



Climate *innovation* Center  
Kenya



# What is the CIC?



- World Bank-*infoDev* initiative, funded by UK Aid and DANIDA
- CIC provides incubation, capacity building services and financing to Kenyan SMEs developing climate mitigation and adaptation solutions



- First in a series of CICs that *infoDev* is launching globally



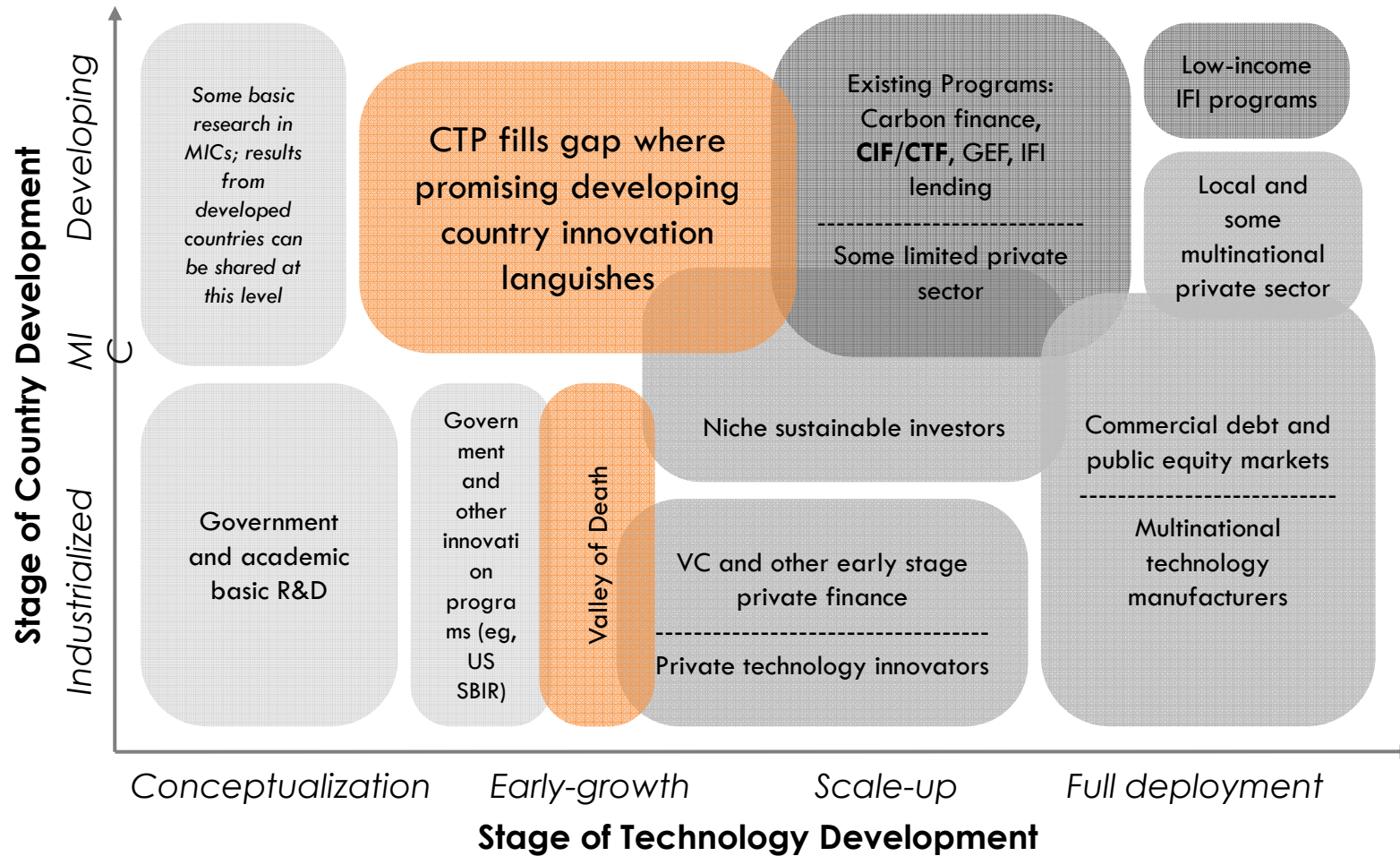
- GVEP International, PwC, Strathmore University and KIRDI are the lead partners in a consortium contracted by *infoDev* to establish and operate the CIC



