



Pioneering Green Partnerships,
Investing in Impact

The P4G Startup Showcase

A Pipeline of Investable Businesses Transforming our Future



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Foreword

I'm delighted to share the second edition of P4G's startup portfolio. This expanded catalogue brings together a growing pipeline of promising, investable climate startups rooted in community and designed for scale.

By 2035, developing countries will need \$3.2 trillion in annual finance to build resilience and shift toward net-zero economies. Climate startups are one of the clearest opportunities to close this gap: they are fast, flexible engines of innovation that can adapt technologies to local markets, unlock new business models and help countries advance both climate and economic transformation. Climate technologies are now often the least cost option for meeting critical needs such as energy and transportation, and provide an increasing share of jobs worldwide outpacing conventional job growth – making them the pragmatic choice for governments and investors alike.

Since our launch in 2018, we have deployed nearly \$50 million to 119 climate startups in emerging markets and developing economies that have subsequently mobilized more than \$300 million in investment and created more than 14,000 jobs. This progress reflects a central lesson from our work: the support model for climate startups in emerging markets need a different playbook, one that pairs early-stage grant funding and technical assistance with policy support, investment readiness and stronger connections among entrepreneurs, investors, governments and other ecosystem enablers.

All around us, climate startups are implementing breakthrough technologies, reshaping markets and building the future of the communities they serve. This catalogue takes you into the business models, achievements and impact projections of 63 P4G-supported startups advancing the transformation of our food, water and energy systems, while showing how targeted ecosystem support can help promising ventures move from experimentation to scale.

These featured startups increase incomes, improve food security, water resilience and clean energy access, and advance gender equity, while reducing greenhouse gas emissions and improving overall climate resilience. Many of them have expanded to different countries and regions and diversified their product portfolios.

These locally led climate startups from Africa, Asia and Latin America have grown from a spark of an idea into replicable and scalable businesses. Their progress shows why limited concessional capital, when paired with hands-on support and strong local partnerships, can leverage larger private investment and accelerate the innovation cycles needed for a more sustainable future.

The journey to investment readiness is not a smooth one, it is filled with twists and turns. You can dive deeper into the stories behind our startups on p4gpartnerships.org/p4g-resources.

If a startup featured in this portfolio is of interest, please reach out to P4G.

I encourage you to be inspired by them, collaborate with them and grow them.



Robyn McGuckin
Executive Director, P4G

P4G: A Platform Strengthening Climate Entrepreneurship and Accelerating Country Climate Transitions



About P4G

P4G helps early-stage climate startups in emerging markets and developing economies (EMDEs) become investment ready and partners them with national level public-private platforms to help navigate the marketplace. Through this approach, P4G strengthens market systems for climate entrepreneurs and accelerates just and resilient country economic transitions.

P4G's members are committed to advancing breakthrough solutions to achieve the Sustainable Development Goals and Paris Agreement commitments and are focused on poverty reduction and gender equity goals in climate-smart agriculture, clean energy and water resilience sectors.

Hosted by World Resources Institute and funded by Denmark, the Netherlands and the Republic of Korea, P4G accelerates partnerships in Colombia, Ethiopia, Indonesia, Kenya, South Africa and Vietnam.



P4G Portfolio Impact



OVER \$300 MILLION
total commercial and concessional
investment **realized by P4G startups**



OVER 1.8 MILLION
individuals positively affected and
over 14,589 jobs created across
member countries*



93% OF CURRENT PORTFOLIO
complying with **Gender 2X** criteria

*Inclusive of direct and indirect beneficiaries,
fulltime and parttime jobs

The P4G Approach



Investment readiness: P4G's climate startups are EMDE-domiciled micro-small-medium enterprises (MSMEs) who are nearing commercial readiness and conducting their market proofs. They must be partnered with at least one nonprofit and can include additional technical specialists to help with Environmental-Social-Governance proofs, customer understanding and outreach, and analyzing legal and regulatory challenges or other barriers. Together, they apply for P4G grant funding, technical assistance and network support to help the business become investment ready. The P4G team provides technical assistance that includes due diligence and gap analysis of the business model, stakeholder events, business matchmaking sessions and communications.



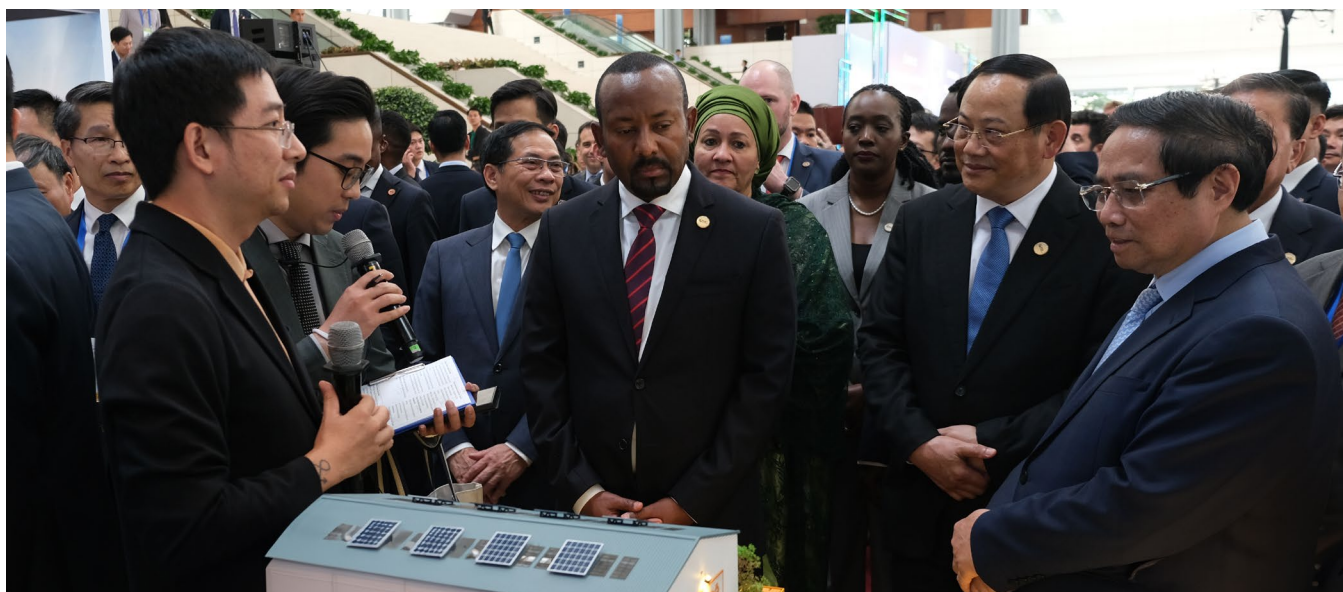
National Platforms: P4G's multistakeholder National Platforms work alongside our startup partnerships to better understand the marketplace based on real-world insights, and provide connections with relevant authorities who can support the enabling policy or regulatory improvement. Established in all P4G country partners, National Platforms comprise public sector leaders and the leading trade and industrial associations.



Research and knowledge: Analysis and insights into our climate startup market proofs provide essential learnings to inform both domestic and global public policy makers who are seeking to incentivize investment in that sector across their economy. Through communications, knowledge products, publications, in-country events and biennial P4G Summits, we reach key stakeholders in the public and private sector who can help accelerate our partnerships. We share our learning so others can replicate the success of our early-stage businesses.

The P4G Summit

The P4G Summit is a global moment to showcase P4G startup partnerships and National Platforms, facilitate a learning exchange on solutions for in-country transitions, and engage high-level stakeholders who can use P4G's approach to enable green growth. The 2018 Copenhagen Summit and 2021 Seoul Summit united world leaders and heads of international organizations to progress bold climate action to meet global commitments. The 2023 P4G Bogota Summit accelerated the deployment of climate finance in EMDE countries to advance a just transition to a net zero future. The 2025 P4G Vietnam Summit shared insights and advanced strategies that supported climate entrepreneurship. Ethiopia will host the 2027 P4G Summit.



HOST AND FUNDERS



WORLD
RESOURCES
INSTITUTE



MINISTRY OF FOREIGN AFFAIRS
OF DENMARK



Ministry of Foreign Affairs of the
Netherlands



Ministry of Foreign Affairs
Republic of Korea

P4G NATIONAL PLATFORMS: STRENGTHENING THE MARKETPLACE FOR CLIMATE INNOVATION AND ENTREPRENEURSHIP

National Platforms (NPs) are a distinguishing factor of P4G. They help climate startups navigate marketplace barriers that constrain their investment readiness and strengthen the enabling environment to make it more conducive for climate entrepreneurs. NPs work with climate startup partnerships across a full range of issues such as policy, regulatory, trade, permitting, planning, incentives, carbon credits and value chains.

NPs, established in each P4G member country, comprise a core government ministry and the leading national industry association. Key functions include:

- **Identifying and Supporting Partnerships:** NPs help identify high-impact partnerships that align with national development and climate goals and P4G's priority areas – climate smart agriculture, food loss and waste, water resilience, zero emissions mobility and renewable energy.
- **Improving the Enabling Policy and Regulatory Framework:** NPs receive real-world insights from P4G startups, which helps them to informed policies, incentives and regulatory interventions to improve the overall enabling market environment in those priority sectors for economic growth.
- **Building Capacity and Sharing Knowledge:** NPs provide technical support, convene relevant stakeholders and share best practices through their vast networks to strengthen the climate entrepreneur ecosystem in their countries.

Country	National Platform Members			
Denmark	Ministry of Foreign Affairs		State of Green (Danish Industries)	
Netherlands	Ministry of Foreign Affairs		Netherlands Enterprise Agency (RVO)	
Republic of Korea	Ministry of Foreign Affairs Korea Chamber of Commerce & Industry		Korea Chamber of Commerce & Industry	
Colombia	National Planning Department	National Business Association (ANDI)	iNNpulsa	
Ethiopia	Ministry of Planning and Development		Chamber of Commerce and Sectoral Associations	
Indonesia	Ministry of National Development Planning	The Indonesia Business Council for Sustainable Development	IBEKA	
Kenya	National Treasury and Planning	Ministry of Environment, Climate Change and Forestry	Kenya Private Sector Alliance	
South Africa	Presidential Climate Commission	Department of Environment, Forestry and Fisheries	National Business Initiative	Just Energy Transition Project Management Unit
Vietnam	Ministry of Finance		Vietnam Chamber of Commerce and Industry	



Sub-Sector Focus

Climate-Smart Agriculture



Ancestral Organics

Established

2020

Location

Colombia

Sector

Climate-smart
Agriculture

Employees

4 full time
4 part time

Capital Raised

US \$48K in equity and US \$25K in grant funding

Leadership Team

Mateo Ospina: CEO & Co-founder

13+ years of experience in international market development, inclusive business model construction, and commercial and marketing roles in the CPG (Consumer Packaged Goods) industry. He holds a bachelor's degree in business administration.

Manuela Jaramillo: COO & Co-founder

14+ years of experience in project formulation across various national government entities and private companies. Professional in government and international relations with a master's degree in entrepreneurship and innovation.

Website

www.ancestralfoods.co



Ancestral Organics

Contact

Mateo Ospina

mateo@ancestralfoods.co

About

Ancestral Organics is a Colombian startup dedicated to the development of organic and healthy superfoods produced through regenerative agriculture in Quindío, and other departments of Colombia.

The Challenge

Agriculture is responsible for approximately 30% of global greenhouse gas emissions. The sector also contributes to soil degradation that reduces productivity and biodiversity. The limited adoption of regenerative practices and lack of farmer knowledge further exacerbate these issues in Colombia. Existing market solutions often fail to provide comprehensive approaches that integrate sustainable farming, address food loss and empower farmers. Additionally, these solutions come with high costs hindering adoption among small-scale farmers.

The Solution

Ancestral Organics offers high-nutrition plant-based foods in Colombia through local markets, supermarkets and online platforms. In the U.S., U.K. and Aruba, distribution is via wholesalers and online channels like Amazon and Faire. The startup's holistic approach integrates regenerative practices, direct market access, farmer empowerment and sustainability to drive economic and social impact.

Traction

Market size: The total addressable market for organic, high-nutritional products is estimated at US \$150 billion, with a serviceable available market of US \$500 million and a serviceable obtainable market of US \$20 million.

Revenue: The company has successfully become operational in the U.S. Since its foundation, it has generated US \$430,500 in revenues (2021: \$18K, 2022: \$86.5K, 2023: \$120K, 2024: \$206K).

Milestones:

- Obtained organic certifications and is currently implementing monitoring, reporting and verification processes to measure its climate and social impact.
- Establishing operations in the U.S. enhancing control, profitability and cash flow management, providing stability and a clear growth path.
- Began operations in the UK, and meets the legal certification requirements for Europe, Dubai and Mexico.

Investment Opportunity

Ancestral Organics is seeking US \$500,000 to scale operations in the U.S., Colombia and new markets. The funds will be used to expand stock capacity, optimize cash flow, cover entry costs for major retailers, and support working capital for its sales force. The preferred financing vehicle is revenue-based financing.

Established
2018

Location
Colombia

Sector
Climate-smart
Agriculture

Employees
40

Capital Raised
US \$4.2 million

Leadership Team

Juan Pablo Muriel: CEO & Founder

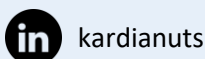
International experience as a business consultant in Hong Kong and Berlin. He has been working in the agroindustry since 2011.

Diego Solano: Agricultural Director

19+ years of experience in agroforestry management, in which he has produced over 25 million trees and planted 5 million.

Website

www.kardianuts.com



Contact

Juan Pablo Muriel
jpmuriel@kardianuts.com

About

KardiaNuts is pioneering a sustainable cashew value chain using regenerative practices in a region of Colombia once considered barren.

The Challenge

Agricultural value chains are the first step for socioeconomic development. Without them, there is no income generation, food security, nutrition or economic growth. Small farmers and large corporations in the Vichada region of Colombia have struggled to grow and access markets competitively.

The Solution

KardiaNuts is implementing a solution that involves the production and processing of cashews in Puerto Carreño, Vichada using agroforestry solutions that improves soil health and farmer incomes. The startup supports local farmers by providing them with access to processing facilities, technical assistance, financing and fair market opportunities.

Traction

Market size: The South American cashew nut industry, led by Brazil, is steadily growing, with the market projected to reach approximately US \$750 million by 2029 due to rising global demand for healthy, organic and sustainable products. Colombia is emerging as a niche competitor by emphasizing organic and sustainable practices. Kardianuts' serviceable obtainable market amounts to about US \$12 million by 2030.

Revenue: Since its inception, the company has generated over US \$1,000,000 in revenue to date. However, due to the nature of the business—focused on late-yielding crops—revenues in the initial years are typically lower.

Milestones:

- Scaled production to 89.2 tons harvest per year using regenerative practices, securing Organic and Kosher certifications (others underway).
- Strengthened industrial capacity, obtained INVIMA registration, and piloted new circular solutions, such as biochar production.
- Cleared due diligence with no red flags, mobilizing US \$550,000 in private capital in 2025 from international investors.
- Advanced commercial positioning with export prospects and upcoming product innovation (cashew juice) to unlock additional value streams.

Investment Opportunity

KardiaNuts is seeking US \$1 million over the next 12–18 months to scale its industrial and commercial operations. The investment will strengthen governance and financial readiness, enhance ESG transparency, and drive revenue growth through product diversification and market expansion. Backed by premium certifications and a validated regenerative model, the company is well-positioned to attract strategic and impact investors.



Established
2021

Location
Colombia

Sector
Climate-smart
Agriculture

Employees
5

Capital Raised
US \$283,000 in equity

Leadership Team
Nicolas Montoya: Co-Founder & CEO
Biologist with 8+ years of experience in soil health and innovation

Andre Echavarria: Co-Founder & CCO
Commercial leader with 7+ years of experience in startups and multinational companies

Daniel Moreno: Co-Founder & COO
Mechanical engineer with experience in mechatronics and robotics design, now applying his expertise to agriculture by integrating microbiology and advanced technology

Website
www.sabio.com.co



Contact
Nicolas Montoya Rojas
nicolas.montoya@sabio.com.co

About

SaBio is a Colombian biotech platform transforming agriculture by integrating biotechnology and data-driven solutions to restore soil health and strengthen agroecosystem resilience. The startup empowers farmers to increase productivity, reduce costs and agrochemical use, and make smarter decisions. The goal is to drive innovation toward a more efficient, profitable and regenerative agricultural sector.

The Challenge

Soil degradation and agrochemical overuse threaten the future of farming. In Colombia, 58% of soils are unsuitable due to erosion, desertification, and compaction—mirroring a global crisis affecting over 40% of soils worldwide. Poor soil health leads to biodiversity loss, greenhouse gas emissions, water contamination, and declining productivity, directly impacting food security, human health and agribusiness profitability.

The Solution

SaBio uses microbiome science, customized bio inputs, and AI-powered analytics to improve soil health and crop yields. The startup works directly with producers, and partners with corporate buyers to support the transition to regenerative supply chains. SaBio's model includes a one-time soil diagnostic with tailored recommendations, followed by a subscription service offering training, field support and actionable insights. This empowers farmers to boost yields, cut input costs and restore soil biology, while helping companies build traceable, climate-resilient sourcing systems.

Traction

Market size: SaBio operates in the US \$271 billion global agrochemical market, offering a scalable, sustainable alternative as demand for nature-based solutions rises. The agrochemical market in Latin America is valued at US \$12 billion, and in Colombia it exceeds US \$1.3 million. SaBio targets US \$2 million in short-term revenue, US \$13 million in the mid-term, with a clear roadmap to reach US \$130 million across the region.

Revenue: Since launch, SaBio has generated US \$237,000 in revenue with 130%–270% year-over-year growth and positive EBITDA. Clients have cut agrochemical use by 50–70% and increased yields by up to 27%. In 2025, it aims to build two centralized bio-factories, secure national certifications, and reach US \$287,000 in revenue.

Investment Opportunity

SaBio is raising a US \$2 million round at a \$12 million post-money valuation to scale from 2X to 3X annual growth. This capital will fund high-impact projects with large producers, expand into new bioregions, and tie revenue to measurable outcomes. SaBio will strengthen its commercial, tech, and admin teams, and fast-track proprietary tech development—especially AI- and IoT-powered microbial monitoring. These advancements will accelerate market entry and unlock growth across Latin America and beyond. SaBio is seeking mission-aligned investors who bring capital, global reach and deep expertise.

Established
2021

Location
Colombia

Sector
Climate-smart
Agriculture

Employees
7

Capital Raised
US \$440,000

Leadership Team

Klaus Hergett: Co-founder and CEO

20 years of experience in design, product development, manufacturing, and training, specializing in low-cost water and agricultural technologies

Daniel Ramirez: Co-founder and COO

10+ years of experience in communications and business negotiations, driving strategic growth and partnerships

Jorge Camacho: Managing Partner

8+ years of experience in sales, marketing, and business development in insurance, agriculture, and Software-as-a-Service

Website

www.urbanfarmerspro.com

 [Urban-farmers-pro](https://www.linkedin.com/company/urban-farmers-pro)

Contact

Daniel Ramirez
daniel@urbanfarmerspro.com

About

Urban Farmers Pro is revolutionizing urban agriculture with smart, sustainable solutions. By integrating technology and eco-friendly practices, it empowers communities to grow fresh, nutritious food efficiently in urban spaces, reducing dependency on traditional supply chains.

The Challenge

Urban areas face limited space, resource inefficiency and food insecurity. Conventional farming struggles to meet growing urban demand, while environmental challenges like water scarcity and soil degradation threaten sustainability.

The Solution

Urban Farmers Pro addresses limited arable land and food security with fully automated vertical farms in repurposed shipping containers. Using proprietary algorithms and nutrient formulas, it ensures high-efficiency, pesticide-free production. The startup has consistently improved its technology, launching VIOS ONE with automated climate control in 2022, followed by a 45% more efficient VIOS FARM in 2023. In 2024, Urban Farmers Pro introduced Latin America's first large-scale modular vertical farm, yielding over 10 tons of produce annually in just 12 square meters. The business model includes direct B2B sales and an operational leasing model.

Traction

Market size: The global fresh vegetables market is valued at US \$650 billion, with expected growth to US \$895 billion by 2032. Urban Farmers Pro targets a US \$160 billion market across key regions, with an initial focus on Colombia's US \$7 billion market. By Year 5, it aims to capture US \$750 million, aligning with a projected revenue of US \$6.3 million through production expansion and strategic partnerships.

Revenue: Urban Farmers Pro has gained strong traction in the B2B sector, supplying top-tier restaurants, hotels, and supermarkets like Colsubsidio and Jumbo Cencosud. Since launching VIOS FARM in February 2023, it has achieved a 40.38% compound monthly growth rate, reaching full product sellout by November 2024. The startup's annual recurring revenue now stands at US \$25,000, with year-to-date revenue of US \$35,658. As pioneers in Latin America's indoor farming sector, Urban Farmers Pro combines production and sales of leafy greens with an innovative Agriculture-as-a-Service model, offering on-site vertical farms with full operational management.

Investment Opportunity

Urban Farmers Pro is launching a US \$1.5 million seed round through a SAFE, offering 10% equity. This investment will support scaling production capacity, enhancing proprietary technology, and driving nationwide expansion across Colombia. With strong market traction and a unique Agriculture-as-a-Service model, the company is positioned for rapid growth in the sustainable food sector.

Established

2012

Location

Ethiopia
The Netherlands

Sector

Climate-smart
Agriculture

Employees

96

Capital Raised

US \$6.8 million (€6 million) owner
equity contribution to date

Leadership Team

Khalid Duri: Founder and CEO

20+ years of experience in timber,
fintech and forest industries in
Europe, North America and Africa

Rania Duri: Founder and COO

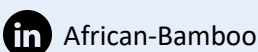
20+ years of experience in strategic
development, human and asset
management, and financial
monitoring and planning

Sam Rosmarin: Chief Investment Officer

15+ years of experience in business
and investment strategy, public
policy, and greenfield projects in
Ethiopia and the United States

Website

www.african-bamboo.com



Contact

Khalid Duri
Khalid.Duri@african-bamboo.com

About

A deep tech company pioneering high-performance bamboo-based construction materials that can replace carbon-intensive materials such as steel, concrete and timber while promoting sustainable growing practices and creating income opportunities for smallholder farmers.

The Challenge

Reducing revenue concentration risk through a nature-positive enterprise model that strengthens core revenue and supports forest, soil and biodiversity restoration.

The Solution

Scaling and growth for the venture will come from three coherent and re-enforcing lines of business:

- The sale of verified carbon units from forest (VERRA) and soil (ISOMETRIC) business cases.
- Commercial production and sale of decking and cladding materials from existing factory by investing in new machinery.
- Licensing key enabling technology to companies developing natural fiber-based products.

African Bamboo is currently building a robust pipeline for its forestry and manufacturing operations in Kenya, Tanzania and Rwanda.

Traction

Market size: Global demand for natural building materials exceeds supply, driving shortages and rising prices. The timber market is projected to double this decade, from US \$570 billion in 2020 to US \$1.14 trillion by 2030. African Bamboo's total addressable market is expected to grow at a 26% compound annual growth rate (CAGR), from US \$27 billion today to US \$88 billion by 2028.

Revenue: In 2025, African Bamboo generated US \$2.3 million (€2.1 million) in revenue. The company expects exponential growth by 2028, driven by new revenue from forest product sales and verified carbon units (VCUs), contingent on closing financing rounds for both its manufacturing and carbon businesses.

Milestones: African Bamboo has achieved the following milestones:

- Created forestry assets for raw material supply valued at US \$16.7 million.
- Completed a forestry asset valuation of US \$6.35 million through Deloitte.
- Secured a US \$11.4 million facility at Hawassa Industrial Park.
- Secured a five-year offtake agreement with SECA valued at US \$99 million.
- Received patents from the European Patent Office [European patent no. 4096887]
- Worked with Fraunhofer to achieve EN15534 Class 1 product certification.

