CLIMATE COLLECTIVE

IMPACT REPORT

Climate Collective Foundation

2016-2025

Table of Contents

01 Message from Leadership

02 About Us

03 The Climate Tech Startup Ecosystem Orchestration Model

04 Our Theory of Change

05 Our Impact

06 Startup Case Studies

07 Funder Testimonials

08 New Initiatives in 2025

09 Way Forward

10 Appendix

01

Message from Leadership

Message from Leadership

Since our inception in 2016, Climate Collective Foundation has embarked on a transformative journey. Founded by pioneers in cleantech solar and wind power development, we ventured into the non-profit arena with a singular vision: to support early-stage climate technology startups. Over the past years, we have successfully run 102 market accelerators and service programs, supporting 1532 climate tech startups across diverse geographies, including South Asia, Southeast Asia, the Middle East, and Africa*. Our dedicated team of nearly 60 members has been instrumental in fostering this growth, helping to develop a robust ecosystem that supports innovation and sustainability.

Way back in 2016, the landscape of climate technology was nascent. Given the absence of a well-established landscape, we undertook much of the foundational ecosystem-building work. Today, we are thrilled to see the climate tech startup ecosystem growing into a sunrise sector that serves as a catalyst for employment growth and large-scale climate impact.

We chose to focus on startups as they are inherently more risk-taking, resilient, and capable of achieving faster commercialization. As such, they are an indispensable tool to fight climate change.

The startup ecosystem is now witnessing substantial investor interest, leading to a large capital inflow that supports the development and deployment of impactful climate solutions.

**As technical partners for regions beyond India*

Our growth is a testament to the impact of our work, supported by our valued funders - whether they be foundations, development agencies, CSR, etc. Each of our programs is designed with a specific purpose, and all are funded through the generous contributions of our partners. Notably, our Women in Climate Entrepreneurship program ensures diversity in the startup ecosystem, while Mosambi, our open-access tech platform, increases support to more regions, creating a more inclusive ecosystem. Additionally, our industry decarbonisation platforms - ElectronVibe and Climate Challenges - and capital fundraising stack ensure that our climate tech startups have the resources and access necessary to scale their impact.

The growth of our initiatives is not just about numbers; they represent a significant impact on the climate technology landscape. Today, we take immense pride in the strides we've made and the community we've built. As we look to the future, our commitment to nurturing climate tech innovation in the Global South remains unwavering, with the belief that our efforts today will lead to a more sustainable and resilient tomorrow.

Pratap Raju
Founding Partner,
Climate Collective

Nalin Agarwal
Founding Partner,
Climate Collective

Jui Joshi
Senior Partner,
Climate Collective

Our Impact at a Glance

102
Startup cohorts accelerated

1234
Startups accelerated

410
Of which, women-led

106
Accelerator portfolio startups

Have raised a cumulative of

~USD 235Mn

592
Investors onboarded

338
Institutional investors across South Asia, Africa and Middle East

254
Angels in South Asia

16
Cohorts run for entrepreneurship development

298
Startups supported through value-added services

41
Of which, women-led

30K+
Members in our community

982
Aspiring entrepreneurs supported

701
Of which, women entrepreneurs

215
Corporates in our network

Our Journey to Date

2016

- India's first **Solar Hackathon** conducted

2017

- *6 startups supported; 2 are women-led*
- *Key funder: EIT Climate-KIC*

- **Climate Launchpad** accelerator runs in Maharashtra

2018

- *53 startups supported; 10 are women-led*
- *Key funder: EIT Climate-KIC*

- **Climate Launchpad** runs in 5 Indian states and expands beyond India to Sri Lanka

2019

- *274 startups supported; 63 are women-led*
- *Key funders: DST (GOI), EIT Climate-KIC, Kerala Startup Mission*

- **Women in Climate Entrepreneurship** initiative launched focusing on gender inclusivity
- **Climate Launchpad** expands to pan-India

2020

- *437 startups supported 127 are women-led*
- *Key funders: EIT Climate-KIC, SecondMuse Foundation, SED Fund, The Incubation Network*

- Launch of **Electron Vibe** - A deployment program for energy startups with electric utilities
- CCF conducts its first flagship event **Climate Startup Week**, for the growing community

2021

- *736 startups supported; 223 are women-led*
- *Key funders: Australian Aid, Cummins India Foundation, Good Energies Foundation, HDFC Bank CSR, MoEFCC, SecondMuse Foundation, SED Fund, Wipro Foundation*

- CCF offers ecosystem service **Climate Jobs Fair** to cater to green jobs for youth in partnership with UNICEF & UNDP
- **Climate Runway** accelerator for adaptation and resilience (A&R) supports 7 startups, in partnership with Climate KIC, supported by CDC group
- **Climate Tech Investment Network (CTIN)** set up
- **Climate Seeds Fund** launched for seed and pre-Series A stage investments in promising climate tech startups
- **Climate Ready for Students,** a pre-accelerator for students launched and supported by Wipro
- Grant funding platform "**Climate Pitch**" launched for early-stage climate tech startups
- **Climate Tech Investment Summit** held for the investor community

2022

- *932 startups supported; 298 are women-led*
- *350 investors in our network*
- *Key funders: ANDE, Australian Aid, Cummins India Foundation, FCDO, GIZ, Good Energies Foundation, Habitat for Humanity, HDFC Bank CSR, SecondMuse Foundation, SED Fund, UNDP, Wipro Foundation*

- Deployment program for hospitality sector launched to mitigate **single-use plastics (SUP)**
- In-person networking event **'Climate Drinks'** held across Indian cities as part of Climate Startup Week
- Launch of **Climate Seeders Club** - an investment syndication platform for India-focused Angel Investors
- **Ecosystem services strengthened**
  - Development of **impact measurement tools**
  - **Technical Due Diligence** assistance facility for investors, launched by CTIN

