

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. Sandbox Grants were given to competitively selected participants of the Pre-Incubation Trainings to support their initial business phase.



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Azmera Farms

Is a startup company that developed vertically integrated end to end produce-to-consumer (P2C) and B2B supply chain model to create a healthy and win-win chain between farmer and consumer.

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Team Members:

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What caught Azmera Farms Startup's attention?

They realized that the reason for inconsistent pricing, low quality products, and services, limited source of income, food insecurity, and poverty, a shift in ambitions on rural youth increasingly moving away from agricultural careers toward non-agricultural paths is due to lack of modern and innovative agricultural farming practice, market linkage, exploitative pricing by multiple middlemen, modern supply chain, and ample technical training are a few of them.

What is Azmera Farms Startup's Business Idea?

They worked out an idea to curb the issue of farmer based on a holistic supply chain approach: vertically integrated end-to-end product-to-consumer (P2C) and B2B model aim to create a win-win situation between farmers and consumers by eliminating multiple middlemen in the supply chain to enhance efficiency, reduce cost, and improve overall customer experience. leading to better outcomes for sustainable businesses. Provide technical training to empower farmers to adopt modern practices, improved their livelihoods, and contribute to sustainable agricultural development.

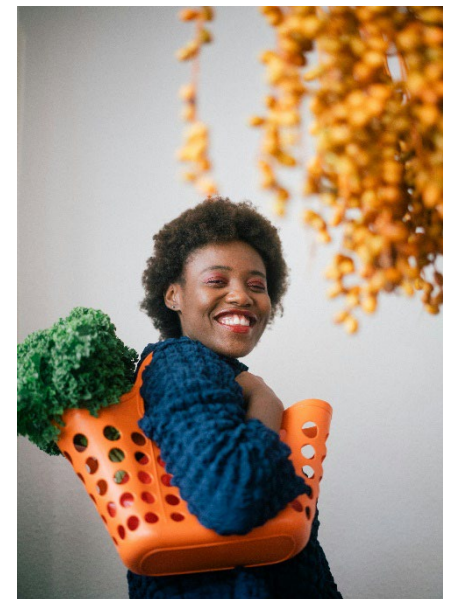


Photo from RF_._studio at [pexel](https://pexels.com)



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Photos from SINNK and Quang Nguyen Vinh at [pexels](#)

SINNK (Dried Foods Through Green Technology)

Is a startup company worked on dried foods processing through green technology to preserve food from unnecessary wastage and improve food availability and farmers livelihood.

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What caught Dried Foods Through Green Technology Startup's attention?

Giving the growing national population demand for food, post-harvest losses encompasses both qualitative and quantitative losses of food product in Ethiopia. Fresh fruits and vegetables indeed pose unique challenges when it comes to post-harvest losses, which ultimately affect their prices in the market. They realized that reducing waste from the point of harvesting to the stage of consumption is critical and can enhance food availability, alleviate pressure on natural resources, eliminate hunger, and improve farmers livelihoods.

What is Dried Foods Through Green Technology Startup's Business Idea?

They worked out an idea to tackle the issue of food insecurity and food losses based on green drying technology to preserve the food and extend its shelf life by safely lowering its moisture content and water activity. These are the benefits:

- Prolonging the shelf life of the product and
- Minimizing packaging, transportation, and storage costs,
- Making it suitable for value addition,
- Make it convenient for preparation and consumption. In Ethiopian condition, if proper postharvest management is implemented, around 23 million people will be food secured. In addition to this, the dehydration of fruit and vegetables will attract more consumers.



