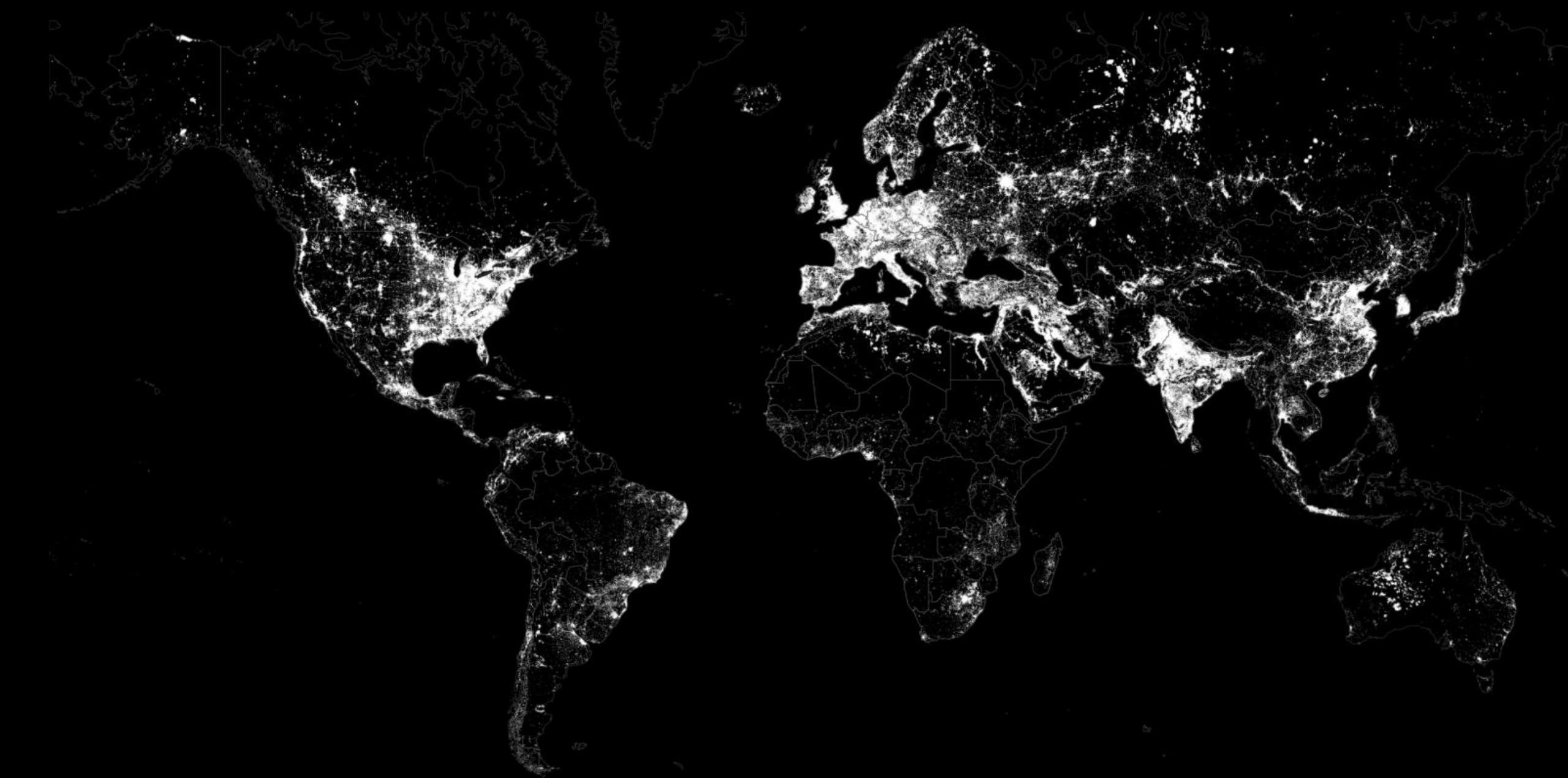


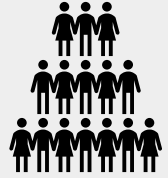
ECOCA

JOURNEY TO SCALE in UGANDA - ELRHA



Need

Uganda



*94% of the population rely on biomass
Population to double by 2040*



*Scale Goal
Two Years: 6000 → At Scale: 20K - 40K / year*

Bidibidi, Yumbe



*280,000 people
Lack access to clean cooking & electricity*



