

SUCCESS STORIES FOR THE KOSAP WEBSITE (Approved)

PORTRAITS OF SUCCESS

(Pictures)

a. Feature Story Lamu

From Smoke to Safety: How a Simple Stove Brought a Fresh Breath of Air in Lamu County



Ms Lucy Kanana, 29, from Mokowe, Lamu county usually started off her morning with loud irritating coughs. This happened every time she lit her charcoal *jiko* to prepare breakfast. But that has turned into a happy sojourn ever since she acquired *Jikokoa*, an improved charcoal *jiko*.

Ms Kanana says her traditional *jiko* consumed a lot of charcoal to keep it alight. It would then take a long time to cook meals and she had to add charcoal often to keep it alight. Every time she added charcoal, Ms Kanana had to take her *Jiko* outside to reduce the amount of carbon dioxide circulating within her one roomed house.

But this changed when she visited Mokowe town for her regular shopping and interacted with sales representatives from D.light who were doing market activation for improved energy saving stoves. “I got interested when I saw them cooking foodstuffs using an improved *jiko*. It was using very little charcoal and meals were cooked in a very short period. There was also no smoke coming out from the *jiko*,” Lucy says.

Lucy was so impressed by *Jikokoa* that she paid cash for her unit. So far, she is a very happy client and describes *Jikokoa* as godsend. She adds it uses locally sourced charcoal, lights easily and emits less smoke making it suitable for use within the house.

“I was given a one-year warranty which we signed at the shop. I have the copy with me. This allows me to return the improved *jiko* for repairs or even replacement in case it develops any problem”. She adds.

During her local meetings with fellow women, Ms Kanana takes the opportunity to sensitise her peers on the dangers of toxic fumes from *jikos*, and offers them easy and locally available solutions that she has said has changed her life for the better.

b. Ms Tina Tito (Tana River County)

Healthier Happy Families





Ms Tina Tito, a self-employed resident of Kone Village in Mikinduni, Tana River County is one of the happy beneficiaries of energy saving jikos.

She learned about **Biolite Ecozoom** *jiko* during a visit to Equity Bank in Hola Town where she found improved cook stoves on display. “The bank salesman convinced me and my husband about the benefits of the stove and we purchased the product,” said Mrs. Tito.

“The stove uses very little charcoal, cooks faster and lights longer before dying off. The stove has very little smoke and is fitted with plastic foot pads hence does not destroy the floor surface. When using charcoal, I prefer this *jiko* stove over the ordinary one”, added Mrs Tito.

Though she has acquired other cooking solutions in the past, the energy saving *jiko* remains her favourite as she has access to the traditional three stone fireplace and a regular charcoal *jiko*, that is hardly used nowadays.

Ms Tina says she was elated to learn the improved *jiko* the stove came with a warranty and was glad the seller had a physical store where they could seek any aftersales service in case the need arises.

“At first, the stove used to light slowly but I have learned to shake off the ash and not to fill charcoal to block the air holes and it now serves me well. Besides that, I have not encountered any other challenges,” says Ms. Tina.

The mother of three, has become a practical ambassador for the brand since visiting neighbours and her guests are awed by her *jiko* that consumes less charcoal and emits less smoke than the traditional charcoal stove. She has referred three of her neighbours to the Hola improved *jiko* shop where she also benefited from firsthand training on how to light and maintain the improved *jiko*.

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c. Monica Juma (Kwale County)

A Husband's Gift That Transformed His Home: The Power of a Clean Cookstove



A surprise purchase of an efficient *jiko* by Mr Rodgers Mbegah, a resident of Kwale County for his 28-year-old wife, Monica Juma has re-affirmed his commitment to his family.

Ms Mbegah, who runs a small dressing making store at Kinarini Matuga Subcounty in Kwale, says she had time and again complained of incessant, irritant and severe coughs among her children and herself, largely blamed on the charcoal smoke.

Her husband bought medicine to treat the irritating coughs, but every time the children suffered a relapse that was more severe than the first ailment . Ms Mbegah opted to prepare meals early using the clay-modelled firewood *jiko* that stands in a makeshift shed outside her house, thereby reducing the proliferation of smoke inside her house.

Mr Mbegah, who is an ardent environmentalist first heard of the energy during a regular chief's *baraza* and he immediately enrolled for the program that introduced clean cooking solutions to the area.



“My husband surprised me with a *Jikokoa* energy saving *jiko* from Burn Manufacturers that uses less charcoal, burns efficiently and takes little time to cook food,” she says.

Comparing her experience of the two jikos, Ms Mbegah noted that, “the clay-modelled jiko uses a lot of charcoal and is cumbersome to light in comparison to the modern jiko purchased in Kwale town from Sunking Vendors, at a one-off price of KES 3,999. I can adjust and control the amount of air entering the jiko koa stove hence heat is moderated at will hence using less charcoal to cook food.”

