



# RAIN–Freetown Waste Transformers investment journey

## Initial connection and ecosystem orientation

- Truestone (Invest Salone grantee) introduces Redsalt Angel Investment Network (RAIN) to Invest Salone; Invest Salone hosts RAIN in Freetown, shares landscape insights and facilitates ecosystem connections.



2024

Late 2024

## Momentum builds

- RAIN returns to Germany with strong conviction and insights. Invest Salone maintains close engagement.



2024

Late 2024

March 2025

## Strengthening local presence

- RAIN receives a PROSPER grant from Invest Salone to support pipeline development, due diligence and the setup of their Sierra Leone office and team.



2024

Late 2024

March 2025

Mid-2025

## First investment materialises

- RAIN closes its first Sierra Leone deal: **€75,000 investment in Freetown Waste Transformers** to scale its tech-enabled waste-collection model and expand service coverage.



2024

Late 2024

March 2025

Mid-2025

2025

## Catalysing the missing middle

- RAIN plans two additional startup investments this year.

Demonstrates how angel investors can unlock early-stage growth, formalisation and investor confidence in frontier markets.



# Investment journey: Before and after

	BEFORE RAIN INVESTMENT	AFTER RAIN INVESTMENT	END 2026 (FORECAST)
Number of jobs	12	23	44
% women workforce	50%	26% *	20% *
Youth employment (18–35)	25% under age 30	43%	45%
Key management hires	4	6 (including women and youth)	8
Waste collected	None	58.5t (since June 2025)	3,000t
Revenue per month	SLE100	SLE64,000	SLE600,000
Number of customers	0	180	1,000
Monthly customer retention	0	94.80%	Same
Fleet for waste collection	0	3 tricycles, 1 skip truck, 2 bins (10t each), 917 Mercedes Benz 10t	Same
Tech-enabled innovation	Limited	Route optimisation and tracking app	Same
Safety and compliance	Minimum	100% staff equipped with PPE	Same
Community impact	Limited	Cleaner streets, reduced waste pollution, engagement with partners	Same

\* Reduction due to the employment of male labourers for waste collection.



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