



# Advancing Bioeconomy Development in Kenya (ABDK)

## Profiles of Bioeconomy Enterprises



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# Advancing Bioeconomy Development in Kenya (ABDK)

Advancing Bioeconomy Development in Kenya (ABDK), funded by the Swedish International Development Cooperation Agency (Sida), is designed to unlock Kenya's emerging bioeconomy and promote partnerships between Kenyan and Swedish private sectors. The project supports technology exchange, investment, and innovation across four priority clusters: 1) Value addition to primary produce and circular food systems, 2) Bio-based agricultural inputs, 3) Bio-based industrial development, and 4) Sustainable bioenergy.

## Project overview

ABDK has three main interventions:

- 1.** Support the development of bioeconomy pathways for different bio-based sectors through collaboration between Kenyan and Swedish bioeconomy actors.
- 2.** Generate evidence of business opportunities in bio-based sectors targeting Micro-Small and Medium Enterprises (MSMEs)
- 3.** Promote national and international policy engagement on bioeconomy.

## Objectives

ABDK contributes towards the achievement of three objectives of the Kenya Vision 2030 fourth Medium Term Plan (MTP IV) 2023-2027, namely:

Creating on average 1.2 million new jobs annually.

Eradicating hunger (zero hunger).

Achieving inclusive growth (leaving no one behind). In doing so, the project focuses on two BETA pillars of Agriculture and Micro-Small and Medium Enterprises (MSMEs) Economy.

Additionally, the project also contributes directly towards the realization of some of the sustainability policy priorities of the Kenya government on climate change, biodiversity and pollution and waste management.



## Background

The Kenya Vision 2030 aims to transform Kenya into, “a newly industrializing, middle-income country providing a high quality of life to all its citizens in a clean and secure environment”. The Vision 2030 fourth Medium Term Plan (MTP) 2023-2027 themed “Bottom-Up Economic Transformation Agenda (BETA) for Inclusive Growth” seeks to promote targeted investments in five (5) BETA pillars, namely Agriculture; Micro-Small and Medium Enterprises (MSMEs) Economy; Housing and Settlement; Healthcare; and Digital Superhighway and Creative Economy, to be implemented through Finance and Production; Infrastructure; Social; Environment and Natural Resources; and Governance and Public Administration sectors.

Kenya has a strong commitment to sustainability and has developed several policies, laws and programs to promote a low-carbon development pathway by reducing the emission of greenhouse gases (GHGs), control pollution, conserve biodiversity and improve waste management. These include the Green Economy Strategy and Implementation Plan (2016-2030), the Draft National Green Fiscal Incentives Policy Framework, the Draft Kenya National Biodiversity Strategy and Action Plan (2019-2030), the National Climate Change Action Plan (2023-2027), the National Forest Policy, and the National Sustainable Waste Management Policy.

Bioeconomy, adding value and optimizing use of bioresources is increasingly seen as a key enabler to sustainability challenges across various sectors and dimensions of society. Biobased resources, such as agricultural, forestry, marine and aquatic resources form the backbone of economies in eastern Africa, including Kenya. However, the very low degree of bioprocessing and value addition to agricultural, forestry or aquatic primary produce and biowaste makes it difficult for the country to use its bioresources as an engine for economic growth, including achieving the objectives of the Kenya Vision 2030. Encouragingly there is an increasing number of Micro-Small and Medium Enterprises (MSMEs) and community-driven value-addition initiatives engaged in bioeconomy development in the region, that are already creating employment and livelihood opportunities hence promoting inclusive economic growth.

Additionally, SMMEs are also often pioneers and promoters of innovations in the bioeconomy which is a knowledge-intensive industry. To thrive and develop SMMEs need access to technology, know-how, capital and markets. The Draft Science, Technology and Innovation (STI) policy 2020-2030 provides a framework for technological growth to support bioeconomy development in Kenya, thus enabling the integration of MSMEs in the biobased sectors into national, regional and global trade networks



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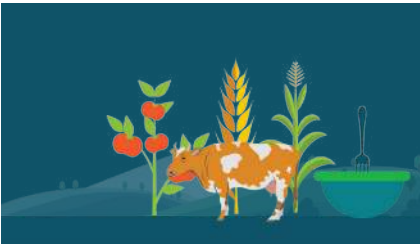
# Advancing Bioeconomy Development in Kenya (ABDK)

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## 1.1 Introduction

The “Advancing Bioeconomy Development in Kenya” (ABDK) project, implemented by the Stockholm Environment Institute (SEI) with funding from the Swedish International Development Cooperation Agency (SIDA), is catalyzing Kenya’s bioeconomy transformation. After conducting a comprehensive mapping of Kenya’s bioeconomy landscape, the project now focuses on organizing micro, small, and medium-sized enterprises (MSMEs) into functional clusters and developing strategic roadmaps for scaling.

## 1.1.1 Priority Clusters




**Value Addition to Primary Produce & Circular Food Systems, where MSMEs convert crops, fish, and insects into high-value foods, feeds, and upcycled by-products.**



**Bio-based Agricultural inputs, encompassing firms that manufacture biofertilizers, bio stimulants, and biopesticides to replace synthetic agro-chemicals.**



**Bio-based Industrial Development, split into (a) Biodegradable Packaging made from banana fiber, water hyacinth, cassava, and sugarcane bagasse, and (b) Bio-based Construction Materials such as bamboo boards and bio-composites that cut embodied carbon in buildings; and**



**Sustainable Bioenergy, comprising producers of biomass briquettes, biogas, and liquid biofuels that curb charcoal use and fossil-fuel dependence, all of which create jobs, reduce waste, and offer clear partnership avenues for Swedish technology transfer and investment**

## 1.1.2 Purpose of This Booklet

This comprehensive booklet features detailed profiles of more than 45 bioeconomy enterprises from across Kenya. It serves as a practical matchmaking tool for Kenyan and Swedish stakeholders, investors, technology providers, policymakers, and solution-oriented companies to identify business-to-business (B2B) opportunities and co-create ambitious, bankable scaling projects. By unlocking financing, market access, and technology transfer pathways, this resource empowers MSMEs to grow while advancing Kenya's inclusive, climate-smart, and globally connected bioeconomy.

This initiative directly supports Kenya's Vision 2030, the National Climate Change Action Plan 2023–2027, and the East African Community Regional Bioeconomy Strategy. By systematically mapping Kenya's bioeconomy actors and assessing the sector's current bioeconomy status, the ABDK project creates a data-driven foundation for equitable, scaled growth. This strategic positioning ensures that bioeconomy development strengthens both economic competitiveness and climate action, while deliberately advancing inclusion of MSME entrepreneurs in Kenya's emerging green economy.

# **Bioeconomy Enterprise Profiles**

**CLUSTER**

**1**

# **Addition to Primary Produce and Circular Food Systems**

## **2.1 Value addition to primary produce and Circular food Systems**



## 2.1.1 DermiJoy Skincare

**DermiJoy Skincare** produces premium bio-based skincare products, including lip butters, body butters, serums, and shower gels from natural plant oils, and organic ingredients.

**Enterprise:** DermiJoy Skincare

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Terry Wangechi

**County:** Kiambu

**Main Product:** Bio-based Shea butters infused with lemon grass; Lip butters

**Other Products:** Serums and Shower gels

**Contacts;** + 254724168008, [terry@dermijoy.com](mailto:terry@dermijoy.com)





## Business goal: ---

Seeks to establish stronger market connections through strategic partnerships with distributors, retailers, wholesalers, and institutional buyers. Key objectives include expanding into new geographic markets, penetrating different customer segments, establishing presence in supermarkets and retail chains, and potentially accessing export markets.

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### Problem/Challenges:

There is an urgent need for capacity building in technical skills, business management, and quality control to support sustainable growth.



### Capacity:

The scale-up plan includes scaling from 200Kg to 1000Kg.



### Collaboration Areas:

Collaboration on automation systems, quality control technologies, and production optimization methods. Opportunities in market access through joint marketing initiatives, shared distribution channels, co-branding opportunities, and partnerships with established brands to leverage their market presence and customer base.



### Target Market:

Health-conscious customers who prioritize natural, organic, and locally made products. This includes urban middle-class consumers, fitness enthusiasts, individuals with specific dietary requirements, and environmentally conscious buyers. Distribution channels include retail outlets, supermarkets, health food stores, online platforms, wellness centers, gyms, and direct-to-consumer sales.



### Collaboration Opportunities:

Open B2B partnerships for upscaling and improving production.

## 2.1.2 Kieru Limited

**Kieru Limited** specializes in producing healthy cereal snacks from millet and other indigenous grains. We also offer honey and cashew nuts, targeting children and health-conscious consumers through supermarkets and small shops.

**Enterprise:** Kieru limited

**Cluster:** Value addition to primary produce and circular food system

**Founder:** Elizaphan G. Mahinda

**County:** Meru

**Main Product:** Millet and Sorghum snacks

**Other Products:** Honey, Cashewnuts

**Contacts;** +254721908895, gichangicereals@gmail.com





## Business goal: ---

Our goal is to boost production from 1 to 15 tons of millet per month, requiring affordable funding and partnerships to upgrade equipment and operations.

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### Problem/Challenges:

Lack of enough equipment for processing, limited consumer awareness, and absence of strong market channels for their products restrict business growth and reach.



### Capacity:

Currently processes 1 ton of millet per month and aims to increase this to 15 tons with investment and technical support.



### Collaboration Areas:

Focused on obtaining affordable finance, mostly through grants, to invest in equipment, marketing, and capacity-building programs.



### Target Market:

The primary focus is children and families, reached through retail outlets, with openness to B2B collaborations that broaden distribution and enable production scale-up.



### Collaboration Opportunities:

Actively seeking open B2B partnerships for upscaling production, improving market presence, and developing strategic distribution networks.

## 2.1.3 Flavour Infusion Ltd

**Flavour Infusion Ltd** produces premium infused virgin macadamia oil and specialty vinegar using authentic, locally sourced Kenyan ingredients. Our products serve health-conscious consumers, middle- to upper-income households, and niche buyers seeking premium oils and vinegars.

**Enterprise:** Flavour Infusion Ltd

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Lillian Katungwa

**County:** Nairobi

**Main Product:** Infused Virgin Macadamia Oil

**Other Products:** Specialty vinegar

**Contacts;** [flavourinfusionltd@gmail.com](mailto:flavourinfusionltd@gmail.com)





## Business goal: ---

To establish an independent, dedicated production space equipped with small-scale mechanized processing units to increase efficiency and output.

---



### Problem/Challenges:

Access to affordable capital, obtaining product certification, and securing consistent market access remain key challenges. These limitations affect scaling, mechanization, and broader market penetration.



### Capacity:

Approximately 100 bottles per month. With access to capital and improved equipment, production could easily increase tenfold



### Collaboration Areas:

Collaboration opportunities exist in joint marketing with other artisanal food producers, shared logistics and distribution channels for access to premium and export markets, and circular economy initiatives to upcycle by-products into new value-added products such as sauces or compost.



### Target Market:

Health-conscious consumers, middle- to upper-income households, and niche buyers seeking authentic, locally made premium oils and vinegars.



### Collaboration Opportunities:

Foreign investment or joint ventures for mechanization and packaging improvement, B2B partnerships with hospitality, gourmet, and corporate gifting sectors.

## 2.1.4 Bunyala Agr Climate Industrial Park Limited

**Bunyala Agr Climate Industrial Park Limited** produces fish feeds, animal feeds, and organic fertilizer using sustainable aquaculture and circular bioeconomy practices. We also work with Black Soldier Fly (BSF) larvae production and promote climate-smart farming along the Lake Victoria region.

**Enterprise:** Bunyala Agr Climate Industrial Park Limited

**Cluster:** Bio-based agricultural inputs (Bio-fertilizers)

**Founder:** John Wabwire Shikuku / Valentine Amoiti / Nicholas Kisambo

**County:** Busia

**Main Product:** Fish Feeds and Animal Feeds  
Organic Fertilizer

**Other Products:** BSF Larvae, Organic Fertilizer,  
Climate Smart Farming

**Contacts;** +254720060431





## Business goal: ---

We aim to expand production capacity through acquisition of modern processing machinery and technology to improve efficiency and quality. We also plan to establish a regional value addition hub for organic fertilizer and fish feed production, integrating circular economy models to minimize waste and promote climate-smart agriculture. Additionally, we seek partnerships for technical training, access to finance, and market linkages to scale our products across Western Kenya and beyond. Our goal is to empower youth and women in agribusiness, create green jobs, and strengthen food and climate resilience along the Lake Victoria region.



### Problem/Challenges:

Technical assistance, Working capital, Technology inclusion, modern machinery



### Capacity:

Our current production capacity is approximately 19 metric tonnes per month. We aim to expand this to 50 metric tonnes per month through investment in modern processing equipment, improved technology, and access to working capital. Additionally, we plan to establish stronger distribution networks, enhance quality control systems, and train more youth in production and management to ensure efficiency and sustainability. This expansion will increase local supply, create employment, and promote environmentally friendly production practices.



### Collaboration Areas:

We see great potential for collaboration in joint production of organic fertilizers and animal feeds, technology transfer, and research on sustainable bio-based solutions. Partnerships in value chain development, packaging, and market access can strengthen our operations and expand reach. We also welcome collaboration in youth training, women empowerment programs, and climate-smart innovation projects. Working with other enterprises in waste recycling, aquaculture, and renewable energy will enhance our shared goal of building a resilient, green, and circular economy across the Lake Victoria region.



### Target Market:

Smallholder farmers, fish cage farmers, youth and women farming groups, and agribusiness cooperatives within Busia County and the Lake Victoria region.



### Collaboration Opportunities:

Technology transfer, innovation, and market expansion partnerships. Open to joint ventures with international companies interested in sustainable aquaculture and circular bioeconomy.

## 2.1.5 Green Without Borders

**Green Without Borders** produces healthy, gluten-free snacks and flours from indigenous African crops including cassava, sorghum, and sweet potato. Our product range includes cookies, breakfast cereals, and various gluten-free flours targeting health-conscious consumers and those with dietary restrictions.

**Enterprise:** Green Without Borders

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Andrew Egala

**County:** Migori

**Main Product:** Healthy Snacks, Cookies (Cassava, Sorghum, Sweet Potato)

**Other Products:** Breakfast Cereals, Chic Pea Flour, Cassava Flour

**Contacts:** +254722571322,

Email: [egala@greenwithoutborders.org](mailto:egala@greenwithoutborders.org)





## Business goal: —

The business aims to serve East African urban centers and diaspora markets with convenient, health-focused products like energy bars and fortified flour blends, while investing in advanced processing technology and certification to improve product shelf life, quality, and access to premium, export-oriented markets.



### Problem/Challenges:

Challenges include securing financing for both capital and operational expenses, accessing local and export markets, and conducting research on consumer behavior.



### Capacity:

Current production capacity is 0.5 tons. By adding shifts and optimizing workflows, capacity can be increased by 20–40% with minimal investment. Upgrading to semi-automated machinery and expanding production space can further boost output and efficiency.



### Collaboration Areas:

Collaboration areas include creating exclusive or co-branded products for retail chains, supplying premium outlets with unique ingredients, and partnering with online or health-focused platforms. The business aims to work with certification bodies for organic and fair-trade approvals, develop fortified nutrition products, secure structured funding with technical support, and collaborate with respected nutrition advocates on new product recipes.



