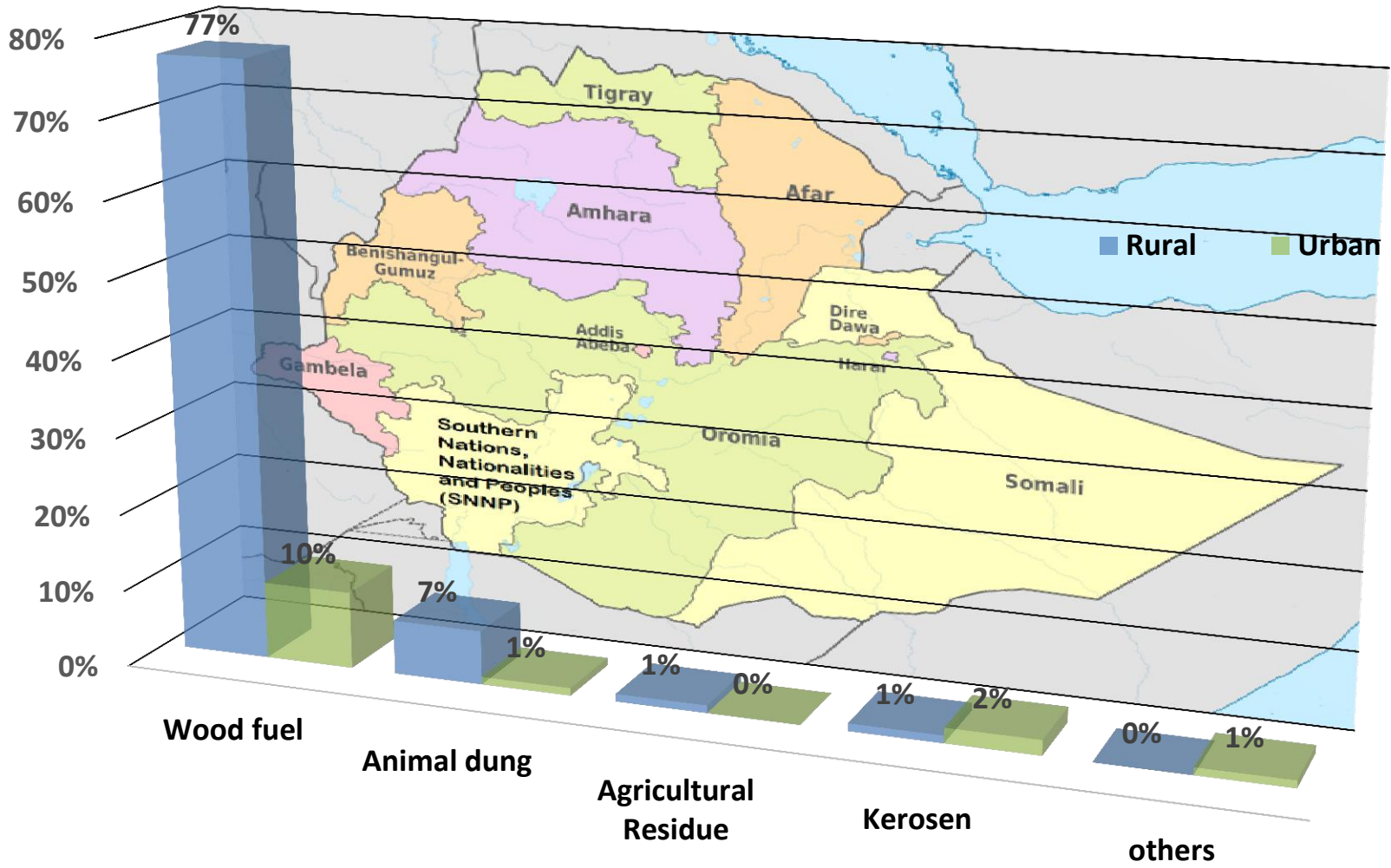




Initial target: Oromia Region





Meeting demand: the private sector

**A three-pronged
approach**

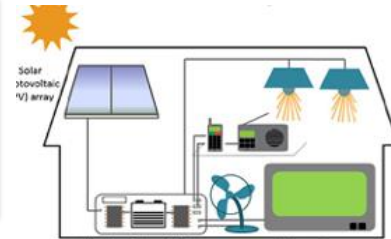
Fuel-saving stoves



Charcoal
briquettes



PAYG Solar
Home Systems



Fuel-saving stoves: high demand



Fuel-saving stoves: high demand



Oromia Region, hub for production





RK *Renew Energy*

SEED Award 2015



SEED

promoting entrepreneurship
for sustainable development

10
YEARS OF
SEED AWARDS
2005-2015

Founding Partners



**AFRICA
WINNER 2015**

RK Renew Energy PLC uses local resources to produce improved ceramic cook stoves. Women from rural and semi-urban areas are trained to build the ceramic stoves and to distribute and sell them in Ethiopian refugee camps.



RK Renew Energy PLC, Ethiopia



RK Renew Energy

CIC Award 2016



Fuel-saving stoves: target figures

	2016	2017	2018	2019	2020	Total
# FSS units planned	30,000	37,020	47,386	73,448	143,223	331,076
t/CO₂e reduction	36,833	45,452	58,179	90,177	175,845	406,485

Creating job opportunity for young women

Coffee in Ethiopia

- 400,000 ha
- 200,000 tons/year produced
- Major commodity (61%)
- Huge locally consumptn
- 100kg dried coffee cherries = 57kg residue





Coffee husks: discarded residue



Coffee husks: burned as waste



Coffee-husk briquetting



Final Product



Coffee-husk briquettes: target figures

	Daily manuf. capacity (kg)	Revenue (ETB)	Revenue (USD)	Net profit (USD)
