



WELIGHT AFRICA

IMPACT REPORT 2022

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WORDS FROM THE CEO

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It is a pleasure to present WeLight annual impact report 2022, encapsulating the achievements and transformative contributions made throughout the year.

The year 2022 have witnessed an engagement in driving positive outcomes and has proven to be a transformative experience with new challenges in remote areas of Africa. Building on its growth in Madagascar, WeLight has deployed its solutions in remote areas of southern Mali. We now have successfully electrified 40 villages in Africa which profit to more than 45 000 households, and 150 new sites will be deployed over 2023 to benefit to more than million of people.

This milestone is a testament to the tireless efforts of our dedicated team and partners who have worked tirelessly to overcome challenges and implement innovative solutions.

By providing access to reliable and sustainable electricity, we have catalysed transformation at both the individual and community levels: boost in economic vitality, improved educational opportunities, enhanced healthcare services, and a significant socio-economic development among the communities we serve. Our solutions are empowering individuals to break free from the shackles of energy poverty and unlocking a brighter economic future.

Moreover, the economic transformation brought about by WeLight solutions cannot be overstated. By electrifying remote villages in Africa, WeLight has unleashed great potential for entrepreneurship and job creation. WeLight solutions have also played a key role in promoting women's empowerment in villages through income-generating activities.

Thanks to solar and hydroelectric mini-grid solutions, WeLight solutions have provided communities with clean, affordable energy alternatives, promoting the transition to a more sustainable energy climate.

All these impacts, backed by unwavering commitment, have enabled WeLight to become the first company in Madagascar to achieve B-Corp certification, meeting the most rigorous environmental and social standards on an international scale.

Looking ahead, we are filled with excitement and a renewed sense of purpose. We recognize that there is still much work to be done, as millions of people in Africa continue to live without access to electricity. However, with our proven track record, we are confident that we will continue to make significant strides towards a future where energy inclusion will be significantly improved.

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About WeLight

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WELIGHT

WHO ARE WE?

WeLight is committed to accelerating energy inclusion in rural Africa by deploying sustainable and accessible solutions. Our approach combines mini-grids and renewable energy, which have become a competitive alternative to the backup solutions currently used in rural areas across the continent.

Our focus is to provide high-quality electricity that meets the specific needs of our rural customers,. Our solutions are designed to promote sustainable energy use, with an objective of encouraging environmentally conscious practices.

WeLight collaborates with technology partners to develop innovative solutions for renewable energy production, with a focus on open access to different types of renewable energy. Our preferred solution is photovoltaic solar energy storage due to its proven performance, autonomy, and cost-effectiveness in Sub-Saharan Africa.

Our operational expertise and capacity to serve the most vulnerable populations positions WeLight to have a significant economic and social impact by unleashing sustainable growth.

SHAREHOLDERS AND PARTNERS



WeLight was born from the shared desire of three leading economic actors to combine their expertise, resources, and knowledge to accelerate rural electrification in Africa. By pooling their strengths, WeLight's founders aim to tackle one of the greatest challenges facing the continent.



AXIAN Group, a Pan-African group specializing in sectors with high growth potential including financial services, energy and open innovation



Sagemcom, a French industrial group and world leader in high added-value communicating terminals and energy solutions;



Norfund, the Norwegian investment fund, one of the foremost development banks in existence in developing countries.

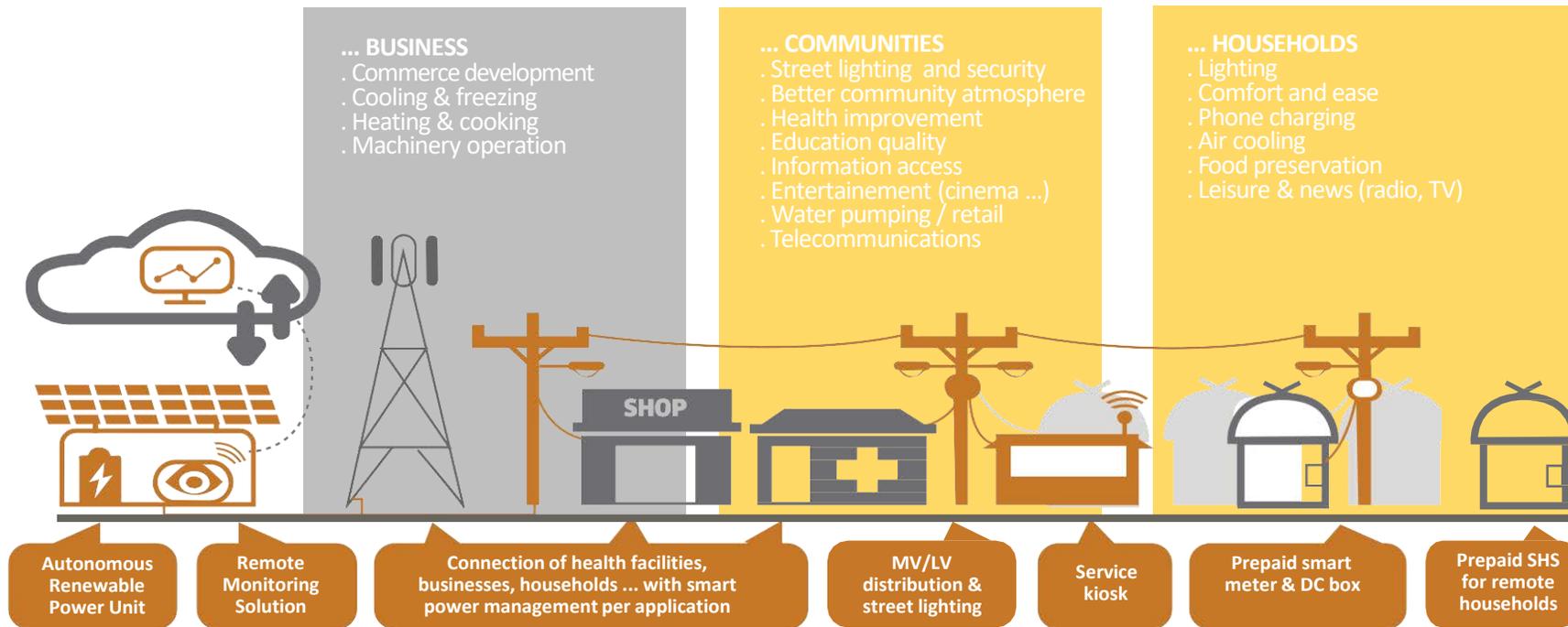
The combined value of these three shareholders gives WeLight an exceptional operational capacity, anchoring and know-how.

WeLight also works with a diverse range of leading partners including NEA, BNI, Mvola, Next-A, Telma, Pulse, Connecteo and Axian Foundation. These partnerships have allowed us to leverage a wide range of complementary operational expertise.

Our strong partnerships with relevant authorities, particularly in Madagascar with the Ministry of Energy, ADER, ORE, in Mali with the Ministry of Energy and the AMADER, and in both with local authorities, reflect our commitment to building trust and collaboration with key stakeholders in the Country where we operate.

WELIGHT INNOVATE APPROACH

With its technological partnerships, WeLight defines and deploys innovative solutions to produce renewable energy. Remote management solutions to monitor generation and distribution infrastructures optimize performance & power availability and provide a better control of operation and maintenance opex.



Sectors that have benefited from rural electrification commonly include business activities, education, health, community well-being and the environment.

Thanks to its smart grids, cashless payment and remote monitoring system, WeLight offers its solutions at highly competitive prices in rural areas.

WeLight caters to all segments of population: from simple lighting needs, through medium-sized needs to improve living comfort, to local industrialists for productive energy use.

To facilitate access to service, WeLight has adopted a solution based on use of innovative technologies. WeLight's customers are all connected to the electrical grid through smart communicating meters with international STS standard.

This innovative approach implemented by WeLight on its electrical distribution networks, allows connected subscribers to recharge 24/7 in seconds. With the time-limited prepaid energy feature, the subscriber can afford to purchase a recharge/credit value that matches their financial capabilities and needs.





WELIGHT

IMPLANTATIONS & OPERATIONAL PROJECTS

WeLight is working on the development, deployment and operation of rural electrification projects, based on mini-grid systems with :

- Solar or hydroelectric power plants, between 10 to 140 kW
- Medium-voltage (20kV) and low voltage (230/400V) distribution lines between 1 to 4 km throughout villages to meet its customers' standards of productive electrical use and comfort
- Pre-paid meters to sell electricity to users, to allow the greatest number of people simplified access to electrical service

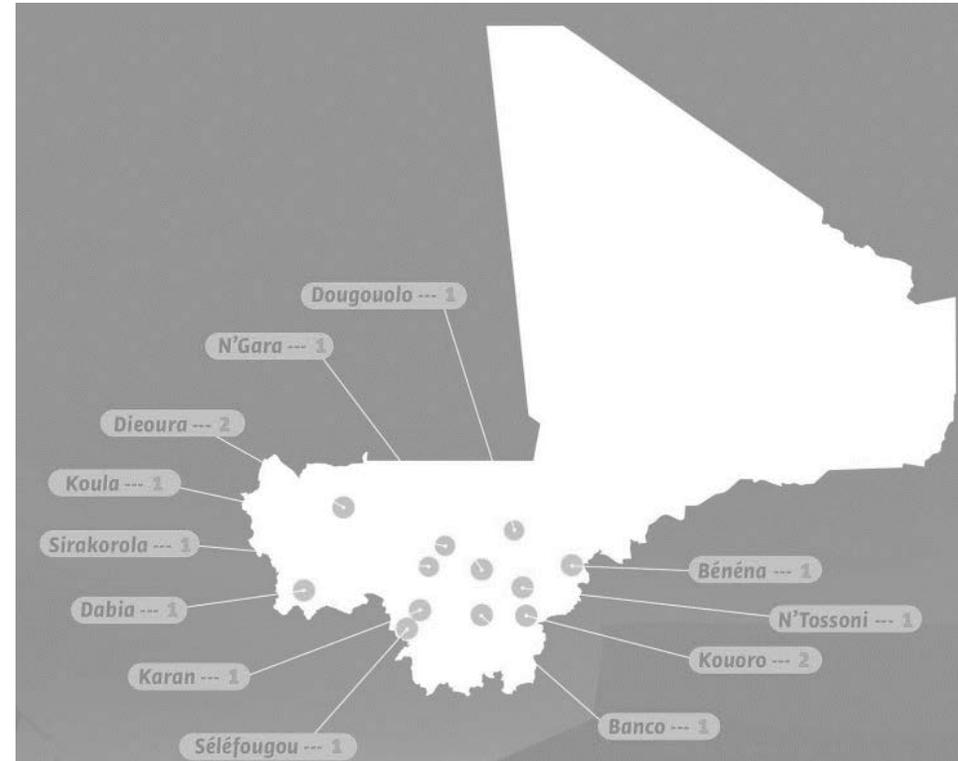
Mini-grids technologies have demonstrated that they can provide reliable and high-quality electricity for households, community facilities, and productive uses.



