Green A&E

INTEGRATING TECHNOLOGY WITH AGRICULTURE & ENVIRONMENT

Bigwa Farm ltd

Growing Your Agritech Business in Tanzania

Rev 7.0 – 1025 | A Green A&E Business Concept and Philosophy

Intended Audience

The intended (global) audience for this Green A&E high-level presentation on high-tech smart farming and its prerequisites in Tanzania would typically include stakeholders who can influence policy, funding, implementation, or scaling of such technologies.

- Potential Partners Interested in Safely Expanding Into Africa
- International Development Organizations and NGOs
- Researchers, Academia, and Extension Experts
- Farmer Representatives and Community Leaders
- Private Sector and Investors

Purpose Of This High-level Presentation…

…is to inform, persuade, and engage key stakeholders to drive the adoption, funding, and scaling of advanced agricultural technologies to address challenges like low productivity, climate change, and food security in a country where agriculture employs about 65-70% of the population.

- **Raising Awareness:** Educate stakeholders (government, NGOs, investors, farmers) about the potential of smart farming technologies to improve yields, reduce water and input use, and enhance resilience to climate risks, tailored to the context of Africa.
- **Attract attention** from private sector players, international donors, or public-private partnerships (PPPs) by showcasing successful case studies and ROI potential.
- **Influencing Policy**: Advocate for supportive policies, subsidies, or regulatory frameworks by demonstrating how smart farming aligns with Tanzania's Agricultural Sector Development Programme II and climate-smart agriculture (CSA) strategies.
- **Fostering Collaboration:** Encourage partnerships among domestic and international stakeholders—government, agritech startups, NGOs, researchers, and farmer cooperatives—to address barriers like high tech costs, limited digital literacy, and infrastructure gaps (e.g., internet access in rural Tanzania).
- **Promoting Inclusivity:** Highlight strategies to ensure technologies benefit smallholder farmers, women, youth, marginalized groups, and remote communities in general.

This Presentation Contains:

- Who and What We Are
- Where We Are
- Our Mission Statement
- Our Story – Our Destination
- Our Ethical Standards
- Our Social Engagement
- Our Problems

- **Our Opportunity**
  - Integrating Agriculture With (Smart) Technology
- **What We Do**
  - Reliable Infrastructure
  - Data Quality & Collection
  - Governance, Legal, Financial & Social Economic
  - Skills & Capacity Building
- **Our Farm, Community, and Business Focussed Services**
  1. Electrical Power and Connectivity Support Services
  2. Water Management and Infrastructure Support Services
  3. Bigwa Agricultural Analytical Lab as a Service
  4. Monitoring Environmental Change as a Service
  5. Orchard Monitoring and Control as a Service
  6. Managed Field Testing For 3rd Party Products at Bigwa
  7. Bigwa Farm As Demonstration Farm
- **Partners – We Want to Work With Like-minded People**
- **Invitation To Team-up with Green A&E**
- **Contact Green A&E**

Who and What We Are

Bigwa Farm Ltd is a socially engaged for-profit agritech organization and a wholly owned subsidiary of Green A&E Ltd, both of which are fully registered and incorporated in Tanzania.

Green A&E Ltd is proudly co-owned by a reputable company from The Netherlands and a distinguished Tanzanian born UK national, blending decades of international expertise with local commitment.

We are successful senior technologists (telecom, IoT, and electrical power) with many decades of experience, a broad global network, and we want to be a friendly neighbour and a professional farmer too.

We have a realistic perspective, not blind idealism. We believe in nature as a friend and we lovvvvve mango and lime.

Where We Are

7.236962° S - 39.128927° E

Bigwa – Mkuranga District– Pwani
70 km south of Dar es Salaam

With HQ offices in the city center of historical Dar es Salaam.

Bigws Farm Size: 188 acres (75 ha)
developed slowly by design

Mango | Lemon | Coconut | Banana

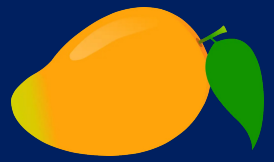
Our Mission Statement

Cultivating a sustainable future through innovative but affordable smart agritech that enhances productivity while reducing environmental impact.

Furthermore, by prioritizing the well-being of our land, animals, and community, we strive to increase welfare for all—ensuring a healthy, safe, and thriving ecosystem.

Improving quality of life is the company's essence, with financial profit as a result. Products and services should reflect the company's values, not necessarily be unique.

September 27, 2025



Our Story

In 2012, two satellite communications engineers acquired 75 hectares of undesirable land, with the realistic expectation that the project would be a long-term endeavour presenting significant challenges.

Our privately funded venture has travelled the long and winding road and has generated enough material to base a movie on: ”The Chronicle of Formidable Obstacles”.

