

Better solutions. Better lives.

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SIEMENS | Stiftung

Embedded within the community, a social enterprise understands the challenges of its target audience to solve a social problem, and it is focused on delivering value beyond profit. In the last six years, our social enterprise WeTu has been serving people and the planet around Lake Victoria in Kenya. From providing round-the-clock access to safe drinking water at the communities' doorstep to its sixteen solar-powered Water-Energy-Hubs.

As an internationally operative foundation, we focus on three areas of action: Essential Services, Digitality, and Climate to collectively address challenges in these fields. We are extremely happy that WeTu has harnessed these challenges as opportunities by enhancing their scale of impact. Not only in terms of positive numbers but also by diversifying into other fields such as minimizing post-harvest losses through ice flakes and walk-in cold rooms through the new WeCool business vertical.

Inclusive and sustainable future

With a focus on youth, the new WeLearn project makes optimum use of the WeTu infrastructure to train young adults to develop green technical skills such as solar technicians, artisans, and entrepreneurs along with supporting further technical

and vocational education. With the focus on female participants, the project broadens their horizons by improving employability in the growing green sector and paves the way for a more inclusive workforce. Participants are also trained in basic computer operations, internet navigation, and the use of digital tools, to enable them to thrive in the 21st century. Additionally, a special e-Mobility skills development project redefines gender roles by building capacity and opening economic avenues for local women.

Innovative and digital infrastructure

By developing and deploying simple yet effective technological solutions, the entire WeTu operation is based on digital payment. Users are encouraged to carry on cashless transactions ensuring better security, efficiency and accessibility. With a community-first approach, WeTu is pioneering the problem-focused innovation approach: Joining forces with the people to collectively co-develop and co-create locally resourced solutions tailored to address their specific challenges. The Impact Report brings a special section with feedback and suggestions in the form of "Customer Voices" so that the readers get to learn how the communities' lives have changed for the better.

We would like to congratulate and acknowledge the achievements of the WeTu team, and Tilmann Straub for leading a social business that not only provides access to Essential Services and generates economic opportunities but also empowers the next generation by setting them on the course to a brighter future. It is an incredible accomplishment for the team to get the community together and work

with them to address multiple Sustainable Development Goals through its various innovative solutions and services. We take inspiration from the team's unwavering spirit and commitment to pursue our mission to work toward sustainable social development.

Many thanks and wish you all the best for further milestones.





Nina fmidt

Dr. Nina Smidt, CEO and Spokesperson of the Board Siemens Stiftung

Racet Salkaser

Robert Balthasar, CFO Siemens Stiftung



GALS We Tu

At WeTu we are driven by a vision of sustainability and innovation for clean energy, safe drinking water and green mobility, ensuring that every step we take contributes meaningfully to the communities we serve. Since our incorporation in 2019 by the Siemens Stiftung (Foundation) as the sole shareholder, we have evolved into the leading social enterprise championing the Sustainable Development Goals (SDGs) in western Kenya. Our commitment to impact remains unwavering, as we align our efforts with global priorities, including the Paris Climate Agreement and Kenya's climate policies. Sustainability is at the heart of everything we do - shaping our innovative business models, guiding our partnerships, and defining the change we seek to create.

By harnessing solar energy across all our operations, we are taking bold steps to combat climate change while ensuring

universal access to clean and affordable energy. Our e-Mobility project is pioneering climate-friendly transportation alternatives in rural communities, and our investments in water infrastructure have expanded access to clean and safe drinking water, reinforcing our commitment to SDG 6. We are also driving industrial sustainability, promoting good health through clean technologies, and fostering economic empowerment by creating jobs and access to electricity, contributing to the fight against poverty.

