THE TEAM

INÈS
TEAM MANAGER

JOHN
CEO

ALINE
MARKET INTELLIGENCE

VESTINE
RESEARCH & NEW PROGRAMS

JOSÉE
COMMUNITY MANAGEMENT

EUGENIE
SOCIAL MEDIA OFFICER

KERSY
JUNIOR ASSISTANT MANAGER
Join US

CONTACTS & SERVICES

General inquiries:
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Phone: +250 782 024 360

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Email: josee.umugwaneza@afsiasolar.com
Phone: +250 788 292 001

Events:
Micheline Thienpont
Email: Micheline.thienpont@afsiasolar.com
Phone: +250 782 204 155
<table>
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<tr>
<th>MEMBERSHIP TIER</th>
<th>BENEFITS</th>
<th>FOUNDING PARTNER</th>
<th>CORPORATE</th>
<th>START-UP</th>
<th>START-UP ENERGY STRATEGIC</th>
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<td>Permission to Represent AFSIA at select events &amp; conferences</td>
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**PRICE**

<table>
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<tr>
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<th>Founding Partner</th>
<th>Corporate</th>
<th>Start-up</th>
<th>Start-up Energy Strategic</th>
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</table>
Gareth Burley
Sales & Marketing Manager
South Africa

- 10+ years of experience as Marketing Manager
- Worked with Quality Demand Management
- Owner of GB Synergy: a marketing & media business specializing in the areas of Energy, Community & Sport
- Seasoned public speaker who is always eager to promote renewable energy
MICROCARE
LOCAL SOLAR PRODUCTS

www.microcare.co.za
sales@microcare.co.za
041 453 5761

SOLAR PUMPING
BACKUP SOLUTIONS
SOLAR INVERTERS
TRAINING COURSES
LOCAL MANUFACTURING
WIFI APPS
SYSTEM DESIGN
TECHNICAL SUPPORT
ONLINE MONITORING

MINI GRID SYSTEMS
SINCE 1990

MADE IN SOUTH AFRICA SINCE 1990
RESIDENTIAL | COMMERCIAL | AGRICULTURAL
All in one site management system
Battery fuel Gauge | Load analyzer | Fault finder
Three-Phase Borehole pump in Karoo
Containerized 45kW Mini Grid - Karoo
Courses are run weekly at the factory for installers
CONTACT US

+27(0)41 453 5761
sales@microcare.co.za
www.microcare.co.za

Microcare Solar
@microcaresolar
Microcare Solar
Microcare Solar

MADE IN SOUTH AFRICA SINCE 1990
Co-founder of Zuhura Solutions

Works as project and trade officer at Kenya Private Sector Alliance (KEPSA)

Inspired by other businesses working at the Bottom of the Pyramid (BoP)

Master’s in business administration from Daystar University

Llyord Mwaniki
COO and Product Development Lead
Kenya
ZUHURA SOLUTIONS
Transforming people and the environment

Made in Africa for Africa
Our Story & Experience

Llyord Mwaniki | Co-Founder & COO
October 2022
We are a start-up company based in Kenya working to spur innovation in the food sector for economic transformation and social and environmental change by providing reliable, clean, and sustainable energy.

Our vision is to see a world in which a just distribution of reliable and sustainable energy enables street food systems to be operated with dignity, in full enjoyment of a clean and healthy environment.

We harness the power of renewable energy to inspire safer, healthier, and sustainable street food systems and the environment.
Kenya has one of the most vibrant manufacturing sectors in Africa, averaging a share of 8-10% of GDP. Efforts by both government and non-government actors to promote locally manufactured goods:

**Strengths:**
- Buy-Kenya-Build-Kenya Initiative; increased consumption of local content
- Available & skilled workforce (for some sectors)
- Elaborate transport and logistics network
- Policy & advocacy platforms and strong industry bodies

