Executive Company Profile

Brief | Strategic Partnership Profile | Technology Implementation Partner

Green Energy, Smart Agriculture, Digital Health, Smart Education, Green Transport, Cybersecurity, FinTech, Artificial Intelligence, IoT, Automation, Mechatronics Ecosystem

YOSAM Mechatronics Technology Solutions PLC

Presents itself as a practical technology and innovation partner committed to Ethiopia's green growth, digital transformation, agricultural modernization, health-service improvement, youth employment, and industrial development.

Mechatronics as the Enabling Ecosystem: For YOSAM, mechatronics is not a narrow branch of engineering.
It is the integrated ecosystem that connects mechanical systems, electronics, embedded systems, automation, AI, IoT, cybersecurity, fintech, digital platforms, and business-process innovation into practical solutions for market deployment and national development.

1 Company Overview

YOSAM Mechatronics Technology Solutions PLC is a multidisciplinary technology and industrial solutions company headquartered in Addis Ababa, Ethiopia. The company operates as an integrated technology implementation and commercialization partner, delivering advanced solutions across renewable energy, smart agriculture, digital health, smart education, green mobility, cybersecurity, artificial intelligence, automation, FinTech, Internet of Things (IoT), and mechatronics-driven systems.

YOSAM is strategically positioned to support Ethiopia's industrial transformation and Africa's growing digital economy through practical, scalable, and commercially viable technology solutions.

Unlike conventional engineering firms that focus mainly on equipment supply or isolated technical services, **YOSAM** combines engineering expertise, business innovation, digital systems, implementation capacity, and institutional partnerships to create end-to-end solutions that deliver measurable economic, social, and operational impact.

The company's integrated approach allows it to move beyond technology deployment into long-term value creation through system integration, digital monitoring, financing readiness, technical support, lifecycle maintenance, training, and business model development.

Mechatronics as an Integrated Ecosystem
For **YOSAM**, mechatronics is not limited to traditional engineering applications. It is understood as a comprehensive and integrated ecosystem that brings together multiple technical, digital, and business-enabling domains, including:

- Mechanical engineering;
- Electronics;
- Automation systems;
- Artificial intelligence;
- Internet of Things (IoT);
- Embedded systems;
- Cybersecurity;
- FinTech solutions;
- Digital platforms;
- Data analytics;
- Smart monitoring systems.

This integrated ecosystem enables **YOSAM** to develop practical, market-oriented solutions that combine hardware, software, digital intelligence, automation, and business innovation into scalable commercial applications. Through this approach, **YOSAM** positions mechatronics as a strategic platform for technology implementation, industrial modernization, and sustainable business development.

Vision

To become a value-adding Pan-African technology and industrial solutions company, driving sustainable energy, intelligent mobility, and digital innovation to power inclusive economic growth across Ethiopia and East Africa.

Mission

To deliver integrated, high-impact solutions across green energy, intelligent transport, industrial trading, FinTech solutions, and advanced technologies by:

- Providing reliable, high-quality products through global sourcing and efficient supply chains.
- Accelerating the adoption of clean energy and sustainable mobility solutions.
- Empowering individuals and organizations through world-class training and consultancy.
- Leveraging cutting-edge technologies to enhance productivity, security, and digital transformation.

Core Values

- **Integrity:** We uphold the highest standards of ethics, transparency, and accountability in all our operations and partnerships.
- **Innovation:** We continuously drive progress by adopting and developing cutting-edge technologies that create sustainable and scalable solutions.
- **Customer Excellence:** We place our clients at the center of everything we do, delivering tailored solutions that create long-term value and trust.
- **Quality:** We are committed to delivering products and services that meet and exceed international standards of performance and reliability.
- **Professionalism:** We operate with discipline, expertise, and a results-driven mindset, ensuring excellence in execution across all business functions.
- **Sustainability:** We are dedicated to environmentally responsible practices that support a greener future and long-term societal impact.
- **Collaboration:** We believe in the power of partnerships, working with global and local stakeholders to achieve shared success.

2 YOSAM Core Business Areas

YOSAM operates across strategic business areas that combine renewable energy, mechatronics, digital technologies, automation, and commercially scalable implementation models. The core business areas are presented below.

2.1 Green Energy and Productive Solar Solutions

YOSAM develops and deploys renewable energy and productive-use solar technologies for households, institutions, farmers, micro, small and medium enterprises (MSMEs), and industrial operations.

Solutions Include

- Solar home systems;
- Productive-use solar packages;
- Solar irrigation systems;
- Solar-powered agro-processing equipment;
- Hybrid solar-grid systems;
- Electric vehicle (EV) and e-bike charging systems;
- Institutional solar systems.

Strategic Impact

- Expansion of energy access;
- Improvement of rural productivity;
- Reduction of fuel dependency;
- Growth of MSMEs;
- Creation of green jobs.

2.2 Smart Agriculture and Agro-Processing

YOSAM supports agricultural modernization through integrated technology solutions that improve productivity, water efficiency, value addition, and post-harvest management.

