To help countries tap into this growing market opportunity, infoDev’s Climate Technology Program (CTP), within the World Bank Group’s Trade & Competitiveness Global Practice, helps local firms commercialize and scale the most innovative private sector solutions to climate change.

CTP achieves this through its Climate Business Innovation Network, in which local and global institutions work together to complement their offerings and provide a full suite of support activities to local firms.

The network provides global partners with country level insights and knowledge, access to local markets, and channels for crowding in public and private financing into climate innovation. At the country-level, small and growing businesses benefit from better financing, stronger support from local institutions, and better access to global knowledge and market connections.

With CTP support, the success of these growing clean-tech firms leads to emissions reduction and improved climate resiliency, while also enabling developing countries to capture greater value in the innovation value chain, build competitive sectors, and create jobs.
**GLOBAL PARTNERS**

**DIFFUSING BUSINESS MODELS**
We work with our network of partners to source, match, and support the implementation of proven clean-tech business models in new markets, de-risking innovation for entrepreneurs and investors alike.

**BUILDING LOCAL INSTITUTIONS**
We design, launch, and build the capacity of local institutions that enable the growth of clean-tech entrepreneurs. Through our network, we accelerate the exchange of best practices, facilitate partnerships, and deliver capacity building services at scale.

**CROWDING IN INVESTMENT**
We use novel financing mechanisms to crowd-in local and global sources of finance, while also testing and scaling novel financing mechanisms such as angel investing and crowdfunding.

**TESTING AND CAPTURING KNOWLEDGE**
We leverage our global reach and experience in pioneering new models to draw new lessons and insights on how to best support clean-tech entrepreneurs.

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**CTP GLOBAL NETWORK**

- **PRIVATE SECTOR**
- **FOUNDATIONS**
- **GLOBAL INVESTORS**
- **PUBLIC SECTOR**
- **GLOBAL INCUBATORS**

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**LOCAL PARTNERS**

- **CLIMATE INNOVATION CENTERS (CICs)**
- **EARLY STAGE FINANCE INSTITUTIONS**
- **GLOBAL INVESTORS**
- **PRIVATE SECTOR**
- **PUBLIC SECTOR**
- **GLOBAL INCUBATORS**

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**CTP VENTURE FACILITIES**

- **LOCAL PARTNERS**

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**SCALE UP**

- **START UP**

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**CLEAN TECH SECTOR GROWTH**

- **PRIVATE SECTOR**
- **GLOBAL INVESTORS**
- **GLOBAL INCUBATORS**
- **FOUNDATIONS**

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**GLOBAL PARTNERS**

- **GLOBAL INVESTORS**
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**CLEAN TECH SECTOR GROWTH**

- **PRIVATE SECTOR**
- **GLOBAL INVESTORS**
- **GLOBAL INCUBATORS**
- **FOUNDATIONS**

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In the local entrepreneurial ecosystems, we build, strengthen, and connect institutions that are key to the growth of clean-tech startups. Our climate innovation centers provide business advisory services, networking, and access to finance. Local universities generate talent and create linkages to local R&D efforts. Financial intermediaries channel funding to entrepreneurs with high growth potential.
THE POWER OF THE SUN

Farasha Systems is a fast-growing startup launched by Abderahman Kriouile, a young clean-tech entrepreneur from Morocco. With the support of the Morocco CIC and the Moroccan Agency for Solar Energy (MASEN), the firm is deploying solar power plant diagnostic solutions that can reduce operating and maintenance costs. In a country like Morocco, where solar power has great potential, clean-tech firms like Farasha Systems can significantly transform the local energy sector by making clean energy more affordable and accessible.

CLEAN ENERGY IN JAMAICA

In the Caribbean, the demand for cooking fuel and fragrant woods for smoking meat poses a significant threat to the environment and the local economy. Old forests are disappearing while the cultivation of high-value products like allspice is replaced by the production of cheap fuel for everyday cooking needs. To help address this challenge, the Caribbean CIC is supporting entrepreneur Shirley Lindo to develop and commercialize sustainable, high-energy briquettes made of castor oil by-product, dry maringa pods, and charcoal dust.