The numerous lessons learned have shaped our resilience and growth. Each misstep has been a stepping stone, refining our strategies and strengthening our commitment to success.

Today in 2025, our initial 2012 visons, plans, and final destination remain in effect: **Bigwa Orchard City!**

Our Destination

Bigwa Orchard City: A Place For a Living, supporting communities and businesses with knowledge and our real-life experiences.

A professionally and efficiently producing high-tech full organic fruit farm in a low-tech environment.

A countryside retreat, research, test, learning, conference & demonstration facility.

A self-sustainable landscaped Fruit & Spices Park which hosts all possible fruits, spices, and herbs that possibly can grow locally in Tanzania.

A conservatory for endangered species including plants and insects.

A quiet, comfortable, safe, and healthy environment**.**

Our Ethical Standards

Green A&E’s high ethical standards and our Code of Conduct provide clear guidance for dealing with employees, customers, suppliers, competitors, and the public with integrity and in an ethical and appropriate manner.

Our company respects international social compliance and environmental principles aimed at promoting and protecting human rights and the environment.

Not just fancy words, this is how we really work, and our statement is backed up by references and numerous real-life examples such as our Bigwa Farm in Tanzania.

Our Social Engagement

For Green A&E, social engagement refers to how a we interact, support, and build relationships with the community and wider society beyond our direct business operations.

In Tanzania, this is especially valuable because of the country's community-oriented culture, growing youth population, and focus on sustainable development (Vision 2025).

Bigwa Farm's active engagement is in education, health, gender equality, and environmental initiatives.

Social engagement in Tanzania is not just philanthropy—it's a strategic investment in trust, reputation, workforce, and long-term stability. Moreover, it reduces certain business risks linked to social unrest and environmental degradation, or unequal development.

Our Problem(s)

Bigwa Farm development has been steady but slow due to severe limitations imposed by local rules & regulations, global instability, annual fire threats, the availability of *real* skills, (affordable & reliable) electrical power, and internet connectivity.

Additionally, Bigwa Farm has suffered from climate and weather shocks, but most of all from the lack of critical information from the fields.

These limitations and problems are not unique to Bigwa Farm and prevalent across Africa.

Solutions that address these issues present a significant business opportunity!

Our Opportunity

Many of our current problems can be mitigated, reduced, or even eliminated by introducing modern, readily available technology.

Once a SOLUTION effectively resolves our problem(s), we can proceed to promote and commercialise it, making it accessible to the market.

However, such technology must be “Africa-proof” – *affordable, reliable, simple, solid, and very easy to maintain* – and must fit in the local context.

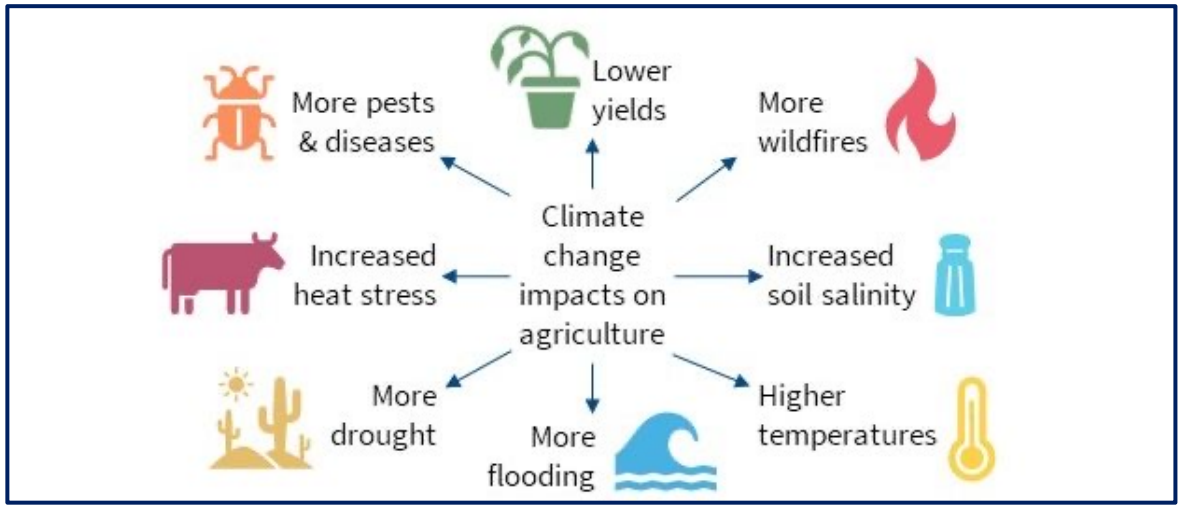
We focus on measurable dramatic improvement, not perfection.

