



ZUHURA SOLUTIONS

Decentralizing food systems



- **2.5 billion people** worldwide consume **street food** every day – FAO¹
- 70% of sub-Saharan Africa's households depend on street food for at least one meal

THE PROBLEM



4000+

Foodborne illnesses
reported in Nairobi
each year



100,000+

Vendors operate in
unclean and unsafe
work environment



>2Million

Vendors use charcoal
to cook and warm food



22,000

Deaths reported
annually in Kenya
due to CO



X2

Price of charcoal
has doubled due
to supply

THE SOLUTION - THE HALISI TROLLEY



HYGIENIC

Food grade material & food heated to and maintained at safe levels

SOLAR POWERED

Solar panel and a lithium battery that powers a 12+ hours charge

DATA-DRIVEN

Data automatically collected to inform maintenance needs and consumer preferences

HUMAN CENTRED DESIGN

Mobile phone charging, eliminates charcoal as a warming fuel, reduces vendor's drudgery



DOUBLES PROFIT FOR VENDORS



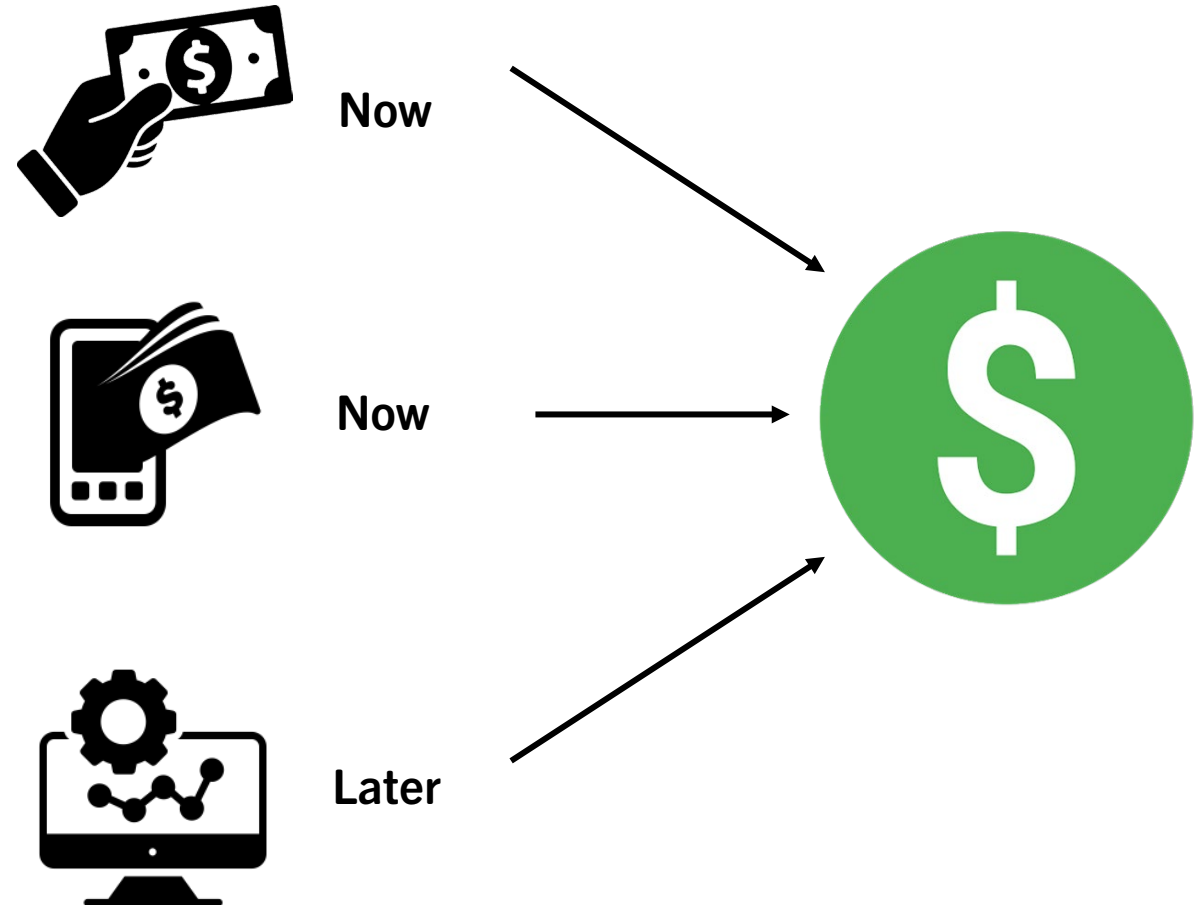
BUSINESS MODEL

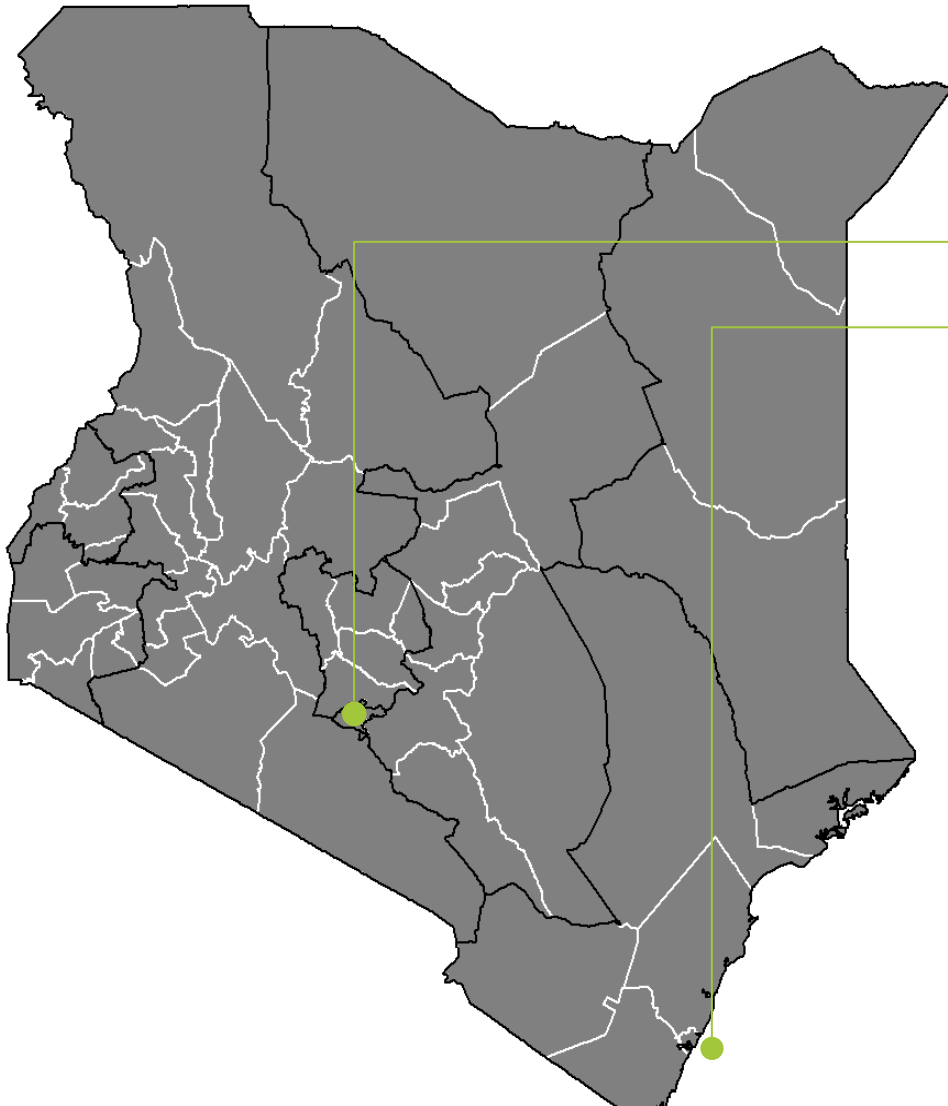
Three main revenue sources will help us build a steady revenue stream

Direct Sales - direct sales of Halisi trolleys

Rent to own (PAYGO) /rent to use - a daily, weekly, or monthly basis

Data - sale of high-quality information to food companies





Our target market

- **Nairobi** – 100k+ street food vendors
- **Mombasa** – 40k street food vendors

