



Katapult
Ocean



BRITER



AG
BASE

100 innovators shaping Africa's Blue Economy



Foreword

Over the past year, as part of a project supported by the Norwegian Agency for Development Corporation (NORAD), to advance Blue Economy founders in Africa, the Katapult Ocean Africa team conducted a continent-wide market-mapping exercise, interviewing more than 150 founders operating across diverse blue sectors. Each conversation reinforced the same truth: Africa's blue economy is rich with extraordinary people solving real problems with grit, ingenuity, and heart.

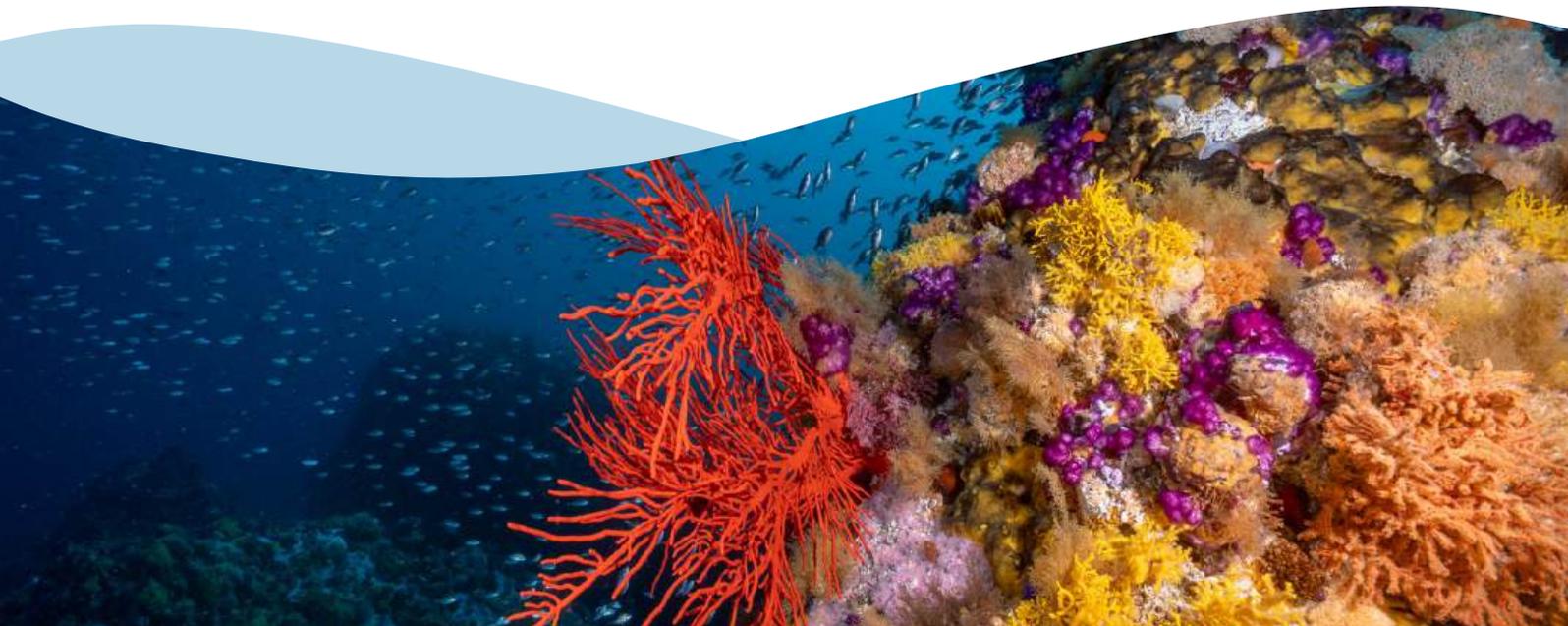
Yet too often, their work unfolds in isolation, under the radar of investors, policymakers, and the broader climate community. This catalogue was created to bring visibility to their stories. From women-led seaweed collectives to AI-driven coral mapping; from low-cost aquaculture systems to circular economy factories built on shoestring budgets, these founders are proving that transformative solutions are emerging from the continent every day. Across these conversations, one insight stood out clearly for us at Katapult Ocean:

founders do not just need capital, they need patient, locally-grounded support, stronger ecosystems, and partners willing to co-create solutions alongside them in environments defined by infrastructure gaps, regulatory uncertainty, and climate risk. We hope this directory helps unlock new partnerships, fit-for-purpose capital models, and pathways for deeper collaboration. The future of Africa's blue economy will be shaped by those who build, those who support them, and those who choose to believe in their vision.

To every founder who shared their story with us, thank you. This is your catalogue. Your work inspires us to keep pushing for an ocean economy that is inclusive, sustainable, and full of possibility.



Lucretia Chopera
Africa Deal Flow Manager
Katapult Ocean



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This catalogue is only for information purposes and should not be used as a basis for investment.



Introduction



The blue economy is a pathway to economic sovereignty and industrialisation. It can feed, power, and integrate the region sustainably, if anchored in innovation, youth leadership, and targeted investments.¹

Jean Luc Mastaki,
Director at the UN Economic Commission for Africa.

Mastaki's sentiments resonate globally, but carry particular weight in Africa, where the blue economy remains underfunded and underexplored despite its scale and strategic importance. While the UNDP estimates the global ocean economy to be worth around \$2.3 trillion annually², much of the world's attention and capital continues to concentrate on Europe and North America, where blue economy efforts often focus on optimising existing industries such as shipping, energy, and resource extraction.

For Africa, the opportunity is broader and more transformative. The continent is home to 38 coastal and island states, over 47,000 kilometres of coastline, three oceans, seven seas, and 677 lakes, alongside 63 transboundary river basins that underpin inland livelihoods³. More than 38% of Africa's population

lives within 100 kilometres of the coast, and marine and freshwater ecosystems already employ close to 50 million people, a figure expected to rise to 85 million by 2035⁴. Valued at up to \$450 billion annually, Africa's blue economy could generate as much as \$1.5 trillion in revenue by 2050⁵, positioning it as a critical engine for inclusive growth, food security, climate resilience, and job creation.

Realising this potential, however, requires more than natural endowment. It depends on targeted support for innovation, entrepreneurship, and early-stage ecosystems capable of translating opportunity into investable, scalable solutions. This directory is released with the support of a NORAD-backed initiative aimed at strengthening innovation and entrepreneurship across the blue economy in Sub-Saharan Africa. Through Norwegian development cooperation, the programme seeks to catalyse deal flow by supporting leading platforms, including the collaboration between Katapult Ocean and Ocean Hub Africa, enabling the identification, development, and connection of high-potential ventures to capital and markets.

1. United Nations Economic Commission for Africa (UNECA). (n.d.). In Yaoundé, UN Deputy Secretary-General calls on Gulf of Guinea countries to adopt concrete measures. <https://www.uneca.org/stories/in-yaounde%2C-un-deputy-secretary-general-calls-on-gulf-of-guinea-countries-to-adopt-concrete>

2. United Nations Development Programme (UNDP). (2022). Ocean promise: Achieving sustainable ocean development. https://www.undp.org/sites/g/files/zskgke326/files/2022-06/UNDP_Ocean_Promise_V2.pdf

3. African Business. (2025). Africa's blue economy pivotal to the continent's sustainable economic growth and development. <https://african.business/2025/06/economy/africas-blue-economy-pivotal-to-the-continent-s-sustainable-economic-growth-and-development>

4. World Bank. (2025). Jobs and livelihoods in the blue economy. World Bank Group. <https://openknowledge.worldbank.org/entities/publication/ca54a52a-8bd6-49b5-9386-f59d3047f17c>

5. OECD (2025) The ocean economy to 2050. Paris: Organisation for Economic Co-operation and Development. Available at: https://www.oecd.org/en/publications/2025/03/the-ocean-economy-to-2050_e3f6a132.html

The initiative reflects Norway's long-standing commitment to sustainable ocean-based growth, renewable energy, food systems, climate adaptation, and the reduction of marine pollution. By mobilising Norwegian and international incubators, accelerators, and financial institutions, and by de-risking early-stage investments, the programme contributes to a stronger and more investable pipeline of blue economy solutions across priority sectors.

Against this backdrop, African innovators

are advancing progress across aquaculture and fisheries, seaweed and coastal farming, plastics and circular economy models, ocean data and sensing technologies, marine conservation and climate solutions, and maritime transport and logistics. Drawing on data from Briter Intelligence, alongside interviews conducted by Katapult Ocean, this catalogue provides a structured overview of Africa's blue economy landscape, mapping capital flows, ecosystem actors, and the solutions shaping the sector's future.

What have we learned from interviewing founders building in the blue economy?

In 2025, Katapult Ocean Africa conducted an extensive market mapping exercise, interviewing more than 150 founders across climate and ocean related sectors.

This catalogue features 100 early stage companies operating exclusively within the blue economy, selected from that broader group. These founders are at the beginning of their fundraising journeys and are building solutions rooted specifically in Africa's coastal and ocean systems.

The catalogue showcases and celebrates the scientists, entrepreneurs, community leaders, technologists, and climate champions redefining what is possible across Africa's waters. Our goal is simple: to spotlight the ecosystem, elevate these innovators, and catalyse the investment Africa's ocean solutions urgently deserve.



Map of 100 innovators interviewed as part of this directory



Note that the visual includes companies featured in this directory. It is not a comprehensive mapping of innovators in the blue economy.

An overview of Africa's Blue Economy



Defining the blue economy

The blue economy is described as the sustainable use and conservation of aquatic resources in both marine and freshwater environments⁶. While traditionally anchored in aquatic

activities, the investable blue economy in Africa has expanded to include blue-adjacent plastics and circular economy ventures.

	CATEGORY	DESCRIPTION
	Aquaculture & Fisheries	Innovations in fish farming, cold chain and processing, and fisheries production systems.
	Marine Conservation & Climate	Innovations in ocean and freshwater ecosystem protection and marine renewable energy.
	Plastics & the Circular Economy	Innovations addressing waste management, recycling, and material innovation, reducing plastic leakage into marine and freshwater systems.
	Seaweed & Coastal Farming	Innovations in seaweed cultivation and processing seaweed products
	Other	Enabling solutions linked to water systems that do not fall cleanly within the other categories.

6. UNECA (2025), "Blue Economy"

An overview of the blue economy in Africa

The analysis in this section looks at Africa's blue economy as a whole, examining how investment into the sector has evolved over time. It explores where capital has flowed across subsectors and geographies, as well as the types of funding instruments used and the typical ticket sizes deployed.

This broader view provides context for the ecosystem in which the 100 companies featured in this catalogue operate, situating their work within the wider investment landscape shaping Africa's blue economy.

\$255M+

Total funding into the blue economy

260+

Number of deals across the blue economy

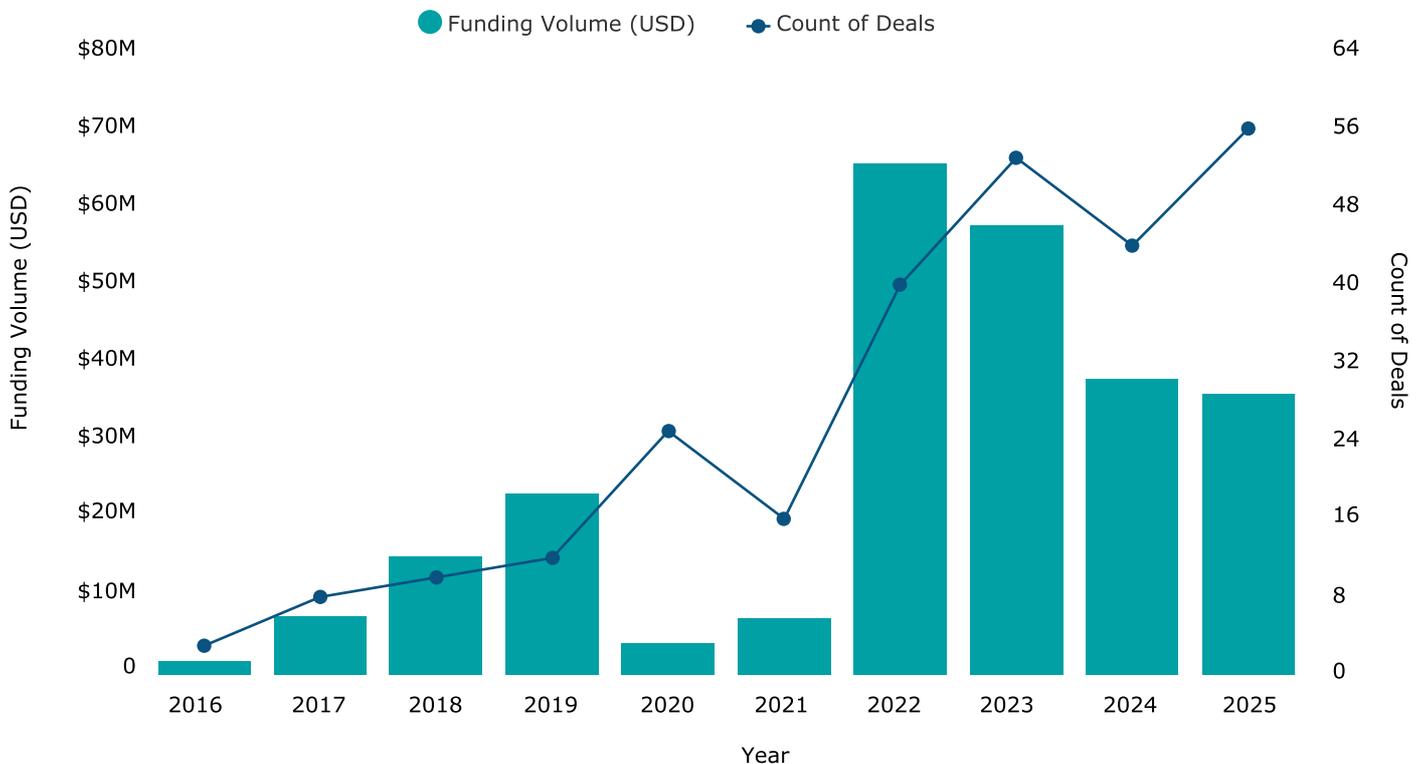
170

Number of funded startups in the blue economy

According to Briter Intelligence, blue economy ventures raised \$255.5 million in disclosed funding across 260+ deals in the last decade. Despite the immense

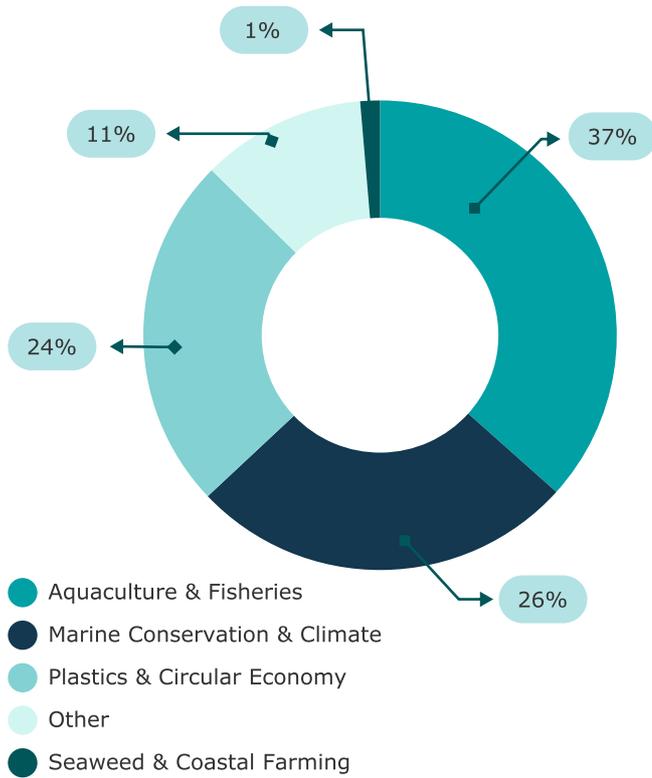
economic opportunity, the sector receives just 6% of total climate funding and only 1% of overall funding to the ecosystem across the continent.

