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A PARTNERSHIP DELIVERY MODEL FOR MARKET, TECHNOLOGY, FINANICAL AND SOCIAL INNOVATION

Webinar - Bioenergy for Energy Access, Security and *Industrialization* 

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Represented by Paul Harris

# WHAT IS THE PRESENT COOKING SCENARIO?









ENERGY ACCESS AND
CITIES
ISSUE

More than 3 billion people worldwide do not have access to clean fuels and technologies for daily cooking, affecting the growing urban metropolitan areas

AIR POLLUTION AND CLIMATE CHANGE ISSUE

Inefficient traditional cook stoves contribute up to 25% of total black carbon emissions, more than 2 billion people depend on wood-based fuel = deforestation.

# WOMEN and CHILDREN HEALTH, LIVELIHOOD ISSUE

Exposure to HAP from traditional cooking practices is estimated to cause over 4 million deaths annually. Women spend up to 20 hours each week collecting wood and spend up to 4 hours cooking each day.

### FINANCING ISSUE

Opportunity cost associated with traditional cooking practices and behavior is estimated > USD 123 billion per year.



# GLOBAL EFFORTS TOWARDS CLEAN COOKING:

Plethora of development partners are looking into various aspects of clean cooking, e.g. SEforALL, UNDP, EU, CCA, WHO, SNV, bilateral organizations and civil society organizations etc.: yet only millions \$ committed annually with estimated 4.7. billion \$ yearly finance gap









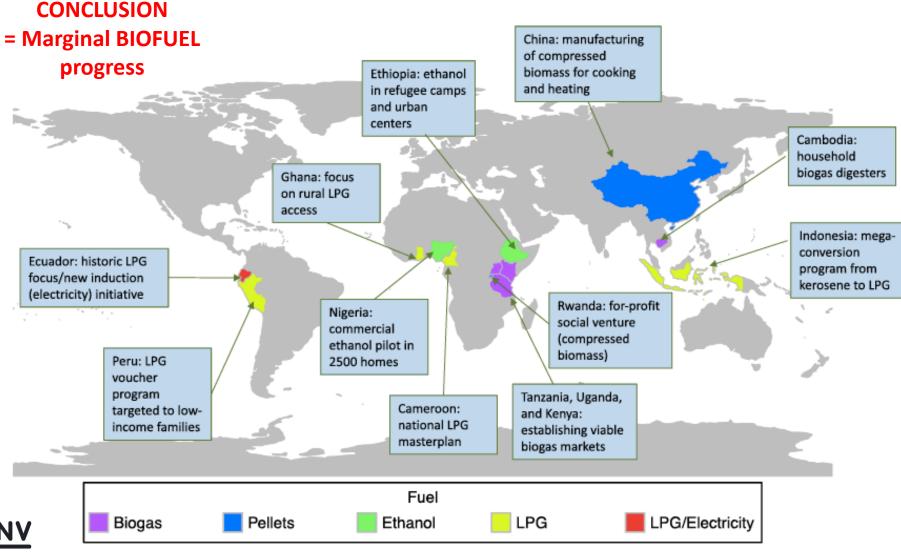












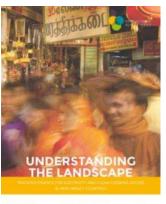


# LESSONS LEARNED FROM LAST 3 DECADES

- Small-scale, dispersed and mostly rural initiatives
- Limited investments and private sector involvement
- Centered around "improved" cook stoves, still using traditional fuels, i.e. not clean
- Lack of enabling environment with regard to policies and regulations by Governments
- Weak market creation and lack of consumer awareness
- Dire need for real viable alternative fuels and technology solutions to delivered on a mass scale











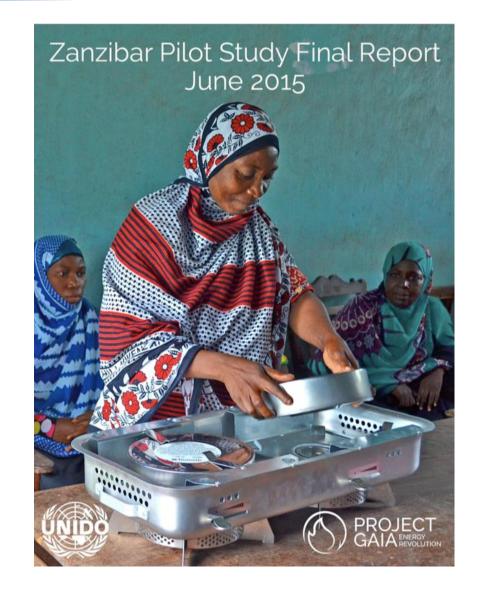


# ZANZIBAR PILOT PROJECT (2015): A UNIDO STORY

# UNIDO undertook a pilot study in Zanzibar to pilot the viability of <u>bioethanol</u> as a clean fuel for cooking.

Timeline	No. Households
<b>2015 –</b> Project Target	150
<b>2017 –</b> Independent Market Pick Up	350
<b>2018 -</b> Independent Market Development	1,000

