

IMPACT REPORT

2024

PRECISE
GROWTH ACCELERATED



**IMPACTING
LIVELIHOODS AND
HEALTH OUTCOMES**

**JANUARY
2025**

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Acronyms

ADELE	Access to Distributed Electricity and Lighting in Ethiopia
ALP	Agribusiness Leadership Program
CO ₂	Carbon dioxide
ESEDA	Ethiopian Solar Energy Development Association
ETB	Ethiopian Birr (Currency)
MSE	Micro and Small Enterprise
OPD	Outpatient Department
PUA	Productive Use Asset
PUE	Productive Use Energy
SAM	Solar Appliances Manufacturing
SDG	Sustainable Development Goal
SHS	Solar Home System
UNDP	United Nations Development Program
<u>USAID</u>	United States Agency for International Development
USD	United States Dollar
WHO	World Health Organization

MESSAGE FROM THE MANAGING PARTNER



Dear Partners,

I am delighted to share our 2024 Impact Report, showcasing our efforts to improve livelihoods and health outcomes in Ethiopia, where 69% of the population faces multidimensional poverty (UNDP, 2024).

This year, we advanced our work in piloting and scaling up climate-smart Productive Use Assets (PUAs) to boost farming income, and small businesses' revenue, and improve healthcare services.

Notably, we pioneered Ethiopia's first subscription-based model for turmeric farmers, directly linking smallholder farmers, a processor, and an international

buyer. This model ensures predictable income through monthly instalment payments, provides technical support for high-quality production, and strengthens a local processor to meet international market standards.

Beyond turmeric, we continued enhancing the malt barley value chain, equipping commercial farmers, aggregators, and input retailers with training and coaching to improve business management and market access.

Looking ahead, we have launched an ambitious initiative: "One Million Birtu"—where Birtu (ብርቱ) means resilience in Amharic. Over the next 10 years, we aim to impact one million Ethiopians by facilitating transformation in agriculture, off-grid renewable energy, and health sectors.

Our commitment remains unwavering—to empower firms, farms, and industries to accelerate economic development in Ethiopia.

This report reflects our collective journey and the progress we have made. As we move forward, let's continue collaborating, innovating, and pushing boundaries to create lasting, meaningful change.

Henok Assefa

A handwritten signature in black ink, appearing to read "Henok Assefa". The signature is fluid and cursive.

Managing Partner

OFF-GRID SOLAR ENERGY

Access to modern, affordable, and reliable energy is essential for economic development and poverty reduction. Millions of Ethiopians, however, still lack access to modern energy solutions. In rural areas, low electrification rates continue to hinder efforts to improve livelihoods. Off-grid solar energy technologies are crucial for enhancing productivity and income, especially in agriculture and small businesses. The use of off-grid solar energy technologies directly contributes to several SDGs, particularly Goal 1 (No Poverty) and Goal 7 (Affordable and Clean Energy).

Recognizing the vital role of energy in development, Precise implemented various off-grid solar energy-related projects during the reporting period. These initiatives include piloting and demonstrating innovative technologies in the agriculture, microbusinesses, and health sectors. Additionally, Precise provided different support to enterprises to promote the widespread adoption of off-grid solar energy technologies, ensuring long-term impact and sustainability.

This section highlights our progress and achievements in implementing these projects during the reporting period.



HEALTH FACILITY ELECTRIFICATION

Many health facilities, particularly in rural areas, lack reliable access to electricity, limiting their ability to offer essential healthcare services. By addressing this challenge, we aim to enhance healthcare delivery, improve health outcomes, and contribute to sustainable development.

Electricity is critical for powering medical equipment, ensuring proper vaccine storage, and providing adequate lighting for safe medical procedures. Our initiatives prioritize off-grid solar energy solutions to create long-term, cost-effective, and environmentally friendly energy access for health facilities.

In 2024, with the support of our partners, we electrified three health facilities. The details are presented on the following pages.

77%

of health facilities don't have reliable electricity supply in Ethiopia.

17%

of health facilities in rural Ethiopia have no access to electricity .

Only 43%

of hospitals in Ethiopia have reliable electricity access.

Source: WHO et al, 2023



HEALTH FACILITY ELECTRIFICATION

ODAA NABEE HEALTH CENTER



Problem Statement

Odaa Nabee Health Center, located in Odaa Nabee, a small town under Bishoftu City Administration, Oromia, serves a catchment population of 40,000 but had long struggled with the absence of grid electricity, severely compromising healthcare services. The lack of power disrupted laboratory services, maternal care, and nighttime emergency treatments.

Without electricity, only basic manual laboratory tests were possible, requiring an average of 75 samples to be transported monthly to another facility at an additional cost of 2,500 ETB. Similarly, the maternity ward lacked proper lighting, forcing expectant mothers to deliver in near-total darkness, relying on candles—significantly increasing the risk of complications for both mothers and newborns.

Vaccination services were also severely affected. The health centre previously provided an average of 60 vaccinations per month through health posts and *kebele* outreach programs. However, the absence of refrigeration meant vaccines had to be stored using ice packs and used immediately upon arrival. Any unused vaccines had to be transported back to prevent spoilage, creating logistical challenges and increasing the risk of vaccine wastage.



Intervention

To address these critical challenges, a 2.2 kWp solar system with six 380 Wp solar panels, a 150 Ah battery, and 18 lamps was installed. This system now powers the OPD, maternity ward, pediatric unit, laboratory, dispensary, and essential administrative offices, ensuring uninterrupted electricity for medical equipment, lighting, and laboratory operations.



Impacts

Enhanced Laboratory Services: The number of patients receiving laboratory tests increased from 62 to 679 per month.

Expanded Outpatient Services: The number of patients receiving care rose from 502 to 1,373 per month, as reliable electricity enables the operation of essential medical equipment, improved record-keeping, and a better patient experience.

Safer Maternal and Neonatal Care: Before the intervention, 70% of deliveries occurred at night using candles. With stable electricity, labour and delivery rooms are now well-lit, ensuring safer childbirth and improved maternal health outcomes.