OUR OPPORTUNITY

Bigwa, Tanzania, Africa, *and* the rest of the world urgently demand enhanced crop yields and improved climate adaptation!

Our contribution: At Bigwa Farm we integrate agriculture with (smart) technology. We're also commited to supporting others in doing the same.

We fear environmental threats, not competition.



Tanzania needs Sh33 trillion to transform food systems by 2030

Monday, July 15, 2024

Minister of Agriculture, Mr Hussein Bashe speaks during the Tanzania Food Systems Partners Dialogue and Workshop in in Dar es Salaam. PHOTO | COURTESY

Integrating Agriculture With (Smart) Technology

Sufficient reliable field data leads to more efficient production and higher yields of a better product.

We believe that increased autonomous farming is the only viable solution for successfully mitigating the impact of weather shocks and human error *and* to overcome the problem of skills and knowledge shortage.

However, before farm data can be collected and processed, the necessary infrastructure and equipment must be secured, along with the requisite compliance, skills and systems.

And this is what we do for ourselves *and* for others.

What We Do

In addition to farming, we are in business to define, design, implement, maintain, and promote the prerequisites to enable smart farming and more.

Data “harvesting” involves collecting data from various sources including sensors, satellites, drones and mobile devices for the training or deployment of people or AI/ML-powered models.

However, certain prerequisites must be met to facilitate effective farm data harvesting.

What We Do

Realizing the requirements to enable smart agriculture.

- **Reliable Infrastructure**
- Data Quality and Collection
- Governance, Legal, Financial and Social Economic
- Skills and Capacity Building

Reliable Infrastructure

By far the most critical system requirement, always and everywhere:

- Access to safe, reliable, and properly dimensioned **electrical power** supply.
- Access to **stable connectivity** (Internet) and good working wired and wireless communications LAN infrastructure.

Once this is in place and meeting requirements we can proceed with:

- Sensors & Monitoring Devices – to collect (near) real-time data on soil, weather, water, etc.
- Edge Computing Devices - to process data locally and reduce dependency on distant servers.
- Cloud Storage, Data Management, and Remote Access - to enable (remote) monitor, control, and management of crops and assets. To maintain statistics and to process data into actionable insights.
- Decision Support Systems – AI/ML tools for predictive modelling and action.

Green A&E extends electricity and internet access to underserved or remote areas. We offer attractive (managed) business models that ensure affordability and equitable access. We offer SLA with >99.5% guaranteed up-time.

As a professional service, we provide planning, design, implementation, *and* maintenance of power and connectivity solutions. Our solutions are tailor-made and dimensioned to meet international technical, safety, and reliability standards.

What We Do

Realizing the requirements to enable smart agriculture.

- Reliable Infrastructure
- **Data Quality and Collection**
- Governance, Legal, Financial and Social Economic
- Skills and Capacity Building

Data Quality & Collection

High-quality relevant data is foundational to our business, ensuring decisions are reliable, effective, and preventing us from disappointment. In Africa, where data scarcity affects nearly half of countries, quality must address local variability.

Our data quality and data collection requirements are very strict:

- Consistency - Data must be verifiable, locally relevant, and consistent across sources to avoid biases.
- Reliability and Timeliness - Data must be accurate and near-real-time for proactive response.
- Volume and Variety - Data must be of sufficient quantity and diversity to handle complex analyses.
- Completeness - Datasets must cover all relevant variables without gaps to enable comprehensive modelling.

Green A&E assists farms and other businesses in mitigating risks, minimising errors and enhancing efficiency through reliable data. We enable our clients to transform raw information into actionable insights.

As a professional service, we provide consistent, accurate and timely data to help our clients successfully operate and expand their businesses.

What We Do

Realizing the requirements to enable smart agriculture.

- Reliable Infrastructure
- Data Quality and Collection
- **Governance, Legal, Financial & Social Economic**
- Skills and Capacity Building

Governance, Legal, Financial & Social Economic

These requirements form the foundation of a sustainable and trustworthy business. Each plays a distinct but interrelated role in shaping how our business operates, grows, and maintains credibility.

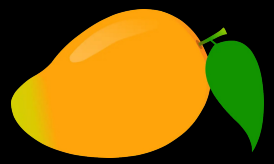
In short:

- Governance = accountability and ethics
- Legal = compliance and protection
- Financial = stability and growth
- Socio-economic = sustainability and community trust

Together these elements make our business legitimate resilient and future-proof. However securing funding for initial investments remains a significant challenge for many of our clients due to the relatively high costs of hardware and setup.

Green A&E assists clients in developing business cases, ROI analysis, risk sharing models, investment justifications, and ultimately capital sourcing.

