Pioneering Green Partnerships, Investing in Impact

P4G: A Platform Strengthening Climate Entrepreneurship and Accelerating Country Climate Transitions

About P4G

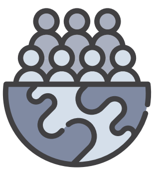
P4G helps early-stage climate startups in emerging markets and developing economies (EMDEs) become investment ready and partners them with national level public-private platforms to help navigate the marketplace. Through this approach, P4G strengthens market systems for climate entrepreneurs and accelerates just and resilient country economic transitions.

P4G's members are committed to advancing breakthrough solutions to achieve the Sustainable Development Goals and Paris Agreement commitments and are focused on poverty reduction and gender equity goals in climate-smart agriculture, clean energy and water resilience sectors.

Hosted by World Resources Institute and funded by Denmark, the Netherlands and the Republic of Korea, P4G accelerates partnerships in Colombia, Ethiopia, Indonesia, Kenya, South Africa and Vietnam.

P4G Portfolio Impact

OVER $300 MILLION
total commercial and concessional investment **realized by P4G startups**



OVER 1.8 MILLION
individuals positively affected and **over 14,589 jobs created** across member countries*

93% OF CURRENT PORTFOLIO
complying with **Gender 2X** criteria

*Inclusive of direct and indirect beneficiaries, fulltime and parttime jobs

The P4G Approach

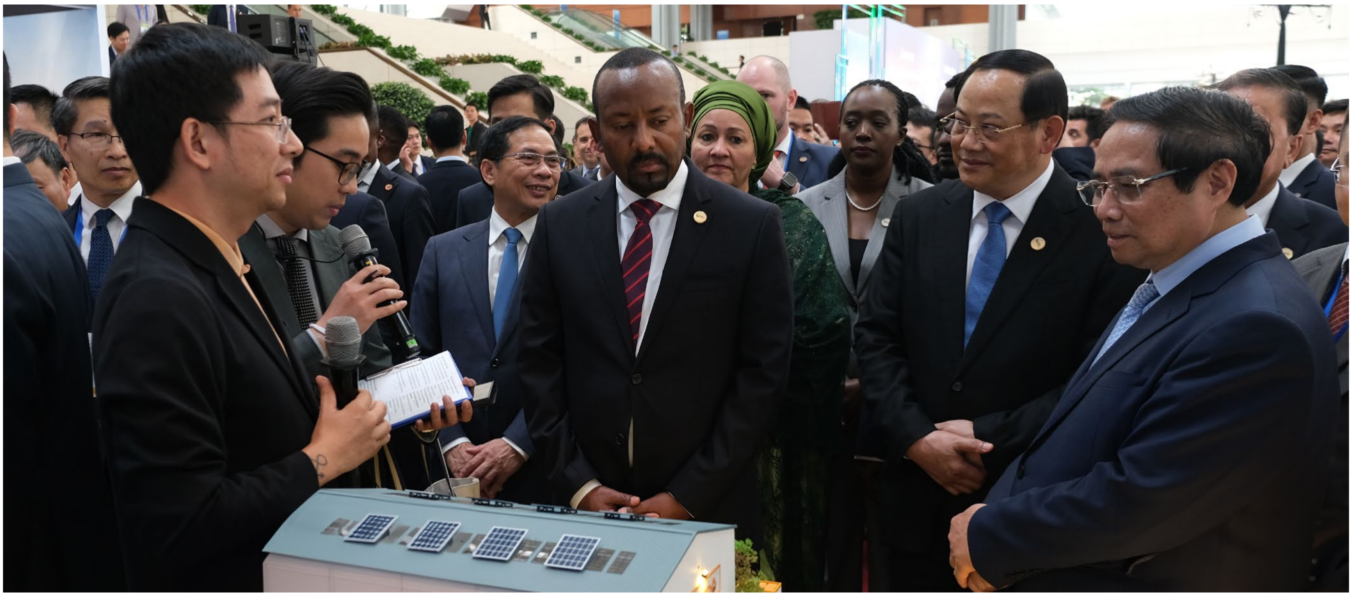
Investment readiness: P4G's climate startups are EMDE-domiciled micro-, small, medium-sized enterprises (MSMEs) who are nearing commercial readiness and conducting their market proofs. They must be partnered with at least one nonprofit and can include additional technical specialists to help with Environmental, Social, Governance (ESG) proofs, customer understanding and outreach, and analyzing legal and regulatory challenges or other barriers. Together, they apply for P4G grant funding, technical assistance and network support to help the business become investment ready. The P4G team provides technical assistance that includes due diligence and gap analysis of the business model, stakeholder events, business matchmaking sessions and communications.

National Platforms: P4G's multi-stakeholder National Platforms work alongside our startup partnerships to better understand the marketplace based on real-world insights, and provide connections with relevant authorities who can support the enabling policy or regulatory improvement. Established in all P4G country partners, National Platforms comprise public sector leaders and the leading trade and industrial associations.

Research and knowledge: Analysis and insights into our climate startup market proofs provide essential learnings to inform both domestic and global public policy makers who are seeking to incentivize investment in that sector across their economy. Through communications, knowledge products, publications, in-country events and biennial P4G Summits, we reach key stakeholders in the public and private sector who can help accelerate our partnerships. We share our learning so others can replicate the success of our early-stage businesses.