Investment trend over time (2016-2025)

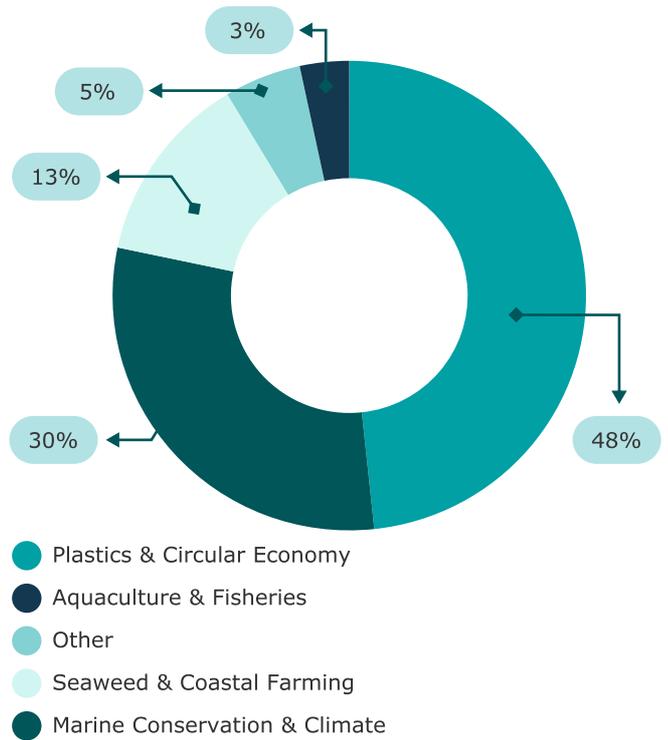


Segments of the blue economy

Top category by funding volume



Top category by number of deals



The blue economy shows different patterns in where funding volume concentrates and where deal activity is most active. Aquaculture & Fisheries attract the largest share of funding volume at 37%. However, capital is highly concentrated among a small number of high-growth ventures. Victory Farms alone accounts for 67% of all funding in the category, driven mostly by its \$35 million Series B deal in 2023 and \$20 million debt in 2024. Yalelo Zambia follows distantly with 18%, while

Chicoa Fish Farm and AquaRech together account for more than 6%. Collectively, these four ventures capture over 30% of all capital deployed in the blue economy landscape.

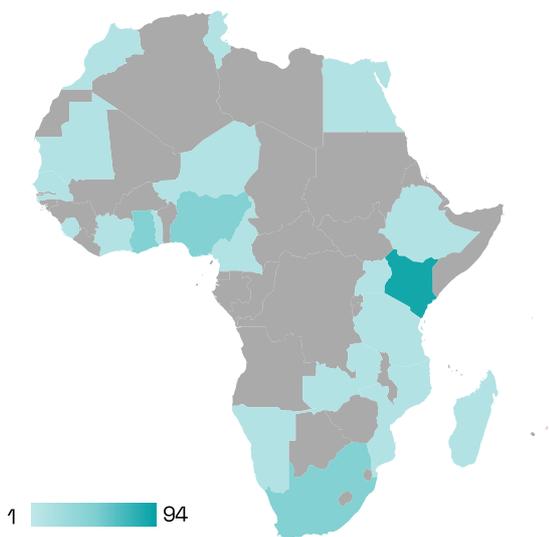
Marine Conservation & Climate comes in second at 26% of total funding across 9 deals. Plastics & Circular Economy come in third with total funding at 24%, and the highest deal activity of 129 deals. Most of these deals are early-stage rounds.

Geographic distribution

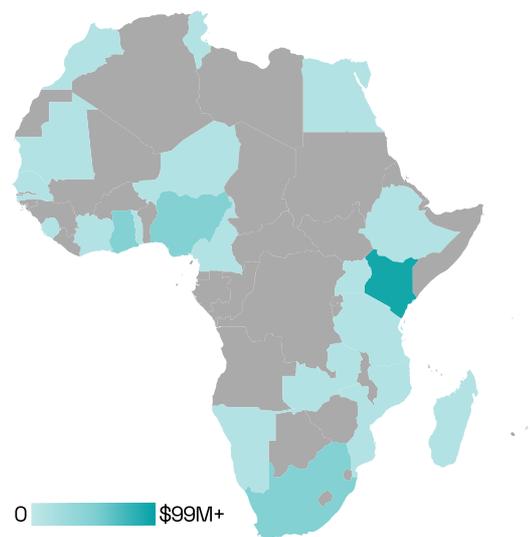
Kenya remains the top funding destination for the blue economy, attracting more than 35% by both volume and total numbers. The activity found in Kenya is widely linked to investments in Aquaculture & Fisheries. Mauritius follows with 22%, driven by investment into wave energy venture

Anzana Electric Group (formerly Virunga Power), which is headquartered in the country, but operationally active across East Africa. Mirroring the broader startup landscape, Nigeria and South Africa follow with 12% and 10%, respectively, with Ghana following closely in terms of deal activity.

Number of deals by country



Funding volume by country



An early-stage environment

More than 70% of disclosed deals are below \$250K, reflecting primarily accelerator, pre-seed, and seed deals. Nearly one-third of the deals are at early-stage tickets below \$1 million, and about 3% represents Series A and Series B rounds. 19% of the total disclosed deals are between \$1 million and \$10 million, with about 5 larger ticket-sized deals. Approximately one-third of total deals did not have a specified amount disclosed.

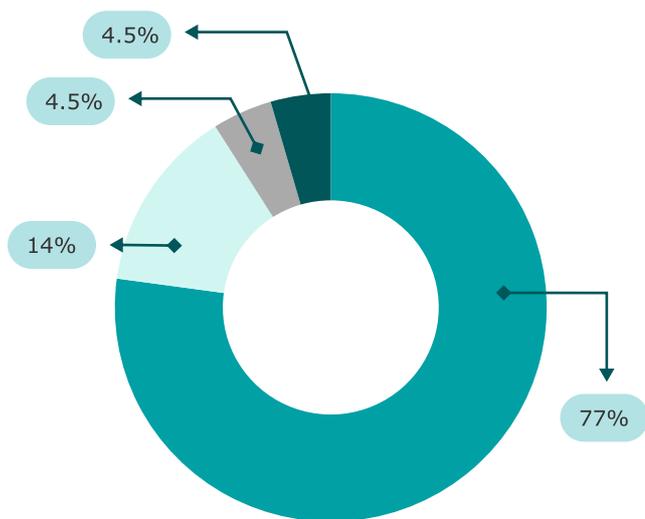
The pattern reflected by ticket size closely aligns with deal type composition, as awards and grants dominate with more than 50% of disclosed deals. This is particularly visible in the top categories such as Plastics & Circular economy, where more than 70% of funding activity are awards or grants. Aquaculture & Fisheries represent a more balanced instrument mix with equity and debt jointly accounting for nearly 45% of deals, alongside reliance on grants.

Gender dynamics

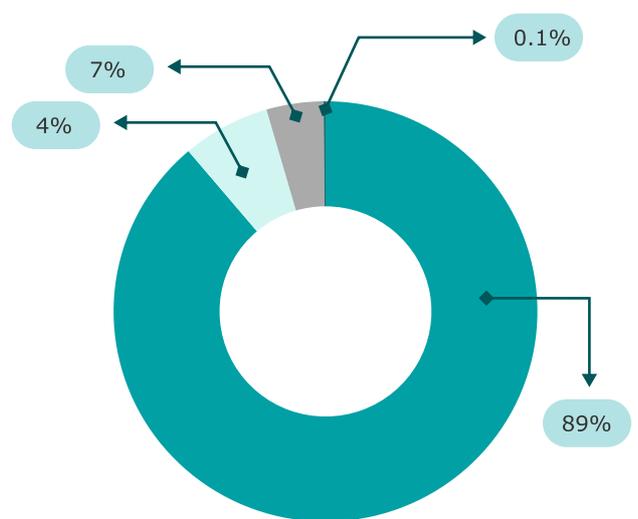
Across the categories, funding within the blue economy remains concentrated among men-only founded teams, both in funding activity and funding volume. Men-only founding teams account for the majority of funded deals across all categories. In contrast, women-only-founded teams remain marginally represented, with 4% of the number of deals and less than half a million in total capital deployed.

Mixed-gender founding teams show stronger traction than women-only teams, particularly in the Plastics & Circular Economy segment. Overall, gender disparities in funding mirror the broader ecosystem dynamics, where capital continues to concentrate around a narrow set of teams and sectors.

Share of funding by number of deals

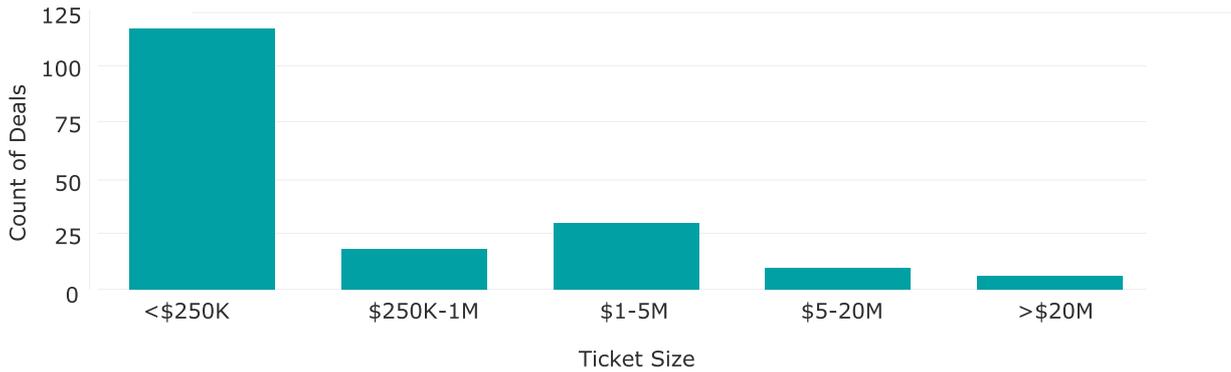


Share of funding by volume

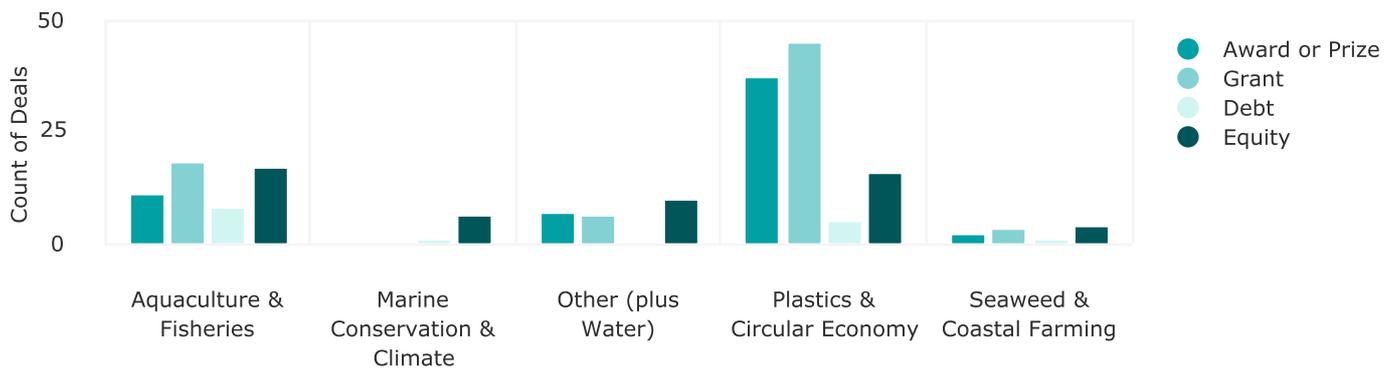


- Men-Only Founders
- Mixed Co-Founders
- N/A
- Women-Only Founders

Funding by ticket size range



Funding by instrument



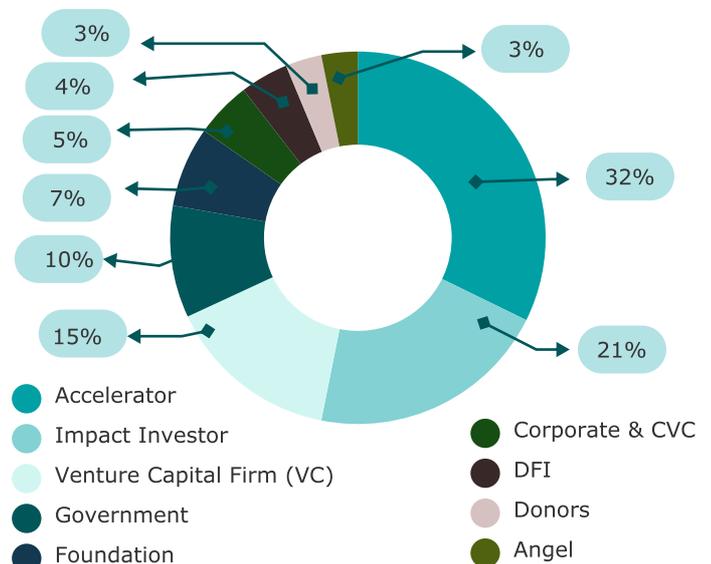
A growing funder landscape

A total of 290 investors have actively invested in the blue economy since 2015, with multiple investors frequently involved in a single deal. Approximately 64% of funders are based outside Africa, with the majority coming from the United States, the United Kingdom and the Netherlands. Most of the Africa-based investors come from Kenya, South Africa and Nigeria, reflecting where most innovation and funding activity happens.

The investor landscape is dominated by early-stage support organisations and accelerators. Together with impact investors and venture capital firms, they account for more than half of active funders, reinforcing the ecosystem’s strong orientation toward early commercial validation. Governments and foundations remain material contributors

operating across a broader range of instruments across grants, equity, and selective debt. Corporations and DFIs participate more selectively. Angels and donors continue to play a catalytic role by providing early risk capital and non-dilutive support.

Active investors by type



Seaweed & Coastal Farming





Healthy Seaweed Cafe



2020



Tanzania



Superfoods



<https://healthyseaweedcafe.co.tz>



Problem

Africa’s malnutrition/NCD burden is high. Tanzania is Africa’s largest seaweed producer, yet the seaweed-for-food value chain is under-innovated; women farmers exit due to few buyers, low prices and low consumer awareness.

Solution

Healthy Seaweed Co. makes certified seaweed-for-food products (13 SKUs: gels, juices, sauces, porridge) from ethically harvested local seaweed. Distribution shifted to B2B: 56 health stores/ pharmacies/supermarkets across Tanzania; exports raw seaweed to the US, UK, Ghana and South Africa. Works via co-ops with training, quality standards and contract off-take at 2-4x market prices; uses Cultiva for impact data and is building blue-carbon tracking.

Financials

Funding: \$750K in grants & equity

Fundraising: \$2M debt & equity

Traction: Selling across 70 retail stores in Tanzania

Revenues: \$200-250K

Impact

Reach: Supporting 300 smallholder female farmers

Focus: Food security

Team: Female-lead

Team



Irene Iraba
Co-founder & Marketing/BD



Nancy Iraba
Co-founder & CEO



Fatuma Mang'ena
Co-founder & CTO



Jerry Geoffrey Mang'ena
Co-founder & CIO



Sea Life Organics

Financials

Funding: \$400K equity

Fundraising: \$1M–\$1.5M

Traction: 40–50 customers; 4,500 tons of waste processed in 2024

Revenues: \$250-500K

Impact

- 4,500 tons of organic waste processed annually
- 20–25 jobs created, ~80 percent for women

Team

Yohan Gallet
Founder



2020



Mauritius



Biostimulants

Problem

Agricultural producers rely heavily on chemical fertilisers that degrade soil health and ecosystems. At the same time, large volumes of organic waste and seaweed are underutilised or discarded, despite their potential as soil enhancers. Access to sustainable, locally produced fertiliser alternatives remains limited.

Solution

Sea Life Organics transforms organic waste and seaweed into natural fertilisers and biostimulants using proprietary biological processes. Products combine agricultural waste, food waste, animal manure, eggshells, and small amounts of seaweed. The company began commercial sales in 2021 and focuses primarily on B2B distribution, with limited B2C exposure.



2020



South Africa



Biotech &
Alternative
Protein

Problem

Global demand for dairy proteins keeps rising, but current production relies on carbon-intensive livestock systems and struggles to meet cost, scalability, and environmental targets. Plant proteins often fail to mimic casein's functional properties, which limits adoption in cheese and other high-performance applications.

Solution

Aspyre Foods produces alternative dairy proteins using precision fermentation and plant molecular farming. They shifted entirely to duckweed, which grows extremely fast, has high nutrient density, and enables extraction of Rubisco and casein proteins at lower cost. The company grows the biomass in-lab and plans to scale into greenhouse production. Their proteins are targeted at EU and US cheese manufacturers, as well as food producers using Rubisco in baked goods and ready meals.



