



## **Char-briquettes: how to make it work!**

May 2019 – Carlo Figà Talamanca, Founder & CEO







The “myth” of char-briquettes



# OTAGO's char-briquettes



Biomass waste



**OTAGO**

Innovative Technologies  
& Industrial Engineering



- Households
- Retailers
- Street-food
- Restaurants

High quality  
cooking fuel!!!

- ✓ Not break!
- ✓ High carbon content!
- ✓ Burns longer
- ✓ Little ash
- ✓ Little ash
- ✓ Burns longer
- ✓ High carbon content!
- ✓ Not break!
- ✓ High quality cooking fuel!!!

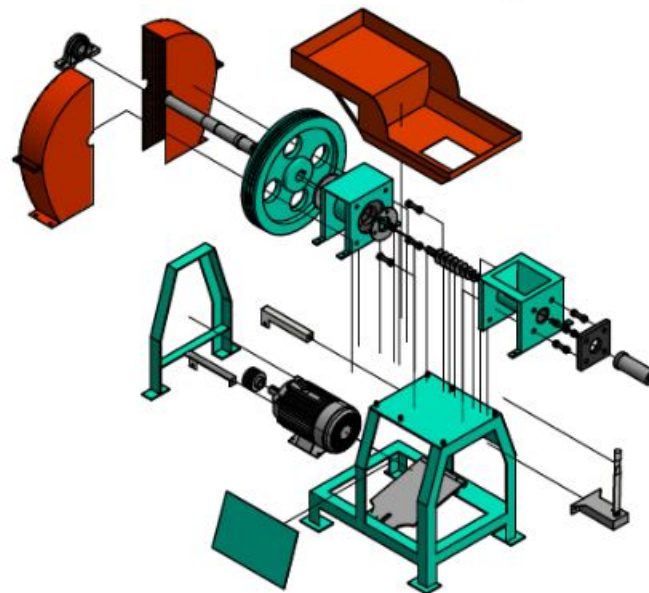
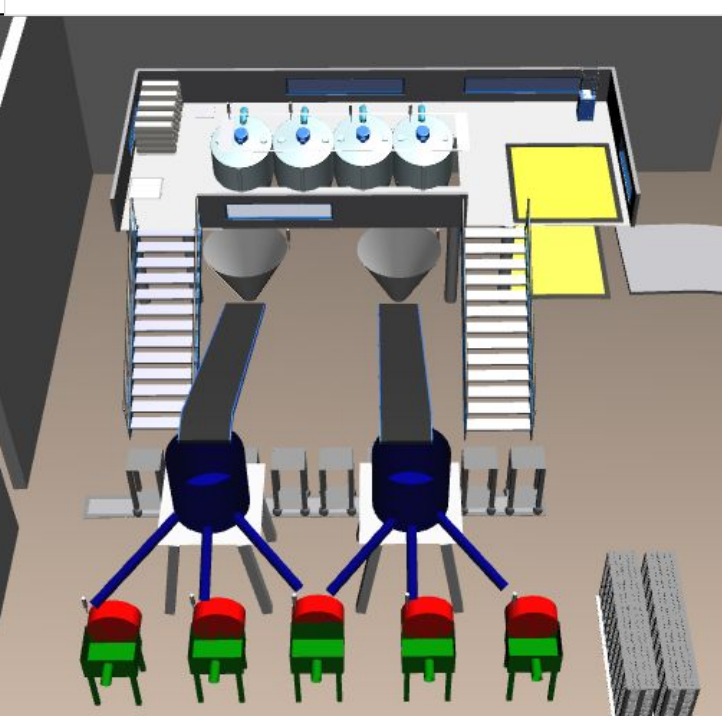
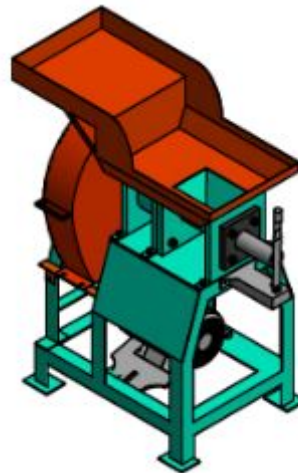
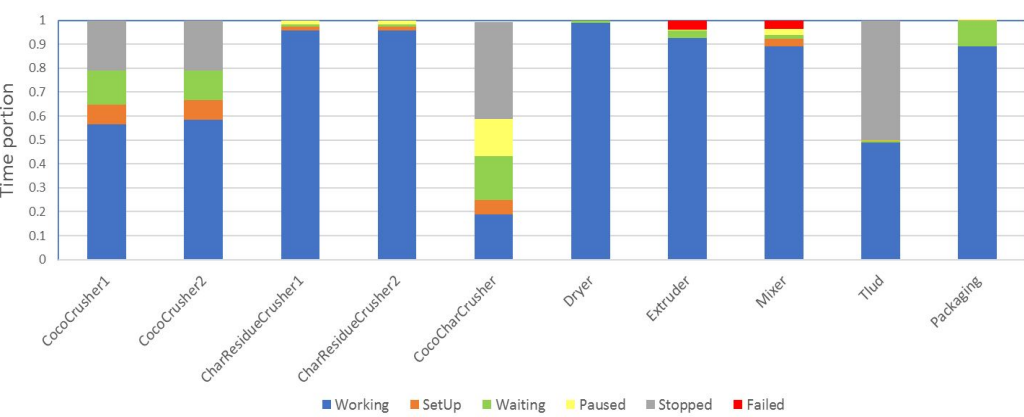


