



# Green Heat

SEED Low Carbon Award Winner 2014

## Biogas digesters and briquettes for clean fuel

Green Heat provides innovative and cost-effective energy, waste and fertiliser solutions for homes, schools, farms and commercial buildings. The core business model is the conversion of waste to biofuel through biogas digesters, and the production of briquettes from waste.

Green Heat has a strong research and development component, innovating ways to reduce water waste of the biogas digester by developing a slurry separator, which provides high quality organic fertiliser. The enterprise has also innovated a way to use the biofuel in a cooling system, contributing to reduced spoilage of dairy and agricultural products.

The primary customers of the enterprise are households in rural and semi-urban areas, institutions such as schools, prisons and hospitals, and farms. Households are reached through marketplaces and kiosks, and institutional customers are served through contracts for briquette and biogas installations.

## Enterprise Financing

The enterprise started using personal finances and grant funding from awards, and has generated further revenues from fulfilling government contracts. Green Heat has accessed debt funding to pay for the fulfilment of the tenders. With margins on briquettes relatively low, especially with the payment of VAT, the enterprise has explored alternative business models to stabilise revenue from this product line.

## Growth Strategy and Financial Requirements

Green Heat is looking to develop the technological component of its activities, for example through selling briquettes on an online market place. The enterprise is looking for collaborations to support on this, including non financial support.

### OVERVIEW

**Sector:** Waste Management

**Location:** Kampala

**Product:** Biogas digesters and briquettes

**Registration Year:** 2011

**Type:** Company Ltd. by shares

**Annual Turnover (2019):** 500,000 USD

### TEAM & EXPERTISE

**Number of Employees:** 12, plus over 80 masons in a franchising network

**Management Team:** Managing Director, Operations Director, Client Relations

### IMPACTS

**Environmental:** reduce pollution and carbon emissions from burning wood, produce organic fertiliser

**Social:** improved health from cleaner cooking, job creation

**Economic:** Reduction of costs of fuel by using long-burning briquettes, and medium to long term savings using the bio digester. Reduce economic losses from spoilage through cooling system

### FINANCING JOURNEY

**2006-11**

Exploration and start up the business model and structure

**2014**

Won the SEED Award 5000 USD and then 50,000 USD

**2016**

Won the Securing Water for Food Award 500,000 USD; won government tenders from Ministry of Energy and Mineral Development 360,000 USD; debt from BiD network

**2018-19**

Won further tenders from Enabel 393,000 euro; Ministry of Health (1 million); Ministry of Energy. Debt from BiD network

**2011**

Registration of the enterprise

**2016**

Innovated slurry separator

**2017**

Won Power Africa OffGrid Challenge 100,000; funding and support from UNCDF Clean Start Development Fund 150,000 USD

**2019**

Project Facility from DFCU

Established by



Funded by



Hosted by

