

 Deal Book

# Harmony Height Academy

## Deal Summary

Harmony Heights Academy (“HHA” or “the school” or “the company”) is looking to raise **funds** through an offer for the sale of **76.4%** stake in the company and a **GHS 10.0 million** 3-Year Term Loan.

A venture capital firm, alongside two other shareholders, is seeking to divest their investments following a 10-year holding period.

The additional debt capital to be raised under this offer will be used together with Internally Generated Funds (IGFs) to complete existing infrastructure to accommodate the planned increase in enrollment.

## About Company

Harmony Heights Academy is a private limited liability company established in 2007 with the vision of providing premium quality education in Ghana.

Over the past decade and a half, the school has grown from one campus to a chain of three schools and plans to add two more campuses in the future. HHA has risen through the ranks over the years to become one of Ghana's top-tier private schools, offering the National educational curriculum.

HHA has enhanced its application of the Montessori Method of education by adapting it to the requirements of the Ghana Education Service (GES) Preschool and JHS curriculums, while still maintaining its authenticity.

The School has a Strong Management Team, and an astute Board of Directors and has benefited from Investments from two venture capital funds and a High net-worth individual (NHI).

## Key Statistics on The Private Basic Education Industry

6.25%

Projected CAGR on enrolment from 2021 to 2030

5.2mn

Expected Private Basic Schools Enrolment

5%

Average Yearly Increase in Enrolment

2.9mn

Estimated Enrolment in Private Basic Schools.

## Transaction Details

An offer for sale of **76.4% stake**

**GHS 10 million** 3-Year term loan

## Key Investment Highlights

Rising demand for education

Experienced and Capable Management team  
with a combined 50+ years of knowledge and industry expertise.

Strong Brand and Market Reputation

19.62%

CAGR in enrolment from 300 students to over 1,800 currently

3,000

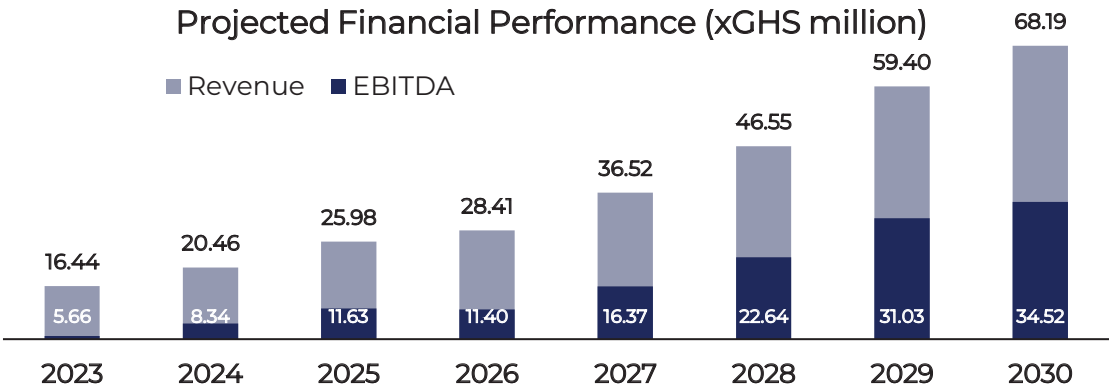
Expected enrolment by 2030

25.58%

Estimated CAGR in revenue Cash inflow

## Projected Financial Performance (xGHS million)

Revenue EBITDA



# EverGreen Energy

## Deal Summary

EverGreen Energy Limited (“the company”, or “EverGreen”, or “EGEL”) has projects totaling **6,990KW** in installed Solar capacity worth about **US\$ 7.28 million** at various levels of completion. The company again, has pipeline deals at development stage of about **4,260KW** in installed capacity valued at **US\$ 7.04 million**.

The company is seeking to raise **USD 1 million** in revolving debt to fund its working capital and pipeline projects.

## About Company

Licensed by the energy commission of Ghana, EverGreen has about a decade’s experience in executing EPC (Engineering, Procurement and Construction) projects and O&M (Operations and Maintenance) of solar photovoltaic systems.

The company provides reliable and affordable off-grid, grid-tied and hybrid systems for homes, businesses and government agencies.

- The company is the largest indigenous solar developer in Ghana with **over 10,000KW** deployed across businesses and residences.
- Notable executed projects of EGEL include but not limited to; **ENI** (140KWp Grid tied), **Cal Bank Head Office** (0.5MW Hybrid), **Liberty American School** (60KW Grid Tied), **A&C Mall** (1.3MW Hybrid), **Special Ice Water Facility** (1MW Grid Tied), **UNFAO** (105Kwp Grid Tied) and **GIZ Borehole Project** (2KW Off-Grid).