### Target Market:

Health-conscious, middle to upper-income urban consumers in East Africa, especially in Nairobi, who value nutrition and wellness and are willing to pay more for quality products. Dietary-restricted consumers - People with celiac disease, gluten sensitivity, or food allergies seeking safe, certified options. This is an underserved, price-insensitive market in Africa.



### Collaboration Opportunities:

Impact and agriculture-focused investors, joint ventures with multinational food companies for sustainable sourcing and local processing of African superfoods, technology transfer deals with equipment manufacturers, strategic supplier agreements with international retailers and organic brands, partnerships with international labs for testing and certification, and market-access collaborations through trade missions, specialized distributors, and private-label or retail arrangements in Africa and abroad.

## 2.1.6 MashLav Foods Company Ltd

**MashLav Foods produces** fresh oyster mushrooms, dried oysters, and powdered mushrooms. We serve both B2C (health-conscious households) and B2B (supermarkets, restaurants, hotels) markets with nutritious, plant-based protein options.

**Enterprise:** MashLav foods Company Ltd

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Lavender Odeny

**Main Product:** Fresh oysters mushrooms

**Other Products:** Dried Oysters and powdered Mushrooms

**Contacts:** +254738067330, lavenderodeny@gmail.com





## Business goal: \_\_\_\_\_

Increase production capacity and efficiency through automation (humidifiers, temperature control units). Diversify production into button, shiitake, cremini, and portobello mushrooms. Add value through fortified mushroom powder and healthy mushroom-based snacks.

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### Problem/Challenges:

Major challenges include low yields caused by contamination, pests, and inconsistent supply of raw materials. Slow product delivery due to reliance on public transport. Delays in raw material supply.



### Capacity:

About 100 kg of fresh mushrooms per month. Goal to scale to at least 500 kg per month.



### Collaboration Areas:

Technology and innovation partners for automation and smart farming systems. Value addition partnerships with food processors. Distribution and market access collaborations.



### Target Market:

B2C: Urban households and health-conscious customers.  
B2B: Supermarkets, local traders, restaurants and hotels, food processors and health food brands, institutional buyers.



### Collaboration Opportunities:

Foreign investment and joint ventures with international companies interested in agritech, food processing, or sustainable production systems. B2B partnerships for value addition.

## 2.1.7 Trueways Enterprises Ltd

**Trueways Enterprises Ltd** specializes in the sustainable production and supply of high-quality agricultural produce, supporting community farming initiatives and empowering local growers through innovation and reliable market access.

**Enterprise:** Trueways Enterprises Ltd

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Irene K.Mumo

**County:** Makueni

**Main Product:** Fresh Avocado, Dried Fruits and vegetables, Dried and Powdered herbs

**Other Products:** Sustainable Farming equipment and Bio gas for cooking and lighting

**Contacts:** +254713168184; (email) [kalomumo@gmail.com](mailto:kalomumo@gmail.com)



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## Business goal: \_\_\_\_\_

To double the value addition of farm produce, increase the number of sustainable production and farming equipment, and double the number of women and youth in our value chain who practice the circular economy through biogas production.

---



### Problem/Challenges:

Securing funding (cash flow) to purchase sustainable equipment that enhances production capacity, reduces post-harvest losses, and supports farm operations. Additional challenges include obtaining efficient and sustainable equipment to further minimize post-harvest losses.



### Capacity:

We produce about 500 kilograms of value-added products, including vegetables and fruits. Our facility is equipped with 3,000 watts of solar power for irrigation and generates approximately 10 cubic meters of biogas. We seek support to package the biogas into flexible bags for sale to increase our revenues



### Collaboration Areas:

Key areas include the manufacturing of sustainable equipment; training and raising awareness on agroecology, regenerative and climate-smart agriculture, bioeconomy, and circular economy; and expanding market access for our value-added products



### Target Market:

Our products are aimed at individuals and families who are conscious of their health and prefer to purchase organic certified fresh and value-added produce. For biogas, we target individuals seeking clean energy solutions.



### Collaboration Opportunities:

We are open to foreign investment and partnerships to upscale and improve production, as well as joint ventures for further growth.

## 2.1.8 Ustawi Nutritional Care Limited Company

**Ustawi Nutritional Care Limited Company** offers nutrient-rich food products designed to enhance the health and wellness of families, schools, and institutions, with a strong commitment to food safety and quality.

**Enterprise:** Ustawi nutritional care limited company

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Judy Mwende Mutunga

**County:** Makueni

**Main Product:** Honey

**Other Products:** Dried mangoes and pineapples

**Contacts:** 0714253779 judyakoko@gmail.com





## Business goal: ---

We aim to enter export markets and establish strategic partnerships, expanding its reach beyond local customers and building long-term relationships for business growth.

---



### Problem/Challenges:

Secure adequate financing for operations and expansion, as well as establishing strong market links to reach new customers and distribution channels.



### Capacity:

Produces about 1 tonne of honey per month and is looking to collaborate with more farmers to boost its sourcing and production volumes.



### Collaboration Areas:

aims to collaborate with partners for raw material supply and providing training and capacity-building initiatives that can help farmers and suppliers meet quality standards



### Target Market:

Households and families prioritizing healthy eating, health-conscious consumers seeking certified nutrient-rich foods, and institutions such as schools and hospitals.



### Collaboration Opportunities:

Working with financial and investment partners to support growth and building export and trade networks to access new markets and scale operations.

## 2.1.9 Super Moringa Supplies

**Super Moringa Supplies** produces moringa-based health products and supplements, bringing the nutritional benefits of indigenous plants to customers seeking natural wellness solutions.

**Enterprise:** Super Moringa Supplies

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Martin Salano and Judy Otieno

**County:** Various parts of Kenya

**Main Product:** Moringa (Leaf Powder, Seed Powder, Oils, Cream, Shampoo, Hair food, anti-bacterial Soap)

**Other Products:** Hibiscus Rozelle, Mucuna Pruriens, Honey, Mukombero (Mondia whitei)

**Contacts:** 0798599809/0712305392,  
salanom177@gmail.com





## Business goal: ---

We aim to scale up Super Moringa by expanding farmer training programs in the moringa and apiculture value chains, increase moringa acreage and number of apiaries. Establish a fully integrated Moringa processing facility, and develop regional and international markets for our value-added products to increase income for smallholder farmers and promote sustainable agroforestry.

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### Problem/Challenges:

As an entrepreneur, the main challenges we face at Super Moringa are limited access to financing to scale farmer training, equipment and production, inconsistent market access for smallholder farmers, and limited awareness of the nutritional and economic value of Moringa among consumers.



### Current Capacity:

Our current production capacity is about 300 kgs per month. We aim to expand this to 2 tons monthly by increasing farmer participation, improving processing efficiency, and investing in modern drying and value-addition equipment.



### Collaboration Areas:

We see strong potential for collaboration in sustainable smart agriculture, bioeconomy innovations, research and product development, value chain financing, and market access partnerships to scale Moringa-based agroforestry and drive inclusive green growth.



### Target Market:

Our target market is health-conscious individuals, health/beauty shops, retail outlets and distributors. Our customers are health and beauty conscious individuals, resellers and NGO's



### Collaboration Opportunities:

We are seeking financial investment, B2B partnerships to upscale production, enhance processing technology, and expand access to local and global markets for our high-quality products.

## 2.1.10 ONJA FOODS

**Onja Foods** manufactures a variety of high-protein snacks from locally grown crops, providing the market with affordable and nutritious choices for children, families, and health-conscious consumers.

**Enterprise:** ONJA FOODS

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Mary Karoki

**County:** Kiambu/Nairobi

**Main Product:** Wheat-free/ Gluten-free Flours - Cassava Flour, Porridge Flour (blend of sorghum and millet), Sweet potato flour, Chickpea Flour

**Other Products:** Wheat-free/ Gluten-free Pastries- Cakes (baked using cassava flour), Cookies (baked using sorghum, cassava and chickpea flour)

**Contacts:** 0702995962 or 0718353241, onjafoods@gmail.com/ nyawirakaroki@gmail.com





## Business goal: \_\_\_\_\_

B2B matchmaking after establishing robust production systems, viewing partnerships as a path to greater income and positive impact for both consumers and the smallholder farmers who supply crops. We also seek to learn from international experts and brands, recognizing that 90% of its journey has been self-taught and believing that expert input will strengthen its industry position.



### Problem/Challenges:

The primary challenge is limited financial resources, which have restricted growth. The company needs funding to set up a fully equipped flour processing unit, as it currently relies on a shared facility. Improved packaging is also needed to better serve its niche market. Additionally, finance is required to establish a mini bakery, as current home-based operations are unsustainable for growth despite strong market potential among health-conscious consumers.



### Capacity:

We produce 150–200 kg of flour monthly, but with better systems, retail expansion could scale production to at least 1 ton in the first year. Pastry sales are currently Ksh 85,000–100,000 per month, with the potential to grow to Ksh 500,000–1,000,000 per month with improved operations.



### Collaboration Areas:

We are open to collaborating with local entrepreneurs who supply raw materials such as healthy oils for bakery use and farmers growing indigenous crops for value addition. It seeks partnerships with international businesses to exchange expertise and potentially export products to new markets where there is demand.



### Target Market:

70% of customers are mothers of children with wheat allergies or dietary restrictions, 20% are health-conscious retail stores and bakeries, and 10% are consumers seeking alternative food lifestyles.



### Collaboration Opportunities:

We are interested in exploring grant opportunities or patient debt for financial investment, as well as learning from foreign companies in its sector.

## 2.1.11 Famwa Ltd

**Famwa Ltd specializes** in producing innovative food products and agricultural inputs from locally grown crops, promoting sustainable farming systems and nutritious diets.

**Enterprise:** Famwa Ltd

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Mwanaidi Lupalo

**County:** Mombasa

**Main Product:** Granola

**Other Products:** Cashewnut Butter, Seaweed seasoning, Moringa Seasoning, mushroom seasoning

**Contacts:** 0716786133, mwanaidilupalo@gmail.com





## Business goal: ---

We seek access to grant financing and business coaching to enable growth and operational excellence.

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### **Problem/Challenges:**

Major challenges include securing capital, maintaining equipment, and addressing labor issues that affect production.



### **Capacity:**

Current monthly production stands at 200 kg; with additional equipment and workforce, expansion to 500 kg per month is feasible.



### **Collaboration Areas:**

We are open to exchanging innovative ideas and pooling resources with partners to enhance its business and impact.



### **Target Market:**

The primary target market is the urban population, especially health-conscious consumers.



### **Collaboration Opportunities:**

Opportunities include foreign investment and B2B partnerships to support scaling efforts.

## 2.1.12 Teko Fats

**Teko Fats** crafts high-quality edible oils and fats, utilizing locally sourced ingredients to provide households and the foodservice industry with healthy, reliable cooking products.

**Enterprise:** Teko Fats

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Newton Ouma

**County:** Kiambu

**Main Product:** Beef tallow

**Other Products:** Sheep tallow and Lard

**Contacts;** 0792715542- [tekofats@gmail.com](mailto:tekofats@gmail.com)





## Business goal: \_\_\_\_\_

Increase production capacity, create greater demand for the product through intensive marketing, and supply major cities in Kenya. Begin exporting the products.

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### Problem/Challenges:

The main challenges are marketing, acquiring technology and equipment for production, and meeting certification requirements.



### Capacity:

Production is currently at 20 kg per month, with a goal to reach at least 200 kg per month.



### Collaboration Areas:

Key areas include accessing technology and equipment for production, and creating awareness through marketing.



### Target Market:

The target market includes health-conscious individuals, high-income earners, organic food restaurants, and supermarkets.



### Collaboration Opportunities:

Support is sought in the areas of funding, equipment, and marketing.

## 2.1.13 Woodlands Company Limited

**Woodlands Company Limited** produces and markets high-quality packed honey and peanuts, serving a diverse customer base ranging from supermarkets and hotels to government institutions and individual consumers.

**Enterprise:** Woodlands Company Limited

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Beatrice Muema

**Country:** Kenya

**Main Product:** Packed honey

**Other Products:** Peanuts

**Contacts;** 0724731888, ndanumuema@gmail.com





## Business goal: \_\_\_\_\_

Access new markets and find opportunities to improve packaging machinery to enhance product presentation and market competitiveness.

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### Problem/Challenges:

The business faces seasonality challenges in honey production, high production costs, and cash flow constraints that limit growth and expansion capabilities.



### Capacity:

Current production is 2,000 kg of honey per month. The desired production target is 6,000 kg per month.



### Collaboration Areas:

Collaboration in the production of raw honey, as there is a recognized need for increased local production to meet market demand.



### Target Market:

Supermarkets, hotels, entertainment spots, government institutions, and individual consumers seeking quality honey products.



### Collaboration Opportunities:

Joint venture with a foreign company to help upscale operations and increase production capacity, addressing both the cash flow challenges and market expansion goals.

## 2.1.14 Fortunes Ltd

**Fortunes Ltd** supplies quality grains, pulses, and processed foods to supermarkets and institutions, prioritizing food safety, nutrition, and market innovation.

**Enterprise:** Fortunes Ltd

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Ayal Joseph

**County:** Kilifi

**Main Product:** Peanut Oil

**Other Products:** Livestock Pellets, and Briquettes

**Contacts:** 0720840440





## Business goal:

The company aims to scale its operations by expanding processing capacity, achieving international certifications, securing B2B contracts with major retailers and hotels (locally and in China), and attracting investment for state-of-the-art infrastructure.



### Problem/Challenges:

Direct challenges center on maintaining consistent quality, managing costs, and production efficiency. Indirect challenges include obtaining financing, dealing with regulatory hurdles, and infrastructure limitations.



### Capacity:

Currently piloting production and quality checks, the company aims to secure capital to expand capacity within 12-18 months. Planned investments include new processing machinery, storage facilities, and automated quality control for international-scale orders.



### Collaboration Areas:

Fortunes Ltd seeks foreign investment and joint ventures to upscale production and implement advanced technologies, B2B partnerships with international distributors for market penetration, and technical partners to achieve quality standardization and improve yields.



### Target Market:

The main target market is international, especially China, alongside local supermarkets and distributors. The model is primarily B2B, targeting hypermarkets, supermarkets, and other large-scale buyers.



### Collaboration Opportunities:

Potential partnerships include raw material sourcing, logistics and distribution (domestic and international), and branding and marketing to support expansion and market entry.

## 2.1.15 Kijani Smile Limited Company

**Kijani Smile Limited Company** provides healthy plant-based snacks and beverages, targeting urban populations who appreciate convenience, nutrition, and environmental stewardship.

**Enterprise:** Kijani Smile limited company

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Samwel Mwangala

**County:** Kilifi

**Main Product:** Black soldier fly products - Bio-fertilizer, BSF-oil and Wet BSF larva

**Other Products:** Vegetables and chicken

**Contacts;** 0797812666



## Business goal: \_\_\_\_\_



The company aims to produce green energy from black soldier fly (BSF) frass and chicken waste, recycle glass waste, enter the beauty industry using BSF oil, and master the processing of chitin and chitosan from BSF.

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### Problem/Challenges:

Key challenges include being unable to purchase a dryer machine for scaling up BSF oil extraction, inadequate funding for hiring more staff, inability to renovate the BSF facility to required standards, lack of access to export markets for BSF virgin oil, and inability to purchase machines to produce animal feeds from BSF larvae.



### Capacity:

6 tons of BSF larvae per month, with plans to expand to 15 tons per month.



### Collaboration Areas:

Collaboration opportunities include large-scale biogas production from chicken and market waste and BSF frass, along with producing materials for bio-fertilizer.



