

# **“Building Smart Villages” for sustainable well-being and agricultural investments in Tanzania as well as healthcare initiatives in Africa**

---

5<sup>th</sup> December 2024

Hiroki ISHIDA

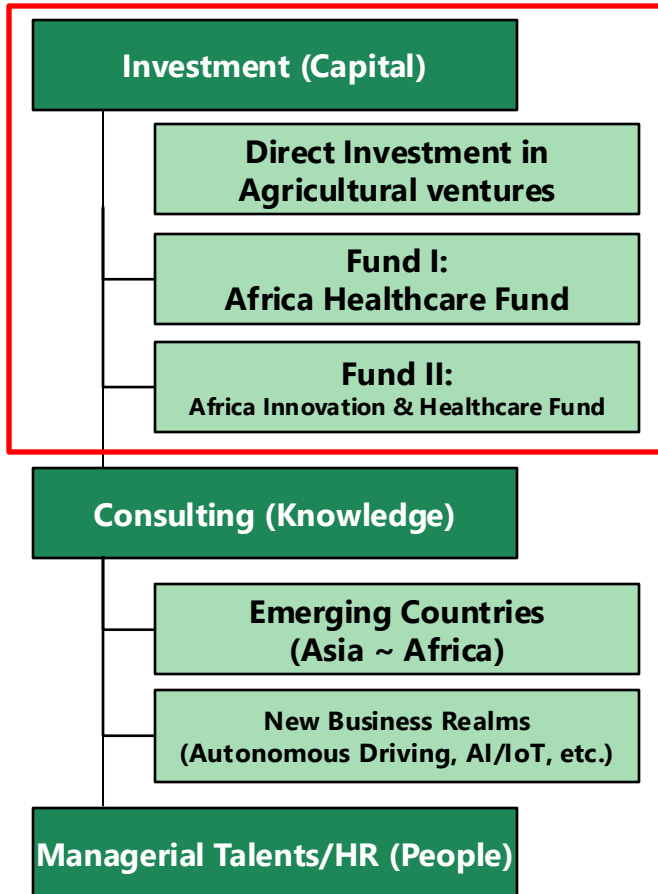
Director

AAIC Partners Africa Limited (Kenya)



**The AAIC group operates in Africa with bases in key hub countries across the region, engaging in direct investments in agricultural ventures and managing funds specialized in the healthcare sector.**