This report is WeTu's second annual Impact Report, a testament to the progress we have made together in 2024. I extend my heartfelt gratitude to our customers, local partners, institutions, companies, our shareholders and investors who have been part of this journey over the past six years. Together, we have demonstrated that real change happens when we work

alongside the most vulnerable, co-creating solutions that transform communities and lives. At WeTu we remain committed to driving sustainable impact and delivering better solutions for underserved communities - because real change begins with bold action.

Better Solutions! Better Lives.

Tilmam Saul

Tilmann Straub Director WeTu



OUR COMMITMENT

WeTu is a social enterprise dedicated to improving the living standards of rural communities in Western Kenya. Our name, derived from the Swahili word meaning "ours," reflects our collaborative approach in working with the communities we serve. Since our establishment in 2019, our mission has been to drive positive change and create sustainable impact.

WeTu develops innovative, sustainable solutions in safe drinking water, clean energy, alternative clean mobility, e-waste management, and smart agriculture,

addressing critical needs at the Base of the Pyramid (BoP) while preventing environmental pollution. All our products and services are powered by renewable solar energy generated at our Solar-Hubs.

Our focus is on impact over profit, striving to leave a lasting, transformative legacy in the communities we support. As pioneers in sustainable innovation in the rural western Kenya, we create solutions that not only meet immediate needs but also promote long-term sustainability and better livelihoods. For us, true innovation means delivering meaningful, lasting change.

OUR MISSION

To deliver sustainable, innovative solutions for better mobility, clean energy and safe water across rural Kenya.

OUR VISION

To open up greater opportunity and choice for people through providing products and services that create jobs, improve health and protect the local environment.

OUR CORE VALUES



PROBLEM FOCUSED INNOVATION

We solve and address problems through innovation. We understand the importance of safe water, clean energy and mobility in rural Kenya. We are committed to making accessible, innovative and environmentally conscious solutions to improve our customer's lives.



LOCAL IMPACT THROUGH COLLABORATION

Through collaborating with local business and organizations we strengthen our impact and widen the infrastructure for us to offer better products and services. We are committed to offering better products and services which create measurable impact.



POSITIVE, PROFESSIONAL, DEDICATED

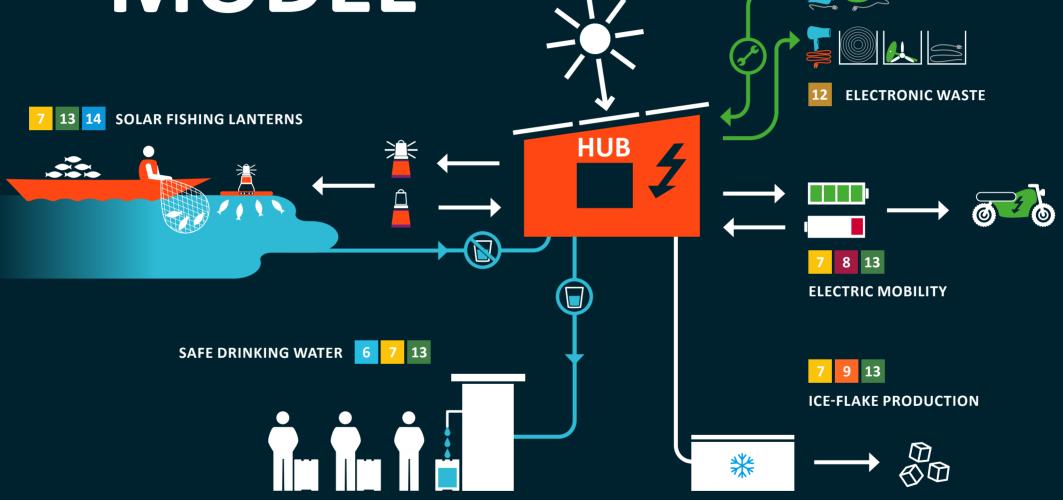
We care and uphold respect, professionalism, and transparency in all our endeavors. Our commitment to continuous improvement, fueled by a growth mindset, enables us to evolve our products and services in response to existing needs, ensuring that we consistently provide effective solutions delivered with the utmost accuracy.