Investment Opportunity

African Bamboo is seeking US \$6.8 million (€6 million) in equity to close its US \$20.5 million (€18 million) Series A financing round for its manufacturing business. The company is also seeking to close a carbon financing round for its VERRA-registered forest carbon business through a combination of prepayments of US \$5.7 million (€5 million) and offtake agreements worth US \$23.9 million (€21 million) for its VCUs.



Birrama Digital Commerce

Established
2022

Location
Ethiopia

Sector
Climate-smart
Agriculture

Employees
21

Capital Raised
US \$300,000

Leadership Team

Dr. Tamrat Sultun: CEO

Founder and CEO with 10+ years of experience in digital transformation, agricultural innovation, and inclusive finance across Ethiopia and East Africa. Has led major programs with FSD Ethiopia, Farm Africa, PSI and other development partners.

Aboneh Teshome: CFO

Financial management and investment expert with deep experience in agricultural finance, SME growth modeling, and multi-donor program budgeting. Advises Birrama on sustainability, risk management, and financing models.

Ribka Ermias: Operations Lead

Oversees day-to-day project execution, partner coordination, and field operations. Experienced in managing multi-stakeholder agricultural and digital development initiatives with a focus on inclusion and impact.

Website

www.mavuno.ai

Contact

Dr. Tamrat Sultun
tamsul@birrama.com

About

Birrama Digital Commerce has developed IRIF (Intelligence, Resilience, Innovative Farming), a data-driven platform using AI and digital tools to help African smallholder farmers improve productivity, climate resilience and financial inclusion. The platform integrates on-field sensors, satellite imagery and AI analytics to deliver personalized, real-time farming insights and digital financial services.

The Challenge

Across Africa, smallholder farmers produce most of the continent's food but remain highly vulnerable to climate change. In Ethiopia and beyond, erratic rainfall, droughts, and shifting seasons are reducing yields, while limited access to climate information, adaptive farming knowledge, and financial services leaves farmers unprepared for climate shocks.

The Solution

IRIF combines AI insights, field sensors and satellite data to help farmers improve irrigation, soil health and pest management while accessing micro-credit, crop insurance and pay-on-harvest financing through Telebirr, which lets farmers pay after productivity and income gains. Through the IRIF Marketplace, farmers connect directly with buyers for fair pricing, lower post-harvest losses and more transparent trade.

Traction

Market size: IRIF targets Ethiopia's climate-smart agriculture market, with an estimated US \$500 million serviceable available market (SAM), and plans to expand across Sub-Saharan Africa, where over 300 million smallholder farmers need data-driven climate resilience solutions.

Revenue: Revenue comes from subscriptions and value-added services such as insurance, inputs, marketplace commissions and financial partnerships. Birrama has generated US \$27,000 to date. As the platform scales, IRIF projects revenues reaching US \$1.5 million within five years, driven by farmer adoption and expansion across Ethiopia and East Africa.

Milestones: Birrama has achieved the following milestones:

- Established a pilot program with 40 smallholder farmers in Butajira, Ethiopia where crop yields rose by up to 30% for high-value crops, with a 20% reduction in irrigation water usage.
- Secured a US \$25,000 grant from JDC Innovation Journey and partnered with organizations like Farm Africa and VisionFund.

Investment Opportunity

Birrama seeks to raise US \$1.6 million in equity and US \$5 million in debt to:

- Expand to 20,000 farmers in Ethiopia and launch a regional pilot in Rwanda
- Enhance the technology platform
- Establish physical "One-Stop Shops" with Ethio Telecom and Siinqee Bank for integrated financial and input services
- Expand the team across different expertise areas to support growth



Estifanos, Betelhem and Friends Partnership

Established
2022

Location
Ethiopia

Sector
Climate-smart
Agriculture

Employees
10 full time
40 part time

Capital Raised
US \$13,000

Leadership Team
Estifanos Zeleke: Co-founder and CEO

Responsible for the overall management of Estifanos Betelhem and Friends Share Company. Estifanos holds a B.S. in civil engineering and certificate in electromechanical engineering.

Betelhem Gedu: Co-founder and Deputy Manager

Responsible for the company's data management and providing both technical and administrative support to the company's manager, ensuring efficient operations and effective decision-making. Betelhem holds a BSc in architecture and urban planning.

Website
www.ethioplasticrecycle.com

Contact
Estifanos Zeleke
estifanoszeleke@gmail.com

About

Estifanos, Betelhem and Friends Partnership specializes in transforming plastic waste into high-quality agricultural materials, promoting a circular economy and reducing environmental pollution. By collecting, processing and repurposing plastic into agricultural products that support water retention and irrigation, the company promotes water resilience while supporting local communities through job creation and waste reduction initiatives.

The Challenge

Plastic waste pollution continues to grow, with limited recycling infrastructure and inefficient waste management systems exacerbating the problem. Large amounts of plastic end up in landfills and the environment, contributing to environmental degradation. There is an urgent need for scalable recycling solutions to reduce waste, conserve resources and promote a circular economy.

The Solution

The startup collaborates with local businesses and municipalities to manage the efficient collection of plastic waste. It uses advanced recycling technologies to convert waste into recycled plastic products, including geomembranes and polyethylene tubes. Geomembranes serve as impermeable liners for landfills, reservoirs and wastewater treatment, preventing water leakage and supporting irrigation. Polyethylene tubes aid in tree seedling growth, supporting afforestation efforts, though their non-biodegradable nature requires proper recycling. The startup sells these products to agricultural investors, smallholder farmers and forest seedling producers.

Traction

Market Size: The serviceable addressable market, calculated with a focus on Bahir Dar City Administration and four provinces, is US \$3 million for geomembrane and US \$2 million for biodegradable seedling bags. The company is targeting a 30% share of this market equivalent to US \$1.5 million as its serviceable obtainable market.

Revenues: Since 2023, the company has collected and recycled up to 370 tons of plastic, realizing revenues of US \$44,400. The startup projects revenues of US \$807,668 in 2025 – its first year of full commercial operation – with a 15% year-over-year average growth, reaching an estimated US \$1,449,682 in revenues by 2029 and cumulative revenues of US \$5.6 million.

Milestones: The startup has reached a production capacity of 250 tons of geomembranes and four tons of polyethylene tubes per year.

Investment Opportunity

Within the next 24 months, the Estifanos, Betelhem and Friends Partnership plans to scale up its operations, targeting an annual collection of 800 tons of waste and converting 667 tons into geomembranes and 78 tons into seedling bags. This will require up to US \$60,000 in equity and debt for machinery and equipment as well as production and skills development.

Established
2014

Location
Ethiopia

Sector
Climate-smart
Agriculture

Employees
50

Capital Raised
US \$1.8 million

Leadership Team

Abraham Endrias: Managing Director

Experienced agribusiness leader with 10+ years of experience in agricultural transformation, digital agriculture, mechanization and smallholder farmer empowerment across Ethiopia. His background is in business management.

Wondimu Tekle (PhD): Climate Advisor & Regional Backstopper

Expert in climate-smart agriculture, sustainability, and agricultural resilience with strong regional advisory experience. DPhil in economics from Peking University and a Master of Engineering specializing in hydraulic engineering and river basin development.

Kalid Areb: Product Lead

Leads digital product development and innovation for the Lersha platform, focusing on farmer-centered agricultural solutions

Website

www.lersha.com



Contact

Abrhame Endrias
abrhame.endrias@lersha.com

About

Green Agro Solutions PLC is a leading agribusiness company in Ethiopia with more than a decade of experience empowering smallholder farmers. Through its flagship digital platform, Lersha, the company provides bundled services including access to farm inputs, mechanization, inclusive markets, finance and agronomy advisory to improve productivity and farmer livelihoods.

The Challenge

Millions of smallholder farmers in Ethiopia continue to face limited access to mechanization services, quality agricultural inputs, formal financing, reliable markets and agronomic advisory support. Farmers are also highly vulnerable to climate change and price volatility, making it difficult to increase productivity and income sustainably.

The Solution

Lersha provides a comprehensive digital agriculture platform that connects smallholder farmers to mechanization services, agricultural inputs, finance, markets and agronomic support through an integrated ecosystem. The platform leverages digital tools, agent networks and strategic partnerships to increase productivity, improve market access and strengthen farmer resilience.

Traction

Market size: Through the Lersha app, Green Agro Solutions has onboarded more than 3,000 agents and 300,000 farmers across Ethiopia. The company operates in six regions in Ethiopia with expansion into Kenya and Uganda. Lersha has supported more than 5,300 hectares of farmland and facilitated over US \$748,000 in loan disbursements.

Revenue: Green Agro Solutions generated an annual revenue of US \$400,000 as of Q2 2025.

Milestones: The company has achieved the following milestones:

- Successfully piloted a Collateralized Commodity Financing (CCF) model supporting over 350 smallholder farmers
- Established partnerships with AGRA, commercial banks and value chain actors such as Dina Food Processing
- Expanded digital agriculture services across multiple regions in Ethiopia and neighboring countries
- Built a nationwide ecosystem supporting inclusive agri-finance and digital credit scoring

Investment Opportunity

Green Agro Solutions is seeking US \$10 million in blended finance. The funding will support operational scaling, recruitment, training, agent network development, farmer onboarding and profiling, marketing expansion, and technology development to strengthen the long-term sustainability and scale the Lersha platform.



Maritu Api-Products

Established
2019

Location
Ethiopia

Sector
Climate-smart
Agriculture

Employees
7

Capital Raised
US \$50,000

Leadership Team

Etse-Hiwot Girma Melaku: Founder and CEO

A leader with 15+ years in investment advisory and market development, Etse was part of Ethiopia's first M&A practice at EY where she advised on high-value agribusiness investments. At Maritu Api-Products, she focuses on innovation in Ethiopia's honey sector to strengthen farmer incomes and value chains.

Terefe Chimdi: Head of Operations

With 18+ years in apiculture, Terefe brings deep expertise in honey production, quality control and farmer capacity building. Certified in beekeeping and disease diagnostics, he has led training programs, apiary site development and supply chain optimization.

Addisu Bihonegn: Cluster Lead and Environmental Advisor

Addisu has 20+ years of experience in apiculture, environmental management and rural development. He has trained thousands of farmers across remote regions and managed large-scale projects focused on sustainable honey production and forage development.

Contact

Etse-Hiwot Girma Melaku
etsehiwot@gmail.com

About

Maritu Api-Products Plc is a woman-led agribusiness producing premium honey from Ethiopia's dryland and forest regions. Founded in 2019, it promotes climate-smart beekeeping practices, women's economic empowerment, and traceable supply chains. Through contract farming, Maritu equips smallholders, mostly women, with advanced beehives, training and guaranteed premium pricing to deliver high-quality organic honey.

The Challenge

Ethiopia's honey sector remains fragmented, with low productivity, poor quality standards and limited export-grade processing, leaving smallholders, economically vulnerable.

The Solution

Maritu builds organized farmer clusters, provides technical support and digital traceability, and guarantees market access. The model enhances keepers' income, ensures sustainability and supplies certified, premium honey for niche domestic and global markets.

Traction

Market size: With a projected honey demand of 10,000 metric tons by 2030, Maritu targets 10–15% of that premium segment.

Revenue: Maritu's current annual revenue is about US \$25,000.

Milestones: Maritu has achieved the following milestones:

- 300+ hives across 4 clusters and 30+ farmers engaged; active clusters in Gera and Wag Himra with expansion to Konso and Gondar in progress.
- 5-year supply contract with Ethiopian Tourist & Trade Enterprise (duty-free outlets).
- EU/NOP certification underway with completion expected in early 2026.
- Approved hive technology by Holeta Bee Research Center and multiple MOUs with NGOs and government.

Investment Opportunity

Maritu is seeking US \$0.84 million in blended finance (grants, concessional loans, and patient equity) to:

- Build and equip climate-smart processing infrastructure.
- Expand women-led clusters with digital traceability and certification.
- Develop export markets and brand positioning for premium honey.

Established

2019

Location

Ethiopia

Sector

Climate-smart
Agriculture

Employees

12 full time
40 part time

Capital Raised

US \$85,000

Leadership Team

Lebeza Alemu: Founder and Managing Director

Has 40+ years of experience in finance. An international finance & audit professional, with a BA in accounting.

Tiglu Tesfaye: Head of Agriculture and Irrigation Department

15+ years of experience in agriculture value chains, both in private and civil society. Has an MSc in horticulture.

Melaku Tesema: Head of Irrigation Department

8+ years of experience as an irrigation engineer in the design and installation of solar-based irrigation systems and drip and sprinkler irrigation. MSc in hydraulic engineering.

Website

www.solarvillageethiopia.com



solar-village-ethiopia

Contact

Tiglu Tesfaye
tigletesf@gmail.com

About

Solar Village Ethiopia is a solar equipment importer, distributor and extension service provider company. The startup supplies smallholder farmers with affordable and reliable solar-powered water pumps to improve their climate resilience.

The Challenge

Despite its potential to enhance smallholder farmers' resilience to climate change and strengthen food systems, Ethiopia has not experienced an uptake in the adoption of climate-smart agriculture practices and technologies. Key reasons for the low adoption rate are financial and technical barriers such as high upfront costs, lack of credit facilities and limited availability of products customized for local land or weather conditions.

The Solution

Solar Village serves smallholder farmers by delivering reliable solar-powered water pump technology, vermicompost and organic seedlings for improved climate-smart and nutrition-sensitive agriculture practices.

Traction

Market size: The serviceable available market for solar-powered pumps and agritech products, including seedlings and vermicompost in Ethiopia, is around US \$156 million and Solar Village's serviceable obtainable market is US \$46.5 million.

Revenue: Solar Village's revenue has grown from US \$179,700 in 2021 to US \$523,150 in 2024. The company projects an average growth rate of 25% per annum for the next 5 years.

Milestones: Solar Village has reached and supported 5,000 small holder farmers to date.

Investment Opportunity

Solar Village Ethiopia is seeking US \$1 million in investment to:

- Import and distribute solar-powered water pumps with accessories
- Provide capacity-building trainings for after-sales service experts and beneficiaries
- Supply improved agricultural inputs
- Create market linkages and ensure quality production



Thur Biotech Manufacturing PLC

Established

2021

Location

Ethiopia

Sector

Climate-smart
Agriculture

Employees

15 full time
11 seasonal

Capital Raised

US \$751,000

Leadership Team

Samson Alemu: Founder & CEO

Holds MSc degrees in Biotechnology and Project Management and has 4+ years of experience implementing agricultural projects and working with smallholder farmers

Muluken Mulatu: COO

Experience in manufacturing and operations

Alazar Yeshitla: R&D and Quality Manager

10+ years of experience as an agricultural specialist

Website

www.thurbiotech.com



Thurbiotech

Contact

Samson Alemu

samsonalemu@thurbiotech.com

About

Thur Biotech develops and manufactures biological crop inputs, such as biofertilizers and biocontrol agents, that reduce synthetic fertilizer dependence, improve yields and soil health, and lower emissions.

The Challenge

Ethiopian smallholders face rising synthetic fertilizer costs, soil degradation (acidity) and yield risk intensified by climate variability. Access to affordable, effective crop inputs and last-mile agronomic support is limited, resulting in inconsistent application, lower productivity and constrained incomes.

The Solution

Thur Biotech manufactures biofertilizers and biocontrol agents that improve nutrient availability, root vigor and disease resilience reducing reliance on synthetics while improving soil health. Products are offered in powder and liquid formats and delivered with demo plots, simple usage guides (Amharic), a hotline, and a private extension model to ensure correct use and measurable outcomes.

Traction

Market size: Thur Biotech serves Ethiopia's smallholder cereal and legume farmers within a fertilizer market estimated at US \$1 billion, part of a broader US \$4.8 billion sub-Saharan African fertilizer market. The African biological fertilizer market is projected to grow from US \$287 million (2024) to US \$420 million (2029) at 7.9% CAGR, supported by rising demand for sustainable agricultural inputs.

Revenue: Thur Biotech generated a revenue of US \$173,000 in 2024 and US \$263,000 in 2025 across powder and liquid product formats.

Milestones: Thur Biotech has achieved the following milestones:

- Validated market access and repeat demand with 41,000+ farmers reached across five regions
- 72+ demonstration sites and repeat purchase orders from bureaus of agriculture, cooperative unions and agro-dealers
- Established partnerships with the WFP Innovation Accelerator, USAID CATALYZE, AYuTe Africa NextGen, P4G, Ethiopian Bio & Emerging Technology Institute, Ethiopian Biodiversity Institute, Anand AgroCare, Ethiopian Agricultural Transformation Institute, Heifer International and Addis Ababa Science & Technology University
- Working to scale production to 300,000 liters per year

Investment Opportunity

Thur Biotech is seeking to raise US \$750,000. The funds will be used to scale production, expand the team, advance technology development and R&D, and support commercial expansion in priority regions.

Established

2018

Location

Indonesia
The Netherlands

Sector

Climate-smart
Agriculture

Employees

53

Capital Raised

US \$700,000

Leadership Team
Dirk-Jan Oudshoorn: Co-Founder & CEO

16+ years of experience in environmental conservation with a specialization in sustainable products

Alexander van Oord: CCO

15+ years of experience leading businesses in emerging markets

Marcha Adiwara Prawita: Project Manager

10+ years of experience managing complex projects rooted in environmental sustainability and social impact

Website

www.forestwise.earth



forestwise

Contact

Dirk-Jan Oudshoorn
dirkjan.oudshoorn@forestwise.earth

About

Forestwise sells sustainable rainforest products, such as illipe butter – a cocoa butter equivalent – creating economic incentives to help preserve forests in Indonesian Borneo and improve the income of community residents. The startup is the world's leading supplier of traceable wild-harvested rainforest products.

The Challenge

Borneo has lost 56% of its original rainforest, while Indonesia's West Kalimantan province experienced 77% tree cover loss between 2013 and 2021, threatening biodiversity and the livelihoods of local communities, where poverty rates exceed the national average. At the same time, demand for cocoa butter alternatives is increasing as deforestation and volatile cocoa supplies drive up prices.

The Solution

Forestwise helps conserve Borneo's rainforests by creating sustainable markets for wild-harvested rainforest products that increase the value of standing forests while improving local livelihoods. The company produces illipe butter – a cocoa butter alternative for the cosmetics and confectionery industries – as well as kukui nut oil and repurposes illipe by-products into animal feed and fertilizer. It is also expanding into natural rubber and arenga sugar to provide farmers with a more stable, year-round income.

Traction

Market size: The service available market is around US \$4.2 billion, and Forestwise's obtainable market is 0.16%, which amounts to US \$0.68 billion.

Revenue: By Q4 2025, Forestwise achieved 997% revenue growth to \$1,399,579.

Milestones:

- Partnered with confectionery manufacturers in Europe, the U.S., and Australia to supply illipe butter, with expansion expected to benefit 1,800 farmers.
- Expanded forest protection and responsible sourcing across 273,423 hectares, with QR-enabled traceability covering 32 villages and 813 registered farmers, including 209 women.
- Achieved B Corp certification (score: 144.7), strengthened ESG and impact systems, raised \$281,107 (\$91,577 non-commercial), and avoided 11.68 tCO₂e emissions.

Investment Opportunity

The fundraising goal is to secure US \$1 million in the next 12–18 months to finance product diversification for arenga and rubber via loans, meet rising demand for illipe butter and kukui nut oil, and develop new arenga-based product lines. The funds will be used to procure raw materials, expand operational capacity, improve transport and infrastructure, integrate renewable energy, strengthen HR, diversify products, and enhance waste management.

Established
2022

Location
Indonesia

Sectors
Climate-smart
Agriculture

Employees
~25

Capital Raised
US \$1.5 million in equity

Leadership Team

Pawel Kuznicki: Founder and CEO
Tech entrepreneur with experience in healthcare, fintech, and e-commerce. He has led teams of 50+ people and managed businesses generating revenues exceeding US \$20 million, successfully raising US \$6 million in equity and facilitating over US \$100 million in debt financing.

Mohammad Shofie: Director of Operations

An energy expert with 8+ years of experience in the biogas industry, holding both commercial and technical roles in several multinational companies

Website
www.wastex.io



Contact
Pawel Kuznicki
pawel@wastex.io

About

WasteX is a climate-tech startup offering an end-to-end integrated biochar solution to agricultural producers and farms.

The Challenge

WasteX is addressing the issue of 3.5 billion tons of agricultural processing waste globally that is either dumped, burned or sold cheaply. This waste contributes to climate change, as biomass burning and decomposition are significant sources of emissions. Additionally, farmers face multiple pressures, including rising fertilizer costs and soil degradation, which threaten their livelihoods.

The Solution

WasteX offers an integrated biochar solution that transforms agricultural residues into biochar, a carbon-rich product that can improve soil health, enhance crop yields and reduce fertilizer usage. This solution not only provides farmers with additional income and operational improvements, but also helps mitigate climate change by capturing and storing carbon. The company's approach includes proprietary biochar equipment, enabling services and a guarantee of carbon credits.

Traction

Market size: The global biochar market is projected to reach US \$6.3 billion by 2031, while Indonesia's market is expected to grow from US \$46.2 million in 2023 to over US \$1.7 billion by 2033. Driven by government support for sustainable agriculture, carbon sequestration initiatives and the Indonesia Carbon Exchange, WasteX estimates a US \$800 million serviceable obtainable market. The startup plans to sell biochar at US \$200 per ton and generate carbon credits at a minimum of US \$100 per ton of emissions, with annual recurring revenue of US \$50,000 per facility and 30–40% gross margins.

Revenue: In 2024 WasteX generated US \$180,000 in revenue. The startup generated US \$200,554 of revenue in 2025.

Milestones: WasteX has achieved the following milestones:

- WasteX's proprietary equipment has proven to increase agricultural yields by up to 95% while reducing fertilizer use by 50%.
- WasteX have manufactured and sold 18 units to clients in Indonesia and abroad, of which 16 have been delivered and 2 await shipment.
- The startup had raised \$700,000 in commercial funding.
- Between April 2024 and February 2026, it recycled 1,037 tons of biomass, produced 373 tonnes of biochar, and generated 347 carbon credits. WasteX has also secured a long-term contract for its carbon credits.

Investment Opportunity

The company is currently fundraising US \$250,000 - \$500,000 in debt and follow up equity investment of US \$500,000 -1,000,000 million by 2027.

Established
2019

Location
Kenya

Sector
Climate-smart
Agriculture

Employees
13

Capital Raised
US \$4.1 million

Leadership Team

Kizito Odhiambo: Founder & CEO

11+ years of experience in the agriculture sector as a two-time founder. His extensive background in fundraising, business development, and investor relations along with his educational background in electrical engineering and IT has driven agriBORA's growth.

Nicolas Caspari: CTO

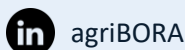
10+ years in software and spatial analytics, leading agriBORA's tech stack since 2019 and building the platform and systems for agriBORA's operations

Joaness Ogolla: General Manager

An agricultural finance professional with 6+ years of experience leading agri-loan portfolios. Now overseeing trading, structured finance and WRS operations at agriBORA.

Website

www.agribora.com



Contact

Kizito Odhiambo
kizito.odhiambo@agribora.com

About

agriBORA is building Kenya's leading post-harvest infrastructure for grain, combining warehouse receipt systems (WRS) with strong market linkages. Through a network of digitally enabled hubs, it aggregates, stores and finances grain while connecting smallholders to institutional buyers. This improves efficiency, transparency and profitability across the value chain. The model is designed to scale across key grain producing regions.

The Challenge

Smallholder farmers in Kenya capture only a fraction of the value they produce due to fragmented markets, price volatility and poor storage. Post-harvest losses reach up to 40% (FAO), forcing many farmers to sell at low harvest prices. Limited access to finance further restricts their ability to time the market, with less than 1% of national grain volumes financed through formal WRS. Yet the smallholder grain market is still worth an estimated US \$3–4 billion annually.