As a consultancy service, we also provide structure, accountability, and ethical direction to ensure compliance with the laws in which our clients operate.



What We Do

Realizing the requirements to enable smart agriculture.

- Reliable Infrastructure
- Data Quality and Collection
- Governance, Legal, Financial and Social Economic
- **Skills and Capacity Building**

We are cautious with free projects and charity-organised giveaways, as they often fail to make a positive and lasting impact.

Skills & Capacity Building

Local human expertise remains crucial for the acceptance, setup and maintenance of our efficiency-enhancing systems. However, this expertise is very scarce, and skills shortages can impede project development or slow down implementation.

In our situation, *Skills* refer to core competencies - such as technical expertise. *Capacity Building*, is the ongoing process of enhancing skills, systems, etc. There are many high-demand skills, but significant workforce gaps exist. These are worsened by inadequate secondary education, underfunded or absent vocational systems and barriers faced by marginalised groups such as women and youth.

There is a strong urgency to align training with market needs. By investing in local skills training, or youth programs, we help create a stronger talent pool for our own future workforce too.

Green A&E participates in initiatives that provide instructional programmes or courses for local communities, particularly women and youth. Our programmes focus on basic technology (IT/energy systems), climate-smart agriculture, post-harvest handling, and pest management.

We translate objectives into concrete plans incorporating diverse activities to address individual team and organisational levels and then track to ensure return on investment.

What We Do

Green A&E is a reliable commercial business, not a charity or related to any charity organization.

Our commercial mission is to realise the requirements to enable smart agriculture, enhance community life, and assist businesses in addressing specific challenges or realising opportunities.

September 28, 2025

Our Farm, Community, and Business Focussed Services

Green A&E services are products and on-going operational (field) support already implemented and tested at Bigwa Farm and delivered directly to individual farms, farmer groups, and agricultural enterprises to enhance their productivity, resilience, and profitability. We also provide tailored solutions to communities, NGOs, and businesses to address specific challenges or realise opportunities.

What we do to support our Bigwa Farm *and* the services we provide to 3rd-party businesses and organisations to guarantee the continuing development of Bigwa Orchard City:

1. Electrical Power and Connectivity Support Services
2. Water Management and Infrastructure Support Services
3. Bigwa Agricultural Analytical Service Lab as a Service
4. Monitoring Environmental Change as a Service
5. Orchard Monitoring and Control as a Service
6. Managed Field Testing For 3rd Party Products and Bigwa as Demonstration Farm

1. Electrical Power and Connectivity Support Services

Modern life is highly susceptible to unstable internet *and* electricity due to inadequate grid and network design and non-compliant implementation. Related issues that have a direct negative impact on people's mood and business can be successfully mitigated or controlled through a better understanding of the problem and appropriate follow-up action. There is no longer a technical excuse for not being connected or taking instable electrical power for granted.

What We Do:

Green A&E promotes, implements, and maintains practical local energy and connectivity solutions that are effective, safe, protect the environment, alleviate poverty and ultimately safe money and improve people's health and well-being.

As a professional service, we provide (off-grid) small-scale energy solutions and smart hybrid microgrid support to mosques and churches, NGOs, farms, hotels, and businesses.

How We Do It:

Step 1 – Power Audit: We conduct a very comprehensive systematic assessment of an existing power and connectivity situation. Our standard examination involves assessing, checking, testing, and documenting the current state of a customer's site in terms of available services, quality of service, running costs, statistics, and any omissions.

Conclusions and recommendations are professionally reported shortly after.

Step 2 – Power Profile: We invite our clients to share their minimum requirements and expectations. To mitigate inaccurate input and prevent disappointment and unnecessary project costs, we have developed an easy and supportive tool for this purpose.

Based on input, our experienced engineers draft a conceptional design followed by a feasibility study. This detailed analysis considers all critical aspects to determine the likelihood of success; *Does the proposed solution generate sufficient savings, profit, or comfort to justify the investment?*

Step 3 - Realisation: We provide a quotation for the implementation, monitoring and maintenance of our proposed solution. Clients are free to obtain and accept quotes from other providers.

2. Water Management and Infrastructure Support Services

Water availability and reliability are fundamental constraints on farm productivity. Climate change however intensifies droughts, floods, and unpredictability. Efficient and intelligent water management is a resilience strategy *and essential* to manage water use, reduce costs, and minimise environmental impact.

What We Do:

Green A&E Water Management Services provides efficient, responsible, and sustainable water security solutions to support and improve agricultural production under diverse climatic and infrastructural conditions.

Our solutions focus on the monitoring and control of water resources, their storage and distribution.

As a professional service, we also provide small-scale managed water and sanitation solutions to farms, mosques & churches, schools, NGOs, hotels, and businesses.