RESPONSIBILITY AND HONESTY

Our team is committed to driving positive change upholding honesty, openness and approachability which builds trust and loyalty with customers resulting to sustainable business growth.

OUR IMPACT MODEL

















OUR IMPACT AT A GLANCE (2019–2024)

RENEWABLE ENERGY



Two Solar Powered Cold Rooms 32 tons of produce preserved in the cold room



Established 16 solar-powered Water-Energy-Hubs with a total of 362 kWp installed capacity Produced 1.7 Mio. kWh of solar energy

SUSTAINABLE FISHING



Operating One e-waste pre-processing plant Collected 13.5 tons of e-waste from 4 communities



Engaged over 430 active fishermen through sustainable solar fishing lanterns Saved 3.5 Mio. litres of kerosene and avoided 8,670 tons of CO₂ emissions

Two solar-powered ice production plants

1,000 tons of ice-flakes produced to

SOLAR COOLING



Introduced 41 electric vehicles. including electric motorcycles and three-wheelers Covered 2.3 Mio. km and avoided 84 tons of CO.

stations





SAFE

Established 29 Water ATMs serving 13 communities Dispensed 15.9 million liters of clean and safe water Serving approx. 25,000 people on a daily basis

DRINKING



Connected 18 households to piped water Distributed 2.0 million liters of clean and safe water to households

ELECTRIC MOBILITY



Established 2 battery swapping





WeTu has created 65 direct full time jobs (46M/19W) within the organization and a total of 110 direct jobs including full time jobs with partners such as Lakers-Pride Security Service and others.



























preserve fish















SOLAR ENERGY FOR PRODUCTIVE USE

eTu is committed to advancing access to clean and affordable energy in line with SDG 7 in rural communities.

The innovative approach WeTu has developed and implemented is a model of solar-powered Water-Energy Hubs, which serve as the backbone of its operations, providing renewable energy to power various business verticals. These hubs supply energy for multiple use cases, including the provision of clean and safe water, electric mobility in rural areas, solar-powered fishing lanterns, ice-flake production, and cold rooms.