### Target Market:

consists of chicken farmers, fish farmers, researchers, and university students.



### Collaboration Opportunities:

Include B2B partnerships to upscale and improve production

## 2.1.16 Enso Ventures

**Enso Ventures invests** in sustainable agricultural startups and provides advisory services, helping innovative agribusinesses scale operations and attract reliable markets.

**Enterprise:** Enso ventures

**Cluster:** Biobased Industrial Inputs

**Founder:** Collins Mwenda

**County:** Eldoret, Meru

**Main Product:** Biochar and Organic liquid urea

**Other Products:** solar dryers

**Contacts;** +254722870071 email: ensoventures@gmail.com





## Business goal: \_\_\_\_\_

Goals include developing heat storage technologies and introducing green bonds for farmers.

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### **Problem/Challenges:**

Key challenges involve scaling, securing financing for farmers to acquire dryers due to the high upfront investment required, and conducting research and development on heat storage solutions.



### **Capacity:**

Currently, Enso Ventures produces one dryer per month; expansion will require establishing assembly units to increase output.



### **Collaboration Areas:**

Collaboration priorities are value addition, research and development, technology exchange, and market linkages.



### **Target Market:**

The target market includes cooperatives, NGOs, government agencies, and value additional enterprises.



### **Collaboration Opportunities:**

Focus on technology transfer and advancing research and development.

## 2.1.17 Jungle Harvest Ltd

**Jungle Harvest Ltd** sources, processes, and packages wild and indigenous foods, connecting rural communities with new market opportunities while promoting biodiversity.

**Enterprise:** Jungle Harvest Ltd

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** John Muiru

**Main Product:** Herbs and Roasted coffee

**Contacts;** + 254712698761, muirujk@jungleharvest.co.ke





## Business goal: \_\_\_\_\_

We aim to expand its roasting and packaging capacity to meet demand for locally roasted coffee. This includes increasing production output, investing in modern roasting technology, and developing specialty blends. Jungle Harvest also plans to widen its market reach by entering regional supermarkets and export channels and strengthening online and in-person retail distribution.



### Problem/Challenges:

Jungle Harvest's primary challenges are acquiring machinery and securing finances needed for scale-up. Overcoming these barriers is essential to achieve consistent production growth and efficiently serve the expanding customer base.



### Capacity:

Currently, Jungle Harvest Ltd roasts about 60 kg of coffee a month, but plans to increase capacity through investment in roasting machinery, better storage, and improved production processes. The goal is to reach a capacity of at least 300 kg per month to offer reliable supply for both retail and institutional markets.



### Collaboration Areas:

Collaboration priorities include innovation in packaging, joint coffee distribution, and collaborative marketing with cafés, hotels, and restaurants. The company also welcomes sustainable sourcing partnerships and co-branding opportunities to boost the visibility of Kenyan coffee at home and abroad.



### Target Market:

The target market consists of coffee lovers who appreciate fresh, locally roasted Kenyan coffee, as well as cafés, restaurants, businesses, and individual buyers who prioritize quality and sustainability. Export buyers and diaspora communities looking for authentic Kenyan brands also make up a key segment.



### Collaboration Opportunities:

We seek partnerships with international distributors, investors, and equipment companies to enhance production and market access. B2B partnerships for export, joint ventures for equipment financing, and collaborations with organizations supporting sustainable coffee value chains and community empowerment are all strategic goals.

## 2.1.18 Horizon Business Ventures (HBV)

**HBV Msitu Organics** has built a comprehensive product ecosystem that transforms wild-sourced materials into valued essential oils, organic skincare, hair care, and hotel amenities, directly connecting local environmental stewardship to the global organic product market.

**Enterprise:** Horizon Business Ventures (HBV)

**Cluster:** Value addition to primary produce and circular food systems/ Sustainable Bioenergy

**Founder:** Bernard Muchiri/Naftali Mutahi

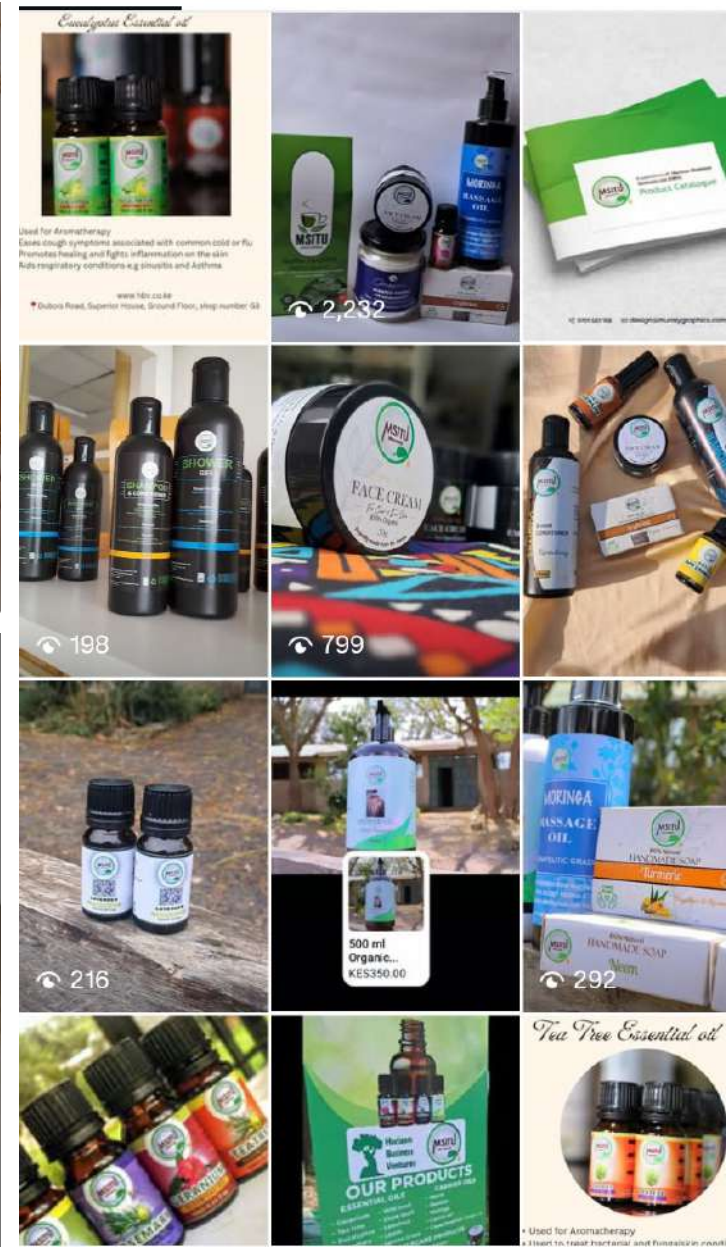
**County:** Kiambu

**Main Product:** Premium Essential Oils, Carrier Oils, Hydrosols (Floral Waters), Natural Soaps

**Other Products:** Biomass Briquettes, Biofertilizers

**Website:** <https://hbv.co.ke/> Help Self Help Centre (HSHC) – [hshc-kenya.or.ke](http://hshc-kenya.or.ke)

**Contacts;** 0725591198, [kenydf@gmail.com](mailto:kenydf@gmail.com)





## Business goal: \_\_\_\_\_

We aim to expand its distribution, diversify its product offerings, and build brand authority as a trusted, expert provider of natural wellness solutions.

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### Problem/Challenges:

Key challenges include reliably sourcing high-quality raw materials, complying with regulatory standards, standing out in a competitive market, and managing the high costs associated with scaling production.



### Capacity:

Production is tied to demand and is supported by sustainable, community-based sourcing. The company leverages regenerative agriculture and diversified sourcing to ensure steady supply and continued growth.



### Collaboration Areas:

Strategic collaborations focus on developing new products, manufacturing partnerships, and integrating essential oils into various industries like cosmetics, home goods, and food. There is also an emphasis on working with wellness providers, digital channels, and retailers to broaden market reach and enhance revenue stability.



### Target Market:

The business serves both B2B partners such as cosmetics, wellness, food, and hospitality companies and B2C consumers who prioritize wellness and natural products. Partnerships ought to reach these segments efficiently and to offer custom and bulk solutions.



### Collaboration Opportunities:

Seeking foreign investment, joint ventures with international brands for technology and market access, and partnerships with certification bodies to streamline export compliance and reach international customers.

## 2.1.19 Botanic Treasures

**Botanic Treasures** produces nutrient-rich superfoods and wellness supplements from native botanicals, bringing the benefits of African plants to health-oriented markets.

**Enterprise:** Botanic Treasures

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Elizabeth Mbogo

**County:** Nairobi

**Main Product:** Health Teas

**Other Products:** Coffee and Green Tea

**Contacts:** +254722202079, info@botanic-treasures.com





## Business goal: \_\_\_\_\_

The company plans to grow through digital marketing, opening new retail outlets, achieving international fair trade and certification, and strengthening its brand's visibility and credibility.

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### Problem/Challenges:

Main challenges include securing certification, maintaining working capital, conducting efficacy research, mobilizing farmers, and delivering effective digital marketing to reach the target audience.



### Scale-Up Opportunities and Capacity:

Expansion will rely on collaboration in marketing, research, advocacy, and shared business services. Production capacity is currently 1,200 kg per month, and growth will involve recruiting more farmers, establishing tree nurseries, building semi-processing facilities for women, and investing in solar irrigation.



### Collaboration Areas:

Collaboration on automation systems, quality control technologies, and production optimization methods. Opportunities in market access through joint marketing initiatives, shared distribution channels, co-branding opportunities, and partnerships with established brands to leverage their market presence and customer base.



### Target Market:

The company targets childbearing women, humanitarian organizations, supermarkets, and health shops.



### Collaboration Opportunities:

include forming market linkages, developing health products and technologies, supporting capacity building, and securing strategic investments

## 2.1.20 Enable Youth Enterprises

**Enable Youth Enterprises** specializes in the production and supply of yoghurt, mala, and ice-cream, aggregating milk from farmers and distributing yoghurt to bakeries and hotels throughout Nairobi City County. This integrated approach ensures consistent quality and helps build sustainable market connections for both producers and consumers.

**Enterprise:** Enable Youth Enterprises

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Samuel Githiomi Thenya

**County:** Nyeri

**Main Product:** Yoghurt, Mala and Ice-cream

**Other Products:** Serums and Shower gels

**Contacts;** +254745060701,  
enableyouthenterprises@gmail.com

Enable Youth Enterprises





## Business goal: —

To expand operations by upgrading pasteurizing and cooling equipment, scaling up production, diversifying into high-demand dairy products, obtaining the necessary certifications, adopting biodegradable packaging, and training more young entrepreneurs in value-added dairy business.



### Problem/Challenges:

Key challenges include limitations due to small-capacity equipment, significant post-harvest milk losses, lack of knowledge and resources for probiotic and cheese product development, barriers to youth access for entrepreneurship training, and inadequate funds for licensing and expansion.

### Scale-up Opportunities:

Growth opportunities focus on partnerships for capacity building with established dairy companies, farmer extension training, collaborations with government regulators, and support from sponsors for entrepreneurial training. These alliances can help increase production, improve quality, and expand the impact on local communities.



### Current Capacity:

The current production stands at 3,000 litres of yoghurt per month, yielding substantial revenue and creating employment. Further investment is needed to acquire high-capacity equipment and reach more farmers and customers.



### Collaboration Areas:

Collaboration on automation systems, quality control technologies, and production optimization methods. Opportunities in market access through joint marketing initiatives, shared distribution channels, co-branding opportunities, and partnerships with established brands to leverage their market presence and customer base.



### Target Market:

The target market includes bakeries, trained entrepreneurs, lactose-free product consumers, academic institutions, and hotels in Nairobi and its environs.



### Collaboration Opportunities:

Collaborative potential exists with international dairy firms, ingredient and equipment suppliers, marketers, investors, and mentors to further develop the business, improve products, and reach new markets.

## 2.1.21 HOFTOR LTD

**Hoftor Limited** specializes in producing high-quality macadamia nut kernels, supplying both local and international markets with a focus on eco-friendly processing.

**Enterprise:** Hoftor Limited

**Cluster:** Value addition to primary produce and circular food systems

**Founder:** Luka Kirungu And Charity Maina

**County:** Embu, Kenya

**Main Product:** Macadamia Nuts Kernels

**Other Products:** Cashewnuts Snacks

**Contacts;** + 254702743518





## Business goal:

Our goal is to scale up our drying systems significantly. This will enable us to increase output, enhance product quality, and better serve growing demand in domestic and global markets.



### Problem/Challenges:

The main challenge we face is securing financing to upgrade and expand our solar driers and production facility. Overcoming this barrier is crucial to achieving our growth targets.



### Capacity:

Our current processing capacity is 1.5 tonnes of kernels per month, and our target is to triple this within the next year.



### Collaboration Areas:

Collaboration on automation systems, quality control technologies, and production optimization methods. Opportunities in market access through joint marketing initiatives, shared distribution channels, co-branding opportunities, and partnerships with established brands to leverage their market presence and customer base.



### Target Market:

Our key markets include both local and international buyers, particularly Macadamia Kernel Wholesalers, households, bakeries, and value addition businesses.



### Collaboration Potential:

We welcome partnerships with solar innovators and joint ventures with macadamia nut dealers in Sweden to drive growth and innovation across the value chain.

## 2.1.22 IMARA

**County:** Turkana, West Pokot, Laikipia

**Main Products:** Moringa Honey, Organic Manure, Moringa Powder

**Other Products:** Beewax, propolis, pollen, royal jelly, beads

**Contacts:** +254720266784,  
modellie2018@gmail.com ,  
+254712264107, aroomoringahoney@  
gmail.com, +254729681234,  
pokotfarmerscooperativesociety@gmail.com,  
+254701805191, ngaturmuya@gmail.com





## Business goal: \_\_\_\_\_

Scale production capacity from current levels (1,000–1,020 kgs annually) to 5–6+ tonnes per year while establishing reliable local and international market linkages through equipment upgrades, product diversification, and strategic partnerships.



### Problem/Challenges:

Limited market access, inadequate production infrastructure, and insufficient equipment constrain the ability of these bioeconomy enterprises to scale operations and achieve sustainable growth



### Capacity:

collectively operate at small-scale production levels (1,000–1,020 kgs annually per enterprise), representing entry-level bioeconomy businesses with limited product diversification, constrained by basic infrastructure, minimal technological integration, and reliance on informal or local market channels



### Collaboration Areas:

IMARA enterprises seek strategic partnerships with technology providers, development agencies, and international B2B partners to access equipment, secure market linkages, obtain financial support, and embrace innovative business models for production scaling and market expansion



### Target Market:

IMARA enterprises target a dual market structure: domestic consumers and institutional buyers in Kenya (local businesses, general public, farmers, dairy keepers, tourists) alongside international export markets



### Collaboration Opportunities:

IMARA enterprises demonstrate significant cross-sector collaboration potential through complementary product portfolios, shared infrastructure needs, overlapping target markets, and mutual interest in value-chain integration—enabling synergistic partnerships for production scaling, market access, and ecosystem development.

