



2019 ANNUAL REPORT



CLEAN
COOKING
ALLIANCE



Stories FROM THE SECTOR

“Clean cooking is... opportunities for all of us.”



H.E. Hajia Samira Bawumia is the *Second Lady of Ghana and an Alliance Champion.*

Her advocacy work includes a focus on energy access, health, and the empowerment of women and children.

Alliance: What changes have you seen in clean cooking in 2019?

H.E. Bawumia: Governments and development agencies are prioritizing clean cooking as a major policy initiative. I am glad clean cooking is now being discussed at major international conferences and fora, and not limited to side events. Institutional and individual clean cooking users and practitioners also are embracing the issue. In addition, there has been increased involvement in the production and distribution of sustainable fuels, such as briquettes and pellets from agricultural and wood waste, as well as improved biomass cookstoves. Finally, governments such as Ghana, India, and Kenya have shown high-level support for clean cooking.

What's needed to ensure progress continues?

First, we must focus on low-cost design, local production or assembly (where feasible), and innovative distribution and financing models that can lower upfront costs and significantly extend access. Second, concerted and high-level political will is needed to ensure the progress of the sector. Third, it is important to integrate women—who make up most of the users—into the design, production, distribution, sale, and consumption of locally appropriate technologies. Fourth, we need to remember that cooking is very much embedded in culture: The adoption of new solutions may require behavior change from the norms that have prevailed over many generations.

What steps are being taken in Ghana to advance clean cooking nationally?

The government of Ghana is currently working with the World Bank to develop a clean cooking strategy, which would build on ongoing initiatives and provide a clear road map for adoption of

clean cooking solutions. In addition, the Energy Commission of Ghana, in partnership with the Alliance, World Education, and the Ministry of Education, is working to integrate clean cooking solutions into the educational curriculum. Ghana also has established two test labs for stoves and fuels, with support from the United Nations Development Programme and the Alliance, and adopted the International Organization for Standardization (ISO) standard for clean cookstoves. Energy performance standards and labeling regulations are being developed for improved biomass stoves to increase consumer confidence in efficient technologies and awareness of the associated benefits. Going forward, Ghana intends to promote liquefied petroleum gas (LPG) as a primary cooking fuel for 50 percent of households by 2030. The country is introducing a National LPG Cylinder Recirculation Policy to remove the high, upfront cost for first-time users and to increase nationwide access to the fuel, especially in urban and peri-urban areas.

Letter from the CEO



As recent events have shown, access to clean cooking is more critical than ever. Cooking with polluting, open fires or inefficient stoves directly harms health, livelihoods, climate, and the environment. But it also can make people more vulnerable to other threats, including diseases such as COVID-19.

For more than a decade, the Clean Cooking Alliance (Alliance) has worked with partners to build an inclusive industry that makes clean cooking accessible to the millions of people living without it.

Together, we have mobilized investment and supported hundreds of entrepreneurs, a significant number of them women. We have driven consumer demand, advocated for effective and predictable government policies, and built greater awareness of and support for clean cooking around the world. 2019 was no exception.

The Alliance made tremendous progress in 2019, in collaboration with partners. At the Clean Cooking Forum, we joined the Government of Kenya to convene more than 550 attendees from 50 countries working on clean cooking. The inaugural "Industry Snapshot" report provided critical data on companies and investments across the clean cooking sector. We continued to fill scientific and technical research gaps, and our global team provided business advisory services and targeted funding to enterprises with significant commercial and social impact potential.

In addition, we hosted humanitarian workshops and led behavior change campaigns across Africa and Asia. With a range of partners, we developed and launched the award-winning "Clean Cooking Is..." the first global advocacy campaign created exclusively to drive greater awareness of, engagement in, and support for clean cooking.

None of this would have been possible without the support of our global network of partners and donors. The Alliance will continue strengthening its collaborative approach through strategic leadership efforts to harness partners' unique contributions to the sector. Together, we can ensure that no one's life is limited by how they cook.

I invite you to read more about our work and some inspiring stories from around the world about how clean cooking is delivering impact and changing lives for the better.

Sincerely,

Dymphna van der Lans
CEO, Clean Cooking Alliance

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Cover photos (clockwise): KOKO Networks, Modern Energy Cooking Services, OTAGO, Circle Gas, ATEC

2019 HIGHLIGHTS

The Alliance works with a global network of partners to build an inclusive industry that makes clean cooking accessible to the 3 billion people who live each day without it. In 2019, the Alliance delivered on a wide range of efforts to mobilize investment for building a pipeline of scalable companies; foster an enabling environment that allows the clean cooking sector to thrive; and drive consumer demand.