2023

- *1182 startups supported; 353 were women-led*
- *639 investors in our network*
- *Key funders: Cummins India Foundation, Habitat for Humanity, IEEMA, International Solar Alliance, SED Fund, WWF*

- **Climate Startup School launched**
  - For aspiring entrepreneurs
- **Startup Earth Centre (SEC)**, an open-source content platform launched
- Launch of **Climate Impact Certificates,** to establish credibility of self-reported impact by startups

2024

- *1301 startups supported; 404 were women-led*
- *592 investors in our network*
- *Key funders: Cummins India Foundation, Good Energies Foundation, Salesforce Foundation, SED Fund, Shakti Sustainable Energy Energy Foundation*

- **ElectronVibe expands to Maldives,** 5 startups have developed business cases in consultation with the program's utility partner, STELCO
- We support a **World Bank-funded project to pilot plastic alternatives** and develop a scalable eco-friendly model, along with Clean Maldives
- **Introduction of 'Mosambi'**
  - An innovative AI-enabled platform designed to address challenges within the climate tech entrepreneurial ecosystem in the Global South.
- **We were engaged by the Innovation Centre Denmark (ICDK) office in India** to design and run a startup program to help three climate tech startups collaborate with Indian industries

2025

- *1532 startups supported; 451 were women-led*
- *592 investors in our network*
- *Key funders: SED, GEF, Salesforce foundation, Salesforce CSR, Cummins CSR, TNIFMC, GIZ*

- We hosted the **Mosambi Climate Conference,** a first-of-its-kind event specially curated and tailored for the enablers of the climate tech ecosystem, which saw the participation of 198 attendees.
- We served as the Co-Anchor and Startup Partner for the Energy & Climate Tech Pavilion at **Startup Mahakumbh,** where we were responsible for the end-to-end planning, execution, and facilitation of solution showcases for 35 startups.
- We were the implementing partner for the Electraverse Sparks Startup Challenge 50 startups their solutions at **ELECRAMA 2025,** the world's largest electrical and electronics show.
- **South-South Collective for Climate (S2C2)** launched
- **Delhi Climate Innovation Week (DCIW)** launched
- **35 impact toolkits developed;** expanded impact assessment capabilities to measure portfolio-level impact for impact investors

02

About Us

Our Focus Areas

We classify our ecosystem into two broader areas viz. 'Climate Change' and 'Circular Economy'.

The key verticals within 'Climate Change' include clean energy, energy optimisation, future mobility and carbon, whereas 'Circular Economy' encompasses waste-to-resources, natural resources, pollution and clean industry.

We have developed a unique technology and solutions-oriented taxonomy, that also incorporates cross-cutting technologies, designed specifically for the climate tech startup ecosystem.

The cross-cutting technologies like fintech, AI/ML, and blockchain have been incorporated as we recognize the significance of new technologies to be leveraged for climate impact.
These themes are also integral to ensure we stay at the forefront of climate tech innovation.

DECARBONISATION				CIRCULAR ECONOMY		ADAPTATION & RESILIENCE		
Energy Transition	Industrial Decarbonization	Mobility & Transportation	Carbon Removal & Utilization	Waste Reduction & Recycling	Industrial Circularity & Resource Efficiency	Climate-Resilient Agriculture & Food Systems	Water Security & Management	Built Environment & Urban Resilience
▪ Clean Power Generation ▪ Energy Storage & Management ▪ Grid Decarbonization ▪ Green Hydrogen & Alternative Fuels	▪ Fuel switching ▪ Low-Carbon Materials ▪ Process Optimization & Efficiency	▪ EVs & Charging Infrastructure ▪ Public & Shared Mobility ▪ Sustainable Trucking, Aviation & Shipping ▪ Logistics & Supply Chain Decarbonization	▪ Engineered Carbon Removal ▪ Nature-Based Solutions ▪ Carbon Markets & MRV	▪ Plastics & Packaging Alternatives ▪ Material recovery ▪ E-Waste & Battery Recycling ▪ Food Waste & Upcycling ▪ Reuse models	▪ Materials Innovation ▪ Manufacturing & Supply Chain Circularity ▪ Textile & Fashion Circularity	▪ Precision Agriculture ▪ Alternative Proteins & Sustainable Food ▪ Climate-Resistant Crops ▪ Agri-Biotech	▪ Desalination & Water Recycling ▪ Flood & Drought Management ▪ Coastal & Riverine Protection	▪ Climate-Resilient Buildings ▪ Cooling & Heat Stress Solutions ▪ DisasterTech/Extreme Weather Early Warning Systems
Climate AI								
Climate Risk								
Climate Fintech								
Blockchain								

Our Geographical Footprint

Legend

India
Market acceleration, Investor Network, Entrepreneurship Development, Events

South Asia
Market acceleration, Entrepreneurship Development, Investor Network

SE Asia
Market acceleration

Middle East
Market acceleration, Investor Network, Events

N.B.: For all our projects and activities beyond India, the work was undertaken with sister organizations of Climate Collective

