

# lab of tomorrow



**giz** Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH

## Invitation

We would like to invite you to design & build  
Sustainable EV Battery Value Chains in Kenya!

Join the 29<sup>th</sup> lab of tomorrow process and bring solutions to market:

Application deadline:

**11 November 2025**

Dates for Ideation Sprint:

**2-5 December 2025**

Venue:

**Nairobi, Kenya, exact location tbd**

**Application deadline: 11 November 2025**

**Apply now!**





# Why did You receive this Invitation?

## What is it about?

- **Our goal** is to improve the **circularity of EV Batteries** in Kenya
  - We identified **market potentials** within this challenge
  - In lot programs companies are invited, that have the expertise, mindset and product portfolio, to bring profitable and impactful solutions to the market.
- **Your benefits** in brief:
  - **Get access** to a **validated business opportunity**
  - **Develop your product portfolio**
  - Access to **matching local, regional and International business partners**
  - Access to **product and business model development** support
  - Access to **business incubation** and **market piloting** support
  - **Networking** with **business partners, public sector actors, investors** and other experts

While strengthening your business, you **create real impact for the sustainable mobility sector in Kenya!**

## Welcome to the lab of tomorrow 29

**Your opportunity to  
grow your business  
& create impact!**

Learn more about how the lab of tomorrow works  
on the following slides!

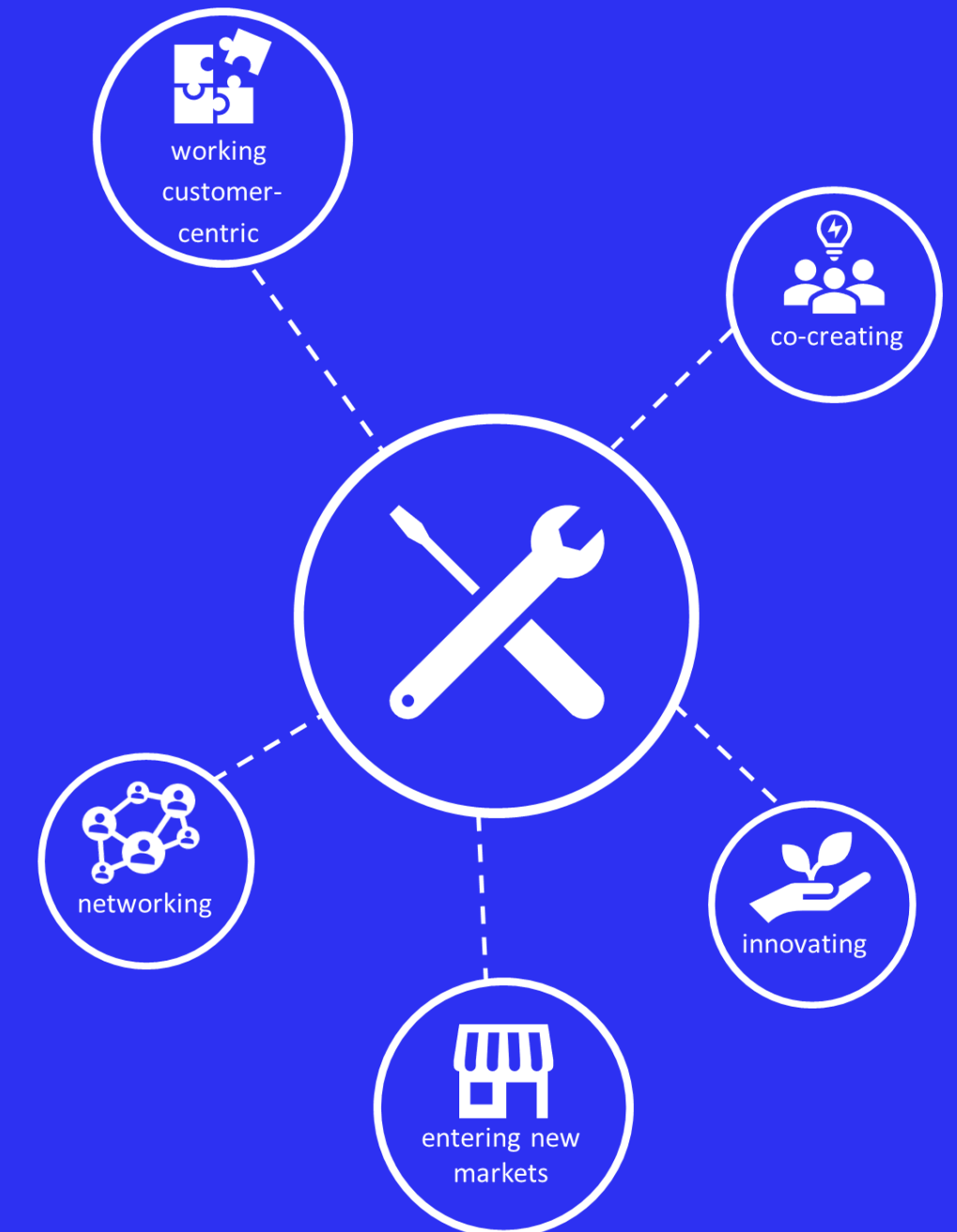


# About the lab of tomorrow

The lab of tomorrow (lot) is **your chance to grow your business in Kenya** while helping to address critical development challenges with the products and services you create.