Market Approach

- Direct sales to vendors
- Bulk sales
- Financial institution
- Custom purchases

OUR TEAM



Benson KIBITI
CEO

Climate & Energy

Rocky Mountain
Institute, Power for
All



Llyord MWANIKI
COO

**Product
Development
& Project
Management**

Kenya Private Sector
Alliance, International
Chamber of Commerce



Mery Murigi
Electrical Engineer

**Core network
infrastructure
& IoT and cloud
computing**

Safaricom PLC,
CloudFactoryl



**Pherister
NYANGARISA**
CFO

**MSMEs,
Accounting &
Finance**

Kenya Women Microfinance
Bank, Equity Bank Kenya



Michael MUMO
CTO

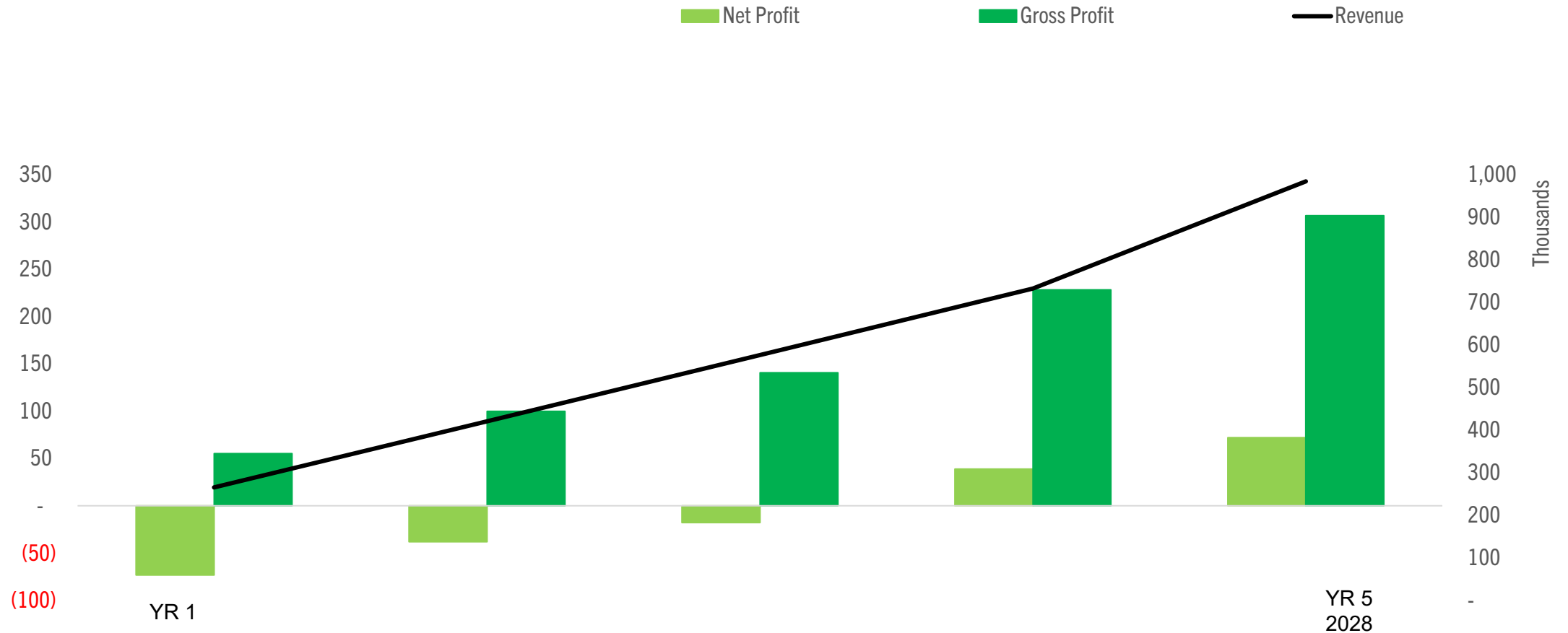
**Solar PV
Design &
Engineering**

Solar Panda, Gearbox
Kenya

FINANCIAL PROJECTIONS: P&L



Key P&L statistics
Thousands



Recognition



Associations





Transforming The People & The Environment

Llyord Mwaniki | Co-founder & CEO

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