EAST AFRICA
SWEDEN
BUSINESS
PORTAL
FOR CIRCULAR INFRASTRUCTURE, ENERGY SYSTEM, FINANCING AND GROWTH
Produced by urbs in collaboration with The Global Capital Guide, ElectriCITY, Urban Tech Sweden and supported by the Research and Innovation program (sWASH&Grow) financed by the Swedish Agency for Innovation (Vinnova).

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URBAN SYSTEMS
Unleashing the potential for East African Growth & Swedish trade

The East African – Swedish portal is designed to match and deliver the best-in-class technology, knowledge and financial resources for circular infrastructures and energy systems to stakeholders and projects in the East African region.

Through our established network, processes and artificial intelligence (AI) based search tool, we are creating a strengthened structure for significant reduction of greenhouse gas emissions, promotion of circular economy principles, trade and inclusive growth.

With the portal as a driver, we support the growth of the East African economy with easier access to global technology, knowledge and partners for sustainable infrastructure, energy systems and investments.

East Africa with the countries Burundi, Democratic Republic of Congo, Kenya, Rwanda, South Sudan, Tanzania and Uganda offers a market close to 250 million consumers for Swedish goods and services. As the economies are growing, the need for sustainable infrastructure, energy systems and financial tools are growing at speed. Swedish knowledge, technology and financing could meet these demands.

The Portal has a special focus to be the platform that individual small-scale companies do not have the opportunity to establish themselves, e.g. to increase the access to deal flows, financing and local partnership, mitigate the financial risk that exists at the beginning of business process, project, build and hand-over.
What we do – infrastructure, financing and matching

The Portal offers, via our partners, circular and carbon free infrastructure and energy systems, that includes technology, knowledge and financing for making it happen. Together with our long-term partners we can take the project from idea, close-on-finance, design, installation and delivery, through to maintenance and service.

The Portal offers an artificial intelligence tool that facilitate the matching from ‘call for proposals’ and financing through public or private sources with the Swedish Stakeholders.

Circular Infrastructure & Energy System

The Portals’ partners develop infrastructure and energy systems that are in line with circular principals, sustainable development goals, international best practices, regional aspirations & a new benchmark. The partners either support the client in different phases, e.g. feasibility stage, design, installation, throughout the process or can take full responsibility of delivering infrastructure or energy as a service.

Our partners’ technology and knowledge approaches are based on the best international practices and proven & robust technologies. They focus on knowledge and technologies within:

- Renewable energy powered electrical infrastructure & thermal energy integrated with energy.

- Waste infrastructure and management with convenient source separation and collection, local upcycling, and recycling contracts to achieve diversion from landfill.

- Wastewater treatment systems regenerate water for non-potable uses while recovering energy.

- Sustainable circular water systems with energy efficient technologies for treatment and reuse of wastewater & collected rainwater, moving towards future water self-sufficiency.

- Carbon-free marine and mobility infrastructure.
**Financing for projects – grants, equity and debts**

The portal includes an access to deals that would allow financing to flow into projects in the region from institutional and sovereign investors from the Nordics. Organisations who are experts in green financing and are already investing in East Africa.

The Portal facilitate financing for development and construction costs, including infrastructure. We do that through structuring the project, so it matches the requirements of the lender or equity provider (e.g. aligned with ESG-investments and UN Sustainable Development Goals). We also introduce and promote the project to our financial network. The financial offer also includes the Global Capital Guides’ services for public funding to be integrated and provide actual tender driven projects with available public funding alternatives.

The financing offer could include:

Financial strategy-blueprint, Bankable structuring, Investment Memorandum, Green & social framework, Grant application, Introduction & marketing & support presentation, Financial closure.
Matching between projects, technology and financial providers

The Portal is designed to match projects with technology and financial partners. In the same time, the Portal could match financing and investments with concrete projects. Small scale companies could also be matched with concrete projects, public procurement submissions and financial opportunities.

To summarize the Portals’ team could support the following:

- Bankable projects are introduced and matched with financial organisations/investors.
- Leading turn-key submissions where small scale companies don’t have the resources to lead the process.
- Support companies to find projects, to win projects and match it with financing.

The tool

The focal point of the Portal will be an artificial intelligence (AI) based tool for matching between Swedish stakeholders and East African stakeholder and projects. The tool shortens the process for business development, including due diligence and matching.

The tool is collecting data from official “call-for-tender” sources, including requirements e.g. sustainability achievements and matching it to existing technology providers.

The tool could also be used to gather data for the due diligence process and is based on open-source data and international standards that could easily be scaled up to other markets and sectors. The tool is also used for matching financial sources. The AI-tool is developed in a research and innovation program (sWASH&Grow) financed by the Swedish Agency for Innovation (Vinnova).
**Business development to close on project**

**Collection of Business Opportunities**

The Portal gets incoming projects from existing network and partners, e.g. embassies, chamber of commerce’s and stakeholders in the SWEACC network. Other potential business opportunities could come from the private sector. A list of procurement is taken out via the AI-tool.

**Incoming Potential Project**

The business opportunity is registered in the Portal by the lead provider (Embassies, Chamber of Commerce’s, Private Project Owner, SWEACC). If the projects come from the AI-tool the registration is done automatically.

**Information gathering**

The tool is automatically gathering as much information as possible, missing information is added manually.

