



KOKO Networks

Overview for AU Business Summit
February 2023





We harness **carbon markets** to drive
energy transition and **forest protection** through
a unique **consumer platform**
that transforms lives in the world's fastest
growing markets.



We build and operate renewable fuel utilities, enabling rapid energy transition away from deforestation fuels

**810,000 households
cooking with KOKO Fuel**

**5 cities across Kenya and
launching soon in Rwanda**

**1,800 staff in 4
countries**

**Awarded #1 Emerging
Market Climate Tech
by FT/IFC in 2021**

Bloomberg

'KOKO Aims to Replace Charcoal in \$47 Billion Cooking Fuel Market'

Forbes

'Bio-Ethanol Can Replace Charcoal and Improve Indoor Air Quality and Minimize Deforestation in Africa'

TE TechCrunch

'Tech-led biofuel startup KOKO Networks launches new consumer goods business in Kenya'



'The ATMs that dispense Green Fuel'



'Kenyan Cooking Start-up uses tech to cut costs and save lives'

Bloomberg

'Africa's £40B Market for Cooking Fuel is Being Cleaned Up'

In Africa, deforestation is driven by the \$30 billion charcoal industry

- 5 million acres of African tropical forest destroyed per year to produce charcoal for cooking energy demand
- 1 billion tons of carbon emissions per year
- 600,000 annual deaths from indoor air pollution from dirty cooking fuel, majority of whom are children under 5
- Demand for charcoal driven by rising population and increased urbanization

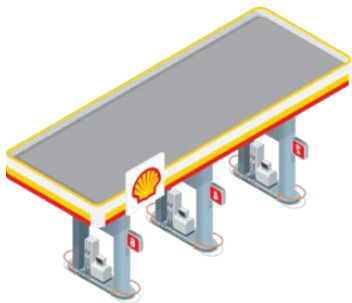
An energy transition away from charcoal is urgently required





How it
works

Our platform enables bioethanol to be safely available at low cost within a short walk of homes



KOKO Smart Depots installed on new underground tanks at existing stations



KOKO Smart Micro-Tankers manage last-mile distribution



KOKO Smart Fuel ATMs installed inside local corner shops



Modern KOKO appliances with Smart KOKO Canisters



KOKO Network Operations Centre manages the flow of fuel, carbon, appliances, payments and data



WESTERN UNION
MONEY TRANSFER

DIGITAL WAVE
COSMETICS - BOOKSHOP
PHOTOCOPY

PESA KCB
Milaani

KOKO
DIGITAL
MONEY
TRANSFER
8424

EQUITY
AGENT

WILMIRA TONGANI SA LANTHIERE HAPPA
LITA BILLS HAPPA

T-kash
AGENT

WESTERN UNION
MONEY TRANSFER

Delivering KOKO Fuel
to your neighbourhood

AVAILABLE AT A KOKO AGENT NEAR YOU

KOKO

1170
3

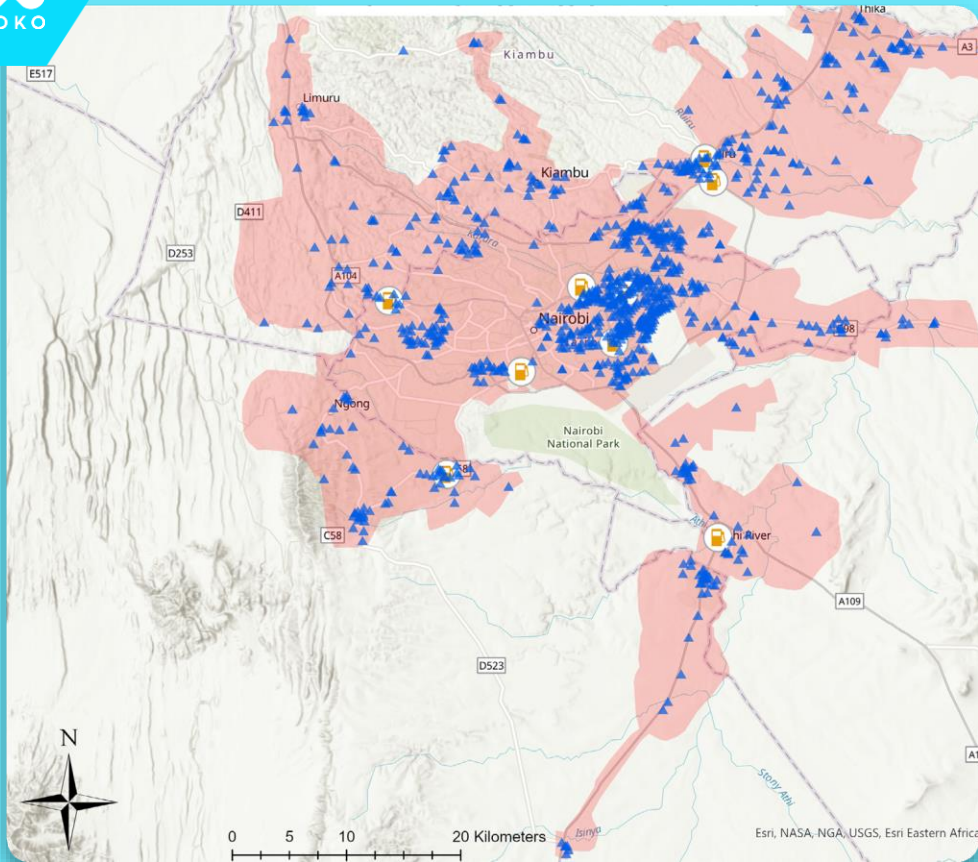
NUMBER OF EMERGENCY
+254 797 887 157
+254 722 512 597