Our Funders

SED FUND
SUSTAINABILITY I EQUITY I DIVERSITY

IKEA Foundation

The Lemelson Foundation
improving lives through invention

Good Energies
POWER FOR A BETTER WORLD

SHAKTI SUSTAINABLE ENERGY FOUNDATION

salesforce

USAID
FROM THE AMERICAN PEOPLE

Australian Aid

WORLD BANK GROUP

ASPEN NETWORK OF DEVELOPMENT ENTREPRENEURS

Habitat for Humanity®

wipro foundation

HDFC BANK
PARIVARTAN
A step towards progress

Cummins

Partnerships for Implementation

UK Government

Australian Government
Department of Foreign Affairs and Trade

Ministry of Environment, Forest and Climate Change
Government of India

CDC
Investment works

eit Climate-KIC

IKEA
IKEA Foundation

YOUTH CO:LAB
Project Co-Leads
UNDP
Citi Foundation
citi

NEW ENERGY NEXUS

The Incubation Network

giz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Our Team

Pratap Raju

Pramod Raju

Nalin Agarwal

Jui Joshi

Sachin Salunke

Krishan Kumar Gupta

Priyanka Bhandari

Rishi Nair

Khalid Bukhari

Afzal Rahman

Shimoli Khurana

Poulomy Banerjee

Aakash Verma

Praveen Kumar

Tanika Furtado

Meelad Badri

Sumit Tated

Ajinkya Kothekar

Neelaskshi Sharma

Burhan Ul Wafa

Yash Rohra

Yashvi Mehta

Samriddhi Bhardwaj

Anu Raswant

Anuja Patil

Sham Kaustub

Aiswarya Krishnan

Chinar Sharma

Ayushi Govil

Ayshwarya Rajagopalan

Parag Dharawal

Monika Tuteja

Raj Dhiravani

Meesala Satyanarayana

Rhona Bhuyan

Nadikatla Ramesh

Keerthivasan S

Yash Srivastava

Swetha S

Vikrant Umesh Harankhede

Soni

Mansi Rathore

03

The Climate Tech Startup Ecosystem Orchestration Model

The Ecosystem Orchestration Model

A key insight that underpins our model is that in spite of that fact that the ***Startup Journey*** is difficult, long and requires significant amount of help, the support infrastructure is fragmented, dispersed, and working in isolation.

What is needed is *Ecosystem Orchestration* that brings stakeholders together for collaboration, and reduces data and other friction - so that our desired climate outcomes are likely to be achieved quickly with limited resources at hand.

Our Ecosystem Orchestration Model

Entrepreneurship Development

- Courses for industry and professional talent to transition to climate tech
- Courses for youth to explore climate entrepreneurship

Community Offerings

- Jobs boards and fairs
- Newsletters and podcasts
- Climate Startup Week

Data Sharing Platform

Policy and Ecosystem Research

DEI Focus:

Women

Youth

Underserved Beneficiaries

Ideation

STARTUP STAGE-EARLY

Prototype

MVP/Business Validation

Commercialisation & Deployment

START UP STAGE-GROWTH

Expansion/ Late

Capital Support

- Grants, plus angel and institutional equity
- Technical services

Acceleration Support

- Pre-accelerators
- Market accelerators

Deployment Support

- Electric utilities
- Eco-tourism/F&B
- FMCG

Why Climate Collective is an Ecosystem Orchestrator

Climate Collective is the largest non-government climate tech support organization in India. We have perhaps executed more than 50% of all climate tech acceleration and support programs across the country since 2016.

Climate Collective has supported 1457 climate tech startups, specifically in their early growth from MVP to ~USD 1 million in sales.

Understanding of Orchestration

Having run programs **across** the platforms to be orchestrated, the Climate Collective team has developed significant expertise on the Startup Journey

Sharing of Platforms

Having built all the **20+ platforms** required to support the Startup Journey, Climate Collective can simply open up its programs & tools to others, enabling orchestration quickly

South-South Cooperation

With programs and experience already in the Global South beyond India, Climate Collective can both learn from and support international stakeholders across the Global South

- Our orchestration model recognizes that, in the Startup Journey, there needs to be coordination between three axes of support

1 **Acceleration**
with capacity training tailored to needs across the journey

2 **Fundraising**
with different capital needs across the journey

3 **Deployment**
with piloting and scaling support

- Our orchestration model also incorporates ecosystem activities to support startups in their journey

4 **Community**
to increase networking and collaboration

5 **Research**
to strengthen the policy environment for startups

6 **Entrepreneurship development**
to increase talent coming into the ecosystem

- Finally, effective orchestration requires better management, protection, and sharing of data

7 **Data platform**

Building the Ecosystem Orchestration Model

Continuous Feedback Loops

Regular feedback mechanisms from startups, investors, mentors, and stakeholders, through surveys, focus groups, and 1-1 feedback sessions to continuously refine support services

Data-Driven Decision Making

Data analytics to monitor startup progress and ecosystem health, identify trends, predict challenges, and make informed decisions around strategy and resource allocation

Integrated DEI Strategies

Integrating DEI as a core function of orchestration, leading to more inclusion

04

Our Theory of Change

Our Theory of Change

Our Theory of Change

At Climate Collective, we are working towards our impact goal of attaining an environmentally sustainable world. We strongly believe that innovation plays a key role in reaching this goal. All our efforts are to ensure that there is sufficient deployment of sustainable solutions in the market.
We acknowledge the critical role of aligning mindsets to sustainable living that we don't directly influence through our work. We hope that this outcome is achieved through the wonderful work of other organizations and governments.

To strive towards our impact goal, we have identified 5 long-term outcomes that are critical to be achieved in 5-10 years.

1 Sufficient number of startups thrive in the climate tech ecosystem

Our goal is to launch a significant number of climate tech startups to drive the commercialization of innovations. We also aim to ensure that a substantial portion of these startups succeed in the market and scale effectively, supported by acceleration programs, capital, deployment, and other ecosystem resources.

2 Sufficient availability of early-stage capital

Adequate capital is crucial to facilitate the commercialization and scaling up of climate technology innovations. While we actively influence the flow of private capital, we acknowledge the complementary roles of other stakeholders such as banks & other FIs, with whom we work with in achieving this long-term outcome.

3 Strong community support for the climate tech ecosystem

As an ecosystem orchestrator, we want to cultivate a vibrant climate tech community comprising entrepreneurs, investors, experts, students, and enthusiasts. This will serve as a hub for inspiration, opportunities, flow of knowledge, mentorship, and foster a sense of belongingness for its stakeholders.

