ARCTERRA RENEWABLES

COMPANY PROFILE

2026

CATALYSING SUSTAINABLE FUTURES



ABOUT US

ArcTerra Renewables Limited is a Kenyan clean energy and mobility advisory firm focused on accelerating the adoption of decentralized energy solutions across Africa.

Founded in 2026 on the conviction that clean energy access is both a development imperative and a market opportunity, ArcTerra works at the intersection of energy access, market development, and climate finance.

We serve technology providers, impact investors, development finance institutions, and distribution partners, helping them expand sustainable energy solutions in emerging markets with speed, credibility, and local intelligence.

Headquartered in Nairobi, Kenya, ArcTerra operates across East, West, Central, and Southern Africa, with an active project pipeline spanning household energy, productive use appliances, energy storage, and electric mobility infrastructure.

MISSION

To accelerate Africa's clean energy transition by delivering expert advisory, climate finance solutions, and market development services that unlock investment, drive commercial scale, and create lasting impact in emerging energy markets.

VISION

A continent where clean energy is universally accessible, commercially viable, and deployed at scale.



WHO WE SERVE

Arc Terra partners with a diverse set of stakeholders across the clean energy and development finance ecosystem.

1

Technology Providers & OEMs

Solar, storage & e-mobility hardware manufacturers seeking African market entry and scale-up

2

Impact Investors & DFIs

DFIs, funds and philanthropic capital looking for bankable clean energy investment opportunities

3

Distribution Partners

MFIs, SACCOs, NGOs and retailers building last-mile energy delivery networks across Africa

4

Governments & Regulators

Ministries and agencies designing enabling policy environments and public energy programmes

5

Energy Developers & Project Sponsors

Companies originating and structuring renewable energy assets across the African continent

OUR CORE SERVICES

Four integrated service lines designed to address the full spectrum of challenges in Africa's clean energy market.

01

Grant Writing & Climate Finance

GCF/GEF submissions · RBF design · DFI due diligence · Impact measurement · Multilateral engagement

02

Market Development & Scale-Up Support

Landscape assessment · Channel design · Distributor matchmaking · Government alignment · Cross-border

