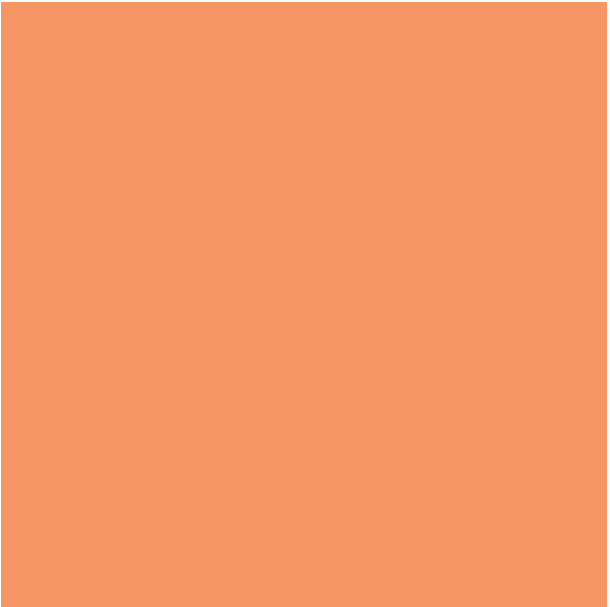
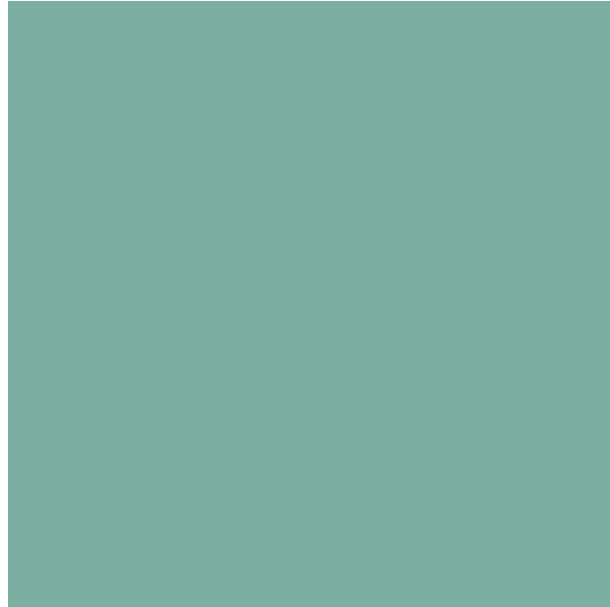
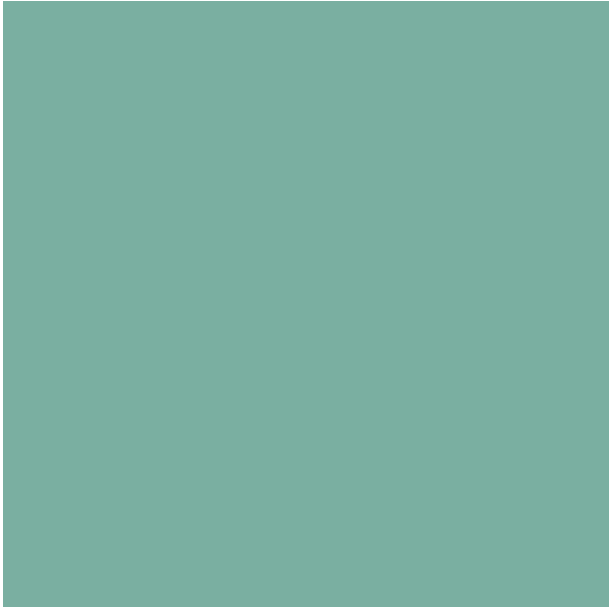
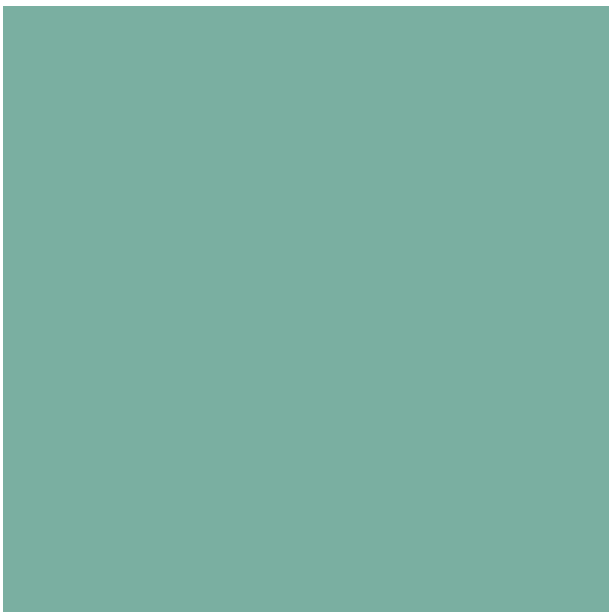


# IREME INVEST CIRCULAR ECONOMY PROGRAMME

DECEMBER 9TH, 2024  
KIGALI - RWANDA







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# PROGRAM OVERVIEW

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, a renowned international cooperation enterprise for sustainable development, has been actively involved in Rwanda for over three decades. In March 2022, the Rwandan-German Climate and Development Partnership was established, signifying a commitment to environmental collaboration. One of the initiatives within this partnership is the "Supporting Sustainable Waste and Circular Economy" (WCE) project, which aims to promote circular economy practices in Rwanda's waste sector. This includes facilitating access to finance for private companies operating in waste management and supporting organizations seeking to adopt circular practices to reduce waste significantly.

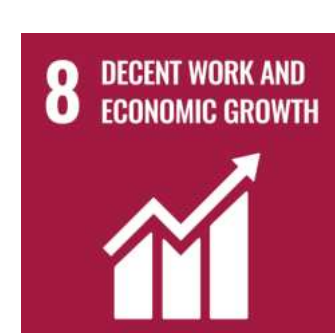
To advance Rwanda's climate and development goals while fostering green job creation through the private sector, the Government of Rwanda, through the Rwanda Green Fund and the Development Bank of Rwanda (BRD), launched Ireme Invest during COP27. Ireme Invest is an innovative investment facility that partners with Rwanda's private sector to accelerate the growth of green businesses and strengthen the country's climate resilience. The facility operates through two key components:

- **The Project Preparatory Facility** – Hosted by the Rwanda Green Fund, this component encompasses the Incubator and Accelerator Programmes, providing businesses with grants, recoverable grants, and equity to help them transition from the feasibility stage to bankability.
- **The Credit Facility** – Managed by BRD, this component offers credit guarantees and concessional loans to further scale businesses and ensure access to affordable finance.

Ireme Invest prioritises key sectors, including waste management and the circular economy, climate-smart agriculture, clean energy, smart mobility, and sustainable cities. Together, these efforts drive sustainable business growth, promote innovation, and position Rwanda as a leader in green economic development.

However, despite the current emphasis on sustainable agriculture, renewables, and e-mobility, companies in the waste sector and other sectors aspiring to adopt circular practices may still encounter challenges in accessing existing financial instruments. To address this, Rwanda Green Fund and GIZ WCE plan to establish a dedicated sub-track on demonstration projects within the IAP. This sub-track will focus on waste management and circular economy, aiming to enhance financial accessibility for companies operating in these sectors. The objective is to offer technical assistance and business development services to approximately thirty businesses and entrepreneurs. The support will involve providing training on implementing a systemic approach to their operations, integrating circularity into their business plans, and preparing them to receive grants for conducting demonstration projects in waste management and circularity.

Impact Hub Kigali (IHK) is a community-based innovation hub in Kigali, Rwanda, offering a unique ecosystem of resources, inspiration, and collaboration opportunities to grow positive impact. IHK has extensive experience in designing and implementing innovation support initiatives for entrepreneurs to come up with innovative ideas, prototype, test, launch, grow and scale their solutions. These initiatives take the form of innovation challenges, bootcamps, incubation and acceleration programs. As part of the acceleration programs, IHK provides tailored workshops and coaching support to the cohort of ventures aimed at supporting them to develop specific skills and knowledge required to successfully scale their businesses. Given IHK's experience in providing tailored technical support to entrepreneurs, startups and SMEs, IHK provided support to RGF and GIZ to provide technical and entrepreneurial support to businesses in the waste and circular economy sector within the framework of this project.







