



Energising Development (EnDev)

SNV EnDev Kenya Cookstoves RBF facility

Country	Kenya
Technology	Improved cookstoves
Current phase	January 2020 – March 2021
Budget	€ 214,800
Partners	Private sector
Objective	The project seeks to facilitate distribution of 40,000 industrially manufactured cookstoves

establishment and expansion of sustainable and profitable enterprises to increase the penetration of improved cookstoves across households.



Improved cookstove

Background

The energy sector in Kenya is largely dominated by wood fuel providing the basic energy needs of the rural communities, urban poor, and the informal sector. The use of high tier cooks stoves leads to improved health due to reduced indoor air pollution and exposure to open fires, costs savings due to less fuel consumption, and reduced environmental degradation and carbon emissions.

The market for high tier stoves in Kenya has been growing. However, market barriers have constrained businesses to further develop the market in rural/marginalised areas and to sell products to the end users. These barriers include, but are not limited to, lack of access to finance, distribution challenges, inadequate consumer awareness/education, and inadequate or lack of after sales services especially in the rural/marginalised areas.

The SNV EnDev Kenya project titled “Accelerating Access to Energy Services” is a market development initiative implemented in Kenya by SNV under the EnDev Programme. A new implementation phase began in October 2019.

EnDev Kenya seeks to contribute to the SE4All initiative whose goal is to achieve 100% universal access to modern energy services on Kenya by 2030. As part of these efforts, the project includes a component on clean cooking which focuses on supporting the

Project Approach

EnDev’s objective is to establish and strengthen distribution models and channels through market-based approaches that will be anchored in the private sector. The project is implemented through a results-based financing (RBF) model where incentive funds are disbursed to private sector players after delivery of pre-agreed results. Results are based on the number of stoves sold to end users. The project beneficiaries (formal organizations/companies) are required to pre-finance implementation and take full risk until delivery of the pre-agreed results.

Funded by:



Political partner:

Placeholder
for political
partner

Coordinated and
implemented by:



Disbursements are made after verification of the achieved results by an Independent Verification Agent (IVA), hired by the project. The value of the incentives is expected to be a percentage share of the retail price of products sold to end users (households). The project undertakes the following activities:

a) Approve the household stoves to be supported under the project

The project focuses on industrially manufactured stoves (stoves produced in a formal industrial set-up) designed for use by households. This includes biomass and non-biomass stoves (wood, charcoal, ethanol, pellets, or briquettes) that qualify for support based on the project's product selection criteria.

The household stoves considered for support have to be tested locally by the Kenya Institute of Research and Development using Water Boiling Test (WBT) testing protocols (WBT 4.2.2 for charcoal stoves and WBT 4.2.3 for all other stoves). The results are evaluated according to International Organization for Standardization-International Workshop Agreement (ISO IWA) cookstoves performance tiers of Thermal efficiency Tier 2 and above; Emissions (carbon monoxide / particulate matter 2.5) Tier 1 and above; Safety Tier 2 and above.

b) Promote distribution of industrially manufactured stoves for use by households

Through the RBF model, the project beneficiary takes the lead in implementation and uses the incentive funds to overcome market development barriers in order to increase uptake and use of cookstove products. This includes, but is not limited to, establishing or strengthening distribution channels (recruitment and training of stockists, retailers and agents); marketing and end user education/behavior change campaigns; promotion and facilitation of end user credit models; and quality assurance and after sales support.



Improved cookstove

Expected Impacts

The project seeks to achieve the following specific objectives:

- Enhance distribution, adoption and use of industrially manufactured stoves.
- Facilitate inclusion of new innovative cookstove products and subsequent product improvements.

Outlook

The project collaborates with manufacturers/distributors of stoves approved for support under the project to expand market penetration of higher quality stoves. The RBF currently runs until March 2021.

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