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# Production process: Innovative technologies and industrial engineering

Machines statistics - layout 1





# | Our customers

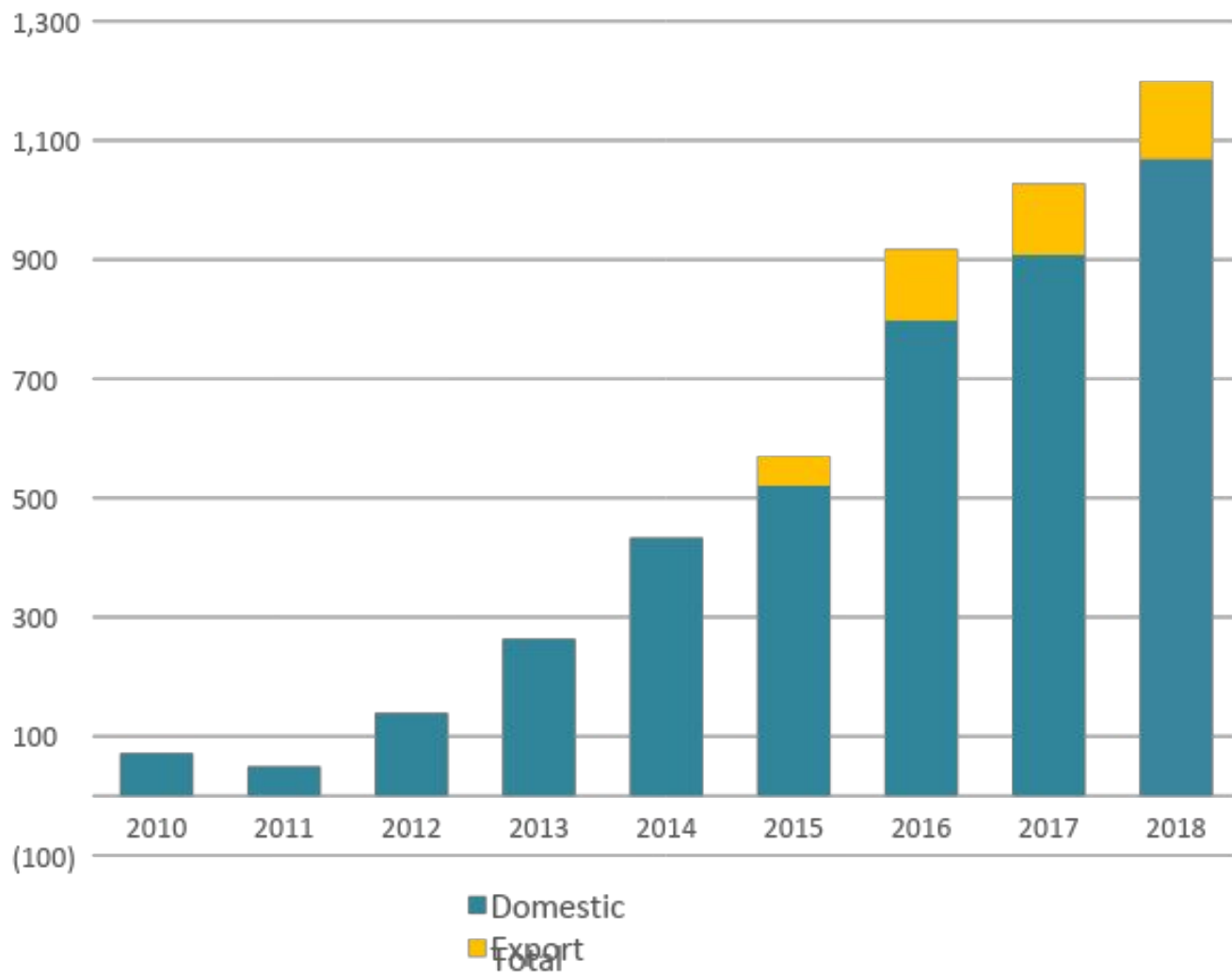


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# Adoption