By improving public health, protecting water sources, and making safe drinking water affordably available we also deliver positive social, environmental, and economic impact.

How We Do It:

- Smart Irrigation Systems – Drainage – Mitigating Salinization.
- Smart Drought & Flood Prevention
- Smart Toilets and Sewage and Water Treatment

Step 1 – Water Audit: To keep a farm dry, crops and people hydrated, we must research *and* fully understand the role of water in the farm's ecosystem. This research establishes the farm's water profile and determines the precise water (infra) requirements and recommendations to optimise production.

Step 2 – Realisation of Managed Water Infrastructure: We engineer, implement and maintain technical and behavioural practices to ensure the appropriate quantity of water is available at the right time and place, conserving water resources, and maintaining ecosystem balance.

Step 3 – Post Implementation: Permanent water availability, quality and flow monitoring, control and recording are implemented to guarantee long-term water availability and predict potential issues.

Off-grid Toilets and Sewage Treatment

We provide affordable, off-grid, intelligently managed sanitation solutions with low-cost operation and maintenance. This service was developed to solve a problem at Bigwa and to address critical public health, environmental, and convenience needs particularly in rural areas where we operate our businesses.

3. Bigwa Agricultural Analytical Service Lab as a Service

Soil and water quality are crucial for profitable farming. However, quality does not always meet crop requirements. Effective water and soil treatment can significantly improve farm productivity. However, this requires a solid understanding of water and soil theory and management practice

What We Do:

At Bigwa Lab we provide specialised testing and analysis of water and soil to support sustainable farming practices.

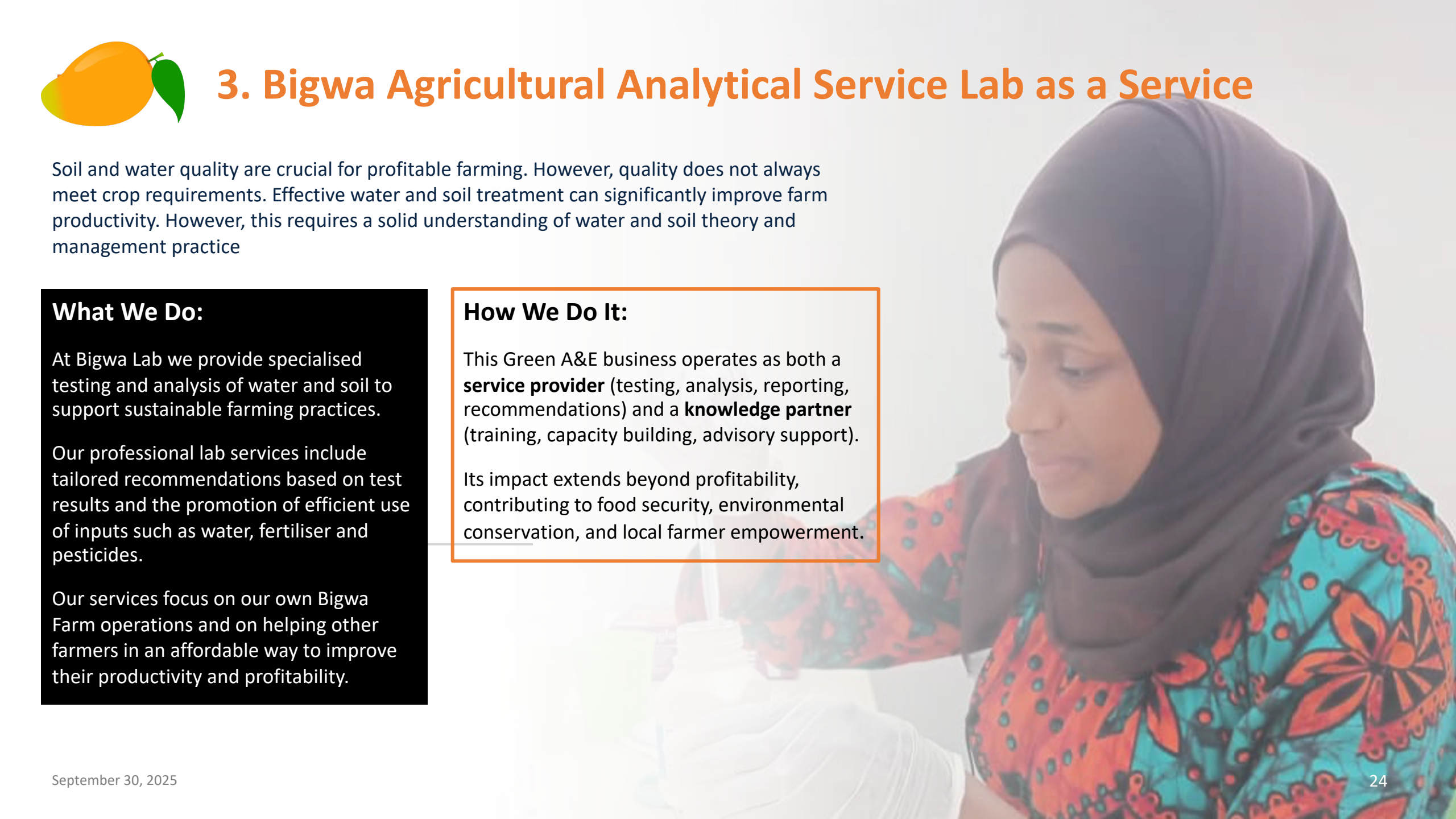
Our professional lab services include tailored recommendations based on test results and the promotion of efficient use of inputs such as water, fertiliser and pesticides.

