



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



SUSTAINABLE DEVELOPMENT GOAL 9
INDUSTRY, INNOVATION AND INFRASTRUCTURE

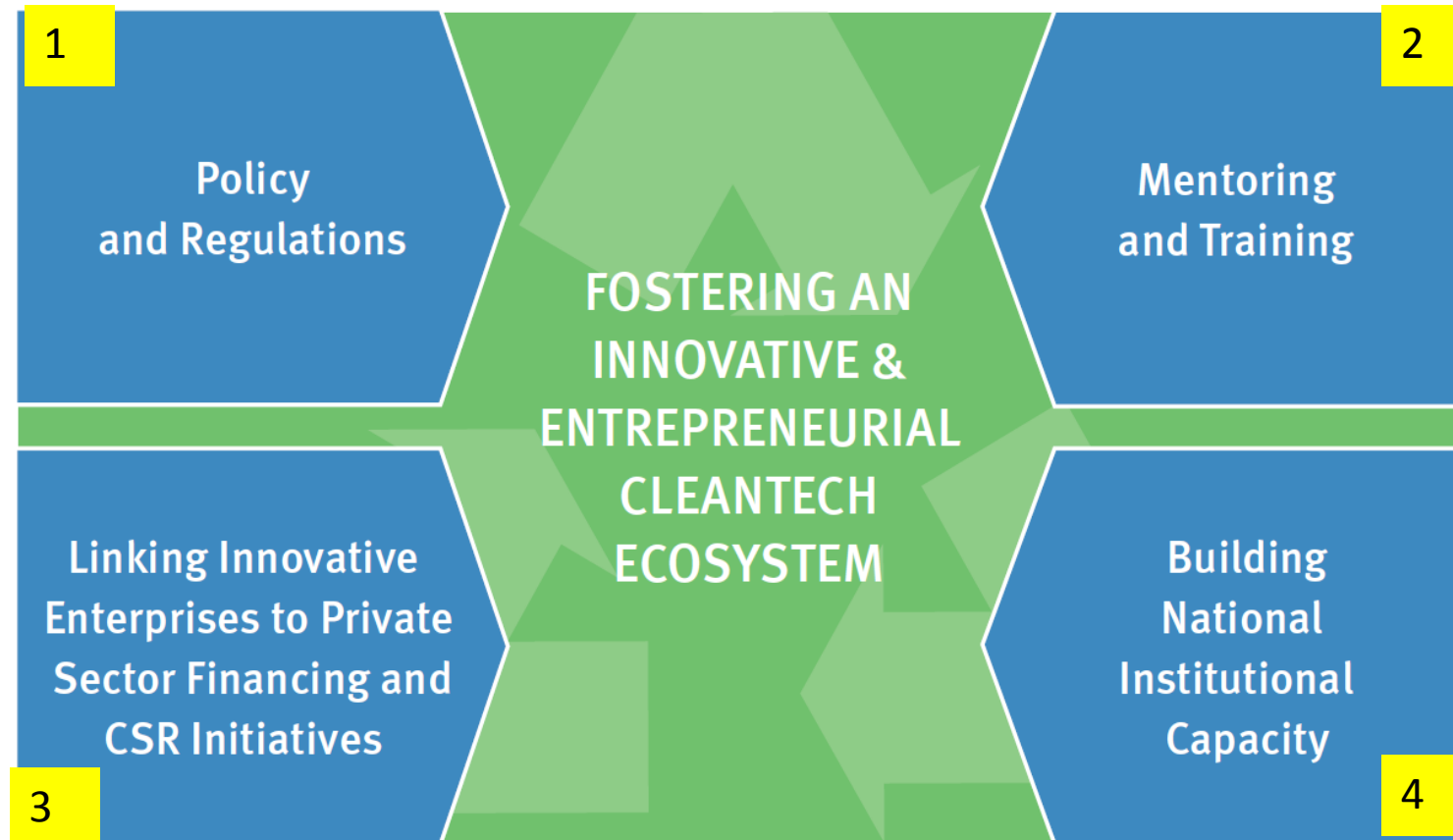


Global Cleantech Innovation Programme (GCIP)