## Key Solar Energy Statistics & Projections

**49MW**

Installed capacity as of 2021

**40%**

Expected CAGR in Solar energy installation

**741MW**

Project Solar Energy Installation

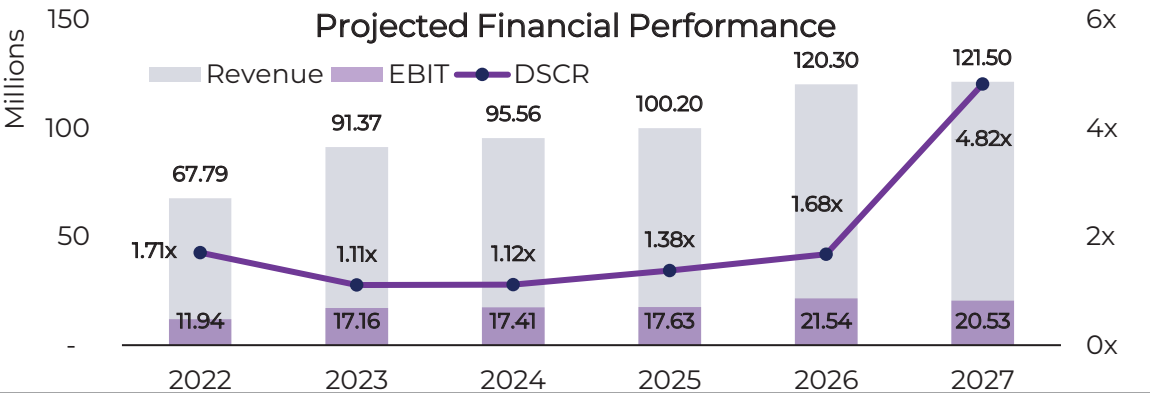
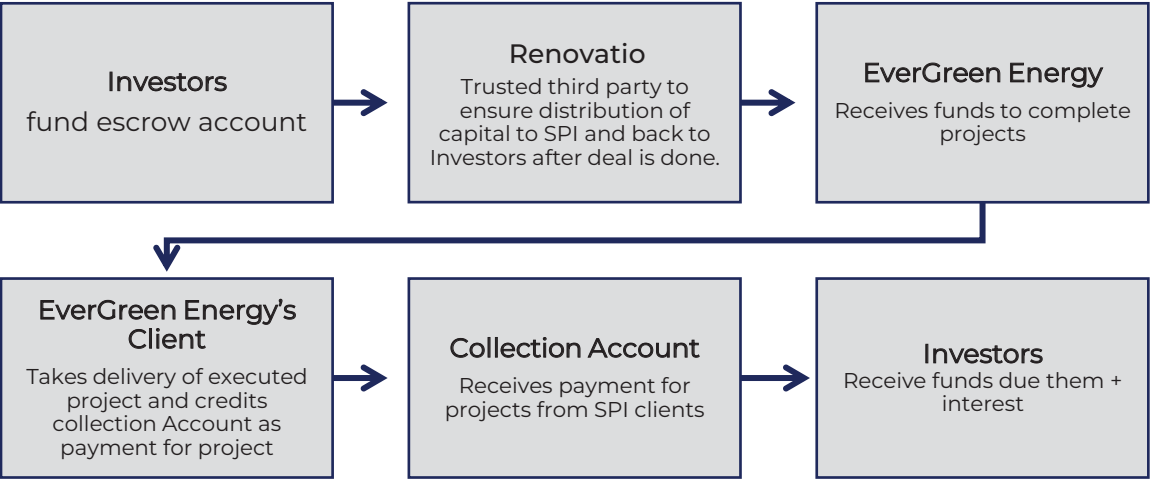
**0.3%**

Renewable energy out of the total energy supply in Ghana

## Transaction Details

**USD 1 million**

Debt Ask



# Project Picasso

## Deal Summary

The target company is a reputable healthcare entity at the forefront of medical diagnostics and imaging services in Ghana, with a strong track record and solid financial performance.

To fuel an ambitious 5-year expansion strategy, the company is seeking to raise up to **\$3million** equity capital. This capital infusion will be directed towards expanding the company's presence Accra while extending top-notch medical diagnostic and imaging services to the Ashanti Region and the Western region. By leveraging expertise and advanced technologies, the company aims to provide high-quality healthcare services beyond the capital city, catering to a larger population in need.

## Key Investment Highlight

**Established Market Presence:** The company has successfully operated in the healthcare industry for half a decade, earning a leading position in Ghana's diagnostics and imaging sector.

**Comprehensive Service Offering:** The company offers a wide range of services in diseases detection and diagnosis, including Radiology Imaging, Medical Laboratory Service, Cardiology Service, Atherosclerosis Monitoring, Biopsy, and Specialist Consultation Service. Its comprehensive offerings ensure a holistic approach to patient care.

**Strong Financial Performance:** The company has maintained impressive financial growth, with an average annual revenue growth of **19.23%** over the past five years, reaching **GHS 17.59 million** in 2023. The company has also demonstrated strong operating efficiency, posting a 5-year average EBITDA margin of **18.66%**.

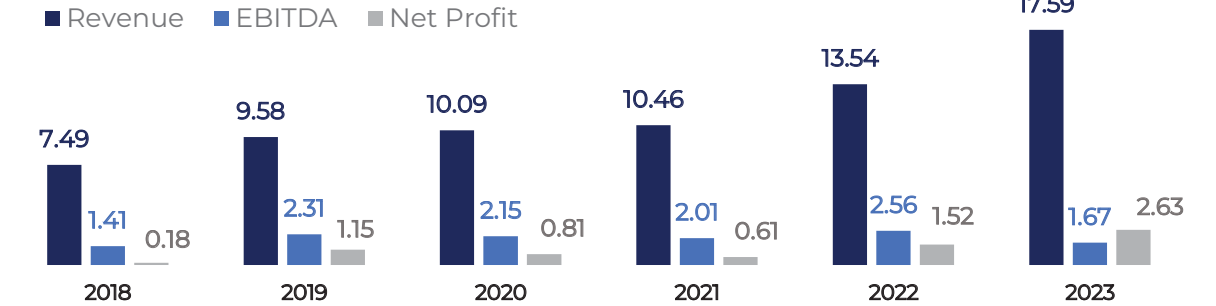
With an average annual net margin of **9.06%**, the company showcases its ability to generate sustainable profits.

**Expansion Strategy:** The company aims to capitalize on its success and expand its presence. By increasing its footprint in Accra and expanding into the Ashanti and Western regions, it seeks to provide high-quality medical diagnosis and imaging services to a larger population. This strategic growth plan presents a compelling opportunity for investors to be part of an industry leader's expansion journey.

**Recession-Resistant Demand:** Regardless of economic cycles, the demand for quality healthcare remains constant, making this an evergreen investment opportunity. If human beings live, there will be a necessity for medical diagnostics and imaging services.

