

Building Infrastructure. Delivering Excellence. Established: 2019

Headquarters: Addis Ababa,

situtiya@hudomer.com



ABOUT US

Hudomer General Construction Company is a dynamic Ethiopian construction firm specializing in delivering high-quality infrastructure projects with precision, speed, and innovation. While we operate across multiple construction sectors, our primary expertise lies in the telecommunications industry, where we have become a trusted partner for Safaricom Ethiopia and other leading players. Since 2024, Hudomer has played a pivotal role in expanding Safaricom Ethiopia's network, executing diverse projects including Greenfield and Rooftop sites, Ground-Based Towers (GBT), collocation site works, and power infrastructure upgrades.

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Our Work with Safaricom Ethiopia

We have successfully completed **full turn-key (FTK)** projects, from initial surveys to final handover, overcoming challenges such as difficult site access, flood-prone areas, and surface water issues. Our solutions have gone beyond telecom needs—such as constructing **access roads** that also benefit surrounding communities.

Key contributions include:

- Completion of **10 FTK sites** within a short time frame, meeting high quality and safety standards.
- Delivery of colocation sites in Ethiopian Telecom site for Safaricom, including Colo plinth works and AC-DC power conversions.
- Engineering problem-solving for challenging environmental conditions.

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Recognition & Awards

Our commitment to excellence has been formally recognized by **Safaricom Ethiopia**.

On **July 1, 2025**, we were honored by Chief Safaricom Officer Mr. Wim Vanhelleputte for exceptional milestone achievements, including:

- 17.3 days average from PO issuance to civil works start.
- **55.5 days** average from civil works start to Ready for Installation (RFI).
- 10 days average from RFI to civil works completion.

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Current Projects

Hudomer currently manages **53 FTK** sites across Ethiopia, located in:

- Tigray Region
- Sidama Region
- SNNP Region
- Addis Ababa
- Oromia Region
- Bonga Cluster

Progress to date:

- 51 sites completed
- 21 sites ongoing
- 10 sites in early stages (survey, lease, BOQ, permits, geotechnical investigation,

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Our Mission

To deliver world-class infrastructure solutions that empower communities, connect people, and drive Ethiopia's development. structural design)

Our Vision

To be Ethiopia's most trusted and innovative construction partner, recognized for excellence, speed, and social impact.

Our Values

- Quality First We never compromise on standards.
- Innovation Creative solutions for complex challenges.
- Integrity Transparency and accountability in every project.
- Commitment Delivering on time, every time.
- Community Impact Building infrastructure that benefits society.

