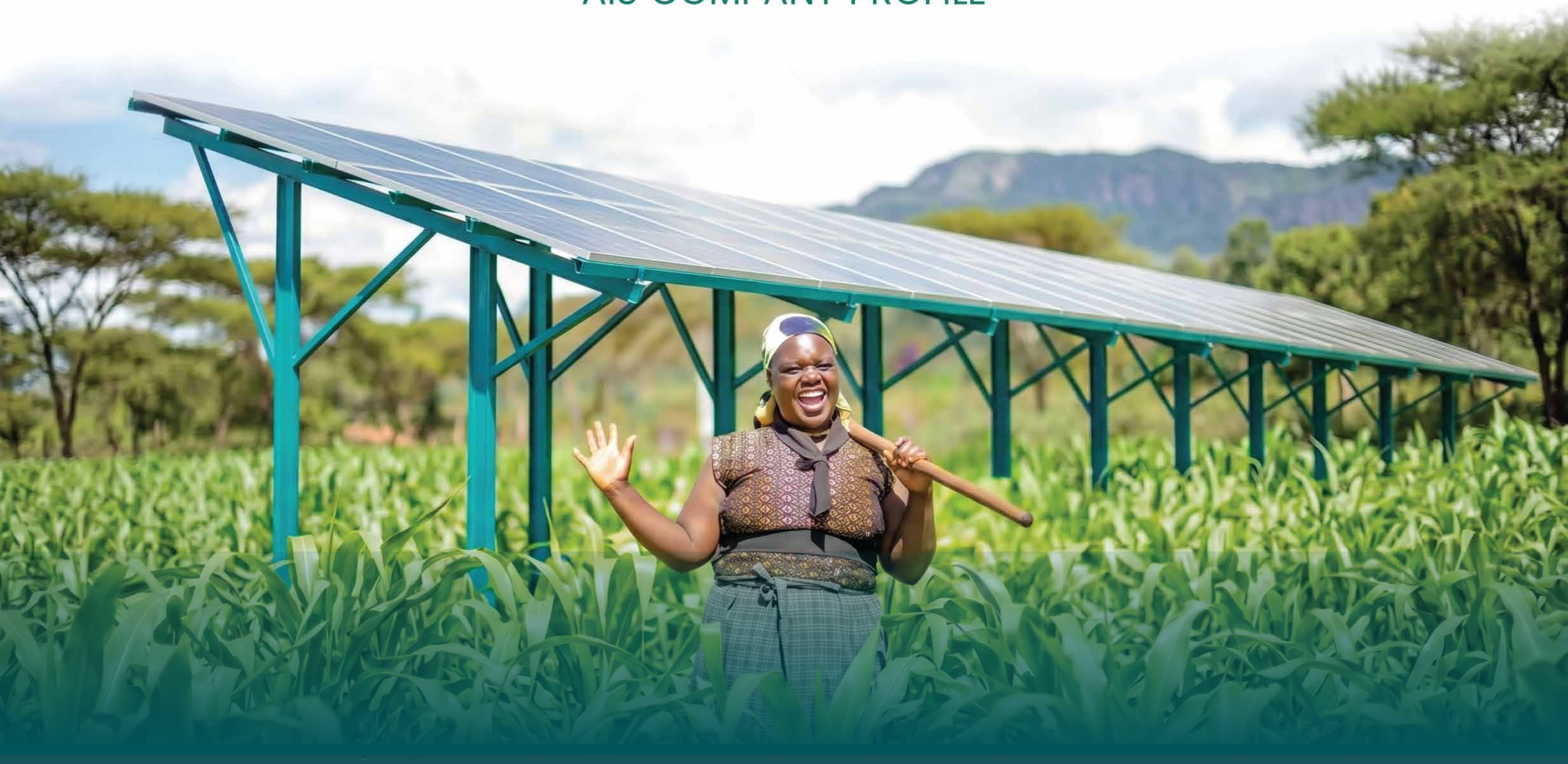




AIS COMPANY PROFILE



About AIS

Africa Instore Solutions Limited (AIS) is a Kenyan for profit social enterprise established in 2013, committed to reducing energy poverty and strengthening food systems across Africa. We work at the intersection of renewable energy and agricultural economic empowerment, enabling rural and peri urban communities to become productive, climate resilient, and economically empowered.