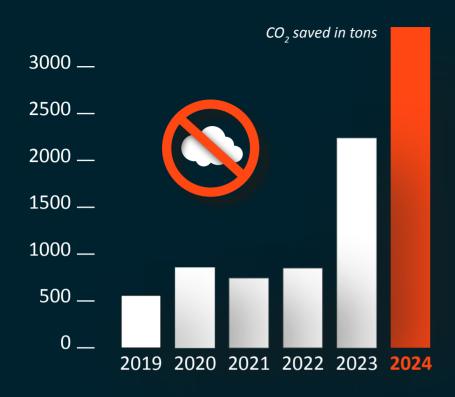


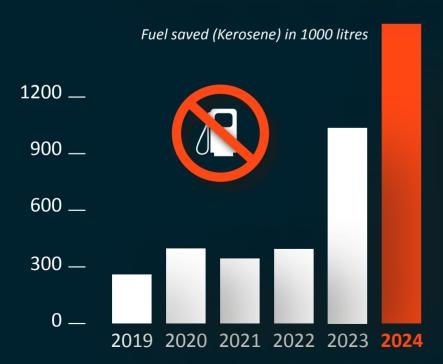
iii We Power

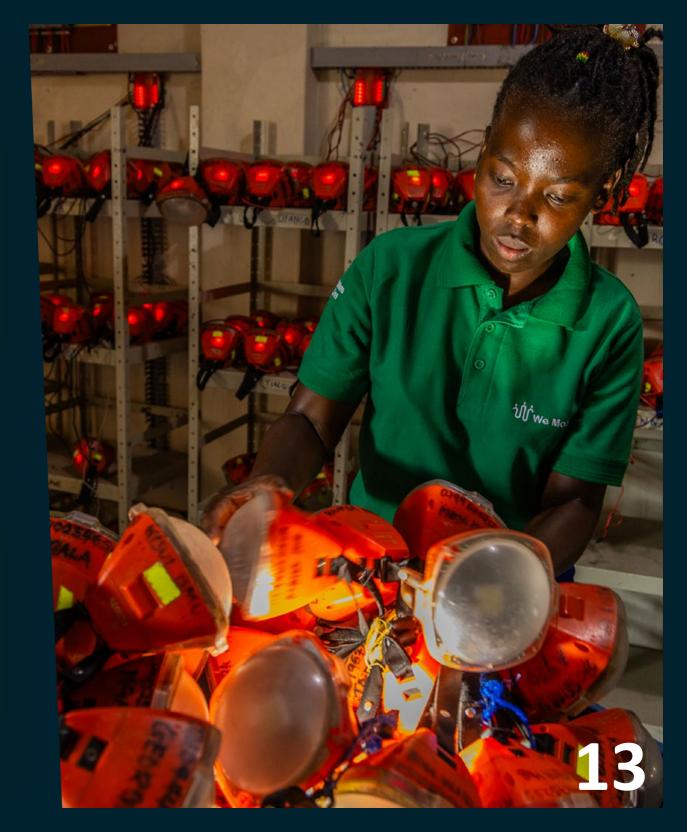
SUSTAINABLE SOLAR POWERED FISHING

Inder the WePower business vertical, solar-powered hubs support the recharging of solar fishing lanterns, promoting efficient and sustainable fishing of silverfish locally known as Omena. By the end of 2024, over 430 fishermen across three counties in Western Kenya's Lake Victoria region had adopted this solution.

This innovation has enhanced safety and productivity in nighttime fishing while reducing reliance on harmful kerosene lamps and lead-acid batteries. As a result, it has significantly lowered greenhouse gas (GHG) emissions, reducing carbon pollution and lead contamination.

















if WeMobility

ELECTRIC MOBILITY

WeTu's eMobility business vertical introduces clean last-mile transportation option in the rural set up of the Lake Victoria region in Western Kenya.

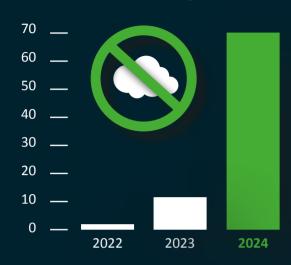
Through electric vehicles powered by solar energy produced at our Energy Hubs with EV battery swapping stations, WeTu has enhanced accessibility to essential services, markets, and healthcare facilities. This not only provides employment to youths as riders but also help curb pollution, fostering environmental sustainability.

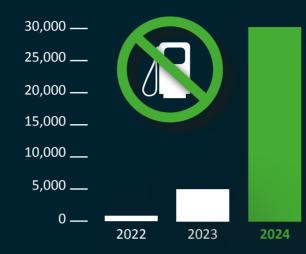
WeMobility, initiated by WeTu in 2019 with the introduction of pilot fleets on the road, has experienced substantial growth and evolution. The insights gained from these pilot projects were instrumental in refining and ensuring the sustainability of the initiative for WeTu as well as for its partners in the sector.

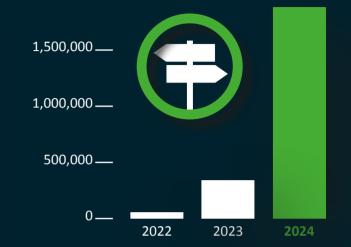


Fuel Saved (Petrol) in litres

Total KM Covered Per Year







In 2024, WeTu proudly reports significant achievements, covering an impressive total of 1.9 Mio KMs Covered, 22 electric motorcycles on road, employing 22 riders since the project's inception.

By 2024, WeTu had 2 energy hubs equipped with EV battery charging facilities serving as battery swapping stations, that is; Homabay Hub in Homabay county and Katito Hub in Kisumu County.