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Our Work in Action

1. Telecom Site Construction – Greenfield Site 701041



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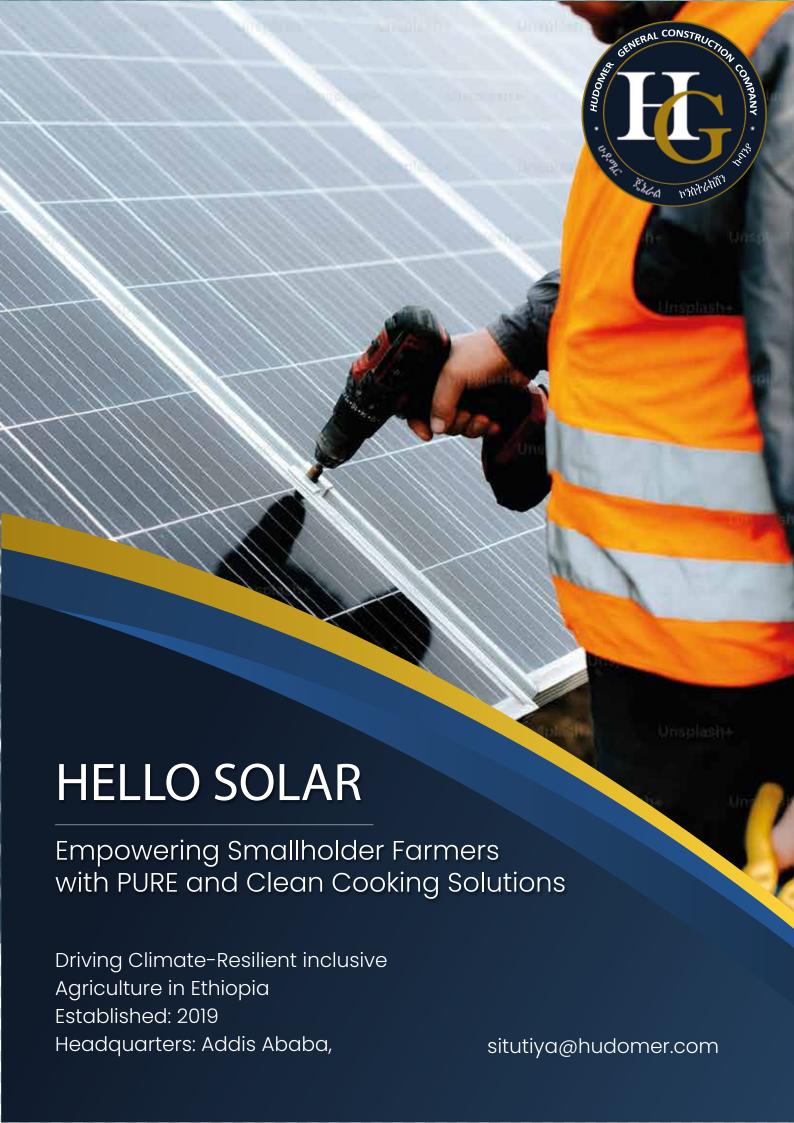
AC-DC Conversion







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ABOUT US

"Hello Solar Technology is a social impact company providing locally assembled, decentralized solar energy solutions to people in off grid areas. We are committed to improving the daily life of rural communities by providing access to qualitative and affordable pay-as-you-go renewable energy services in Ethiopia."

KEY FACTS

- 15,000 customers
- PayGo
- Local assembly
- Key partnerships
- Payment integrations
- Multi-channel distribution
- Dedicated regional teams
- End-to-end customer service

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Clients and geographical reach

CLIENTS

- Off grid Communities
- Smallholder Farmers

Market size:

75% population: 95 million, 85%

smallholder

5 billion \$

Plot size: 0.5 - 1.5 hectare

GEOGRAPHICAL REACH

- Active in 4 regions of Ethiopia
- Multi-channel distribution, tailored to regional needs:
- Agent network with 35 points of sale across five regions
- Partnership with Somali Microfinance Institution (Sharia compliant model)
- Partnership for farmers with TechnoServe in Gambella
- Partnership for farmers with JICA in Jimma
- Partnership with SHARPE/DAI for refugee camps in Somali region

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Problem: Challenges for smallholder Farmers in Ethiopia

Access to Energy

Access to Water

Access to Productive use Products

Access to Clean Cooking

Access to Finance & Support

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Our solutions: 1. Access to Energy 2. Access to Water

Access to Energy

- => Solar Home Systems
- => Micro Grid



Access to Water

=> Solar water pumps





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Our solution: 3 Access to Productive Use Energy

PURE Market Overview









PURE Technologies	Power Source Structure	End User Subsector / Industry	Business Model	
Solar Water Pumps	Plug and Play	Agriculture Production	Vertical	
Sprinkler systems and Drip irrigation Systems Solar Powered Hydroponic fodder	(P&P)	Agriculture post-Harvest Agro-processing	Integration	
Solar Mills	Component-	Horticulture cold storage	Product sale	
Agriculture Cold storage Electric 2 and 3 wheelers	based systems (which	Washing, pulping, drying Transportation	(pay-to-own)	
Cold Storage Rooms in Vehicles Coffee Washing	dominate the market)	Milling	Credit	
Milking Machine Milk Cooling/ Storage Tanks Solar-Powered Butter Extractors Cream Separator Solar Milk Can Solar-Powered Poultry Shed Lighting	Mini-grid	Livestock, Dairy, and Poultry Production Livestock, Dairy, and Poultry Processing Milking Pasteurization System / Salar-Powered Butter Extractors / Cream Separator Transportation	Fee-for-Services	
Solar Energy Kits + Lighting Solar Cooking Hair Clippers Mobile Phone Solar Powered Charging Stations		Restaurants Barber Shops Retail Shops Entertainment Tailorina		
Solar TV Solar Refrigerators Solar Water Supply Pump Solar Sewina Machines		lationing		