*350.000t wood-fuel
Consumed annually*



Problem

Three Stone Stove

Three-stone fire

- Lots of biomass
- Very smoky
- Deforestation
- Have to collect/purchase fuel
- Ill health from smoke
- High operating costs
- Source of conflict
- + Low upfront cost

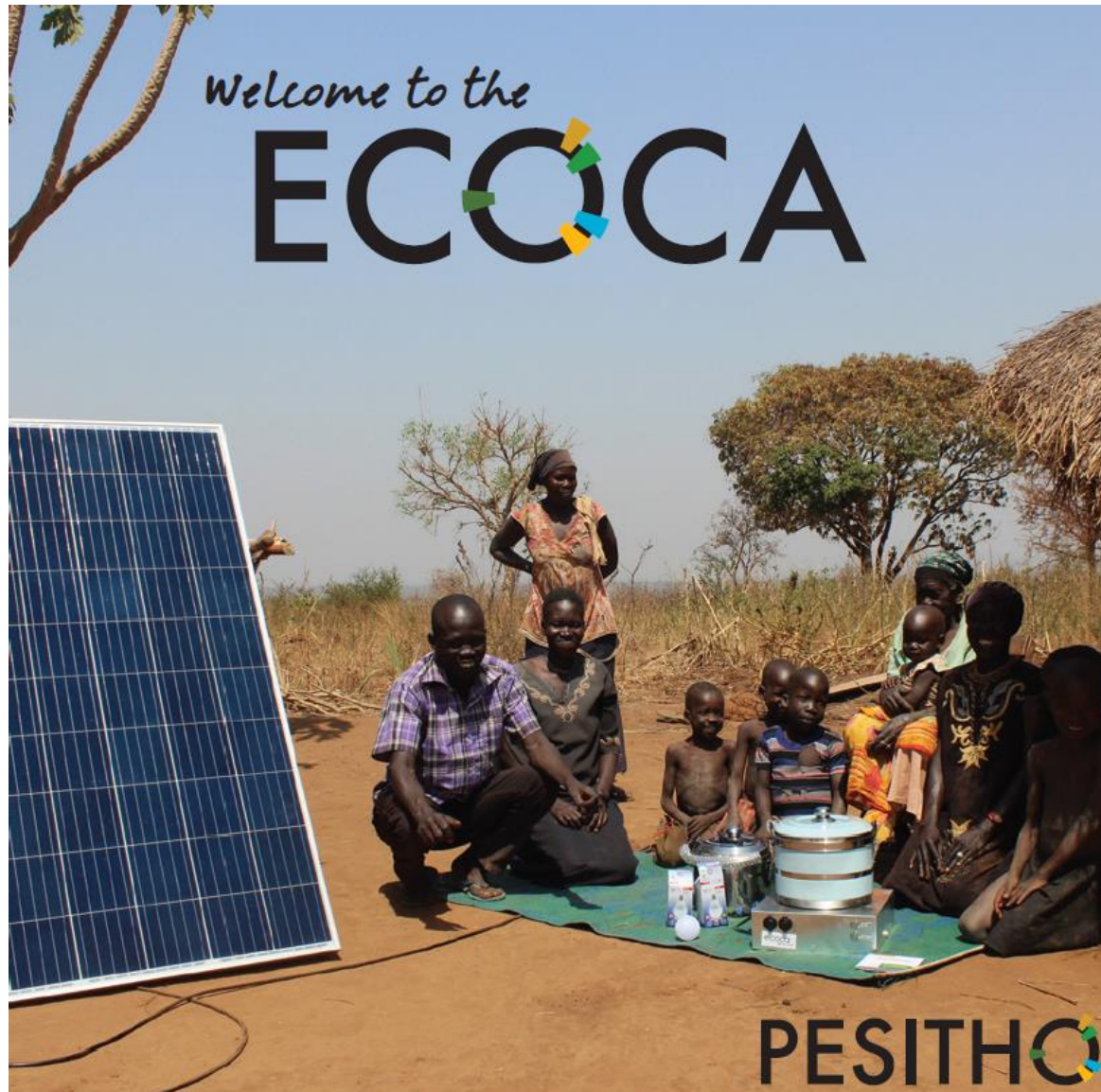


Improved Cookstoves

Improved cookstoves (ICS)