According to Mrs. Mbegah, her family of six has experienced the benefits of the jiko first hand as less time is used to prepare food, and they enjoy family time sitting in the kitchen exchanging niceties.

The modern jiko has also proven durable as it was bought more than two years ago and it is still intact. “Since it uses less charcoal it provides value for money and I would advocate for my neighbors and friends to buy these energy-saving *jikos*.” Ms Mbegah concluded. Added.

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d. Ms Ann Lenturkan-Samburu County

Financing Clean Cooking: How KOSAP Is Powering a Cooking Revolution



Kenya Off Grid Solar Access Project's key objective is to expand market reach for companies selling clean cookstoves to the remotest areas of our country. This has provided a great opportunity for communities living in such areas with no access to different cooking solutions but firewood and charcoal.

Ms Ann Lenturkan from Lporos Village, Milimani Location in Samburu County is one of the early beneficiaries of locally available cooking products. "This has been one of the best decisions I have made and it has transformed my cooking experience. Before, I used to buy one drum of *makaa* (charcoal) at KES 150 for only two days but since I bought this **EcoZoom jiko**, I now use the same drum for 5 days, which saves me a lot of money."

Ms Lenturkan says due to her meagre resources, she received financial support from Equity Bank to purchase the improved cookstove at KES 5000 and she repaid the loan in four equal installments. Ms Lenturkan adds that her clean cooking stove is efficient and reduces fuel consumption by up to 50 percent.



Other associated benefits are faster cooking time and reduced harmful carbon emissions by 60 percent. She adds, she rarely buys respiratory drugs that she used to purchase to suppress consistent and irritant coughs that usually left her breathless.

Ms Lenturkan noted, “Before I had to cook in a makeshift kitchen outside my house and that exposed me to severe cold. But now I securely cook in the main house and all I have to do is to open my window to improve airflow. I now cook faster, inside my house without worrying much about the smoke.” She recalls.

Equity Bank is one of the companies that benefited from the KOSAP Results-Based Facility that provides incentives to clean cooking companies to set up businesses in the underserved counties of the country.

“I have told my friends and neighbours to buy the jiko so that they can enjoy the benefits like I am doing,” a happy Ms. Lenturkan reiterated.

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e. Lighting Lives, One Stove at a Time: Clean Cooking Gains Momentum in Kenya’s Off-Grid Regions



Irene Siwareng, a businesswoman in West Pokot County, is all smiles as she narrates her story.

People living across off-grid areas in 14 counties are experiencing a technological revolution following the introduction of clean cooking solutions, through the Kenya Offgrid Solar Access Project (KOSAP).

Among the healthy and happy people is Ms Tina Tito, a self-employed resident of Kone Village in Mikinduni, Tana River County. She learned about Biolite Ecozoom *jiko* during a visit to Equity Bank in Hola Town where she found improved cook stoves on display. “The bank salesman convinced me and my husband about the benefits of the stove and we purchased the product,” said Mrs. Tito.

“The stove uses very little charcoal, cooks faster and lights longer before dying off. The stove has very little smoke and is fitted with plastic foot pads hence does not destroy the floor surface. When using charcoal, I prefer this *jiko* stove over the ordinary one”, added Mrs Tito.

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Ms Tina says she was elated to learn the improved *jiko* the stove came with a warranty and was glad the seller had a physical store where they could seek any aftersales service in case the need arises.

“At first, the stove used to light slowly but I have learned to shake off the ash and not to fill charcoal to block the air holes and it now serves me well. Besides that, I have not encountered any other challenges,” says Ms. Tina. The mother of three, has become a practical ambassador for the brand since visiting neighbours and her guests are awed by her *jiko* that consumes less charcoal and emits less smoke than the traditional charcoal stove. She has referred three of her neighbours to the hola improved *jiko* shop where she also benefited from firsthand training on how to light and maintain the improved *jiko*.

f. Building an Inclusive Nation through Off Grid Solar Power Mini Grids



His Excellency President Dr. William Samoei Ruto listens as Energy Principal Secretary, Alex Wachira (Right) explains how the Kenya Off-Grid Solar Access Project (KOSAP) will connect households to electricity in 14 underserved counties. Energy and Petroleum Cabinet Secretary, Hon. Opiyo Wandayi(left) looks on.



The Government of Kenya, in collaboration with the World Bank, is taking bold steps towards inclusive development with a Kshs. 9.4 billion project to construct 113 off-grid solar-powered mini-grids in areas classified as marginalised in 14 counties. This transformative initiative aims to significantly improve the quality of life for thousands of residents in underserved areas by expanding access to clean, reliable electricity.