Improved Vaccine Storage & Outreach: With reliable electricity, the health centre can now store vaccines properly, improving immunization outreach and reducing wastage.

Increased Staff Efficiency & Service Quality: Reliable power has improved working conditions for medical staff, reducing reliance on manual procedures and inefficient workarounds. This has led to faster diagnoses, better patient management, and overall improvements in healthcare quality.

173%

Increase in outpatient services per month

995%

Increase in laboratory tests per month

100%

Stable electricity for labor and delivery rooms



HEALTH FACILITY ELECTRIFICATION

GALEYA ROGDHA CLINIC

Problem Statement

The Galeya Rogdha Clinic, located in Southwest Shewa Zone, Oromia, serves 14 kebeles and approximately 7,000 patients annually, making it a critical healthcare provider for the community. However, like many rural health facilities in Ethiopia, the clinic lacked access to grid electricity, severely limiting its ability to deliver essential medical services. Without a stable power source, the clinic relied on a costly and unreliable diesel generator, which frequently failed, leaving the clinic without electricity for four to five days per week. These frequent outages disrupted medical services, jeopardized vaccine storage, and forced mothers to give birth in the dark, increasing risks for both mothers and newborns.

Moreover, the clinic's reliance on diesel power imposed a significant financial burden, with annual fuel and maintenance costs reaching 2.73 million ETB. Frequent power shortages also forced patients to travel 25 km for essential care, delaying treatment and adding to their expenses.

Intervention

A 7.36 kW solar system with a 9-kW inverter was identified and installed to electrify the clinic. This system ensures a stable energy supply to medical equipment, lighting, and vaccine refrigeration. The total project cost of \$40,000 was fully funded through SOLARREMIT, a crowdfunding platform.

"As midwives at the remote, off-grid Galeya Rogdha Clinic, we face constant challenges due to the unreliable generator that often fails, forcing us to use makeshift lighting like hand-held lamps, candles, and kerosene during deliveries. This flickering, inadequate illumination creates tremendous stress and difficulty in safely assisting mothers, putting both them and their babies at risk." A Midwife at the Clinic



Impacts

The electrification of Galeya Rogdha Clinic has led to transformative improvements in healthcare service delivery, operational efficiency, environmental sustainability, and working conditions:

Enhanced Healthcare Services: With uninterrupted electricity, the clinic can now provide consistent lighting, vaccine refrigeration, and life-saving medical care. As a result, its annual patient capacity increased from 7,000 to 30,000, significantly improving healthcare access and reducing long wait times. Patients no longer need to travel long distances for treatment, and childbirth now occurs in safer, well-lit conditions.

Improved Working Conditions: Reliable electricity has significantly enhanced staff efficiency and morale, enabling medical professionals to provide uninterrupted, high-quality care.

Environmental Benefits: By transitioning to solar energy, the clinic has reduced its CO₂ emissions by 46,478 kg per year, aligning with global climate goals and SDG 13. This initiative serves as a model for sustainable healthcare electrification, demonstrating the potential of clean energy solutions in rural Ethiopia.

Lower Operational Costs: The clinic has eliminated its reliance on diesel generators, leading to a reduction of 18,250 liters of fuel consumption annually, saving 1.7 million ETB per year. Additionally, maintenance costs have decreased by 360,000 ETB annually, allowing funds to be redirected toward improving patient care.

4X

Increase in patient intake

46 Ton

Decrease in CO₂ emissions

1.7 Million ETB

Reduction in annual operating cost



HEALTH FACILITY ELECTRIFICATION

DENKAKA HEALTH CENTER

Problem Statement

Denkaka Health Center, situated in Denkaka town, Bishoftu City Administration, Oromia, serves a population of 25,000 to 40,000. As a key healthcare provider in the town, it offers family planning, vaccinations, prenatal care, delivery, and laboratory services. On average, the facility conducts 9 prenatal checkups daily and oversees around 30 deliveries each month, the majority occurring at night.

Despite its vital role, the centre struggled with a severe power challenge. With no connection to the national grid, it relied on a 16-year-old solar system that failed to supply electricity to the newly built maternity ward. This power deficit had serious consequences for maternal and neonatal care, leading to:

- **Unsafe Deliveries:** Women gave birth in near darkness, using dim phone flashlights for visibility. This compromised infection control, delayed medical interventions, and caused unnecessary distress.
- **Newborn Mortality:** Without power for infant warmers, cases of hypothermia-related deaths occurred.
- **Workplace Hazards:** Poor lighting created dangerous conditions for medical staff, especially during postpartum haemorrhage, where spills of blood and amniotic fluid increased the risk of slipping.
- **Compromised Medical Procedures:** Performing critical procedures like internal stitching under poor lighting heightened the risk of errors.
- **Increased Risk of Infection:** Limited visibility made it difficult to ensure proper hygiene, raising the likelihood of disease transmission.

- **Strained Workforce:** During power outages, a staff member had to hold a flashlight instead of assisting with delivery, reducing efficiency in emergency care



"Without electricity, we rely on inadequate battery-powered flashlights, making deliveries difficult and unsafe. Poor lighting complicates procedures like stitching, increasing infection risk. The cold further raises the risk of hypothermia, already causing a casualty. With solar-powered lighting, we can now provide safer, higher-quality maternal care—what every mother and newborn deserves." — Shimelis Gizaw, Denkaka Clinic Director

Intervention

To restore reliable power to the maternity ward, a 2.2 kWp solar system was installed. This system now powers 25 bulbs, a baby warmer, a refrigerator, an ultrasound machine, and a vacuum suction apparatus, ensuring that life-saving maternal and neonatal services are no longer interrupted.

Impacts

- **Elimination of Hypothermia-Related Infant Deaths:** Newborns now receive immediate warmth, preventing fatal temperature drops.

- **Enhanced Quality of Care:** Well-lit delivery rooms and fully operational medical equipment contribute to safer, more efficient maternity services.
- **Fewer Emergency Referrals:** The facility can now manage more cases locally, reducing unnecessary patient transfers.
- **Safer Working Conditions:** Reliable lighting has mitigated hazards for healthcare workers, improving both hygiene and procedural accuracy.

