LEARNING BRIEF · TANZANIA CLEAN COOKING PROJECT · STUDY 2 OF 3

# Developing Institutional Markets for Briquettes and Stoves

Building a clean cooking market for schools and other institutions takes more than financing enterprises or equipping kitchens

Thematic learning study · Tanzania Institute of Monitoring and Evaluation (TIME), August 2026 · Funded by Sida

**12%**
a year: NMB Bank credit lets institutions buy stoves on credit

**US$214K+**
in government tenders won by an investee without TCCP brokerage

**2 of 5**
surveyed schools still cook staff meals on other fuels

**14**
institutions with safety and training data, portfolio-wide


IN BRIEF

- **End-user credit is the clearest financing result**: a bank facility now lets institutions buy clean cooking equipment on credit.
- Investee capability is **winning business beyond TCCP**, including government tenders.
- **Schools struggle to access existing public finance**, and irregular procurement cycles break fuel supply.
- Bulk stoves leave a **small-batch gap**, so firewood remains in use for smaller meals.
- The lesson: **treat finance, procurement, and product design as one market system**, not separate interventions.


## About this study

Building an institutional clean cooking market takes more than financing enterprises or equipping institutions. Buyers also need access to credit and procurement, a continuous fuel supply, and stoves that fit every kind of cooking they do.

This brief summarizes a thematic learning study (August 2026) from TCCP's end-of-programme evaluation, conducted by the Tanzania Institute of Monitoring and Evaluation (TIME). It covers five enterprises with an institutional product line: **Hanny G, Kujana Kushoka, Chabri Energy, Space Engineering and DN Products.**

## Key findings

FINDING 1

### End-user credit is the clearest financing result

Kujana Kushoka's agreement with NMB Bank lets institutions buy on credit at 12% a year. NMB sees this as a repeatable product, although lending to less-secured borrowers depends on replacing a guarantee that expired in June 2026.

FINDING 2

### Investee capability is winning business beyond TCCP

Kujana Kushoka won two government tenders worth more than US$214,000 without TCCP brokerage. It remains unclear whether the NMB facility financed either tender.

FINDING 3

### Schools struggle to access existing finance

Tanzania's Rural Energy Agency (REA) runs three live financing instruments for institutions, but schools cannot compete for them on their own. This is the study's clearest unmet need.

FINDING 4

### Fuel supply breaks when procurement stalls

Chabri Energy and Kujana Kushoka both report institutions slipping back to firewood between orders, because government procurement cycles are irregular, not because of problems with the product.

FINDING 5

### Bulk stoves leave a small-batch gap

Two of the five schools surveyed cook staff meals on firewood, open fires, or LPG because only 100–300-litre stoves were installed. REA's procurement framework already lists size bands from 50 litres upwards.

FINDING 6

### Other findings need more evidence

Safety and training data cover only 14 institutions across the portfolio, and fuel spending has barely changed despite lower firewood use. Student attendance rose at supported schools.

**Table 1. Financing signals across the five enterprises**

| Enterprise | Financing signal | Confidence |
|---|---|---|
| **Kujana Kushoka** | NMB Bank credit facility; two government tenders won outside TCCP | Confirmed by two independent sources |
| **Hanny G** | Grant too small for capital needs; payment pending under a separate MCFA results-based finance contract | Enterprise's own account |
| **Chabri Energy** | Needs more finance; one unpaid council tender under results-based finance | External and enterprise sources |
| **Space Engineering, DN Products** | Need more finance; Space Engineering has an Azania Bank loan | Confirmed by AECF review team |

*Source: TCCP thematic learning study (TIME, 2026).*

## Recommendations

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### Help schools apply for REA financing

Set up an application-support service so that schools can compete for REA's institutional financing calls.

| | |
|---|---|
| 2 | **Replicate the NMB end-user credit model**<br>Extend it to other lenders and enterprises as a deliberate design feature of future programmes. |
| 3 | **Specify a small stove alongside bulk units**<br>Require REA procurement to include a smaller stove, using REA's existing size bands. |
| 4 | **Develop bridge financing for public schools**<br>Cover the gaps between Treasury disbursements, as proposed by NMB Bank. |
| 5 | **Keep fuel supply continuous**<br>Explore multi-year or standing-order procurement for briquettes and other clean fuels. |
| 6 | **Close the evidence gaps**<br>Collect cohort-specific safety and training data, and laboratory-test the calorific value of briquettes. |

THE OVERALL LESSON

Treat finance, procurement and product design as one market system, not as separate interventions.

## About the Tanzania Clean Cooking Project

The Tanzania Clean Cooking Project (TCCP) is a US$5.2 million initiative, funded by Sida and implemented by AECF, that aims to transform Tanzania's clean cooking sector by increasing private-sector participation. It targets hard-to-reach markets with strong potential, where poverty and weak or absent supply chains have kept private companies away, and complements past and ongoing clean cooking efforts.

TCCP provides matching grants and technical assistance to de-risk private investment on the supply side and make clean cooking more affordable on the demand side, so target markets open and other private actors are drawn in. Its goal is to accelerate the adoption of clean cooking solutions by rural and marginalized communities and by urban and peri-urban households. Its three objectives are to:

- Catalyze private-sector participation in clean cooking in underserved markets.
- Accelerate uptake of clean cooking solutions through innovative financing and technical assistance to selected companies.
- Strengthen sector coordination and advocate for a policy environment that supports a market-led clean cooking sector.

## ABOUT AECF

The Africa Enterprise Challenge Fund (AECF) is a Pan-African development institution that finances early- and growth-stage businesses in agribusiness, renewable energy and climate-smart technologies. Combining grants, results-based and repayable finance, and technical assistance, AECF helps enterprises innovate, create jobs, and build resilient, sustainable incomes in rural and marginalized communities, with a particular focus on fragile contexts, women, and youth.

Since 2008, AECF has supported more than 700 enterprises across 26 countries in Sub-Saharan Africa, reaching an estimated 37.4 million lives. AECF commissions independent evaluations of its programmes and publishes what it learns, including mixed results, so that evidence shapes future programming.

## ABOUT THIS BRIEF

This brief summarizes the thematic study 'Developing Institutional Markets' (TIME, August 2026), part of the end-of-programme evaluation of the Tanzania Clean Cooking Project. The views expressed are those of the evaluators and do not necessarily reflect those of Sida. The full study is available on the AECF website or on request.

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