KCU
559A

KOKO
OFFERED
2021/

CO
TIRANI





Over 30% of Nairobi homes now cook with KOKO Fuel

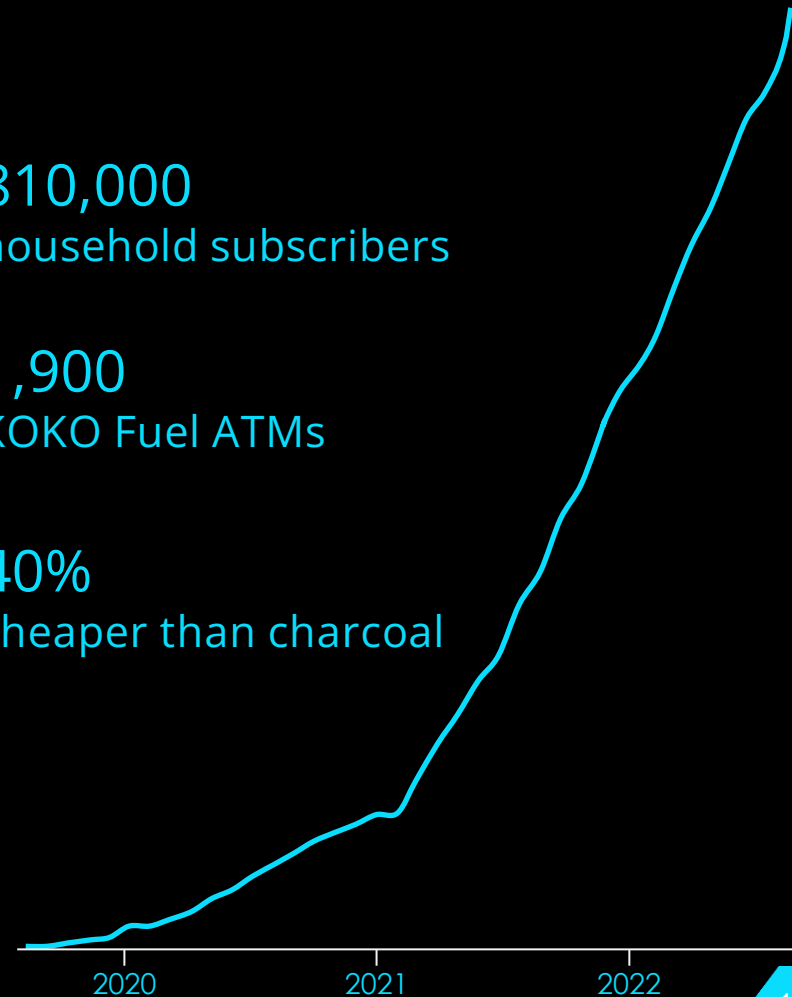
14 urban networks are being rolled out in Kenya, with rural expansion potential



