



PrivABoo Dealbook

A Curated Startup Portfolio
For Climate-Driven Investments



Foreword

In a world increasingly defined by the urgent need to address climate change, investment in climate-driven initiatives is not merely an option; it is an imperative. The challenges posed by global warming, environmental degradation, and unsustainable practices require a robust and strategic response, one that combines innovation, resilience, and sustainability. It is within this context that PrivABoo in cooperation with GreenTec Capital GmbH is honored to introduce this publication.

This Dealbook is a collection of 17 factsheets highlighting innovative climate adaptation SMEs from Rwanda, Nigeria, Kenya, and Pakistan. Each factsheet provides detailed insights into business models, innovative solutions, and growth potential in sectors like renewable energy, sustainable agriculture, waste management, and clean technology. These startups showcase the ingenuity and determination needed to combat climate change.

Investors engaging with this portfolio contribute not just capital, but also to a global sustainability movement. The success of these startups signifies hope and resilience, demonstrating that meaningful change is possible. As you explore this book, consider the broader impact of your investments. Beyond financial returns, there is an opportunity to create lasting environmental and social benefits. The innovative solutions in these factsheets have the potential to transform industries and communities, driving us toward a sustainable future.

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Factsheets

Kenya

Adili Solar Hubs

 <https://adilisolarhubs.com/>

Adili Solar Hubs uses clean energy to advance rural economies.



Country: Kenya
Sector: Agriculture & Energy
Established: 2020
Number of staff: 12
Annual revenue, \$: Being Audited



BUSINESS MODEL

Problem

Post-harvest fish losses are driven by the lack of affordable and reliable cold chain infrastructure, compounded by inadequate energy infrastructure to support its operation.

Business Model

Adili sources fish directly from local fishers, processes it into ready-to-cook and ready-to-eat products, and supplies these to retailers, hospitals, institutions, and restaurants across Kenya. In addition to providing affordable and reliable access to ice, clean water, and equipment, Adili offers training, supports sustainable fishing practices, and invests in community development, including education, healthcare, and infrastructure.

Revenue Streams

Revenue streams include the sale of fresh fish, clean water, and ice flakes for product preservation, supporting the fishing supply chain.

Solution

Build and operate solar-powered cold chain infrastructure linking fisherfolks in the seashores to the retailers in the market, facilitating zero spoilage throughout the value chain.

IMPACT

Climate Change Impacts Addressed



Drought



Desertification



Land & forest degradation



Increasing temperatures

Adaptation Relevance

Adili Solar Hubs seeks to empower resilience through innovative cold chain solutions. Promoting sustainable and resilient food systems and water management practices supports marginalized communities to adapt to the impacts of climate change and build a more equitable future.

Gender Relevance

1 out of 2 managing directors is female.

OPPORTUNITY

Future Plans

Target to reach 13,000 beneficiaries that enable communities to fetch high income from the sale of their catch, reduce spoilage of their catch and have access to clean water near their homes.

Ask: USD 500,000 | Equity/Debt

To establish a commercially viable cold chain from harvest to end customer. This includes a solar system at the processing facility in the landing site, cold room, ice machine, blast freezer and water treatment unit. Solar powered refrigerated vehicles, insulated boat for transporting ice and fish, and solar powered cold-rooms in the main markets.

Team & Contact

Kimani Gichuche, Founder and CEO, Phone +254 726133750 Email: kg@adilies.com
 Eddumound Shirongo, Operations Director

Adili Solar Hubs

 <https://adilisolarhubs.com/>

FUNDRAISING

Current Shareholders

Kimani Gichuche
Eddmound Shirongo

Latest Investment(s)

\$252,000 grant
by Efficiency for access

Total Investment

-

The Ask

500,000 USD in equity/debt

Funding Equity Share

10%

Min. Ticket Size

-

Valuation

TBD

Targeted IRR

25-30%

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021	2022	2023	2024(e)	2025(e)
Revenues	39,014	11,257	Being Audited	557,647	710,347
Net profit	--	--	Being Audited	57,270	101,831

Latest Developments (Q1 2024)

- Operations at the Longech cold chain hub are temporarily paused, due to cashflow challenges and economies of scale. With EforA project support, we are conducting a feasibility study of the Lake Turkana to Kakuma fish value chain and pilot interventions to revamp the facility.
- USADF is in the process of finalizing a grant agreement to fund the expansion of the Longech Hub's cold chain facility.
- We are enhancing cash flow by providing retailers with solar fridges for our fish sales in multiple markets, reducing customer payment periods to under a week.
- We are constructing a new facility in Lake Victoria on Takawiri Island to sell water and ice, with commissioning expected before Q3 2024.


Next Steps (as of Q3/2024 - subject to change)

- Operate the two facilities profitably and replicate the successful model in other regions.

Team & Contact

Kimani Gichuche, Founder and CEO, Phone +254 726133750 Email: kg@adilies.com
Eddumound Shirongo, Operations Director

AMS East Africa Limited

 <https://amseastafrica.com/>

Advanced Metering Solutions (AMS) Technology is an end-to-end automated Flood Early Warning System (FEWS) that monitors hydrological river flow data, analyses, detects and sends proactive alarms for flood emergencies to the community.



Country: Kenya
Sector: Agritech, Data Analytics
Established: 2020
Number of staff: 5
Annual revenue, \$: 100,000



BUSINESS MODEL

Problem

Most farmers struggle to obtain data regarding how the impact of their inputs on both crop and livestock yields often realizing the losses at gate.

Revenue Streams

Sale of smart meters, communication devices, software solutions, as well as from ongoing maintenance and support contracts. The company also generates revenue from its energy management services, which are typically offered on a consulting basis.

Solution/Business Model

We offer farmers tools that enable them collect real-time data with minimal disruption to their livestock and crops. This technology enables them to identify issues and determine effective solutions, ultimately leading to improved yields.

Our company provides AI-driven data acquisition solutions for small-scale farmers, empowering them to make informed decisions amidst climate change challenges by offering real-time insights into their farming practices' impact on yields. Revenue is generated through direct sales/product and data as well as subscription-based models, supported by key resources like AI expertise and strategic partnerships to drive market growth and operational efficiency.

IMPACT

Climate Change Impacts Addressed



Flooding



Extreme rainfall



Increasing temperatures

Adaptation Relevance

Develop disaster risk preparedness products such as end-to-end flood early warning systems that help customers or beneficiaries affected by climate change reducing loss of life and property damage, increasing disaster resilience, supporting sustainable agriculture, and encouraging investment in the region.

Gender Relevance

Female management director.

OPPORTUNITY

Future Plans

With the investment of USD 300,000, AMS aims to expand its operations and reach an additional 50,000 customers or beneficiaries in East Africa. The investment will go towards setting up transmitter stations along more riverbanks, installing flood sensors, and improving data management systems to enhance the accuracy and timeliness of alerts. AMSEAL also plans to expand its services to new regions in East Africa, with a focus on areas that are particularly vulnerable to floods.

Ask: USD 500,000 | Equity

Investment to scale up the market and expand customer base.

Team & Contact

Ted Evans Ochieng Otieno, totieno@outlook.com | Paul Lucas, paulomondi80@gmail.com | Ansty Kemey, anstykemey@gmail.com

AMS East Africa Limited

 <https://amseastafrica.com/>

FUNDRAISING

Current Shareholders

Ted Evans
Ochieng Otieno

Latest Investment(s)

NA

Total Investment

-

The Ask

500,000 USD equity

Funding Equity Share

16%

Min. Ticket Size

100,000 USD

Valuation

3.125m USD

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021 (Actual)	2022 (Actual)	2023 (Actual)	2024 (Forecast)	2025 (Forecast)
Revenues	-	\$ 80,000.00	\$ 100,000.00	\$ 166,900.00	\$ 267,960.00
Net profit	\$ -30,000.00	\$ -20,000.00	\$ -12,000.00	\$ 95,768.00	\$ 158,088.12

Latest Developments (Q1 2024)

- Deployment of Version 2.0 of software and hardware for monitoring.
- Working on a corporate partnership to potentially enter the German market.