Services Include

- Smart irrigation systems;
- IoT-based farm monitoring;
- Agro-processing technologies;

- Smart farming platforms;
- Cooperative technology packages.

Business Value

- Improved agricultural productivity;
- Increased farmer income;
- Strengthened climate resilience;
- Promotion of rural industrialization.

2.3 Green Transport and Smart Mobility

YOSAM develops clean mobility solutions that integrate renewable energy, digital payment systems, and smart transportation technologies.

Services Include

- Electric vehicle charging infrastructure;
- E-bike charging stations;
- Smart mobility systems;
- Solar-grid hybrid charging systems;
- Mobility service platforms.

Strategic Impact

- Promotion of sustainable transportation;
- Advancement of urban innovation;
- Creation of youth entrepreneurship opportunities;
- Reduction of fuel dependency.

2.4 Cybersecurity and Secure Digital Systems

YOSAM delivers robust cybersecurity solutions and secure digital infrastructure to protect organizations, critical systems, and users from evolving cyber threats. By integrating advanced security technologies with renewable energy, IoT, and smart systems, **YOSAM** ensures the confidentiality, integrity, and availability of digital operations for households, MSMEs, institutions, agricultural enterprises, and industrial clients.

Solutions Include

- Comprehensive cybersecurity risk assessments and audits;
- Secure IoT and smart device protection (for energy, agriculture, and mobility systems);

- Data protection solutions;
- Digital identity, access management, and multi-factor authentication systems;
- Secure payment platforms and fintech security;
- Cybersecurity training and capacity building programs;
- Incident response, threat monitoring, and recovery services;
- Integrated security for hybrid solar and smart infrastructure.

Strategic Impact

- Protection of critical digital infrastructure and sensitive data;
- Enhanced trust and adoption of digital and renewable energy technologies;
- Reduction of financial losses from cyber incidents;
- Strengthened regulatory compliance and data privacy;
- Support for safe digital transformation across sectors;
- Creation of high-skilled cybersecurity jobs and local expertise.

3 Strategic Partnerships

YOSAM seeks to establish strategic partnerships with key public, private, academic, development, and community-based institutions in order to accelerate technology deployment, business growth, and sustainable development impact.

Potential Partnership Institutions

YOSAM seeks to work with:

Financial institutions;

- International technology companies;
- Universities and research institutions;
- Development partners;
- Non-governmental organizations (NGOs) and social enterprises;
- Manufacturing industries;
- Agricultural cooperatives.

Partnership Strategy

The company's partnership strategy is designed to support:

- Technology transfer;
- Access to financing;
- Large-scale deployment of practical solutions;
- Institutional capacity building;
- Sustainable development impact.

Through these partnerships, **YOSAM** aims to strengthen collaboration, mobilize resources, expand market access, and implement scalable technology-driven solutions across priority sectors.

4 Corporate Governance

YOSAM is committed to maintaining sound corporate governance practices that strengthen institutional credibility, operational discipline, stakeholder confidence, and long-term business sustainability.

Governance Commitments

YOSAM is committed to:

- Ethical business operations;
- Transparent governance;
- Financial accountability;
- Regulatory compliance;
- International quality standards;
- Risk management;
- Sustainable business practices.

Through these commitments, **YOSAM** aims to operate as a responsible, accountable, and professionally managed company capable of building trusted partnerships with public institutions, private sector actors, development partners, financial institutions, and technology providers.

5 Sustainability Commitment

YOSAM integrates sustainability principles into its technology development, business operations, partnership models, and commercialization strategy. The company is committed to supporting inclusive, green, and innovation-driven development.

Sustainability Priorities

The company is committed to supporting:

- Green growth;
- Renewable energy adoption;
- Climate resilience;
- Inclusive economic development;
- Youth employment;
- Technology transfer;
- Digital inclusion.

YOSAM integrates sustainability principles into all technology and business operations by promoting practical solutions that reduce environmental pressure, expand access to clean technologies, create productive opportunities, and support long-term socio-economic transformation.

6 Future Growth Strategy

YOSAM aims to expand its operations across national, regional, and continental markets by building scalable technology solutions, strategic partnerships, and commercially viable implementation models.

Target Expansion Markets

YOSAM aims to expand its operations across:

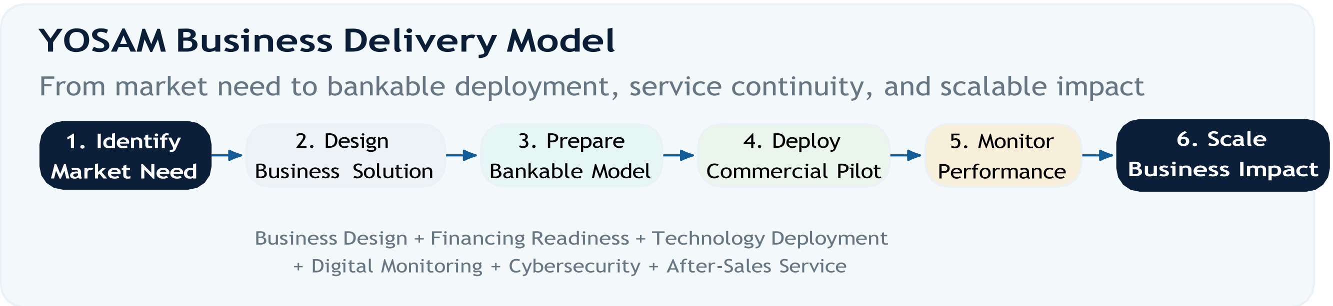
- Ethiopia;
- East Africa;
- Pan-African technology markets.