WeLight currently operates **39 mini-grids** in the Africa continent : 34 in Madagascar (6 regions) and 5 sites (3 regions) in South Mali.
+19 new sites (+3 regions) are ongoing deployment in Madagascar and will be operational in the 1st semester 2023.

With 50 mini-grids in Africa by the end of 2022, WeLight reached an important step with its shareholders and is ready to move to an ambitious development.

We are now engaged on expanding our activities in Nigeria and on exploring other African countries such as DRC, Tanzania and Niger.



WELIGHT, B-Corp certified

This company meets the highest standards of social and environmental impact



Succeeding a rigorous review, WeLight becomes **the first company in Madagascar** to obtain B-Corp certification, an international label for companies that meet the highest standards of environmental and social performance. WeLight Madagascar joins the group of 50 certified B-Corps in Africa.

This prestigious recognition is a testament to WeLight's commitment to creating a positive and meaningful impact on its entire ecosystem, while contributing to a more inclusive and regenerative economy.



B-Corp is the only certification that takes into account all dimensions of social and environmental performance: **governance, communities, employees and environment**. This label was born in the United States in 2006 and has become an essential reference for committed companies.

WeLight Madagascar obtained an overall **score of 148.5 points**, far exceeding the average score of 96 points for B-Corp certified companies. This score places the company **among the most impactful in Africa**. This is a result of its specific business of providing access to reliable, clean, and productive electricity to people in rural areas. WeLight's solutions address the energy challenges of Madagascar, where the electricity access rate is around 15%.

This certification encourages WeLight to further pursue its mission to support economic and social growth in rural areas, and to contribute to the sustainable transformation of the energy sector on the African continent.

Ngwing Kimani, the Executive director of B Lab East Africa, said: *"Welcoming WeLight into the B Corp community is extremely exciting. Their commitment to doing business differently will be an inspiration to others and will go a long way in spreading the idea in Africa that we can redefine success in business so that it is not just about profit, but about our impact on people and the planet."*

Romain de Villeneuve, Managing Director of WeLight Madagascar: *"We are very honored to join the select club of B-Corps in Africa, and to become the first certified company in Madagascar. This label confirms that the values and impact created by WeLight are truly at the service of sharing, and for the benefit of all stakeholders."*



TOGETHER, ACCELERATING ENERGY INCLUSION IN AFRICA

Our mission is not just to provide electricity but to empower communities, catalyse economic growth, and promote environmental sustainability. WeLight believes that access to energy is a fundamental human right, and that sustainable energy solutions are key to unlocking the potential of Africa's rural communities.

Impact is at the heart of WeLight's approach. Rural electrification is a prerequisite for any economic and social development. In villages far from national electricity networks and without road infrastructures, WeLight's mini-grids allow a significant and sustainable socio-economic transformation.

INNOVATION, BOLDNESS & COMMITMENT

WeLight makes energy inclusion of villages possible thanks to the investment of its shareholders and the involvement of its partners; and through innovative and affordable solutions affordable Minigrids 3.0 solutions.

Three of the most important values for WeLight are boldness, innovation, and commitment. Boldness reflects challenges. Innovation proves creative solutions and willingness to try new things. Commitment is key because of long-term perspective and sustained effort over many years.

By embracing these values, WeLight services make a real difference in the lives of people living in rural areas, helping to improve their quality of life and promote economic development in these communities.

WELIGHT TEAM

Our Human Resources policy is centered on the development of talented women and men whom we consider to be our primary asset.

WeLight Madagascar currently employed 112 people of which 43 are direct employees and 69 outsourced employees.

WeLight Mali currently employed 25 people of which 10 are on-site.

We promote diversity and believe in the power of youth because employing young people from diverse backgrounds and walks of life fosters creativity, innovation and vitality in workplace. Embracing diversity means recognizing and valuing differences in backgrounds, perspectives, and experiences.

To ensure that we maintain operational excellence and agility in our business, we strongly believe that the creation of a friendly working atmosphere is an important motivating factor for employees and a guarantee of success. We also promote social dialogue within the company in order to take into account the aspirations of stakeholders in the organization development.

These values are the foundation of WeLight strong and cohesive team that works towards common goals to accelerate energy inclusion in Africa.



WELIGHT

QUALITY PERFORMANCE



86% of WeLight beneficiaries are satisfied with provided services. This indicator reflects the effectiveness of sustainable energy solutions in meeting the needs of rural customers.



96% of WeLight interviewed beneficiaries would recommend WeLight to their family members, neighbors, friends etc. This positive score indicates that WeLight customers are willing to promote the company's service.



96% of WeLight interviewed beneficiaries find WeLight solutions /services easy to use. Customers are able to easily use the meters and electricity service without encountering technical difficulties or interruptions.

WeLight operates successfully despite technical, climatic and logistical challenges. The company enjoys a reputation of reliability among its customers.

As part of its expansion and to offer a better experience to its beneficiaries, WeLight has developed a CRM that meets its needs while professionalizing its customer service.

This system allows WeLight's customers to have easy access to information and specially to benefit from remote assistance for their requests and complaints.

It also makes it possible to measure client's satisfaction in order to improve customer experience and to collect opinions from WeLight beneficiaries.

“ I am satisfied because the service can be used at any time, there is no load shedding ”

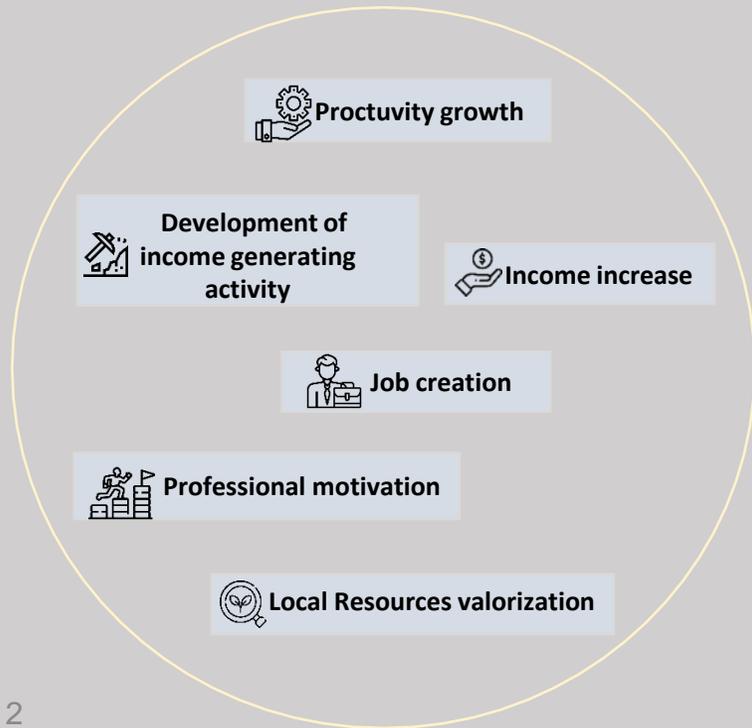
“ We like working with WeLight, they know how to deal with customers ”

WELIGHT IMPACT

Economic impacts



Access to electricity is a critical driver of socio-economic development, with strong correlations to both short- and long-term economic growth. It is a fundamental component of modern ecosystems, enabling improvements to both individual and collective living standards and providing vital support to various economic sectors. Furthermore, access to electricity enhances working conditions and employment opportunities.



Social and quality-life changes



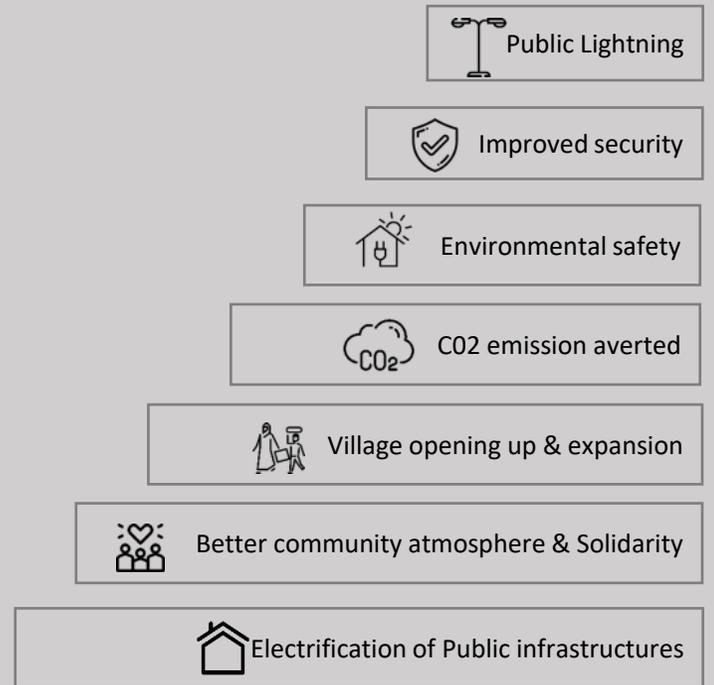
By enabling the productive use of energy and satisfying household energy needs, WeLight contributes to create a positive impact on a range of basic services such as nutrition, healthcare, education, water, sanitation and hygiene. These services are critical to the overall well-being of individuals and communities, and access to electricity is an essential tool in ensuring their availability and accessibility.