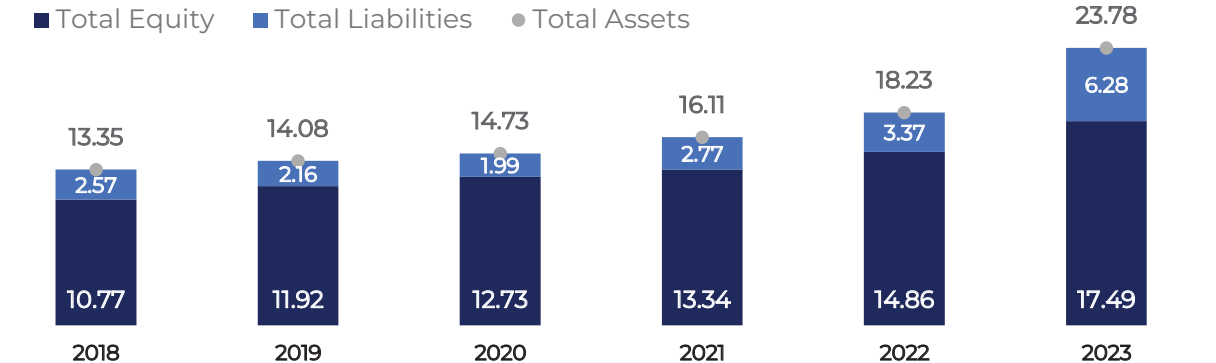
**Positive Impact:** Supporting the advancement of healthcare in Ghana by investing in a company dedicated to providing top-notch medical diagnosis and imaging services, ultimately improving patient outcomes.

## Snapshot of Financial Performance (xGHS Million)



Margins	2018	2019	2020	2021	2022	2023
Gross margin	50.21%	56.83%	52.54%	54.91%	54.42%	54.46%
EBITDA	18.87%	24.07%	21.32%	19.26%	18.93%	9.52%
Net margin	2.35%	11.95%	8.07%	5.80%	11.25%	14.96%

## Balance Sheet Snapshot (xGHS Million)



18.6%	3.4%	71.8%	12.2%	10.2%
5-year Revenue CAGR	5-year EBITDA CAGR	5-year Net Profit CAGR	5-year Asset CAGR	5-year Shareholders' Equity CAGR

# Da Vinci Hospital

## Deal Summary

Da Vinci Hospital is an upcoming Greenfield Tertiary Care Multi Specialties Hospital project aimed at addressing a critical need for quality healthcare in Accra, Ghana, and the West African sub-region. The project includes a 300-bed hospital with modern facilities, state-of-the-art equipment, and a focus on sustainability and ESG principles. It is intended to be the most advanced healthcare facility in Ghana and designed to be the premier Referral Tertiary Care Hospital in Western Africa.

## The Lead Sponsor

The lead sponsor is a seasoned physician specialist/internist with close to 5 decades worth of experience in practicing medicine. He has a diverse medical background, having practiced across countries in West Africa and in the United States. He has numerous qualifications, having trained in some of the best medical training institutions including Johns Hopkins University. His leadership skills are underpinned by his medical expertise, administrative experience, commitment to quality improvement, cost management, and a global perspective.

## Key Investment Highlight

**Growing Demand:** The hospital is strategically positioned to capture the burgeoning demand for world-class healthcare services in Accra, Ghana. The facility will cater not only to residents but also to patients from the wider West African region. The growing demand stems from increasing population, prevalence of chronic diseases and rising disposable income.

**Financial Viability:** A staggering estimated average DSCR of **5.4x**, IRR of **28.90%**, average EBITDA margin of **41.0%**, average net profit margin of **24.03%**.

**Prime Location:** Situated in Accra's prestigious Airport City, the hospital is strategically positioned to attract both local and international patients.

**ESG Integration:** Environmental, Social, and Governance (ESG) principles would be deeply ingrained in the hospital's operations, reflecting its commitment to global sustainability goals.

**Eco-Friendly:** The project is intended to keep its carbon footprint low. The hospital will focus on sustainability by integrating solar PVs, biogas, and using renewable energy sources.

## Transaction Summary

USD 69.4 million

Capital Raise to fund the 1<sup>st</sup> Phase of the Hospital Project

## Key Healthcare Statistics

\$80

Projected average per capita healthcare expenditure by 2030

0.64

Beds per 1,000 populations in West Africa – significantly low as compared to other regions

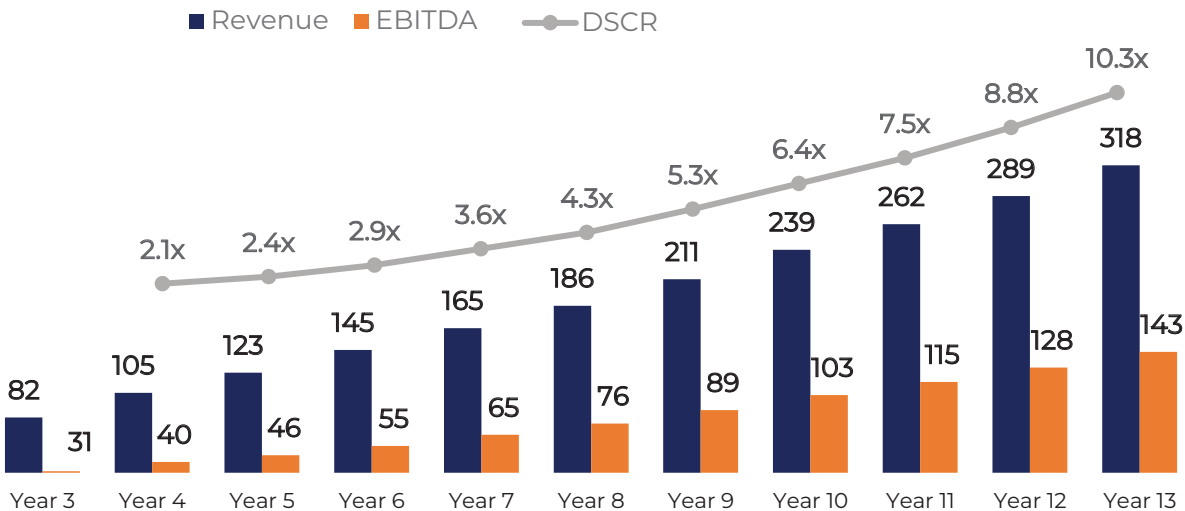
\$50bn

Expected West African healthcare market size by 2027

6%

CAGR in the West African healthcare market in the next half decade

## Financial Performance Forecast (xUSD Million)





Centuries Cocoa: High Yield Debt Capital for Natural Cocoa Powder and Beverage Products Manufacturing Company

Deal Summary

Centuries Cocoa Products Ghana Ltd is a wholly Ghanaian owned entity registered to manufacture semi finished and finished cocoa powder and beverage products. It is a company based in Greater Accra Region and led by Ing. Benjamin Amponsah Fordjour, also known as Dr. Cocoa, the company specializes in producing All Day Natural Cocoa Powder brand in grades of **300g** and **400g**, a nutritious and healthy beverage products.