The Solution

agriBORA is building a scalable post-harvest infrastructure centered around the WRS. The system provides secure storage, enables farmers to access financing against stored grain, and connects them to better priced markets. By combining storage, finance and market linkages, agriBORA addresses these constraints from end-to-end, reducing losses and improving income stability. The model monetizes through storage fees, trading margins and financing spreads, while strengthening reliability for buyers.

Traction

Revenue: agriBORA has generated more than US \$2.5 million in cumulative revenue and established its WRS at the end of 2024, piloting it through the 2025 maize harvest season. The system currently has 1,000 metric tons (MT) storage capacity, with 44 MT already stored and initial receipt-backed financing in place. Early operations confirm strong farmer uptake and demand for storage and liquidity solutions.

Milestone: agriBORA has worked with over 2,000 farmers and supplied Tier 1 offtakers, trading more than 10,000 MT of grain.

Investment Opportunity

The startup is seeking US \$4.4 million through a blended structure of equity, WRS-backed debt and trading debt. This will be used to scale infrastructure, strengthen technology and expand working capital to secure supply and meet growing demand from institutional buyers. The capital will also accelerate WRS rollout and deepen market integration.

Established
2015

Location
Kenya

Sector
Climate-smart
Agriculture

Employees
35

Capital Raised
US \$1.5 million

Leadership Team

Samuel Rigu: Co-Founder & CEO
10+ years of experience in agribusiness management and entrepreneurship. He drives Safi Organics' growth, strategic partnerships, and innovation in regenerative agriculture and carbon markets.

Joyce Kamande: Co-Founder & COO

10+ year of experience working with small-scale farmers across Africa. Holds a master's degree in logistics and supply chain management.

Kevin Kung: Co-Founder & CTO
A sustainability-driven technologist with 15+ years of experience in waste valorization and carbon innovation

Website
www.safiorganics.co.ke

 Safi-organics-ltd

Contact
Samuel Rigu
ceo@safiorganics.co.ke

About

Safi Organics is transforming fertilizer production by converting agricultural waste, such as rice husks, into biochar-based organic fertilizers through a decentralized production model. Its patent-pending technology lowers production costs, creates local jobs, and supports ongoing innovation, including the use of AI and IoT to improve soil nutrient analysis.

The Challenge

In sub-Saharan Africa, 65% of productive land is degraded, reducing crop yields by up to 40% and costing the region billions annually in lost agricultural productivity. Farmers struggle with high input costs and limited access to quality fertilizers, leading to declining soil fertility and food insecurity. Without intervention, this crisis will worsen, threatening livelihoods and climate resilience.

The Solution

Safi Organics has pioneered a patent-pending, decentralized fertilizer production system that transforms local agricultural waste into high-quality biochar-based fertilizers. The customizable, automated production technology makes scaling easy, allowing rural communities to localize production, cut costs, and regenerate degraded soils.

Traction

Market size: The startup is tapping into an immediate addressable market of 3 million Kenyan smallholder farmers spending US \$85 million annually on fertilizers, with a broader global opportunity of 200 million farmers and a US \$5 billion market.

Revenue: Safi Organics has generated US \$1.5 million to date, with a 50% year-over-year growth rate.

Milestones: The startup has achieved the following milestones:

- **Scaled Carbon Credit Monetization:** Successfully piloted biochar-based carbon removal with certified methodologies, unlocking new revenue streams.
- **Market Expansion:** Reached over 14,000 farmers in Kenya, reducing chemical fertilizer dependency and increasing yield by 30%.

Investment Opportunity

Safi Organics is raising US \$3 million in equity, debt and blended funding to accelerate its expansion. This investment will fuel carbon credit monetization, enhance decentralized production, and scale farmer adoption, positioning the startup to capture a multi-billion-dollar market.

Safi Organics aims to reach 200,000 farmers within five years, generating high-margin carbon credits while scaling regenerative agriculture.

Established

2016

Location

Kenya

Sector

Climate-smart
Agriculture

Employees

72

Capital Raised

US \$2.42 million

Leadership Team
Samuel Munguti: CEO

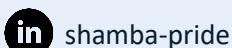
15+ years of experience in marketing, strategic management, and last-mile distribution across FMCG, energy, and agriculture. Held various roles at Coca-Cola, L'Oréal, and Colgate-Palmolive.

Nancy Mutuku: Co-founder & Head of Admin and Logistics

10+ years of experience in last-mile agri-distribution. Held multiple roles at Osho Agrochemicals Limited and L'Oréal Company.

Patrick Sampao: Chief Product Officer

Seasoned product manager with expertise in product development, partnerships, and stakeholder engagement. 10+ years of experience at ACRE Africa and Mdundo.com.

Website
www.shambapride.com

Contact

Samuel Munguti

samuel.munguti@shambapride.com
About

Shamba Pride is transforming the rural agricultural trade ecosystem in Kenya by equipping agricultural input distributors, known as agro-dealers, with digital tools and technology that strengthens their capacity to provide quality products, services, and information to smallholder farmers. This approach ensures farmers have access to essential resources, fostering sustainable improvements in farm productivity.

The Challenge

Smallholder farmers in Kenya face major challenges, such as limited access to quality agricultural inputs, services, and reliable market information. These barriers reduce their productivity and income. The agricultural sector also suffers from inefficiencies caused by multiple intermediaries, which drive up costs and lower farmers' profits. Solving these issues is essential to improve food security and boost the livelihoods of rural communities.

The Solution

Shamba Pride facilitates direct, last-mile delivery of agricultural inputs from suppliers to agro-dealers. It also enables market linkages that bring registered farmers' harvested produce to digi-shops, where Shamba Pride facilitates delivery to buyers. Finally, it offers credit to agro-dealers based on inventory, with repayment due in 30 days. Shamba Pride is currently operating in Kenya and planning future expansion into Uganda, Zambia, and Tanzania. In Kenya, the total addressable market is estimated at US \$305 million, based on the average order values traded by agro-dealers combined with the average produce of farmers. Shamba Pride is targeting 10,000 agro-dealers, representing the serviceable available market of US \$105 million.

Traction

To date, the business has earned a total revenue of US \$12.5 million, with an average monthly order value of US \$1,500. The business has seen a month-over-month revenue growth of over 10%, driven by input sales, market linkages, and Buy Now, Pay Later transactions. The cost of acquiring each digi-shop is US \$1,300, with a payback period of 6 to 8 months.

Investment Opportunity

Shamba Pride has already raised \$2 million in debt funding and is seeking an additional US \$2 million in equity. The funds will be used for:

- Agro-dealer and digi-shop network expansion
- Strategic product development
- Technology platform optimization
- Team advancement

Established

2018

Location

South Africa

Sector

Climate-smart
Agriculture

Employees

8

Capital Raised

US \$674,000

Leadership Team

Fredrik Gideon Adriaanse: Founder & CEO

Master's degree in logistics and has developed a bin-carrying harness system that enabled him to establish strong relationships within the farming industry

JD Naude: COO

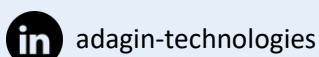
Mechanical engineer with significant expertise in product development and engineering consulting

Justin Vellacott: CTO

Honors degree in Information Systems with 12+ years of experience in IT and software products

Website

www.adagintech.com



Contact

Fredrik Gideon Adriaanse
fg.adriaanse@adagintech.com

About

Adagin helps farmers optimize their profitability, yield and quality by providing real-time data and insights through innovative hardware and software solutions. Adagin's competitive edge lies in its specialization between the "Plant and the Pallet," i.e. the first leg of the food supply chain.

The Challenge

Farmers are facing increasing challenges related to profitability and sustainability. The recent surge in costs has significantly reduced farmers' margins and they are unable to easily locate their pain points due to outdated business methods and a lack of real-time data. Current methods being used include paper-based systems and unpractical and bulky hardware, which leads to poor packing systems, lack of accurate labor costing, as well as no traceability or performance insights.

The Solution

The Adagin platform enables farmers to precisely manage their costs, specifically relating to harvesting, packing and labor, while also optimizing key factors affecting their yield and profitability. The startup digitizes farmers' systems, providing real-time data and insights via a cloud-based platform.

Traction

Market Size: The global horticulture market was valued at US \$32.3 billion in 2021 and is projected to reach US \$65 billion by 2030. South Africa's agricultural sector, with more than 40,000 farms, has shown consistent expansion over the past two years. The sector employs a substantial workforce of more than 757,600 employees. The expected serviceable available market would be 4,643 horticultural farms with the serviceable obtainable market being 1,000 horticultural farms.

Revenue: Adagin has generated US \$3.7 million in revenue since inception. The company generated US \$1,531,262 in 2025.

Milestones: Adagin has achieved the following milestones:

- Grown from processing the pay of 120 employees to 3,300 employees monthly, with a total wage expense of roughly US \$452,000 – US \$1.69 million.
- Grown from one farmer customer with 250 workers to 19 farmers employing a total of 8,000 people in peak season.
- Expanded into 4 countries including Ecuador, Egypt, Australia and Namibia.
- Developed a new product called "Precision Bin & Team Tracking" that generates four to five times the normal product revenue and has a larger target market due to multiple crop and seasonal alignment.

Investment Opportunity

Adagin is seeking to raise US \$5.2 million for international expansion with the following split in investment:

- Growth & Expansion – 50%
- Innovation & Development – 35%
- Marketing & Sales – 15%

Established
2020

Location
South Africa

Sector
Climate-smart
Agriculture

Employees
15

Capital Raised
US \$650,000

Leadership Team

Joel van der Schyff: Co-Founder and CEO

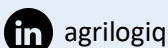
Qualified mechanical and electrical engineer (millwright) and MBA graduate with 15+ years of business ownership and management experience. Joel has extensive experience in capital equipment and automation within food and fruit packing.

Johnny Fonesca: Co-Founder

Process improvement professional with 20+ years of expertise in business and operations leadership, employee coaching and problem-solving in industrial manufacturing

Website

www.agrilogiq.com



Contact

Joel van der Schyff
joel@agrilogiq.com

About

AgriLogiq advances an integrated and automated greenhouse farming system that helps farmers in South Africa maximize yields while minimizing energy, water and chemical consumption.

The Challenge

African agriculture struggles with shrinking arable land, limited access to modern tools, and costly precision technologies. Most farmers lack real-time monitoring for crops, water and climate impact. Inefficient irrigation also leads to significant water waste, demanding scalable solutions for sustainable growth.

The Solution

AgriLogiq empowers farmers by providing them with tools to "listen" to their farms' needs, optimizing resource use and increasing yields. The integrated solution is built around asset-light, proprietary software and hardware designed to assist farmers from seed to harvest.

AgriLogiq provides cost-effective, modular solutions suited for smaller, resource-limited farms, making advanced automation more accessible in developing regions. AgriLogiq's greenhouse system automates farming activities, such as climate control, irrigation and fertigation, and enables modern farming practices, such as vertical, hydroponic and aeroponic farming systems. The startup operates a dual revenue model based on hardware sales and a scalable Software-as-a-Service (SaaS) offering.

Traction

Market size: The global agri-tech market is projected to reach about US \$22 billion by 2025. In South Africa, medium- to high-tech farming systems are valued at more than US \$54 million. AgriLogiq's serviceable available market is estimated at US \$4.4 billion, reflecting demand from farmers seeking scalable, advanced farming technologies. The company targets mid-sized farms and resellers in South Africa, Kenya, and Morocco. With an IP-deployable strategy for outlying time zones, its serviceable obtainable market is estimated at US \$1.4 billion.

Revenue: The startup has generated US \$300,000 in revenue, which represents 3X growth in 2024. AgriLogiq also raised seed funding of US \$500,000 in 2025.

Milestones: AgriLogiq has deployed over 50 systems into various farms across South Africa and neighboring countries, and is the preferred technology provider for Haygrove, a UK-based global greenhouse solution firm supplying to countries in Africa and the rest of the world.

Investment Opportunity

This round is capped at US \$650,000 with US \$400,000 already secured. The investment will be split across continued feature development, commercialization and expansion as well as marketing and working capital.

Established

2021

Location

South Africa

Sectors

Climate-smart
Agriculture

Employees

5

Capital Raised

US \$60,000

Leadership Team

Wihan Bekker: CEO

Civil Engineer, biochar expert and sustainability innovator. Focused on developing practical, data-driven solutions for measurable climate impact.

Jean Pierre du Plessis: Director of Business Development

Attorney with a master's in law. Impact strategist dedicated to linking climate action, finance, and social innovation. Raised over US \$3,000,000 for impact projects.

Lucy Gibbons: LCA Expert

Chemical engineer with a master's in energy and development. Passionate about Life Cycle Assessment and sustainable resource use, focused on creating measurable environmental impact through informed, data-driven decision-making.

Website

www.mycharr.earth

Contact

Jean Pierre du Plessis
jp@ikhala.tech

About

Ikhala Impact converts stranded woody biomass into verified biochar, carbon removal revenue, and agricultural value, with the CHARR application serving as the digital trust layer that makes distributed production auditable, bankable, and scalable.

The Challenge

Forestry and agricultural landscapes produce large woody biomass residues that are often burned, left to decay, or treated as waste, creating emissions, smoke, fire risk, and lost soil value, with little incentive for landowners to change.

Biochar is a practical alternative, but scaling is difficult due to distributed production, emerging demand, and carbon credit requirements for audit-ready data across operations, testing, custody, and application.

The Solution

Ikhala is building a production-led biochar platform powered by digital MRV. Its model turns eligible woody biomass into stable biochar using Ring of Fire kiln-based field production, delivered by trained contractors and verified through CHARR. Revenue comes from biochar sales, carbon removal credits, CHARR D-MRV services, and kiln/toolkit deployment.

Biochar drives market demand, carbon credit improves economics, and CHARR provides the data needed for buyer confidence, registry compliance, and scale.

Traction

Market size: Ikhala operates in a rapidly growing climate-tech and carbon markets sector, targeting a US \$10 billion D-MRV market in agriculture, forestry and biochar, with additional exposure to a global climate tech and carbon market projected to exceed US \$100 billion by 2030, driven by demand for carbon accounting, EU sustainability reporting requirements and carbon credit verification

Revenue: Ikhala generated US \$220,000 revenue in FY2026, up from US \$130,000 in FY2025. Current and reference clients include South Africa-based Vinimark and US-based Earth Foundries and CORRIM. Ikhala has developed D-MRV aligned to Climate Action Reserve requirements and an ISO 14064 carbon footprint tool.

The near-term goal is a repeatable forestry residue model capable of supporting 10,000+ tons of biochar sales and high-integrity carbon removal issuance, while creating rural jobs and practical climate benefits.

Investment Opportunity

The company is currently seeking US \$250,000-\$500,000 in debt and follow-up equity investment of US \$500,000-1,000,000 million by 2027.

Established

2019

Location

Republic of Korea
Vietnam

Sector

Climate-smart
Agriculture

Employees

20

Capital Raised

US \$1,038,300

Leadership Team

Park Kyu Tae: CEO

A Forbes 30 under 30 entrepreneur specializing in AI-based smart farming

Bong Jin Sun: COO

An entrepreneur with experience launching startups and AI technology

Hee Soo Park: CTO

Former CEO of Valuebridge with 24 years of experience in leading R&D

Park Kyung Chan: AI Team Leader

PhD in Artificial Intelligence

Website

www.avalve.co.kr

Contact

Park Kyu Tae

kpark0809@avalve.co.kr

About

AVALVE is a Korean smart farm technology company specializing in artificial intelligence solutions for sustainable agriculture. The startup is expanding its smart farm technology to smallholder farmers in Northern Vietnam.

The Challenge

Around 44% of Vietnam's population works in the agriculture sector and 89% of farmers in the country are smallholders. There is high water and fertilizer use in crop cultivation in Vietnam that has high environmental and health costs.

The Solution

AVALVE has a hydroponic smart farm solution that uses AI to monitor crops and introduces efficient water and energy management in crop production. The system reduces water usage by 90% and increases crop productivity by 300%. AVALVE sells and trains smallholders on this smart farm technology with specific attention to producing high-value crops like Korean strawberries.

Traction

Market size: The global smart farm market is valued at US \$21.6 billion, with AVALVE's addressable smart farm solution market reaching US \$9.1 billion, presenting a significant growth opportunity.

Revenue: AVALVE has generated approximately US \$5,936,000 in revenue up until 2024, with a 2022-2023 year-over-year growth of 84%.

Milestones: AVALVE has achieved significant technological and smart farm installation milestones including:

- Collecting standardized crop growth data through various sensor modules to build a big data system.
- Using deep learning technology to create optimal crop cultivation guidelines based on crop type and smart farm hardware.
- Providing smart farm construction services and supporting crop cultivation and distribution.
- Successfully implemented an AI-based strawberry smart farm and produced a total of approximately 40 kg of strawberries. It is currently applying for trademark application for sales and marketing and future expansion and distribution in Vietnam is underway.

Investment Opportunity

AVALVE is seeking \$10 million in equity investment to support the next phase of growth. The investment will be primarily used for:

- Expand the AI-based smart farm solutions globally, with a focus on Southeast Asia, including Vietnam, Thailand and Cambodia.
- Enhance the AI technology for increased efficiency and resource optimization.
- Strengthen marketing and distribution channels to secure more partnerships and increase sales of high-value crops like strawberries, wasabi, and mushrooms.



Established
2022

Location
Vietnam

Sector
Climate-smart
Agriculture

Employees
24

Capital Raised
US \$500,000

Leadership Team

Dzung Nguyen: CEO & Co-founder

Experienced urban planner, specializing in regional urban planning and design. With expertise in technology-driven solutions.

Dr. Ho Long Phi: Co-founder and CTO

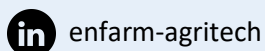
Expertise in climate resilience and sustainable agriculture. Former member of the National Advisory Council on Climate Change.

Vuong Phan Lien: Co-Founder & BOD

Urban management expert with over 10 years of experience in strategic planning, large-scale development, and multidisciplinary projects.

Website

www.enfarm.com



Contact

Nguyen Do Dzung
dzung.nguyen@enfarm.co

About

enfarm is transforming precision agriculture in Southeast Asia and beyond with cutting-edge soil sensing technology. The startup's AI-powered device provides real-time, lab-precision soil nutrient analysis and actionable recommendations, enabling farmers to optimize yields, cut input costs, and enhance sustainability.

The Challenge

Excessive fertilizer use wastes \$120 billion annually, depletes soil health and contributes 5% of global greenhouse gas emissions. In Vietnam, farmers use 2.5 times the global average, losing two months' income annually to inefficiency. With food demand projected to rise 70% by 2050 and net-zero targets looming, optimizing fertilizer use is imperative.

The Solution

Enfarm's smart soil sensor and AI-driven platform provides lab-precision insights at 10-15% of traditional costs, helps farmers cut fertilizer use by 30%, increases yields, and boosts income by up to 200%. The solution includes:

- Proprietary real-time soil sensing technology for precision agriculture
- AI-powered recommendations for optimized farm management
- Exclusive soil and crop data to drive innovation in fertilizers and agribusiness

Traction

Market size: enfarm's scalable technology targets the US \$19 billion agricultural device leasing and sales market, with plans to expand into the US \$200 billion fertilizer market by developing highly effective fertilizers informed by its crop and soil data insights. By the end of 2025, Enfarm had deployed its solutions across approximately 790 hectares of farmland.

Revenue: enfarm generated US \$500,000 in revenue in 2024 and is experiencing 67% year-over-year growth in revenue.

Milestones:

- Deployed 500 sensors in Vietnam.
- Secured a contract to provide technology and technical assistance for 30,000 hectares of coffee farms in the Philippines.
- Received global acclaim, winning the 2024 Market Readiness Award at the Agrifood Tech World Championship and ranking among the Top 5 AI Products in Vietnam. Additionally, enfarm was selected to showcase its model at the 2025 AI Action Summit in Paris as a Top 50 AI Project, cementing its leadership in agricultural technology.

Investment Opportunity

enfarm seeks US \$1-\$2 million in equity funding to drive product innovation and international expansion. Funds will support R&D, sales growth and strategic partnerships to accelerate global adoption.

Established
2021

Location
Vietnam
Singapore

Sector
Climate-smart
Agriculture

Capital Raised
US \$1.2 million

Leadership Team
Kit Yong: Founder and CEO
Led Forte Biotech from a National University of Singapore spinout to commercial deployment in nine countries, building RAPID and its B2B channels across Vietnam, Singapore and the region. Previously led strategic planning, digital transformation and supply chain management as Business Development Manager at Kidforte Pte Ltd.

Michael Nguyen: Co-Founder and COO
Established the company's commercial and logistics structure in Vietnam, securing distributor relationships and partnerships with government institutions. He was previously a Senior Quantity Surveyor at Arcadis Singapore, managing large-scale projects and optimizing cost and contract management.

Website
<https://www.fortebio.tech>

Contact
Kit Yong
kit@fortebio.tech

About

Forte Biotech is a Singapore-based animal health diagnostics company spun out of the National University of Singapore. It provides rapid disease diagnostics and digital farm management tools for shrimp farmers. The startup helps reduce disease outbreaks, antibiotic abuse, and production losses while improving the sustainability and profitability of aquaculture operations.

The Challenge

Shrimp farming has one of the highest carbon footprints in animal protein, at about 13 kg of CO₂e per kilogram, roughly twice salmon, with feed driving about half. Disease is the sector's biggest loss driver, costing Asian shrimp farmers an estimated US \$4 billion annually and global aquaculture more than US \$6 billion. Major outbreaks can wipe out 80–100 percent of a pond, slow growth, double feed use and increase avoidable emissions, making early on-site detection both an economic and climate-resilience priority.

The Solution

Forte Biotech manufactures RAPID, an affordable on-site DNA diagnostic that helps farmers detect disease before it spreads. Earlier diagnosis improves feed and energy efficiency, reduces antibiotic misuse, feed waste and emergency harvesting, and lowers losses and emissions per kilogram. RAPID follows a razor-and-blade model, with low-cost devices generating recurring revenue from single-use test kits across the RAPID, RAPIDPlus and RAPIDMax product line.