Community & Environmental impacts



Energy inclusion is essential for improving social living standards as it modernizes local economies. Households can benefit from a wide range of services made possible by electricity, leading to improved well-being and economic opportunities. Energy inclusion can foster community cohesion and solidarity through the use of technology and improved communication systems.



IMPACT H1 2022

KEY FIGURES

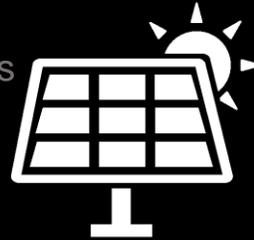


40
villages electrified
+19 villages in deployment in Madagascar

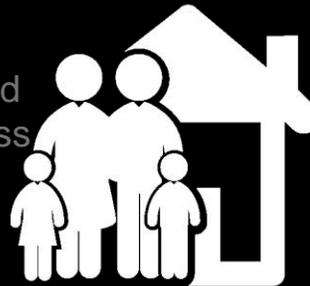
2 countries
of implementation
plus 1st presence in Nigeria



+9 000
connections
+3000 new connections vs 2021



+45 000
people
with improved energy access



290
Industries
Connected with three-phase energy



+1200
Businesses
alimeted in energy



152
employees
in Africa



+2000
appliances
Distributed with home delivery services



900
mWh
Clean-energy produced



Economic impacts

- 14 Income increase
- 15 Entrepreneurship & economic growth
- 16 Entrepreneurship support
- 17 Job creation
- 18 Local resources valorization

2

ECONOMIC IMPACTS

INCOME INCREASE

Access to electricity has a variety of impact on income of connected households, ranging from direct effects on home-based work activities to better job opportunities. Population now has modern and reliable energy to ensure their activities proper functioning. The development of income-generating activities is flourishing in all these electrified villages.

The availability of electric power improves family incomes, as it improves productivity through more value-added, less wasted time and better economic performance by promoting economic activities expansion. Surveys showed that :



With electricity arrival, production costs are reduced : the cost of services provided including expenses on lighting, working time, workload, travel related to the lack of energy access are actually lower than before. People can therefore make savings and develop more activities. Since domestic, commercial and craft activities no longer use petroleum and batteries, they can be carried out even after nightfall thanks to lighting.

Access to electricity therefore affects total household working hours : access to electricity and better electricity services result in time savings for households and allow them to work longer hours. The quality of work, products and services are also improved. These all result in an increase in income level.

Furthermore, electricity improves productivity by allowing access to more efficient means of production. Wages are increased and productivity improved.



Increasing productivity is key to rural development. Thanks to electricity, rural people can now use electrical appliances that are efficient and provide higher returns, increasing their income. 658 appliances have been distributed.

In poverty challenges and contribute to economic growth. the particular case of agriculture, access to energy is essential to increase crops and agricultural productivity to the extent that it allows the use of modern electrical production equipment. For example, we have connected farmers who can now use rice husker and grain mills, households to pumping water to get water at home, bulbs to lighten chicken coop for more production, etc. These reduced production costs and increase in time availability generate additional income, and so a purchasing power increase which tackle



“

Thanks to WeLight, I can realize some order in just one day instead of one week work as before. I can receive more orders and get more clients. My income increases and now I have even employees working with me.

”





ENTREPRENEURSHIP & ECONOMIC GROWTH

Access to electricity is a vector of development. It allows development of income generating activities and through innovation, it makes possible to launch new activities for which electricity is necessary, such as : opening of small shops, welding and carpentry workshops, handicraft activities, trade development, agricultural products preservation with cold, or their transformation by adapted electrical appliances.

On average, **2 new services** have been created per village that were not yet available before electricity access

Access to electricity has somewhat encouraged the emergence of new activities in villages where household living conditions are quite difficult. The development of small businesses has undergone substantial change in most villages, involving women and young people.

These include shops creation, multiservice and entertainment areas, hairdressing salons, husking or grain mills, mechanical and welding workshops, sales of fresh products such as ice cream and juice, sales of fresh fish etc.

Flourishing activities allows entrepreneurs to get employees, thus creating employment in the village.

“ Now thanks to energy I have no limits. I started with 3 sewing machines, now I have 6 and 4 full time employees. ”



Economic activities also get diversified. Surveys showed that on average, **19%** of people in a village are more involved in industry and commerce activities according to local authorities' surveys.



Electricity use has indeed changed the production system and business strategies of many industries and businesses. It promotes agricultural sector gradual shift to secondary and tertiary sectors since industries and businesses are largely structured by innovation, especially electricity.

Electricity production and distribution are key factors in the industrialization process, both in terms of small-scale industry to the entire local economy. Thanks to electricity, local industrial sector is growing rapidly under technical progress effects resulting from electricity arrival. Manual machines are progressively replaced by more efficient electrical equipment too.

“ Yes, access to electricity has allowed me to develop my activity. Currently I have 2 welding stations whereas I started with only 1. I can get several markets at the same time without fear in terms of energy. ”

ENTREPRENEURSHIP SUPPORT

To ensure the sustainability of rural electrification projects and achieve full potential of economic growth in the villages, it is essential to provide the necessary support to the population.

This is the purpose of WeLight entrepreneurship support program in collaboration with GIZ. Additional financial support from this partner enable to refine the currently applied business model by allowing effective electricity demand uptake. Consequently, the program improves the projects' scalability while simultaneously strengthening the socio-economic impact on rural populations.

The approach is to train selected entrepreneurs in management and entrepreneurial development in collaboration with NextA.

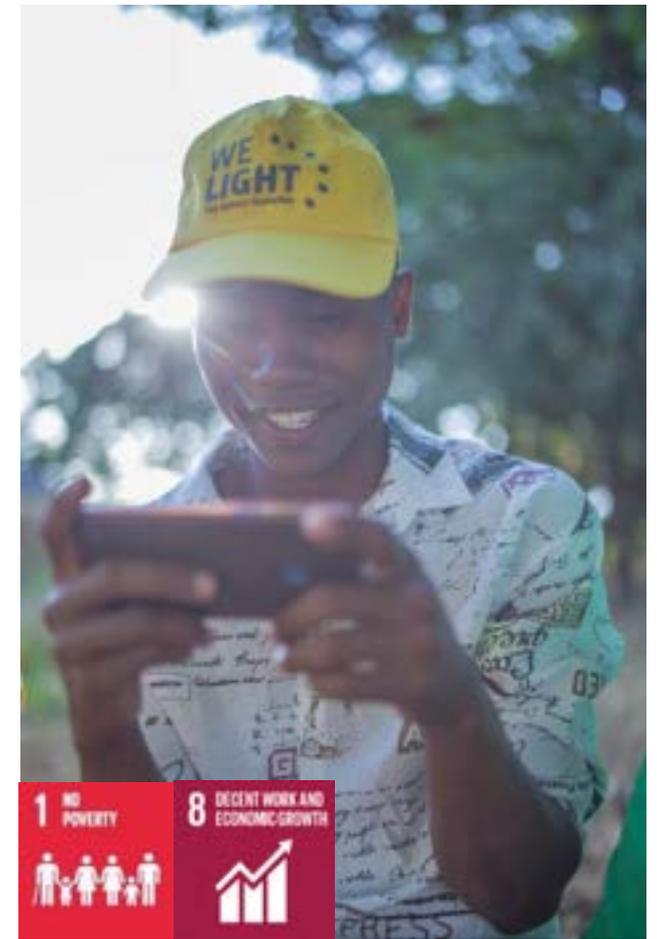
A training program are conducted by WeLight local agents to improve the business skills of local entrepreneurs and raise their awareness of how the use of electricity can improve their operations. This training will include lessons on how to develop business plans, marketing strategies, etc.

After the training, entrepreneurs can propose a business case and apply for financial assistance to purchase electrical equipment (mostly through our own appliances service).

Candidates with the most sustainable and optimistic business proposals will receive financial optimistic business proposals to launch their entrepreneurial project. The financial support consists in a capital contribution of 50% on the connection to the adapted mini-grid and the electrical appliances they may need to purchase (maximum 1000 € per entrepreneur).

- ✓ **150 entrepreneurs have been trained**
- ✓ **+60 projects have been financed (€25k)**
- ✓ **50 new projects have been deployed and operational**

We also focused on highlighting female entrepreneurship and achieved **30%** of women supported among 150 empowered entrepreneurs. We promote and encourage as well young entrepreneurship.



Social and environmental outcomes



POPULATION INCLUSION

- Improvement of rural entrepreneurs' income
- Creation of new income generating activities



TALENT & ENTREPRENARIAT

- Promotion of women's entrepreneurship
- Develop new value-added services in the village



PLANET

- High-quality electricity and safe for the environment



INFRASTRUCTURES & INNOVATION

- Improving the economic model of rural electrification

ECONOMIC IMPACTS

JOB CREATION



WeLight makes the best possible use of local workforce, in order to enhance employment capacity and create local jobs. Within the limits of available skills and to ensure the effective integration of projects into the socio-economic environment of each area, local workers with the required qualifications and profiles are recruited during construction phase including preparatory works, civil engineering and equipment installation.

With 18 sites in deployment in Madagascar, 50 local workers are recruited per site construction. In total, +1000 people with WeLight subcontractors work for site construction.

A local resident is recruited to be WeLight's local sales representative. This representative will serve as a relay to WeLight for the subscription of customers to the service, to raise awareness on safety and use of electricity and to encourage people on the productive use of energy.

To ensure top-notch service for clients, WeLight places great emphasis on its commercial agents. Prior to employment, these agents receive training in product services, sales techniques, and commercial strategies.



43 commercial agents are now employed by WeLight in the villages, who are managed by 4 sales managers.

WeLight has launched an innovative solution not used in previous years to support its responsible operation and improve its productivity and competitiveness.