## 2.1.23 ECOBORA

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**Enterprise :** Ecobora

**Country:** Kenya

**Main Product:** Institutional solar-powered, grid-powered, and pellet-powered cookstoves for schools and institutions

**Other Products:** Cookstoves for teachers, electric i-fryer and i-pan majorly used to prepare chapati.

**Contacts:** Phone Number: +254727264748, justinenyaruri@gmail.com



### Business goal:

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Ecobora aims to scale up by expanding production and distribution of its solar and electric cookstoves to more schools, hospitals, and institutions across rural Kenya. We plan to increase manufacturing capacity, streamline supply chains, and strengthen last-mile delivery to reach underserved communities. Strategic partnerships with renewable energy providers, technology innovators, and service networks will support growth, while investments in digital monitoring and smart energy management systems will enhance product performance and customer experience. Ultimately, our goal is to become a leading provider of reliable, clean, and safe institutional cooking solutions across East Africa.

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### Challenges:

Our key challenges include scaling manufacturing capacity to meet rising demand while maintaining quality, securing affordable long-term financing for clean energy innovation, and covering the high costs of new product development such as digital MRV platforms; at the same time, we must invest in market education to build institutional awareness, address grid reliability through hybrid and battery solutions, strengthen local capacity with training and mentorship, navigate complex regulatory requirements, and establish robust after-sales support networks to ensure consistent service across regions.



### Collaboration Potential:

Ecobora sees strong potential for collaboration with businesses that can enhance and scale clean cooking solutions. Key areas include partnerships in renewable energy technologies, electrical and solar system integration, and manufacturing to support co-development of advanced e-cooking equipment. We also see opportunities in distribution and logistics to improve last-mile reach to rural institutions, as well as collaborations with firms offering digital monitoring, carbon financing, and financing solutions. Additionally, working with partners in energy storage and infrastructure development can help accelerate our expansion and improve the overall affordability and reliability of our cookstoves.



### Current Capacity:

Ecobora currently operates with a team of 30 staff, 17 based at the factory and 13 in the main office, supporting the design, manufacturing, and distribution of our solar and electric cookstoves. Our current capacity enables us to serve a growing number of rural institutions, especially schools, but demand continues to rise. To expand, Ecobora aims to scale up

production volumes, strengthen last-mile distribution, and reach more schools across rural Kenya. We also see strong potential for collaboration with partners in clean cooking technologies, renewable energy supply, logistics, and biomass fuel provision to enhance efficiency, unlock new markets, and accelerate the transition to clean, safe institutional cooking.



### Target Market:

Ecobora's target market consists of rural and underfunded schools across Kenya that need safe, reliable, and affordable cooking solutions. Our primary customers are educational institutions, including primary and secondary schools as well as Technical Training Institutes (TTIs), where we provide solar and electric cookstoves to improve efficiency, reduce fuel costs, and promote clean cooking practices.



### Collaboration Opportunities:

Ecobora is seeking strategic collaboration and partnership opportunities to scale up production, strengthen supply chains, and expand access to sustainable cookstoves in schools across Kenya. This includes B2B partnerships, joint ventures with local or international companies, and potential foreign investment to support technology transfer, capacity building, and innovation. Through these collaborations, Ecobora aims to enhance manufacturing efficiency, reach more institutions, and accelerate the adoption of clean, safe, and reliable cooking solutions.

## 2.1.24

### Maasai Kajiado Women Dairy Cooperative Society Ltd

**Enterprise:** Maasai Kajiado Women Dairy Cooperative Society Ltd

**Country:** Kenya, Kajiado county.

**Main product:** yoghurt, Fermented Milk (Iala) and pasteurized milk

**Contacts:** 0722795348/0714824829, masaiwomendairy@gmail.com

## Business goal:



Expansion of value addition products to include ghee, cheese, butter, etc, and also increase the distribution channels to cover entire country, increased training for farmers. Creation of more cooling facilities for better storage



#### Problem/Challenges:

Climate change, high operational costs, poor infrastructure



#### Target Market:

Current focus is on farmers, processors, and local consumers, with expansion toward retail, institutions, and hospitality



#### Collaboration Areas:

We need to collaborate with the genetics organization to improve breeds for better production, collaborate with research institutes for production of fodder for animals,

CLUSTER

2

# Bio-Based Agricultural Inputs

## 2.2 Bio-Based Agricultural Inputs (Bio-fertilizers)



## 2.2.1 Dudu Masters Limited

**Dudu Masters Limited** produces bio-fertilizer, bio-pesticides, and beneficial microbes for organic farming. Our bio-based agricultural inputs help farmers improve soil health and crop productivity while reducing dependence on chemical fertilizers.

**Enterprise:** Dudu Masters Limited

**Cluster:** Bio-based agricultural inputs

**Founder:** Muthike Jannifer

**County:** Kirinyaga

**Main Product:** Bio fertilizer

**Other Products:** Bio pesticides, microbes

**Contacts;** +254702444562





## Business goal: \_\_\_\_\_

Upgrade operational technology, secure international permits and certifications to access premium global markets and establish decentralized production units. To enhance production capacity, ensure product quality, and broaden distribution to reach more organic farmers and export customers.

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### Problem/Challenges:

Limited access to mechanization and technology, which restricts growth and productivity. Unlocking local markets for organic fertilizer is challenged by competition with subsidized chemical inputs and complex distribution. Expensive and time-intensive processes for global certification permits limit broader market access, alongside fragmented supply chains and regulatory hurdles.



### Current Capacity:

1 ton per month.



### Collaboration Areas:

seek partnerships for technology, increased market access, and investment to boost production and competitiveness.



### Target Market:

Organic farmers



### Collaboration Opportunities:

B2B partnership for upscaling and improving production, joint ventures with international companies to explore global markets

# 2.2.2 Organic Fields Ltd

**Organic Fields Ltd** produces a range of organic fertilizers and biofertilizers including Hygrow Organic Fertilizer, Biodama Biofertilizer, Champion Foliar, and Harvesto. Our products support sustainable agriculture and help smallholder farmers improve soil health and crop yields.

**Enterprise:** Organic Fields Ltd  
**Cluster:** Bio-based agricultural inputs  
**Founder:** Richard Mwangi  
**County:** Kiambu  
**Main Product:** Hygrow Organic Fertilizer  
**Other Products:** Biodama Biofertilizer, Champion Foliar and Harvesto  
**Contacts:** 0720826585/0791355137, organicfieldss@gmail.com

## Agri biz ▶ Smart Way to Grow Money

### Transforming urban waste into high-quality organic fertiliser

Richard Mwangi has pioneered a waste management approach that takes refuse from food markets and transforms it into organic fertilizer, a component that revitalises soil and curbs carbon emissions

By **Miriam Mutugi**  
 @mutugim

**N**atural organic fertiliser is highly valued, 2,275 tonnes of waste per day. If this organic waste contained about 50% to 70 per cent. Despite it comprising the major part of the waste in the city, it is still not being recycled, with the rest ending up in a landfill.

For waste management, one of the major contributors to a city's carbon footprint is the organic waste that is sent to landfills. It is because of all these effects that Organic Fields Ltd was established to recycle and reuse the waste in the city.

Richard Mwangi, founder and chief executive officer at Organic Fields, an agricultural company that produces sustainable organic fertiliser, is looking to use the waste to produce high-quality organic fertiliser. He says the company has been successful in this regard, with the recycling of organic waste into high-quality organic fertiliser.



Richard Mwangi, founder of Organic Fields, is looking to use the waste to produce high-quality organic fertiliser. He says the company has been successful in this regard, with the recycling of organic waste into high-quality organic fertiliser.



Staff at work at Organic Fields, a company dedicated to taking the pressing issue of food waste in markets.

In 2019, since the company has been established, it has had 100 tonnes of waste that has been recycled into organic fertiliser. The company has been successful in this regard, with the recycling of organic waste into high-quality organic fertiliser.

The company has been successful in this regard, with the recycling of organic waste into high-quality organic fertiliser.

**Farmer training**  
 The company plans to train small-scale farmers and provide them with the necessary knowledge and skills to use organic fertiliser. The company has been successful in this regard, with the recycling of organic waste into high-quality organic fertiliser.



Staff at work at Organic Fields, a company dedicated to taking the pressing issue of food waste in markets.

### BRIEFLY

#### How farmers can utilise AI to predict their pasture quantity and quality

**By Mwangi Mutugi**  
 @mutugim

For most, it can now use their own data to predict their pasture quantity and quality. This is done by using AI to analyze the data and provide farmers with the necessary information to make informed decisions about their pasture management.

The use of AI in pasture management is becoming increasingly popular, as it allows farmers to make more accurate predictions about their pasture quantity and quality. This is done by using AI to analyze the data and provide farmers with the necessary information to make informed decisions about their pasture management.





## Business goal: \_\_\_\_\_

Increase production capacity, improve marketing and distribution network, and hire the right skills.

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### Problem/Challenges:

Include marketing, complying with multiple regulations, and gaining access to finance.



### Current Capacity:

200 tonnes of organic fertilizer. Can increase to 1000 tonnes per month.



### Collaboration Areas:

Farmers training, technology sharing, and policy interventions towards adoption of organic fertilizers. Research collaborations with universities and public organizations.



### Target Market:

Smallholder farmers



### Collaboration Opportunities:

Foreign Investments, Joint ventures and B2B partnership for upscaling and improving production and marketing

## 2.2.3 NEIGHT GROUP LTD

**Ineight Group Ltd** provides integrated supply chain management and logistics solutions for agricultural producers, streamlining operations from farm to market and enhancing distribution efficiency.

**Enterprise:** INEIGHT GROUP LTD

**Cluster:** Bio-based agricultural inputs

**Founder:** Adrian Kamolleh

**Main Product:** Ukuzi Eco-Aqua Biostimulant/  
Fertilizer

**Contacts:** 0726884574 / 0705589457, ops@ineightgroup.org/ adrian@ineightgroup.org





## Business goal: ---

The primary objectives are market penetration and diversification to reach more customers and offer a broader range of solutions

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### Problem/Challenges:

Key challenges include obtaining necessary certifications (such as KEBS), building market connections to drive sales, and navigating complex government policies.



### Current Capacity:

Current monthly production capacity is 2,000 liters. The company aims to scale up as sales increase, enabling the establishment of depots at the coast to secure a higher volume of raw materials.



### Collaboration Areas:

The company collaborates with agro-dealers, input distributors, and farmer cooperatives to expand its presence in new agricultural regions, ensuring products reach smallholder farmers and commercial growers efficiently and on time.



### Target Market:

smallholder farmers, agricultural cooperatives and farmer groups, agro-dealers and input suppliers, and organic farming initiatives or projects.



### Collaboration Opportunities:

Potential opportunities include market development alliances by partnering with international organic certification bodies and export agencies to meet global quality standards and access export markets for organic produce. The company also seeks joint ventures with international bio stimulant and organic input manufacturers to facilitate knowledge exchange, technology transfer, and co-develop new formulations for diverse African agro-ecologies.

## 2.2.4 Planet Worms

**Enterprise:** Planet Worms

**Cluster:** Bio-based agricultural inputs (Bio-fertilizers)

**Founder:** John Nyore

**County:** Kiambu

**Main Product:** Vermicompost

**Other Products:** Vermicomposting units, Training, Worms, vermiliquid



### Business goal:



At Planet Worms, our vision is to build a thriving circular bioeconomy in Kenya by turning organic waste into life for the soil. We aim to scale nationwide through decentralized vermicomposting hubs, digital farmer education, and strategic partnerships with counties and research institutions. By investing in innovation, certification, and export-ready production, Planet Worms seeks to become East Africa's leading producer of biofertilizers that restore soil health, boost food security, and create green jobs. Our ultimate goal is to make regenerative agriculture the standard, not the exception, across Africa.



### **Problem/Challenges:**

As an entrepreneur in the bio-based agriculture sector, I face challenges such as high logistics and packaging costs for bulky organic products, limited access to financing to scale production, and low farmer awareness about the benefits of biofertilizers. Additionally, the absence of clear policy and certification frameworks for biofertilizers in Kenya affects product credibility and market access



### **Current Capacity:**

Currently, Planet Worms produces around 3-4 tons of vermicompost and 1,000 liters of vermiliquid per month. We aim to expand this capacity to 12 tons of vermicompost and 3,000 liters of vermiliquid per month within the next 1 year. To achieve this, we plan to invest in larger worm production systems, improved processing and packaging equipment. This will enable us to meet rising demand, create green jobs, and strengthen Kenya's circular bioeconomy through sustainable waste conversion.



### **Collaboration Areas:**

Planet Worms sees strong potential for collaboration in organic waste management, where partnerships with agribusinesses, markets, and counties can help convert waste into valuable biofertilizers. We also seek collaboration in research and innovation to improve product quality, develop biofertilizer standards, and support certification. Working with agro-dealers, cooperatives, and digital platforms can expand farmer training and distribution reach. Additionally, partnerships in

sustainable packaging and logistics will help lower costs and environmental impact. Together, these collaborations can strengthen Kenya's circular bioeconomy and promote large-scale adoption of regenerative agriculture.



### **Target Market:**

Planet Worms targets farmers, gardeners, and institutions seeking sustainable soil fertility solutions. Our main customers include smallholder farmers, urban gardeners, organic producers, and agro-dealers who value eco-friendly and chemical-free inputs. We also serve schools, landscapers, and environmental organizations implementing waste management and greening projects. As awareness of regenerative agriculture grows, we are expanding to collaborate with county governments, agribusinesses, and export-oriented farms interested in circular bioeconomy practices and certified biofertilizers.



### **Collaboration Opportunities:**

Planet Worms is seeking strategic partnerships and investments to scale production, improve technology, and expand market reach. We welcome foreign investment and joint ventures with international companies experienced in biofertilizer technology, organic waste recycling, and sustainable agriculture. We're also open to B2B partnerships with agribusinesses, research institutions, and equipment manufacturers to enhance efficiency, quality control, and innovation. Collaboration in R&D, certification, and export market development will help position Planet Worms as a regional leader in biofertilizers and contribute to advancing Kenya's circular bioeconomy.

## 2.2.5 Comfort worms and insects

**Comfort Worms** and Insects specializes in breeding insects and worms for organic waste recycling and high-protein animal feed, advancing circular bioeconomy practices

**Enterprise:** Comfort worms and insects

**Cluster:** Bio-based agricultural inputs

**Founder:** George Muturi kamau

**County:** Kiambu

**Main Product:** Vermicompost organic fertilizer

**Other Products:** Black soldier flies larvae

**Contacts;** 0727675682





## Business goal: ---

The goal is to grow fertilizer production capacity from the current 14 tonnes per month to 100 tonnes per month.

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### Problem/Challenges:

Main challenges include effective marketing and achieving greater market penetration for the fertilizer products.



### Current Capacity:

Current production is 14 tonnes per month, with plans to expand to 100 tonnes per month through acquiring additional equipment and capacity.



### Collaboration Areas:

Priority collaboration areas include marketing, expanding fertilizer production, and increasing mechanization to reach scale.



### Target Market:

The target market comprises organic farmers and export-oriented growers who seek sustainable agriculture inputs.



### Collaboration Opportunities:

Key opportunities include partnerships for scaling up production and investing in mechanization to boost operational efficiency.

## 2.2.6

### J J Elen's Limited

**J J Elen's Limited** produces and distributes a variety of processed foods and natural products, serving supermarkets and specialty retailers in Kenya and neighboring regions.

**Enterprise:** :J J Elen's Limited

**Cluster:** Bio-based agricultural inputs

**Founder:** Junnie R Wangari

**County:** Murang'a

**Main Product:** Biochar4Life Organic Soil Conditioner

**Other Products:** Biochar4Life Organic Fertilizer Premium

**Contacts;** +254 735800800, junnie@jjelens.com





## Business goal: ---

Our main goal is inclusion in the government fertilizer subsidy program to scale up production of organic farm inputs.

