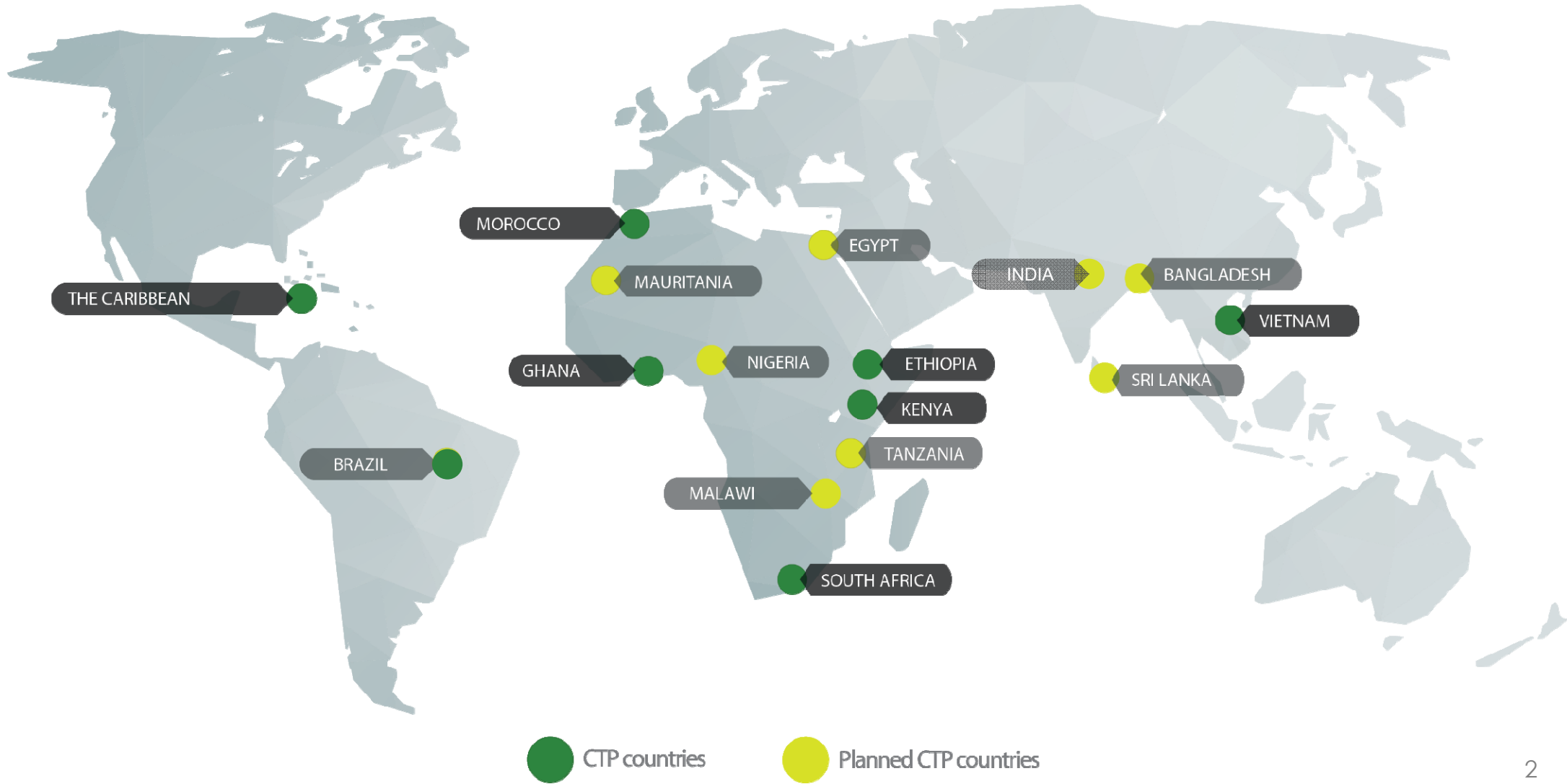




The infoDev Climate Technology Program

Boosting climate technology incubators and accelerators in
developing countries
UN Campus, Bonn, March 14, 2018





Funding sources

Institutional funding (donors, governments, World Bank investment lending)

Service revenues
(incubation contracts,
other activities)

