4.3 MILLION DEATHS
Every year related to cooking over an open fire.
Cooking over an open fire is the equivalent of being exposed to 400 cigarettes an hour killing more people than HIV Malaria and TB combined.

$40 BILLION
Spent on cooking fuel annually.
Families who collect wood spend an average of 2 hours a day collecting it. Families who purchase wood can spend up to 1/3 of their household income on cooking fuel.

1 BILLION TONS OF CO2
Are produced by open fires every year.
Open fires contribute 25% of global black carbon emissions.

3 BILLION PEOPLE
Cook with biomass fuels
Nearly half of the world’s population

The Market for Clean Cookstoves worldwide
400 MILLION FAMILIES

(1) IFC Energy Access Report, 2012
Envirofit is an industry-leading social enterprise that innovates aspirational products and services that increase energy access for families living in emerging markets.
ACCESS
We work with partners across the public, private, and social sectors to create access to clean cooking solutions in the most remote regions of the world.

ADOPTION
From design to delivery, we create aspirational cooking solutions based the needs of our customers across different cultures and geographies.

AFFORDABILITY
We innovate new technologies and services to make clean cooking solutions more affordable for people living in energy poverty.
Envirofit has developed a diversified product line of clean cookstoves and accessories for consumers in emerging markets as they climb the energy ladder from wood to charcoal to LPG.
Production in 6 locations with distribution in 25 key countries on five continents. Envirofit’s Business units are segmented geographically and by product lines: Stoves, Fuels, Lighting and Carbon Emission Reductions.

400
EMPLOYEES

2,400
JOBS

5
CONTINENTS

25
KEY COUNTRIES

300
DISTRIBUTORS

13
SUBSIDIARIES
The Global community aims to transition 1 BILLION PEOPLE to LPG cooking by 2030.

But how do we change cooking behavior?...
TECHNOLOGY AND IoT TO INCREASE LPG ADOPTION
Cooking with charcoal, families can spend up to **30% of annual income** on cooking fuel.
BARRIERS TO LPG ADOPTION

ACCESS
Limited options for home delivery

TRUST
Partially filled gas tanks

AFFORDABILITY
Perceived as an expensive cooking option
Only ~5% use LPG as their primary fuel

82% Biomass

6% Kerosene

7% Electric

5% LPG

Cooking Fuel Use

HIGH DEMAND SECTOR
88% of LPG demand in Africa is for domestic use

EXPONENTIAL GROWTH POTENTIAL
Urban & peri-urban populations -> projected to double in the next 30 years

INVESTMENT READY MARKET
$4.2 Billion needed to bring LPG to 172 Million households by 2030

~70,000 tons of LPG per day
Half of the people in Sub-Saharan Africa already purchase all or most of their fuel and could afford LPG.
People pay nearly **twice as much** because they **pay daily** for fuel.
SMART GAS™ PAY-AS-YOU-COOK™
Envirofit SmartGas™ enables families to use their phone to prepay for gas as they cook using mobile money.
PAY-AS-YOU-COOK™ BUSINESS MODEL

1. Installation & Safety Check
2. Pay for Gas as Needed
3. Home Gas Delivery
4. Cook with Comfort and Convenience
5. Low Fuel Signal
6. Scheduled Delivery
IoT FOR LPG WITH SMARTGAS

- Envirofit CRM
- SmartMeter
- Customers

- Delivery Scheduling
  - Inventory Asset Management
  - System locking
  - Remaining Fuel Data
  - Location Data
  - Cooking Use Data
  - Tampering Warning
  - Payment for Fuel
  - Remaining Fuel Data
  - Gas Consumption Data
  - Controlled fuel release
**ENVIROFIT SMARTGAS™ METER TECHNOLOGY**

- Reliable Payment Processing
- Tamper proofing
- CE & ISO Certifications Pending
- Water/ Dust Resistant
LPG FINANCING

CONSISTANCY & CUSTOMER CARE

CONSUMER SAFETY

INCREASED TURN-OVER

THEFT & TAMPERING PREVENTION
PILOT GOALS

• Validate the market for SmartGas

• Determine the key target market for launch

• Understand Consumer Value Propositions

• Design a scalable business model for SmartGas
100% of 1000+ households surveyed said they are interested in Smartgas.

97%
Say it is *easy to use*

97%
Say it is *Convenient*

97%
Say it they will use it after the pilot

100%
Say it they will recommend it to others
99% say it saved them time.

65% Say it saved them money (even though it is slightly more expensive than filling from a local dealer.)

90% Say it is worth the investment

“Delivery to my door makes my life easier and saves me the haste”
"No smoking gas, no old and rusty cylinders, no funny smell in my house. I am confident I am safe with Smartgas."

"I don't have to worry about safety because it is fixed professionally."

SAFETY
SAFETY

Safe to use: n=36

What Makes SmartGas™ Safer?

- Robust user manuals
- Safety training for employees
- Safety training for customers
- Brand uniformed techs with IDs
- Employees wear personal protective equipment
- Safety check at every visit
- Customer care line to call with questions

97%

Feel SmartGas is safer than previous options with 3% reporting it as safe.
PILOT OUTPUTS

✓ Detailed market understanding

✓ Developed preliminary findings on cost and revenue model

✓ Refined technology to meet consumer requirements

✓ Examined key market value propositions

✓ Validating revenue model
EXPANSION PLANS

Reaching **1 BILLION PEOPLE**
by 2030 requires large scale solutions

SmartGas enables current LPG users to
have a safer cooking experience
without the stress of running out of gas

SmartGas makes LPG more accessible
and affordable for biomass users to
transition to LPG

JOIN US IN BRINGING SMARTGAS TO FAMILIES ACROSS THE GLOBE