

**The  
FutureList**

**Kabisa**

Innovation Memo

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# Innovation In Words



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A note from the Co-Founder of Kabisa, Lukas Lukoschek:

By providing the best vehicle options at the best price, we contribute to the overall good of the environment and the people around us.

# Kabisa

## Executive Summary



Mobility



Automobiles

[gokabisa.com](https://gokabisa.com)

Undisclosed



2022

Kabisa, a pioneering electric mobility company headquartered in Rwanda, stands as a transformative force at the vanguard of revolutionizing transportation across East Africa. With an unwavering commitment to sustainability and eco-friendly solutions, Kabisa has positioned itself as a key player in the evolving electric vehicle (EV) landscape within the region. The company specializes in the sale and lease of electric vehicles, championing the adoption of clean and energy-efficient transportation alternatives in an era where environmental consciousness is paramount. In addition to providing EVs, Kabisa actively contributes to the development and operation of a comprehensive public charging network.

Operating within the dynamic East African EV landscape, Kabisa navigates the intersection of environmental responsibility and technological innovation. As the demand for sustainable mobility solutions continues to rise, Kabisa's strategic initiatives not only drive the adoption of electric vehicles but also actively shape the broader EV ecosystem. The company's holistic approach, spanning EV sales, charging infrastructure development, and specialized maintenance services, positions Kabisa as a trailblazer in ushering in a cleaner, more efficient, and sustainable future for transportation in East Africa.

Kabisa is addressing common challenges in EV adoption, including misconceptions about EVs, limited charging infrastructure, and maintenance barriers, by prioritizing customer education and building a supportive ecosystem. Drawing on insights from markets like China and Europe, Kabisa aims to establish a reliable public charging network in Africa. By integrating advanced technology into its operations, Kabisa plays a significant role in shaping the future of the EV industry in the region.



### Lukas Lukoschek

#### Co-Founder

Lukas is passionate about scaling tech solutions that help achieve the UN Sustainable Development Goals, in particular in emerging markets. He worked as an Engineer and Entrepreneur in the Energy Industry, and has an MBA from Harvard University. Besides founding Kabisa, he formally co-founded and managed solar mini-grid company operating in Africa and Asia

## Innovation Spotlight

### a) Core Functionality/Features:

- Kabisa operates an EV charging network across Rwanda, accessible to all EV and hybrid vehicles. Charging stations are marked on popular navigation apps like Waze and PlugSurfing, increasing visibility and convenience for drivers.
- The Kabisa Charging Network primarily uses the Type2 (European) standard for AC charging, which is compatible with a wide range of electric vehicles, supporting inclusivity in the electric mobility ecosystem.
- Kabisa offers Type2 and Type2 to GBT charging cables for sale, providing drivers with the necessary equipment for charging at Kabisa stations. This enhances convenience and flexibility for users.
- As an added service, Kabisa installs a charger with each vehicle sold, facilitating a seamless charging experience for new EV owners. Chargers provided by Kabisa can be mounted on a wall or a pedestal, allowing adaptability across various settings.
- Kabisa has also opened a specialized maintenance garage for EVs and hybrid vehicles, which is used to train technicians to support the growing EV sector. Additionally, Kabisa offers clients educational resources on electric vehicles, aiming to increase comfort with EVs and reduce adoption barriers.

### b) Design and User Experience:

- Kabisa's user-centric design is reflected in its charging network and maintenance services. Integration with navigation apps simplifies station location, while the provision of charging cables and flexible installation options enhances user convenience. Including a charger with vehicle purchases contributes to a streamlined EV ownership experience.

### c) Performance Metrics:

- Kabisa tracks performance metrics such as network efficiency, charging station availability, and maintenance response times. The network provides variable charging speeds to accommodate different vehicle models.
- Additionally, Kabisa collects GPS and battery data from vehicles through OBD-connected GPS trackers over GSM networks. This data assists in identifying optimal locations for new charging stations, validating vehicle efficiency across various conditions, and supporting asset tracking for vehicle financiers.

