

Masupa Enterprises offers cheap and environmentally friendly cooking solutions to both urban and rural communities. Its briquettes are made from waste such as dry leaves, paper, peels and other fruit and vegetable waste and are sold together with cook stoves to households and commercial customers.



## Masupa Enterprises, Uganda

### 🏆 SAG-SEED AWARD WINNER 2017 🏆

#### BUSINESS MODEL

Masupa Enterprises' cook stoves and briquettes offer an alternative to traditional fuels for cooking, which are often expensive and have negative environmental and health impacts. The briquettes are made from trash found around cities like Kampala through the process of carbonisation.

The target customers are households and commercial customers, such as hotels, restaurants, bakeries and schools. In addition, women groups are trained on making and marketing the briquettes.

#### ENTERPRISE FAST FACTS:

Location	Kagoma-Maganjo, Uganda
Year founded	2012
Sector	Waste and Sanitation / Manufacturing
Product/Service	Briquettes, clean cook stoves and training

#### Contribution to the SDGs:



#### Social impacts:

- Training 400 people so far in briquette making, 80 % of which are women.
- Raising awareness on the negative environmental and health impacts of traditional cooking fuels, contributing to behavioural change.
- Reducing average household cooking costs by 15 %.

#### Environmental impacts:

- Reducing deforestation – every kilogram of Masupa briquettes replaces three to seven kg of wood.
- Recycling waste – five kg of waste are collected for every kilogram of Masupa briquettes.
- Mitigating carbon emissions resulting from the use of traditional cook stoves and fuels.

#### Economic impacts:

- Establishing a market for waste products to engage youth, women and garbage collectors in collecting, sorting and drying garbage to sell to Masupa.
- Creating up to four jobs for every 5,000 kg of briquettes produced.
- Establishing a financially self-sustainable enterprise by the end of 2017.

” Masupa Enterprises’ briquette production directly contributes to the reduction of waste and sanitation of the environment whereby 50,000 kg of briquettes removes 250,000 kg of organic wastes.

### Scaling up activities:

- Re-invest profits into the business to ensure profitability in 2017 and set the basis for continued expansion of operations.
- Increase productivity and output by building a large-scale kiln for briquette drying, which will be powered by waste energy from the carbonisation process. Construction will start in April 2018 when designs are ready.



### Partnership

- **Masupa Enterprises** developed the technology and produces and sells cook stoves and briquettes.
- **Afribanana Products Ltd.** assists Masupa Enterprises in creating awareness about charcoal briquettes for potential clients and provides training on fabricating briquette making machines.
- **The Centre for Research in Energy and Energy Conservation** supports with testing the cook stoves and briquettes, training and awareness creation.

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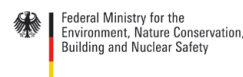
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