4 Sufficient businesses leverage innovations to reach sustainable goals

Corporates have a strong role to play in the integration of sustainability into the core of business operations. Climate Collective enables sustainable innovations to be incorporated into industries and supply chains to achieve net-zero targets.

5 Strong green policy support for the climate tech ecosystem

Strong, enabling green policies create a conducive environment where startups can innovate and scale without facing regulatory uncertainty. They unlock access to finance, markets, and public infrastructure thereby reducing early-stage risks and accelerating commercialization.

Gender Inclusivity is one of our primary focus areas.

We believe that involving women beneficiaries in our programs is crucial for achieving our sustainability goals.

By including diverse beneficiaries, we ensure that a broader range of ideas, viewpoints, and approaches are considered while developing innovative solutions.

05

Our Impact

Outcome 1: Sufficient number of startups launched in climate tech

We run an **integrated set of accelerator programs - the Climate Accelerator -** designed to help early-stage climate tech startups enter the market, grow, and succeed. Our programs support startup founders at every stage of development to help them navigate through the complex and rapidly evolving climate tech ecosystem.

Additionally, to build better pipelines for entrepreneurship development, we have designed the **Climate Startup School to support and nurture climate entrepreneurship.** The school provides aspiring entrepreneurs with the knowledge, skills, and resources needed to thrive in the rapidly growing climate tech sector.

Pipelines developed for climate tech entrepreneurship

982
Aspiring entrepreneurs supported

16
Courses offered on climate tech entrepreneurship

Climate tech startups supported

1234
Startups supported through market acceleration

298
Startups supported through value-added services*

**Our value-added service offerings include impact measurement toolkits, Climate Jobs Fairs and Startup credits.*

Outcome 2: Sufficient availability of early-stage capital

We have developed a comprehensive fundraising stack tailored to support climate tech startups at various stages of their journey.

This well-structured capital stack provides both dilutive and non-dilutive funding options, ensuring that startups have access to the necessary financial resources for growth and development. By leveraging diverse funding platforms, we are able to cater to the unique needs of startups, from pre-seed to pre-Series A stages.

We are thankful to Climate Collective for the guidance, mentoring and handholding support in our entrepreneurial journey. We are pleased to receive grants through Climate Collective Foundation which helped us in developing new products, attracting new customers and showcasing our innovation in various forms.

Dr. Vanita Prasad, Co-founder, Revy Environmental Solutions

Here is a brief overview of our capital stack

Climate Pitch

This grant platform channels catalytic capital to promising startups for working capital, product development and testing, and running pilot projects. This initiative is supported by Corporate Social Responsibility (CSR) funds and philanthropic foundations.

Climate Seeders Club

This network caters to angel investors, family offices, and micro-VCs who are looking for opportunities to participate in larger funding rounds with smaller check sizes. This investment syndication platform pools these small investments, allowing smaller ticket investors to collectively support climate tech startups.

Climate Seeds Fund

This upcoming pre-Series A venture fund will support syndicated investment rounds, ensuring that promising climate tech startups receive the necessary capital to transition from early-stage development to growth.

Climate Tech Investment Network (CTIN)

Recognizing that institutional investors needed a streamlined way to engage in climate tech deals, CTIN takes a deal-centric approach to facilitate investment by providing a structured environment for institutional investors to collaborate and co-invest.

We have developed supporting services for investors, to further strengthen and facilitate their evaluation process while making investments.

Technical DD Assistance Facility

To address challenges faced by investors in evaluating technical viability of climate tech innovations, we created the Technical Due Diligence (DD) Assistance Facility that provides investors with access to a database of experts and technology research briefs, offering crucial technical due diligence support.

Impact Certificates

In response to investors' interest in investing in startups that create significant climate impact, we developed the Impact Certificates service. This service offers comprehensive impact assessment assistance to startups, validating their climate contributions. Startups can present these impact certificates to potential investors, who can understand the real measurable impact being created.

"Engaging in the Pitch Event and connecting with CTIN's investor network not only brought forth opportunities but also linked us with investors aligned with our solutions. The CTIN team played a crucial role in refining our pitch, fostering connections with diverse investors, and providing invaluable support throughout our fundraising journey.

Rahul Lamba, CEO, The Energy Company

Funding raised by early stage climate tech startups

106
Accelerator portfolio startups*

Have raised a cumulative post-program funding of
USD 235Mn

9x
Multiple from their pre-program funding levels

**876 out of 996 startups in our portfolio have been analyzed to arrive at this figure*

Investor engagement in our activities

25
Pitch events conducted

110
Startups have pitched in these events

361
Investors have taken part in the pitch events

244
Connections made between investors & startups, post pitch events

USD 1607 Mn
Amount of grant funding received by startups

Outcome 3: Strong community support for the climate tech ecosystem

At Climate Collective, we engage with diverse stakeholders from various backgrounds and areas of expertise, from startups, investors, working professionals, students, government agencies, enablers, to foundations and others. These stakeholders bring significant value to each other within the ecosystem. One of our primary goals is to build a vibrant climate tech ecosystem that supports the growth, prosperity, and meaningful collaboration of these all stakeholders with each other.

- We host bi-annual events titled **'Climate Startup Week'** (startup-focused) and **'Climate Tech Investment Summit'** (investor-focused) that bring together the climate tech community across the Global South on a single platform. As well, we host '**Climate Drinks'** that are our city-based in-person networking events to bring together the local ecosystems

  We host an annual event for women, **'Women in Climate Week'**

  We also run parallel events at COPs, since COP28 in Dubai

- Publish **monthly and fortnightly newsletters** to share knowledge on various domains and sub-domains of climate tech

- Provide support to the climate tech startups that are part of our partner **Entrepreneur Support Organizations** in the form of domain-specific knowledge workshops, webinars and opportunities

It was great catching up with so many people in the climate tech and sustainability space here in the event organised by Climate Collective. It was a great show and great efforts, bringing all these people together, and I wish to see this community grow and Climate Collective being an active part in that.