Centuries Cocoa Products Ghana Ltd seeks to raise **GHS 3.20 million** to develop own brand- All Day Natural Cocoa Powder and to supply over **5,000 cartons**.

Investment Highlights

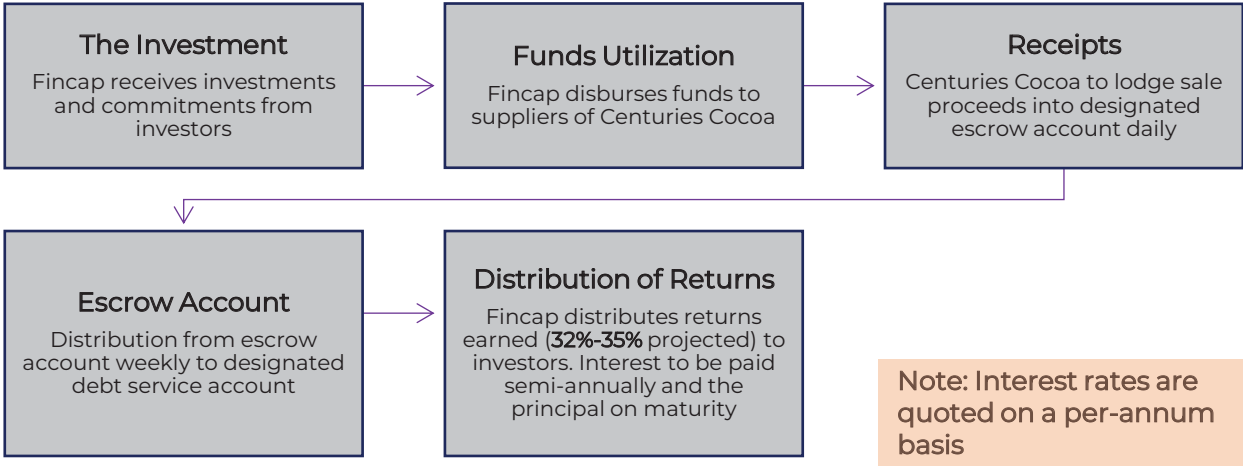
- Experienced Leadership:** The team is led by Ing. Benjamin Amponsah Fordjour, widely known as Dr. Cocoa, who brings over 36 years of experience in sales and marketing natural cocoa products among others. He has been instrumental in driving the success of renowned local brands such as Royale Natural Cocoa Powder (by Cocoa Process Company Limited) , Brown Gold (By Hords PLC), Broma Natural Cocoa Powder (Allied Cocoa Products Limited), Sunny Natural Cocoa Powder (Oxy Industries Limited Tema) and Golden Age Natural Cocoa Powder; establishing them as market leaders. Additionally, Mrs. Mary Brown, former Deputy Managing Director of Prudential Bank, is a director to the company. She brings a wealth of financial expertise to the leadership team, ensuring sound financial management and strategic decision-making.
- Strong Marketing Strategy Centered Around a Drive for Healthy Living:** The company has successfully registered 50 wholesalers and 200+ retailers across all 16 regions of Ghana and is gearing up to roll out the third edition of its All-Day Nationwide Cocoa Consumption Campaign. This campaign, spanning from 2024 to 2031, will be accompanied by mega Health Awareness Walks organized across all 16 regions.
- Strong Profit Margins:** Centuries Cocoa Products Ghana anticipates achieving a net profit margin of 56.4% through the sale of 5,000+ cartons of All Day Natural Cocoa Powder at their Nationwide events.
- FDA Approval:** Centuries Cocoa's All-Day Natural Cocoa Powder has obtained approval from the Food and Drugs Authority (FDA) in Ghana, certifying its compliance with stringent regulatory standards and ensuring product safety and quality. This regulatory endorsement enhances consumer trust and confidence in the brand, contributing to long-term brand loyalty and market credibility.

- Conservative Target Return on Investment of 32% - 35% to investors.** Investment Tenor: 364 Days
- Major supply at army bases:** Centuries cocoa is lined up to supply 100 bags of 25kg monthly across army bases in the country.

Participation Guide for Prospective Investors

- Confirm Interest:** Interested investors are encouraged to express their interest in participating in this lucrative opportunity by contacting Fincap Securities LTD at [ib@fincaps.net](mailto:ib@fincaps.net).
- Due Diligence:** Prospective investors will have the opportunity to conduct due diligence on Centuries Cocoa.

Transaction Flow



Valor Ltd is Seeking \$1.25 Million in Capital to Expand Tailor-made Disposable Tableware

Deal Summary

Valor Ltd, a Ghanaian-owned provider of affordable and hygienic disposable tableware, serves restaurants, events, and everyday consumers with practical cutlery and custom-branded products.

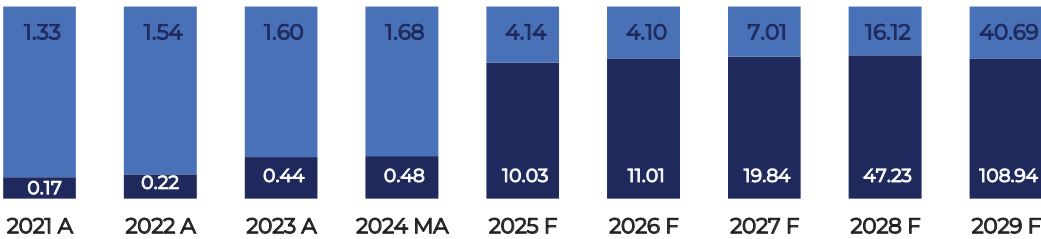
The company is raising **\$1.25 million** to expand production and distribution, including machinery, delivery vans, warehouse acquisition, and regional hubs. This investment will meet rising demand and reinforce Valor's leadership in Ghana's tableware industry.