Building Scalable Companies

CLEAN COOKING INDUSTRY SNAPSHOT 2019

The inaugural edition of the Industry Snapshot assessed progress toward a sustainable clean cooking industry, based on operating and financial performance data provided by more than 40 companies. The report identified emerging trends, including new innovative business models and investment transactions.



Photo: Sistema.bio

SUPPORTING CLEAN COOKING COMPANIES

In 2019, the Alliance continued to provide mentoring, business advisory services, and targeted grants to companies with significant commercial and impact potential, including the following:

ATEC Biodigesters: The Alliance supported this biodigester manufacturer operating in Cambodia to develop and commercialize a pay-as-you-go (PAYG) solution for its biogas systems, and to raise the debt and equity required to finance working capital and accelerate its growth in Asia and Africa. With the Alliance's support, ATEC launched its PAYG solution and successfully closed a Series B equity round, as well as a debt financing round, in 2019.



Mimi Moto: The Alliance supported this Netherlands-based designer of pellet-burning gasifier stoves on a research and development initiative to integrate consumer feedback and improve its flagship product. With the Alliance's support, Mimi Moto undertook design work to add new features, and has since produced its first installment of stoves modified for African markets.



Advanced Studies in Appropriate Technology Lab (ASAT):

The Alliance supported the private-sector arm of a leading, U.S.-based, biomass stove design organization, Aprovecho, to commercialize a wood stove accessory called the Jet Flame. The Jet Flame dramatically improves fuel efficiency and reduces the harmful emissions of burning wood. This first-of-its-kind product was developed by ASAT and the Global Good program. With the Alliance's support, ASAT unlocked \$375,000 of additional development capital and secured its first commercial contract to sell 10,000 units in Malawi.



BURN Manufacturing: The Alliance supported this Kenya-based stove manufacturing company to pursue its expansion into East and West African markets. This support, which included a suite of market studies and business development activities, continues to progress as the company tests new markets including Ghana, Uganda, and Zambia.



Photo: Marshall Segal/Flickr.com

BUILDING A CLEAN COOKING MARKET IN HAITI

Together with the Haitian Government and Global Affairs Canada, the Alliance began its Haiti Cookstoves and Clean Energy Market Project in 2019. The project aims to develop a strong Haitian clean cooking market to reduce the negative climate, environment, health, and economic impacts from traditional cooking practices, particularly on women and girls. Project milestones include: in-country research on barriers for women to enter the market; surveys with small- and medium-sized enterprises and 3,150 households to establish baseline data; and a land-use mapping mission to inform modeling around Haiti's woodfuel supply and demand dynamics.



Fostering an Enabling Environment



CLEAN COOKING FORUM 2019

LAUNCH OF THE "CLEAN COOKING IS..." CAMPAIGN

The Alliance launched a first-of-its-kind campaign and digital activation strategy to drive greater awareness of, engagement in, and support for clean cooking. The campaign kicked off at the Clean Cooking Forum 2019 in Nairobi, Kenya. With the support of six Alliance champions and partners from around the world, the campaign helped to reach millions of people across traditional and social media.

2019 SAFE WORKSHOP AND HUMANITARIAN ENERGY CONFERENCE

The Alliance and the U.N. Institute for Training and Research hosted the Safe Access to Fuel and Energy (SAFE) Workshop and the Humanitarian Energy Conference in Addis Ababa, Ethiopia. Collectively, the two events brought together 184 representatives from 31 countries. The goal was to leverage the collective expertise of a diverse and growing community in adopting innovative approaches to improving and expanding energy access in humanitarian settings.



REALIZING CLEAN COOKING'S CO-BENEFITS FOR THE ENVIRONMENT

The U.N. Framework Convention on Climate Change (UNFCCC) secretariat, the Climate and Clean Air Coalition, and the Alliance hosted a workshop on climate action and clean cooking co-benefits, focused on balancing practical implementation and science-based methodologies for project monitoring, reporting, and verification. The workshop aimed to increase the effectiveness of clean cooking programs as sustainable climate actions that realize quantifiable co-benefits for the environment and air quality.

