



# Khainza Energy

SEED Low Carbon Award Winner 2018

## Clean affordable biogas and biogas systems installations

Khainza Energy is committed to providing clean, safe, and affordable cooking fuel solutions to Ugandans. It is an innovative circular economy business that obtains organic waste from smallholder farms and local households for processing and refinement into high-purity methane. The enterprise's core business involves (a) **biogas system installations** (primarily for schools), (b) **renewable energy systems trainings** (for dairy farmers, schools and refugees), and (c) **packaging and distribution of biogas cylinders**.

## Enterprise Financing

Khainza Energy has expanded its revenue-generating business through securing contracts with clients. In 2019, the enterprise **generated the majority of its revenue from contracts with schools for biogas system installations**. Khainza Energy applies its extensive experience with renewable energy engineering to support trainees with technology adoption and the development of their own biogas businesses.

The enterprise has **received around 97,000 USD in grant funding since 2015**. This financing has primarily been dedicated to purchasing equipment for packaging cylinders and team trainings.

## Growth Strategy and Financial Requirements

Using newly purchased equipment for biogas cylinder packaging, Khainza Energy plans to **expand its packaging and distribution activities**. Additionally, in light of COVID19 disruptions, the enterprise has shifted its activities to include LPG distribution. Khainza is currently seeking further financing, largely to build on its trainings and **develop a vocational school (or renewable energy accelerator) to prepare renewable energy engineers to develop their own businesses** through courses around solar system installation, biogas production and agro equipment and solar systems repair.

### OVERVIEW

**Sector:** Clean Energy**Location:** Kampala**Product:** Biogas Systems Installation, Packaging & Trainings**Registration Year:** 2015**Type:** Company Ltd. by shares**Annual Turnover (2019):** 25,000 USD

### TEAM & EXPERTISE

**Number of Employees:** 5 (full time), 3 (part time), 8 trainees**Management Team:** CEO, HR, Secretary, Marketing & Sales, Finance, Engineering and Production, R&D

### IMPACTS

**Environmental:** Objective to prevent 6 million kg of CO2 in 5 years by combatting deforestation**Social:** Aims to enable access to clean cooking fuel for 7,000 homes in one year and improve access to clean energy for 35,000+ homes**Economic:** Aims to create 350 jobs and train 150 renewable energy experts over the next five years

## FINANCING JOURNEY

**2015**

Started operations with 12,000 USD grant to develop prototype

**2018**

Awarded SEED Low Carbon Award with 5,000 USD grant to build biodigester

**2019**

Received 80,000 USD Echoing Green grant to support marketing training &amp; purchasing equipment

**2017**

Received 2,000 USD grant from UK-based institute &amp; acquired production space (13 acre farm)

**2019**

Contracted by schools for system installation &amp; to train refugees

**2020**

Seeking investment for purchasing further equipment &amp; construction of vocational school

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for the Environment, Nature Conservation  
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