



Observatoire Europe-Afrique 2030

Data Sheet n°32

Enterprise : Obamastove (Ethiopia)

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Degree of accuracy of the information contained in the Data Sheet :

High

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1. Activity of the enterprise

Obamastove is a US enterprise which designs, manufactures and distributes handcrafted charcoal and electric stoves. Its activity is mainly based in Ethiopia.

It sells over 400,000 stoves a year.

The company's business model is based on low investment, artisanal production and the absence of subsidies.

Obamastove development is based on the following principle:

There are two ways to make a stove:

- The modern (and expensive) method is to manufacture them in a factory equipped with hydraulic presses to cut, bend and shape the steel, welders to assemble the steel parts, and powder coating to prevent rust. This method costs millions of dollars to set up, and the furnaces produced sell for several tens of dollars.

- The other method is to have the stoves made by craftsmen, one by one, using little more than a mold to form the ceramic, shears to cut the steel and hammers to assemble the whole. This is the most widespread method on the planet. It produces stoves that retail for just a few dollars. However, most stove manufacturers using these methods can only make a few hundred (or at most a few thousand) stoves a year.

Main manufacturing steps are presented in the following video : :

<https://www.obama-stove.com/the-only-artisanal-cookstove-company-at-scale/>

Obamastove started out in Ethiopia and is now expanding into Kenya through a joint venture with Kencoco, a Mombasa-based manufacturer of charcoal briquettes from coconut shells.

2. Product Range

The vast majority of Obama stoves burn charcoal. The unit price is under 10 US\$.



With the development of electrification in Ethiopia, Obamastove also manufactures and sells electric stoves.



Point to be precised :
 - Proportion of local value added (in %)?

3. Sources of information

- <https://www.obama-stove.com>
- <https://cleancooking.org/sector-directory/obamastove/>

4. Contacts

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