Electric Pressure Cookers (EPCs) provide the most affordable method of cooking across Sub-Saharan Africa

EPCs can deliver targeted results for African cooking needs…

- **5x cheaper than LPG and ~78% cheaper than charcoal**
- **EPCs reduce cooking time by half,** by combining sensors, insulation & pressure to cook
- **Use ~0.3KWh/ meal** - a fraction of the energy used by other on-grid e-cooking tech.
- **Can cook all foods**; users can steam, shallow fry, boil and bake
- **Extremely safe,** with features to ensure a safe cooking experience
- Beneficial while cooking meals common in Africa such as stews, beans, maize porridge etc. that require long simmering

..But aren't easy to access

- **Upfront payment** can be steep
- **No flexible payment plans are offered**; although most families currently pay for charcoal /kerosene in installments
- **Product safety** is a concern; lack of customization for local needs

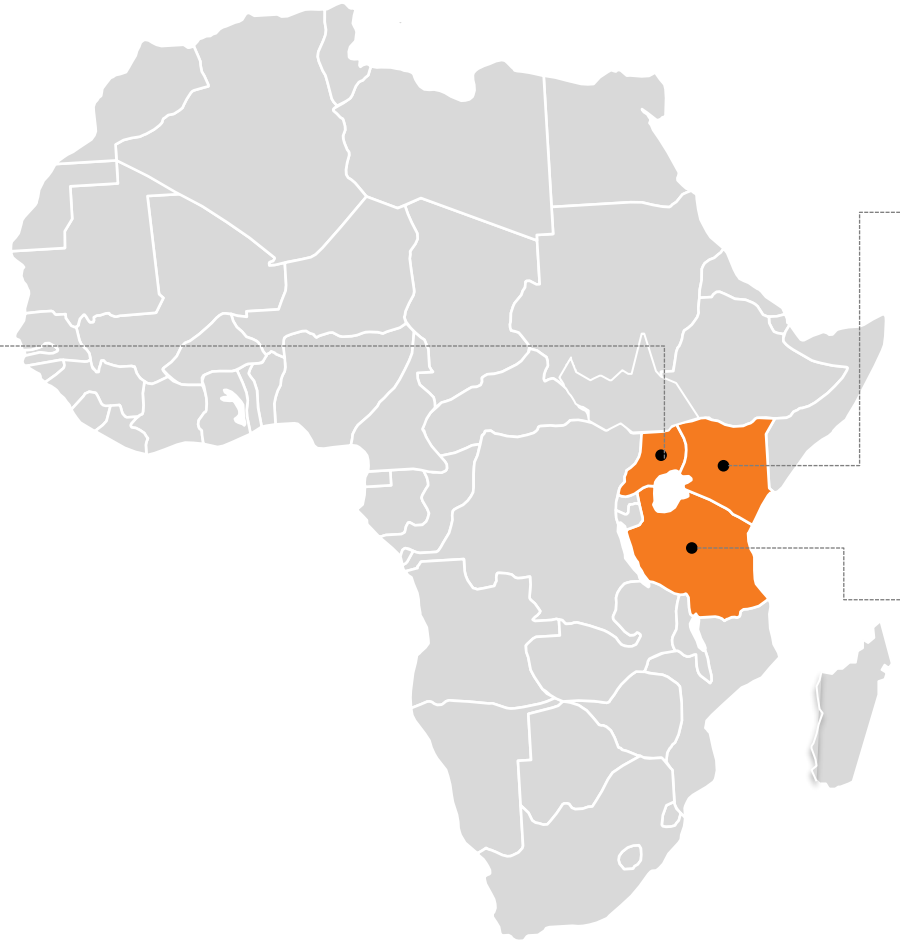
ecoa

We are running pilots across key East African markets of Kenya, Uganda & Tanzania since late 2019, with ~450 units present in the field across markets

Overview of pilot status

UGANDA

- **Start date:** 2020
- **# units sold:** 40
- **End date:** 2021



KENYA

- **Start date:** 2020
- **# units sold:** 400
- **End date:** 2021

TANZANIA

- **Start date:** 2021
- **# units sold:** 10
- **End date:** 2021

Note: Units sold as of 10 June 2021

Key findings from our pilots

Data collected across quantitative user surveys, in-depth personal interviews & sales observations demonstrate the need for and success of our ECOA EPC in African markets

Performance across key parameters

66%
Users have stopped using charcoal as main cooking fuel[1]

80%
Users have stopped using paraffin as main cooking fuel[1]

84%
Users reporting minimal impact of EPC on electricity bill[2]

44%
Weekly savings in cooking fuel budget by switching to ECOA

67%
Customers using EPC at least 6x/week

98%
Users feel comfortable using the ECOA

How users describe our EPC

Note: [1] Main fuel refers to primary or secondary fuel being used; [2] Based on users experiencing no increase at all or a small increase in electricity bill;
Source: ECOA survey Apr 2021

A single EPC creates tangible impact by significantly reducing CO_2 emissions, deforestation cooking times & cost per meal

Metric	Impact
CO_2 saved / EPC	~7.71 tons p.a.
Wood saved / EPC	~4.7 tons
Avg. cooking time saved / EPC	~4 hours/week
$ saved / EPC	~$184 p.a.*
Lives impacted till date	~1700
Jobs created till date	~20

Note: *Based on average savings accumulated over life of asset
Source: ECOA pilot surveys and internal analyses

ecoa