

Please note that this presentation was given during the United Nations Climate Change Conference (COP-15) in Copenhagen, December 7-18, 2009 for more information please visit <http://www.cop15.state.gov/> .



# *Commercialization of cleaner stoves*

## *About GERES*

- ⊕ French non-profit NGO
- ⊕ Created in 1976 after the first Oil Shock.
  - ⊠ Engineering solutions for development
  - ⊠ Focus on biomass energy
- ⊕ Projects in South East Asia, India, West Africa.

# *The GERES New Lao Stove*



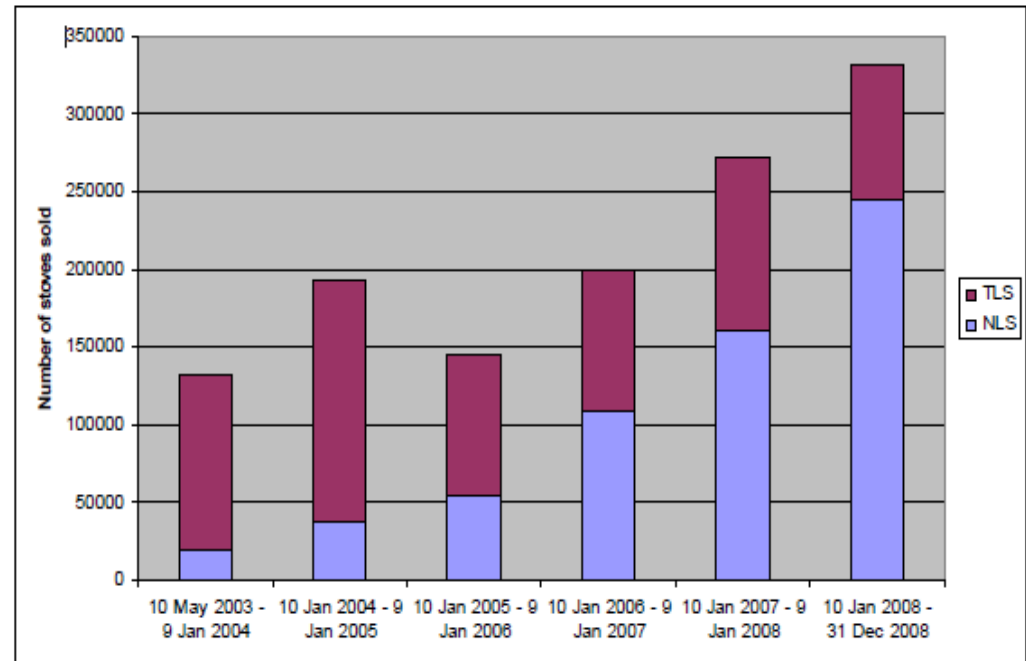
- ✦ Portable bucket stove
- ✦ Lifetime of 2.5–3 years
- ✦ Constructed using locally available materials and skills
- ✦ No behavioral change needed
- ✦ Commercialized dissemination
- ✦ 30 producers across Cambodia
- ✦ 22% more efficient than traditional stove



# Scaling up

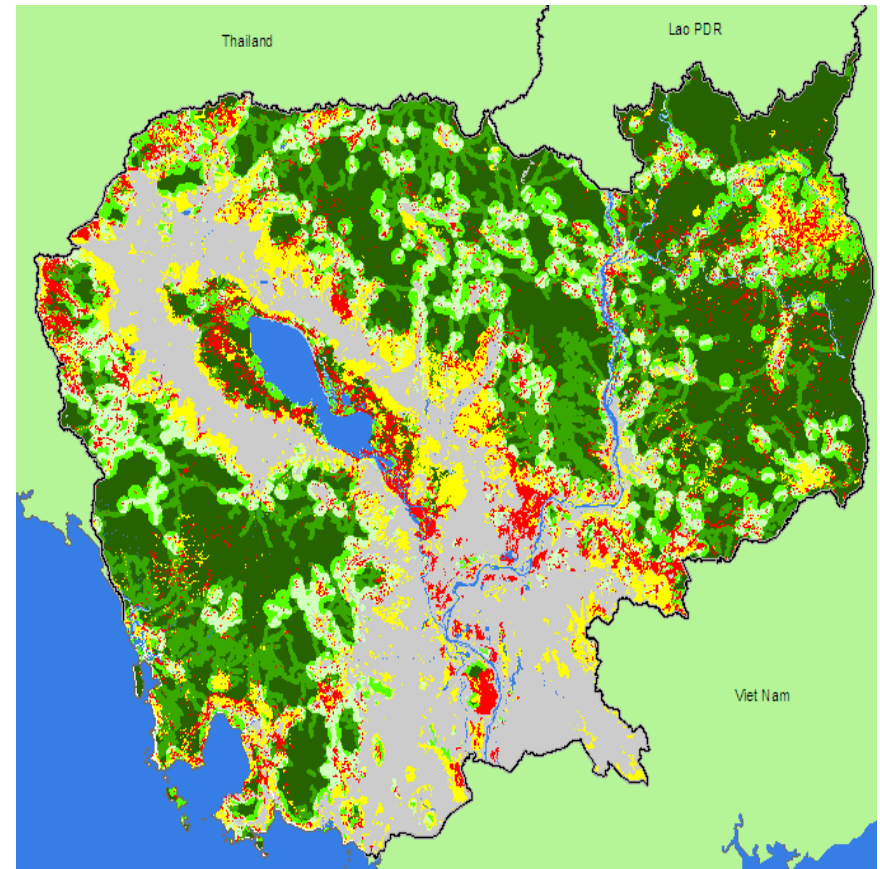
- ✦ Over 800,000 units disseminated
- ✦ Carbon finance verification
  - ✦ 182,402 t /CO<sub>2</sub> 2003 -2006
  - ✦ 126,022 t/CO<sub>2</sub> in 2007
  - ✦ 196,703 t/CO<sub>2</sub> in 2008