Sameer DS, Manager, I-venture at Indian School of Business

Our flagship events

24 Editions of flagship community events conducted

- **10** Editions of **Climate Startup Week**
- **8** Editions of **Climate Tech Investment Summit**
- **4** Editions of **Women in Climate Week**
- **2** Editions of community events at **COP**

Engagement during flagship events

9170+
Total attendees in our flagship events

810+
Attendees at investor-focused events

Session formats

264
Online sessions conducted

68
In-person sessions conducted

Newsletters

7
Fortnightly newsletters

1
Monthly newsletter

332 Sessions conducted during flagship events

- **114** Networking events
- **29** Masterclasses
- **42** Panel talks
- **41** Webinars
- **24** Convenings and Launch events
- **19** Workshops
- **14** Pitch events
- **20** Roundtables
- **11** VC startup open hours
- **8** Jobs fairs
- **4** Startup showcases
- **6** Training sessions and bootcamps

Mosambi Climate Conference, March 2025

A Gathering the Ecosystem Needed

The Mosambi Climate Conference (MC2) was about **strategic ecosystem** stitching. It was born out of this intent—to host a deeply curated convening that could spark meaningful collaborations, accelerate funding opportunities, and reimagine the role of ecosystem enablers across India and the Global South.

#MC2Delhi Partners

Ecosystem Partner

- Climate Collective

Session Partners

- Waterfield
- PRIME
- Third Derivative
- Capital-A

Knowledge Partners

- Global Energy Alliance for People and Planet
- Environmental Defense Fund
- SED Fund

Media Partner

- The Statesman

Digital Media Partner

- जागरण

Offset Partner

- Challenge for Green

Startup Media Partner

- TICE

B2B Media Partner

- Observe Now

Sustainability Media Partner

- The CSR Universe

Conference highlights

The Mosambi Matchmaking Algorithm

The Mosambi Matchmaking Algorithm connected participants based on aligned collaboration goals, interests, and roles in the ecosystem—ensuring every introduction had the potential to become a fruitful partnership.

With a strong talent base, an active startup ecosystem, and a massive domestic market, India is well-placed to lead in deep climate tech—spanning renewables, materials, carbon capture, and green hydrogen. Tapping into First-of-a-Kind (FOAK) capital will be key to turning this potential into large-scale impact.

India's Potential in Deep Climate Tech

As climate risks grow—putting most Indian districts and millions of livelihoods at risk—adaptation needs to become a core priority. Solutions must go beyond short-term fixes, focusing on nature-based and systemic approaches, with stronger involvement from the private sector in building and financing long-term resilience.

Why Climate Tech Needs to Focus on Adaptation and Resilience Now

MC2 in numbers

198 Participants

02 Days

14 Partners

40 Speakers

10 Women Speakers

Diversity in the audience

Our Other Events

EVENT PARTNERSHIPS

Climate Tech Convening 2025

CLIMATE TECH CONVENING INDIA 2025

January 2025

Environmental Defense Fund

CNBC TV18

CCF as a Partner

Energy & Climate Tech Pavilion, Startup Mahakumbh

STARTUP mahakumbh BHARAT INNOVATES

April 2025

37 startups exhibited at the Startup Showcase

100+ attendees at our Climate Drinks

CCF as co-anchor to the Energy & Climate Tech Pavilion

BNEF Summit New Delhi

BNEF Summit New Delhi

August 2025

81 *Attendees at our Climate Drinks*

15 speakers and **24** attendees at the AI for Climate Tech roundtable

CCF as co-host to Climate Drinks & the Roundtable

AI FOR CLIMATE TECH SUMMIT SERIES

AI for CLIMATE TECH Summit 2025

BANGALORE | 16 OCTOBER 2025

October 2025

Delhi

Google for Startups | AI IMPACT SUMMIT

7 Speakers

50 Attendees

Bangalore

Google for Startups | AI IMPACT SUMMIT

21 Speakers

81 Attendees

Other Community Initiatives

Community

21K
Members

Climate Drinks, Delhi

Hosted as a pre-event to BNEF Summit New Delhi

BNEF Summit
New Delhi

47
Attendees

Climate Drinks, Mumbai

Hosted at Conscious Collective, a Godrej Design Labs initiative

Godrej Design Lab

24
Attendees

Mosambi Startup Community City Groups (India)

- To enable dialogue and networking among group members
- To facilitate sharing of information such as news, events, opportunities, and resources for the local climate tech startup ecosystem members

mosambi DELHI — **160** Members

mosambi BENGALURU — **308** Members

mosambi MUMBAI — **151** Members

mosambi PUNE — **69** Members

Mosambi COP Startup Community (Global)

- To help startups stay informed about events
- To connect with attendees and access curated event information compiled by our team

COP28 UAE STARTUPS

COP28, Dubai, UAE

36 Sessions

COP29 Baku Azerbaijan STARTUPS

COP29, Baku, Azerbaijan

10 Sessions

Outcome 4:
Sufficient businesses leverage innovations to reach sustainable goals

India is leading the fight against climate change, and industrial decarbonisation is a critical component of its plan. After the power sector, the industrial sector has the second largest CO2 emissions in India.

Our 'Climate Challenges' platform caters to this objective by helping market actors (utilities, IPPs and manufacturing industries) engage with innovative solutions from climate tech startups to undertake pilots as a pathway toward their decarbonisation goals.