Aspyre Foods

Financials

Funding: \$1.4M

Fundraising: \$2.5M

Traction: Pre-revenue; lab-scale pilot underway, first sample sales expected in coming months, full commercial scale targeted for 2028

Revenues: Pre-revenue

Impact

- Carbon negative production of dairy protein

Team

Thomas Bartelman
Founder



Coastal Biotech

Financials

Funding: \$1.2M pre-seed

Fundraising: \$2M

Traction: Pre-revenue. Paid pilot with Bayer AG in 2024

Revenues: Pre-revenue

Impact

- 300 female seaweed farmers supported
- Up to 30% crop yield increase
- Female-led team

Team

Lavine Irvine
CEO/Co-founder



2023



Tanzania



Biotechnology

Problem

Plants that are exhibiting stress cannot yield crops. This can lead to large-scale crop loss in areas subjected to harsh climate. Additionally, run-offs after heavy rains can cause algal overgrowth which if left to decompose, deplete oxygen levels and kill marine life.

Solution

Coastal Biotech harvest Red and Green Algae (which would otherwise be left to waste), and use it to produce a bio-stimulant for fertiliser companies that can be used in agriculture to prevent crop loss. Their case studies have proven a 30% yield increase through improved yield and loss prevention.



2019



Tanzania



Skincare Products

Problem

Women's contributions are often undervalued in the blue economy, while seaweed's environmental and commercial value remains underutilized in efforts to restore marine ecosystems and build equitable coastal livelihoods.

Solution

Mwani Zanzibar produces biodiversity-friendly skincare products rooted in regenerative seaweed farming. Their inclusive model centres women seaweed farmers in a supply chain that restores marine ecosystems while creating sustainable income through high-value ocean-derived products.

<https://mwanizanzibar.com>



Mwani Zanzibar

Financials

Funding: Bootstrapped

Fundraising: \$1M to secure product liability insurance for US market expansion

Traction: \$200-250k revenue. Local high-end hotels & online. Signed off-take agreements with Erewhon and Formula Fig

Revenues: \$200-250K

Impact

- 15 full time female artisans
- 170 seaweed farmers trained & onboarded as suppliers
- Female-led team

Team

Klaartje Schade
Founder & CEO



Mawimbi

Financials

Funding: \$900K

Fundraising: Raising \$2.5M

Traction: Operational with a 1ha farm and 19 producers

Revenues: Pre-revenue

Impact

- Empowering women and youth seaweed farmers

Team

Patrik Huber
CEO & founder



2024



Kenya



Seaweed as a Service

Problem

Rising ocean temperatures, acidification, pollution, and overfishing are threatening marine life, biodiversity, and the livelihoods of coastal communities. There is a pressing need for scalable solutions that can restore ocean health and uplift the communities dependent on them.

Solution

Mawimbi's "seaweed-farm-in-a-box" employs innovative deeper-water seaweed farming approaches and use of optimised seaweed strains to provide climate-smart, practical and feasible seaweed farming solutions that are tailored to the local context, creating measurable, positive environmental, social, and economic impacts in the coastal communities they serve.



2021



South Africa



Biofuel

Problem

Africa imports the bulk of its marine fuels, keeping prices high and supply chains fragile. Coastal cities also lack local low-carbon fuel options while seaweed farming potential remains underused.

Solution

SeaH4 grows ulva (green seaweed) and converts it to biogas, then upgrades methane with green hydrogen to produce low-carbon methanol for shipping. A Western Cape demo site validates yield and gas quality ahead of a Namibian pilot with Kaoko Green Hydrogen.



SeaH4

Financials

Funding: \$200K angels, \$500K grant

Fundraising: \$4M seed round

Traction: POC: Saldanha producing 500l/day. Biogas tested & qualified at UTC. JV with Kaoko Green Namibia to produce Green Hydrogen

Revenues: Pre-revenue

Impact

- Actively combating ocean acidification
- Female-led team

Team

Gabrielle Ossinga
Co-Founder

Ncobisa Nosilela
Co-Founder

Johannes Bochdalofsky,
Co-Founder

Johann Haynes
Co-Founder



OKOA

Financials

Funding: \$10K convertible loan from B4T

Fundraising: \$64K

Traction: 200 customers in 7 cities in Tanzania

Revenues: <\$20K in 2025

Impact

- Supporting 8 farmers
- Combating malnutrition
- Female-led team

Team

Ali Kombo Omar
CEO

Salma S. Sarumbo
CFO

Omar Juma Omar
COO



2024



Tanzania



Superfood

Problem

Tanzania faces widespread wellness and nutrition challenges. Around half of adults are overweight, one in five men experience low libido, and 30% of children under five suffer from malnutrition. Acne and other skin conditions are also common, yet affordable natural solutions are limited.

Solution

Okoa Products produces high-quality, odor-free sea moss products designed to improve wellness and nutrition. Their range includes sea moss powder, herbal soap, and infused nutrition flour. The products are locally sourced and processed, with distribution through regional agents, supermarkets, and hotels.



2023



Morocco



Seaweed Farming

Problem

Northern Morocco faces significant pollution from plastics, wastewater, and toxic organic compounds. Local ecosystems have limited capacity to absorb contaminants, and industries lack scalable biological solutions for remediation.

Solution

Blue Fields Company cultivates Gracilaria (red algae) on floating offshore installations to absorb pollutants while producing biomass for pharmaceuticals, carbon markets, and bioplastic applications. They are developing smart farms with underwater imaging, monitoring, and future AI-guided analysis, with planned partnerships with ROV companies.



Blue Fields Company

Financials

Funding: \$300K World Bank grant; \$50k Orange Corners grant

Fundraising: Not currently raising (wants to complete pilot first)

Traction: POC: Production license & 16 ha site secured; installation underway; contract with national agar agar manufacturer; expected production of 350 tons per year

Revenues: Pre-revenue, expecting revenue in 2026

Impact

- Removal of CO2 will happen after the plant is operational

Team

Amine Koubaa
CEO

<https://bluefields.company>



Nasaru Naturals

Financials

Funding: \$115K SAFE

Fundraising: Raising \$500K equity and grants

Traction: 1 year of R&D (60% feed cost); partnerships with KMFRI & WRTI; LOI with E2G Foods to purchase 1/3 of production for 3 years

Revenues: Pre-revenue (pilot phase)

Impact

- Potential to sequester CO2 and create local jobs
- Female-led team

Team

Janno van der Laan
Founder & CEO

Selena Grover
COO



2024



Kenya



Spirulina Superfood

Problem

Spirulina, a highly nutritious superfood, is mainly produced in non-native regions like China using synthetic inputs and energy-intensive systems that raise costs, emissions, and health concerns. With 70% of global supply coming from China and 70% of demand from the US, trade and sustainability risks are rising.

Solution

Nasaru Naturals cultivates climate-resilient, carbon-negative spirulina directly at its origin in Kenya's Rift Valley soda lakes. Using native lake nutrients, solar power, and low-cost modular ponds, the company produces affordable, nutrient-rich spirulina while creating local jobs and restoring ecosystems. Their open-air, low-footprint model cuts feed costs by 60%, outperforming global competitors, with a 10-day grow cycle.



2023



South Africa



Biotechnology

Problem

South African farmers face volatile input costs and degrading soil health from long-term use of synthetic fertilisers. Seaweed-based biostimulants can improve plant resilience and yields while reducing reliance on synthetic inputs.

Solution

Ole Blu develops seaweed-derived biostimulant fertilisers for small-scale and commercial farmers in South Africa's Eastern Cape province. The company sources seaweed via aquaculture partners such as Wild Coast Abalone, and focuses on regenerative agriculture outcomes. Biostimulant created using patented fermentation approach which significantly reduces capex, while improving effectiveness and longevity.



Ole Blu

Financials

Funding: \$55K from BFA/TECA in 2023. Currently in Alfred Nzo Incubator

Fundraising: \$300K seed to help commercialise their product

Traction: Currently conducting field trials with Eastern Cape Dept. of Agriculture, NMMU, and UKZN

Revenues: \$20-50K

Impact

- Organic fertilizer that improves yields by 10%-30%
- Female-led team

Team

Anga Mbeyiya
Founder/CEO

Theodore Batik
Co-founder



Kelp Blue

Financials

Funding: \$28M

Fundraising: Raising \$3.5M

Revenues: \$250-500K

Impact

- Sequestering 5-10x more CO2 per hectare than rainforests

Team

Daniel Hoofft
Founder & CEO



2020



Namibia



Kelp Farming

Problem

Conventional agriculture is placing growing pressure on the planet, using large amounts of water, synthetic inputs, and land while contributing to pollution and biodiversity loss. Seaweed offers a promising alternative, but most seaweed farming today is limited in scale, confined to nearshore areas, and not optimised for high-yield or climate impact.

Solution

Kelp Blue is cultivating giant kelp in large-scale offshore farms using a method that allows continuous regrowth. The canopy is selectively harvested and processed into STIMBLUE+ - a biostimulant that improves crop yields and reduces the need for synthetic fertilisers. Remaining biomass is used for sustainable materials (like a leather alternative with interest from IKEA) and long-term carbon storage, creating both environmental and economic value.



2024



Tanzania



Skincare

Problem

Seaweed farmers in Zanzibar face low earnings, limited processing capacity and weak access to higher-value markets. Most seaweed is sold raw at low prices, with little local value addition or stable B2B demand.

Solution

Refasha works with local female seaweed farmers to source and process unutilised seaweed into cosmetics, skincare and body care products. They support farmers with tools, protective gear and fair pricing, using sun-drying and small-scale drying systems, with plans to implement biorefinement for protein extraction. They sell finished products to hotels, distributors and consumers across East and Southern Africa.



Refasha Zanzibar

Financials

Funding: \$200K grant

Fundraising: \$100K

Traction: Selling to 6 hotels, 1 hospital and 10 distributors

Revenues: \$20-50K

Impact

- Supporting 25 female farmers
- Paying farmers 2x market price

Team

Shuwena Salim
Founder & CEO

Plastics & Circular Economy





GIVO - Garbage In, Value Out



2021



Nigeria



Waste Management



<https://givo.africa>



Problem

Nigeria produces 42M tonnes of waste annually, and less than 10% is recycled. Poor waste management infrastructure leads to some of the products blocking waterways, ending up in the ocean, and causing diseases such as malaria.

Solution

GIVO has rolled out solar-powered, IoT-enabled recycling hubs ("GIVO Centres") that collect, sort and shred recyclables, rewarding households for collections and supplying manufacturers with circular feedstock. Core business model sells plastic granules to plastic manufacturers. In addition, GIVO tracks waste management data sold to corporates such as Firestone and Maersk who use it for ESG insights.

Financials

Funding: Pre-seed <\$500K grants & angels

Fundraising: Raising \$750K to set up 8 more centres

Revenues: \$100-200K

Impact

Reach: 90 MT of plastic waste diverted from landfills and waterways

Focus: Improving health outcomes

Team: + 25 staff; 40% women

Team



Victor Boyle-Komolafe
Founder & CEO



Arena Recycling Industry

Financials

Funding: \$50K

Fundraising: \$300K seed

Traction: 15 completed projects

Revenues: \$200-250K

Impact

- 2.6 tonnes of plastic collected
- 70% women employed
- 8 sanitation blocks built in schools
- Female-led team

Team

Hellena Sailas
Founder & CEO



2020



Tanzania



Plastic Waste Recycling

Problem

It's estimated that up to 13 million metric tonnes of plastic ends up in the ocean each year equivalent to the rubbish or garbage truck loads worth every minute. 64% of plastic waste in Africa is mismanaged, with large volumes ending up in the ocean.

Solution

Arena Recycling transforms plastic waste into eco-friendly building materials (eco-bricks) to tackle marine pollution and promote affordable housing.



2023



Kenya



Alternative Fuel

Problem

Less than 5% of plastic waste is recycled annually. In Kenya, Nairobi alone generates over 480 tonnes of plastic waste daily.

Solution

ProGreen is a waste to energy company that collects plastic waste and turns it into high quality alternative low sulphur, low ash, more affordable alternative fuels using a patented thermochemical decomposition process. These fuels are ideal for heavy diesel and mid-sized petrol engines.

Current products: petrol and diesel blend made from plastic waste

Future products: petrol and diesel blend from organic waste



Progreen

Financials

Funding: \$60K grant from 1000 Gretas

Fundraising: \$350K seed to increase production capacity (5k to 1.5k litres)

Traction: 500+ B2C repeat, secured B2B commercial contract with a large manufacture, and have product certified by the Kenya Bureau of Standards

Revenues: \$20-100K

Impact

- 1,000 kg of plastic waste recycled /month
- Low sulphur, high cetane & low ash diesel & petrol

Team

James Murita
Founder & CEO



SOSO Care

Financials

Funding: \$350K

Fundraising: \$2M equity

Traction: Have 50k active users, 381 insurance policies sold, and recently onboarded the Nigerian Army, Navy, and Airforce as clients

Revenues: \$200-250K

Impact

- 30,000+ tonnes of plastic collected

Team

Nonso Oporum
Founder & CEO



2019



Nigeria



Health Insurance

Problem

1.1 billion in Africa are uninsured, and many people in the African market either don't trust conventional health insurance or simply do not have the means to finance it. Furthermore, poor waste management affects the public health of millions living in slums, our climate, and our oceans.

Solution

SOSO Care is a low-cost health insurance company based in Nigeria that accepts cash or recyclables as payment. The company aims to address health inequality by providing access to healthcare for those who may not be able to afford traditional insurance, while also incentivising waste collection.



2019



Tunisia



Waste Management

Problem

80% of marine pollution in Tunisia is due to waste coming from sewers and storm drains. 75% of floods are caused by blockage in the sewers in seasons of high rain. \$30K is spent yearly by each Tunisian municipality on cleaning the sewer network.

Solution

Wayout have created the Zigofiltre - an adaptable filter that can be attached to any existing sewer system. This filter collects waste that would otherwise end up in sewage systems, preventing sewage blockages while also keeping rubbish out of waterways.



Wayout

Financials

Funding: Bootstrapped

Fundraising: Raising \$350K

Traction: Sold 2500+ filters to 10+ CSR partners and 25+ municipalities

Revenues: \$250-500K

Impact

- 150K+ tonnes of waste collected annually

Team

Youssef Bouzariata
Founder & CEO



WeCyclers

Financials

Funding: Raised \$2.2M from Norfund in 2023, \$225K in grant funding from King Baudouin Foundation (KBF)

Fundraising: Not publicly disclosed

Traction: 20,000+ households reached; 19k tonnes of recyclables collected

Revenues: \$20-50K

Impact

- 19k tonnes of recyclables collected
- 170+ jobs created
- Female-led team

Team

Bilikiss Adebisi-Abiola
Founder

Olawale Adebisi
MBA + chem eng. background



2012



Nigeria



Waste Management

Problem

Lagos generates massive volumes of plastic waste with limited formal collection. Leakage into drains, lagoons, and the Atlantic is chronic. Households lack convenient, trusted incentives to sort and recycle; recyclers struggle to secure clean, reliable feedstock at scale.

Solution

Wecyclers runs an incentive-based recycling service: households exchange sorted recyclables (PET, cans, sachets, etc.) for points via SMS and collection is done through neighbourhood hubs, cargo bikes, and trucks, then aggregated and sold back to plastic manufacturers.



2021



Tanzania



Building Materials



EcoAct

Financials

Funding: ~\$75K grants

Fundraising: Not actively fundraising

Traction: 100 waste collectors supplying feedstock. +50 tonnes of waste processed and up to 150 tonnes installed capacity/month

Revenues: \$100-200K

Impact

- 50 tonnes of plastic waste processed per month
- Working with 100 waste collectors

Team

Christian Mwijage
Founder & CEO

Elineca Ndowo
Co-founder

Problem

Tanzania struggles with low-value, hard-to-recycle plastics. Coloured and mixed polymers, plus plastics from e-waste, often lack a buyer, leak into the environment, and replaceable timber products rot or get eaten by termites in remote tourism areas. Seasonal tourism spend also makes revenues lumpy for local suppliers.

Solution

EcoAct converts hard-to-market plastics into durable plastic timbers, poles, pallets, and road signage. They source from a 100-collector network and e-waste partners, then process through sorting, washing, crushing, and extrusion. Products are termite resistant, long lasting, and displace wood. Near-term plans focus on marketing beyond tourism, adding larger machines to improve finish and capacity, and launching WPC boards and roofing tiles. Tourism lodges are the core customers, plus pilots in road signs across three regions and growing sales of pallets and farm fencing poles.

<https://ecoact.co.tz>



Ocean Plastic Technologies

Financials

Funding: \$112K (Grants; DCC Accelerator, MSC Ocean Stewardship Fund)

Fundraising: Undisclosed

Traction: MRPs deployed across Southern Africa since 2016. First harbour-based fishing-net recycling pod launched at the V&A Waterfront (Collier Jetty, Oct 2025) with OCEAN Action Network/SADSTIA

Revenues: Undisclosed

Impact

- 3K tonnes of plastic reclaimed

Team

Oliver Nudds
Founder & CEO



2015



South Africa



Waste Management

Problem

Plastic waste lacks localised collection and processing solutions, and many communities are far from central recyclers and landfills.

