

Ways to  
strengthen  
national  
innovation  
capacity  
through  
enhanced  
national and  
international  
collaboration



Climate *innovation* Center  
Kenya



Edward Mungai, CEO KCIC

# About KCIC

- Kenya Climate Innovation Center (KCIC) started operations in October 2012
- KCIC supports the development and scale-up of locally relevant climate technologies.
- Currently in the process of incorporation as a Company Limited by Guarantee to strengthen sustainability of its operations.



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*A World Bank -infoDev initiative in partnership  
with the Government of Denmark and UKAid*



# KCIC Partners



# How does KCIC foster Innovation?

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

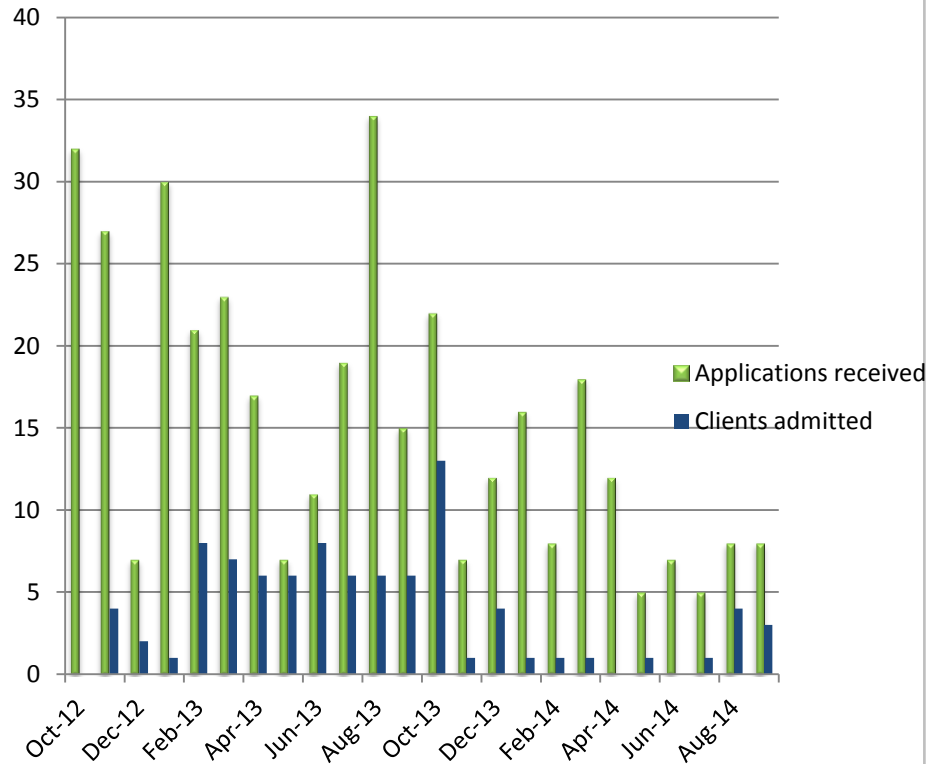
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## Access to information

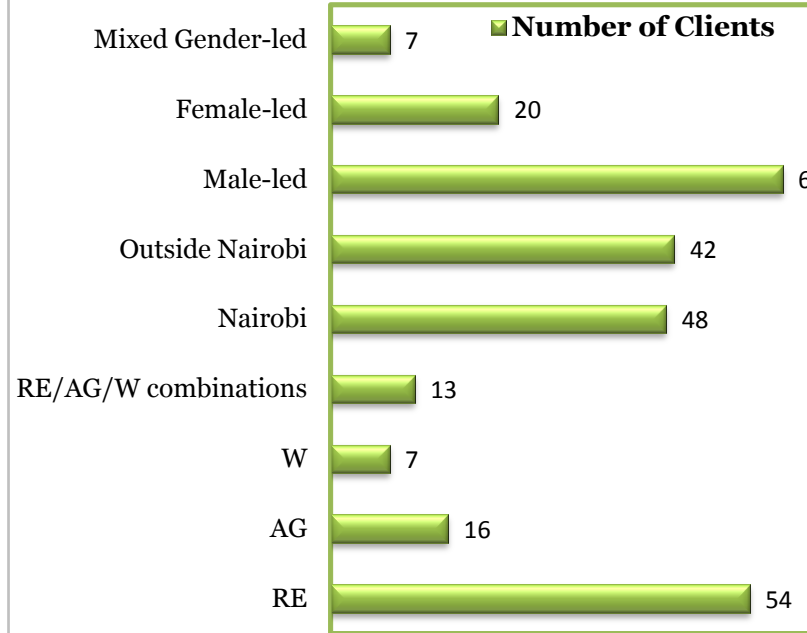
- Gather, package and disseminate information on technologies, financing and local markets