**Challenges:**
- High cost of industrial inputs and raw materials
- High cost of transport and logistics
- Double taxation in some cases
- Production predominantly geared towards consumer goods
- Access to finance
- Policy and regulatory environment that supports innovation and local manufacturing of products especially in the energy and solar value chains
- Access to quality, affordable and reliable resources for manufacturing i.e. energy, human capital
Challenges (our experience)

Prototyping
- Difficulty finding the right manufacturing partner to help build a prototype
- There are very few public innovation labs especially for hardware innovations

Product Design & Development
- Financing: With minimal resources it is difficult to find the right skilled persons & partners to support in product design
- Cost of raw materials and prototyping

Production
- Difficulty finding affordable raw materials
- Difficulty find a good and affordable local manufacturer
- It is cheaper to produce abroad than locally
Opportunities (our experience)

- Create products that are competitive in price and quality.
- Invest in modern technology
- Build products/technologies in Africa and for Africa

Manufacturers/Startups/Innovators

Trade
- African manufactured products to make their way around the continent.
- Tariffs that encourage intra Africa trade of African manufactured products

Policy
- Create and promote policies that encourage local production (manufacturing)
- Tax incentives and favourable tax policies supporting startups building in Africa

Financing
- Unlock public and private financial resources that support innovation and local manufacturing.
“Zuhura Solutions is open to both local and international partnerships and is aggressively working to raise capital that will enable us to scale our Productive Use of Energy (PUE) solution - Halisi Trolley, which will impact thousands of vendors in Kenya, with plans to scale in Uganda, Rwanda and Nigeria!”
Thank you

Llyord Mwaniki
info@zuhurasolutions.com
llyordgitau@gmail.com
LinkedIn: Llyord Mwaniki
Norah Magero
Founder
Kenya

• Mechanical Engineer and Renewable Energy Expert
• Spent the past 7 years innovating decentralized solutions for use in rural communities
• Project lead of the VacciBox
• Holds several awards and recognition: the Microgrid Academy Award winner 2020 by the Res4Africa Foundation, the Africa Prize by the Royal Academy of Engineers, the Innovation Award 2021 by Africa Queen of Energy Awards
BRIDGING THE COLD CHAIN GAP IN HEALTHCARE

Norah Magero
Co-Founder & CEO

norah@dropaccess.org
+254 702 627 384
PROBLEM

50%

The global annual vaccine produced and spoils due to cold chains gaps, logistical gaps and energy access challenges.

1.1Bn

Africans who are yet to receive the first dose of COVID-19 vaccination in 2022. Predicted to remain the same in 2023

30M

Children in Africa who suffer each year due to Vaccine Preventable Diseases (VPDs). 0.5M die annually from (VPDs)
Portable IoT enabled solar vaccine fridge (VacciBox)

- Locally manufactured in Kenya
- Portability
- Digital real-time data monitoring and stock management
- Solar power with 15-hour battery backup
9 Communities Impacted

Saved over 3000 vaccines from wastage

At least 3,000 direct beneficiaries, majority being children

Over Euro 1,100 in annual savings from using solar in place of diesel

1,497 KGs of CO2 avoided annually from being released into the environment

Created 50+ direct and indirect jobs to youths in Kenya
CHALLENGES

➢ Idea adoption
➢ Technical Capacity
➢ Finance
➢ Tax! Tax! Tax!
➢ Regulation
Team

THE FOUNDING TEAM

Eng. Norah Magero CEO
Mechanical Engineer and Certified Energy Manager, 8 years of experience in Clean Tech

James Mulatya CTO
MBA in Healthcare Management
8 years of experience in Healthcare Industry

PRODUCT DEVELOPMENT & FINANCE TEAM

Eng. Maitha Manyala
Fred Khamala
Salim Mkirani
Morris Kemboi

ADVISORS

Wambui Gachiengo
Ivy Syovata
Naomi Wambugu
We are also seeking introduction to strategic partners in healthcare sector (Amref Health, UNICEF, UNDP, UNFPA, PFIZER).

Large scale manufacturing partners with IoT and AI expertise support.

Development partner to support WHO PQS Certificate acquisition.

THANK YOU!