In 2022, we have internalized operations and maintenance system which were previously provided by subcontractors. A polyvalent technical agent is recruited locally to ensure customer connections and meter maintenance, technical interventions on power plants, maintenance and access control of the plant, as well as the security of materials on site.

32 polyvalent technicians managed by 4 regional operation managers are now operational in actual villages.

This new solution has helped us get better expertise on technical operations and maintenance, improve costs, and get a better control and understanding on EHS (Environment, Hygiene and Safety) culture.

WeLight places great importance on creating jobs by addressing the economic shortcomings of potential regions as well as local employability where he operates. Even if they are outsourced, commercial agents and polyvalent technical agents enjoy same advantages as WeLight direct employees (health assurance, bonuses etc.)

These local employees have unique expertise on mini-grid and rural electrification projects management. They are key employees to ensure quality service in electrified villages as well as to maintain a close relationship with WeLight customers and a relationship of trust with local authorities.



ECONOMIC IMPACTS

LOCAL RESOURCES VALORIZATION



Access to electricity is a key enabler of economic opportunities. By promoting valorization of local resources, sustainable energy solutions can help to reduce dependence on imported goods and create new markets for local businesses. This, in turn, can help to drive economic growth and support the development of local industries.

Locally available natural resources are valued through commerce activity, improving commerce circuits, purchases of goods and services locally provided. Electricity increases local development capacity and diversify services. It also have positive spin-off effects on economic activities and on potential to attract local investors to the surrounding areas, thus accelerating local development in the region.

“”

People in my village come directly to my workshop when they need welding and don't have to move to downtown anymore. They are so delighted because they feel safe and life is easier

“”

The advantages of electricity in the village are multiple, such the development of trade activities

“”

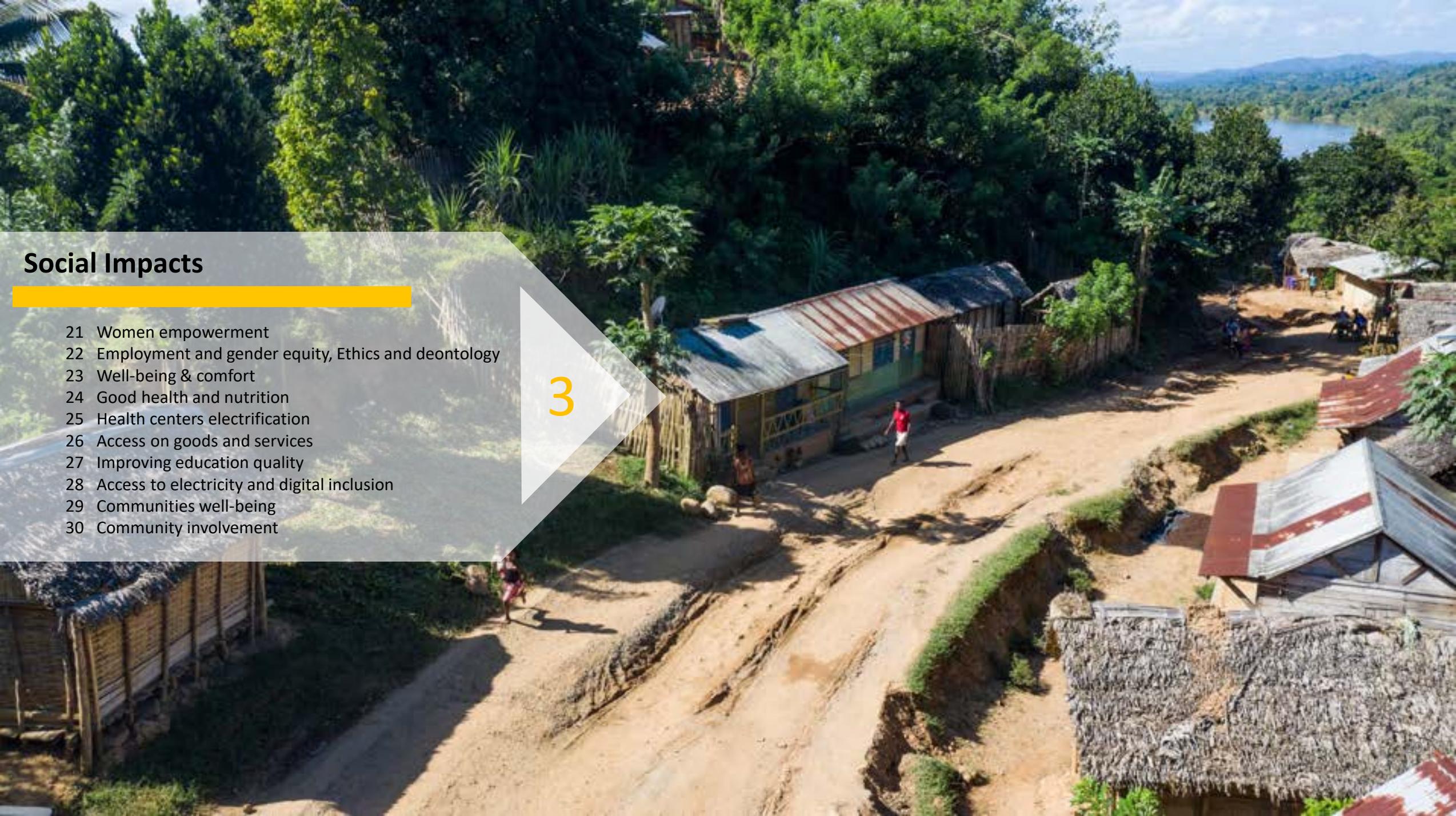
Living conditions of people in my village have nicely changed. Now we can see freezers at shops and we can buy fresh products, and many commercial activities have opened up around the village



Social Impacts

- 21 Women empowerment
- 22 Employment and gender equity, Ethics and deontology
- 23 Well-being & comfort
- 24 Good health and nutrition
- 25 Health centers electrification
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- 27 Improving education quality
- 28 Access to electricity and digital inclusion
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- 30 Community involvement

3



SOCIAL IMPACTS, WOMEN EMPOWERMENT



Access to electricity in rural areas has direct impact on working time, especially for women, since it eases household chores workload.

The impacts of access to electricity are particularly visible on women's well-being. Access to electricity improves women's daily lives, notably by facilitating their daily tasks (evening lighting, improved access to information, on working time since it eases household chores workload thanks to electronic household appliances).

Women are now able to engage in entrepreneurship. It allows the development of domestic income-generating activities that can be carried out by women, such as creation of small craft units, handicrafts activities, running shops, small-scale catering, sewing, etc.



80% of interviewed women stated that housework is easier thanks to the use of materials.

WeLight also allows the development of activities often carried out by women (e.g. handicrafts, hairdressing, commerce and trade).

Women are now able to engage in entrepreneurship. It allows the development of domestic income-generating activities that can be carried out by women, such as creation of small craft units, handicrafts activities, running shops, small-scale catering, sewing, etc



An estimate of **700** women entrepreneurs empowered (commerce & industries)

Thanks to these new activities, electricity allows women to be more autonomous and more independent while running their own business. Women's access to electricity, their economic empowerment, and even the strengthening of women's power and freedom, will in this way break down the socio-cultural barriers.

84% of interviewed women feel more autonomous and more independent. This indicator shows promotion of gender equity and support women's rights.

Women testimonies

“ Since WeLight electricity arrival, there has been a great change at home and at my grocery. ”

I can now make yoghurt, juice, and keep them fresh in freezer whereas before we could not. There are also additional products for my shop. I am really satisfied. “

“ I want to launch project and have my own baking activity. I plan to buy machine like kettle. “

“ Access to electricity allowed me to develop my professional activity even more. Now I can work in the evening without any problem. “

“ After having access to electricity, the improvement in my life is considerable, through electricity I sell ice cream and fresh products such as lemon juice. I can now take good care of myself and my children. “



SOCIAL IMPACTS

EMPLOYMENT AND GENDER EQUITY

Our Human Resources policy is centered on the development of talented women and men, whom we consider to be our primary asset. We promote gender equity, which consists of implementing differentiated treatment between women and men to correct initial inequalities and achieve "equality".

We want a fair and equitable distribution of responsibilities and associated conditions between women and men. We adopt the parity system in order to reach a target of 50 percent female representation by 2024.



In order to maximize their chances of success within WeLight, and in addition to the implemented integration and mentoring program, we are committed to setting up a specific training program for our female employees identified.

85% of WeLight women employees received training in 2022 in order to improve their skills and proficiencies. We ensure women have equal access to management positions and to all levels of decision-making.

 **46%** of WeLight direct employees are women



ETHICS & DEONTOLOGY

Our code of ethics and deontology expresses our commitment to strengthening the Company's governance and risk management with professional practices that respect the values of integrity, ethics and professional conduct.

Everyone has the responsibility to help maintain a harassment-free working environment, in accordance with ILO Convention n°190 on Violence and Harassment.

A grievance mechanism is also implemented against discrimination, disciplinary abuse and harassment, worker injuries and chronic conditions. This provides a clear and transparent framework for addressing grievances related to the environment in workplace.

WeLight also takes care to prevent and identify all practices of corruption, misappropriation or fraud and to this end, ensures that the various activities of the Company are conducted in compliance with the best standards of honesty, integrity and ethics.

In this context, the Company relies on an anti-corruption code, and ensures that: all employees all employees comply with it and that the Company's managers implement it, involving customers partners, subcontractors, suppliers and other related parties.



WELL-BEING & COMFORT

Access to electricity is vital to modernize rural people living conditions in time and space mainly for domestic use. It is crucial for creating sustainable communities and improving the quality of life.

Access to reliable energy sources for lighting, heating, cooking or productive activities, enhances the development or emancipation of women & men and societies in general. It brings them comfort on their daily lives because they can easily use equipment and materials which are more practical because electricity is steady.

It also offers villages a living environment that meets sustainable development objectives, provides comfort, well-being and safety.