	USD
Monthly Savings per Household	20 – 25 \$
Trigger Effect / Market Development	<b>X 6 the</b> Project (150)





# DAR ES SALAAM - TANZANIA: SCALE UP UNIDO STORY





Targets	Country A
Household / Families	500,000
Population	2 Million
Housewives	500,000
Children	1 Million
Clean fuels production	100 Million Liters
PS Infrastructure Investments USD in clean fuel production over 5 years	100 Million USD
SMEs Ethanol Producers	40 companies
Jobs Created	800 jobs
Indirect Jobs Created	2,400 jobs



MARKET – TECHNOLOGY – SOCIAL IMPACT Transformation and Innovation



# **ALTERNATE SOLUTION BASED APPROACH**



# Market enabling framework to facilitate a mass commercial roll out



#### 1. Vision and target driven

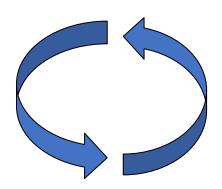
- Fit for purpose solution
- · What is measured is managed
- Design to achieve a target & vision

#### 2. Cooking needs already met

- Current fuels meet the needs
- A switch in fuel is needed.
- Hence effective market catalyst & effective implementation methods
- It is also different to electrification!

#### 3. Competitive market offer

- Different offers for different markets; economics, Geographic
- Household income & affordability
- Households make value based decisions price x performance
- Ultimately on a commercial basis & economically sustainable



#### 6. Market enabling interventions

- Current market failure must be addressed
- "Chicken or the egg" first?
- Correct integrated implementation methods the CSF's needed

#### 5. Use of commercial enterprise

- Volume dictates industry needed
- Industry currently supplies charcoal, LPG so why not bioethanol.

#### 4. Scale, scale, scale

- Fledgling industry curse
- Rather high volume / low margin needed. BUT needs a catalyst
- Large scale roll out >100,000's



# THE APPROACH

#### Dar es Salaam

*Phase One* – 110,000 household proof of concept with GEF funding underway

Phase Two - mid 2022 roll out remaining 390,000 across 2/3 areas with EU funding

#### Household obligations:

- · Pay for subsidised stove
- Buy bioethanol for cooking

# Residential Households

#### Household obligations:

- Provide personal details
- Commit to use the stove







#### Distributors activities:

- Procure stoves
- Sell stoves less subsidy
- Bottle & sell bioethanol below regulated maximum

# Stove/Bioethanol distributors providing easy access

#### Distributors activities:

- Promotion of offer
- Education & training
- Area concessions



Local stove manufactures 500,000 in 5 years



Local bioethanol manufactures growing to 90 million litres per year

#### Stove manufactures activities:

- Respond to national orders
- Make stoves to standard
- Sell to Distributors

#### Ethanol manufactures activities:

- Respond to the market demand
- Small, mid & large scale
- As per bioethanol standards

# PROJECT PROGRESS

Phase One stove delivery – First Distributor established & rolling out in Dar es Salaam



- Phase Two stove delivery
  - EU funding for another 200,000 stoves in place
  - Procurement currently underway!



## PROGRESS ON SCALING UP LOCAL PRODUCTION OF FUEL

## Of 14 sugar factories in Tanzania, only one has a major distillery

- Sugar factories have molasses, a waste, to sell
- To remain competitive, sugar factories need 3 revenue streams: sugar, power and ethanol
- Tanzania has a deficit in sugar, power and clean fuel for cooking government is acting

## As part of the MEF, all of the sugar factories have been engaged

- The mainland sugar factories are excited over the prospect of a supply-driven market for ethanol (the demand is huge)
- The project is working with TIB and exploring financial options to help the sugar factories
- The stove/fuel distributor sign offtake agreements with the ethanol producers
- Unlike other markets for ethanol, this is a low-risk & diversifying market for producers



# MEF IMPACT IN THE AGRICULTURAL SECTOR

## Addition of distilleries to sugar factories will improve the economics

- Benefit to outgrowers who supply sugarcane
- Economic stimulus in farming areas.

