

Colombia



Organization: Cleantech Hub

Location: Colombia

Solution: Supports green entrepreneurs and scale-ups, refining business concepts and preparing them for market and investment readiness

Factsheet Period: First round of UNDP AFCIA funding (18 months)



Fluvia startups helps research institutes and universities in mapping data collected from waterways @CleantechHub

Nine out of 10 small and medium-sized enterprises (SMEs) in Latin America that seek credit are lack viable options and cleantech businesses can make a relevant change in the climate action agenda. Cleantech hub is inspiring and mobilizing green entrepreneurship through comprehensive programmes in cleantech ideation, incubation, acceleration and innovation. By empowering local entrepreneurs, startups and SMEs to create climate adaptation solutions and prepare their concepts for market and investment, Cleantech Hub contributes to building resilient communities. Through collaboration with international partners, the initiative is expanding this model across Latin America and the Caribbean.



Key achievements

- Produced 10 investment-ready climate companies under ClimAccelerator and submitted tenders for all
- Created access to US\$42.9 million in capital for eight out of ten startups in 2023, continuing to fundraise for 15+ companies
- Incubated 50 climate entrepreneurs under Climate Launchpad from 300+ applicants
- Activated paid and non-paid social media with 500,000+ views
- Upskilled 100+ UniAndinos students with masterclasses and “climathons”
- Established formal partnerships with Global Ecosystem-based Adaptation (EbA), International Climate Initiative (IKI) IDB Lab, GIZ, US Coalition for Climate Entrepreneurship (CCE) and others



Social impact

- Developed gender mainstreaming programme with Climate-KIC and Irish Aid to integrate gender lens
- Providing gender-equal climate entrepreneurial training for women entrepreneurs





Adaptation benefits

- Pioneering Colombian climate tech ecosystem with universities, municipal governments and chambers of commerce
- Increasing entrepreneurial capacity of climate adaptation projects
- Activating local coastal communities on water and waste management activities

Innovation

- Only entrepreneur-support organization in Latin America with climate focus overseeing the full life cycle of a startup
- Helping entrepreneurs to validate their product, understand market, and communicate their climate impact
- Developing pipeline of investment-ready green innovation projects

Replication potential

- Experiencing steep increase in requests for proposals and new partnerships, with 10 ongoing tenders collectively valued at \$1 million+
- New partnerships with Latin American universities will scale Cleantech Hub approach and ongoing programmes, while diversifying income stream
- Opportunities to tackle and fund specific adaptation projects like waste and water management, and energy transition

Funding snapshot

- UNDP-AFCIA grant: \$170,000 (first grant: \$60,000; scaling grant: \$110,000- under implementation- data still unavailable)
- Non-UNDP: \$150,000
- Funding instruments: grants: 99%, loans/debt/ equity: 1 %

Investability	
Revenue per year	\$250,000 from commissions, partnerships and grant administration
Sustaining criteria	\$260,000. Cleantech Hub operates via a subscription model (\$5,000 per member), and provides additional chargeable services
Financial innovation	Diversified access to capital through direct revenue streams, grants and funding, venture capital and future licensing of intellectual property of startups
Expected return	Expected Return on Investment (Equity): 8 % annually after seven years payout