Photos from [pickpik.com](#) and SINNK



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Photos from commons.wikimedia.org

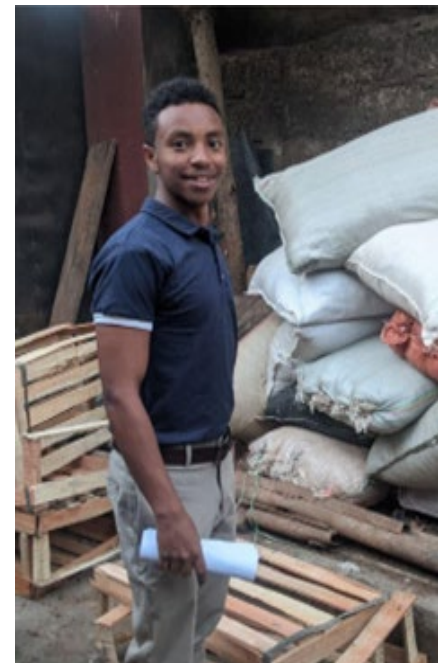
What caught Engudai Mushroom Production and Processing Startup's attention?

In Ethiopia mushroom consumption habit has been on the rise, driven by both culinary trend and climate resilience. However, it's not without its challenges, the practice of mushroom cultivation in the country is very poor. Critical input for mushroom cultivation, poor ventilation and air circulation, temperature control, contamination, operational inefficiency on the local supplier is a major issue. Due to this reason imported mushroom product are preferable in the domestic consumption.

What is Engudai Mushroom Production and Processing Startup's Business Idea?

They worked out an idea to tackle the issues based on local mushroom substrate manufacturing technology, and benefit in terms of quality, sustainability, and cost-effectiveness. The proposed solution has:

- Developing manufacturing technology for mushroom substrates to enhance quality mushroom production and ensuring a sustainable supply.
- Proper management and diligent warehouse maintenance such as storage condition, inventory management, quality control and distribution for a successful mushroom farming venture.
- Efficient and sustainable transportation facility to maintain the freshness and quality of mushroom from the farm to market.
- Establish a brand and relationship to create a recognition, trust, loyalty, and repeat business.



Photos from Engudai

Engudai Mushroom Production and Processing

Is startup company working on sustainable mushroom cultivation and substrate manufacturing technology to overcome the current mushroom farming, and logistic issues in the country.

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Photos from [pxhere.com](https://www.pexels.com/), and Rytaro Tsukata at [pexels](https://www.pexels.com/)

What caught Faida Agri-Tech Startup's attention?

They realized that the current procurement process for horticulture products in the hotels, restaurants, and cafe industry is quite time-consuming and overwhelming. As horticulture products are essential for the hospitality industry, they must either go to the crowded market and negotiate with the seller in person or sign a contract with the vendor at a government office requires a lot of paperwork, is costly, risky, and time-consuming, and limits their choices to buy.

What is Faida Agri-Tech Startup's Business Idea?

They worked out an idea to tackle the issues of the hospitality industry horticulture product procurement practice based on the developed FAIDA Agri-tech digital platform that connects hotels, restaurants, and catering services with multiple distributors of fresh produce. Revolutionize the sector by creating a decentralized network of trust and value.

- This technology allows users to compare and choose the best quality and price for their needs through this digital platform.
- Get credit when they need financial support and place orders or contracts with a few clicks.
- Distributors can access more market opportunities and deliver their products efficiently.
- The platform charges only 50 cents per kg as a commission, making it an affordable and smart solution for both parties.



Photos from Karolina Grabowska at [pexels](https://www.pexels.com/)

Faida Agri-Tech

Is a startup company developed digital mobile application technology to make the horticulture product procurement process efficient and control the critical challenge in hospitality industry.

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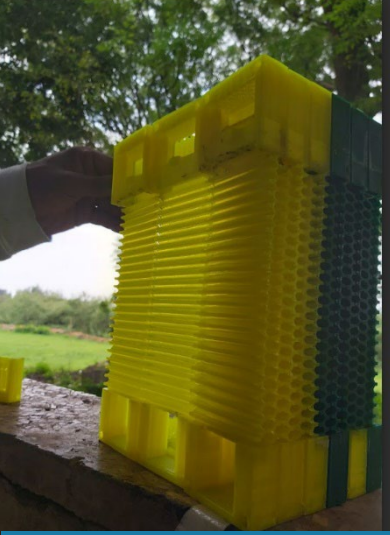
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Photos from Welelaw Hive, and SlimMars at [pexels](#)

What caught Welelaw Hive Startup's attention?