**Teddy Mugabo**  
Chief Executive Officer  
Rwanda Green Fund

# FOREWORD

Rwanda Green Fund

*Today, it is inspiring to see this vision becoming a reality. The Ireme Invest Circular Economy Programme holds a special place in our journey as it marked our first Call for Applications.*

As we celebrate two years since the launch of Ireme Invest at COP27 in Sharm El-Sheikh, Egypt, in partnership with the Development Bank of Rwanda (BRD), I am filled with pride at how far we have come. The concept of Ireme Invest had been in development for years before its official launch, with a clear vision: to establish a Green Investment Facility that supports sustainable businesses, accelerates their growth, and facilitates their transition towards a greener economy.

Today, it is inspiring to see this vision becoming a reality. The Ireme Invest Circular Economy Programme holds a special place in our journey as it marked our first Call for Applications. This pioneering effort not only set the stage for the programme's success but also served as a catalyst for subsequent initiatives, including two additional Calls for Applications in 2024.

Through the waste and circular programme, we have had the privilege of empowering seven innovative businesses that are transforming waste into valuable economic opportunities and driving sustainable growth across Rwanda. Starting with 253 promising applications, we selected 30 businesses to participate in an intensive four-month incubation programme, which included technical support and coaching.

Of these, seven outstanding ventures were awarded a combined RWF 350 million to scale their solutions. These businesses are tackling critical challenges within the circular economy—ranging from food waste reduction and bio-waste composting to recycling and repurposing discarded batteries—creating tangible impact while fostering innovation.

This success would not have been possible without the strong partnership between the Government of Rwanda through the Rwanda Green Fund and the German Cooperation through GIZ. By pooling resources and expertise, we have been able to champion impactful solutions, support small businesses, create green jobs, and strengthen Rwanda's circular economy model. Early-stage financing from the Rwanda Green Fund through Ireme Invest plays a critical role in de-risking these ventures, making them more appealing to larger investors with the capacity for significant investment.

I invite visionary investors to join us in building on this momentum. By investing in these groundbreaking enterprises, we can accelerate their impact, attract larger investments, and position Rwanda as a hub for green growth and sustainable development.

Together, we can amplify these successes and chart a path towards a greener, more sustainable future for all.



# FOREWORD

GIZ Rwanda

*We want to thank all partners involved, especially the Rwanda Green Fund, for its outstanding job in managing the Circular Economy Programme...*

The German Cooperation, through its GIZ Project on Waste & Circular Economy, aims to contribute to improving access to finance for companies working on and with circular economy and waste management. As such we were honored to be part of the first Ireme Invest Support Programme under the Project Preparation Facility and delighted that waste and circular economy have been included in the eligibility criteria of the wider finance facility.

After the initial call for ideas in late 2023, to which over 250 companies and entrepreneurs responded – a number we regard as a testimony to the potential of circular economy in Rwanda – thirty companies were selected to go through an intensive six-month coaching and technical support track.

Of this group, seven companies and entrepreneurs were selected for further acceleration throughout 2024. During this phase the businesses received further technical coaching, allowing them to successfully implement circular innovations into their production processes, or introducing new circular products altogether in Rwanda.

We want to thank all partners involved,, especially the Rwanda Green Fund for its outstanding job in managing the Circular Economy Programme and are confident that in the years to come, many companies in the circular sphere will continue to benefit from the Ireme Invest finance facility.



**Bernhard Hartleitner**

Commission Manager of the  
Sustainable Waste Management  
& Circular Economy in Rwanda  
project  
GIZ





## Alejandro Jimenez

Managing Director  
Impact Hub Kigali

# FOREWORD

Impact Hub Kigali

*We remain steadfast in supporting ventures that redefine how we produce, consume, and grow for a sustainable future.*

At Impact Hub Kigali, we are committed to advancing innovation and sustainability by empowering entrepreneurs to drive meaningful change. The Ireme Invest Circular Economy Program has been instrumental in equipping businesses with the tools to lead the transition toward a circular economy.

The program began with 30 businesses and entrepreneurs tackling challenges in waste management and circularity. Through targeted coaching and collaborative workshops, these businesses developed stronger models and strategies, while fostering a community of innovators aligned toward sustainable impact.

From this cohort, seven businesses were selected for an intensive acceleration phase. Over three months, they received funding and tailored technical support to refine their operations, scale their impact, and prepare for

growth. In the final month, we placed a strategic focus on investment readiness, ensuring the companies began compiling robust data rooms and preparing for engagement with external investors. This approach ensures they are well-positioned to secure funding and drive long-term sustainability in their operations.

The outcomes of this initiative demonstrate the potential of entrepreneurship to address critical challenges and create sustainable economic value. These businesses showcase the possibilities of a circular economy while setting a strong foundation for continued success.

As Impact Hub Kigali, we are grateful to all who contributed to this program's success, our partners, mentors, and the entrepreneurs themselves. We remain steadfast in supporting ventures that redefine how we produce, consume, and grow for a sustainable future.



# ACKNOWLEDGMENTS



The Rwanda Green Fund (FONERWA) is a pioneering investment fund supporting Rwanda's goal of becoming a carbon-neutral and climate-resilient economy. It finances the Green Growth and Climate Resilience Strategy, aligned with Rwanda's climate action plan and Vision 2050 goals for sustainability. The Fund's support has advanced sustainable transport, renewable energy, green urban development, and biodiversity conservation, creating green jobs, expanding access to clean energy, reducing emissions, and enhancing climate resilience to help communities adapt to climate change.



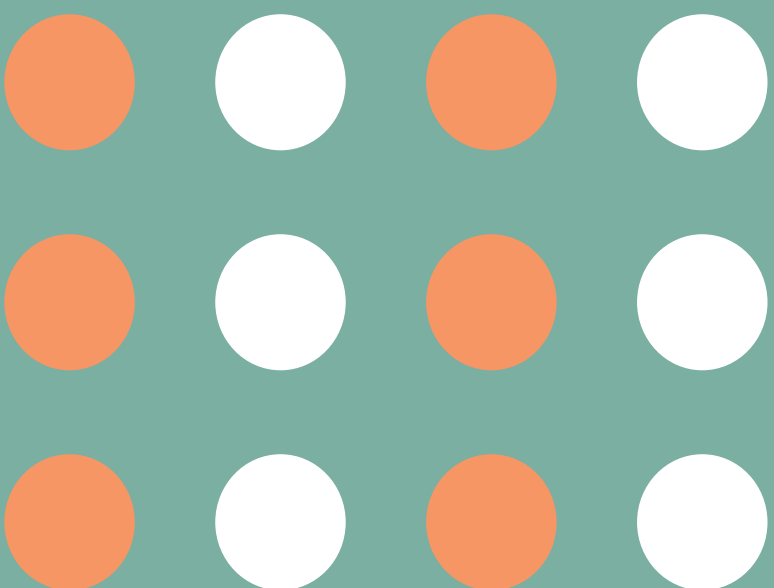
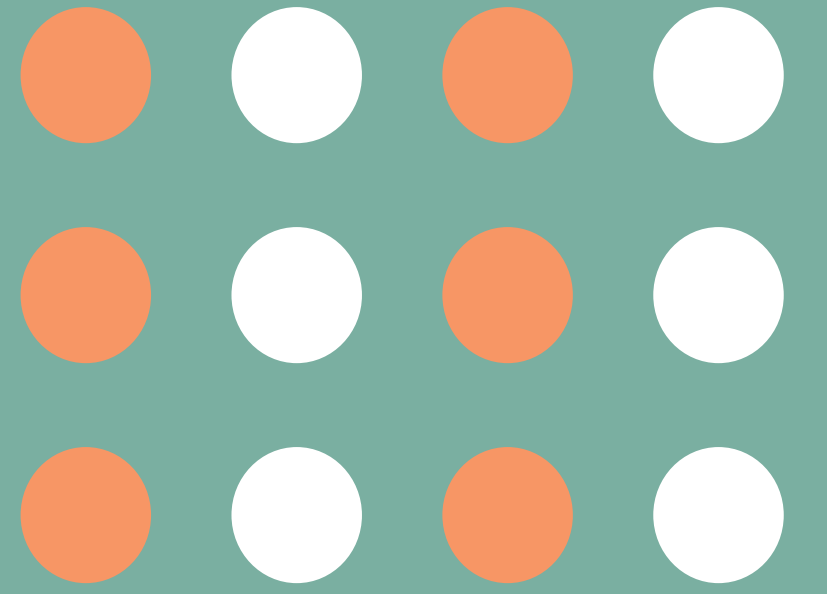
The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is a federally owned international cooperation enterprise for sustainable development with worldwide operations. The GIZ Office in Kigali covers GIZ's portfolio in Rwanda and Burundi. GIZ Rwanda/Burundi implements projects on behalf of the German Federal Ministry for Economic Cooperation and Development, the European Union and other commissioning authorities in the following priority areas: Sustainable Economic Development, Good Governance, Climate, Energy and Sustainable Urban Development, Digitalization and Digital Economy, Mineral Governance, Peace and Security in the Great Lakes Region



Impact Hub Kigali is a social enterprise dedicated to fostering entrepreneurship and innovation for social impact in Rwanda and East Africa. The organization offers a range of services, including incubation, acceleration programs, mentorship, and funding access, to support entrepreneurs in areas such as sustainable development, circular economy solutions, and food system innovations. Through community-building events and strategic initiatives, Impact Hub Kigali actively contributes to sustainable growth and helps address regional challenges.