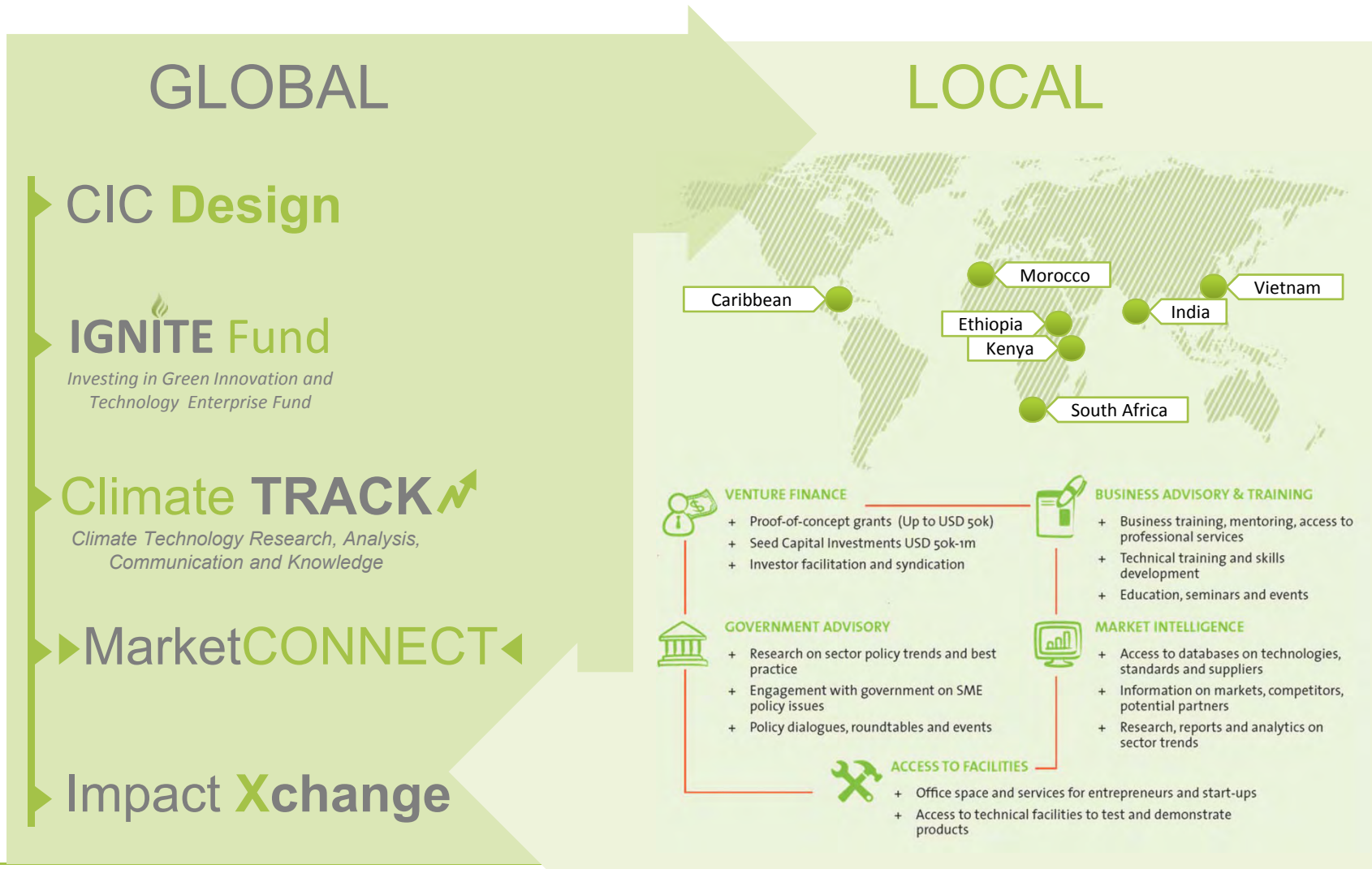
- Supporting consortium partners are UNIDO, Adelphi, KIPPRA, LTS International, Netwas, Technoserve and Oxford Energy Associates



