



Obamastove manufactures artisanal cookstoves.

It sells over 400,000 cookstoves/year.



The business model of the enterprise is based on low investment, artisanal manufacturing and no subsidies.

There are two ways to make a cookstove:

- The modern (and expensive) method is in a factory with hydraulic pressing to cut, bend, and shape steel plus welders to connect steel and powder coating to prevent rust. This path costs millions of dollars to set up, and the stoves produced retail for tens of dollars in price.
- The other way is for artisans to make the stoves, one at a time, using little more than a mold to form the ceramics, shears to cut the steel, and hammers to put it all together. This is the most common method used on the planet. This path makes stoves that retail for a few dollars. However, most stove makers using these methods can make only hundreds (or at most a few thousand) stoves per year.

Obamastoves began in Ethiopia and has now expanded into Kenya through a joint venture with Kencoco, a manufacturer of charcoal briquettes from coconut husks, based in Mombasa.

The vast majority of Obama stoves burn charcoal. As Ethiopia electrifies Obamastove also manufactures and sells electric cookstoves.



Points to be precised:

- **What is the cost of a stove?**
- **Names and coordinates of two managers of the enterprise?**
- **What is the business model of the enterprise?**

Source of information:

<https://www.obama-stove.com>

Degree of accuracy of the information contained in the data sheet

High