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Our solution: 4 Access to Clean Cooking, benefits

IMPORTANCE OF CLEAN COOKING

Health Benefits:

1- Reduced Household Air Pollution (HAP): Clean cooking technologies significantly lower exposure to harmful pollutants like particulate matter (PM2.5) and carbon monoxide, According to the World Health Organization (WHO), HAP from traditional cooking causes around 3.2 million premature deaths

2- Decreased Disease Burden: Clean cooking reduces respiratory diseases, cardiovascular issues, and other conditions linked

to HAP. Women and children, who spend more time near cooking areas, benefit the most.

3- Improved Child Health: Cleaner air reduces acute respiratory infections in children, a leading cause of under-5 mortality

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Our solution: 4 Access to Clean Cooking, benefits

IMPORTANCE OF CLEAN COOKING

Environmental gains:

- **1-** Lower Deforestation and Emissions: Clean cooking reduces reliance on biomass fuels, curbing deforestation and forest degradation.
- **2-** Climate Impact: Modern stoves or fuels like LPG emit less black carbon and greenhouse gases. Scaling clean cooking could contribute to climate goals, as traditional cooking accounts for roughly 2% of global CO2 emissions.

Economic and Social Benefits:

- **1-** Time and Cost Savings: Reduce fuel consumption by 30-60%, Save time spent collecting firewood, often 2-6 hours daily,
- **2-** Gender Equity: Women, primarily responsible for cooking and fuel collection in emerging markets,.
- **3-** Economic Growth: Scaling clean cooking markets creates jobs in manufacturing, distribution, and maintenance of stoves or fuels. The clean cooking sector could generate billions in economic activity.

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Our solution: 4 Access to Clean Cooking, overview

SOLUTION FOR CLEAN COOKING, PRODUCT CATEGORIES

FUEL BASED STOVES:

- 1- Biomass stoves
- 2- LPG stoves
- 3- Ethanol stoves
- 4- Biogas stoves
- 5- Electrical stoves

KEY CONSIDERATION

- 1- Cost: Ranges from \$5 (basic biomass stoves) to \$200+
- 2- Accessibility: Biomass and LPG stoves are most common in emerging markets due to fuel availability, while electric and solar stoves are limited by infrastructure.
- 3- Emissions: LPG, ethanol, biogas, and electric stoves are Tier 4 (cleanest) on the WHO's stove performance scale, while improved biomass stoves range from Tier 2-3.
- 4-Cultural Fit: Adoption depends on compatibility with local

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Our solution: 4 Access to Clean Cooking, Biogas

TARGET CUSTOMERS

Smallholder Farmers:

Land size: 0.5 - 1.5 Hectare

Number:

15 million families (70% population, 95% smallholder)

• Market: 5 million+ bio digesters

=> Usage: Cooking, fertilizer



Industrial users:

- Large size agricultural production
- Livestock milk
- Chicken farms
- Slaughterhouse => Usage: biogas digesters can to treat the waste of these facilities

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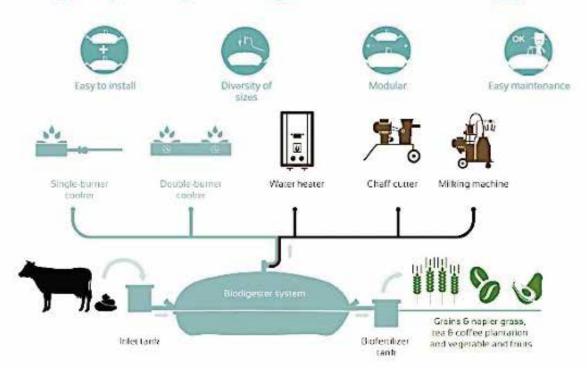