ElectronVibe is one of the key programs under Climate Challenges:

- An **open-innovation program** for electric utilities
- A cohort of mature power-sector startups co-develop business cases for scalable technological innovation

The platform helps market actors by

- Demonstrating innovation solutions from startups
- Reducing the solution discovery cost for corporates
- Facilitating engagement between startups and corporates starting with pilots

The **Climate Challenges Platform** offers support to partnering corporates to discover, and eventually adopt decarbonisation solutions, via:

- Discovery showcases
- Corporate challenges
- An indexed, searchable online startup database

215
Corporates in our network

25
Pilots offered to startups through our deployment programs

32 Electric utilities engaged to facilitate deployment opportunities for energy startups

5 F&B partners connected with startups working with waste management and alternatives to plastic

55 Business Cases Developed

2 Urban local bodies connected with startups for piloting solutions in waste management

1 Hospitality partner connected with startups working in waste management

Diversity in the startup founder pool, investors and community

We believe that a truly sustainable world must be diverse and inclusive as it ensures solutions that have greater relevance and context.

Our programs intend to make entrepreneurship inclusive and accessible by creating space for women and young entrepreneurs to build confidence, bridge knowledge gaps, business, and financial literacy, strong business networks, and peer learning.

- Our flagship initiative **Women in Climate Entrepreneurship** aims to improve gender equality in climate tech entrepreneurship
- We run programs that **equip youth with entrepreneurship skills,** encouraging them to develop innovative, sustainable solutions that could lead to future startups
- Supporting **geographically diverse startups** allows them to scale localized solutions to other regions with similar challenges, promoting their scalability and adaptability

"The most amazing part of being part of the Climate Collective Accelerator is that all mentors try their best to associate us with various opportunities that come along the way. Thanks to the "Women in Climate Entrepreneurship" program of Climate Collective for giving me the opportunity to grow further under the guidance of these mentors.

Saikrishna Mohanty, Startup Founder, Solar Infra

Gender diversity

701
Aspiring women entrepreneurs supported

410
Women-led startups supported through market acceleration

41
Women-led startups supported through value-added services*

Geographical diversity

1349
Startups supported in India

183
Startups supported beyond India

16
Women-led startups received grants through our grant funding platform

189Mn
Amount of grant funding received by women-led startups

**Our value-added service offerings include impact measurement toolkits, Climate Jobs Fairs and Startup credits.*

06

Startup Case Studies

Case Study 1

econscious™

- Econscious is a brand that supports circularity by recycling plastic waste into eco-boards that can be used for innovative and modern home décor products.
- Econscious was a part of Climate ready and Climate Pitch programs of Climate Collective

From April 2021 - December 2024

4,00,000 kg
of Plastic Waste Recycled

4,70,000 kg
of CO2 Emissions Reduced

1500+
Benches Installed in Public Areas

Problem Statement

India annually produces 9.46 million tonnes of plastic waste, and nearly 40% goes uncollected, leading to environmental damage. The absence of source segregation contributes to the problem, allowing uncollected plastic waste to contaminate landfills, pollute rivers, and endanger marine ecosystems. Furthermore, the market lacks practical recycled plastic products.

Solution

An efficient waste collection process from households and businesses and recycle plastic waste to craft diverse products like park benches, dustbins, planters, etc. They have developed a compression moulding technology that we utilize in our manufacturing setup to create a range of products in various categories, primarily focusing on public utility products that serve a range of purposes in society.

Milestones and recognitions

- Collaborated with esteemed companies such as Bisleri, Nestle, P&G, and The American Centre, validating their innovative approach and scaling operations
- Recognized by prominent organizations like the United Nations Development Programme (UNDP) and were selected as one of the winners for the YouthCoLab challenge, accompanied by a grant from the CVC Foundation
- Selected as finalists in the National Startup Awards (NSA) 2023-2024
- Featured on 'Mann Ki Baat', hosted by Honorable Prime Minister Mr. Narendra Modi, while highlighting emerging startups in India working towards sustainable future.

Case Study 2

kazam

- Kazam is an agnostic EV charging software platform that digitizes and optimizes operations of operating charge stations facilitating the development of India's largest smart and affordable EV charging network
- Kazam was part of the ElectronVibe 2022 program

From January 2020 - December 2024

5.7 Mn
Consumers pan-India

31,000
Charging stations managed

11.5 GWh
Electricity consumption facilitated

1,29,400+
App downloads

500+
Cities

Problem Statement

- E-commerce offers convenience but drives high emissions, especially in last-mile logistics. Shorter delivery times have led to urban warehouses, increasing orders but raising rental costs. This shift has spurred smaller dark stores with limited space for EV charging and driver facilities. Though average delivery distances fell from 20 km to 3 km, higher order volumes keep drivers covering similar or greater daily distances.

Solution

- EV 2- and 3-wheelers lower last-mile delivery costs as well as energy expenses, helping offset warehouse costs and boost e-commerce profitability.
- In 2023, Kazam launched 'Park & Charge' near fulfillment centers in Bangalore and Delhi , to make space for charging, battery-swapping, and rest for delivery partners - an all in one energy center. Today, they operate 60 hubs independently and another 200+ with partners like Big Basket Zepto, Zypp Electric, Mahindra Logistics and many more.

Milestones and recognitions

- Authorized by BSES Yamuna Power Ltd., BSES Rajdhani Power Ltd., and TATA Power DDL to deploy subsidized LEV- AC charging stations, Kazam aims to install 30,000 such stations
- Founding member of the Unified Energy Alliance (UEI), that is backed by founders of UPI and ONDC. UEI aims to make energy accessible, affordable, and clean by driving intelligent decision making across the ecosystem.

Case Study 3

REVY Environmental Solutions Pvt. Ltd.
Commited for a Greener Earth!

- REVY Environmental Solutions Pvt. Ltd. provides economical and sustainable solutions for waste/wastewater treatment along with energy and nutrient recovery by using its innovative microbial consortia.

