

**SEED****10 YEARS OF
SEED AWARDS
2005-2015**promoting entrepreneurship
for sustainable development

Founding Partners

**AFRICA
WINNER 2015**

STM Solar Technologies Manufacturing is the first company in Ethiopia to offer solar power solutions for electricity and lighting. The enterprise also provides families with micro-finance credit to acquire such systems, as well as training and repair services.



STM Solar Technologies Manufacturing, Ethiopia

BUSINESS MODEL

The initiative supplies rural households in Ethiopia with a variety of solar home systems and solar lamps. STM Solar Technologies Manufacturing sells their products in Ethiopian Birr to facilitate purchases, and also offer micro-finance credit for households that cannot afford to make a full payment for the products upfront.

After acquiring a solar system, families are trained in how to use them and on the importance of using renewable energy. The enterprise also offers repair services when needed.

ENTERPRISE FAST FACTS:

Location	Rural Ethiopia
Year founded	2014
Sector	Energy
Product/Service	Solar lighting systems for lighting and electricity

Social impacts:

- Providing extra lighting hours for studies, businesses and public services such as medical assistance.
- Reducing pollution-related diseases with the decrease in kerosene and firewood usage.
- Employing women in rural Ethiopia as technicians due to their precise mechanical abilities.

Environmental impacts:

- Reducing carbon emissions and deforestation, as well as risks of fires by substituting kerosene lamps, firewood and diesel generators with solar systems.

Economic impacts:

- Facilitating economic development through access to affordable electricity for studies, business purposes and public service provision.
- Ensuring income for more families by increasing employment in sales, assembling, administration and stock activities.

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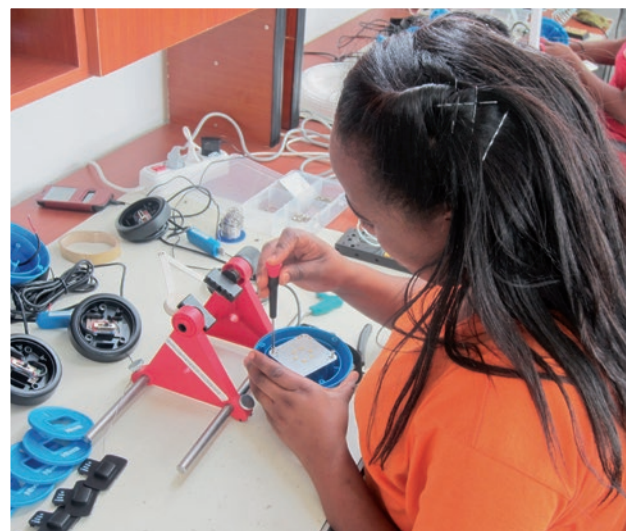
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Scaling up activities:

- Expand sales to other countries in East Africa.
- Enlarge number of training sessions to in-house technicians.
- Raise number of employees to 60 people in the assembling, administration and sales departments over the next two years.
- Work to achieve the sales of 240,000 lanterns and 155,000 solar systems within three years and increase assembling capacity to 300,000 lanterns and 100,000 solar home systems per year.



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Partnership

🔦 **STM Solar Technologies Manufacturing** is a local private company which assembles solar lamps and different sizes of solar home systems.

🔴 **SunTransfer GmbH** is the major shareholder of the initiative. The German company offers guidance in financial, business and management matters.

Sun Transfer Tech PLC is the enterprise's local distribution partner.



The 2015 SEED Awards in Ethiopia, Tanzania, Uganda and Kenya are largely supported by the European Union, which is made up of 28 Member States who have decided to gradually link together their know-how, resources and destinies.

About SEED

SEED identifies and supports promising small scale social and environmental enterprises around the globe, enterprises who while working towards a greener economy also tackle poverty, marginalisation and social exclusion. SEED provides these enterprises 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@seed.uno or visit: www.seed.uno

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