Our solution: 4 Access to Clean Cooking Biogas

FOCUS ON BIOGAS => Sistema.Bio

High-quality biodigester technology





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Our solution: 4 Access to Clean Cooking Biogas

FOCUS ON BIOGAS => Sistema.Bio







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Our solution: 4 Access to Clean Cooking

COUNTRY OBJECTIVE BIODIGESTERS 2025 - 2035 => 800.000 units

Hello Solar Sistem.Bio contribution:

20% of the country objective

- 1-2025-2035 = > 160.000 units
- 2- Average 16.000 units/year
- 3- Gradual build up

Develop injera stove => 2026

Key Considerations for Biogas success

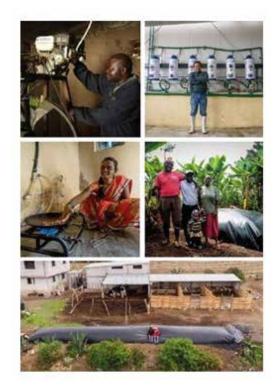
- 1- Cost to procure
- 2- Savings

Bio fuel savings

Fertilizer

20% more production of crops

- 3-Input materials, dung and water
- 4-Operating daily to keep consistency



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Our solution: 5 Access to End user Finance

ISSUE => END USER FINANCE

SOLUTION => PAYGO

Commercial

Microfinance:

Banks:

- => Too Little
- => Too Expensive

Concessionary

Grants:

DP

- => Budgets shrank
- => Low for Ethiopia

CAPITAL=> No Farm Banking

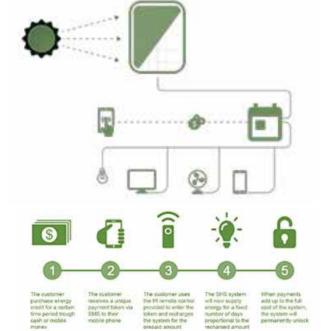
COST TOO HIGH TOO LITTLE TOO CONDITIONAL



CAPITAL=> Finance for farmer

ASSET FINANCE DE-RISK FUND DIRECT TO PAYGO COMPANY **NO INTEREST**





Main problem => Financial sector

- 1- Too many pre conditions
- 2- Asking for de-risk to private companies
- 3- High interest rate
- 4- Need collateral

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Our solutions: 5. Services

Access to Finance => Pay As You Go





2 Access to Services => Overview



Installation After sales



Call center



Data collection



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Impact: SDG



Primary











Secondary

























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Numbers

REVENUE & FUNDING

Total Turnover from Inception upto September 30, 2024

6	33		M	Re	veni	ue				
	1	FY 2020		FY 2021		FY 2022	FY 2023	FS 2024 (30/09/2024)	8	Total
Turnover SHS	\$	127,427	\$	251,295	\$	225,338	\$ 179,509	\$ 45,601	\$	829,171
Turnover Solar Pump							\$ 15,778	\$ 4,404	\$	20,182

Total External Debt from Inception upto September 30, 2024

	FY 2020	FY 2021	FY 2022	FY 2023	FS 2024 (30/09/2024)	Total
Signify	9)		\$ 100,000		9

PRODUCT PRICING & MARGIN

PR	ODUCT	PURCH	ASE	SALES				
Category	Segment	Purchase price	Landed	Mark up	Sales price excl	Sales price incl	Sales Birr	
A 4. F	SHS Basic	50	57.5	50%	86.25	99	12,200	
Access to Energy	SHS TV 32	312	358.8	50%	538.2	619	76,128	
Access to water	Pump Surface	450	517.5	50%	776.25	893	109,801	
Access to water	Pump submersible	700	805	40%	1127	1296	159,414	
	Biogas	400	460	40%	644	741	91,094	
	Cooling	350	402.5	40%	563.5	648	79,707	
Access to PURE	Chicken	300	345	40%	483	555	68,320	
	Dairy	300	345	40%	483	555	68,320	
	Livestock	TBC						

