



ENERGY CATALYST

RWANDA 2022

UK COMPANIES SEEKING PARTNERS TO REDUCE ENERGY POVERTY



Innovate
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EDGE



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ENERGY CATALYST

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Energy Catalyst accelerates the innovation needed to end energy poverty. Through financial and advisory support, and by building strategic partnerships and uncovering new insights, Energy Catalyst helps bring to market technologies and business models that can improve lives in Africa and Asia.

Since it started in 2014 it has invested more than £147 million in over 360 projects in 8 different rounds. A new £20m round is due to launch in May and to coincide with the SEforALL Forum in Kigali, Energy Catalyst sees an opportunity to build collaborations with partners in Rwanda and across the energy access community.

INNOVATE UK KTN

Our purpose at Innovate UK KTN is to create diverse connections for positive change.

We connect ideas, people and communities to drive innovation that changes lives.

Innovation is complex. The journey from idea to market is not straightforward and requires a diverse range of know-how, investment, market knowledge and research. Innovate UK KTN exists

to connect innovators with new partners and new opportunities beyond their existing networks, accelerating the time it takes for ambitious ideas to become real-world solutions.

www.ktn-uk.org



Innovate
UK





INNOVATE UK



Innovate UK is the UK's innovation agency and we are committed to sustaining existing, high growth potential companies. The goal is to drive productivity and economic growth by supporting businesses to develop and realise the potential of new ideas.

Our vision is for an outstanding research and innovation system in the UK that gives everyone the opportunity to contribute and to

benefit, enriching lives locally, nationally, and internationally.

Our mission is to convene, catalyse and invest in close collaboration with others to build a thriving, inclusive research and innovation system that connects discovery to prosperity and public good

www.ukri.org/councils/innovate-uk

Innovate UK EDGE is a key part of the UK innovation agency's deep investment in the pioneering businesses that drive economic growth. It is a publicly-funded service available to all high potential small to medium sized innovation-driven companies, including Innovate UK grant winners.

Innovate UK EDGE is working in partnership with EEN. Operating in over 66 countries worldwide, EEN is the world's largest support network for SMEs with international ambitions.

It helps businesses increase their innovation capacity, find new national and international partners, and overcome the barriers they face to commercialise, grow and scale.

www.innovateukedge.ukri.org





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AFRICA POWER

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PROFILE

Africa Power designs and delivers productive power equipment to businesses and individuals in Tanzania, Uganda and Zambia.

Our renewable off-grid turnkey solutions provide access to energy its benefits to all. We design our systems from the customer up, looking at affordability, durability, robustness and user experience. Our power equipment enhances quality of life and saves people money over time.

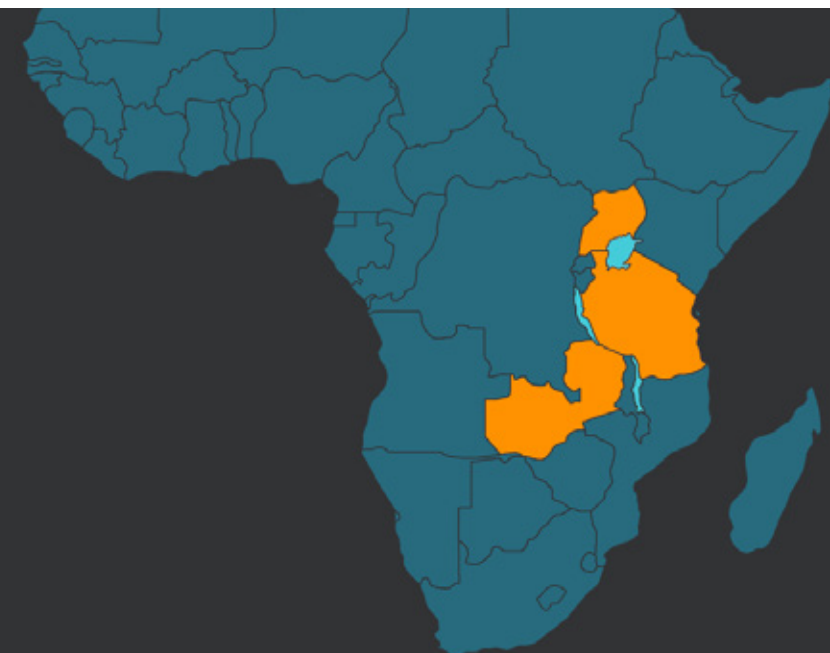
We operate in Tanzania, Uganda and Zambia distributing our Solar Home Systems, Solar fishing lights, biogas systems and are piloting various productive power equipment as well.

OBJECTIVES

Africa Power has a set of productive power systems that we are developing aimed at specific market sectors, we aim to design new systems in the solar cooking space and are looking to carry out trials in Rwanda, we are looking for connections and links to that end.

We are also interested in making contacts and connections with other parties interested in cooperation and collaboration, Rwanda is a new market for us and we are looking to do some market research before moving into the country

If you are interested in Africa power please get in touch.