Our work is anchored on two strong and complementary pillars:

- 1. Renewable Energy & Solar Solutions**
- 2. Food Systems & Climate Resilient Rural Livelihoods**

Together, these pillars enable AIS to deliver holistic, end-to-end solutions that extend beyond infrastructure; strengthening food security and safety, unlocking income-generating enterprises, and leveraging renewable energy to power resilient livelihoods, essential services, and sustainable community growth.



Our Mission and Goal

With a strong focus on supporting rural communities, AIS has made significant strides in enhancing climate resilience by promoting the adoption of affordable solar energy systems which include off-grid, grid tied and hybrid solar systems and productive use of solar energy technologies (PUSE).

Our mission is to create economically empowered rural communities by expanding access to affordable, reliable solar energy and strengthening inclusive, market driven food systems. By combining technical excellence with deep community engagement, AIS designs and implements solutions that are built to last and adapted to local contexts.

Today, AIS has evolved into a bespoke energy solutions provider offering

specialized project development, expert Engineering procurement and Construction (EPC) services, and Operations and

Maintenance (O&M) services. Our clear goal is to facilitate the uptake of renewable energy technologies throughout Africa.

Whether it's powering schools with clean energy for education, ensuring uninterrupted power supply for hospitals and religious institutions, or enabling farmers and enterprises to enhance productivity through solar-powered systems, AIS is dedicated to creating impactful solutions that address the diverse energy needs of our clients. Together with our partners and stakeholders, we envision a future where affordable solar energy drives sustainable growth and resilience across



Supporting Our Clients : Addressing Pain Points with Tailored Solutions

Understanding Client Pain Points

1. **High Energy Costs:** Many commercial enterprises, hospitals, schools, and religious institutions face escalating electricity bills that strain their budgets.
2. **Unreliable Power Supply:** Frequent power outages disrupt operations, affecting productivity and service delivery in critical sectors such as health-care and education.
3. **Limited Access to Financing:** Organizations often struggle to finance the transition to renewable energy solutions due to high upfront costs and lack of access to credit.
4. **Lack of Knowledge and Training:** Many institutions lack the expertise needed to implement and maintain solar energy systems effectively.
5. **Environmental Concerns:** Clients are increasingly aware of their environmental impact and seek sustainable

2. **Productive Use Solar Energy (PUSE) systems for rural communities:** These solar technologies power operational activities that generate income and improve livelihoods. The systems are applicable in agriculture, industrial and commercial activities, leading to increased productivity, economic growth and improved livelihoods.
3. **Affordable Solar Energy Systems: Customized Installations:** We design, install, and commission off-grid solar power systems tailored to the specific needs of each client. By switching to solar energy, clients can significantly reduce their electricity bills, allowing them to allocate resources more effectively.
4. **Reliable Power Supply: Energy Independence:** Our solar solutions provide a consistent power supply, reducing reliance on the grid and minimizing disruptions.

Our Solutions

1. **Affordable Solar Energy Systems:** We design, install and commission customized solar powered systems. These include off grid stand alone, grid tied, and hybrid solar systems tailored to needs of each client.

5. **Backup Systems:** We offer hybrid systems that combine solar with battery storage for uninterrupted power during outages.
6. **Training and Capacity Building:** Workshops: We conduct training sessions for client staff team on solar system operation and maintenance, empowering them to manage their energy solutions effectively.

Our Target Clients

Commercial enterprises

Commercial enterprises such as agro-processors, cold storage operators, retail chains, and small-to-medium agribusinesses rely heavily on consistent and affordable energy to maintain productivity and profitability. AIS supports these businesses by designing and installing reliable solar energy systems that reduce operational costs, stabilize power supply, and improve efficiency. By integrating renewable energy with agribusiness operations, AIS helps enterprises increase output, reduce dependence on expensive grid or diesel power, and build more resilient value chains.

Social Institutions

Social institutions such as community centers, training facilities, and public service organizations play a critical role in supporting local development but often struggle with unreliable energy access. AIS works with these institutions to provide sustainable solar solutions that power essential services, digital tools, and operational facilities. Reliable energy enables these institutions to serve communities more effectively while lowering energy expenses and improving long-term sustainability.

