



AFRIRES activity reporting up to the end November 2018

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I. Acknowledgements by Managing Director



Dear Financers, dear Mentors,

As Managing Director and founder of AFRIRES it is a privilege to me to present my sincere thanks for your unmeasurable participation into this company to be living now. In few past months it was always the dream, nothing concrete has been realized but the true Entrepreneur takes breath when the dream becomes reality. It was hard to realize it but by your participation not only financially but also with your helpful advices my dream became true.

AFRIRES is now living, has been registered in Rwanda as RESAFRIC LTD and is contributing into electrification in rural area. We have started this Company with an innovative project called “GERVIL¹” where its first phase was to distribute 500 solar lanterns in two farmer cooperatives. The budget of this phase costed 13.2 k€.

AFRIRES is actually located in Kigali as the Headquarter office in Martin Plaza building at 2nd Floor. The key field representor Mr. Maurice UWIMANA who is Operations Engineer and Marketing Director. He operates under the Managing Director responsibility. He is doing a great job as he continues to market in different areas for AFRIRES extensions. Until now the budget for this Company is rising to 16 k€. I, as Founder am very glad to see this happening.

Our target is not to be limited in solar photovoltaic but also we target to invest in solar water heater for providing hot water to households and institutions and technical training to the Rwandan and African youth who didn’t get the chance to go to university. We are also assessing on the technical and economic feasibility of producing hot water by using gas boilers. It is new in Rwanda until now that is the reason why we want to be more innovative.

Thank you for your contribution until now and for the future of our collaboration to make this Company greater and greater to become among leading company in renewable energy in Rwanda, even at the whole Continent.

Sincerely,

¹ GERVIL : Green Energy in Rwandan Villages

II. Executive summary

GERViL is an innovative project created and owned by AFRIRES, a Company registered under RESAFRIC LTD name in Rwanda. The company has a purpose of contributing in the national electrification for renewable energy production in off-grid areas. AFRIRES supplies energy services to Off-grid areas specifically Southern province of Rwanda. AFRIRES is also looking for selling solar water heater and is doing research to introduce gas water heater (gas boilers) in Rwanda in terms of energy use and management. Another opportunity in future will be roof topping where the government tends to introduce the use of solar panels for roofing.

AFRIRES aims to raise up to 120k€ of **investment** in five years where 13 k€ is already invested to purchase and distribute solar lanterns in GERViL project. 3 k€ has been used for setting office and doing first marketing. Until now the total investment on AFRIRES rises to 16 k€.

GERViL has already been paid back 4.47 k€ from 504 solar lanterns delivered to households. AFRIRES targets to take part in servicing for the available countrywide potential market of 2.1 million households. That is the reason why AFRIRES targets to deliver at least 18500 solar PV products and 2300 heating systems in 5 years.

AFRIRES experienced many contacts and partnership in terms of business and marketing grow, like seeking a partnership with **Energy Private Developers** (EPD) in Rwanda and **Green light planet** Ltd.

IV. Current activities, Accomplishments record and referees

a. End User Price (Retail Price)

AFRIRES has received technical and financial supports from ENSIC Alumni to start up its projects; like the distribution of 504 low-cost (portable) solar lights to farmer cooperatives, contact Mr. Pierre Henri MAGUET, Mr. Joel GAUDIN and Mrs. Agnes MFAYOKURERA.

AFRIRES actually has a business partnerships with internationally recognized manufacturers which are the main suppliers for solar photovoltaic products: **Solar products**: Shenzhen Power-Solution Ind Co., Ltd (**Picture 1**), solar lanterns and solar home systems: Green Light planet (USA) (**Picture 2**).