They realized that the reason for the decrease both in yield and quality of honey is the use of smoke and centrifuge during honey extraction, resulting in less profit. This primitive way of extracting honey also causes the number of honeybee colonies to decrease substantially because bees are either killed or forced to migrate in the process.

What is Welelaw Hive Startup's Business Idea?

They worked out an idea to take forward the issue of the honey farm collection and extraction process without disturbing the bees inside and compromising the yield and quality based on honey flow frame technology. Here's how they operate:

- A series of honey flow frames with specially designed cells that allow the honey to flow out like tap water directly from the hive while the bees are inside and undisturbed.
- These frames are partially formed honey cells on both sides. Bees complete the remaining section of the honey cell until they reach the correct size.
- Once the cells are ready. Bees fill them with honey and seal them.



Photos from Anete Lusina at [pexels](#)

Welelaw Hive

Is a startup company working on a modern farming with honey flow frame cell technology that allow the honey to flow out directly from the hive

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Photos from Ke-massa Foods, Zen Chung, at [pexels](#), and Pixabay at [pexels](#)

What caught Ke-massa Foods Startup's attention?

They realized that the critical challenges impacting both production and distribution resulting in hindering farmer's ability to sell their produce efficiently and higher the costs goods for consumers in the food supply chain. These include limited market access for small-scale farmers, unfair pricing due to multiple intermediaries, significant post-harvest food wastage, inadequate financial inclusion for farmers, and the lack of data-driven insights for optimizing agricultural production.

What is Ke-massa Foods Startup's Business Idea?

They worked out an idea based on a developed digital platform and mobile application technology to solve and revolutionize the farmers and consumers problem in the African food supply chain.

- The technology connects farmers directly to retailers, bypassing intermediaries, and improving market access for farmers.
- They aimed to reduce price inefficiencies and provide fair prices to both farmers and retailers by streamlining the supply chain.
- They planned to invest in infrastructure such as cold storage facilities and reliable transportation logistics to minimize post-harvest food wastage.
- They will offer digital payment solutions and credit options to promote financial inclusion for farmers, enabling them to access working capital, expand their businesses, and plan to collect and analysed data to provide data-driven insights that



Photos from Ke-messa

Ke-massa Foods

Is a startup company that developed a mobile application technology to revolutionize the inefficient traditional practices by connecting farmer with retailers to create healthy production and distribution of agricultural product in Africa.

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Photos from Towfiqu barbhuiya at [pexels](#), and SlimMars13 at [pexels](#)

Poultry Feed and Medication

Is a startup company working on manufacturing of poultry food supplement from quality ingredients that are free from harmful chemical and additives.

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What caught Poultry Feed and Medication Startup's attention?

They realized that the factors contribute to poor growth rates, low egg production, and increased susceptibility to diseases in poultry farming is limited availability of natural balanced diet sources, the high cost of commercial feeds, inadequate and non-existent of formulated supplements with specific nutrients are among them.

What is Poultry Feed and Medication Startup's Business Idea?

They developed an idea to solve the problem based on supplement manufacturing technology locally from high-quality ingredients that are free from harmful chemicals and additives, ensuring that their products are safe and healthy for chickens.

- Source the ingredients from trusted suppliers who share their commitment to organic farming practices.
- Conduct rigorous testing on all products to ensure their safety and effectiveness.
- Provide educational resources and support for poultry farmers. This includes information on proper nutrition, disease prevention, and other best practices for raising healthy chickens.

