

# BIC Ethiopia Seed Matching Capital Grant – a Chance for MSMEs



The EU co-financed project BIC Ethiopia targets the strengthening of the incubation ecosystem for entrepreneurs and micro, small and medium enterprises (MSMEs) active in agri-tech and agri-business in Ethiopia. The 2<sup>nd</sup> round of Seed Matching Capital Grants was given to competitively selected participants of the Incubation Training to support their business development.



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## Addis Asbeza

Is a company committed to revolutionizing mushroom farming by focusing on the enhancement of spawn variety through cutting-edge tissue culture research methods.

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**Team Member:**  
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## What caught Addis Asbeza Startup's attention?

Mushroom production in Ethiopia faces several critical challenges, including the lack of climate-resilient spawn varieties, infrastructure for the growth and development of mushrooms, and practices in harvesting, and preservation. These issues not only impede the efficiency and productivity of mushroom cultivation but also highlight a significant business opportunity. Addis Asbeza can leverage this situation to create unique value by developing and providing innovative solutions that directly address these gaps.

## What is Addis Asbeza Startup's Business Idea?

Addis Asbeza is committed to revolutionizing the mushroom spawn variety by engaging in profound tissue culture research, focusing on developing climate-resilient, eco-friendly cultivation methods. This innovation enables the cultivation of nutrient-rich mushrooms with significant medicinal properties. In addition to its research initiatives, the company is poised to launch its first line of processed mushroom products, available in both cost-effective and diverse varieties. This endeavor aims to improve accessibility and adaptability for consumers, ensuring that nutritious and versatile mushroom options are readily available to potential customers. Additionally, Addis Asbeza is dedicated to empowering youths and households through technical training in sustainable mushroom cultivation.



Photo from Addis Asbeza



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Photos from Tim Mossholder at [Pexels](#)

## Aleph Sis Solutions

Developed an innovative smart irrigation system that leverages advanced sensors and automated technology to optimize water usage for farmers and increase crop yields

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## What caught Aleph Sis Solutions Startup's attention?

In a country where agriculture forms the backbone of the economy, farmers face a significant challenge due to the reliance on traditional farming methods that depend heavily on annual rainfall. The increasing unpredictability of climate change has exacerbated the issue, leading to erratic weather patterns that result in water scarcity and diminished crop yields. As a result, many farmers find it difficult to sustain their livelihoods, which in turn threatens food security and economic stability. They realized that combating this urgent problem is crucial and that implementing an innovative smart irrigation system is essential to enhance crop productivity, secure farmers' livelihoods, and contribute to the overall resilience of the agricultural sector

## What is Aleph Sis Solutions Startup's Business Idea?

Aleph Sis Irrigation Solution has developed an innovative smart irrigation system to help farmers increase their yields while reducing costs and labor requirements. This system integrates various components such as sensors, an Arduino board, a water pump, GSM and Wi-Fi modules, and automation features. A compact digital controller can be easily mounted on an existing irrigation system or installed using solar panels for power. It communicates with the farmer's mobile phone using Bluetooth or SMS technology, allowing them to monitor the system from anywhere in real-time, without being physically present at the device's location. This solution offers a practical and efficient way for farmers to manage their irrigation needs, ensuring optimal water usage and improved crop productivity.



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## Bethe Poultry Farm

Envisioned a transformative approach to poultry healthcare by implementing a preventive measures and continuous monitoring system designed to elevate productivity and enhance overall output

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## What caught Bethe Poultry Farm Startup's attention?

Bethe Poultry Farm has identified critical challenges within the Ethiopian poultry production sector, primarily stemming from inefficient management practices. Key issues include inadequate animal health protocols, suboptimal hatchery management, and insufficient vaccination strategies. These deficiencies significantly compromise the health and well-being of poultry, ultimately leading to reduced productivity and output. As a result, farmers face lower economic returns and struggle to meet the rising demand for poultry products in domestic and international markets. Addressing these issues is crucial for revitalizing and improving the overall performance of Ethiopia's poultry sector, paving the way for enhanced productivity and sustainability.