- Still reliant on biomass
- Smoke, air pollution and deforestation still present
- Time/money spent accessing fuel
- Varying post-sales services
- Distance between producer and consumers
- Low quality products sold as ICS leading to lack of consumer trust





Weight: 8kg
Measure: 32 x 32 x 12 cm
Pot: 6 l
Solar panel dimension: 275 W
Battery capacity: 24 Ah



ECOCA Version 2

Adopted by 100% of users



1 ECOCA for 1 family



3 meals a day



2 USB's for phone charging + other



Light



No costs for wood or charcoal



Income generation



Local assembly (refugee/host community)



Technical skills:

- Product Development & prototyping
- Production Design & Management
- Process optimization & Implementation
- Change Management

Technical skills:

- Market based approach and financing
- International platforms and scalability
- Inclusive energy access
- Program design and implementation

Energy Access

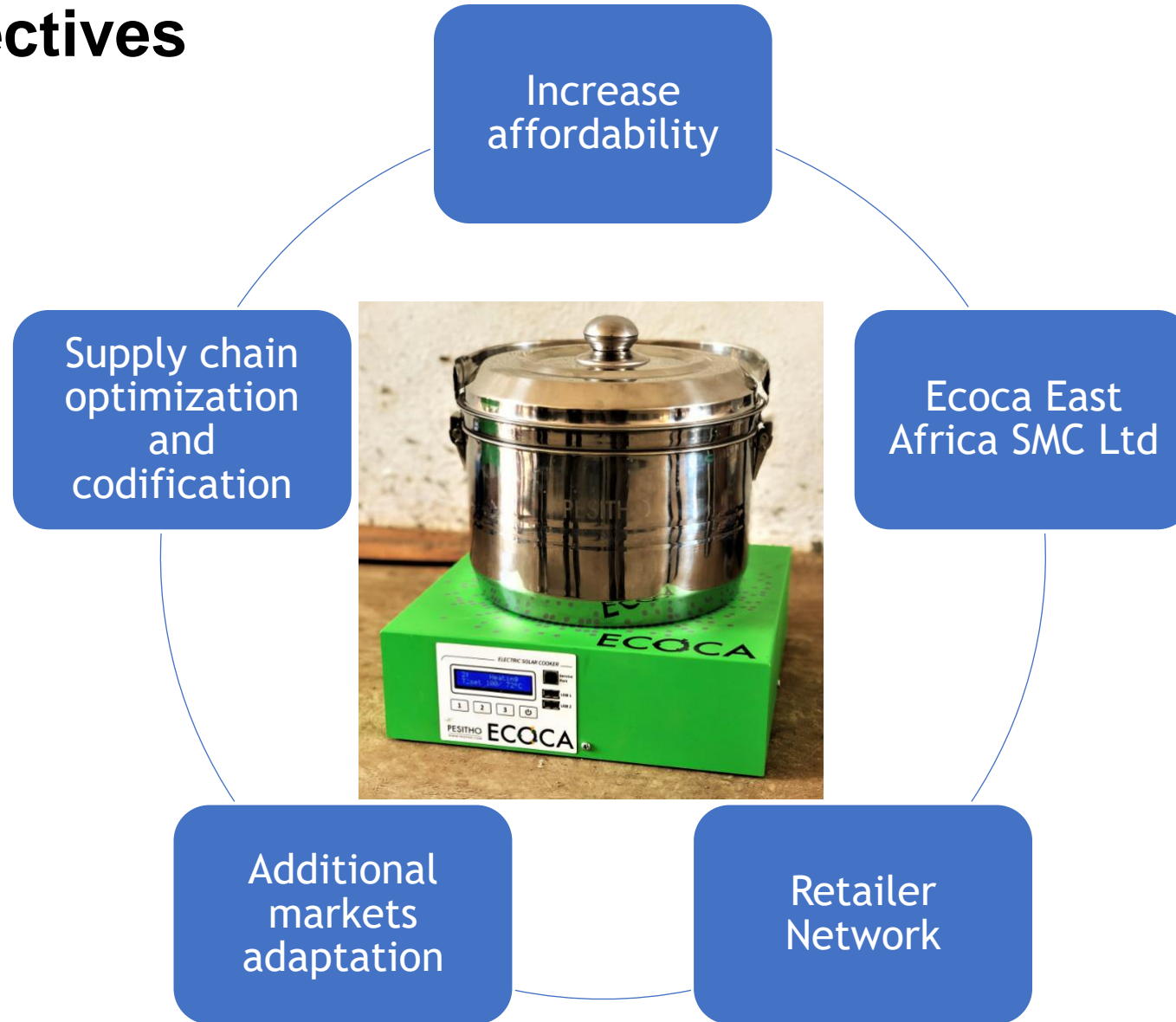


J2S, Vision:

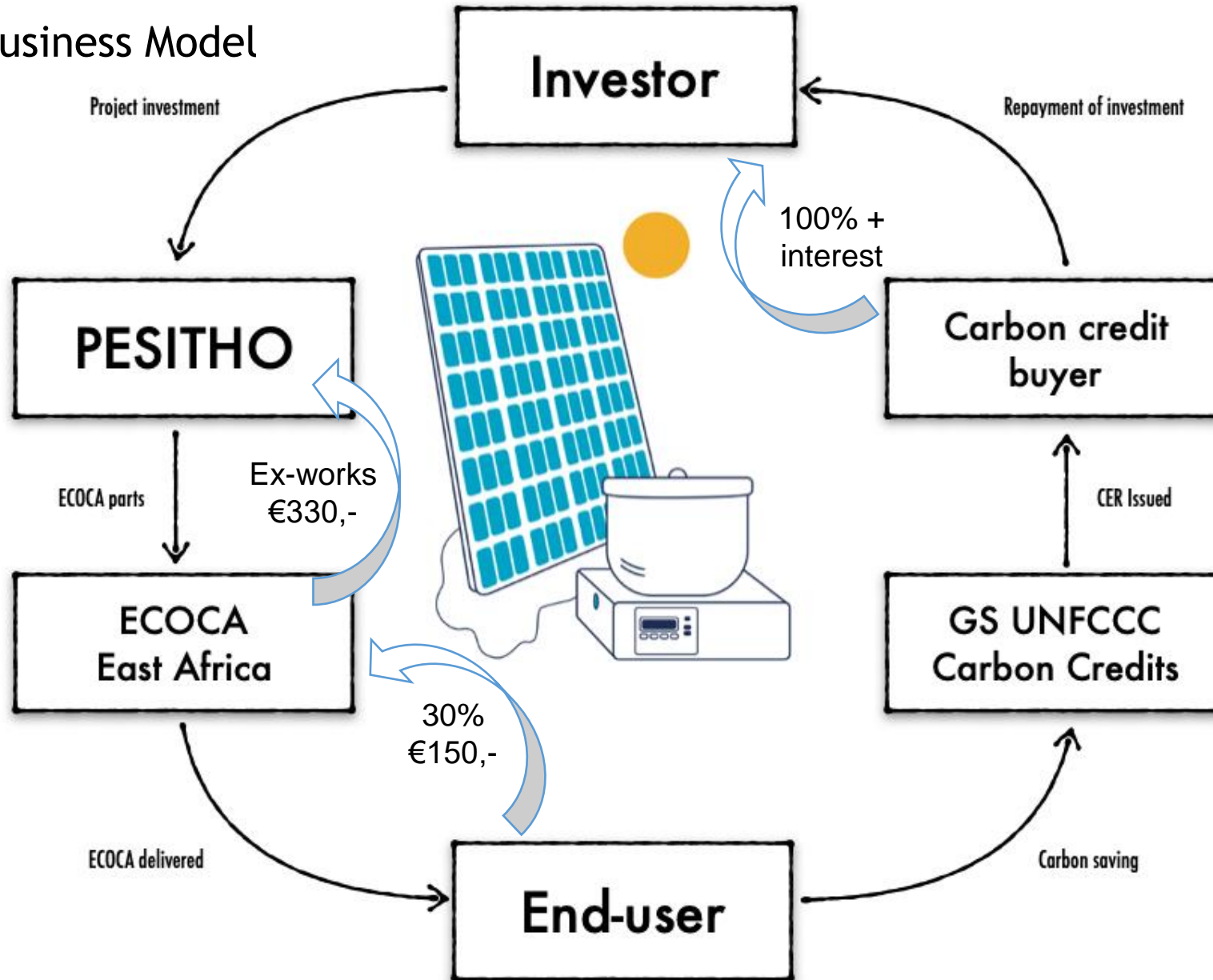
To provide affordable and accessible renewable electric cooking to a range of people - from those living in refugee settlements to those in peri-urban and urban settings - enabling a clean transition from traditional to modern cooking.



