

How We Turned 10 Million UGX Into a Net Profit of 79 Million UGX in Just One Year

My name is Nsimire Aston, a young agripreneur, farmer, and innovator. I believe in turning ideas into reality. Just a year ago, I was a job seeker roaming the streets of Kampala, volunteering with NGOs such as Refugees for Prosperity, Felicitous Family Foundation (FELFO), Catalyst 2030, Infinite Hope for Vulnerable Africa, and many others. Despite submitting over 600 applications for funding to launch my idea, rejection was a constant response.

However, the increasing unemployment, the struggles of refugee youth spending over 12 years in camps, and the challenges faced by local farmers inspired me to take action. I decided to start a business that would not only transform my life but also uplift youth in my community and smallholder farmers across Uganda.

The Birth of Prolific Innovations Limited

In 2023, after years of rejection, I shared my vision with three friends: Kenema Sarah, Babirye Latifah, and Wilber Ndyakuhaki. They believed in me, and together, we pooled our resources to raise 10 million UGX as starting capital. We founded Prolific Innovations Limited, choosing a name that reflected our goal to multiply our efforts and profits while creating shared success.

Our initial focus was on market development. With no physical office, we rented a motorcycle and traversed 40% of Uganda's communities. We met smallholder farmers, introduced our company, and shared the benefits of agroecology and organic farming. Through our interactions, we identified four critical problems affecting farmers:

1. **High costs of inorganic fertilizers in remote areas.**
2. **Overuse of chemical pesticides.**
3. **Decreasing soil fertility due to chemical dependency.**
4. **Limited access to affordable soil testing and support.**

What was our Solutions in 2024

We came up with six key interventions to address these challenges:

1. Recycling waste into nutrient-rich organic fertilizer under the brand name **Vermi Power Organic Fertilizer.**
2. Introducing **pheromone traps** to reduce the use of chemical pesticides.
3. Promoting the use of **agricultural lime** to balance soil pH.
4. Offering **soil testing services.**
5. Supporting farmers in establishing gardens.
6. Providing **general agricultural consultancy.**

On December 22, 2023, we officially registered Prolific Innovations Limited, obtaining all necessary certificates and a trade license from the Kampala Capital City Authority. We divided roles among the four founders based on our skills and experience.

Building Partnerships

Despite limited capital, we formed strategic partnerships with companies such as Hima Cement, Ento Organic, Yawhe BSF Farm, Green Revolution, and Ecoman Biotech. These partnerships provided us with innovative solutions like agricultural lime and pheromone traps. By February 2024, even without a physical office, our e-commerce website had helped us generate a profit of 2 million UGX.

2024 Achievements

Through relentless effort and teamwork, we accomplished the following:

1. **Recycled 255 tons of waste** into Vermi Power Organic Fertilizer and sold it to smallholder farmers.
2. Sold **10 kilograms of larvae** to poultry farmers.
3. Conducted **soil testing for 400 farmers**.
4. Provided **consultancy services to 210 farmers**.
5. Sold **30,000 pheromone traps**, reducing chemical pesticide use.
6. Established an office at Container Village Farmers Mall, Room MJ 35.
7. Supported **4,500 farmers** with organic products, gaining **3,000 active customers**.
8. Earned a net profit of **79 million UGX (21,646 USD)**.

Our thanks goes

- **Hima Cement** for introducing agricultural lime to improve soil fertility.
- **Stanbic Bank** for their FlexiPay innovation, enabling seamless payment collection from everywhere across Uganda
- **Green Revolution and Ecoman Biotech** for partnering with us on pheromone traps.
- **PELUM Uganda** giving us opportunity train farmers in agroecology and providing market platforms, which significantly boosted our profits every exhibition it was success for us
- We also extend our deepest gratitude to **Alan Braithwaite** for mentoring us through challenging times, he could stand against us we couldn't achieve all this without him

Vision for 2025

Looking ahead, we aim to:

1. Recycle **7 tons of waste daily**.
2. Support **10,000 farmers** with organic farming solutions.
3. Innovate by turning waste into fabric.
4. Train **30,000 farmers** in agroecology and organic farming practices.

Achievements for 2024 awards and certificates

Prolific Innovations Limited has been honored with several prestigious awards and certificates in recognition of its efforts in sustainable agriculture, technology, and social impact.

Awards and Recognition

- 1. Tech Champion Award (2024) - CIO Awards, Nigeria**
 - Prolific Innovations was recognized as the **Tech Champion of 2024** by the **CIO Awards** in Nigeria. This recognition came after votes from esteemed organizations like **KPMG, Deloitte Africa, and Edniesal Consulting**, acknowledging the company's contribution to using technology to support agriculture and smallholder farmers.
- 2. First Runner-Up - FOYA Awards, Nairobi, Kenya**
 - Prolific Innovations won the **First Runner-Up** position at the **FOYA Awards** held in Nairobi, Kenya. This award highlights the company's innovative approach in the agricultural sector and its impact on the community.
- 3. Best Organic Fertilizer in Agriculture (Digitally Fit Award)**
 - The company was awarded **Best Organic Fertilizer in Agriculture** in Kenya at the **Digitally Fit Awards** for its dedication to producing eco-friendly, high-quality organic fertilizers that are transforming farming practices.

Certifications and Training

- 1. ST4A Seeds Program - Einstein Raising, Kampala**
 - Prolific Innovations completed the **ST4A Seeds Program** offered by **Einstein Raising** in Kampala, where the team received a **certificate** for their participation in this intensive, three-month training designed to enhance entrepreneurship skills and foster sustainable business practices.
- 2. 14th Annual Indigenous and Traditional Food Fair - Hotel Africana, Kampala**
 - The company participated in the **14th Annual Indigenous and Traditional Food Fair** held at **Hotel Africana** in Kampala, Uganda. This event provided Prolific Innovations with an opportunity to showcase its products and services to a broader audience.
- 3. Agroecology Trainer of Trainers Workshop - YPARD Uganda and Roddenberry Foundation**
 - Prolific Innovations was a participant in the **Agroecology Trainer of Trainers Workshop** organized by **YPARD Uganda** and the **Roddenberry Foundation**, equipping the team with valuable knowledge and skills to advocate for and promote agroecological practices in Uganda and the wider East African region.