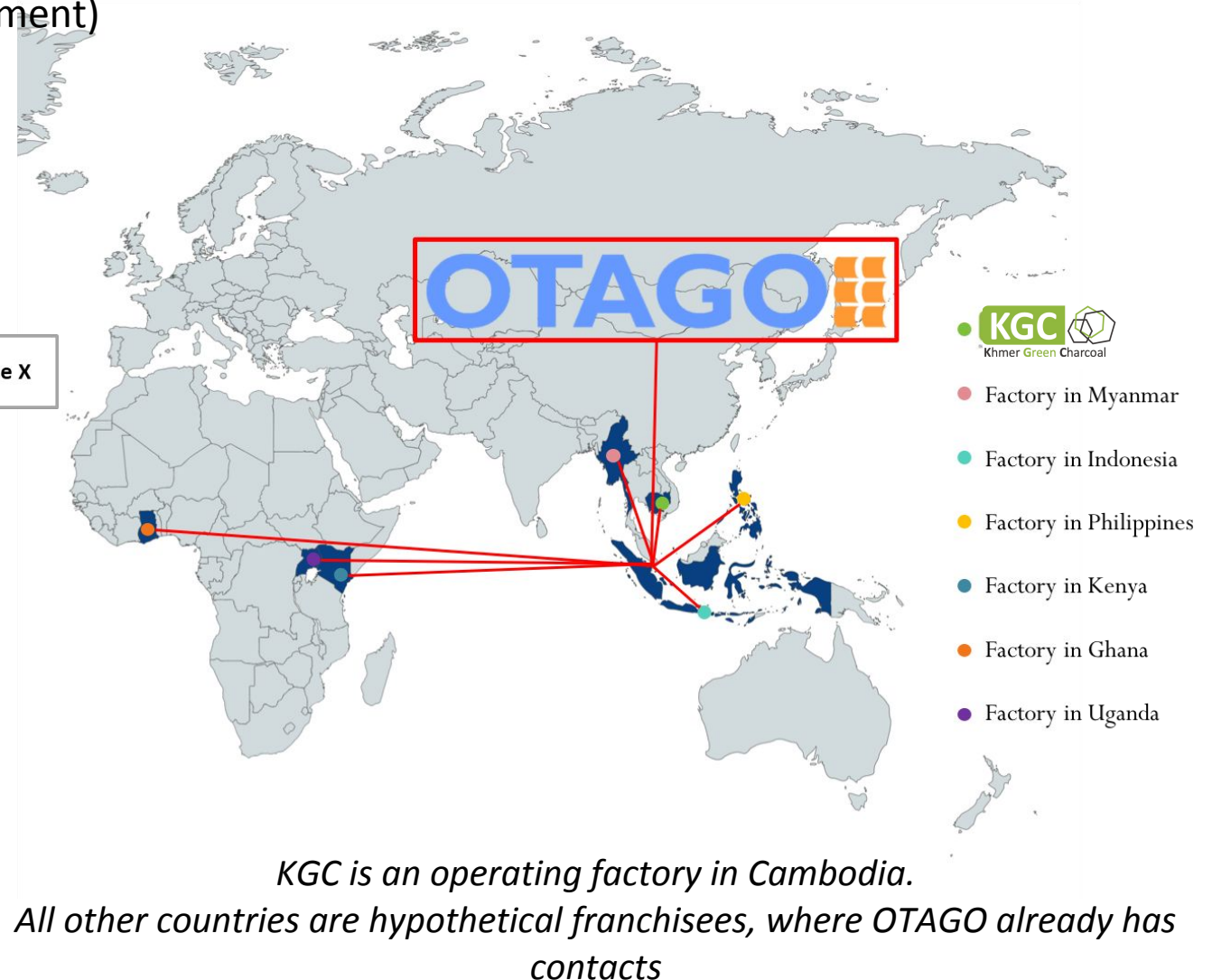
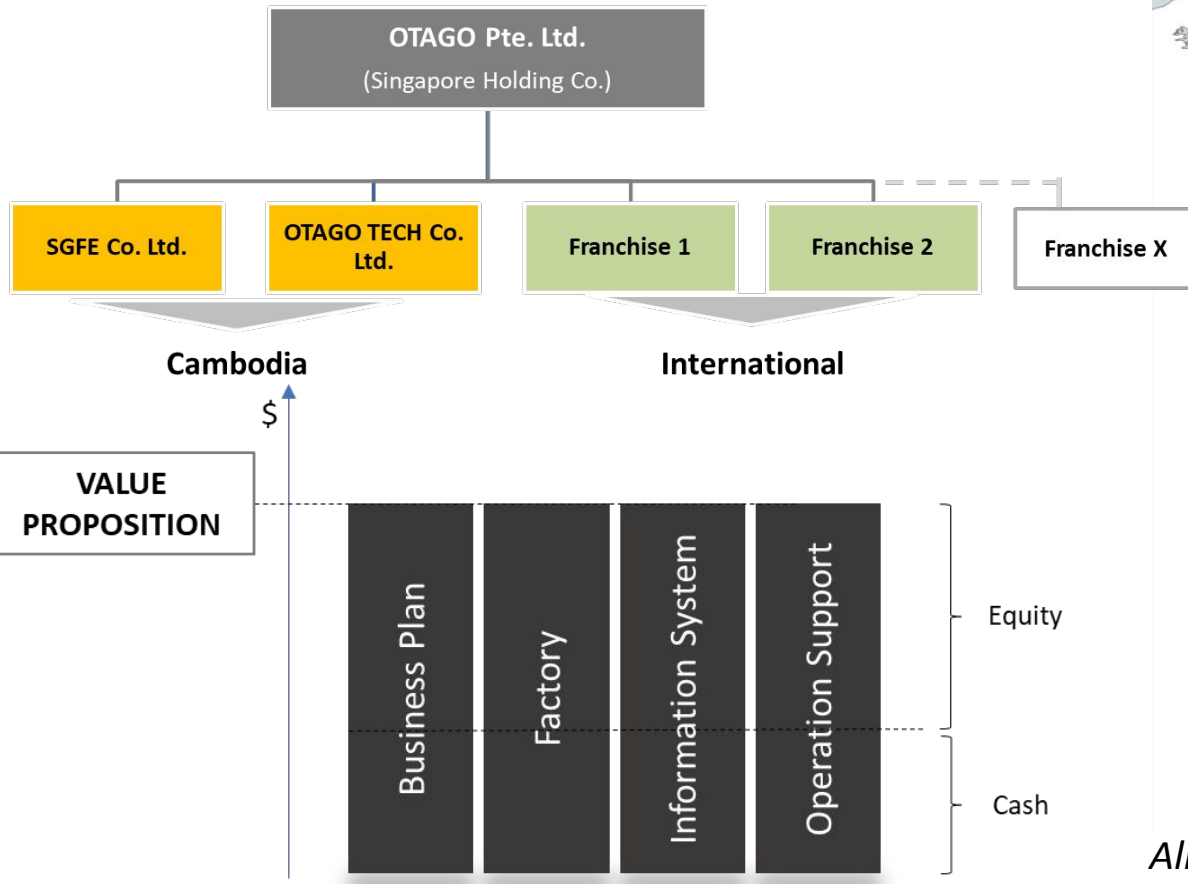
Amount of char-briquettes sold in Cambodia (tons)



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# Technical Assistance - franchise model (full package)

- Feasibility studies
- Business Plan
- Factory design and construction (including equipment)
- Training and capacity building
- Operational support (“after sales service”)



## | Developing the business

*From producing clean fuel  
to  
building factories  
that produce clean fuel!*



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