Our services focus on our own Bigwa Farm operations and on helping other farmers in an affordable way to improve their productivity and profitability.

How We Do It:

This Green A&E business operates as both a **service provider** (testing, analysis, reporting, recommendations) and a **knowledge partner** (training, capacity building, advisory support).

Its impact extends beyond profitability, contributing to food security, environmental conservation, and local farmer empowerment.



4. Monitoring Environmental Change as a Service

The world is experiencing increasing environmental pressures for a variety of reasons. These pressures are leading to land degradation, declining water quality, loss of biodiversity and heightened vulnerability to droughts and floods. Effective planning are often constrained by insufficient, outdated, fragmented, or not (locally) relevant environmental data.

What We Do:

As a professional service, Green A&E provides environmental monitoring to all who require it including our own Bigwa Farm. Our methodologies encompass the systematic collection, analysis, and communication of data on natural and human-induced environmental changes.

Our objective is to provide accurate actionable information to communities and organisations enabling them to make informed decisions, comply with regulations, and plan sustainably.

We are also involved in social initiatives that support smallholders developing their farms.

How We Do It:

Step 1: Collecting data from sensors, satellite imagery, drones, field sampling, and citizen science to gather **locally relevant** environmental data.

Step 2: Applying AI and other scientific methods, statistical models, and geospatial tools to detect trends, anomalies, and risks.

Step 3: Producing reports, dashboards, alerts, and forecasts tailored to clients' operational needs.

Step 4 – Optional – Involving Science and Expertise: Advising on mitigation, adaptation, and compliance strategies based on monitoring outcomes.

5. Orchard Monitoring and Control as a Service

Tanzania has significant potential in high-value fruit production supported by growing domestic demand and export opportunities. However, yields are often below potential due to limited monitoring, reactive management, and inconsistent irrigation and pest control practices.

What We Do:

Green A&E's Orchard Monitoring and Control Service is a smart agriculture initiative that supports commercial and smallholder orchards in Tanzania. Through data-driven environmental monitoring, remote control systems, and expert agronomic support, the service enables farmers to improve productivity, optimize resource use, and reduce losses caused by pests, disease, and climate variability.

This Green A&E solution is very affordable, flexible, and expandable. Our concept has low economic investment for the client and is not subject to geographical restriction. Moreover, the orchard can be efficiently managed from anywhere in the world.

How We Do It:

Spotting Anomalies Before They Turn Into Problems

The Green A&E Orchard Monitoring and Control Service provides end-to-end orchard management support through a subscription and service-fee model. We provide a carefully balanced combination of satellite and drone imagery, advanced sensors on and above the ground and human expertise in the field.

