SIEMENS | Stiftung

March/ April 2026

Sustainable & Inclusive E-Mobility Catalyser Award Mobility Catalyser

Call Guidelines

1. About

Electric mobility is a key lever for advancing climate-friendly and inclusive economic development in East Africa. Electric 2-wheelers (2W) and 3-wheelers (3W) are at the forefront and offer significant socio-economic and environmental benefits. These vehicles move people, and goods every day. They are the backbone of productive mobility. Yet affordability and acceptability slow down the transition. And limited battery lifecycle or end-of-life solutions are future threads and current cost drivers.

The **Sustainable & Inclusive E-Mobility Catalyser Award** celebrates the achievements of enterprises that have already demonstrated significant progress in addressing key challenges within the e-mobility sector. This award recognises the success these companies have achieved to date and aims to support them in advancing their ideas and establishing their business further. 6-10 outstanding enterprises will be honoured with a prize of 5,000 EUR each, alongside access to a growth programme designed to enhance their financial and operational strengths.

2. Objective of the Call

Across Kenya and Uganda, promising e-mobility companies have validated their products, generated initial revenues, and proven that demand exists. What many of them lack is structured financial planning, operational clarity, and catalytic capital to accelerate responsibly.

The Award aims to identify and support high-potential enterprises that:

- Improve **affordability** and **acceptability** of electric 2W and 3W mobility
- Make e-mobility **more sustainable** by working on 2nd life applications and end-of-life solutions
- Enable productive use for Base-of-the-Pyramid (BoP) customers
- Demonstrate early market validation and growth potential

3. The Challenges We Are Looking to Solve

This call focuses on three specific challenges within the electric mobility sector. Applicants should select the one that best aligns with their core solution and ensure their application clearly demonstrates how they address it.

1. Making Electric Mobility Work for Transport Entrepreneurs

Electric two- and three-wheelers can reduce operating costs and emissions. However, many riders and small transport entrepreneurs still face barriers in accessing and using them effectively, including access to vehicles, reliable

charging or battery services, and viable use cases that maximise income and utilisation.

Challenge
Develop commercially viable solutions that enable riders, drivers, and transport entrepreneurs to access and use electric 2- and 3-wheelers in a way that supports reliable operations and stronger income generation.

Solutions may explore approaches such as improving access to vehicles through financing or fleet models, enabling reliable access to charging or battery services, and unlocking productive use cases that increase vehicle utilisation and income potential. Solutions may also consider how to extend access to underserved segments such as low-income users or rural entrepreneurs.

2. Building Value from the Circular E-Mobility Economy

As electric mobility scales, batteries and displaced internal combustion components will require viable pathways for reuse, refurbishment, or recycling to avoid environmental risks and unlock economic value.

Challenge
Develop commercially viable business models that capture value from battery lifecycle management, second-life applications, recycling systems, or the transition of internal combustion assets.

Solutions may explore models for second-life battery use, material recovery, refurbishment systems, or new value chains that convert environmental liabilities into commercially viable opportunities.

3. Strengthening Local Production of Components for Electric 2- and 3-Wheelers

The sector relies heavily on imported vehicles, batteries, and critical components. This increases costs, creates supply risks, and limits local value creation.

Challenge
Develop commercially viable solutions that enable the local production, assembly, or refurbishment of components used in electric 2- and 3-wheelers.

Solutions may explore approaches such as local assembly, component manufacturing, refurbishment systems, or modular design adapted to local production capabilities.

4. Geographic Scope

Kenya and Uganda.

5. Thematic Scope

Eligible solutions must contribute to the electric 2- and 3-wheeler ecosystem or contributing to the sustainability of the sector. Those sectors can be (but is not limited to):

- electric 2-wheelers and 3-wheelers
- Vehicle retrofitting solutions
- Fleet models for productive use
- Charging infrastructure
- Battery innovation and swap systems
- Digital platforms (fleet management, tracking, financing apps)
- Embedded financing solutions
- Aftermarket services (maintenance, spare parts)
- Battery lifecycle management
- Second-life battery applications
- Battery recycling linked to e-mobility

If your sector is not included, reach out to the email mentioned under contacts to get feedback on eligibility.

6. Eligibility Criteria

Applicants must:

- Be legally registered in Kenya or Uganda
- Have been operational for 1-4 years (recyclers and 2nd life experts: >1 year)
- Have a market-tested product or service
- Generate revenue
- Demonstrate initial proof of concept
- Operate a commercial business model
- Show clear growth ambition

The Call targets companies between incubation and acceleration stage:

- Product validated in real market conditions
- Paying customers exist
- Initial operational structure in place

The following are not eligible:

- Idea-stage startups
- Pure research projects
- NGOs without a commercial revenue model
- Companies older than four years (except recyclers and 2nd life experts)

7. What the Award Offers

Selected winners (6–10 enterprises) will receive unrestricted prize money of EUR 5,000. Winners will be further invited to join a cohort-based catalysing program with individual consultancy as core support. The program focuses on building skills in financial modelling, unit economics, prizing, operational modelling, and growth planning to strengthen companies' financial and operational maturity.

8. Application Process

Applications must be submitted online via the Application Form and to upload a **pitch deck**, **basic financial overview** (if available), a **proof of registration**, and any certificates from previous training programs (not mandatory).

9. Selection Criteria

Applications will be assessed based on:

- Relevance to problems of **affordability**, **acceptability** or **sustainability** of electric 2W and 3W mobility
- Potential to enable productive use for Base-of-the-Pyramid (BoP) customers
- Market validation and traction
- Growth potential
- Team capacity

10. Selection Criteria

The selection process includes:

- Eligibility screening
- Technical evaluation
- Shortlisting
- Jury review
- Final selection

Shortlisted applicants may be invited to present their solution during a pitch session.

11. Timeline

- Call Launch: 23rd March 2026
- Application Deadline: 13th April 2026
- Interviews : 20th –24th April 2026

- Final Selection Announcement: 30th April 2026

12. Data Protection & Confidentiality

All information submitted will be treated confidentially and used solely for the purpose of evaluating applications within the framework of this Award.

13. Contact

For questions regarding this Call, please contact: sebastian.gruss@siemens-stiftung.org and copy mailto:winnie.njogo.ext@siemens-stiftung.org