Future Growth Areas

Future growth areas include:

- Smart manufacturing;
- Industrial automation;
- AI-driven systems;
- Renewable energy infrastructure;
- Smart mobility networks;
- Digital public infrastructure;
- Industrial IoT systems.

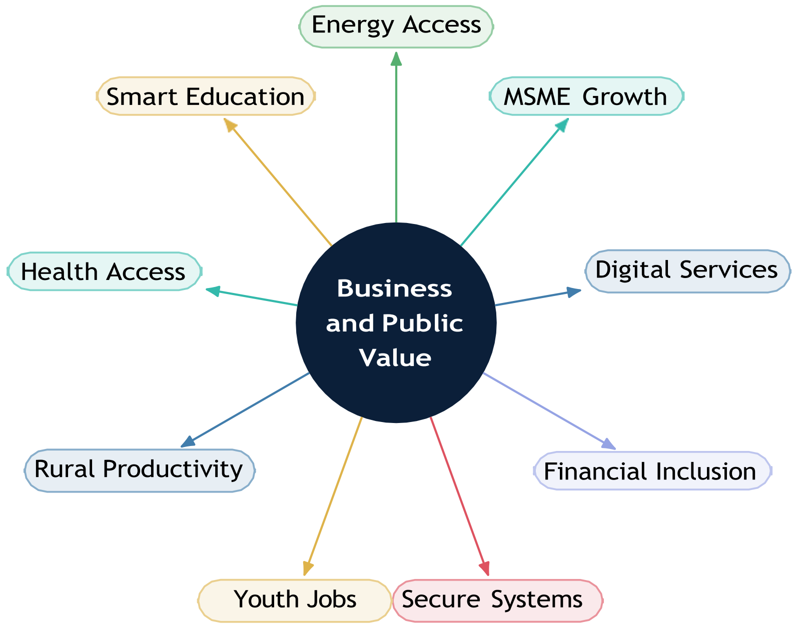
Through this growth strategy, **YOSAM** seeks to position itself as a competitive African technology company capable of delivering integrated mechatronics, renewable energy, automation, artificial intelligence, and digital transformation solutions across high-impact sectors.



7 Business Ecosystem Orientation

Business and Development Impact Wheel

How YOSAM solutions translate into market value, institutional value, and public value



YOSAM operates through an integrated business ecosystem rather than isolated technical service lines. Each business area is designed to address practical market needs, generate revenue opportunities, support institutional transformation, create productive assets, and contribute to Ethiopia's green growth, digital transformation, industrial development, and inclusive economic progress.

Business Ecosystem Orientation. YOSAM's business model is built around the commercialization of integrated technology solutions. The company does not approach technology only as equipment or software; it converts technology into bankable projects, service platforms, revenue-generating assets, institutional solutions, training programs, maintenance contracts, and scalable business models.

7.1 Green Energy and Productive-Use Solar Solutions

YOSAM develops and commercializes renewable-energy and productive-use solar solutions for households, farmers, micro and small enterprises, cooperatives, health facilities, schools, rural enterprises, service centers, and community institutions. The company prioritizes energy solutions that are not only technically functional, but also capable of improving income generation, reducing operating costs, supporting service continuity, and strengthening repayment capacity under asset-financing models.

Solution Category	Business-Oriented Applications
Solar home and business systems	Lighting, appliance power, productive household use, rural enterprise energy access, small business continuity, and household cost reduction
Solar irrigation pumps	Smallholder irrigation, cooperative farms, water lifting, climate-resilient agriculture, crop productivity improvement, and farmer income generation
Solar-powered MSME packages	Solar refrigerators, barber kits, media kits, small-shop energy systems, rural business packages, and productive-use enterprise solutions
Solar agro-processing	Milling, drying, pumping, cold storage, value-chain support, post-harvest loss reduction, and rural value-addition services
Hybrid solar-grid systems	Productive clusters, service centers, institutional facilities, EV and e-bike charging facilities, and commercially managed energy-service points

Strategic impact: expanded energy access, productive asset creation, rural productivity, MSME growth, green jobs, climate resilience, reduced fuel dependency, stronger repayment capacity, and improved local value chains.