Fostering cleantech innovation and entrepreneurship ecosystems

GCIP Ecosystem Approach

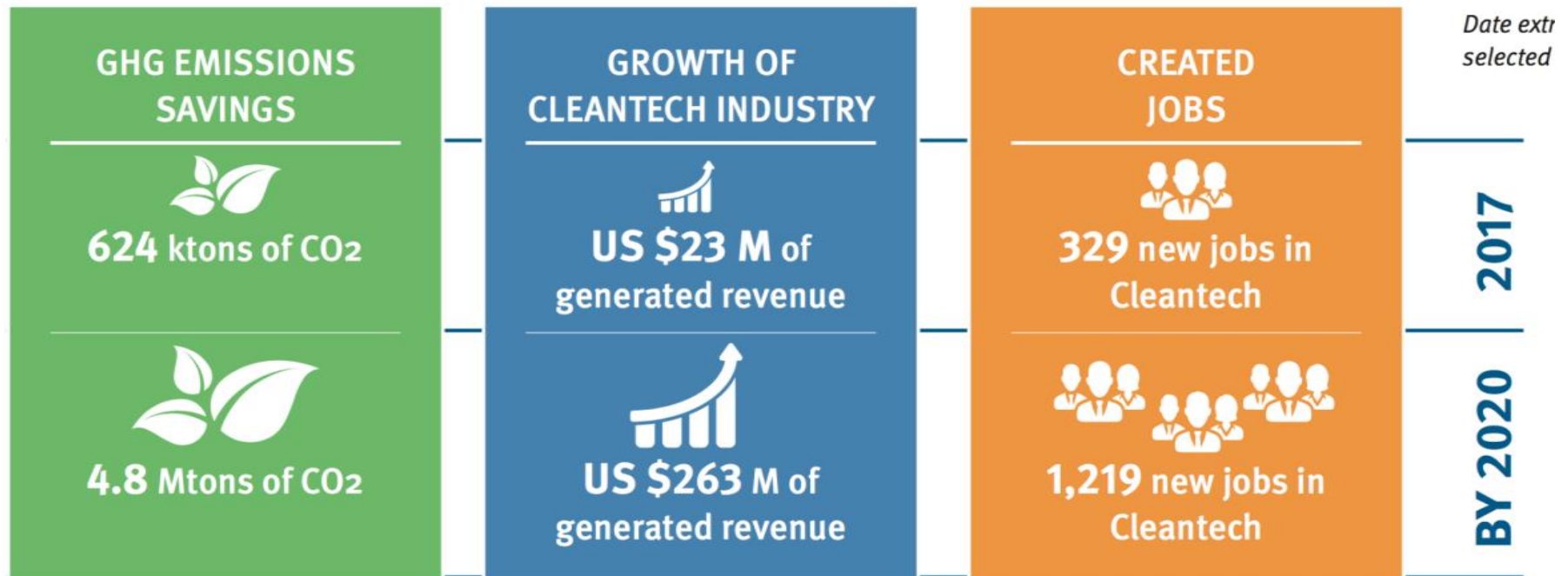
Catalyze the formation and connectivity of Innovation and Entrepreneurship Ecosystem Players



**India, Pakistan,
Armenia,
Thailand,
Malaysia,
Turkey,
Morocco,
South Africa,
+ Ukraine**

GCIP Impact

>865 start-ups/SMEs accelerated/4years/8countries



Projection from 14 selected GCIP supported startups



Experiences in Financing or Incentivizing investments for GCIP and GCIP enterprises

GCIP

- GEF provides grant funding for GCIP
- Governments grants e.g. Morocco
- After GCIP ends - Government funding for continuing GCIP in South Africa, Malaysia, private sector in Turkey
- Pro bono engagement of mentors, judges, investors in GCIP cycles e.g. in India etc
- Partnerships with industry, national institutions in organizing and hosting GCIP events

GCIP supported enterprises

- Venture capital culture does not exist in most developing countries.
- Private sector sponsored GCIP challenge categories e.g. in Pakistan
- Link to PFAN (a UNIDO supported initiative) to bring institutional financing for scaling
- Links to enterprises/start-ups from other countries (e.g. Korea – KOTEC) – joint ventures, market expansion etc.



Opportunities for enhancing investment in incubators and accelerators

- Public funding of accelerators is critical – alignment to national priorities, SDGs, NDCs etc.
- Multiple benefits in adopting an ecosystem approach.
- Cleantech enterprises require non-dilutive low-cost capital to leverage loans/private capital. (100k, 250k, 500k, 1 million US\$).
- Promote systematic linkages between large corporates and Cleantech enterprises - markets and investments.
- Cleantech enterprises are high- capex & long payback periods – specialized funding mechanisms required
- The GCIP approach is opening up new and huge Cleantech investment opportunities in frontier markets.
- By end of 2018, GCIP start-up portfolio > 1,000 companies