TURN-KEY SOLAR-POWERED EQUIPMENT

AFRICA POWER

RENEWABLE • ETHICAL • PROFITABLE

Africa Power leases off-grid, turn-key renewably-powered productive equipment,
which drives profits and enhances livelihoods and lives

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PROFILE

dpSun is a research and development focused company that has developed the SolaNetwork project. Our goal is to develop and implement off-grid solar power solutions for sparsely populated areas. These solutions will include a variety of renewable energy technologies and business models in order to address a diverse market of customers' circumstances and preferences. The SolaNetwork project aims to fill a significant market gap between small solar home systems and costly mini-grids uneconomic in sparsely populated areas.

The SolaNetwork project has already been tested in Botswana, where dpSun has completed the installation of an off-grid PV solution that allows people to use our batteries and other DC and AC appliances to develop new job opportunities.



OBJECTIVES

We are currently looking for the right partners to take the SolaNetwork project to the next level and scale it up.

Building collaborations and partnerships is the key to our business, and we would be very glad to meet with companies that have been working on battery rental schemes, as well as companies, universities, and research centers based in Rwanda. We're also interested in meeting with Fintech providers, potential investors or funding interested in our solution, and NGOs active in the area with direct contact with remote communities.

The goal of our visit to Rwanda is to connect with new partners and set the foundations to start a DESCO in Rwanda.



A Distributed Energy Service Company (DESCO) approach for managing organically formed mini-grids and wireless grids which enable equitable and economic use of surplus solar power through energy trading & battery rental



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PROFILE

EcoNomad was founded in 2018 with funding from the Royal Academy of Engineering, where Dr Adler (UCL) was selected for a prestigious Enterprise Fellowship. Dr Adler is also the founder of a charity (IRRI-Mexico) and a number of social enterprises in Latin America. Further support for EcoNomad was obtained from the European Regional Development Fund (ERDF), Horizon Europe and, more recently, Innovate UK, as well as successful participation in SHAKE Climate Change, an Agri-tech business accelerator, in collaboration with Rothamsted Research, a leading agricultural institution where our offices are currently located. Our range of products include an innovative, scalable waste-to-energy platform, which can be easily shipped and installed in medium to small farms, and produces biogas for cooking/heating/electricity, as well as a high grade fertiliser which can be pasteurised (with a corresponding increase in value) with our patented, built-in passive solar pasteuriser. We have also developed a ground-breaking solar water pumping technology, currently undergoing field trials, which does not require any electronics, photovoltaics or moving parts, and is based purely on solar-thermal principles.



OBJECTIVES

We see Rwanda as being a highly relevant market for all our products, having the ideal conditions, as well as a fastly growing economy and progressive business environment, and believe we can make a positive impact on the country by partnering up with local farmers, entrepreneurs, NGOs and relevant Government agencies.

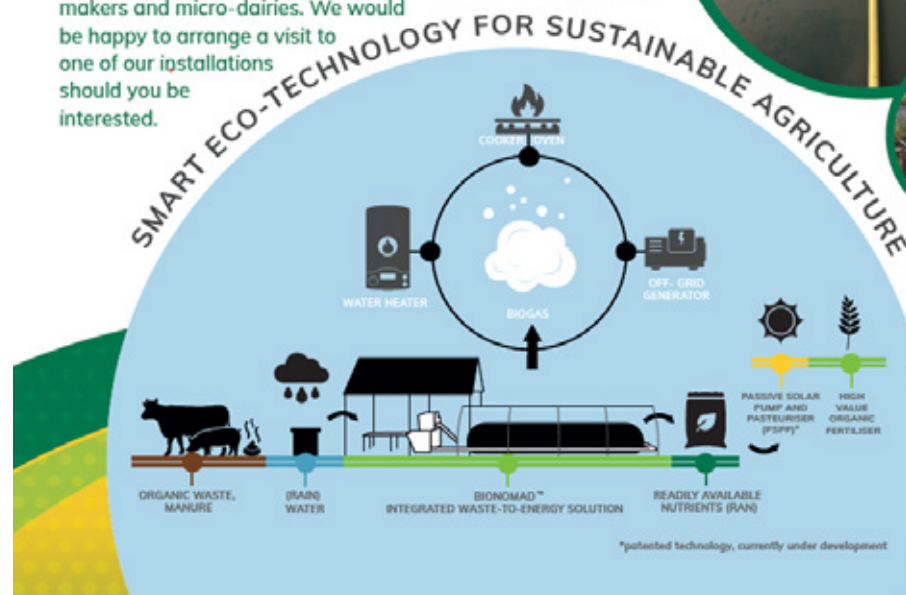
As part of this visit, we would like to contact potential clients, partners, distributors and/or local investors who would be interested in our technologies, with the aim of preparing a viable marketing and sales plan for Rwanda in the near future. We would also like to learn more about IP and general business issues and opportunities in the country. We will be also actively looking for partners to participate in bilateral funding bids, such as the Energy Catalyst Programme, which can greatly help accelerate our progress and bring us closer to achieving our objectives of a more sustainable future for small-scale farmers.