The CTP designed to fill the gaps in innovation ecosystem to best realize these opportunities



The CTP finances and supports developing country innovators to overcome market failures and capacity constraints

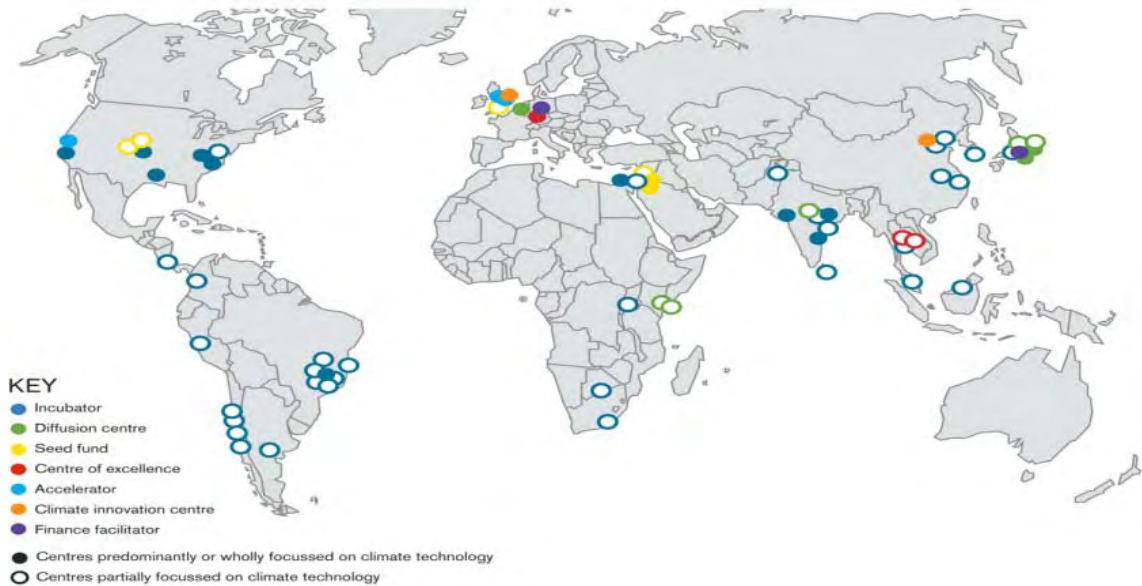


# CTP design formed by global analysis



## infoDev Publication:

*'Climate Innovation Centers: A new way to foster climate technologies in the developing world'*