Year 1	696,960	4,181,760.00	199,131.43	59,739.43
Year 2	1,013,760	6,082,560.00	289,645.71	86,893.71
Year 3	1,584,000	9,504,000.00	452,571.43	135,771.43

Investment needed: \$150,000



Needless compromises - money, time, health and Education

Ethiopia:

- Over 15 million off-grid households(6 million HH Oromia region)
- Spend over \$8 per month(0.3-0.5\$cents/ day) on kerosene and mobile-phone charging, traveling an average of 3km every two or three days.
- A solar system worth \$50 – \$200 is the ideal solution, but up front costs are prohibitively high.
- RK Renew provides **SHS= \$0.40** cents per day

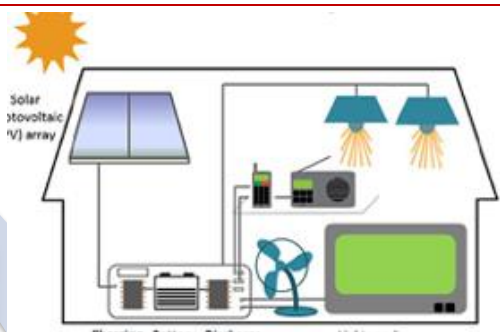


RK Renew Energy

Solar-home systems, for \$0.40 cents



Save and pay 30% upfront



The customer can still save and buy other energy products because the saving habit is there



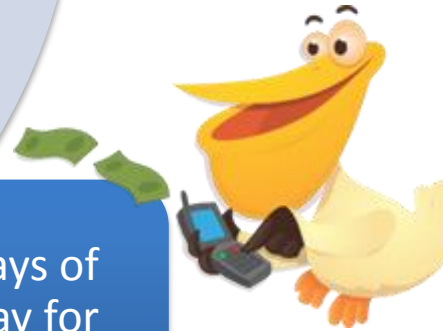
Takes a complete solar system

M-BIRR
mobile money ጥቅያል ብር

> one year the customer owns the product with additional 2 years warranty



The customer pays of >40\$ cent per day for max one year





Solar home systems: target figures

	Y1	Y2	Y3	Y4	Y5
Planned ass. & sales	12,100	24,000	48,400	96,080	200,406
Total revenue (USD)	1,815,000	3,630,000	7,260,000	14,412,000	30,060,900

Total required start-up capital : \$500,000

Challenges

Machine
s

Land
leasing

Awarene
ss:
GOV

Financing

Awaren
ess: End
user

Foreign
currency
regulatio
ns

Politica
l Unrest

Free
giving
NGO