# MEET THE 7 SELECTED VENTURES





## 1000 Hills Products Rwanda Ltd



**Location:** Ngoma District, Rwanda

**Contact:** Ivan Shema

**Email:** ivan.shema@1000hillsproducts.com

**Website:** 1000hillsproducts.com

### Company Overview and Market Position

1000 Hills Products Ltd. operates as Rwanda's first off-grid, eco-friendly organic pineapple processor. Founded by Ivan Shema in 2015, the company started with coffee exports under the "Muhabura" brand and evolved to address a local gap in value-added fruit products. By 2021, 1000 Hills launched the "Izuba" brand, focusing on high-quality dried pineapple exports powered entirely by renewable energy. Today, the company stands as a key player in sustainable agro-processing, committed to transforming Rwanda's agricultural value chain and capturing market share in Europe's organic dried fruit sector, which is estimated at a value of RWF 8 billion globally.

### Business Model and Revenue Streams

The company's revenue is generated through:



**Direct Exports:** Established markets in Europe, especially via its subsidiary in Poland, enabling seamless access to EU customers.



**Domestic Sales and Partnerships:** Partners with local cooperatives and retail outlets to expand reach within Rwanda.



**Sustainability Consulting Services:** Offers advisory on solar energy integration and zero-waste models to Rwandan agro-processors.

### Employment Statistics

1000 Hills Products Ltd. employs 97 individuals, including 7 full-time, 45 part-time, and 45 casual workers, with 32 female and 20 male team members.

### Impact and Social Responsibility

Aligned with Rwanda's Vision 2050 for sustainability, 1000 Hills sources pineapples from 600 smallholder farmers organized under KOABANAMU, a cooperative with over 80% women. The company's operations support community and economic development through employment, with 85% of the workforce being women aged 18-30. A dedicated Early Childhood Development (ECD) center on-site offers childcare for employees, further promoting gender inclusion and family support.

### Competitive Advantage

1000 Hills Products has developed a circular economy model where all aspects of the supply chain contribute to sustainability:



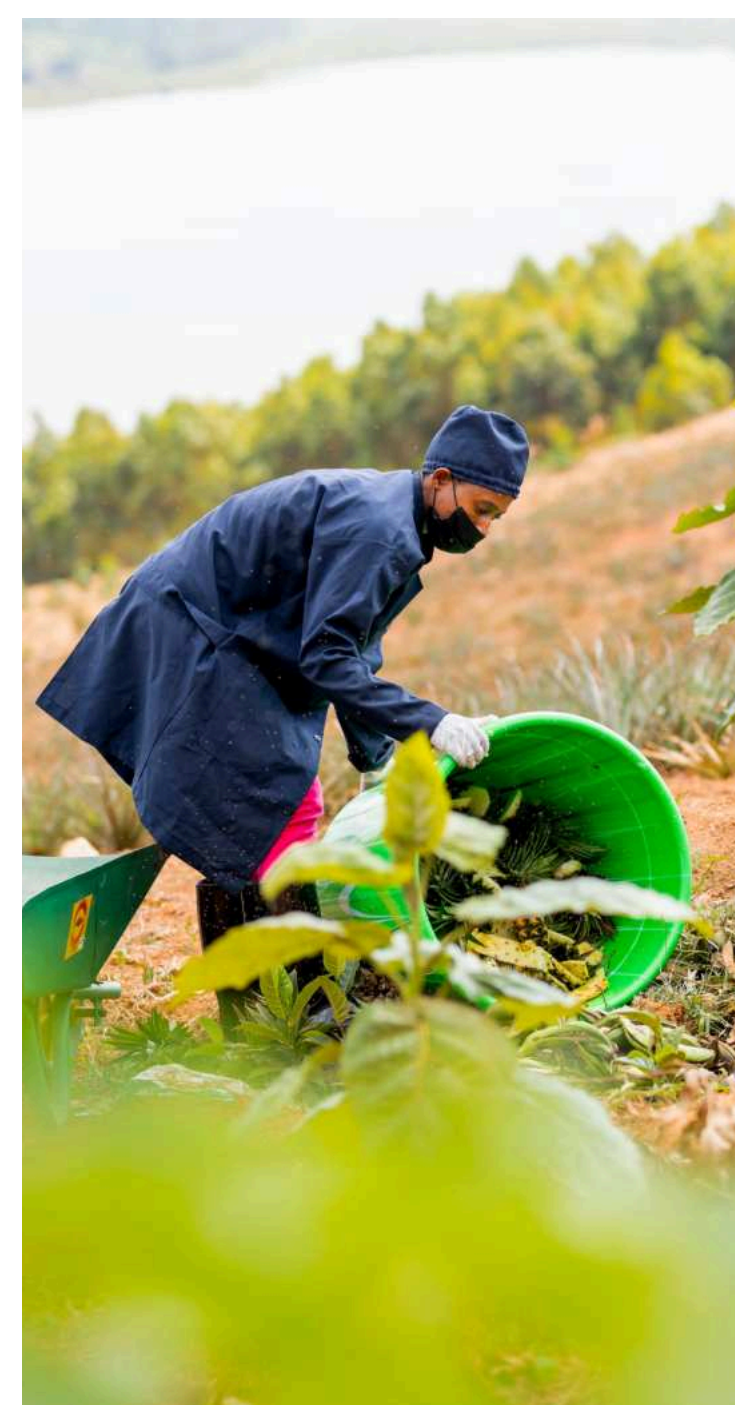
**Energy Efficiency:** 100% reliance on renewable energy (solar power and biogas from waste)



**Sustainable Sourcing and Certifications:** The company is progressing towards Global GAP, Fairtrade, and Organic certifications, adding value for ethically-minded consumers and premium markets.



**Integrated Infrastructure and Production:** The solar-paneled cold storage and on-site biogas facility ensure year-round production, reducing dependence on seasonal energy sources and lowering operational costs.





## Scaling Potential and Future Vision

1000 Hills aims to scale its operations by:

- **Expanding to New Markets:** In addition to the EU, the company is exploring entry into the North American market, leveraging its established fair-trade certifications to appeal to conscious consumers.
- **Product Line Diversification:** Plans to introduce new organic dried fruit varieties and eco-packaging innovations.
- **Investment in Eco-Packaging Solutions:** Researching fiber-based packaging from pineapple leaves and waste to eliminate plastic use.

## Acceleration Program Highlights

During the program, 1000 Hills Products achieved:

- Optimized renewable energy operations through solar pump systems and biogas integration.
- Enhanced brand visibility with European market strategies for the organic segment.
- Initiated partnerships with impact-driven investors and sustainability advocates, laying groundwork for expansion.

## Key Financial Indicators

Year	Annual Revenue (RWF)	Gross Margin	Net Profit Margin
2022	483,776,760	9.3%	6.8%
2023	865,305,510	0%	0%
2024	1,247,132,800	0%	0%

**Funding raised:** 123,000,000 RWF raised in grants and long-term loans.

## Funding Requirements and Use of Funds

### Disbursements

#### 1st Disbursement

**Allocation:** Infrastructure and Equipment for Biodigester Development

#### 2nd Disbursement

**Allocation:** Expert Support, Training, and Logistics

The company seeks investment to:

- **Increase Production Capacity:** Expand facility capacity to process additional pineapple varieties and manage higher volume exports.
- **Product Development and Market Expansion:** Funding will support certifications and product innovations, particularly in eco-friendly packaging.
- **Capacity Building for Staff and Farmers:** Investing in skills training on sustainable farming and processing techniques to improve quality and yield.

## Investor Proposition

1000 Hills Products offers investors a unique opportunity to engage with an impact-driven, sustainable business with proven market traction. As a key player in Rwanda’s agribusiness transformation, the company is well-positioned for growth in the global organic market, with clear pathways to scale production, increase export revenues, and deepen social impact.

### Quote from the Founder, Ivan Shema

“

Thanks to the program, we have enhanced brand visibility in the European organic market and forged impactful partnerships with investors and sustainability advocates—paving the way for expansion and lasting environmental impact.