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### Problem/Challenges:

Challenges include low farmer uptake of organic inputs, lack of government support, and exclusion from subsidies that favor inorganic fertilizers over organic alternatives. These issues affect production volumes and market competitiveness.



### Capacity:

The scale-up plan includes scaling from 200Kg to 1000Kg.



### Collaboration Areas:

Collaboration areas include advocacy for organic farm inputs using the Organic Fertilizer & Input Manufacturers Association of Kenya (OFIMAK). Current capacity is 200 tonnes per month, and inclusion in the subsidy program could increase output to 2,000 tonnes monthly.



### Target Market:

The target market is small-scale farmers in Kenya who currently rely on inorganic fertilizers and need organic alternatives to improve soil health, reduce acidity, and raise crop productivity.



### Collaboration Opportunities:

Involves acquiring technology for scaling and improving production, as well as partnerships for financing market development.

## 2.2.7 Mazao Organic

**DermiJoy Skincare** produces premium bio-based skincare products, including lip butters, body butters, serums, and shower gels from natural plant oils, and organic ingredients.

**Enterprise:** Mazao Organic

**Cluster:** Bio-based agricultural inputs

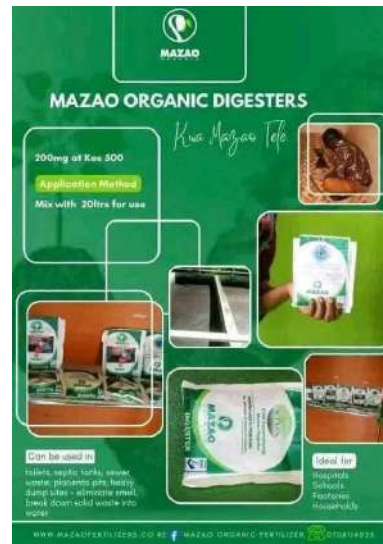
**Founder:** Mr.Thuranira Thiaine and Eng.Charles Onyango

**County:** Meru

**Main Product:** Mazao Organic fertilizers

**Other Products:** Bio waste management(Mazao Organic Digesters), clean cooking (Eco-makaa charcoal briquettes), Mazao biogas.

**Contacts:** 0708114025





### **Problem/Challenges:**

Currently, our efficiency is limited by technology investment gaps. These gaps, if addressed, could improve our bottom line by as much as 50%. Bridging this divide requires dedicated investment in new equipment, especially for waste digestion and fertilizer production.

### **Scale-up Opportunities:**

We are seeking collaboration on procuring state-of-the-art waste digester moulds and equipment—areas where Western companies offer notable advancements over local options. Additionally, we are looking for partners to help introduce advanced liquid dispensers for our biofertilizer, making distribution easier and enabling access at the last mile.



### **Capacity:**

Presently, our capacity stands at 1,000 liters of Mazao Organic fertilizer and 500 kg of digesters, but with investment, we can scale up to 100,000 litres and 50,000 kg, respectively.



### **Collaboration Areas:**

Collaboration on automation systems, quality control technologies, and production optimization methods. Opportunities in market access through joint marketing initiatives, shared distribution channels, co-branding opportunities, and partnerships with established brands to leverage their market presence and customer base.



### **Target Market:**

Our target customers are smallholder farmers, households, and corporate clients, including agro-processors, schools, and hotels.



### **Collaboration Opportunities:**

We are open to joint ventures and flexible collaboration models that benefit all stakeholders and support our vision to bring advanced organic fertilizer solutions to every farm and facility.

## **Business goal:**



Our main strategic goal is to leverage technology exchange to maximize operational efficiency and significantly improve our bottom line. By upgrading our systems and adopting best-in-class innovations, we aim to set a new standard in productivity and product availability.

## 2.2.8 GreenSprout

**GreenSprout** produces eco-friendly biofertilizer using fermented crop waste, livestock manure, and beneficial microbial cultures.

**Enterprise:** GreenSprout

**Cluster:** Biobased Agricultural Inputs

**Founder:** Danson Kamau

**Main Product:** Eco-friendly bio-fertilizer made from fermented crop waste, livestock manure and beneficial microbial cultures.

**Other Products:** Bio fertilizer

**Contacts;** 0717449696





## Business goal: \_\_\_\_\_

My objective is to scale up production of both dry and liquid microbial fertilizers, develop biopesticides and soil conditioners, and convert farm waste into soil boosters and other value-added products. I also aim to supply larger institutions and farming groups as primary clients.

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### Problem/Challenges:

Production is limited by a lack of equipment and capital, with additional barriers in accessing training and new markets. It is especially difficult to build consumer trust when introducing a novel agricultural product.



### Current Capacity:

Currently, I produce 200–400 kg of finished biofertilizer per month.



### Collaboration Areas:

Collaboration priorities include working with universities, Swedish biotech companies, and other foreign firms interested in entering the Kenyan or East African market.



### Target Market:

My products are targeted to smallholder farmers in Nyandarua, youth farming groups, potato and vegetable growers, organic producers, agro-dealers, cooperatives, and local nurseries and greenhouses.



### Collaboration Opportunities:

I seek international B2B partnerships, access to green funding, and technology transfer to scale fermentation and biopesticide production with improved equipment.

## 2.2.9 SIFOL Ltd

**Sifol Biotechnology** is a business in the coastal town of Malindi. We are involved in seaweed research and value addition to avail safe bio products for everyday use. Our first product is the Sifol super foliar, a bio-stimulant that is an organic alternative to synthetic chemicals to be used in crop production and crop protection. This product has been developed and just completed trials to check efficacy on plants in the field where we have seen positive results, increase in growth parameters and yield. We are also involved in Conservation Agriculture and offer private extension services to small holder farmers. The relevance of our work to bioeconomy is organic farming, regenerative agriculture, climate adaptation and providing a cheaper, sustainable way to farming. .

**Enterprise:** SIFOL Ltd

**Founder:** James Mukere

**Country :** Kenya, Kilifi County

**Main Product:** Seaweed Bio-stimulant

**Other Products:** Organic Fungicide, Insecticide

**Contacts:** +254 720056894, mukerethenya@gmail.com



### **Current international engagement :**

Our current business activities include Conservation Agriculture services, input supply and seaweed products. We have explored market for our products in Uganda and looking for further market and international engagement after registration of our biostimulant



### **Current Capacity:**

Our current monthly production is 500 Liters. If we get bigger equipment and set up a better structure, we can reach atleast 5,000 Liters and increase market reach



### **Collaboration Areas:**

We have worked with Pwani University BioScience Research Centre (PUBReC) and the Biotechnology department to develop and test our product by using their research facilities. We are on the look out for further collaborations for research, product diversification and funding as part of our expansion. We are also interested in Foreign Investments in research and access to laboratory and testing facilities, R&D funding, product polishing, marketing and distribution

**CLUSTER**

**3**

# **Bio-Based Industrial Development**

**2.3 Bio-Based Agricultural Inputs  
(Bio-Packaging)**



## 2.3.1 The Shaba

**The Shaba creates premium** locally-sourced food and beverage products, blending innovation with traditional recipes to supply retailers and hospitality providers with unique, market-ready offerings.

**Enterprise:** The Shaba

**Cluster:** Biobased Industrial inputs

**Founder:** Gloria Kisilu

**County:** Kiambu

**Main Product:** Handcrafted sisal bags

**Other Products:** Sisal mats

**Contacts:** 0728706885 and gloriakisilu@theshaba.com / theshabastudio01@gmail.com





## Business goal: ---

Expanding into international retail and boutique markets through stronger distribution and partnerships; Increasing production capacity by investing in equipment, training, and a larger workshop; Strengthening digital systems to improve efficiency, traceability, and supply chain coordination; and Diversifying products within sustainable, bio-based fashion and lifestyle goods.

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### Problem/Challenges:

Reaching new buyers and international retail spaces is still difficult due to limited networks and exposure; Access to affordable capital is needed to scale production and meet growing demand.



### Current Capacity:

Current capacity: 100 units/month. Goal: Scale to 500 units/month within 12-18 months by expanding the workshop, training more artisans, and investing in equipment to meet growing demand.



### Collaboration Areas:

Technology and digital solutions that enhance production, traceability, and artisan coordination; Product development and design for co-creating new sustainable, bio-based products; Market access and distribution partnerships to reach international retailers and boutiques.



### Target Market:

Our customers are eco-conscious consumers and retailers who value sustainable, handmade products. This includes boutiques, specialty stores, and individuals seeking ethically produced, high-quality sisal bags and accessories, both locally and internationally.



### Collaboration Opportunities:

We seek foreign investment, joint ventures, and B2B partnerships to scale production, expand international market access, improve efficiency, and develop sustainable, high-quality products with wider distribution.

## 2.3.2 Ziada Solutions Ltd

**Ziada Solutions Ltd** delivers innovative process automation and digital monitoring tools for agribusiness, improving efficiency, transparency, and product traceability.

**Enterprise:** Ziada Solutions Ltd

**Cluster:** Biobased Industrial inputs

**Founder:** Samuel Thuo

**County:** Taita Taveta and Kiambu

**Main Product:** Hand woven banana fibre products

**Other Products:** Green banana flour, bio slurry

**Contacts;** +254722409108, [ziadasolutionsltd@gmail.com](mailto:ziadasolutionsltd@gmail.com), [www.ziadasolutions.com](http://www.ziadasolutions.com)





## Business goal:

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The company aims to expand into export markets, invest in research and development, build partnerships, and scale operations to other counties in Kenya and, ultimately, across the region.

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### Problem/Challenges:

Ziada Solutions faces policy hurdles, limited access to markets and technology, and resource constraints that hinder its ability to scale effectively.



### Current Capacity:

Currently, Ziada Solutions extracts about 300 kg of banana fiber, weaves 500 square feet of carpets, produces 5,000 liters of bio slurry, and 100 kg of green banana flour per month. The company plans to double production next year and expand to two additional counties to grow its footprint.



### Collaboration Areas:

Key areas for collaboration include reseller opportunities, technology transfer agreements, manufacturing as a service, and off-take partnerships to boost production and market presence.



### Target Market:

Products are sold to a diverse local market: banana fiber goes to artisans; carpets are supplied to resellers and interior décor companies; bio slurry is used by local farmers; and banana flour is purchased by local schools for feeding programs.



### Collaboration Opportunities:

Collaboration opportunities include access to export markets, R&D for textiles, and adoption of new technologies to improve product development and distribution

## 2.3.3 Fibertext Green Paper Ltd

**Fibertext Green Paper Ltd** manufactures eco-friendly paper and packaging products from agricultural fibers and recycled materials, supporting green supply chains and corporate customers.

**Enterprise:** Fibertext Green paper Ltd

**Cluster:** Biobased Industrial inputs

**Founder:** Rose Sikulu, Edwin Wanjala

**County:** Bungoma

**Main Product:** Biodegradable packaging

**Other Products:** Packaging

**Contacts:** 0113671268





#### **Problem/Challenges:**

Major challenges involve financial access for equipment and machinery investments.



#### **Current Capacity:**

Currently, we produce 6,000 kg of biodegradable packaging monthly. Plans include investing in automated machinery to boost efficiency, and engaging in research and development to introduce faster production methods and new materials.



#### **Collaboration Areas:**

Manufacturing partners are needed to scale up capacity or share facilities. Collaboration with technology providers will help automate processes for higher efficiency and lower costs. Engaging with research institutions can support innovation in production methods and improve material quality.



#### **Target Market:**

Restaurants require sustainable takeout packaging to reduce plastic waste. Food producers like coffee companies need eco-friendly packaging. Eco-conscious consumers seek biodegradable, plastic-free alternatives for everyday use. Gift shops want sustainable and unique packaging for artisanal and eco-friendly products.



#### **Collaboration Opportunities:**

Foreign investments from impact investors, climate tech, and ESG-focused funds can provide vital funding. Joint ventures with packaging firms, agricultural producers, or research institutions could drive scaling and innovation. B2B partnerships with consumer goods companies, retailers, and e-commerce giants will expand distribution for sustainable packaging. Technology partners are key for driving automation, material innovation, and supply chain optimization. Expanding into international markets, especially in eco-conscious regions, is possible through partnerships with distributors and exporters.

## **Business goal:**



Increase production capacity through automation and process optimization. Expand geographically into international, eco-conscious markets. Diversify products to include items such as utensils (cups) and food wraps. Enhance brand visibility via partnerships and marketing. Innovate production methods to boost efficiency and reduce costs.

## 2.3.4 Ecobana Limited

**Ecobana Limited** designs and distributes biodegradable food packaging, helping food producers and retailers transition away from single-use plastics and minimize environmental impact.

**Enterprise:** Ecobana Limited

**Cluster:** Biobased Industrial inputs

**Founder:** Keylie Muthoni, Lennox Omondi, Dulla Shiltone and Brian Ndung'u

**County:** Kisii

**Main Product:** Manufacturing biodegradable sanitary pads from banana fibers

**Other Products:** Mats, carpets and bags

**Contacts;** +254718029191





## Business goal:

We seek to secure new local and international markets for its biodegradable sanitary pads and form strategic partnerships with distributors and NGOs to reach underserved regions. Other goals include expanding production capacity with automation, attaining global certification for export readiness, and developing new packaging product lines using banana fibers.



### Problem/Challenges:

The main challenges are scaling up production to meet increasing demand, limited access to markets and distribution networks, high shipping and logistics costs, funding constraints for growth and certification, and low community awareness of biodegradable alternatives.



### Current Capacity:

Currently, Ziada Solutions extracts about 300 kg of banana fiber, weaves 500 square feet of carpets, produces 5,000 liters of bio slurry, and 100 kg of green banana flour per month. The company plans to double production next year and expand to two additional counties to grow its footprint.



### Collaboration Areas:

Opportunities include market linkages and B2B collaborations to expand product reach, partnerships with NGOs, social enterprises, and retailers for better distribution, and research institution collaborations to enhance product design and durability. Ecobana can scale monthly production from 630,000 to 900,000 pads using existing machinery, with long-term plans to set up additional units across East Africa.



### Target Market:

Target customers include NGOs and humanitarian organizations, schools, county governments, supermarket and pharmacy distributors, corporate CSR programs, and export markets across East Africa.



### Collaboration Opportunities:

involve market access partnerships, foreign investment, joint ventures with international bio-product companies, bulk supply agreements with hygiene brands, and knowledge exchange with European sustainability leaders.

## 2.3.5 Ecotaka Ltd

**Ecotaka Ltd** is a social enterprise program creating disruptive business models that merge skilled management/specialized staff, enabling enterprises to add value and efficiency and effectiveness. Ecotaka Ltd is founded as a global developer of a more circular economy in Kenya, called the Waste Management Hub (WMH).

**Enterprise:** Ecotaka Ltd

**Founder:** Rose Omariba

**Main Product:** Waste recycled paper and beads

**Phone:** +254724871391

**Email:** omaribarose@gmail.com

### Business goal:



The business aims to create sustainable employment and improve staff living standards, while delivering reliable and satisfactory waste management services to both local and international clients. Its broader vision is to demystify the waste management ecosystem by developing innovative and circular business models that can transform Africa's approach to sustainability.



#### Challenges:

Weak recycling systems, low segregation incentives, and uncontrolled dumping are driving health and environmental hazards.