AN EARLY STAGE FUND FOR GREEN FIRMS

In Kenya, the lack of appropriate financing often prevents the growth of innovative clean-tech firms. Many promising early stage companies cannot find the investment needed to develop and scale their businesses. Start-ups in Kenya can usually obtain very small grants of up to $100,000 for ideation and incubation. More established companies, with a proven track record and ability to offer collateral, could likely secure approximately $2 million and up. To bridge this gap, CTP has partnered with the Kenya Climate Innovation Center to design and launch an early stage fund for emerging companies seeking investment from $100K - 1M. CTP and the Carbon Trust, a UK-based organization, brought their international experience to help structure this first-of-its-kind fund.

BUSINESS MODEL DIFFUSION

Many proven and scaled green business models found in other countries do not currently exist in the South African market due to information asymmetries and search costs. Foreign firms in particular have to invest considerable resources and time before they can find trusted local business partners. CTP has partnered with GreenCape—a special-purpose vehicle of the government—to launch a cross-border business matchmaking facility that creates market connections between local green businesses and international companies or organizations. Once a match is made, a deal, such as a joint venture, is facilitated. Other partners involved are the International Cleantech Network, WESGRO, and several international chambers of commerce. This pilot will be replicated in Kenya and other countries.

THE CARIBBEAN

In the Caribbean, the demand for cooking fuel and fragrant woods for smoking meat poses a significant threat to the environment and the local economy. Old forests are disappearing while the cultivation of high-value products like allspice is replaced by the production of cheap fuel for everyday cooking needs. To help address this challenge, the Caribbean CIC is supporting entrepreneur Shirley Lindo to develop and commercialize sustainable, high-energy briquettes made of castor oil by-product, dry maringa pods, and charcoal dust.
GLOBAL PARTNERS
UK’s Department for International Development
Australia’s Department of Foreign Affairs and Trade
Denmark’s Ministry of Foreign Affairs
Norway’s Ministry of Foreign Affairs
The Netherlands’ Ministry of Foreign Affairs
The Italian Ministry for the Environment, Land and Sea
Aspen Network of Development Entrepreneurs
Carbon Trust
Convergence
Dutch Good Growth Fund
Enclude
Global Impact Investing Network (GIIN)
Intellecap
IC2 Institute, The University of Texas at Austin
Los Angeles Cleantech Incubator (LACI)
Miller Center for Entrepreneurship
New Energy Nexus
Shell Foundation
1776

LOCAL PARTNERS
Embrapa, Brazil
Cleantech Arabia, Egypt
Egyptian National Cleaner Production Center, Egypt
Ethiopia Climate Innovation Center, Ethiopia
Ghana Climate Innovation Center, Ghana
Scientific Research Council, Jamaica
Caribbean Climate Innovation Center, Jamaica and Trinidad
Growth Africa, Kenya
Kenya Climate Innovation Center, Kenya
Kenya Climate Ventures, Kenya
SME Development Institute, Malawi
Renewable Energies Industries Association of Malawi
Banque Nationale de Mauritanie, Mauritania
Jeune Chambre de Commerce, Mauritania
Union Nationale du Patronat Mauritanien, Mauritania
Morocco Climate Innovation Center, Morocco
Moroccan Agency for Sustainable Energy, Morocco
Bertha Center for Social Entrepreneurship, South Africa
GreenCape, South Africa
South Africa Climate Innovation Center, South Africa
World Wildlife Fund, South Africa
Caribbean Industrial Research Institute, Trinidad
Vietnam Climate Innovation Center, Vietnam
National Agency for Technology Entrepreneurship and Commercialization Development, Vietnam

Photo: Jutta Benzenberg/World Bank