## Aflimba

# AFLIMBA

**Location:** Gasabo District, Rwanda

**Contact:** Planté Josué Niyomugenga

**Email:** josh@aflimba.com

**Website:** aflimba.com

### Company Overview and Market Position

AFLIMBA is an eco-friendly social enterprise empowering rural artisans and addressing textile waste in Rwanda. Founded by Plante Josue in 2018, the initiative began as a creative hub for young girls and single mothers, providing sustainable employment through sewing. By 2022, AFLIMBA expanded its mission to tackle the environmental impact of textile waste, focusing on discarded denim. Through its KINTSUGI LIMBAG collection, AFLIMBA repurposes old jeans into high-quality handcrafted bags, blending sustainability with innovative design. Today, AFLIMBA is a pioneer in Rwanda's circular economy, transforming waste into opportunity while uplifting underserved communities.

### Business Model and Revenue Streams

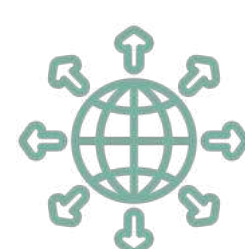
The company's revenue is generated through:



**Handcrafted Bags Sales:** Sales of eco-friendly, high-quality bags made from repurposed denim and other textiles.



**Corporate Orders:** Bulk custom orders for organizations like UNICEF and Google, including event backpacks.



**International Market Expansion:** Sales through resellers in international markets, aiming to reach 10 countries

### Employment Statistics

Aflimba employs 23 individuals, including 13 full-time, 3 part-time, and 7 casual workers, with 9 female and 4 male team members.

### Impact and Social Responsibility

AFLIMBA prioritizes both social and environmental progress by creating opportunities for women in underserved areas. Through its training programs, the initiative has enabled over 100 women, including school dropouts and single mothers, to build careers in sewing and design. Its commitment to sustainability is evident in its efforts to upcycle textile waste, reducing environmental harm while introducing innovative products to the market. By integrating community development with eco-conscious practices, AFLIMBA fosters resilience and growth in rural regions while contributing to broader global sustainability goals.

### Competitive Advantage

Aflimba has developed a circular economy model where all aspects of the supply chain contribute to sustainability:



**Upcycled Product Innovation:** Transforms discarded denim into eco-friendly, unique products like handcrafted bags, reducing waste and meeting consumer demand.



**Local Artisanal Empowerment:** Trains and employs women from marginalized backgrounds, fostering financial independence and skills development in rural communities.



**Circular Design:** Upcycles textiles to reduce landfill waste and environmental pollution, creating high-quality, handcrafted goods.



## Scaling Potential and Future Vision

AFLIMBA’s scaling potential and vision focus on expanding its impact locally and globally:

- **Production Capacity:** Acquiring advanced machinery to triple productivity, process more textile waste, and meet growing demand.
- **Global Reach:** Expanding into 10 countries in the next five years to increase revenue and raise awareness of its sustainable practices.
- **Entrepreneurial Ecosystem:** Supporting the creation of 100 fashion businesses through training programs, empowering women, and fostering local economic growth.

## Acceleration Program Highlights

During the program, Aflimba achieved:

- **Empowering Marginalized Women:** Aflimba has provided opportunities to over 100 marginalized women, fostering economic empowerment and social inclusion.
- **Sustainable Waste Management:** Successfully repurposed 2.5 tonnes of textile waste, contributing to environmental conservation and promoting a circular economy.

## Key Financial Indicators

Year	Annual Revenue (RWF)	Gross Margin	Net Profit Margin
2022	37,146,492	54.4%	17%
2023	43,025,685	54.8%	2.5%
2024	98,400,000	36.6%	28.9%

**Funding raised:** 24,838,619 RWF in grants

## Funding Requirements and Use of Funds

### Disbursements

#### 1st Disbursement

Allocation: Machinery and Equipment for Production Expansion

#### 2nd Disbursement

Allocation: Raw Material Sourcing

The company seeks investment for:

- **Growth Goals:** Plans to upcycle 100 tonnes of textile waste and create 50 jobs over the next five years, driving local economic development.
- **Market Expansion:** Aims to extend its market reach to 10 countries, showcasing its commitment to scaling impact and driving global sustainability.
- **Immediate Objective:** With funding support, targets recycling 10 tonnes of textile waste in the short term, accelerating progress toward long-term goals

## Investor Proposition

By repurposing 2.5 tonnes of textile waste and empowering over 100 marginalized women, Aflimba has demonstrated a scalable model for environmental and economic progress. This investment will support environmental sustainability, economic empowerment, and a scalable business model aligned with global circular economy trends, offering both financial returns and meaningful social impact.

### Quote from the Founder, Planté Josué Niyomugenga

“

With the program’s support, AFLIMBA has empowered over 100 rural women artisans, repurposed more than 3 tonnes of textile waste into eco-friendly bags, and created 13 full-time jobs





## Kimonyi Women Development Group



**Location:** Musanze District, Rwanda

**Contact:** Jeanne D'arc Mukantabashwa

**Email:** kwdg2020@gmail.com

### Company Overview and Market Position

Kimonyi Women Development Group, established in 2020, is a women-led cooperative in Musanze, Rwanda, uniting 276 members to produce vegetables, fruits, and potato seedlings. To address fertilizer needs, the group launched a composting initiative, collecting organic waste from households, schools, and markets. This reduces waste and generates compost for farming and sale. Leveraging local partnerships and a strategic location with minimal regulation, the group demonstrates investment potential. Despite challenges like hand-sorting waste and an uncovered composting site, their approach exemplifies sustainable agriculture and women's empowerment in Rwanda.

### Business Model and Revenue Streams

The company's revenue is generated through:



**Compost Sales:** Selling compost at 40 RWF/kg to local farmers, especially potato farmers in the Volcanoes region.



**Waste Collection:** Charging households 2,000 RWF/month and larger waste producers, like markets and pig farms, 10,000 RWF/month.



**Recycled Waste Sales:** Selling non-biodegradable waste to recycling companies.

### Employment Statistics

KWDG employs 22 individuals, including 6 full-time, 2 part-time, and 14 casual workers, with 16 female and 6 male team members.

### Impact and Social Responsibility

Kimonyi Women Development Group drives environmental sustainability by reducing landfill waste and greenhouse gas emissions through composting 240 tons of bio-waste daily. Economically, the initiative improves soil fertility and crop yields with affordable compost, providing a sustainable income source for the cooperative and its members. Socially, it empowers women and youth by creating jobs in waste management and compost production while fostering community awareness and engagement in sustainable waste practices.

### Competitive Advantage

Kimonyi Women Development Group stands out by embedding innovative and sustainable solutions into their operations:



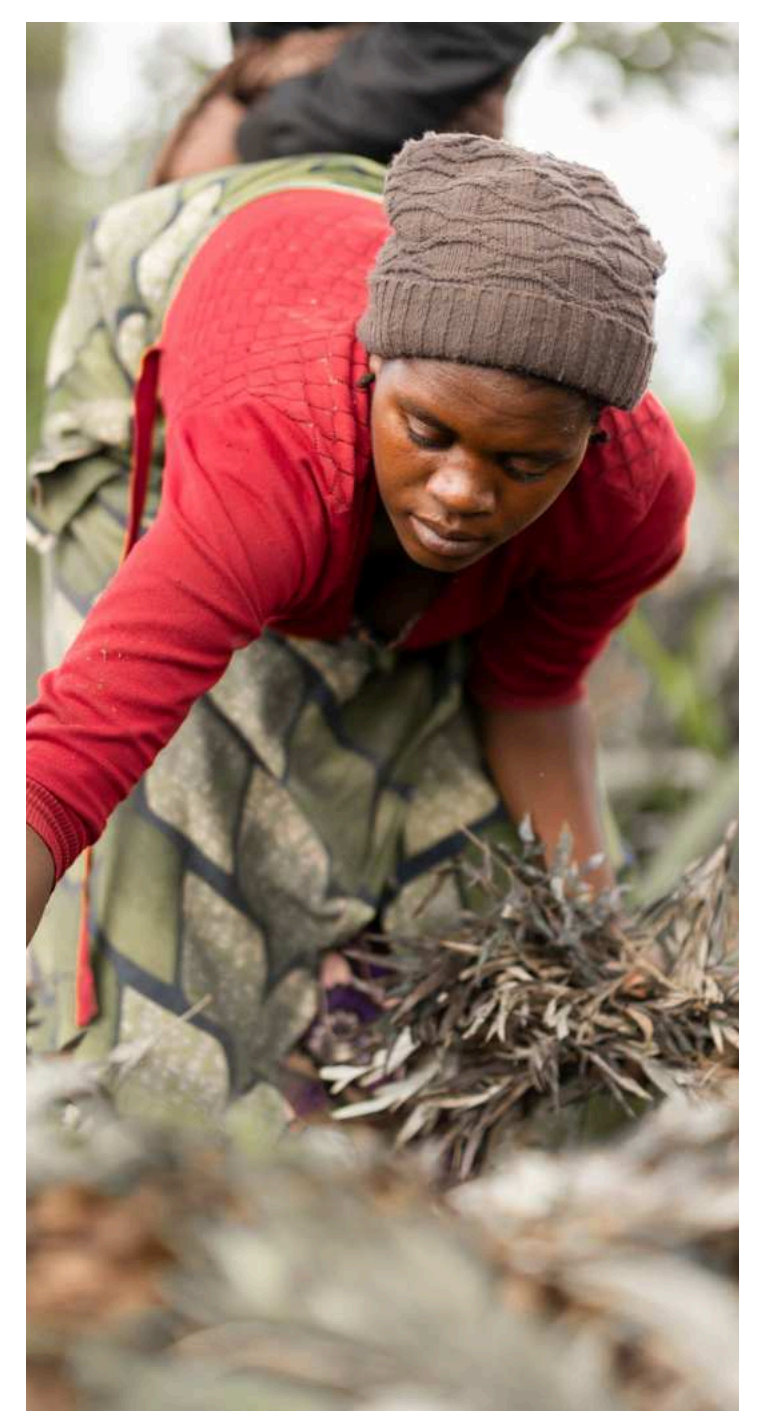
**Localized Waste Collection:** Strategically based in Musanze, they capitalize on less-regulated waste management systems to implement organized bio-waste collection and segregation.