Each lab of tomorrow process offers its participants a well-defined business & impact opportunity, a strong product-development process, supported by expert coaches and a strong supporting network from academia, politics and the start-up ecosystem, including investors. Throughout the program you will work in teams with other companies. Together, you have everything it takes to co-create solutions that can be brought to market successfully and relatively quickly. To create impact – for you and for the local people in Jordan.

## Our track record



# Success Story

## Revolutionising medical supply in rural areas

**Challenge:** How might we improve access to medicines and medical diagnoses in Malawi?

**Solution:** Sustainable drone solution to safely deliver healthcare to people in remote areas

**Investment:** > \$100 million

### IMPACT

- Serves a population of > 1,2 million in Malawi alone
- Training of local drone operators
- Drone deliveries decrease emissions by 65%
- The company has expanded into different markets

For more information visit the [Wingcopter homepage](https://wingcopter.com).

WINGCOPTER 





# The lab of tomorrow opportunity

3 phases from opportunity to market & impact



## Profit from

- Well defined market and needs to tap into
- Strong **product development support** in a 4-day ideation sprint, guided by business design experts
- **Experts from politics, academia, civil society** as well as the **potential customer group** directly accessible
- A **strong network and chance to team up** with other selected companies from Kenya and the region that bring in everything that's needed to succeed
- **Incubation support** by coaches and lot-mentors
- **Access to investors** and the startup ecosystem

# The Challenge

Each lab of tomorrow revolves around a **challenge** (and specific business opportunities) which is defined after extensive field research. Suitable companies are then invited to work on **solutions for this challenge**, while simultaneously profiting from new markets, expertise and an extensive network of stakeholders.

Our challenge is about:

## How might we build Sustainable EV Battery Value Chains in Kenya?

Kenya's electric mobility adoption is accelerating, with registered EVs doubling in both 2023 and 2024. The upcoming implementation of the national e-mobility policy is expected to drive further growth across the sector. While the numbers of end of life of EV batteries is currently low, mainly from two-wheelers, volumes will rise significantly over the next few years surpassing 150 tonnes by 2030 according to projections. Companies believe it's important to start building local systems for reusing and recycling EV batteries, before the number becomes too large to manage later. Early action will not only prevent unsafe disposal and rising costs, but also unlock economic opportunities from critical raw materials, new business models, and green employment.

# The Business Opportunities

Each challenge contains several business opportunities. We invite you to **tap into the opportunity matching your competences and interests**. These opportunities and their underlying needs have been identified, through our customer-based and market research. They all can be addressed through profitable products.

**When applying, please select the business opportunities** you would want to address.

## **Collection, Logistics and Distribution**

Opportunity: Build safe and efficient collection networks for used EV batteries.

## **Recycling Solutions**

To develop small modular recycling systems.

Pilot: Taking apart old batteries that cannot be reused and shredding them into black mass.

## **Repair, Repurposing and Re-manufacturing**

Testing, repairing and repurposing of used EV batteries for stationary applications and others.

## **Skills Development and Centre of Excellence for E-Mobility**

Establishing a Centre of Excellence for electric mobility in Kenya.