100%

Decrease in infant mortality from hypothermia

100%

Stable electricity for labor and delivery rooms



PRODUCTIVE USE ASSET IN MICROBUSINESS

Many Micro and Small Enterprises (MSEs), particularly in urban and peri-urban areas, experience frequent power outages, which disrupts their operations. These businesses often face setbacks in productivity and growth due to these energy limitations.

By introducing solar-powered technologies, we offer reliable, cost-effective energy alternatives that reduce dependency on the grid and ensure consistent operations. In our pilot projects with barbershops, we demonstrated how solar-powered equipment can enable smooth, uninterrupted service delivery and enhance operational efficiency.

In the following pages, we present the impacts of our pilot projects on supporting MSEs with reliable energy solutions.

2 Million

total number of MSMEs in Ethiopia
(UNDP,2022)

47 Hrs

of economic activity Ethiopian firms
lose per month due to power
outages (Fredrik Carlsson, et al,
2020)

40%

of Micro and Small Businesses in
Ethiopia are owned by Women
(Ebrahim E., & Andualem K, 2022)



PRODUCTIVE USE ASSET IN MICROBUSINESS

SOLAR BARBERSHOP KIT CASE OF DEREJE

Problem Statement

Mr. Dereje Feyissa, a barbershop owner in Akabora Wereda, Bishoftu, Oromia, has run his business in a rented shop for two and a half years. As the sole provider for his wife and child, he works daily to sustain his family. His shop, located in a small business area, relies on grid electricity to operate.

However, frequent power outages posed a major challenge. Electricity was unreliable, with cuts occurring three to four days a week—sometimes lasting an entire day or every 30 minutes. These disruptions damaged his equipment, drove customers away, and caused financial strain.

To cope, Dereje rented a diesel generator for 1,000 ETB per month, but fuel costs were another burden. He bought fuel from informal dealers at 110 ETB per liter, often diluted with water, reducing efficiency. Despite making up 22% of his business expenses, the generator was unreliable, causing power fluctuations that damaged lighting fixtures and failed to provide proper illumination. These high energy costs and inefficiencies severely impacted his profitability and business sustainability.

Intervention

To address the challenges, we introduced a solar-powered system with 60% of the cost covered by the project and 40% paid by the end user through instalments. The solar system included an 80 Wp solar module and a 230Wh, 18 Ah battery pack, providing 9 hours of backup power. The system supported two hair clippers, a charging station for ten phones, two lamps (2W, 240 lumens), and a torch with an autonomous consumption capacity of two days. This intervention provided a stable, cost-effective, and sustainable energy source for the barbershop.



Impacts

- **28% Reduction in Operational Costs:** By eliminating the need for a diesel generator, Dereje saved on rental fees and expensive fuel purchases. This reduction in costs freed up more capital for other business investments, such as upgrading equipment and improving service quality.
- **77% Increase in Net Profit:** With a reliable and cost-effective energy source, Dereje's barbershop could operate uninterrupted throughout the week, attracting more customers and maximizing daily earnings. The increased profitability allowed him to reinvest in his business, pay off debts faster, and improve his family's financial security.
- **Improved Customer Retention and Satisfaction:** Previously, frequent power outages caused customers to leave before receiving services, negatively affecting customer loyalty. With a consistent power supply, Dereje can now serve more customers efficiently, enhancing their experience and boosting repeat business.
- **Increased Business Competitiveness:** In a market where unreliable electricity affects many small businesses, Dereje now has a competitive advantage. His ability to operate continuously, even during power cuts, positions him ahead of competitors still struggling with electricity disruptions.
- **Environmental Benefits:** By transitioning to solar energy, Dereje significantly reduced his carbon footprint, eliminating emissions from the diesel generator. This shift not only aligns with environmental sustainability goals but also reduces noise pollution in the business area, creating a better working environment.

28%

Reduction in Operational Costs

77%

Increased in Net Profit



PRODUCTIVE USE ASSET IN MICROBUSINESS

SOLAR BARBERSHOP KIT CASE OF SAMUEL

Problem Statement

Samuel, a 23-year-old barbershop owner in Akabora Wereda, Bishoftu, Oromia, has been running his business for two years in a rented shop. Unlike many other businesses in the area, Samuel operates without a generator, relying solely on grid electricity. His shop offers haircuts, beard trimming, and hair dyeing services.

Samuel started his business with an initial investment of 7,500 ETB, which he borrowed from individuals. Over time, he managed to pay off his debts and gain full control of his revenue. However, his business faced a growing challenge—declining customer numbers. The primary reason for this decline was the frequent and prolonged power outages in the area.

Power outages occurred three times a week, typically from late morning to the afternoon, forcing Samuel to stop operations. Since he had no backup power, potential customers would leave, leading to significant revenue losses. With no means to sustain business during power cuts, he was left with no choice but to close his shop until electricity was restored.



Intervention

To support Samuel's business, a solar-powered system was introduced through a cost-sharing model, where 60% of the cost was covered by the project and 40% was paid in instalments by the end user. The solar system included an 80 Wp solar module and a 230Wh, 18 Ah battery pack, providing nine hours of backup power.

The system powered two hair clippers, a charging station for ten phones, two lamps (2W, 240 lumens), and a torch with a built-in 500mAh battery. The system ensured an autonomous consumption capacity of two days, offering Samuel an uninterrupted power supply.

Impacts

- **28.5% Increase in Customer Footfall:** With a consistent power supply, Samuel could serve customers throughout the day without disruptions, leading to increased foot traffic and customer retention.
- **21.1% Increase in Net Profit:** Reliable energy meant Samuel could operate at full capacity, optimizing his daily revenue. The improved financial situation allowed him to invest in better-quality tools, and enhance customer service, further boosting business growth.
- **Extended Working Hours and Service Availability:** Previously, Samuel had to close his shop during power outages, losing valuable business hours. The solar system ensured that he could now operate during peak demand times, making his services more accessible to customers.
- **Financial Stability and Growth Opportunities:** The increased revenue and lower energy costs provided Samuel with a stronger financial foundation. With more disposable income, he could consider expanding his business, hiring additional staff, or introducing new services such as facial grooming or premium hair treatments.
- **Sustainability and Energy Independence:** Unlike diesel generators, which require ongoing fuel expenses and maintenance, the solar system provides a long-term, cost-effective energy solution. This not only safeguarded Samuel's business from rising fuel prices but also contributed to environmental sustainability by reducing carbon emissions.