**High-Quality Composting:** Utilizing windrow composting technology, they transform bio-waste into premium compost, ensuring efficiency and environmental benefits.



**Strong Stakeholder Collaboration:** Established relationships with local stakeholders, including those already testing their products, validate their credibility and market potential.





## Scaling Potential and Future Vision

Kimonyi Women Development Group aims to scale its operations by:

- **Expanding Facilities & Production:** Establishing three composting sites with a capacity to treat 86,400 tons of bio-waste annually, scaling up to produce 40 tons of compost daily.
- **Partnerships & Payment Models:** Collaborating with fertilizer companies for distribution and implementing the EASY-Pay model to improve access for smallholder farmers.
- **Future Diversification:** Exploring biogas production and expanding composting facilities to increase capacity.

## Acceleration Program Highlights

During the program, KWDG achieved:

- **Pollution reduction & Soil Health:** Processes 240 tons of bio-waste daily, producing 40 tons of compost to improve soil fertility.
- **Job Creation & Community Impact:** Generates employment and fosters local economic growth through sustainable practices.
- **Sustainability & Infrastructure:** Focuses on efficient waste management, infrastructure development, and circular economy principles.

## Key Financial Indicators

Year	Annual Revenue (RWF)	Gross Margin	Net Profit Margin
2022	8,500,000	24.8%	20%
2023	9,600,000	59%	54%
2024	21,400,000	74%	72%

**Funding raised:** 62,358,020 RWF in grants

## Funding Requirements and Use of Funds

### Disbursements

#### 1st Disbursement

Allocation: Infrastructure and Equipment for Waste Management

#### 2nd Disbursement

Allocation: Training, Licensing, and Compliance

The company seeks investment for:

- **Production & Equipment Expansion:** Increase composting capacity and acquire key tools and machinery to enhance waste processing and compost production.
- **Marketing & Customer Acquisition:** Invest in promotional materials and advertising through multiple channels to raise awareness and attract customers.
- **Training & Capacity Building:** Provide training for eco-clubs and women waste pickers on sustainable waste management and entrepreneurial skills.

## Investor Proposition

Kimonyi Women Development Group (KWDG) offers investors a women-led business focused on sustainable waste management and compost production in Rwanda’s Volcanoes region. The company tackles local waste challenges and meets the growing demand for high-quality compost in agriculture, offering steady revenue growth, job creation, and environmental benefits.

### Quote from the Founder, Jeanne D’arc Mukantabashwa

“

The Ireme Invest CE Programme allowed us to develop innovative and successful business for maximizing bio-waste recovery to produce high-quality compost needed by farmers for soil improvement.





## Laminar Technologies



**Location:** Gasabo District, Rwanda

**Contact:** Icar Tebuka

**Email:** icaretebukal@gmail.com

**Website:** www.laminarr.com

### Company Overview and Market Position

Laminar Technologies Ltd is a Rwandan company specializing in sustainable waste management, converting biomass from tropical fruits like bananas into valuable byproducts such as organic fertilizers, and packaging materials. Focused on environmental impact and community support, it plays a key role in the circular economy and aligns with the United Nations Sustainable Development Goals (SDGs).

### Business Model and Revenue Streams

Laminar Technologies operates a circular economy model, transforming agricultural waste into products with minimal environmental impact. Its revenue streams include:



**Product Sales:** Selling byproducts from biomass, such as organic fertilizers, bioenergy, or packaging materials.



**Waste Collection Services:** Charging fees for managing and processing agricultural waste.



**Partnerships & Licensing:** Collaborating with agricultural producers and licensing waste transformation technology.



**Consultancy & Training:** Offering expertise in sustainable waste management and capacity building.

### Employment Statistics

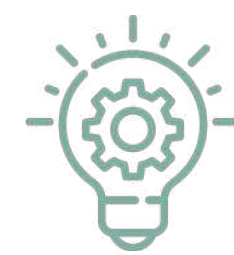
The company employs 9 individuals, including 5 full-time and 4 casual workers, with 3 female and 6 male team members.

### Impact and Social Responsibility

Laminar Technologies Ltd's solution creates significant environmental and social impact by converting tropical fruit biomass waste, like banana peels, into valuable byproducts. This reduces methane emissions and supports sustainable agriculture through organic fertilizers that improve soil health. The initiative generates local jobs, empowering rural communities, while aligning with global sustainability goals such as climate action and responsible production. By turning waste into resources, the company promotes environmental conservation and strengthens community resilience, demonstrating its dedication to a greener, equitable future.

### Competitive Advantage

Laminar Technologies sets itself apart with:



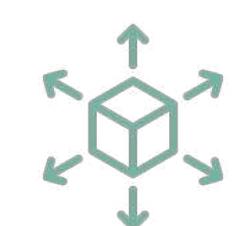
**Innovative Processes:** Utilizing cutting-edge technologies to convert biomass waste into high-value products.



**Sustainability Focus:** Offering eco-friendly alternatives to traditional waste management methods.



**Community-Centered Approach:** Prioritizing local impact and partnerships to empower rural communities.



**Scalability:** Adaptable technology that can be expanded across various agricultural waste streams and regions.





## Scaling Potential and Future Vision

Laminar Technologies envisions scaling its operations to cover a broader range of agricultural waste types and geographic areas. The company aims to invest in research and development to enhance its technology and diversify its product offerings. By forging strategic partnerships with government agencies, international organizations, and private enterprises, Laminar Technologies seeks to expand its reach across Africa and contribute significantly to global sustainability efforts.

## Acceleration Program Highlights

During the program, Laminar achieved:

- **Enhanced Production Efficiency:** Procuring advanced machinery to streamline operations and meet growing demand.
- **Scalability:** Building capacity to handle higher production volumes and expand market reach.
- **Stakeholder Engagement:** Strengthening partnerships and collaboration through effective stakeholder management.
- **Impact Strategies & Investment Readiness:** Developing strategies to measure social and environmental impact and preparing for investment opportunities to strengthen financial positioning..

## Key Financial Indicators

Year	Annual Revenue (RWF)	Gross Margin	Net Profit Margin
2022	0	0	0
2023	11,000,000	40%	30%
2024	54,560,000	43%	35%

**Funding raised:** 54,000,000 RWF in grants

## Funding Requirements and Use of Funds

### Disbursements

#### 1st Disbursement

Allocation: Pilot Phase Implementation

#### 2nd Disbursement

Allocation: Procurement of Machinery and Tools

#### 3rd Disbursement – RWFRWF 17,010,667

Allocation: Construction of Extraction Facilities

Laminar seeks investment to:

- **Expand Fiber Extraction Capacity:** Set up three mobile facilities to process banana, plantain, and pineapple biomass.
- **Purchase Equipment:** Acquire machinery like metal fabrication tools and fiber extraction equipment to improve efficiency.
- **Support Operational Growth:** Fund operational costs, including staff salaries, transportation, utilities, and marketing for smooth operations and scaling.