MAXIMIZING THE HEALTH BENEFITS OF CLEAN HOUSEHOLD ENERGY IN PERI-URBAN NEPAL

The Alliance successfully completed a two-year demonstration project to support the Government of Nepal in establishing smoke-free kitchen communities and improving health outcomes. Activities included behavior change campaigns, induction cookstove market promotions, biogas repairs, electrical wiring upgrades, blood pressure screenings, lifestyle counseling by female community health volunteers, and a pilot conditional cash transfer program. Through the project, most cooks in the intervention areas experienced significant reductions in systolic blood pressure, and the conditional cash transfer program resulted in substantial disuse of traditional stoves. The project also highlighted actions that stakeholders could undertake to scale up electric cooking, biogas, and LPG.

STANDARDS WORKSHOP IN UGANDA

Hosted by the Alliance, the World Health Organization, and the ISO, a workshop in Kampala, Uganda, brought together more than 70 participants from 11 African countries to discuss the role of standards in driving access to clean cooking. Attendees explored setting performance targets and tiers, and developing and implementing national standards and testing mechanisms, in line with international air quality guidelines.



Driving Consumer Demand

CAMPAIGNS IN INDIA AND NEPAL

In India, the Alliance partnered with Royal Dutch Shell, Tata Trusts, Chef Sanjeev Kapoor, the Self-Employed Women's Association, McCann Health, Sambodhi Research, Nexleaf Analytics, and Dharma Life, to implement a behavior change campaign in the states of Gujarat and Uttar Pradesh. Messaging focused on cleaner kitchens and utensils, as well as time and economic savings. A prominent theme was the dangers of smoke from traditional cooking solutions.

In Nepal, the Alliance worked with the national government, LEADERS Nepal, Junkiri Interactive, and Ajummary Bikas Foundation to wrap up the "Modern Cookstoves" campaign in Kavrepalanchok District. The initiative reached more than 600,000 people with information about cleaner cooking solutions, including biogas, electric appliances, and LPG. Activities included guessing what type of stove had been used to cook a dish; tea with a television celebrity; and folk singing competitions.



WORKSHOPS IN NEPAL AND KENYA

Since 2015, the Alliance has supported behavior change campaigns to accelerate the demand and use of clean cooking in eight countries (Bangladesh, Ghana, Guatemala, India, Kenya, Nepal, Nigeria, Uganda), reaching close to 40 million people. The Alliance utilized a variety of channels and approaches, including TV, radio, door-to-door outreach, theater, fairs, and mobile messaging. To share lessons learned from these efforts, the Alliance co-hosted two workshops in 2019: one in Kathmandu, Nepal, with the International Centre for Integrated Mountain Development, and the other in Nairobi, with the Clean Cooking Association of Kenya, collectively bringing together 120 practitioners.



TRANSFORMING SCHOOL KITCHENS IN GHANA

In partnership with World Education Inc., the Alliance wrapped up the Integrated School Kitchen Improvement Project in Ghana. The project enabled schools across the country to transition from polluting, inefficient stoves to cleaner, more modern cooking technologies.

The project provided funding and training for school cooks and promoted clean kitchens as "living laboratories" where students and faculty could learn about the benefits of clean cooking.



STUDY ON HIGH-PERFORMING BIOMASS STOVE AND FUEL

Field research by North Carolina University among households in Gisenyi, Rwanda, showed that the Mimi Moto advanced stove, used with biomass pellets, reduces climate- and health-damaging emissions almost as much as a gas stove. This technology may offer a pathway to clean energy for communities where electricity or gas are not yet viable.



SCALING LPG FOR COOKING IN DEVELOPING MARKETS

This report, by the Alliance, ENEA Consulting, the Global LPG Partnership, and KopaGas, outlined market, financing, and regulatory challenges related to scaling up LPG for low-income consumers in developing countries. It highlighted how mobile money and other innovations are improving consumer affordability, enhancing distribution cost efficiency, and enabling LPG distributors to grow their market.



TIME POVERTY STUDY IN KENYA

As part of a time-use study by the Alliance and the Berkeley Air Monitoring Group, women in Kenya used camera phones and shared testimonials to document the benefits of using a BURN Kuniokoa stove. The women reported how the technology helped save energy, improve health and safety, free up time for income-generating activities, and even contribute to changing gender norms, since husbands were attracted to the new stove's modernity and convenience.