### New crops, residues and feedstocks take on value

- Cashew waste (cashew apple) offers a potential to produce millions of liters of ethanol from sugary waste now discarded
- Sisal bole, while still unproven, offers potential for ethanol and biogas production
- Red sorghum, tropical sugar beets and other appropriate, climate resilient feedstocks could lay the foundation for a biofuels industry
- These feedstocks recycle and return carbon to the soil
- When farmers and rural economies thrive, they become more productive and take better care of the soil and environment
- More jobs stay in rural areas, more wealth is produced in local economies



# UNIDO GLOBAL IMPACT PROGRAMME FOR CLEAN COOKING

High Impact Countries (Asia)	High Impact Countries (Africa):
<ol> <li>India</li> <li>China</li> <li>Bangladesh</li> <li>Indonesia</li> <li>Pakistan</li> <li>Philippines</li> <li>Myanmar</li> <li>Vietnam</li> <li>Afghanistan</li> <li>People's Republic of Korea</li> </ol>	<ol> <li>Nigeria</li> <li>Ethiopia</li> <li>DRC</li> <li>Tanzania</li> <li>Kenya</li> <li>Uganda</li> <li>Sudan</li> <li>Mozambique</li> <li>Madagascar</li> <li>Ghana</li> </ol>





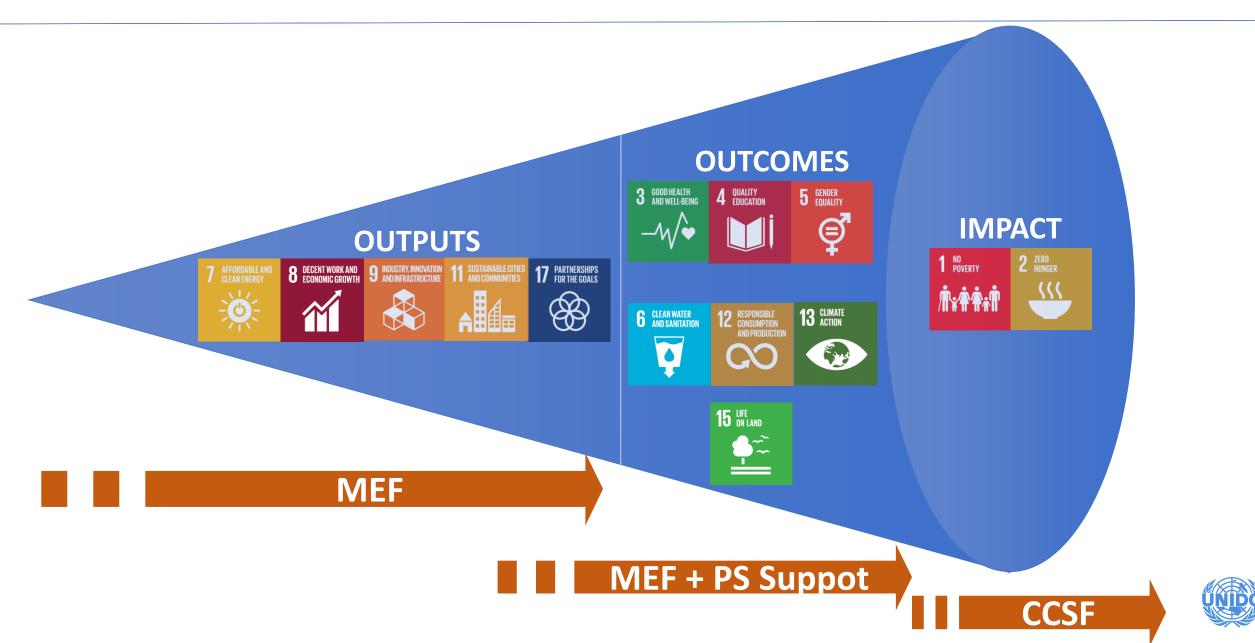
# UNIDO'S 3 PILLAR APPROACH

#### A Partnership Delivery Model for Market, Technology, Financial, and Social Innovation in Clean Cooking

MARKET ENABLING FRAMEWORK PRIVATE SECTOR DEVELOPMENT SOCIAL IMPACT DEVELOPMENT Pillar 1 Pillar 3 Pillar 2 Creating a market of economies of Promoting private sector investments and **Cost saving clean cooking behavior** scale participation leveraged for improved social benefits **PSFS CCSF MEF** Country **Investments Clean Cooking Policies & Incentives Social Facility** Country **Quality & Standards Private Sector Household Energy Access** Financial support For **Finance for Energy** household savings/ **SMEs** social services from clean cooking **Competitive Market** fuel/technologies switch-**Entrepreneurship** over



# THE GIP-CC PATHWAY: SDG IMPACTS



# **THANK YOU**