From January 2020 - May 2025

40+
Jobs created

2500 tons
of CO2
Emissions Reduced

36000 ML
Wastewater treated

427,000 tons
of organic
waste treated

1500+
people impact directly

Problem Statement

- Water, food, and energy scarcity have emerged as critical and pressing global challenges. India's pursuit of energy security and sustainable development significantly depends on its ability to harness energy from renewable sources.

- Currently, there is no domestically available product in the form of granulated sludge. Only a limited number of companies supply microbial cultures for effluent treatment, and these are primarily suited for flocculent sludge or exclusively for aerobic processes.

Solution

REVY has developed "Designer Bio-Culture" using IP protected combinations of bacteria/other microorganisms in the form of anaerobic granulated sludge – containing 650 different microbes of which 25-30% are methanogens' and 'biomass growth enhancement formulations (BGEF) that can treat organic waste/waste water. They have also developed unique consortia for converting organic waste to bio-hydrogen and bio-cultures which can treat hard effluents like petroleum, chemicals and dyes and are thus converting waste into re-usable products such as bio-methane and bio-energy.

Milestones and recognitions

- One of the 25 women-led startups at Rashtrapati Bhavan who were appreciated for their journey and achievements as entrepreneurs by the Hon'ble President of India, Smt. Droupadi Murmu.

- Winner of World Biogas Association Awards under Best Anaerobic Digestion/Biogas Support Service O&M company 2023 under environmental Biotechnology company.

07

Funder Testimonials

Testimonials from our funders

At Cummins, we are proud to partner with Climate Collective Foundation through our CSR initiatives, supporting their work in the climate tech and circular economy sectors. As an ecosystem enabler, Climate Collective is playing a pivotal role in developing the climate technology ecosystem by nurturing innovative ventures that contribute to a sustainable future. Their focus on fostering collaboration and scaling impactful solutions aligns perfectly with our shared commitment to environmental sustainability. Beyond the grant support, we deeply value the experience to engage our technical experts continually in this effort through skill-based volunteering, leveraging their expertise to drive meaningful impact.

Soujanya Veguru, Head, Corporate Responsibility, Cummins India

Climate Collective Foundation has been an inspiring participant in our Salesforce Accelerator - AI for Impact, aligning with Salesforce's mission to drive social and environmental impact through technology. Their visionary approach of leveraging AI addresses critical challenges like bridging early-stage funding gaps and connecting startups with investors and stakeholders. Their work in building a robust ecosystem of over 1,100 startups and 21,000 stakeholders across the Global South showcases the transformative potential of technology in scaling climate solutions. We're thrilled to support their goal of impacting 77 countries by 2025 and look forward to seeing the ripple effects of their efforts in accelerating the global transition to a sustainable future."

Amy Guterman, Senior Director, Salesforce Foundation

08

Our Initiatives in 2025

Acceleration Programs

The Climate Accelerator (Redesigned)

The pioneering climate tech startup accelerator platform for the Global South.

We have supported over 1532 early-stage climate tech startups and mobilized over USD 235 million in funding.

Key Features

- Capacity Building
- Mentorship from Domain Experts
- Networking with Investors & Corporates
- Access to Funding
- Credits worth $133,000+ from Partners
- Winning Startups gets direct entry to Runway COHORT

Entrepreneurship Education

Climate Startup School

Our Offerings

Fellowships
1-month fellowship that helps passionate individuals explore climate tech landscape and entrepreneurship.

For Young Graduates
Climate Certificate, an 8-month entrepreneurship development course

For Investors
1-month course designed for investors interested in learning about the climate tech innovation landscape

For Working Professionals
3-month courses to leverage own experience to build climate tech business

1. Integrated support from the ecosystem
2. Global trainers
3. Follow on support from the Climate Accelerator

STARTUP EARTH CENTRE

Startup Earth Centre
An open-access platform with short self-guided courses to support aspiring entrepreneurs in the Climate Tech sector. It aims to empower stakeholders with the knowledge, skills, and resources necessary to create and scale climate tech solutions.

Gender-Inclusive initiatives

WOMEN IN CLIMATE ENTREPRENEURSHIP

Vision

To develop a more gender-inclusive ecosystem for climate tech startups

01

Mission

To provide climate tech entrepreneurship support for women to build knowledge, soft skills and gain access to capital

02

Objectives

- Create a larger pool of aspiring climate tech women entrepreneurs
- To support women-led startups
- Ensure a larger capital pool for women founders

03

Gender X Climate Framework

- To help investors apply a gender lens in investing in climate tech
- To provide guidance on how climate tech businesses can integrate gender considerations and positively impact women through
  - Inclusion of women in their operations
  - Investor education courses for women investors

Our Gender-Inclusive programs at a glance

Entrepreneurship Education
- Climate Label
- Climate Certificate

Capital Support
- Climate Pitch

Community
- Women in Climate Newsletter
- Women in Climate Week
- Climate Drinks for Women
- Climate Springboard

Startup Support
- Climate Ready

Gender Lens Investment
- Gender X Climate Framework
- Climate Startup School courses for investors

Capital Stack

$6k | $35k | $70k | $140k | $200k | $500k | $1m

Climate Pitch

Grant platform that aims to channel catalytic capital to startups for working capital needs, product development and testing and running pilot projects.

Climate Seeders Club

Angel network for pooling small check sizes (angels include industry professionals, HNIs etc)

Climate Seeds

Seeds' Total Syndicated round size range

Lead Venture Fund for Pre-Series A syndicated investment rounds with other co-investors (angels and early-stage VCs)

Climate Tech Investment Network

Syndication support for Inst. investors - Pitch-days + Networking Summits

Technical DD Assistance Facility

Experts database + Technology research briefs

Impact Certificates

Class-leading impact assessment / validation for early-stage CT startups

Mosambi

mosambi

A platform that leverages AI technology & community to provide customized value-added services for all climate tech startup stakeholders

South-South Collective for Climate

South South Collective for Climate

What is South-South Collective?