Next Steps (as of Q3/2024 - subject to change)

- To sign a partnership agreement to scale farms under intervention.
- Expand to farmers across the continent, targeting total annual subscription revenue of \$334,240.

Team & Contact

Ted Evans Ochieng Otieno, totieno@outlook.com | Paul Lucas, paulomondi80@gmail.com | Ansty Kemey, anstykemey@gmail.com



Implemented by:



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In partnership with:



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CAPITAL PARTNERS

Moto Hope Capital

 <https://www.motohopecapital.com/>

Moto Hope Capital is an impact-first social enterprise that provides financing and capacity building to underserved businesses, smallholder farmers, and climate-vulnerable communities to build more prosperous, inclusive, and resilient communities.



Country: Kenya
Sector: Agriculture & Energy
Established: 2020
Number of staff: 16
Annual revenue, \$: 91,338



BUSINESS MODEL

Problem

Kenya faces a 79% financing gap for climate change, worsening with global warming. Many SMEs can only get bank loans requiring collateral and a proven track record. Newer, smaller businesses, especially in renewable energy, often can't meet these criteria. This results in a capital shortage, causing up to 70% of these SMEs to close.

Solution / Business Model

We provide flexible working capital loans to SMEs committed to climate action.

We leverage on technology to offer embedded finance to SMEs through data and payment integration. We are able to monitor the portfolio on real time and SMEs replaces non-performing portfolio with performing hence minimizes the default risk.

Revenue Streams

Loan origination fees and interest charged on loans, business advisory services, trainings, website development, etc.

IMPACT

Climate Change Impacts Addressed



Drought



Increasing temperatures



Flooding

Adaptation Relevance

We provide microloans for low-income earners to acquire green energy products for cooking, lighting, agriculture, as well as acquire energy-saving cook stoves, solar lamps, solar-powered water pumps, and solar irrigation kits at largely subsidized costs.

Gender Relevance

Addressing the disproportionate impact of poverty on women capitalizing on the multiplier effect of empowering women/girls to drive up economic growth and development.

OPPORTUNITY

Future Plans

The green energy and climate space forms 20% of the total loan portfolio currently by Moto Hope Capital but the target is to grow to 50% in 2 years.

Ask: USD 500,000 | Debt

90% Expansion and 10% Technology.

Team & Contact

Vincent Njuguna Kiarie, CEO and Co-founder

LinkedIn Profile: <https://www.linkedin.com/in/vincent-njuguna-kiarie-68091618/> | vkiarie@motohopecapital.com



Implemented by:



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In partnership with:



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CAPITAL PARTNERS

Moto Hope Capital

 <https://www.motohopecapital.com/>

FUNDRAISING

Current Shareholders

Vincent Njuguna

Latest Investment(s)

50k USD by VC fund

Total Investment

-

The Ask

500,000 USD

Funding Equity Share

N/A

Min. Ticket Size

20,000 USD

Valuation

TBD

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021	2022	2023	2024(e)	2025(e)
Revenues	98,462	93,767	91,338	141,868	184,429
Net profit	(109,154)	(82,444)	(95,048)	27,865	(6,629)

Latest Developments (Q1 2024)

- Implemented a new framework for tracking and reporting social and economic impacts.
- Upgraded loan management system for better data accuracy and client experience.
- Formed partnerships with green solutions providers in Nairobi to enhance their support and reach.

Next Steps (as of Q3/2024 - subject to change)

- Diversify the investment portfolio into renewable energy and sustainable agriculture.
- Form strategic partnerships with government, non-profits, and private sector players.
- Scale outreach and awareness for climate customers and investors, providing access to funding, market information, and technical assistance.

Team & Contact

Vincent Njuguna Kiarie, CEO and Co-founder

LinkedIn Profile: <https://www.linkedin.com/in/vincent-njuguna-kiarie-68091618/> | vkiarie@motohopecapital.com




Implemented by:



In partnership with:



Pepea Capital

 <https://pepeacapital.com/>

Financial technology company increasing access to credit for small-and-medium-sized enterprises by supporting their sustainability integration.

Pepea

Country: Kenya
Sector: Financial Sector
Established: 2023
Number of staff: 4
Annual revenue, \$: 2,000



BUSINESS MODEL

Problem

Smallholder farmers in Africa struggle to access financial services and climate-resilient agricultural practices due to limited affordable credit, insurance, and digital payment solutions. This hampers their ability to invest in technologies to mitigate climate impacts, adapt to weather changes, and improve their livelihoods, perpetuating poverty and vulnerability.

Revenue Streams

Pepea Capital's main revenue stream is derived from the interest income, fees, and commissions generated through the provision of financial products and services to smallholder farmers. This includes revenue generated from interest payments on loans, premiums on insurance products, and transaction fees from digital payment solutions.

Solution/ Business Model

Pepea Capital empowers farmer cooperatives with innovative financing solutions. Partnering with over 30 cooperatives, Pepea provides voucher financing and exclusive fertilizer financing with flexible terms. They also support over 20 dairy cooperatives with supply chain and cold chain facility financing. Pepea is exploring sustainable climate financing in the fisheries value chain through the Hatch Program in South Africa. Their platform offers solar irrigation pumps via a co-lending model. Loan offerings include USD 850 per acre at 2.5% per month for seeds, pesticides, and fertilizers, and USD 25 to USD 35 per 50kg bag for fertilizers.

IMPACT

Climate Change Impacts Addressed



Drought



Land & forest degradation



Increasing temperatures



Flooding

Adaption Relevance

Enabling ESG compliance to tap into climate finance as a source of affordable working capital thus making communities resilient in the face of climate change.

Gender Relevance

Women who are integrated into a company's value chain can gain access to new income streams, which can help to lift them out of poverty and increase their economic empowerment.

OPPORTUNITY

Future Plans

Add 80,000 more beneficiaries and pump in USD 96 Million in the local rural economies in Africa per year.

Ask: USD 500,000 | Equity/Debt

Expand loan book to reach more smallholder farmers:

- Scale to other African Markets
- Serve 100,000 MSMEs per year

Team & Contact

Philip Odino, Chief Executive Officer

LinkedIn Profile: <https://www.linkedin.com/in/philip-odino/> | email: philip@pepeacapital.com

Pepea Capital

 <https://pepeacapital.com/>

FUNDRAISING	Current Shareholders Philip Odino, Lionel Arucy, Oliver Makonjio	Latest Investment(s) 50k USD	Total Investment -
	The Ask 500,000 USD in equity/debt	Funding Equity Share 10–15%	Min. Ticket Size 10,000 USD
	Valuation 2 Million USD		

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2023	2024(e)	2025(e)
Revenues	2,000	30,000	100,000
Net profit	-	12,000	48,000

Latest Developments (Q1 2024) <ul style="list-style-type: none">Partnership with Ampath.Ongoing conversations with USAID.
Next Steps (as of Q3/2024 - subject to change) <ul style="list-style-type: none">Signing a co-lending facility with a local bank.

Team & Contact	Philip Odino, Chief Executive Officer LinkedIn Profile: https://www.linkedin.com/in/philip-odino/ email: philip@pepeacapital.com
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Factsheets

Nigeria

1 Hectare 1 Family Nigeria Ltd

 <https://1hectare1family.com/>

1 Hectare 1 Family: Rooted in sustainability, growing with innovation!



**1 Hectare 1 Family
Nigeria Limited**

Country: Nigeria
Sector: Agriculture and agri-business
Established: 2016
Number of staff: 15 FTEs
Annual revenue, \$: 126,788



BUSINESS MODEL

Problem

Traditional farming practices cause soil erosion, loss of biodiversity, and contribute to climate change. This reduces crop yield and livelihood of smallholder farmers, contributing to food insecurity.

Solution

No-till farming offers a sustainable alternative to traditional farming practices by creating access to high-quality no till planting equipment, tech, training and other farm inputs.

Business Model

Our business model targets smallholder farmers and cooperatives in Nigeria by Outsourcing and Supplying innovative no-till planters and technology.

Revenue Streams

Direct Sales of 50 no-till Equipment, Equipment as a Service (EaaS) for planting 10,000Ha per annum, Training and consultancy.