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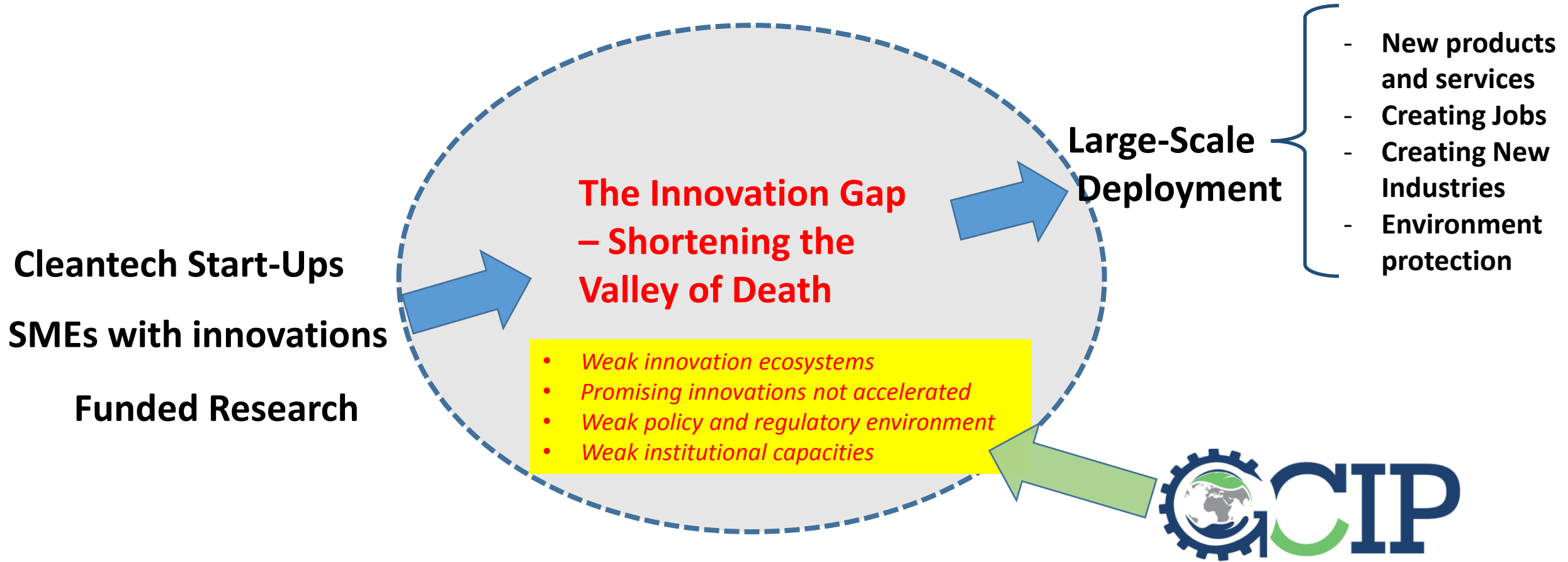
THANK YOU!