## Investor Proposition

Laminar Technologies offers investors the chance to support a scalable, eco-friendly business in agriculture and waste management. Its decentralized fiber extraction model reduces logistics costs, minimizes emissions, and creates local jobs. This positions Laminar for long-term profitability and expansion in sustainable products like fiber, organic fertilizers, and packaging.

### Quote from the Founder, Icar Tebuka

“

We joined the program at the ideation stage and today, we are proud to have a product, a team, partners, customers, and a factory in the making to expand our operations—all thanks to the program.





## Oak Investment Ltd



**Location:** Gasabo District, Rwanda

**Contact:** Christian Shema Musoni

**Email:** oakinvestmentsltdrw@gmail.com

**Website:** www.oakinvestmentsltd.rw

### Company Overview and Market Position

Oak Investment Ltd revolutionizes sustainable fuel production in Rwanda, specializing in carbonized briquettes as an eco-friendly alternative to charcoal and firewood. As a leader in renewable energy, the company addresses energy needs while reducing deforestation and waste. Its commitment to sustainability and community development positions it at the forefront of the green energy movement in the region.

### Business Model and Revenue Streams

The company's revenue is generated through:



**Direct Sales:** Selling briquettes to households, businesses, and institutions for eco-friendly fuel.



**Wholesale Distribution:** Partnering with distributors and retailers to expand market reach.



**Waste Management Services:** Providing waste collection and processing solutions for briquette production.



**Partnerships and Grants:** Collaborating with government and environmental organizations for funding and growth.

### Employment Statistics

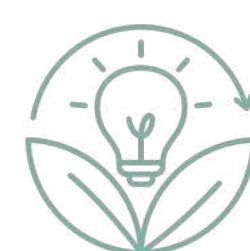
The company employs a total of 45 individuals, including 15 full-time employees, 30 casual workers, with 3 females and 6 males in full-time positions.

### Impact and Social Responsibility

Oak Investment Ltd's project aims to divert 80 tons of waste weekly, significantly reducing landfill contributions and methane emissions. By enhancing production capabilities, the company supports local economic development through job creation, empowering communities and promoting sustainable livelihoods. Moreover, its carbonized briquettes provide a cleaner-burning fuel source, improving air quality and reducing health risks associated with traditional biomass use. The project exemplifies a commitment to environmental conservation and socio-economic empowerment.

### Competitive Advantage

Oak Investment Ltd stands out in the market due to:



**Sustainable Innovation:** Using cutting-edge technology to convert waste into eco-friendly fuel.



**Cost-Effective Solutions:** Offering an affordable alternative to traditional charcoal with superior performance.



**Local Impact:** Creating jobs and fostering community resilience through waste-to-energy initiatives.



**Vital Partnerships:** Collaborating with stakeholders to enhance impact and scalability.





### Scaling Potential and Future Vision

Oak Investment Ltd envisions expanding its production capacity to meet growing demand for sustainable fuel across Rwanda and neighboring countries. The company plans to invest in advanced machinery, optimize waste collection systems, and broaden its market presence through education and awareness campaigns. By scaling its operations, Oak Investment Ltd aims to become a regional leader in renewable energy solutions, driving a circular economy and contributing to global sustainability goals.

### Acceleration Program Highlights

During the program, Oak Investments achieved:

- **Enhanced Production Efficiency:** Procuring advanced machinery to streamline operations and meet growing demand.
- **Scalability:** Building capacity to handle higher production volumes and expand market reach.
- **Stakeholder Engagement:** Strengthening partnerships and collaboration through effective stakeholder management.
- **Impact Strategies & Investment Readiness:** Developing strategies to measure social and environmental impact and preparing for investment opportunities to strengthen financial positioning.

### Key Financial Indicators

Year	Annual Revenue (RWF)	Gross Margin	Net Profit Margin
2022	228,423,950	64.6%	21.1%
2023	391,360,960	68.9%	26.1%
2024	450,065,104	68.9%	26.1%

**Funding raised:** 81,000,000 RWF in grants.

### Funding Requirements and Use of Funds

#### Disbursements

##### 1st Disbursement

Allocation: Procurement and Initial Facility Setup

##### 2nd Disbursement

Allocation: Facility Completion and Training

Oak seeks investment Ltd seeks investment for:

- **Production Enhancements:** Acquire carbonized briquette machinery to increase volume and efficiency.
- **Facility Expansion:** Establish modern production facilities for improved operations.
- **Marketing & Distribution:** Execute marketing strategies to effectively target residential, commercial, and regional markets.
- **Sustainability Initiatives:** Invest in sustainable production practices, including waste reduction and resource efficiency.

### Investor Proposition

This investment offers an opportunity to support a scalable, sustainable business poised for growth in the green energy sector. The funding will enable market expansion across East Africa, job creation, and product innovation, positioning the company as a leader in sustainability. Strategic partnerships, along with a strong focus on social inclusion, particularly for women and youth, will drive both economic and community development, making this a high-impact investment with significant long-term potential.

### Quote from the Founder, Christian Shema Musoni

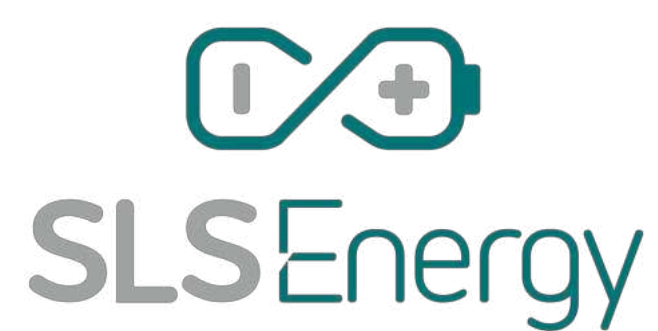
“

Through the program's support, we are bringing our vision to life—transforming waste into clean energy to provide every household in Rwanda with eco-friendly fuels and cooking solutions.





## SLS Energy



**Location:** Gasabo District, Rwanda

**Contact:** Léandre Berwa

**Email:** leandre@slsenergy.io

**Website:** www.slsenergy.io

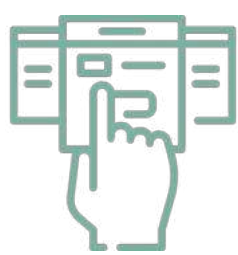
### Company Overview and Market Position

SLS Energy, established in 2021 and headquartered in Kigali, Rwanda, is an innovative energy storage company specializing in repurposing retired electric vehicle (EV) batteries and electronic waste to create sustainable energy solutions. Their primary focus is on providing battery-as-a-service (BaaS) offerings, particularly for power backup in telecommunication towers, thereby enhancing power supply reliability and addressing battery waste issues.

### Business Model and Revenue Streams



**Operates on a BaaS (Battery-as-a-Service) model:** Supply repurposed batteries for power backup without requiring clients to make upfront investments.



**Subscription model:** Pay a fixed monthly fee or an agreed-upon rate per kilowatt-hour consumed



**Real-time and remote power monitoring services:** Enable clients to proactively manage their energy consumption and optimize operations

### Employment Statistics

The company employs a total of 12 individuals, including 7 full-time employees (1 female, 6 male) and 5 casual workers.

### Impact and Social Responsibility

By deploying 1,683 kWh of energy storage units by September 2025, the company will significantly reduce CO2 emissions by 1,484 metric tons, contributing to global environmental conservation goals. Additionally, its focus on addressing the battery waste problem through recycling initiatives underscores its commitment to sustainable practices. SLS also invests in community education programs to raise awareness about renewable energy and sustainable living.