IMPACT

Climate Change Impacts



Drought



Land & forest
degradation



Increasing
temperatures



Flooding

Adaptation Relevance

No-till planter machines promote soil health, reduce erosion, and conserve moisture, aiding agriculture's resilience to climate change impacts.

Gender Relevance

1 out of 2 managing directors is female. Our CEO is a female award-winning farmer. Our workforce currently has over 80% female. Our two wheel No-till planter is user friendly and ensures effortless operation for individuals of all backgrounds and abilities, including women. We have intervention specifically targeted to empower female and young farmers..

OPPORTUNITY

Future Plans

Target to reach 13,000 beneficiaries that enable communities to fetch high income from the sale of their catch, reduce spoilage of their catch and have access to clean water near their homes.

Ask: USD 100,000 | Equity/Debt

To establish a commercially viable cold chain from harvest to end customer. This includes a solar system at the processing facility in the landing site, cold room, ice machine, blast freezer and water treatment unit. Solar powered refrigerated vehicles, insulated boat for transporting ice and fish, and solar powered cold-rooms in the main markets.

Team & Contact

Onyaole Patience Koku, Chief Executive Officer, over 20 years of experience in farming and the agricultural value chain. Email: replenishfarms@gmail.com. Tel.: +234 817 039 5545

1 Hectare 1 Family Nigeria Ltd

 <https://1hectare1family.com/>

FUNDRAISING	Current Shareholders Patience Koku Oluwafemi Koku	Latest Investment(s) -	Total Investment -
	The Ask 100,000 USD equity	Funding Equity Share 20%	Min. Ticket Size 100,000 USD
	Valuation \$750,000		IRR 75%

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2023	2024(e)	2025(e)
Revenues	126,788.85	166,666.70	208,333.30
Net profit	56,663.49	78,450.50	113,333.30

Latest Developments (Q1 2024)

- Signed an MOU with the Niger Foods for planting of 5,000Ha of grains using our machinery.

Next Steps (as of Q3/2024 - subject to change)

- Conclude outsourcing agreements with our local and foreign suppliers.

Team & Contact

Onyaole Patience Koku, Chief Executive Officer, over 20 years of experience in farming and the agricultural value chain. Email:replenishfarms@gmail.com. Tel.: +234 817 039 5545



Aerobic Agroforestry Limited

 <https://www.aerobicagroforestry.com.ng/>

Aerobic Agroforestry Limited is a sustainable forestry company incentivizing tree planting participation with an inclusive agroforestry model to preserve biodiversity, climate change and livelihood.



Country: Nigeria
Sector: Agriculture/Forestry
Established: 2013
Number of staff: 75 FTEs
Annual revenue, \$: 493,953



BUSINESS MODEL

Problem

Local communities are grappling with the escalating impacts of the climate crisis, leading to erratic weather patterns and land degradation, which significantly impede their ability to produce food, generate income, and provide for essential needs like food, medicine, and education.

Business Model

Aerobic has built substantial expertise in agroforestry commodities' propagation, sales of seedlings and planting of trees for ecosystem restoration by working with local communities, providing environmental, social, and economic benefits. Partnering with rural farmers, esp. the youth and women, gives a chance to those who otherwise would have no resources to settle down to farming.

Revenue Streams

Aerobic Agroforestry generates revenue by selling seedlings, fruits, and through tree planting services.

Solution

Aerobic Agroforestry Limited is a sustainable forestry company that encourages participation in tree planting through an inclusive agroforestry model aimed at conserving biodiversity, mitigating climate change, and enhancing livelihoods.

IMPACT

Climate Change Impacts Addressed



Drought



Desertification



Land & forest degradation



Loss of biodiversity

Adaptation Relevance

Our company supports climate change adaptation through ecosystem restoration, soil nutrient enhancement, soil erosion prevention, climate mitigation initiatives, and offering affordable, high-yield, and high-quality planting materials (seedlings) tailored to the prevailing climatic conditions.

Gender Relevance

4 female managers.

OPPORTUNITY

Future Plans

Aerobic aims to continue planting trees to reach 10 million in 7 years to be the top agroforestry company in Africa, utilizing various strategies to combat climate change, improve livelihoods, and promote sustainable production.

Ask: USD 500,000 | Debt

1. Reach the goal of planting 10 million trees and restoring 10,000 hectares within 7 years by investing in essential operational costs.
2. Increase the production of agroforestry seedlings to 2 million annually and positively impact over 2,000 direct and 5,000 indirect beneficiaries socially and economically during ecological restoration, particularly in terms of food and fruit production.
3. Increase revenue to over 3 million USD and improve profit margin to 35% within three years.

Team & Contact Owolabi Adewunmi | Tel.: +234 (0)8037037673 | email: ao@aerobicagroforestry.com.ng

Aerobic Agroforestry Limited

 <https://www.aerobicagroforestry.com.ng/>

FUNDRAISING

Current Shareholders

Owolabi Adewumi
Olufunke Adewumi

Latest Investment(s)

225,000 USD

Total Investment

-

The Ask

500,000 USD debt

Funding Equity Share

-

Min. Ticket Size

100,000 USD

Valuation

5,000,000 USD

IRR

30%

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021	2022	2023	2024(e)	2025(e)
Revenues	697,039	825,766	493,953	593,053	859,952
Net profit	182,296	205,750	(55,824)	252,526	550,369

Latest Developments (Q1 2024)

- **Dutch Fund for Climate Change:** Aerobic Agroforestry passed the pre-qualification stage and is now at the documentation stage for further assessment.
- Aerobic Agroforestry participated in a UNCCD workshop in Burkina Faso for the **Great Green Wall Initiative**, aiming to restore 1.5 billion hectares. The company is well-positioned for financial commitment decisions in Riyadh, Saudi Arabia, in December 2024.
- **1tr.org Ecosystem Restoration Project:** Aerobic Agroforestry has been selected to provide seedlings and oversee tree planting in Nigeria. Further discussions on the project's modalities, financial implications, and timeline are set for July 15, 2024.
- **SGP GEF Small Grants Program:** The company secured a \$50,000 grant to support environmental protection and sustainable livelihoods in the Origbo community, Ife North LGA.

Next Steps (as of Q3/2024 - subject to change)

- Ensure successful planting and selling of over 1 million fruit and tree seedlings produced in our nursery this year, leading to the restoration of close to 1,000 hectares.
- Maintain active engagement with UNCCD, 1tr.org, DFCD, and other potential investors for upcoming funding opportunities.
- Continuously pursue funding opportunities by proactively applying for relevant funding windows.

Team & Contact Owolabi Adewunmi | Tel.: +234(0)8037037673 | email: ao@aerobicagroforestry.com.ng

Ecotutu Limited

 <https://ecotutu.com/>

Ecotutu Provides access to reliable and affordable cooling solutions for African businesses.



Country: Nigeria
Sector: Agriculture
Established: 2020
Number of staff: 9 FTEs and 12 PTEs
Annual revenue, \$: 120,000



BUSINESS MODEL

Problem

45% of food produced in Nigeria is lost during post-harvest due to a lack of access to affordable and reliable cold chain infrastructure. This contributes to GHG emissions, malnutrition, loss of farmer income and food insecurity among other issues.

Business Model

Through our flagship "pay-as-you-chill" model, Ecotutu offers cooling and logistics services, and facilitates marketplace opportunities for retailers and aggregators, without the need for high upfront costs. We also run an outright sales model and earn a commission off added logistics services.

Revenue Streams

1. Cooling-as-a-service: ranging between \$0.5 - \$2 per crate per day, depending on the items to be stored
2. Uber-like logistic service: linking customers to third-party mobile cooling providers at up to 20% commission per delivery.
3. Build on Order: build and sell solar-powered cold room and mobile cooling boxes on order basis to businesses that can afford it.

Solution

Ecotutu provides a suite of reliable and energy-efficient, cold chain solutions to fill Nigeria's fresh food supply chain gaps. Our solutions include solar-powered cold room, mobile cooling logistics, cooler bag and reusable ice packs.