03

Energy & Sustainability Advisory

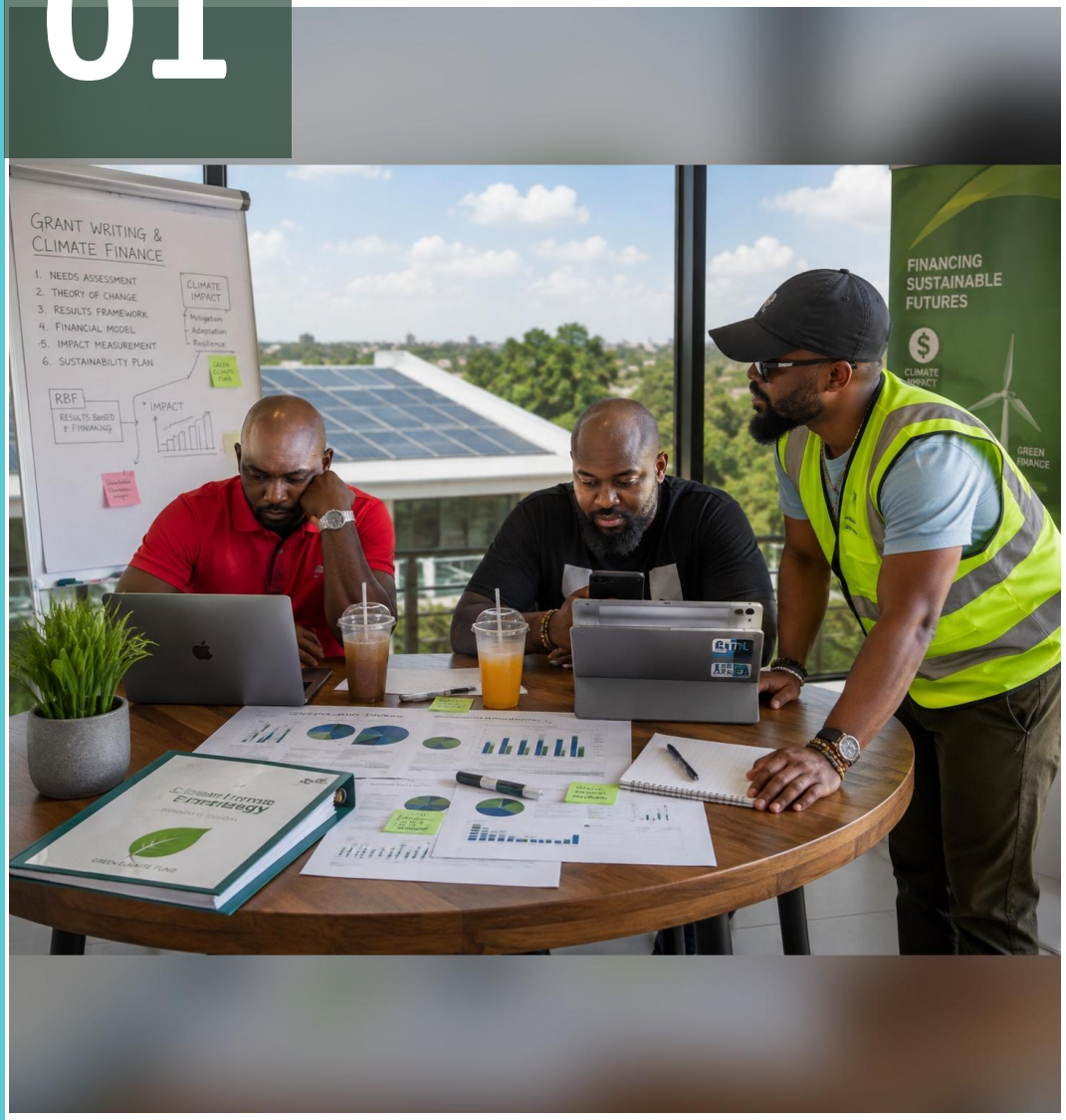
Energy audits · Feasibility analysis · PPA procurement · Net-zero strategy · EV integration

04

Renewable Energy Assets — Turnkey Solutions

Site surveys · System design · Equipment coordination · Installation & commissioning · Certification

01



GRANT WRITING & CLIMATE FINANCE

We support proposal development and deal structuring for climate and development finance, connecting clients with the capital they need to grow.