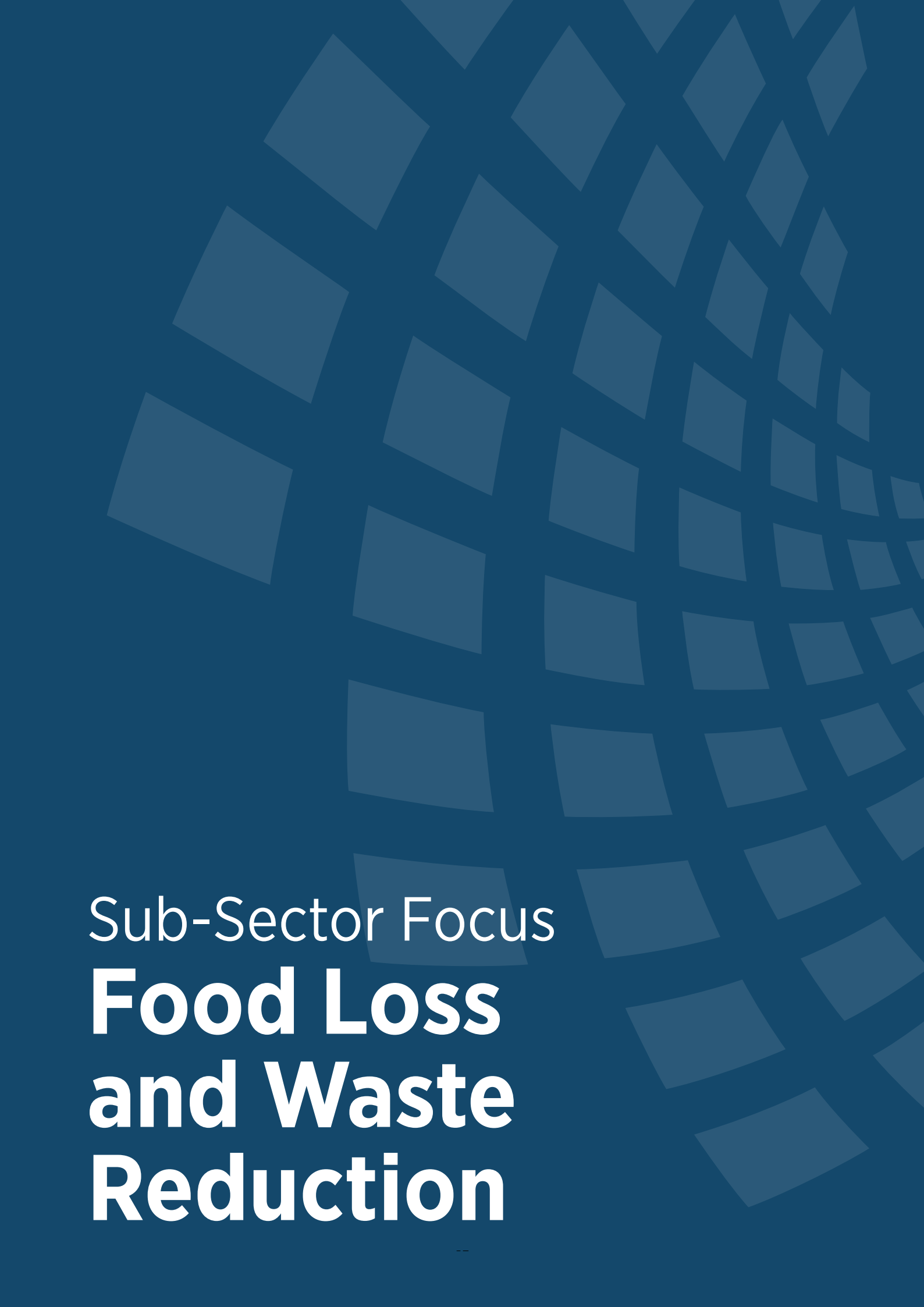
Traction

Market size: the global animal health market is estimated at roughly US \$68 to 70 billion and growing about 9 to 11 percent annually, within which animal diagnostics is approaching US \$9.5 billion. Forte Biotech's near-term focus is the aquaculture health and diagnostics segment, estimated at around US \$1.4 to 1.8 billion with Asia-Pacific holding more than half of demand, expanding into swine and tilapia on-site diagnostics over time. For production context, FAO values global aquaculture at US \$312.8 billion at farm gate, with whiteleg shrimp the single largest farmed species by volume.

Milestones: Forte Biotech has deployed 130+ devices and sold 13,000+ test kits to 100+ customers in nine countries, including 18 B2B accounts, such as Uni-President Vietnam and TATEH Aquafeeds. RAPID has been independently validated at up to 97.5 percent concordance with WOA-approved qPCR and 100 percent with PCR. In Q1 2026, revenue reached about US \$81,000, mostly from recurring test kit sales, while a P4G and Action on Poverty pilot is scaling adoption among Mekong Delta smallholders.

Investment Opportunity

Forte Biotech is raising US \$1.5 million in seed equity to accelerate Southeast Asia rollout and expand from shrimp into swine and tilapia assays. The round has commitments from a Hong Kong family office and a government-linked Singaporean VC and is seeking a lead investor. Proceeds will fund sales and marketing, R&D, certification and regulatory registration, and reserves.



Sub-Sector Focus

Food Loss and Waste Reduction

Established
2020

Location
Colombia

Sector
Food Loss and
Waste

Employees
4

Capital Raised
US \$623,000 in equity
US \$280,000 in grants

Leadership Team

Isabel Pulido: CEO & Co-Founder

A biodesign specialist passionate about creating sustainable, science-driven solutions. She also oversees the company's administrative structure to ensure long-term impact.

Diana Paola Camacho: CDO & Co-Founder

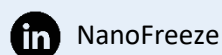
Recognized by MIT Technology Review as one of the 35 Innovators Under 35, she leads the company's expansion across Colombia and Mexico. Her work supports major food and industrial clients in decarbonizing cooling systems.

Ricardo Cogua: CTO

Strong background in chemical engineering with advanced skills in data analysis and technological development.

Website

www.nanofreeze.com.co



Contact

Isabel Pulido
isabelpulido@nanofreeze.com.co

About

NanoFreeze is a Colombian climate tech company developing cutting-edge thermal technologies that address the world's growing demand for efficient and climate-resilient cooling. With operations and pilot projects across Colombia and Mexico, NanoFreeze partners with leading corporations in the food, beverage, logistics, and energy sectors to reduce energy consumption, operational costs, and environmental impact.

The Challenge

Every year, nearly 1.3 billion tons of food are wasted globally, much of it due to inefficient refrigeration during transport and storage. At the same time, refrigeration is one of the most energy-intensive and polluting systems on the planet, consuming up to 20% of global electricity and emitting more than 3 billion tons of CO₂ annually. This creates a dual crisis: while millions of tons of food are lost before reaching consumers, the energy used to keep food cold accelerates climate change.

The Solution

NanoFreeze addresses this challenge by creating a novel bio-nanotechnology to generate and retain cold, making refrigeration dramatically more efficient, affordable, and sustainable for industries and communities. The company's proprietary nanofluids enhance heat transfer and extend cold retention, enabling chillers, refrigerators, and cold-chain equipment to use up to 40% less energy without replacing existing infrastructure. These solutions, including refrigerant gel packs (Cold Coats), energy-saving panels (Natural Freezers), and the bio-nanotechnology fluid for industrial chiller systems (Chillers), transform conventional refrigeration into high-performance, low-carbon systems.

Traction

The company is targeting two major markets: the global cold chain market, valued at US \$319 billion, where it aims to capture 0.00047% market share, and the energy efficiency market, valued at US \$336 billion, with a target market share of 0.002%. To date, the company has generated US \$308,000 in revenue and achieved key milestones, including patent-pending status in the United States, Colombia, and Mexico. It has also secured traction with leading companies such as Bavaria (ABInBev), Synlab, Compensar, and Altoque-Terpel.

Investment Opportunity

NanoFreeze is seeking to raise US \$1.5 million through a SAFE to accelerate its next stage of growth. The funds will be allocated to:

- Scale energy efficiency certifications in Brazil and Mexico to unlock large-scale commercialization.
- Develop a bioreactor for the bio-nanotechnology and centralize production in Mexico.
- Expand hardware portfolio for real-time energy monitoring across multiple cooling devices.
- Launch pilots with major partners to expand into new verticals such as Data Centers, Oil & Gas, and other high-energy-demand industries.

Established
2019

Location
Colombia

Sector
Food Loss
and Waste

Employees
23

Capital Raised
US \$1,017,206

Leadership Team

Carlos Fernández: CEO and Co-founder

20+ years of experience in private equity. Currently an operating partner at EWA Capital and founder of Blum, a venture studio focused on gender equity in Spain and Latin America. MBA from IE Business School and a master's degree in corporate finance.

Andrés Camargo: CTO and Co-founder

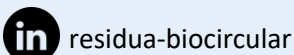
10+ years of experience studying the Black Soldier Fly and has managed projects with a capacity of over 5,030 tons of waste per month

Román Parra: CPO and Co-founder

6+ years of experience in the edible insect industry and 4+ years of experience in industrial biowaste facilities. Founder of the Latam Edible Industry Association.

Website

www.residua.bio



Contact

Diego Villamil
diego@residua.bio

About

Residua Biocircular turns organic waste into value through circular economy models leveraging Black Soldier Fly Larvae (BSFL) bioconversion technology. It has processed more than 600 tons of waste in Colombia and plans to expand across Colombia, Mexico, and Central America.

The Challenge

The world faces a significant waste management crisis, generating more than 2 billion tons of municipal solid waste annually, with organic waste making up 44%. By 2030, this is projected to increase to 2.58 billion tons, yet only 13.5% is recycled and 5.5% is composted. In Latin America, about 215 million tons of waste are generated each year, with organic waste at 52%, but 39% is poorly disposed of, mostly in open dumps or incineration. Recovery rates remain below 4%, posing public health risks, especially for vulnerable populations.

The Solution

Residua Biocircular offers a fully scalable and sustainable solution that leverages industrial organic waste to create value-added products using insects. This circular approach produces a diverse range of products, including protein flour and protein oil for pet food, poultry feed and aquaculture, and biofertilizers for high-value agricultural crops.

Traction

Market size: The global animal protein feed market is projected to increase from US \$301 billion in 2024 to US \$372 billion by 2028, with a CAGR of 5.1%. Colombia and Mexico are seeing growth rates of 3.8% and 6.2%, respectively, driven by rising demand for meat and animal products. The serviceable obtainable market for Residua Biocircular is about US \$50 million by 2030.

FY2025 was focused on plant construction, product development, and consolidating sales through trials with leading protein industry players in the swine and poultry sectors to secure long-term offtake agreements. As of Q4 2025, the company generated US \$45,000 in revenue, with projections exceeding US \$300,000 in 2026.

Milestones: Residua Biocircular has achieved the following milestones:

- Processing capacity of over 60 tons of waste per month.
- Signing agreements with major agrifood producers in Colombia, securing the waste supply at no cost for its actual and upcoming plants.
- Strengthened impact positioning through the development of internal ESG metrics and a community model pilot.
- Advanced regulatory and market positioning, including recognition as a green business, obtaining the first official zoo breeding license, and co-leading a national regulatory sandbox for insect farming in Colombia.

Investment Opportunity

The company is seeking US \$600,000 over the next 18 months to scale operations, strengthen commercial execution, and advance market expansion. The startup is looking for strategic industry partners and traditional financing sources aligned with agribusiness fundamentals.

Established
2020

Location
Ethiopia

Sector
Food Loss
and Waste

Employees
18

Capital Raised
US \$84,474

Leadership Team

Roman Worku: Co-founder & CEO
Financial sector expert with 13+ years of experience in the Ethiopian banking industry. Extensive expertise in investment, risk assessment and portfolio management.

Melat Tekaligne: Chief Strategic Officer

Management consultant and policy advisor with 13+ years of experience. Specialization in manufacturing, agro-processing and hospitality industry. Seasoned in strategic planning, capital raising, policy advisory, performance evaluation and client management.

Nareem Adem: Partnerships & Markets Advisor

Private sector development expert with 13+ years of experience in transaction advisory services, fundraising and business development.



Aifa-foods

Contact

Roman Worku
Roman.w@yarashoo.com

About

Yarashoo Agro Industry was founded to strengthen market linkages in agricultural trade and create added value from fresh produce. In July 2022, the company launched Aifa Foods, a dried fruit brand offering products with a shelf life of up to 12 months.

The Challenge

Ethiopian farmers face significant post-harvest losses driven by poor handling practices, limited access to technology, and insufficient value addition. Market access remains constrained, making it difficult for farmers to sell their products consistently. Seasonal fluctuations and mismatches between supply and demand further compound these challenges. As a result, value chain players experience low returns, limited access to processing and preservation technologies, and gaps in technical expertise.

The Solution

Through its Aifa Foods brand, Yarashoo Agro Industry reduces post-harvest losses by using advanced preservation and storage techniques to extend the life of fresh produce. The company also adds value by transforming produce into healthy, nutritious snacks for local and export markets. In parallel, Aifa Foods supports farmers with practical training in handling, processing, storage, harvesting, post-harvest practices, and farm-level packaging, helping improve technical skills and access to modern technologies.

Traction

Market Size: The current global market for dried fruits is about US \$147 million. In Ethiopia, the total serviceable available market is about US \$38 million with the serviceable obtainable market being US \$3.4 million.

Revenue: The startup has generated US \$18,500 in revenue to date and expects to grow by US \$23 million by year 10.

Milestones: Yarashoo has achieved the following milestones:

- Yarashoo products are currently displayed in 80 outlets, including supermarkets and restaurants. They anticipate expanding their subscription services to prominent clients like Ethiopian Airlines and the African Union. They are exploring the export reach to Kenya, Uganda, Europe, USA and the U.A.E.
- Yarashoo, through its farmers outreach program, engages over 250 farmers, ensuring a steady supply of fresh produce while offering training on production, harvesting, post-harvest handling (such as drying), and farm-level packaging.

Investment Opportunity

Yarashoo is seeking US \$850,000 in equity, debt and grant to upgrade its processing technology and facilities, enhance quality control; and invest in farmer training programs.

**Established**

2019

Location

Indonesia

Sector

Food Loss
and Waste

Employees

20

Capital Raised

US \$373,600

Leadership Team**Muhammad Hafid Rosidin: Founder and CEO**

A climate entrepreneur with a background in agroindustrial technology and experience with startup strategy and management

Mutia Khonza: Co-founder and COO

A food scientist with experience in creating innovative solutions to address food loss and waste issues

Website

www.halobiki.com



BIKI

Contact

Muhammad Hafid Rosidin
hafid@halobiki.com

About

BIKI offers an integrated solution to reduce food loss at the processing stage while improving food security through unsold produce distribution to those in need. The startup has developed Chitasil, an edible natural coating made from shrimp shells that doubles the shelf-life of fruits and vegetables and is integrated with a traceability system.

The Challenge

More than 60% of fruits and vegetables are lost or wasted in Indonesia annually, costing the country more than US \$320 million. More than 30% of the loss occurs at the post-harvest and processing stages, which in turn reduces farmer incomes.

The Solution

BIKI offers an end-to-end solution that prevents food loss and waste from production until consumption stage through agritech products, shelf-life prediction, market linkages to local and export markets, and food rescue points (BIKI points) to process and distribute unsold produce to those in need.

The business generates revenue from:

- Agritech products including Kito-B Nano bio booster and Chitasil edible coating
- Trade collaborations for selling fruits and vegetables
- Profit sharing from access to financing to farmers packing houses
- Subscription services for BIKI Trace apps

Traction

Market size: The service available market for its edible coating and agritech products in Indonesia is around US \$218.75 million and BIKI's serviceable obtainable market is US \$6 million.

Revenue: In 2023, the startup generated about US \$17,000 in revenue and increased its revenue by 1336% to US \$156,000 in 2024. In 2025, BIKI generated US \$319,000 in gross revenue.

Milestones:

- BIKI established 27 BIKI food rescue points at markets in 2026 and has prevented the loss of 3,330 tons of fruits and vegetables.
- BIKI successfully gained Indonesia FDA certification enabling it to enter its edible coating, Chitasil, into the direct retail market.
- Raised commercial funding of \$69,375 through loan.

Investment Opportunity

BIKI is seeking US \$500,000 in equity and debt to:

- Establish 30 BIKI Points and initiate BIKI products for export.
- Expand agritech products across multiple commodities and enhance traceability systems.
- Invest in R&D and advanced processing equipment and scale marketing.



Established
2019

Location
Indonesia

Sector
Food Loss
and Waste

Employees
22

Capital Raised
US \$250,000

Leadership Team

Adi R. Nugroho: Co-Founder and CEO

Leading the development of sustainable biomaterials for fashion and construction.

Experienced entrepreneur with a background in architecture, recognized globally for innovation in circular economy solutions.

Ronaldiaz Hartantyo: Chief Business Development

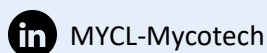
10+ years of experience in production and R&D with focus on conservation

Robbi Zidni: Chief of Production Officer & Co-Founder

10+ years of experience in environmental operational with an architecture background

Website

www.MYCL.bio



Contact

Adi R. Nugroho
adi@mycl.bio

About

MYCL develops eco-friendly biomaterials using mycelium technology to create sustainable alternatives for fashion, packaging and construction. By harnessing fungal networks, MYCL aims to reduce environmental impact and promote a circular economy.

The Challenge

The leather industry faces high carbon emissions, while mycelium leather struggles to meet demand with a 13,900% supply gap. Meanwhile, Indonesia's agri-crop waste, a major food loss contributor, emits 40 million tons of carbon emissions annually. Inefficient disposal worsens environmental damage, highlighting the need for sustainable solutions.

The Solution

MYCL converts agricultural waste into a range of products that can be used for bags, shoes, sustainable and decorative building materials. The solution reduces carbon emissions by 52% compared to traditional leather. A few of its products include:

- Mylea – Leather-like material made from Mushroom Mycelium
- Biobo – Multifunctional Mycelium composite board
- MYCL Composite – Solid-composite material

Traction

Market size: The serviceable available alternative leather market is about US \$150 billion. Within this market, the demand for mycelium leather is about US \$28 billion. In meter terms, the demand for mycelium leather is about 280 million square feet a year while the supply is only 2 million square feet a year, giving MYCL significant room for growth.

Revenue: MYCL has generated almost US \$60,000 in revenue over the last twelve months with a 202% year-over-year growth. The startup has had a gross margin of 43%.

Milestones: MYCL has achieved the following milestones:

- Finalist in The Earthshot Prize 2024, MIT SOLVER 2019 and KEHATI social enterprise award 2023
- Notable Customer: Doublet; Japanese award winner in LVMH Prize Winning Designer, featured in Paris Fashion Week
- Two patents for leather substitute and composite material
- Expanded a processing facility to Japan and has a customer base of foreign companies (e.g., USA, Australia, Europe)
- Contract agreement with Adidas as a tier 1 supplier
- End-product sales grew more than 5x in 2025, including its production for Mylea Seaweed

Investment Opportunity

MYCL is currently fundraising for an equity and debt investment of between US \$1 - \$3.5 million over the next 12-18 months; 15% IRR and about 4 years of payback. Funds will be dedicated to process optimization, cost efficiency measures, advancing quality improvements, increasing the processing facility and enhancing research and development efforts.



RE:harvest

Established

2019

Location

South Korea
Indonesia

Sector

Food Loss
and Waste

Employees

24

Capital Raised

US \$8.3 million

Leadership Team**Alex Min: CEO**

Experience setting up restaurant franchises in Korea. Min is a former consultant with PwC specializing in factory efficiency and go-to-market strategies.

Website

<https://en.reharvest.net/>

Contact

Alex Min
alex@reharvest.net

About

RE:harvest is a food upcycling company that processes Brewer's Spent Grain (BSG) waste to produce food products. These by-products from food manufacturing are transformed into flour that is calorie-free, sugar-free, and rich in protein and fiber, providing consumers with a healthy alternative to traditional flour.

The Challenge

BSG, which is primarily composed of barley, is a by-product produced during the beer brewing process. BSG is rich in protein and fiber, making it a promising nutritional alternative to low-fiber foods. Unfortunately, it is often considered "used" and categorized as food waste that must be disposed.

The Solution

RE:harvest transforms BSG and associated grain-based by-products into nutritious products, including alternative flour and energy powders suitable for consumer food items like granola bars and baked goods. Upcycling BSG helps divert tons of food waste from landfills, positively impacting the environment. According to an internal analysis, the production of 1 kg of flour saves 11 kg of carbon emissions, 3.7 tons of water and diverts 3 kg of food waste.

Traction

Market size: The total addressable market is US \$34 billion and RE:harvest's serviceable obtainable market is US \$3.5 million.

Revenue: In 2024, the startup generated US \$1,842,662 in revenue.

Milestones: RE:harvest has achieved the following milestones:

- Korea's first food upcycling company.
- World's largest single upcycled raw material production capacity and expertise (End-to-End).
- Since 2021, Re:harvest has an established partnership for food upcycling with Bintang Beer, Indonesia's largest beer company.
- RE:nergy powder has been registered as a raw material in Indonesia and is being supplied to local restaurants.

Investment Opportunity

RE:harvest is currently raising US \$3 – 5 million in equity (Marketing 55%, Product R&D 35%, Operation 10%). This will be used to launch a B2C product, expand overseas (USA and Indonesia), conduct proactive R&D for market entry, and offset the operational costs of workforce expansion.

Established
2020

Location
Indonesia

Sector
Food Loss
and Waste

Employees
20

Capital Raised
US \$1 million

Leadership Team

Agung Saputra: Founder and CEO

A climate entrepreneur who was awarded the Forbes 30 under 30 Asia in 2024 for Consumer Technology. He was also awarded the Youth Category Winner of the 2024 Asia-Pacific Economic Cooperation (APEC) Bio-Circular-Green (BCG) Award.

Arvian Prabawa: Co-founder and VP of Business Development

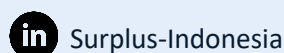
He has 9+ years experiences in Ops, Sales & Business Development. He has raised seed capital with a previous company.

Debby Lufiasita: Co-founder and VP of Marketing & Branding

She has 11+ years' experience in branding, consulting, media & public relation

Website

www.surplus.id



Contact

Agung Saputra
agungsaputramuhammad@gmail.com

About

Surplus Indonesia is a Food Rescue and Clearance Marketplace 4.0, helping businesses sell surplus, overstocked and imperfect food for discounts of up to 80% discount or more. Surplus connects food retailers with consumers looking for affordable and sustainable food options.

The Challenge

Indonesia ranks as the second-largest producer of food waste globally, with 115–184 kg of food wasted per person annually, leading to US \$39 billion in economic losses. Meanwhile, over 22 million Indonesians face food insecurity. This paradox of excess and scarcity highlights the urgent need for systematic food rescue and clearance marketplace solutions.

The Solution

Surplus Indonesia is a comprehensive clearance marketplace that helps businesses reduce waste and maximize revenue through its app for selling surplus or imperfect food; juice bars repurposing imperfect fruit; EV carts and vending machines for upcycled drinks; an overstock supermarket; and an AI inventory system to “Predict, Price & Distribute” surplus efficiently.

Traction

Market size: Indonesia’s food service serviceable addressable market is US \$49 billion; Surplus’ serviceable obtainable market is estimated at US \$7.5 billion.

Revenue: Surplus generated US \$472,647 in gross revenue in 2025 from transaction fees, consumer payments, delivery fees, and retail/offline sales. Surplus became profitable in October 2024, with 20% average monthly revenue growth, 84% gross margins, and 5X average year-on-year growth since 2020. Surplus expanded by onboarding 592 F&B brands across Greater Jakarta and Bandung, recovering US \$472,647 in food loss value and saving 102,173 food items.

Milestones: Surplus earned B Corp certification in 2022, a 2023 Google Play “Best App for Good” honorable mention, and the 2025 ASEAN Digital Awards Gold Winner title. Surplus deployed 30 Juicable Keliling electric carts to distribute upcycled juice in residential and campus areas, generating 82,528 purchases—825% of its 10,000-customer target.

Investment Opportunity

Surplus has opened its seed round to raise US \$3 million in equity to:

- Scale its B2C ecosystem and acquire 5 million customers and 10,000 F&B merchants.
- Scale its O2O ecosystem and establish 10 experience stores, 50 Vending machines and 200 EV mobile carts fleet.
- Launch an AI-powered surplus food inventory, tracking & forecasting platform.

Established
2014

Location
Kenya

Sector
Food Loss and
Waste

Employees
21

Capital Raised
US \$514,000

Leadership Team

Taita Ngetich: Founder and CEO

Leads strategy, partnerships, and innovation, driving the adoption of smart farming technologies to improve farmer productivity and resilience. Holds a BSc in mechanical engineering and an MBA from Warwick Business School.

Peter Gichuhi: CTO

Leads software development and IoT technology deployment to enhance system reliability and adaptability for farmers. Holds a BSc in electronics and computer engineering.

Nessa Maina: Head of Hardware Production and Field Operations

Oversees Synnefa hardware production, field operations, and IoT device performance to ensure efficient deployment and maintenance of smart farming systems. Holds a BSc in mechatronics engineering & MSc in project management.

Website

www.synnefa.io

Contact

Taita Ngetich
taita.ngetich@synnefa.io

About

Synnefa is an agri-tech company that provides smart greenhouses, IoT sensors, and software to help farmers in sub-Saharan Africa grow crops more efficiently and profitably. It offers solutions like smart greenhouses, drip irrigation, smart solar dryers, FarmShield IoT sensors, and FarmCloud software. These technologies are designed to improve yields, optimize resource use, and provide farmers with access to markets and data-driven insights.