Solution

Containerised micro-recycling pods co-located with ports and townships that locally collect, clean, shred and pelletise plastic waste (including fishing nets) into usable feedstock, paired with a "recycling-as-a-service" model for municipalities and corporates and guaranteed offtake of recyclate into local manufacturing, reducing logistics costs, creating local jobs and closing the loop within African supply chains.



2023



Kenya



Clean Cooking Gas

Problem

Low-income households in Kenya face high, volatile cooking fuel costs and limited access to clean options. At the same time, plastic waste is poorly managed, creating pollution and unrealised material value.

Solution

Plas-Tech converts plastic waste to cooking gas via pyrolysis and distributes through a cooking-as-a-service model. While awaiting regulatory approval, paid service uses third-party LPG and cylinders from Seagas, with a free beta using own gas for data collection. Stated 70 percent conversion, ~75 percent cooking efficiency, PET-preferred feedstock. By-products include carbon black, CO2 extraction, and chlorine extraction when PVC is present.



Plas-Tech

Financials

Funding: \$84K grants

Fundraising: \$750K

Traction: 10t plastic recycled; plant capacity 300 kg/day; 1,500 users registered, 150 households in pilot

Revenues: <\$20K

Impact

- 10 tonnes plastic recycled
- Piloting clean cooking gas with 150 households
- Female-led team

Team

Robin Kariuki
CEO

Zubeda Khalifa
COO



Mega Gas



2016



Kenya



Clean Cooking Gas



<https://www.megagasalternativeenergy.co.ke>



Problem

Mega Gas tackles plastic pollution and energy poverty in Kenya. Low-income households rely on smoky, unsafe fuels that pose health issues while PET waste in rivers ends up in the ocean.

Solution

The company converts PET plastic into clean cooking gas via thermal cracking and distributes it through low-cost community kitchens. This model provides affordable, reliable cooking energy while diverting plastic from the environment. Their community kitchens provide an opportunity for low-income households to cook at a fee of \$0.15 per hour, and they sell 6kg gas cylinders for \$4.

Financials

Funding: \$1.15M in grant funding

Fundraising: Preparing for a commercial round to scale gas canister distribution

Revenues: \$100-200K

Impact

Reach: 114 tonnes of plastic waste diverted every month

Focus: Removing plastic waste from oceans

Team: Female-led

Team



Peter Njeri
Co-founder



Margaret Wanjiku
Head of Business
Development



Salubata

Financials

Funding: \$450K in equity & grants

Fundraising: \$1.5M

Revenues: \$200-500K

Impact

- Over 600K PET bottles repurposed to date
- Female-led team

Team

Fela Akinse
(CEO)

Yewande Adebawale
(Co-founder)



2020



Nigeria



Fashion

Problem

Plastic waste continues to pollute oceans, while the global footwear industry produces billions of shoes annually using virgin materials with high carbon footprints. Consumers seeking sustainable alternatives often face trade-offs in comfort, style, or durability.

Solution

Salubata transforms ocean plastic waste into modular, fashionable shoes designed to last over three years. Each pair uses 70% recycled plastic and features a patented 2-in-1 design that lets customers swap components instead of replacing full shoes.



2019



Kenya



Building
Materials

Problem

Urban rivers in Kenya carry large volumes of plastic into the Indian Ocean, harming riparian ecosystems and disproportionately affecting women and children in informal settlements. Nationally, an estimated 157,000 metric tonnes of plastic waste reach the Indian Ocean via rivers each year.

Solution

Chemolex intercepts plastic with in-river capture devices, then recycles the hard-to-recycle fraction into fencing poles, paving blocks, and boards. To date, they have recycled 15,000 metric tonnes of plastic, 65% of which came from rivers. They also develop a biodegradable bioplastic material as a plastic substitute for food packaging and feminine hygiene products, made from the invasive water hyacinth found in Lake Victoria.

<https://chemolex.co.ke>



Chemolex

Financials

Funding: \$100K debt

Fundraising: \$1M for 50 waste hubs, capacity expansion, distribution/logistics, and plastic/carbon credits

Revenues: \$250-500K

Impact

- 15K tonnes of plastic waste recycled
- 50K temporary jobs created

Team

Clifford Okoth
Founder

Robert Aog
Head of Comms

Martina Sikawa
Environmental
Scientist



Drink Clean Boxed Water

Financials

Funding: Bootstrapped

Fundraising: \$250K

Revenues: \$20-50K

Impact

- Boxed water cartons made from 100% renewable plant based material

Team

Greg Morris
Co-founder

Matthew Morris
Co-founder



2024



South Africa



Boxed Packaging

Problem

Plastic bottles and weak water-infrastructure create environmental and access issues in South Africa. DrinkClean targets single-use plastic waste in packaged water. The rainmaker tackles recurring water shortages, off-grid communities, and infrastructure gaps with atmospheric or solar-water generation.

Solution

Creating reusable, cardboard water bottles with high quality water. They offer custom branding solutions and are working with large corporates/events. The Rainmaker provides solar-powered and air-to-water systems to produce clean drinking water from air or solar-filtration setups for remote for infrastructure-challenged areas.



2021



Ethiopia



Building Materials

Problem

Construction drives ~40% of global CO2 emissions while fast-growing cities face severe affordability constraints. At the same time, hard-to-recycle plastic overwhelms waste systems and leaks into the environment.

Solution

Kubik converts hard-to-recycle plastic into low-carbon, interlocking building materials (e.g., bricks, beams, columns) for B2B construction. The walls/paving can be assembled with only a hammer, and can be disassembled/reused. Their materials are around 1.5x more expensive than conventional building materials, but can be constructed 4x to 6x faster.



Kubik

Financials

Funding: \$5.2M seed round closed in 2024

Fundraising: Raising \$700K bridge

Revenues: \$100-200K

Impact

- Over 450 tonnes of plastic processed per annum

Team

Kidus Asfaw
Founder



Gjenge Makers

Financials

Funding: \$100K

Fundraising: \$1M seed round

Revenues: \$50-100K

Impact

- Recycled over 300K kg of plastic

Team

Nzambi Matee
Founder & CEO



2017



Kenya



Waste Management

Problem

Rapid urbanisation and inadequate waste management in Kenya lead to 966,000 metric tonnes of waste annually, with 10-12% being plastic, and 92% of that plastic ending up in dumpsites or the environment.

Solution

Gjenge Makers transforms plastic waste into durable, recycled construction and agricultural products - including pavers, roofing tiles, building blocks, and animal slats - using proprietary recycling technology and creating local jobs in the process.



2022



Kenya



Biotechnology

Problem

Water hyacinth chokes waterways, disrupts aquatic ecosystems, and threatens local livelihoods, while plastic waste contributes to environmental degradation that affects landfills, marine pollution, and more.

Solution

The company transforms water hyacinth into biodegradable packaging materials such as seedling wrappers, parcel packaging, and packaging bags. These products biodegrade naturally within 6-8 months and offset CO2 emissions.



HyaPak

Financials

Funding: \$70K grant from Total Energies

Fundraising: \$250K for machinery, R&D and ops

Revenues: \$50-100K

Impact

- 160K kg of CO2 offset from sale of hyacinth packaging
- Female-led team

Team

Joseph Nguthiru
CEO

Winnie Ogada
CTO

<https://hyapak.com>



Reclaim

Financials

Funding: \$125K

Fundraising: \$1M

Traction: 650+ tonnes collected YTD, 550+ tonnes processed since Apr 2025; operating 3 hubs; partnerships with Pepsico and Coca-Cola Uganda

Revenues: \$100-200K, 35-40 percent gross margin

Impact

- 650+ tonnes of waste collected this year
- Working with 250 waste pickers

Team

Zerubabel Junior Kwebiiha
Founder & CEO



2024



Uganda



Waste Management

Problem

Uganda generates roughly 600 tons of plastic waste every day, yet less than 40 percent is recovered, leaving recyclers with inconsistent, low-quality feedstock and communities with growing pollution. The informal collection system is fragmented, under-capitalised, and provides unstable, undignified income for waste pickers. FMCG companies like Pepsi and Coca-Cola need reliable recycled PET supply but lack dependable local recovery networks.

Solution

Reclaim builds and operates plastics-collection and baling hubs that formalise and professionalise informal waste pickers, creating a reliable reverse-supply chain for PET. They aggregate, sort, and bale plastics and provide traceability, proof of destruction, and reporting to off-takers and corporate partners. Their collection infrastructure services FMCG companies, recyclers, and event organisers needing verified recycling. A new tech layer is being developed to track waste and picker demographics from collection to destruction.



2019



Nigeria



Waste to Value

Problem

In Lagos, only 20% of the estimated 13 million metric tons of annual waste gets properly collected. Dumping clogs vital infrastructure, causes floods and increases the changes of health issues and diseases. Inefficient waste collection leads Nigeria to lose an estimated \$2.5 billion in potential recycling value per year.

Solution

Scrapays tackles this crisis through an innovative model that enables individuals and small businesses to launch mini-waste enterprises. Their asset-light approach equips the enterprises with the relevant technology and materials, coordinates logistics and aggregation of waste, and sells the waste to processors and formal recyclers, thereby helping small-scale collectors and households augment their incomes and avoiding disasters caused by litter.



Scrapays

Financials

Funding: Raising \$1.1M

Fundraising: \$1.1M

Revenues: \$100-200K

Impact

- Offtaking more than 50 tonnes of waste every month
- Female-led team

Team

Tope Sulaimon
Co-founder

Boluwatife Arewa
Co-founder



Kavalian Limited

Financials

Funding: \$23K grants

Fundraising: \$200K

Traction: Over 136k kg plastic units collected. Currently running a paid pilot until the end of the year with 6 customers

Revenues: \$<20K

Impact

- Over 136K kg plastic collected
- 170+ jobs created
- Female-led

Team

Kadari Chari
Founder & CEO



2021



Kenya



Building Materials

Problem

Kenya produces thousands of tons of plastic and agricultural waste each year, most of which ends up in landfills or open dumps. Affordable, sustainable building materials are in short supply, especially outside major cities, and traditional tiles are expensive, brittle, and carbon-intensive to produce.

Solution

Kavalian produces fire-retardant, durable flooring tiles made from recycled plastic and agri-waste. Using a proprietary extrusion process (IP pending), the company turns locally collected waste into durable, high-quality construction materials that are easy to install and suitable for low-cost, eco-conscious housing. The tiles are made up of 60% plastic waste, and they are currently expanding into furniture manufacturing using the same materials.



2024



Kenya



Bioplastics

Problem

Invasive water hyacinth on Lake Victoria is causing major ecological damage, including fish die-offs and water toxicity. At the same time, industries rely heavily on non-biodegradable packaging like styrofoam and plastic bubble wrap.

Solution

Ecotech Nature removes invasive water hyacinth and converts it into biodegradable bio-foam packaging. The material replaces styrofoam and bubble wrap, targeting electronics and automotive manufacturers.



Ecotech Nature

Financials

Funding: \$3,000 beVioneers Grant

Fundraising: N/A

Traction: Prototype phase; using locally available tools (including household blenders) to process hyacinth. Testing phase

Revenues: Pre-revenue

Impact

- 156+ kg of hyacinth removed

Team

Charles Rugendo
Founder & CEO



FlipFlopi Project

Financials

Funding: \$1.3M grants

Fundraising: Additional grant funding (\$20M target)

Traction: 4 vessels built, 40+ furniture SKUs, currently building a 25m long vessel

Revenues: \$100-200K

Impact

- 440+ tonnes plastic collected to date
- 1,100 livelihoods with increased income
- 220 students trained

Team

Dipesh Pabari
CEO



2015



Kenya



Building
Materials

Problem

Coastal and island communities around Lamu generate large volumes of plastic waste with little or no formal waste management, so plastics are burned, dumped, or end up in the ocean. At the same time, artisanal boat builders rely on fibreglass and timber that are imported, costly, and environmentally harmful.

Solution

Flipflopi runs a community led circular plastic system in Lamu, collecting, sorting, and processing 100 percent used plastics into plastic lumber for boats and furniture. They build Swahili style vessels and artisanal furniture that preserve local maritime heritage while diverting plastic from the environment. The model integrates collection, processing, manufacturing, and a certified training centre that has trained over 220 students in sustainable materials and traditional craftsmanship, with all product sales revenue returned to the Lamu community.



2019



South Africa



Waste
Management

Problem

South Africa struggles with low recycling participation and poor waste separation at source. Schools and institutions lack the education and infrastructure to instil recycling habits and track environmental performance.

Solution

Plant the Seed is a Cape Town-based circular economy company promoting recycling through education and data. They provide setup (bins, signage, learning materials) and ongoing service (reports, ESG data, awareness). Plant the Seed operated on an asset-light broker model with six waste collector partners. They are now expanding beyond schools into offices, restaurants, and factories.

<https://planttheseed.co.za>



Plant the Seed

Financials

Funding: ~\$50K grants

Fundraising: Not actively raising

Traction: Operating in 19 schools, 3 offices, 3 restaurants, and 1 yacht factory

Revenues: \$20-50K

Impact

- 185k kg of recyclables and food diverted from landfills

Team

Damien Hewitt
Co-founder



Bekia



2017



Egypt



Waste Management



<https://www.bekia-egypt.com>



Problem

Egypt produces an annual average of 90 million tonnes of solid waste. Only 50% is collected and only 12% of household solid waste is recycled. This is an environmental hazard resulting in land and ocean pollution, crop and soil damage, and health issues.

Solution

Bekia tech-enabled platform channels incentivises companies and households to better manage their waste. Bekia platform enables the business to collect the waste and rewards users with cash via the Bekia e-wallet.

Financials

Funding: \$400K total from Flat6Labs, Oman Technology Fund, Catalyst Fund, Core Vision

Fundraising: \$1.2M

Revenues: \$250-500K revenue

Impact

Reach: Collecting over 100 tonnes of waste each month

Focus: Removing harmful waste from oceans and crops

Team



Alaa (kamal) Afifi
CEO & Founder



Anisoptera

Financials

Funding: \$2M seed

Fundraising: \$3.5M

Revenues: \$200-250k

Impact

- Data coverage on ≥265,000 tons of waste per year

Team

Samuel Ares
CEO

Sean Kelly
CTO



2021



South Africa



Waste Management

Problem

Waste management systems lack visibility into what waste is generated, where, and by whom. This prevents accurate tracking, accountability, and data-driven recycling or recovery at scale. They are also traditionally reliant on very manual processes.

Solution

Waste intelligence platform combining IoT devices (installed in waste vehicles and facilities) with AI and computer vision to analyse, track, and categorise waste. Provides customers with data on volumes, types, and commercial viability of recyclables, enabling reduced waste, better ESG reporting, and improved circular outcomes.



2021



Sierra Leone



Building Materials

Problem

Plastic waste accumulation in Sierra Leone ends up in landfills, on beaches, and in waterways. There's limited local recycling capacity, and construction companies rely on imported materials despite abundant recoverable waste.

Solution

Freetown Innovation Lab converts plastic waste into building materials, furniture, and public dustbins. They operate their own recycling and processing facility and supply durable, affordable products primarily to the construction sector.



Freetown Innovation Lab

Financials

Funding: \$50K grant (Expolar Dubai)

Fundraising: Seeking \$200-300K

Traction: One truck operating across Freetown; working with 50+ waste collectors

Revenues: \$200-250K

Impact

- Working with 50+ waste collectors; recycled over 50 tonnes of waste

Team

Mohamed Kamara
Co-founder



Green Brine Tech

Financials

Funding: Bootstrapped

Fundraising: \$1.6M

Traction: Pilot Phase; working with NamWater (Namibia's national water supplier)

Revenues: Pre-revenue

Impact

- Repurposing industrial waste from large-scale desalination

Team

Esley Kalola
Founder



2023



Namibia



Desalination

Problem

The Namibian Government has designated three coastal regions for the development of Green Hydrogen Projects. These regions are expected to see a significant increase in desalination plants, with the central region already hosting two operational facilities and a third undergoing feasibility studies. Green Brine Technologies plans to repurpose the brine generated in these areas, prioritising the central region as its initial focus.

Solution

Green Brine follow a chloro-alkali process that transforms desalination brine into value-added chemicals like caustic soda, chlorine, and hydrogen. By fostering a circular economy, we reduce import dependency, create jobs, and empower local industries.