7.2 Smart Agriculture and Agro-Processing Technologies

YOSAM supports agricultural modernization through commercially viable technology packages that improve productivity, water efficiency, post-harvest management, value addition, and rural enterprise development. The business focus is to serve farmers, cooperatives, agro-processors, regional institutions, development partners, and rural service providers through integrated agriculture technology solutions.

- Solar-powered irrigation and smart pumping systems for income-generating agricultural production
- Agro-processing equipment for rural value addition and cooperative-based enterprise development
- IoT-based farm monitoring and water-management systems for efficient resource use
- Smart farming tools for cooperatives, smallholder farmers, and commercial demonstration sites
- Cold-chain, drying, milling, and storage solutions for post-harvest loss reduction
- Local installation, preventive maintenance, operator training, and technician development services

Business Value

YOSAM's agriculture solutions are designed to support farmer income, cooperative productivity, agro-processing enterprises, rural employment, and bankable productive-use financing models. The company can work with regional bureaus, banks, cooperatives, development partners, and private investors to deploy agriculture technology packages at scale.

7.3 AI-Assisted Digital Health Systems

YOSAM develops and supports AI-assisted digital health systems that strengthen healthcare access, service efficiency, data management, patient monitoring, facility performance, and evidence-based decision-making. The business orientation is to provide digital health solutions for clinics, health centers, hospitals, public health programs, NGOs, development partners, and community health initiatives.

- Digital health platforms and health information systems
- AI-assisted clinical and administrative decision-support tools
- Remote monitoring solutions for underserved and rural communities
- Digital tools for clinics, health centers, hospitals, and community health programs
- Health facility energy-support models linked with solar power and cold-chain systems
- Secure data management, reporting dashboards, and health program monitoring tools
- Capacity building for health workers, administrators, and digital health users

Business and institutional value: improved health-service delivery, stronger reporting systems, better facility performance, reduced service gaps, digital transformation of health programs, and scalable health technology partnerships.

7.4 AI-Assisted Smart Education Systems

YOSAM provides AI-assisted smart education solutions that support schools, universities, training centers, technical institutes, public institutions, and private education providers. The company focuses on practical education technology systems that improve teaching, learning, administration, skills development, and digital access.

- AI-assisted learning platforms and digital education tools
- Smart classroom solutions and technology-enabled teaching systems
- School and training-center management systems
- Digital content delivery, assessment, and learner-support platforms
- Technical and vocational training systems for youth and workforce development
- AI, IoT, cybersecurity, fintech, automation, and mechatronics training programs

- Institutional capacity-building packages for digital education transformation

Business Value

YOSAM's smart education solutions create opportunities for training services, institutional digital transformation projects, subscription-based learning platforms, school technology packages, workforce development programs, and youth innovation support.

7.5 Green Transport and Smart Mobility

YOSAM develops green transport and smart mobility solutions that support clean, affordable, commercially sustainable, and digitally managed transportation systems. The company focuses on EV and e-bike charging infrastructure, solar-grid hybrid charging models, mobility service platforms, and youth-based entrepreneurship opportunities.

- EV and e-bike charging infrastructure
- Solar-grid hybrid charging stations for urban and peri-urban mobility corridors
- Smart charging, digital payment, and monitoring systems
- Maintenance and service models for e-mobility assets
- Fleet support, charging-site management, and mobility service partnerships
- Youth-based green mobility entrepreneurship models

Strategic impact: reduced fuel dependency, clean mobility access, youth employment, new charging-service business models, urban service innovation, and integration of renewable energy with transport infrastructure.

7.6 Cybersecurity and Secure Digital Systems

YOSAM provides cybersecurity and secure digital system solutions to support institutions, businesses, financial-service providers, health organizations, education institutions, and public-sector partners. As digital transformation expands, cybersecurity becomes a core business requirement rather than an optional technical function.

- Cybersecurity advisory and institutional security assessment
- Secure digital platform design and implementation support
- Data protection, access control, and secure system architecture
- Security awareness and capacity-building programs
- Cybersecurity support for fintech, digital health, education, and business automation systems
- Secure monitoring systems for IoT-enabled assets and digital platforms

Business Value

Cybersecurity strengthens trust, protects digital assets, reduces operational risk, and improves the reliability of technology-enabled business models. For YOSAM, cybersecurity is a cross-cutting commercial service that supports fintech, digital health, education technology, automation, and institutional digital transformation.

7.7 FinTech and Digital Financial Solutions

YOSAM integrates fintech-oriented solutions into its business ecosystem to support asset financing, repayment monitoring, digital payment systems, customer analytics, and technology-enabled financial inclusion. This is particularly important for productive-use solar, MSME packages, green mobility, agriculture technologies, and institutional service models.

- Digital payment integration for technology products and services
- Asset-financing support systems for banks and financing partners
- Repayment monitoring and customer follow-up dashboards
- Digital lending support tools and customer analytics
- Fintech-enabled business models for MSMEs, farmers, cooperatives, and service providers
- Integration of IoT asset monitoring with financing and repayment performance

Business value: stronger repayment confidence, improved customer tracking, better portfolio monitoring, reduced financing risk, and scalable partnership models with banks and financial institutions.