Investment Highlights

- Experienced Management Team:** Valor Ltd's expert management team fuels innovation and growth, leveraging deep industry knowledge to deliver high-quality solutions. Their commitment to excellence keeps the company ahead of evolving market demands and firmly established as an industry leader.
- Established Market Presence:** Valor Ltd is a leading name in Ghana's disposable tableware market, delivering cost-effective, hygienic solutions. With a strong brand trusted by retailers, restaurants, and event organizers, its focus on quality, convenience, and innovation cements its reputation as the industry's go-to partner.
- Favourable Industry Growth:** Growing fast food outlets, street vendors, and takeout services are driving demand for disposable cutlery in Ghana. Urban consumers favor quick meals, reflecting a global trend. The market, valued at \$11.8B in 2023, is projected to hit \$22.1B by 2035 with a 5.4% CAGR.
- Expansion Strategy:** Valor Ltd is set to expand by boosting production, strengthening distribution, and entering new regional markets. Investments in advanced packaging, warehouses, and strategic partnerships will drive growth while upholding quality and efficiency.
- Attractive Investment Proposition:** The company presents a strong investment opportunity, with a proven model and solid growth potential. Well-positioned in Ghana's expanding disposable tableware market, it is ready to meet rising demand for affordable, hygienic, and branded solutions.
- Strong Customer Loyalty and Diverse Clientele:** Valor Ltd has built a loyal and diverse customer base, including restaurants, event organizers, and retail businesses, by consistently delivering high-quality, tailor-made, and affordable solutions. This strong client loyalty ensures stable revenue streams and provides a competitive edge in the market.

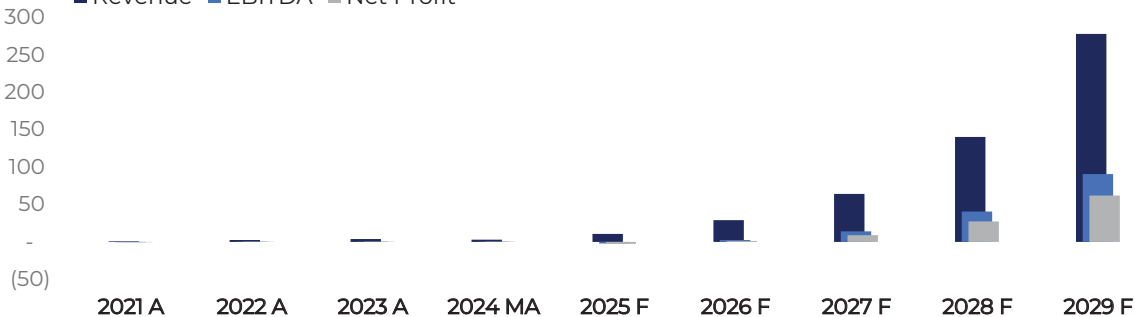
Balance Sheet Snapshot (xGHS Million)

■ Total Equity ■ Total Liabilities



Balance Sheet Snapshot (xGHS Million)

■ Revenue ■ EBITDA ■ Net Profit



Margins	2021A	2022A	2023 A	2024MA	2025 F	2026 F	2027 F	2028 F	2029 F
Gross margin	25.05%	48.02%	44.09%	42.36%	39.72%	40.32%	40.40%	40.14%	40.17%
EBITDA margin	-3.93%	7.55%	9.99%	5.05%	-24.08%	7.88%	21.66%	28.87%	32.59%
Net margin	-6.40%	2.51%	5.78%	1.33%	-27.54%	3.35%	13.83%	19.50%	22.19%

# Titan Metal Seeks USD 10 Million to Fund Working Capital

## About Titan Metal & Deal Summary

Titan Metal (“the company”) has built a strong reputation as a specialized distributor and service provider of premium heavy machinery and parts used in the mining, quarrying, construction, roadworks, recycling, transportation, and agricultural industries.

The Company is focused on building Africa’s integral infrastructure while positioning itself as the ultimate machinery solutions partner.

Titan Metal is looking to raise **USD 10 million in equity capital** to fund its next growth stage.

## Key Investment Highlight

**Established Market Presence:** Titan Metal has established a strong reputation as a reliable distributor and service provider of premium heavy machinery and parts across multiple industries in Africa.

**Comprehensive Product and Service Offering:** Titan Metal offers a wide range of products and services, including heavy machinery distribution, spare parts, and maintenance, tailored to meet diverse industry needs.

**Strong Financial Performance:** Titan Metal has shown impressive financial performance over the past 3 years, averaging a **13.07%** annual gross margin with **2.05%** average annual net profit margin.

**Positive Market Dynamics:** Titan Metal operates in industries experiencing significant growth due to increasing demand for resources and infrastructure development, positioning it to benefit from favorable market trends.

**Experienced Management Team:** Titan Metal is led by a seasoned management team with a proven track record of driving growth and operational excellence in the heavy machinery sector.