### d) Integration/Compatibility:

- Kabisa's integration with navigation apps like Waze and PlugSurfing improves station accessibility. The Type2 charging standard supports a broad range of electric vehicles, fostering compatibility across the EV community. Kabisa is piloting projects that integrate mobile money and local street vendors to monitor station uptime and monetize charging assets.

### e) Safety, Compliance, and Sustainability:

- Kabisa ensures safety and compliance by adhering to established charging standards and providing compatible cables for sale. The company's commitment to electric mobility supports carbon reduction and contributes to environmental sustainability through the promotion of cleaner transportation solutions.

### f) Innovation in Business Model:

- Kabisa's business model includes offering charging equipment alongside vehicle sales, selling various charging cables, and providing an annual maintenance plan. This approach not only supports EV users but also strengthens Kabisa's market position in electric mobility.

### h) Scalability of the Innovation:

- Kabisa's scalable model supports the growth of its charging network, adaptability of charging speeds, and charger installation with vehicle sales. With rising gasoline prices and growing environmental concerns, Kabisa's position within the electric mobility market is well-aligned with future demand. This scalability ensures Kabisa's capacity for sustained growth and broader impact as the market expands.

## Market Impact & Future Outlook

### Current Market Influence:

- Kabisa has swiftly established a presence in Rwanda's electric mobility landscape, impacting the market through its comprehensive approach to EV charging and maintenance services. The Kabisa Charging Network, with strategically located and versatile charging options, has played a role in fostering EV adoption. By ensuring accessibility through popular navigation apps and offering charging solutions compatible with a variety of electric vehicles, Kabisa has positioned itself as a player shaping the electric mobility market in the region. Kabisa is also working to create a positive mindset around EVs by establishing training centers and providing client education.
- The integration of charging equipment installation with each vehicle sold contributes to a smoother transition for new EV owners. The company's commitment to sustainability aligns with growing environmental awareness, further supporting its influence in the market.

### Potential Market Influence:

- Looking ahead, Kabisa's influence is set to expand as it continues to support advancements in electric mobility. The company's focus on building a widespread charging network, coupled with its maintenance services, positions Kabisa as a foundational element in East Africa's emerging sustainable transportation ecosystem. With the rise in global electric vehicle use and increasing demand for charging infrastructure, Kabisa is positioned to contribute meaningfully to the region's electric mobility transition.

### Future Advancements and Implications:

- Kabisa is expected to play a role in shaping the trajectory of the electric mobility industry as it progresses. Potential advancements in charging technology, improved battery capabilities, and enhanced user interfaces are areas where Kabisa can innovate. As the electric mobility sector evolves, Kabisa's commitment to technological developments could have significant implications for the industry.
- The implications of Kabisa's advancements extend beyond the company itself. The emphasis on sustainable transportation and the potential integration of renewable energy into the charging infrastructure could influence standards across the electric mobility sector. As Kabisa explores new solutions and responds to emerging trends, it is positioned not only to meet market needs but also to help shape the future of electric mobility in East Africa and beyond.

## Societal & Environmental Impact

Kabisa's societal and environmental impact reflects its commitment to sustainability and environmental stewardship. Leading the electric mobility initiative in Rwanda, Kabisa supports efforts to reduce carbon emissions and lessen the environmental footprint of conventional transportation. The Kabisa Charging Network, powered by electricity, represents a shift toward cleaner transportation options, aligning with global climate change mitigation goals.

In addition to emissions reduction, Kabisa addresses waste management associated with traditional vehicles. The availability of Type2 and Type2 to GBT charging cables promotes responsible use and waste reduction. By encouraging recycling practices, Kabisa's approach to waste management contributes to a sustainable electric mobility ecosystem.

Kabisa's societal impact also includes fostering economic inclusivity. Through its maintenance services and annual maintenance plan, Kabisa creates local employment opportunities and supports economic growth within the electric vehicle service sector. This inclusive approach contributes to the socioeconomic development of the communities in which Kabisa operates.

## Potential Roadblocks & Risks

### Regulatory Challenges:

Risk: Changes in local or regional regulations related to electric vehicle infrastructure may impact Kabisa's operations.

- Mitigation: Build strong relationships with regulatory authorities, monitor potential regulatory shifts, and engage in industry advocacy to help shape supportive policies.