WeTu is planning to launch a swapping station in Kisumu with 10 electric motorcycles in 2025.





Fish Trader & WeMobility Rider, Homabay Hub

"My name is Mary, and I've been delivering fresh fish to markets across Homabay with WeTu's electric motorcycle for almost 1 year now. Before joining WeMobility, I hired petrol motorcycle every morning, it drained my earnings. The hire fees and fuel costs were so high, I barely made a profit. But today, with this electric motorcycle, everything has changed. It's leased to me at an affordable price, and I also pay an affordable battery swapping fee. This has enabled me to save enough to expand my business. Now, I wake up at dawn, collect fish and omena from multiple beaches, and transport them faster and farther than before with only two batteries. The motorcycle is free from noise pollution and emissions. Thank you, WeTu, for empowering women like me in electric Mobility which helps me to thrive in business."





iii We Water

SAFE DRINKING WATER

Since the inception of WeTu in 2019, WeWater one of WeTu's pioneering business vertical has transformed access to clean and safe drinking water in underserved communities through sustainable and affordable solutions.

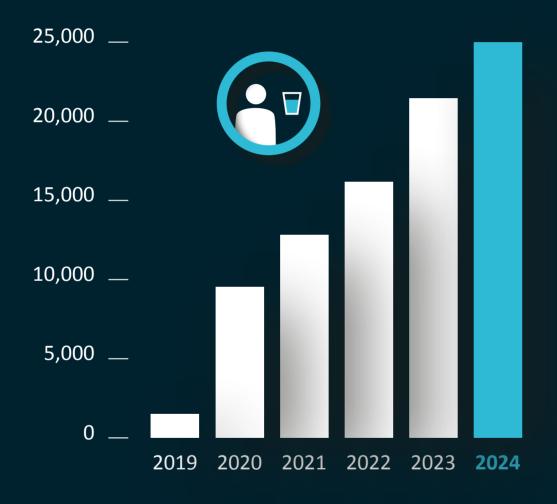
By harnessing solar energy and advanced purification technologies, WeWater addresses the dual challenges of water scarcity and contamination, ensuring reliable access to clean and safe water while minimizing environmental impact. Over the past six years, the vertical has deployed solar-powered ultrafiltration systems and water ATMs.



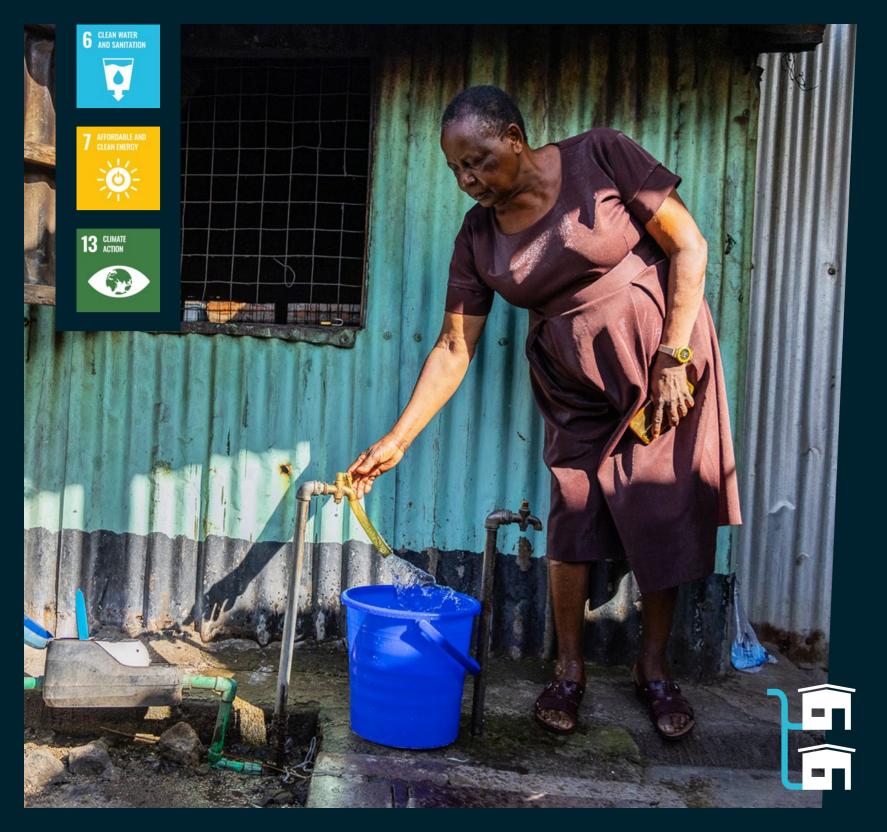
Since its inception in 2019, the WeWater Project has evolved into a critical lifeline for rural communities through its network of Water-Energy Hubs. Currently operational in 13 communities with a total of 29 water ATMs, the initiative now serves approximately 25,000 people daily as of 2024. The project's growth is reflected in its water distribution volumes: starting at 476,450 liters in 2019, supply surged to 2.6 Mio. liters in 2020. However, the COVID-19 pandemic led to reduced usage, with volumes dipping to 2.3 liters by 2022. Through strategic recovery efforts including expanded ATM installations and community sensitization programs in partnership with County Public Health teams and Community Health Volunteers, 2023 saw a robust rebound.