IMPACT

Climate Change Impacts Addressed



Drought



Desertification



Land & forest degradation

Adaptation Relevance

For every kilogram of food that we save from wastage, we prevent its equivalent in GHG emissions that would have otherwise been released into the atmosphere.

Gender Relevance

Half the management team are female while most clients, smallholder farmers and retailers, are women. Our focus is to improve the wellbeing of women, so we prioritize women when recruiting for Ecotutu Hub operators and managers.

OPPORTUNITY

Future Plans

1. To setup 20 Ecotutu hubs in open-air markets and farm clusters in the northern and southern parts of Nigeria;
2. To hire top experts in engineering and management;
3. To purchase a refrigerated truck and fabrication equipment;
4. To upgrade Ecotutu's independent remote monitoring and data collection system;
5. To finance the acquisition of a bigger workspace lease in Nigeria to house the new product assembly lines, and office space.

Ask: USD 1,500,000 | Equity/Grant/Debt

Hub set up costs & working capital, Capex purchase, Technology upgrades, and Workspace.

Team & Contact Babajide Oluwase, Chief Executive Officer, jide@ecotutu.com

Ecotutu Limited

 <https://ecotutu.com/>

FUNDRAISING

Current Shareholders

Babajide Oluwase
Michael Akinsete
Rashidat Nofiu
Christiana Oluwase

Latest Investment(s)

-

Total Investment

-

The Ask

1 Million USD

Funding Equity Share

10%

Min. Ticket Size

100,000 USD

Valuation

TBD

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021	2022	2023	2024(e)	2025(e)
Revenues	12,902	84,283	Being Audited	400,000	1,200,000
Net profit	1,880	16,941	Being Audited	76,000	336,000

Latest Developments (Q1 2024)

- Signed an MoU with a Dutch government-funded project (HortiNigeria) focused on improving the horticulture ecosystem in Nigeria by 2025.
- Design and prototyping of Ecotutu's flagship Inventory Management System (an IoT tracking solution).

Next Steps (as of Q3/2024 - subject to change)

- To secure up to 50% of the \$1.5m raise target.
- Commercial launch and deployment of the Inventory Management System.
- Deploy 20 additional solar-powered walk-in cold rooms in key food points in Nigeria.

Team & Contact Babajide Oluwase, Chief Executive Officer, jide@ecotutu.com



Implemented by:



PrivABoo

In partnership with:



GreenTec
CAPITAL PARTNERS

Energy Assured Limited

 <https://energyassured.com.ng/>

A social enterprise promoting access to clean energy and high-quality healthcare by renting solar pumps to low-income farmers and collecting their farm waste to redeem for their own health.



Country: Nigeria
Sector: Clean Energy
Established: 2022
Number of staff: 19 FTEs
Annual revenue, \$: 139,442



BUSINESS MODEL

Problem

More than 95% of farmers in Nigeria rely on using petrol/diesel engines which leads to higher GHG emissions and that men dominate agricultural space leaving women with only less than 4%.

Solution

Energy Assured offers women smallholder farmers a comprehensive & mobile solar pump that is cheaper, affordable, easy to use and environmentally-friendly to increase their income and reduces overall GHG emissions.

Business Model

Energy Assured started as a social enterprise with focus on renting solar pumps to draw water for their all-year-round farming. Realizing increased trend of hypertension among clients reduces their workforce in the farming, Energy Assured established farmwaste4health to enable them access healthcare in exchange with their farm wastes.

Revenue Streams

Selling of solar pumps, renting of solar pumps and servicing of solar pumps.

IMPACT

Climate Change Impacts Addressed



Drought



Desertification



Land & forest degradation

Adaptation Relevance

Giving more low-income farmers access to renewable energy permits them to lessen their energy bills while reducing stress on the demand for fossil fuel power, aside from the negative health and environmental impacts that come from air pollution, arising from excessive fuel combustion.

Gender Relevance

15 out of 25 female managers. Policy to allocate at least 50% of total project beneficiaries to women so that their social and economic status to create equity and a just society.

OPPORTUNITY

Future Plans

Gain wider acceptability and subtle the poor health-seeking behavior of female farmers especially when they are pregnant because, we persuade the local farmers to perceive access to health services as their basic right rather than as an expense to their daily cost, though being redeemed from their services.

Ask: USD 500,000 | Equity/Debt

Energy assured started as a social enterprise with focus on renting solar pumps to farmers to draw water for their year-round farming. The objective is to further scale up the business and serve 1,000,000 additional low-income farmers.

Team & Contact

Dr. Ibrahim Khalil Ja'afar, Chief Operating Officer
 ibrahimkhaliljaafar@gmail.com

Energy Assured Limited

 <https://energyassured.com.ng/>

FUNDRAISING

Current Shareholders

Ibrahim Mohammed Aboki
Aishatu Bello Umar

Latest Investment(s)

150,000 USD Grant
World Food Programme: Agricultural
Innovation & Climate Resilience

Total Investment

-

The Ask

1 Million USD

Funding Equity Share

8%

Min. Ticket Size

TBD

Valuation

TBD

IRR

30%

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021	2022	2023	2024(e)	2025(e)
Revenues	77,165	116,839	139,442	175,495	212,640
Net profit	4,250	6,490	9,020	13,540	18,765

Latest Developments (2024)

- Currently **undergoing due diligence on impact by Acumen Impact** investors for their \$ 1 million equity investment.
- **Purchased permanent site purchased**: a landed property located at Sule Katagum road, Azare, Bauchi State, Nigeria.
- **Review of partnership agreement with World Food Program (WFP)** for Agricultural Innovation & Climate Resilience (AICR)'s Project this from the 8th of June 2024.
- In addition to solar pumps, Energy Assured has also ventured into affordable alternative clean cooking stoves for rural and low-income households replacing the use of firewood cooking.

Next Steps (as of Q3/2024 - subject to change)

- Seeking to raise \$ 1.5 million external funds to be able to scale up its operation in north-eastern Nigeria.
- Architectural works are ongoing to come up with a design for Energy Assured's permanent site. Construction will commence in the next six month (starting from December 2024).
- Partnering with BURN in Kenya & EKI Energy Services Ltd in India, to be able to further perfect our clean cooking stove business model and develop our carbon credit project respectively.
- Extending to Gombe and Taraba state by December 2024 to reach 5,317 direct and 53,170 indirect beneficiaries.

Team & Contact

Dr. Ibrahim Khalil Ja'afar, Chief Operating Officer
ibrahimkhaliljaafar@gmail.com

Kitovu Technology Company

 <https://kitovu.com.ng/>

Kitovu is building and deploying climate-smart farming and post-harvest infrastructure to enable farmers in Africa to maximize their yield.



Country: Nigeria
Sector: Agriculture
Established: 2008
Number of staff: 27 FTEs
Annual revenue, \$: 163,880



BUSINESS MODEL

Problem

Smallholder farmers realize low yields compared to global averages. Post-harvest, 40% of yields are lost due to poor storage, and lack of access to markets. This impacts farm-level productivity and farmer incomes.

Business Model

We generate revenue through subscription-based services, transaction fees, and value-added offerings, ensuring sustainable growth and profitability. Farmers pay us \$14.5 per Hectare for YieldMax Subscription (Post Paid and Bundled into Inputs), and \$1 per Ton monthly for Storage. We make a 13% margin on farm gate prices when we supply processors with farm produce.

Revenue Streams

Commodity Trading through eProcure services.

Solution

Kitovu has developed a series of innovative products to address the challenges of smallholder farmers. YieldMax utilizes data science and remote sensing to provide personalized agronomic advisories, eProcure connects farmers with buyers at harvest. StorageX offers access to effective storage solutions and finance through Electronic Warehouse Receipts Systems, empowering smallholder farmers with actionable insights and market access to improve their agricultural outcomes.

IMPACT

Climate Change Impacts Addressed



Drought



Increasing temperatures



Flooding

Adaptation Relevance

Our products empower farmers to apply inputs with precise accuracy on their farmland, reducing the use of fertilizers and minimizing greenhouse gas emissions while increasing crop yields. Financial empowerment from eProcure allows farmers to invest in climate-resistant seeds, mitigating the impact of climate change on their agricultural practices.