# Applicants/ clients to date

## 371 applications, 90clients



## Portfolio analysis



Sector	Target ratio (%)	# Target	# Actual
RE	40	24	54
AGBS	40	24	16
Water	20	12	7
RE/W/AG	0	0	13
<b>Total</b>	<b>100</b>	<b>60</b>	<b>90</b>

# Where are we now?



8263/6,000 Number of people with access to clean water



54,090/16,000 Number of people better able to cope with effects of climate change



13,917/2,800 Number of customers reached by KCIC clients



24.8/12.5 % growth in revenue of clients supported by KCIC



32/17 % increase of agricultural production

# Outcomes & Impact continued



48,710/35,000 Number of people using low energy carbon sources



59,675/35,000 Tonnes of Co2 equivalent mitigated



676/350 Number of jobs, direct and indirect created



32/14 New adaptation, mitigation and low carbon growth businesses created



1,550,000/500,000 Amount of public and private sector finance mobilized for climate change purposes

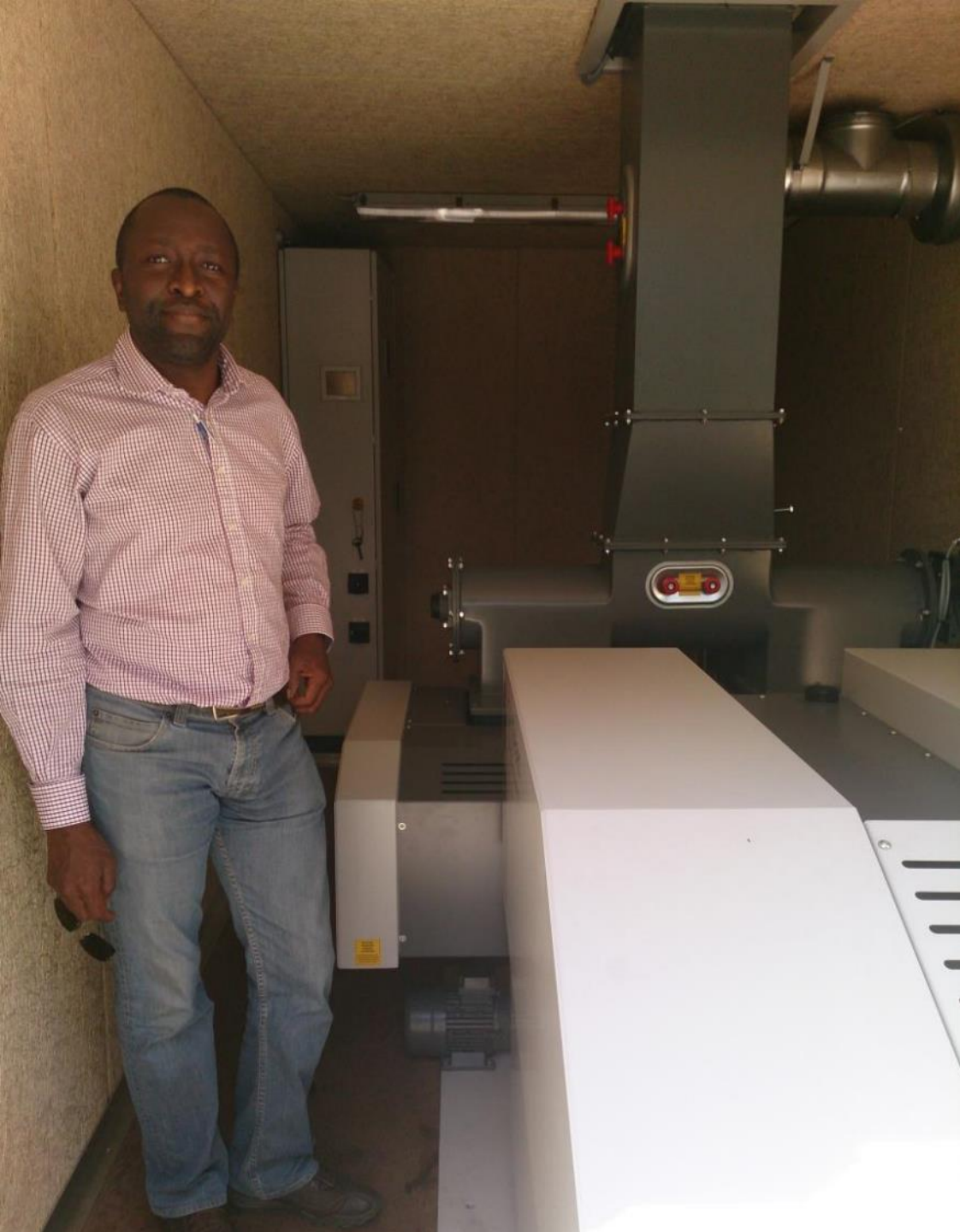
# Success highlights - how KCIC has strengthened Kenya's national innovation system