– Green Climate Fund (GCF) and Global Environment Facility (GEF) submissions

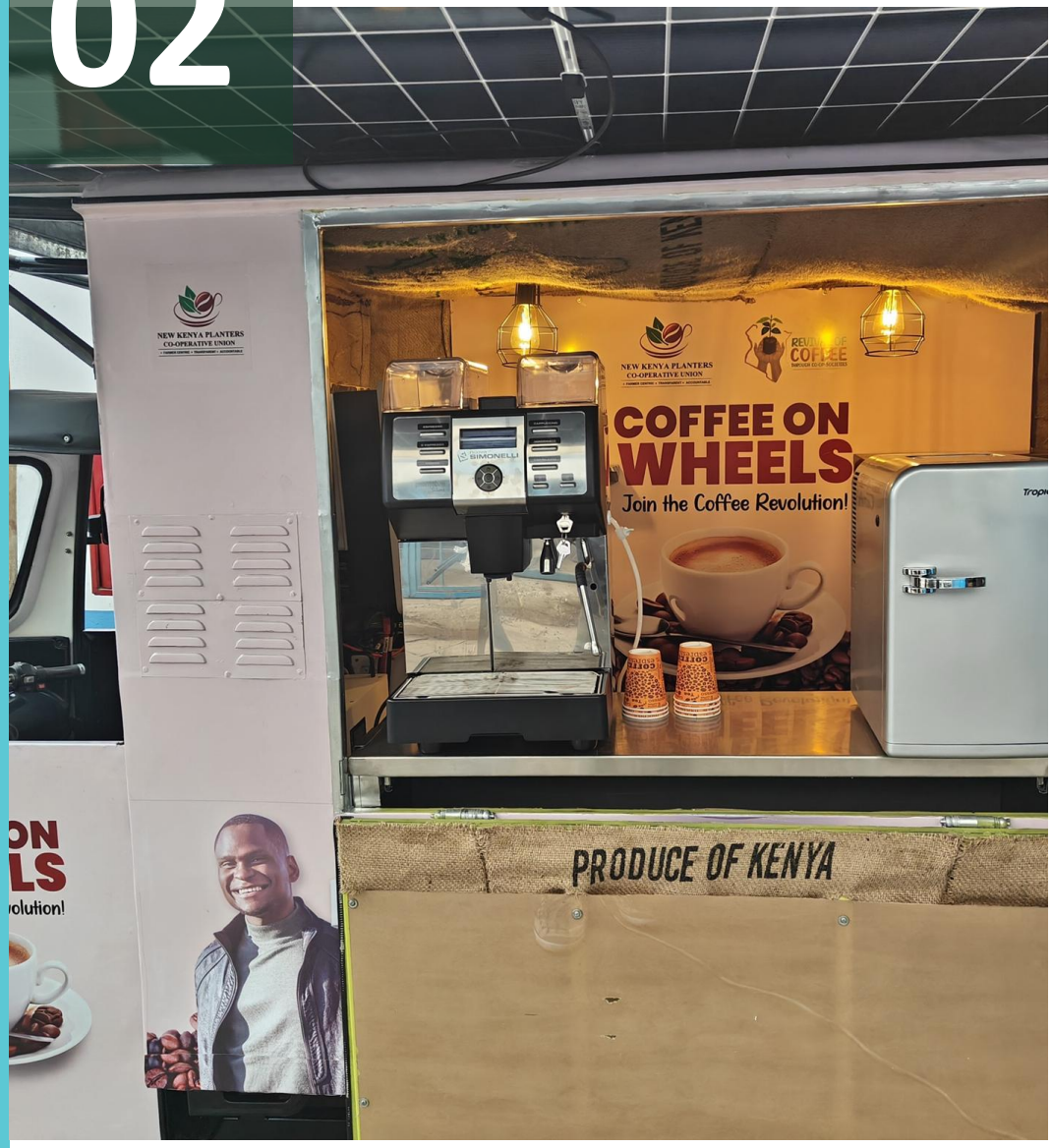
– Results-based financing (RBF) programme design and verification

– Development Finance Institution (DFI) due diligence preparation

– Impact measurement framework development

– Strategic engagement with multilateral and bilateral development finance institutions

02



MARKET DEVELOPMENT & SCALE-UP SUPPORT

We design and execute go-to-market strategies for solar, storage, and e-mobility technologies, and connect OEMs, technology providers, and distributors with the right partners to grow effectively.

– Landscape and opportunity assessment, competitor & pricing analysis

– Channel design, partner identification, and launch planning

– Distributor matchmaking - MFI, SACCO, and NGO partnerships

– Government program alignment and institutional offtake agreements

– Cross-border partnership facilitation

03



ENERGY AND SUSTAINABILITY ADVISORY

We provide integrated advisory services to support organizations in optimizing energy use, reducing costs, and transitioning to sustainable, future-ready energy solutions.

– Energy Audits: Identifying consumption patterns, efficiency gaps and cost-saving opportunities

– Feasibility & Financial Analysis: Evaluating project viability, CAPEX, and expected returns

– PPA & Energy Procurement: Structuring and negotiating cost-effective power agreements

– Sustainability Advisory: Carbon reduction and net-zero strategies aligned with ESG frameworks

– Specialized Sector Advisory: Commercial & sports lighting, EV integration, and charging infrastructure

04



RENEWABLE ENERGY ASSETS - TURNKEY SOLUTIONS

We deliver end-to-end renewable energy asset solutions through licensed technical teams, managing the full project lifecycle to produce bankable, performance-ready assets.