1 NO POVERTY
3 GOOD HEALTH AND WELL-BEING
7 AFFORDABLE AND CLEAN ENERGY
13 CLIMATE ACTION
Arnaud Chabanne
Founder
France

- 20+ years of experience in Renewable Energy Sector
- In 2006, created CB ENERGIE specializing in electrical infrastructure for residential, industrial and commercial developments
- Maxence and Arnaud combined their expertise to create LAGAZEL
- DESS, Technologie from Université Savoie Mont Blanc
LAGAZEL, A LOCAL MANUFACTURER OF QUALITY PRODUCTS
• 60 years experience in France
• The mastery of metal wire transformation

• 15 years experience in Burkina Faso
• Pioneer in solar energy

• Founded in 2015 in France and 2016 in Burkina Faso
• A range of Lighting Global / Verasol approved solar products
• Today 3 subsidiaries in Burkina Faso, Benin and Senegal
The Innovation: Our Manufacturing Model

- Quality components mainly supplied in France
- Products manufactured in Africa by qualified and trained people
- 3 production sites in West-Africa
  +100,000 products manufactured
- L-BOX, a facility-in-a-box to replicate the production in other countries

Collection & recycling of end-of-life products

Local jobs

Proximity after-sales-service
A RANGE OF OFF-THE-SHELF SOLAR PRODUCTS

- Individual solar lanterns and solar-home-systems
- Collective charging stations
- Appliances: bulb lights, battery packs

➢ Customization & adaptation of off-the-shelf solar products
A KNOW-HOW IN INDUSTRIAL SUBCONTRACTING

- From design to manufacturing
- Repair and refurbishing
- Trained local labour
- International quality standards
- Lean manufacturing
THE POSITIVE IMPACTS

• Job creation
• Professional training opportunities
• Improvement of living conditions

• Local production and consumption
• Quality and proximity products and services
• Circular economy and environmental protection

1. NO POVERTY
7. AFFORDABLE AND CLEAN ENERGY
10. REDUCED INEQUALITIES
12. RESPONSIBLE CONSUMPTION AND PRODUCTION

4. QUALITY EDUCATION
8. ECONOMIC GROWTH
11. SUSTAINABLE CITIES AND COMMUNITIES
13. CLIMATE ACTION
THE CHALLENGES

CHALLENGES

• Strong competition from cheap and uncertified products on the market that do not offer the same services;
• Failure to take into account the particularities of the local manufacturing model in procedures (quality certification, tenders…);
• Poor industrial environment and lack of logistical infrastructures across Africa;
• Securing long-term contracts for production employees;
• Worsened security conditions in the Sahelian region.
CONTACTS

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+33 (0)4 27 64 30 51

BURKINA FASO
Route de Bobo-Dioulasso
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+226 63 17 63 63

BENIN
Todowa, 5e arrondissement
PORTO NOVO
+229 99 99 61 61

contact@lagazel.com
lagazel.com
Romain Petiteau
Head of energy & charging system
Kenya

- 6+ years of experience in renewables
- Worked with Trama Tecno Ambiental, Gaitasun, Hydrogène de France and Cegelec Tertiaire IDF Grands Projets
- Engineer passionate about complex solar hybrid systems
- Post Master’s Degree, International Energy Management from Mines Paris
Made in Africa, For Africa

AFSIA - 04/10/2022

Romain Petiteau
Head of Energy & Charging
Roam Air

9,000W peak
90 kmh
Dual batteries = 200 km range
Torque 185 Nm
Today for Roam Air is 35% of local content and aiming in a near future at

65%
Roam Move

Driving Range 150 – 200 km

Fast Charging = 200kW

Torque 2200 Nm

Torque 185 Nm
Roam Energy & Charging

Solar & BESS

Motorbike Charging

Public Fast Charging
ZURURA MAX BESS
Design Breakdown
Made in Africa more challenges to manufacture than elsewhere?

To my opinion, No.

Working Capital

After Sales
Thank you,

www.roammotors.com/partnerships
thank you,