

Kencoco produces and sells charcoal briquettes from recycled agricultural coconut waste, charcoal dust and resells clean cook stoves. The products are a viable low-cost alternative to environmentally damaging fuels such as firewood, kerosene and wood charcoal.



Kencoco Limited, Kenya

🏆 SAG-SEED AWARD WINNER 2017 🏆

BUSINESS MODEL

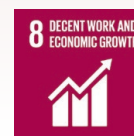
Kencoco improves cooking in rural Kenya. In addition to selling clean cook stoves, the enterprise produces charcoal briquettes made from coconut shells and husks. Compared to wood charcoal, the briquettes have a similar price, but higher heat intensity and a longer burning time, saving households money.

The enterprise's products are sold directly to households and to retailers. Along the value chain, mainly women gain opportunities as suppliers of raw materials and sellers of charcoal briquettes in kiosks and markets.

ENTERPRISE FAST FACTS:

Location	Mombasa, Kenya
Year founded	2013
Sector	Waste and Sanitation / Manufacturing
Product/Service	Charcoal briquettes

Contribution to the SDGs:



Social impacts:

- Improving health conditions through reducing black smoke from cooking for 8,000 households so far.
- Training women on carbonising agricultural waste to act as suppliers to Kencoco, so far 30 women groups have been trained.

Environmental impacts:

- Limiting deforestation that results from cutting forests for firewood.
- Reducing carbon emissions and black smoke from traditional cook stoves and wood charcoal.
- Preventing the burning of coconut husks and associated carbon emissions by turning them into a valuable resource.

Economic impacts:

- Creating a market for coconut husks, which is currently a waste product; so far 25 women groups supply coconut husk char to Kencoco.
- Providing employment to currently 14 employees, nine of which are women.
- Decreasing household spending on cooking by 50 % by providing an energy-intensive and long-burning product.

” 4 million deaths occur annually from smoke inhalation. Kencoco's clean energy briquettes could dramatically reduce these figures, helping to combat climate change and improve public health.

Scaling up activities:

- Set up carbonisation kilns in strategic locations along three major coconut producing areas by the end of 2017.
- Replicate the project in two other locations in Kenya using sugarcane and other waste products as raw materials.
- Increase production of charcoal briquettes to 200 tonnes per month at the current factory location.
- Expand the market by increasing consumer trials, providing information and promoting adoption through discounts and free samples.



Partnership

● **Kencoco Limited** produces the charcoal briquettes made from coconut husks.

● **Najmaz Enterprises** is the main distribution partner of Kencoco products, allowing Kencoco to focus on production.

● **Micro Enterprise Support Trust (MESPT)** works with Kencoco in the creation of employment and poverty alleviation in the community by providing financial and non-financial services.

● **Global Alliance for Clean Cookstoves (GACC)** supports with business development and knowledge about the market and technologies.

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The 2017 SAG-SEED Awards in Burkina Faso, Ghana, Kenya, Mauritius, South Africa and Uganda are supported by SWITCH-Africa Green, which is implemented by UNEP with the assistance of the European Union.

About SEED

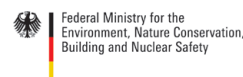
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