2021



Kenya



Building Materials

Problem

Poor waste-management systems across urban Kenya lead to illegal dumping, marine plastic pollution, and disease outbreaks. Thirty percent of fish stocks in local waters are already threatened by plastic waste.

Solution

Baus Taka is a tech-enabled waste management platform that connects households, recyclers, and local authorities. Users can request on-demand waste pickup (similar to Uber) through a mobile app and USSD interface, and earn cash rewards or outpatient health-care vouchers for sorted waste. The system combines collections from both independent waste pickers and the company's own fleet of vehicles. It also provides municipal partners with real-time data on waste volumes, recycling rates, and collection activity to support planning and policy decisions.

<https://baustaka.co.ke>



Baus Taka Enterprise

Financials

Funding: \$355k grants and prizes

Fundraising: N/A

Traction: 1.5k + users across two Mombasa sub-counties; 7k households reached; four vehicles currently active in collection.

Revenues: \$20-50K

Impact

- 5000+ tonnes solid waste managed
- 70+ jobs created
- Female-led team

Team

Dr Tayba Hatimy
CEO & Founder



Acutte Energies

Financials

Funding: Bootstrapped

Fundraising: \$120K

Traction: 100 kg/day prototype, 10 LOIs, 1,800 L fuel sold

Revenues: >\$20K

Impact

- 60 tonnes of waste processed
- 15 waste pickers with a stable income
- Female-led team

Team

Martin Mathu
CEO

Dorcas Wambui
CTO

Joseph Wachiuri
COO



2025



Kenya



Clean Fuel

Problem

Kenya generates large volumes of HDPE, LDPE and tyre waste with very limited formal processing options. Most of it ends up burned or dumped, while waste pickers rely on unstable, low-value informal markets. Industrial buyers also face rising fuel costs and lack affordable local alternatives.

Solution

Acutte Energies converts plastic and tyre waste into industrial diesel using low-temperature catalytic pyrolysis that operates at far lower temperatures than competing systems, cutting energy use and emissions. Their process loops gas back into the system, scrubs exhaust fumes and leaves no harmful byproducts, with the remaining char and tyre steel turned into briquettes and industrial scrap. They produce diesel for industrial machinery and offer a reliable off-take channel for waste collectors.



2023



Kenya



Building
Materials

Problem

Plastic waste management in coastal Kenya is fragmented, with large volumes of low-value plastic ending up in landfills or the environment. At the same time, schools and public institutions are severely underfunded and lack durable furniture. Conventional furniture is often expensive and poorly suited to outdoor or high-wear environments.

Solution

Twende Green Ecocycle is a social enterprise based in Mombasa that converts recycled plastic waste into durable, water-resistant furniture. Using press moulding technology and plastic sourced from local aggregators, the company manufactures school, office, hotel, outdoor, and home furniture. Products are priced around 10 percent cheaper than conventional alternatives and designed for high durability, particularly in coastal conditions.

<https://twendegreen.co.ke>



Twende Green Ecocycle

Financials

Funding: \$50K grant

Fundraising: \$350K

Traction: 30 customers. 2,000 furniture items distributed, ~1,500 to schools in Mombasa

Revenues: \$20-50K

Impact

- ~63 tonnes of plastic waste collected to date
- ~13.5 kg of plastic used per furniture item

Team

Lawrence Kosgei
CEO

Aquaculture & Fisheries





Keep IT Cool



2021



Kenya



Cold Chain Logistics



<https://www.raino.co.ke>



Problem

Up to 50 % of fish harvests in East Africa spoil before reaching markets due to weak cold-chain infrastructure. This cuts fishers’ incomes and drives food insecurity across low-income coastal communities.

Solution

Distributed solar-powered cold rooms, refrigerated logistics and the Markiti digital platform linking fishers, traders and retailers. The model reduces post-harvest loss, extends shelf life and boosts incomes for coastal and inland value-chains.

Financials

- Funding:** \$2M grants and equity
- Fundraising:** \$4M in grants and equity
- Traction:** Working with 3000+ retailers and 3800+ fishermen. Handles 250,000 kg of produce per week
- Revenues:** >\$1M

Impact

- Reach:** 3800+ fisherfolk incomes improved and 40% reduction in post-harvest losses
- Focus:** Extending fish harvest shelf life
- Team:** Female-led
- Achievement:** 2024 Earthshot Prize Winner

Team



Francis Nderitu
Founder & MD



Abigail Gachigi
Director of Operations



MariHealth

Financials

Funding: \$900K grants

Fundraising: \$2.3M

Traction: won the 2025 Deep Tech Startup of the Year South Africa

Revenues: 2025: \$50-100K

Impact

- ~25% reduction in GHG emissions
- ~4% reduction in feed's CO2 Footprint
- Female-led team

Team

Dr Sarah Carrol
Co-founder & CEO

Prof Vernon Coyne
Co-founder & CSO

Dr Brandon Spolander
Partner



2021



South Africa



Biotechnology

Problem

Aquaculture still leans on high-footprint ingredients (fishmeal/soy), and new alternatives have anti-nutritional factors and digestibility gaps. Producers lack tools to see biological responses early, so feed efficiency and fish health suffer.

Solution

Proteomics-driven analytics for aqua feed and fish health. Simple sample kits (no cold chain) → LC-MS/MS → bioinformatics and dashboards that profile ~3,000 proteins per sample, enabling early stress detection, ingredient validation, and optimised nutrition. Species-agnostic; complements PCR/biochem/histology but is proactive and far more granular.



2024



Kenya



Farm Management System

Problem

Access to fresh and affordable food in urban areas is limited by unreliable supply chains, rising import costs, and shrinking arable land. Many consumers and small businesses want to grow or source their own produce but lack the expertise, space, and tools to do so efficiently.

Solution

Kingfisher AG is building Genesis OS, an AI-powered digital twin and aquaponics system that simulates farm operations before a user owns one. The company combines proprietary hardware, sensors, and a control engine that guides users through optimal growing conditions for fish and crops. Each compact unit fits in a parking space and produces up to 450kg of fish and 225kg of crops per year, using sustainable aquaponics. Initially, Kingfisher will operate the first 15-20 units and sell produce directly to customers before transitioning to hardware sales and a SaaS model.

<https://kingfisherag.netlify.app>



Kingfisher AG

Financials

Funding: ~\$8K (friends & family loans)

Fundraising: \$500K

Traction: Built first prototype; accepted into Cornell Hardware Program; collaborating with Cornell engineers; pilot planned 2026

Revenues: Pre-revenue

Impact

- Improving food security

Team

Kevin Bett
CEO



FishBox Africa

Financials

Funding: \$8K grant

Fundraising: \$500K grants and equity

Traction: 56 farms using the system; 36 devices sold; 385 female farmers engaged (18 using device); database of 6000 farmers

Revenues: \$50-100K

Impact

- Supporting 385 female fish farmers
- Female-led team

Team

Madeleine Mung'ei
CEO & Founder



2022



Kenya



Farm Management System

Problem

Smallholder fish farmers rely on manual feeding, which wastes significant feed, increases costs, and depends on inconsistent labour. Manual feeding can raise feed spend by about 30 percent and places a disproportionate burden on women who manage many of these farms.

Solution

FishBox has built a solar powered IoT feeder linked to an AI driven software platform that automates feeding, optimises timing and frequency, and reduces feed waste. The system is designed to improve efficiency, cut costs, and give farmers more predictable production. They plan to expand the platform with water quality sensors and a full farm management suite to offer an integrated aquaculture operations solution.



2018



Kenya



Aggregation Platform

Problem

Along Lake Victoria, weak cold chain, post-harvest losses, and inconsistent fish quality restrict reliable supply. Female traders, who dominate the sector, face barriers to product access, storage, and safe, predictable income, leaving them vulnerable to exploitation.

Solution

Rio Fish builds cage farming infrastructure on Lake Victoria along with an aggregation platform that connects female farmers and traders via the Rio Fish app. They monitor production, link supply to demand, and expand value add through smoking, drying, and new products such as sausages and patties. They are also converting fish waste and invasive water hyacinth to biogas, with solar and biogas being used for operations and planned cooling. To date, Rio Fish has worked with over 1000 farmers and 500 traders, with over 60% of their workforce and farmers being women.

<https://riofish.co.ke>



Rio Fish

Financials

Funding: \$600K grant, \$220K debt

Fundraising: \$1.5M in blended finance

Traction: 75-100 tonnes of tilapia + 40 tonnes Nile perch per month

Revenues: >\$1M

Impact

- Empowering over 700 smallholder female fish farmers
- Female-led team

Team

Angela Odera
Co-founder & CEO

Nixon Shikuku
Co-founder



Camino Ruiz



2019



Kenya



Aggregation Solution



<https://caminoruiz.co.ke>



Problem

Kenya's tilapia market struggles with inconsistent supply, limited processing capacity, and fragmented smallholder production. Local retailers and HoReCa rely on unreliable sources, while smallholder farmers lack inputs, training, and market access. Fish waste is also underutilised, missing opportunities for circular products.

Solution

Camino Ruiz operates integrated tilapia production across Homa Bay and Nairobi, supplying supermarkets, hotels, restaurants and Mama Samakis. They run a full processing line producing fillets, fish fingers and sausages. They support 4,000 smallholder farmers with cages, feed, training and traceability, and are piloting collagen extraction from processing by-products.

Financials

Funding: \$2.8M debt and equity

Fundraising: \$5M

Traction: Processing 20 metric tonnes of fish per day

Revenues: \$6M

Impact

Reach: 4,000 farmers supported and 200 Mama Samakis trained

Focus: Trains farmers and fishers, and aggregates tilapia production

Team



Joseph Mureithi
CEO & Founder



Abalobi



2020



South Africa



Cold Chain Logistics



<https://abalobi.org>



Problem

Small-scale fishers lack fair market access, traceability and price transparency, leading to low incomes and weak incentives for sustainable practices.

Solution

A digital fisher-to-marketplace model with e-logbook, traceability and fintech tools that links verified, green-listed catch directly to restaurants and consumers, improving margins for fishers and accountability across the value chain.

Financials

Funding: \$505K

Fundraising: \$2M in grants and equity

Traction: ~2,000 registered fishers (~445 active); ~10 tonnes seafood/month

Revenues: >\$1M

Impact

Reach: 2,000 fishers supported and creating traceability for 10 tonnes of seafood every month

Focus: Traceability and transparency through a fisher-to-marketplace model

Achievement: EarthShot Prize Finalist 2023

Team



Serge Raemakers
Co-founder &
Executive Director



Abongile Ngqongwa
Partnerships
Director



Nico Waldeck
Food Security &
Programme
Director



The Oceans Mall

Financials

Funding: \$160K in grants and convertible note

Fundraising: \$450K

Revenues: \$100-200K

Impact

- 180 female fish processors trained
- Female-led team

Team

Caroline Pomeye
CEO & Founder



2020



Ghana



Aggregation Platform

Problem

Small scale fisherfolk in Ghana are heavily impacted by climate change and increasingly more unpredictable seasonal changes to fish stocks. This makes it difficult for them to have a reliable and sustainable supply of fish. In addition, access to market can be unreliable due to a lack of proper cold-chain infrastructure, resulting in high volumes of post harvest losses.

Solution

Offering an off-take solution to provide fisherfolk in Ghana with access to market and guaranteed revenues. This is done through their own distribution networks, selling to 40-50 B2B recurring customers every month, focussing on restaurants, hotels, and retail, at a 15% markup. Oceans Mall has 2 delivery vehicles and a cold unit capable of storing 1 tonne of fish. Over 60% of jobs created are female, 180 women in fish processing trained. Average income increased by 30-45%. Predictive App for seasonal fluctuations in fish stocks to support sustainable fishing, with plans to commercialise this down the line.



2023



Kenya



Fish Waste Management

Problem

Large volumes of fish waste from Lake Turkana are discarded after gutting, causing pollution and health risks. Local fisherfolk lack access to value-add markets, while Kenya continues to import fish oil and other omega-3 products despite abundant raw material availability.

Solution

Yarsi Aquacycle up-cycles fish waste into high-value fish oil and fish leather products, targeting the health, cosmetic, and fashion industries. The company sources directly from 1,500 fisherfolk across four landing sites, reducing waste and creating income opportunities. Their process converts waste into omega-3 oil and eco-leather sheets sold online and in Nairobi stores, cutting dumping by 35% and supporting over 2,000 jobs.

<https://www.yarsi.net>



Yarsi Aquacycle

Financials

Funding: \$42K grant and debt

Fundraising: \$350K

Traction: 20K bottles of fish oil sold; active retail sales in Nairobi

Revenues: >\$20K

Impact

- 5000 tonnes of fish waste processed
- Supporting 2,000 jobs
- Female-led team

Team

Daniela Nairita
Founder & CEO



Pwani Fish Farm

Financials

Funding: \$135K in grants

Fundraising: \$250-300K

Traction: 150K fingerlings/month; trained 1,5K+ farmers (600 active); supplying 5 Kenyan counties

Revenues: \$100-200K

Impact

- 1500+ small entrepreneurs supported (75% women)

Team

Paul Murage
Founder



2013



Kenya



Inputs and Training

Problem

Small-scale fish farmers across coastal Kenya face limited access to quality and reliable fingerlings, high feed costs, and weak marketing channels, resulting in poor yields and income instability. The value chain also suffers from minimal value addition, low technical capacity, and gender imbalance, with women underrepresented in production and processing roles.

Solution

Pwani Fish Farm produces tilapia, catfish, and ornamental fingerlings while providing farmer training, quality certification, and after-sales services. The company plans to scale hatchery capacity from 150,000 to 600,000 fingerlings monthly, integrate Black Soldier Fly larvae as a local feed source, and establish market linkages through collection centres and digital platforms. Their model strengthens the aquaculture value chain, empowers women, and improves food security and environmental sustainability.



2020



Kenya



Crustacean Farming

Problem

Kenya's smallholder aquaculture faces high input costs and low, volatile prices for finfish, making production unprofitable. There is limited local know-how for crustacean aquaculture, fragmented market access for farmers, and export logistics that often depend on costly cold chain.

Solution

Franchise-like outgrower model for freshwater crayfish. Kisumeo provides hatchery tech, fingerlings, feed, training, and a guaranteed buy-back market, creating reliable income for farmers and a consistent supply for export. Modular hatcheries in shipping containers enable replication by region and species, with a plan to add IoT monitoring and value addition from shells (e.g., chitin). Live export by air avoids full cold chain.



Kisumeo Organics

Financials

Funding: \$124K grant and equity

Fundraising: \$550K

Traction: 150 farmers onboarded; 50 consistent suppliers. Profitable since late 2023

Revenues: >\$250-500K

Impact

- 150 crustacean farmers onboarded
- Repopulating wild crayfish populations in East Africa

Team

Robin Ndung'u
Founder & CEO



Samaking



2023



Kenya



Aggregation Platform



<https://samaking.co>



Problem

Kenya’s fish demand far exceeds supply due to overfishing, costly aquaculture, weak cold chains, and poor distribution. Per-capita consumption is ~4.7 kg vs ~10 kg in Africa and ~20 kg globally, signalling unmet nutrition and market needs.

Solution

Samaking is a tech-enabled B2B farm-to-retail platform that aggregates from fish farmers and fisherfolk, moves product through cold-chain distribution, and sells via informal traders, B2B, and select retail. It layers QA/QC, identity and payments, and partners for inputs, credit, and training to unlock reliable offtake.

Financials

Funding: Pre-seed ≈ \$215K equity from local VCs and angels. PRIO grant ~\$292k for cold-chain and distribution build-out, reimbursed quarterly

Fundraising: Targeting ~\$1M seed in Q4 2025

Traction: ~\$43k MRR (July 2025). 725 farmers/fisherfolk onboarded and 976 Mama Samaki engaged in Nairobi. Three leased 5-ton trucks; distribution center and two aggregation hubs scheduled with PRIO support.

Revenues: >\$250-500K

Impact

Reach: Supporting 1,000 fish farmers and 200 Mama Samakis (women fish sellers)

Team



Clinton Obura
Founder & CEO



LbH (Let's be Happy)

Financials

Funding: \$20K in grants

Fundraising: \$650K pre-seed

Traction: 67K farmers reached through 19 co-ops; 100K farmers by Dec 2025

Revenues: \$250-500K

Impact

- 67K smallholder farmers given access to finance (25% fisheries)

Team

Ato Kwamena Mensah
CEO



2022



Ghana



Fintech Platform

Problem

Most smallholder farmers in Ghana lack collateral and bank accounts, so they can't finance inputs. Aquaculture farmers have even higher input needs than crop farmers, so the gap is worse.