**Producer sales of New Lao Stoves 2003-2008**



## *Building on traditional production and supply chain*

- ⊕ Widespread use of charcoal
- ⊕ Charcoal comes at a rising price
- ⊕ Informal but well established sector
  - ⊞ Charcoal sector
  - ⊞ Stove construction
  - ⊞ Stove distribution network



## *Ensure a competitive advantage*

- ❖ Appropriateness
- ❖ Stove producers make US\$0.50 per stove from NLS compared with 0.12US\$ from traditional stoves.
- ❖ NLS costs three times as much, But
  - ❑ Cost reduction in charcoal use is around US\$12.5
  - ❑ Last 2.5 -3 years
  - ❑ Time saving of 10 days per year

## *Not just about the technology*

- ⊕ Developing a brand
- ⊕ Quality control and assurance
  - ⊕ Impact of carbon finance
- ⊕ Developing ownership
  - ⊕ ICPRODAC
- ⊕ Marketing and promotion



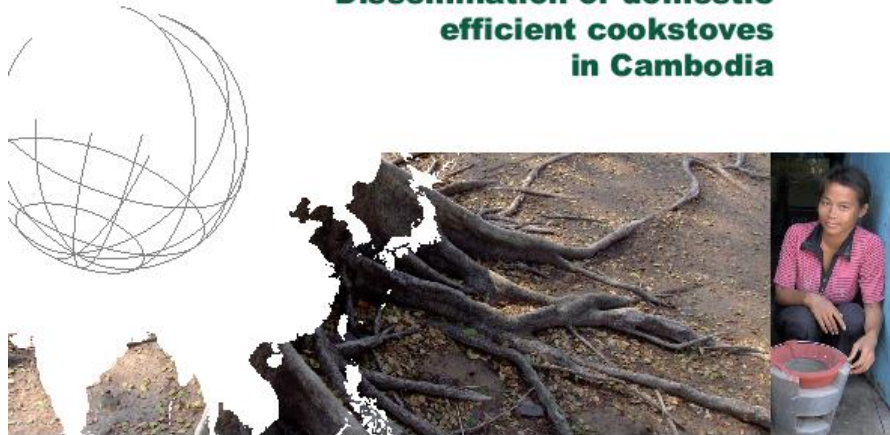
# *Phased Approach*

- ⊕ Initial Diagnostics
  - ⊞ Looking at commercial cooking stove production chain
- ⊕ Development of new equipment
  - ⊞ Work with producers and distributors
  - ⊞ Promotional strategy
- ⊕ Pilot dissemination
- ⊕ Preparation for large scale dissemination
  - ⊞ Monitoring systems
  - ⊞ Quality control
- ⊕ Large scale dissemination
  - ⊞ Baseline studies



Stages	Year 1	Year 2	Year 3	Year 4	Year 5
Diagnostic study- project design					
Development of new equipment					
Pilot dissemination					
Preparation for large scale dissemination					
Large scale dissemination					

**Dissemination of domestic  
efficient cookstoves  
in Cambodia**



**Looking back on a 10-year programme combining  
Développement, Fight against climate change  
and Environmental Protection**

*Lessons learned from a large-scale dissemination, impact assessment  
and terms of access to carbon finance*

*Thank you for your attention*