– Site surveys and system design validation

– Equipment coordination and supply chain management

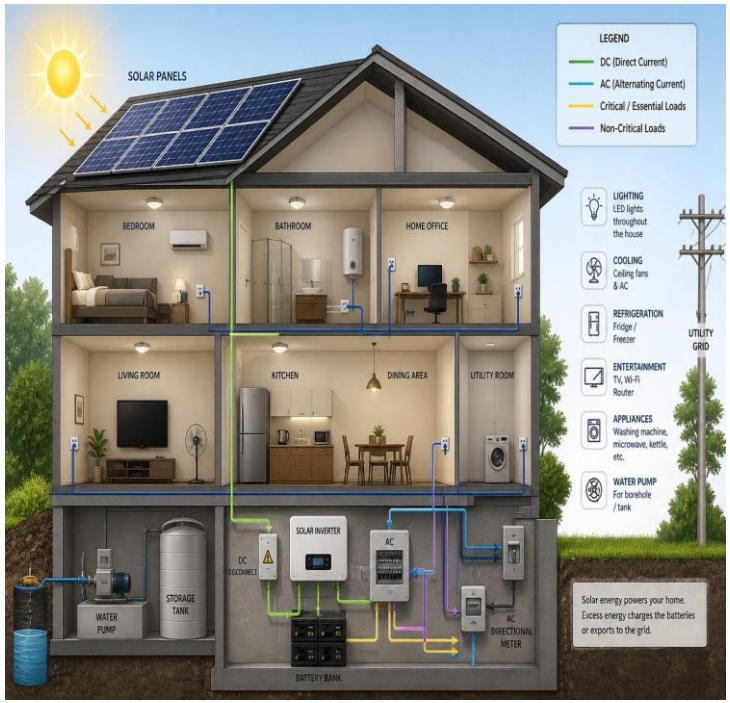
– Installation, testing, and commissioning

– Regulatory compliance and project documentation

– Bankable asset delivery and performance certification

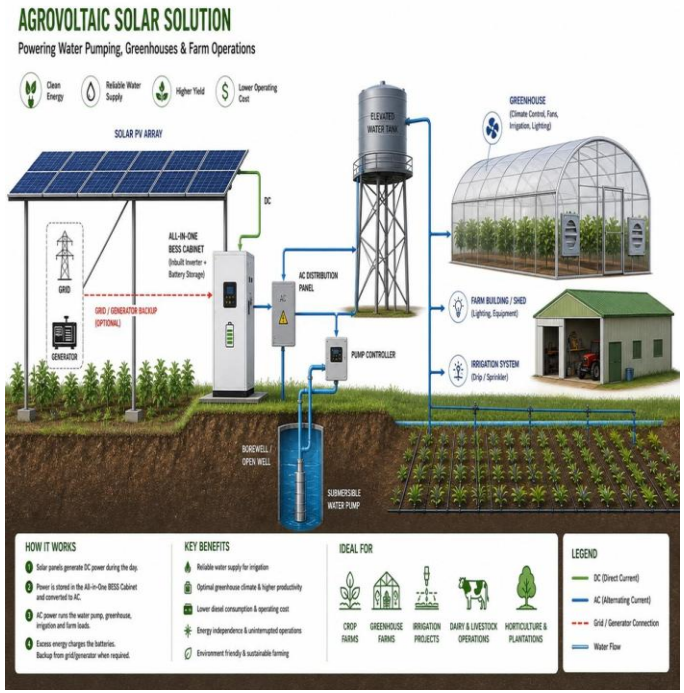
OUR SOLUTIONS

Graphical overview of solutions we offer across all market segments.