### Competitive Advantage

SLS Energy Rwanda distinguishes itself through:



**Localized Solutions:** Tailoring energy storage solutions to meet the specific needs of Rwanda's energy market.



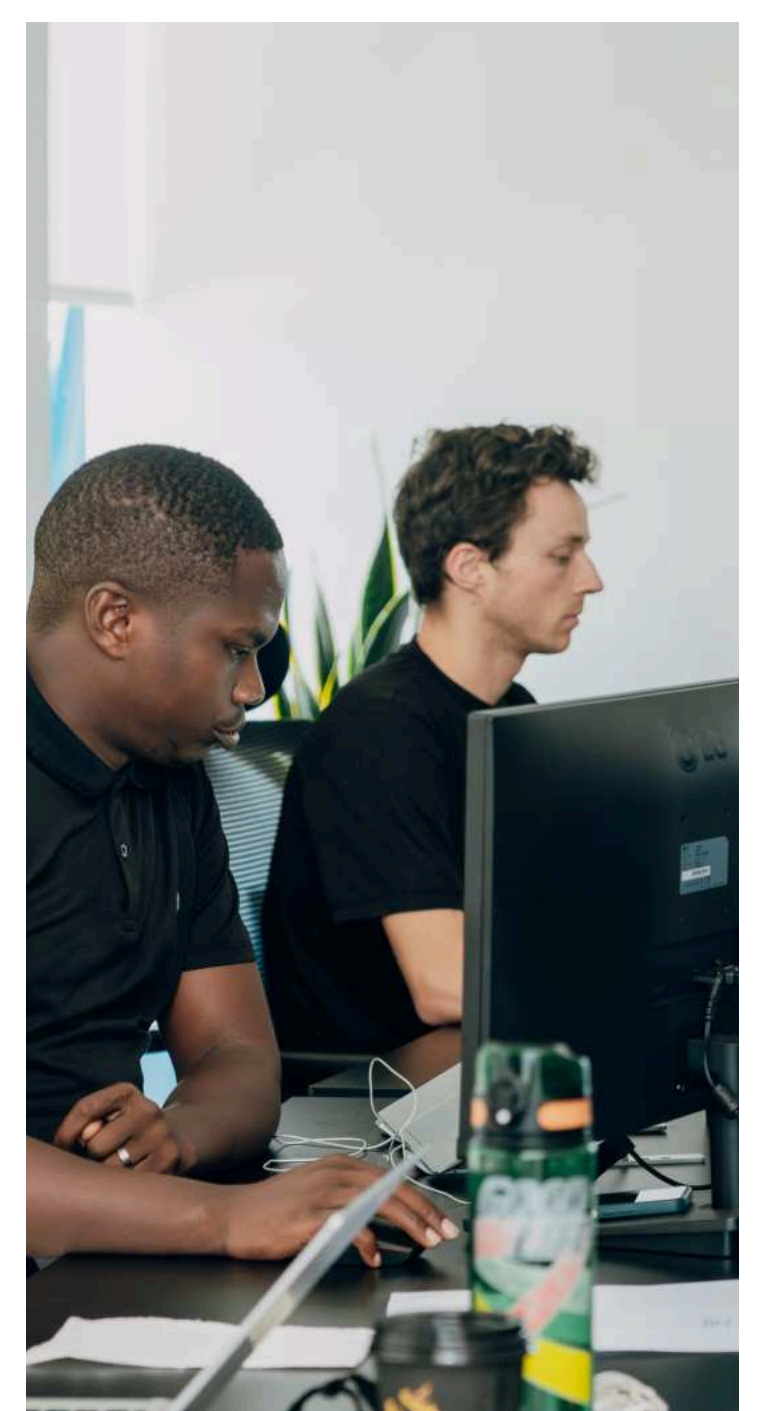
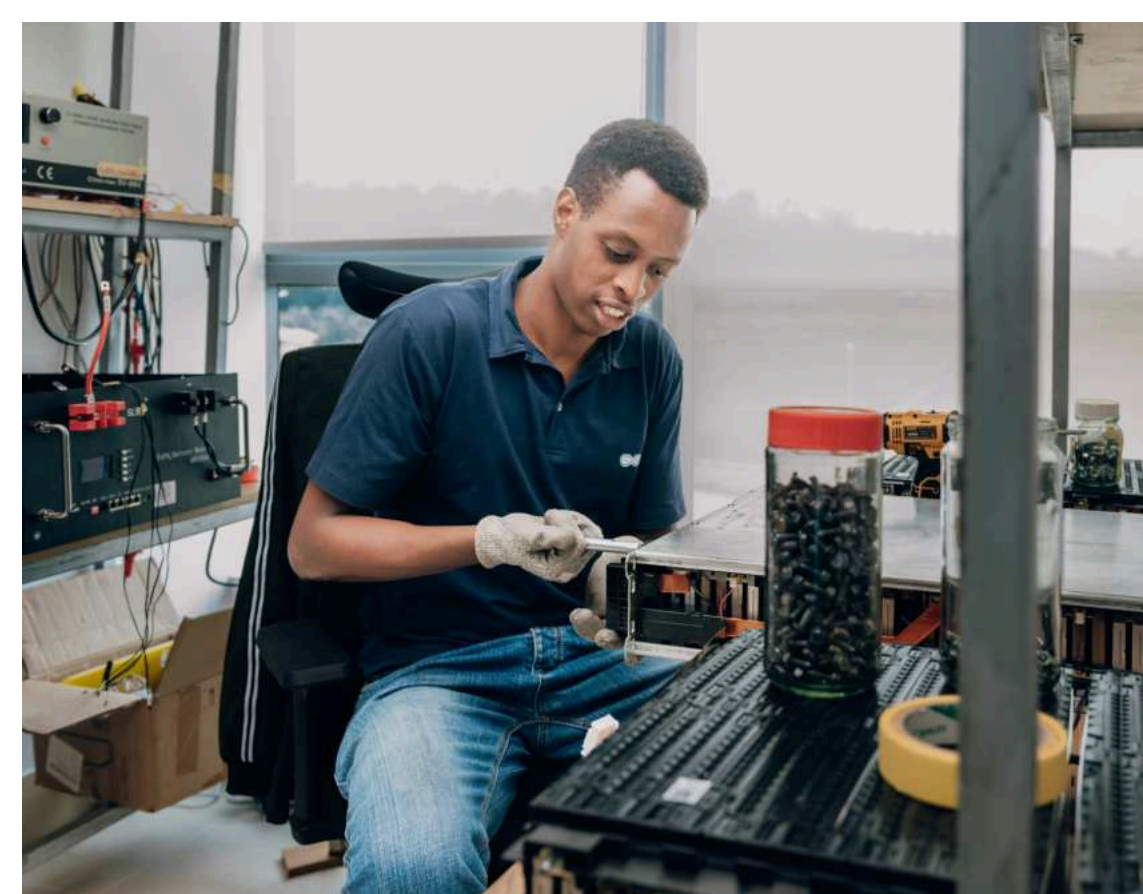
**Sustainability Leadership:** A focus on battery recycling and waste reduction in alignment with national and global sustainability goals.



**Strategic Partnerships:** Collaborating with local and international stakeholders to drive impact and innovation.



**Affordability:** Ensuring solutions are cost-effective for a wide range of customers, from rural households to urban businesses.





## Scaling Potential and Future Vision

SLS Energy aims to become a renewable energy leader in East Africa by 2030 by:

- **Expanding Recycling Facilities:** Scaling operations to manage battery waste sustainably.
- **Increasing Production:** Enhancing energy storage output to meet growing regional demand.
- **Fostering Innovative Partnerships:** Building strategic collaborations to drive innovation and amplify impact.
- **Entering New Markets:** Expanding into Nigeria and Tanzania to strengthen its regional presence.

## Acceleration Program Highlights

During the program, SLS Energy achieved:

- **Battery Performance Risk Management:** Received support in managing risks related to battery performance, ensuring product reliability and safety.
- **Supply Chain & Market Expansion:** Received assistance in mastering supply chain logistics and navigating cross-border markets for wider impact and scalability.
- **Investment Readiness:** Provided with high-level 1:1 support in investment readiness, focusing on critical documentation, including valuation, with ongoing guidance for fundraising success.
- **Addressing Battery Waste:** Focuses on solving the battery waste issue by repurposing retired electric vehicle and electronic waste batteries, contributing to environmental conservation.

## Key Financial Indicators

Year	Annual Revenue (RWF)	Gross Margin	Net Profit Margin
2022	27,632,991	0%	0%
2023	59,178,937	31.7%	23.2%
2024	118,051,989	61%	41.6%

**Funding raised:** 530,057,349 RWF

## Funding Requirements and Use of Funds

### Disbursements

#### 1st Disbursement

Allocation: Procurement of Materials and Equipment

#### 2nd Disbursement

Allocation: Logistics and Technical Implementation

SLS Energy seeks investment to:

- **Purchase of essential technology and tools:** Battery testers, impedance meters, and shipping costs.
- **Support the expansion of operations:** The manufacturing of battery pack cases and purchase of electronic components.
- **Cover costs associated with monitoring platforms:** Maintenance, marketing, transportation and logistics.
- **Support the expansion of the production team:** Hire electronic technicians to maintain high standards and meet growing demand.

## Investor Proposition

SLS Energy Storage Solutions offers a compelling investment opportunity in the rapidly growing energy storage market, valued at USD 210.47 billion in 2023. With funding, SLS will scale its operations, expand into new African markets, and increase production capacity, creating jobs and driving economic growth. This investment offers high return potential by capitalizing on the demand for sustainable energy storage, positioning SLS as a market leader in the circular economy.