7.8 AI-Assisted Business Automation Systems

YOSAM develops AI-assisted business automation solutions for enterprises, institutions, service providers, and public-sector clients. These systems are designed to improve productivity, reporting, workflow efficiency, customer management, operational control, and decision-making.

- Business process automation and workflow digitization
- Customer relationship management and service tracking systems
- AI-assisted reporting, analytics, and decision-support dashboards
- Inventory, sales, maintenance, and field-service management systems
- Institutional performance monitoring and operational reporting tools
- Automation solutions for SMEs, service companies, public institutions, and development programs

Business Value

AI-assisted business automation creates direct value by reducing manual work, improving accountability, increasing operational efficiency, strengthening customer service, and enabling data-driven management. This gives YOSAM a strong business-to-business and business-to-institution service line.

7.9 Mechatronics, AI, IoT, Embedded Systems, and Automation

YOSAM integrates mechatronics, artificial intelligence, Internet of Things, embedded systems, automation, sensors, controllers, and digital dashboards to support all core business domains. In YOSAM's model, mechatronics is not a separate branch; it is the integrated ecosystem that enables green energy, agriculture, health, education, transport, fintech, cybersecurity, and business automation solutions.

Ecosystem Capability	Business-Oriented Use
Mechatronics integration	Combines mechanical, electrical, electronic, control, software, and automation systems into practical business solutions across multiple sectors
IoT and sensors	Equipment monitoring, energy tracking, irrigation control, asset supervision, performance reporting, and financing-linked asset visibility
AI and analytics	Decision support, forecasting, anomaly detection, customer analytics, health support, education support, service optimization, and business intelligence
Embedded systems	Smart controllers, automation boards, data collection devices, field monitoring units, and customized technology products
Automation systems	Process control, workflow improvement, service efficiency, equipment automation, institutional productivity, and operational cost reduction
Digital dashboards	Monitoring, reporting, accountability, customer follow-up, portfolio visibility, and performance management for institutions and businesses

Mechatronics as the unifying ecosystem: YOSAM uses mechatronics as the practical integration layer that connects hardware, software, AI, IoT, automation, cybersecurity, fintech, and service platforms into commercially deployable solutions. This positioning allows YOSAM to operate as a multi-domain technology business rather than a narrow equipment supplier.

7.10 Training, Innovation, and Capacity Building

YOSAM recognizes that technology deployment must be supported by human-capacity development, local skills, business awareness, and after-sales service capability. The company provides training and capacity-building services as both a development contribution and a commercial business line.

- Renewable-energy installation and maintenance training
- AI, IoT, automation, cybersecurity, fintech, and mechatronics training
- Digital health and smart education user training
- Business automation and digital transformation capacity building
- Youth innovation support, startup mentoring, and entrepreneurship development
- Technician training for field deployment, maintenance, and service delivery
- Institutional training for public-sector, private-sector, and development partners

Commercial and Development Value

Training strengthens YOSAM's long-term implementation capacity by creating local technicians, improving customer adoption, reducing maintenance risk, supporting youth employment, and generating a recurring service and capacity-building revenue stream.

8 Flagship Initiatives

The following flagship initiatives demonstrate YOSAM's readiness to move from concept to implementation through commercially viable pilots, bankable models, strategic partnerships, technology-enabled service platforms, and scalable business solutions.

YOSAM's flagship initiatives are designed as practical entry points for market deployment, institutional partnership, financing engagement, and national-scale implementation. Each initiative combines technology, business modeling, customer value, institutional relevance, financing readiness, digital monitoring, and lifecycle service support.

Flagship Business Orientation. YOSAM's flagship initiatives are not presented only as technical projects. They are structured as business opportunities that can generate revenue, support institutional transformation, create productive assets, improve service delivery, strengthen customer repayment capacity, and attract financing or partnership support from banks, government institutions, development partners, and private-sector actors.

8.1 Productive Green Energy Financing Initiative

YOSAM is preparing a structured renewable-energy asset-financing model that enables households, farmers, MSMEs, cooperatives, institutions, and service providers to access solar and productive-use technologies through affordable installment-based financing, bank partnerships, supplier financing, and lifecycle service arrangements.

The initiative is designed to reduce the upfront cost barrier for productive technologies while creating a commercially sustainable model for clean-energy access, rural enterprise development, agriculture productivity, MSME growth, and institutional energy reliability.

Target technologies: solar irrigation pumps; solar refrigerators; solar agro-processing machines; solar home and business systems; productive-use energy equipment; institutional solar systems; cold-chain solutions; and hybrid solar-grid charging stations.

Expected benefits include improved clean-energy access, increased rural productivity, MSME growth, lower operating costs, reduced fuel dependency, job creation, stronger service continuity, and improved repayment monitoring through IoT-enabled asset supervision and digital portfolio reporting.

