

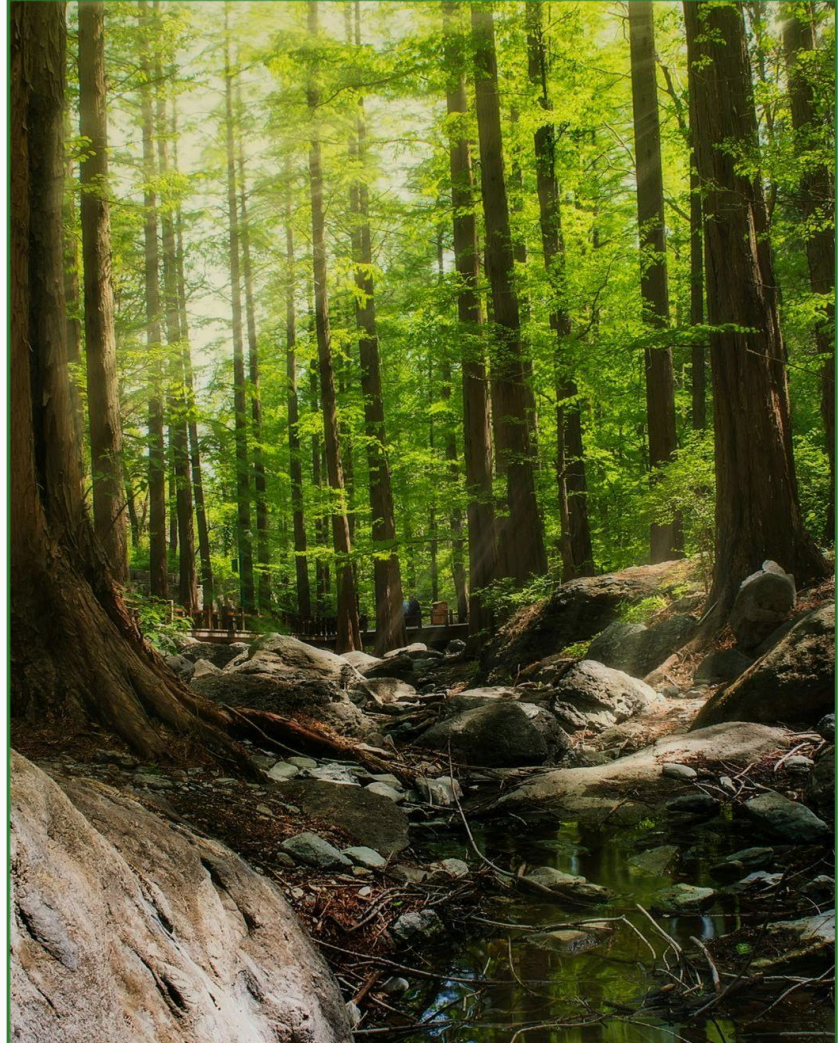


WRI Land Accelerator Award Winner · 2019

# Scaling Bioethanol Clean Energy in Kenya

*Bioethanol · Clean Cooking · Carbon Finance · Energy Independence*

Established 2019 | Kenya | Investor Presentation 2026





# We Are Not Starting from Zero.

*Since 2019, E-Moto has built the product, validated the model, and proven the impact.*

- ▶ Established 2019 as a Kenya-registered biofuel company
- ▶ Developed Ecofuture stove + E90+ biofuel product line
- ▶ Built full value chain: fuel production → stove → distribution
- ▶ Implementing clean cooking & forest conservation initiatives
- ▶ Supporting small distilleries for ethanol production scale-up
- ▶ Active in environmental conservation & clean energy access programs



## WRI Land Accelerator Award Winner

World Resources Institute · 2019



Product  
Built



Supply  
Chain Ready



Impact  
Validated



# A Crisis Locking Millions in Poverty

## → Energy Poverty

75% of Sub-Saharan households burn charcoal or firewood - causing 3.8M deaths annually from indoor air pollution.

## → Rapid Deforestation

Kenya has lost 83% of its forests over 50 years. Charcoal demand is the #1 driver, devastating watersheds.

## → Economic Trap

Households spend 64% of income on energy. Farmers face low prices, delayed payments and wasted labor.

## → Gender Burden

Women lose 2 - 6 hours daily collecting firewood - lost productivity that perpetuates the poverty cycle.