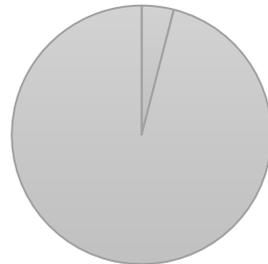
As people do not have to struggle anymore with lighting and can use electrical devices like TV and cell phones at any time of the day, electricity considerably improves comfort in lighting and technological comfort. The electricity arrival in rural areas allows people to afford a minimum of comfort in order to improve their living conditions.

Access to electricity enables access to essential appliances, modern forms of entertainment, and a safer and more comfortable living environment. It can also have positive impacts on health, education, and economic opportunities.

96% confirmed feeling more well-being and comfort in their daily lives



96% Stated use of materials are easier and more practical.



SOCIAL IMPACTS

GOOD HEALTH AND NUTRITION

Health has been a major priority. Most rural households use petrol lamps and candles which have serious health repercussions due to smoke poisoning and risks of domestic accidents. With safe electricity, these unreliable energy sources are no longer used, thus contributing to the improvement of population health.

The use of solid fuels for cooking is a primary risk factor for deaths and morbidity from indoor air pollution. By shifting from solid fuels to reliable energy sources, eco-friendly electricity is straightforward a solution to avoid these health issues and ensure good health.

People's access to electrical services also contributes to reducing losses of perishable foodstuffs and products, and encourages food processing activities through foodstuffs transformation with electrical machines. With the domestic use of various electrical appliances (rice cooker, hand-mixer, juicer, etc.) for food preparation and preservation, foods quality and safety are guaranteed.

+2000 appliances distributed

Access to electricity has significant impact on health in nutritional aspect. In rural areas, the use of energy for irrigation and foodstuffs processing for local consumption to transform agricultural products (rice, peanuts, maize, cereals) increases food production and improves nutrition.

Refrigeration and cold chains are essential for maintaining the quality and safety of perishable products. Refrigerators and freezers are commonly found in small businesses that sell fresh foods and drinks.

With freezer and fridges, households will be able to buy consume rare foods that they used to eat occasionally or only when travelling to town centers.

Products such as agricultural and dairy products can easily be stored in refrigerators and households can consume their foods at any moment. They will be able to extend foodstuffs shelf-life, to preserve them at home and move their consumption in time.

Thanks to electricity, rural population's overall diet is largely improved. It helps with dietary diversification and enables rural people to regularly consume a variety of good quality foods, and thus to have a better health.

An estimate of **600** clients have freezer / fridges



SOCIAL IMPACTS

HEALTH CENTERS ELECTRIFICATION

The impact of electricity access on health structures is significant as health care conditions in rural areas are often precarious. Without electricity, most patients have to travel miles to towns to reach health center with appropriate and full care because non-electrified local health centers do not have sufficient means nor equipment to treat emergency situations especially at night.

Health centers access to energy makes it possible to improve health equipment and pharmaceutical products storing conditions. Cold chains and refrigeration allow a safe and effective vaccines and medicines conservation, and instruments sterilization.



26 health centers are now connected

Thanks to electricity access, health services in rural areas have been greatly improved, it has enabled care of patients requiring electrical equipment like respirators, and with lighting which allows possibility night care, especially night births.



+6000 night births supported in health centers connected

Besides, connected rural health center is translated into population greater proximity to care. It actually allows people living in remote areas to have access to better health care. As positive effects, an increase in the attendance rate of health facilities in these electrified localities is stated.

The rate of health center attendance is an indicator of improved health care conditions. This, of course, lowers morbidity and mortality rates, particularly infant mortality rates, which are always much higher in rural areas.



3 GOOD HEALTH AND WELL-BEING



SOCIAL IMPACTS

BETTER ACCESS ON GOODS AND SERVICES



More than **200 000** people have better access on goods and services. Thanks to electricity access, access on essential goods and services is significantly improved. This results from the improvement in quality of basic social services in these localities. Households can take advantage from electricity to enjoy various electrical.



147 public administration buildings connected. Through the use of lighting, printers and photocopiers in public offices, electricity enables administrative tasks to become easier to perform. Rural people and local authorities no longer have to travel and move to towns to enjoy services like multiservice, especially when preparing administrative papers



96% of interviewees said they have now larger access on goods & services. WeLight enables people to have access to services not yet available before, ensuring all segments of the local rural economy work effectively to stimulate economic development. Population of neighbouring localities also benefit indirectly from electricity social impact on services access.



80% of interviewees confirmed they do not struggle anymore with displacement to get energy. With high-quality electricity nearby, people no longer have to make trips to buy fuel in downtown. Mini-grids provide a more reliable source of electricity, as they are typically designed with backup power sources and are not subject to the price fluctuations of fuel.

IMPROVING EDUCATION QUALITY

Education is a key resource for development. Improved quality of education is one of the most significant impact of a rural electrification project as access to electricity develops access to information and training. Below are some of the key performance results in the education sector.



Survey showed that **92%** of beneficiaries noticed improving study conditions for children thanks to evening lights for helping them to do homework.

Since traditional lighting sources such as kerosene and candles, but also homemade torches which has low light, it is much easier to study in the evening with electricity because light allows more visual comfort, encouraging children to study harder. With the ability to light rooms at home, children can spend more time studying.



72% of interviewees stated their children feel more motivated to study.

The ability to access electricity, particularly in rural areas, can significantly enhance the learning environment, leading to improved academic performance and motivation.

Children living in connected households achieve a higher level of education enabling them to earn higher salaries later on. Additionally, light allows more visual comfort, encouraging children to study harder.

With access to electricity and better study conditions at home, children also get better visibility to read and write, leading to improved academic performance and motivate students to continue further studies.

According to schools' directors, the schooling rate in secondary school has increased by **3,5%** on average



43 public schools (primary, secondary and high schools) connected.

Public and domestic lighting improves students and teachers working conditions. With connected schools and training centers, electricity improves study conditions in terms of equipment and materials, which facilitates teaching and learning: use of computers, video equipment. Schools can stay open later too, providing a space for students to study and teachers to prepare courses. This improves education quality, increases school attendance rates.



72% of interviewees noticed better school results of their children.

With access to electricity, schools can provide students with computers, tablets, and other technological devices, enabling them to access digital resources such as e-books, online libraries, and other educational materials. This can significantly enhance their learning experience and contribute to improved school results. It enables students to study for longer periods, access technology, improve lighting conditions, and enhance extracurricular activities. It's, therefore, crucial to ensure that every student has access to electricity for them to achieve their full potential and succeed academically.



ACCESS TO ELECTRICITY AND DIGITAL INCLUSION

Access to electricity is a significant driver of digital inclusion in Africa. It offers people opportunities to have affordable access on technologies use especially in terms of information.

Rural people can now use devices like mobile phones at anytime. Charging of cell phones facilitates their use at a regular basis and then links people living in remote areas with the outside world. Furthermore, cybercafés can be installed, opening up the Internet use.



Survey showed that **84%** of beneficiaries have access to more information

With electricity arrival, rural households are more inclined to acquire electrical equipment such as television, radio, internet, smartphones etc.. Since informative emissions are often broadcasted and shared on communication channels via these equipment, acquiring them gives chances to people to have access to information, and improves education and culture. As a result, people become more open-minded by getting information and increased skills, along with competences.

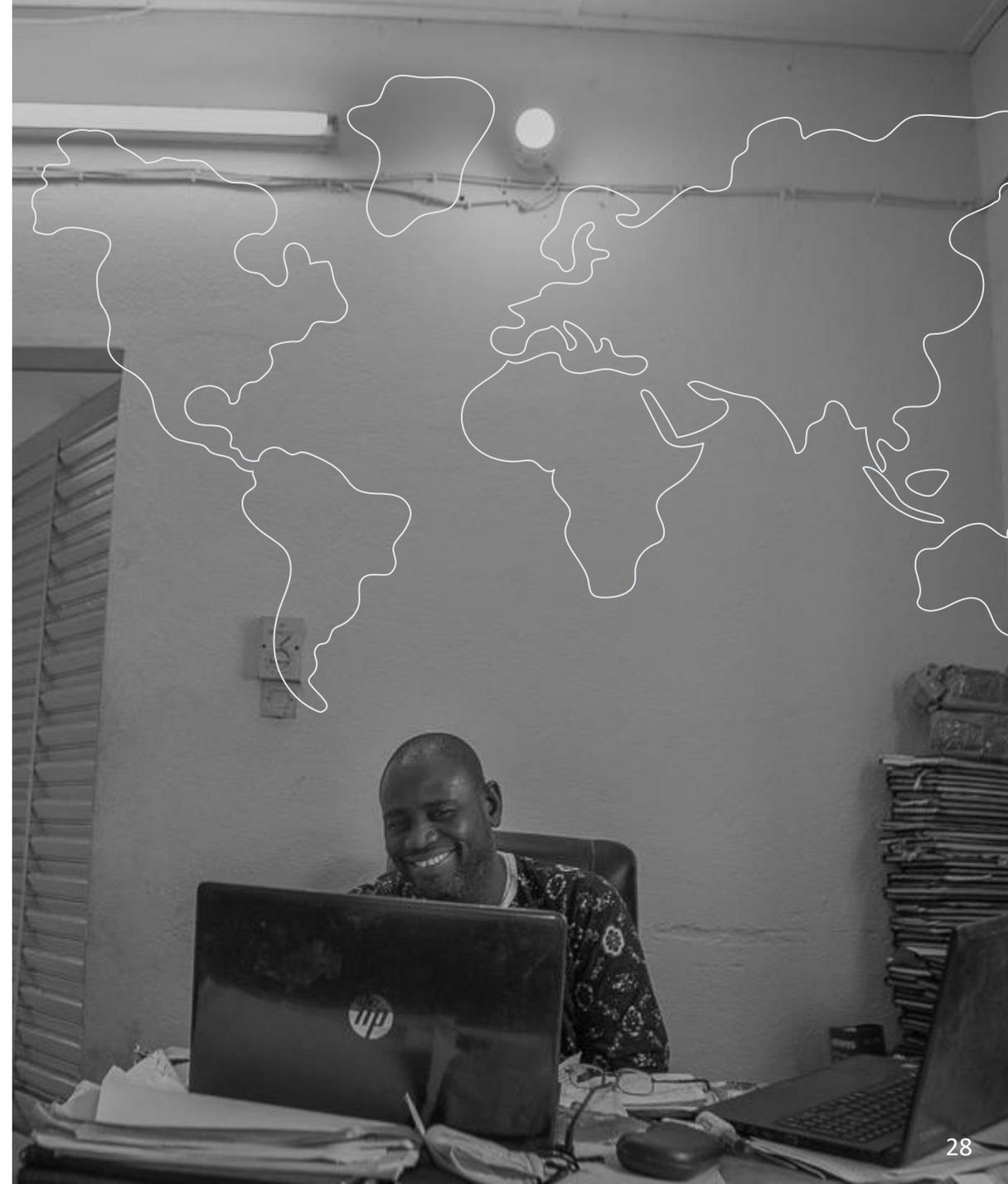
Domestic and leisure benefits

Modern forms of energy, especially electricity, save time for rural people. They allow people to educate themselves, promote their professional growth and even improve their personal development. Time saved on domestic tasks can be converted into leisure activities.