BioNomad™ is an innovative, modular and scalable waste-to-energy platform that can be easily installed in small livestock farms, micro-dairies, petting zoos, animal sanctuaries or anywhere where manure or slurry is regularly collected.

The solution produces a renewable fuel (biogas) that can be used for generating onsite heat and energy, as well as a high-grade organic fertiliser that can help to grow food and improve soil health.

We have installed a number of pilot units across the UK in various farm types, ranging from stables to goat farms, cheese makers and micro-dairies. We would be happy to arrange a visit to one of our installations should you be interested.



ENTRUST SMART HOME MICROGRID

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PROFILE

Entrust Microgrid is at the leading edge of the energy revolution, delivering the highest efficiency hybrid AC and DC microgrids via Smart, innovative, and patented technology. Our smart microgrid technology optimises performance to generate up to 10% more efficiency, which in turn makes our solution more accessible and affordable to those who have no or limited access to electricity; enabling people and businesses to maximise the power from renewable (solar PV and wind)

Our Smart microgrid systems are perfect for markets in Africa, with solutions for individual homes, larger-scale businesses and communities. We are also able to support small and large scale EV charging through our Smart microgrid technology.

OBJECTIVES

At Entrust Microgrid, our goal is to deliver a Smart microgrid system that offers the highest efficiency with ease of use. To enable people and communities in off-grid areas or in areas where grid supply is intermittent, to be able to access affordable and clean electricity.

We are looking for partners – utility providers, energy companies, private developers, solar installers, and communities to work with us to deploy our Smart microgrid technology.

We intend to explore synergies with willing partners that share our values and vision for the roll-out of clean, affordable smart microgrids to local people and businesses.

Also, establish commercial partnerships with training and knowledge transfer that can build sustainable businesses in Rwanda and deliver real benefits to communities.



Entrust... Technology you can trust!

Entrust Microgrid, specialises in smart microgrid systems that maximise user's benefits from embedded solar PV, heat pumping system, energy storage system, EV charger or EV charging hub, and other smart energy appliances and devices, for the built environment, from domestic homes to large buildings and communities., and provide the grid with great flexibility.

Our Hybrid DC- and AC-Networked Smart Microgrid Solutions:

- ❑ **EnSmartHome:** smart microgrid with solar PV, battery storage and controller for domestic markets
- ❑ **EnSmartBuild:** commercial scale, smart microgrids with solar PV and battery storage ranging from 100kWh to 2MWh . An EnSmartBuild system may include solar PV arrays (either roof or ground mounted), EnSmartESS (smart Lithium-Ion battery storage), EnSmartCtr, EnSmartPCS (smart power conversion system) coupling the solar PV arrays, the battery storage and the AC network.
- ❑ **EnSmartEV:** smart EV charging hubs delivering fast (20kW) and rapid (120kW) EV charging. Able to charge multiple EV's in parallel whilst also balancing demands on the grid. EnSmartEV from Entrust Microgrid is an innovative new smart EV charging system, that makes use of either low cost grid connected or solar PV electricity to charge EV's. EnSmartEV patented smart microgrid technology allows for multiple 20kW DC charging points to be installed for commercial or public use, from a single grid connection
- ❑ **EnSmartCTR:** Entrust Smart Home Microgrid controller with cloud Energy Management System . provides advanced smart functions and extra benefits to the operators and users, such as active load control responding time-of-use tariff, aggregated participating electricity market and balancing/supporting the grid services.

DC/AC
Coupled
Systems

Modular
&
Scalable

Performance
Guarantee

enTrust
microgrid

Our Mission:

To promote zero emission energy technologies and address energy trilemma: energy security, affordability and sustainability

EnSmartCtr



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PROFILE

FarmerCharlie brings solar power energy, weather and field sensors, Wi-Fi and the Internet, and an app ecosystem to each farming household at a low cost quickly covered by a rapid ROI. While many energy and agritech startups provide partial access to the same resources, we offer an all-inclusive service to our clients. Our network is supported by IOT and climate change experts, agronomists, and AI. Our app ecosystem creates easy integration access for partnerships. Our research, experience and contacts in Nigeria and Ivory Coast helped us understand the challenges and needs of Sub-saharan farming. We hope to expand our offering to Rwanda because of its large community of rural farmers; 83% of its economy is rural and connected to the agricultural value chain. Rwanda has also shown willingness to move towards digital agriculture, with a supportive environment for digital solutions to energy and farming issues. Farmer Charlie is developing carbon sensors and we hope to add them to our network soon to help reduce carbon emissions in agriculture.