Over-reliance on biomass traps families in energy poverty - and costs Kenya its forests, its air, and its economic potential



# Africa's Energy Dependence Problem

*E-Moto is not just clean cooking - it is local energy independence for Africa.*

## Fossil Fuel Dependency

Africa imports billions in fossil fuels annually - draining foreign exchange reserves and exposing economies to global price shocks.

## Price Volatility

Kerosene and LPG prices surge with global oil markets. Poor households absorb the full shock with no buffer.

## Energy Insecurity

Most Sub-Saharan nations lack domestic clean fuel production. E-Moto produces fuel locally from agricultural waste.

## Industrial Risk

Factories and farms dependent on imported fuel face constant supply disruption. Local bioethanol solves this.

**E-Moto = Locally produced clean fuel · No imports · No price shocks · Energy independence for East Africa**



# Breaking the Cycle - Not Just the Smoke

## THE POVERTY CYCLE - TODAY

Charcoal / Firewood



High Energy Cost (64% income)



Smoke → Health Crisis



Deforestation



Deeper Poverty



## THE E-MOTO SOLUTION - TOMORROW

Bioethanol — Local & Clean



Lower Cost · Savings Retained



Smoke-Free · Healthier Homes



Forests Protected + Carbon Credits



Income Growth · Prosperity

# The Ecofuture Clean Cooking Platform

*Waste → Fuel → Income → Impact. A complete circular bioeconomy.*



## E90+ Biofuel

High-purity ethanol from molasses & sugarcane waste. Clean, affordable, locally produced.

## Industrial Fuel

Bioethanol for factory boilers, farms, and co-ops. B2B contracts with faster revenue cycles.

## Ecofuture Stove

Durable canister stove - simple, smoke-free cooking for households and communities.

## Carbon Finance

Verra & Gold Standard credits. 2–3 tCO<sub>2</sub>/household/yr. \$4.6M revenue by Year 3.





# We Monetize the Entire Value Chain

*Four products. One integrated platform. Multiple revenue streams.*

## E90+ Biofuel

Core Revenue

- High-purity ethanol (90%+)
- Refined from molasses & cane waste
- For households and industrial use
- Recurring daily consumption

## Ecofuture Stove

Hardware + Lock-in

- Simple durable canister design
- KES 1,000 margin per unit
- Entry point for fuel subscription
- Smoke-free - drives adoption

## Industrial Boiler Fuel

B2B Fast Revenue

- Factories, farms, cooperatives
- Larger contracts, lower CAC
- Faster revenue vs household
- Partners: sugar mills, distilleries

## Fertilizer By-product

Bonus Revenue Stream

- Organic fertilizer from distillation waste
- Sold back to farmers
- Closes the circular loop
- Improves farmer economics

Every part of the production chain generates revenue — nothing is wasted

# Where Does the Fuel Come From?

*We have supply sources locked - no single point of dependency.*

## Sugar Factories

Primary Source

Molasses and cane waste from Western Kenya's major sugar mills - abundant, low-cost feedstock continuously generated.

## Partner Distilleries

Key Partners

Small and mid-scale distilleries we are actively supporting for scale-up. Modular units expandable on demand.

## Contract Farming

Farmer Inclusion

Revenue-sharing agreements with smallholder cane farmers. Improved varieties, guaranteed offtake.

## Regional Sourcing

Western Kenya

Network of feedstock suppliers across Kisumu, Kakamega, Bungoma and Busia counties.

Supply is not a risk .It is a structural advantage built into the geography of Western Kenya



# Two Markets. Massive Scale.

**10M+**

HH need clean  
cooking in Kenya

**\$1.2B**

Annual household  
fuel spend

**64%**

Income spent  
on energy

## HOUSEHOLD MARKET — Mass Scale

- Phase 1: 1,000–5,000 HH (Pilot)
- Phase 2: 50,000 HH (Scale)
- Phase 3: 150,000+ HH (National)
- Daily recurring fuel consumption
- Stove hardware entry point

## INDUSTRIAL / B2B MARKET — Fast Revenue

- Factories, farms, cooperatives
- Larger contracts — lower CAC
- Faster revenue vs household rollout
- Sugar mills, food processors, agri-co-ops
- Industrial boiler fuel replacement

**B2B industrial contracts provide fast early revenue while household market builds to scale**



# Four Interlocking Revenue Streams

## Ethanol Fuel Sales

Core · Recurring

0.6L/day per household at KES 75/L. Daily recurring purchase - the backbone of the model.