## Our supporting partners

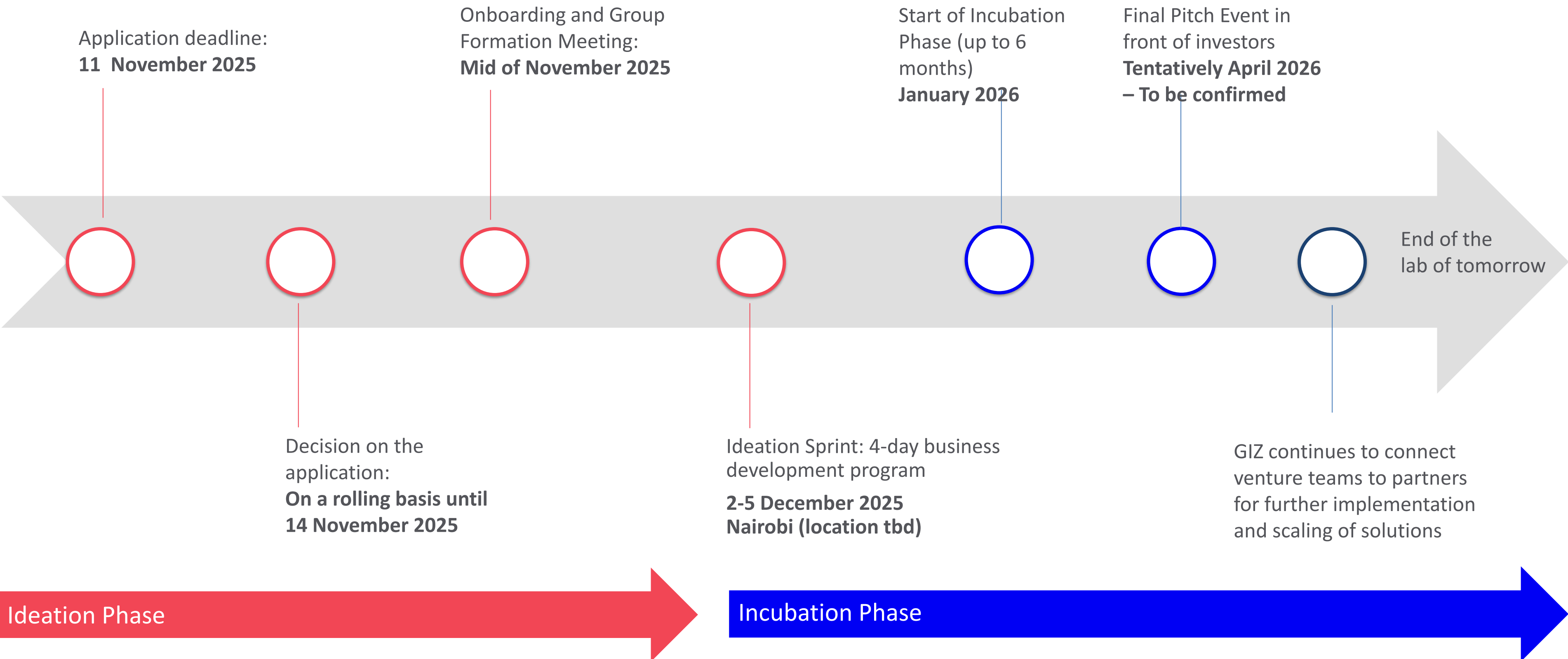
**SIEMENS** | Stiftung

Business is a very beautiful mechanism to solve problems, but we never use it for that purpose. We only use it to make money. It satisfies our selfish interest but not our collective interest.

**Muhammad Yunus**



# Your Journey as participant



# Your Commitment

- Step 1:

Send a suitable person for a 4-day Ideation Sprint in Kenya
- Step 2:

If you are happy with your team and solution after the sprint: long-term commitment & engagement to further develop, establish and scale the product in the market

# Your Benefit

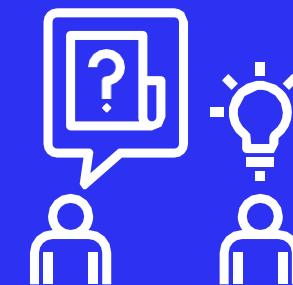


# Who can participate?

- **You are strongly interested in addressing the Kenian market** by developing and implementing a new business solution with SDG impact.
- **You have an entrepreneurial spirit**, the drive to tackle environment and e-commerce related challenges and are ready to drive the development and implementation of the emerging solution.
- **You have relevant products or services in your portfolio** that might be adapted to become part of new business solutions or relevant resources for business solutions.
- **You have a background** in business development and operations, product development & innovation, or a related field.
- **You can commit time and resources** to the development and implementation of your emerging solution in the market.
- **You can participate in a venture team in** all 4 days of the Ideation Sprint to co-create a new solution together with other entrepreneurially-minded experts from the region.

## If you are happy with your team and solution after the sprint:

- You should be able to **fully commit to developing the business model** after the ideation sprint.
- We will assist you in bringing the solution to the market!





## Join us in the 29th lab of tomorrow!

For questions regarding the upcoming process, please don't hesitate to  
contact us on [lab-of-tomorrow@giz.de](mailto:lab-of-tomorrow@giz.de).

Date of Ideation Sprint: **2-5 December**

Duration of Ideation Sprint: **4 days**

Duration of Incubation: **Up to 6 months**

Venue: **Nairobi, Kenya, exact location tbd**

Application deadline: **11 November 2025**

**Apply now!**





*We were able to develop a sustainable business idea, gain new network partners and share our experience with local partners in order to **establish ideas** for improving digital accessibility in Jordan. We are currently in talks about partnerships that complement each other perfectly in Middle Eastern markets, which would otherwise have been difficult for us to access as a European company. The event was therefore a **complete success** for us in both respects, and we would be happy to participate in such an undertaking again at any time.”*

**Jannis Hohe,**  
**PWD+, lot 24 venture (Jordan)**



*Participating in the lab of tomorrow was an incredibly valuable experience for us. The program offered **deep market insights, strong support, and meaningful networking opportunities** with key industry players that helped us better understand and navigate the accessibility landscape in Jordan. It also opened doors to **promising business partnerships** and regional collaborations that we are actively exploring.”*

**Topland for People of Determination,  
Participants of Labof Tomorrow 24 in Jordan,**



## Who is GIZ?

- The GIZ is a service provider in the field of international cooperation for sustainable development and international education work.
- In its offices in 120 countries, more than 23.000 employees are working for customers around the globe, like the German Government, European Union institutions, the United Nations, the private sector, and governments of other countries.

## What is the interest of the lot?

- The GIZ implements the lab of tomorrow for the German Ministry of Economic Development and Cooperation (BMZ).
- The lab of tomorrow aims to create impact and to help reach the Sustainable Development Goals (SDGs), by promoting economic development.
- **The lab of tomorrow has no commercial interest of its own in the conduction of lot innovation processes.**