The P4G Summit

The P4G Summit is a global moment to showcase P4G startup partnerships and National Platforms, facilitate a learning exchange on solutions for in-country transitions, and engage high-level stakeholders who can use P4G's approach to enable green growth. The 2018 Copenhagen Summit and 2021 Seoul Summit united world leaders and heads of international organizations to progress bold climate action to meet global commitments. The 2023 P4G Bogota Summit accelerated the deployment of climate finance in EMDE countries to advance a just transition to a net zero future. The 2025 P4G Vietnam Summit shared insights and advanced strategies that supported climate entrepreneurship. Ethiopia will host the 2027 P4G Summit.



HOST AND FUNDERS

WORLD RESOURCES INSTITUTE

MINISTRY OF FOREIGN AFFAIRS OF DENMARK

Ministry of Foreign Affairs of the Netherlands

Ministry of Foreign Affairs Republic of Korea

Illustrative Startup Portfolio

Food: Climate Smart Agriculture and Food Loss and Waste Reduction

- **KardiaNuts (Colombia):** Sustainable cashew value chain using regenerative practices in the once barren Vichada region.
- **Residua Biocircular (Colombia):** Insect-based animal protein for pet food and biofertilizer.
- **African Bamboo (Ethiopia):** Deep tech Ethiopian-Dutch startup pioneering fiber-based construction materials.
- **BIKI (Indonesia):** Certified edible coating technology solution that extends the shelf life of produce, offers traceability systems and establishes food donation points for unsold food.
- **MYCL (Indonesia):** Eco-friendly biomaterials using mycelium technology to create sustainable alternatives for fashion, packaging and construction.
- **WasteX (Indonesia):** End-to-end proprietary biochar solution repurposing crop waste, improving soil health with biochar applications, and generating carbon credits.
- **agriBORA (Kenya):** Warehouse Receipt System that allows farmers to turn harvests into collateral and functions as a gateway to finance high-quality inputs for the next growing season.
- **Irri Hub Ke (Kenya):** Customizable solar-powered irrigation packs for smallholder farmers that include affordable starter packs, training and market linkages.
- **Shamba Pride (Kenya):** Network of digital shops and dealers to help farmers access high-quality climate smart inputs, tools and market linkages.
- **AgriLogiq (South Africa):** Integrated and automated greenhouse farming system with predictive AI for year-round farming and built around asset-light proprietary software and hardware.

Energy: Renewable Energy and Electric Mobility

- **BATx (Colombia):** Cost effective solution to repurpose prematurely discarded lithium-ion batteries for use by the electric vehicle sector and grid applications.
- **BasiGo (Kenya):** Electric fleet transition model for public transport with integrated e-bus sourcing, charging and service infrastructure and Pay-as-you-Drive financing.
- **Mobius (South Africa):** Proprietary electric refrigeration inverter system that uses battery and solar technology for commercial transport vehicles.
- **STROOM (South Africa):** Woman-led designer and manufacturer of cargo electric bikes for last mile delivery.
- **Alterno (Vietnam):** Sand-based thermal battery for agricultural and industrial applications.
- **E-BOOST (Vietnam):** Smart and brand-agnostic electric vehicle charging network integrated with mobile technology for tracking and payments.
- **ReFeed (Vietnam):** Technology-driven used cooking oil collection network for sustainable aviation fuel production.
- **Stride (Vietnam):** Solar products with affordable installation plans including low upfront costs, quick pre-approval, complimentary insurance and quality assurance checks.

Our Growth Strategy

Since 2018, Partnering for Green Growth and the Global Goals 2030 (P4G) has supported more than 90 startups across six emerging market and developing economies (EMDEs) – Colombia, Ethiopia, Indonesia, Kenya, South Africa and Vietnam – achieving a 5:1 commercial capital crowd-in ratio. P4G works with National Platforms (NPs) comprising high-level public-private representatives in each country who help facilitate enabling market environments for the startups. P4G's next phase (2027–2032) will scale this model, transitioning from a grants-based program to commercial investment through a blended finance facility.

This strategy is the result of a yearlong consultation process with our NPs and climate startup ecosystem stakeholders, producing growth visions for the growth of this sector in each of our six EMDE countries. In parallel, P4G partnered with Baringa Partners, a management consulting firm, on a feasibility study and initial facility design, incorporating feedback from 20+ commercial investors, multilateral institutions, DFIs and philanthropies.

The Fund and Technical Assistance Facility (TAF)

P4G's next phase will be anchored by a US $150 million Fund and TAF with three goals:

1. Support 300 climate startups across the nine existing member countries (six EMDEs and three funder countries) with investment readiness;
2. Deepen NP engagement to help climate businesses, strengthen domestic startup ecosystems and promote trade and investment opportunities; and
3. Advance research and knowledge mobilization to improve transparency, track performance and enhance understanding of startups as an asset class.

The structure consists of a US $120 million blended finance fund and a US $30 million TAF. The fund will target the critical seed-to-Series A transition stage, where EMDE climate startups face acute financing constraints due to limited domestic capital, high perceived risk and a lack of tailored instruments. It will deploy a mix of concessional and commercial debt and equity.

The Fund and TAF will serve the six core EMDEs, with links to startup ecosystems in P4G's high-income funder countries (Denmark, the Netherlands and the Republic of Korea). Additional member countries may be added as funding allows. Sector focus spans adaptation and mitigation solutions – including food loss and waste, climate-smart agriculture, renewable energy, zero emissions mobility, water resilience and circular economy – with poverty reduction and gender equity serving as cross-cutting goals.

Contact us

P4Gpartnerships.org

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