

Partnerships for E-cooking

CLASP, as a co-implementer of the Modern Energy Cooking Services (MECS) programme funded through UK Aid, is building a pipeline of investable e-cooking ventures across Africa and Asia. We apply an R&D lens with commercial discipline, offering targeted financial, technical, and business support to strengthen each company's path to scale. Our aim is to generate the evidence that accelerates investment, reduces early risk, and helps promising e-cooking ventures grow into sustainable, commercially viable businesses. We aim to convene co-investors and funders to accelerate the shift to electric cooking, delivering climate benefits and real improvements in people's lives.

Geographic focus: Ghana, India, Indonesia, Kenya, Malawi, Nepal, Tanzania, and Uganda.

Partners

You may be a strong fit as a partner if you or your organisation:



Is an impact investor, commercial financier, development finance institution, or philanthropic funder seeking both financial returns and climate or development outcomes in emerging markets.



Seeks opportunities to co-invest in ventures with tested traction, where concessional capital supports testing and validation and unlocks or complements commercial funding.



Values evidence generated through real-world testing of unit economics, customer behaviour, and market viability.

If this aligns, collaborating with us can provide access to tried and tested ventures, shared risk reduction, and amplified impact through blended finance models.

Collaborative pathways to scale impact offering

Our venture-building approach creates co-investment opportunities by strengthening e-cooking companies through a stage-gated process. Partners can engage at various tiers to provide follow-on funding, technical expertise, or strategic support.

How the partnership works

Stage 1

Venture Qualification

Tier 3 Ventures

Timeline: 4–8 weeks



- We assess ventures against readiness criteria (TRL: team, traction, economics).
- We deploy small catalytic grants (up to \$50k) to support early testing where performance, adoption, or delivery outcomes are still uncertain.
- We generate early evidence on product performance and market fit.

Opportunity for partners at this stage is to observe assessments and provide input on high-potential ventures.

Outcome: We develop an industry pipeline of qualified ventures ready for deeper support.

Stage 2

Venture Strengthening

Tier 2 Ventures

Timeline: 1 year



- We disburse USD 200,000 non-dilutive, equity-linked concessional instrument.
- We apply commercial and technical assistance to test economics, models, and pathways.
- We build financial models, learning agendas, and deal room packages.

Opportunity for partners at this stage is to co-design support, support in venture governance, fundraising and prepare for or approve a co-investment facility.

Outcome: De-risked ventures with validated evidence on performance, adoption, and viability to inform commercial funding decisions.

Stage 3

Catalytic Capital for Scale-Up

Tier 1 Ventures

Timeline: 2–5 years



At this stage, concessional support focuses on targeted learning that continues alongside expansion, such as testing new markets, delivery models, or financing approaches.

- Larger concessional instruments to validate scale-up.
- Focus on operational milestones, carbon financing, and market expansion.

Opportunity for partners here include, lead or join syndicated investments, leverage our evidence for larger commitments.

Outcome: Scaled businesses driving widespread adoption of e-cooking.



How to engage

Partners are encouraged to share priority questions or risk areas where evidence could unlock greater investment.

1

Review our focus areas and align your priorities with our geographic and sectoral emphasis on e-cooking.

2

Contact us to discuss potential collaboration, sharing your investment thesis or funding criteria. We would be happy to hear more about:

- Your focus areas and typical investment size/stage.
- Interest in co-funding models or technical contributions.
- Key outcomes you seek from partnership.



Reach us via email at:

ventures@clasp.ngo

Subject line: MECS Partnership Inquiry – [Organisation Name]

**We are always on the look out for new partnership requests.
We prioritize alignments that maximize shared impact.**

Who we are

CLASP is the leading global authority on efficient appliances' role in improving people's lives and reducing climate emissions. With 25 years of expertise and offices on five continents, CLASP collaborates with policymakers, industry leaders, and other experts to create a more sustainable future for people and the planet. CLASP and our partners are dedicated to solving the world's most pressing, interconnected crises: the climate emergency, poverty, inequality, and access to energy.

About MECS

Modern Energy Cooking Services (MECS) is a UK Aid-funded programme accelerating the shift from biomass to clean, modern cooking. Working across 16 countries, MECS partners with governments, industry, and researchers to build evidence on affordable, energy-efficient electric cooking and its role in wider energy transitions. By linking modern cooking with investments in reliable and renewable electricity, MECS helps countries plan for cleaner, more sustainable cooking futures. The programme is implemented by Loughborough University in partnership with CLASP and ESMAP.

Disclaimer

Our venture-building support focuses on experimental development—testing and refining products, services, and delivery models where outcomes are not yet proven. Support is designed to generate practical evidence that can be reused and built upon by ventures, investors, and policymakers. All concessional support is tied to clearly defined learning and testing activities. We do not directly manage commercial investments. Partnerships are formed based on mutual alignment and may involve blended finance.