



SEED Initiative

promoting entrepreneurship for sustainable development

Founding Partners



AFRICA WINNER 2014

Kumudzi Kuwale Ltd. supplies sustainable energy independent from the national power grid. Rural communities thus gain access to energy through solar devices and systems installed by the enterprise, by renting battery packs or by purchasing solar products and efficient cook stoves.



Kumudzi Kuwale, Malawi

BUSINESS MODEL

In the Nkhotakota region, only three per cent of the population has access to electricity. The enterprise provides renewable energy solutions in off-grid communities in three ways: through stores providing solar energy appliances like cook stoves and lanterns, and through village electrification via charging stations and via installing larger-scale solar energy systems.

The enterprise promotes a full set of energy services and electrical installations that is unique within Malawi while offering vocational skills training and employment.

ENTERPRISE FAST FACTS

Location	Nkhotakota
Year founded	2013
Sector	Energy / Renewables
Product/Service	Off-grid solar power solutions and cook stoves

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Social impacts:

- Increasing information dissemination through solar powered radios, TVs and mobile phones.
- Increasing hiring of female professionals.
- Reducing exposure to indoor air pollution stemming from kerosene use.
- Increasing access to lighting, thus improving opportunities for children to study at night.

Environmental impacts:

- Reducing deforestation as the use of wood as a fuel source decreases.
- Reducing carbon emissions as cleaner cook stoves replace kerosene lamps, firewood and candle lighting.
- Reducing hazardous waste materials ending up in landfills as non-rechargeable battery-powered lamps are replaced.

Economic impacts:

- Creating more opportunities for off-grid business ventures, such as mills or barbershops.
- Extending hours of operation for businesses processing agricultural products.
- Enabling long-term savings on energy costs.
- Increasing agricultural yields as solar energy can be used to power irrigation schemes.

” Kumudzi Kuwale is creating new ways of looking at off-grid solar energy solutions, as a sustainable, more flexible and less costly alternative for electrification than regular grid extension.

Scaling up activities:

- Provide employment opportunities for 10–15 local professionals from the Nkhhotakota region.
- Solidify the enterprise's management structure in order to maintain the same level of self-sustainability. Ensure that employees have a high level of involvement in planning and decision-making processes.
- Increase access to battery charging stations in order to reach 4,000 community members and 720 households by the end of the year.
- Implement a new shop and showroom demonstrating to locals how sustainable energy solutions can provide a low-cost alternative to fossil fuels and low-efficiency biofuel combustion.



” If a solution can be found to tap into this market, with a small and flexible monthly cost, a huge market can be unlocked. That is the idea of the charging station solution that is now being piloted by Kumudzi Kuwale.



Partnership

● **Kumudzi Kuwale Ltd.** is a company developing sustainable off-grid energy solutions in the Nkhhotakota region of Malawi.

● **Nkhhotakota Youth Organisation (NYO)**, the owner of Kumudzi Kuwale, supports the company through its local community connections. NYO also manages a vocational skills centre for community members, providing workshops in electrical installation, construction and entrepreneurship.

● The **Flora Upper Secondary High School** in Norway supports the enterprise financially via fundraisers. The school also organises an exchange programme funded by the Norwegian governmental body FK Norway.



Flanders
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The 2014 SEED Awards in Malawi, Mozambique, Namibia are supported by the Government of Flanders, which is active in Southern Africa.

About the SEED Initiative

The SEED Initiative identifies and supports promising small scale social and environmental entrepreneurs around the globe, entrepreneurs who while working towards a greener economy also tackle poverty, marginalisation and social exclusion. SEED provides these entrepreneurs with know-how and networks, taking the lessons learnt at local level up to decision-makers to promote evidence-based policy making. For more information please write to info@seedinit.org or visit:

www.seedinit.org

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