The Challenge

Across Africa, farmers lose 40–50% of their harvest each year due to inefficient drying methods. Traditional sun drying takes up to two weeks and exposes crops to dust, pests, and rain, leading to contamination and income losses. With modern dryers often too costly, smallholder farmers remain trapped in a cycle of post-harvest losses and limited market access.

The Solution

Synnefa's Smart Solar Dryer revolutionizes post-harvest processing by combining greenhouse technology with intelligent monitoring systems. Its solution transforms traditional solar drying into a precise, controlled process that reduces drying time to 5-7 days while maintaining product quality. Through its innovative rent-to-dry model, cooperatives and agribusinesses can now access this advanced technology at an affordable cost, working together to maximize their returns and market opportunities. For entrepreneurs and service providers, Synnefa also offers a Field Drying-as-a-Service model, enabling them to run their own drying enterprises and provide drying services to farmers on a fee-for-service basis.

Traction

The company operates within the rapidly growing global solar dryer market, valued at US \$3.16 billion in 2024 and projected to reach US \$6.58 billion by 2037. As of 2026, during the P4G project implementation period, the company generated revenues of over US \$360,000. This revenue has supported the scaling of smart solar dryers across the roots, tubers, and cereals value chains, the expansion of operations into Ghana to pilot dryers in the ginger and pepper value chains, and the establishment of a pilot in Uganda for the barley value chain. The company is also partnering with the University of Nairobi on a study to validate and optimize the Synnefa Smart Solar Dryer for mango drying – assessing produce quality, food safety, drying efficiency, and consumer acceptability compared to open-air drying alternatives.

Investment Opportunity

Synnefa seeks to raise US \$2 million in equity and grants to finalize KEBS certification and SOPs to enable scalable, low-cost manufacturing and faster installation across African markets. It will also provide affordable credit to farmer cooperatives and youth groups for dryer and greenhouse acquisition, aligning repayments with harvest cycles in grains, coffee, pulses, pyrethrum, and vegetables value chains.



Maltento

Established
2018

Location
South Africa

Sector
Food loss and
Waste

Employees
13

Capital Raised
US \$5.5 million

Leadership Team

Dean Smorenburg: Founder & CEO

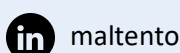
Dean's background spans management consulting (Bain, Monitor Deloitte) and finance, with expertise in private equity, organizational design, and C-Suite strategy. At Maltento, he guides innovation and strategy to promote sustainability in the food chain.

Jaysen Golding: COO

A seasoned chartered accountant, Jaysen has worked across diverse industries locally and abroad. He focuses on delivering solutions, navigating complex transactions, and driving performance. At Maltento, he oversees operations and finance, ensuring efficiency and financial stability.

Website

www.maltento.com



Contact

Jaysen Golding
jaysen.golding@maltento.com

About

Maltento is a biotechnology company that converts food waste into high-value, sustainable feed additives using Black Soldier Fly Larvae (BSFL). By turning waste into a functional protein source, Maltento helps reduce the environmental footprint of animal feed while delivering measurable performance benefits to farmers and feed producers.

The Challenge

Conventional feed ingredients (soy and fishmeal) are major drivers of agriculture's greenhouse gas emissions and are increasingly expensive and supply-constrained. Many farmers, especially in emerging markets, struggle to afford quality feed, creating both an environmental and economic challenge. There is strong demand for lower-cost, lower-impact alternatives that maintain or improve animal performance.

The Solution

Maltento uses Black Soldier Fly Larvae (BSFL) to convert food waste into Digest — a highly digestible, functional feed additive. Digest reduces emissions, upcycles waste, and delivers proven performance benefits, including improved feed conversion, better animal health, and stronger stress recovery. It is particularly well suited for aquaculture, pet food, and early-weaned livestock.

Traction

Maltento has achieved strong commercial momentum in a challenging market. The company delivered 117% revenue growth from 2022 to 2023 and 105% growth from 2023 to 2024, reaching US \$3.05 million in revenue in 2024.

Key progress includes securing a 30-ton-per-month commercial order from the biggest pet food brand in South Africa. Maltento has scaled production in South Africa and supplied over 300 tons of its Digest product locally, while preparing for expansion into the US and European markets.

Trial results have been positive across multiple segments. In aquaculture, Digest improved feed conversion by up to 15% and enhanced stress recovery. Pet food trials showed visible improvements in skin and coat condition, while livestock tests indicated healthier weight gain in early-weaned animals. These outcomes demonstrate the product's versatility and commercial potential across different species and feed applications.

Investment Opportunity

Maltento is entering its next growth phase, focused on scaling commercial traction and entering high-value international markets. Maltento is raising US \$3 million in equity to scale production capacity, expand its commercial presence and regulatory readiness in the US and Europe, and support further product validation trials.

Established
2022

Location
Vietnam

Sector
Food Loss
and Waste

Employees
16

Capital Raised
US \$200,000 in equity
US \$500,000 in grants

Leadership Team

Thanh Le: Founder and CEO

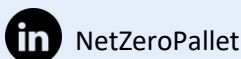
A climate entrepreneur with 15+ years of experience in product development and business growth

Anh Duong: Co-founder

15+ years of experience in venture capital and climate tech. Angel investor in Southeast Asia.

Website

www.netzeropallet.com



Contact

Thanh Le
ceo@airxcarbon.com

About

AirX Carbon is a biomaterial company pioneering carbon negative materials through its flagship product, NetZero Pallet, crafted from polymerized agricultural wastes.

The Challenge

Traditional pallets are typically made of wood or plastic, which contribute to deforestation and higher carbon emissions during the manufacturing process. Concurrently, Vietnam generates almost 100 million tons of agricultural waste annually. Only about 50% of these crop by-products are collected, with an even smaller amount processed for productive use.

The Solution

AirX Carbon repurposes coconut, rice, coffee, bamboo waste, etc. in Vietnam to make the NetZero Pallet. The sturdy, sanitary and stackable pallets can be used by a range of companies from food, pharmaceutical to manufacturing. The pallets have a negative carbon footprint and are 20% - 50% cheaper than traditional wood and plastic pallets.

The startup's target customer market includes:

- Exporters dealing with one-way shipping
- Environmentally conscious exporters sending products to Japan, Singapore, Australia, Europe and the United States
- Global companies

Traction

Market size: The global serviceable addressable market is around US \$73 billion and AirX Carbon's serviceable obtainable market is \$3 billion.

Revenue: AirX grew its revenue from US \$647,311 in 2024 to US \$1,113,448 in 2025, and net profit jumped roughly 900% year-over-year (from about US \$13,000 to over US \$130,000), reflecting stronger commercial traction and improved operational efficiency—helped by achieving ISO 9001:2015 and ISO 14001:2015 certifications. The company also made its first profit in 2025.

According to a Eurofins-verified LCA (Nov 2025), commercializing 37,620 NetZero Pallets during the reporting period captured and avoided a total of 7,524 tCO₂e (≈6,824 MT): ~1,129 tCO₂ sequestered from agri-waste processing and ~6,395 tCO₂e avoided via deforestation prevention and ongoing tree sequestration. AirX also upcycled 2,025 tons of agri-waste (coconut husk, coffee husk and broken pallet) into NetZero Pallets over the same period.

Investment Opportunity

AirX received US \$603,427 from 9 funders during P4G period and its currently exploring bridge financing options to support operational scaling while closing the equity round.

Established
2022

Location
Vietnam

Sector
Food Loss
and Waste

Employees
12

Capital Raised
US \$2.5 million

Leadership Team

Hanh Do: Co-Founder and CEO

20 years of experience in design, product development, manufacturing, and training, specializing in low-cost water and agricultural technologies

Thu Vuong: Co-Founder and CTO

Experience in communication and business negotiations, driving strategic growth and partnerships

Hoang Nguyen: COO

10 years of experience in production management in textile and leather industry. Bachelor's and master's degree in chemical engineering from Ho Chi Minh University of Technology. Participates in factory set-up and production, and supply chain management.

Website

www.buyoplastic.com

 Buyo-bioplastics

Contact

Hanh Do
hanh.do@buyoplastic.com

About

Buyo Solutions is dedicated to transforming plastic waste into sustainable solutions that benefit both business and the environment. By leveraging innovative recycling technologies, BUYO creates high-quality, eco-friendly materials that support a circular economy.

The Challenge

Plastic waste remains a global environmental crisis, with excessive production and improper disposal leading to severe pollution. Many industries still rely on virgin plastic, contributing to resource depletion and carbon emissions. Additionally, inefficient recycling systems and limited market adoption of recycled materials hinder progress toward a more sustainable future.

The Solution

Unlike typical bioplastics made from corn or potatoes, BUYO's solution utilizes discarded food waste from industries, such as brewery grains, converting it into a biomaterial with up to 50% biomass content. This approach cuts greenhouse gas emissions, prevents organic waste from entering landfills, and promotes circular economy principles. For every ton of finished products, BUYO can upcycle 0.5 tons of biowaste, reducing energy use and carbon emissions by 70% compared to conventional plastics.

Traction

Market size: By 2026, the global market size for bioplastics will be US \$11.6 billion. BUYO's primary target markets are North America and Europe which give the startup a serviceable obtainable market of US \$128 million. A B2B business, BUYO targets corporate clients in high-quality and safety-critical industries like food packaging, medical, and cosmetics.

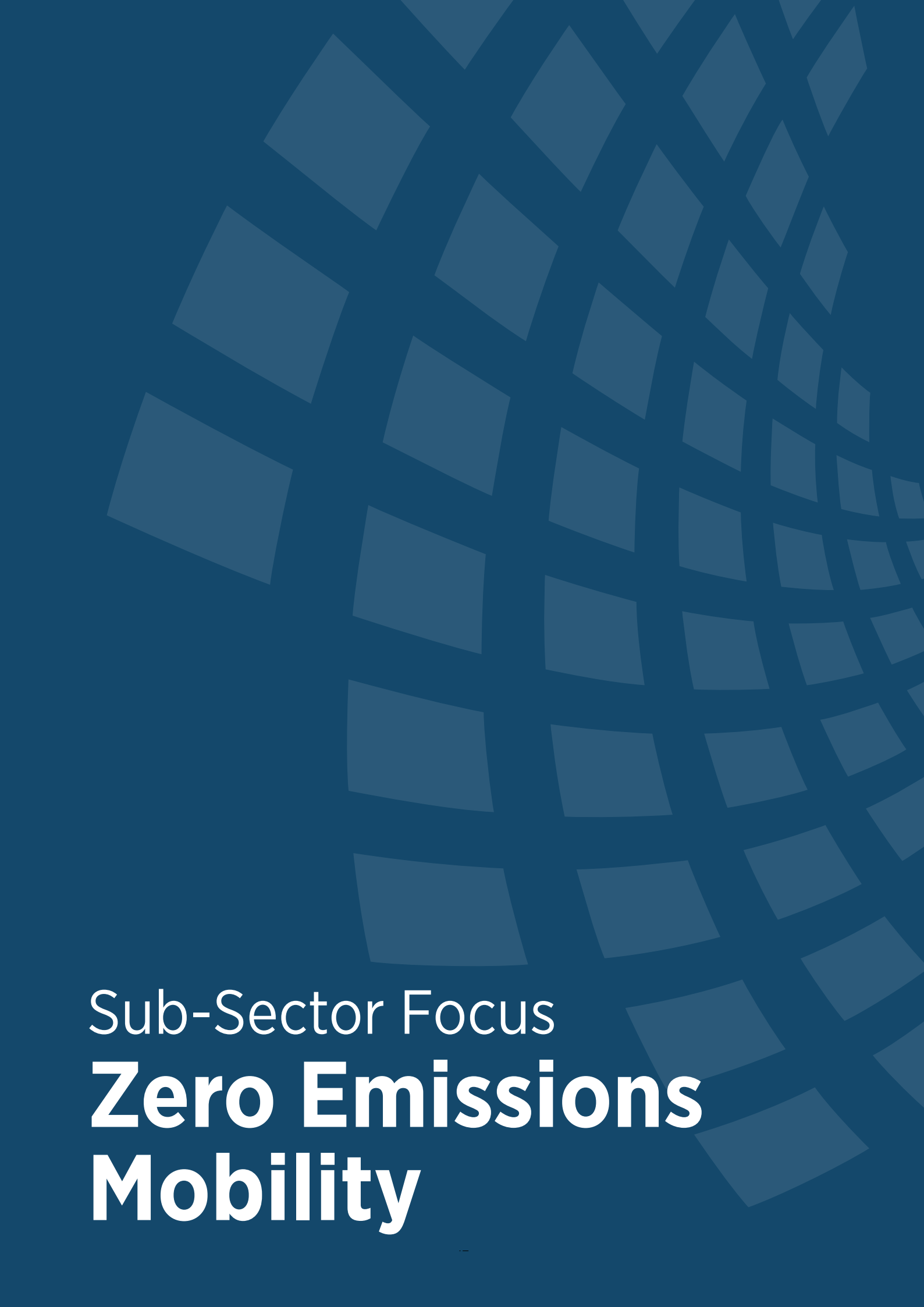
Revenue: The company has generated US \$110,000 to date. Revenue totaled US \$70,000 in 2024 and is expected to grow to US \$500,000 in 2025.

Milestones: BUYO has achieved the following milestones:

- First company from Southeast Asia selected into the Global 100+ Accelerator program co-hosted by AB InBev, Coca Cola, Unilever, Colgate Palmolive and Danone
- Current supplier of a bio-based compostable keg cap for AB InBev, the first ever keg cap made from bio-waste in the world's beer industry.
- Conducted an LCA assessment that shows its product provides 40% reduction compared to regular plastics, equivalent to 1.5 kg CO₂ cut down per kg of BUYO products.
- Have achieved 5 certification and patents, including ISO 9001, TUV SUD ASTM D6866-22, HACCP 22000, and USDA's BioPreferred program.

Investment

The company has just completed its seed round fundraising, raising a total of US \$2.5 million equity investment to date. BUYO will use these funds for R&D and innovation, and to scale up the business.



Sub-Sector Focus

Zero Emissions Mobility

Established

2024

Location

Colombia

Sector

Zero Emissions
Mobility

Employees

2

Capital Raised

US \$170,000 in equity

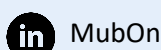
US \$262,000 in quasi-equity to support the expansion of its fast-charging infrastructure projects

Leadership Team
Nelson Padilla: Founder and CEO

10+ years of experience in mobile, web application development and IoT projects. 4+ years in sales.

Nick Velasquez: Co-founder and CTO

10+ years of experience in IoT products with a focus on rapid learning and iteration. Strong background in hardware design, embedded systems and rapid prototyping.

Website
www.mubon.co

Contact

Nelson Padilla

nelson@mubon.co
About

MubOn is a startup dedicated to solving electrical infrastructure challenges for electric vehicle (EV) users.

The Challenge

The EV market in Colombia is experiencing significant growth. However, several challenges are hindering its full potential, particularly among urban users. Issues include a lack of charging infrastructure and insufficient manufacturing capacity from local producers. In major cities, many landlords prohibit tenants from installing chargers or impose higher fees due to difficulties in monitoring the energy consumed by residents' vehicles, further limiting access to EVs.

The Solution

MubOn aims to close the infrastructure and service gap for urban users in Colombia's EV market by:

- Developing a SaaS platform: A subscription service to streamline the monitoring, management, and fee collection for charging stations.
- Developing a Product-as-a-Service: MubOn provides electric charging infrastructure while eliminating upfront costs for common areas and businesses.
- Implementing a usage-based platform: Electric charging for residential units through shared stations paired with integrated payment software.

Traction

Market size: The global charging market is projected to reach US \$1.567 billion by 2025, expanding at 38.5% CAGR. In the Americas, the total addressable market is an estimated US \$25 billion, with a serviceable available market of US \$8 million in Latin America and a serviceable obtainable market of US \$97 million.

Revenue: MubOn emerged from DeepSea Developments, established in 2022, and has operated independently since June 2024. The company generated more than US \$117,000 in revenue by December 2025 and is on track to reach US \$291,000 in total revenue by the end of 2026.

Milestones: MubOn has achieved the following milestones:

- IP owner and developer of its charger and software platform.
- In one year, the company has attracted over 8,000 users across 90+ charging points in major cities like Cali, Medellín, and Bogotá; facilitated over 22,000 paid charging sessions; and delivered more than 250,000kWh of power.

Investment Opportunity

MubOn is seeking US \$2 million over the next 12–18 months, including US \$1.6 million in local debt and US \$0.4 million in international equity, to expand its DC fast-charging network across priority urban locations.



S&Y Electrical Material

Established

2015

Location

Ethiopia

Sector

Zero Emissions
Mobility

Employees

11

Capital Raised:

US \$240,000

Leadership Team**Samuel Gebrzgabher Hiluf: Founder & General Manager**

Electrical and Computer Engineer from Mekelle University. Founded S&Y in 2015 and has led the company from electrical appliance manufacturing into electric mobility innovation.

Jochen Moninger: Strategic Advisor

Senior executive with an MBA supporting business growth, investment readiness and scaling strategy

Kbrom Fisseha: Technical Lead

Mechanical engineer with expertise in vehicle maintenance, machine design and manufacturing systems

Website

<https://syelectricplc.com/>

Contact

Samuel Gebrzgabher

Samuel@syelectricplc.com

About

S&Y Electric Material Sales and Service PLC is a Tigray-based electric mobility company assembling, distributing, and servicing electric three-wheel vehicles for passenger and cargo transport. Through its integrated model of vehicle assembly, charging infrastructure, spare parts supply, and after-sales service, S&Y is accelerating the transition to clean and affordable mobility across Northern Ethiopia.

The Challenge

Transport operators face high fuel costs, fuel shortages, and rising vehicle operating expenses. At the same time, demand for affordable urban mobility continues to grow, while access to reliable electric mobility solutions and support infrastructure remains limited.

The Solution

S&Y assembles and distributes electric three-wheel vehicles supported by charging infrastructure, spare parts, and maintenance services. The company's ecosystem approach lowers operating costs, reduces emissions, and provides reliable mobility solutions for passenger and cargo transport.

Traction

Market size: Ethiopia's electric three-wheeler market is estimated at 5,000 vehicles annually and projected to exceed 25,000 vehicles annually by 2030. Tigray alone has approximately 100,000 registered three-wheelers expected to transition toward electric mobility.

Revenue: S&Y Electric Material reported a gross revenue of US \$40,000 for the period July to December 2025, generated through the import, assembly, and sales of electric 3-wheelers.

Milestones:

- Founded in 2015 and established a successful electrical products manufacturing business.
- Secured an electric vehicle assembly and manufacturing license.
- Established EV assembly operations in Mekelle.
- Built a network of 10+ service agents.
- Delivered initial EV sales and secured over 100 vehicle orders.
- Supported by GIZ as a high-growth enterprise.

Investment Opportunity

Seeking US \$500,000 in working capital/trade finance to support the import and financing of vehicle inventory, scale assembly and distribution operations, expand charging and after-sales service infrastructure, and accelerate market growth and customer acquisition across Northern Ethiopia.

Established

2021

Location

Indonesia

Sector

Zero Emissions
Mobility

Employees

6 full time
3 part time

Capital Raised

US \$108,000

Leadership Team

Corrado Accardi: Co-founder and CEO

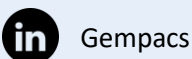
28+ years of executive and entrepreneurial experience in renewables, property development, construction project and cost management

Enrico Carlin: Co-founder and CTO

45 years of global experience, including 20 years as a technologist at Hewlett-Packard, and in renewables, power generation, electric mobility and telecoms, and electronics and IT

Website

www.gempacs.com



Contact

Corrado Accardi
ca@gempacs.com

About

Gempacs is transforming Indonesia's maritime industry by electrifying boats through an integrated solution that reduces emissions and boosts incomes.

The Challenge

More than 1 million Indonesian fishing boats run on fossil fuels and contribute to environmental degradation. High fuel costs trap operators at or below the poverty threshold. Existing solutions often focus on technology alone, overlooking the regulatory, societal and economic factors affecting the sector, with high costs and limited range or autonomy at sea.

The Solution

Gempacs offers an integrated solution that includes retrofitting and/or building new fully electric boats with photovoltaic roofs and geo-localization systems for enhanced safety and emissions tracking. It also installs charging stations and facilitates access to financing options for boat owners, making the transition more seamless and affordable.

Traction

Market size: Globally, the total addressable market for electric boats will be US \$100 billion by 2035. Focusing on Indonesia alone, Gempacs serviceable obtainable market will be US \$1 billion by 2035.

Revenue: Gempacs is in its early stage and the revenue for boats sold was generated in partnership with an associated company, raising an overall revenue of US \$90,000, of which \$30,000 (large part of the gross margin) was invoiced by Gempacs.

Milestones: Gempacs has achieved the following milestones:

- Achieved institutional support, including the Ministry of Energy and Mineral Resources, the Ministry of Maritime Affairs and Fisheries, and Bappenas' Directorate for Maritime Affairs and Fishing.
- Declared a national strategic project by Perusahaan Listrik Negara, Indonesia's state-owned electric utility company.
- Part of Indonesia National Research Agency-led national working group on marine electrification.
- Signed agreements with a fishermen's cooperative with 1,000 boats and a fishermen's association with 6,000 boats.
- Current member of the BISA (UNDP, Jakarta) Blue Economy accelerator.
- Finished its engineering design and advance retrofitting and system preparation for deployment of electric boats in Indonesia.

Investment Opportunity

Gempacs aims to raise US \$3 million over the next 12 months in SAFE, equity or convertible notes, with an initial tranche of at least US \$500,000. The investment will be used to set up a new Singapore holding, shore up its assembly line, charging infrastructure and spare parts, retrofit kits and batteries, recruitment and payroll and contingency cash flow.

Established

2020

Location

Indonesia

Sector

Zero Emissions
Mobility

Employees

10-15

Capital Raised

N/A

Leadership Team

Sarwono Kusumo Bawono: CEO & Co-founder

Holds a degree in Mechanical Engineering from Universitas Indonesia and has 4+ years of experience at Spora, following an earlier role as a manager at a Warehouse 4.0 company. An experienced entrepreneur, he has founded four businesses, including a distributor of BP fillers.

Triharsa Adicahya: CTO

Earned his degree in Mechanical Engineering from Trisakti University and brings 14+ years of engineering experience, spanning 3D modeling to serving as Head of Industrial Engineering and Research & Development at Astra Oto parts. He also founded a lithium-ion battery energy storage startup and previously chaired the Clean Energy Startup Community (KSTEB).

Wahju Tjahjo Dewo: Chief of Industrialization

Has more than 29 years of experience in the automotive industry, including leadership roles at Mercedes-Benz Indonesia.

Website

<https://spora-ev.com/>

Contact

Sarwono Kusumo Bawono
bowo@spora-ev.com

About

Spora EV is an Indonesian electric vehicle (EV) startup that specializes in EV conversion services, vehicle design engineering, and training. It provides turn-key solutions, including converting conventional motorcycles, cars and trucks into battery-electric vehicles. By offering flexible rental options, the startup reduces ownership risks and supports small businesses in making the transition to clean mobility. A digital logbook system also tracks vehicle use, performance and impact, ensuring evidence-based, decision-making for scaling.

The Challenge

Indonesia's automotive industry is the country's second largest source of greenhouse gas emissions, accounting for 27% of total emissions, with logistics contributing nearly 28% of transport sector emissions. As fuel costs, congestion, and pollution continue to rise, the logistics sector faces increasing pressure to transition to cleaner mobility solutions.

However, EV adoption has been slowed by limited driving range, high upfront costs, inadequate charging infrastructure and weak after-sales support. Since motorcycles are the backbone of first- and last-mile delivery in cities like Jakarta, their continued reliance on fossil fuels significantly worsens urban air pollution and emissions.