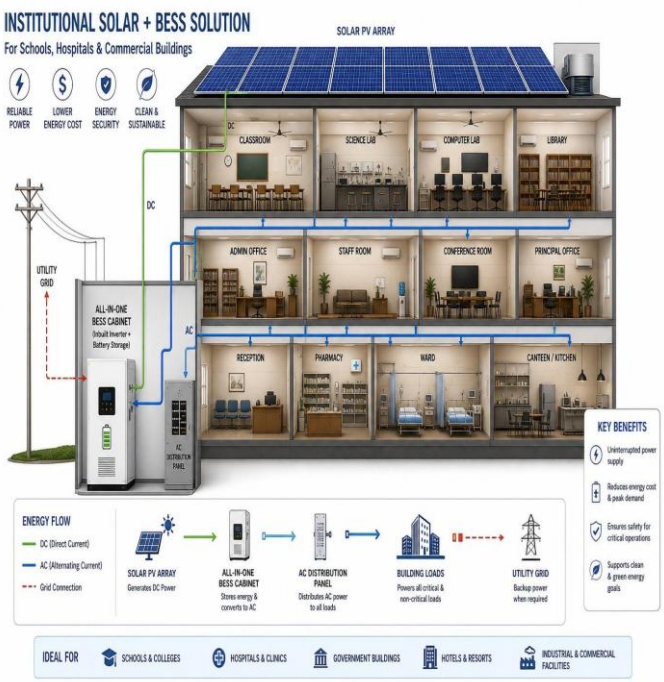
RESIDENTIAL

Solar Home Systems · Battery Storage · Water Pumps · Solar Water Heating



AGRIVOLTAICS

Borehole Solarization · Greenhouses · Irrigation · Farm Ops



COMMERCIAL & INDUSTRIAL

Solar+BESS · Energy Audits · PPAs · EV Charging

ADVISORY SERVICES

Strategic Guidance. Bankable Solutions. Lasting Impact. End-to-end advisory across the renewables value chain.



ArcTerra's advisory practice brings deep sector expertise, practical independence and innovative thinking to every engagement, helping clients make the right move, design it right, finance it smart, build it right, and run it better. Our outcomes are consistently bankable projects, lower risk, optimized returns, operational excellence, and measurable sustainable impact.

LEADERSHIP TEAM

ArcTerra is led by a team of seasoned professionals with a combined track record of over 58 years of experience spanning clean energy, climate finance, market development, and strategic communications across Africa and beyond.

AA

Anthony Akivembe

Energy and Climate Market Strategist

14+ yrs

Anthony has deep expertise in clean energy scale-up, institutional partnerships, and cross-border market development. He has supported energy companies in designing go-to-market strategies and securing alliances with development finance institutions, governments, and off-takers across sub-saharan Africa.

SM

Stephen Manyasi

Market and Investment Readiness Strategist

15+ yrs

Stephen has extensive experience in business model refinement, technical advisory, and scalable sales strategies for early and growth-stage enterprises. He has guided multiple clean energy companies through investment readiness and engagement, as well distribution optimisation across Sub-Saharan Africa.

MN

Mike Ndiema

Operations and Partnerships Lead

15+ yrs

With a background in Community Psychology, Mike brings in expertise in community engagement, mobilization, alongside stakeholder engagement across the private sector and development initiatives. He brings experience ranging from major telecoms brands and the NGO sector.

TO

Teddy Ongamo

Energy, Finance and Project Development Specialist

15+ yrs

Teddy brings extensive experience in the renewable energy and energy efficiency sector, specialising in market entry strategy, financial product development, project origination, financial modelling, stakeholder management, PPP negotiations, and investor relationship management and fundraising.

LEADERSHIP TEAM

Leadership Team (continued)

AK

Anthony Kiama

Lead, Enterprise Development & Market Linkages

10+ yrs

Anthony is an enterprise development consultant and business mentor supporting MSMEs, cooperatives, and youth- and women-led enterprises across Kenya. He has led assignments with KCB Foundation, Cereal Growers Association, GAIN, and Mastercard Foundation's Young Africa Works, mentoring 100+ enterprises to access finance and new markets.

OUR PARTNERS

ArcTerra collaborates with strategic partners to deploy clean energy solutions across Africa.

Clean Energy Technology Partner

Chaji Services

Technology partner for solar and energy storage solutions deployment — delivering hardware and integration expertise across East Africa.