OBJECTIVES

Energy is the backbone of our operation, as it represents the resilient infrastructure that will transform our clients' operations. Farmer Charlie focuses on equipping smallholder farming households with the energy, infrastructure, and access necessary to become more sustainable as a farm. It provides these farming communities with solar panel energy. Solar mini grids can be added, depending on the size of the clients' operation. Our solar energy solutions are low-cost and can integrate with other pre-existing energy systems on site. Once we establish our solar panels, field sensors, and WIFI Internet, users have access to the entire Farmer Charlie platform, which connects clients with relevant information to make their farms more sustainable, close the information gap on environmental factors in the field, and increase household resiliency. The connectivity of the Farmer Charlie platform also allows client access to information regarding new sustainable technologies and partners our clients and developers to work towards better, more efficient energy solutions.



www.FARMER-CHARLIE.com

**Bringing energy, connectivity, data
to smallholder farmers around the world**



**Weather
information**



**Personal
agribusiness
advice**



**Soil inputs from
agronomist**



**Collaborate
Elaborate
Perform**



**Market
information**



**Solar
Energy**



**Internet access
at the farm
& in-field**



**Weather &
field sensors**



**App Store with
access to
agritech apps**



**Broadband
Internet
Gateway**

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PROFILE

Formed over 15 years ago, Hallidays have built out our project delivery function from our property development firm which has been in operation since 1943. Hallidays have worked for large commercial owners and high profile landowners including The National Trust, Blenheim Palace and the Manchester Ship Canal.

Hallidays have recognised that there are now a limited number of companies available to maintain these long-term investments. As such, Hallidays are focusing a large amount of effort on our maintenance service.

Furthermore, Hallidays have created small, low-cost and fish-friendly hydropower schemes to make electricity affordable to everyone with access to a river.



**Fish Friendly
Hydro Co**

OBJECTIVES

Hallidays Hydropower have proved the concept of a revolutionary new pico-hydropower generator (up to 1kW) with a device (PicoStream) that generates reliable Zero carbon electricity 24/7.

Our aim is to introduce our PicoStream Hydropower Innovation that has been specifically designed for countries such as Rwanda to provide an accessible, low cost and easily installable renewable energy generator in rural areas.

The product is perfectly suited to supporting the electrification of 'Mini grids' and is ideal for providing a reliable local power source to rural communities.

We also aim to offer the potential for the creation of 'in country' jobs and 'upskilling' for both manufacture, maintenance & repairs.

PICO-STREAM

The portable, fish-friendly, plug and play hydropower generator with enough 'umph' to run vaccine fridges, lightbulbs and fans in a small village.

Did you know?
Hydro Electric Power
is THE most
sustainable form of
energy generation
known to man!



Millions of people
across the world
don't have a constant
supply of electricity.
Our purpose is to
create a world where
anyone can easily
generate electricity
from flowing water.



- No large construction and dam building
- No environmental permitting processes
- Cheaper & accessible to most people



**Fish Friendly
Hydropower Co**

GET IN TOUCH

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PRODUCT FEATURES

- Quick to deploy
- 100W - 1kW
- 24hr generation
- Debris resistant
- Fish-friendly
- Low cost



LinkedIn

INCLUSIVE ENERGY

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PROFILE

Inclusive Energy aims to disrupt the global energy access space.

We believe that current energy access approaches aren't working fast enough. The market is highly concentrated, with technology and finance accessible to too few actors.

Our approach is to leverage local entrepreneurship - we provide solar PV and biogas organisations of all kinds with the technology they require to scale.

Our remote monitoring and analytics solutions for solar and biogas are already working in 20+ countries, and provide the digital bridge between off-grid energy providers, end-users and carbon markets.



OBJECTIVES

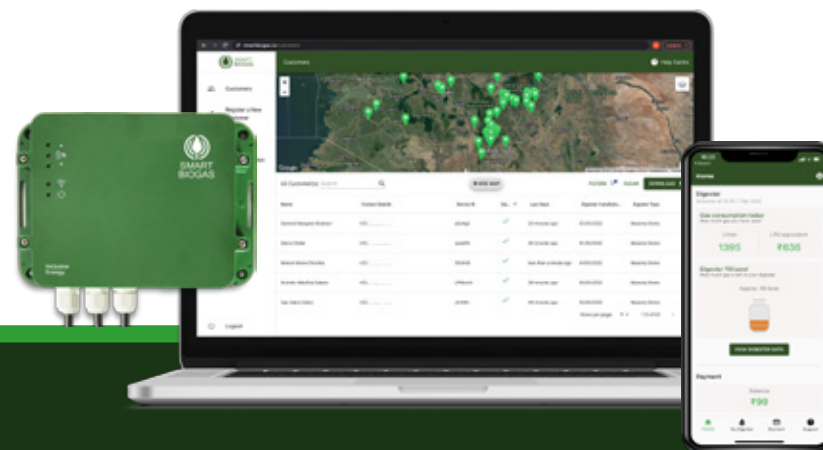
We aim to significantly contribute to SDG 7, and while we work in both electricity and clean cooking, we see the clean cooking as an increasingly urgent challenge. Therefore, we are redoubling our efforts in the clean cooking - specifically biogas, with our Smart Biogas product.