Solution

Buy-now-pay-later for farm inputs, repay after harvest. Distribution through farmer co-operatives, VSLA-linked collections, and biweekly field-officer visits helps ensure a recovery rate of 97%. Credit training and a simple score before lending. Active across crops, with aquaculture now a focus, making up about 25% of portfolio.



2022



Kenya



Aggregation Platform



Aquaculture Barn

Financials

Funding: \$310K grant

Fundraising: Not actively raising

Traction: Growing 2-3M fingerlings p.a.; supplying 2 hotels & 4 offtakers

Revenues: >\$250-500K

Impact

- Supporting 3,000+ smallholder fish farmers
- Female-led team

Team

Vincent Odhiambo
Co-founder & CEO

Margaret Odera
Co-founder & HR

Problem

Western Kenya's smallholder fish farmers lack reliable fingerlings, market access, and practical production support, which keeps yields and farm incomes low, and increases the risk of post-harvest losses.

Solution

Aquaculture platform in Kisumu. Aggregates and supplies quality tilapia and catfish fingerlings, provides production support, and links growers to buyers. Building a county-backed hatchery and expanding a network of local production centres. Revenue from fingerlings, fish sales, retail to hotels/households, and design of farming systems for NGOs/government.



Aquamet

Financials

Funding: \$52K in grants

Fundraising: \$270K

Traction: 165+ farmers onboarded

Revenues: >\$20K

Impact

- 165+ fish farmers supported

Team

Frank Owusu
Co-founder&CEO

Gabriel Lorlorny
Co-founder&CTO

Priscilla Brempong
Co-founder&CMO



2022



Ghana



Farm Management Solution

Problem

Ghana loses ~16,545 metric tonnes of farmed fish each year, with ~75% linked to poor water quality and management. Farmers lack real-time visibility, so losses and costs remain high.

Solution

Aquamet pairs a low-cost IoT probe with a farm-management platform to turn ponds into live data streams. Sensors track key parameters in real time, trigger alerts and practical playbooks, and log trends so farmers can adjust aeration, feeding, and stocking before problems escalate. The ERP layer standardises workflows per species and size class, and a per-cycle subscription keeps costs aligned with harvest cash flow.



2023



Nigeria



Farm Management Solution



AquaTrack

Financials

Funding: \$25K state grant

Fundraising: \$250K pre-seed

Traction: 500 beta testers onboarded

Revenues: >\$20K

Impact

- Supporting 500+ fish farmers
- Female-led team

Team

Busola Falope
CEO

Deborah Falope
COO

Problem

Africa's 10 million fish farmers face high mortality, feed waste, and limited access to markets, finance, and modern farm management tools, constraining yields and profitability. AquaTrack targets these gaps by digitising operations and improving market linkages.

Solution

AquaTrack provides an AI-powered farm management system (dashboards, water/feed guidance, inventory, finance tracking) plus a marketplace and community, along with a WhatsApp assistant that is used for low-tech onboarding and data entry.



Aquarech



2019



Kenya



Aggregation Platform



<https://www.aquarech.com>



Problem

Kenya’s small and medium-scale fish farmers struggle with weak market linkages, limited access to quality feeds and fingerlings, and prolonged 13-16-month production cycles that harm lake ecosystems and expose farmers to exploitative middlemen, all compounded by the absence of affordable credit.

Solution

Aquarech delivers premium feeds on credit to shorten grow-out times, equips farmers with climate-smart tools, and secures reliable market access via a guaranteed buy-back mechanism, ensuring continuous productivity throughout the production cycle .

Financials

Funding: Raised: \$2.2M, with funding from Katapult Ocean, Aqua-Spark, Acumen, Mercy Corps, and Village Capital

Fundraising: Not actively raising

Traction: Serving more than 55 fish traders

Revenues: >\$500K-\$1M

Impact

Reach: Reducing farmers production period from 16 months to 10 months

Focus: Adopting climate-smart practices and enabling greater market access

Team



David Okech
Founder & CEO



Joseph Okech
Co-founder &
Director of Ops



James Odede
Founder & CTO



ExypnoTech

Financials

Funding: Bootstrapped

Fundraising: \$360K

Traction: Pilot live since early 2023 with early adopters.
Pipeline: Two major farms (200 cages)

Revenues: Pre-revenue

Impact

- Reducing fish losses in farms by 10%
- Improving fish mortality by up to 40%
- Female-led team

Team

Wajih El Hadj Youssef
CEO

Fehmi Kharroubi
CTO

Manel Lakhal
COO



2022



Tunisia



Farm
Management
Solution

Problem

Fish farms face high feed costs, poor water quality monitoring, disease outbreaks, fish escapes, and human intrusion. Many farms still lack digital tools, resulting in inefficient feeding, high mortality, and limited visibility into fish biomass and health.

Solution

EyeFish is a smart buoy system with multiparameter sensors and an AI powered monitoring platform. It provides real time biomass estimation, fish health tracking, 24/7 cage surveillance, water quality analysis, feeding optimisation, and full farm management tools. The solution aims to reduce losses, lower feed cost, improve survival, and cut production costs through precise, automated decision support.



2019



Kenya



Farm
Management
Solution

Problem

Small-holder farmers in Kenya and the wider region face limited access to sustainable, high-protein feed inputs and aquaculture infrastructure. Traditional pond and crab/prawn farming practices struggle with inefficiencies, high input costs and weak value chain linkages.

Solution

Organic Ilemba helps smallholder farmers set up and manage aquaculture systems, including fish ponds and crab cages. The company provides hands-on farming services, training, and consultancy, mainly for youth and women's groups. It also restores mangroves and promotes sustainable aquaculture practices to improve coastal livelihoods and food security. 75% of their operations are focused on the blue economy.

Its spinoff, Seamo Earth, is currently piloting AI-powered software and camera tools to help automate aquaculture farm monitoring and feed management, which Organic Ilemba plans to integrate into its farms once it is ready to commercialise.



Organic Ilemba

Financials

Funding: \$8.8K in grants

Fundraising: Not actively raising

Revenues: \$50-100K

Impact

- Reducing aquaculture water usage

Team

Nesphory Mwalengu
Founder



Pysis

Financials

Funding: \$16K grant funding from GIZ & Nigerian Government; \$150K commitment from Savant to be delivered in November 2025

Fundraising: \$200K

Traction: Running a paid pilot with 10 customers at a discounted cost of \$200 per unit and \$8 per month

Revenues: Pre-revenue

Impact

- Decreasing fish mortality rate from ~10% to ~1%

Team

Ogundeji Oluwatoyin
CEO

Emmanuel Ajari
CTO



2024



Nigeria



Farm Management Solution

Problem

Small to mid-scale fish farmers in Africa lack access to reliable, cost-effective solutions for monitoring water quality, optimising feed, and reducing operational inefficiencies.

Solution

Pysis have developed Smart Pond, an AI-assisted IoT solution for precision aquaculture. The system includes a central SP IoT device, accessories, and a mobile app that guides fish farmers in real-time to optimise feed, water quality, energy use, and fish health.



2023



Kenya



Fish Waste Management

Problem

Roughly 70% of fish processing waste along Kenya's coast is discarded, creating major environmental and economic losses. At the same time, smallholder farmers struggle with expensive and inconsistent animal feed, much of which is imported and low in quality. Limited processing capacity and access to capital keep local feed producers from meeting growing demand.

Solution

Sea Ventures Kenya converts fish waste into affordable, high-protein animal feed for poultry, fish, and pets. Based in Mombasa, the female-led company works with 200 farmers and up-cycles around 120 tons of fish waste each year. They source fish scraps from 200+ fisherfolk in Kenya, reducing food waste and creating animal feed that is 5-10% cheaper than commercial alternatives.



Sea Ventures Kenya

Financials

Funding: \$50K in grants

Fundraising: \$400K

Traction: 200 farmers supplied; 240 tons of fish waste processed to date; demand currently exceeds supply

Revenues: \$100-1200K

Impact

- 240 tonnes of fish waste processed
- Sourcing fish scraps from 200+ fisherfolk
- Female-led team

Team

Faith Mwende
Founder & CEO



AquaMnara

Financials

Funding: \$70K in funding from BFA Global & PepsiCo Foundation

Fundraising: Not raising currently

Traction: 250+ farmers trained; 50+ financed with inputs; ~85% pilot repayment

Revenues: >\$20K

Impact

- Trained 250+ fish farmers; created 35 jobs
- Female-led team

Team

Elizabeth Okullow
CEO

Shamaine Mhondiwa
CTO



2023



Kenya



Aggregation Platform

Problem

Small-scale fish farmers around Lake Victoria face limited access to capital, weak market linkages, and low technical support for water quality and basic financial management. Six-month tilapia cycles create cash-flow gaps; women vendors ("mama samaki") are often disadvantaged and exploited in fragmented, informal supply chains.

Solution

AquaMnara provides an end-to-end aquaculture service: input finance for fingerlings/feeds/cages, bi-weekly water-quality support, and post-harvest distribution with repayment in cash or a portion of fish. Business model: ~30% commission on input linkages and ~20% on market linkages. Pilot in Kisumu (Lake Victoria) trained 250+ farmers and financed inputs for 50+; IoT real-time water-quality device is in the product pipeline.



2017



Egypt



Farm Management Solution

Problem

Fish farms and controlled-environment agriculture in Africa/MENA lack reliable, real-time water/air/soil monitoring and on-site control. Connectivity gaps, poor early-warning/prediction (e.g., ammonia spikes), and fragmented quality tracking drive high OPEX, losses, and limited access to performance-based finance.

Solution

ReNile builds modular IoT systems with on-edge machine learning for control and alerts, plus farm-management tools (technical/financial risk scoring). Open integrations; supports aquaculture, hydro/aquaponics, greenhouses, irrigation. Shifting to a product-as-a-service model (hardware at cost; software/service margin) and partnering with farm/greenhouse EPCs to embed from day one.

https://renile.net



ReNile

Financials

Funding: Bootstrapped & small grants (~€20K TWT; ~\$3K incubator)

Fundraising: Planning ~\$1M equity round (Jan 2026 target); Sharia-compliant, common equity only.

Traction: 400+ customers

Revenues: \$100-1200K

Impact

- >20% OPEX savings (water/energy/inputs)

Team

Hazem ELTawab
Founder & CEO



Kumbatia Seafood



2020



Kenya



Fisheries Aggregation



www.kumbatiaseafood.com



Problem

Market access is limited along the Kenyan Coast, seafood prices are low, and input costs are high. Despite a willingness to fish sustainably, past interventions have often reduced fishers' incomes. Harmful practices persist, and coastal Kenya's poverty rate remains over 60%.

Solution

By training its harvesters on industry-best sustainability and fish handling practices, financing their inputs, and managing an off-grid cold chain, Kumbatia exclusively receives an ethically sourced and traceable sushi-grade product. This high-value fish creates a highly-profitable seafood company that consequently conserves Kenya's marine ecosystems and elevates environmentally compliant artisanal fishers out of poverty by guaranteeing them a premium-priced ready market at all times.

Financials

Funding: \$863.5K in grants and a SAFE

Fundraising: Raising \$1M

Revenues: \$500K-\$1M

Impact

Reach: 250% increase income for fishers and dealers in remote communities

Team



Bernard Iha
Co-founder & Head of Ops



Will Gertler
Co-founder & CEO



Nelson Ondego Mumata
Co-founder & Head of Partnerships



Crabs Alive

Financials

Funding: \$130K grants

Fundraising: \$2.6M blended finance

Traction: 7–10K crabs sold in 2025, set to be profitable by EOY

Revenues: Undisclosed

Impact

- Trained over 370 farmers in 2 coastal communities

Team

Justin Aniere
Founder

Roy Bealey
Director



2013



Kenya



Crustacean Farming

Problem

Crab farming in Africa remains largely undeveloped despite strong regional demand and high export potential. The lack of technical capacity, infrastructure, and reliable seed supply has held back commercial crab aquaculture, leaving Africa dependent on imports while coastal communities remain underutilised in the value chain.

Solution

Crabs Alive runs the only crab hatchery in Africa, providing a full-stack aquaculture model that supplies crablets, feed, technical support, and buy-back agreements for community farmers. They work with over 370 trained farmers across two communities, aiming to reach 1,500 by next year. Their systems integrate mangrove restoration and positive environmental impact through sustainable pond, mangrove, and floating cage systems. They are also working on a JV with Nintai Aquaculture to combine prawn and crab farming expertise in Kenya.



2021



Kenya



Cold Chain Logistics

Problem

In many off-grid coastal areas, 45% of fish harvests are lost post-catch due to lack of cold storage. These losses reduce incomes, especially for women and youth, and limit access to nutritious food in local markets.

Solution

Kuza Freezer develops mobile, solar-powered systems for cold storage and last-mile seafood logistics. Their off-grid systems preserve quality, reduce waste, and increase market access for small-scale fishing dependent communities.



Kuza Freezer

Financials

Funding: \$1.2M

Fundraising: Raising Series A. Amount undisclosed.

Traction: Working with 10,000 small-scale fishers in Kenya and have reached over 250 customers with their solution

Revenues: Undisclosed

Impact

- 1,500 tonnes of fish waste saved every year
- Female-led team

Team

Purity Gakuo
Co-founder & CEO



Nintai Aquaculture

Financials

Funding: \$50K grant

Fundraising: \$300K in grants

Traction: Hatchery operational; pilot in progress with first self-hatched shrimp; inland farm established in Malindi

Revenues: \$50-100K

Impact

- 11k shrimp seed delivered to 4 outgrower farms
- Female-led team

Team

Racha Saksouk
Founder & CEO



2024



Kenya



Crustacean Farming

Problem

Shrimp farming in Kenya remains underdeveloped despite high demand and ideal coastal conditions. Past community ponds failed due to theft, poor water quality, and disease, creating investor skepticism. Globally, shrimp producers face challenges from high feed costs, disease outbreaks, and tightening environmental regulations.

Solution

Nintai Aquaculture is pioneering inland shrimp farming using biofloc technology with zero water exchange, reducing disease risk and feed costs by up to 30%. The company has established Kenya's first commercial shrimp hatchery (first spawning August 2024) and operates a hub-and-spoke model that supports community outgrowers with inputs, training, and guaranteed offtake. All farming occurs inland (~500m from the coast) to protect mangroves and preserve biodiversity. They are also working on a JV with Crabs Alive to combine crustacean farming expertise and networks.



2016



Egypt



Biotech

Problem

Marine waste including shrimp and crab shells is an underused resource across MENA, often discarded despite its potential as a high-value input. Meanwhile, smallholder farmers face rising input costs, declining yields, and increasing pressure to reduce chemical pesticide use, yet affordable, effective organic alternatives remain out of reach.

Solution

Chitosan Egypt converts marine waste (crustacean shells) into high-performance organic bioproducts used in agriculture, cosmetics, water treatment, and more. Their biotech platform improves yields (+30%), reduces cost (-20%), and enhances water retention with zero chemical residue. The company serves 4,400+ farmers across 428,000 acres in Egypt and is expanding to Morocco and KSA.



Chitosan

Financials

Funding: \$600k from Integral VC, SkaleUp Ventures, and AUC Angels

Fundraising: \$1.5M (950k equity (10%); 550k debt)

Revenues: \$20-50K

Impact

- 500 tonnes of shrimp waste re-purposed
- 200+ female farmers supported

Team

Ehab Usama
Founder & CEO



Samaky Hub

Financials

Funding: No funding to date

Fundraising: Not actively raising

Traction: 650+ smallholder farmers trained; 80+ aquaculture entrepreneurs supported; programs active across 7 countries through Elevate Blue and Blue Venture Builder.

Revenues: \$20-50K

Impact

- 650+ farmers trained across East and Southern Africa
- Female-led team

Team

Proscovia Alando
Founder & CEO



2021



Kenya



Skills Development Platform

Problem

Smallholder fish farmers across Africa are largely invisible to insurers, financiers, and buyers, which blocks access to cover, credit, markets, and policy support. Fragmented data makes risk pricing, investment, and traceability hard, keeping farmers out of scalable value chains.

Solution

Kenya-founded platform enabling inclusive aquaculture via capacity building, policy advocacy, and a new Aquaculture Intelligence Platform that maps farms and turns field data into risk scores and market insights for insurers, investors, governments, and buyers. Co-facilitates practical products like aquaculture insurance with GA Insurance and research partners.



2025



Tanzania



Fisheries Aggregation



Nane Nane

Financials

Funding: Bootstrapped

Fundraising: \$128K

Traction: Post Revenue

Revenues: >\$20K

Impact

- Working with 1K+ fishers & 40+ women fish processors

Team

Mohamed Atul
Founder & CEO

Problem

Across the value chain, about 59% of omena (dagaa) harvest is lost, with much of it dried on sand and ruined in the rainy season. On Goziba Island in Lake Victoria (≈ 5,000 fishing boats nearby), lack of infrastructure and processing means high wastage and missed potential.