#### Solution/Services:

The solutions focus on driving the creation of green jobs and supporting entrepreneurship in waste management, while embedding the circular economy model to minimize waste through recycling and reuse of existing materials and products. They also emphasize environmental protection and rehabilitation, ensuring that communities benefit from the green transition through social programs that rethink waste value chains and unlock the potential of circular business models such as service-based systems, reverse logistics, collaborative consumption, and sharing economy approaches. At the same time, society must fundamentally redesign products to be durable, reusable, repairable, and safe by design, with a strong emphasis on using recycled materials wherever possible. Sustainable management requires the continuous modernization of waste systems to build robust markets for high-quality recycled materials, creating real and lasting jobs while reducing dependence on primary raw materials.

CLUSTER

4

# Sustainable Bioenergy

## 2.4 Sustainable Bioenergy (Briquettes)



## 2.4.1 Migas Renewable Energy

**Migas Renewable Energy** provides eco-friendly solutions including biogas production, bio-slurry (biofertilizer), and briquettes. We install biogas systems for households, institutions, and farms, promoting a circular economy while contributing to Kenya's Bioeconomy Strategy.

**Enterprise:** Migas Renewable Energy Eco Friendly solutions

**Cluster:** Sustainable Bioenergy (Briquettes)

**Founder:** Morris Kombe

**County:** Kilifi

**Main Product:** Bio slurry

**Other Products:** Biogas

**Contacts;** 0706796986,  
migasrenewableenergy@gmail.com





## Business goal: \_\_\_\_\_

Expand operations in biogas production, biofertilizer commercialization, and briquette value chains. Establish a Bioenergy Training and Innovation Hub in Kilifi County. Integrate waste-to-energy systems for institutions and farms.



### Problem/Challenges:

Limited access to affordable financing for scaling up bioenergy technologies. The cost of quality feedstock processing equipment remains high. Most clients have limited awareness of the economic and environmental benefits of bio-based solutions.



### Current Capacity:

Install about 4–6 biogas units per month and produce 1 ton of briquettes and 500 liters of digestate biofertilizer. Plan to scale to 15 systems monthly, 5 tons of briquettes, and 2,000 liters of biofertilizer.



### Collaboration Areas:

Biofertilizer research and packaging, biogas technology improvement, biochar development, and joint marketing of clean cooking and waste valorization products.



### Target Market:

Rural and peri-urban households, schools, farms, hotels, and community-based organizations seeking affordable and sustainable energy and organic soil improvement solutions.



### Collaboration Opportunities:

Joint ventures and technology partnerships with international firms and investors in the bioenergy and waste valorization sector. B2B partnerships for carbon credit development and sustainable biomass sourcing.

## 2.4.2 MAMA NI JIKO

**Mama Ni Jiko** provides efficient, clean cooking solutions with a range of improved cookstoves and fuel alternatives, helping households and small businesses transition to safer, healthier kitchen environments.

**Enterprise:** MAMA NI JIKO

**Cluster:** Sustainable Bioenergy

**Founder:** Betty Kazungu

**County:** Kilifi

**Main Product:** Flexi Biogas Systems – Design, installation, and maintenance of portable and fixed biogas systems for households, institutions, and small farms.

**Other Products:** Bio-slurry as organic fertilizer, Briquettes from organic waste, Improved energy-saving cookstoves, Training on biogas use and system maintenance

**Contacts:** [bettyk681@gmail.com](mailto:bettyk681@gmail.com)





## Business goal: ---

Expand installation of flexi biogas systems across Kilifi and neighboring counties, Establish a biogas demonstration and training hub in Kilifi; Manufacture and locally assemble biogas components to reduce costs; Partner with SACCOs and microfinance institutions for affordable biogas financing

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### Problem/Challenges:

Limited access to capital for scaling up installations; Low awareness and adoption of biogas technologies in rural areas; High initial cost of biogas systems for end-users; Need for better equipment and technical tools to increase efficiency



### Current Capacity:

Currently, Migas installs 2–3 flexi biogas systems per month. We aim to scale up to 10 systems per month through capacity building, improved equipment access, and collaboration with development partners.



### Collaboration Areas:

Collaboration with dairy farmers, schools, and hotels for organic waste-to-energy projects, Partnerships with agri-based enterprises for bio-slurry utilization in farming, Technical collaboration with local and international biogas technology suppliers; Joint awareness campaigns on clean energy and waste management



### Target Market:

Smallholder farmers with livestock; Households in rural and peri-urban areas; Schools and training institutions; Hotels, restaurants, and dairy cooperatives seeking clean energy alternatives.



### Collaboration Opportunities:

Joint ventures for affordable biogas system production and technology transfer: Partnerships with development agencies and green energy funds for project expansion; Collaboration with international companies for component manufacturing and innovation; B2B partnerships to develop hybrid energy solutions integrating biogas and solar.

## 2.4.3 BiG Organics and Naturals Limited

**BiG Organics and Naturals Limited** produces organic fertilizers and soil amendments, working closely with farmers to enhance yields and foster regenerative agriculture practices.

**Enterprise:** Big Organics and Naturals Limited

**Cluster:** Sustainable Bioenergy (Briquettes)

**Founder:** Effie Wambui & Don Bosco Kirimi Manene

**County:** Machakos

**Main Product:** Briquettes

**Other Products:** Biochar and Organic fertilizer

**Contacts;** +254716651588, donkirimi71@gmail.com.





## Business goal: ---

We intend to secure financing for infrastructure development, upgrade its solar power system, and acquire efficient machinery to boost production while expanding access to sustainable markets.

---



### Problem/Challenges:

Limited financing and inadequate infrastructure, as the farm relies solely on solar power due to lack of grid access. Inefficient machinery leads to low and seasonal production, and markets are inconsistent. There are also issues with unclear compliance requirements, limited availability of bio-waste, and low customer awareness particularly regarding solutions for lighting problems.



### Current Capacity:

Production is currently 60 tonnes during favorable weather, with a short-term goal to reach 20 tonnes per day with improved machinery.



### Collaboration Areas:

Seeks mentorship and knowledge sharing, access to networking and market linkages, and expert financial advice to support growth and operational improvement.



### Target Market:

The primary target market consists of large industries and institutions that currently use firewood or other unsustainable energy sources.



### Collaboration Opportunities:

We are open to foreign investment and joint ventures with international companies, as well as B2B partnerships to upscale production and deliver high-quality products.

## 2.4.4

### Gemari Ventures Ltd

**Gemari Ventures Ltd** develops value-added agricultural foods and beverages, leveraging innovative recipes and local ingredients to supply retailers and enrich family diets.

**Enterprise:** Gemari Ventures Ltd

**Cluster:** Sustainable Bioenergy (Briquettes)

**Founder:** Mary Ndunge Wambua

**County:** Kilifi

**Main Product:** Charcoal briquettes

**Other Products:** Fire starters

**Contacts;** 0724837220, 0723231395, ndungewmary@gmail.com, gemariventures@gmail.com

PREMIUM CHARCOAL  
**BRIQUETTES**



Cooking

Barbeque

Heating

A PRODUCT OF  
**GEMARI**  
VENTURES

Contacts :  
0723 231 395  
0724 837 220





### Problem/Challenges:

The main challenges include limited access to consistent raw materials, low public awareness about the benefits of briquettes, and competition from cheaper, low-quality alternatives. Additionally, high transport costs and limited capital hinder production efficiency and business expansion. Despite these obstacles, I remain committed to promoting clean energy and scaling sustainable briquette production.



### Capacity:

Produces approximately 1 to 1.5 tonnes of charcoal briquettes per month, depending on raw material availability and manual production capacity. I aim to expand production to 5 tonnes per month by investing in improved machinery, better drying facilities, and more efficient packaging equipment.



### Collaboration Areas:

collaboration with businesses involved in waste management for sourcing raw materials like charcoal dust and agricultural waste. Partnering with packaging companies for eco-friendly branding solutions, and with distributors or retailers to expand market reach, would be beneficial. Collaboration with clean energy organizations and community groups can further promote awareness and adoption of briquettes as a sustainable fuel alternative.



### Target Market:

Includes households, small food vendors, and institutions such as schools, hotels, and restaurants seeking affordable and eco-friendly alternatives to charcoal and firewood. Presently, my main customers are local households and small-scale food businesses—such as chapati and grill vendors—who prefer briquettes for their longer burn time, low smoke, and reduced cooking costs. As production increases, I plan to expand to larger institutional clients and wholesale distributors in urban and other counties.



### Collaboration Opportunities:

include strategic partnerships with international companies specializing in renewable energy, clean cooking solutions, or sustainable manufacturing to bring modern production technology and expertise. B2B partnerships with organizations involved in carbon offset programs, eco-friendly product distribution, or green energy initiatives can expand market access. Local collaborations with suppliers, transporters, and community groups will help strengthen the value chain, enhance raw material sourcing, and create more community jobs. These partnerships will help improve production capacity, quality standards, and the overall sustainability of the business.

## Business goal:



Scale up production by acquiring better briquette-making machinery to increase output and consistency. I also plan to expand distribution channels to reach more households, hotels, and institutions while investing in branded packaging and marketing to raise awareness about clean energy. In the long term, I aim to set up a larger production facility that employs more youth and advances environmental sustainability through waste recycling.

## 2.4.5 Rangelands Reseeding Solutions Ltd

**Rangelands Reseeding Solutions Ltd** restores degraded land with improved seedling production and planting solutions, partnering with farmers and conservation organizations for lasting ecological impact.

**Enterprise:** Rangelands Reseeding Solutions Ltd

**Cluster:** Sustainable Bioenergy

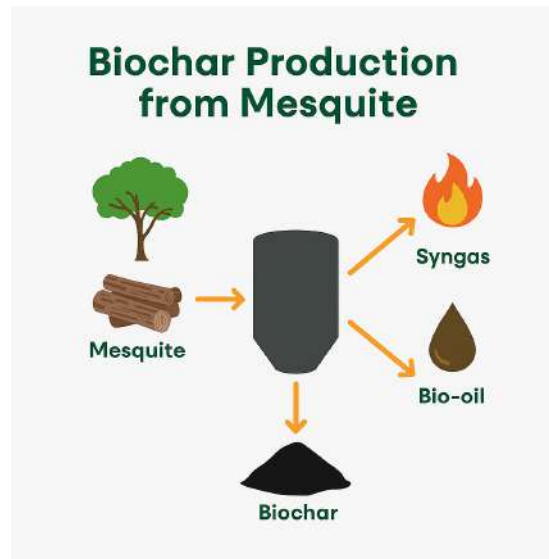
**Founder:** Gilbert Mato, Elly Choso and Adan Alamin

**County:** Isiolo

**Main Product:** Biochar

**Other Products:** Indigenous seeds, seedballs, bio-oil and power generation

**Contacts;** +254759320043; gilbert.mato@rangeseeds.org





## Business goal: ---

We seek partnerships for ecological restoration, prepurchase agreements for carbon removal credits, and impact investment to support large-scale biochar projects.

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### Problem/Challenges:

Main challenges include raising enough capital to scale up to industrial biochar production and effectively target the carbon removal market.



### Current Capacity:

Current output is 24 million seedballs, 2 tons of indigenous seeds aggregated, and 50 tons of artisanal biochar, with the ability to reseed 20,000 acres per month. The goal is to scale to 1,800 tons of industrial biochar, 48 million seedballs, 4,050 tons of carbon, 2 MW of renewable power, and 1,620 tons of bio oil annually.



### Collaboration Areas:

Potential collaborations involve securing carbon-neutral logistics, exchanging knowledge with other restoration projects, assisting organizations to offset their carbon footprint, supplying indigenous seeds, and undertaking restoration as part of Corporate Social Responsibility programs.



### Target Market:

Target segments include carbon removal credit markets, ecological restoration projects, philanthropic foundations, CSR initiatives, logistics companies, and manufacturers of bio oil.



### Collaboration Opportunities:

Key opportunities include impact investment for industrial biochar production, partnerships with ecological restoration projects, purchasing equipment, and expanding carbon credit sales.

## 2.4.6 Stracom Limited

**Stracom Limited** provides market access and technical support for small-scale food processors, helping local entrepreneurs grow their businesses through improved operations and branding.

**Enterprise:** Stracom Limited

**Cluster:** Sustainable Bioenergy

**Founder:** Sydney Jilani/Claris Mcharo

**County:** Kilifi

**Main Product:** Carbonized Briquettes

**Other Products:** Active carbon, Biochar, coconut vinegar and clean cooking stoves

**Contacts;** 0745224692





## Business goal: \_\_\_\_\_

We aim to open marketing stores across the country to increase reach and visibility.

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### Problem/Challenges:

Stracom faces several challenges, including lack of awareness in marketing and distribution channels, unreliable drying systems, and insufficient transportation for raw materials and finished products.



### Current Capacity:

The company currently produces 9 tonnes per month. Expansion will require investment in new machinery, improved supply chain logistics, a 50% increase in production processes, production process optimization, and enhanced staff efficiency.



### Collaboration Areas:

Priority areas for collaboration are accessing new markets and distribution channels, sharing technology (such as solar dryers), sourcing raw materials, and developing co-branded products or packaging partnerships.



### Target Market:

Target customers include households, institutions, food vendors, and the wider community.



### Collaboration Opportunities:

include entering foreign or export markets and forming B2B partnerships to strengthen growth and scalability.

## 2.4.7 Almost Waste Solutions

**Almost Waste Solutions** transforms post-harvest residues and surplus food into high-value products, reducing food loss and supporting sustainability throughout the supply chain.

**Enterprise:** Almost waste solutions

**Cluster:** Sustainable Bioenergy

**Founder:** Emmanuel Muchule

**Main Product:** Briquettes

**Contacts;** emmanuelmuchule@gmail.com,  
0790622968





## Business goal: —

Key objectives include acquiring machinery to boost waste conversion capacity and output of eco-friendly products, establishing a permanent production site, diversifying products (e.g., fertilizers, biofuels), forming strategic partnerships with government and the private sector, expanding to new markets across Kenya, and empowering youth and women through green job training.



### Problem/Challenges:

Main challenges are limited funding for machinery and workspace, inadequate facilities (currently operating from a tent), high operational costs, market access difficulties for both waste supply and product sales, and navigating complex local regulations and management issues in the waste sector.



### Current Capacity:

Currently, production is small-scale processing 300–400 kg of market and agricultural waste per month into briquettes and compost using manual tools. The target is to reach 2–3 tons per month with improved machinery and a dedicated site, enabling better quality and supply to larger markets.



### Collaboration Areas:

Collaboration opportunities include product development with companies in energy, agriculture, and manufacturing; distribution and retail partnerships; technology and research collaborations to improve efficiency and quality; training and engagement with NGOs for community empowerment; and sustainability initiatives with corporates focused on circular economy goals.



### Target Market:

Customers include households and businesses seeking affordable, sustainable products (like briquettes and compost), local food vendors and farmers, institutions in need of waste collection or energy solutions, and partners for CSR and large-scale recycling.



### Collaboration Opportunities:

Seeking investment for growth, joint ventures with international waste-to-energy or biofuel firms, B2B partnerships for product distribution, research collaborations for innovation, and NGO partnerships for community development. These efforts aim to raise capacity, create jobs, and promote the circular economy in Kenya.

## 2.4.8 Natural Char Energy

**Natural Char Energy** supplies clean energy solutions, focusing on charcoal alternatives and efficient stoves for rural and peri-urban communities seeking to reduce pollution and improve health.

