



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



SUSTAINABLE DEVELOPMENT GOAL 9  
INDUSTRY, INNOVATION AND INFRASTRUCTURE



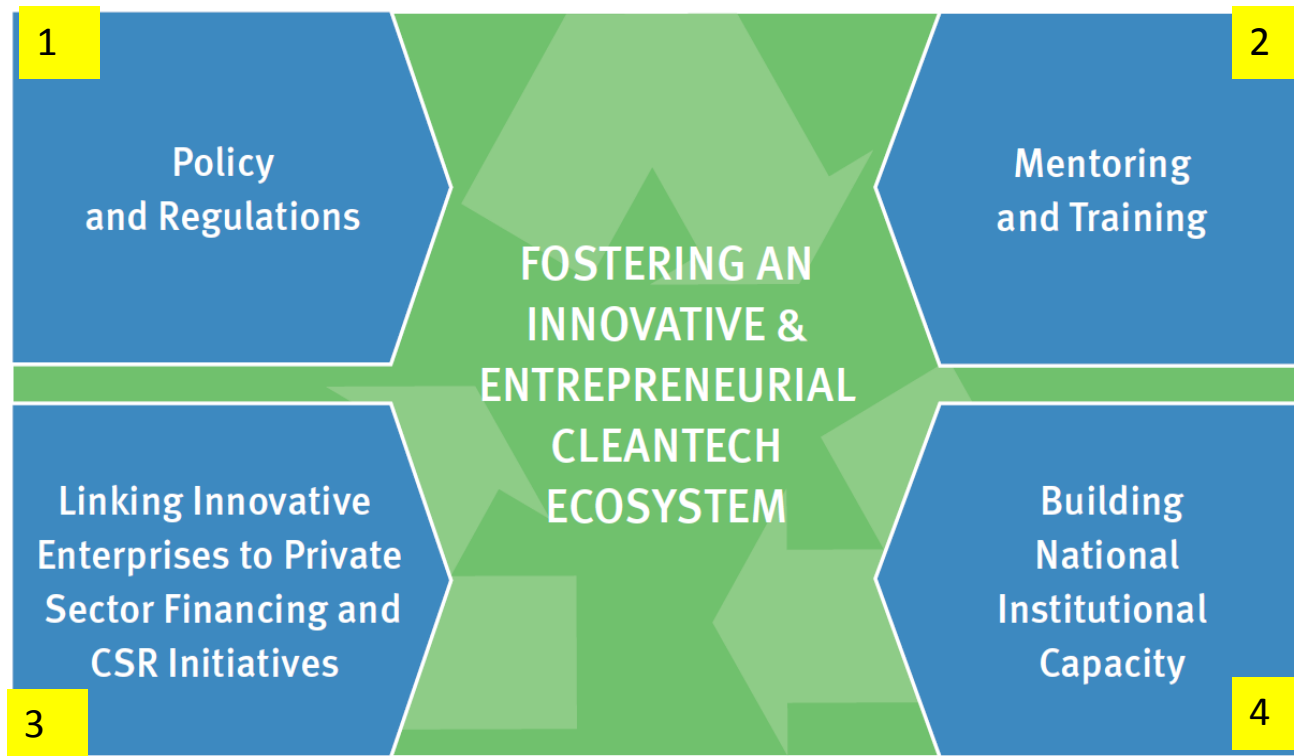
## Global Cleantech Innovation Programme (GCIP)

*Fostering cleantech innovation and entrepreneurship ecosystems*



# G-CIP Ecosystem Approach

Catalyze the formation and connectivity of Innovation and Entrepreneurship Ecosystem Players