## Key Components of Titan Metal’s Strategic Plan

Continuously  
Expand into  
New  
Territories

Diversify  
Product  
Portfolio

Design &  
Promote  
Solutions that  
Enhance Value  
Creation

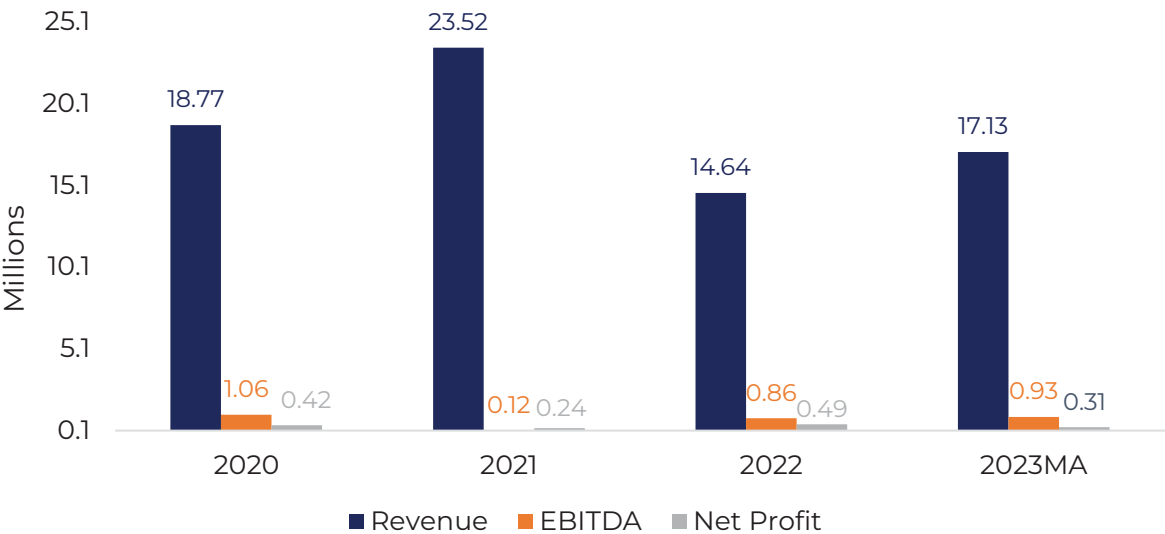
Increase  
Consistency &  
Reduce Risk  
Through Better  
Governance

## Transaction Summary

USD 10 million

In Equity Capital Raise

## Snapshot of Financial Performance (xUSD million)



Margins	2020	2021	2022	2023MA
Gross margin	28.14%	16.35%	13.80%	9.05%
EBITDA Margin	13.55%	4.19%	8.04%	5.42%
Net margin	2.24%	1.03%	3.35%	1.78%





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## TRANSACTION SUMMARY

Harvestcore company limited ("Harvestcore", or the "company"), an agro-processing company situated in Techiman of the Bono East Region, is seeking USD 2 million in capital to finance CAPEX and working capital in order to meet the rising demand in the middle to the upper belt of Ghana.

## ABOUT HARVESTCORE

1. Harvestcore is a leading manufacturer of high-quality food products in Ghana.
2. Headquartered in Techiman, Bono East Region, the company works in close collaboration with local farmers all around the country to produce and distribute long-shelf-life Paste produce.
3. The company currently serves the Ghanaian and wider West African markets, with ambitions to become Ghana's largest agro-processing enterprise. By leveraging locally sourced agricultural produce and upholding a quality-first principle, it is positioning itself as a trusted industry leader.

## BUSINESS MODEL

1. The past two years have seen the company's business model shift from buying, cleaning, and sorting raw materials for resale to processing products.
2. Produces onion, ginger, and garlic paste that can be used in a wide range of culinary applications, from soups, stews, sauces, shito, and more.
3. The company's lines of produce come in different sizes, including 70g, 210g, and 40kg, which is the bucket-sized produce of their onion paste.
4. Harvestcore recently obtained FDA approval to manufacture pepper paste, a novel product in the production mix.

## KEY INVESTMENT HIGHLIGHTS

1. Demand surge: Harvestcore is experiencing a surge in brand awareness and demand, prompting plans to boost production capacity to serve its growing customer base. The company is also gaining international traction, with new orders from Italy and the Netherlands expanding its client portfolio to Europe.
2. Experienced Managerial Team: The Company is supported by an experienced management team with 20+ years in the agriculture industry.
3. Curve out a market niche: The company aims to secure a dominant market share in its product category, seizing the growing opportunity in convenient food preparation for households, restaurants, and other catering services.
4. Collateral for debt agreement: The company is willing to collateralize 2-3 properties in order to secure their debt capital raise.
5. Strong Revenue Expectations: The company expects revenue of US\$2.47 million in retail products and US\$1.82 million in wholesale products.

## HARVESTCORE'S ASK

USD **2** Million  
**Debt Capital**

## USE OF FUNDS

- **CAPEX**
- **Working Capital**

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## TRANSACTION SUMMARY

Endeavour Pharmaceutical Company Limited ("Endeavour" or "Company") is seeking a USD 5 million private debt placement to fund the expansion of its wholesale and retail outlets across key regions in Accra, Tema, Kumasi, and the Techiman environs. The funds will also be used to support the development of new pharmaceutical product lines, thereby increasing the Company's revenue base.

## ABOUT HARVESTCORE

1. Endeavour is a distribution and marketing company of pharmaceutical products and medical devices to the public, hospitals, and health centers.
2. Since its incorporation in 2011, the wholly owned Ghanaian company has built more than 10 years of experience in the pharmaceutical sector.
3. The company, headquartered in the North Industrial Area of Kaneshie, manages 6 retail outlets and has secured registration for 2 additional outlets, while a wholesale outlet is pending Pharmacy Council approval.

## BUSINESS MODEL

1. Provides wholesale and retail distribution services for medicines and medical devices.
2. Endeavour is presently running a retail model with a focus on rural communities.

## KEY INVESTMENT HIGHLIGHTS

1. Growing Demand for Pharmaceutical Drugs: With a strong presence in Accra (population 2.8 million according to World Population Review in 2025 as of this writing), the company benefits from a large customer base, supported by rising healthcare awareness and consistent demand for pharmaceutical products.
2. Large and growing market: As of 2021, the Ghana Investment Promotion Centre (GIPC) estimated the pharmaceutical industry at US\$0.44 billion, with projections indicating growth to US\$0.59 billion, driven by population growth, the rising prevalence of chronic diseases, and increased adoption of generic drug options.
3. Experienced Managerial Team: The Company has a capable management team that boasts 12+ years of experience in the pharmaceutical industry.
4. Expansion Strategy: The company plans to establish 12 new retail outlets and 2 new retail outlets, enhancing its market presence and revenue generation.
5. Strong Revenue Expectations: The company expects revenue of US\$2.47 million in retail products and US\$1.82 million in wholesale products.