Gender Relevance

About 40% of the smallholder farmers supported are women. Over 35% of agents are also women.

OPPORTUNITY

Future Plans

Expansion of operations to other Nigerian States including adding more value chains in Kenya, Rwanda, Uganda, Zambia, Senegal, Benin, and Ivory Coast. Kitovu also plans to reach an additional 200,000 smallholder farmers in the next 3 years.

Ask: USD 1,000,000 | Equity/SAFE Notes

Product development, marketing and production, as well as working capital to support more farmers:

- USD 500,000 to finance and scale the Buy Now Pay Later model;
- USD 250,000 to invest into Product Development;
- USD 150,000 to invest in sales & marketing.

Team & Contact: Nwachinemere Emeka | Tel.: +234(0)8062148183 | email: e.nwachinemere@kitovu.com.ng

Kitovu Technology Company

 <https://kitovu.com.ng/>

FUNDRAISING

Current Shareholders

Nwachinemere Emeka
Nduka Miracle

Latest Investment(s)

50,000 USD Grant
Lightsmith Group

Total Investment

204,000 USD

The Ask

1,000,000 m USD Equity

Funding Equity Share

15%

Min. Ticket Size

500,000 USD

Valuation

TBD

IRR

12%

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021	2022	2023	2024(e)	2025(e)
Revenues	75,114	291,015	163,880	289,383	447,462
Net profit	33,528	112,353	-5,714	132,445	203,389

Latest Developments

- We have started a proof of concept in Benin Republic.
- We got into a hardware accelerator by Qualcomm that would help us develop a better iteration of WareGuard, our IoT based warehouse management system.
- Our Cofounder, Nduka Miracle got into: Leading African Women Food Fellowship, b) Growth4Her Accelerator.
- Selected into the She Wins Africa Program by the IFC.

Next Steps (as of Q3/2024 - subject to change)

- Starting a proof of concept in Rwanda, paid for by the Austrian government through the Validate program.
- Exhibiting at the Climate Action Africa Forum, June 19 and 20.
- Doubling down on potential partnerships with Input Companies.

Team & Contact: Nwachinemere Emeka | Tel.: +234(0)8062148183 | Email: e.nwachinemere@kitovu.com.ng



Factsheets

Rwanda

BUIM Ltd

 <https://twitter.com/BuimRw>

BUIM Ltd, renewable energy solutions provider addressing electricity and energy challenges in Africa.



Country: Rwanda & Burundi
Sector: Energy
Established: 2016
Number of staff: 82
Annual revenue, \$: 936,300



BUSINESS MODEL

Problem

In Africa, over 600 million individuals are without electricity, and industries face staggering economic disruptions with up to 200 hours of power outages yearly, exacerbating environmental degradation through a heavy dependence on non-renewable energy sources.

Business Model

BUIM Ltd's business model intricately combines direct-to-consumer installations with strategic B2B partnerships, leveraging scalable mini-grid and solar technologies to meet diverse energy needs.

Revenue Streams

BUIM Ltd's revenue model hinges on direct sales of solar and mini-grid installations to households and industries, complemented by B2B service contracts that ensure reliable energy supply and reduce downtimes.

Solution

BUIM is deploying scalable mini-grid and solar solutions to empower communities and introducing robust B2B services and driving towards a sustainable, electrified future that fosters economic resilience and environmental stewardship in Africa.

IMPACT

Climate Change Impacts Addressed



Drought



Desertification



Land & forest degradation

Adaptation Relevance

BUIM Ltd supports climate adaptation by deploying renewable energy solutions that reduce reliance on fossil fuels, lower greenhouse gas emissions, and provide resilient, sustainable energy access to underserved communities and industries.

Gender Relevance

Women co-founded and 2 female managers

OPPORTUNITY

Future Plans

BUIM seeks to enter the export market through getting an organic certification and HACCP certification. The company also seeks to establish a processing facility that meets international production standards to enable it to tap into the export market. BUIM also seeks to conduct scientific research into its products so that it can work with relief organizations such as World Vision.

Ask: USD 1,000,000 | Debt

BUIM is expanding its offer not only from solar home system, but also introducing irrigation solutions to support small and larger farmers by offering them solar based irrigation solutions so that they can irrigate their fields at all times. They are also piloting the product diversification use by offering fridges and cooking machines to respond to the growing demand but also enhance operations cost to maximize the existing opportunity.

Team & Contact Co-CEO Mireille Niyonkuru | Email: m.mnyonkuru@gmail.com | Phone: +250 788 308 163



Implemented by:



PrivABoo

In partnership with:



GreenTec
CAPITAL PARTNERS

BUIM Ltd

 <https://twitter.com/BuimRw>

FUNDRAISING

Current Shareholders

Mireille Niyonkuru: 60%
Dieudonne Ndayishimiye: 20%
Gerard Bambazimana: 15%
Steve Ndabambalire: 5%

The Ask

1,000,000 USD in debt
Max 7% Interest

Valuation

-

Latest Investment(s)

694,615 USD

Funding Equity Share

-

Total Investment

694,615 USD

Min. Ticket Size

-

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021	2022	2023	2024(e)	2025(e)
Revenues	478,695	2,772,638	936,300	2,391,911	5,400,000
Net profit	1,390	572,075	(312,165)	289,403	1,385,805

Latest Developments (Q4 2023)

- Connected over 10,000 households in the last quarter of the year.
- Total household connections have reached approximately 50,000 since September 2021.
- An award from Enabel as a top woman entrepreneur in the circular economy, securing third place in Africa.

Next Steps (as of Q3/2024 - subject to change)

- Aim to achieve 2,500 connections per month in Rwanda.
- Install the first mini-grid in a health center and pursue additional potential clients.
- Advance our initiatives in Burundi and South Sudan.

Team & Contact Co-CEO Mireille Niyonkuru | Email: m.mnyonkuru@gmail.com | Phone: +250 788 308 163

Truk Rwanda Ltd

 <https://www.panielgroup.com/>

Truk Rwanda: Investing in Fresh Futures!



Country: Rwanda
Sector: Transportation
Established: 2020
Number of staff: 48
Annual revenue, \$: 6,424,619



BUSINESS MODEL

Problem

Truk Rwanda emerged in response to Rwanda's critical cold storage and logistics inefficiencies, characterized by significant food wastage, underutilized cold rooms, and a lack of streamlined logistics for farmers and distributors.

Business Model

Truk Rwanda's business model centers on providing integrated cold storage and logistics solutions in East Africa, targeting the enhancement of the agricultural supply chain by offering refrigerated transportation, state-of-the-art storage facilities, and a digital platform for real-time order and inventory management, aimed at reducing post-harvest loss, empowering local farmers, and tapping into the growing demand for fresh produce.

Revenue Streams

Transport Services, storage services, fruit and vegetables sales

Solution

Truk Rwanda intends to revolutionize cold storage and logistics for smallholder farmers and the wider market by expanding accessible, state-of-the-art cold storage facilities, integrating technology for efficient operations, and deploying an environmentally conscious fleet.

IMPACT

Climate Change Impacts Addressed



Drought



Land & forest degradation



Increasing temperatures



Flooding

Adaptation Relevance

Truk Rwanda supports adaptation to climate change by investing in sustainable, energy-efficient cold storage facilities and transitioning to electric refrigerated trucks, thus reducing carbon emissions and energy consumption in the supply chain, and by enhancing food security through the reduction of post-harvest losses in a changing climate.

Gender Relevance

Working with women farmers and suppliers in the chain.

OPPORTUNITY

Future Plans

Recognizing the financial constraints faced by small-scale farmers, TRUK is exploring collaboration with contracted farmers. This approach involves TRUK guaranteeing a market for the produce, with the cost of cooling services being factored into the final price received by the farmers.

Ask: USD 5,000,000 | Equity/Debt

TRUK Rwanda is raising \$5 million to expand operations. Funds will be used to grow the fleet from 14 to 55 trucks (\$2.65M), install 30 cold rooms (\$1.5M), boost marketing and branding (\$150K), expand into more Eastern African cities (\$200K), and provide working capital for client payments (\$500K). This investment aims to enhance logistics capabilities and market presence across the region.