## What is Bethe Poultry Farm Startup's Business Idea?

Bethe Poultry Farms envisions a transformative approach to poultry healthcare by establishing a proactive system aimed at elevating productivity and enhancing output across the nation. With a commitment to quality, they plan to supply premium eggs, expertly seasoned chicken meat, and high-quality pullets known for their robust immunity. Beyond product excellence, Bethe Poultry Farms is dedicated to empowering the community through comprehensive training programs for local farmers, fostering a sustainable agricultural ecosystem, and creating job opportunities. Their holistic vision aims to elevate poultry production standards while driving community development and enhancing regional food security.



Photos from Bethe Poultry Farm



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Photos from Fodor90 at [Unsplash](#) & Wolfgang Weiser at [Pexels](#)

## Dabbal software development PLC

Is a company developed a groundbreaking AI-driven mobile application designed specifically for wheat farmers, revolutionizing agricultural practices

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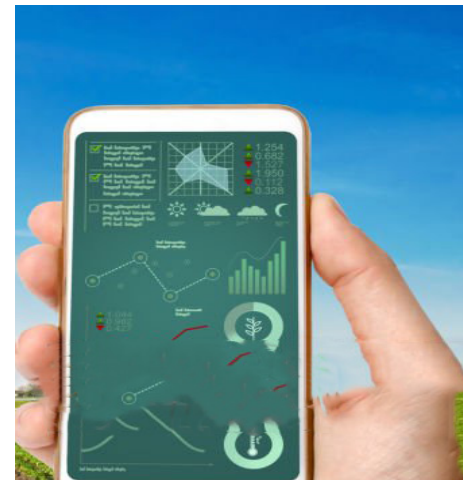
Mohamed Ibrahim,  
Abdurezak Yisihak &  
Remla Habib

## What caught Dabbal software development PLC Startup's attention?

Dabbal Software Development PLC has identified critical challenges in the Ethiopian wheat production sector, particularly regarding widespread diseases that threaten crop yield and quality. Farmers struggle with timely and accurate disease identification, essential for effective interventions. This issue is exacerbated by limited access to experts and diagnostic tools for early detection and treatment. Consequently, this resource scarcity hampers farmers' ability to respond promptly to outbreaks, negatively impacting productivity and food security in Ethiopia. The agricultural landscape remains precarious, highlighting the urgent need for innovative solutions to empower farmers in managing wheat diseases effectively.

## What is Dabbal Software Development PLC Startup's Business Idea?

Dabbal Software Development PLC has developed a revolutionary AI-driven mobile application that transforms agricultural practices for wheat farmers. Utilizing advanced AI algorithms, the app allows farmers to instantly detect plant diseases by analyzing images taken with their smartphones. It not only identifies specific diseases but also provides customized management solutions and preventive measures based on expert agronomic advice. This innovative approach enhances crop health, increases yields, lowers costs, and reduces reliance on chemical treatments. By giving farmers immediate access to actionable insights, Dabbal's app promotes sustainable agriculture, contributing to food security and environmental stewardship.



Photos from Andrii Yalanskyi at [Unsplash](#)



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Photos from Madison Hunt at [Pexels](#)

## What caught Marselam Trading PLC Startup's attention?

The widespread practice of charcoal production in Ethiopia is significantly contributing to deforestation and land degradation, primarily due to the reliance on traditional kilns that are inefficient and environmentally harmful. The lack of government oversight exacerbates the situation, as public forests and woodlands are being exploited without sustainable management practices. Furthermore, the absence of knowledge about modern, more efficient production technologies among charcoal producers hinders efforts to mitigate the adverse environmental impacts of this industry. Recognizing the urgency of this issue, it is crucial to implement interventions and educational initiatives that promote sustainable charcoal production. Such efforts can help alleviate pressure on forest resources, fostering both environmental conservation and the long-term viability of local communities that depend on charcoal for their livelihoods.