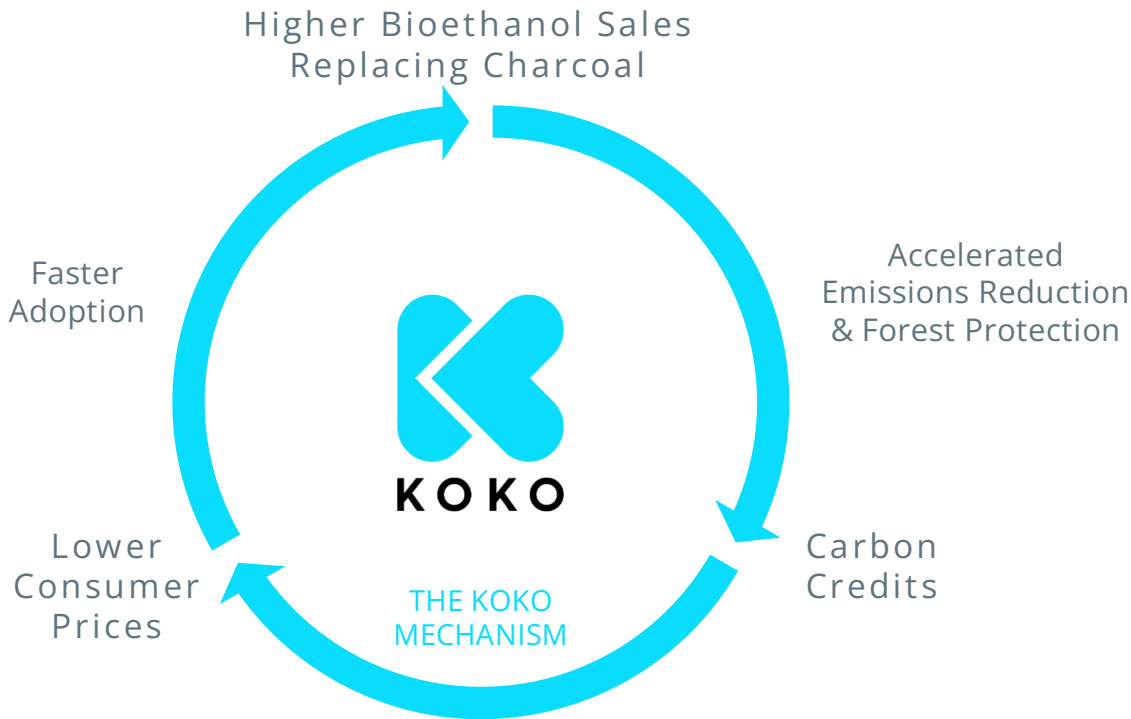
810,000
household subscribers

1,900
KOKO Fuel ATMs

40%
cheaper than charcoal



Carbon enables lower consumer prices without requiring government subsidy



OVER \$100 MILLION IN CARBON VALUE DELIVERED TO HOUSEHOLDS IN 3 YEARS



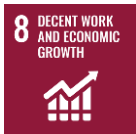
**Bioethanol
delivers
positive
impact**

Bioethanol Production

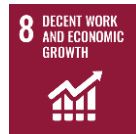
BY-PRODUCT OF SUGAR INDUSTRY



MAJOR NEW
INCOME STREAM
FOR RURAL
FARMERS



VALUE ADDITION
TO DOMESTIC
SUGAR INDUSTRY



PROFITABLE NEW
LINE OF BUSINESS
FOR MOSTLY
WOMEN-OWNED
SME PARTNERS



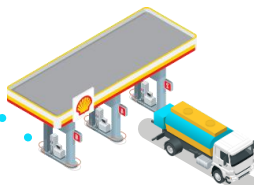
AFFORDABLE
ACCESS TO CLEAN
FUEL
CLOSE TO HOME,
TIME SAVINGS



COST SAVINGS TO
HOUSEHOLDS



ZERO INDOOR AIR
POLLUTION FOR
WOMEN AND
CHILDREN



FOREST PROTECTION
VIA REDUCED
DEMAND FOR
CHARCOAL



CARBON
SEQUESTRATION
AND WATER
TOWER
PROTECTION



IMPROVED
FOOD SECURITY



HUGE REDUCTION
IN URBAN AIR
POLLUTION/GHG
EMISSIONS FROM
CHARCOAL STOVES



Bioethanol is increasingly a fuel governments want

Positive environmental impact

- >> Renewable fuel that can be sustainably produced
- >> Replaces deforestation charcoal, which is causing food insecurity
- >> Zero black carbon emissions

Positive social impact

- >> Safest fuel to handle and transport
- >> Modern and convenient
- >> Ultra-clean burning flame (ISO Tier 4, highest rating)
- >> Households avoid CO, SOx, NOx exposure from charcoal/wood & kerosene which cause illness / death