PRODUCTIVE USE ASSET IN AGRICULTURE

In Ethiopia, limited irrigation access and reliance on rain-fed farming hinder productivity, food security, and smallholder farmers' income. Expanding irrigation and introducing energy-efficient technologies are key to increasing yields, enabling year-round farming, and enhancing climate resilience.

Solar-powered irrigation is one of the sustainable solutions we pilot and promote. While solar pumps require a higher initial investment than diesel pumps, their low operational costs make them a viable long-term alternative. Reliable access to water allows farmers to boost productivity, stabilize income, and transition toward market-oriented agriculture.

During this reporting period, we piloted a solar water pump along with other productive use technologies, with key achievements detailed in the following pages.

+90%

of smallholder farmers in Ethiopia
rely solely on rainfall for cultivation
(Causape, 2019)

Only 5%

of Ethiopia's cultivated land is
irrigated, despite its potential for
irrigation expansion (USAID, 2020).



PRODUCTIVE USE ASSET IN AGRICULTURE

SOLAR WATER PUMP

Problem Statement

Ato Biruk Alemayehu, a farmer in Umo Lante, Western Abaya District, Southern Ethiopia, operated a 1.75-hectare farm where he grew bananas and tomatoes using a combination of rain-fed and irrigated farming.

Despite achieving success in his farm operations, Biruk faced a significant challenge that impacted his profitability: the high cost of irrigation.

He relied on a diesel-powered irrigation pump, which incurred an annual fuel cost of 36,000 ETB. This ongoing expense significantly reduced his profits and disadvantaged him financially. This, in turn, limited his ability to expand his farm, reach its full potential, and remain competitive in the market.

Additionally, the diesel pump posed environmental concerns, emitting one ton of CO₂ per year, and exacerbating Ethiopian farmers' environmental challenges.

Intervention

With the support of partners, we implemented a solar-powered irrigation system on Biruk's banana farm. The system, a 660-watt Rainmaker 2C Kubwa pump, was installed and can produce 2,800 litres of water per hour.

By shifting to solar-powered irrigation, Biruk has eliminated his reliance on diesel, drastically reducing operational costs and the environmental impact of his farm operations.



Impacts

The transition to a solar-powered irrigation system has had a transformative impact on Biruk's farm:

- **Cost Reduction:** By eliminating the need for diesel fuel, Biruk is projected to save 36,000 ETB annually. These savings will allow him to reinvest in expanding crop production or improving market access.
- **Operational Efficiency:** The solar pump provides reliable and consistent irrigation, allowing Biruk to manage his farm more efficiently. This reduces downtime and enables steady crop production throughout the year. As a result, Biruk's productivity has increased, positioning him for better profitability and long-term success.
- **Environmental Benefits:** The solar pump eliminates 1 ton of CO₂ emissions annually, contributing to environmental sustainability goals and reducing the farm's carbon footprint.

36K

Amount of ETB saved per annum

1 Ton

CO₂ emission saved per annum



OTHER INITIATIVES IN OFF-GRID SOLAR ENERGY

In addition to piloting, demonstrating, and promoting PUAs, we implemented three key initiatives to strengthen the off-grid energy ecosystem. These initiatives address critical barriers and create an enabling environment for sustainable sector growth.

- **Local Assembly and Manufacturing:** We supported enterprises in establishing local assembly or manufacturing of solar appliances by providing targeted assistance, facilitating exposure visits, and fostering innovation. This initiative has enhanced supply chain capabilities and promoted local assembly.
- **Incubation and Acceleration:** We provided grants, technical assistance, and exposure visits to help enterprises develop and refine innovative off-grid technologies. This support has enabled businesses to scale their solutions and expand the adoption of productive use assets.
- **Access to Foreign Currency:** We facilitated alternative financing mechanisms—such as remittances and crowdfunding—to help enterprises access foreign currency. This initiative allowed the mobilization of funds for health facility electrification.

This section outlines our progress and key achievements during the reporting period.



OTHER INITIATIVES IN OFF-GRID SOLAR ENERGY

SOLAR APPLIANCES MANUFACTURING

Problem Statement

Ethiopia faces significant challenges in developing a robust local assembly or manufacturing ecosystem for SHS and PUE products. The sector's reliance on imports leads to higher costs for end users and hinders the growth of local enterprises. The primary barriers include limited technical capacity for local assembly, policy gaps, and restricted access to foreign currency for importing essential components.

To address these issues, the SAM initiative was launched as a pilot project to test the feasibility of local assembly or manufacturing of SHS and PUE products. The initiative targeted seven high-potential solar product enterprises selected through a grand challenge competition.

Interventions

1. Access to Foreign Currency: The initiative provided technical and advisory support to seven local enterprises to help them access foreign currency from the World Bank's ADELE program.

This included assisting companies in preparing forex request applications and developing business plans to meet eligibility requirements.

2. Technical Support: Capacity-building was a central focus of the initiative, which involved a series of technical support activities. Four local enterprises participated in exposure visits to India, where they gained hands-on knowledge.

Additionally, 40 technical staff from the seven enterprises received training on SHS assembly, installation, and solar pump technology. It also facilitated tailored technical support for each enterprise including the designing of an assembly plant system. Moreover, the initiative facilitated business-to-business linkage with international companies like d-light and Farm Africa.

3. Enabling Policy Environment: To foster a conducive business environment, the SAM initiative worked closely with key stakeholders to address regulatory and policy barriers. The initiative contributed to the revision of the Ethiopian Customs Handbook for off-grid solar products, facilitating the streamlined classification processes.



Impacts

1. Access to Foreign Currency: As a result of the initiative's support, seven companies successfully submitted their applications to the ADELE program. If successful, it is expected to collectively secure an estimated USD 10 million to procure essential components for solar assembly.