Therefore, households are naturally diversifying their uses of cell phones and technologies for telecommunication of course, and also information via radio, TV, and for entertainment use through video, movies, games, music, etc..



72% of interviewees stated they get improved leisure, especially thanks to technologies especially TV and internet.





COMMUNITIES WELL-BEING

Electricity access is a vector of development translated into a progressive improvement in general communities well-being.

Thanks to electricity, there have been improved incomes, reduction in the time spent on domestic chores, general improvement in health, advances in education, benefits in terms of leisure via radio, television, computer, etc., better access to information and security with public lighting.

The arrival of electricity in a village is often recognized by public streetlights installation. Light helps to prevent insecurity, especially by reducing the number of thefts. Electricity access allows lighting systems to be used to make living spaces visible : from illuminated doorways to the entire village perimeter, light allows people to safely pursue their activities after nightfall and to go home safely.

Electricity access also promotes the opening up of newly electrified areas and reduces depopulation and isolation level.

It improves reputation and promotes a positive image of the village. The village is getting more attractive, which facilitates immigration and thus leads to village dynamization.



80% of interviewees stated that their village is less isolated, more open.

Electricity access provides a solid basis for development of local communities. The improvement of rural population living conditions through electricity is reflected in the development of infrastructure and socio-community facilities. Electricity access is a way of transitioning the rural population towards a modern consumer society.

Rural people in the region see electricity access as a factor of social cohesion and improvement through sense of sharing.



According to our surveys, **80%** of interviewees noticed better community atmosphere.



400 public streetlights connected

96% of interviewees said the security in the village has significantly improved.

“ There has been better community atmosphere. I have noticed from my enlightened bar lounge that many people often gather there to talk and enjoy time together while consuming cold drinks. “

“ The community benefits from it with public streetlights installation, our roads are not in the dark anymore. My neighbors also take advantages of it because they can get their phones charged at my house. “

SOCIAL IMPACTS, COMMUNITY INVOLVMENT

Focus groups

These are public meetings/public consultations held with different groups sharing similar characteristics (e.g., between potential vulnerable groups, especially women) to support the stakeholder engagement plan.

The purpose is to have a larger proximity with communities, to identify, asses and meet their needs.

Focus groups are often held with local authorities and WeLight sales agents gather people in one place in the village.



WeLight Bazary

The WeLight Bazary is a commercial operation that aims to promote the use of electricity. Sales animations are organized on WeLight stand.

It is also an opportunity to make the inhabitants of the villages discover electric equipment : refrigerators & freezers, rice cookers, blenders and kettles, and many other mechanical and electrical appliances. All these products have an immediate productive use with a potential creation of wealth and jobs.

*50 WeLight Bazary
+700 appliances sold in 2022*



WeLight Tour

This is a two-day event organized in each village for site inauguration with local & regional authorities and villagers. Its main objective is to create a bond of trust with local population around commercial animations and traditional local ceremonies. Additional activities include the organization of commercial stands and animations, presentation and demonstration of electrical appliances to develop income generating activities, organization of the best entrepreneur contest and reward the best projects, proposal of training workshops and microfinance solutions to support local entrepreneurs etc.

One WeLight tour was held in a village in the north region of Madagascar and +20 will be held in 2023.



Environmental impacts

4

- 32 Responsible production
- 33 Clean energy use
- 34 Reforestation operations
- 35 EHS culture



RESPONSIBLE PRODUCTION

WeLight accelerates transition to renewable energy. The choice of villages, following an analysis of energy demand and the potential development of economic activity, is crucial. This analysis allows us to evaluate the feasibility of our approach in the village and to design a technical solution adapted to the energy needs and the location of the demand.

The sizing of the solar plants is based on load curves defined by WeLight, using data from our own field feasibility surveys conducted. The sizing also takes into account the different assumptions of production and distribution losses.

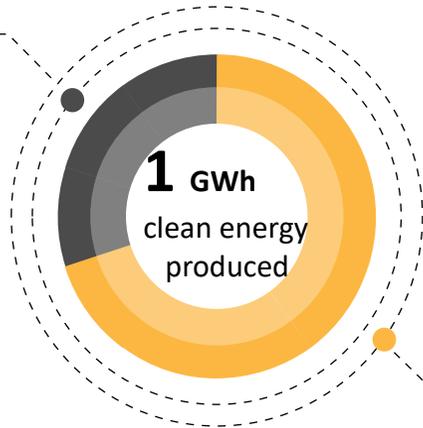
A complementary solar kit (SHS Solar Home System) provides access to electricity for the surrounding villages and all users who do not have access to the mini-grid service.

By blending the mini-grid with the SHS Solar Home System, WeLight offers a wide range of services to all types of customers.



910 solar home systems distributed

1,48 mW total capacity installed



Renewable energy sources do not release greenhouse gases into the atmosphere while generating electricity. They have been an important driving force in reducing greenhouse gas emissions as they do not emit leftover gases during energy production.

422 tons of CO2 emission averted (H1 2022)



ENVIRONMENTAL IMPACTS, CLEAN ENERGY USE



50 000 beneficiaries have access to modern energy technologies at an affordable cost

Like in most Africa rural areas, it is common to use charcoal for cooking and fuel sources like kerosene for lighting. Wood collection and charcoal production accelerate the process of deforestation and soil productivity, and kerosene lamps emit carbon dioxide, one of the biggest contributors to climate change. Generating energy from renewable source which produces no greenhouse gas emissions avoids different pollution types and thus protecting the environment.



100% of interviewees stated that the energy they have is completely safe for the environment.

The use of renewable energy to replace fossil energy sources reduces air pollution as well as the transportation and use of fuels. WeLight customers replace the regular use of charcoal and kerosene lamps thanks to high-quality electricity which is safe for the environment. This substitution means that a household, on average, averts nearly 550kg of carbon dioxide every year.



75% of interviewed beneficiaries noticed less noise due to power generator

WeLight is ensuring access to reliable, sustainable and renewable energy services at an affordable cost. It is about addressing the basic needs for lighting and cooking with cleaner and more reliable energy sources, and improving access to clean cooking facilities. Reduced noise pollution from power generator is one of the main advantage WeLight beneficiaries mentioned.

ENVIRONMENTAL IMPACTS, REFORESTATION OPERATIONS

+10 000

WeLight carries out annual reforestation activities in collaboration with local communities and associations in the villages. This operation is organized in order to reinforce our link of proximity with communities and to ensure the company's social and environmental responsibility.

It offers significant benefits both for the environment : erosion control, increasing the forest cover, water quality and quantity, landscape renovation, creation of a biodiversity area, forest carbon sink; and for the beneficiary community, reinforcing the environmental education and contribution to the population better living.



Reforestation campaigns took place in July 2022 in Sofia region Madagascar and in August 2022 in Mali. More than 10 000 trees have been planted in 13 electrified villages by WeLight. These operations were organized in collaboration with the municipality and women associations in the villages while mobilizing the village communities.



Reforestation activities further strengthen the company's tight connection with the local population. During reforestation day, WeLight closely interacts with communities when planting trees. Carrying out reforestation in villages is one way to strengthen relationship with communities and local authorities while positively acting for the environment.

It is important to design a project that is financially sustainable and environmentally responsible. With a sustainable model using renewable energy sources, implementing reforestation practices strengthens WeLight solutions and actions plans to the best environmental practices and ecologically sound.