Business Premises

Many offices, commercial buildings, and operational facilities face rising electricity costs and power interruptions that disrupt business activities. AIS provides customized solar power systems for business premises to ensure stable energy supply, reduce electricity bills, and support environmentally responsible operations. These solutions help businesses maintain productivity, improve operational efficiency, and strengthen their commitment to sustainable energy practices.

Religious Institutions

Churches, mosques, and other religious institutions serve as key pillars of community life, often hosting gatherings, educational programs, and social support activities. AIS partners with these institutions to install solar energy systems that power lighting, sound systems, water pumping, and other essential services. By reducing energy costs and improving reliability, solar solutions allow religious institutions to better serve their congregations and communities.

schools

Educational institutions require reliable electricity to power classrooms, laboratories, digital learning tools, water systems, and security lighting. AIS provides solar solutions that help schools maintain uninterrupted learning environments while reducing energy expenses. Access to dependable energy also enables schools in rural and peri-urban areas to adopt modern learning technologies and improve overall educational outcomes.

Hospitals

Healthcare facilities depend on consistent power to operate life-saving medical equipment, refrigeration for vaccines and medicines, lighting, and water systems. Power outages can put patient care at serious risk. AIS delivers dependable solar energy systems that ensure hospitals and clinics maintain uninterrupted operations. These solutions strengthen healthcare delivery, especially in underserved areas where reliable grid electricity is limited or unavailable.

Objectives

- a. To expand access to affordable, reliable, and sustainable solar energy for rural communities and underserved social institutions, delivering social, economic, and environmental impact.
- b. To empower rural communities to invest in solar energy for domestic use, irrigation, and productive-use solutions that strengthen livelihoods and resilience.
- c. To facilitate knowledge exchange forums and capacity-building workshops for community leaders, county governments, agripreneurs, and renewable energy stakeholders.
- d. To champion inclusive development by promoting gender, youth, and marginalized group participation in leadership, management, and enterprise growth.

Initiatives

To provide access to affordable, reliable, sustainable, solar energy to deliver social, economic, and environmental change to rural communities and underserved social institutions.

To empower rural communities, invest in solar energy for domestic, irrigation, and productive use of energy (PUEs) solutions.

To provide innovative finance mechanism such as micro leasing and result based financing (RBF) mechanisms to enhance distribution and last mile connectivity of quality and durable solar systems.

Facilitate information and knowledge exchange forums and workshops for community leaders, county government officials, and other solar energy stakeholders

Champion inclusivity gender, youth and other marginalized groups in the leadership, management and operations of community owned solar systems.

Our Focus Areas



Environment

AIS promotes the adoption of renewable energy solutions that support both environmental sustainability and economic productivity. By integrating **solar energy** into agricultural systems, enterprises, and community infrastructure, we help reduce reliance on fossil fuels while enabling reliable and affordable energy access. These solutions contribute to climate resilience, lower operational costs, and create opportunities for sustainable economic growth.



Food systems

AIS works to strengthen sustainable and inclusive food systems that improve food security while increasing farmer productivity and incomes. We support agricultural value chain development by working with farmers, producer organizations, agribusinesses, and market actors to improve production, post-harvest handling, and market access. Through these efforts, AIS helps reduce food losses, improve quality standards, and ensure communities have access to safe, nutritious, and affordable food.



Economic Empowerment

AIS supports enterprise development and entrepreneurship within rural and peri-urban communities. Through training, mentorship, and technical support, we help micro and small enterprises adopt sustainable business models, particularly within agriculture and renewable energy sectors. By strengthening local enterprises and building entrepreneurial capacity, AIS helps communities create income-generating opportunities and long-term economic resilience.

Clean Energy For Rural Resilience

To fuel economic growth, we facilitate access to a range of green energy technologies including solar, biogas and clean cooking solutions. These technologies serve as profitable commercial investment opportunities for women and youth, thereby stimulating sustainable entrepreneurship opportunities.