2. Technical Support: The exposure visits to India helped strengthen the technical capabilities and business networks of the four participating enterprises. The 40 technical staff trained in SHS assembly, installation, and solar pump technology are now better equipped to drive local assembly.

Additionally, B2B partnerships were established with international companies such as d.light and Farm Africa, paving the way for future collaborations. One local enterprise also completed the design of an assembly plant system, enhancing its ability to scale production.

3. Enabling Policy Environment: The revision of the customs handbook streamlined import procedures, clarified classifications for solar products, and led to the reduction of import tariffs on solar water pumps from 5% to 0%.

7

Potential local assemblers or manufacturers supported

\$10 M

Potential forex to be secured from ADELE facility

Policy

Customs Handbook Revised facilitating importation of solar products



OTHER INITIATIVES IN OFF-GRID SOLAR ENERGY

SOLAR REMITTANCE PLATFORM

Problem Statement

Ethiopia faces significant challenges in accessing foreign currency and end-users financing, which limits the growth of the renewable energy sector and hinders the affordability of clean energy solutions. To address these challenges, the Solar Remittance Platform was created as a solution to leverage remittances sent by Ethiopians in the diaspora. This platform aims to overcome foreign currency shortages by enabling diaspora members to directly purchase solar appliances from an online marketplace. The foreign exchange generated is then transferred to local solar companies via established payment gateways, allowing these companies to distribute the products to end users.

Alongside the e-commerce platform, the initiative also includes a crowdfunding platform, designed to raise funds from individuals and philanthropic organizations to support energy access projects and strengthen local enterprises.

Interventions

1. Design and Pilot an E-Commerce Platform: This intervention focused on the technical design, marketing, and communication of an E-Commerce platform, as well as its rollout strategy. The e-commerce platform is designed and a dedicated website is developed, but not operational yet.

2. Launch and Pilot the Crowdfunding Platform:

The crowdfunding platform was launched with the goal of raising USD 40,000 to electrify the Galeya Rogdha Clinic.

Impacts

1. Crowdfunding Platform Success: The crowdfunding platform was successfully piloted, raising a total of USD 40,000 from partners to electrify the Galeya Rogdha Clinic.

2. E-commerce Platform Finalized: The technical design of the e-commerce platform was completed, and MoUs were signed with three participating companies to facilitate the platform's operation.

3. Potential Impact on Solar Appliance Companies: During the pilot phase, an estimated USD 6 million is expected to flow to solar appliance companies operating in Ethiopia through the remittance platform.

\$40,000

Mobilized through the crowdfunding platform to electrify a health clinic

\$6 Million

Expected to be mobilized through the e-commerce platform



OTHER INITIATIVES IN OFF-GRID SOLAR ENERGY

SOLAR ENTERPRISES INCUBATION AND ACCELERATION

Problem Statement

Small and mid-level clean energy enterprises in Ethiopia face significant challenges that hinder their growth and efficiency. These include limited technical expertise, high costs of procuring modern energy technologies, and difficulties navigating market dynamics.

Despite their critical role in delivering sustainable energy solutions to underserved rural communities, these enterprises struggle with operational inefficiencies and limited market access to scale their operations and expand PUE products for smallholder farmers and MSMEs in Ethiopia.

Interventions

Technical Training: This was a core component of the intervention, equipping enterprises with the necessary skills to improve their clean energy solutions. The training covered fundamental concepts of solar energy, including photovoltaic technology and solar power generation.

Participants learned solar system design, focusing on optimizing performance for different environments. The hands-on training in solar PV installation also helped enterprises develop practical skills in site assessment, system configuration, and safe installation.

Additionally, training on operation and maintenance ensured they could maximize system longevity and efficiency through regular inspections and troubleshooting.

Business and Market Development Training: This training program aimed to strengthen enterprises' ability to operate sustainably and competitively. Training on needs assessment enabled participants to identify market demands and tailor their energy solutions accordingly.

Market research sessions provided insights into customer needs, competitor analysis, and market expansion strategies. The program also covered the procurement process, helping enterprises source high-quality and cost-effective solar components, reducing operational costs, and improving service delivery.

Exposure Visit: The exposure visit to India played a crucial role in demonstrating successful clean energy implementation models. Participants visited SELCO India, where they learned about SELCO's ecosystem approach, which integrates product development, system innovation, and community impact. They observed innovative financing models, such as solar loans, and community-driven solar solutions in key sectors, including health, education, and agriculture. This experience provided enterprises with valuable insights on how to adapt similar models within the Ethiopian context.

Potential Impacts

1. Initiation of Localized Pilot Projects Through Cost-Sharing: The project facilitated localised pilot projects through cost-sharing. Inspired by their exposure to clean energy solutions in India, participating enterprises launched projects focusing on solar milling, solar injera ovens, movable solar water pumps, and solar milk chillers.

2. Enhanced Technical Capability and Operational Efficiency: Through targeted technical training, enterprises gained essential skills in solar system design, installation, and maintenance.

By applying best practices, they can now deliver high-quality, sustainable energy solutions, ensuring better system performance, greater reliability, and increased adoption of clean energy technologies..

Potential Impacts

3. Market Expansion and Increased

Competitiveness: Training in needs assessment and market analysis has prepared them to identify and capitalize on new business opportunities. Additionally, improved knowledge of the procurement process allows enterprises to optimize supply chains, reduce costs, and improve affordability, enabling them to expand their reach and strengthen their market position.

4. Economic Growth and Community Impact: The exposure to SELCO India's model demonstrated the importance of aligning business goals with community benefits. As enterprises grow, they are now positioned to create jobs, stimulate local economies, and improve energy access in rural Ethiopia, fostering long-term economic and social development.



SUSTAINABLE AGRICULTURE DEVELOPMENT

Agriculture is the backbone of Ethiopia's economy, providing livelihoods for millions of smallholder farmers and playing a critical role in food security, employment, and economic development. However, the sector faces persistent challenges, including low productivity, climate variability, limited access to finance, modern technologies, and structured markets. These constraints hinder smallholder farmers from realizing their full potential, limiting income generation and overall agricultural growth.

