



Observatoire Europe-Afrique 2030

Data Sheet n°66

Enterprise : Nafa Naana (Burkina Faso)

- 1. Activity of the enterprise.....2**
- 2. Product Range2**
- 3. Sources of information.....4**
- 4. Contacts5**

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

High

Last updating : February 2025

1. Activity of the enterprise

In 2009, the French NGO “Entrepreneurs du Monde” launched the “Une Femme, un Foyer, une Forêt” project in Burkina Faso, distributing improved stoves and liquefied petroleum gas (LPG) stoves via microfinance institutions. In two years, over 6,300 stoves were sold. The success of this project led Entrepreneurs du Monde to develop it into a social enterprise model with its own identity and dedicated team. Nafa Naana was born.

Nafa Naana is a social enterprise that makes clean, modern, economical cooking and lighting products accessible to families in Burkina Faso.

Sales volume :

- 26,064 Improved wood and charcoal stoves sold since 2010
- 18,375 Gas stoves sold since 2010
- 12,170 solar products sold since 2012

Nafa Naana's activities are based on three pillars: access to information, access to products and access to financial services.

Nafa Naana owns three stores where its products are sold. In addition, the social enterprise develops partnerships with retailers and associations. These partners then become affiliated distributors and can benefit from technical and financial support from Nafa Naana.

2. Product Range

Nafa Naana offers three product categories:

- Improved stoves, manufactured locally
- LPG stoves, supplied by Sodigaz, the national gas distributor
- Solar lamps and kits, supplied by CB Energie, Total, Green Light Planet, BBOXX, Barefoot Power and Station Energy.

Only improved stoves are manufactured locally. This fact sheet focuses on this activity.

Improved fireplaces limit energy losses and improve combustion. They are made by local craftsmen, using hammers, chisels, shears and pliers. Each craftsman produces around three improved stoves a day. Craftsmen who lack the financial means to buy the raw materials receive large-scale orders from Nafa Naana via ABFAF (Association des Fabricants de Foyers Améliorés du Burkina Faso), and advanced payments of 50% to fill the orders.

Nafa Naana offers six models of improved fireplaces:

Roundé Multimarmites



Fireplace for different pot sizes: Small sizes: 2-3-4 - Medium sizes: 5-6-7-8 - Large sizes: 10-12 and 25-30

Fuel: Coal or wood - Savings of 30% on average

For households and restaurants.

Roundé Burkina mixte



Fireplace for different pot sizes: Small sizes: 2-3-4 - Medium sizes: 5

Fuel: Coal or wood - 35% savings on average

Mainly for households.

Roundé Ouaga métallique



Fireplace for different pot sizes: Small sizes: 2-3-4 - Medium sizes: 5-6-7-8- Large sizes: 10-12-15-20-25-30

Fuel: Wood only - Savings of 40% on average

For households, catering, agricultural processing, school canteens.

Tilgré



Fireplace for different pot sizes: Small sizes: 2-3-4 - Medium sizes: 5-6-7-8
Fuel: Coal - Savings of 37% on average
Mainly for urban households.

Foyer Faso Nafa (Atlas)



Fireplace for different pot sizes: Small sizes: 2-3-4 - Medium sizes: 5-6-7-8
Fuel: Wood only
Extremely solid and durable
Excellent stability
For household and catering use

Autocuiseur Bita Toré



Pressure cooker suitable for different pot sizes: Small sizes: 2-3-4 - Medium sizes: 5-6-7-8
Completes the cooking of certain dishes.
Dishes do not stick or burn.
Keeps warm from 20 to 30 hours.
Keeps cold from 12 to 20 hours.
Made of straw, plastic fibers and fabric.
For household use, mainly for transport and storage.

3. Sources of information

<https://www.nafa-naana.org>

4. Contacts

Adress :

Avenue Charles de Gaulle, près de la Maison de la Radio RTB – Ouagadougou – Burkina Faso.
Tél: 57 57 38 38

Name	Function	email	Phone

Point to be precised: Names and coordinates of two deciders of the enterprise