Commercial Value

This initiative creates a bankable platform for asset financing, equipment sales, installation services, maintenance contracts, digital monitoring, customer follow-up, and long-term after-sales service. It also strengthens the role of YOSAM as a project sponsor and lifecycle implementation partner.

8.2 Smart Agriculture and Rural Technology Initiative

This initiative focuses on deploying practical and commercially viable technologies for farmers, cooperatives, agro-processors, rural enterprises, regional bureaus, development partners, and rural service providers. It combines solar irrigation, smart water management, agro-processing equipment, IoT-based agricultural monitoring, rural technology service centers, technician training, and cooperative-based business models.

The initiative is intended to support productivity improvement, value addition, post-harvest loss reduction, climate-resilient agriculture, rural job creation, and farmer income generation.

- Solar-powered irrigation and smart pumping for smallholder and cooperative farming
- Agro-processing equipment for rural value addition and local enterprise development
- IoT-based farm monitoring, water-use management, and equipment supervision
- Rural technology service centers for maintenance, training, and local support
- Cooperative-based deployment models supported by public institutions and financing partners

Business value: YOSAM's smart agriculture initiative creates opportunities for technology sales, service contracts, cooperative financing, rural maintenance networks, training programs, and partnership-based scale-up with regional bureaus, banks, and development partners.

8.3 AI-Assisted Digital Health Transformation Initiative

YOSAM aims to support healthcare service delivery through AI-assisted digital health systems, secure health data platforms, facility-level digital tools, remote monitoring concepts, and capacity-building services for health workers, administrators, and program managers.

The initiative is designed for clinics, health centers, hospitals, public health programs, NGOs, development partners, and community health initiatives that require improved data management, service efficiency, decision support, monitoring, and reporting.

- Digital health platforms and health information systems
- AI-assisted decision-support and reporting tools
- Remote monitoring solutions for underserved and rural communities
- Secure health data management and performance dashboards
- Facility-energy support through solar power and cold-chain solutions
- Training and capacity building for health workers and administrators

Commercial and Institutional Value

The initiative creates a scalable service model for digital health transformation, including platform deployment, institutional service contracts, system customization, training, maintenance, cybersecurity support, and long-term digital health program monitoring.

8.4 AI-Assisted Smart Education Initiative

YOSAM is developing AI-assisted smart education solutions to support schools, universities, technical institutes, training centers, public institutions, and private education providers. The initiative focuses on improving teaching, learning, administration, digital access, and workforce development through practical education technology platforms.

- AI-assisted learning platforms and learner-support tools
- Smart classroom solutions and digital teaching systems
- School and training-center management systems
- Digital content delivery, assessment, and reporting platforms
- Technical training in AI, IoT, cybersecurity, fintech, automation, and mechatronics

- Youth innovation and workforce-development programs

Business value: This initiative supports subscription-based learning platforms, institutional technology packages, training contracts, school digitalization projects, smart classroom deployment, and youth-focused innovation programs.

8.5 Cybersecurity and Secure Digital Transformation Initiative

YOSAM recognizes cybersecurity as a core business requirement for digital transformation. This initiative supports institutions, enterprises, financial-service providers, health organizations, education institutions, and public-sector partners in building secure, trusted, and resilient digital systems.

- Cybersecurity assessment and advisory services
- Secure digital platform design and implementation support
- Data protection, access control, and secure system architecture
- Security awareness and institutional capacity-building programs
- Cybersecurity support for fintech, digital health, smart education, and business automation systems
- Secure monitoring systems for IoT-enabled assets and digital service platforms

Commercial Value

Cybersecurity creates a high-value advisory and implementation service line for YOSAM. It strengthens trust in all digital platforms and supports long-term service contracts with banks, institutions, enterprises, and development programs.

8.6 FinTech and Digital Financial Solutions Initiative

YOSAM's fintech initiative focuses on digital financial solutions that support asset financing, repayment monitoring, digital payments, customer analytics, digital lending support, and financial inclusion. This initiative is particularly important for productive-use solar, agriculture technologies, green mobility, MSME packages, and institutional service models.

- Digital payment integration for technology products and services
- Asset-financing support systems for banks and financing partners
- Repayment monitoring and customer follow-up dashboards
- Customer analytics and digital lending support tools
- Integration of IoT asset monitoring with financing performance
- Fintech-enabled service models for MSMEs, farmers, cooperatives, and institutions

Business value: The fintech initiative strengthens repayment confidence, improves portfolio visibility, reduces financing risk, and creates partnership opportunities with banks, microfinance institutions, fintech companies, and development finance actors.

8.7 AI-Assisted Business Automation Initiative

YOSAM develops AI-assisted business automation systems for enterprises, SMEs, public institutions, service providers, and development programs. The initiative focuses on workflow digitization, customer management, reporting, operational control, inventory management, field-service supervision, and decision-support dashboards.

