

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.

East African market is about 150 millions consumers, and more than USD 5 billions cross border trade.

- Women in East Africa are Key players in Cross border trading,
- Women leave their families for days, travelling to bring goods

Burundi Shop is working to help women traders to get goods without traveling

Connecting Next Africa, By The Sun

2. biziSol

- **biziSol'** s business is to address energy access and connectivity challenges,
- Energy access and Connectivity are the key drivers of E-commerce development in Africa.
- We do it by providing consumer financing
- We are based in Sweden, operate in **3 Markets**, Zambia/Malawi /Rwanda/Burundi/

Empowering women:

- Our partner in Zambia is a Women-led company “ **Women’s Initiative for Delivering Energy**”
- We provide consumer financing of Energy and Connectivity.
- We train our door-to-door women agents to become Champions in their community
- We train our customer on the use of mobile phones, on line goods ordering and payment.
- **Solar Home Systems and Smartphones on Credit to start soon in Rwanda and Zambia**

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.
- ✓ Special focus on Women traders and women - Led SME's.



- Local MNO's (MTN)
- Finance Institutions
- Community based Associations



- Launching Pilot in Q2 2018
- Addressable market of 2million users
- FY 2018 target of 20,000 users
- Looking for early stage investors
- **Women Associations are our privileged partners.**



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