ENVIRONMENTAL IMPACTS

EHS culture



WeLight ensures compliance with the highest Environmental & Social (E&S) / Hygiene-Safety-Environment (EHS) standards and regulations (national requirements and partners' requirements). In order to manage risks and adopt international best practices, the company is committed to identifying and reducing environmental and social risks. WeLight has also improved its E&S action plans in the context of ESG (Environment-Social and Governance) with the following:





Appendix

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- 37 Methodology
- 38 Data Mayors and local directors interviews
- 39 Beneficiaries testimonials

APPENDIX 1 - METHODOLOGY

METHODOLOGY OF SOCIAL IMPACTS MEASUREMENT

Surveys to customers

Complete questionnaire per topic
25 customers including 18 business customer/ Biannually

Surveys to local authorities

Specific questions
10 mayors /Annualy

Surveys to local specific directors

Specific questions
10 directors /Annualy

Methodology of testimonial surveys

- Questionnaire subdivided into 3 main topics
 - Socio-economic impacts
 - Impacts on living conditions and life quality
 - Impacts on community / Environmental impacts
- Type of questioning: open questions
- Representative sampling of clients (75% business clients / HC, MC+ & PRO category and 25% domestic clients/medium consumption clients; 60% men and 40% women)
- Simple random sample (and stratified by village)
- Survey duration: 10 to 20 minutes per interview
- Frequency: biannually
- 50 testimonies collected per year

METHODOLOGY OF CLIENTS SATISFACTION MEASUREMENT

CUSTOMER SATISFACTION SURVEY

- 20-questions questionnaire (Customer Satisfaction, Support Services, Customer Perspective/Recommendation)
- 100 clients surveyed
- Average duration : 8 to 18 minutes

WELCOMING CALL (CONNECTION)

- 15 days after access to the service
- 5 assessment questions about access to services
- Average duration : 3 to 5 minutes

METHODOLOGY OF impact KPI information gathering and formulas

- Data collected from geomarketing, technical and commercial KPIs
- Beneficiaries calculated following national average households size
- CO2 emission averted following official national emission factors

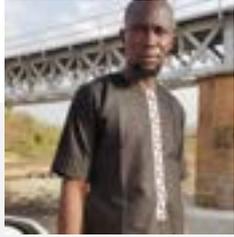
APPENDIX 2 – MAYORS AND LOCAL DIRECTORS INTERVIEWS DATA

Economic Activities				
	List and nb New activities		Started new activities	Industry and commerce activities
Ampasina Maningory	multiservice, karaoke, shops with iced products, hairdressing saloon, barber shop	8	27	25%
Sandrakatsy	shops with ice products, multiservice, hairdressing salon, carpentry workshop	14	23	17%
Maevatanana	shops with bar lounge, multiservice	4	22	24%
Belambo	shops with iced products, multiservice	6	16	18%
Tanambao Daoud	multiservice, shops with ice products, hairdressing salon, welding workshop	10	20	28%
Ambodisaina	shops with ice products, multiservice, video room	8	19	18%
Mangindrano	bar lounge and shops with ice products, hairdressing salon	7	10	14%
Andohajango	shops with ice products, hairdressing salon, multiservices	15	20	16%
Marovato	karaoke, multiservice, shops with ice products, hairdressing salon	9	21	15%
Anjangoveratra	video room, karaoke, shops with ice products	6	15	15%
Average result		8,7	19,3	19%

Quality education									
	CEPE rate in 2021	CEPE rate in 2022	Average Difference	BEPC rate in 2021	BEPC rate in 2022	Average Difference	Schooling rate in secondary 2021	Scholarship rate secondary 2022	Average difference
Ampasina Maningory	69,33	70	0,67	45,36	38,05	-7,31	84	89	5
Sandrakatsy	69	73	4	60	62	2	36,5	37	0,5
Maevatanana	82	90	8	45	60	15	50	55	5
Belambo	70	74	4	40	41	1	45	47	2
Tanambao Daoud	53,52	86,14	32,62	35,08	46,17	11,09	49	52	3
Ambodisaina	88,8	89,12	0,32	52	54	2	61	64,5	3,5
Mangindrano	65	78	13	41	50	9	49	53	4
Andohajango	54	67,66	13,66	48	57	9	83,8	87	3,2
Marovato	80	84,43	4,43	50,83	54	3,17	87	98	11
Anjangoveratra	52	61,87	9,87	48,5	54,64	6,14	61	63	2
Average result			9,057		Average result	5,109		Average result	3,92



**APPENDIX 3:
BENEFICIARIES
TESTIMONIES**



MAMADOU Baldé



Dougouolo



Man, 53 years old, married, 16 children



Farmer



Lives in a house with 6 rooms and 3 light bulbs



Material used : TV and light bulbs

" I subscribed to Welight to have electricity access and bring my family out of the dark. I find WeLight services very beneficial and I am really satisfied with their services.

I have set up a study room for the children, it allows them to study in the evening, which has a positive influence on their school results.

In terms of health, my family members are no longer frequently sick from malaria because mosquitoes are getting rare in the presence of light.

On the environmental level, the advantage is that there are fewer generators in operation in the village, therefore less air and noise pollution. "



FOUSSEYNI Diallo



Sirakoroka



Man, 35 years old, married, 11 children



Merchant



Lives in a house with 5 rooms and 2 light bulbs



Material used : Light bulbs, radio, TV, freezer

" Welight meters are easier to use and that suits us well compared to batteries.

Since we have electricity, my business is much more flourishing because I can now supply several varieties of fresh products at any time.

The batteries I used before only lasted 2 years and I had to recharge them many times, it was really exhausting and it took me a long time.

Now I can have electricity at any time and without moving.

Thanks to WeLight for the electrification, now we have public lighting so we feel more safe in the village "



MAMA Diawara



Dougouolo



Man, 45 years old, married, 6 children



Merchant



Lives in house with 4 rooms and 4 light bulbs



Material used : Freezer, TV and light bulbs

"I really need WeLight electricity, it allows me to manage my economic activities and watch TV too. It allows us to have fun.

My living conditions have improved a lot, my income has increased and I can save money.

Before, I earned 10,000f but now with the mill I can earn up to 25,000f, it's fast and there is no load shedding to lack of diesel.

WeLight access is beneficial for the village in terms of security, public lighting makes it possible to secure the village. This allows population to undertake income-generating activities.

Welight is clean energy and it protects the environment compared to the genset. "



OUMOU Diarra



Sirakorola



Woman, 36 years old, married, 4 children



Merchant



Lives in a house with 4 rooms and 4 light bulbs



Material used : Freezer and light bulbs

" My main motivation for buying WeLight is that it has become vital nowadays to have access to electricity in a world of technologies where everything works with electricity.

It is beneficial on all levels, especially on the educational level for children, it allows them to study better and have fun from time to time with TV.

Before when we hadn't access yet to electricity, we bought an ice cream at 300f the unit but now we find it everywhere and at 75f; just to let you know how much it has changed our lives.

From health and environmental point of view, the generator that I used before was too noisy and the gas that escaped from it spread throughout the house to the point where it was impossible to breathe next to it. "



MADY Diarra



Sirakoroka



Man, 31 years old, married, 4 children



Gold panner



Lives in a house with 3 rooms and 1 light bulb



Material used : light bulb, freezer and 2 machines

" The prices are affordable, which is why I chose WeLight.

When I take a refill of 5000f, it can last up to 8 to 10 days, which is really advantageous.

Before, I used a generator, I had to go buy diesel every time, but now I no longer need to travel and I can now save money; It really made my life easier.

Access to electricity has many benefits and impacts in my village. I noticed that people are more festive around the village and feel better community atmosphere especially in the evening now that we have public streetlights everywhere. Also traders can safely work in the evening and it makes the village more animated and secure. "



CHEIK Bakary Sissoko



Dougouolo



Man, 62 years old, married, 10 children



Farmer



Lives in house with 7 rooms and 7 light bulbs



Material used : TV and light bulbs

" Darkness does not drive out darkness, only light can do that it is known! It was to get my family out of the dark that I decided to get a meter.

This is very beneficial especially for my children who can study at night and entertain themselves from time to time with TV.

Our village really takes advantage of it because villagers lived in the dark before WeLight arrival. In region of high temperatures, freezers use helps people in their daily lives like keeping foods and medical products.

Electricity has brought many advantages in the village, such as the availability of fresh products at all times and the reduction of noise in the village. "



SIDI Mohamed Haidara



Dougouolo



Man, 60 years old, married, 6 children



Merchant



Lives in a house with 4 rooms and 2 light bulbs



Material used : TV and 3 light bulbs

" WeLight has considerably changed our lives, especially the educational plan of children; they can learn better at night and have some entertainment from time to time with TV. Due to that, I have seen results improvement in my children's academic performance but also a less complain of headache. As a result, I am confident that they will have a brighter future.

The availability of electricity has brought a notable transformation in our village, especially with the emergence of small businesses such as food stores, mills, and electronic shops. Also, before WeLight I used a generator at night to light the house, the noise was so loud that it disturbed the whole neighborhood in addition to the gases it released. "



LASSINE Keita



Karan



Man, 32 years old, married, 3 children



Merchant



Lives in a house with 4 rooms and 6 light bulbs



Material used : Radio and 2 light bulbs

" I subscribe to Welight because we work late at night so we need to light up our shops. During the day, the village is practically empty because everyone leaves the village to go and look for gold a few kilometers away until at night they come-back; before we had to close at 7pm due to lack of lighting but now we stay open until late at night; which has considerably increased our earnings.

Additionally, since the installation of electric lighting, there has been a decrease in crime rates in our community, which means there is now less potential for criminals to target our area. It helps people a lot in their activity. From an environmental point of view, I'm so grateful to have access to quality energy that is available all day long. "



SALIF Doumbia



Dabia



Man, 40 years old, married, 4 children



Trailer



Lives in house with 4 rooms and 4 light bulbs



Material used : 4 light bulbs, radio, freezers

" During the holiday periods, we struggle to work at night because the generators capacity; so we had trouble satisfying all of our customers and that played a big part in our credibility. We really thank Welight who improved our living conditions. Access to electricity has many benefits and impacts, I have noticed that people are more festive around the village and feel better community atmosphere especially in the evening now that we have public lighting everywhere.

At the environmental level, a significant decrease in both noise pollution and air pollution has been observed in the village. Now we can use electric appliances, and the air is much cleaner and healthier to breathe. It's amazing how good an impact access to electricity can have on the environment."



KALOZARA Albertine



Anjahambe



Woman, 80 years old, widow with no children



Jobless



Lives in a house with 5 rooms and 6 light bulbs



Material used :TV and light bulb

“ Prior to having electricity in our village, our daily lives were fraught with challenges. We were dependent on kerosene lamps for illumination, which made it difficult to carry out our activities effectively. Additionally, we struggled to keep our homes clean as the use of kerosene lamps resulted in dirty house. However, with the arrival of electricity, everything has changed for better. We are now able to maintain a clean and hygienic home, and carry out our daily activities with ease and efficiency.

With the arrival of electricity, we have seen a tremendous development in terms of infrastructure. New roads have been built, and the existing ones have been repaired. We now have better access to schools, hospitals, and other essential services.”



