

A woman with dark hair, wearing a green cardigan and colorful patterned pants, is crouching on the ground in a rural outdoor setting. She is cooking in a silver metal wok placed on a tall, cylindrical biomass cookstove. The cookstove has a black base and a silver body with a handle. A fire is visible inside the stove. To her left, there is a purple plastic bowl filled with wood chips or biomass fuel. Next to it is a clear plastic bottle of cooking oil. In front of her is a large metal bowl containing green vegetables. The background shows a wooden structure, possibly a table or bench, and some hanging items. A white cow is partially visible on the right side of the frame. The ground is dry and dusty.

SNV

**How we came to
create a market for
'Advanced Biomass
Cookstoves' in
Cambodia**

SMART DEVELOPMENT WORKS

Let's look at the context.



Almost 90% of Cambodian households cook with biomass as their primary cooking fuel on traditional stoves.



Traditional stoves pollute kitchens and surrounding areas with smoke and soot.

54% of these households cook indoors with poor ventilation.



**And cooking is primarily the
responsibility of women (96%)**

Household Air Pollution from cooking with solid fuels is the second leading risk factor for disease and premature death in Cambodia.





Women and children are most vulnerable to harmful household air pollution.

The cleanest cooking fuels – like LPG and electricity – are often not accessible or not affordable to poorer households.



When we started our work, there were no clean biomass cookstoves available in the market in Cambodia.

So what did SNV do to transform the market for cooking devices in Cambodia?

We supported the private sector to introduce super clean and efficient cookstoves and ways to make them affordable to consumers.

ទិញឲ្យលុយក្លាម
359000៛

បង់រួស ៣ខែម្តង
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បង់រួស ប្រចាំខែ
33250៛



វិទ្យាស្ថានស្រាវជ្រាវ



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មិនត្រូវការលុយកក់ : ធានារយៈពេល 1 ឆ្នាំ : 3 ថ្ងៃក្រោយ ដឹកជូនដល់ផ្ទះ



How?



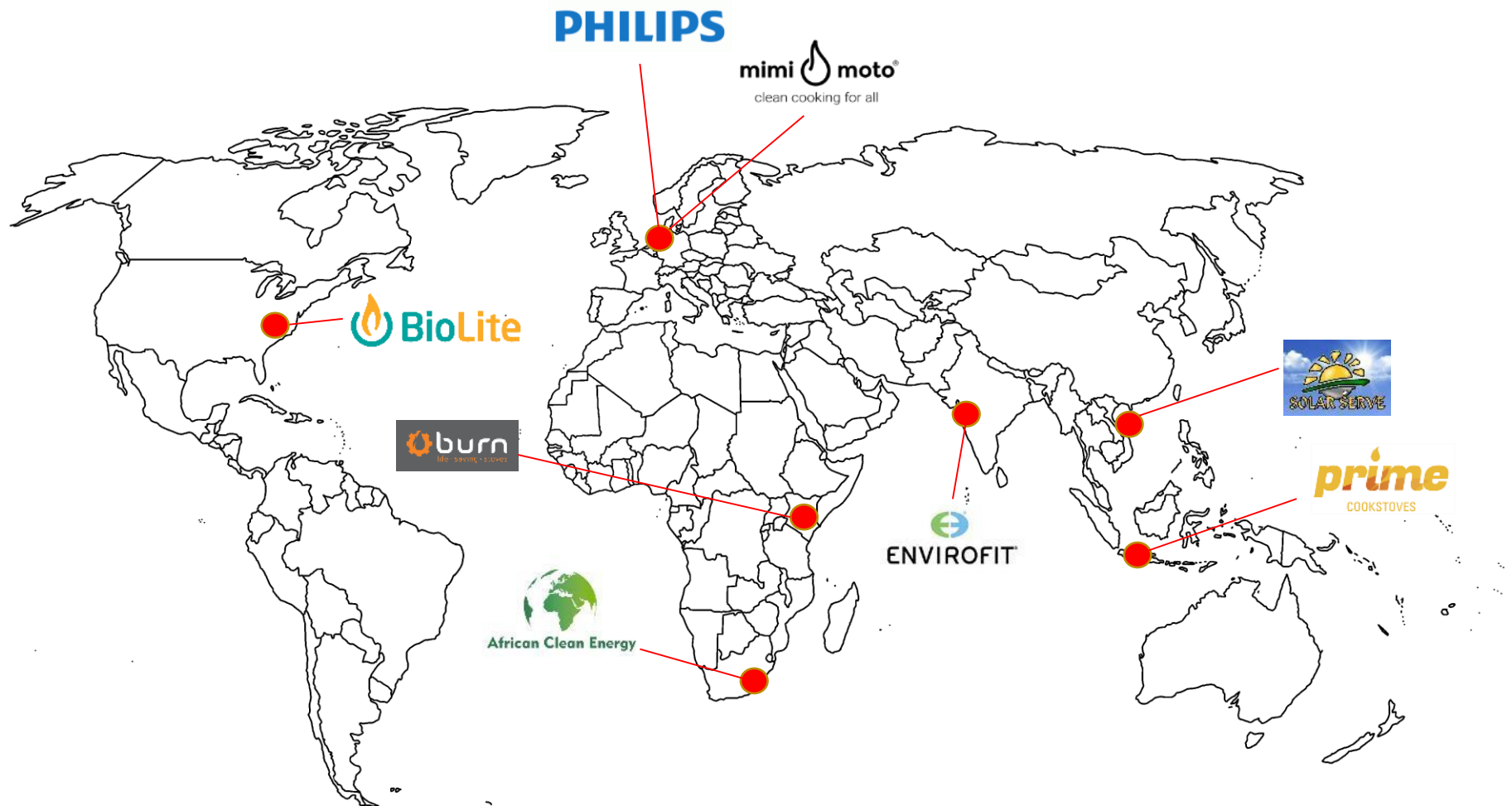
We first worked to understand what the market opportunities are for Advanced Biomass Cookstoves and cleaner renewable biomass fuels.