## Quote from the Founder, Leandre Berwa

“

This funding enables us to deploy 1,683 kWh of storage, scale production with advanced technology, and reduce battery waste and fossil fuel dependence.





## Toddle Care Ltd



**Location:** Gasabo District, Rwanda

**Contact:** Ritah Uwera

**Email:** ritah@toddlecare.com

**Website:** www.toddlecare.com

### Company Overview and Market Position

Toddle Care Ltd is revolutionizing education and sustainability in Rwanda by integrating circular economy principles. The company transforms wood waste into valuable learning materials, positioning itself as a leader in eco-friendly educational solutions. Its commitment to repurposing waste aligns with Rwanda's green growth agenda, making it a trusted partner for schools and community initiatives nationwide.

### Business Model and Revenue Streams

Toddle Care's revenue streams include:



**Product Sales:** Direct sales of educational tools to schools and NGOs.



**Partnerships:** Collaborations with educational institutions and government programs.



**Corporate Sponsorships:** Partnerships with organizations looking to invest in CSR initiatives.



**Recycling Services:** Generating revenue by offering waste collection and processing services to businesses.

### Employment Statistics

Toddle Care employs a total of 17 individuals, including 14 full-time employees (6 female, 8 male) and 3 casual workers.

### Impact and Social Responsibility

Toddle Care Ltd. is redefining education's role in sustainability. In 2024, it repurposed 435kg of wood waste, scaling to 10,875 kg in 2025, benefiting over 2.8 million children across 2,950 schools. Beyond waste reduction, the company educates communities on conservation and fosters a culture of sustainability in Rwanda's youth. It also creates jobs by training and employing local artisans, empowering marginalized communities through waste re-purposing and product creation.

### Competitive Advantage

Toddle Care's unique approach positions it as a pioneer in the market. Key competitive advantages include:



**Sustainability Focus:** Unlike traditional educational suppliers, Toddle Care embeds sustainability into its operations.



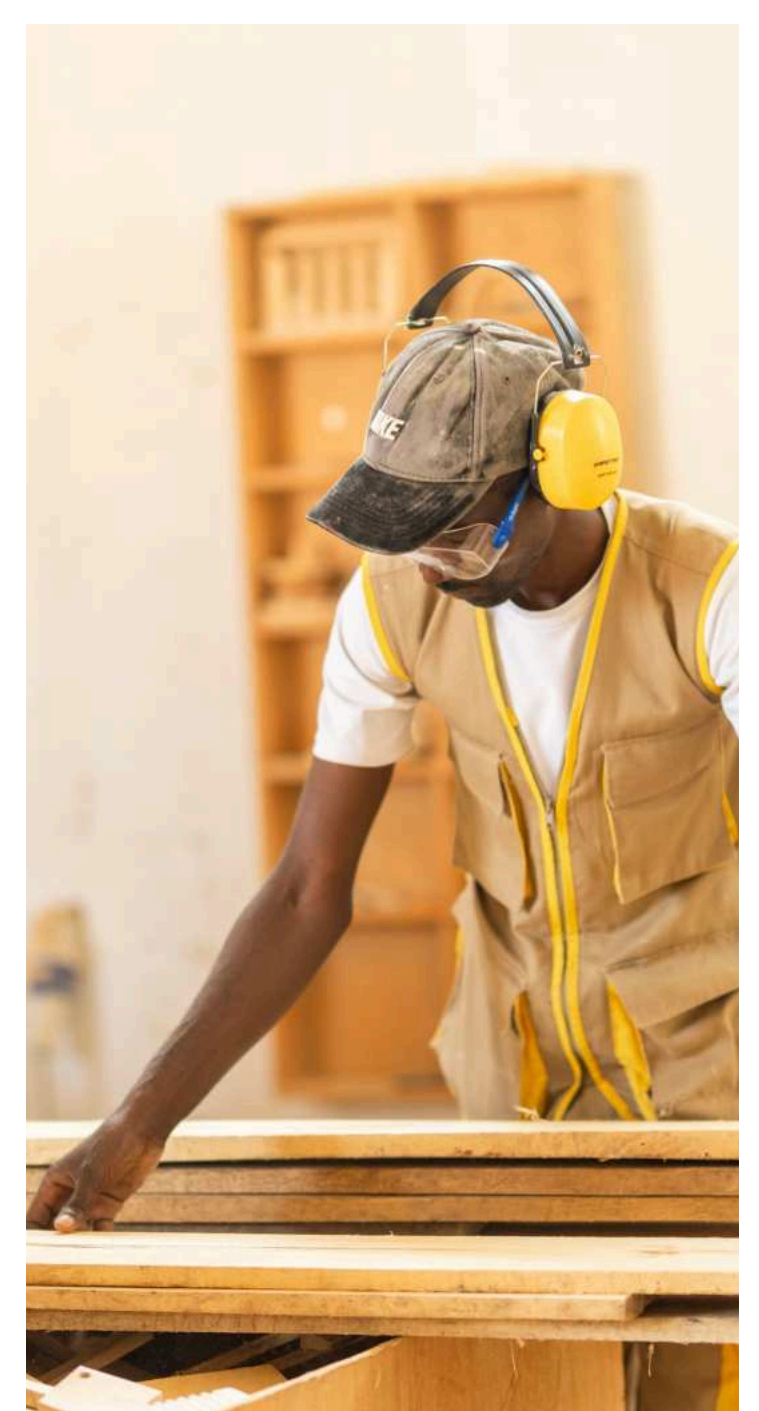
**Cost-Effectiveness:** Repurposed materials make educational tools more affordable.



**Community Engagement:** Strong grassroots connections give Toddle Care an edge in understanding local needs.



**Partnerships and Credibility:** Collaborations with schools, NGOs, and the government enhance trust and scalability.





### Scaling Potential and Future Vision

The company envisions scaling its operations to cover all regions of Rwanda and beyond, with plans to:

- **Expand Material Repurposing:** Explore additional waste streams, such as plastics, for repurposing.
- **Diversify Products:** Develop a broader range of educational tools tailored to different age groups.
- **Regional Expansion:** Establish hubs in neighboring countries to replicate its model.
- **Technological Integration:** Incorporate digital solutions to enhance education delivery.

### Acceleration Program Highlights

During the program, Toddle Care achieved:

- **Partnership Growth:** Actively engaged in partnership development to expand the initiative’s impact and scale.
- **Investment Readiness Support:** Received 1:1 technical assistance to enhance investment readiness, including tailored support for creating a data room and optimizing website content for venture capital requirements.
- **Circular Economy in Education:** Toddle Care’s initiative repurposes 435 kg of wood waste in 2024 and 10,875 kg in 2025, providing sustainable materials for over 2,950 schools and impacting 2.8 million children.
- **Sustainability Focus:** Promotes a circular economy by transforming waste into valuable educational resources, fostering long-term environmental sustainability and a greener future for Rwanda’s youth.

### Key Financial Indicators

Year	Annual Revenue (RWF)	Gross Margin	Net Profit Margin
2022	68,911,332	62.8%	-28.8%
2023	171,004,017	60%	13.4%
2024	56,504,615	64.7%	-32%

**Funding raised:** 45,450,800 RWF

### Funding Requirements and Use of Funds

#### Disbursements

##### 1st Disbursement

Allocation: Procurement of Production Machinery

##### 2nd Disbursement

Allocation: Logistics and Research Investment

Toddle Care seeks investment to:

- **Enhance Product Development:** Design and prototype Play2Learn Kits using sustainable materials and develop zero-waste sourcing partnerships.
- **Increase Production Capacity:** Invest in machinery and train carpenters to meet growing demand.
- **Boost Marketing and Sales:** Create marketing materials to reach schools, NGOs, and development organizations.
- **Support R&D:** Improve Play2Learn Kits based on user feedback and host annual stakeholder events on circular economy practices.

### Investor Proposition

Toddle Care offers an investment opportunity by providing sustainable educational solutions in Rwanda’s pre-primary sector. Their Play2Learn Kit, made from repurposed wood off-cuts, is an eco-friendly alternative to traditional materials. With strong demand, partnerships like UNICEF, and a scalable model, Toddle Care drives growth, job creation, and waste reduction while enhancing children's learning.

### Quote from the Founder, Ritah Uwera

“

The Ireme Invest Circular Economy Initiative has empowered Toddle Care to turn our vision into action –transforming waste into sustainable, play-based learning materials that nurture creativity, protect the planet, and create lasting impact for schools, communities, and the environment