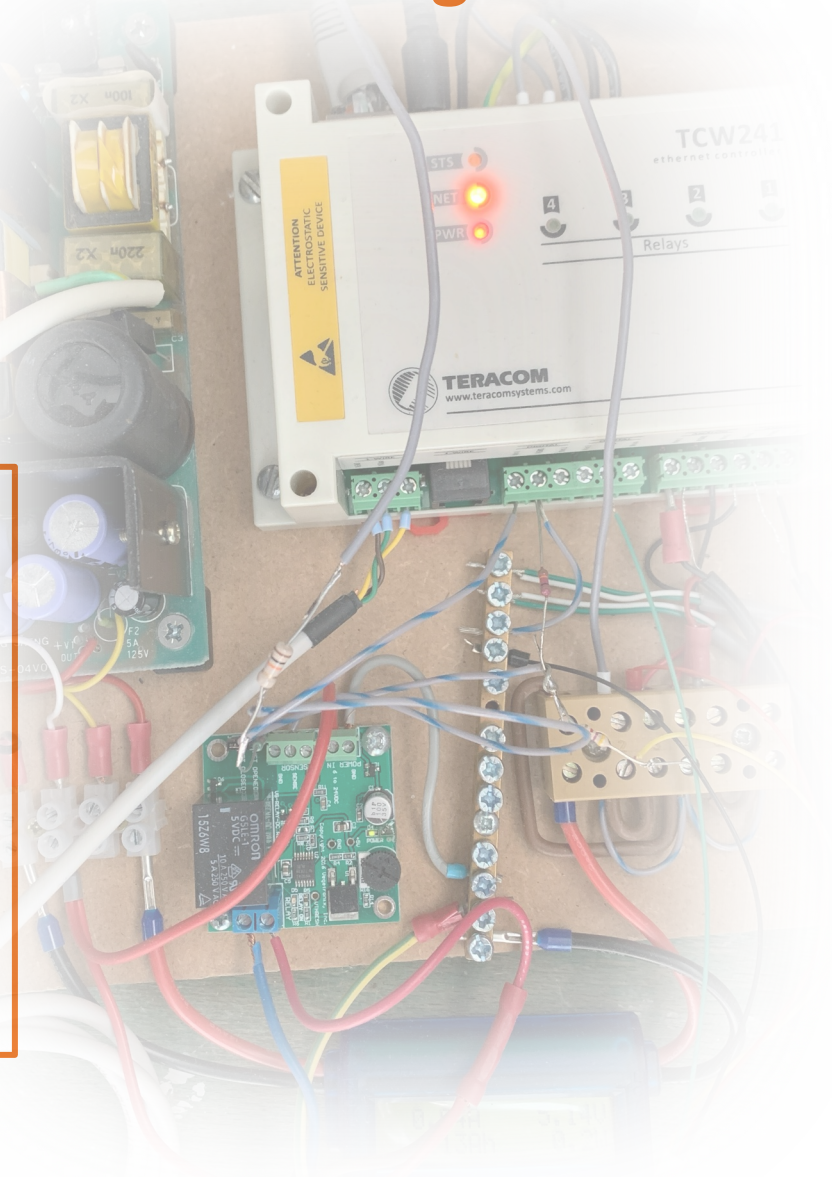
All data is analysed by both human experts and AI and efficiently recorded and stored in the cloud to maintain accurate statistics. This enables efficient and consistent administration of tree/crop health and (fruit) quality compared to environmental data over time.

We don't just stop at identifying trouble spots — we take it a step further by guiding scouts to these specific areas to (re)confirm the issue and gather more comprehensive, on-the-ground data. Based on reliable verifiable data, we then produce recommendations that help farmers reduce input costs, remove uncertainty from operational decisions, maximise crop quality and quantity, and predict harvest.

6. Managed Field Testing For 3rd Party Products at Bigwa

New products often interact with their environment in unpredictable ways which can lead to failure or disappointment if only tested under controlled laboratory conditions. Consequently, newly developed products must be rigorously tested and monitored over a prolonged period preferably under challenging and varied conditions.

The reality of a product's environment, particularly in regions such as Africa, cannot be replicated in a laboratory setting.



What We Do:

Green A&E Managed Field Testing is a specialized service that focuses on planning, executing, and monitoring real-world product tests on behalf of third-party companies.

Our service acts as a trusted professional, independent intermediary between product developers and end-users ensuring that innovations are thoroughly validated before commercial scaling.

Our grounds are open to any interested party wishing to test its service or product under realistic remote African conditions prior to market entry.

How We Do It:

The concept of Green A&E Managed Field Testing is straightforward: a product is tested by users in a real-world or closely simulated environment at our 75-hectare Bigwa Farm.