### Charging Network Expansion Challenges:

Risk: Difficulties in expanding the charging network, such as acquiring suitable locations or facing infrastructure limitations, may hinder growth.

- Mitigation: Conduct thorough feasibility studies, collaborate with local authorities for infrastructure support, and prioritize strategic locations based on demand and accessibility.

### Public Perception Challenges:

Risk: Negative perceptions or resistance from the public towards electric mobility may impact user adoption rates.

- Mitigation: Implement targeted marketing and educational campaigns to address misconceptions, showcase the benefits of electric mobility, and engage in community outreach.

### Dependency on Strategic Partnerships:

Risk: Relying on partnerships for visibility on navigation apps may introduce vulnerability if partner commitments change.

- Mitigation: Diversify partnerships, establish clear contractual agreements, and foster strong relationships to ensure stability and adaptability.

### Charging Infrastructure Limitations:

Risk: Limitations in the availability of suitable locations for charging stations may slow down network expansion.

- Mitigation: Collaborate with urban planners, explore innovative charging solutions, and advocate for supportive policies to address infrastructure challenges.

### Evolving Technology Standards:

Risk: Rapid changes in EV technology standards may necessitate updates or modifications to existing charging equipment.

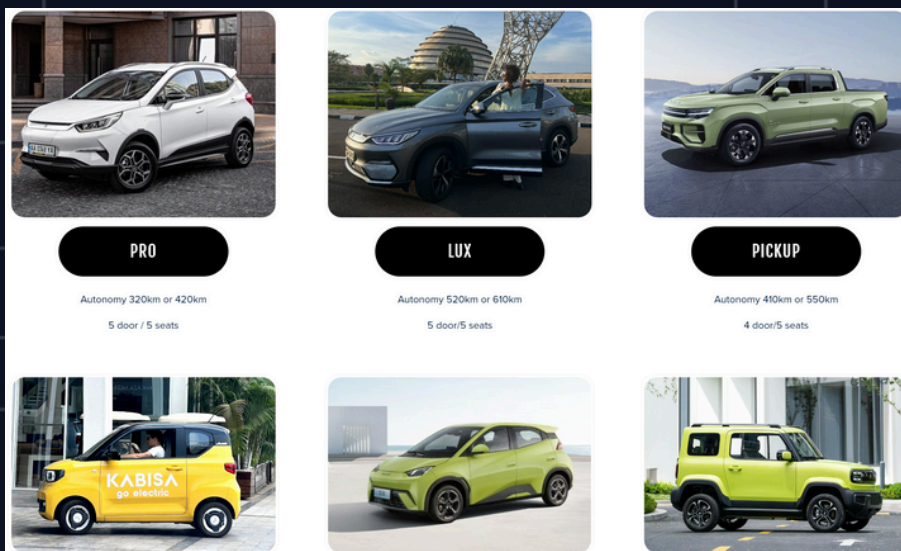
- Mitigation: Stay abreast of technological advancements, invest in flexible and upgradable infrastructure, and maintain agility to adapt to evolving industry standards.

## Conclusion

Kabisa is a notable player in Rwanda's electric mobility sector, focusing on sustainability through its electric vehicle charging and maintenance services. The Kabisa Charging Network, along with services like charger installations with vehicle purchases and annual maintenance plans, contributes to the development of cleaner and more efficient transportation options. Kabisa's efforts in sustainable transportation position it as an influential contributor to the growth of electric mobility in East Africa. With a focus on environmental responsibility and economic inclusivity, Kabisa supports technological advancement and societal well-being. As the company continues to expand, it is positioned to support Rwanda's transition towards a more sustainable and electric future.

# Innovation In View

How Kabisa brings innovation to life



**PRO**

Autonomy 320km or 420km  
5 door / 5 seats

**LUX**

Autonomy 520km or 610km  
5 door/5 seats

**PICKUP**

Autonomy 410km or 550km  
4 door/5 seats

## Electric Vehicles

Kabisa have a variety of EV fleet to choose from. They offer a lower cost of vehicle ownership thanks to the tax reduction on importing electric vehicles.

## Charging Stations

Kabisa provides Rwanda's largest charging station network. In Kigali, they ensure that drivers are within 50 kilometers of a charging station.