J2S, Main Objectives



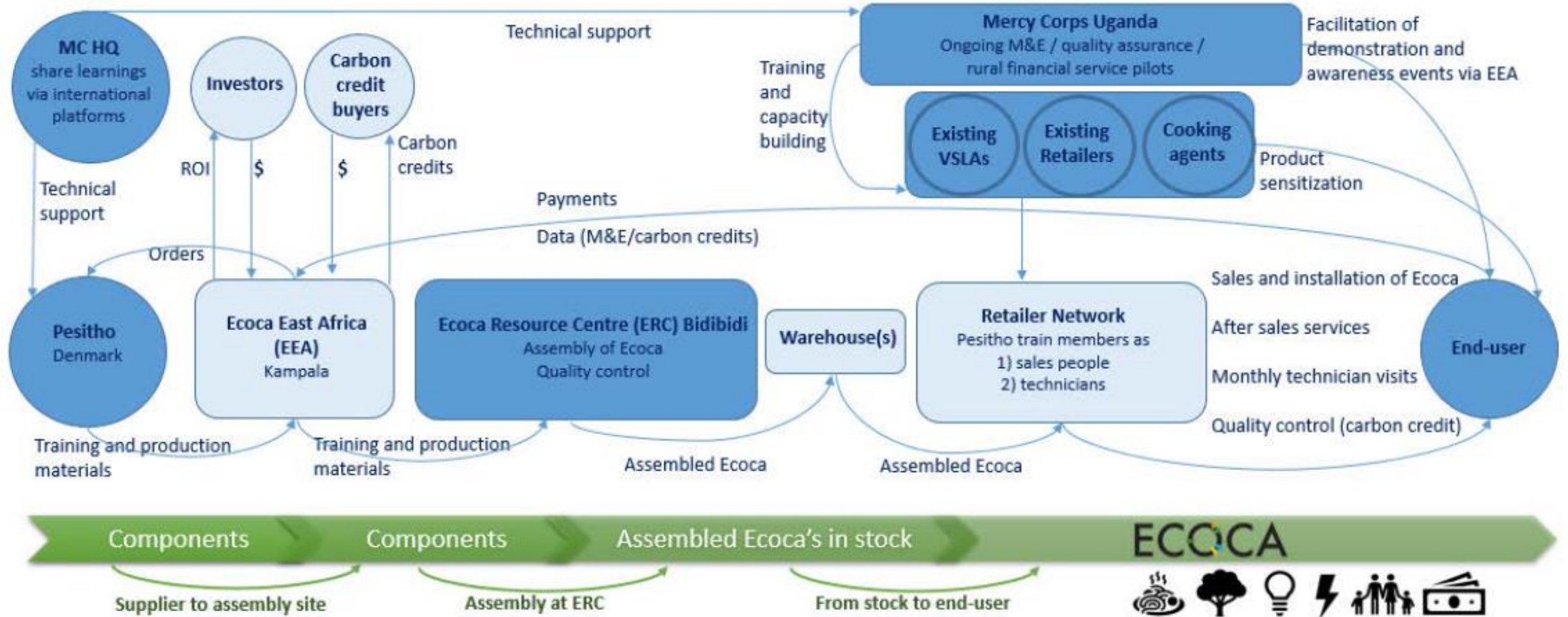
Business Model