Water supply climbed to 3.0 Mio. liters by end 2023, followed by a landmark increase to 5.0 Mio. liters of water supplied by the end of 2024. Building on this momentum, WeTu aims to scale annual distribution to 9.0 million liters in 2025, ensuring consistent, sustainable access to safe drinking water while strengthening resilience against health and climate challenges. This trajectory underscores WeWater's role not only in meeting immediate needs but also in fostering long-term community health and economic stability.

People are served with safe drinking water







iji we Water

HOUSE-HOLD WATER

WeTu introduced a new market segment focused on enhancing access to clean and safe water through a last-mile delivery initiative involving household piped water connections. The pilot phase of this initiative was successfully implemented in Sori, where 12 households were connected to piped water, demonstrating the project's feasibility and impact.

By the end of 2024, WeTu had expanded the initiative, reaching a total of 18 households and supplying 2 million liters of clean water. This success has laid the foundation for a large-scale rollout aimed at further improving water access in the region.







iji Welce

COOLING PROJECTS

WeTu's ice production initiative plays a critical role in reducing post-harvest losses by providing high-quality ice flakes to fishermen for fish preservation.

In February 2022, WeTu launched its ice production business vertical with the establishment of one ice production plant in Mbita, Homa Bay County. The business model integrates other business verticals by utilizing clean and safe drinking water and solar energy to produce quality ice flakes, which are then delivered to fishing beaches and customers using electric mobility vehicles.

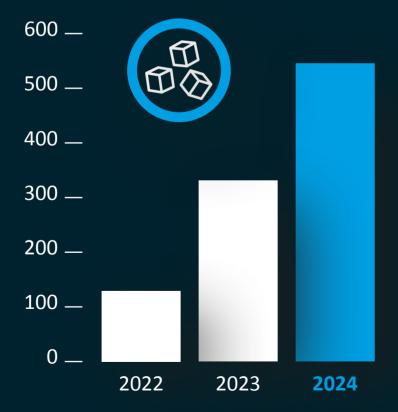
In 2024, WeTu expanded its operations by launching a new Water Energy Hub in Muhuru Bay, featuring a 2-ton ice production plant. By the end of 2024, WeTu had two solar-powered ice machines in operation.

Since this project's inception, the number of ice flakes purchasing customers has grown significantly from 68 in 2022 to a cumulative total of 2,767 by the end of 2024. Notably, in 2024 alone, WeTu sold 5,239 sacks of ice, amounting to 545 tons.

