



# Village Energy

SEED Africa Award Winner 2015

## Customised solar system design and installation

Village Energy provides lasting solar solutions to institutions and households, through providing customised systems and specialised after sales servicing and repair. Village Energy recruits and trains technicians to build a regional servicing, distribution and supply chain network. These solutions have a significant impact on job creation, and a sustainable transition to clean energy.

In 2014, Village Energy pivoted to providing customised systems and installations, and **has concentrated since 2018 on customised productive usage systems**. Village Energy has currently **installed 224 systems, with a system size of 78.5 kw**. The primary customer segments for these systems are rural, off-grid schools, SMEs, health centres, SACCOs and other institutions, agriculture, and households. Recently, Village Energy has **signed an MoU with a commercial bank to provide end user financing** to customers.

## Enterprise Financing

Village Energy has improved significantly in sustainability, reaching 58% sustainability last year from a previous 20%. This was a result of consolidation of the business model and a focus on the most profitable branches.

**Grant revenue (2019):** 96,000 USD (~1 million USD overall in grants)

## Growth Strategy and Financial Requirements

Village Energy plans to **expand its partnerships with commercial banks for end user financing agreements** to reduce the risk of providing credit directly to customers. The enterprise also plans to:

- **Invest in the sales team** through trainings, incentive schemes, increased travel allowances and hiring sales managers with high qualifications
- **Explore product line** (refridgeration) of business and related extension of SME and health centre customer segments
- **Import components** to reduce mark-ups from middle-man suppliers

## OVERVIEW

**Sector:** Clean Energy

**Location:** Kampala

**Product:** Customised solar systems and installation

**Registration Year:** 2008

**Type:** Company ltd. by shares

**Annual Turnover (2019):**  
115,000 USD

## TEAM & EXPERTISE

**Number of Employees:** 19 (full time), 1 (part time)

**Management team:** CEO, CTO, HR, Systems Engineer, Partnerships and Procurement Manager, Finance Officer

**Governance:** Board

## IMPACTS

**Environmental:** Reduce pollution and carbon emissions

**Social:** Create technician jobs in local communities, bring electricity to off-grid schools

**Economic:** Save household fuel costs from switching to kerosene (70-80 USD/ year)

## FINANCING JOURNEY

**2008**

Started operations with funds from friends & family plus 2 seed investors

**2015**

Echoing Green SEED Award  
80,000 USD grant

**2017**

Hogan Lovells Community Solar Innovation Award  
10,000 USD grant

**2019 - 20**

Actively looking for investment for future growth efforts

**2014**

Pivoted towards customised installation; awarded Ashoka Fellowship

**2016**

USAID 150,000 USD grant

**2018**

Loan from Dutch Angel Investors 40,000 EUR;  
200,000 USD UNCDF results-based grant

Established by



Funded by



Hosted by