Team & Contact | Herve Tuyishime | Email: herve.tuyishime@panielgroup.com | Phone: +250 788 350 288



Implemented by:



PrivABoo

In partnership with:



GreenTec
CAPITAL PARTNERS

Truk Rwanda Ltd

 <https://www.panielgroup.com/>

FUNDRAISING

Current Shareholders

Herve Tuyishime 78%
Africa Eats holding 22%

Latest Investment(s)

1,200,000 USD debt

Total Investment

1,000,000 USD

The Ask

5,000,000 USD equity

Funding Equity Share

Min. Ticket Size

-

Valuation

40,000,000 USD

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021	2022	2023	2024(e)	2025(e)
Revenues	511,592	2,226,699	6,424,619	8,179,225	11,050,371
Net profit	146,269	644,973	1,164,804	1,300,042	1,522,930

Latest Developments (Q4 2023)

- Two key partners that will be using Truk's logistic fleet to transport perishable food from the farmers to their retail store were added.

Next Steps (as of Q3/2024 - subject to change)

- Acquire additional trucks to grow the fleet from 14 to 55;
- Increase storage capacity by expanding cold rooms from 10 to 30;
- Enhance marketing to fill long-haul routes both ways;
- Expand operations to more cities in Eastern Africa;
- Boost working capital for delivery payments and client credit.

Team & Contact | Herve Tuyishime | Email: herve.tuyishime@panielgroup.com | Phone: +250 788 350 288



Factsheets

Pakistan

CIS Pvt. Ltd

 <http://cispvt.com/>

Company of Innovative Solutions & Network Research (CIS Pvt. Ltd) brings technological revolution by providing secure, smart and innovative solutions to build a prosperous society.



Country: Pakistan
Sector: Water & Sanitation
Established: 2021
Number of staff: 7
Annual revenue, \$: 109,033



BUSINESS MODEL

Problem

Water, an essential & irreplaceable resource in our lives is alarmingly affected by the ongoing impact of climate change. It is also reported that 41000 of the tube wells installed in Pakistan are unsuitable for irrigation and human consumption.

Solution

CIS offers a solution contributing to efficient water resource management by quantifying water extraction, monitoring water quality & supply and controlling the distribution channel without human intervention to ensure safe & uninterrupted access of water to all.

Business Model

CIS operates as a B2G entity connecting with the utility & disaster management sector.

Revenue Streams

Provision of SCADA systems through government tender platform and international humanitarian organizations platform.

IMPACT

Climate Change Impacts Addressed



Flooding



Extreme rainfall



Increasing temperatures



Water loss

Adaptation Relevance

Our SCADA system monitors water resources in real-time, optimizing distribution by detecting leaks and managing pressures. It provides data for analyzing climate change impacts, supporting informed decision-making. We help water utilities develop resilience plans, assess vulnerabilities, and implement upgrades to handle extreme weather events.

Gender Relevance

female CEO, female collaborators.

OPPORTUNITY

Future Plans

To target private housing societies for water SCADA expansion.

Ask: USD 1,000,000 | Equity

To establish national as well as international clientele:

- Implement systems in 13 districts to demonstrate their abilities, which can raise attention of national and international communities and customers but also the donor to extend and scale up on a global scale.
- Expected outcome can be a 1000-fold increase in revenue stream.
- Systems will help local communities (comprising of 15 million population) to reduce the loss by developing climate resilient SOPs to combat climate change.

Team & Contact

Mahnour Habib, Chief Executive Officer, ceo@cispvt.com, over 5 years of experience

Mansoor Khan, Chief Operations Officer, mansoor.khan@uetpeshawar.edu.pk, over 5 years of experience



Implemented by:



PrivABoo

In partnership with:



GreenTec
CAPITAL PARTNERS

CIS Pvt. Ltd

 <http://cispvt.com/>

FUNDRAISING

Current Shareholders

None

Latest Investment(s)

53,257.04 USD by Islamic relief
Pakistan

Total Investment

-

The Ask

1,000,000 USD equity

Funding Equity Share

TBD

Min. Ticket Size

500,000 USD

Valuation

TBD

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021	2022	2023	2024(e)	2025(e)
Revenues	0	37,022	109,033	150,000	250,000
Net profit	-20,719	-9,612	11,990	24,281	54,281

Latest Developments (Q1 2024)

- Completed a project with IRP.

Next Steps (as of Q3/2024 - subject to change)

- To target private housing societies for water SCADA expansion.

Team & Contact

Mahnoor Habib, Chief Executive Officer, ceo@cispvt.com, over 5 years of experience

Mansoor Khan, Chief Operations Officer, mansoor.khan@uetpeshawar.edu.pk, over 5 years of experience



Implemented by:



PrivABoo

In partnership with:



GreenTec
CAPITAL PARTNERS

Digital Dera Private Limited

 <https://www.digitaldera.pk>

Digital Dera is bringing climate smart digital agriculture to those that need it the most.



Country: Pakistan
Sector: Agriculture & Food
Established: 2021
Number of staff: 5
Annual revenue, \$: 55,000



BUSINESS MODEL

Problem

Smallholding farmers cannot afford climate smart digital technological innovations that can improve their agriculture productivity and fight climate change related food security challenges.

Solution

Deploy 200 climate resilient smart villages across Pakistan to transform how rural communities can access digital agriculture, finance, grow and sell their produce with a core focus on smallholder farmers (women and youth) helping them counter the brunt of climate change while improving their livelihoods.

Business Model

Digital Dera enables large-scale food processing industry to invest in regenerative cooperative farming with smallholding farmers. The Digital Dera Infrastructure is developed through sponsorships, grant funding and public and private partnerships.

Revenue Streams

We generate revenue through Cooperative Regenerative farming with large corporate(s) where they sell the produce from smallholder farmers to these companies and retain 20%-40% (dependent upon negotiation) of the profit as a fee for providing this service.

IMPACT

Climate Change Impacts Addressed



Drought



Desertification



Land & forest degradation



Increasing temperatures

Adaptation Relevance

A combination of product, service and technology in the form of climate resilient solution to connect and improve agriculture productivity and sustainability while ensuring zero hunger, food security and responding and adapting to climate challenges.

Gender Relevance

Improved gender equality, women participate in the farming community and are direct beneficiaries.

OPPORTUNITY

Future Plans

Connecting 200 villages to the Digital Dera smart villages network introduces climate smart agriculture practices at scale while ensuring sustainable social and commercial outcomes. The long-term goal of the initiative is to counter food insecurities and climate impacts through innovative solutions that help improving farming practices, introduce climate smart innovations that can promote carbon capture and lower green-house gas emissions through smart agri-practices.

Ask: USD 10,000,000 | Equity/Debt

10 million for creation of Food Security Special Entity to generate capital from institutional investors and public through the stock exchange so people have a stake in climate response and their food security.

Team & Contact

Fouad Riaz Bajwa, Chief Executive Officer and Co-founder, bajwa@agriculturepublic.com

Aamer Hayat Bhandara, Chief Operations Officer and Co-founder, bhandara@agriculturepublic.com



Implemented by:



PrivABoo

In partnership with:



GreenTec
CAPITAL PARTNERS

Digital Dera Private Limited

 <https://www.digitaldera.pk>

FUNDRAISING

Current Shareholders

Fouad Bajwa
Aamer Hayat

Latest Investment(s)

61k USD sponsorship by
Pakistan Government and 54k
USD by Internet Society

Total Investment

\$ 2,000,000

The Ask

TBD

Funding Equity Share

TBD

Min. Ticket Size

TBD

Valuation

TBD

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021	2022	2023	2024(e)	2025(e)
Revenues	54,000	61,000	55,000	100,000	200,000
Net profit	10,000	20,000	30,000	30,000	150,000

Latest Developments

- Completing 3rd Cooperative Regenerative Farming Crop Cycle for Maize Corn Crop (March-May).