The success of solar powered Ice flake project, has demonstrated its feasibility

and the scalability of the business model for long term sustainability. Building on this success, WeTu is now expanding its operations to other regions with high demand for fresh ice. In 2025, WeTu is installing a 3-ton ice production machine in Usenge, with plans to launch the business before the end of the year.

Ice production in tons



Philip Ouma John

Fisher and Ice Flake Customer, Muhuru Bay

"My name is Philip Ouma John, and I want to thank WeTu deeply for bringing the solar-powered ice plant to Muhuru Bay. Before this machine arrived, preserving fish was a constant struggle. We'd lose so much catch to spoilage sometimes selling at a loss, sometimes throwing it away entirely. The National Grid powered ice machine was not reliable with constant black outs. The ambient temperatures made it impossible to keep fish fresh, and buyers knew they could haggle us down for 'almost-spoilt' stock. But now? With WeTu's ice flakes which is sold at an affordable price, everything has changed. The solar-powered machine works reliably, even on cloudy days, and the ice keeps our fish fresh for hours as we transport it to market. Buyers see the quality and pay fair prices now. No more wasted fish, no more sleepless nights worrying about losses. This ice has really improved our livelihoods."





in welce COLD ROOMS

eTu has developed and launched a conventional solar-powered walk-in cold room pilot project in 2024 in Mbita Market, Homa Bay County, aimed at minimizing post-harvest losses and enhancing market efficiency for traders. This initiative provides an affordable and reliable cold storage solution, enabling traders to store perishable goods, extend the shelf life of their produce, and optimize sales while reducing waste.

The cold room has gained significant traction among market traders, with green leafy vegetables accounting for 96 % of the total produce stored, while other commodities, such as fruits, make up the remaining 4 %. Since its launch, the cold room has successfully preserved a total of 32 tons of fresh produce, providing traders with a stable and efficient storage solution. The project remains in the business model iteration phase, where we are assessing pricing models, user demand, and operational sustainability to develop a scalable and replicable approach for wider adoption.













CIRCULAR ECONOMY R&D PROJECT LOW CARBON COLD ROOM

n addition to the conventional walk-in cold room in Mbita, WeTu launched an R&D project in collaboration with Self-Chill, Solar Cooling Engineering, Efficiency for Access, Energy Saving Trust and JOM Architects to develop a low carbon, solar-powered cold room. Implemented in Homa Bay Market, the project focused on designing and installing a low-carbon, cost-effective cooling solution with minimal negative environmental impact. The project has been supported by the Siemens Cents4Sense initiative with the facilitation of Siemens Stiftung.

The cold room integrates solar panels, battery storage, and is constructed from natural materials for insulation to offset emissions from active cooling. Its design features eco-post foundations, straw bale with eco-board insulation, and a solar panel system mounted on timber brackets. A charcoal-based cooling system reduces heat in the technical room, enhancing equipment efficiency. Additionally, a Remote Monitoring and Control System provides real-time data on temperature, humidity, and equipment performance.

This project remains ongoing under R&D, with an active pilot using fresh produce to establish a viable business model for sustainable cold storage solutions in rural markets.



ii weCollect

CIRCULAR ECONOMY

E-WASTE PROJECT

nder the circular economy activities WeTu developed "WeCollect" a project related to electronic waste collection and repair, reusing and recycling. This focus both on WeTu's own electronic wastes and those from the community.