## ENDEAVOUR'S ASK

USD **5** Million

**Private Debt**

## USE OF FUNDS

- Establish new Pharmaceutical outlets across key locations
- Develop and introduce a new line of pharmaceutical products, including essential specialty drugs

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## PROJECT OVERVIEW

A licensed Ghana-based sustainable resource engineering company with strong institutional partnerships is seeking USD 250,000 in debt financing to scale its profitable, tech-enabled agroforestry and carbon capture projects. Located across the Western North, Eastern, and Oti Regions of Ghana, the scale-up stage project employs 13 staff and achieves an annual greenhouse gas reduction of approximately 6,500 tonnes of CO<sub>2</sub>. This climate mitigation initiative offers investors attractive returns, verified carbon credit revenue, and measurable climate and social impact, all backed by the company's proven execution track record and commitment to sustainable growth.

## KEY OPPORTUNITY HIGHLIGHTS

1. Immediate Revenue Potential: Verified carbon credits, contracted restoration projects, and premium eco-certified cocoa and timber products.
2. Strong Market Access: Established relationships with the Forestry Commission, Ghana Cocoa Board, and private conservation clients.
3. Proven Capability: Over 20 years of combined leadership expertise in sustainable development and environmental conservation.
4. Inclusive Growth: Direct engagement of cocoa smallholders (30% women farmers) delivering rural income growth alongside environmental gains.

## INVESTMENT RATIONALE

This project sits at the intersection of high-growth carbon markets, climate-smart agriculture, and socially responsible investing. With minimal execution risk due to regulatory clearances and proven delivery capacity, the company offers financiers a clear path to returns aligned with measurable environmental and social benefits.

## MARKET AND STRATEGY

Ghana's cocoa sector faces rising deforestation risks as the global carbon credit market heads toward \$2.4B by 2030. The company is uniquely positioned with secure licenses, government and Cocoa Board partnerships, and operations in three key regions to scale tech-driven agroforestry solutions that meet growing ESG and sustainable agriculture demand.

## FUNDING DEPLOYMENT PLAN

1. Establishing four community-managed nurseries in the Western North, Eastern, and Oti regions.
2. Developing a digital system to track carbon storage and forest health
3. Expanding operational capacity to meet rising demand from cocoa stakeholders and carbon buyers.

## IMPACT & RETURNS SNAPSHOT

The project delivers profitable impact through increased cocoa yields, monetizable carbon credits, and ESG-grade social returns driven by rural women's inclusion and enhanced climate resilience.

## ASK AMOUNT

USD

**250K**

Debt Ask

## USE OF FUNDS

- CAPEX
- Working Capital

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## PROJECT OVERVIEW

An operational solar technology and smart energy management company with 35 employees is seeking USD 1.5 million (Debt ask of USD 450k) in growth capital to install 20,000 residential solar rooftops by 2028, targeting climate mitigation at a scale-up stage. The project offers strong and stable cash flow potential, exposure to Ghana's \$500M+ off-grid/renewable energy market, and measurable social and environmental impact, including an annual reduction of 1,600 CO2/year. Backed by a proven pilot phase, regulatory approvals, and an experienced management team, the company is well-positioned for low-risk execution and high scalability.

## KEY INVESTMENT HIGHLIGHTS

1. Immediate Revenue Potential: Verified carbon credits, Proven Model & Regulatory Readiness: All permits secured, pilot phase delivered successfully, ready for immediate scale-up.
2. Large Addressable Market: Residential solar adoption in Ghana is projected to grow at 15%+ annually, with a multi-year pipeline targeting 20,000 rooftops.
3. Attractive Revenue Model: Direct sales, financing arrangements, and smart energy management services create recurring income streams.
4. Social & ESG: Project generates local jobs, empowers women, cuts household energy costs, and reduces carbon emissions.
5. Experienced Leadership: Management team brings deep technical expertise in solar solutions and strong local market execution capability.

## INVESTMENT RATIONALE

This project is at the nexus of strong energy demand, declining solar costs, and growing ESG capital. The company's proven model, regulatory approvals, and clear market strategy make it a leader in Ghana's residential solar market, offering financiers predictable cash flows, scalable growth, and alignment with global sustainability goals.

## MARKET AND STRATEGY

Rising electricity costs, grid instability, and strong government incentives are fueling demand for affordable residential solar among Ghana's urban middle class.

## CAPITAL DEPLOYMENT PLAN

1. Investment will scale rooftop installations to 20,000 units by 2028
2. Expand marketing for customer acquisition
3. Procure solar hardware at bulk rates to boost margins
4. Enhance smart energy management technology for optimized customer value.

## IMPACT & RETURNS SNAPSHOT

The project delivers economic growth, energy security, carbon reduction, and gender-inclusive opportunities in Ghana's clean energy sector.

## BUSINESS MODEL & STRATEGY

The company operates via an SPV to streamline operations, uses integrated marketing campaigns to target urban and peri-urban

## ASK AMOUNT

USD

**1.5M**

**Total Investment  
Ask Amount**

## USE OF FUNDS

- CAPEX
- Working Capital

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## PROJECT OVERVIEW

A veteran West African electrical engineering leader with over 30 years of proven execution in large-scale energy projects with 150 employees is seeking GHS 40 million in debt financing to establish a 75MW Solar Assembly Line facility in Kumasi, Ghana. The scale-up climate mitigation project offers high-growth market access, stable returns, and strong ESG impact, leveraging long-standing government partnerships, secured permits, and an unmatched local reputation for quality and delivery while achieving an annual GHG reduction of 8,500 tonnes of CO2

## KEY INVESTMENT HIGHLIGHTS

- **Proven Track Record:** Established in 1991, the company has a long history of successfully delivering national electrification projects with government partners
- **Market Leadership:** A trusted and innovative brand, recognized among Ghana's top firms in electrical and civil engineering.
- **Scalable Operations:** The 75MW facility is strategically designed to meet domestic demand and supply export markets across West Africa.
- **Diverse Revenue Base:** Earns revenue from solar LED products, bolstered by strong partnerships and unique offerings.
- **Strong ESG Impact:** Generates 1,500+ jobs, with 80% female participation, reduces carbon emissions, and boosts local manufacturing.