Total Grant from Inception upto September 30, 2024

FINANCING GRANTS - SOURCES								
Grantor	Period	Amount \$						
Shell Foundation Grant	2018	300,000						
Shell Foundation Grant	2019	750,000						
JICA Grant	2019	17,600						
Shell Foundation Grant	2020	268,000						
Shell Foundation Grant	2021	232,000						
Shell Foundation Grant	2021	200,000						
Sharp (DAI Global UK Ltd)	2021	30,406						
Sharp (DAI Global UK Ltd)	2022	87,581						
Sharp (DAI Global UK Ltd)	2022	5,973						
Sharp (DAI Global UK Ltd)	2022	34,187						
Shell Foundation Grant	2022	50,000						
SNV	2023	15,695						
Solar X	2023	15,000						
SNV	2024	8,158						
Total		2,014,600						

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Our Management Team



Chief Executive officer



Thomas Mwangi
General Manager



Mihret Sineshaw
Finance Manager



Natnael Tariku
Project Manager



Getachew Tolosa

Deputy EHS Manager

Kibreab Hayelom
AC-DC Manager



Liya K/mariamDocumentation Officer



Situtya Shimelis

EHS manager

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Our partners









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What we like to Achieve Today

1- Financial support:

We are looking to raise 2 million in the next year in a mix of the underlying tools

- Equity investment
- Grant
- Debt
- De-risk facilities

2- Partnerships, Market linkage and Knowledge sharing

3- Leverage visibility for increased investment and scalability.

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Challenge: Solutions to food self sufficiency in Africa

Production gains & Post harvest Loss

Holistic Approach

Technology

Business models

Finance & Funding

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Our solution : 1 Production gains & Post harvest Loss

Technology Drivers

Enabling platforms

• PayGo: IoT sensors

Com networks

Firmware

Software

- Smart batteries
- Perm magnet motors
- Phase change materials

Emerging quality of technology

- Digital
- Customizable
- Interoperable
- Modular
- Circular

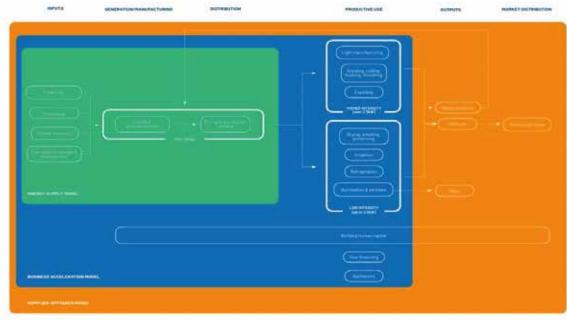
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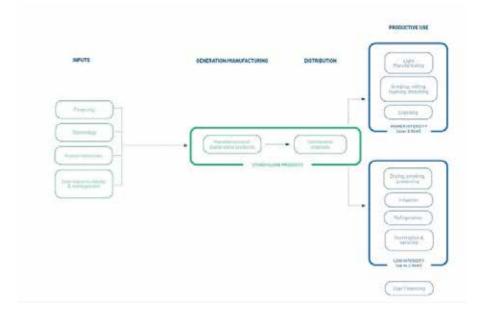
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Traction to date

Phase 1: 2018-19 Phase 2: 2020-22 Phase 3: 2023-24

Pilot in 2018

Pilot with Shell Foundation (USAID & DFID) funding

Tested business model for off-the-shelf SHS on PAYGO through partnerships with MFI & Banks Scaled up to 5,000 customers

Rolled out in 5 regions in Ethiopa

Default under 3%

Team of 35

COVID - WAR emergency plans

Opening of first own assembly plant in Addis

Grown staff base to 40 employees

Lead Mowie/WB Payment for solar work group Scaled up to 12,000 customers

Add more payment options: M-Birr, CBE-Birr

Platform positioned for growth to c30,000 customers in 2022-23 Scaled up to 15,000 customers