Financial Institution

Sidian Bank

Banking and financing partner enabling affordable clean energy access through tailored loan products and SME energy financing structures.

Community Finance Partner

Akiba Mashinani Trust

Community-focused financial partner supporting grassroots energy access and pay-as-you-go distribution networks at the last mile.

Impact Organisation

The Washing Machine Project

Impact partner advancing gender-inclusive clean technology access, improving livelihoods for underserved communities through clean energy appliances.

OUR PARTNERS

ArcTerra collaborates with strategic partners to deploy clean energy solutions across Africa.

Electric Mobility Partner

Alpha E-Mobility

Global e-mobility technology partner delivering innovative electric vehicles, intelligent battery systems, and smart transport solutions that accelerate the transition to clean, efficient, and sustainable mobility.

Battery Energy Storage Systems Partner

Vestwoods by Haier

Global energy storage technology partner delivering advanced battery systems and intelligent energy storage solutions that enhance power reliability, integration, and support sustainable energy access.

Off-Grid Solar Partner

IONA Solar

Supplier of off-grid solar home systems and lantern solutions tailored for underserved communities across East Africa, expanding access to clean, reliable, and affordable energy.

Coffee Marketing Body

New Kenya Planters Coffee Union

Driving the revival and sustainable growth of Kenya's coffee industry by delivering innovative, transparent, and farmer-focused services that strengthen the entire coffee value chain.

OUR PARTNERS

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Clean Energy Entrepreneurship Partner

Siganda Limited

Clean energy enterprise focused on building networks of women & youth clean energy entrepreneurs through technical training, entrepreneurship, and community-driven initiatives that expand access to solar and clean cooking solutions.

Energy Storage & Cross-Grid Technology Partner

Omnivoltaic

Global energy technology company delivering off-grid, cross-grid, e-mobility and productive-use solutions, including smart inverters and battery storage that power homes, businesses and communities.

Clean Cooking & Productive Use Partner

Zuhura Solutions

Nairobi-based social impact company delivering solar-powered street food vending carts that replace charcoal, giving vendors cleaner, safer and more profitable livelihoods.

AFRICA NETWORK MAPPING

ArcTerra collaborates with partners to deploy renewable energy solutions across Sub-Saharan Africa.



Kenya

ArcTerra Renewables HQ

East Africa

Uganda, Tanzania, Rwanda, Ethiopia, Burundi, South Sudan, Somaliland.

West Africa

Sierra Leone, Liberia, Benin, Togo, Ghana and Nigeria.

Central Africa

DRC, Cameroon. High-potential markets with growing impact investor interest.

Southern Africa

Malawi, Mozambique, Zambia, Zimbabwe.

Gallery 2026

Coffee on Wheels Officially Launched: H.E. President William Ruto launches the Coffee Revival Through Cooperative Societies Programme, led by Cabinet Secretary for Co-operatives and MSMEs, Wycliffe Oparanya, with the Deputy President, the CS for Agriculture, and the Governors of Kirinyaga and Embu in attendance, in Kirinyaga, June 22, 2026.













Built in partnership with The New Kenya Planters Co-operative Union (NKPCU), Coffee on Wheels is a fully electric, solar-powered espresso bar engineered and delivered by ArcTerra Renewables, a zero-emission 3-Wheeler with its own battery and inverter system, designed and built entirely in Kenya. Every component. Every bolt.

Every line of design. Kenyan.Tukunywe Kahawa! KE.

ARCTERRA RENEWABLES

Let's Build Africa's Catalyzing Sustainable Futures.

We partner with technology providers, investors and distributors to accelerate clean energy access across Africa.

WORK WITH US

Partner With Us

Technology providers and OEMs seeking African market entry, scale-up and distribution partnerships.

Invest

Climate and development finance, DFIs, impact investors and philanthropic capital seeking bankable deals.

Distribute

Last-mile and market access — MFIs, SACCOs, NGOs and retailers expanding energy delivery networks.

COMPANY

ArcTerra Renewables Limited

LOCATION

Nairobi, Kenya

WEBSITE

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info@arcterra.co.ke