ALBERT Joasanta



Betsiaka



Man, 35 years old, married, 4 children



Trader and handicrafts



Lives in a house with 4 rooms and 6 light bulbs



Material used : Woodworking machine, light bulbs and freezer

“ Before electricity, I had to use expensive motors that also tired me out. Sometimes, I had to buy fuel every week, which was very expensive. Depending on the usage, we could use up to 20 liters of fuel for a single day from 5:30 am to 9:00 pm. So having access to electricity has been a real game-changer for me. It has allowed me to work from home and this has had a positive impact on my finances. Before having electricity, my little factory relied on expensive and unreliable generators to power our operations, which made it non-profitable. However, since gaining access to electricity, I have been able to invest more and diversify my business. This has resulted in increased earnings and the ability to explore innovative business opportunities.”



RABEFALY Michèle



Mangindrano



Woman, 51 years old, married, 3 children



Trader and handicrafts activities



Lives in a house with 4 rooms and 2 light bulbs



Material used : Drill, grinder, welding machine, portable planer and light bulb

“ First thanks to WeLight, apart from the use of light we can now increase more our income in parallel with farming. It is really easy now to gain more money thanks to the easiness of work which differs from the use of old materials.”

“Also, having electricity in our carpentry workshop has drastically changed our income. We can now run our machines and tools without any interruption, which has greatly increased our efficiency for projects delivery to our customers. With the arrival of WeLight, not only were we able to invest in new machinery equipment, but we also benefited from interesting training in rural entrepreneurship. Thanks to this training, I am able to improve my internal cash management system as well as my customer relationships.”



**ANDRIAMAMPIONONA
Nathalie**



Ilaka Est



Woman, 33 years old, married, 2 children



Farmer and Trader



Lives in house with 4 rooms and 4 light bulbs



Material used : Grinding Wheel and welding equipment, blender, hair dryer, iron

“ Our lives have been significantly improved by getting access to electricity. It has addressed the challenge of providing a proper education for our children, on what we previously struggled with due to lack of resources to offer quality education and training programs. Since getting access to electricity, we are now able to provide a quality education that enables our children to develop new skills and improve their employability. This has had a positive impact on their future , as they now have access to greater opportunities for growth and development.

For our personal case, WeLight has allowed me to use various equipment such as a blender, hair dryer, and iron which makes daily work easier. But most importantly, I was able to diversify my business sectors by opening a garage that brings me much profits."



ABESOMAINA Annelah



Betsiaka



Woman, 35 years old, married, 4 children



Trader and handicrafts activities



Lives in a house with 4 rooms and 6 light bulbs



Material used : Woodworking machine, light bulb and freezer

“ Before we had electricity in our village, it was difficult to ensure the safety and security of our community, especially at night. We had to rely on kerosene lamps or candles for lighting, which had fire risks and made it difficult to see potential threats. However, with the arrival of electricity, we now have street lights that illuminate our village, making it easier for us to see and avoid potential danger. “

"Also for food conditioning, we used to dry our food under the sun and we have had often lost a lot of our harvest to spoilage. Now access to electricity, we can use freezers to store our crops. This has helped us to reduce food waste. "



LEKA Claudia Viviane



Mahambo



Woman, 30 years old, married, 1 children



Trader and handicrafts



Lives in house with 4 rooms and 10 light bulbs



Material used : 2 freezers

“ The arrival of electricity has allowed us to improve our daily life and make it more comfortable. We are able to use freezers and light bulbs, which has made a huge difference in our quality of life. We are also able to invest in new appliances and technology, which has made our activities more efficient and allowed us to save money on utility bills. But also, with WeLight's meter, we can refrigerate food for several days, which really satisfies my customers in catering “

" Also before WeLight, our children found it difficult to study in the evening. They had to rely on candles, which were not very effective. Since we now have electricity, our children can study in a well-lit environment. This has helped to improve their academic performance. As a mother, I can have hope for a better future for my children. "



SAMBA Diakité



Karan village



Man, 40 years old, married, 3 children



Baker



Lives in house with 4 rooms and 4 light bulbs



Material used : kneading machine, baking equipments and more than 40 light bulbs

"It is to facilitate my work that I bought Welight meter. As a baker, we work a lot at night to make bread, the lighting from light bulbs and the operation of the kneading machine with electricity helps us enormously. It also allows me to save money on the purchase of fuel. Sometimes I share electricity to some merchants in my building to light up the place. "

" The streets are very well lit at night so that you can move around safely. My customers can now buy my products at night without being afraid of being robbed. On the other hand, we really say that it relieved us a lot. "



FOUSSEYNI Diallo



Benena



Man, 35 years old, married, 5 children



Trader and handcrafts activities



Lives in a house with 4 rooms and 6 light bulbs



Material used : Freezer and 2 light bulbs

"Welight meters are easier to use and that suits us well compared to the batteries that we used before WeLight arrival in Benena.

My life has changed, I have seen my income increased as now I use freezer in my grocery. I got more and more clients to buy fresh drinks especially in high temperature season.

Indeed, electricity has several advantages, the village is much more enlightened now. On the environmental level, the advantage is that there are fewer generators in operation in the village, therefore less air and noise pollution"



FATOUMATA Koundoul



Sirakorola



Woman, 31 years old, married, 5 children



Merchant



Lives in house with 4 rooms and 10 light bulbs



Material used : Freezer, 2 light bulbs

" I use a freezer in my shop that's why I am very happy of the arrival of electricity. There has been a real change since I no longer use the generator, I can save money and diversify my business. Our sanitary conditions have improved a lot because our CSCOM is lit, we now can give birth at night in complete safety, unlike before; the streets are also lit.

The community health center is lit, women no longer need to go to Koulikoro (100 km) for treatment. We have a healthier environment and Welight has planted many trees. Welight has really contributed to the development of our village and on all levels, we can only thank you for it "



N'GOLO Traoré



Karan village



Man, 35 years old, married, 5 children



Baker



Lives in house with 4 rooms and 4 light bulbs



Material used : 2 Freezers, fan, and light bulbs

"I saw that my neighbor Chaka's income is increasing thanks to WeLight services, so I decided to try the experiment. It is really beneficial because before I had income between 25000 and 50000f per day now I can have up to 60000f per day thanks to my sales of ice cream, drinks and others.

On the educational level, before I had no electricity and my children struggled to learn their lessons at night but since we have WeLight, my children no longer need to go to the neighbor's to learn. Their educational level has increased.

For the village, we feel safer because we have streetlights everywhere, the night activities also work much better "



SEKOU Sininta



Dabia



Man, 47 years old, married, 5 children



Marabout



Lives in a house with 4 rooms and 2 light bulbs



Material used : Freezer and light bulbs

"As a marabout, I work mainly at night and I use electronic devices a lot, so when Welight arrived in our village, I did not hesitate a second to subscribe to it. The 2 most important things in life are water and electricity, especially during the dry season when it is excessively hot; we receive electricity 24 hours a day without load shedding and we congratulate you very much for that.

The children's outings have decreased a lot since they started watching TV and their school performances have increased considerably because they can now do their homework at night.

The streets are very well lit at night so that you can move around safely. "



SEYDOU Coumaré



Dougouolo



Man, 53 years old, married, 10 children



Welder



Lives in house with 4 rooms and 2 light bulbs



Material used : Freezer, welding machines and light bulbs

" My welding job requires electricity to run the welding machine so when Welight arrived in the village, I immediately subscribed.

Before, I bought 5000f cfa of fuel to run the generator, electricity now allows me to save 3750f cfa because I work with 1250f cfa of electricity which allowed me to increase money in meals.

Children now have more courage to study at night unlike before when they had to hold down their lamps to study. The atmosphere has also changed since the arrival of electricity, people no longer go to bed early and can stay up late at night. "



FATOUMATA Coulibaly



Benena village



Woman, 31 years old, married, 5 children



Merchant



Lives in house with 4 rooms and 2 light bulbs



Material used : Freezer, light bulbs

“ I subscribed to Welight to facilitate my trade, particularly in high temperature weather when it is difficult to have ice cream,, the price can reach up to 300F per unit and people in the village traveled to buy some . Electricity has really facilitated the production of ice products.

Access to light 24 hours a day has facilitated my business and reduced my costs in terms of travel.

This has encouraged the development of some projects such as the production of drinking water, welding, establishment of a modern bakery. WeLight electricity is really reliable and profitable."



BESAINA Tantelisoa



Sandrakatsy



Man, 46 years old, married, 1 children



Trader and handicrafts



Lives in a house with 2 rooms and 2 light bulbs



Material used : light bulbs, TV, radio, welding machines

“ Thanks to electricity, I was able to start my own small business. Before we had to rely on manual labor to produce our products, but with electricity, we can now use modern machinery, which has significantly increased our productivity.

Also, previously, we had to rely on traditional marketing methods such as word of mouth to acquire new prospects. So, for now our shop has gained visibility to attract new customers with the help of the electricity and lighting. "



ANDRIANANJA Olivier Antoine



Ampasimatera



Man, 52 years old, married, 2 children



Trader and handicrafts activities



Lives in a house with 3 rooms and 7 light bulbs

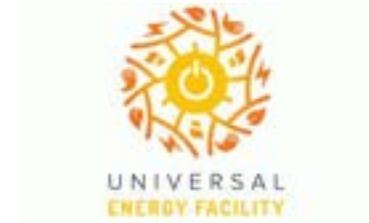


Material used : 2 freezers and welding machine

“ Before we had electricity in our village our daily lives were incredibly difficult. We had to rely on kerosene lamps for light, which were expensive and dangerous. We couldn't store food properly because we didn't have refrigeration. But now, with electricity, everything has changed. We can see clearly at night and we can keep our food fresh. Electricity has made a huge difference in our lives. “

Before the availability of electricity, welding work was limited to daylight hours and was often conducted in a limited capacity due to the use of manual tools. However, with the arrival of electricity, we can now work longer hours and use more sophisticated equipment. This has resulted in an increase of expertises and clients. “

WE LIGHT PARTNERS



WeLight Madagascar

Ariane 5B / Zone Galaxy Andraharo

Antananarivo 101

MADAGASCAR

—

WeLight Mali

Avenue Alquood - Route de Koulikoro

Korofina Sud, Bamako

MALI

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www.welight-africa.com