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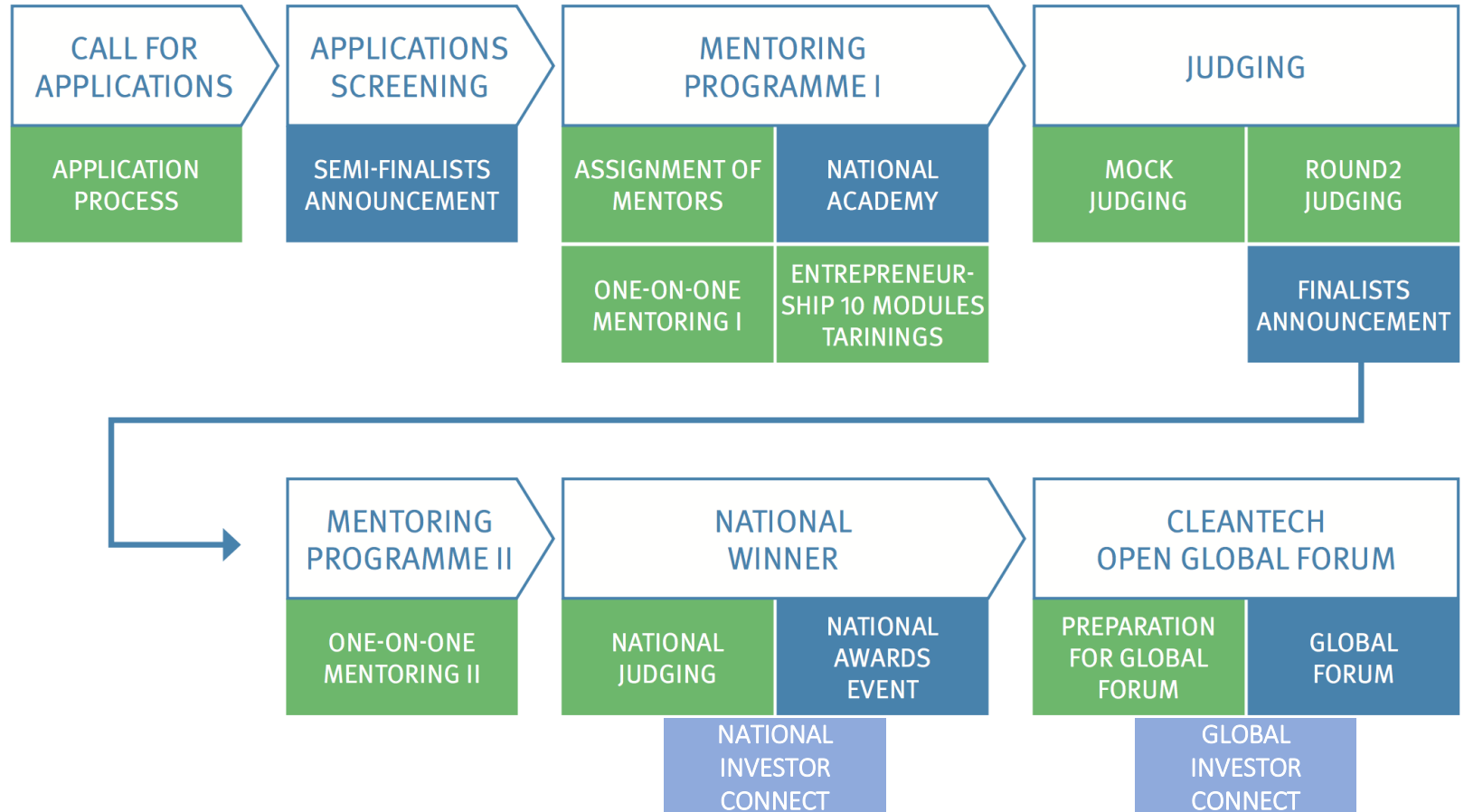
Addressing the Innovation Gap in Clean Technologies



GCIP Accelerator: The Process



INNOVATIVE
TECHNOLOGY
SOLUTIONS



- **Energy Efficiency**
- **Renewable Energy**
- **Waste Beneficiation**
- **Water Efficiency**
- **Green Buildings**
- **Transport**
- **Advanced Materials and Chemicals**



Example Alumni: Climate Change Mitigation



Positive Energy
think positive energy...

Positive Energy

Istanbul, Turkey

GCIP-Turkey 2015 Winner

IoT devices and cloud-based analytics for energy consumption in commercial buildings

15-25% energy savings with no CAPEX. Customers in Turkey & ME



Zaheen Machines

Zaheen Machines

Lahore, Pakistan

GCIP-Pakistan 2015 Finalist

Reduction in gas and electricity consumption through IoT automation

40-50% reduction in gas consumed



ATOMBERG
TECHNOLOGIES

Atomberg Technologies

Mumbai, India

GCIP-India 2016 Finalist

Super efficient ceiling fans

**100,000+ units sold in the last 2 years. Targeting \$5m in revenue by 2018-19 and \$20m by 2020-21
65% saving in electricity compared to normal fans**





Example Alumni: Waste beneficiation



THEVIA

Gauteng, South Africa
GCIP-South Africa 2016

99% recycled roof tiles that are 75% lighter and twice as strong

Prevents 1.9kg of GHG emissions per tile

Scaling up production to 300,000 tiles per month



Free The Seed

Penang, Malaysia
GCIP-Malaysia 2014 Winner

Biodegradable packaging from waste rice straw

1,300 farmers directly supported

40 jobs created



Saathi Eco Innovations

Ahmedabad, India
GCIP-India 2017/ Global Winner

World's first biodegradable & compostable banana fiber sanitary pads

Projected sale of 36m pads in 2019

Projected revenue of \$3.5m in 2019





Example Alumni: Sustainable Cities



VEHS (Vehicle Energy Harvesting Systems)

Gauteng, South Africa

GCIP-SA 2017 Finalist

Harvesting energy from traffic

30kW pilot under development at Tshwane Metro



Ecolibrium Energy

Ahmedabad, India

GCIP-India 2015 Finalist

Big data and predictive energy analytics for buildings and industries

\$4.2m raised to date



Kodeco

Izmir, Turkey

GCIP-Turkey 2015 Finalist

Solar-powered electric vehicles