

KENYA COLD CHAIN ACCELERATOR (KCCA)

PROJECT SPOTLIGHTS



Photo Credit: Savanna Circuit

Energy Saving Trust, co-secretariat of Efficiency for Access, has awarded five cold chain companies funding to help them test business models and scale access to sustainable cooling for smallholder food producers across Kenya.

JANUARY 2026

Efficiency for Access Coalition

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Photo Credit: Chill Zone



KENYA COLD CHAIN ACCELERATOR (KCCA) PROJECT SPOTLIGHT

Agrotech Plus

Sun4Fresh cold chain network

About the project

AgroTech Plus provides solar-powered cold storage and mobile cold chain solutions tailored for different agricultural value chains in Kenya.

Agrotech Plus aims to expand its solar-powered cold chain network to help reduce food waste and strengthen the livelihoods of smallholder horticultural farmers in Meru and Machakos counties. These farmers, many practising regenerative agriculture, often have only a short window to sell their produce before it spoils. Without access to cooling, they are forced to accept low prices from middle brokers.

To help change this, Agrotech Plus uses a market-systems approach that connects farmers with trusted input suppliers and reliable buyers. With support from the Kenya Cold Chain Accelerator, the company will introduce five new modular cold rooms, deploy mobile cooling units, and integrate these solutions with their digital PAYGo platform to make cooling more affordable. Operating under a Cooling-as-a-Service (CaaS) model, farmers pay only when they use the facilities, reducing the barrier of high upfront costs.

The initiative aims to reach 3,000 farmers, cut post-harvest losses in horticultural value chains by 30%, and raise farmer incomes by 20–30%. Agrotech Plus already runs 12 cold rooms and supports 1,500 farmers and traders, with plans to expand nationally.

“The Kenya Cold Chain Accelerator support allows Agrotech Plus to scale our solar-powered Cooling-as-a-Service network, making affordable cold storage accessible to smallholder farmers. This will cut post-harvest losses, improve market access, and boost farmer incomes while advancing climate-friendly and resilient food systems in Kenya.”

Elisha C. Mogunde, CEO, Agrotech Plus



Company

Agrotech Plus

Organisation Founded

2022

Counties

Machakos, Kisumu and Meru



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KENYA COLD CHAIN ACCELERATOR (KCCA) PROJECT SPOTLIGHT

Chill Zone

Integrated cold chain and value addition for horticulture

About the project

Chill Zone's value proposition is to connect smallholder horticultural farmers to reliable local and international markets by providing cold chain services, offtake agreements and direct market access. Through value-addition, the company also helps farmers reach higher-value buyers and earn more from their produce.

Chill Zone plans to build an integrated cold chain and value-addition ecosystem for horticultural farmers in Kenya, starting with passion fruit, mango, and tamarillo. Today, farmers lose 30–40% of their harvest due to limited cold storage and fragmented markets. Chill Zone's farmer-centred model works closely with young smallholder farmers to improve year-round productivity, such as providing disease-resistant crop varieties.

The company will use cold storage to aggregate produce in its target value chains and operate a central hub in Nairobi to supply both domestic and export markets. A major component of their strategy is establishing a value-addition factory in Eldoret to produce juices and jams, helping reduce waste while opening new opportunities in the hotel and restaurant sectors.

Chill Zone will also pilot solar-powered cold storage and transition to low-Global Warming Potential (GWP) refrigerants to support climate-smart operations. The initiative aims to cut post-harvest losses, expand market access, and raise farmer incomes, while actively prioritising women and youth. Over the next five years, the model aims to grow from 450 to 10,000 farmers, creating a scalable solution for horticultural value chains across Kenya.

“KCCA will enable Chill Zone to deliver faster rollout of expanded cold rooms and structured aggregation, protecting fruit quality and cutting post-harvest losses. With enhanced traceability through ERP, where every crate will be tracked from farm to customer. This will strengthen the supply chain as we expand on our value addition of fruit into juices, sauces and jams giving small-scale farmers steady, predictable income and quality produce to consumers.” - Purity Rotich, Fractional CEO, Chill Zone



Company

Chill Zone

Organisation Founded

2024

Counties

Nairobi, Iten and Eldoret, Kenya



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KENYA COLD CHAIN ACCELERATOR (KCCA) PROJECT SPOTLIGHT

Keep IT Cool

Expanding cold chain in Lake Turkana and new value chains

About the project

Keep IT Cool combine solar-powered cold storage, refrigerated logistics and digital market access to eliminate post-harvest losses, increase incomes, and create a reliable route to market for smallholder food producers.

Keep IT Cool will expand its solar-powered cold chain network in the Lake Turkana region to support small-scale farmers and strengthen local livelihoods. Alongside cooling services, the company will introduce poultry farming as an additional income stream for communities that currently depend heavily on fishing. Farmers will receive an indigenous poultry breed with high market value, along with chicks and the necessary inputs to get started.

