

# BIC Ethiopia Sandbox Grant – a Chance for Start-Ups



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 3<sup>rd</sup> round of Sandbox Grants was given to competitively selected participants of the Pre-Incubation Training to support their initial business phase.



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## What Caught Abdi Electrical and Electromechanical Enterprise Startup's Attention?

They realized that traditional stoves have posed significant risks to their users, leading to severe accidents like fire explosions that can result in serious injuries or fatalities. Moreover, their inefficiency and the high levels of smoke produced contribute to serious health issues, including respiratory problems, heart disease, and cancer. Vulnerable groups, particularly women, children, and the elderly, bear the brunt of these dangers, highlighting the urgent need for safer and more efficient cooking alternatives.

## What is Abdi Electrical and Electromechanical Enterprise Startup's Business Idea?

The company has introduced an innovative approach to sustainable living by producing environmentally friendly electric blaze stoves, as well as biogas and biomass stoves, all at affordable prices. Utilizing recycled materials, these products not only offer clean energy alternatives but also contribute to waste reduction. To enhance accessibility for potential customers and retailers, the company has developed various financing solutions, including loans, a safety net program in collaboration with local banks, and a unique bartering option aimed at supporting low-income communities.



Photo from Imrandk at [Vecteezy](#)

### Abdi Electrical and Electromechanical Enterprise

Is an Enterprise working on an innovative environmentally friendly electric blaze stove, biogas, and biomass stoves at affordable prices.

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## FERTILIZER



Photos from iyikon at [Vecteezy](#) & bigcxlotus at [Vecteezy](#)

### What Caught AgroRich Solutions Startup's Attention?

The company realized that the widespread use of chemical fertilizers by farmers seeking higher crop yields has led to significant soil degradation and environmental pollution, undermining long-term agricultural productivity and local ecosystems. This dependency on chemicals creates a cycle where soil fertility diminishes, prompting the need for even greater chemical inputs. Compounding the issue, many farmers face challenges in accessing affordable and eco-friendly organic fertilizers, which hinders their ability to adopt more sustainable practices. To foster a healthier agricultural landscape, it is crucial to improve access to organic alternatives and provide education on sustainable farming techniques that promote soil health and environmental resilience.

### What is AgroRich Solutions Startup's Business Idea?

Agrorich is dedicated to revolutionizing agricultural practices by advocating organic farming methods that prioritize sustainability and environmental health. Their innovative approach involves producing organic fertilizers from locally sourced waste materials, creating a cost-effective solution that enhances soil health while reducing ecological footprints. They aim to boost crop yields and promote a thriving ecosystem by providing farmers with nutrient-rich soil amendments. Agrorich empowers local farmers by harnessing regional resources and fostering sustainable agriculture that benefits the community and the environment. Their vision is to cultivate a future where agriculture flourishes in harmony with nature, ensuring a resilient and sustainable food system for generations to come.

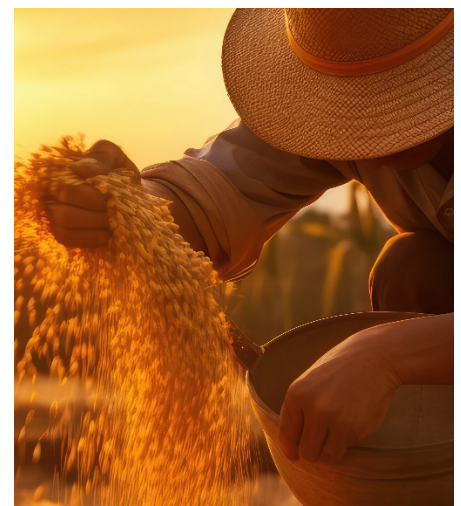


Photo from csaranyoo678050 at [Vecteezy](#)

### AgroRich Solutions

Is startup company focused on producing organic fertilizers from locally sourced waste materials, creating a cost-effective solution that enhances soil health while reducing ecological footprints.

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Photos from gankogroup at [Vecteezy](#) & Ahadu Solar Ice Maker

## Ahadu Solar Ice Maker

Is dedicated to developing an innovative solar-powered ice maker for cooling and preservation to reduce post-harvest losses and improve market access.

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## What Caught Ahadu Solar Ice Maker Startup's Attention?

Ethiopia's small-scale farmers and rural communities face significant challenges in cooling and preserving agricultural products due to expensive, conventional cooling technologies frequent power outages, and off-grid areas. These issues shorten the shelf life and profitability of perishable goods, highlighting the urgent need for sustainable solutions. This presents a unique opportunity for start-ups to innovate and implement renewable solar energy projects, enhancing the quality and marketability of agricultural products while promoting environmental sustainability.