## a. Access to Finance



- ▶ 20 clients - Proof-of-concept funding USD 650K committed
- ▶ Setting up a seed fund facility funded to the tune of USD 5M
- ▶ Match-making forums organized- 2 with Access2Innovation, 1 with Intellectap
- ▶ One of our clients, Kenya Biologics Ltd. a company that deals with bio-pesticides was able to attract funding from two investors, during a match-making forum, each willing to eject USD 500,000 for business expansion. KCIC provided the client with transaction advice for the two proposals
- ▶ Crowd funding pilot with seven entrepreneurs underway.  
<http://www.infodev.org/articles/kenya-cic-looks-crowdfunding-boost-clean-tech-sector-growth>





## b. Knowledge transfer

- ▶ Global Supply Solutions Limited is using a Danish briquetting machine to make briquettes from agricultural waste.

<http://www.infodev.org/articles/allan-marega>

- ▶ Several collaborations with Germany/ Indian and Chinese companies

## c. Access to facilities

- ▶ 13 clients testing the commercial and technical viability of their innovations with National Research Institutes - KIRDI (10) and KARI (3)

4 clients provided with intellectual and property rights advisory services

20 clients using KCIC's office space fulltime

Consumer's Choice was able to successfully test the technical and commercial viability of their cleancook stove that uses bio-ethanol as fuel. Today the *Moto Safi* cook stove and *Moto Poa* gel are available in local supermarkets, and are also being sold through savings and credit cooperatives thanks to business advisory from KCIC. The *Moto Poa* gel is widely being used in Nairobi hotels for chaffing dishes.



[Keekonyoike  
View clip](#)



## d. Business Advisory

- ▶ KCIC provides clients with opportunities to capacity build the innovators to become entrepreneurs
- ▶ Mineral and Allied

[View clip](#)



## e. Lobbying for an enabling environment

- ▶ KCIC was involved in lobbying for tax exemption for solar products - Since June 2014, all imported solar products are now VAT-exempt
- ▶ KCIC biogas clients made submissions to the Kenya biogas standards
- ▶ KCIC together with clients has made submissions to the Kenya Water Bill (2014), Energy Policy and Bill (2014), the Climate Change Policy and Bill

# What are we learning?

- ▶ Innovators are not entrepreneurs and hence the need for the capacity building
- ▶ Local context is key to enhance the “switch”
- ▶ Balance between innovation and usability and scalability is key
- ▶ In developing countries proof of concept funding is needed to stimulate innovations
- ▶ There is need to provide an enabling environment for innovators.
- ▶ Matching will play a critical role in technology transfer.
- ▶ Financing for scaling the innovations is still a challenge



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