The Solution

Spora provides end-to-end solutions in the EV industry, including EV retrofitting and EV technology training programs. Its current customer base includes internal combustion engine (ICE) motorcycle users, logistics providers, and automotive companies. The company is now focused on scaling MIMO, its modular electric motorcycle designed specifically for logistics and delivery providers.

Traction

Spora's total addressable market (TAM) is estimated at US \$13 million, with a serviceable addressable market (SAM) of US \$9 million and a serviceable obtainable market (SOM) of US \$180 million. To date, the company has generated US \$40,000 in revenue.

Milestones:

- Developed the first functional prototype for a robust, courier-oriented vehicle (MIMO) in early 2026.
- Secured 2 preliminary commitments through Letter of Intent for MIMO model, showing good commercial traction.
- Will proceed with pilot deployment preparation in collaboration with logistics partners starting in Q3 2026.

Investment Opportunity

Spora EV is seeking an equity and blended finance investment of US \$13,000,000. The investment would be used for:

- MIMO scale up production.
- Scaling up Spora's operations.

Established
2021

Location
Kenya

Sector
Zero Emissions
Mobility

Employees
114

Capital Raised
US \$50 million

Leadership Team

Jit Bhattacharya: CEO and Co-founder
12+ years of technical experience in EV technology, specializing in Li-ion batteries

Jonathan Green: CFO
15+ years of experience in leading operations and financing of technology solutions in Sub-Saharan Africa

Website
www.basi-go.com



Contact
Jonathan Green
jg@basi-go.com

About

BasiGo, an e-mobility startup headquartered in Nairobi, is revolutionizing the public transportation sector by providing bus operators with a cost-effective, electric alternative to diesel buses. The startup is bringing together experts in electric vehicles, public transport, the power sector, asset finance, software and data science to systematically electrify public transport in Africa.

The Challenge

By 2025, Africa will have 10 mega-cities with over 10 million residents each. In Africa's growing cities, diesel buses account for 40% of all passenger trips. Dependence on diesel-powered public transport worsens air pollution, impacts growth through reliance on fuel imports, and accelerates global climate change. To address the growing demand for urban mobility, African cities urgently require a shift towards affordable, clean and low-carbon public transport solutions.

The Solution

Kenya already generates over 90% of its electricity from renewable energy. BasiGo leverages this clean energy to power modern, electric buses. BasiGo's key innovation is the Pay-as-you-Drive financing model for electric buses, a mileage-based lease that eliminates high CapEx costs as a barrier to adoption. Pay-as-you-Drive also includes the costs of e-bus charging and regular service.

Traction

Market Size: The serviceable addressable market is US \$1 billion and BasiGo's serviceable obtainable market is US \$650 million between Kenya and Rwanda.

Revenue: BasiGo generated US \$2.16 million in 2025 representing a 329% revenue change.

Milestones: BasiGo has achieved the following milestones:

- BasiGo currently has a fleet of 55 electric buses in operation in Sub-Saharan Africa – 6 in Kigali and 49 in Nairobi – and over 800 reservations from bus operators in Kenya and Rwanda.
- These buses have covered over 3.8 million km, carried over 5.9 million passengers, and mitigated 1,700 metric tons of CO₂ emissions.

BasiGo intends to deploy over 5,000 e-buses with its Pay-as-you-Drive financing across sub-Saharan Africa by 2030.

Investment Opportunity

BasiGo requires US \$330 million in equity, debt and grants over the next 5 years to:

- Deploy 3,000 Pay-as-you-Drive E-Buses in East Africa by 2030.
- Develop extensive e-bus charging infrastructure.
- Build complementary public transport and bus asset management technology to catalyze the adoption of e-buses in Africa.



eBee Kenya

Established
2021

Location
Kenya

Sector
Zero Emissions
Mobility

Employees
32

Capital Raised
US \$827,000

Leadership Team

Maarten Fonteijn: Managing Director

Maarten has a strong background in venture building, renewable energy, and circular economy solutions, he has spearheaded impact-driven businesses in Africa, Europe, and India.

Cornel Bruhl: Head of Operations

Operations leader with extensive experience in electric mobility and fleet management across Europe and Africa. As one of eBee's first employees, he has helped build and scale the company's fleet operations, service network, and operational systems, driving reliable and efficient mobility solutions.

Francis Gichohi: Head of Fleet

Operations and mobility professional with 10+ years of experience in transport, last-mile delivery, and electric mobility. Experience in scaling rider networks, managing fleets, and improving operational performance across East Africa through data-driven execution and strong team leadership.

Website

ebee.africa/ke/

Contact

Maarten Fonteijn
maarten@ebee.africa

About

eBee is a leading electric bicycle (e-bikes) company bringing affordable, sustainable, and inclusive mobility to East Africa. As African cities grapple with rising congestion, fuel costs, and emissions, eBee offers a safer, cleaner, and more affordable alternative to motorbikes through three channels: direct sales, fleet rentals, and last-mile delivery services. Through this model, eBee is creating green jobs, particularly for women and youth.

The Challenge

Urban transportation in Kenya is at a critical turning point, as congestion and pollution worsen due to the heavy reliance on diesel-powered vehicles. In Nairobi alone, 2.27 million trips per day are made on foot, while 55,000 are by bicycle. Many people walk or cycle due to limited income and a lack of alternative transport options.

The Solution

eBee is transforming urban mobility by electrifying bicycles and leveraging innovative branding and community engagement strategies. By reshaping perceptions around cycling, eBee is making e-bikes more desirable and accessible to a broader audience. eBee's e-bikes are locally assembled and built for the realities of East African roads, durable, reliable, and engineered to last, earning strong reviews from riders and fleet operators alike.

Traction

Since launching in 2022, eBee has deployed over 2,800 e-bikes across Kenya and Uganda, created more than 300 jobs for women and youth, and enabled over 1.3 million deliveries in Nairobi alone without a single fatality or permanent disability. Current annual revenue is US \$1 million across the countries. With proven unit economics across three revenue streams, eBee is built to scale across new markets and customer segments.

Investment Opportunity

eBee is raising US \$2 million in equity to expand its fleet, develop a cheaper e-bike, expand distribution channels, strengthen the team, and accelerate e-bike adoption as Africa's most accessible EV. The funds will unlock break-even within 2 years and enable further expansion in East Africa.

Established

2024

Location

Kenya

Sector

Zero Emissions
Mobility

Employees

26

Capital Raised

US \$1,026,000

Leadership Team

Christopher Maara: Founder & CEO, Kiri EV

Leads electric vehicle technology deployment and commercialization, supporting the transition to affordable and sustainable mobility solutions across Africa.

Carol Ofafa: Founder & CEO, E-Safiri Charging Limited

Award-winning electrical and electronics engineer advancing renewable energy and sustainable mobility. A finalist for the 2025 Africa Prize for Engineering Innovation and a SEforALL Energy Hero, she has also been recognized among Kenya's Top 40 Under 40 women. She holds a First-Class degree from the University of Nairobi and an MSc with Leadership Recognition from the University of Glasgow.

Website

<https://www.kiriev.com/>
<https://www.esafiri.com/>

Contact

Christopher Maara
cmaara@kirienergy.com

Carol Ofafa
cofafa@esafiri.com

About

Sun Run is a joint venture between E-Safiri and Kiri EV building an integrated rural electric mobility (e-mobility) ecosystem in Kenya. The partnership combines electric vehicles, solar-powered charging infrastructure, battery-swapping services, and productive-use energy solutions to provide affordable, clean mobility and energy access for underserved communities.

The Challenge

Rural communities face high transport costs, limited mobility options, rising fuel prices, and inadequate charging infrastructure. These challenges increase the cost of moving people and agricultural produce, disproportionately affect women, and constrain economic opportunities in rural areas.

The Solution

Sun Run deploys electric two- and three-wheel vehicles supported by solar-powered charging and battery-swapping hubs. Beyond charging, the hubs provide productive energy services including cold storage, ice making, electronics charging, retail kiosks, and security lighting, creating multiple revenue streams while improving rural livelihoods.

Traction

Market size: Kenya has over 1.7 million motorcycles and a fast-growing two- and three-wheeler market. Rising fuel costs, clean transport demand, and limited rural charging infrastructure create a strong opportunity for e-mobility.

Milestones: The partnership has commissioned charging hubs in Awuoth and Kisumu and is developing a third in Mbita. The hubs combine battery-swapping, charging, and cold storage for rural mobility and productive-use energy.

Sun Run has showcased the partnership at Africa E-Mobility Week, EAIF 2025, and the 2025 P4G Vietnam Summit, while contributing to policy dialogue and knowledge sharing on rural e-mobility.

Investment Opportunity

Kiri EV is seeking US \$960,000, structured primarily as 80% debt and 20% equity, with a strong preference for debt financing. The funding will support inventory and working capital, enabling the company to manufacture and deploy more electric motorcycles, meet growing customer demand and accelerate fleet expansion across Kenya.

E-Safiri is raising US \$1.5 million and has already secured US \$550K through a mix of convertible notes, grants, debt and equity. To close the round, the company is seeking US \$200K in debt, US \$500K in equity and US \$250K in grants. The funding will support expansion of the startup's solar-powered hub network, integration of a new Energy Management System and hub-level remote monitoring, growth of its fintech offering for customer asset financing and team expansion.



Mobius Energy

Established

2020

Location

South Africa

Sector

Zero Emissions
Mobility

Employees

7

Capital Raised

US \$1.42 million

Leadership Team

Hugo van Veen: Founder and CEO

Hugo van Veen has founded and led four successful and profitable startups that introduced groundbreaking products in their respective markets. Hugo has 30+ years of experience in finance, project management, private equity and engineering.

Ivaan de Jager: CTO

Ivaan de Jager is an energy expert with over 20 years of experience in electrical engineering, specializing in power quality, solar PV and technical product design.

Website

www.mobius-energy.com



[Mobius-energy-technologies](https://www.linkedin.com/company/mobius-energy-technologies)

Contact

Hugo van Veen

hugo@mobius-energy.com

About

Mobius Energy is a provider of efficient, high-performance energy storage systems for electric vehicles and renewable energy applications. By focusing on sustainability, innovation, and reliability, the company empowers industries to reduce carbon emissions and push towards a sustainable future.

The Challenge

The cold storage transportation industry heavily relies on fossil fuels, contributing to 15% of global CO₂ emissions. With 95% of the sector using diesel-powered refrigeration units, the industry faces challenges in decarbonization. Diesel refrigeration emits 15–40 tons of CO₂ per year per vehicle and consumes up to 15,000 liters of diesel annually, making it both environmentally harmful and costly. Additionally, increasing regulations on urban emissions and noise pollution, along with pressure from food retailers, are driving the demand for greener transportation solutions.

The Solution

Mobius Energy has developed a proprietary electric refrigeration system that utilizes battery and solar technology. The startup conducted over 5 years of research and development (R&D) in partnership with Thermo King, a global leader in vehicle refrigeration. A custom-designed equipment with global IP is ready for patent.

Traction

To date, Mobius Energy has generated a total revenue of US \$1.23 million. The startup has completed pre-compliance EMC testing and its CE/UKCA certification is in progress. It has deployed 78 vehicles. The client payback period is 2 to 3 years with measured savings of total vehicle fuel consumption of 35% to 55%. A total of 360,000 liters of diesel has been saved.

Investment Opportunity

Mobius Energy seeks to raise US \$2.5 million in equity and debt. The funds will be used for marketing, expansion into markets across Africa and Europe, and to develop a secondary product and R&D.

Established

2016

Location

South Africa

SectorZero Emissions
Mobility**Employees**

11

Capital Raised

US \$0.67 million

Leadership Team**Bouwer van Niekerk: CEO and Co-founder**

12+ years of experience in bicycle and e-bike design. He holds an Honors and master's degree in industrial engineering.

Carlien van Niekerk: CFO and Co-founder

Experience in business strategy and financial administration. She holds a diploma in accounting, a degree and Honors degree in sports science.

Zool Höll: CTO & Director

Spent 17 years at HEX Microsystems (Pty) Ltd, where he held the positions as Director of Operations and Director of Sales

Website

www.stroom.co.za



stroom-cargo-bikes

Contact

Bouwer van Niekerk
info@stroom.co.za

About

STROOM is a leading designer and manufacturer of cargo e-bikes. Recognized for its advanced manufacturing, STROOM received support from the South African government's Aerospace Industry Support Initiative (AISI). The company also signed an MoU with Jatco from Japan, a Nissan subsidiary, to co-develop and test cargo e-bike technology using automotive expertise.

The Challenge

South Africa is significantly behind in EV adoption for last-mile delivery, largely due to high upfront costs and inadequate infrastructure. Existing EV solutions often lack the versatility needed for last-mile logistics, especially in townships and informal settlements with narrow and poor roads.

With Africa's population projected to reach 25% of the global total by 2050, increased EV production would address two issues, emissions and job creation. Cargo e-bikes present a sustainable, job-creating solution – particularly empowering youth and women. With youth unemployment exceeding 50% in South Africa, the need for innovative employment models is urgent.

The Solution

Cargo e-bikes offer a green, affordable solution for delivery in South Africa's and the rest of Africa's underserved informal settlements. No license is needed, making it easy to train and employ youth and women.

STROOM is a cost-effective manufacturer with more than 80% of vehicle value manufactured in-house. STROOM owns all intellectual property. STROOM's cargo e-bike school train riders who rent cargo e-bikes and use STROOM's ecosystem to help generate delivery business.

Traction

Market size: Cargo e-bikes are increasing in popularity and STROOM's local serviceable obtainable market by 2029 is 16,200 cargo e-bikes.

Revenue: STROOM generated US \$100,000 in revenue as of October 2024 and expects to grow significantly as it starts to roll out its logistical hubs. By the end of 2026, STROOM aims to roll out 50 cargo e-bike logistical hubs with 1,000 vehicles, employing more than 2,000 youth and women through a shift rental system and achieving revenues in year 3 of more than US \$3 million annually through its rental model.

Milestones: STROOM has 80 operational e-bikes with different classes of cargo e-bike models available to consumers; long-term testing completed with more than 100,000 kilometers of delivery testing; and international Standards Compliance Certification (IEC60335-1 and NRCS import certification) achieved.

Investment Opportunity

STROOM seeks US \$1.1 million in funding through grants, loans, convertible loans or equity to roll out logistical hubs of cargo e-bikes.

Established
2022

Location
South Africa

Sector
Zero Emissions
Mobility

Employees
7

Capital Raised
US \$1,256,000

Leadership Team

Michael Mass: Founder and CEO

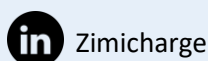
8 years of experience in product and project management for IOT projects, managing large design and engineering teams, and launching products in new markets. Bachelor's degree in mechatronic engineering, master's degree in electronic engineering, and a PMP certificate.

Stefan Nel: Director Finance & Operations

8 years of experience focused on automation, business strategy and overseeing large-scale tech projects, including roll out of large-scale industrial automation projects. Bachelor's degree in mechatronic engineering, MBA, and PMP certificate.

Website

www.zimicharge.com



Contact

Michael Maas
michael@zimicharge.com

About

Zimi provides simple, turn-key electric charging systems and services to fleets. Its service includes electric charging infrastructure (i.e. chargers) and value-added energy, carbon and payments management software.

The Challenge

Fleet operators, particularly those involved in delivery, last-mile logistics and technical services, face high operational costs due to their reliance on internal combustion engine vehicles. Their challenges are further complicated by future sustainability pressures, including carbon taxes and missed opportunities for carbon credits. While some attempt to address these issues with inefficient fuel solutions or limited electric fleet experiments, they struggle with selecting electric vehicles, managing charging infrastructure and optimizing energy usage.

The Solution

Zimi Charge offers a comprehensive solution for fleet electrification bundled with other services, including charging systems, installation, smart energy management, carbon tracking and payment solutions. The pricing model offers flexibility, including purchase, lease options and Charging-as-a-Service (CaaS) plans.

Traction

Market Size: Zimi Charge's potential market in South Africa consists of 270,000 vehicles across delivery, last-mile logistics, and technical services fleets, requiring approximately 104,050 chargers, with a projected upfront revenue of US \$21.76 million and an annual recurring revenue of US \$7 million from CaaS.

Revenue: Zimi Charge currently operates on a 46.7% gross margin with a break-even target for 2027. Since inception, it has generated US \$78,723 in revenue. Zimi Charge is targeting a revenue generation of US \$6.7 million by 2029 with CaaS and charger sales each contributing 39.3%. The startup is expecting a 49.3% return on equity and a 27.3% return on assets.

Milestones: Zimi Charge has achieved several milestones:

- Contracted and onboarded its initial commercial customers who can scale with the company long-term.
- Developed and launched its proprietary charging stations and management software system.

Investment Opportunity

Zimi Charge is raising US \$700,000 in equity funding for operational expansion and product development.

Established

2020

Location

Vietnam

Sector

 Zero Emissions
 Mobility

Employees

25

Capital Raised

US \$2 million

Leadership Team
Stefan Kaufman: CEO and founder

18+ years of experience leading companies with a focus on technology innovation, marketing, sales and development

Thu Le: COO

7+ years of experience in operations, facilities and property management across prominent firms

Nguyen Tran Huu Nguyen: CTO

10+ years of experience in research and technology innovations development. PhD in computer science and engineering.

Website
www.eboost.vn

[eboostpower](https://www.linkedin.com/company/eboostpower)
Contact

 Stefan Kaufmann, CEO
stefan.kaufmann@eboost.vn
About

EBOOST is a Vietnamese startup developing a nationwide open network of electric two- and four-wheeler charging stations with mobile technology for easy tracking and payments.

The Challenge

Vietnam's EV market is poised for growth, and the country is the largest electric two-wheeler market in the ASEAN region. But like other emerging EV markets, the lack of brand-agnostic charging infrastructure is inhibiting the e-mobility adoption, which would improve Vietnam's poor air quality and bring down the transportation sector's carbon footprint. Riders need accessible charging solutions that work for all electric vehicle types and that they can access at home and in public.

The Solution

EBOOST builds and maintains a smart, brand-agnostic EV charging network with prime locations in multi-unit buildings, hotels, factories and large shared parking areas. The startup generates revenue through its Charging-as-a-Service model and multi-year exclusive contracts with these locations. Furthermore, EBOOST offers franchise models where locations or businesses can buy chargers and EBOOST operates them, with a recurring subscription through its own management platform. Lastly, EBOOST runs a marketplace approach for linked services, such as ads for commercial brands or its clientele on its app.

Traction

Market size: The EV market in Vietnam is poised for rapid growth as the combined number of electric bikes and cars is estimated to reach about 18.4 million by 2030. A significant jump from the current number of around 3-4 million electric vehicles. EBOOST expects to have a target accessible market of around 13 million vehicles.

Revenue: As of the end of 2024, EBOOST has approximately US \$57,000 in annual recurring revenue and has been experiencing 112% year-over-year in revenue since 2024.

Milestones: EBOOST has reached several milestones that are positioning it to be a market leader in Vietnam. The startup has developed strategic partnerships with BYD, GRAB, and HSBC. It has expanded to 233 locations with more than 2,140 registered e-bike charging points. The company has also secured US \$600,000 of debt funding during P4G grant period.

Investment Opportunity

EBOOST seeks US \$3-4 million with the following split:

- US \$2 million in equity and/or convertible loans for operating expenses.
- US \$1-2 million in debt financing for capital expenditure such as expansion and investments for its e-charging network.

Sub-Sector Focus
**Renewable
Energy**

Established
2020

Location
Colombia

Sector
Renewable
Energy

Employees
10

Capital Raised
US \$450,000

Leadership Team

Alejandro Camargo: Co-founder and CEO

Physics engineer specializing in lithium-ion battery design and treatment and expertise in diagnostic machine development and process innovation

Pablo Castellanos Ramelli: Co-founder and COO

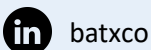
Lawyer and political scientist with expertise in marketing, regulation, and sustainable development project implementation

Nessim Assad: BDM

Mechanical engineer with a master's degree in renewable energies and a vast knowledge of the energy sector, as well as energy-based markets

Website

www.batx.co



Contact

Pablo Castellanos Ramelli
pcastellanos@batx.co

About

BATx is redefining energy storage by repurposing prematurely discarded lithium-ion batteries that would otherwise undergo final disposal. With cutting-edge technology and a commitment to sustainability, BATx extends battery life, reduces waste, and minimizes environmental impact, enabling a circular economy for battery production.

The Challenge

The rapid rise of electric vehicles and renewable energy has led to a surge in battery waste, posing significant environmental and supply chain risks. Traditional disposal methods contribute to pollution, while the extraction of new raw materials is costly and unsustainable. Additionally, the industry faces inefficiencies in battery recycling infrastructure and regulatory hurdles that slow progress.

The Solution

BATx focuses on large-scale grid applications and cost-effective energy storage, providing refurbished batteries for the EV sector for small-to-medium-scale applications, as well as large-scale grid applications with Battery Energy Storage Systems (BESS). BATx offers a cost-effective solution that strengthens its competitive edge with second-life batteries priced 30-40% lower than new alternatives. By addressing a key gap in battery diagnostics and second-life production, it helps lower costs and expand access to renewable energy solutions.

Traction

Market size: BATx operates in the rapidly growing global energy storage market, valued at US \$50 billion annually and projected to expand at a 25% compound monthly growth rate over the next two decades. In Latin America, BATx's serviceable available market is an estimated US \$500 million annually, with Colombia accounting for US \$55 million. Targeting a 20% to 40% share of Colombia's market within five years, BATx aims for to generate US \$10 million in annual sales.

Revenue: Since its founding in 2022, BATx has generated cumulative revenue of US \$624,000 as of Q4 2025.

Milestones: BATx has achieved the following milestones:

- First company in the region to manufacture and repurpose lithium-ion batteries.
- Built partnerships with industry leaders such as Auteco, Volvo, BMW, Celsia, Ecopetrol and ISA.
- Developed and patented its own battery diagnosis process and deployed over 1MWh of second-life batteries in the market, further solidifying its position as an industry leader.

Investment Opportunity

BATx aims to raise US \$500,000 to 1,000,000 in investment capital within the next 12–18 months through a Series A round to expand production, automate processes, secure product certifications, build a strong marketing strategy and commercial team.

Established

2020

Location

Colombia

Sector

Renewable Energy

Employees

8

Capital Raised:

US \$120,000 in equity

US \$160,000 in grant funding

Leadership Team
Jonathan Rojas: CEO

Electronic engineer and serial entrepreneur with strong expertise in business development and clean energy

Camilo Bayona: CTO

Engineer, researcher, and innovator with a Ph.D. in Structural Analysis and Applied Mathematics from the Polytechnic University of Catalonia. With 10+ years of experience in computational engineering, data science, and renewable energy systems.

Rosemberg Espineal: Manufacturing Manager

Industrial designer and manufacturing expert with 15+ years of experience in advanced composites, carbon fiber structures, and vehicle design. Holding a Master's in Vehicle and Transport Design from Politecnico di Milano, he has led multiple R&D projects and patented innovative systems in electric mobility and lightweight manufacturing.

Website
www.parsonskinetics.com
Contact

Jonathan Rojas B.

jonathan@parsonskinetics.com
About

Parsons Kinetics is a Colombian incorporated climate tech company revolutionizing the wind energy market through distributed, bio-inspired, and modular turbines. The company enables energy democratization by allowing small landowners and businesses to self-generate and commercialize clean wind power profitably.

The Challenge

Traditional wind power requires high wind speeds and large-scale installations. This excludes millions of hectares of rural and agricultural land, limiting the diversification and resilience of local economies. Farmers and communities remain dependent on unstable grid access or fossil energy, while corporate Net Zero commitments struggle to reach rural impact.

The Solution

Parsons Kinetics developed Bioseed, a bio-inspired small wind turbine optimized for normal wind speeds. Its modular design allows deployment in distributed micro-farms, combining efficiency, durability and affordability. The company offers the Bioseed turnkey wind turbine for 5 kW and 25 kW. It is now focused on deploying these technologies through its "Wind Farm in a Box," a modular system that drastically reduces technical complexity, installation time, and project costs, bringing industrial grade wind energy to a smaller, distributed scale.