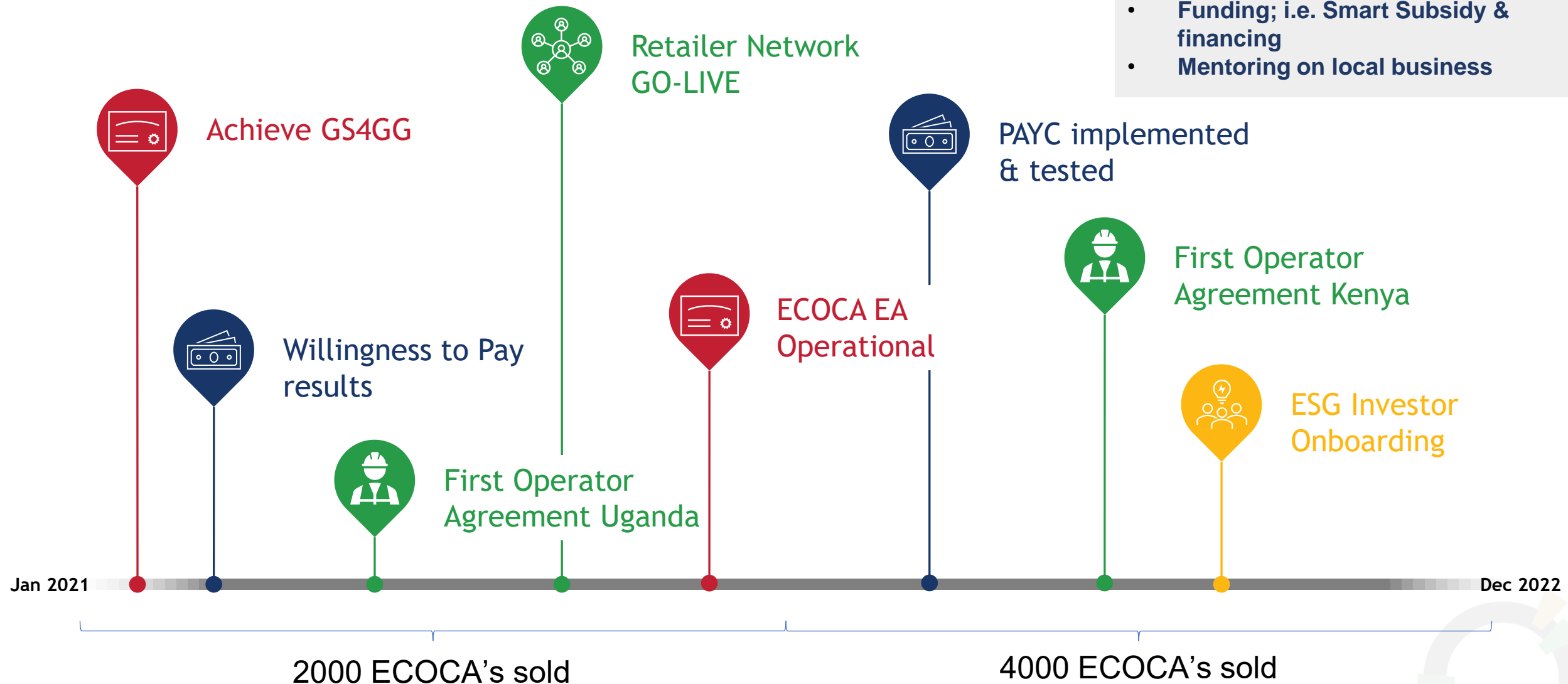
- Long Term Cash-flows
- Test B2B through local operators