## Areas of Expertise

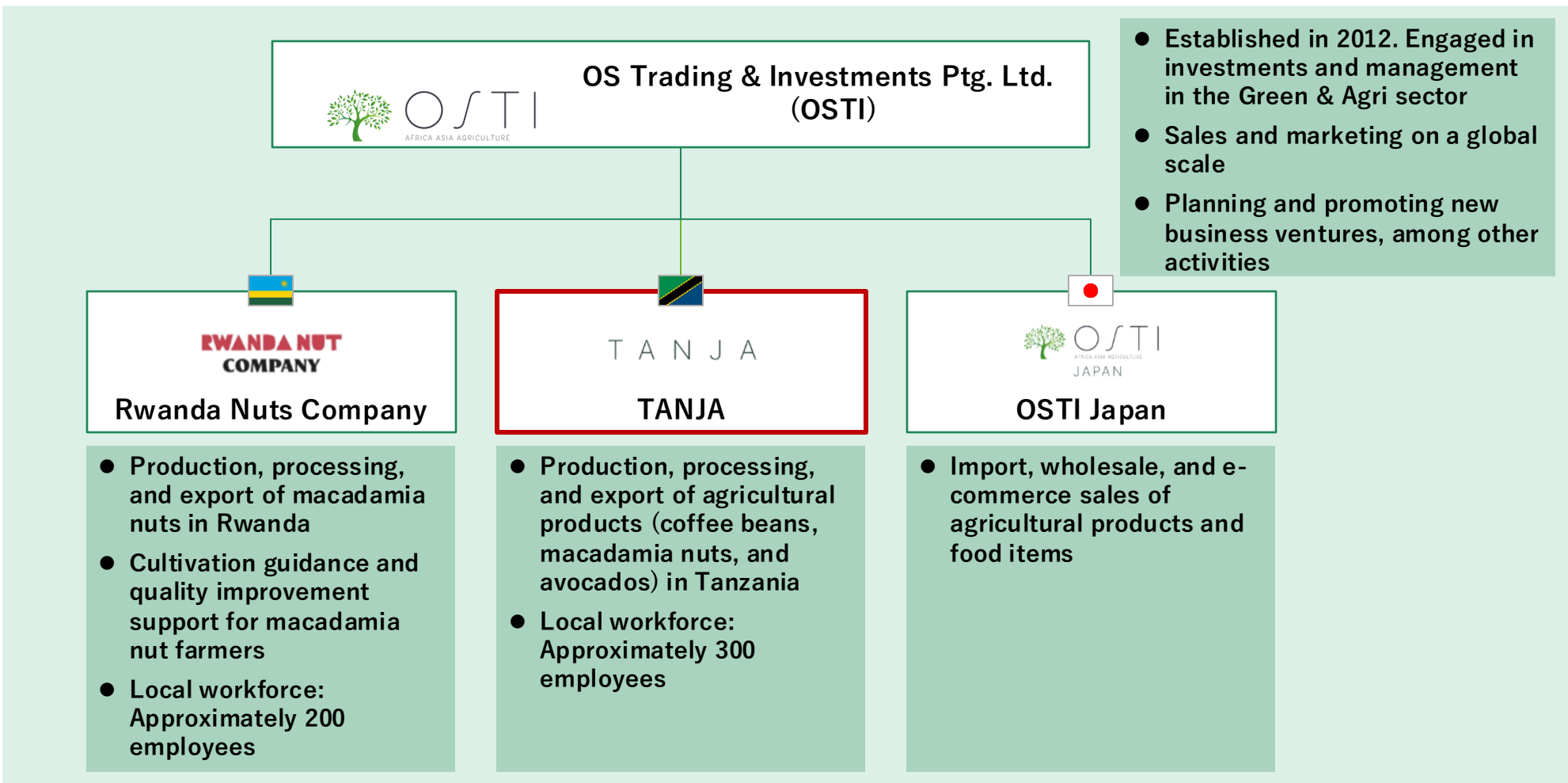


## Extensive Network

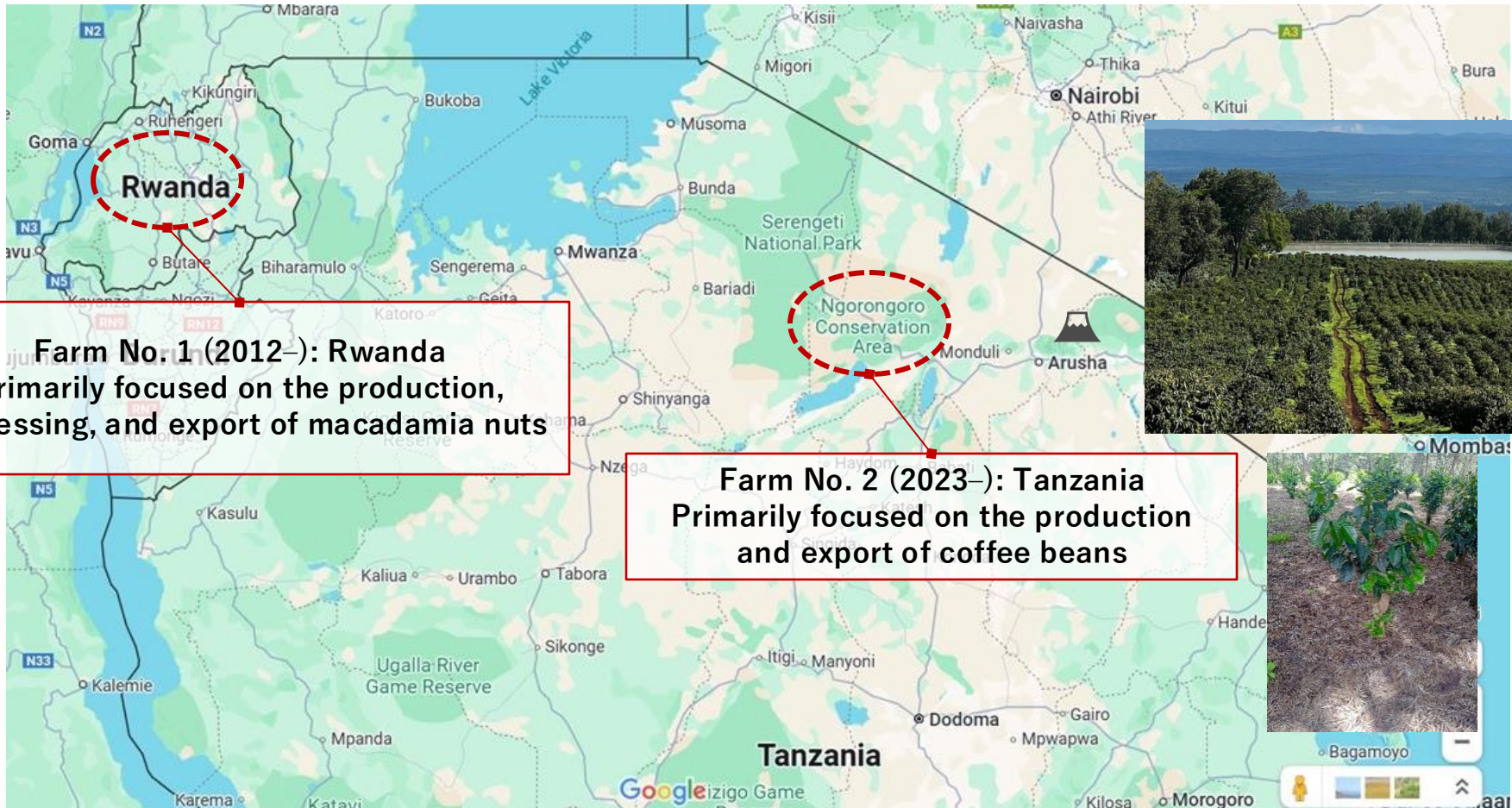
- Offices in Africa :
  - Nairobi, Kenya
  - Johannesburg, South Africa
  - Lagos, Nigeria
  - Cairo, Egypt
- Offices in Asia :
  - Tokyo, Japan
  - Singapore
  - Shanghai, China