Our approach is to provide the software and remote monitoring tools that smaller organisations need to be able to confidently operate in the 'last mile'.

We believe that universal energy access must be achieved from the ground up. Thousands of companies are needed across the world working towards this goal, and our aim is to ensure that they are technologically ready for scale.



Real-time digester monitoring and analytics



Smart Biogas is a monitoring system offering value to all stakeholders within the biogas sector by:



Using IoT technology to provide real-time data, even in the most remote areas



Providing a platform for PAYG, flexible tariffing and carbon reporting



Using machine learning to predict and notify of digester breakdowns



Providing the tools for team management and customer communication



SB Home – a smart solution for your customers



View digester data, track payments and get direct support with SB Home

How it Works?

Smart Biogas collects pressure, flow and gas consumption data from biogas digesters and feeds it back to users via our software platform. Advanced analytics in our software enable biogas owners and technicians to work together to keep digesters operating effectively, whilst biogas organisations can readily monitor their portfolio and reduce their monitoring and evaluation overheads.

Our accurate sensing solution means that Smart Biogas enables pay-as-you-go biogas and an easier, more accurate route to carbon abatement reporting.

**Inclusive
Energy**

KINETIC HYDRO

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PROFILE

The kinetic energy of water flowing in the world's rivers represents a massive untapped renewable resource. Kinetic Hydro are transferring the UK's world-leading knowledge of marine energy systems to the development of a competitive, reliable and practicable river turbine.

Conventional hydro power is based on the potential energy of the water in lakes and rivers and is harnessed by letting that water drop through a height (head). Our turbine on the other hand harnesses the hydro-kinetic energy (that is the energy associated with the speed of the water) to provide clean, affordable energy to off-grid communities.

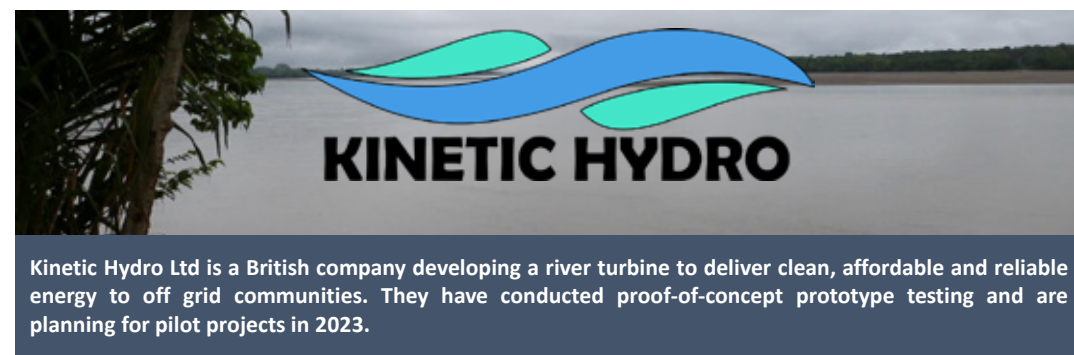
River turbines generate continuous baseload power, substantially reducing the requirements for battery storage which are the most expensive element of a solar mini-grid. They have very high capacity factors that can approach 100% in ideal conditions. River turbines can harvest more than 4 times as much energy as solar panels of the same rating because they generate 24/7.

OBJECTIVES

We want to engage with mini grid developers and other stakeholders to gain feedback on our designs, allowing us to tailor our product to suit the needs of the market. We have progressed a long way down the product development pathway, but it is not too late to change.

We aim to build an international team to collaborate on future pilot projects, including the skills to assess the hydro-kinetic resource, engage with communities, assess gender equality and social inclusion issues as well as conduct the practical implementation of an in-country pilot.

Finally, this brokerage visit provides an ideal opportunity to engage with policy makers to understand the regulations guiding both small pilot projects, and larger scale roll out of a novel technology.



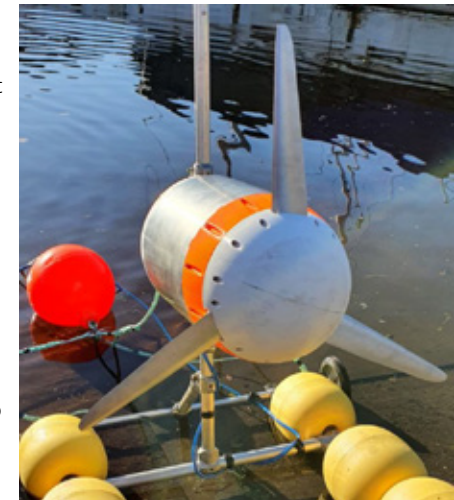
Kinetic Hydro Ltd is a British company developing a river turbine to deliver clean, affordable and reliable energy to off grid communities. They have conducted proof-of-concept prototype testing and are planning for pilot projects in 2023.



