Companies Overview

1. BurundiShop

- Addressing E-commerce challenges in East Africa, with 4 platforms including:
  - Isokonet for Consumers goods,
  - IsokoTravel for travel services ,
  - IsokoPay as a payment gateway, and
  - Isoko Courrier Network for logistic and last mile management.

With those platforms, we focusing on the 150 millions East Africa Community population, a very dynamic market and growing cross-border market bigger than 5 billions USD
1. biziSol

- **biziSol** core business is to address energy access and connectivity challenges, key drivers of E-commerce development in Africa.
- We do it by providing consumer financing and last mile distribution of Solar Home Systems with internet enabled mobile phones.
- Sweden based, we operate in **3 Markets**, Zambia/Rwanda/Malawi and are targeting Cote d’Ivoire in West Africa.
- Have serviced more than **7,000** customers to date.

- Ongoing projects that will impact E-Development are:
  - Smartphone on Credit in Rwanda (starting may 2018)
  - Solar Home Systems with Mobile phone on Credit in Zambia (Targeting 40,000 Households, starting may 2018)
  - Online productive Energy Micro-finance Platform for SME’s
RWANDA Project: Smart phone on Credit

✓ Targeting consumers who can not afford to pay 100-200 $ smartphone, but will be able to pay 10-15usd per month for 12 months

✓ By lower cost of access on can drastically increase smartphone users, thus internet users and promote e-trade.

- MTN Rwanda (Largest MNO)
- Bank of Kigali (Target Bank)
- Devtech (Sim lock technology)
- Associations (Motos, Teachers)

- Launching Pilot in Q2 2018
- Addressable market of 2million users
- FY 2018 target of 20,000 users
- Looking for early stage investors
ZAMBIA PROJECT

SHS on Credit

✓ Targeting off grid households and offering clean and affordable solar home systems on credit, with payment below 0.50$ per day for 18 months
✓ Each SHS comes with an internet enabled phone, providing access to all Facebook linked trading platforms

✓ WidE energy (Bizisol subsidiary)
✓ Green Light Planet (Manufacturer)
✓ Nation Solar (TV and Productive systems)
✓ AECF (Funding Partner)
✓ Mobile money operators

✓ Launched PAYGO operations in Q1 2018 in Zambia
✓ Raised 500,000$ funding to date
✓ Looking for Inventory finance facility

ALL AFRICA Project
On line Energy Micro finance for SME’s

✓ Targeting Africa off-grid Small, Medium Enterprises, with productive solar systems with Smart phones on credit.
✓ Partnership with local Mobile Network Operator to provide data and airtime to our customers.

✓ Burundi Shop
✓ Equipment Manufacturers
✓ Local distributors
✓ Technology providers

✓ Agreement with manufacturer completed
✓ Platform under development
✓ Proof of concept phase to begin in Q1/2019 in Burundi/Zambia