## What is Ahadu Solar Ice Maker Startup's Business Idea?

The innovative solar-powered ice maker developed by start-ups offers a cost-effective and environmentally friendly solution for small-scale farmers, cooperatives, and rural communities. By harnessing renewable energy, this ice maker effectively produces ice for cooling and preservation, significantly reducing post-harvest losses and improving market access. This technology enhances profitability and aims to meet the growing demand for sustainable cooling options, making it more accessible and affordable for broader communities while promoting sustainability.



Photo from artcookstudio at [Vecteezy](#)



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Photos from lomakoandrii251 at [Vecteezy](#)

## Alief Poultry Farming

Proposed an innovative plan to supply high-quality egg products by leveraging modern technology and scientific analysis through a data-driven approach.

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## What Caught Alief Poultry Farming Startup's Attention?

Alief Poultry Farming has identified significant barriers hindering productivity and sustainability in Ethiopia's egg production. Reliance on outdated methods has resulted in lower-quality outputs and diminished production levels. To address these challenges, the startups recognize the urgent need to implement sustainable and innovative systems that enhance overall efficiency. By adopting a modern, data-driven approach, Alief aims to improve the quality of its poultry products while promoting sustainable farming practices.

## What is Alief Poultry Farming Startup's Business Idea?

The enterprise proposes an innovative plan to supply high-quality egg products by leveraging modern technology and scientific analysis through a data-driven approach. This initiative aims to enhance the quality and efficiency of its poultry products while promoting sustainable farming practices. Alief not only seeks to elevate its product standards but also to contribute to environmental sustainability. Additionally, this initiative is designed to create employment opportunities within the community, fostering economic growth while ensuring eco-friendly practices are at the forefront of its operations.



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## Sources and Causes of Low Power Factor



Transformers  
& Welding  
Transformers



Incandescent, Arc  
& Mercury Vapor  
Lamps



Solenoid  
and  
Chocks



Induction and  
Synchronous  
Motors

Photos from APFC Startup's

### APFC

Is dedicated to tackling the issue of poor power factors in the country by implementing an intelligent automatic power factor compensator (APFC) system to monitor the fluctuation and correct industries, and company power grid and reactive demand in real-time.

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### What Caught APFC Startup's Attention?

The startup company has identified a critical challenge facing industries in Ethiopia: poor power factors that result in inefficient electricity utilization. This inefficiency causes higher electricity bills, excessive heat in transformers and cables, voltage fluctuations, and operational instability, leading to costly downtime and reduced equipment lifespan. To address this urgent issue, the company aims to develop innovative technology that can stabilize the power grid and effectively manage reactive power demand in real-time, ultimately enhancing operational efficiency and reducing maintenance costs for industries.

### What is APFC Startup's Business Idea?

The company worked out an idea to tackle the issue of poor power factors in the country by implementing an intelligent automatic power factor compensator (APFC) system to monitor the fluctuation and correct industries and company power grid and reactive demand in real-time. It then autonomously adjusts capacitor banks to inject the precise amount of reactive power required to ensure optimal power factors regardless of load variations maximizing energy savings and equipment protection. This system can integrate with industries and the company's existing power management software, providing valuable insights into their power consumption patterns. This data allows for proactive maintenance, further enhancing system reliability and preventing costly downtime.



Photos from APFC Startup's



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Photos from akimomia at [Vecteezy](#) & erikerikyudistyu at [Vecteezy](#)

## Harvest Guard

Is dedicated to combat post-harvest waste by implementing advanced handling, storage, and processing techniques at the farm gate.

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## What Caught Harvest Guard Startup's Attention?

Ethiopia's agricultural sector faces significant challenges due to traditional post-harvest practices, which result in substantial crop spoilage from inadequate storage and handling. This not only leads to economic losses for farmers but also exacerbates food insecurity in the country. Recognizing the urgent need for improvement in these areas presents a unique opportunity for startups to innovate and implement effective handling and transportation solutions that enhance post-harvest practices, ultimately improving the quality and quantity of agricultural products and supporting farmers' livelihoods.

## What is Harvest Guard Startup's Business Idea?

Harvest Guard has launched an innovative initiative to combat post-harvest waste by implementing advanced handling, storage, and processing techniques at the farm gate. The company seeks to significantly reduce spoilage and enhance the overall efficiency of the agricultural supply chain, and produce reaches markets in optimal condition, maximizing farmers' profitability. This initiative ultimately benefits both consumers and the environment.



Photos from artoniumw at [Vecteezy](#)



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Photos from 1005954864184 [Vecteezy](#) & designcoden at [Vecteezy](#)

## Koda Farm

Committed to revolutionizing urban agriculture by maximizing crop yield in small spaces through innovative vertical farming techniques that utilize recycled materials, such as waste bottles.

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## What Caught Koda Farm Startup's Attention?