Our goal is to support communities transition to sustainable green energy. Our approach centers on providing decentralized energy solutions tailored to the needs of households, community projects, social institutions, and Micro and Small Enterprises (MSEs). We work with strategic partners such as government entities, private sector stakeholders, and community-based



AIS plays a pivotal role as the nexus between energy and agriculture

Our Work

AIS’s work spans across food systems, water, renewable energy, and enterprise development, with a deliberate focus on enabling inclusive and resilient rural livelihoods. Our programs are designed to respond to the realities facing smallholder farming communities across Africa—climate variability, limited access to energy and finance, and constrained economic opportunities.



A core feature of our work is the intentional inclusion of rural women and youth, who play a central role in food systems transformation but are often underserved. Rural women form the backbone of agri food systems in developing regions, contributing a significant share of agricultural labor, yet they face structural barriers to resources, technology, and decision making. By improving access to clean energy, climate smart practices, and practical knowledge, AIS supports women to enhance productivity, strengthen household food security, and build more resilient livelihoods.

At the same time, Africa’s rapidly growing youth population presents both a challenge and an opportunity. High levels of youth unemployment—particularly in rural areas—continue to undermine economic stability and social cohesion. AIS works to reposition agriculture and rural enterprises as viable, modern, and dignified pathways for young people. Through climate smart agriculture, renewable energy solutions, and productive use of solar energy, we enable youth to engage in income generating activities that are aligned with emerging green and digital economies. Across our work, we integrate financial literacy, digital inclusion, and practical skills development to ensure that access to technology translates into long term economic participation. By combining clean energy, climate smart food systems, and inclusive economic models, AIS contributes to building resilient communities that can adapt to climate change, reduce vulnerability, and participate meaningfully in Africa’s sustainable development journey.



AIS KILIMO

AIS Kilimo is a specialized mobile software application and digital platform developed by Africa Instore Solutions (AIS) Limited in 2021 to support smallholder farmers and "last-mile" agripreneurs in Kenya. It acts as an enterprise digital tool that helps formalize and automate agricultural business transactions, improving supply chain links between farmers and input suppliers.



Stakeholders	Pain points	AIS Kilimo Solution
Agro Input suppliers and manufacturers	- Limited visibility of reach of inputs beyond the distributor level. - Untargeted marketing and sales strategy.	✓ Provide input traceability to the farmer level. ✓ Information that will aid in targeted strategies for sales and marketing.
Last mile Agro dealer Agripreneurs	- Lack of verifiable business records, including farmer performance. - Inefficiencies around supplier management. - High mortality rate and low business scale.	✓ Verifiable digital business records opening avenues of financial inclusion. ✓ Tracking of farmer and supplier performance. ✓ Visibility to daily P&L performance. Remote access to business operations.

Projects Highlights

01 solarization of community borehole



In partnership with Safaricom Foundation and GIZ-Endev program, we implemented the Wezesha program – an agribusiness economic empowerment program targeting women and youth in Kajiado County. In a region where drought poses significant challenges to farming, we established a 7-acre demonstration farm, serving as a model for sustainable agricultural practices.

The curriculum focuses on climate-smart agricultural approaches and renewable solar technologies, equipping farmers with the tools to build resilience against climate change while creating entrepreneurship opportunities.



Achievement: The program has trained over 2,300 farmers and 1,600 successfully graduating. The program introduced poultry value chain in the county, through the introduction of solar egg incubators. The new business opportunity that has been embraced by over 50 women and women groups. Wezesha program has provided over 200 youths with employment and incubated 10 small agribusiness ventures managed by women and youth groups, fostering sustainable entrepreneurship, and driving innovation in Kajiado county.

02 The Wezesha Agri program



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Furthermore, the program has facilitated the solarization of two major community irrigation projects, benefiting a total of 1,400 households and a primary school with over 600 pupils. Building on this success, we have expanded our impact by establishing two satellite demonstration farms in neighboring sub-counties, extending our reach to empower more communities.

03

Community water projects



In Oloitoktok's arid Kuku Ward, rural communities rolled out three new solar-enabled community water schemes—swapping generator-based pumping for dependable, lower-cost solar systems inspired by AIS's Wezesha initiative. Initially drilled under the CDF program, the schemes had endured frequent outages and monthly energy costs reaching KSh 50,000; moving to solar has stabilized supply, lowered operating and maintenance expenses, and cut emissions. Today the schemes offer a lifeline to 450+ households and more than 600 pupils, strengthening climate

resilience and household livelihoods.