Precise has implemented targeted initiatives to address some of these challenges and enhance productivity, resilience, and market access. Subscription Farming, an innovative business model, provides farmers access to finance, technical support, and a guaranteed market, enabling them to adopt more sustainable farming practices. Meanwhile, the ALP strengthens the capacity of key stakeholders in the malt barley value chain, fostering market linkage and improved efficiency across the sector.

This section highlights our progress in advancing sustainable agriculture, showcasing the achievements of our interventions during the reporting period.



SUSTAINABLE AGRICULTURE DEVELOPMENT

SUBSCRIPTION FARMING

Problem Statement

Smallholder turmeric farmers in southwest Ethiopia face persistent financial and market challenges that limit their productivity and economic stability. One of the biggest barriers is cash flow constraints, as traditional farming models only generate income after harvest, leaving farmers financially vulnerable during pre-production and production periods. Additionally, weak market linkages prevent farmers from accessing stable, high-value markets, leading to price volatility and income insecurity.

Beyond financial barriers, many farmers lack technical and business management skills,

reducing their ability to optimize yields, meet quality standards, and negotiate fair terms with buyers. These challenges create a cycle of low productivity and financial uncertainty, preventing farmers from fully benefiting from commercial value chains.

To address these issues, we are piloting an innovative subscription farming model. The model provides monthly advance payments, secures market access through contractual agreements with a local processor and an international buyer, and strengthens farmer capacity through training and monitoring.



Intervention

Advance Payment & Market Linkage: The initiative introduced a subscription-based model where farmers receive monthly advance payments based on projected yields over nine months. Contracts between smallholder farmers, a local processor, and an international buyer secured guaranteed market access. By the end of the season, farmers will supply 28,000 quintals of raw turmeric, while the processor will deliver 4,000 quintals of processed turmeric to the international buyer.

Training & Capacity Building – To improve productivity and business management skills, 600 smallholder farmers received agronomic and business management training, covering sustainable turmeric farming, quality control, and financial planning. Of the 600 trained farmers, we onboarded 372 farmers into the project. Additionally, 10 development agents are trained to provide continuous advisory support.

Due Diligence – A structured monthly due diligence has been conducted to track farmers' progress, ensuring compliance with contractual agreements and improving productivity.

Potential Impacts

Financial Security & Improved Livelihoods: The advance payment model ensures farmers receive a steady income throughout the production cycle. This enables them to invest in better inputs, improve farm productivity, and meet household expenses more reliably.

Strengthened Supply Chains & Market Stability: By linking smallholder farmers with a local processor and a global buyer, the initiative created a structured, reliable market for turmeric. This minimizes price volatility, ensures stable earnings, and enhances the competitiveness of Ethiopian turmeric in international markets.

Capacity Development & Long-Term Sustainability: Training programs enhance farmers' technical and business skills, leading to higher yields and improved product quality. The involvement of trained development agents ensures continued support, while structured monitoring builds accountability, paving the way for a scalable and sustainable farming model.



SUSTAINABLE AGRICULTURE DEVELOPMENT

AGRI-BUSINESS LEADERSHIP DEVELOPMENT PROGRAM

Problem Statement

Souflet Malt Ethiopia faces persistent challenges in securing a reliable supply of high-quality malt barley due to inefficiencies in the supply chain. Key stakeholders—aggregators, commercial farmers, and input retailers—lack essential business management skills, financial literacy, and technical expertise to meet the company’s growing demand.

Weak market linkages between farmers, aggregators, and Souflet further exacerbate these challenges. Limited access to stable markets leads to price volatility and uncertainty, resulting in inconsistent production and supply shortages.

Additionally, inadequate financial planning and resource management make stakeholders vulnerable to market fluctuations, hindering their ability to sustain production.

To address these issues, the ALP was introduced. The initiative aimed to professionalize the malt barley value chain by enhancing agribusiness practices, improving financial literacy, and strengthening market linkages among 150 key stakeholders. By equipping these stakeholders with essential skills and fostering collaboration, the program will help create a more efficient, competitive, and sustainable supply chain.



Intervention

Business Management Training: The Agribusiness Leadership Program (ALP) has offered structured business management training to 98 aggregators, 29 input retailers, and 20 commercial farmers.

This training focused on enhancing financial literacy and improving business practices throughout the value chain. Participants learnt essential skills such as record-keeping, financial planning, budgeting, and cash flow management.

The program also covered operational aspects, including supply chain management, inventory control, and quality assurance.

One-on-One Coaching & Advisory Support: In addition to the group training, the program includes monthly one-on-one coaching for all participants, based on individualized action plans developed during the training.

This personalized coaching ensures that participants apply their learning to real-world situations, and also helps to address specific challenges faced by each participant, enabling them to progress at their own pace.

Potential Impacts

Enhanced Professionalism and Business Efficiency: The project will improve the professionalism of aggregators, commercial farmers, and input retailers. By enhancing business management skills, participants will make informed decisions, boosting profitability and supporting long-term sustainability across the value chain.

Increased Supply Reliability: The project will create a more reliable malt barley supply by improving business management practices. With better business management, commercial farmers and aggregators will better manage malt barley produce, their resources, and clients, reducing losses and meeting Souflet Malt Ethiopia's quality standards. .

Livelihood Improvement: The project will improve the livelihoods of stakeholders in the malt barley value chain. Participants will gain more stable incomes and better prices through stronger market connections.

Sustainable Growth of the Malt Barley Sector: By fostering stronger relationships between farmers, aggregators, and Souflet, the project will establish a sustainable supply chain. A steady, high-quality barley supply will support Souflet's production needs, and drives industry growth. .



About PRECISE

We are a development-focused consulting firm committed to advancing market-driven sustainable development in Ethiopia. Through an ecosystem development approach, we support ecosystem players to drive systemic change across agriculture, renewable off-grid energy, health, and other key sectors. Our efforts promote climate-resilient growth, job creation, higher incomes, improved nutrition and health, and women's economic empowerment, with a focus on smallholder farmers, micro and small businesses, and underserved regions.