Rated power	3 kW
Annual Energy Yield	26,280 kWh
Rated flow velocity	2.5 ms ⁻¹
Cut-in flow velocity	1 ms ⁻¹
Cut-out flow velocity	4 ms ⁻¹
Rotor diameter / width	1.2 m
Overall weight	130 kg

River turbines provide clean, affordable power and improve the economics of de-centralised electricity systems:

- Generate 24/7 baseload power substantially reducing the requirements for battery storage - the most expensive part of a solar mini-grid.
- Very high capacity factor. River turbines harvest 4 times as much energy as solar panels of the same rating.
- Uses the same power control electronics as PV systems allowing them to be plugged into solar hybrid mini-grids.
- Rugged and reliable. Direct drive turbine is straightforward and there is little to go wrong.
- Transport and install quickly without specialist equipment.
- Cost of power is competitive with other de-centralised renewables including solar and (conventional) micro-hydro power (MHP).
- No costly civil engineering structures or bespoke design.



LONGEVITY DEVELOPMENT

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PROFILE

Longevity Development is a multi-service strategic advisory firm with a strong project development and execution business unit. Its full-time partners have more than 100 years' collective experience across finance, operations, strategy, communications and public sector engagement, with a focus on supporting and developing enterprise in the sustainable food production, water, renewable energy and progressive urbanisation sectors in sub-Saharan Africa.

Umoja is our wholly owned business that seeks to deliver access to critical utilities to the poorest rural communities in East Africa removing the key barriers, such as the initial cost of infrastructure.

OBJECTIVES

Primary objective is to provide affordable and reliable access to essential services such as power and clean water for rural communities in Rwanda and across East Africa through a subscription and pay as you go model.

Central to the delivery of these services, and our secondary objective, is a locally recruited and trained network of "entrepreneurs" and technicians. A model that provides a level of "ownership" for the individuals in order to ensure excellent long term customer service.

Having established operations around these essential utility services, additional services will be delivered through the network such as financial services for agricultural productivity and clean cooking solutions



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PROFILE

OakTec is developing a series of world leading engine technologies using clean gas fuels. These engines range between 2kW and 60kW and use the benefits of gas combustion to replace gasoline and diesel power. Using sophisticated combustion control, the engines are leaders in efficiency and emission reduction.

Our CAGE (Clean Air Gas Engine) single cylinder engines are developed to power 6kW generators and use LPG, biogas or hydrogen. Our plug-and-play CAGE biogas machines are on trial on farms in Kenya, working directly from low-pressure biogas produced through AD. The CAGE hydrogen generators use green hydrogen produced by electrolysis from renewable electricity. CAGE hybrid systems marry our generators with solar or wind power and battery storage, and can power a building system.

OBJECTIVES

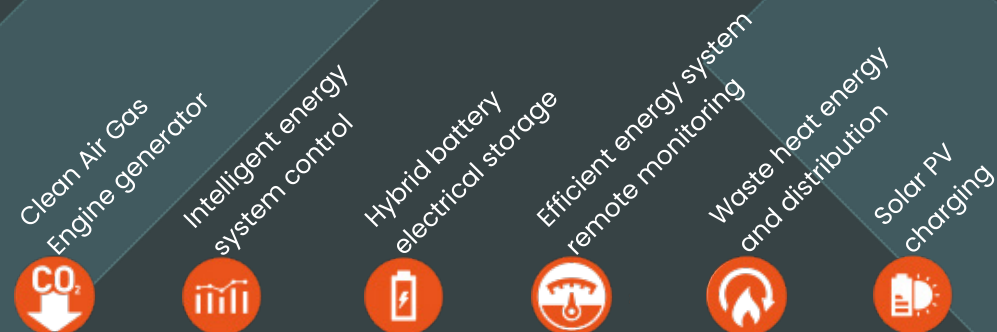
OakTec technologies, such as our 6KW biogas generators and small LPG and hydrogen generators, are now being sold to early adopters through our new company CAGE Technologies Ltd. These have large commercial potential for supply throughout Africa to replace diesel power with a clean, cost-effective alternative. New CAGE products are being developed, including a new 15-20kW gas engine and CHP (Combined Heat and Power) CAGE generators which are suited to supporting minigrids and providing stand alone and off-grid power.

Our objectives are to assess the opportunities for CAGE solutions in Rwanda and to find new commercial partners to develop the market's potential.



A revolution in off-grid power generation

- 6–20kw biogas engines
- 4–20kw hydrogen engines
- 4–50kw LPG engines
- Gas-solar-battery hybrid systems



www.oaktec.net

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PROFILE

We believe in a world where everyone is educated about energy and anyone can use their knowledge to build better electricity supplies. To realise this vision, we have developed Energy Makers Academy, a fundamentally new approach to teaching people about energy and electricity, consisting of a smartphone app and a hardware kit. Energy Makers Academy allows anyone to learn how to design, build and maintain a Solar Home System.