Stories FROM THE SECTOR

“Clean cooking is... possible, and we have to make it happen.”



Neha Juneja is the Co-founder of **Greenway Appliances**, India's largest manufacturer of

biomass cookstoves, which are designed with patented air regulation technology. Juneja has been the CEO of Greenway since 2011, and received the Alliance's Woman Entrepreneur of the Year award in 2019.

Alliance: What changes have you seen in clean cooking in 2019?

Juneja: I think there is far greater recognition that the way somebody cooks affects so many aspects of their lives and future prospects. I am particularly excited that more agents of change, particularly

entrepreneurs, are approaching this challenge from so many different starting points.

What is required to ensure progress continues?

It is critical to generate real political will, as well as mass awareness, to ensure that the pace of progress is commensurate with the scale of the problem. We need the issue of clean cooking to be one that our leaders and political representatives recognize and cater to. I would urge other entrepreneurs (and remind myself) to be bold and to think in terms of millions of users.

What are your goals and how do you plan to achieve them?

Within the next five years, we want to see ourselves as a

company that can serve newer customer segments in new markets, particularly lower-income customers, but serve them as a business. We are very proud of the way we view the user as a customer. Our method of engagement is very market-based and similar to how an urban customer would be treated if they were buying a television. Our work in India has come close to selling a million stoves, but that number is small for the size of the market and the size of the problem. We need a strategy to serve larger numbers. For that, many things need to happen, including lowering costs and increasing affordability and educational awareness. There is so much scope there.



Stories FROM THE SECTOR

“Clean cooking is... freedom to thrive in all aspects of my life!”



Agnes Kalyonge is the Founder and CEO of **Jikoni Magic**, a digital platform dedicated to promoting Kenyan

cuisine and energy- and time-efficient cooking technologies.

Alliance: What changes have you seen in clean cooking in 2019?

Kalyonge: Because of the convenience provided by electric pressure cookers (EPCs), men are starting to get into the kitchen and cooking space, which predominantly has been a woman's domain. There is a disruption of long-held beliefs that long-cooking

foods are cheaper to cook over charcoal. I'm excited about these developments, because women who've adopted clean cooking are, by far, one of the biggest beneficiaries: Their health isn't being negatively impacted, and they have more freedom to do a lot more with their time.

What's needed to ensure progress continues?

We need more suppliers in the market because, currently in Kenya, there are only two brands that are available. Competition means that prices are bound to go down, making EPCs more affordable. Financial payment plans, such as

installment or check-off payment systems, can help cushion the initial investment cost of acquiring EPCs. This will bring about uptake at scale of EPCs.

How has clean cooking helped you achieve your personal and professional goals?

Knowledge of clean cooking has helped me achieve my personal goal of attaining efficiency in my kitchen. I'm able to make informed and deliberate choices in the type of equipment I acquire. I've also been able to start earning an income from the retailing of EPCs, which has expanded my business portfolio.

CLEAN COOKING FORUM

With the theme of "Investment, Innovation, and Impact," the three-day Clean Cooking Forum 2019 was co-hosted by the Alliance and the Kenya Ministry of Energy, bringing together more than 550 people from 50 countries.

As the clean cooking sector's preeminent event, the forum set the stage for a range of important announcements and commitments poised to drive progress on clean cooking.

DAY 1: The forum opened with remarks by representatives from governments and international organizations; a high-level panel whose members spoke about the role of global advocacy, increased investment, and national policies; and the launch of the "Clean Cooking Is..." advocacy campaign. The day continued with business-to-business (B2B) matchmaking and breakout sessions on increasing sector investment, leveraging research to support policy development, driving consumer demand, implementing standards, and accelerating access through the Modern Energy Cooking Services (MECS) program.

DAY 2: Following a day of engaging breakout sessions, the forum concluded with a closing plenary focused on women's outstanding leadership across the clean cooking value chain. The day wrapped up with a tour through the Innovation Expo, which showcased 22 companies and organizations helping to drive the clean cooking sector forward, and a networking reception.

DAY 3: Nearly 150 participants joined a wide range of site visits that showcased cutting-edge clean cooking solutions in and around Nairobi. Site visits included a biomass stove facility, an LPG cylinder manufacturing and refilling factory, an ethanol cookstove facility, visits to homes using biogas cooking, and a demonstration of how to cook Kenyan cuisine using electric appliances.