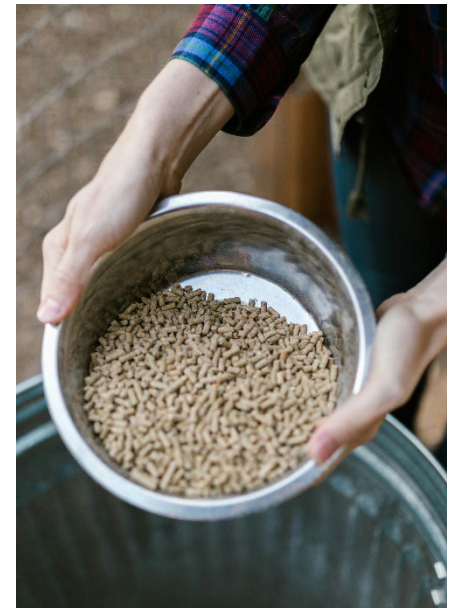


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Photos from Klau Nielsen at [pexel](https://www.pexels.com/photo/white-flour-1000000000/) and photo from Alexander Milles at [unsplash](https://www.unsplash.com/photo-1511362718711-446188484861)

Satiety Food

Is a startup company working on prepare, pack, and distribute ready-made meals and easy -to-take-away modality to markets from locally available products.

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Team Members:

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What caught Satiety Food Startup's attention?

They realized that a traditional way of preparing delicious and healthy food is a challenge due to our fast-paced lifestyle. Among the problems:

- Lack of time to cook healthy foods,
- less utilization of local resources for food security and
- Lack of Nutritious ready-to-use local products are among them.

What is Satiety Food Startup's Business Idea?

They developed a product, based on ready-to-use foods approach. Prepare, pack, and distribute to a selling point throughout the country. Modernizing and industrializing the traditional way of time-consuming food making practise, make fast and excellent alternative, especially on busy working environment. Indigenous and gluten-free agricultural product like teff and others nutritious input also used.



Photos from Satiety Food



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Photos from Karolina Grabowska at [pexels](#), and Elibet Valencia Munoz at [unsplash](#)

What caught Smart Irrigation System Startup's attention?

Flood irrigation is a common method used for watering crops and fields in Ethiopia. However, like any system, it has its challenges. They realized that the reason for low crop production yield, and quality, water wastage, low soil fertility due to erosion, impacting soil health and productivity is a traditional irrigation practice called flood irrigation.

The impact of inadequate access to irrigation technology and training can be far-reaching and affect various aspects of agriculture and livelihoods in the country. Overcoming these issues is crucial for achieving food security, economic equity, and environmental sustainability.

What is Smart Irrigation System Startup's Business Idea?

They worked out an idea to tackle the issue of farmers based on innovative idea of using a modern irrigation technology. The system adopted environmentally friendly practices benefit not only the ecosystem but also farmers health and well-being.

- The controller is designed to be easily mounted on existing irrigation systems or incorporated into new ones.
- It utilizes solar panels for power, making it environmentally friendly and reducing reliance on external electricity sources.
- The controller communicates with the farmer's mobile phone through either Bluetooth or SMS technology.
- This connectivity allows farmers to monitor the system remotely, providing real-time information and control from anywhere at any time.



Photos from HYRLF meng at [pexel](#)

Smart Irrigation System

Is a startups company working on modern irrigation technology to bring impactful solutions to farmers livelihood in Ethiopia.

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Photo from Chokniti Khongchum at [pexels](#), AK crop seed supply, and from finhov at [pexels](#)

AK Crop Seed Supply Enterprise

Is a startup company working on improved seed production and distribution for farmers.

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What caught AK crop seed supply enterprise Plc Startup's attention?

They found out that the reason for ineffective agricultural productivity and food insecurity in Ethiopia is limited access to high-quality improved seeds in convenient outlets, and inadequacy on a variety of different crops with superior traits. Limited capacity and lack of role clarity of the different actors, the focus on a very few crop's varieties, and a mismatch between supply and demand are also associated with these challenges.

What is AK crop seed supply enterprise Plc Startup's Business Idea?

The enterprise worked out an idea to tackle the issues of the farmers based on collaboration between research centers, extension services, and farmers for improved seed production and distribution at a reasonable price. Empowering the farmers with improved seed variety. Provide seed loans, and post-harvest collection systems to increase agricultural productivity and food security.



Photos from Frans van Heerden at [pexels](#)



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