Next Steps (as of Q3/2024 - subject to change)

- Set up a Network Centre in Lahore city in 2024.

Team & Contact

Fouad Riaz Bajwa, Chief Executive Officer and Co-founder, bajwa@agriculturepublic.com
Aamer Hayat Bhandara, Chief Operations Officer and Co-founder, bhandara@agriculturepublic.com

Farm Dynamics Pakistan Pvt LTD

 <https://fdp.com.pk/>

Farm Dynamics Pakistan (FDP) brings data driven AgTech: Optimize, Empower, Thrive.



Country: Pakistan
Sector: Agriculture
Established: 2010
Number of staff: 15
Annual revenue, \$: 233,373



BUSINESS MODEL

Problem

Pakistan's farmers and agribusinesses lack real-time data and cutting-edge tech including efficient irrigation systems and high-quality seeds. Traditional practices lead to lower yields, resource inefficiency and limited market access. This hinders Pakistan's agricultural potential and limits their income.

Solution

FDP modernizes agriculture. Partnering with global AgTech leaders, we offer advanced equipment, irrigation, and seeds. We empower farmers and businesses with real-time data, actionable advice, after-sales service, and training and capacity building to fuel informed decisions for increased productivity & profitability.

Business Model

1) Selling AgTech products from our partner companies. 2) Offering comprehensive after-sales services, including maintenance, repair and parts supply. 3) Providing training programs and workshops for farmers, agribusinesses and agripreneurs. 4) Our modular & integrated IoT and SaaS platform, using real-time data to unlock precision agriculture for maximized yields.

Revenue Streams

They offer a modular SaaS platform, integrating world-leading solutions for climate-smart agriculture. This platform delivers real-time weather insights, early warnings and actionable advice empowering informed decisions. Sale of agricultural inputs, machinery, and equipment, provision of trainings and technical support services are also some other revenue streams.

IMPACT

Climate Change Impacts Addressed



Drought



Increasing temperatures



Desertification



Land & forest degradation

Adaption & Gender Relevance

FDP enhances climate resilience through high-nutrition fodder crops that boost biomass by 125% and milk production by 1.2 liters per animal daily. By replacing traditional wheat straw with sustainable fodders, FDP promotes environmental sustainability and increases farmers' incomes by USD 404 annually.

FDP empowers 2,624 women farmers in Gilgit-Baltistan, supporting gender-inclusive adaptation strategies.

OPPORTUNITY

Future Plans

Target to reach 13,000 beneficiaries that enable communities to fetch high income from the sale of their catch, reduce spoilage of their catch and have access to clean water near their homes.

Ask: 1.2M USD in equity; 0.8M USD in debt

Investment in CSA systems platform, Weather Stations, working capital to finance Seed business. As well as in market expansion, capacity building, knowledge and skills transfer, developing monitoring and evaluation mechanisms for impact measurement.

Team & Contact

Husnain Atta, Co-founder and Business Development Manager, husnain.atta@fdp.com.pk
 Khunsa Khawar, Manager Corporate Linkages, khunsa.khawar@fdp.com.pk



Implemented by:



PrivABoo

In partnership with:



GreenTec
CAPITAL PARTNERS

Farm Dynamics Pakistan Pvt LTD

 <https://fdp.com.pk/>

FUNDRAISING

Current Shareholders

Ahsan Mustafa, Asad Ahmad Malhi, Tarek Mustafa, Ameen Mustafa, Husnain Atta

Latest Investment(s)

NA

Total Investment

-

The Ask

1,200,000 USD in equity
800,000 USD in debt

Funding Equity Share

TBD

Min. Ticket Size

300,000 USD

Valuation

TBD

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021	2022	2023	2024(e)	2025(e)
Revenues	419,739	667,531	233,373	335,045.20	375,403.12
Net profit	182	43,975	30,000	30,000	150,000

Latest Developments

- Working on expansion and scaling operations in areas other than Punjab and Sindh.

Next Steps (as of Q3/2024 - subject to change)

- Expanding our user base by 100,000 (2,000 agribusinesses and 98,000 farmers, with national expansion).
- Focusing on:
 - IoT deployment;
 - Acquisition, integration & customization of 3rd party software;
 - Customer engagement and onboarding.

Team & Contact

Husnain Atta, Co-founder and Business Development Manager, husnain.atta@fdp.com.pk
Khunsa Khawar, Manager Corporate Linkages, khunsa.khawar@fdp.com.pk

Peace Power (Pvt.) Ltd.

 <https://peacepower.com.pk/>

Peace Power (Pvt) Ltd is determined to introduce innovative climate change technologies.



Country:	Pakistan
Sector:	Products & Services
Established:	2016
Number of staff:	8
Annual revenue, \$:	1,019



BUSINESS MODEL

Problem

Pakistan is facing climate change challenges, drought conditions emerged and food security threats prevailing because of climate change and thus due to water scarcity, no or little rains, insufficient canal water, the poor farmers are compelled to use underground salty water which is unfit for cultivation and gradually increasing waterlogged land.

Solution

Peace Power provides maintenance-free magnetic devices for farmers. These devices enable farmers to utilize normal, unfit, and salty/brackish water for irrigation, thereby enhancing yield, its quality, and profitability while minimizing the use of fertilizer and pesticides for organic agriculture and reclamation of waterlogged land into Cultivable Land.

Business Model & Revenue Streams

Development of Demonstration Sites for penetration and scaleup to achieve Target Market potential which include reclamation of degraded Land for agriculture food security. Our Revenue Streams include Sales and Installation of Magnetic Devices for Tube well to potential farmers for Salty Water Conversion and reclamation of waterlogged land into Cultivable Land.

IMPACT

Climate Change Impacts Addressed



Drought



Land & forest degradation



Increasing temperatures



Flooding

Adaptation Relevance

Due to water scarcity, our innovative magnetic technology device is installed on salty water tube wells to instantly convert salty water for use in agriculture. The device enhances productivity and reduces environmental degradation by reducing pesticides and fertilizer.

Gender Relevance

Our customer base includes women, who are both consumers and stakeholders as distributors and retailers. We offer special discounts for female customers and provide the option to pay in installments, ensuring accessibility and inclusivity.

OPPORTUNITY

Future Plans

Subject to securing sufficient funding, the company intends to expand its presence in Pakistan by establishing 50 demonstration sites. With an addressable target market valued at US\$13 billion, comprising approximately 1.3 million potential farmers, our objective is to enhance water access, land productivity, farmers' profitability, food security, and implement climate change adaptation mechanisms within Pakistan's agricultural sector.

Ask: USD 2,000,000 | Equity/Debt

The Innovative Technology in agriculture helps mitigate the impact of climate change by harnessing salty and brackish water for agricultural purposes. It facilitates the conversion of waterlogged and waste land into cultivable agricultural land, thereby contributing to the overarching goal of ensuring food security. Large number of customers in the community will be benefited.

Team & Contact Farid Uddin, faridpak@gmail.com | Najam Khurshid, najam58@hotmail.com



Implemented by:



PrivABoo

In partnership with:



GreenTec
CAPITAL PARTNERS

Peace Power (Pvt.) Ltd.

 <https://peacepower.com.pk/>

FUNDRAISING

Current Shareholders

Mr. Farid Uddin, Dr. Najam
Khurshid, Mrs. Izbah Sultan,
Mr. Sikander Sultan

Latest Investment(s)

-

Total Investment

-

The Ask

2,000,000 USD equity

Funding Equity Share

TBD

Min. Ticket Size

N/A

Valuation

TBD

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021	2022	2023	2024(e)	2025(e)
Revenues	182,453	50,697	1,019	40,000	100,000
Net profit	16,298	5,098	(459)	10,000	25,000

Latest Developments (Q4 2023)

- Slow Down operations in Pakistan for the time being.

Next Steps (as of Q3/2024 - subject to change)

- 25 demonstration sites developed in next 2 years in Punjab and Sind provinces.
- Developed direct sales and marketing network across Pakistan.
- 15 highly experienced persons in field force in two years.
- R&D activities with Agriculture Universities for Technology propagation across Pakistan.