# Contributors

## The FutureList

The FutureList Research Team

## Kabisa

Lukas Lukoschek

Co-Founder & CEO



# The FutureList

# Notes on our methodology

## About The FutureList

The FutureList is dedicated to identifying and linking innovative technology companies with the investors, talent and strategic growth partners they need to rapidly scale their innovation. The FutureList leverages its network of local Innovation Scouts, a comprehensive online platform, and curated events to rapidly spot and match opportunities. The FutureList network has already profiled over 6,000 innovative companies, investors and partners globally.

We scout across a broad range of sectors in tech, aiming to identify the most innovative startups globally. This includes everything from AI to biotech, renewable energy, and more. The 10 categories we currently focus on are: Agriculture (farming, food, beverages, crops, forestry, aquaculture, livestock, irrigation, veterinary, etc.), Climate (electricity, energy, environment, renewables, recycling, circular economy, carbon credits, cleantech, etc.), Education (e-learning, school management, assessments, upskilling, tutors, languages, etc.), Enterprise (legal services, AI, cyber security, market research, recruitment, HR, customer success, consulting, SaaS tools, business analytics, etc.), Finance (banking, capital, trading, lending, personal finance, insurance, crypto, real estate, etc.), Health (medicine, biotech, medical equipment, pharmaceuticals, public health, digital health, hospitals, health records, wellness, fitness, beauty, etc.), Infrastructure (architecture, materials, computer networks, safety, law enforcement, construction, data centers, machinery, telecom, wireless internet, manufacturing, etc.), Media (marketing, influencers, animation, arts, gaming, fashion, content, platforms, music, publishing, translation, editing, etc.), Mobility (delivery, transportation, etc.), and Supply Chain (e-commerce, warehousing, logistics, retail, etc.)

## About Our Innovation Scouts

Our Innovation Scouts are experienced professionals from diverse sectors with a keen eye for groundbreaking technologies and business models. They undergo rigorous training to ensure they provide maximum value to the startups they work with. They conduct their research on a volunteer basis. We have strict ethical guidelines in place. Any Scout with a potential conflict of interest is recused from the process to ensure fairness and objectivity.

## About Our Innovation Memos

Innovation Memos provide a comprehensive profile of an innovator, whether its a startup, hub, investor or more established corporate, highlighting technological and business model innovations. The Memo is written in direct consultation with a verified representative from that entity, and also outlines suggestions around how to rapidly scale their innovation further through use of The FutureList's network. Once published, the Memo accessible to our network of investors, partners, and the general public for free on our platform. The Memo process is completely free for the companies featured as well. The entire process, from initial contact to publishing the Innovation Memo, typically takes about 4-6 weeks, but this can vary based on the startup's availability and responsiveness. Our goal is to promote and scale innovation globally. The FutureList platform and events are sponsored by partners.



# Scaling Innovation

How **The FutureList** identifies and scales innovation globally



## Ecosystem and sector mapping

Our Ecosystem team identifies the most innovative early-stage and growth-stage tech companies across key sectors in tech hubs around the globe.



## Innovation memos and platform profiles

Our Research team interviews founders and tech executives to publish innovation memos and create a comprehensive company profile on our public online platform.



## Introductions to strategic opportunities

Our Ecosystem team shares company profiles with relevant investors and strategic growth partners across our global ecosystem, and facilitate warm introductions where requested.



## Private dinners and fireside chats

Our exclusive evening events bring together founders, tech executives and other special guests for networking and interactive discussions around technology and innovation.



## Global summits & learning trips

Featured companies will be invited to larger annual events held at the regional and global stage that connect the most innovative companies with opportunities for further visibility.

# Sponsor

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**Sand Technologies**, a global technology services company with presence across Silicon Valley, France, the UK, Romania, and several emerging markets, is at the forefront of supporting scale-ups worldwide in overcoming the challenges of rapid growth. We're currently aiding businesses in the United States, New Zealand, Denmark, the Netherlands, the UK, the UAE, South Africa, Kenya, and numerous other locations in developing scalable technology products, constructing world-class tech teams, enhancing revenue generation, and elevating customer satisfaction.

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