Koda Farm recognizes that Ethiopia's agricultural sector faces significant challenges due to climate change, including erratic rainfall patterns, droughts, and soil degradation, which severely impact productivity and threaten the livelihoods of millions. According to the World Bank, nearly 20 million people in the country are currently experiencing food insecurity as a result of these vulnerabilities. To combat these pressing issues, it is essential to implement sustainable and innovative agricultural practices that enhance resilience, improve productivity, and ensure food security for all Ethiopians.

## What is Koda Farm Startup's Business Idea?

The startup company aims to revolutionize urban agriculture by maximizing crop yield in small spaces through innovative vertical farming techniques that utilize recycled materials, such as waste bottles. By substituting chemical fertilizers with vermicomposting and employing natural pesticides derived from botanical sources, the company not only ensures sustainable practices but also offers affordable produce to the community. This initiative supports the local economy while enhancing environmental health through a tree planting program designed for carbon offset and generating additional income. Together, these efforts create a holistic approach to farming that benefits both people and the planet.



Photos from Sekitarief at [Vecteezy](#)



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## M12 Edible Plant Fruit Production

Is developing an innovative approach to apple plant propagation, aimed at revolutionizing the way farmers access high-quality apple varieties.

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Photos from rysak at [Vecteezy](#) & atanutanmoy56 at [Vecteezy](#)

## What Caught M12 Edible Plant Fruit Production Startup's Attention?

The company has identified critical factors affecting apple tree growth and productivity in Ethiopia, particularly the scarcity of germinated apple seedlings, which hampers cultivation efforts. Additionally, the challenges posed by climate change and deforestation further complicate the agricultural landscape, threatening both the environment and the viability of apple production. Addressing these issues is essential for fostering sustainable growth and ensuring a stable market for Apple products in the country.

## What is the M12 Edible Plant Fruit Production Startup's Business Idea?

The startup has developed an innovative approach to apple plant propagation, aimed at revolutionizing the way farmers access high-quality apple varieties. By utilizing advanced propagation techniques, the company focuses on producing high-yield apple saplings that can thrive in diverse climatic conditions. This initiative enhances the productivity of apple orchards and supports sustainable agricultural practices. The startup nurtures a close-knit community by engaging in direct sales to farmers, providing them with personalized support and guidance during the planting and cultivation process.



Photos from M12

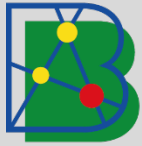


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Photos from Mark Stebnicki at [Pexels](#)

## Taye Farm

Working on revolutionizing and enhancing agricultural productivity by integrating modern drip irrigation technology with sustainable farming practices, training, and capacity building.

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## What Caught Taye Farm Startup's Attention?

In the Halaba Zone, particularly in Wera Dijo Woreda and Alake Gero Kebele, agricultural productivity is severely hindered by the lack of modern irrigation farming techniques and limited availability of local vegetable products. This situation has created a pressing need for sustainable and innovative agricultural technologies to enhance productivity and ensure food security in the region. Recognizing the critical nature of these challenges, the company is committed to implementing solutions that not only improve irrigation practices but also increase the availability of diverse vegetable products, ultimately fostering resilience and sustainability in the local agricultural landscape.

## What is Taye Farm Startup's Business Idea?

Taye Farm's proposal aims to enhance agricultural productivity in the Halaba zone, particularly in Wera Dijo Woreda and Alake Gero Kebele by integrating modern drip irrigation technology with sustainable farming practices, training, and capacity building. This approach optimizes water usage and improves soil health, leading to higher crop yields and reduced environmental impact. By establishing market linkages, to ensure consistent and fair prices and broader markets, while Taye Farm's commitment to community engagement empowers local farmers and fosters a resilient agricultural ecosystem.



Photos from Anil Sharma at [Pexels](#)



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Photos from Jeffrey S.S at [Pexels](#) & Hannoversch at [Pexels](#)

## Turi Enterprise

Dedicated to empowering women in agriculture by modernizing practices through the transition from traditional manual labor to efficient machine-based processing and harvesting.

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## What Caught Turi Enterprise Startup's Attention?

In Ethiopia, the absence of comprehensive agricultural machinery creates significant challenges across education, health, and hygiene, particularly for women and girls in rural areas who bear the burden of labor-intensive farming. The lack of modern tools restricts agricultural productivity and efficiency, leading to wasted labor and small economic development. Addressing these challenges is crucial for fostering farming yields, improving health and educational outcomes, and alleviating the disproportionate burdens faced by women and girls, ultimately fostering stronger, more resilient communities.

## What is Turi Enterprise Startup's Business Idea?

Turi Enterprise has proposed an innovative initiative aimed at empowering women in agriculture while simultaneously enhancing soil fertility and crop yield. By modernizing agricultural practices, the project seeks to transition from traditional manual labor to efficient machine-based processing and harvesting. This shift not only increases profitability for farmers but also improves childcare and safety, allowing women to balance their responsibilities more effectively. Ultimately, this approach fosters sustainable farming practices that benefit both the community and the environment, paving the way for a brighter future in agriculture.



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