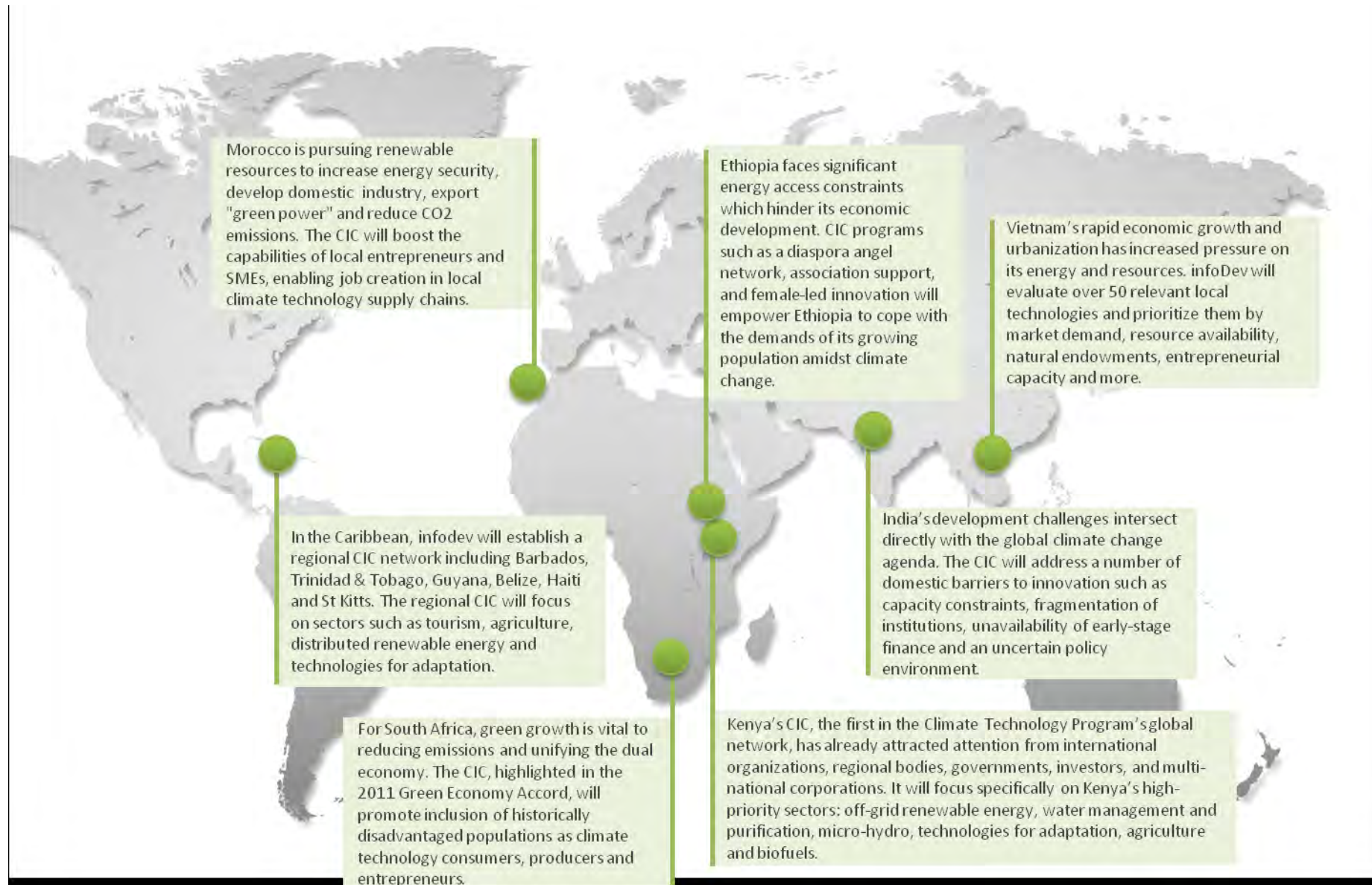


## Analysis identified key gaps in existing support infrastructure for clean tech innovation

- Lack of **innovative financing** options
- **Private capital** missing and risk averse
- Lack of **understanding of climate technologies**
- Unaware of **technology advances**
- Limited capacity for facilitating **early-stage innovation**
- Lack of understanding of **consumer needs**
- Lack of **policy engagement**, incl taxes, IPR and standards

Holistic approach to deal with range of barriers if developing country cleantech development completely absent

# CICs being established in seven countries/regions in the world



# Sectors



- **Water and sanitation**
- **Renewable energy**
- **Agribusiness**



# How does the CIC foster Innovation?



**Target participant:** Entrepreneurs with innovative ideas/business models

**Key collaborators:** Government, Research & Academia, Private Sector

- 1** **Advisory services**
  - Provide mentoring and specialised training programmes
  - Access to toolkits, templates and pre-packaged support
- 2** **Financing**
  - Provide Proof of Concept grants ( for prototyping and testing technologies, piloting business models)
  - Facilitate access to other sources of financing
- 3** **Access to facilities**
  - Provide access to facilities that house incubatees and support technology design, adaptation, prototyping, etc.
- 4** **Enabling ecosystem**
  - Work with GoK to develop Kenyan clean tech policies
  - Coordinate technology transfer and collaborative R&D
- 5** **Access to information**
  - Gather, package and disseminate information on technologies, financing and local markets