**Enterprise:** Natural char energy

**Cluster:** Sustainable Bioenergy

**Founder:** John kiruri

**County:** Mombasa

**Main Product:** Briquettes

**Other Products:** Clean cook stoves

**Contacts;** 0738888334





## Business goal: \_\_\_\_\_

The business aims to open stores in additional counties to reach more households and institutions and to acquire larger machinery for increased production.



### Problem/Challenges:

Key challenges include low community awareness about the benefits of clean cooking fuel, lack of drying equipment, and insufficient transport for raw materials and products. Expanding clean cooking solutions requires both technical investment and community education.



### Current Capacity:

The current production capacity is 32 to 35 tons per month.



### Collaboration Areas:

Priority areas for collaboration include technology sharing, gaining access to new markets and distribution channels, and securing partnerships for raw material sourcing.



### Target Market:

Target markets include domestic users, hotels, restaurants, hospitals, and schools.



### Collaboration Opportunities:

Include market linkages, brand visibility and promotion, and acquisition of additional machinery.

## 2.4.9 Ecostride Solutions Ltd

**Ecostride Solutions Ltd** aims to expand from its base as a small-scale briquette producer to become a leader in clean energy, offering reliable alternatives to traditional fuels for households, poultry farmers, and food businesses.

**Enterprise:** Ecostride Solutions Ltd

**Cluster:** Sustainable Bioenergy (Briquettes)

**Founder:** Boniface Mutua

**County:** Nakuru

**Main Product:** Carbonized Briquettes

**Contacts;** +254722 385148, bonifacemutua5@gmail.com





### **Problem/Challenges:**

Main challenges for Ecostride include limited access to financing for equipment upgrades, fluctuating supply of agricultural and charcoal waste, low market awareness about briquette benefits, high distribution and transport costs, and competition from unsustainably sourced charcoal. These obstacles must be tackled for the business to scale successfully.



### **Current Capacity:**

Currently, the company produces approximately 1 ton of EcoPoa briquettes daily, about 24–26 tons per month, using locally fabricated machines and solar drying. Planned expansion includes acquiring modern machinery, installing mechanical or solar-assisted dryers, hiring additional workers, upgrading facilities, and creating regional depots to raise output to 3 tons per day.



### **Collaboration Areas:**

Key areas for partnership include sourcing raw materials with local businesses, co-developing technology and equipment with engineering firms, expanding sales channels with retailers and logistics companies, implementing effective

marketing campaigns in collaboration with clean cooking advocates, and accessing financial support from impact investors or SACCOs.



### **Target Market:**

Ecostride's target market includes urban and peri-urban households seeking cleaner and cheaper fuel, poultry farmers needing reliable heating, hotels and eateries aiming for steady cooking energy, and wholesalers or retailers distributing products in new markets.



### **Collaboration Opportunities:**

The company is open to foreign investments and joint ventures, B2B partnerships with institutional energy buyers, technology transfer agreements, market development collaborations with distributors, and capacity-building support from training and investment organizations. These strategic collaborations will support growth, product innovation, and greater environmental impact in Kenya's clean energy sector.

## **Business goal:**



The company aims to increase daily briquette output from 1 to 3 tons by acquiring advanced machinery, a carbonizer, and improved drying systems. Ecostride also plans to introduce non-carbonized products for institutional buyers, optimize distribution channels with regional depots, and digitize operations for better customer engagement and efficiency.

## 2.4.10 Kafas Green Energy

**Kafas Green Energy** manufactures clean cooking fuels and stoves, driving adoption of renewable energy solutions in households and small institutions.

**Enterprise:** Kafas Green Energy

**Cluster:** Sustainable Bioenergy (Briquettes)

**Founder:** David Karani Macharia

**Main Product:** Charcoal Briquettes

**Other Products:** Charcoal lighters

**Contacts;** 0714292765, karanidavid38@gmail.com





## Business goal: \_\_\_\_\_

The main goal is to expand the customer base both locally and internationally by increasing brand visibility and product accessibility.



### Problem/Challenges:

Key challenges include limited market access, lack of strong market linkages, insufficient funds to sustain ongoing marketing activities, and logistical barriers to delivering products to remote clients.



### Scale-up Opportunities and Capacity:

Growth will be driven by partnerships focused on market development, consumer awareness campaigns, and collaborative marketing. With financial support, the company can increase production to 7,500 kg by hiring more workers, purchasing additional raw materials, and expanding production facilities.



### Collaboration Areas:

Key areas for collaboration include reseller opportunities, technology transfer agreements, manufacturing as a service, and off-take partnerships to boost production and market presence.



### Target Market:

The primary target market includes hotels, restaurants, households, schools, and other institutions.



### Collaboration Opportunities:

Involve pursuing B2B partnerships and securing foreign investment to penetrate new markets and strengthen business operations.

## 2.4.11 Kings biofuels limited

**Kings biofuels limited** produces non-carbonized biomass briquettes, offering a cleaner and sustainable alternative for industrial and institutional energy needs.

**Enterprise:** Kings biofuels limited

**Cluster:** Sustainable Bioenergy

**Founder:** Ngugi km. Festus

**County:** Murang'a

**Main Product:** Non-carbonized biomass Briquettes

**Contacts;** +254 711 444 184





## Business goal: \_\_\_\_\_

Our top priority is to strengthen our company's finances and management capacity to support sustainable growth and higher production efficiency.



### Problem/Challenges:

The main challenge we face is securing sufficient finances to maintain and scale up our operations.

### Scale-up Opportunities:

We seek collaboration in both management and finance to unlock growth.



### Capacity:

With support, we can scale our current production capacity from 200 tons to even higher volumes.



### Collaboration Areas:

Key areas for collaboration include reseller opportunities, technology transfer agreements, manufacturing as a service, and off-take partnerships to boost production and market presence.



### Target Market:

Our key markets are schools and industries that use briquettes for cooking and thermal energy generation.



### Collaboration Opportunities:

We welcome joint ventures, particularly with partners who bring capital and management expertise to help drive expansion and operational excellence.

## 2.4.12 Giraffe Bioenergy

Giraffe Bioenergy aims to directly address the gap in clean cooking solutions for millions of Kenyans who rely on charcoal and kerosene, with severe health and environmental consequences. Ethanol is a proven, clean, and safe alternative, with demand projected to reach 200 million litres by 2030 far exceeding current production.

**Enterprise:** Giraffe Bioenergy

**Founder:** Linda Davis

**Counties:** Nairobi, Kilifi

**Main Product:** Cassava and cassava-derived inputs for ethanol cooking fuel

**Other products:** Chillies (African Bird's Eye) cultivated as a high-value cash crop for export markets

**Contacts:** linda.davis@giraffebioenergy.com  
Website: www.giraffebioenergy.com





### Challenges:

As a pioneer of a rural bioeconomy project in Kenya, Giraffe Bioenergy faces significant challenges, including limited access to scale-appropriate financing for agricultural operations and biorefinery infrastructure, regulatory delays in releasing improved cassava varieties and securing multiple approvals, and infrastructure gaps such as irrigation, rural roads, and reliable power. Coordinating consistent supply chains from thousands of smallholder farmers while maintaining quality adds further complexity, compounded by shortages of specialized expertise in agronomy, engineering, and project development.



### Solution/Product /Services:

Giraffe Bioenergy is creating an integrated cassava-to-ethanol ecosystem to meet Kenya's demand for clean cooking fuel. Its core solution is a 15 million litre per year ethanol biorefinery to replace charcoal and kerosene, reducing health risks and deforestation. This is supported by climate-resilient cassava farming with improved varieties, a women-centred Block Farmer model that empowers rural livelihoods, and the propagation of high-quality seedlings aligned with national food security goals. Additionally, commercial chilli production with guaranteed offtake provides farmers with steady income to sustain operations.



### Scale -up Opportunities:

Giraffe Bioenergy's growth strategy focuses on expanding ethanol production capacity and strengthening agricultural systems. By 2027, the company plans to commission a 15 million litre biorefinery, followed by two additional 30 million litre facilities by 2030, making it East Africa's largest ethanol cooking fuel producer with a total capacity of 75 million litres. This scale-up will be supported by expanding commercial farms to over 2,000 hectares, contracting 1,500+ Block Farmers, upgrading irrigation with solar-powered and efficient water systems, and enhancing seedling propagation to drive Kenya's cassava flour and clean cooking transitions.

### Areas for Collaboration with Other Businesses

- Sales & Distribution: Long-term off-take partnerships with clean cooking retailers, distributors, and urban energy providers.
- Agricultural partnerships: Seed system partners, seedling distribution networks, fertiliser suppliers, irrigation technology companies, and extension service providers.
- EPC & Engineering: Collaboration with experienced international technology providers for biorefinery construction, renewable energy systems, and automation.
- Logistics & Transport: Partnerships for ethanol delivery, storage, and last-mile distribution.
- Women-focused organisations: Partnerships to strengthen training, certification, and livelihood programmes for rural women.

# Swedish Enterprises

# BCC (Bjorkemar Construction and Consulting)

**Enterprise:** BCC AB (Bjorkemar Construction and Consulting)

**Countries:** Kenya, Tanzania, Malawi, Zambia, Mozambique, Angola, Gabon, Ghana, Sierra Leone, South Africa

**Main Products:** A variety of growing systems (growing containers/trays, mechanized equipment, irrigation systems) for containerized forest nurseries

**Contacts:** Heinz Reinstorf, +27 82 775 8260, [bcc@fnssa.co.za](mailto:bcc@fnssa.co.za)



## Business goal:

Be able to secure restoration/rehabilitation projects which will require tree nurseries which we can supply and construct, showcasing our expertise in containerized tree seedling nurseries.



### Challenges:

Available financing in Kenya for restoration/rehabilitation projects by the Public sector seems to be restricted, Dealer or agent in the region not yet appointed



### Target Market/Collaboration :

The target market and collaboration focus within the containerised forest and tree nursery sector in Kenya primarily revolves around key client groups such as Plantech in Naivasha and Menengai Oils, who represent strategic partners in advancing sustainable forestry practices. Current and prospective market segments include both private and public stakeholders engaged in large-scale reforestation, ecological restoration, and rehabilitation projects. By aligning with these customer groups, the sector aims to support national and community-driven initiatives that enhance biodiversity, restore degraded landscapes, and contribute to climate resilience, while fostering collaborative partnerships that strengthen Kenya's environmental governance and green economy.



### Collaboration Potential:

Building turnkey nursery projects, we would need a strong local contractor for all civil works, site services, construction works, etc.

# IRRIOT

IRRIOT's precision irrigation system dramatically reduces water waste, optimizes resource use, and enhances crop performance. By automating irrigation with real-time data and wireless solar-powered units, we enable growers to save half their water consumption while increasing yields up to 30%, ensuring immediate economic and environmental impact.

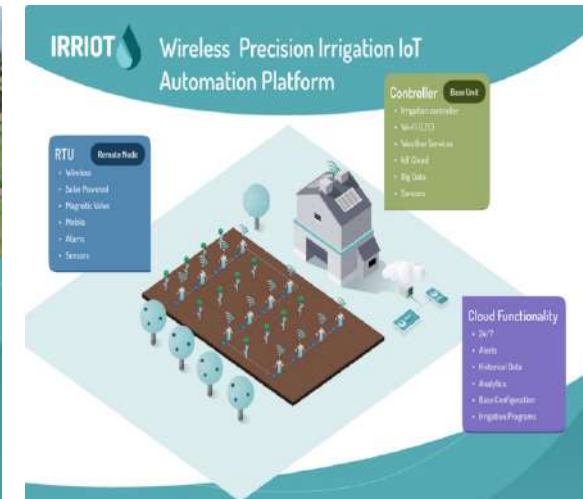
**Enterprise:** IRRIOT AB

**Country:** Sweden

**Main Product:** Wireless Precision Irrigation Automation

**Other products:** Various sensors and other equipment needed for smart precision irrigation

**Contacts:** +46707351803, sales@irriot.com, <https://www.irriot.com/contact/>



## Business goal:

We aim to significantly expand the adoption of our wireless precision-irrigation technology across global agricultural, landscaping, and municipal sectors. Our goals include tripling annual installations, entering new international markets, integrating advanced AI/ML-driven irrigation automation, and strengthening our position as a reliable provider of maintenance-free, data-driven precision irrigation systems. We also seek to broaden our product ecosystem with new hardware and software capabilities to support larger, more complex irrigation infrastructures.



### **Challenge:**

We face several structural challenges in scaling our business. Many resellers and distributors remain trapped in outdated technologies and old-school business practices, which slows the adoption of innovative solutions. Our limited financial resources also restrict the speed of expansion and market penetration. Also, we operate in a traditionally conservative industry, where many customers still hesitate to trust fully automated, data-driven irrigation systems even though the technology is ready to deliver substantial value and it was proved by us.



### **Potential for collaboration with other businesses:**

We already collaborate with companies involved in water infrastructure installations, landscapers, complete solution providers for growers, and manufacturers of valves, sensors, sprinklers, pipes, and complementary equipment. Looking ahead, we see significant potential for partnering with producers of irrigation pumps, smart agricultural tools, agritech software providers, and organizations involved in irrigation management for parks, public and private green areas, sports facilities, and other water-dependent environments. These collaborations can strengthen our value chain and help accelerate adoption in multiple sectors.



### **Current business capacity:**

At present, we deploy approximately 70–80 new installations (controllers) per year. In the next 1–2 years, our goal is to at least triple this number. We already have reliable suppliers and a scalable production chain, allowing us to increase output quickly in response to market demand. The primary limitations are commercial, not operational with the right partnerships and resources, we can scale production and deployment rapidly.



### **Target Market/Collaboration:**

Our typical customers value water efficiency, remote monitoring, reduced maintenance, and reliable automation.



### **Our target market includes:**

- Growers and farms, any size, high value crops, like fruit, vegetable, berry, nuts producers.
- Greenhouse operators.
- Landscape contractors and designers.
- Municipalities and public authorities managing parks, gardens, cemeteries, and urban green spaces.
- Sports facilities (golf courses, football fields, race tracks, stadiums).
- Irrigation and water-infrastructure installers.
- Distributors and solution providers in agriculture and landscaping.

### **We are actively seeking:**

- Foreign investment to accelerate global market expansion, sales capacity, and R&D.
- Joint ventures with international irrigation and agritech companies to integrate our technology into larger, full-service irrigation solutions.
- B2B partnerships with:
  - manufacturers of pumps, valves, sensors, and irrigation equipment,
  - agricultural software platforms,
  - distributors with strong local networks,
  - infrastructure and landscaping companies operating on large-scale projects.
- Technology partnerships for AI/ML development, data analytics, and cloud-based decision-making tools.

These collaborations will help us scale production, improve market penetration, and accelerate the adoption of smart, wireless irrigation systems worldwide.

# GROW PIPES

**Enterprise:** GROW PIPES

**Country:** Sweden

**Main product:** Patented modular True Vertical Hydroponic Farming System (Growpipes)

**Other products/services:**

- Modular fittings & plant holders
- Indoor/outdoor framing structures
- Turnkey farm design support
- Technology partnerships (automation, IoT, climate control)
- Training through global partners (e.g., Nigeria Smart Farmers programme)

**Contact details:** GROW PIPES AB

Christer Tilk

CEO/FOUNDER

christer@growpipes.com

+46 707 208 810

Ålegårdsgatan 5,

431 50 Mölndal, Sweden

www.growpipes.com



## Business growth ambitions:

Our business growth ambitions focus on establishing regional manufacturing hubs in Africa and Asia, expanding turnkey solutions through partnerships with local system integrators, and supporting climate-resilient food production alongside community farming programmes to foster sustainable development and inclusive impact.