- Business process automation and workflow digitization
- Customer relationship management and service tracking systems
- AI-assisted reporting, analytics, and decision-support dashboards
- Inventory, sales, maintenance, and field-service management systems
- Institutional performance monitoring and operational reporting tools
- Automation solutions for SMEs, enterprises, institutions, and development programs

Commercial Value

This initiative creates a strong business-to-business and business-to-institution service line. It enables YOSAM to provide digital productivity solutions, customized platforms, implementation support, training, maintenance, and recurring service contracts.

8.8 Green Transport and Smart Charging Initiative

YOSAM is working on clean mobility solutions that combine renewable energy, electric mobility, digital payment, smart monitoring, and service-based business models. Components include EV/e-bike charging infrastructure, solar-grid hybrid charging stations, smart payment systems, monitoring dashboards, maintenance models, and youth-based green mobility entrepreneurship.

- EV and e-bike charging infrastructure
- Solar-grid hybrid charging stations
- Smart charging, digital payment, and monitoring systems
- Charging-site operation and service models
- Maintenance and after-sales support for e-mobility assets
- Youth-based green mobility entrepreneurship models

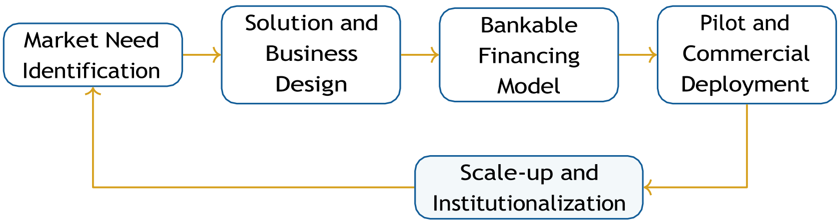
Strategic impact: clean mobility access, reduced fuel dependency, new charging-service revenue models, youth employment, smart urban services, and integration of renewable energy with transport infrastructure.

8.9 Integrated Mechatronics Business Ecosystem

YOSAM's flagship initiatives are unified by mechatronics as an integrated business and technology ecosystem. In this model, mechatronics is not treated as a narrow engineering branch; it is the enabling ecosystem that connects mechanical systems, electronics, embedded systems, automation, AI, IoT, cybersecurity, fintech, digital platforms, and service delivery models.

Mechatronics as the enabling ecosystem: YOSAM uses mechatronics to integrate hardware, software, automation, AI, IoT, digital platforms, secure systems, and business models into practical solutions that can be commercialized, financed, deployed, monitored, maintained, and scaled.

8.10 Integrated Implementation Model



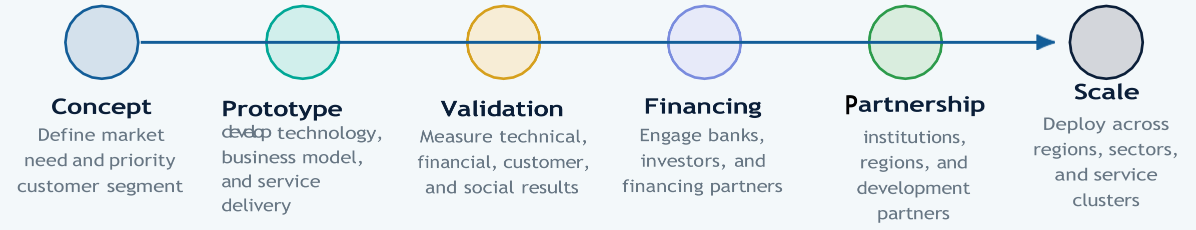
Implementation philosophy: YOSAM moves through a disciplined business-oriented pathway: identify a market or institutional need, design the technology and business solution, prepare a bankable financing model, implement a pilot, monitor technical and financial performance, provide lifecycle service support, and scale through institutional, financial, and private-sector partnerships.

Pilot-to-Scale Logic

Each flagship initiative is expected to move from concept to pilot, from pilot to validation, from validation to partnership, and from partnership to scale. This approach allows YOSAM to reduce implementation risk, demonstrate commercial viability, build partner confidence, and expand successful models across regions and sectors.

Business Pilot-to-Scale Roadmap

A commercial and institutional pathway for financing, partnership, and regional scale-up



9 Professional Team

YOSAM is supported by a multidisciplinary professional team with expertise across key technical, institutional, and commercial domains, including:

- Engineering and automation;
- Artificial intelligence;
- Cybersecurity;
- Public administration;
- Digital transformation;
- Healthcare systems;
- Renewable energy;
- FinTech systems;
- Project management;
- International trading;
- Strategic business development.

The company combines strong technical capability with institutional experience, practical implementation capacity, and commercialization expertise, enabling it to design, deploy, and scale innovative technology-driven solutions across multiple sectors.

10 Strategic Partnerships, Financing Facility Role, and Requested Support

YOSAM is ready to work with government institutions, regional bureaus, financial institutions, development partners, universities, private-sector actors, and community organizations to pilot and scale practical technology solutions.