By the Numbers

550+ Attendees 

20 Highly curated sessions 

5 Site visits with nearly 150 participants 



34 million+

People reached through social and traditional media

50 Countries represented 

185 Business-to-Business meetings 

22 Organizations at the Innovation Expo 

THANK YOU TO THE FORUM SPONSORS

The Netherlands Ministry of Foreign Affairs, the World Bank Group/the Energy Sector Management Assistance Program, GET.Invest, UK aid/the Modern Energy Cooking Services program, Royal Dutch Shell, the Norwegian Agency for Development Cooperation, Equity Bank, and Chevron.



CLEAN COOKING FORUM 2019



Above (left to right): Speakers at the closing plenary session included Harriet Lamb, Ashden; H.E. Hajia Samira Bawumia, Second Lady of Ghana; Phoebe Makunguu, Kenya Ministry of Energy; Eng. Madrin Maina, Sistema.bio; Sheila Oparaocha, ENERGIA; Danielle Saint-Lot, Danielle Saint-Lot Haiti Women's Foundation. Below (clockwise): Alliance CEO Dymphna van der Lans and Charles Keter, Cabinet Secretary for the Ministry of Energy, Kenya; the MECS booth at the Innovation Expo; Kandeh Yumkella, former U.N. Under-Secretary-General (S.G.) and Special Representative of the S.G. for Sustainable Energy for All, and Betty Maina, Cabinet Secretary of Industrialization, Trade, and Enterprise Development, Kenya; a meeting during the B2B session.





Stories FROM THE SECTOR

“Clean cooking is... life and a clean environment.”



Dan K. Marangu
*is the Director of
Renewable Energy
at the Kenya
Ministry of Energy,*
which co-hosted

*the Clean Cooking Forum in
November 2019.*

Alliance: What changes have you seen in clean cooking in 2019?

Marangu: I have seen increased dialogue around clean cooking across the whole spectrum—the global community, governments, civil society, and beyond. These conversations have increased clean cooking’s visibility, while enhancing policy dialogues that help expand clean cooking access.

High-level interactions with key stakeholders also have led to workable solutions that help bridge the funding gap in clean cooking. I recall the successful Clean Cooking Forum 2019, held in Nairobi, during which we agreed on an important resolution to accelerate investments in clean cooking. These developments and others have led to Kenya rolling out robust policies and legal frameworks to drive the growth of the clean cooking sector in this country.

What’s needed to ensure progress continues?

There is a need to develop homegrown solutions, including workable strategies, programs, and

projects across all sectors, taking into account the nexus nature of clean cooking solutions. These actions should be accompanied by adequate funding, to ensure proper implementation that will improve the health of citizens and protect environmental well-being.

How has clean cooking helped you achieve your national goals?

The country has set a target to achieve a 100 percent transition to clean cooking by 2028, as well as implement our Nationally Determined Contribution, in which clean cooking is critical. Adoption of clean cooking will assist us in achieving these goals for the benefit of all.

INDUSTRY BUILDING IN 2020

Building an industry capable of serving the billions without access to clean cooking solutions presents unique challenges. It requires companies that leverage both technological and business model innovation to be scalable and profitable, while serving low-income consumers across diverse markets. Consumers must be aware of the benefits of these products, and be motivated to purchase and use them. Public sector-led interventions are needed to accelerate progress through predictable policies that both promote commercial viability and reach market segments unlikely to be served by the private sector alone.

In 2020, the Alliance will launch the next evolution of its work to accelerate the clean cooking industry. The Cooking Industry Catalyst (CIC) is a new, global industry development program aiming to demonstrate the viability of commercially attractive and scalable business models to deliver high-impact clean cooking solutions. The CIC includes three components:

1) VENTURE CATALYST

The Venture Catalyst focuses on building an investment-ready pipeline through venture-level interventions. This component will provide a broad range of specialized support to selected companies, aimed at solidifying their commercial viability, enhancing their investment-readiness, and facilitating access to growth capital.

2) MARKET CATALYST

The Market Catalyst focuses on market-level interventions which improve the enabling environment and the investment-readiness of companies. To achieve these goals, the Market Catalyst will generate market intelligence to address information asymmetries, develop policy briefs and other targeted tools, host curated convenings, and design targeted engagements to support investors, policymakers, and other relevant stakeholders.