Add first telco payment option: TeleBirr

Productive use Roadmap

Integration quickbooks Plan to scale to 20,000 customers

Pilot more PUE

Micro finance financing

Scale existing roadmap

Extend Oromo & South region

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Award-Winning Performance



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Commercial Registration Certificate Issued under Commercial Registration and Business license proc No. 980/2016

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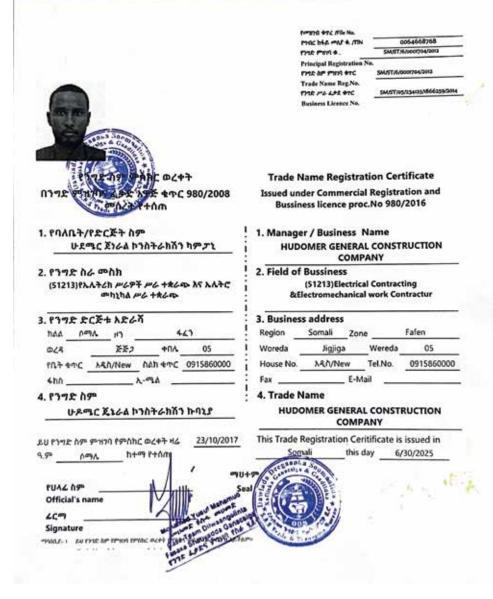


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5. Equipment

The Bidder must demonstrate that it has access to the following key equipment. The Bidder shall provide further details of proposed items of equipment using Form TECH-20 Equipment in Section IV, Bidding Forms.

[The Employer shall list the key equipment and minimum number, and for each lot]

No.	Equipment Type and Characteristics	Quantity Required	Document required	Evaluation (Pass or Fail)	HUBIN	RESULT
1	Excavator 1.2 to 4.6 m3 capacity	1	Log Book/Registration Card/Lease Agreement		Wan haysanaa (Owned)	ок
2	Jack Hammer	1	Log Book/Registration Card/Lease Agreement		Ma haysano (Rented)	Prepare Lease Agreement
3	Lorries up to 20 Tons gross weight	4	Log Book/Registration Card/Lease Agreement	(1	Wan haysanaa (Owned)	ок
4	Pickups up to 1 ton carrying capacity	1	Log Book/Registration Card/Lease Agreement	or Fai	Wan haysanaa (Owned)	ок
6	Self-loading Concrete Mixers (10- 14 m³/hr)	1	Log Book/Registration Card/Lease Agreement	(Pass	Wan haysanaa (Owned)	???
9	Vibrating Plate Compactors 114- 200 kg operating weight	1	Log Book/Registration Card/Lease Agreement	no pasi	Wan haysanaa (Owned)	???
10	Poker vibrators	1	Log Book/Registration Card/Lease Agreement	1 be ba	Ma haysano (Rented)	Prepare Lease Agreement
12	Compaction roller 10 ton	1	Log Book/Registration Card/Lease Agreement	ria wil	Wan haysanaa (Owned)	???
16	Wheel loader	2	Log Book/Registration Card/Lease Agreement	n Crite	Wan haysanaa (Owned)	ок
17	Steel for Scaffolding of 500 sqm	set	Proof of ownership or leasing	Evaluation Criteria will be based on (Pass or Fail)	Ma haysano (Rented)	Prepare Lease Agreement
18	Survey equipment include Total station , Real Time GPS Levels , Tapes with associated accessories	set	Log Book/Registration Card/Lease Agreement. Calibration certificate for each	Ev	Ma haysano (Rented)	Prepare Lease Agreement
19	Power generator for the works. Adequate and sufficient lighting for night working hours	set	•		Ma haysano (Rented)	Prepare Lease Agreement
	Evaluation outcome			Pass or Fail	k	

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Bole Brass, Woreda 03. Contact: +251944113231

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