In addition, six contracts valued at Kshs. 438 million have been awarded for the installation of 343 stand-alone solar systems in critical public institutions— including schools, health facilities, and administrative offices—further extending the reach and impact of the programme.

These contracts were officially signed earlier this year in Nairobi, during a ceremony witnessed by His Excellency President Dr. William Ruto. During the occasion, the President reaffirmed the Government's commitment to leaving no community behind in the quest for universal access to electricity.

“Providing access to electricity in marginalised areas is a clear demonstration of our commitment to implementing an all-inclusive development agenda,” said President Ruto.

“The mini-grids will serve an additional 300,000 people, on top of the 900,000 already benefiting from stand-alone solar home systems under the Project. These will augment the ongoing electrification through the Last Mile Connectivity and Rural Electrification to Public Facilities initiative.”

Kshs. 9.4 billion for development of 113 off-grid solar powered mini-grid solutions .

President Ruto noted that universal access to electricity and clean cooking aligns with Kenya's Vision 2030 and the Kenya National Electrification Strategy. “By harnessing solar energy, we are providing sustainable and cost-effective solutions that will power underserved communities, stimulate economic growth, and improve livelihoods,” he added.

In a further boost to rural development, the Government is finalising the procurement of 316 solar water pumps for community boreholes, valued at



approximately Kshs. 1.6 billion. Speaking at the event, the Cabinet Secretary for Energy and Petroleum, Hon. Opiyo Wandayi, highlighted the transformative potential of the initiative: “Our goal is to light the skylines of these counties to reflect the changed livelihoods and economic growth driven by access to electricity. “We are grateful to the World Bank for their support in mobilising the largest investment ever dedicated to off grid electrification.” He further said the programme’s scope includes deployment of 250,000 solar home systems and 60,000 clean cooking solutions.

Following the signing of the contracts, Project sites will be handed over to the contractors, who will begin work on the detailed designs for the mini-grids. These designs will subsequently undergo an approval process by the Kenya Power and Lighting Company (KPLC) and the Rural Electrification and Renewable Energy Corporation (REREC).

Once approved, major equipment required for the mini-grids will be manufactured and subjected to factory acceptance tests before being shipped to Kenya for installation. The mini-grid plants will be commissioned upon the successful completion of installation and testing.

g. How solar energy is gaining ground at the Coast



The growing reach of solar energy companies into off-grid areas has significantly shifted local perceptions of solar technology. Mr. Juma Mwayogwe, a resident of Golini in Matuga Sub-county, Kwale County, illustrates this.

Though his home is connected to the national electricity grid, Mr. Mwayogwe opted to purchase a solar home system from SunKing in 2019 and upgraded it in early 2023. SunKing is one of the companies supported by KOSAP's Results-Based Facility (RBF), managed by SNV Netherlands Development Organisation on behalf of the Ministry of Energy and Petroleum. The facility provides financial incentives to companies that deal with solar and clean cooking systems to establish operations in underserved counties across Kenya.

"I first learned about the solar powered system through radio and TV adverts," Mr. Mwayogwe said. "Even though I have grid power, I decided to buy the solar system because of frequent blackouts in the area." Since purchasing the system, Mr.

Mwayogwe has become an enthusiastic advocate, encouraging neighbours and relatives to invest in solar solutions. He regularly refers potential customers to SunKing and praises the product's reliability. "The system has worked flawlessly since we got it. On the rare occasions when there are some delays in reconnection after payment, the vendor is always quick to respond and resolve the issue," he noted.

Mr. Mwayogwe also suggested that companies should consider offering rewards or tokens to customers who refer others as a way of showing appreciation and encouraging wider adoption of solar energy systems.

h. How Off-Grid Solar Systems are making a Difference in Tana River County





In Kiarukungu, a remote village located five kilometres from Hola Town in Tana River County, electricity was once a luxury that many could only dream of. For Ms. Salima Hiribae, a farmer and small business owner, the absence of power meant challenges in lighting her home, charging her phone, and keeping her perishable goods fresh for sale.

That changed when a friend introduced her to a solar kit capable of powering lights, a radio, and even a TV. Inspired, Ms. Hiribae travelled to Hola Town and purchased a similar system. “My family was overjoyed when we finally had light in the evenings,” she recalls. “Though the payment plan was initially a bit challenging, it was soon resolved, and since then, I’ve been enjoying uninterrupted solar power.”

Her interest grew after interacting with representatives from a solar company supported under KOSAP. She later invested in a solar-powered refrigerator, enabling her to expand her business and improve her family’s quality of life.