Solution

Nane Nane has built a solar-tent drying facility on Goziba Island using local materials, enabling better drying and reducing post-harvest loss by ~20%. They collect omena from island/co-op fisher-groups (via agents) and transport it to urban markets and regional export (Rwanda, DRC, Malawi). They also supply packaged dried and powdered omena (for schools, hospitals) and structure offtake for women bidders who buy from fishermen with advance payments.

<https://nanenane.netlify.app>



Flosell Farms



2017



Ghana



Fish Farm



<https://flosellfarms.com>



Problem

Ghana and neighbouring West African markets face supply gaps in affordable, locally produced fish and a shortage of high-quality fingerlings. Inconsistent survival rates and feed quality issues raise costs for growers and constrain reliable production.

Solution

Vertically integrated tilapia and catfish operation on the Volta River, 2 hours from Accra. Produces 2 million fingerlings per month and operates grow-out with 1,500 tons stated capacity, currently doing 600 tons per year. Sells fish domestically and regionally and supplies fingerlings to farmers across Ghana, Burkina Faso, Sierra Leone, and Liberia. Runs community training, and by-products such as fish oil are used by local women's groups.

Financials

Funding: \$2.85M debt and grants

Fundraising: \$1M debt

Traction: 24M fingerlings/year; 600 MT table-size output; training delivered in 11 African countries; 5 main distribution outlets

Revenues: \$500K-\$1M

Impact

Reach: Improves fingerling survival rate from 30% to 75%

Focus: Vertically integrated tilapia and catfish farming, with circularity in operations as by-products used by local women's groups.

Team



Evans Danso
Founder & CEO



Rainmaker

Financials

Funding: \$40K debt

Fundraising: \$3M

Traction: Prototype completed; preparing for first deployments

Revenues: Pre-revenue

Impact

- Providing clean drinking water at scale to remote areas

Team

Greg Baleson
Co-founder &
Managing Director

Matthew Morris
Co-founder &
Director



2021



South Africa



Clean Water

Problem

Recurring water shortages, failing infrastructure, and unreliable municipal supply leave many South African and broader African communities without consistent access to safe drinking water. Off-grid schools, clinics, farms, and settlements depend on expensive water trucking or contaminated sources, which creates health risks and limits economic activity.

Solution

Rainmaker builds modular solar-powered air-to-water and solar-filtration systems that produce clean drinking water on site. Their systems run independently of grid power, can be deployed quickly, and are designed for remote or infrastructure-poor environments. They plan to serve humanitarian, community, and commercial customers that need low-maintenance, decentralised clean-water access.



2014



Tunisia



Bait & Feed

Problem

Aquaculture practices generate antibiotics and chemical runoff that fuel global resistance risks, benthic biodiversity around farms has declined by 50 to 70 percent, and over 400 "dead zones" covering some 245,000 km² now plague our oceans, imposing an estimated \$10 billion per year in remediation costs.

Solution

Polychaeta operates a technology driven marine-worm cultivation process that upcycles aquaculture by-products such as uneaten feed and effluent biomass into premium bait sold at €50 per kilogram with an 80 percent gross margin, and it processes residual worm meal oil and frass fertilizer as high-value inputs, closing nutrient loops and reducing ocean pollution and carbon footprints.



POLYCHAETE

Financials

Funding: Undisclosed Grants

Fundraising: Not actively fundraising

Traction: 2023 actual revenue: \$1.2 M, tied to a 20 t/yr pilot scale

Revenues: >\$1M

Impact

- Improving income & livelihoods of shrimp farmers
- Reducing pressure on wild marine worm populations

Team

Marwen Mokdad
Co-founder & CEO

Ahmed Malek
Co-founder & CTO



Nutree Fish

Financials

Funding: \$10K in grants & awards

Fundraising: \$50K

Traction: Currently working with a single large farm and undergoing certification with the Kenya Bureau of Standards

Revenues: <\$20K

Impact

- Reducing post-harvest losses for fish farmers
- Combating malnutrition
- Female-led team

Team

Brenda Wambui
CEO

Karen Mwangi
COO



2024



Kenya



Fish Waste Management

Problem

Fish farmers in Kenya experience significant post-harvest losses due to not being able to secure enough buyers for fully-grown fish. In addition to this, low-income communities are facing malnutrition.

Solution

Nutree Fish save costs for farmers by buying earlier growth fish for about 30% of the price, thereby reducing post-harvest losses. They then dry these fish and turn them into a flavoured powder that can be used as a protein supplement in food. The powder is odourless, has a 12 month shelf life, and comes in various flavours, meaning it can be mixed with any meal for added nutritional value, without a fishy flavour.



2022



Kenya



Oyster Farming

Problem

Kenya's oyster market relies on inconsistent wild harvesting, leading to unreliable supply, fluctuating quality, and frequent stock-outs for hotels and restaurants. Local oysters are small and low-yield, while energy and logistics costs make consistent cold-chain delivery difficult.

Solution

Swahili Coast Farms produces premium oysters in the pristine waters of Gazi Bay using off-bottom aquaculture for stable growth and 70–75% survival rates. The company sells directly to three hotels in Diani and recently began running farm eco-tours for visitors. Prices range from \$0.25–\$1.50 per oyster depending on size (average around \$0.40). They have 100,000 oysters ready for sale between December and February and plan to expand to 1.5 million seeds next year. Eco-tours, priced at \$50 per person, generated roughly \$470 in their first month and are expected to grow significantly over the festive season.

<https://swahilicoastfarms.com>



Swahili Coast Farms

Financials

Funding: \$100K grant

Fundraising: \$100K grant

Traction: 3 hotel clients in Diani; 100k oysters ready for sale Dec–Feb

Revenues: <\$20K

Impact

- 22 jobs created, including hires from displaced communities
- Female-led team

Team

Gloria Justin
Founder

Arnoud Meijberg
Business Dev & Angel Investor



Protein Hive

Financials

Funding: Bootstrapped

Fundraising: \$300K for infrastructure, marketing, and OPEX

Traction: (Oct 2024) onboarded 107 farmers and sold 63 samples; 3 farms set up (\$300 each) with 2 more in progress

Revenues: Pre-revenue

Impact

- Empowering 100+ fish farmers with 40% lower feed costs
- Female-led team

Team

Olivia Simiyu
CEO



2023



Kenya



Sustainable Feed

Problem

Over 80% of Kenya's fish and livestock farmers want to use insect-based feed, yet fewer than 0.5% can access it. Imported options are costly, and local insect farms often fail due to high setup costs, poor automation, and inconsistent conditions.

Solution

Protein Hive develops modular, AI- and IoT-enabled insect farms that automate production, cutting costs by 40% and time by 30%. The company focuses on aquaculture, helping fish farmers replace expensive imported feeds with affordable, locally made insect protein. Their systems rear crickets and caterpillars for human consumption, and mealworms and black soldier flies for animal feed. The modular design lets smallholders scale gradually, improving feed access and productivity across aquaculture networks.



2022



Nigeria



Platform for Fish Farmers

Problem

The Nigerian aquaculture supply chain is highly inefficient due to poor infrastructure and a fragmented smallholder dominated farming landscape operating in isolation, relying on middle-men to generate market access for their products.

Solution

Grolink's digitised solution provides smallholders with access to oftakers and market, access to finance by helping farmers get formal credit and insurance and access to quality farm inputs such as fingerlings, fish feeds, and productivity tools. They also developed the Pondlink app which helps fish farmers manage their farms using their phones.



Grolink

Financials

Funding: \$115K SAFE

Fundraising: \$1M

Traction: 2K+ farmers signed up; 100 farmers onboarded; 2 retail stores in Abuja & Kwara

Revenues: \$250-500K

Impact

- Supporting 100 fish farmers

Team

Israel Tommy
Co-founder & COO

Ifedolapo Atinmo
Co-founder

<https://grolink.ng>



Trident Analytics

Financials

Funding: Bootstrapped

Fundraising: \$25K

Traction: Prototype live on 1 farm, 7 LOIs signed, confirmed orders for 250kg of lobster, prawn and shrimp

Revenues: <\$20K

Impact

- 200+ fish farmers onboarded & trained
- Female-led team

Team

Elizabeth Gakinya
CEO

Caroline Mukenyi
COO

R. Sydney Mutanyi
CTO

Rosemary Wacuka
CFO



2024



Kenya



Farm Management Solution

Problem

Smallholder aquaculture farmers in Kenya lose over 30% of their harvests annually due to poor water quality, disease, and limited access to affordable monitoring tools. Most rely on manual methods, lack real-time data, and struggle with disease outbreaks and poor feed efficiency. Climate change and fragmented market access make aquaculture risky and low-yield.

Solution

Trident Analytics combines IoT sensor kits, AI analytics, and a digital marketplace to help smallholder fish farmers monitor and sell more effectively. The sensors track key pond parameters (temperature, pH, dissolved oxygen, etc.), while the AI engine provides predictive alerts that cut fish mortality by up to 40%. Farmers can list harvests directly on the integrated marketplace, connecting to verified buyers and logistics partners, and the platform also offers data subscriptions for institutions seeking aggregated aquaculture data.



2020



Tanzania



Fish Feed

Problem

Aquaculture feed relies heavily on fishmeal and soy, which are expensive, unsustainable, and ecologically damaging. Crop farming also lacks affordable, effective organic fertilisers in East Africa.

Solution

Developer of a biotechnological platform designed to transform organic waste into alternative protein ingredients. The company's platform uses natural microbes and industrial biotech that turn organic waste into a highly concentrated protein product with a focus on making nutritious aquaculture feed and fertiliser.



NovFeed

Financials

Funding: \$1.1M in grants and prizes

Fundraising: Not actively raising

Traction: 500 tonnes of organic waste processed annually; Serves 200+ farmers

Revenues: \$250-500K

Impact

- 500 tonnes of organic waste processed annually
- Serves 200+ farmers
- Female-led team

Team

Diana Orembe
CEO

Otaiga Elisha
COO



Chitelix



2022



Tunisia



Biotech



<https://chitelix.com>



Problem

North Africa faces an ecological and waste problem from invasive blue crab species, whose shells accumulate in large volumes and decompose poorly. After COVID disrupted exports, factories were left with excess waste that produces odours and environmental harm. Conventional disposal methods are costly and unsustainable.

Solution

Chitelix extracts chitin and chitosan from crab shells using a green, chemical-free process that achieves full circularity by valorising calcium and proteins into fertilisers and reusing recovered water. Their products serve agriculture, cosmetics, water treatment, and medical sectors, with agriculture as the easiest entry market.

Financials

Funding: \$1.3M

Fundraising: \$3M debt and equity

Traction: Authorised to sell in MENA, North and South America; worked with Tunisian Startup Village; 8 years government tax exemption

Revenues: \$100k–200k; orderbook of \$600k

Impact

Reach: Diverting 1000 tonnes of blue crab waste from landfills

Focus: Sustainable biomaterials from seafood waste for agriculture and industry

Team



Anis Ben Ghalia
CEO



Kais Aouaieb
COO



WAVU

Financials

Funding: Bootstrapped

Fundraising: \$126K

Traction: 1.5k farmers onboarded; 9 tonnes fish distributed; 5 tonnes feed sold; 10 direct + 15 indirect jobs created

Revenues: \$20-50K

Impact

- Supporting 1,500+ fish farmers
- Female-led team

Team

Don Ndolo
CEO

Lorna Odhiambo
COO

Vincent Ochieng
CTO



2024



Kenya



Aggregation Platform

Problem

Smallholder fish farmers in Kenya remain fragmented, with limited access to quality inputs, credit, and fair markets. Middlemen exploit them by dictating prices, especially for pond and cage fish, which sell for much less than wild-caught fish. This leads to low productivity, poor profitability, and persistent food insecurity.

Solution

WAVU connects fish farmers to reliable suppliers and buyers through a digital aquaculture marketplace. Using a WhatsApp-integrated AI system, farmers can order verified feeds and equipment and sell fish directly to vendors at better prices. The company aggregates demand, negotiates bulk input prices, and supplies authenticated products via partner logistics. Its capex-light model enables rapid, scalable growth while improving farmer income and food security.



2023



Kenya



Input Supplier

Problem

Africa's wild fish stocks are falling fast due to overfishing and habitat destruction. Farmers must pay high prices for limited, good-quality seedstock, which makes aquaculture very unsustainable in many cases. Most operations still rely on diesel power and imported feed, adding expense and environmental harm.

Solution

Acquaden offers a renewable-energy, technology-driven mariculture model. Its bio-secure, solar-powered hatcheries supply affordable, pathogen-free juveniles to farmers, while integrated seaweed cultivation cleans water, cuts feed costs and creates extra revenue. They also deliver training, seedstock and guaranteed buy-back contracts.



Acquaden

Financials

Funding: \$10K grant funding

Fundraising: \$1.25M in blended finance

Revenues: \$20-50K

Impact

- Empowering 100+ women and youth fish farmers
- Farmer earnings increased by 30%
- Female-led team

Team

Bridget Njenga
CEO

Elizabeth Gakinya
CTO

Maurice Matheka
CFO



Eja-Ice

Financials

Funding: \$400K in grants from IFC, Innovate UK, Astron University

Fundraising: \$2.5M

Traction: \$195,000 revenue in 2024, \$50,000 YTD in 2025 (seasonally projected to grow significantly in Q3 and Q4)

Revenues: \$100-250K

Impact

- Empowering 200 female-led fish and poultry small businesses

Team

Yusuf Oladipupo
Founder & CEO



2018



Nigeria



Cold-chain Logistics

Problem

Lack of adequate cold chain logistics is a huge problem for food waste, food safety, and sustainability. Large quantities of food go to waste, which results in unsustainable farming and harvesting practices, as well as potential health issues.

Solution

Eja-Ice offers an end-to-end cold chain infrastructure capacity for fisheries and poultry, dairy + vegetable farmers, giving them additional pathways to market and reducing food waste. Their main offerings are solar powered cold-rooms and solar powered cold vans. They have a factory + patents to manufacture their offerings.



2020



South Africa



Bioplastics

Problem

Conventional fishing gear lasts for decades in the ocean, creating ghost nets, entanglement, microplastic pollution, and major marine ecosystem damage. Existing biodegradable alternatives are either too weak, too expensive, or not engineered for real fishing conditions.

Solution

Catchgreen develops biodegradable plastic polymers for fishing gear that sink, prevent ghost fishing, and break down naturally via microbes. The materials can be petroleum or bio-based, last 3-5 years in use, and are estimated to fully biodegrade in 5-10 years. Applications include fishing nets, ropes, and seaweed farming lines which have shown positive biomass gains of around 10-15%.

<https://www.catchgreen.net>



Catchgreen

Financials

Funding: \$1.75M

Fundraising: Not currently raising

Traction: Been piloting first ropes since 2022; near commercialisation; worked with Coral Gardeners, Falcon Foods; subsidised pilots in Kenya and Tanzania with fisherfolk & seaweed farms; merged with Alnet factory for production; seaweed rope trials show 8 percent biomass increase

Revenues: Pre-revenue

Impact

- Creating biodegradable rope for fishing gear and seaweed farms
- Female-led team

Team

Emma Algotsson
Managing Director

Luke White
Polymer Scientist



AquaDeep

Financials

Funding: \$150K in SAFE + grants

Fundraising: \$500K

Traction: Paying customers (Tunisia, France, US). Over 1.8M individuals counted for restoration projects. Accuracy of 95–99.6 percent; Pipeline of 8 potential clients for early 2026, ~15k USD each

Revenues: \$50-100K

Impact

- Improved larval survival rates by 7-8% in fish hatcheries
- Support for shellfish and sea urchin restoration efforts

Team

Mohamed Ben Ahmed
CEO



2021



Tunisia



Management Solution

Problem

Aquaculture hatcheries face high larval mortality rates due to poor visibility and inaccurate manual monitoring. Existing methods for counting and sizing larvae are time-consuming, error-prone, and require specialist expertise. These inefficiencies directly impact survival rates, productivity, and profitability.

Solution

AquaDeep provides a SaaS platform, Oxygen, that uses machine learning and computer vision to monitor larval stages in aquaculture hatcheries. Hatchery staff take simple photos, which the platform uses to estimate larval size, population, and health metrics. The system deploys in approximately three days and has improved survival rates by 7–8 percent after one production cycle.



2020



Ghana



Circular Resources

Problem

Fishing communities in West Africa often discard end-of-life nylon nets and lines at sea, contributing to significant ghost gear pollution. There is limited local infrastructure for collection, recycling or responsible disposal.