# What are the Expected outcomes?



Combined suite of financing and services make the CIC the “**go to**” **institution** for emerging climate solutions in Kenya

CIC will deliver a ***mix of social economic and environmental benefits*** including:

- Green Enterprises launched
- Green jobs created
- Reduction of CO2 emissions
- Greater climate resiliency
- Access to renewable off-grid energy and clean safe water
- Strengthened technology transfer and local innovation capacity



# What is the current outreach?



Thematic Sector	Applied	Admitted	Applied for POC Grant	Awarded POC Grant	Value of Awarded POC Grant (USD)
Renewable Energy	82	19	6	3	87,500.00
Water and Sanitation	16	3	0	0	0
Agribusiness	21	4	0	0	0
Total	119	26	6	3	87,500.00

Any difficult journey requires innovation



The Center is making good progress to build its portfolio

**Sunny People: Solar phone charging service**



**Fawandu: Multipurpose clean cookstoves**



**Biossal: Making bio diesel to replace kerosene**



**Keekonyokie: Producing biogas from livestock farming waste**



# Case: Renewable Energy Entrepreneur Takamoto (Pay-AS-You-GO Biogas)



## Company overview

- Location: Nairobi
- Innovation: **Metered Biogas, built and operate model** targeting household users. Provides solution to high up-front costs associated with traditional biogas systems in Kenya.
- Climate impact: Mitigation

## Status

- ✓ Contract signed
- ✓ Prototype designed and tested
- ✓ Piloting 50 units underway

**Expected rollout:** 370 units in 12 months

## Challenges and support being provided

### Business/Technical challenges:

- Prototyping the Smart Meter
- Technical design of the pre-fab system
- Understand key business drivers and response of the potential market
- Understanding the potential carbon certification opportunities and process

### Support being provided by CIC:

- Refining technical design and testing
- Market testing (pricing, usage, appeal)
- Verify assumptions on the value chain
- Legal advice on standards
- Technology patenting
- Access to sources of early-stage financing

# Jabari Pig Project



## Company overview

- Location: Kiambu County
- Innovation: **climate resilient agribusiness** through farmer-led **pork value chain** integrated with **water harvesting, organic fertilizer** and **biogas**-linked to proposed power generation by COBITEC Ltd
- Climate impact: Adaptation

## Status

- ✓ Working agreement signed
- ✓ Workplan prepared
- ✓ Kick off activities (farmer mobilization, business registration, market studies)
- ✓ Industry linkages-inputs, financing etc.

**Processing plant commissioning:** Dec' 2013

## Challenges and support being provided

### Business/technical challenges:

- Aggregating smallholder pig production
- Understanding the business drivers
- Benchmarking value chain competitiveness
- Attaining best practices among smallholders
- Access to start-up financing

### Support being provided by CIC:

- Proof of concept to pilot the business model
- Feasibility study and modeling
- Farmer aggregation and training
- Market development
- Access to sources of early-stage financing

# The Key Lessons Learnt

## Service Delivery

- Client focus is the key to success
- Clients need easy, quick processes
- Service delivery must keep pace with innovation: review, re-think, redesign

## Building Visibility

It is not what we say **RATHER** what clients say  
KEY is to be inspirational accelerators

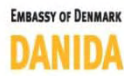
## Clients needs

- They are specific and dynamic, often one-off
- Not possible to have in-house capacity that can address all the clients needs
- Need to develop strategic partnership to meet client needs
- Not all clients can make use of the centralized incubation space BUT still have to be served
- Networking events are high impact just like training if not more.



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An *infoDev*-World Bank initiative, in partnership with  
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# Thank You