# OSTI, an AAIC portfolio company, operates agricultural businesses through the establishment of Rwanda Nuts Company in Rwanda and TANJA in Tanzania

## OSTI Group



# OSTI is engaged in plantation operations, agricultural product processing, and import/export activities in East Africa

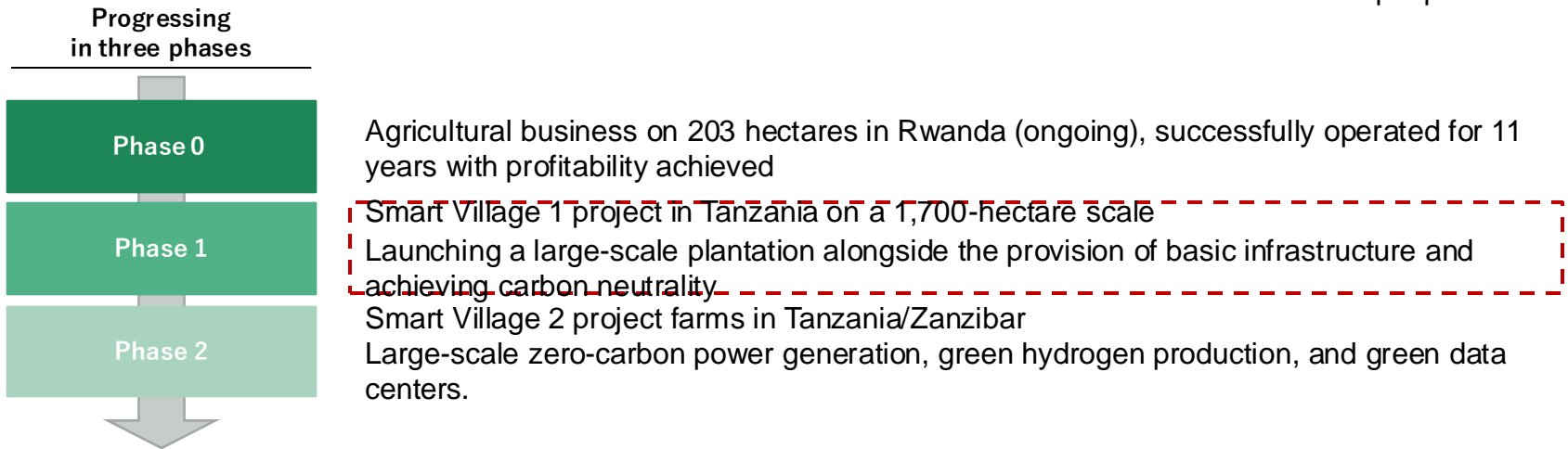
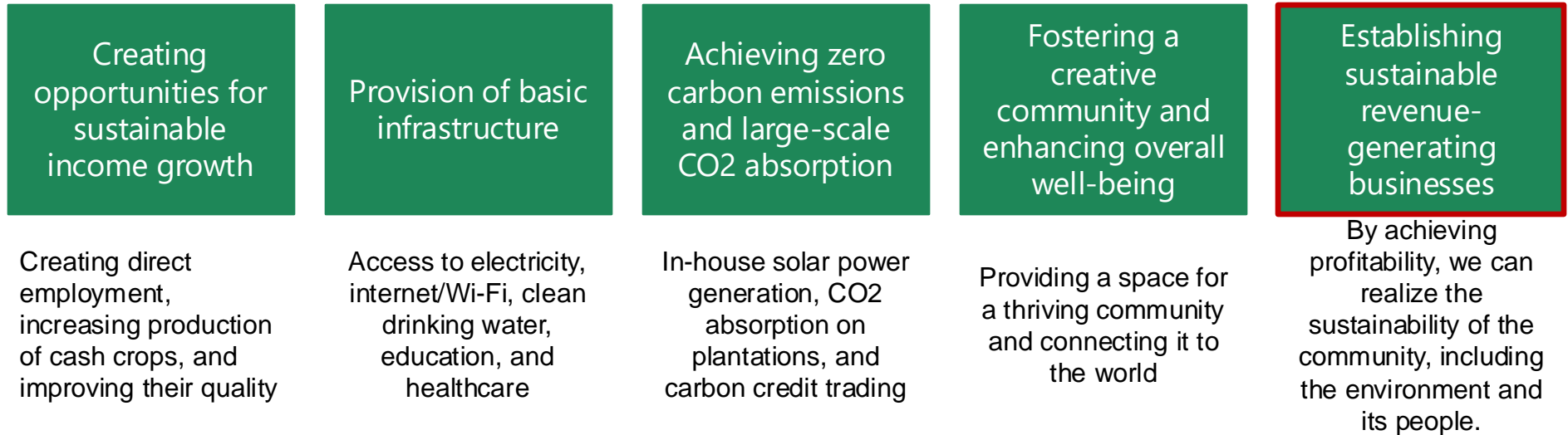


**Farm No. 1 (2012–): Rwanda**  
Primarily focused on the production, processing, and export of macadamia nuts

**Farm No. 2 (2023–): Tanzania**  
Primarily focused on the production and export of coffee beans

# With the vision of the Smart Village Project, we aim to grow and develop alongside the local community

## The Five Pillars of the Smart Village Project



# To achieve sustainability and profitability, we are undertaking projects with Japanese companies and startups utilizing farmland in Tanzania

## Summary of the project

- To develop smart agricultural solutions, adapted to local needs, using technology, such as growth/soil analysis of farmland using satellite observation data and sensing of weather data.
- Location: Rwanda and Tanzania

## Related Companies



TOPPAN Inc. has grown beyond its traditional printing business and now offers a broad range of products and services with printing technologies at their core in the Information & Communication, Living & Industry, and Electronics segments.  
**TOPPAN is responsible for coordinating the project and supplying IoT solutions**



Sagri solves various problems facing agriculture, using image analysis and AI polygon technologies that combine satellite data and AI.  
**Sagri offers expertise in satellite data analysis to optimize crop management practices (e.g., soil analysis)**



Serves as a demo field/farm for data collection/ We aim to improve quality and productivity of harvest.

## Activities

- Satellite observation data-based soil analysis of farms (moisture content, ph, CEC, NPK, etc.)
- LPWA Collection/analysis of soil and weather data at local farms using LPWA network technology
- Data analysis of post-harvest refining conditions and quality of coffee beans after processing
- Implementation of measures to increase yield and improve quality based on the results of data analysis.



