



OFFER ZEN

MERGE

**How Lumkani Builds Tech that
Drives Social Impact**

Lumkani is a social enterprise start-up that uses IoT hardware and financial services to create resilience in underserved communities

We started by trying to address the challenge of fires with IoT sensors

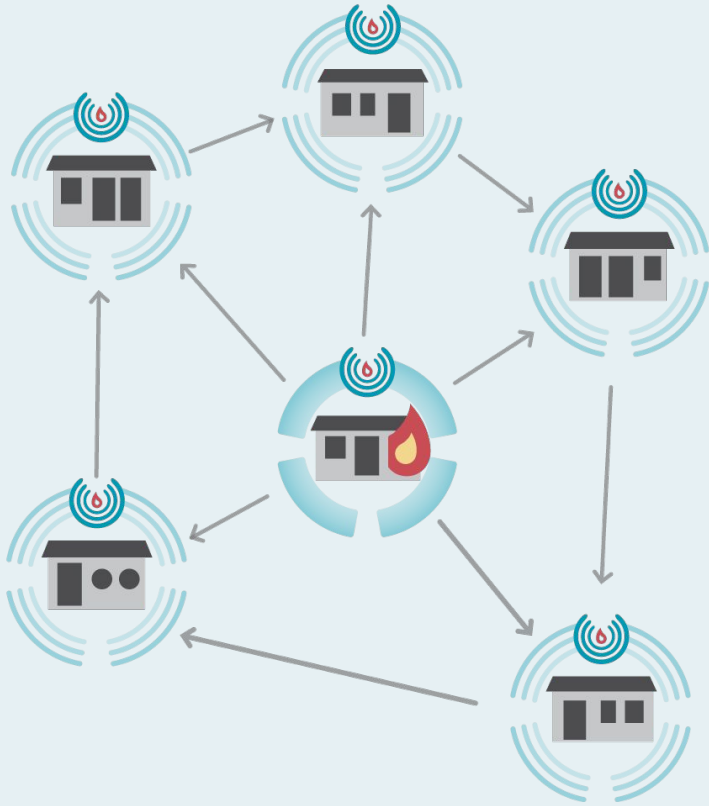
1 JANUARY 2013







In-home heat detector



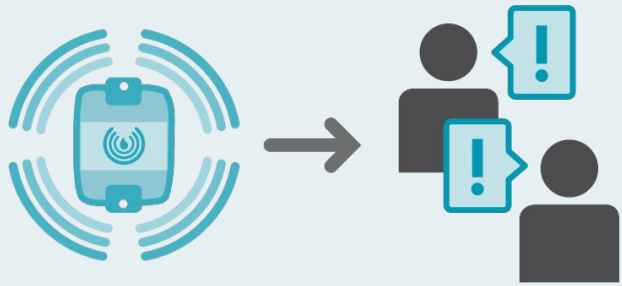
**Mesh network
to neighbouring
devices**



**Data collection through
GSM gateway**



- **Solar powered, low power**
- **MQTT over USSD**
- **Global Roaming, Multi-Operator**
- **LPWAN backup**



2-way SMS

We wanted to offer more to our clients:



Our Agent App



REGISTER CUSTOMER

COLLECTIONS

Our Insurance and IoT Management Tool

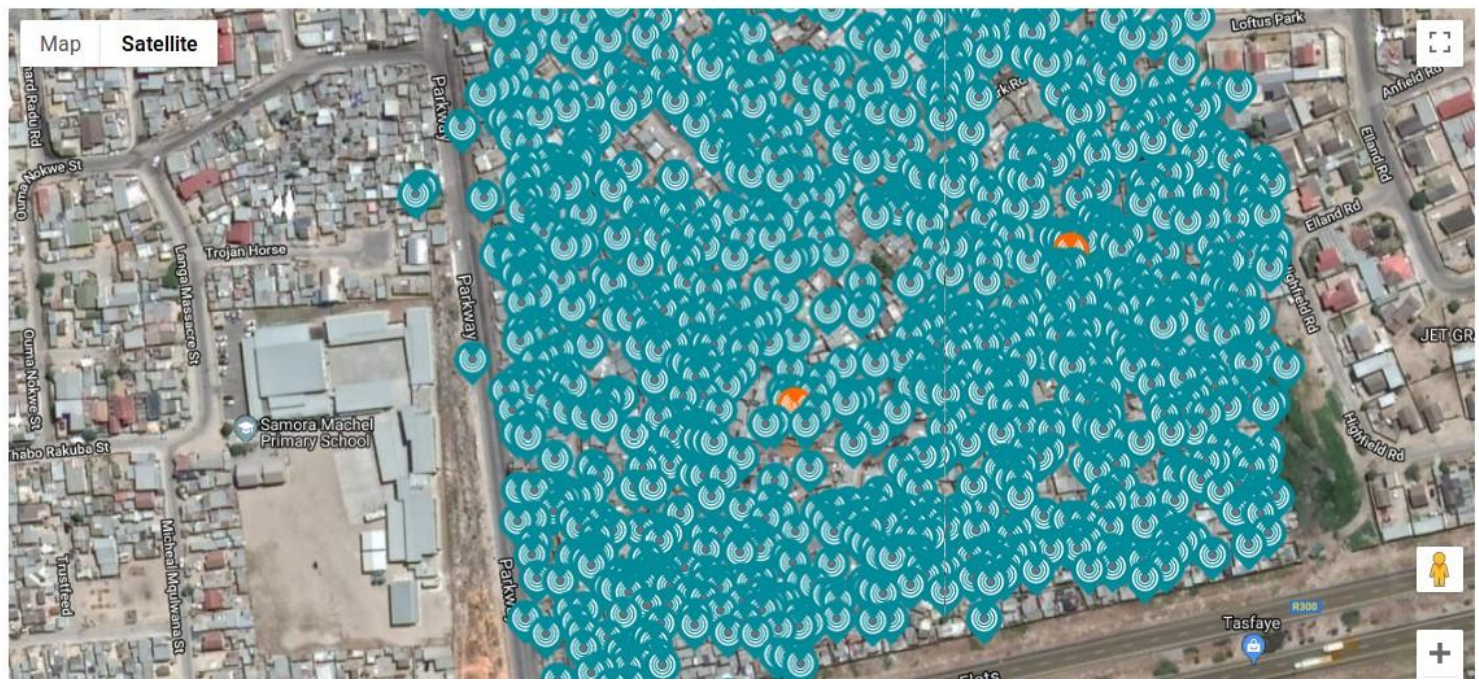


- Sensors
 - Devices
 - Download CSV
- Gateway
 - SMS List
 - Fire Data
- Insurance System
 - Agents
 - Clients
 - Payments
 - Reports
 - Download CSV

229
Installs Today

1185
Installs This Month

33666
Total Devices



PROTECTED BY

LUMKANI
FIRE COVER.

WHAT WE OFFER:



**AGENT INSTALLS
FIRE DETECTOR**



**AGENT MAINTAINS
DETECTOR**



YOU RECEIVE SMS



**INSURANCE UP
R40 000**

**What are the challenges we have
had to overcome:**

PRODUCT MARKET FIT:

We have consulted with our customers every step of the way



← Lumka Kawuta
Community leader
UT Gardens

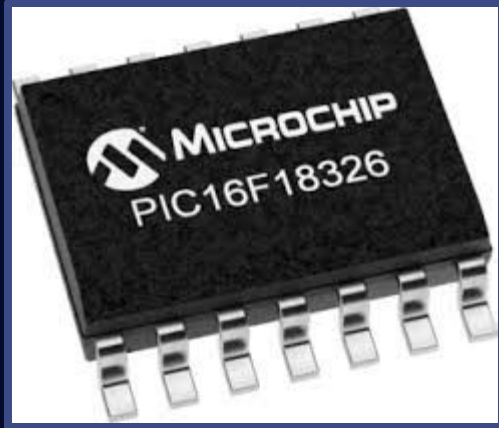
PRODUCT MARKET FIT:

We have iteratively designed solutions with the end user in mind



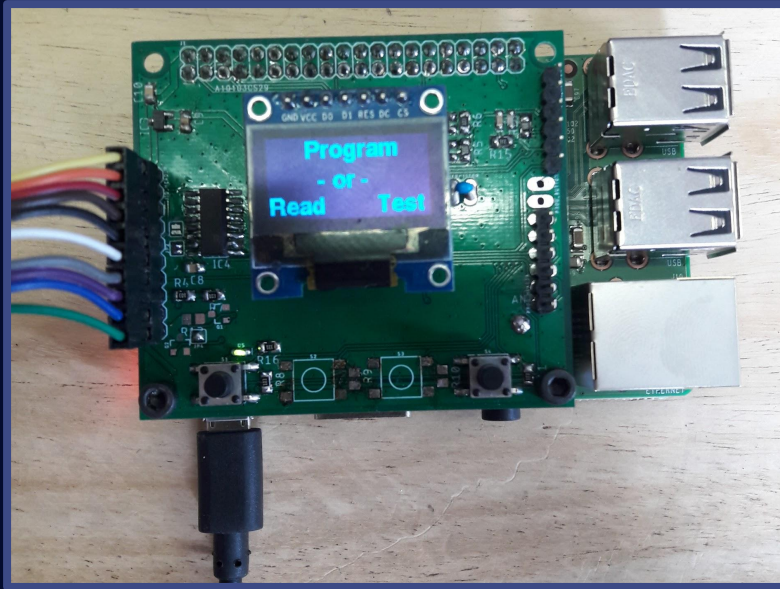
COST SENSITIVITY:

We have used frugal design principles to optimise for cost



COST SENSITIVITY:

We have optimised every second of the manufacturing process.



FIRMWARE BEST PRACTICE IS STUCK IN THE 90s:



Considered interfaces

Unit tests

CI/CD



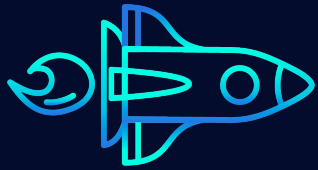
OUR IMPACT:

- 35 501 Sensors installed and actively monitored
- > R1m in claims paid out
- In the last month we stopped 8 fires across the country.
All limited to the first home.

IN CLOSING:

Technology can create massive impact in our communities.

South Africa needs committed developers to tackle some of our most complex challenges.



Questions?