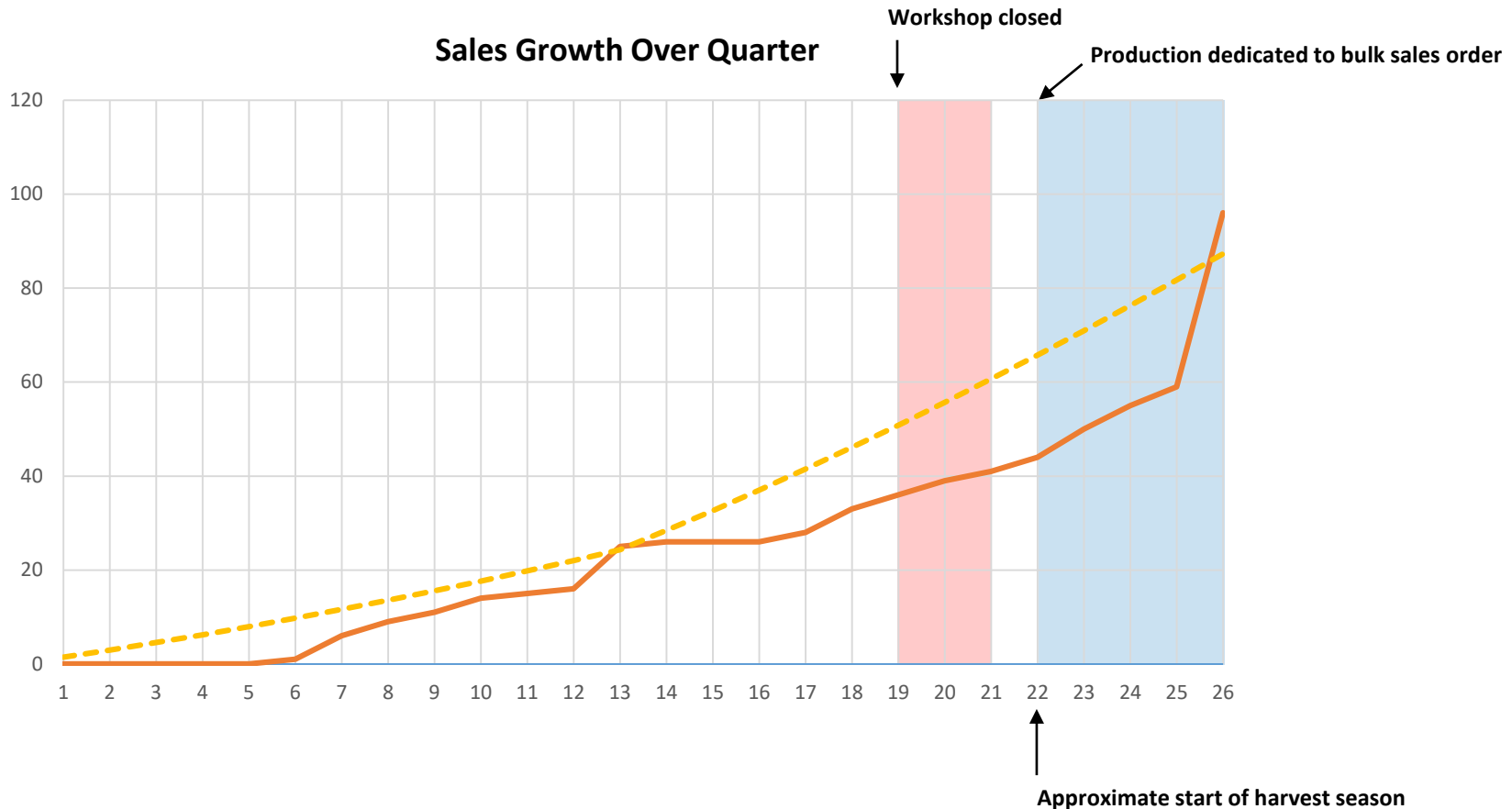




Sales Insights: Q1 Performance – Growth of Sales Over Time

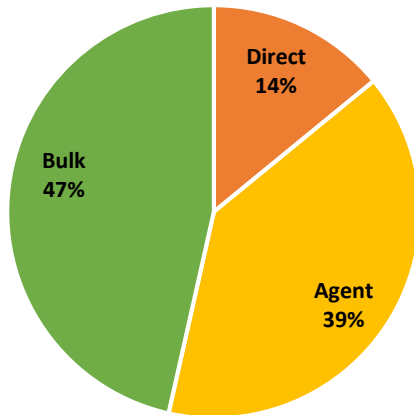


Key Insights

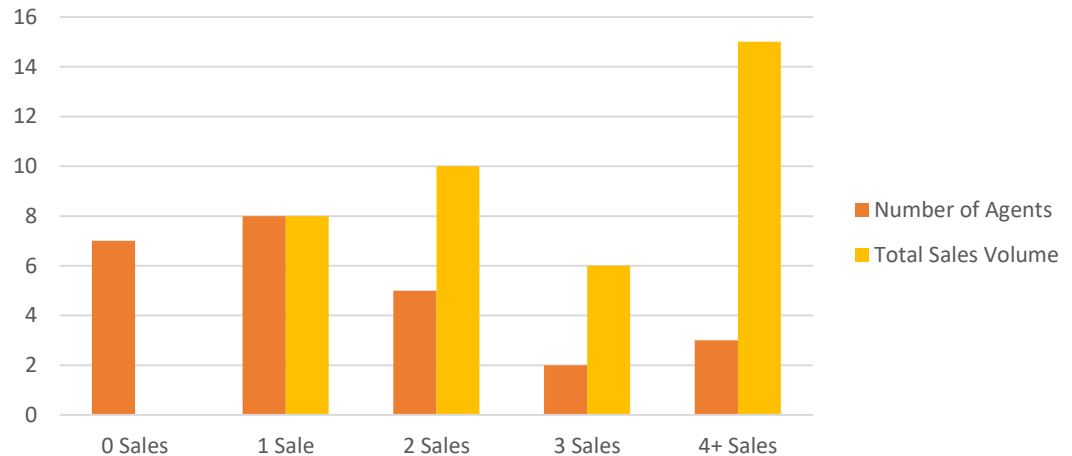
- 71 units sold in Q2
- Almost half of sales came from bulk sales order (supplied 33 in Q2 out of 63 ordered)
- Stock shortages for agents during peak season resulted from:
 - Workshop shutdown due to coronavirus outbreak
 - Reserving stock for pilot program
 - Dedicating production capacity to fulfilling bulk sales order

Sales Insights: Q1 Performance – Sales Channels

Q2 Sales Channels



Sales by Active Agents



Key Insights

- Sales channels are currently competing with each other for inventory
 - Some agents could not close sales due to stock shortages
 - New agents were not added to prevent further stock shortages
 - Some agents sold their display unit and then did not have any inventory to replace them
- Few star performing agents, but many low-performers
 - Expectation is 6 sales per year per agent
 - Possible root causes of poor performance: season, stock, profile, training
- Many agents do not want to close shops to conduct demos
 - Star agents have achieved sales without demos

Sales Insights: Summary of Q2 Insights



Things We Did Well

- Hit targets
- Adapted to stock challenges and COVID-19 outbreak
- Built more positive relationships with agents
 - Supported with new branding with T-shirts, flyers, radio advertising, and in-person follow-ups
- Increased branding
- Collaborated more closely with NGO partners
 - Received support through access to trade shows, demonstrations
- Created user manual available in English and Swahili

Things We Need to Improve On

- Unable to fully support agents with stock
 - Relationship with agents is affected by this
- Customers have had difficulty operating the product without training, despite having a manual
- Distilling insights on what is making our channels effective: still lacking clarity
- Marketing/promotions can be further refined
 - Promotion to incentivize down-payments not well executed

Manufacturing

Achievements

- Hired new workshop manager
- Onboarded new day-staff to assist with production
- Established two satellite shops capable of supplementing production capacity of primary workshop