The onset of the project foresaw WeTu receive an e-waste operation license from the National Environment Management Authority of Kenya (NEMA) in 2023 for a pre-processing plant in Homa Bay. This marked a milestone for the WeCollect project, which initiated a pilot e-waste collection in Homabay Town and Mbita. In 2023, WeTu successfully colleted 10 tons of e-waste which has undergone preprocessing in 2024. Additionally WeTu collected 3,500 Kgs of e-waste which is currently undergoing preprocessing.





iji WeLearn

PROJECT FOR YOUTH

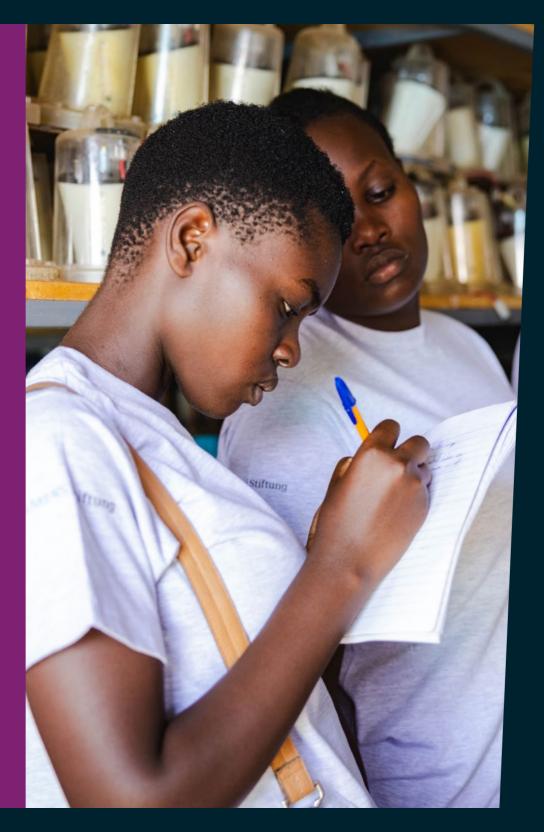
WeLearn is an educational component of WeTu, supported by Siemens Stiftung, that aims to empower youth in rural Kenya through green workforce development.

The WeLearn initiative provides a vital bridge between education and employability in the renewable energy sector. The program is a five-week technical orientation course targeting recent school graduates, with a strong focus on gender inclusion, i.e. 50 % of the participants are girls. The program is rooted in STEM (Science, Technology, Engineering, and Mathematics) subjects and seeks to ignite young people's interest in Technical and Vocational Education and Training (TVET) and build their capacity for employment or entrepreneurship within the green economy.

The training sessions are hosted at WeTu's water-energy hubs, which serve as real-life learning laboratories. These hubs are equipped with innovative infrastructure, offering students hands-on experience in:

- Operating solar water pumps and water purification systems
- ✓ Installing and maintaining solar panels
- Managing electric vehicle (EV) charging stations
- ✓ Learning about battery storage systems and renewable energy grids

What makes the experience even more transformative is the mentorship by the WeTu technical team, made up of 100 % local professionals, including women, who act as role models for the students. In addition to renewable energy technical training, WeLearn also equips students with essential digital literacy skills. Participants are introduced to basic computer operations, internet navigation, and use of digital tools, skills that are increasingly indispensable in the modern workplace. This component ensures that graduates are not only technically proficient but also digitally empowered to adapt to the demands of the 21st-century job market.



Since its inception, WeLearn has made significant strides in youth empowerment:

- ✓ In 2024, the program successfully trained three cohorts, each comprising 20 youth (60 participants in total), maintaining gender parity with 50 % female representation.
- ✓ Of these, 16 participants were selected for advanced training in solar energy. They underwent further training and successfully passed the T1 Solar Technician certification exams – a nationally recognized qualification that certifies their competence in solar panel installation and maintenance.
- 18 participants transitioned into TVET institutions, furthering their education in technical fields aligned with the green economy.
- ✓ 5 students received scholarships to support their enrollment in TVET colleges, reducing the financial barriers to quality vocational training.



FUNDING PARTNERS









BUSINESS AND PROJECT PARTNERS



















































Design

Christoph Thanhäuser www.thanhaeuser.com

Photographs

Tony Wild www.tonywild.co.ke

Pictures

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