This milestone highlights how collaboration, innovation, and community leadership can transform water scarcity into opportunity across Kenya's drylands.



04

Private Boarding School in Kajiado county



AIS delivered a 60 kW grid-tied solar PV system for a boarding school located in Kajiado County, offsetting its core day-time loads—borehole pumping, kitchen, laundry, workshop, and school lighting—to cut electricity costs, improve reliability, and reduce emissions. By making clean power part of everyday school life, the project gives students a visible, hands-on encounter with renewable energy, nurturing sustainability mindsets and inspiring future green careers.



05

Health facilities in Kajiado County



Location

Magadi Ward



solar power

6.2kW off-grid solar power system



Impact

In partnership with Renewable World and with support from the County Government of Kajiado, AIS installed 6kW off-grid solar systems at Musenke and Oldepe Dispensaries in Magadi Ward. Located **42 km** from the national grid, the facilities serve over **10,000** residents. The systems now provide reliable electricity, improving the delivery of critical healthcare services, including maternity, outpatient, and well-baby care.

To extend community impact, AIS also introduced productive use solutions, a solar refrigerator, barber kit, and mobile charging station. Excess power generation now creates additional revenue to support dispensary operations, combining sustainable energy with long-term community benefit.

06

Residential apartment block in Kiambu county



Location

Kiambu county



solar power

30kW solar power system



Impact

(AIS) designed and installed a 30 kW roof-top solar system for a youth-focused residential apartment, powering common areas—corridors, security, water pumping, and shared amenities—for **180+ residents**. Engineered for reliability and transparency, the system features smart metering and remote monitoring, and is expected to cut monthly electricity costs by ~35% while reducing the building's carbon footprint.

Beyond savings, the project gives young residents daily, hands-on exposure to clean energy—cultivating climate-smart habits and pride in a greener home. For partners, this is a replicable, finance-ready model with measurable ESG outcomes, compelling payback, and brand-positive impact across youth housing portfolios.

07

Digitally empowering last mile agripreneurs



In a program funded by IKEA Foundation and coordinated by AGRA, AIS in partnership with Cereal Growers Association (CGA), participated in the implementation of the "Scaling out Regenerative Agriculture through the Development of Pulse Value Chain in Makueni County" project, running from July 2020 to September 2021. This initiative aimed to boost food security among smallholder farmers through conservation and regenerative approaches. Leveraging on the sustainable Village-Based Advisor (VBA) Business Model, which empowers village level agripreneurs, and fosters closer access of sustainable agricultural practices to farmers.

Achievement

We provided business and digital skills training to the team of 110 village-based advisors (VBAs) and introduced the agripreneurs to AIS Kilimo mobile app. The app provided digital support to the last mile agripreneurs and enabled them to make data-based informed business decisions regarding their daily operations and profitability levels.



08

Driving agri micro insurance uptake for farmers



Acre Africa designs and implements innovative risk mitigation solutions that protect farmers against weather based risks like droughts, floods, and excessive rainfall. AIS collaborated with ACRE Africa to develop a village champion model to promote and educate farmers on agricultural microinsurance. The assignment was focused on building agricultural resilience among smallholder farmers through uptake of micro-crop insurance.

Achievements:

AIS executed a hybrid of successful initiatives that resulted in an increase in farm-level investments as a result of agro-insurance product awareness.

Supporting green business ventures

09

Climate Launchpad is the world's largest green business ideas competition with a mission to unlock the world's cleantech potential that addresses climate change. In partnership with Climate Launchpad, AIS continues to provide training to eco-minded entrepreneurs with innovative business ideas that challenge the current business models. We work in collaboration with national team leaders across various countries to identify start-ups with green innovations that challenge the current business models.

Achievements:

We have supported over 150 startups and facilitated boot camps in various countries: Kenya, South Africa, Uganda, Tanzania, Mauritius, Nigeria, Ghana, Angola and Myanmar. In 2019, one of the startups supported by AIS won the coveted title of global winner.





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