



African Clean Energy



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Established in 2011, our Lesotho-based family company is committed to helping eradicate deadly cooksmoke from our world's kitchens. Our mission is to enable clean cooking and sustainable energy for Sub-Saharan Africa and beyond. For this reason, we produce the ACE 1 Solar Biomass Cookstove, a portable cookstove that has limitless potential to make real global change.

The ACE 1 Solar Biomass Cookstove

The [ACE1](#) Solar Biomass Cookstove is composed of a ceramic burning chamber placed into a stainless steel body, on a colourful, powder-coated steel base. It uses a fan to create gasification, a process that burns biomass without smoke, making the ACE 1 so clean and efficient it requires around 70% less fuel to run compared to traditional cooking methods. Its high-tech Lithium Ferrophosphate (LiFePO₄ 6.4 V/5 Ah) battery drives the fan and is charged by a portable solar panel. It also features USB and DC ports, to power a LED light and act as a device charger.



Smarter Distribution

We are in the process of scaling up smarter distribution methods in Lesotho and South Africa, including the use of mobile payment micro-financing and fuel loyalty programmes. We are establishing best practices which will allow us to expand rapidly in a 'copy, paste, scale' method that allows us to move into new regions and markets rapidly and efficiently.

For large-scale distributors we offer a flatpack shipping option, saving substantially on logistics costs. Upon request, the first shipment can come with the tools necessary to finish assembly, supporting the setup of local production lines. This is an attractive benefit for distributors and organizations around the world.

For further information : www.africanenergy.com

Where are we now?

We have sold 40,000 clean cookstoves to date, and have started exporting internationally through partnerships with a variety of commercial distributors, NGOs and fuel suppliers. With our ACE 1 Cookstove finalised and production facility scaling up, we are now preparing to roll out into new markets, starting with Uganda in 2016. We are finalising strong partnerships throughout East Africa in order to strengthen the long term viability of an East African Scale-Up. Having received a lot of interest from the western camping and festival markets, we have now set up a [webshop](#) to make the ACE 1 available globally.

Our Future

We are scaling up our operations to expand our distribution of the ACE 1 throughout Africa through local travelling sales teams, who provide, not only access to the stoves themselves, but also to sustainable processed fuels (such as biomass pellets), long term maintenance and entrepreneurial opportunities.

The ACE 1 is ideal for the use of micro-financing contracts. Not only will we be able to maintain a relationship with the customer through fuel sales, but we will also help save around 50% of current fuel expenses, thus creating the budget for our customers to be able to easily afford to pay off the product in full. The environmental impact from this fuel reduction has the potential to be hugely positive in terms of CO2 reduction and the slowing of deforestation, and this too has huge potential for further revenue models. African Clean Energy's commitment is to pass all funds from subsidised externalities on to the end user, thus creating and stimulating a more vibrant economy for currently ignored customers.



We are currently finalising this innovative sales strategy in Lesotho and South Africa in order to prove the model. This will lead to a large-scale roll-out in Uganda which will combine all aspects of the Distribution Model with our Impact Model in order to create a solid set of metrics that will allow us to track the impact accurately and on a long term basis.

Fuel revenue

We expect fuel revenue to increase significantly alongside stove sales in Urban areas. Moreover, using fuel to subsidise the stoves may assist BOP customers in paying off their stoves quicker and allow them to start saving money immediately. The potential to generate a system that involves customer

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loyalty programmes and subsidised externalities allows for significant economic potential as well as social impact.

Management

Manufacturing Director- Stephen Walker manages the manufacturing and R&D of ACE. Stephen has 28 years corporate experience (Philips), 15 years of which as plant manager. The ACE manufacturing company is his fourth Greenfield project, and the second one in Lesotho.

Commercial Director- Ruben Walker is responsible for Business Development, Funding and Public Relations. Ruben is a Monash University (Melbourne) Environmental Engineer, and has had extensive entrepreneurial experience.

Operations Director- Judith Joan Walker is heading up the Operations Team, creating the strategy as well as following through with support to the Marketing and Sales Teams.

Logistics Director- Alice Walker-Troostwijk organizes logistics for the manufacturing team as well as support to the Lesotho Sales Team. She has set up a micro-financing program, with support from Kiva, for the stoves in Lesotho, which is helping local communities buy the ACE 1 on credit, using mobile payments through Vodacom's Mpesa system.

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