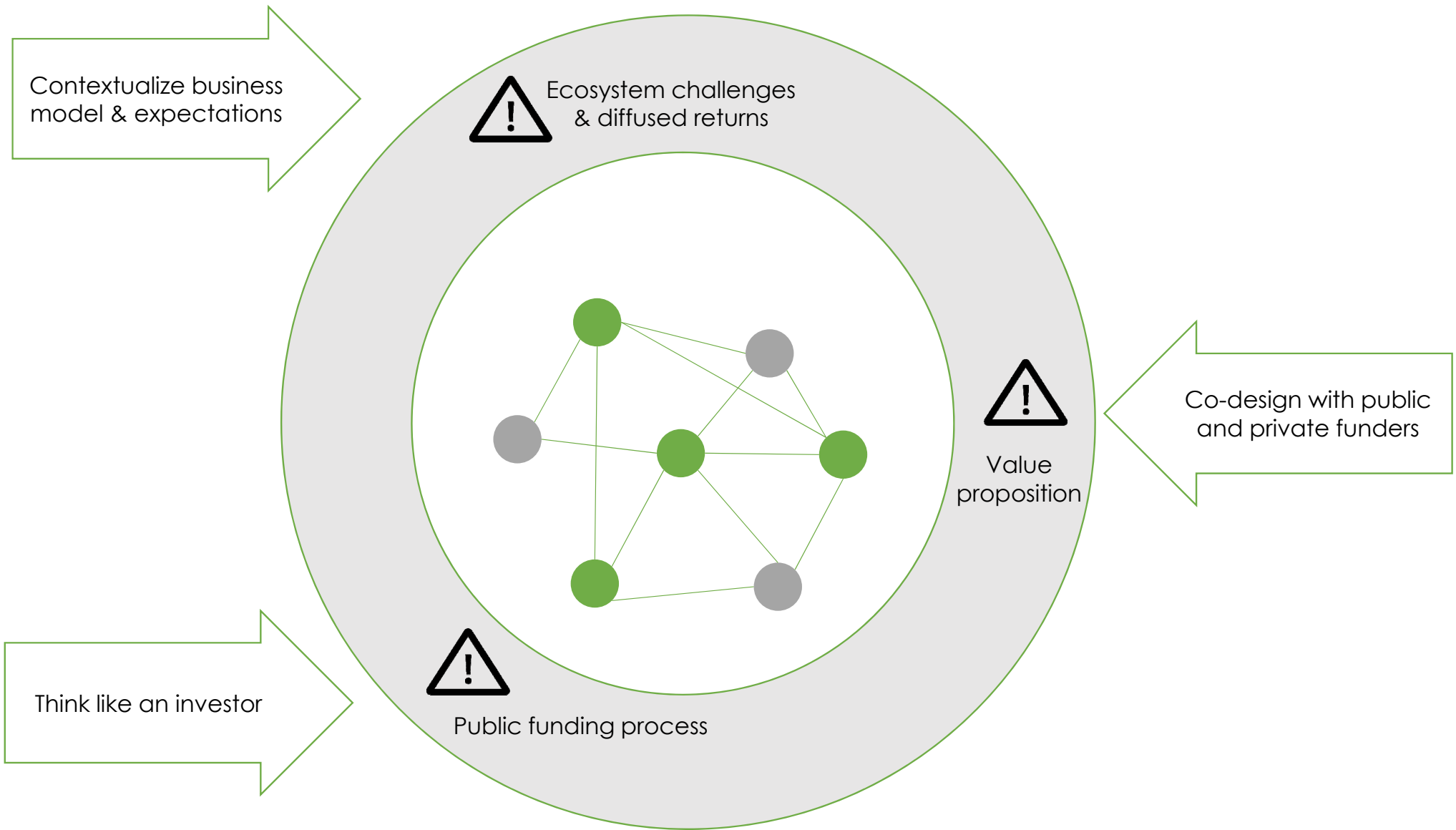
Substitutions

What we don't see much of:

- Corporate funding
- Investor financing

Characteristics of organizations with diversified funding sources

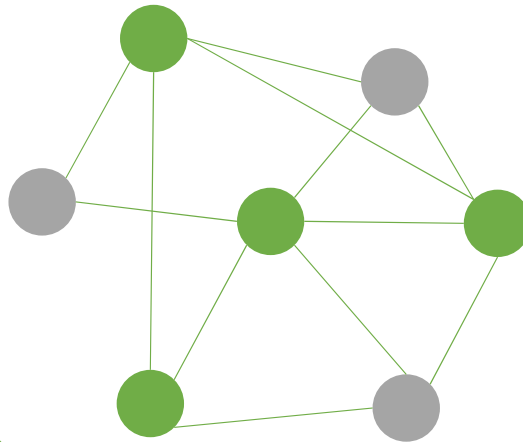
- Build revenue generating activity before incubation
- Entrepreneurial DNA
- Co-created



Contextualize business model & expectations



Ecosystem challenges & diffused returns



Value proposition

Co-design with public and private funders

Think like an investor



Public funding process