- Completed largest production run: 63 machines in three weeks
- Secured new workshop space
 - 160 m² for \$175/month offered by SIDO
 - 100 meters from current workshop
- Resolved technical fault with concave tabs breaking
- Reduced COGS by 70k
 - Net COGS change is 30k due to engine price increasing by 40k

Challenges

- Slow to add new suppliers
 - Quality control of new staff/suppliers is difficult to manage, many cannot meet standards
- Workshop shut-down due to COVID outbreak on team
- Quality of raw material and COTS decreased
 - Poor quality steel supply caused warping
 - Usage of different bran engine caused engine issues

Manufacturing Plans for Q2

- Look at re-design of MCT for further reduction of COGS
 - Minor changes recently implemented can possibly be streamlined
- Build stock of inventory

Solar Powered Product Development

Achievements

- Finalized remaining Q1 field research
- Completed user research reports for flour milling and oil pressing for public dissemination
- Completed system design for press prototypes
 - Planning involved component sourcing and procurement to link hydraulic systems with electrical control systems for optimal efficiency
- Fabricated first oil press prototypes
- Constructed bodies for two additional press prototypes
- Cleared 3 of 4 major import purchases



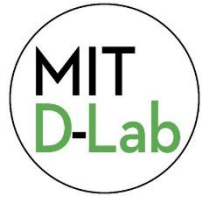
Challenges

- R&D challenges with prototype made from off-the-shelf components sourced locally
 - Lacking technical specifications for many locally procured parts, which complicates R&D troubleshooting process
- Long lead time for imports slowed down prototyping

Q3 Plans

- Finalize two additional press prototypes and refine current prototype with imported components
- Implement press prototypes in pilot at three locations
- Conduct mill prototype testing
- Work with A2EI partners to conduct user research on peanut shelling

Investment Updates



MIT D-lab

Received grant funding for COVID relief



Arthur B Schultz Foundation

Received debt funding for supporting grant work programming



Thriive

Received debt funding for supporting grant work programming



World Food Program

Conducted accelerator Bootcamp with WFP, now submitting application for 100k in additional grant funding for future growth



GIZ Accelerator

Competing for \$50k worth of advisory services