# How we can utilize the technology and what changes it can bring to the company and the community?



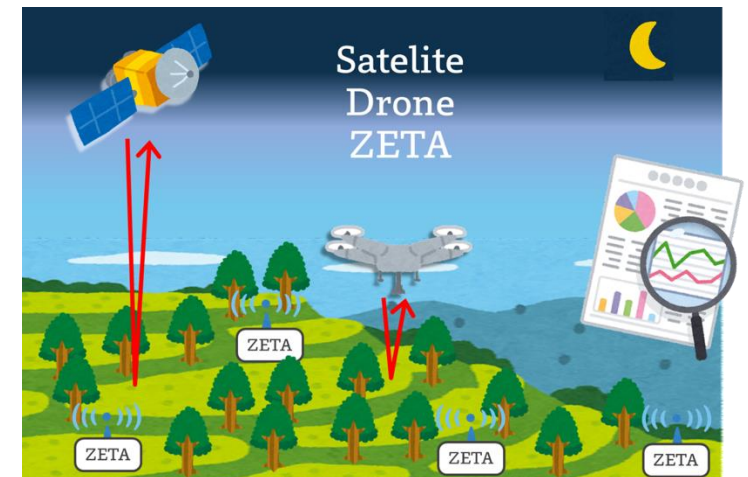
- Currently, soil analysis is conducted using soil from a single point or a mixture of a few points within the survey area.
- If only one point is analyzed, it provides an accurate value, but it is challenging to survey an entire vast farmland. Additionally, determining the specific point for analysis can be difficult.



- If mixed, it only provides the average value of the survey area.
- It is impossible to determine how soil conditions change gradually.



- From satellite or drone, it provide soil condition gradually.
- It help to fertilize suitable or prevent overuse.
- It is good for environment and budget saving.
- Keeping similar nutrition on farmland make easy to produce stable high-quality harvest.



# AAIC manages a fund specializing in Africa's healthcare sector, overseeing \$87 million. It has invested in over 50 companies, many of which are technology firms.

## Innovation Sectors

## Healthcare Sector



### Technology Companies

- Teliagnosis/ treatment
  - AI diagnosis
  - Remote radiologic interpretations, AI radiologic interpretations
  - Digitized medical records, IT systems for management
    - Patient management
    - Management of clinics/hospitals
  - Portable healthcare services
    - Management of health, vital data management
  - Biotechnologies
- Health-related, lifestyle services
    - Super App
    - Contents, etc.
  - Health related community / marketing
  - Next-generation distribution services (such as the use of drones)
  - Fintech/Insurtech
    - Health insurance
    - mobile money transfer
  - Mobility Tech
    - EC, MaaS, logistics

### Advanced Care

- Cancer/Cancer screening centers
  - PET, endoscopes, etc.
- Dialysis centers/ Diabetes centers
  - Dialyzers, etc.
- Cardiovascular/ Cerebral centers
  - Catheter, etc.
- Diagnostic pathology centers
  - CT Scanners, MRT, endoscopes, etc.
- Ophthalmological center
  - IOL, treatment for blindness
- Blood bank, Clinics offering serum injection/therapy, etc.

### Medical Services


- Medical examinations
- Distribution of medical equipment, provision of medical supplies
- Management and running of clinics/hospitals
- Distribution, management and storage services
- Education, training services
- Clinical trial, services supporting R&D of new medicines
- Financial services (leasing, loans, etc.)



# An example of leveraging digitalization for sustainable development is BIMA, which combines digital insurance sales with digital healthcare services. BIMA provides services to a total of 7 million customers across Ghana, Tanzania, and Asia.



## AAIC Investment announces investment in health tech platform Milvik (BIMA) through Africa Fund (AHF2)

16 October 2024 | Investment Information     

Singapore-16th October 2024-AAIC Investment Pte. Ltd. (hereinafter referred to as AAIC Investment) is pleased to announce an investment in Milvik Singapore Pte. Ltd. (hereinafter referred to as BIMA) through the Africa Innovation and Healthcare Fund (hereinafter referred to as AHF2), a fund managed by AAIC Investment that focuses on investments in the healthcare sector in Africa.

BIMA is a health tech platform that provides affordable health insurance and digital health services tailored to underserved populations in emerging markets. Since its founding in Ghana, BIMA has developed a unique healthcare proposition that leverages telemedicine and integrates with local healthcare ecosystems to reduce the overall cost of care in regions where out-of-pocket healthcare expenses can push households into poverty.

BIMA provides health insurance at \$2-5 per month to individuals and families who previously lacked access to such coverage. To make this model sustainable, the company leverages technology such as telemedicine and mobile money