

# ACE ENERGY

📍 Phnom Penh, Cambodia



In Cambodia, the agricultural sector represents 22,8% of the gross domestic product (GDP). Most of the farmers must irrigate their plantations with a water pump. The main problem is that in most cases, farmers own diesel-powered pumps, which, apart from the disastrous environmental impact, also means a significant and harmful economic impact for the farmer.

ACE champions Climate Change Adaptation by efficiently delivering clean cooking energy, combining solar electricity and biomass cooking energy to empower rural households in Cambodia. Founded 2011, ACE currently employs 289 staff globally and 69 in Cambodia.

“ *Biomass plays an important role in rural cooking settings in Cambodia. The shift to clean sustainable biomass has the potential to mitigate the multitude of negative effects related to the environment, health and social mobility.* ”

— Daniel Walker, Country Director of Ace Cambodia

## CAMBODIA SDG INVESTOR MAP ALIGNMENT



**SECTOR**  
Renewable Resources  
and Alternative Energy



**SUBSECTOR**  
Biofuels



**INVESTMENT OPPORTUNITY AREA**  
Solar Photovoltaic System

### KEY DATA (in USD)



	Revenue	EBITDA
2022	441,387	-302,096
2021	389,796	-225,045
2020	297,559	-236,607

### ACE ENERGY IS LOOKING FOR



- **USD 2 to 10 million** in debt or equity as a group.
- **\$10,000** of funding to conduct benchmark research in Cambodia. Presently, there is a lack of comprehensive baseline information available for Cambodia, and we are collaborating with Berkeley University to obtain state-of-the-art benchmark data.

### CHALLENGE

A baseline assessment conducted in four rural/peri-urban districts across four provinces, including Siem Reap, indicates that 62% of households rely on traditional stoves with charcoal or wood for cooking. Among households identified as economically disadvantaged (ID poor), this figure rises significantly to 83%. This underscores the ongoing challenge faced by the most vulnerable populations, lacking access to high-quality, durable, and clean cooking solutions that could yield multiple benefits.

### SOLUTION

ACE's flagship product, the ACE One, is a stove that efficiently burns various solid biomass, such as wood, sticks, and cow dung, offering households the flexibility to diversify their fuel sources. ACE One users experience substantial savings, cooking with 50-85% less fuel and gaining access to free solar electricity, resulting in an average of 81% savings on monthly energy expenses. Moreover, by allowing users to access cleaner fuel, ACE promotes sustainable and environmentally friendly energy practices. The inclusion of sustainably sourced biomass fuels like pellets and briquettes further contributes to climate adaptation by offering alternatives to traditional, environmentally taxing fuels.

## INVESTMENTS



**USD 12,5 million**

Raised as a group through 5 rounds and various grant facilities.

## IMPACT



**76,601 people**  
accessing clean energy



**383,005 people**  
breathing cleaner air



**791,250 tonnes**  
of CO2 emissions averted



**3,851** averted disability-  
adjusted life years (ADALYS)



**474,750 tonnes**  
of woodfuel averted

## SCALABILITY



ACE aims to leverage blended finance, combining development grant funding with commercial funding. The company obtained successfully a grant program named 'Strengthening the Entrepreneurial Ecosystem for Higher Tier Clean Cooking in Cambodia (SEE-HTCCC),' collaborating with SNV Netherlands. With this project, the company will expand their solutions to more Cambodian households for 2-3 years while actively seeking additional funding opportunities.



## LEADERSHIP

Daniel Walker, who serves as the Country Director at ACE Energy Solutions Cambodia, established ACE's first entity in Southeast Asia, specifically in Cambodia, in 2016. He set up a factory in Siem Reap in 2020 and is overseeing the factory production, research and development, and supply chain for the ACE One.

## AWARDS



In 2019, ACE won the Keeling Curve Prize for projects from across the globe with significant potential to reduce greenhouse gas emissions or promote carbon uptake. In 2021, the company was awarded the Ernst and Young Social Impact entrepreneur of the year and in 2022, ACE was named "Best for the World" in the B-Corp awards for "Customers" and "Workers" impact areas, receiving overall the second highest scoring globally.

## PARTNERSHIPS



## MORE INFORMATION

 [africancleanenergy.com/](https://africancleanenergy.com/)

 [AfricanCleanEnergy](https://www.facebook.com/AfricanCleanEnergy)

 [Africancleanenergy/](https://www.instagram.com/Africancleanenergy/)

 [UCYNIREgtLjtNsiMumphgK-w](https://www.youtube.com/watch?v=UCYNIREgtLjtNsiMumphgK-w)