



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,

Earlier this month, we had the opportunity to see the power of connection in action as Deputy Minister Narend Singh of South Africa's Department of Forestry, Fisheries and the Environment (DFFE) visited two P4G-supported climate startups: Kaloola and Ikhala Impact.

At [Kaloola](#), the delegation saw its waterless mobile sanitation model operating in Kenville, eThekweni Municipality. The user-paid service is already serving approximately 200 customers, with a waiting list of more than 300 households, demonstrating both community demand and the potential for a revenue-generating approach to improving sanitation access. The model also creates local employment, with the operational workforce predominantly recruited from the communities where the service is delivered.

At [Ikhala](#) Impact, they observed the startup's Ring of Fire kiln technology in operation, alongside its digital Measurement, Reporting and Verification (d-MRV) platform for tracking emissions reductions. The decentralized biochar system demonstrates how relatively simple, accessible technology can support productive biomass management and climate mitigation, with potential applications for farmers, community organizations and other biomass-producing sectors.

Kaloola's waterless mobile sanitation service and Ikhala Impact's decentralized biochar production model each address urgent climate and development challenges in ways that are locally grounded, commercially focused and responsive to community needs. These are precisely the kinds of solutions that emerging markets and developing economies need: practical innovations that improve lives, reduce emissions, create local jobs, and open pathways for more resilient green growth.

For P4G, the significance of this visit extends beyond the individual startups. It is an excellent example of how our National Platforms help create the enabling environment climate businesses need to thrive. Startups often require more than grant funding or technical

assistance; they also need visibility with decisionmakers, stronger market linkages, policy and regulatory alignment, trusted partnerships and access to follow-on investment. National Platforms are designed to help unlock these conditions by connecting entrepreneurs with the public and private actors who can help remove barriers and accelerate adoption.

Seeing these technologies in action also changes the quality of the conversation. When government leaders, municipal representatives and ecosystem partners can observe how a solution works, ask practical questions and understand the operational realities on the ground, they are better positioned to support policy improvements, market access and institutional pathways for scale. This kind of engagement is central to P4G's approach in South Africa and across the countries where we work.

As I reflect on the visit, I am reminded that building a thriving climate startup ecosystem is ultimately about building bridges between innovators and policymakers, and between promising ideas and the investment and institutional support needed to take them further.

That is the work of P4G's National Platforms, and visits like this show what that work can look like in practice. When we create the right conditions, promising climate solutions do more than survive, they have a better chance to thrive, scale and deliver lasting impact.

Sincerely,



Etienne Basson
P4G National Platform Liaison, South Africa

Pioneering Green Partnerships



Kaloola – BORDA

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Kaloola's policy brief highlights how container-based sanitation (CBS) can provide a safe, water-efficient and rapidly deployable sanitation solution for dense, informal and flood-prone communities where conventional infrastructure is difficult or costly to deliver. While South Africa already has a strong policy and standards foundation that can enable CBS, gaps in municipal by-laws, permitting, procurement and certification continue to constrain wider uptake. The brief calls for CBS to be formally recognized as a regulated utility service, with standardized technical requirements, clearer municipal processes, appropriate financing mechanisms and stronger treatment and resource-recovery systems, helping create the enabling environment needed for solutions like Kaloola to move from promising innovation to scalable sanitation service. [Learn more.](#)



Zimi Charge – Sustainability Institute

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Zimi is helping accelerate fleet decarbonization in South Africa by offering an integrated, end-to-end EV solution that combines electric vehicles, charging infrastructure, energy and fleet management software, alongside flexible leasing and maintenance options. By addressing key barriers such as high upfront costs, operational complexity and limited EV expertise, Zimi makes fleet electrification more practical, affordable and scalable for businesses. The case study highlights how this turnkey approach can reduce adoption risks, support corporate net-zero goals and contribute to the growth of South Africa's emerging EV ecosystem. [Learn more.](#)



The Ikhala Impact – Greater Stellenbosch Trust

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Ikhala Impact is conducting early-stage trials using biochar in slurry dams to capture nitrogen that would otherwise be released into the atmosphere through ammonia volatilization. By retaining more nitrogen in the system, farmers can apply a slurry-biochar mix to pasture lands as a more productive soil amendment, supporting improved soil health, stronger nutrient retention, reduced runoff and nutrient losses, increased farm productivity and greater circularity across farm operations. With an average carbon content of approximately 85%, Ikhala Impact's biochar has promising applications that are still being explored, and these trials demonstrate how farmers can use biochar creatively to improve environmental outcomes while strengthening the productivity and resilience of their operations.

[Learn more.](#)



AgriLogiq – Savant Foundry NPC

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AgriLogiq has partnered with NEC XON, a South African information and communications technology company, to help modernize nursery and protected-farming operations across Africa. By combining AgriLogiq's integrated control, sensing and analytics platform with NEC XON's digital infrastructure, energy and connectivity capabilities, the startup aims to make farming systems more resilient, data-driven and resource-efficient, helping commercial growers reduce input costs, improve productivity and manage climate, irrigation and fertigation systems more reliably. [Learn more.](#)

Resources

[Climate Startups Can Power a Green Transition. But They Need a Different Playbook](#)

[The Best Defense Against 'Natural' Disasters Is Nature Itself](#)

[It's Not Enough to Electrify More. We Must Electrify Better.](#)



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