Traction

The addressable market is more than 6 million hectares across Latin America suitable for distributed wind generation. Capturing just 15% of this market could produce energy equivalent to 15 times Colombia's current installed wind capacity, highlighting the significant scale and growth potential of the opportunity.

The company has already secured US \$430,000 in paid pilot projects with major clients, including Ecopetrol and Carboing Mining, demonstrating strong commercial validation and industry demand. Its innovation has also received international recognition, winning the Electro Vibe Maldives 2024 competition organized by USAID and New Energy Nexus.

To support global growth, the company is currently soft landing in New York with support from Binghamton University and the Koffman Southern Tier Incubator. It is also part of the Taller Tlacuache program at Tec de Monterrey's incubator in Mexico. Meanwhile, the company has built a strong deployment pipeline, with dozens of rural and industrial sites in Colombia already identified and ready for rollout.

Investment Opportunity

The startup is seeking to raise US \$5 million in equity or debt funding in Q4 of 2026. The funds will be used to:

- Establish the series manufacturing line for Bioseed turbines.
- Certify and standardize the "Wind Farm in a Box" solution.
- Execute early commercial deployments in Latin America and the U.S.
- Strengthen engineering, supply chain and logistics for scale-up.

Established

2019

Location

Colombia

Sector

Renewable
Energy

Employees

11

Capital Raised

US \$1.2 million in SAFE and debt

Leadership Team

Francisco Vivas: CEO

A finance expert with 15+ years of experience in business plan formulation, management and strategic growth

Javier Andres De Castro: CTO

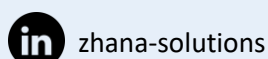
An expert with 17+ years of experience in developing innovative water decontamination solutions and two patents to his name

Andres Galindo: CBDO

15+ years of experience in C-level roles with strong track record in managing investment and grant projects. Serial technology entrepreneur and impact investor, and a member of the Global Top Tier impact investment network.

Website

www.zhanasolutions.com



Contact

Francisco Vivas
francisco.vivas@zhanasolutions.com

About

ZhanaSolutions Technology enhances water resilience by recovering oils and fats for advanced biofuel production. This process decontaminates discharge from the food industry, and reduces water pollution and dependence on fossil fuels.

The Challenge

There is an inputs deficit for biodiesel production, particularly due to the limited supply of used cooking oil (UCO) and brown grease. As demand for alternative energies rises, the recovery of UCO and brown grease becomes increasingly valuable, providing a new input for biodiesel production. Additionally, accumulation in sewer networks leads to obstructions, flooding and water pollution, highlighting the need for effective waste management.

The Solution

ZhanaSolutions provides a circular economy service, in which it uses cutting-edge equipment to recover fatty waste from the food preparation and production industry. The quality of the collected waste is appropriate for biodiesel conversion. The company offers a comprehensive discharge decontamination service, which includes equipment rental and maintenance, and the logistics necessary to manage and deliver the waste for biofuel production. The system also measures sustainability indicators in terms of reduced carbon emissions and saved water.

Traction

Market size: The solution has a total addressable market of 167,000 industrial kitchens and ZhanaSolutions' serviceable obtainable market is reaching at least 3,000 kitchens in the next two years. The Fats, Oils, and Grease (FOG) market, particularly for brown grease, is poised for significant growth, linked to biofuel production which is projected to reach US \$225.9 billion by 2028. In Colombia, this expansion is supported by stricter environmental regulations and government initiatives promoting sustainability.

Revenue: To date, ZhanaSolutions has achieved US \$365,000 in revenue, with over US \$140,000 achieved by Q2 2024, and a churn rate close to zero with positive earnings before interest, taxes, depreciation and amortization (EBITDA).

Milestones: ZhanaSolutions has achieved the following milestones:

- Collaborations with major restaurant and hotel brands in Colombia, including Frisby, Juan Valdez and Crepes & Waffles.
- Commercial agreements with brands such as McDonald's and Burger King, which holds the potential for international expansion.

Investment Opportunity

Zhana Solutions is looking for US \$1 million to consolidate its growth strategy and expand the business in Colombia and abroad.

Anega Energies Manufacturing

Established
2022

Location
Ethiopia

Sector
Renewable
Energy

Employees
30

Capital Raised
US \$440,000

Leadership Team

Professor Tsegaye Nega: Founder and CEO

With 25+ years in academia, research, and conservation, Prof. Nega has been a pioneer in clean energy innovation in Ethiopia

Eman Omer Okash: General Manager

Eman holds an MBA from Addis Ababa Medical and Business College. He has extensive experience in strategic planning and operational management, and a strong commitment to environmental stewardship and women's empowerment.

Pascal Franken: Chief Product Designer

Pascal holds a master's in integrated product design from TU Delft. His design leadership ensures AEM's products are both user-friendly and high performing, significantly reducing emissions and improving cookstove efficiency.

Website

anegaenergiesmanufacturing.org

Contact

Tsegaye Nega
tsegaye.nega@healthyfire.cc

About

Anega Energies Manufacturing (AEM) designs and produces modern energy-efficient cooking solutions powered by fuel pellets made from readily available waste biomass, such as spent coffee grounds, sawdust, and coffee husks. The United Nations Development Programme (UNDP) has recognized AEM as one of the world's top six grassroots energy companies, highlighting its innovation and impact.

The Challenge

Ethiopia's heavy reliance on solid fuels like wood, charcoal and crop residues for cooking and heating creates severe environmental and health issues. Traditional methods contribute to deforestation, indoor air pollution and over 60,000 preventable deaths annually, disproportionately affecting women and children. With 90% of the population affected, an estimated 25 million households urgently need cleaner cooking solutions.

The Solution

AEM's model integrates a locally-made, battery-powered cookstove, clean-burning fuel pellets from recycled biomass, and a biochar buyback system that enhances soil and captures carbon. By distributing through local networks and cooperatives, AEM ensures its clean cooking solution remains affordable and accessible to communities.

Traction

Market size: The total addressable market consists of 25 million households, and the serviceable available market (SAM) includes 7.5 million households. AEM's goal is to reach 750,000 households (10% of SAM) within five years.

Revenue: Available upon request.

Milestones: AEM has achieved the following milestones:

- Facility capable of producing 200 cookstoves per day
- Pellet line producing 1 ton per hour of high-quality fuel
- Over 5,000 clean cookstoves have already been deployed
- Partnerships with SNV, GIZ and community organizations in Ethiopia

Investment Opportunity

AEM seeks US \$2 million investment in the form of equity, loan, or a blended structure to:

- Scale manufacturing capacity
- Expand national distribution and after-sales support
- Develop PAYGO and SACCO-based financing systems
- Enhance monitoring and evaluation systems
- Strengthen brand visibility and rural market penetration

Established
2022

Location
Indonesia

Sector
Renewable
Energy

Employees
7

Capital Raised
Bootstrapping but already
generated revenue

Leadership Team
Roikhanatun Nafi'ah: Founder & CEO

Over 5 years of experience in
management and innovation

Riza Alaudin Syah: Co-Founder & VP Tech

Over 20 years of experience in AI,
IoT and software fields

Dian Martha: Deputy GM and Carbon Project Manager

Over 5 years of experience in asset
management credit and digital
business lecturer

Website
www.crustea.id

 Crustea-Indonesia

Contact Us
Dian Martha
dianmarthaa@gmail.com

About

Crustea develops solar-powered aeration and smart monitoring solutions for shrimp farms. The startup addresses high energy costs, poor water quality management, and emissions from diesel-powered aquaculture, helping farmers increase productivity while adopting more sustainable farming practices.

The Challenge

Most shrimp farms depend on diesel-powered aerators, a device that mixes air with water to make a smooth stream through a faucet. Aerators are crucial for shrimp farms because they help maintain optimal water quality and oxygen levels, which directly impact shrimp health and growth. Conventional aerators not only contribute to greenhouse gas emissions, but they also drive up operational costs. In addition, poor water quality management leads to uncontrolled dissolved oxygen levels, causing high shrimp mortality rates and inefficient resource use. As the aquaculture sector rapidly expands, these challenges pose significant threats to environmental sustainability and food security.

The Solution

Crustea's solution integrates three complementary technologies to improve productivity, efficiency and sustainability in aquaculture. Its Eco-Aerator combines environmentally friendly aeration with smart AI and IoT capabilities to help farmers maintain healthier pond conditions and use resources more efficiently. The EBII Monitoring & Controlling System enables real-time, remote monitoring and management of pond conditions, supporting faster decisions and more consistent operations. The Smart Energy System helps farmers assess cost savings and performance gains from adopting Crustea technologies.

Traction

Crustea has gained early traction through the launch of its Eco Aerator and AIoT systems, which have helped increase shrimp productivity by 200%, reduce operational costs by up to 80%, and lower greenhouse gas emissions by 23,044 tCO₂. The company has generated US \$120,000 in revenue to date and is currently engaging with Amazon Web Services to explore cloud-based systems, AI-driven analytics, traceability and reliable data infrastructure to support the scaling of its climate-smart aquaculture solutions.

Investment Opportunity

The startup is currently raising US \$1 million in equity funding to scale production, enhance R&D for AI and IoT solutions, and expand market reach.

Established
2018

Location
Kenya

Sector
Renewable
Energy

Employees
21

Capital Raised
US \$1.285 million

Leadership Team

Peter Njeri: Co-founder and CEO

Peter brings strong experience in resource optimization, operational strategy, fundraising, and clean energy enterprise leadership. He has received leadership training from Cambridge University, holds a degree in marketing from Kenyatta University, and is currently pursuing an MBA at Kenyatta University.

Margaret Maina: Head of Business Development

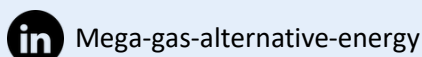
Margaret Wanjiku leads community and partner engagement for Mega Gas, with a degree in community development. Margaret works closely with local communities and partners, gathering feedback to enhance service delivery and expand Mega Gas's customer base.

Aaron Milla: Chief Technology Officer

Aaron Milla is a mechanical engineer with a degree in mechanical engineering from Kenyatta University. Aaron supports technology development, plant operations, and the continued refinement of the company's plastic waste-to-clean cooking gas process.

Website

www.megagasalternativeenergy.co.ke



Contact

Peter Njeri
peter@megagasalternativeenergy.co.ke

About

Mega Gas Alternative Energy is a Kenyan cleantech company that converts plastic waste into affordable clean cooking gas through a patented waste-to-energy process. By tackling plastic pollution, energy poverty and indoor air pollution, the company provides low-income households with cleaner cooking solutions while reducing waste and carbon emissions.

The Challenge

In Kenya, more than 480 tons of plastic waste are generated daily, while many low-income households still rely on wood and charcoal for cooking. This contributes to pollution, deforestation, carbon emissions, and health risks from indoor air pollution, while the high cost of cleaner fuels leaves many families without affordable clean cooking options.

The Solution

Mega Gas works with communities and waste collectors to convert plastic waste into clean cooking gas through a patented, certified process. Through its Community Kitchen Model, the company provides affordable shared cooking facilities for low-income households. Mega Gas currently operates six community kitchens and processes over 114 tons of plastic waste each month, linking circular economy innovation with clean energy access.

Traction

Market size: In Kenya, 70% of the population, about 35 million people, rely on traditional biomass fuels. Mega Gas is targeting over 1 million low-income households in Nairobi that lack affordable clean cooking options. Over the next five years, the goal is to capture 40% of this market, 400,000 households.

Revenue: To date, the startup has generated a total revenue of US \$514,000 and its current monthly recurring revenue is US \$9,430 with over 12,400 active users benefiting from its clean cooking solutions.

Milestones: Mega Gas has achieved the following milestones:

- Developed and patented plastic waste-to-clean cooking gas technology, solving both plastic pollution and energy poverty.
- Recognized among the "Top 3 Cleantech Startups" globally by the German Energy Agency, awarded the 2023 Global Citizen Award, and selected as a 2025 Echoing Green Fellow.

Investment Opportunity

Mega Gas is seeking to raise US \$5 million in blend of debt and equity. The funds will be used to:

- Begin distribution of Mega Gas cooking gas to individual households.
- Establish 25 new community kitchens across Nairobi and other key regions.
- Advance digital transformation through the Mega Gas Wallet and PAYGO systems.
- Strengthen distribution partnerships to improve last-mile access.

Established

2023

2019

Location

Kenya

UK

Sectors

Renewable

Energy

Employees

5

Capital Raised

US \$636,992

Leadership Team

Maria Schlesinger: CEO and Co-founder

BDes in product design, MA in industrial design. Recycling and product development expert in the USA, EU and Africa.

Adel Kassem: Design Director and Co-founder

BDes in product design. Industrial Designer with 20+ years in product design in the EU and Latin America.

Christopher Hornor: Business Development and Co-founder

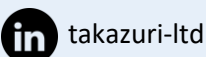
BSc in medical anthropology. Renewable energy entrepreneur with 20+ years of experience in the USA, EU and Africa.

Zehra Ali: COO

MIT engineer, MBA with 10+ years of experience in construction and plastics in the EU and Asia

Website

www.takazuri.com



Contact

Maria Schlesinger
maria@takazuri.com
info@takazuri.com

About

Takazuri is a design and innovation company focused on creating smart building products that enhance climate resilience.

The Challenge

Climate change demands a global shift in the way we build. By 2050, an estimated 400 million people in East Africa will require sustainable housing to fulfill a significant housing deficit. Current construction materials fall short in resilience, energy efficiency and environmental sustainability.

The Solution

Climatile™ is a patent pending, multifunctional roofing and cladding system made from recycled polymers. It provides enhanced insulation, safe rainwater harvesting, and integrates solar energy. It is easy to install and ideal for permanent and temporary buildings. Through an asset-light model, Takazuri leverages strong partnerships in its value chain to scale rapidly across regions using a licensing model.

Traction

Market size: The global construction market was US \$5.4 billion in 2021 and by 2031, projected to US \$11.2 billion. The serviceable available market in Kenya grows at compound annual growth rate of 7.1%. The serviceable obtainable market is US \$4.3 million in revenues for 2026.

Revenue: Takazuri has generated US \$60,000 in revenue in the current financial year. Between 2025 – 2027, the startup envisions over 2 million Climatile™ across key markets, leveraging strategic partnerships and licensing. Its projected revenue is over US \$35 million by 2027 through product sales and licensing agreements.

Milestones: Takazuri has achieved the following milestones:

- Commercialization and closing on over 700 square meters in sales of Climatile™ and 90 KW integrated solar to date.
- Over 11.3 tons of recyclates collected and processed, 85 tons of waste diverted from landfill, and 51 metric tons of CO₂ emissions reduced or avoided.
- Product development and testing with partners BASF in Germany, Gabriel Chemie in Austria, SGS in China and Europe, and Istituto Giordano in Italy.
- Toll manufacturing set up with leading injection molding company in East Africa with 4,000 square meters in monthly production.
- Achieved KEBS certification, confirming Climatile's product quality and safety for the Kenyan market.

Investment Opportunity

Takazuri is seeking up to US \$1.5 million in blended finance combining grants, debt, and equity through 2026. Funds will support scaling operations across East Africa, completing international certifications (UL, ASTM, EU) to complement the recently achieved KEBS certification, expanding marketing and channel partnerships, optimizing production through capex investments, and building out core teams in the US, EU and East Africa.

Established
2021

Location
South Africa

Sectors
Renewable
Energy

Employees
40

Capital Raised
US \$566,000

Leadership Team

Dr. Pieter van Heyningen: CEO

16+ year of experience in sustainability. PhD in innovation and sustainability.

Hannes Jonker: Lead Technician and Hub Operations Manager

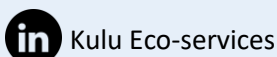
Qualified electrician and automation specialist

Theresa Le Roux: Financial Manager

24 years of experience in finance

Website

<https://kuluecoservices.co.za>



Contact

Pieter van Heyningen, CEO
pieter@sustnet.com

About

By converting organic and liquid waste into feedstocks for biofuels and bioenergy, Kulu Eco-services seeks to disrupt traditional models of waste management through a smart digital platform that diverts waste to its processing hubs and converts it into energy. It also offers carbon credits through its green credit incentives program.

The Challenge

South Africa generates 122 million tons of waste annually and only 10% is recycled. Waste systems remain linear and landfills are overflowing. The South African Department of Environmental Affairs plans to ban all organic material from landfills by 2027. A transition from unsustainable linear waste systems to more circular economy solutions is needed, but successful technologies and projects are scarce in South Africa.

The Solution

Kulu is transforming waste management by tackling complex, previously untreatable waste streams. Its innovative facilities and advanced separation techniques convert waste into biofuel and biogas feedstocks. With seed funding secured and first-phase operations launched, Kulu is proving there is global demand for its clean energy solutions. A digital platform is in development to help waste generators find better alternatives to landfill.

Traction

Market Size: South Africa's total addressable market for organic waste is approximately 30 million tons annually. Although precise data on the serviceable available market is limited, Kulu estimates that by securing a 60% share in Gauteng and the Western Cape, its serviceable obtainable market (SOM) could reach around 8.8 million tons of organic waste per year. Currently, Kulu accesses less than 1% of this SOM, underscoring significant growth potential.

Revenue: US \$2.85 million to date; projected to grow 81% year-over-year and reach US \$8 million within the next two years.

Milestones: Kulu has successfully achieved the following milestones:

- Raised seed capital to build the first prototype commercial plant.
- Completed and operated a first-phase commercial plant, which transforms waste into renewable energy feedstocks.
- Diverted over 25,000 tons of waste from landfills.
- Exported over 120 tons of feedstocks for biofuels per month.

Investment Opportunity

Kulu is currently seeking an additional US \$1.65 million in its next round of funding to scale and ramp up operations nationally, and thereafter US \$5.5 million to scale the business tenfold.

Established
2022

Location
South Africa

Sector
Renewable Energy

Employees
4

Capital Raised
US \$220,000

Leadership Team

Paul de Goede: Co-founder

Paul has 30+ years of experience in software development and technology leadership, including experience at Microsoft. He leads SolrBoost's platform development and innovation strategy.

Carl Engelbrecht: Co-founder

Carl has a background in project management and property development, with experience delivering multinational developments. He leads business development, operations, and strategic partnerships at SolrBoost.

Angus Henderson: Chief Strategy Officer

Angus co-founded and scaled one of South Africa's leading residential solar subscription businesses, bringing deep expertise in renewable energy and market growth. He leads SolrBoost's strategy, partnerships, and market expansion efforts.

Website

www.solrboost.co.za

Contact

Paul de Goede
paul@solrboost.co.za

About

SolrBoost is a locally developed, cloud-based technology platform accelerating Africa's renewable energy transition. It provides a hardware-agnostic Solar-as-a-Service (SaaS) solution that integrates monitoring, optimization and financial incentives, such as carbon credit monetization, to improve solar energy performance, extend asset lifespan and enhance system profitability.

The Challenge

South Africa faces a severe energy crisis driven by frequent power outages and heavy dependence on coal (~80% of electricity generation). Existing solar management tools are often hardware-bound, foreign and limited to passive monitoring, leaving installers and asset owners without actionable optimization or reliable system validation.

The Solution

SolrBoost offers a cloud-based, AI-driven optimization platform that empowers installers, asset owners and utilities to monitor, optimize and monetize solar energy systems. It delivers performance analytics, SLA compliance tracking, tariff optimization and carbon credit integration, turning solar systems into efficient, revenue-generating assets. The platform is delivered via web and mobile dashboards, requiring no hardware installation.

Traction

SolrBoost has been successfully deployed across multiple solar installations, helping businesses and households optimize energy use and reduce reliance on fossil fuels. With a growing network of installers and active reseller and partner channels, the company is working with TruePoint Center South Africa to scale its impact across Africa.

Operating within an attainable market of over 100,000 solar systems and over 200 engineering, procurement and construction (EPC) firms, SolrBoost is positioned for strong growth, generating US \$112,539 in 2025 and an estimated US \$180,000 in revenues in 2026, underscoring its increasing adoption and commercial momentum.

Milestones:

To date, SolrBoost has achieved significant market traction, securing partnerships with three of South Africa's top SaaS companies and expanding its platform to monitor and manage over 29,900 solar plants nationwide.

Investment Opportunity

Seeking to raise US \$300,000 in equity. The funds will be used to expand the team, technology development, and develop Product-Market-Fit.

Established
2023

Location
Vietnam

Sector
Renewable
Energy

Employees
12

Capital Raised

US \$1 million in pre-seed round
US \$1 million A1 round

Leadership Team

Hai Ho: CEO

A serial entrepreneur with extensive experience in building tech startups, with a focus on renewable energy and sustainability

Nam Nguyễn: CTO

With 10+ years of experience in robotics and automation, Nam has been instrumental in leading Alternō's technological innovations

Website

alternō.net



Alternō

Contact

Hai Ho, CEO
hai@alternō.net

About

Alternō is a pioneering climate tech startup headquartered in Singapore with R&D and manufacturing in Vietnam. It developed the world's first sand-based thermal battery for agricultural and industrial applications, delivering high-temperature heat (300–600°C) at the lowest cost in the market. Its solution cuts fossil fuel use by up to 50% and has been validated through successful pilot installations with global leaders like PepsiCo and Mondelez.

The Challenge

34% of global greenhouse gas emissions come from industrial heat and power. The International Energy Agency reports that heat accounts for 50% of global energy use and 40% of CO₂ emission. Additionally, the Center for Climate and Energy Solutions states that 74% of industrial energy is derived from heat, with 75% of it still reliant on fossil fuels.

The Solution

Alternō develops sand-based thermal energy storage solutions that store renewable energy as heat, reducing dependency on fossil fuels. Its proprietary Alternō Standard and Alternō Pro systems provide cost-effective, long-duration storage for industries needing consistent high-temperature heat.

Traction

The total addressable market for long-duration energy storage systems globally is valued at US \$3.6 trillion. By 2028, the serviceable available market for solid fuel replacement is expected to generate US \$401 billion in annual recurring revenue. Emerging trends indicate a growing demand for sustainable industrial heating, automation, and thermal storage.

Alternō generated US \$172,199 in revenues in 2024 and \$474,985 in 2025.

Alternō has achieved significant year-over-year revenue growth of 600%, reflecting strong market demand and rapid commercialization. The startup won the Pepsi Greenhouse Accelerator and came 2nd at the Startup World Cup 2024. It also secured contracts with PepsiCo, Mondelez, and My Viet Coffee, and engaged with Marubeni & Schneider Electric for pilot projects. Finally, it has deployed Alternō Sand Battery at PepsiCo Hung Yen, expanding with Alternō Hybrid (biomass) and Alternō E (heat-to-electricity), and scaled R&D and manufacturing.

Investment Opportunity

Alternō is raising US \$1 million in Series A2 round at a US \$10 million pre-money valuation to scale manufacturing, advance R&D and expand partnerships. Revenue is projected at US \$2.5-3 million in 2025, doubling to US \$8-10 million in 2026, with over US \$20 million expected by 2028. A Series B round in 2027–2028 will drive further growth with partners like Honda and Marubeni. Exit strategy: Strategic M&A or IPO by 2030.

Established

2021

Location

Vietnam

Sector

Renewable
Energy

Employees

19

Capital Raised

US \$5.5 million equity (Seed+
Series A)
US \$8 million debt

Leadership Team

Andrew Fairthorne: CEO

18+ years of experience in financial services and analytics with leading international and domestic banks. Strong track record of growing businesses and leading teams.

Leo Polojac: COO

20+ years of experience in financial services and telecommunications. 12 years of experience in risk management in Vietnam.