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Founder



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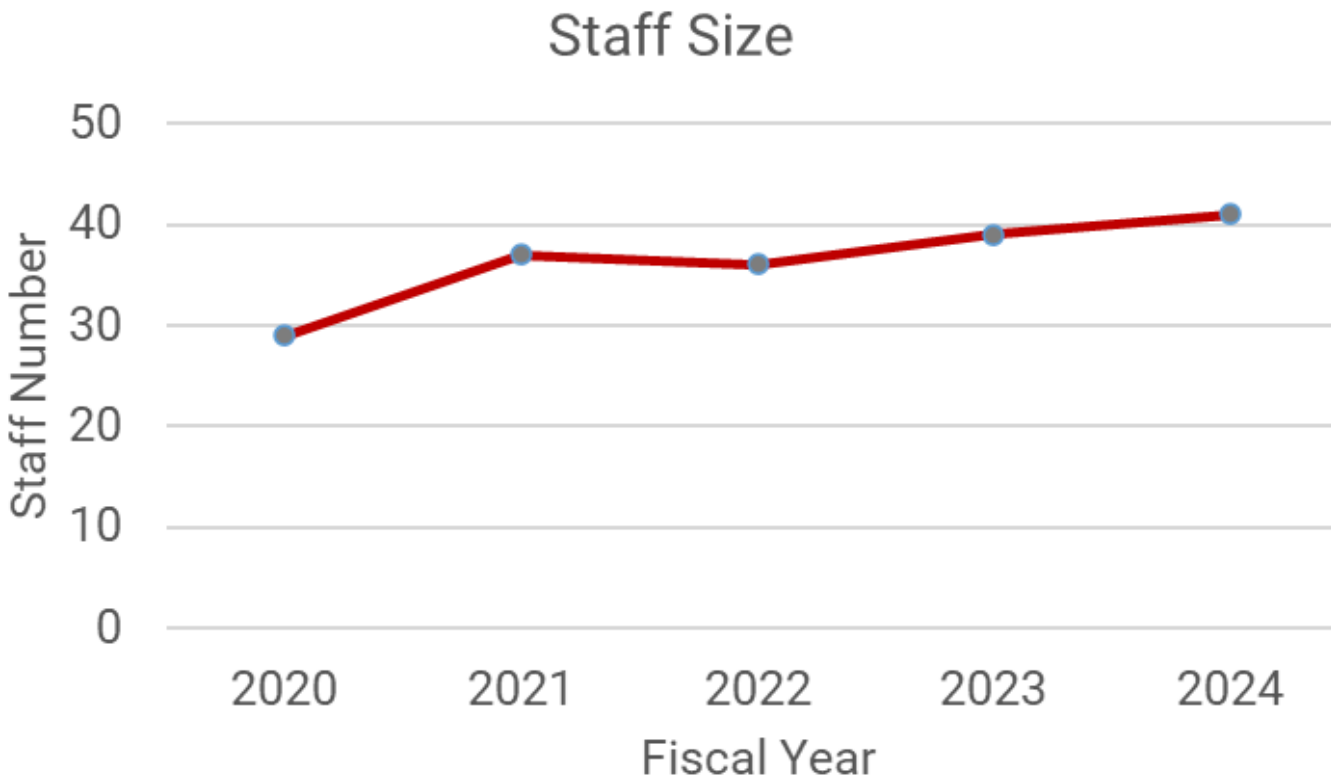


Kalkidan Fekadu,
Manager,
Communication



Yohannes Bushra,
MEL, Manager

Precise STAFF



40

Total number of Staff

53%

Female Staff

63%

Under the age of 30

Global South-South Summit

The Global South Sustainable Development Summit took place on May 22–23, 2024, in Addis Ababa, Ethiopia. The event gathered key stakeholders from the Global South, including policymakers, development organizations, and practitioners, to address the most pressing global challenges related to sustainable development and renewable energy. The summit focused on themes such as International Collaboration & South-South Cooperation, Productive Use of Renewable Energy, Enabling Policies for Development, Sustainable Agriculture & Innovation, Women’s Empowerment & Gender Equality, and Sustainable Development of Lowland Communities.

The event successfully fostered dialogue among experts, spurred new partnerships, and highlighted the critical role of South-South cooperation in achieving sustainable development goals. Participants walked away with actionable insights and a renewed commitment to collaborative, innovative solutions for the Global South.

Organized by:



In Partnership with:



Global South-South Summit In Pictures



Our Clients' PROJECTS

Project Name	Funder	Objective	Location	Timeline
Energy Market Accelerator (EMA)	Shell Foundation	To create the necessary enabling environment for the off-grid solar sector and advance supportive policies and regulations	National	March 2023 - September 2024
Health Energy Nexus	Selco Foundation	To understand the health sector better for future programmatic actions and strategic intervention.	National	July 2023 - September 2024
Camel Value Chain Study	Selco Foundation	To understand about camel milk value chain in the lowlands and propose a possible intervention regards to SDG1, SDG2 and SDG7.	Jjiga, Semera, Dire Dawa, and Kereyu,	May 2024 - July 2024



Our Clients' PROJECTS

Project Name	Funder	Objective	Location	Timeline
Project ALP	International Finance Corporation (IFC)	To deliver ALP training and coaching to 150 entities including aggregators, input retailers and commercial farmers in the malt barley supply chain.	Oromia, Sidama, Central Ethiopia regions.	July 2024 - February 2026
CATALYZE MS4G Partnership & Innovation Facility	U.S. Agency for International Development (USAID)	To support food security in Ethiopia through developing and testing a contract-farming business model (called Farmer Subscription Model) whereby farmers will have a consistent and fixed stream of income throughout the year.	South West Region, Ethiopia	March 2024 - March 2025



Our Clients' PROJECTS

Project Name	Funder	Objective	Location	Timeline
Gypsum Feasibility Study	Confidential	Assess the market, technical, financial, and environmental feasibility of the planned gypsum powder and board manufacturing plant.	Amhara Region	May 2023 - December 2024
Ceramic Feasibility Study	Confidential	Assess the market, technical, financial, and environmental feasibility of the planned ceramic walls and tiles manufacturing plant.	Amhara Region	November 2023 - March 2024