### Collaboration opportunities:

Includes pursuing joint ventures on technology integration such as IoT, automation, and climate-control systems; building partnerships with greenhouses, renewable-energy firms, and agritech distributors to strengthen sustainable value chains; and engaging universities and research institutions in crop trials and the development of optimized varieties to advance innovation



### Current capacity & desired expansion:

Our current capacity spans operations across Europe, India, and North America, and we are seeking to expand by establishing additional regional production facilities, developing training centres, and strengthening distribution networks to enhance reach, efficiency, and impact.



### Target customers:

Our target customers include urban commercial growers seeking efficient and scalable solutions, agritech system developers looking to integrate advanced technologies, and universities and research labs engaged in agricultural innovation. We also aim to serve government food-security programmes that prioritize resilience and sustainability, alongside community farming initiatives that empower youth and women agripreneurs to drive inclusive growth and local impact.



### Desired partnerships:

- Foreign investment for manufacturing and regional scaling
- B2B collaborations for turnkey vertical farm deployment
- Joint ventures with international technology companies
- Partnerships for training, local assembly, and capacity building in Africa

# ECOBARGE GROUP

**Enterprise:** ECOBARGE GROUP

**Country:** Sweden

**Main product:** Containerized Mobile Thermolysis Units

**Other products:** Our main product is containerized mobile thermolysis units. We also offer biochar, renewable energy (syngas and bio-oil), carbon removal credits, on-farm residue-to-value services, and leasing or licensing options.

**Contact details:** Email: [contact@ecobarge.se](mailto:contact@ecobarge.se) , Phone no: +46 793 04 92 30



## Business goal:

Expand deployment of ECOBARGE units across key agricultural regions in Sweden, South Africa and more., Increase production of biochar, renewable energy, and carbon credits at scale and Build a nationwide network of climate-positive farms and on-farm circular solutions.



### Challenges:

As entrepreneurs, the key challenges we face include raising awareness about on-farm thermolysis, securing financing for high upfront costs, scaling operations, and encouraging adoption of new farming practices.



### Potential for collaboration with other businesses:

- Farmers & Cooperatives: Partner to source agricultural residues and implement on-farm solutions.
- Carbon Markets & sustainability-focused Investors: Collaborate to monetize carbon removal and fund deployment.
- Research & Innovation Partners: Co-developed improved pyrolysis technology and soil enhancement solutions.



### Current Capacity:

ECOBARGE has fully developed mobile thermolysis technology and is ready for on-farm deployment, Expansion Plans: Scale up by deploying multiple units across agricultural regions, producing biochar and renewable energy at scale, train local operators, and build a support network for operations and maintenance.



### Target Market/Collaboration :

- Primary Customers: Farmers and agricultural cooperatives generating residues suitable for biochar and renewable energy production.
- Secondary Customers / Stakeholders: Agri-processors, carbon markets, sustainability-focused investors, and government/environmental programs.



### Collaboration opportunities:

- Foreign Investments: Seek investors to fund scale-up and deployment across regions.
- International Joint Ventures: Partner with global companies to improve technology, production efficiency, and market reach.
- B2B Partnerships: Collaborate with agricultural service providers, research institutions, and carbon market operators for scaling, innovation, and commercialization.

# Renetech

**Enterprise:** Renetech

**Country:** Sweden (active projects in Kenya and East Africa)

**Main Product:** Bioresource recovery of energy and by-products (nutrients) from biomass materials, organic residues, and waste streams. Active in R&D as:

Project developer, Project partner, Technical consultant for bioenergy, hydro, solar, geothermal, and resource recovery projects

**Other Products:** Development of feasibility studies, funding, procurement, erection, and operation of recovery units.

Converts waste and residues into multiple utilities: Power, Heat, Transport fuel Fertilizer.

**Consulting services:** Technical and economic feasibility studies, Energy modelling and system optimization, Project development support, Technical assessment and implementation advisory, Offers training and capacity development assistance.

**Contact details:** Representative: Mr. Tom Walsh, CEO, tom.walsh@renetech.net, +46704534551 Headquarter: Renetech AB, PO box 3682, SE-10359 stockholm, Sweden, www.renetech.net



## Business goal:

With a global perspective, Renetech develops projects in collaboration with technology providers, contractors, equity partners and local stakeholders, analysing and managing the supply and development of renewable energy and bioresource recovery projects. As an entrepreneur, Renetech seeks to expand its presence in Kenya and East Africa by developing new bio-based projects, including biochar and clean cooking solutions, and by supporting the broader adoption of circular bioeconomy practices. The company sees collaboration potential in clean cooking, biochar, organic waste valorisation, and circular economy technologies. Renetech currently has strong advisory and project development capacity and aims to grow through local project implementation and strategic partnerships.



### Challenges:

As an international consulting and project development company, Renetech's main challenges relate to entering new markets, securing long-term local partnerships, and mobilising financing for large-scale bio-based and renewable energy projects



### Target Market/Collaboration:

Renetech's target market consists of public and private sector actors in renewable energy and the circular economy, as well as companies working in bio-based solutions and waste management. The company seeks collaboration opportunities and joint ventures with international partners, as well as B2B partnerships to upscale clean cooking solutions, biomass energy and resource recovery projects.

# Ideologie Ltd (Alfa Laval)

**Enterprise :** Ideologie Ltd (Alfa Laval)

**Country (s):** Kenya, Tanzania, Uganda

**Main Products:** Heat exchangers, Centrifugal separators, Pumps & valves, Tank cleaning & automation systems, Mixing and fluid-handling equipment

**Contacts:** Rishab Thakrar rishab@ideologie.biz



## Business goal:

Our goal is to scale up opportunities in Kenya and Africa by advancing fluid handling, separation, and heat transfer technologies to enable circular production models and waste valorization, for example, breweries converting sludge into animal feed and avocado processors extracting oil or producing briquettes from discarded seeds and skins, while simultaneously driving growth in renewable energy through steam and waste heat recovery in geothermal and food industries. We aim to foster collaborations in technology transfer, waste-to-energy initiatives, bio-based chemicals, and sustainable packaging, positioning the company to achieve both economic growth and environmental sustainability.



### Challenges:

As Swedish company operating in Kenya, we face significant barriers including high inflation, tax pressures, and inconsistent monetary and fiscal policies, which often leave tax-compliant businesses feeling penalized while non-compliant ones operate freely. To improve the business climate, better infrastructure, targeted tax incentives for green innovation, and stronger support for SMEs are essential.



### Target Market/Collaboration:

Ideologie Ltd (Alfa Laval) target market consists of public and private sector actors in renewable energy and the circular economy, as well as companies working in bio-based solutions and waste management. The company seeks collaboration opportunities and joint ventures with international partners, as well as B2B partnerships to upscale clean cooking solutions, biomass energy and resource recovery projects.



### Collaboration Area:

There's strong potential for joint ventures between Swedish and Kenyan companies, especially in areas like renewable energy, food processing, and circular economy solutions. Kenyan companies are open to partnerships that bring in expertise and innovation particularly those that can help optimize operations and reduce waste. Swedish companies bring in advanced technology, while Kenyan firms offer local market access and adaptability. Joint ventures could fast-track capacity building and sectoral development

# Tetra Pak East Africa Ltd

**Enterprise:** Tetra Pak East Africa Ltd

**Country (s):** 27 regions including South Africa, Morocco, Nigeria, Kenya, Egypt  
Presence in Kenya: Nairobi, Enterprise Road

**Main Product:** (i) Packaging Solutions - Aseptic and chilled cartons for milk, juice, yoghurt, plant-based drinks, and other beverages (e.g., Tetra Brik, Tetra Prisma, Tetra Rex, Tetra Fino); Caps, lids, and opening systems, (ii) Food Processing Equipment - Machines and full processing lines for dairy (milk, yoghurt, cheese), beverages (juice, tea, coffee), ice cream, and prepared foods; Components like homogenisers, mixers, separators, heat exchangers, (iii) Filling & Distribution Equipment - Filling machines for carton packages; Conveyors, palletisers, and automation systems for factory distribution.

**Contacts:** Jackline Kittony jackline.kittony@tetrapak.com



## Business goal:

The circular economy is a fast-growing field, and the bioeconomy fits naturally within it. There's strong opportunity for technology-driven collaborations, especially in material recovery, recycling, and product development using post-consumer waste. We see opportunities in extrusion and injection molding technologies, which can enable production of various recycled goods. Swedish players like Stena Recycling could play a strategic role in supporting local capacity-building, either through joint ventures or technology partnerships



### **Challenges:**

The main issue is around regulatory predictability and tax harmonization. The introduction of overlapping fees such as the EPR and eco levy creates uncertainty and inefficiency, especially for companies that are already proactively investing in environmental compliance and local value creation.



### **Target Market/collaboration:**

Our target market and collaboration efforts in Kenya focus on serving diverse segments across the food and beverage industry, including dairy processors, juice and beverage producers, plant-based drink manufacturers, food processing companies specializing in soups, sauces, and tomato products, as well as ice cream and chilled dessert manufacturers, alongside school feeding and nutrition programmes. Key customers and client groups include large dairy processors, juice and beverage manufacturers, plant-based and fortified drink producers, food processors, and government and NGO partners engaged in school milk and nutrition initiatives. Looking ahead, we aim to expand our reach to large and mid-sized dairy companies, juice and beverage manufacturers, emerging and SME food and beverage brands, food processors seeking to upgrade technology, government and NGO partners running nutrition programmes, and value-chain collaborators such as distributors, co-packers, and development programmes.



### **Collaboration Potential:**

We've partnered with ParkPro for recycling and are working with other local actors like East African Paper Mills, Ramani, and Eco Tech to process various components of post-consumer cartons. These partnerships enable the separation of materials, fibers, plastics, and aluminum and open up opportunities for local entrepreneurs to create products like roofing tiles, furniture, and plastic pellets. The goal is to scale up recycling operations, particularly around Nairobi, and local companies are essential for that. There is still untapped potential for more SMEs to enter this space, and a joint venture approach could be a powerful model for scaling sustainable manufacturing and waste valorization in Kenya.

**Other actors engaged  
in Bioeconomy  
Development in Kenya**



## BioInnovate Africa – The Leading Bioeconomy Innovation Platform in Eastern Africa

BioInnovate Africa is a regional platform advancing bioeconomy innovation across Eastern Africa. Hosted by the International Centre of Insect Physiology and Ecology (icipe), the programme brings together universities, research institutes, private sector companies, investors, and government actors to develop and scale science-based, market-ready bioinnovations that contribute to sustainable economic growth. Operating in countries including Kenya, Uganda, Tanzania, Rwanda, Burundi, Ethiopia, and South Sudan, BioInnovate Africa plays a unique role in mobilising regional collaboration and accelerating the translation of biological research into impactful commercial and societal solutions.

At its core, BioInnovate Africa supports innovators to move from lab to market, helping transform scientific discoveries into viable bio-based products, services, and technologies. The platform provides competitive grants, technical expertise, innovation mentorship, business development support, and opportunities for regional testing, piloting, and scaling. By connecting innovators with industry partners and investors, BioInnovate Africa promotes a sustainable and circular bioeconomy and strengthens value chains in agriculture, food systems, waste management, environmental restoration, and bio-based industrial development.

BioInnovate Africa is also a key policy convener in the region, supporting governments to develop bioeconomy strategies and fostering dialogue on science, innovation, and sustainability.

## Vi Agroforestry



**Vi Agroforestry**

Vi Agroforestry is a Swedish development organisation working across East Africa to improve livelihoods, strengthen climate resilience, and promote sustainable land management through agroforestry and farmer-centered capacity building. At the core of all Vi Agroforestry projects is agroforestry techniques where trees and shrubs are deliberately integrated with crops, and/or livestock. Vi Agroforestry partners with local farmer organisations, community-based organisations, and local institutions to support regenerative and climate-smart agriculture, land restoration, tree growing, inclusive value chain development and policy processes. Vi Agroforestry enables smallholder farmers—especially women and youth—to increase productivity, diversify incomes, and build resilience to climate change through training in sustainable agriculture, financial inclusion, nature-based solutions, and enterprise development. Vi Agroforestry also promotes environmental conservation, agriculture circularity, bioeconomy solutions, and community-led natural resource management, contributing to long-term food and nutrition security and resilient rural economies while addressing root causes for gender inequalities.

### Contact

Email: [roea@viagroforestry.org](mailto:roea@viagroforestry.org)

Website: <https://www.viagroforestry.org>



**Enterprise:** Pangea Accelerator

**Counties:** East Africa, focusing on Kenya, Ethiopia and Tanzania

**Main Product:** We invest in early stage impact startups and organize accelerator programs to support African businesses to grow

**Contacts:** Jonas Tesfu, jonas@pangeaaccelerator.com, +4745390304

**Business goal:**

Would be interesting to transfer Swedish technology and systems in waste management, forestry and other green sectors

## Pangea Accelerator

Pangea Accelerator operates across East Africa, with an active presence in Kenya, Ethiopia, and Tanzania. The company invests in early-stage impact startups and delivers accelerator programs to support the growth of African businesses. In Kenya, Pangea works across sectors such as AgriTech, the Blue Economy, FinTech, and the Circular Economy, engaging with local and international investors, startups, technology ecosystems, corporates, universities, governments, NGOs, and development agencies. The company aims to deepen its involvement in the Blue Economy, forestry, and financial sectors. Key challenges include building a strong local partner network. Looking ahead, Pangea is interested in opportunities to transfer Swedish technologies and systems in waste management, forestry, and other green sectors, and sees significant potential for collaboration in the bioeconomy and ClimateTech space.



**Challenges:**

Building a good network of partners



**Target Market/Collaboration :**

We work in a wide range of sectors such as AgriTech, Blue Economy, FinTech, Circular Economy. We work mainly with local and international investors in addition to startup and technology ecosystems. As an accelerator we also work with stakeholders such as corporates, universities, governments, NGOs and development agencies. We are also interested in engaging with stakeholders in the Blue economy sector and forestry sector in addition to financial institutions



**Collaboration Potential:**

I see many opportunities for collaboration within the ClimateTech sector



## We Effect

We Effect is a Swedish development organisation founded in 1958 and owned by 60 cooperatives and customer-owned companies, working in 20 countries across Asia, Eastern Europe, Latin America, and Africa. It supports democratic organisations and rural communities through a human rights-based approach that strengthens cooperatives, promotes gender equality, and improves livelihoods by helping people—especially women—secure their rights, land, and access to finance. In Kenya, We Effect works with partners in four main areas: value addition and circular food systems (coffee, potato, dairy, avocado); bio-based agricultural inputs that promote resilient and sustainable farming; bio-based industrial development through cooperative processing and value-added products; and sustainable bioenergy and waste-to-resource solutions via the Waste for Cash Eco Project

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We Effect partners in Kenya present at the Bioeconomy Innovation Business Fair



## The Nakuru Potato Cooperative Union (NPCU)

The Nakuru Potato Cooperative Union (NPCU) supports potato farmers in Nakuru County by coordinating production, aggregation, and marketing across several sub-counties. They specialize in producing certified seed potatoes and offer mechanization services such as planting, ridging, harvesting, and transport. NPCU also aggregates ware potatoes for sale and helps farmers access reliable markets. In addition, they provide farmer training, capacity building, and linkages to inputs, technologies, and processors. The cooperative works with smallholder farmers, youth and women groups, and various stakeholders across the potato value chain.

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