10.1 Strategic Partnerships and Institutional Relationships

YOSAM has established important institutional relationships that strengthen implementation readiness. In particular, YOSAM has signed Memorandum of Understanding agreements with:

- **Amhara National Regional State Water and Energy Bureau; and**
- **Amhara National Regional State Agriculture Bureau.**

And engagements with:

- **National State of Tigray bureau of Agriculture and Natural Resources;**
- **The Interim Regional Administration of Tigray;**
- **The Government of the regional state of Tigray cooperative and Market Development Agency;**
- **The regional administration GoV of Tigray Mekelle City Office of micro small enterprises and Manufacturing industry.**

These agreements and engagements create a strong platform for cooperation in renewable energy, productive-use technologies, agriculture modernization, water-energy solutions, rural development, and technology deployment. They also support YOSAM's capacity to work with regional institutions, identify priority beneficiaries, align technologies with sector needs, and coordinate implementation in areas where energy access and productive-use solutions are urgently needed.

10.2 Strategic Strength of the Sponsor Model

The strategic strength of YOSAM's sponsor model lies in combining technology supply with installation, monitoring, maintenance, and after-sales support. Many renewable-energy and energy-access financing programs face repayment challenges when equipment is sold without proper sizing, user training, maintenance, performance monitoring, or service accountability.

YOSAM's participation across the full asset lifecycle reduces this risk. By remaining involved from technology sourcing to installation, commissioning, monitoring, and maintenance, YOSAM helps ensure that financed assets remain functional, productive, and capable of supporting beneficiary repayment capacity.

10.3 Value of YOSAM's Role for a Financing Bank

YOSAM's role provides direct value to a financing bank in five important ways:

1. **Technical risk reduction:** YOSAM ensures that financed systems are properly selected, installed, commissioned, and maintained.
2. **Asset performance assurance:** continuous maintenance and service support help ensure that financed assets remain operational during the repayment period.
3. **Improved repayment confidence:** functional energy systems support household savings and productive-use income generation, which strengthens repayment capacity.
4. **Deployment verification:** YOSAM provides installation and commissioning records that allow the bank to verify asset delivery before disbursement.
5. **Portfolio monitoring support:** through service records, monitoring data, and beneficiary follow-up, YOSAM supports the bank's ability to track asset performance and portfolio quality.

Bankability Contribution of the Sponsor

YOSAM is not only a supplier of renewable-energy equipment. Under a financing facility, YOSAM functions as a lifecycle implementation partner that helps the bank manage technical, operational, asset-performance, and monitoring risks. This strengthens commercial viability and supports confidence in repayment sustainability.

10.4 Project Sponsor Responsibilities

As project sponsor and implementation partner, YOSAM will assume responsibility for:

- preparing product specifications and technology packages suitable for household and productive-use customers;
- ensuring that imported technologies meet quality, durability, safety, and performance requirements;
- coordinating installation teams and technical service personnel;
- maintaining records of beneficiary installations and commissioned assets;
- providing preventive and corrective maintenance during the agreed service period;
- facilitating warranty claims and replacement of defective components where applicable;
- supporting customer training on proper system use, safety, and basic care;
- providing periodic implementation and performance reports to the financing bank or

public partner;

- working with partners to improve repayment follow-up, customer satisfaction, and portfolio performance.

10.5 Strategic Alignment Matrix

National Priority	YOSAM Contribution	Expected Public Value
Green economy	Solar energy, productive-use technologies, EV charging	Clean-energy access, climate resilience, reduced fuel dependency
Agricultural transformation	Solar irrigation, agro-processing, smart farming tools	Higher productivity, reduced post-harvest loss, rural income
Digital transformation	AI, IoT, automation, secure data platforms	Better monitoring, evidence-based decisions, improved service delivery
Youth employment	Technical training, MSME support, innovation programs	Skills development, entrepreneurship, decent jobs
Health-service improvement	Digital health systems, cold-chain and facility-energy solutions	Stronger health access, service continuity, better community outcomes
MSME development	Productive-use equipment and asset-financing models	Business growth, income generation, repayment capacity

10.6 Integrated Sponsor Model

YOSAM's integrated sponsor model strengthens renewable-energy, smart-agriculture, health, transport, and digital-transformation initiatives by linking professional leadership, institutional partnerships, technology sourcing, installation quality, asset performance, customer support, monitoring capacity, and repayment sustainability.

This gives public institutions, financing banks, and development partners a more secure and professionally managed platform for entering or expanding technology-enabled development programs for households, MSMEs, agriculture, health facilities, and productive-use customers.

Closing Message

YOSAM is committed to becoming a reliable national technology partner that supports Ethiopia's green growth, digital transformation, agricultural modernization, health-service improvement, youth employment, and industrial development. With strategic guidance and institutional collaboration, YOSAM is ready to pilot, implement, and scale practical technology solutions that create measurable development impact.

10.7 Contact Information

Company Contact Information

Business Address	402, 4th Floor, Alemnesh Plaza, Wereda 03, Bole Sub-city, Addis Ababa, Ethiopia
Telephone	+251 116 684 968
Email	YosamMechTech@gmail.com
Website	www.ymtsolutions.com