

Safi Grid
Company
Limited

Innovation in Renewable Clean Energy

Driving the Future



Executive Summary

Safi Grid Limited is a Tanzanian-based clean energy enterprise focused on delivering affordable, reliable, and sustainable solar-powered appliances to underserved communities. Our Clean Energy Empowerment Initiative targets three key wards in at least the Mbeya region.

This initiative will be executed in two key phases:

Phase I: Company registration, acquisition of regulatory permits, and stakeholder engagement.

Phase II: Community mobilization, capacity building, local assembly of clean energy appliances, and pilot implementation

The project will promote environmental conservation, empower low-income households, foster entrepreneurship, and enhance socio-economic inclusion through clean energy adoption. Over time, we aim to expand appliance assembly in Tanzania with potential for export to regional markets.



Company Background

Safi Grid Limited was established to address the urgent need for affordable energy access in rural and peri-urban Tanzania. The company operates under a social enterprise model, ensuring that while financial sustainability is achieved, societal impact remains paramount.

Legal Status

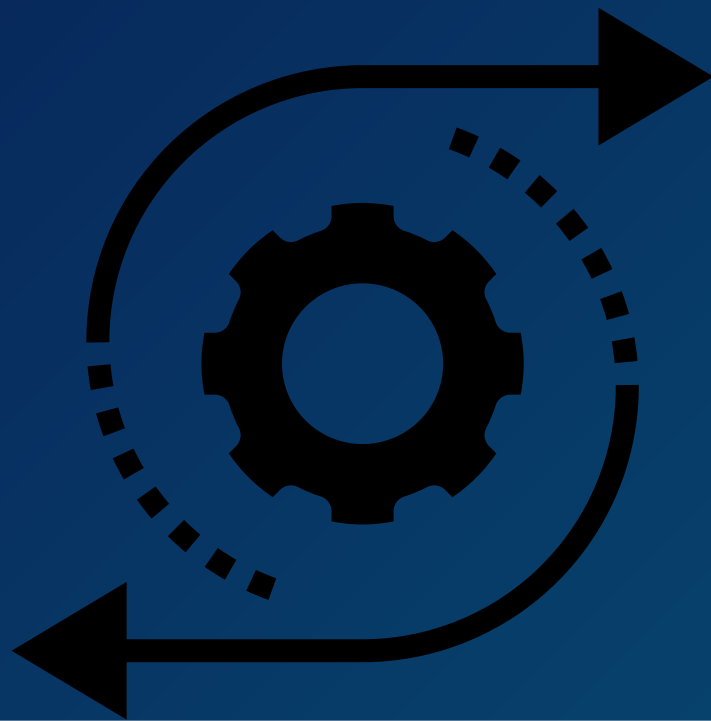
Safi Grid Limited is fully registered in Tanzania with its operational headquarters in Mbeya.

Core Mission

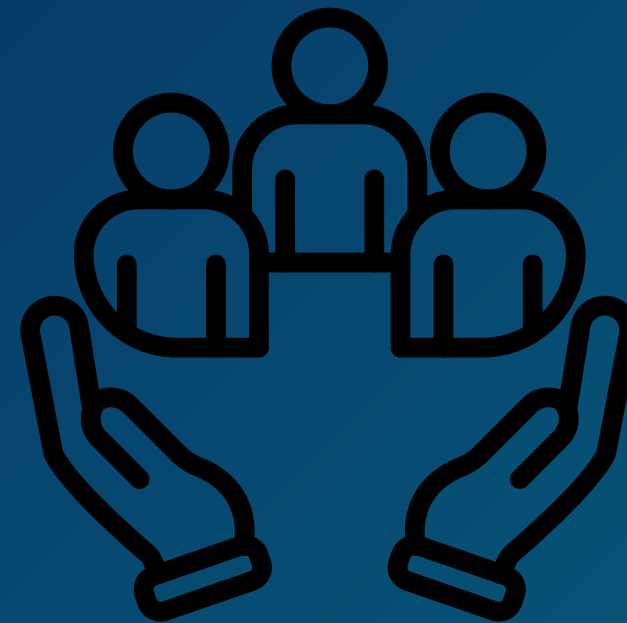
To deliver sustainable energy solutions that advance access, equity, and local empowerment.



Competitive Edge



Hybrid model combining imported components with local assembly.



Strong community-based approach employing participatory engagement.



A forward-looking vision integrating hydrogen technology into clean energy systems.

Market & Needs Analysis

Mbeya Context

The Mbeya region faces an energy access gap, especially in underserved wards. Households rely on polluting fuels, lack refrigeration, and struggle with digital exclusion due to power constraints.

Community Needs

- Reliable lighting and cooling for study and preservation.
- Charging solutions for mobile devices.
- Employment and income-generation through local production.

Benefits

- Reduces kerosene and charcoal use.
- Empowers local communities with job creation and skill building.
- Contributes to Tanzania's national energy and climate commitments.

Project Scope & Phasing

Phase I: Legal Registration & Compliance

- Secure business registration, import licensing, and tax identification.
- Stakeholder mapping and introductory meetings.
- Host workshops with key government and community actors.

Phase II: Capacity Building & Pilot Deployment

- Recruit and train field officers and technicians.
- Install demo kits in 100 households per ward.
- Monitor usage and feedback.
- Launch local assembly facility in Mbeya.
- Prepare for scale-up based on performance data.

