



2022 Annual Report

Recovering from COVID-19, a continuation of customer verification, and exploring new business ideas and projects as we adjust for post-COVID.

2022 started with the team exploring other business ideas and respective marketing strategies to adjust and stay afloat amidst the post-COVID situation. This was induced by the closure of most of our selling points around the city center and across the country. We also managed to fulfill our pending orders from our various partner organizations, redesigned our website to include a wealth of more information to stove users and potential partners, concluded our customer verification survey for our second round of carbon credits and revamped and streamlined our accounting processes and systems, while researching how we might best manufacture some stove components locally to save on costs and support the Ugandan economy.

Closing our selling points and distribution centers around Kampala and upcountry

Following the impact of COVID-19, businesses were struggling throughout the country and consumer purchasing power was severely lowered due to inflation. We therefore closed most physical distribution points, due to the costs involved to keep these places up and running like rent and salaries for sales agents. The team opted for more efficient and cost-effective marketing strategies like selling online, on our social media platforms, and customer follow-ups via phone calls.

Continuation of customer verification survey



This was a continuation from 2021 as a requirement from our carbon credit issuance. The activity was aimed at assessing the impact of the stove in terms of reduction of fuel usage, efficiency, and user-friendliness. Our team successfully carried out and completed the survey regardless of being interrupted by COVID 19.

Supply of stoves to DanChurchAid

DCA is our long-term partner, following our previous partnerships on several programs which were a success. DCA contacted us for another order of 1,000 stoves, followed by a collection of our stock from several distribution points which were closed at the time. After collecting the stoves, we were able to amass 300 stoves of which our team of experts distributed and trained the stove users on how to use the stove and educated them about its benefits over other stoves. The balance of 700 stoves will be availed and distributed in 2023



Partnership with True Foot Print (TFP)

True Footprint joined our pool of partners towards the end of 2022. We supplied them with energy-saving stoves including the BDS and Mirembe stove (a customized clay stove) for their projects in Kenya and Uganda – Central region. Our team helped them distribute over 50 BDS in Kampala, in total we supplied them with 700 Mirembe stoves and 56 BDS.

The fire starter project and designing a new stove

The two projects are aimed at creating additional revenue streams following feedback from our clients and the changing business environment for stoves amidst post-COVID. One is in the production fire starters and the other a new charcoal stove. With the help of our director who has experience in stove design, the stove prototype has been developed, and currently the team is testing stove variants which will subsequently lead to the official testing and registering of the stove for carbon credits. The credits will be used to subsidize the price of the stove in order to reach more beneficiaries.