3) DEMAND CATALYST

The Demand Catalyst focuses on understanding consumers and driving demand through consumer-level interventions. This component will support consumer-facing awareness raising and behavior change campaigns, collaboration with partners to integrate clean cooking messages into complementary initiatives, and the provision of marketing technical assistance to companies. While these activities will seek to increase demand for the entire product category, they will be informed by, and aligned with, the target markets and product and service offerings of the Venture Catalyst portfolio companies.

SECTOR STRATEGY DEVELOPMENT PROGRAM KICKS OFF

In 2020, the Alliance will work in close collaboration with partners to develop a Clean Cooking Sector Strategy that can strengthen the clean cooking ecosystem. The Sector Strategy will inform how the Alliance, leading partners, and critical stakeholders can better align action globally, define and communicate their respective roles, learn from one another, and leverage unique

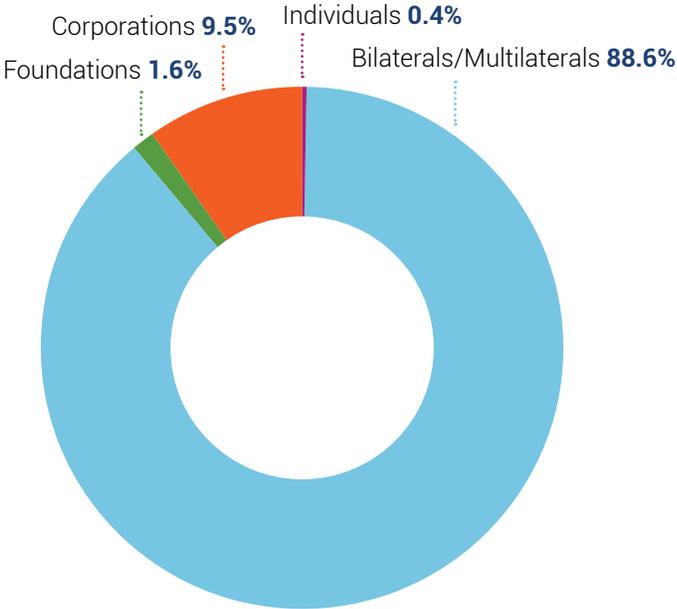
contributions to enhance collective action in service of the Sustainable Development Goals.

The Alliance hopes to bring new and diverse voices into the development of the Sector Strategy. In doing so, the Sector Strategy aims to unlock additional resources, partnerships, innovations, and policies that can accelerate progress towards universal access to clean cooking.

FINANCIALS AND DONORS

The Clean Cooking Alliance is grateful for the generous financial support of its donors in 2019.*

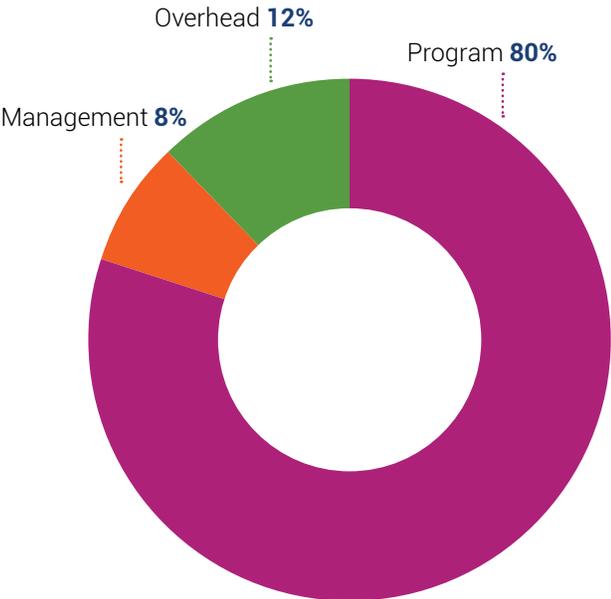
How the Alliance’s Work Is Funded



2019 DONORS

- African Development Bank
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- Climate and Clean Air Coalition
- Finland Ministry of Foreign Affairs
- Global Affairs Canada
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- Netherlands Enterprise Agency
- Netherlands Ministry of Foreign Affairs
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- OPEC Fund for International Development
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- UK aid
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- World Bank Group

Where Donor Support Goes



* As an initiative hosted by the United Nations Foundation (UNF), the Clean Cooking Alliance is officially governed by UNF’s Board of Directors and its financials are included under UNF’s U.S. Internal Revenue Service Form 990. The United Nations Board of Directors maintains fiduciary responsibilities for the Alliance, and UNF also provides the Alliance with operational support and maintains a seat on the Alliance’s Leadership Council.