Energy Makers Academy consists of two key elements, a hardware kit and an app. The app provides instructions for assembling the hardware kit, whilst also delivering educational content on the subjects of energy, electricity, electronics and programming. Once assembled the hardware kit functions as a Solar Home System.



Open Energy Labs

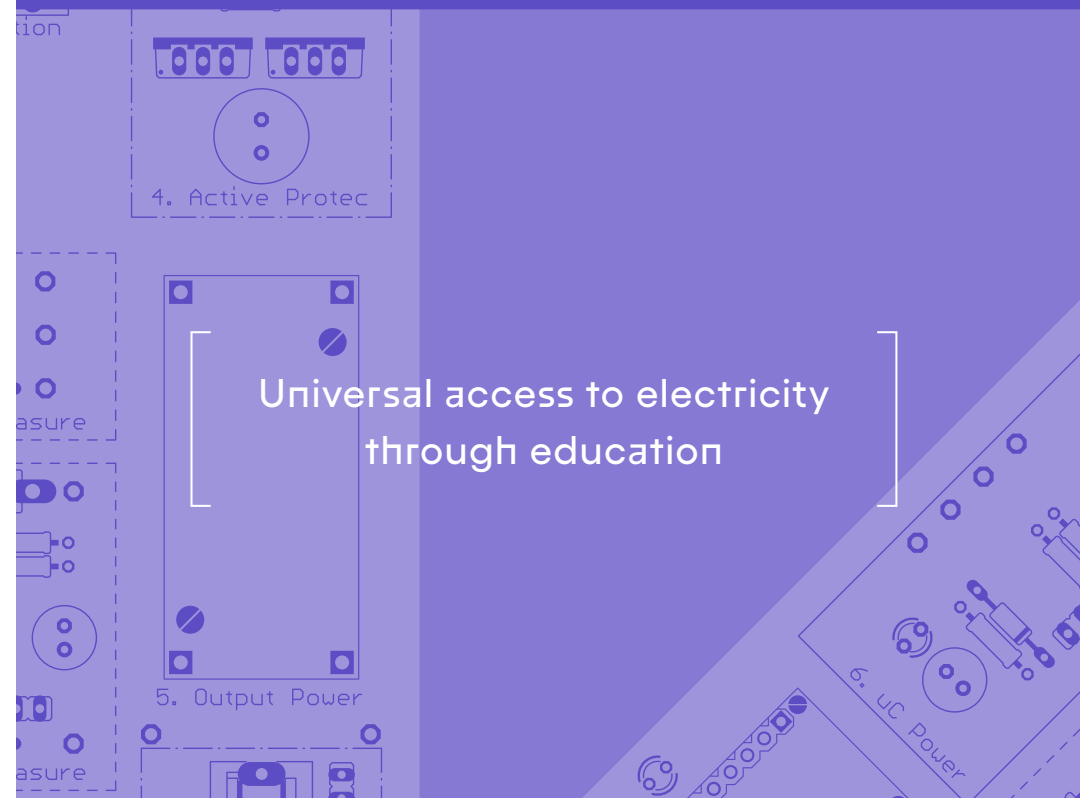
OBJECTIVES

Do you want to support the next generation renewable energy innovators? If so, we would love to speak with you!

We are also looking to speak to you if you are part of any of the following organisations:

1. Ambitious educational institutions who are looking to lower the barrier to entry to cutting edge skills in the solar energy industry.
2. Governmental organisations who are looking to grow the solar sector through empowering young people to become entrepreneurs
3. Existing solar home system providers who are looking to move their hardware development work on to the continent and are looking for specific training on innovation

Open Energy Labs



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PROFILE

OrxaGrid is a UK based award-winning technology company on a mission to help electricity utilities and micro grids offer reliable, affordable and sustainable power to all.

We work with electricity distribution utilities and microgrids that want to reduce energy losses and outages and improve their financials while satisfying their customers by providing affordable and reliable electricity.

Our patent published sensors are installed on key grid assets to measure and monitor electricity and asset condition in real time. Our software remotely analysis the data from sensors and gives insights on how to reduce power outages, losses and increase electricity access.

OrxaGrid is managing 2500+ energy assets in 5 countries by improving energy efficiency, optimizing assets and preventing outages.