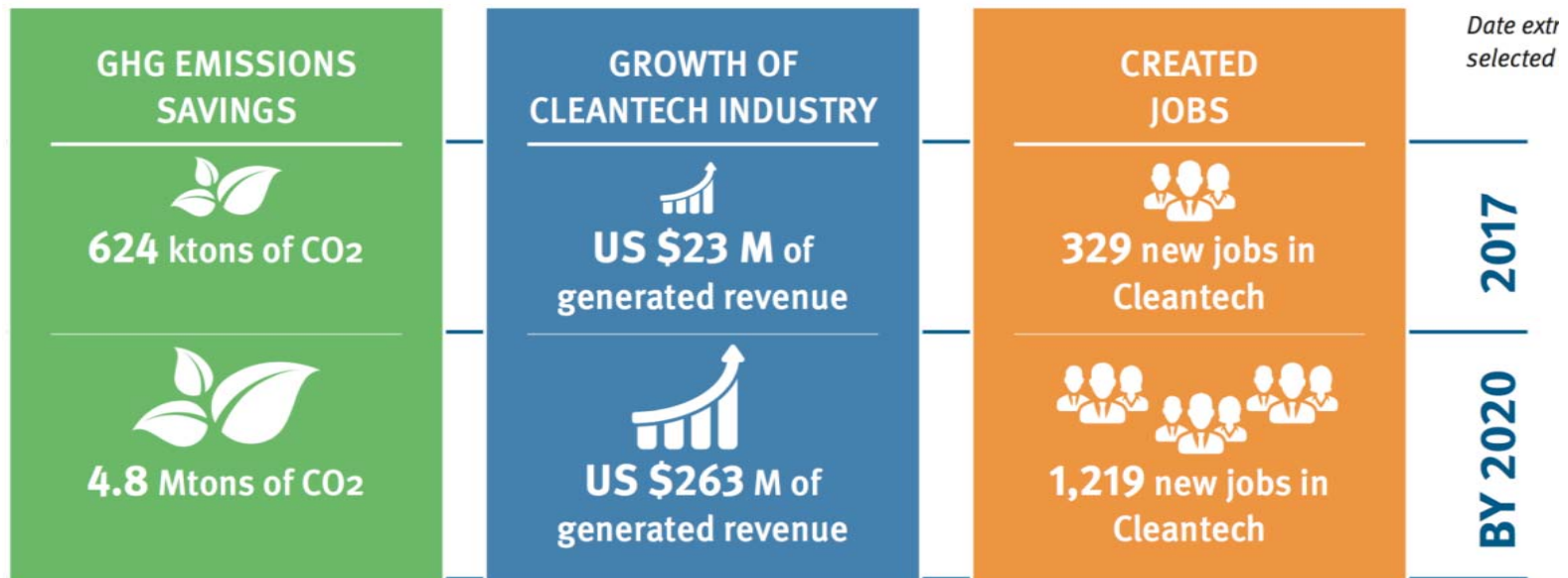


**India, Pakistan,  
Armenia,  
Thailand,  
Malaysia,  
Turkey,  
Morocco,  
South Africa,  
+ Ukraine**



## 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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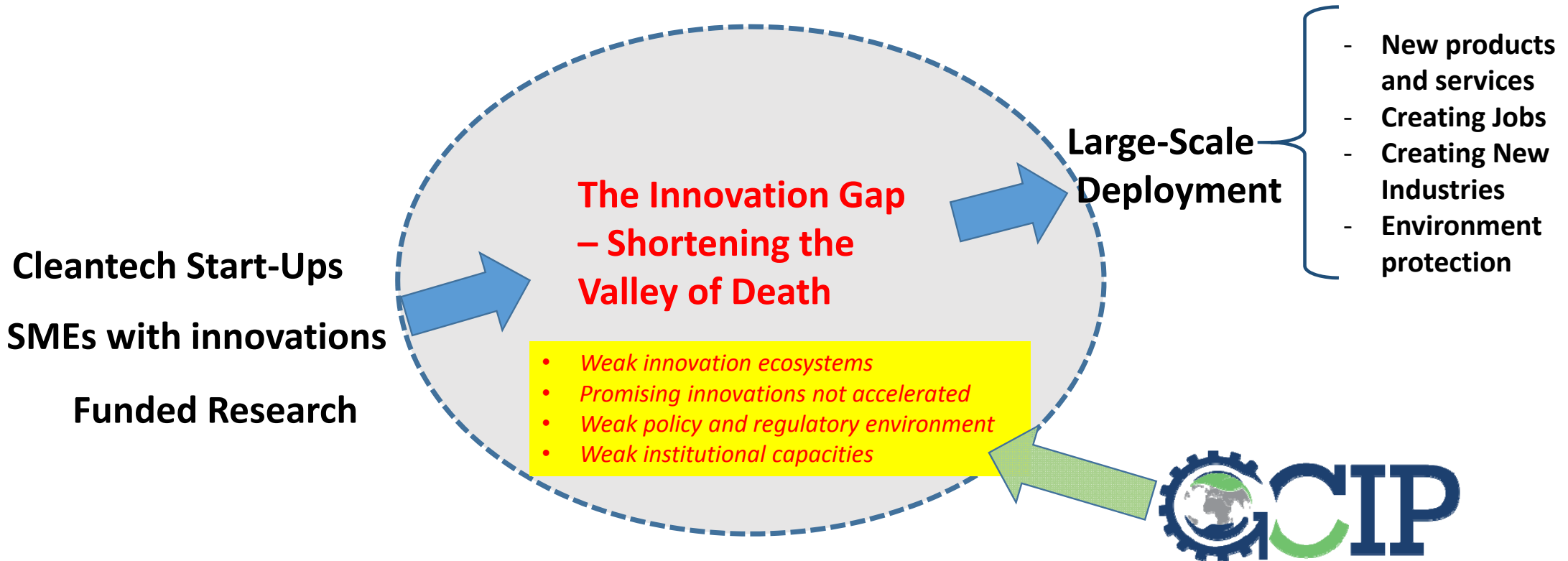
**THANK YOU!**

