

# 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 Courier 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

*Connecting Next Africa, By The Sun*

# 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 40,000Households, 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.



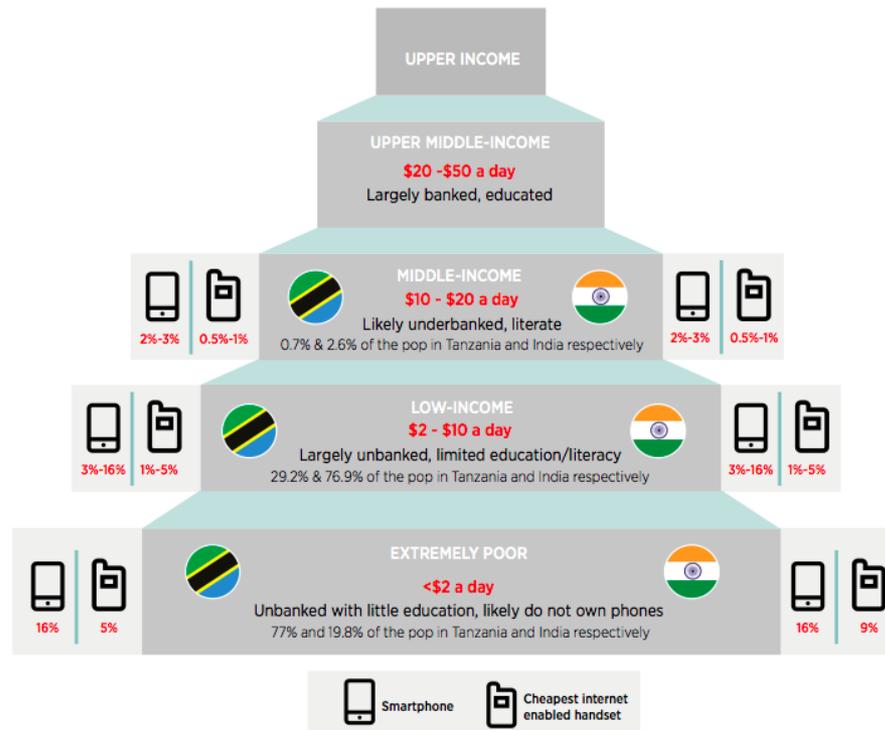
- MTN Rwanda (Largest MNO)
- Bank of Kigali (Larget Bank)
- Devtech (Sim lock technology)
- Associations (Motos, Teachers)



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



Income pyramid showing percentage of income required for a device, based on average smartphone prices and the cheapest available internet-enabled device in Tanzania and India





## 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 a internet enabled phone, providing access to all facebook linked trading platforms
- ✓ WidE energy (Bizisol subsidiary)
- ✓ Green Light Planet (Manufacturer)
- ✓ Natlon 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