ECOCA ECOSYSTEM

Key: Already established Priority areas for Journey to Scale/ under development



J2S, 2 Year Scale Goal

Transition to Scale

- Brokering; governmental institution
- Funding; i.e. Smart Subsidy & financing
- Mentoring on local business

Partnerships



Solutions and Research



Local assembly and willingness to pay



**Market Approach,
Sensitization & Scaling**



**Last Mile
Distribution &
PAYC Enablers**



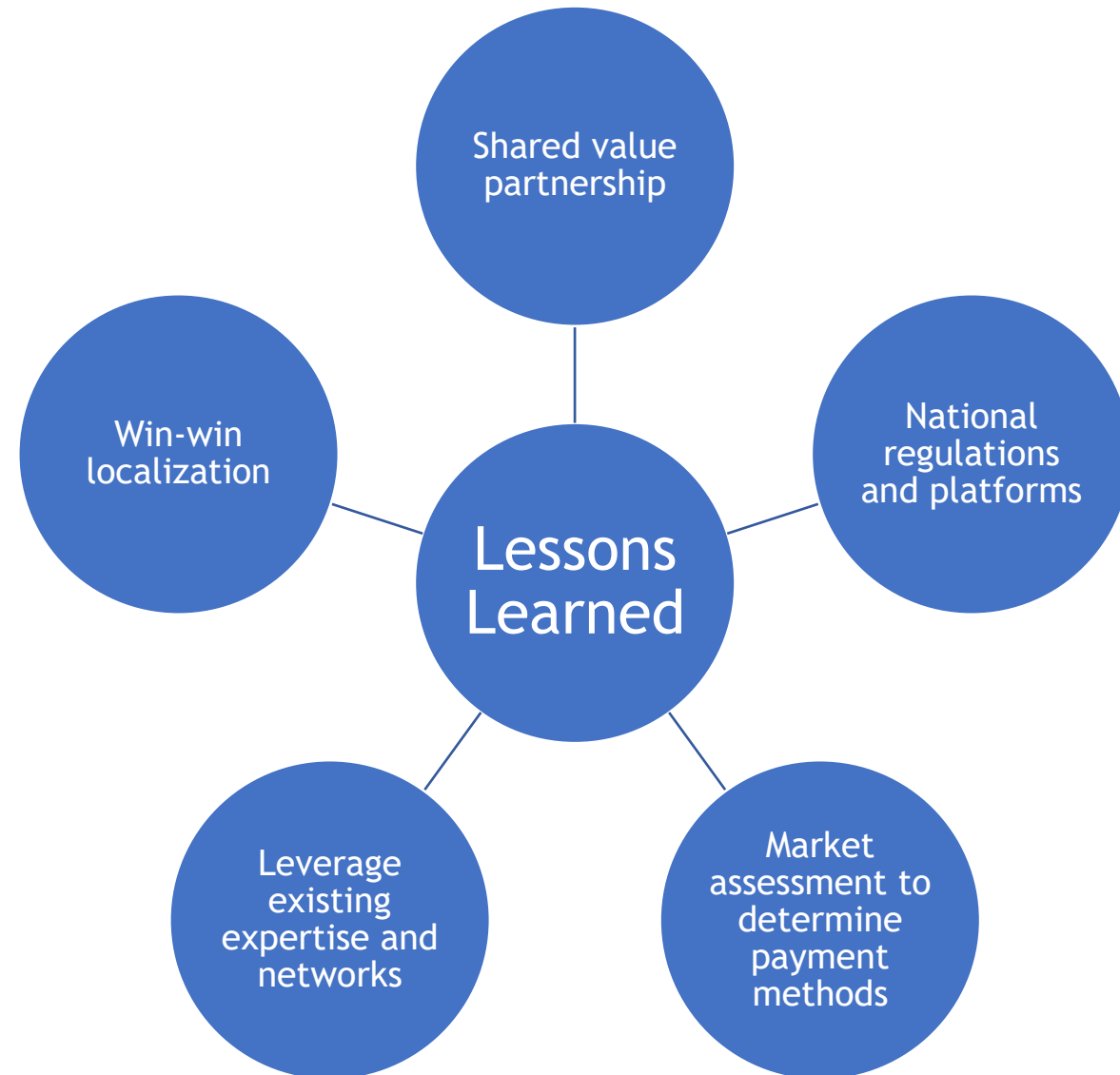
Pilots



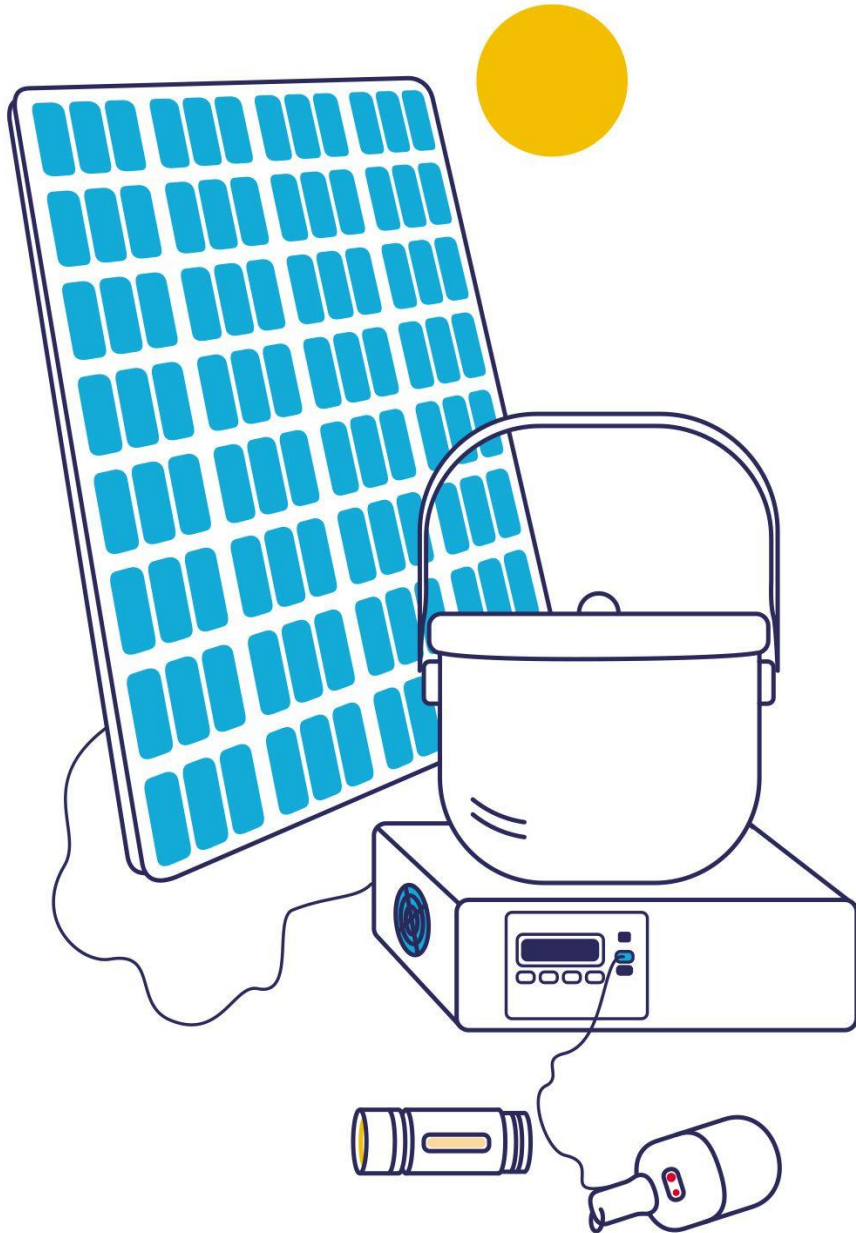
**Import,
Certification &
Taxes**



J2S







Thank you

ECOCA
East Africa Ltd.

PESITHO

 **MERCY
CORPS**