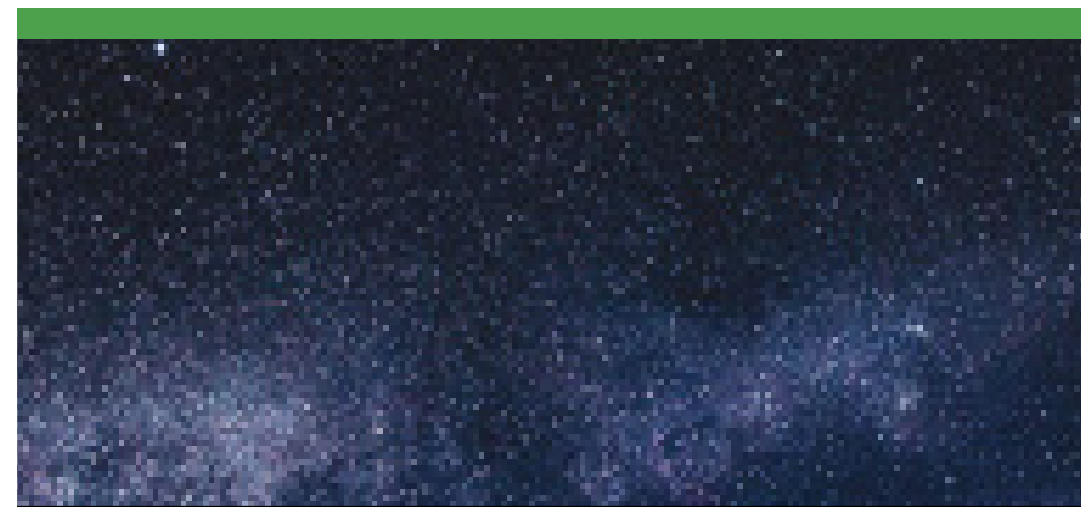


OBJECTIVES

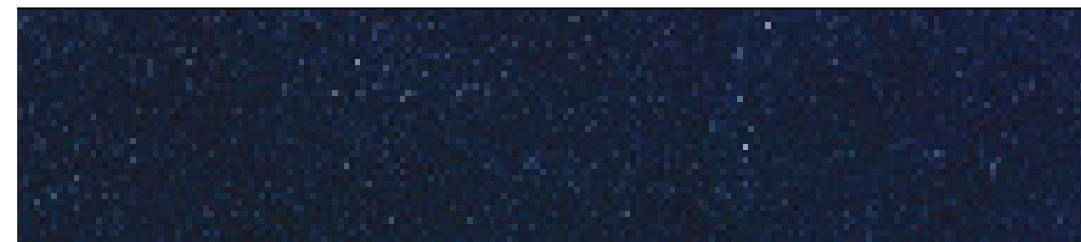
Through previous Innovate UK funded projects, OrxaGrid has experience interacting with Rwanda utilities and microgrids and we understand their need to have a world class electricity system.

Our objective is to meet local utilities, microgrids, industrial partners to learn the modifications we need to make to our product to perfectly align it with the energy needs of Rwanda. We intend to partner with local companies that have experience in grid automation and energy management, pilot our system at local grids and together grow sustainably in the region.

If you have the same vision, partner with us to solve energy trilemma challenges and take the electricity system of Rwanda to the next level.



Energy optimisation for a better future for all



Grid Analytics Platform
SCADA, Energy & Asset Analytics

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SOLARISKIT

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PROFILE

After realising that carbon emissions from the developing and emerging economies exceeded those produced from the industrialised nations, SolarisKit's founder Faisal Ghani decided the most impactful way to tackle the climate emergency was through simple and practical clean energy solutions. These solutions would not only have massive impact on the environment but potentially improve the lives of millions of people across the world.

With nearly 50% of global energy consumed to generate heat, Faisal worked on a new way of providing affordable, clean heat. This led to the development of the world's first flat-packable solar thermal collector and the birth of SolarisKit.

We are based in Dundee, Scotland, UK and have a team of 5 across Management, Operations, Production, Engineering and Marketing.

OBJECTIVES

SolarisKit's mission is to unlock the massive solar energy resource that is otherwise largely untapped across the World for the delivery of hot water, particularly in countries across the Global South that receive the most favourable conditions for this technology.

We believe our collector will be the first choice as it has been designed to be a safe and economical alternative to current systems available, and can be easily built in 20 minutes following low-carbon flat pack delivery and distribution.

We are looking for local manufacturing partners and the supply chains to support them, distribution partners with existing customers within the HVAC industry in our target territories, as well as investment to help fund our R+D and expansion.



MAKING CLEAN ENERGY POSSIBLE

The SolarisKit S400 -
The world's first flat-packable solar water heater

SolarisKit
Empowering People



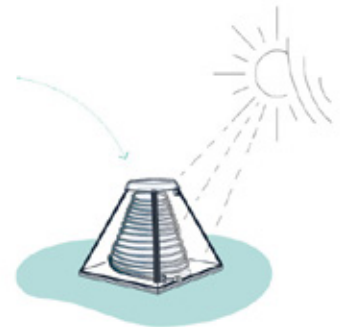
LOWER
COST



EASY TO
TRANSPORT



SIMPLE TO
INSTALL



HOW DOES IT WORK?

How our collectors work is simple

Sunlight enters the collector through the side panels and strikes the internal absorber coil. As the coil absorbs solar energy over the day, its temperature rises. Cold water is circulated through the collector and heated where it can be used for a wide range of applications



[illegible]



**VIEW THE FULL
BROCHURE ONLINE**