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# Addressing the Innovation Gap in Clean Technologies

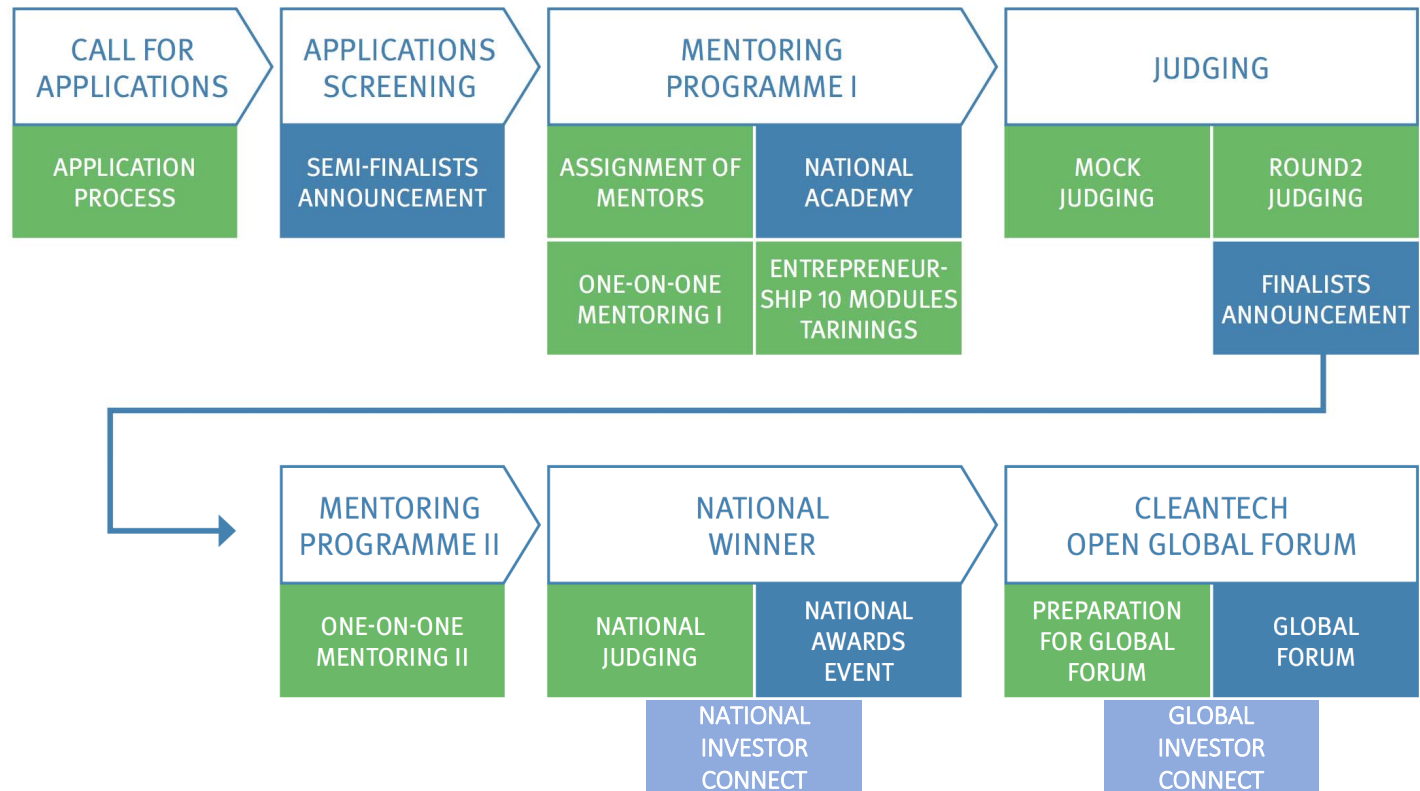




# G-CIP Accelerator: The Process



INNOVATIVE  
TECHNOLOGY  
SOLUTIONS



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





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## Example Alumni: Climate Change Mitigation



**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**





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## 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**

INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



### 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**





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## 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