## What is Marselam Trading PLC Startup's Business Idea?

Marselam Trading Plc is revolutionizing the charcoal industry with its innovative, environmentally friendly fim charcoal briquettes made from waste charcoal. Understanding the rising demand for premium, sustainable cooking solutions, Marselam has crafted a product that stands out: long-lasting, smokeless, and odorless briquettes that cater to both health-conscious consumers and eco-friendly households. By repurposing waste materials into high-quality charcoal, the company not only reduces environmental impact but also provides an economical alternative for consumers seeking durability and convenience for their grilling and cooking needs. Available in supermarkets, Marselam Trading simplifies the shopping experience for customers while promoting sustainable living, making it a win-win for both consumers and the planet.



Photos from Marselam Trading

### Marselam Trading

Is a company transforming the charcoal industry with its groundbreaking, eco-friendly Fim Charcoal Briquettes, crafted from waste charcoal.

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**RE**  
Technology  
Solutions



Photos from RE Technology

## What caught RE Technologies Startup's attention?

The agricultural sector in Ethiopia faces numerous challenges that threaten food security and hinder growth, including consistently low production levels, an inefficient value chain that leads to significant post-harvest losses, and poor market connectivity that isolates small-scale farmers. The lack of essential infrastructure further exacerbates these issues, while low adoption of improved agricultural inputs and technology stifles innovation and productivity. Additionally, inadequate business support services marginalize farmers, preventing them from achieving sustainable livelihoods. Addressing these interconnected challenges is critical for unlocking Ethiopia's agricultural potential and enhancing its economic contribution.

## What is RE Technologies Startup's Business Idea?

RE Technology Solution Plc is pioneering a transformative approach to addressing the challenges faced by smallholder farmers in Ethiopia through a robust digital platform. By connecting farmers with suppliers, buyers, and service providers, their comprehensive solution enhances the efficiency of agricultural input supply and trade, ensuring that essential resources are readily accessible. They provide e-extension and training services that deliver continuous education and support, empowering farmers with the knowledge necessary to thrive. Their innovative platform also includes a farm business tracking system and credit scoring tool designed to facilitate financial empowerment, enabling farmers to secure the funding they need for growth. Furthermore, with precision farming techniques and AI-driven diagnostics for pest and disease management, they optimize productivity and promote sustainable farming practices. Together, these features create a resilient agricultural ecosystem in Ethiopia.



Photos from RE Technology

## RE Technologies

Is transforming the challenges of smallholder farmers in Ethiopia through a robust digital platform. By connecting farmers with buyers, and service providers, and integrating precision farming techniques and AI-driven diagnostics for pest and disease management, the ecosystem.

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Photos from Laurel Gougler at [Pexels](#) & Josefkubes at [Unsplash](#)

## Retreat Ethiopia Beekeeping Farm

Is a company transforming beekeeping management with its cutting-edge AI-powered hive monitoring system, which utilizes advanced sensors and sophisticated algorithms to collect real-time data on bee activity and hive conditions.

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## What caught Retreat Ethiopia Beekeeping Farm Startup's attention?

Traditional beekeeping methods often rely on manual inspections and subjective assessments, which can be time-consuming and prone to human error. This lack of efficient monitoring systems hampers beekeepers' ability to detect early signs of disease, stress, or adverse environmental conditions that may affect hive health. Consequently, beekeepers may overlook critical indicators of declining bee populations or hive performance, leading to delayed interventions and increased vulnerability to threats. As a result, these challenges contribute to reduced honey production and elevate the risk of bee mortality, ultimately jeopardizing the sustainability of beekeeping practices and the vital ecosystem services bees provide. Addressing these issues requires innovative solutions that enhance monitoring capabilities and facilitate timely informed decision-making in hive management.

## What is Retreat Ethiopia Beekeeping Farm Startup's Business Idea?

Their business idea revolves around revolutionizing beekeeping management practice with an innovative AI-powered hive monitoring system that employs advanced sensors and algorithms to gather real-time data on bee activity, hive conditions, and environmental factors. This cutting-edge technology empowers beekeepers with actionable insights, allowing them to enhance hive management practices, proactively address potential health issues, and sustainably maximize honey production. By integrating smart technology into beekeeping, the company aims to support bee health and improve yield while fostering environmentally friendly practices in the agricultural sector.



Photos from Retreat Beekeeping Farm



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Photos from Sayi Solar Engineering

## Sayi Solar Engineering

Is a company committed to revolutionizing the energy landscape in Harare and its surrounding areas through innovative renewable energy solutions.