Team & Contact Farid Uddin, faridpak@gmail.com | Najam Khurshid, najam58@hotmail.com



Implemented by:



PrivABoo

In partnership with:



GreenTec
CAPITAL PARTNERS

SAWIE Ecosystems

 <https://sawie.net/>

AI based crop monitoring and farm traceability system that aims to protect small cotton farmers income and meet sustainability standards.



Country: Pakistan
Sector: Agritech
Established: 2021
Number of staff: 20
Annual revenue, \$: 7,143



BUSINESS MODEL

Problem

In Pakistan, farmers face climate change and limited market connectivity, hindering agricultural productivity. They achieve only 50% of their yield potential due to soil degradation, chemical misuse, and insufficient access to quality inputs and favorable market prices.

Business Model

Sawie works with the farmers directly offering advice and connecting with inputs & output markets both for goods and services, providing data traceability support to supply chains, carbon trading through SAWIE App. SAWIE makes margins from inputs selling, commercializing the traceability data and trading income from App.

Revenue Streams

Input sales through platform, digital and traceability solutions to supply chains and trading platform.

Solution

SAWIE offers a digital platform that combines advisory services and fair-priced input marketplace, promoting sustainability, precision agriculture, and supply chain linkages for enhanced productivity.

IMPACT

Climate Change Impacts Addressed



Drought



Land & forest degradation



Increasing temperatures



Flooding

Adaptation Relevance

Promoting climate smart agriculture practices, using the novel fertilizers and plant protection products, link farmers with the markets to get better prices of their produce which use CSA practices.

Gender Relevance

SAWIE platform supports women empowerment given that >50% of the rural workforce are women. Their working conditions and economic situation is improved through increase in farm income; as well as training and capacity building and selling of their produce.

OPPORTUNITY

Future Plans

Through the advisory services SAWIE intends to increase the climate resilience of farmers through promoting mechanization using the service providers and also linking with the carbon markets. SAWIE aim to open franchises for its Farm Connect Service and train independent agronomist who could use the SAWIE platform to run their own enterprises especially focusing on women.

Ask: USD 3,000,000 | Equity

OpEx, expansion in new clusters, improve technology, set franchise and warehouses, marketing and promotion:

- To scale up and commercialize developed product (US\$1m);
- Open Farm Connect Service Franchises (US\$1m);
- Develop carbon credit market project (US\$0.5m);
- Invest in IT infrastructure (US\$ 0.25m);
- Operations, marketing, etc, (US\$.25m).

Team & Contact

Ms. Nosheen Ramzan, Director , info@sawie.net Ms Ramzan has over 20 years of management experience
 Dr. Khalid Mahmood, Co Founder, khalid.mahmood@sawie.net, over 25 years of experience in Agritech



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SAWIE Ecosystems

 <https://sawie.net/>

FUNDRAISING

Current Shareholders

Nosheen Ramzan, Khalid Mahmood

Latest Investment(s)

200,000 USD Bootstrapping

Total Investment

-

The Ask

3,000,000 USD equity

Funding Equity Share

TBD

Min. Ticket Size

N/A

Valuation

TBD

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021	2022	2023	2024(e)	2025(e)
Revenues	0	5000	7143	175,000	1,200,000
Net profit	-10000	-20,000	-25000	30,000	300,000

Latest Developments (Q4 2023)

- Regenerative Agriculture, crop clusters of Rice and Cotton launched with Syngenta & Ittifaq Cotton in Pakistan in June 2024.
- Carbon credits registration for SAWIE farmers launched with Carbon Canada (0.5 million trees registration applied, 20k KWh solar tubewells) in June 2024.

Next Steps (as of Q3/2024 - subject to change)

- Traceability platform for Textile sector to be ready by Dec 2025.
- Supervisory credit platform for Banks to be rolled out by Mar 2025.
- Five Farm Service Centers to be set up in 5 clusters in Punjab by April 2025A.

Team & Contact

Ms. Nosheen Ramzan, Director, info@sawie.net Ms Ramzan has over 20 years of management experience
Dr. Khalid Mahmood, Co Founder, khalid.mahmood@sawie.net, over 25 years of experience in Agritech



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TrashIt

 <https://trashit.pk/>

TrashIt collects urban and agriculture waste to repurpose it into valuable resource such as compost for sustainable farming.



Country:	Pakistan
Sector:	Waste Management
Established:	2018
Number of staff:	5
Annual revenue, \$:	33,680.37



BUSINESS MODEL

Problem

Farmers need affordable ways to keep their soil fertile without relying on expensive chemicals. They also want better ways to deal with waste without harming the environment.

Solution

TrashIt transforms urban and agricultural organic waste into nutrient-rich fertilizer. This fertilizer enriches soil health, promotes plant growth, and reduces the reliance on costly chemical alternatives, all while effectively managing organic waste.

Business Model

TrashIt produces natural compost from organic waste collected which is sold to farmers, retailers, and home gardeners to improve soil health and yields. TrashIt offers B2B consultation services to develop composting hubs and customized waste management solutions.

Revenue Streams

TrashIt generates revenues channels include compost sales, consultation services, waste collection, and sustainability workshops.

IMPACT

Climate Change Impacts Addressed



Drought



Desertification



Land & forest degradation

Adaptation Relevance

TrashIt supports climate change adaptation by producing organic compost, which helps restore degraded land and enables farmers to grow healthier crops with reduced reliance on expensive chemical fertilizers. By incorporating our compost into their farming methods, farmers can improve crop resilience, enhance yield stability, and adapt to changing climate conditions.

Gender Relevance

Female co-founder and 2 out of 3 managers are female.

OPPORTUNITY

Future Plans

Scale the use of compost for agricultural and export purposes; to increase its reach to a broader audience by making this compost available to farmers, retailers, and home gardeners; to export the compost to other countries, promoting sustainable agriculture and contributing to a cleaner and greener planet; to enhance its composting technology through improved research and development, seek international certification for its product and processes, and develop new products and services to meet its customers' evolving needs.

Ask: USD 450,000 | Equity

Funds will be used on building the team, developing model sites, marketing and sales efforts, process optimization, research and development.

Team & Contact

Anusha Fatima, Co-founder and Chief Executive Officer, anusha@trashit.pk, over 7 years of experience

Rahul Rai, Co-founder, Strategy and Finance Lead, rahul@trashit.pk, over 12 years of experience



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Trashit

 <https://trashit.pk/>

FUNDRAISING

Current Shareholders

NA

Latest Investment(s)

10k USD in grant funding, 2019

Total Investment

-

The Ask

450,000 USD equity

Funding Equity Share

TBD

Min. Ticket Size

450,000 USD

Valuation

TBD

FINANCIAL & STRATEGY OVERVIEW

Financials, \$	2021	2022	2023	2024(e)	2025(e)
Revenues	17,398.10	22,027.01	33,680.37	44,467.42	107,891.43
Net profit	-2,726.68	-3,348.57	1,866.06	4,123.40	(44,144.19)

Latest Developments (Q1 2024)

- Signed an MOU to manage waste operations for ISP in Karachi.

Next Steps (as of Q3/2024 - subject to change)

- Compost testing with local farmers to develop model farms for evaluation product effectiveness, compost processing at farm level and impact on soil.
- Acquire an office space and grow team.
- Develop a waste facility to upgrade operations.

Team & Contact

Anusha Fatima, Co-founder and Chief Executive Officer, anusha@trashit.pk, over 7 years of experience

Rahul Rai, Co-founder, Strategy and Finance Lead, rahul@trashit.pk, over 12 years of experience



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Contact

This document has been developed as part of a project on Private Adaptation Finance, implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH on behalf of the German Federal Ministry for Economic Cooperation and Development, which aims to mobilize investment in private sector solutions for climate change adaptation.

The project supports the supply and demand side of capital for climate change adaptation and resilience investment in a holistic approach that includes ecosystem building and peer-learning and connects the global debate to the local context and stakeholder scene.

For more information,

- contact: denise.engel@giz.de
- visit: www.adaptationcommunity.net/private-sector-adaptation



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PrivABoo Dealbook: A Curated Startup Portfolio For Climate-Driven Investments

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