Stories FROM THE SECTOR

“Clean cooking is... the impossible made possible.”



Ed Brown is a Professor of Global Energy Challenges at Loughborough University and the Research Director for

the **Modern Energy Cooking Services** program, a five-year initiative funded by UK Aid.

Alliance: What changes have you seen in clean cooking in 2019?

Brown: The narrative on electric cooking has shifted. We're beginning to see people within the clean cooking space and people within the electrification space saying, "Wow, this is actually feasible; this is something that could happen, and could have a dramatic impact on accelerating the transition toward modern energy cooking services."

What is required to ensure progress continues?

The first thing is political support, such as through the Health and Energy Platform of Action—a

high-level alliance of leaders willing to put their names toward massively ramping up support and political commitment for clean cooking. Second, there is the opportunity to tie clean cooking into wider conversations on energy access funding. We can tell funders, "Not only are we bringing electricity and all of its usual benefits, but we're also addressing the elements at the heart of the clean cooking challenge." Third, we need to translate excitement, as well as academic and market research analysis, into data, to carry out trials and get products to market. We aim to expand the number of mini-grid companies, grid operators, and home system companies experimenting with electric cooking at their facilities. Fourth, we need continued product development. Most electric cooking devices have not been developed for emerging markets. We're beginning to have conversations with manufacturers

about developing electric pressure cookers and other devices for African and South Asian markets.

How is clean cooking helping your partners achieve their goals?

One example is the opportunity to expand the long-term sustainability of the electric mini-grid sector. By targeting consumers who use mini-grids and also pay for cooking fuel, it's possible to shift some of that expenditure to electricity. You are then in a position to improve the bottom line for the mini-grid operator, as well as to enhance the livelihood of individual customers. Also, from speaking with cooks, we've been struck by their willingness to experiment with technologies, such as electric pressure cookers, that present a very different way of cooking. Consumers have been very excited about saving time and doing other activities while cooking. These aspects could be very salient to certain parts of the market, because it's a way of accessing modernity.

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Founder of World Central Kitchen and Chef/Owner of ThinkFoodGroup



H. E. Samira Bawumia
Second Lady of Ghana



Rocky Dawuni
Grammy-nominated musician and humanitarian advocate



Sanjeev Kapoor
Chef extraordinaire



Julia Roberts
Academy Award-winning actor



Zhao Wei
Actor and director



Stories
FROM THE SECTOR

“Clean cooking is... a critical segment of modern energy infrastructure.”



Greg Murray is the CEO and Co-founder of **KOKO Networks**, a venture-backed technology company operating in East Africa and India.

Their first consumer solution is a liquid ethanol cooking fuel, delivered through a network of Smart Fuel ATMs, in partnership with Vivo Energy (a Shell licensee in Kenya).

Alliance: What changes have you seen in clean cooking in 2019?

Murray: The sector has realized that in order to solve the dirty cooking fuels problem, there needs to be a holistic approach involving technology, infrastructure, policy, and capital. This is a welcome evolution from a sector that was previously myopically focused on the consumer appliance. Importantly, the sector also is

realizing that the problem requires a laser-like focus on reducing the fuel cost of cooking.

What is required to ensure progress continues?

Focusing attention on the four critical pillars of any energy industry—customized technology, customized infrastructure, customized policy, and institutional capital. The ethanol cooking fuel industry is different from the LPG industry, which in turn is different from the charcoal stoves industry. They all have fundamentally different tech, infrastructure, policy and capital needs and create a range of different impacts. Now the “cooking sector” has evolved, and it is sensible for each of the industries to figure out and lobby for their own customized development plans—similar to what the LPG industry has done.

What are your goals and how do you plan to achieve them?

In 2019, KOKO launched 700 “KOKOpoint” Smart Fuel ATMs inside neighborhood stores across Nairobi. In the short term, we’re focused on continuing our strong growth in Nairobi, where KOKO Fuel is the safest, most convenient, and most affordable offering on the market. We’re also planning to build networks across Kenya and into other markets in East Africa and beyond. We are looking to partner with strong and reputable local operators with a high execution capacity. Ultimately, there are dozens of cities around the world that need our clean fuel networks; by growing to many markets, we can maximize the positive social and environmental impacts.

Photo: KOKO Networks



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