Solution

NetCYCLE has been operating as a project under the NGO Chaint Afrique since 2019, and is now being commercialised into its own entity. They operate a circular recovery model that buys end-of-life fishing gear from coastal communities and aggregates it for recycling, exporting nylon to specialised recyclers for processing. Their long-term plan is to close the loop locally by establishing West African recycling capacity to turn waste nets into new products and building an EPR framework for ghost gear across the region.

<https://netcycle.africa>



NetCYCLE

Financials

Funding: \$425K in grants and awards

Fundraising: Not currently raising

Traction: Collecting 20 MT every 6-8 weeks; working with 300+ fisherfolk every month

Revenues: \$50–100K

Impact

- 100+ MT ghost gear recovered
- \$40K paid directly to fisherfolk
- 400+ communities engaged

Team

Venan Sondo
Founder

Marine Conservation & Climate





SharkSafe Barrier



2017



South Africa



Marine Conservation



<https://www.sharksafesolution.com>



Problem

Shark nets are found along many popular beaches in the world. These nets lead to entanglement, often killing sharks and other marine creatures. They are also not effective at keeping sharks away from bathers.

Solution

SharkSafe Barrier has created a solution for regenerative tourism that protects humans and doesn't kill marine life. This is done by mimicking natural kelp forests and using magnetic fields which deter sharks without harming any marine life. The barriers are bought by governments, resorts, and eco-tourism operators.

Financials

Funding: \$200k angel investment; \$250k repayable loan

Fundraising: \$300-\$500k equity

Traction: 2 commercial installations in the Bahamas. Pipeline of 3 more potential clients.

Revenues: \$50-100K

Impact

Focus: Conserving critically endangered marine species

Team: Female-led

Team



Sara Andreotti
Co-founder & COO



BurnStar



2018



South Africa



Green Hydrogen



<https://www.burnstar.co.za>



Problem

Industrial hydrogen in South Africa is extremely expensive and difficult to supply on site. Sectors like steel, mining and ports have no affordable decarbonisation pathway and rely on high-carbon processes.

Solution

BurnStar produces turquoise hydrogen using methane pyrolysis in a molten metal or metal-salt bath, splitting methane into hydrogen and a solid carbon byproduct instead of CO₂. Their model places modular reactors directly at industrial sites, where clients rent the unit and pay for the hydrogen they use. Claimed hydrogen cost is around R250/kg, significantly lower than current market pricing in Johannesburg and Cape Town.

Financials

Funding: \$580K from Savant & Sibanye-Stillwater

Fundraising: Not actively raising

Traction: Post-pilot; pre-commercial; 7 industrial proposals in pipeline

Revenues: Pre-revenue

Impact

Reach: Producing clean hydrogen at 25% of current market prices

Focus: Low-carbon hydrogen production for industrial users

Team



Johan Brand
Founder & CEO



ATAREC

Financials

Funding: \$400K grant

Fundraising: \$900K seed; \$500K non-dilutive; \$1M grant

Traction: 2 signed milestone agreements with ports; MoU with Tanjermed port (largest in Africa)

Revenues: Pre-revenue

Impact

- 3x more stable than solar power

Team

Oussama Nour
Co-founder

Mohamed Ouaryachi
Co-founder & MD



2020



Morocco



Wave Energy

Problem

Coastal infrastructure, such as ports, desalination facilities, often face high energy costs and vulnerability to grid disruptions. Conventional renewable energy systems may require additional land, complex permitting, or costly new construction, limiting their feasibility in these critical zones.

Solution

ATAREC transforms coastal infrastructure into clean energy generators. Its patented Wave Beat technology retrofits onto breakwaters, producing reliable, low-carbon power with high spatial efficiency, and no negative environmental effects.



2023



Namibia



Wave & Tidal

Problem

Industrial/coastal users in Namibia and South Africa (e.g., marine mining, aquaculture) require uninterrupted, low-carbon power; grid supply and conventional sources alone are insufficient for reliable 24/7 loads. Kaoko has ambitions to deliver continuous ocean-based power and green fuels to decarbonise these operations.

Solution

Piloting 3 different solutions:

1. Marine renewables: hybrid ocean-current + wind generator (prototype moving from lab to controlled-environment test)
2. Wave energy: WaveRoller pilot (EIA/ECC secured, 5x200 kW array design, ECB exemption for <500 kW)
3. Sustainable fuel & clean cooking - e-methanol for maritime decarb (JV with SeaH4) and hydrogen-based clean-cooking initiative



Kaoko Green Energy Solutions

Financials

Funding: €580K grant for wave pilot

Fundraising: \$2.1M

Traction: Wind current: Lab model ready; 20 Ha of land secured for wave energy

Revenues: Pre-revenue

Impact

- Over 90% reduction in emissions compared to coal or gas

Team

Sakaria Nalusha
Co-founder & CEO

Hakey Tjizumaue
Co-founder & Director

Marine Transport & Logistics





Eazy Chain

Financials

Funding: \$50K from Baobab Network
Fundraising: \$595K
Traction: 500 shipments per month; 500 customers
Revenues: <\$250-500K

Impact

- Connecting small ports with a major port in West and Central Africa

Team

Wilfried Dabire
 Founder & CEO



2023



Togo



Logistics

Problem

Ports along the West Africa coast are experiencing increasing congestion due to outdated systems, leading to shipping delays, logistical inefficiencies, and excess emissions.

Solution

Eazy Chain manufactures wind-powered feeder vessels and an AI-driven logistics platform for short-sea shipping in West and Central Africa. Their solution reduces CO2 emissions by 5,000 tons per vessel annually and lowers shipping costs by 20%. Their AI-powered system optimises route planning, real-time tracking, and predictive analytics, improving supply chain efficiency and reducing delays.



2025



South Africa



Logistics

Problem

Marinas are still run using manual systems like whiteboards, spreadsheets, and paper calendars, leading to inefficiencies, lost revenue, and poor visibility for managers. Boaters face slow, outdated booking processes with no real-time availability, and current tools either serve marinas or boaters, but not both.

Solution

Berth is building an operating system for marinas and boaters. It digitises bookings, billing, and space allocation while integrating familiar tools like WhatsApp and online payments. The platform uses satellite imagery and algorithms to track berth occupancy and streamline management. Future plans include IoT integrations for smart energy and sustainability solutions, creating the backbone for "smart marinas."



Berth

Financials

Funding: Bootstrapped
Fundraising: \$800K
Traction: Three marinas onboarded (Simons Town, Hout Bay, Richards Bay); discussions with Durban, V&A, Royal Cape
Revenues: <\$20K

Impact

- Reduces waiting times and idle berths to help reduce yacht emissions

Team

Matt Wilson
 Founder

Matt Milne
 CTO

Tom Seguin
 Product Strategist

Ocean Data, Sensors & Tech





Reef Pulse

Financials

Funding: Undisclosed grant funding

Fundraising: \$500K

Traction: Deployed 8 hydrophone buoys; processed over 70,000 hours of acoustic data

Revenues: >\$20K

Impact

- Enables early-warning & outcome-based finance for reef conservation

Team

Dr Simon Elise
CEO/CSO

Dr Yann Bayle
CTO



2021



Reunion



Conservation
Monitoring

Problem

Coral-reef monitoring today depends on intermittent diver surveys or drone flyovers, which miss rapid disturbances like bleaching or illegal fishing and fail to capture nocturnal activity. These methods are expensive and subject to observer bias, making long-term comparisons unreliable. As a result, conservation teams often receive data too late to prevent or mitigate damage.

Solution

Reef Pulse deploys solar-powered hydrophone buoys that record reef soundscapes continuously, capturing both biological calls and human noise pollution. Proprietary machine-learning models translate raw audio into standardised health scores, biodiversity indicators and real-time alerts for disturbances. All data are delivered through a cloud platform with automated reports, API access and expert support for rapid decision-making.



2022



Seychelles



Hardware

Problem

Island states and coastal communities need timely, affordable ocean data, but most sensing gear is expensive, power-hungry, and built for offshore research, not day-to-day coastal management. Data often sits in loggers for weeks, so decisions on pollution, aquaculture, and conservation arrive too late to matter.

Solution

Low-cost coastal and underwater sensing built around 3D-printed housings and custom electronics. Buoys push near-real-time data over cellular or satellite networks into an online dashboard, tracking information such as temperature, salinity, pH, dissolved oxygen, pollution indicators, and wave activity. Add-ons include a visual camera module and an acoustic fish-finder for biodiversity monitoring and eco-tourism use cases. Designed for research, conservation, aquaculture, and coastal communities.

<https://www.oceanlabs.io>



OceanLabs Seychelles

Financials

Funding: \$94K in grants and prizes

Fundraising: Not actively raising

Traction: 3 units deployed (2 cellular, 1 satellite); partnerships with Nature Seychelles, Seychelles Islands Foundation, Marine Conservation Society, Abalobi, Odisea; Pipeline of 12+ units

Revenues: Pre-revenue

Impact

- Real-time ocean data for coastal & underwater monitoring

Team

Daniel Hugelmann
Co-founder & MD

Brett Smith
Co-founder & MD

Other





Kumulus

Financials

Funding: Raised \$3.5M in a seed round led by Bpifrance on June 1, 2025; Total funding: \$5.71M

Fundraising: Not actively raising

Traction: 30 machines deployed across schools, hotels, factories

Revenues: <\$250-500K

Impact

- 260K litres of water produced
- 5,000 kg plastics avoided
- 8,000 kg CO2 removed

Team

Iheb Triki
CEO

Mohamed Abid
CTO



2021



Tunisia



Clean Water

Problem

Access to safe drinking water remains a major challenge in arid regions, rural communities, and off-grid environments. Traditional water infrastructure is costly, slow to deploy, and dependent on energy and distribution systems. Reliance on bottled water also creates plastic waste and increases carbon emissions.

Solution

Kumulus Water provides atmospheric water generators that extract humidity from the air to produce clean, mineralised drinking water. Their compact units require no infrastructure, operate on solar power, and include remote monitoring to ensure efficient, reliable performance.



2022



Nigeria



Drinking Water

Problem

Large parts of Nigeria rely on unsafe or expensive water sources. Bottled/sachet water is costly and polluting, and grid-tied purification is unreliable where power is intermittent. Lack of access to purified water result in life-threatening illnesses. Founder lost sister to cholera which prompted him to start this business.

Solution

Portable solar water-purification unit using RO + UV-C. Starts in ~90 seconds, runs on solar or AC, removes ~99.98 percent of bacteria and viruses, and produces ~10 L/hour (~240 L/day) of safe drinking water. Simple to operate and maintain.



Schrödinger Technologies

Financials

Funding: \$18K grants

Fundraising: \$450K

Traction: 7 units sold to date; 432 customer interviews done

Revenues: Undisclosed

Impact

- Purifying ~240 liters/day per unit

Team

Henry Lamda
Founder & CEO

Emmanuel Odia
CTO

Olumide Areo
CFO



Omiflo

Financials

Funding: \$345K grants and equity

Fundraising: N/A

Traction: 40+ projects completed (Ave \$15-20K). Pipeline of \$650K (including \$161K in Zambia and \$121K in Uganda); Currently running a pilot for collecting and selling of wastewater

Revenues: \$100-200K

Impact

- 102M litres of sewage treated every year
- Female-led team

Team

Mshila Sio
Founder & Director



2019



Kenya



Wastewater Treatment

Problem

Over 90% of Kenya's wastewater is discharged untreated, contaminating rivers, oceans, and groundwater. Only 16% of Kenyans are connected to sewer lines, and 96% of trucked waste is dumped without treatment. Conventional wastewater systems are either too costly, energy-intensive, or land-hungry to be practical for most communities.

Solution

Omiflo provides S, plant-based wastewater treatment using floating wetlands that harness hytoremediation and hydroponic principles. Their modular "Lego-like" systems require zero energy or chemicals, take up 1/10th the footprint of traditional systems, and create reusable water and green spaces. The company is also piloting a pay-as-you-go wastewater collection model and hybrid biogas systems for solid waste.



2020



Egypt



Desalination

Problem

Many rural communities in Egypt and Sub-Saharan Africa lack access to reliable electricity and clean water. This limits food production, increases costs for farmers, and exposes populations to health and climate risks. Traditional infrastructure is expensive and slow to deploy in remote areas.

Solution

NoorNation's LifeBox is a modular, solar-powered unit that delivers clean electricity and desalinated water off-grid. Each unit supports irrigation, household use, and small businesses, with built-in IoT control and financing options. It enables rapid deployment of essential services in underserved areas.



NoorNation

Financials

Funding: \$200K from Catalyst Fund

Fundraising: \$1M

Traction: 21 LifeBox units deployed

Revenues: \$50-100K

Impact

- Reduces waiting times and idle berths to help reduce yacht emissions

Team

Ragy Ramadan
CEO

Mohamed M. Khaled
CTO

Katapult Ocean



About Katapult Ocean

Katapult Ocean is one of the world's most active ocean impact venture investors. Headquartered in Oslo, Norway, we invest globally in ocean impact ventures addressing new solutions for more sustainable transportation, clean energy, circular resources, the urgent need for new sources of food, and clean water. Through our world-class accelerator program and strategic investments, we help scale cutting-edge solutions that drive real impact. Since 2018, we have backed 91 companies across more than 28 countries.

We remain committed to building a thriving ocean-impact ecosystem across the world. In 2025, we expanded our reach by investing in and accelerating thirteen ocean impact startups and making follow-on investments into five of our portfolio companies. We opened offices in Cape Town to expand our work on the NORAD funded project in collaboration with Katapult Africa and OceanHub Africa to map, accelerate, and develop climate solutions and the new Blue Economy in Africa.

This culminated in an investment in Healthy Seaweed Cafe, a Tanzania-based company transforming seaweed into nutrient-dense superfoods that advance ocean health, nutrition, and coastal livelihoods.

In parallel, Katapult Ocean strengthened the ecosystem through participation in

key blue economy and climate forums, including Regenerative Ocean Week (Dar es Salaam), the Blue Economy Innovation Summit (Mombasa), the Africa Arena Climate Summit, and by hosting our first climate-focused event in Cape Town. These efforts reinforce Katapult Ocean's role as a trusted partner and catalyst for increased deal flow, investment readiness, and capital mobilization across Africa's blue economy.

We believe in a world where a thriving ocean is in harmony with economic development. As we look ahead, our mission remains clear: to create a better world by mobilising technology, capital, and people for good.



A note from Katapult Ocean's CEO

Dear Ocean Friends,

As we look ahead, we do so with a strong sense of shared purpose. This edition of the Africa Blue Directory reflects a collective effort to strengthen innovation and entrepreneurship across the blue economy in Sub-Saharan Africa, supported by Norwegian development cooperation and grounded in close regional collaboration.

At the core of this work is the partnership between Katapult Ocean and Ocean Hub Africa Accelerator. By combining our platforms, networks, and experience, we are working to identify, develop, and scale high-potential blue economy ventures across the region, ensuring that local innovation is met with the support it needs to grow. Our ambition for the Africa Blue Directory goes beyond creating a reference tool. We see it as a gateway to opportunity, a platform that showcases investable companies, connects strategic partners, and highlights emerging solutions, while strengthening local entrepreneurial ecosystems and supporting job creation. By mobilising both African and international investors,

this initiative contributes to building a stronger, more investable pipeline of blue economy ventures across the continent. The Directory demonstrates what becomes possible when targeted public support aligns with private-sector innovation and deep regional expertise. It is a reminder that meaningful impact happens when capital, collaboration, and long-term thinking come together. As Katapult Ocean continues to expand its footprint in Africa, our commitment remains clear, to support impact that is sustainable, inclusive, and built for long-term value creation, for both people and planet.

Thank you to all the entrepreneurs, partners, investors, policymakers, and collaborators who contributed to this Directory and to the growing momentum of Africa's blue economy. Your commitment, insight, and collaboration are what make progress possible. We look forward to continuing this journey together.



Jonas Skattum Svegaarden

CEO
Katapult Ocean



Contact

Stay updated on Katapult Ocean, our portfolio companies, and network by following us on LinkedIn.



All of the underwater images in this report were captured along the South African coastline by **Ofek Liepaz**, Venture Capital Scout at Katapult Ocean and ocean photographer based in Cape Town, South Africa.

See more of his work at



ofekliepaz.myportfolio.com



[@underwater_ofek](https://www.instagram.com/underwater_ofek)

Thank you to the founders across Africa who shared their time and stories, and whose work inspires the photography featured throughout this report.

Ofek Liepaz

Venture Capital Scout
Katapult Ocean