Tra Le: CTO

14+ years of experience developing and managing IT infrastructure across banking, telecommunications and engineering

Website

www.stride.vn



stridecoltd

Contact

Andrew Fairthorne
af@stride.vn

About

Stride is a clean tech startup in Vietnam offering customers solar products and affordable payment plan options for their solar installations.

The Challenge

Vietnam's energy demands are increasing by more than 8% annually. As part of its energy transition plan, the Vietnamese government has set a goal of having 50% of buildings and residences have rooftop solar by 2030. However, high upfront costs remain a barrier to solar energy adoption.

The Solution

Stride's primary consumer segment is households and small- and medium-sized businesses. The startup's competitive advantage is a quick pre-approval process and a low upfront deposit of 20%. Stride pays the remaining 80% and collects it back in monthly installments. Another distinguishing factor is its complimentary project insurance and independent quality assurance check, which increases consumer confidence in the product.

Stride offers consumers two points of sale:

- Direct through Stride's online channel.
- Stride's solar installer network which offers discounts that can be passed on to consumers.

Traction

Market size: The serviceable addressable market in Vietnam is around US \$4.5 billion and Stride has the potential to reach about 5% of this market in the next five years, about US \$225 million.

Revenue: Stride quadrupled its revenue in 2024 and plans to double its revenue in 2025. Specific numbers can be provided on request.

Milestones: Stride has grown rapidly with its 20MWp solar power plant having signed projects at the end of 2024 and aimed to double its capacity in 2025. The company successfully raised US \$15 million of series B funding in May 2026 and has also published comprehensive technical standards framework for solar Engineering, Procurement and Construction (EPC) alongside the Vietnam Clean Energy Association.

Investment Opportunity

Stride is looking for US \$8-10 million in convertible note and non-dilutive debt financing to support the financing of new solar rooftop projects in Vietnam. This will continue to position the startup as a leader in solar rooftop payment plans in Vietnam and help it meet its projected capital requirements.

Established

2022

Location

Vietnam
Republic of
Korea

Sector

Renewable
Energy

Capital Raised

US \$1,800,000 equity
US \$588,498 grants

Leadership Team

Lee Chungho: Founder and CEO
15+ years of experience in
engineering and ESG at Hanhwa
and Samsung

Joen Junbong: Co-founder

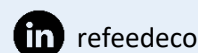
10+ years of experience in
process engineering, and
feedstock purchasing and
planning at Hanwha and
Samsung

You JeongHwan: Co-founder

12+ years of experience in
planning media platform at
Chosunilbo and Asan Nanum
Foundation

Website

<https://www.refeed.eco>



Contact

Lee Chungho
ch.lee@refeed.eco

About

ReFeed repurposes used cooking oil (UCO) to create a sustainable supply chain for sustainable aviation fuel (SAF) while empowering communities and protecting the environment through innovative technology.

The Challenge

As the aviation industry works toward net-zero carbon emissions by 2050, ReFeed is helping accelerate decarbonization in Vietnam by building a sustainable supply chain for SAF. By transforming waste into valuable feedstock for biofuel producers, ReFeed is reducing environmental harm while supporting the development of a more sustainable aviation sector.

The Solution

ReFeed addresses the growing challenge of improperly disposed UCO, which contributes to pollution and CO₂ emissions, by using AI-powered vending machines and a mobile app to efficiently collect, track and recycle UCO from schools and residential communities. This creates a sustainable UCO supply chain, reducing environmental impact and providing crucial feedstock for SAF, while also educating the public and fostering a circular economy.

Traction

National vegetable oil consumption is valued at US \$2.4 billion and continues to grow. Each year, approximately 300,000 tons of UCO is generated. So far, ReFeed has covered 800 tons in the market and is on track to reach 1,000 tons.

In 2024, ReFeed generated US \$500,000 in revenue, a year-over-year growth rate of 151%, and in 2025 ReFeed generated US \$957,000 in revenue. By 2028, ReFeed aims to generate over US \$1,000,000 in annual revenue, have a team of over 100 full time workers, and recruit and train over 1,000 collaborators.

ReFeed has secured MoUs and long-term contracts with partners and customers like Mitsubishi Corp, VinGroup, Marriott, Melia and McDonalds. The startup has received awards totaling US \$588,498 from multiple distinguished institutions, with an ongoing grant of US \$40,000 from UNDP Indonesia.

Finally, ReFeed has installed 45 machines at Vinhomes and Vinschool sites across Ho Chi Minh City, Hanoi, Hai Phong, and Thanh Ho in 2025. Refeed had already established a 300-member collector network to gather UCO from households, restaurants, hotels, street vendors and industrial zones.

Investment Opportunity

ReFeed is seeking to raise US \$3 million in series A round through equity or SAFE agreements to expand its collection network, enhance its technology platform, and build strategic partnerships with SAF producers and airlines.

Established
2024

Location
Vietnam

Sector
Renewable
Energy

Capital Raised
US \$300,000 (Pre-seed)

Leadership Team

Dr. Le Xuan Khoa: CEO

A multidisciplinary engineer and entrepreneur specializing in renewable energy, thermal storage and sustainable cooling, with Oxford research experience and multiple innovation awards

Dr. Nguyen Phu Sinh: CTO

A technology strategist in business development and industrial operations, and was a core team member in establishing Grab Vietnam alongside Anthony Tan and Tuan Anh Nguyen

Website

www.voxcool.com.vn



Contact

Dr. Le Xuan Khoa
khoalx@voxcool.com.vn

About

VOX Cool is transforming sustainable cooling with an affordable and energy-efficient AIoT-enabled thermal storage solution called the "Cold Battery." Their smart Cold Battery systems help businesses cut costs and reduce environmental impact.

The Challenge

Rising temperatures have driven explosive cooling demand, but conventional cooling is energy-intensive and expensive, worsening emissions and inequality. In Vietnam, limited cold-chain infrastructure contributes to food losses of up to 25%. At the same time, the lack of access to personal cooling solutions increases costs, drives higher CO₂ emissions, and exposes people to greater heat-related health risks.

The Solution

VOX Cool's "Cold Battery" combines low-cost, locally sourced phase-change materials (PCMs) with smart energy controls to deliver efficient cooling for cold chains and personal cooling garments. By retrofitting conventional systems with low-emission, energy-saving alternatives, it helps businesses cut electricity costs, reduce fossil-fuel dependence and prevent food spoilage.

The solution can cut energy costs and CO₂e by up to 35% (without solar) and 90% (with solar) across frozen storage facilities. It supports both one-off purchases and Cooling-as-a-Service (CaaS) Pay-as-you-Go models for scalable, cost-effective deployment.

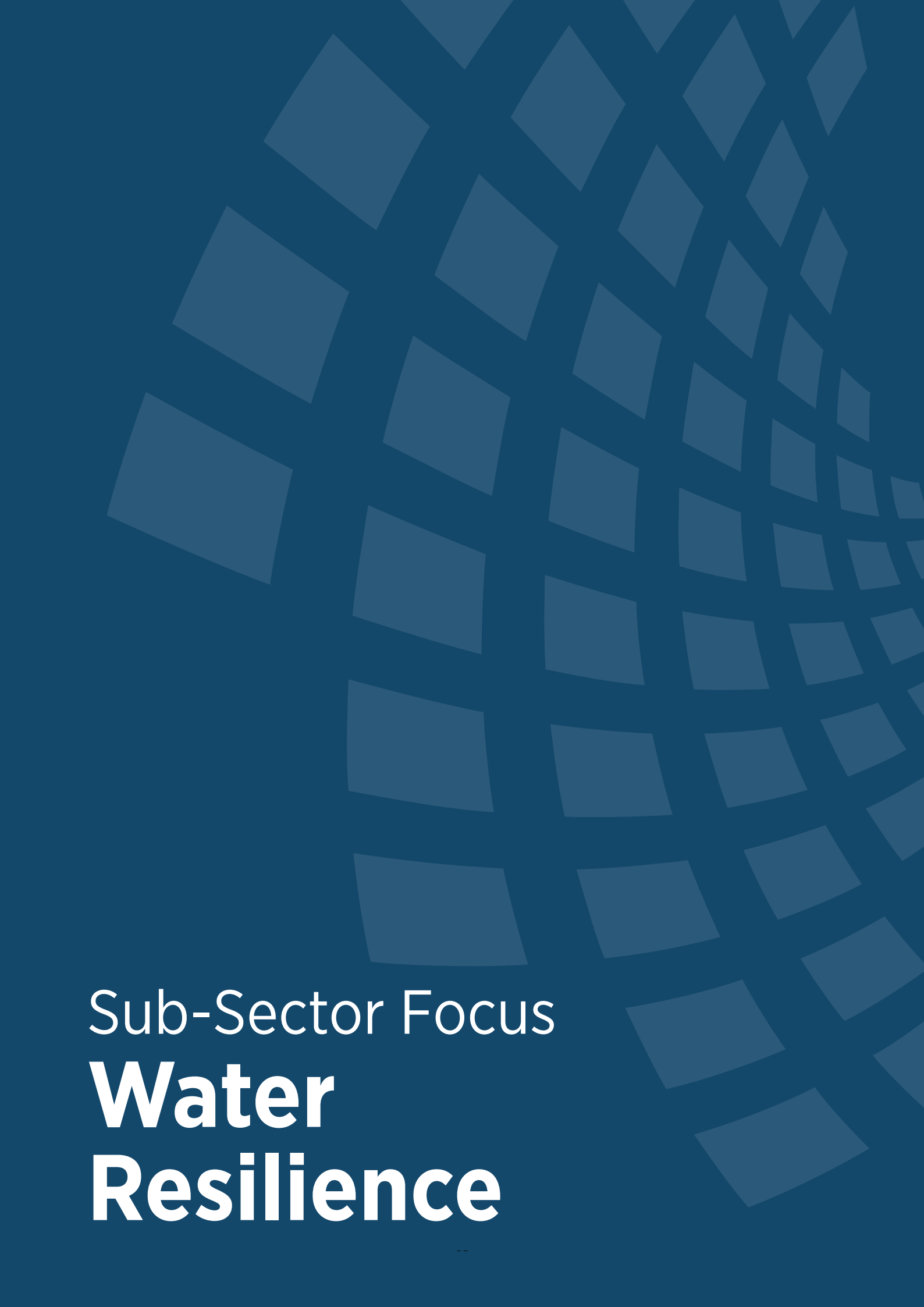
Traction

VOX Cool primary markets are cold chain and food logistics (fisheries, agriculture and frozen storage), and personal PCM-based cooling wearables for workers in extreme heat. VOX Cool expects US \$0.4 million revenue in 2026 with ~60% gross margin and targets over US \$4 million annual revenue by 2029. Since its inception, the startup has already developed Cold Battery technology integrating PCMs and AIoTs, as well as registered other IPs including trademark and industrial design in Vietnam, and established strategic collaborations with R&D institutions and industry stakeholders.

VOX Cool has already secured strategic collaboration with companies including Qualcomm, McDonald's and ABA Cooltrans for pilots and commercialization. It has also successfully raised US \$300,000 along with about \$0.4 million from grants.

Investment Opportunity

VOX Cool is seeking to raise \$1 million to scale cold storage energy saving solutions using Cold Battery integrated with AIoTs for expansion.



Sub-Sector Focus

Water Resilience

Established
2017

Location
Ethiopia

Sector
Water
resilience

Employees
12

Capital Raised
US \$468,000

Leadership Team

Fasika Afeworik: Co-Founder and CEO

20 years of experience in design, product development, manufacturing and training, specializing in low-cost water and agricultural technologies

Rahel Ayele: General Manager & Co-Founder

Experienced in communications and business negotiations, driving strategic growth and partnerships

Dejene Hailu: Deputy GM and Carbon Project Manager

Leading project implementation and carbon credit initiatives, with expertise in engineering and marketing management

Website

www.waterlifecon.com



Waterlife-plc

Contact

Rahel Ayele
fasika.a@waterlifecon.com

About

WaterLife Construction PLC provides affordable and reliable water-well drilling services in Ethiopia. With expertise in both manual and machine-operated borehole drilling, the company helps communities access clean water. Services include manufacturing agricultural equipment and engineering solutions.

The Challenge

Ethiopia faces a high rate of non-functional rural water systems, leaving 87% of the population relying on unsafely managed drinking water services. With an average non-functionality rate of 19%, sustainable and market-based solutions are needed to ensure long-term access to clean and safe water.

The Solution

Waterlife constructs new water points and rehabilitates broken ones, providing clean and safe drinking water to rural residents. The startup is running three SMART Water Kiosks as a pilot project, offering purified water at a low cost. These kiosks operate under a franchise model, empowering women and youth groups within the community and creating local employment opportunities. Waterlife aims to generate profits while delivering exceptional value to customers, engaging individuals and businesses that utilize their water services.

Traction

Market size: Approximately 35 million people in Ethiopia lack access to clean and safe drinking water. The total addressable market is around 3.7 million people (740,000 households). 1.5 million are in the serviceable available market. Since both government and NGOs provide clean and safe drinking water to communities, Waterlife aims to capture a market of around 250,000 people (50,000 households) in five years.

Revenue: Waterlife recorded a 21% growth in revenues to reach US \$70,477 in 2023 and a further 50% growth to reach US \$105,716 in 2024. With a planned expansion and business model enhancement, revenues for 2025 are projected to rise to US \$222,100.

Milestones: Waterlife has achieved the following milestones:

- Constructed 73 new water points and 57 rehabilitation works in Sidama, Oromia and Amhara Regional States
- Provided a total of 10,000 households consisting of 50,000 people with access to safe and clean water through the rehabilitated water schemes

Investment Opportunity

Waterlife aims to raise US \$1,000,000 in equity, to scale from pilot operations to a nationally deployable water services platform, expanding access to safe water while creating sustainable revenue streams through digital monitoring, franchise kiosks and carbon finance.

Established
2023

Location
Indonesia

Sector
Water
resilience

Employees
10

Capital Raised
US \$117,000

Leadership Team

Sabrina Farah Salsabilla: CEO

Sabrina has a background in water science and engineering with experience as a COO in a climate-tech startup

Azhar Istih Hanifah: COO

Azhar holds a degree in physics and a master's in materials science and engineering, with experience as a researcher and wastewater consultant

Website

www.reservoair.com

Contact Us

Sabrina Farah Salsabila
sasa@reservoair.com

About

ReservoAir (PT ReservoAir Konservasi Indonesia) is a startup that develops innovative solutions for sustainable water management. Its flagship product, PoreBlock, is a porous paving block designed to increase rainwater absorption, reduce flooding and replenish groundwater.

The Challenge

Indonesia faces a water resilience crisis with only 12% of the country's water safely managed. The country also experiences regular flooding in addition to other climate hazards that threaten sanitation and agricultural systems.

The Solution

ReservoAir's flagship product, PoreBlock, is a porous paving block that absorbs water 100x faster than conventional pavers, reduces the run-off load to drainage systems and reduces the risk of flooding. ReservoAir also provides an integrated water solutions platform by providing mapping platforms (GIS and data flood modeling) and expert consulting services for public and private sectors.

ReservoAir generates revenue from:

- B2C: Households → Product installation in private homes
- B2B: Architect/Developer → Installation on property
- B2G: Government → Installation in public facilities or other locations

Traction

Market size: The market size in a high flood rise prone country like Indonesia is US \$4.5 billion with an opportunity for 450 square kilometers of PoreBlock pavers to be used. Regionally, there is a market opportunity of US \$8.5 billion across Southeast Asia with a paving area of more than 850 square kilometers.

Revenue: ReservoAir generated approximately US \$160,000 in revenue from 2021-2025 through PoreBlock sales, water consulting and water management programs with corporate and government clients. Around 13,000 m² PoreBlock has been implemented across Indonesia. In 2025 it generated roughly US \$8,400 in gross revenue and closed the year with a US \$9,555 soft loan to support production, specifically to boost OEM sales on Java.

Investment Opportunity

ReservoAir is seeking US \$400,000 in equity or blended finance to:

- Scale OEM operations to expand into Indonesia's rapidly growing urban areas, such as Bali, Surabaya, Pekanbaru, based on pipeline collaboration.
- Advance R&D for development of eco-materials and monitoring systems.
- Strengthen sales and marketing to refine the go-to-market strategy, boost digital brand presence, and deepen partnerships with key market stakeholders.
- Strengthen team capacity for project delivery, education and community engagement.

Established

2013

Location

Kenya

Sector

Water resilience

Employees

22

Capital Raised

US \$279,000 as equity

Leadership Team

Wamae Mwangi: Administration and Commercial Director

18+ years of experience working with smallholder farmers across 13 African countries during his tenure at Farmchem Limited, Monsanto (now Bayer), and OCP Africa where he was the country director

Erastus Matete: Founder and Director in Charge of Technical and Innovation

15+ years of experience working with smallholder farmers in east Africa during his tenure at Monsanto (now Bayer), and Yara Fertilizers where he was the territorial lead

Website

www.grekkon.co.ke

 [grekkon-limited-irrigation-hub](#)

Contact

Wamae Mwangi

wamae@grekkon.co.ke

About

Grekkon Limited provides smallholder farmers across Africa with climate-smart solutions, including borehole drilling and irrigation systems, helping them build resilience to the impacts of climate change. While the company was registered in 2013, it formally began operations in January 2017.

The Challenge

Sub-Saharan Africa faces growing water challenges that limit agricultural productivity. Smallholder farmers need reliable boreholes and irrigation systems, but inaccurate water-scanning technologies often lead to dry wells, and the inability to assess groundwater quality before drilling results in costly, high-risk investments.

The Solution

Grekkon uses advanced Danish TEMS groundwater scanning technology to accurately identify irrigation aquifers, ensuring high-yield boreholes with water quality suitable for irrigation. The startup offers five solutions:

- Water sourcing and borehole drilling
- Water harvesting and storage through dam liners
- Water pumping including solar-driven surface pumps and submersible water pumps
- Irrigation solutions including drip and overhead systems
- Post-harvest crop losses management including solar-driven drying solutions

Traction

Market size: The serviceable available irrigation market in Kenya is estimated at US \$425 million with Grekkon's serviceable obtainable market being 0.10%, which amounts to US \$42.5 million.

Revenue: In 2024, Grekkon generated US \$1.168 million in revenue and expects to reach US \$1.66 million by the end of 2025. Grekkon expects to retain a 60% year-over-year revenue growth and grow its annual revenue to US \$10.9 million by 2028.

Milestones: Grekkon has achieved the following milestones:

- First company to introduce double-emitter drip lines in the Kenyan market, helping reduce the risk of drip-emitter clogging.
- 20,000 farmers served through the company's product offering.

Investment Opportunity

The company seeks to raise US \$2 million split evenly across equity and debt. This will support expansion into Africa, working capital and manufacturing.

Established
2017

Location
Kenya

Sectors
Water Resilience
Climate-smart
Agriculture

Employees
17

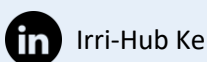
Capital Raised
US \$450,000

Leadership Team

Eric Onchonga: Co-founder & CEO
12+ years of experience in venture building. A top innovator recognized by the World Economic Forum and the winner of the African Youth Development Challenge in 2021. MBA from the University of Nairobi and a certificate in Entrepreneurship in Emerging Economies from Harvard University.

Sheila Monyenche: Co-founder & CFO
6+ years of expertise in analysis and monitoring controls. Certified public accountant and audit professional whose main area of experience is in financial reporting, financial management and auditing.

Website
www.irri-hub.com



Contact
Sheila Monyenche
sheila@irri-hub.com

About

Irri-Hub Ke is an agriculture company that provides rainwater harvesting with solar-enabled drip irrigation systems. These systems are IoT-enabled and bundled with ongoing customer support to smallholder farmers, helping them maximize productivity as they build resilience against climate change.

The Challenge

98% of Africa's smallholder farmers rely on rain-fed agriculture for sustenance. They have limited access to modern irrigation systems and knowledge regarding optimal farming practices crucial for transitioning to sustainable, climate-resilient agriculture. This transition is crucial for maximizing productivity and building resilience against the impacts of climate change.

The Solution

Irri-Hub Ke designs and implements low-cost water management solutions that help smallholder farmers increase yield and predictability of production. The end-to-end model offers everything from product sales to seedlings distribution, installation and service.

Traction

Market size: The serviceable available market for smallholder farmers in Africa is 5 million and Irri-Hub Ke's serviceable obtainable market is 3 million smallholder farmers. The startup aims to reach 50,000 farmers by the end of 2030. The company is currently piloting its IoT model.

Revenue: Irri-Hub Ke has generated US \$1.3 million in revenue since its inception. In 2024, Irri-Hub Ke generated revenue of US \$574,468 and expects a 30% year-over-year growth.

Milestones: The startup has achieved the following milestones:

- Worked with 15,000 farmers to date
- Increased smallholder revenue by 33%
- Increased yields by 40%
- Saved more than 200 million cubic liters of water

Investment Opportunity

Irri-Hub Ke is seeking US \$1,200,000 in grant and debt financing. This will be used for capacity building, research and development, inventory, IOT hardware and agro-dealer onboarding.

Established

2023

Location

South Africa
UK

Sector

Water resilience

Employees

5

Capital Raised

US \$10.5 million

Leadership Team

Alvin Anderson: Executive Director

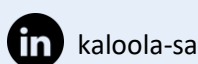
Bold leader with 7+ years of experience in management and enterprise development of water and sanitation solutions for informal settlements in Durban and beyond.

Steven Gooding: General Manager

Seasoned leader with 20+ years of experience as a branch manager for Sanitech in Gauteng servicing construction sites, events and informal settlements

Website

<https://www.kaloola.co.za/>



Contact

Alvin Anderson
alvin@kaloola.co.za

About

Kaloola is the first paid sanitation service in South Africa, targeting low-income communities who lack access to water and sanitation. The overall objective of the social enterprise is to expand the service to reach 16,500 customers by 2029, with a core strategy of diversifying into the commercial toilet sector to strengthen profitability while growing social and environmental impact.

The Challenge

Two million homes in South Africa's informal settlements rely on shared chemical toilets, community ablution blocks, buckets and latrines. This presents a risk of damaging health, livelihoods, gender equality and social justice.

The Solution

Kaloola's solution consists of waterless flush toilets that seal waste into hermetic containers. Kaloola's services process waste at treatment sites with the waste used as optimal feedstock for anaerobic digestion.

Traction

Market size: South Africa's B2C home sanitation service market is a frontier opportunity worth at least US \$100 million annually. In addition, the government-contracted toilet services market—serving housing developments and led by municipal service providers—represents a significant serviceable addressable market, as municipalities urgently need more solutions to deliver essential sanitation services to their constituents.

Revenue: Kaloola generated US \$39,000 in revenue in 2025 in B2C services with less than 2% average monthly churn. Kaloola targets a revenue generation of US \$7.67 million by year 6 with an EBITDA of US \$2.2 million. This requires circa 16,500 toilets to be installed by year 6 with more than 1 million users.

Milestones: Kaloola successfully launched South Africa's first paid home toilet service and now serves over 1,000 home residents (150 contracts, 60% women) with less than 2% average monthly churn. The startup launched its first commercial trailer offering in Durban in July 2024, receiving strong customer feedback and positive reviews for both the product and service.

Investment Opportunity

Kaloola is raising US \$2 million in total equity in 2026, with a first close of US \$1 million expected by Q2 2026. The funds will be used to:

- Expand home and commercial services in Durban and beyond.
- Establish local contract and license production of toilets and system consumables.
- Develop circular economy partnerships.



P4G contributes to green and inclusive growth in low- and middle-income countries by helping early-stage businesses become investment ready and matching them with supporting public-private National Platforms to enable country climate transitions in food, water and energy systems. P4G provides grants and technical assistance to startup partnerships; contributes to enabling systems improvements in partner countries through National Platforms; and shares learning on green entrepreneur ecosystems and solutions. Hosted by World Resources Institute and funded by Denmark, the Netherlands and the Republic of Korea, P4G implements in Colombia, Ethiopia, Indonesia, Kenya, South Africa and Vietnam.

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