Our Clients' PROJECTS

Project Name	Funder	Objective	Location	Timeline
Clean Energy Enterprise Incubation	Selco Foundation	To contribute to the successful upscale of PUE solutions for Ethiopian smallholder farmers and businesses by Incubating small and mid-level energy and technology enterprises. This will contribute to bring sustainable energy to rural homes, businesses, and institutions.	Addis Ababa	October 2023 - November 2024
Project Grid	Confidential	To develop two comprehensive business plans/ roadmap for a newly established government-owned construction and construction consultancy companies specializing in hydropower projects.	Addis Ababa	September 2024 - October 2024



Our Clients' PROJECTS

Project Name	Funder	Objective	Location	Timeline
Accelerating Climate-Smart Horticulture in Ethiopia	Bill & Mleinda Gates Foundation	Empowering small-scale horticulture farmers in Ethiopia, particularly women, to embrace climate-smart practices by utilizing climate-smart financial tools, climate analytics, and access to solar irrigation technologies.	To be Decided	November 2024 - November 2028
Solar Appliance Manufacturing (SAM)	Shell Foundation	To validate the feasibility of local value-add for solar appliances by piloting assembly and manufacturing of 250,000 SHS and 25,000 PUE appliances; and scale up to contribute to Ethiopia's universal access to electricity and a wide use of solar technologies, along with forex optimization.	Addis Ababa, Ethiopia	August 2022 - August 2024



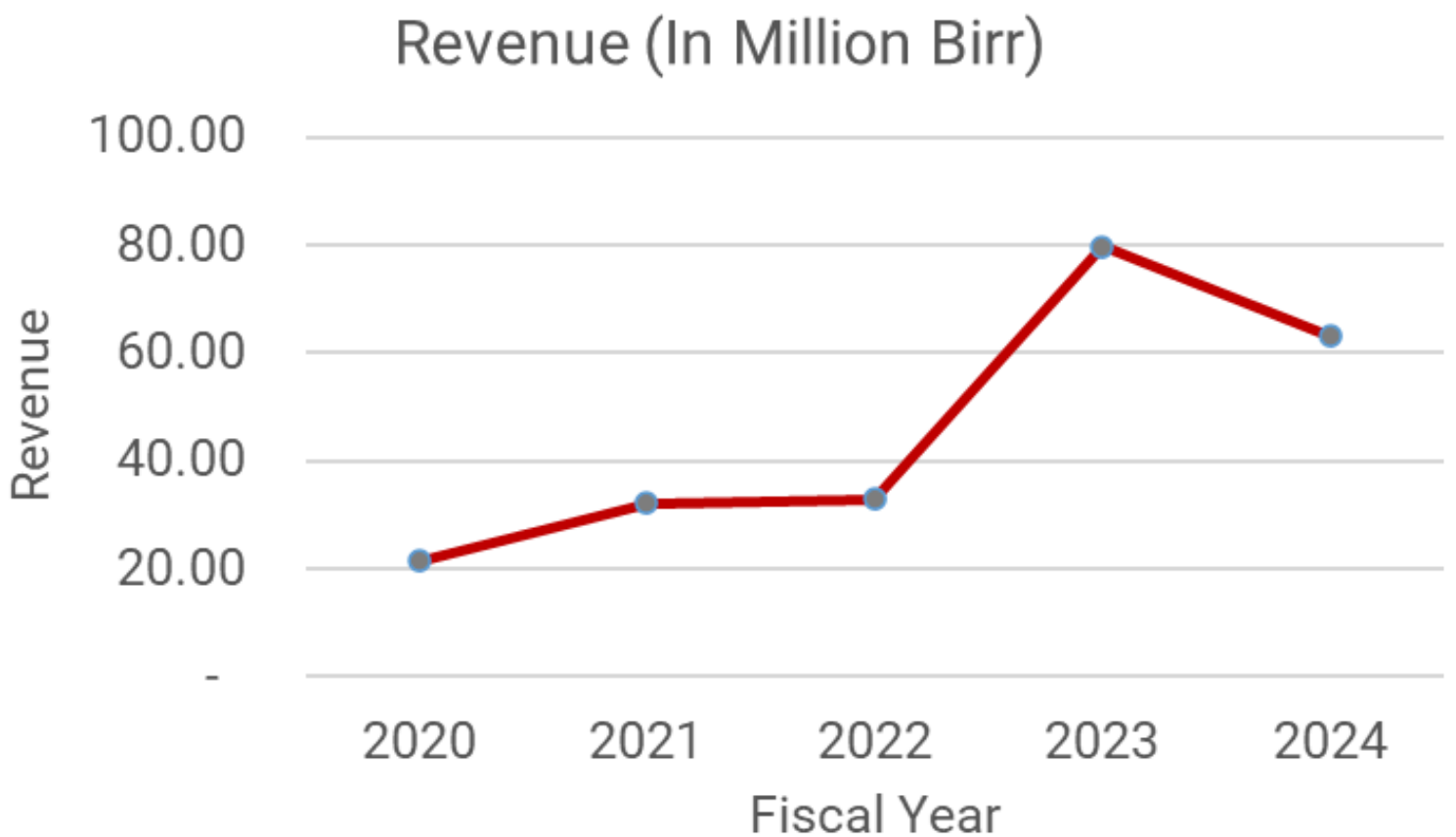
Our Clients'

PROJECTS

Project Name	Funder	Objective	Location	Timeline
PUE for Agriculture and Livelihood (PAL)	Good Energies Foundation	To pilot and demonstrate 8+ types of solutions in agriculture, livelihood and health sectors in 14+ sites and improve production, productivity, job creation, build resilience, improve health service delivery and reduce carbon emissions.	Southern Region, Oromia Region, Central Ethiopia Region	October 2023 - March 2025
Innovation Phase two	Selco Foundation	To build on previously started works and demonstrate 5 highly effective asset-based sustainable energy systems for end users in Ethiopia's rural and peri-urban areas in order to reduce poverty and enhance quality of life.	Oromia & Ahmara Region	October 2022 - April 2024



FINANCIAL PERFORMANCE





CONTACT ADDRESS



PRECISE

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