**Assessment project and decide on action & roles**

Based on the Portals criteria the office of the Portal and leading commercial partners will assess the potential and feasible actions and next steps.
Scout & Engage Partners

To sound the interest from technology providers and financial providers a reach out is done to SWEACCs' and ElectriCITYs’ member companies, and also to the financial organisations/investors' community.

MOU/LOI/Agreements

MOU or LOIs are written with private project owners and/or between different technology partners to show the interest of being part of the business opportunities. Agreements are written between the Portal and commercial leading partners if needed.

Project Plan/Offer/Submission

Depending on the scope of the business a project plan, offer or submission is developed by the commercial leading partner and the member companies of SWEACC and ElectriCITY.

Delivery

The commercial partners take fully over and delivers on the business.
Matching services

The services of the Portal include the support to small scale companies to get projects in the region and financial support to make them happen. The process includes:

**Client asks for support to get projects in the region and financing for the project**

MOU or LOIs are written with the private project owner and/or between different technology partners to show the interest of being part of the business opportunities. Agreements are written between the Portal and the commercial leading partners if needed.

**Information gathering, search, list**

The Portal gathers information from the client both manually and automatically. Depending on the requirements from the clients a filtration is done by the tool and a search on potential business opportunities is done. The opportunities are presented to client.

**Client selects project**

Client selects project and decision is taking on next step and potential support from the commercial partners of the Portal.
Who we are

The Portals' office is lead by Swedish East African Chamber of Commerce in collaboration with ElectriCITY Innovation.

We have partnered with the embassies of Sweden in Burundi, DRC, Kenya, Rwanda, South Sudan, Tanzania and Uganda and the local chambers of commerce; Kenyan Private Sector Alliance (KEPSA), Private Sector Foundation – (PSF Rwanda), Tanzania Chamber of Commerce-Industry and Agriculture (TCCIA) and Uganda National Chamber of Commerce-Industry (UNCCI).

We want to establish a deeper collaboration with part of the Team Sweden community e.g Swedish Embassies in East Africa, Business Sweden and Ministry of Foreign Affairs.

We have also gathered the best knowledge, technology and financial providers from Sweden and beyond. Our partners have implemented their systems in campuses, residential and commercial buildings and municipalities that have proven their viability. Our financial partners have been financing circular and carbon free infrastructure globally.
Leading organizations

SWEACC is a non-for-profit meeting place for business people with an interest in the EAC and to organize seminars which provide insight in the economy and private sector of the EAC. The Chamber also offers a platform for the Embassies and visiting dignitaries, where they can meet informally the Swedish and diaspora business communities.

ElectriCITY is a non-for-profit testbed for innovations in projects within energy, transportation, circular economy, and digitalization in Hammarby Sjöstad, one of the most sustainable city districts ever built.

Urban Tech Sweden (UTS) is the export chapter of ElectriCITY organization established by the Nordic industry to accelerate the transformation of cities and increase the industries capacity to build and deliver integrated systems. ElectriCITY and UTS have one of the largest portfolios of urban technologies globally. UTS is leading a task-force financing for bringing in project financing to infrastructure project.

Commercial and Technology Partners

The key for the Portal is to get as many commercial partners as possible engaged with the capacity to take on the role as ‘aggregator’ for system solutions. During Q1 2023 a focus will be to involve more from existing network. Involved in the process so far are the partners below:
Business model

Circular infrastructure and energy systems

Where the client is a private stakeholder, the Portal charge the client a monthly retainer and a finance fee of the total finance facilitated, directly or indirectly, as total compensation (incl. retainer) to be paid at financial closure.

Where there is a public procurement, the companies being part of a submission process are charged with an administrative fee and a success fee based on the costs.

The revenues and costs are shared between the Portal and the commercial Partner.

Financing – grants, equity and debt

If the client is a Swedish company the same business model as above mentioned is used; retainer and a success fee. The revenues and costs are shared between the Portal and the commercial partner.

Matching

A subscription fee on the lists of project and financing will be charged to the companies that want to have first access to the projects and financial opportunities.

Any out-of-pocket expenses and external consultant engagement to be undertaken, will have to be paid for separately by the client.
The outcome

Swedish global presence

Sweden will have a global presence, which connects local growth, inclusive and sustainable innovations, increased trade for Swedish small sized companies, and investment tools to make it happen.

Established Partnerships

The hub contributes to the access of experienced well-proven technology and knowledge providers and financial partners. The hub will also offer collaboration with local and affiliated stakeholders for smooth and seamless implementation of infrastructure and energy systems.

Financial driver

The East African community will get quick access of proven and tested technology, competence and financing for reduction of greenhouse gas emissions and the development of circular infrastructure and energy systems. All a base needed for push for local growth. Small sized companies from Sweden will be given the potential to increase and speed up trade.

Aligned with Global Goals - SDGs

The projects will be aligned with the global vision of the UN’s Sustainable Development Goals 2030 in achieving sustainability with a focus on global climate and health, affordable & clean energy, sustainable cities and communities and climate action.

The technology providers brought in by delivering the infrastructure will especially support the following UN SDGs:
**Next Steps and Time Line**

**December–March**
- LOI and agreements with Leading partners
- Register the Portal
- Website
- Marketing
- Development of AI-tool

**March**
- Agreement partners with commercial partner
- AI-tool test-ready

**April**
Portal Team and processes in-place.