## INVESTMENT RATIONALE

This project offers a unique, low-risk opportunity to invest in large-scale renewable energy manufacturing with strong government backing, proven execution, and a ready West African market. It combines profitability with significant social and environmental impact, aligning with global ESG goals.

## MARKET AND STRATEGY

1. Energy demand is growing quickly in Ghana and West Africa as governments and businesses move toward renewable power.
2. As most solar & LED products are still imported, there's a big opportunity to build them locally, cutting costs & creating jobs.
3. Supportive government policies and clean energy incentives also make it easier for investors to fund renewable energy projects in the region.

## CAPITAL DEPLOYMENT PLAN

Debt financing will fund the 75MW solar assembly facility, secure raw materials and bulk procurement agreement, support marketing and partnerships for fast market entry.

## IMPACT & RETURNS SNAPSHOT

The project will create 1,500+ jobs, promote 80% female workforce participation, and support Ghana's renewable energy goals while reducing carbon emissions.

## BUSINESS MODEL & STRATEGY

1. The business will assemble local solar modules and LED systems.
2. market through digital channels and partnerships.

## ASK AMOUNT

USD

**40M**

**Debt Ask**

## USE OF FUNDS

- **CAPEX**
- **Working Capital**

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## PROJECT OVERVIEW

A Ghana-based agritech enterprise is seeking USD 1.5 million (USD 200k Debt financing) to scale its climate-smart greenhouses and precision farming solutions for smallholder farmers. The project is at the scale-up stage, employs 11 people, and can reduce 6,500 tons of CO2 per year. The investment offers high social impact, recurring revenue potential, and access to Africa's rapidly growing \$1T+ agricultural market by 2030, while promoting food security, climate resilience, and gender-inclusive economic growth.

## KEY INVESTMENT HIGHLIGHTS

1. Proven Solution & Market Traction: 50+ greenhouses installed in Ghana, increasing farmers' yields and incomes.
2. Innovative "Pay as You Grow" Model: Affordable, inclusive financing that ensures steady revenue for the company.
3. High-Value Niche: Focus on soilless, vertical, and hydroponic farming for efficient, year-round production.
4. Social & ESG Impact: Raises income, enhances food security, creates jobs, and cuts carbon emissions.
5. Experienced Management: Team combines agriculture, engineering, and tech expertise with local market knowledge.

## INVESTMENT RATIONALE

This investment offers a unique opportunity for recurring revenue and high social and environmental impact, backed by a proven technology, strong execution team, and established adoption model, positioning the company as a leader in climate-smart, inclusive African agriculture aligned with global ESG goals.

## MARKET AND STRATEGY

1. Africa's projected population of 1.7B by 2030 is expected to be the main driver of food demand and to intensify climate-induced farming.
2. 80%+ of African smallholder farmers lack access to advanced farming technology, limiting productivity and income.
3. ESG-focused funding supports climate-smart, resilient agriculture solutions. .

## CAPITAL DEPLOYMENT PLAN

Funds will be used to scale greenhouse production, expand digital farm management tools, improve market linkages, and cover working capital for staff and farmer support.

## IMPACT & RETURNS SNAPSHOT

The project boosts farmer incomes and jobs, promotes sustainable farming and reduced emissions, supports women-led farms, and offers scalable, recurring investor revenue.

## BUSINESS MODEL & STRATEGY

The business builds affordable greenhouses, aggregates produce, and provides digital farm management tools, integrating precision farming

## ASK AMOUNT

USD

**1.5M**

**Total Investment Ask**

## USE OF FUNDS

- **CAPEX**
- **Working Capital**

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## PROJECT OVERVIEW

A Ghana-based EV company is seeking USD 32 million (debt ask of 9.4k) growth capital to scale manufacturing of affordable, terrain- adapted electric vehicles and expand its IoT-enabled vehicle ownership platform. The project is at the scale-up stage, employs 15 people, and can reduce 1,600 tons of CO2 per year. It offers multiple revenue streams, a first-mover advantage in Africa's EV market, and a measurable ESG impact through job creation, income generation, and carbon reduction.

## KEY INVESTMENT HIGHLIGHTS

1. Proven Market Access: Licensed to operate across Ghana.
2. Flexible Ownership Model: Affordable payment plans and delivery job opportunities lower adoption barriers.
3. Technology-Driven Differentiator: IoT platform enhances vehicle management and driver empowerment.
4. Monetization: Beyond Vehicles: Revenue from carbon credits, services, and logistics brokerage.
5. Impact at Scale: Creates jobs, promotes gender inclusion, and reduces transport emissions.

## INVESTMENT RATIONALE

This investment offers a first-mover African EV company with manufacturing and digital platform integration, low execution risk, and strong potential for market share, climate-focused funding, and social impact in West Africa.

## MARKET AND STRATEGY

1. Africa's growing urban population is driving demand for affordable, sustainable transport.
2. Electric vehicles align with climate goals, and the lack of terrain-adapted EVs creates a large market opportunity.
3. Lack of affordable EVs designed for Africa's terrain presents a multi-billion-dollar opportunity for early movers.

## CAPITAL DEPLOYMENT PLAN

1. Scaling in-house EV manufacturing capacity,
2. Enhancing Internet of Things (IoT) connected mobility platform functionality,
3. Expanding marketing to acquire riders and fleet managers.
4. Funding working capital for distribution and after-sales support.

## IMPACT & RETURNS SNAPSHOT

The project creates sustainable income for riders and SMEs, reduces transport emissions, and promotes women's participation and community economic empowerment.

## BUSINESS MODEL & STRATEGY

1. Revenue comes from EV sales and leases, delivery job brokerage, support services, and carbon credits.
2. Go-to-Market approach is driven through digital campaigns, referral programs, and partnerships with logistics firms, e-commerce platforms, and governments.

## ASK AMOUNT

USD

**32M**

**Total Investment Ask**

## USE OF FUNDS

- CAPEX
- Working Capital

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