To improve preservation and market access, Keep IT Cool will install a 10-tonne solar-powered cold room, 45 solar freezers, 50 portable cool boxes, and a solar ice machine. Producers will also be linked to the company's digital platform, which helps them access buyers and improves coordination across the value chain.

The project aims to reduce product losses by 60%, raise incomes by 30%, and create 1,600 jobs, 40% of which will be for women and young people. Training will cover post-harvest handling, regenerative agriculture, poultry management, and financial literacy. By strengthening preservation, logistics, and local capacity, the initiative will enhance food security, support displaced communities in Kakuma, and build climate resilience across the region.

"Keep IT Cool has expanded in Northern Kenya, supporting fisherfolk and poultry farmers to diversify income. Partnering with KCCA, we provide cold chain support and access to urban markets through our Markiti platform, now serving over 5,000 off-takers, making this impact possible." - Francis Nderitu, Managing Director, Keep IT Cool



Company

Keep IT Cool

Organisation Founded

2019

Project Location

Turkana, Northern Kenya



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KENYA COLD CHAIN ACCELERATOR (KCCA) PROJECT SPOTLIGHT

Kuza Coolers

Solar-powered cold chain for fish farmers

About the project

Kuza Coolers provides affordable solar-powered cold storage and market linkage solutions for smallholder fishers and aquaculture farmers in Kenya's off- and weak-grid regions.

Kuza Coolers will set up a solar-powered cold storage and fish aggregation hub in Western Kenya to support 650 smallholder fish farmers and artisanal fishers. In Homa Bay County, one of the country's most important fishing regions, up to 45% of fish is lost after harvest due to limited cooling and fragmented market access. This new hub aims to tackle that challenge head-on.

Operating under a Cooling-as-a-Service (CaaS) model, the hub will allow fishers to pay only when they use the facility, making cooling far more affordable than purchasing equipment outright. Through Kuza's digital marketplace, fishers will also be connected to urban buyers, while last-mile delivery will be supported by electric motorbikes equipped with portable freezers.

The project aims to halve post-harvest losses within a year, increase fisher incomes by 30%, and empower 120 women traders through tailored training and improved access to markets. Kuza will build on its successful Mombasa hub and strong cooperative partnerships to create a reliable, climate-friendly cold chain for Western Kenya's fishing communities.

"The support from KCCA is a major win for off-grid fish farmers in Homa Bay. It enables us to deploy solar-powered cooling, strengthen market linkages nationwide, and equip over 650 farmers with the skills they need to increase incomes by up to 30% and secure better livelihoods." - **Dennis Onkangi, Founder & CEO**



Company

Kuza Coolers

Organisation Founded

2021

Counties

Homa Bay County, Western
Kenya



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KENYA COLD CHAIN ACCELERATOR (KCCA) PROJECT SPOTLIGHT

Savanna Circuit

SOLAR THRIVE cold chain innovation

About the project

Savanna Circuit is expanding their decentralised, solar-powered cold chain solution, SOLAR THRIVE, designed for Kenya’s dairy and fisheries sectors. Developed through the Efficiency for Access Research and Development Fund’s Agritech Call, SOLAR THRIVE brings together Savanna’s in-house technologies, including solar-powered chillers, electric vehicles, ice water dispensers and their mobile milk storage units known as Nomad Cans, with digital traceability tools and cooperative-led service models.

Dairy farmers and fishers in rural areas currently lose 25–40% of their products due to a lack of reliable cooling, which reduces incomes and limits access to markets. SOLAR THRIVE aims to cut these losses, increase earnings, and open doors to premium buyers through affordable, clean energy-powered cooling. The project will also deliver training to build local skills in cold chain management and digital finance.

Savanna Circuit has already deployed more than 1,000 units across 26 counties in Kenya, helping to preserve 12 million litres of milk every year. With proven technology and strong partnerships, this initiative has the potential to scale widely and support more climate-smart, resilient food systems across the country, powered solutions. Training will strengthen local capacity in cold chain operations and digital finance. Savanna Circuit has already deployed 1,000+ units across 26 counties in Kenya, preserving 12 million litres of milk annually. With proven technology and strong partnerships, this initiative offers a scalable, climate-smart model for sustainable food systems.

“KCCA strengthens our ability to build and deploy at scale. It supports our manufacturing, digital monitoring, and field teams so SOLAR THRIVE can move from a proven system to reliable, everyday infrastructure. This partnership helps us deliver cold-chain equipment that works consistently, in real conditions, for the people who depend on it.” - Mr. Percy Ptoo, CEO, Savanna Circuit



Company

Savanna Circuit

Organisation Founded

2017

Counties

Kisumu, Muranga and Meru, Kenya



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