“These solar products have completely changed our lives,” Ms. Hiribae shares. News “We can now watch our favourite shows on TV, listen to the radio, and keep in touch with relatives without worrying about charging our phones.” Through KOSAP, the Government of Kenya—in collaboration with development partners—has offered

incentives to solar companies to deliver affordable energy solutions to 14 underserved counties.

A flexible payment model, with a daily payment of Kshs. 55 for lighting and Kshs. 1,090 for the fridge, has made access to clean energy both possible and practical. KOSAP's results-based facility is managed by SNV Netherlands, on behalf of the Ministry of Energy and Petroleum.

Ms. Hiribae's home has since become a business hub serving the community. She charges phones and gadgets for neighbours at a small fee and has seen a rise in sales of cold beverages, juices, and bottled water—all made possible by her solar-powered fridge. Most importantly, her children now have a well-lit space to study after dark.

i. A solar light that birthed a new idea



For Mr. Tonnybright Kinape, a 23-year-old from Tana River County, the journey with solar energy began out of academic necessity. Studying late into the night with a solar-powered reading light sparked curiosity among his peers and an idea was born.



Sensing a business opportunity, he connected with a KOSAP-supported company that deals with solar products and began sourcing solar kits for individual customers — earning commissions along the way. Motivated to learn more, he trained in installing systems tailored to customer needs.

After graduating, he moved into a modest house in Hola Town and bought a comprehensive solar kit to support his daily life. The kit included a solar panel, battery, 32-inch TV with decoder and receiver dish, radio, bulbs, tube lights, and a torch.

“I was living in Ngombeni where there was no electricity. The solar solution was perfect—it was affordable, and the daily payments made budgeting easy,” he says. “I paid a deposit of Kshs. 10,000 and daily instalments of Kshs. 165 for 600 days.”

Even after relocating to a house that is connected to electricity, he relied on his solar kit, particularly during power outages. Neighbours took notice— and demand grew. Eventually, Mr. Kinape became the area sales representative for the solar company in Hola, establishing his own branded outlet with product displays and promotional and outreach materials such as tents and desks. “I paid a deposit of Kshs. 10,000 and daily instalments of Kshs. 165 for 600 days,” says Mr. Kinape.

“This opportunity has allowed me to grow professionally and support the adoption of solar energy products in my community,” says Mr. Kinape.

j. Powering possibilities – Rose Muringe’s experience in Samburu County



In Samburu County, Ms. Rose Muringe learned about solar home systems from a relative who had purchased a solar home system through a KOSAP provider. Frustrated by the cost and inconvenience of using rechargeable lanterns, she was eager for a better solution.

“I used to travel to Maralal Town daily just to charge my lanterns, which were not durable as I would often have to change them. It was exhausting,” She has been paying Kshs. 420 per week under a 52-week payment plan travelling daily just to charge my mobile phone, she recalls. “Since I bought the solar kit, I no longer make those trips. Even on cloudy days, the lights work perfectly. It is so convenient.”

"At first, my husband was reluctant, but after the salesman explained how it works, he saw the value of investing in the solar power kit, particularly the reliability of its power and the easy payment plan " she adds.

Ms. Muringe’s solar kit powers four lights and a radio, transforming both her daily routine and her children’s learning environment. She pays Kshs. 420 per week under a 52-week plan that she describes as manageable and well worth the benefits. She is now a vocal advocate for clean energy and says people living in remote areas need to know the benefits of installing solar home systems.

k. How off-grid power systems are transforming lives



To ensure that no Kenyan is left behind in the quest for universal access to electricity, the Government of Kenya, with the support of the World Bank, is implementing the Kenya Off-Grid Solar Access Project (KOSAP). The Project aims to improve access to modern energy in 14 underserved counties namely West Pokot, Turkana, Marsabit, Samburu, Isiolo, Mandera, Wajir, Garissa, Tana River, Lamu, Kilifi, Kwale, Taita Taveta, and Narok.

Beneficiary counties are West Pokot, Turkana, Marsabit, Samburu, Isiolo, Mandera, Wajir, Garissa, Tana River, Lamu, Kilifi, Kwale, Taita Taveta, and Narok.

As outlined in the Kenya National Electrification Strategy, solar power was identified as the most cost-effective way of reaching Revenue Allocation (CRA). The total coverage area constitutes about 70% of Kenya's land mass, making the cost of grid extension prohibitive.

While the populations that are settled close together will be provided with lighting through mini-grids, KOSAP has adopted an innovative Results-Based Financing (RBF) initiative for the larger dispersed populations. The arrangement provides incentives to companies that sell solar power systems to set up businesses in



underserved counties. Ordinarily, these companies often avoid such markets, deeming them challenging, given the vast terrain and a poor communication network. Once companies make sales, the verification is done by an independent verification agent. Through this initiative, 153,000 solar systems have been sold, connecting about 800,000 people to electricity.