We then tested a number of different Advanced Biomass Cookstove models and fuels with consumers and gathered feedback and data.



We conducted Controlled Cooking Tests (CCTs) in the local context to compare the performance of traditional and advanced stoves.



We shared our findings with the private sector – both international stove manufacturers and local last-mile distributors - to spur their interest in entering the Cambodian market.

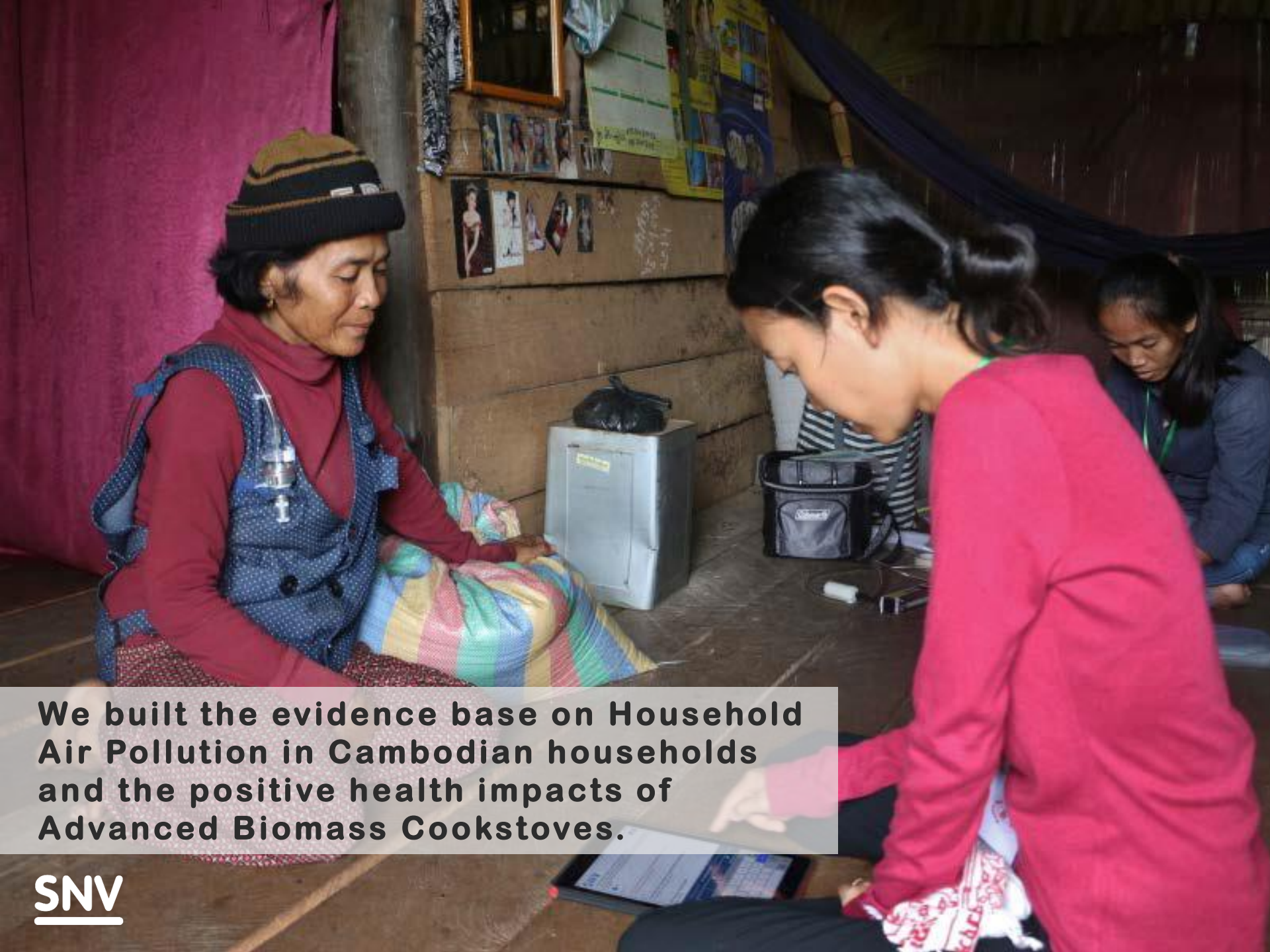


For local last-mile distributors that wanted to test the market, we supported them to pilot distribution of stoves, and provided training for their sales agents.



And ongoing coaching, especially in conducting effective stove demonstration events.

And



We built the evidence base on Household Air Pollution in Cambodian households and the positive health impacts of Advanced Biomass Cookstoves.

Our market exploration work paid off.

It laid the foundation for our subsequent 'Market Acceleration of Advanced Clean Cookstoves' project that saw the birth of the market for next-generation cookstoves in Cambodia.

Click on the link to learn more.