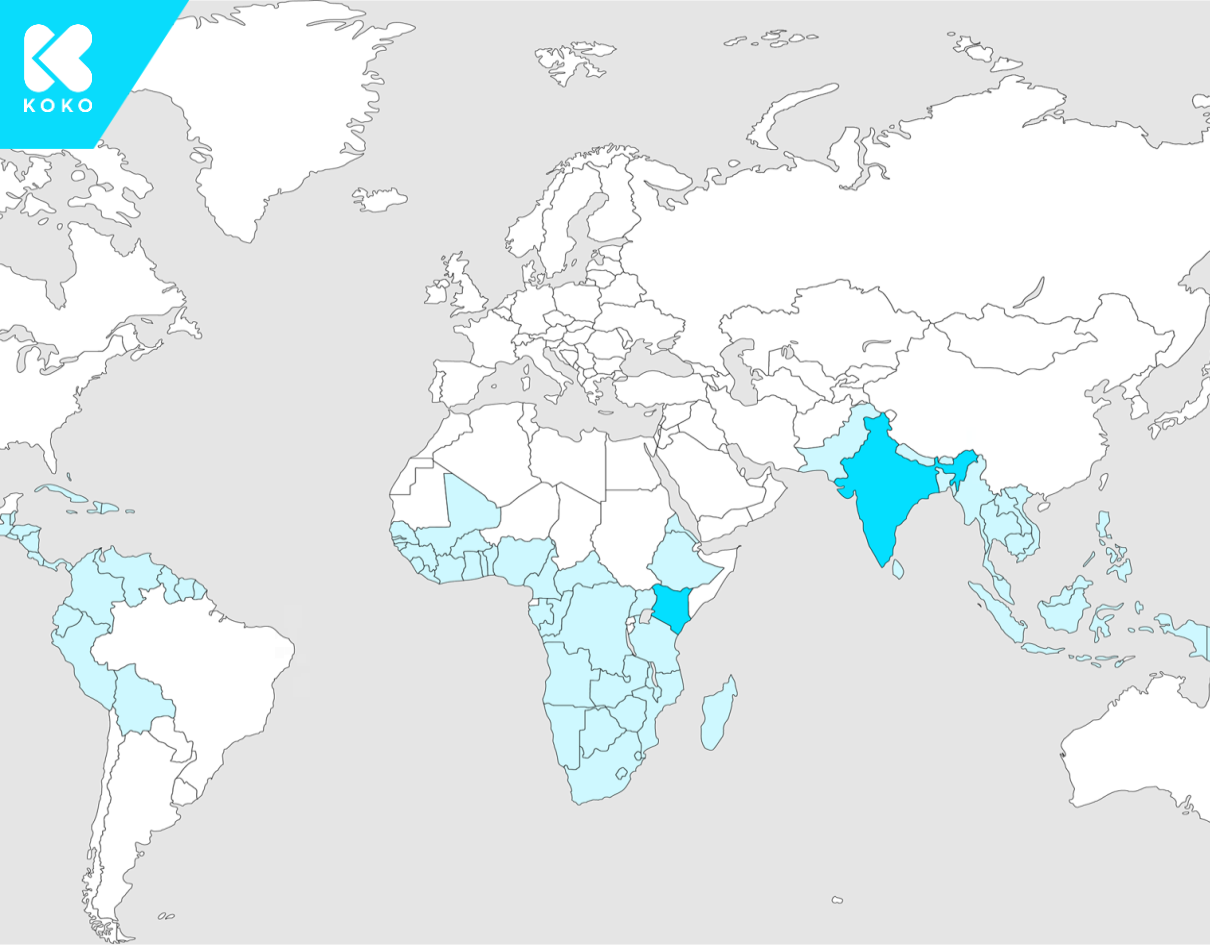
Positive economic impact

- >> Lower cost than LPG
- >> Delivers farmer incomes at scale
- >> Does not require government subsidies, and delivers new tax revenues



“ We are pleased to partner with KOKO and Dalberg to enable the roll out of this important climate technology solution for” the benefit of all Rwandans.

Clare Akamanzi
CEO, Rwanda Development Board



Over 300m households in
60+ countries can afford
this new solution to the
charcoal crisis

Carbon enables us to serve
them.

IMPACT POTENTIAL:

1bn+

Tons of CO₂e
reduction per
year

5m+

Acres of tropical
forest protection

1m+

Indoor air pollution
deaths avoided per
year



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