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### Team Member:

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## What caught Sayi Solar Engineering Startup's attention?

In Ethiopia, the lack of access to reliable electricity remains a critical issue for rural households, limiting their opportunities for development and perpetuating cycles of poverty. Many rural families resort to diesel generators and other environmentally harmful practices to meet their electricity needs, contributing to significant carbon emissions and exacerbating climate change concerns. Simultaneously, urban areas are facing electricity challenges; frequent disconnections and rising monthly tariffs create financial strain for households and business owners, hindering their growth and sustainability. This dual crisis of energy inaccessibility and affordability jeopardizes the livelihoods of rural communities and stifles economic progress in urban centers. As such, there is an urgent need for innovative, clean, and renewable energy solutions to address the pressing energy demands of both rural and urban populations, fostering sustainable

## What is Sayi Solar Engineering Startup's Business Idea?

Sayi Solar Engineering is dedicated to transforming the energy landscape in Harare and its neighboring regions by leveraging renewable energy solutions. Their innovative approach focuses on the integration of solar power systems tailored for both rural and urban communities, ensuring accessibility and sustainability. By offering comprehensive services that include installation, repair, and maintenance of solar energy systems, they aim to empower residents with reliable and affordable electricity. This initiative promotes a greener environment and enhances the quality of life for families and businesses, fostering economic growth and resilience. Through their commitment to renewable energy, Sayi Solar Engineering envisions a brighter, more sustainable future for the country.



Photo from Pixabay



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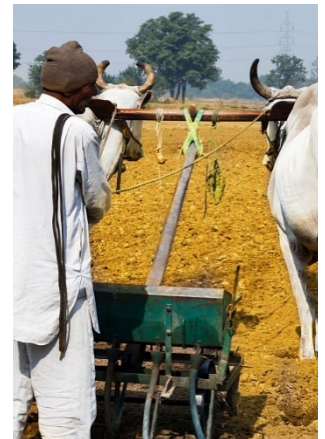
Photos from Leon Aschemann at [Pexels](#) & Roman023 at [Pexels](#)

## What caught Sisay -Tef and Fertilizer Row Planting Startup's attention?

The traditional practice of teff farming in Ethiopia, while historically significant and culturally ingrained, presents several challenges that hinder optimal productivity and efficiency. Despite the efforts of agricultural research centers to develop improved teff varieties and enhance distribution, the prevailing sowing methods -such as the compacting of plowed land using oxen or horses, coupled with the manual spreading of fertilizers and teff seeds have proven to be inadequate. This conventional approach often results in mismanagement of resources, as fertilizers and seeds are not applied in a targeted manner, leading to excessive waste and diminished crop yields. Consequently, farmers face difficulties in achieving the desired productivity levels, which undermines the potential of teff as a vital food source and economic asset in Ethiopia. They recognized an urgent need for innovative farming techniques that can address these inefficiencies and optimize the use of fertilizers and seeds to improve the overall yield and sustainability of teff cultivation in the country.

## What is Sisay -Tef and Fertilizer Row Planting Startup's Business Idea?

The company has launched an innovative plan to design and manufacture seed-sowing machines specifically tailored for teff farming. This versatile machine is engineered to efficiently hold teff seeds, while simultaneously facilitating fertilizer and soil dressing, optimizing the sowing process with its lightweight construction. It can be conveniently mounted on a three-wheel tractor, ensuring proper alignment for efficient operation. Alternatively, the machine can be easily connected to a pair of oxen, camels, or donkeys, facilitating effective sowing in diverse farming conditions. With a capacity to carry 15 kg of teff and 40 kg of fertilizer, this solution is designed to be simple, economically viable, socially acceptable, and environmentally friendly. Ultimately, it aims to revolutionize the cultivation of teff, significantly reducing both labor and costs associated with traditional farming methods.



Photos from pixelfusion3d at [Unsplash](#)

### Sisay -Tef and Fertilizer Row Planting

Is a company developed an innovative approach to designing and manufacturing advanced seed-sowing machines specifically tailored for teff farming.

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