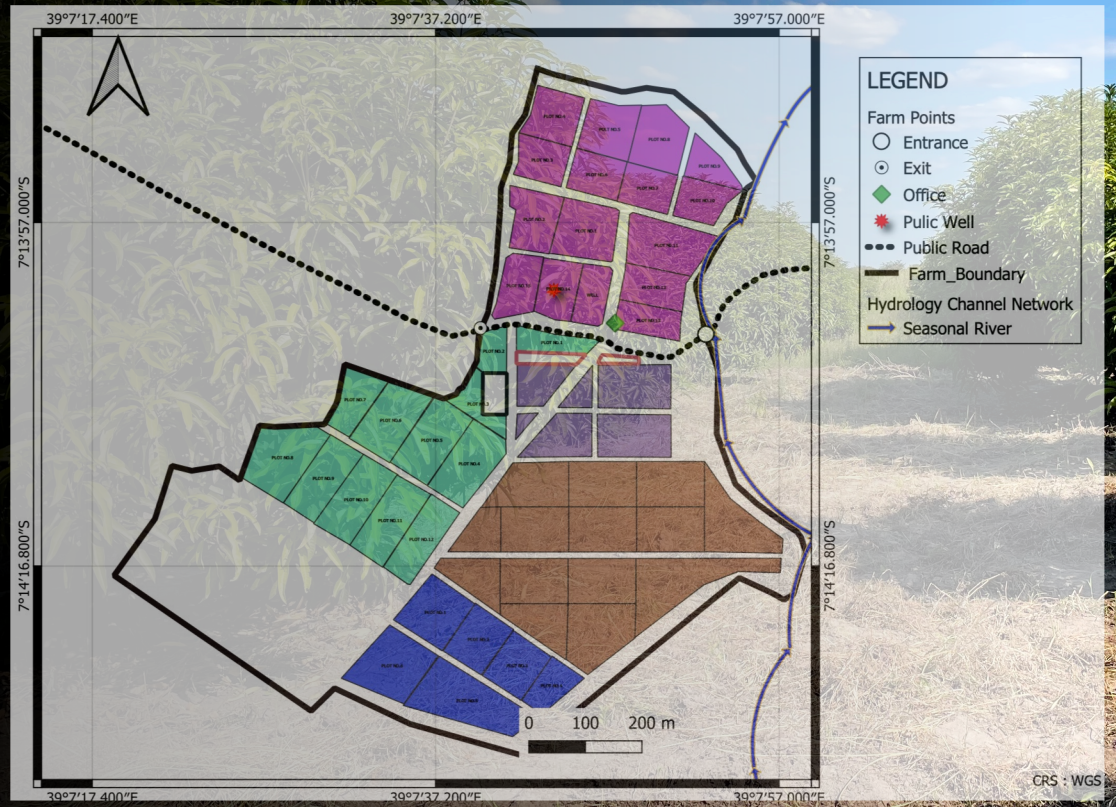
The term **'managed'** reflects Green A&E's full responsibility for the field test project, including the provision of quality testing conditions and all necessary local prerequisites.

6. Bigwa Farm As Demonstration Farm

Green A&E invites organizations to collaborate with **Bigwa Farm** by using our facilities as a **Demonstration, Research and Learning Farm** for showcasing, testing, and promoting innovative agricultural products, technologies, and practices.

Bigwa Farm offers access to land, water, farm infrastructure, and a committed team able to support setup, field operations, and organized demonstration events.

Collaboration arrangements can be tailored to suit specific needs, whether short-term trials or longer-term demonstration partnerships.



Partners

We Want to Work With Like-minded People

Background:

Green A&E is a for-profit socially engaged company that implements the prerequisites to enable smart agriculture and climate-smart practices in partnership with local businesses, tech & hardware providers, and community stakeholders.

It is a complicated but rewarding business. However, no single individual or company possesses expertise in all the interrelated fields Green A&E is commercially promoting, deploying and maintaining.

A sustainable business with like-minded partners can significantly enhance the joint chances of success.

- Partners bring different connections, knowledge, and experiences which can open markets, unlock grants, and offtake agreements.
- Innovation needs a collaborative environment to thrive and with the right partners scaling becomes easier.

This is how we have operated for the past 35 years.

Green A&E's Contribution To The Partnership:

1. **We provide market access and all logistics**
2. **We source potential customers, projects, and funding if required.**
3. We can act as local agent or representative for Partner - on behalf or in name of Partner.
4. We provide all SLA (technical) field support when and where as necessary.
5. We support all what's essential for establishing a long-term and sustainable partnership.

We like to team up with Partners relevant for our context in Tanzania and other emerging markets where integrated systems and partnerships are essential for scalability and impact.

- Agritech/IoT companies: For sensors, monitoring systems, irrigation controllers, drones, weather stations, and water & soil testing tools.
- Energy technology firms: For solar, storage, microgrid systems, and control software.
- ICT and data solution providers: For cloud platforms, mobile apps, and AI/ML-driven decision support systems.
- Telecom operators: For ensuring stable connectivity in rural areas.
- Universities and research institutes: For piloting, testing, and adapting technologies.
- Agricultural extension services: For farmer training and field support.
- Development partners: For social mobilization, gender inclusion, and capacity building.

Green A&E bridges Tanzania and Africa to the rest of the world.

Invitation To Team-up

Green A&E invites you to initiate a discussion or share your ideas, suggestions, questions, concerns, or requirements with our team.

We value constructive dialogue and strategic collaboration, and we welcome contributions that can help shape effective and sustainable solutions.

To initiate a discussion or submit a request, please contact us at: request@greenae.org

We would be pleased to arrange a meeting, either virtually or in person, to exchange perspectives and outline potential next steps.

We look forward to engaging with you in a professional and results-oriented manner.

Green A&E offers an internship program for Tanzanian and international students that provides hands-on experience while contributing directly to the development of our services.

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