



P4G contributes to green and inclusive growth in low- and middle-income countries by helping early-stage businesses become investment ready and supporting country climate transitions in food, water and energy systems.

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Dear Colleague,

Across emerging markets and developing economies, climate startups are testing the technologies, services and business models needed to cut emissions, build resilience and create new economic opportunities. But while these ventures are often faster, leaner and more locally adaptive than larger companies, many face steep barriers on the path from promising idea to scalable impact.

Our colleagues Esther Sekyoung Choi, Anderson Lee, Sheila Teta Carina and Robyn McGuckin tackle this challenge in their last technical perspective, “[Climate Startups Can Power a Green Transition. But They Need a Different Playbook](#),” arguing that climate startups can be powerful engines of green growth, but only if the systems around them evolve. The article makes the case for more coordinated support across the startup journey, from early-stage grants and technical assistance to policy alignment, investment readiness and stronger connections among entrepreneurs, investors, governments and ecosystem enablers.

Small and medium-sized enterprises make up a major share of businesses and employment globally, which means climate entrepreneurship can play an outsized role in shaping low-carbon markets, creating jobs and advancing resilience. Yet startup failure rates remain high, and promising ventures in emerging markets often struggle to access the right mix of concessional capital, commercial funding, technical support, market access and enabling policy conditions.

This is the gap P4G is designed to help fill. By pairing early-stage climate businesses with grants, technical assistance, investor preparation, market linkages and policy support, P4G helps startups strengthen their business models, demonstrate impact and move closer to investment readiness.

Our “Pioneering Green Partnerships” section below highlights several major wins our startups have achieved recently, reinforcing the perspective’s central message: climate startups need

more than capital alone. They need enabling partnerships, hands-on preparation and ecosystem models designed for the realities of emerging markets.

P4G's work sits at this intersection, connecting entrepreneurs with the support, networks and credibility required to turn climate innovation into investable, scalable impact.

Read [the full technical perspective](#) to learn how new ecosystem models can help climate startups in emerging markets scale solutions that support greener, more resilient economies.

Sincerely,



The Investment Team

Pioneering Green Partnerships



Sun Run – Sustainable Transport Africa

[Sun Run – Sustainable Transport Africa](#)

E-Safiri signed a Memorandum of Understanding with Okok Green Fingers in Gita, formalizing a partnership that began after its first visit last year. Together, the organizations will integrate renewable energy solutions into Okok Green Fingers' agricultural activities in Kenya, strengthening the sustainability and resilience of its operations. The group has long supported smallholder farmers in the Gita community by building their skills to manage sustainable agriculture projects.

[Learn more.](#)



Zimi Charge – Sustainability Institute

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Zimi has secured a ZAR 50 million (~ US \$3.08 million) investment led by the Development Bank of Southern Africa (DBSA), with participation from Keyo Ventures and angel investors, to accelerate the rollout of its end-to-end electric mobility ecosystem for commercial fleets. The funding will enable the South African startup to expand its charging infrastructure, solar and energy management solutions. It will also allow Zimi to offer flexible financing options to help businesses transition from diesel to electric vehicles. Over the next 18 months, Zimi aims to deploy 200 commercial fleet charging stations and 2,000 EVs, supporting South Africa's shift toward lower-carbon, cost-effective transport solutions. [Learn more.](#)



[Crustea – su-re.co](#)

Crustea Indonesia's founder and CEO Roikhanatun Nafi'ah won first place at the 13th World Bank Group Youth Summit in Washington, D.C., after being selected from more than 1,000 participants across 170

countries. The recognition highlights how locally rooted solutions can drive global impact. Crustea's AIoT-powered aquaculture ecosystem combines solar-powered Eco-Aerators, solar energy systems and EBII Smart Water Quality Monitoring & Control to help shrimp farmers monitor water quality in real time, automate oxygen management, reduce energy use and improve productivity. To date, Crustea has supported more than 1,000 aquaculture farmers, doubled farm productivity, and cut operational costs by up to 80%, showing how farmer-centered technology can shape the future of sustainable aquaculture. [Learn more.](#)



BIKI – FoodCycle Indonesia

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BIKI was recognized with the International Innovator Prize (Global Innovator Prize) at NextRise 2026, Asia's leading startup fair co-hosted by the Korea International Trade Association (KITA) and Korea Development Bank (KDB) in Seoul. The award recognizes BIKI as one of 14 outstanding international startups selected for its innovation and global growth potential. The recognition places BIKI among a distinguished group of startups developing breakthrough technologies across agrifood, AI, logistics, clean technology and advanced manufacturing, highlighting its leadership in advancing sustainable food systems. [Learn more.](#)

Resources

[The Roadmap to \\$1.3 Trillion in Climate Finance Will Rely on Building Coalitions](#)

[Retired EV Batteries Can Play a Vital Role in Making Clean Energy More Affordable and Accessible](#)

[The New Climate Playbook: Cities and National Governments Working Together](#)

[How Might a 'Super El Niño' Affect Food, Forests and Water?](#)



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