## Stove Hardware

Entry Point

KES 1,000 margin per unit. Drives customer acquisition and creates fuel lock-in.

## Industrial B2B Fuel

Fast Revenue

Larger contracts with factories and farms. Lower customer acquisition cost. Faster to revenue.

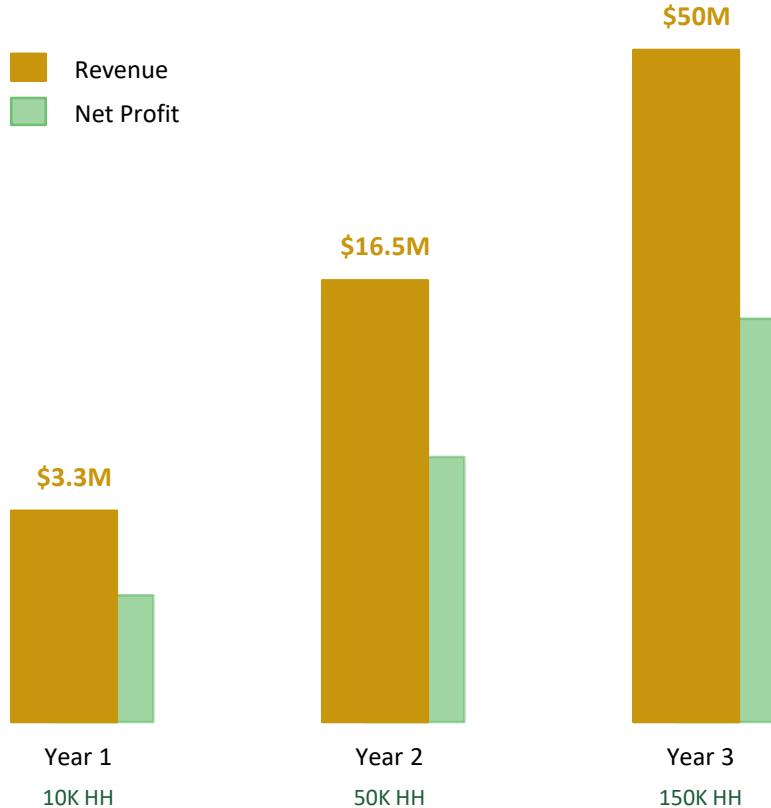
## Carbon Credits

High Margin

Verra & Gold Standard. 2–3 tCO<sub>2</sub>/HH/yr. ~\$4.6M/year by Year 3. IRR boost: <10% → 38–45%.



# 3-Year Growth Trajectory



	Year 1	Year 2	Year 3
Households	10,000	50,000	150,000
Fuel Revenue	\$3.3M	\$16.5M	\$50M
Net Profit	\$1.3M	\$6.6M	\$20M
Carbon Revenue	–	\$1.2M	\$4.6M
IRR (with carbon)	–	–	38–45%



# Carbon Credits: The Force Multiplier

**2–3 tCO<sub>2</sub>**

saved per household / year

**200,000**

credits at 100K households

**~\$23/credit**

current Verra market rate

**\$4.6M/yr**

projected carbon revenue (Yr 3)

**38–45%**

IRR with carbon vs <10% without

## Revenue Split

<b>50%</b> E-Moto	<b>25%</b> Community	<b>25%</b> Carbon Buyer
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## Certification Pathway

Verra VCS Standard

Gold Standard for Global Goals

SDG Co-benefits Verified



# Why E-Moto Wins

*Unlike early players - we already have products built, projects running, and global recognition.*

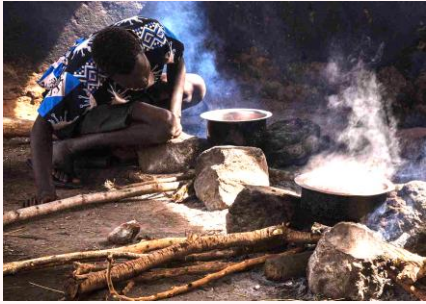
vs. KOKO Networks (Previous Market Leader)

