KIC is an intermediary provider of advisory services, financing access to facilities, and enabling environment to support businesses in the clean energy sector. KIC was established in January 2015.

**Governance:** Board of governors – 9 members from consortium, private sector & government.

**Delivery Areas:**
- Advisory services
- Financing
- Access to facilities
- Enabling Environment

**Funding Sources:**
- Ministry of Foreign Affairs of Denmark
- UKaid
- Department for International Development
- The World Bank
- Autodesk Foundation
- The Lemelson Foundation

**Thematic Areas:**
- Renewable Energy
- Agribusiness
- Water
- Waste Management
- Commercial Forestry
Examples of opportunities for financing

**Energy**
- Ethanol cookstoves
- Energy efficiency
- Solar roofing tiles

**Energy-Ag Nexus**
- Solar irrigation systems

**Agriculture**
- Bio pesticides production
- Organic FMCG
COVID-19 Business Impact

**Highlights**

- COVID-19 Impact enumeration conducted on 120 KCIC clients, the portfolio impact risk matrix overview shows that business impact for 39% of the clients have been categorized as High, 28% as medium and 30% as low.

**Cited concerns and risks**

- Cashflow constraints
- Social distancing affecting employee productivity and normal sales process
- Delays in shipping and logistics
- Retaining workforce
- Suspension or disruption of customer’s ability to buy or procure services
- Constraints in meeting supply chain obligations
- Mental well being

**Response**

- Virtual and mobile advisory support.
- Provision of resilience and reform mentorship support.
- Develop an Emergency financing mechanism to overcome the cash flow challenges
- Host monthly webinars
- Extension of incubation/acceleration period to achieve goals set in the work plans
- Flexible repayment terms
- Counselling support
Enabling Green SMEs - Support and Financing

**Finance**
- Risk Capital Fund
  - Proof of Concept
  - Early Stage Financing Facility
  - Climate venture Facility
- Investment Facilitation
  - Syndication
  - Working capital & consumer finance facilitation

**Advisory Services**
- Business Training
  - Financial, Tax & investment
  - Seminars and Events
  - Marketing, strategy, HR
- Technical Training
  - Product design & development courses
- Advisory Service
  - Packaged services
  - Mentorship

**Enabling Environment**
- Policy Support
  - Advice & advocacy
- International Collaboration
  - CIC Network
  - Matching services
- Regional outreach and visibility
  - Partnerships
  - Awards & Competitions
  - Conference & Event

**Access to Information**
- Market Information
  - Market Intelligence
  - Sector trend analysis
- Competitive Landscape
- Technology Information
  - Tech quality & performance data
  - Database

**Access to Facilities**
- In-sourced
  - Office & networking space
  - IPR support
- Outsourced
  - Testing and demo
  - Product design and adaptation
  - Prototyping

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Kenya Climate Innovation Center
Innovative Finance - Stage of Business and Financing

**Stage of Company**

- **Established** (Sustained positive cash flow and business is viable)
  - Corporate (Strong sales/revenue and stable cash flows)

- **Early Stage** [VCs, Growth funds, etc.]
  - Impact Funds (KCV)

- **Later Stage** [PE/Growth Funds, Factoring, Leasing, Bank funding, etc.]

- **Startup Capital** [Angels, VC firms – series A, risk capital, etc.]

- **Proof of Concept**

- **Financial Stage**
  - **Innovation Stage**
    - **Proof of Concept**
      - POC
      - Incubation
      - Acceleration
    - **Concept/Product Development**
    - **Market Entry**
      - Pre-revenue/some initial revenues, basic business model, but needs work. Inadequate/inappropriate capital
    - **Initial Revenue/Growth**
      - (Proven product, revenue path, poor cash flows)

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MINISTRY OF FOREIGN AFFAIRS OF DENMARK

Funded by the European Union
Reducing water usage in arid areas and increasing farm yield and quality

Flexible and affordable biogas digesters with superior performance for cooking and fertilizing

Case Studies from Kenya
THANK YOU