Phase/Activity	Q3 Yr1	Q4 Yr1	Q1 Yr2	Q2 Yr2
Legal Setup	✓			
Stakeholder Engagement	✓	✓		
Training		✓	✓	
Pilot Deployment		✓	✓	
Facility Setup			✓	✓
Rollout				✓

Community & Stakeholder Engagement

Safi Grid will engage key actors at all levels to ensure support, alignment, and ownership of the project.

- Ward Councils & Officials: Planning and permissions.
- Community Champions: Promote trust and local ownership.
- CBOs and Schools: Act as training/demo centers.
- Women & Youth Groups: Priority for training and entrepreneurship.
- NGOs & Donors: Fundraising, evaluation, and sustainability partnerships.

Operational & Organizational Structure

- Central Team (Mbeya): Strategy, compliance, and reporting.
- Ward Field Units: Mobilization, technical support, M&E.
- Assembly & Logistics Hub: Sourcing, storage, and fabrication.

Financial & Commercial Strategy

Startup Costs: Business setup, machinery, import logistics, staff onboarding.

Revenue Streams: Appliance sales, servicing, micro-leasing. Funding Sources: Grants and donor programs.

Profitability Focus: Lean operations, local sourcing, scalable distribution.

Financial Projection (5 Billion TZS Budget)

This financial projection presents a five-year estimate based on a total investment of approximately 5 billion Tanzanian Shillings (approx. USD 2 million). The budget is structured to cover startup, operations, product development, and scale-up, ensuring both impact and sustainability.

Financial Summary Table (5-Year Forecast in USD)

Category	Year 1 (USD)	Year 2 (USD)	Year 3 (USD)	Year 4 (USD)	Year 5 (USD)
Legal & Regulatory Costs	60000	15000	5000	5000	5000
Community Mobilization & Training	100000	120000	100000	80000	60000
Equipment & Appliance Imports	300000	250000	200000	150000	100000
Local Assembly Facility Setup	150000	80000	50000	30000	20000
Staffing & Operations	100000	150000	180000	180000	180000
Marketing & Customer Education	20000	25000	30000	35000	35000
Monitoring & Evaluation	20000	20000	25000	25000	25000
R&D: Solar + Hydrogen Integration	50000	75000	60000	40000	30000
Contingency	40000	40000	30000	20000	20000
Total Annual Estimate	840000	775000	680000	565000	475000



Risk Analysis & Mitigation



Regulatory

Frequent liaison with local authorities.

Technology Gaps

Field testing and iterative design.

Community Pushback

Grassroots consultations and media engagement.

Logistics Delays

Diversified suppliers and warehousing



Monitoring & Evaluation

- KPIs: Installations completed, jobs created, energy saved, women trained.
- Tools: Surveys, device monitoring, community scorecards.
- Reporting: Quarterly internal and donor reports.

Expansion & Sustainability

Phase III: Expansion to new districts.
Hydrogen Product Line
Manufacturing Scale-Up: Export-oriented facility upgrades.



Environmental Impact

- Reduced carbon emissions from kerosene replacement.
- Cleaner cooking technology reducing deforestation.
- Local recycling of appliance packaging and waste.

Gender Inclusion Strategy

- Minimum 50% female participation in training.
- Women-led cooperatives for sales/distribution.
- Subsidies for female-headed households.

Detailed Capacity Building Approach

The heart of Safi Grid's strategy lies in equipping local communities with the knowledge and tools necessary to own, operate, and sustain clean energy solutions.

Our capacity-building program will include:

- **Technical Training:** Hands-on workshops for youth and women on solar panel installation, hydrogen system maintenance, and appliance repairs.
- **Entrepreneurial Training:** Business planning, inventory management, and retail marketing skills.
- **Digital Literacy:** Mobile money, digital customer service tools, and data reporting.
- **Community Trainer Model:** Local trainers identified and mentored per ward.

Enhanced Stakeholder Mobilization Strategy

To ensure ownership, Safi Grid will engage in structured multi-tiered stakeholder mobilization:

- District Engagement Forums
- Ward Action Committees
- Information Caravan Campaigns
- Media Partnerships

Technology Overview: Solar & Hydrogen Integration

- Solar PV Panels: Household-grade systems.
- Hydrogen Panels: Capture humidity, generate hydrogen via solar electrolysis.
- Storage Bags: Low-pressure hydrogen containment.
- Appliance Range: cookstoves

Conclusion

The Safi Grid Clean Energy Empowerment Initiative presents a holistic, scalable, and inclusive approach to transforming energy access in Tanzania's underserved communities. With a clear vision, structured implementation phases, community-centered strategies, and cutting-edge technology integration, Safi Grid Limited is positioned not just as a clean energy provider—but as a catalyst for social and economic change.

This business plan outlines a sustainable roadmap for deployment, growth, and impact, backed by strong financial projections and robust partnerships. It addresses not only energy poverty but also intersects with key development goals, including gender inclusion, environmental conservation, and local economic development.

Safi Grid's innovation in integrating hydrogen energy technology alongside conventional solar power offers a rare leap forward in energy innovation. With support from partners, funders, and communities, Safi Grid will lead a new wave of decentralized, clean, and affordable energy in rural Africa.