KOKO Mistake	E-Moto Advantage	ALREADY DONE
Complex IoT - fragile & expensive	Simple, proven distribution tech	<ul style="list-style-type: none"> <li>✓ Products built &amp; tested</li> </ul>
Urban only - missed the mass market	Rural-first - where the demand is	<ul style="list-style-type: none"> <li>✓ Real projects running</li> </ul>
High capital burn, slow to profit	Lean model - fast to profitability	<ul style="list-style-type: none"> <li>✓ WRI Award Winner 2019</li> </ul>
Proprietary complex stoves	Simple, durable, repairable stoves	<ul style="list-style-type: none"> <li>✓ Global climate program recognized</li> </ul>
		<ul style="list-style-type: none"> <li>✓ Supply chain established</li> </ul>

**We know what doesn't work - and we built the opposite, with 6 years of real-world validation**

# A Different Life. Same Kitchen.

## BEFORE · Today's Reality



Smoke-filled home —  
respiratory illness

2–6 hours collecting fuel daily

64% of income on energy

Forests cut for charcoal

Trapped in the poverty cycle



## AFTER · The E-Moto Life



Clean air — healthier family

Fuel delivered to door in  
minutes

Up to 40% lower energy spend

Forests protected + carbon  
credits

Income freed up for growth



# Profit with Purpose - by the Numbers

**300K+**

Trees saved annually (Yr 3)

**200K**

tCO<sub>2</sub> credits per year

**2,000+**

Jobs created across value chain

**40%**

Reduction in household energy cost

## Environmental

- Forests protected from deforestation
- Cleaner Lake Victoria Basin
- Verified carbon emissions avoided
- Cleaner rivers and water sources

## Social

- Women reclaim hours lost to firewood
- Indoor air quality dramatically improved
- Community health programs supported
- Children benefit from cleaner homes

## Economic

- Farmers earn higher, reliable incomes
- Rural economy stimulated via agents
- Energy costs reduced by up to 40%
- Co-op and cluster business models



# From Pilot to Scale in 36 Months

## Phase 0–6M

### Pilot Launch

- 1,000–5,000 HH
- Western Kenya
- Agent recruitment
- 90-day fast-track plan

## Phase 6–18M

### Scale Up

- 50,000 HH
- 7+ sub-counties
- 100 motorbikes
- Carbon project registered

## Phase 18–36M

### National Expansion

- 150,000+ HH
- Kenya-wide rollout
- East Africa entry
- Carbon credit sales begin

Fast-Track: 6-month timeline compressed to ~90 days via existing ethanol producers, leased depots & former KOKO agent network



# Join the Scale-Up

## \$2.5M – \$5M

Total Raise — Blended Structure

### Policy Alignment

- ✓ Kenya Vision 2030
- ✓ National Climate Change Action Plan
- ✓ NDC: 30% emission reduction target
- ✓ Sustainable Energy for All (SE4All)

Equity Investment

**\$1.5M – \$2M**

Infrastructure, distribution fleet, working capital

Carbon Pre-financing

**\$500K – \$3M**

Bridge financing against verified carbon credits

Climate Grants

**\$250K – \$500K**

R&D, community programs, NEMA compliance

CAPEX: ~\$1.3M (depots, bikes, storage, tech) | OPEX: ~\$1.05M/year

# The Team Behind the Vision



**Ms. Lorna Omuodo (CEO)**

**Chief Executive Officer**

Energy sector leadership · Established E-Moto in 2019



**Eng. Israel Agina**

**Chairman**

Bioethanol engineering



**Eng Mosei G()**

**Operations**

Rural logistics · Agent network · Western Kenya ops



**Mrs. K. Muiyuro**

**Marketing & Behaviour Change Lead**

Verra / Gold Standard · WRI program engagement



# Four Reasons E-Moto Wins

01

## Existing Traction

Established 2019. Products built. Projects live. WRI Award winner. We are not a concept - we are an operating company ready to scale.

02

## Post-KOKO Market Gap

KOKO Networks failed and left millions of households without a solution. We enter with a simpler, proven, lower-cost model tailored for the mass market.

03

## Carbon as Rocket Fuel

Carbon credits transform the unit economics: IRR from <10% to 38–45%. This creates a sustainable moat that consumer-only models cannot replicate.

04

## Full Ecosystem Lock-in

We own the value chain: waste sourcing → production → stove → distribution → carbon. No single point of failure. No competitor can replicate this quickly.



# AWARDS



## Some of our Partners





E-MOTO LIMITED

✓ Built the product.    ✓ Validated the model.    ✓ Proven the impact.

Now we are scaling.

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Registered in Kenya | Climate-Tech Energy | Western Kenya Operations | Est. 2019