A coalition of ecosystem orchestrators from across the Global South to

- Strengthen local climate innovation ecosystems
- Enable the Global South to lead in building and scaling climate solutions that address local challenges

Why does it matter?

The Global South faces unique climate challenges, often with fewer resources than the Global North. Through collaboration, shared learning, and collective action, we can:

- Fill critical resource and knowledge gaps
- Empower climate tech startups to thrive
- Build a resilient, self-sustaining innovation ecosystem

CORE FUNCTIONS

1 Climate tech startup ecosystem research

- Ecosystem research on the Global South climate tech startup ecosystems

2 Climate tech data sharing platform

To support sharing of climate tech startup ecosystem data

3 Key collaboration platforms among S2C2 members

- Sharing of VC networks, grant providers, and other funders to startups
- Supporting developing of market access programs between S2C2 members (countries/regions) with each other
- Shared impact tools sourced globally and/or created locally

4 Shared Impact Framework

- Co-developed taxonomy
- Co-developed Theory of Change

5 Executing ‘shared’ programs

- A shared accelerator with specific themes, like climate and AI, climate A&R
- Shared grant platform for internal grants to Global South
- Replication of "Climate Innovation Week" in each region, with sharing of systems, funders, etc.

Policy Research

Climate Tech Startup Ecosystem Readiness Framework

Current Projects

Developing the foundation of data driven approach to climate tech startup policy

- White paper with key insights that are useful for better design & syncing of climate tech startup policies with green-sector policies at the state levels
- Functional data visualization dashboard
- Case study of climate tech startups that have generated economic and jobs growth in India
- Case studies of how climate tech startups overseas support their local economies and ecosystem stakeholders

Potential New Project

- Promoting climate technology startups to enhance jobs and sustainable economic development for Tamil Nadu

Other Initiatives

Deep Climate Tech

What have we done till now?

Collaboration with Third Derivative

- Landscape research on the state of deep climate tech entrepreneurship & capital deployment in India
- 2 panel discussions: DeepTech insights & Corporate Engagement
- 1 Roundtable: Understanding capital requirements for Indian startups

What is coming up?

Research report that highlights:

- Funding and non-funding gaps and opportunities in the space
- Need for ecosystem building
- Climate Ready for Researchers

AI for Climate Tech

What have we done till now?

- We were one of the winners of Salesforce Foundations' AI for Impact cohort
- Conducted 4 online sessions on AI during our flagship events

What is coming up?

Ecosystem Orchestration for AI for climate Tech

- Building the orchestration model by building upon our existing 20+ platforms
- Replicate the India model across the Global South via S2C2
- Explore partnerships with AI-focused institutions
  - AI for Energy & Power Utilities
  - AI for Disaster Tech
  - AI for Built Environment & Physical Risk

Climate Adaptation and Resilience

What have we done till now?

- 6 impact measurement frameworks created for climate A&R startups in water tech, agritech and microfinance, through ASAP Accelerator, Habitat for Humanity, WWF Climate Solvers
- Climate A&R accelerator run for supporting startups in India, South Asia & Africa

What is coming up?

- Case studies on climate A&R solutions for investor-focused impact assessment and reporting, as part of a Working Group with Prime Coalition
- An integrated program to support corporates and CSR stakeholders in scaling climate adaptation and resilience solutions through our existing platforms - Climate Pitch and Climate Challenges

09

Way Forward

Conclusion

As leaders in the climate tech ecosystem, we take immense pride in our contributions to fostering innovation and addressing the critical issue of climate change. Our journey thus far has been dedicated to supporting the development of groundbreaking technologies and solutions in climate technology that are making a tangible difference in reducing carbon footprints and promoting sustainability, from renewable energy advancements to sustainable practices in waste management, water technology and agritech.

As we look ahead, we are determined to traverse uncharted territories of innovation, now more than ever. The climate tech landscape is ever-evolving, and to stay ahead, we must embrace dynamicity and creativity in our approaches. This means not only refining existing strategies but also spearheading new ones that can address emerging challenges in climate change mitigation and adaptation.

Our vision for the future is **to foster a culture of continuous innovation by investing in entrepreneurship development, startup support, and creating a vibrant ecosystem where ideas can flourish and early-stage startups can launch and thrive.** But we cannot do this alone, and we recognize the importance of cross-sector collaboration. Addressing climate change requires a concerted effort from all stakeholders, including governments, businesses, and communities. We are committed to building partnerships that leverage diverse expertise and resources, ensuring our innovations have the broadest possible impact.

In our quest to explore new paths, we are investigating the potential of emerging technologies such as artificial intelligence, deep climate tech, and blockchain. These technologies promise to revolutionize climate tech by offering new ways to monitor, analyse, and mitigate environmental impacts.

With renewed determination, we envision a future where every innovation counts, every action makes a difference, and together we build a world that meets the needs of our planet and future generations. **The time to act is now, and we are ready to lead the way with passion and purpose.**

10

Appendix

Frequently Asked Questions (FAQs)

How have we classified the work that we do?	We have classified all our activities into: A) Market Acceleration B) Entrepreneurship Development C) Community Each of A,B,C can be classified again into "programs" and "services" (wherever applicable)
How do we define a program?	Any activity that has a capacity building component within it are termed as "programs". Programs can have multiple cohorts (termed as "editions" in this document) within them.
How do we define a service?	Any activity that does not include the capacity building component within it are termed as "services". A service may/ may not be cohort-based.
What comes under community?	All the activities that we do for the climate tech ecosystem, that goes beyond our programs and services that we offer comes under community. This includes events, newsletters, activities with ESOs and any other support provided to the larger ecosystem (beyond the stakeholders in our portfolio). Impact data reported from the community perspective is a strong ecosystem-level indicator.

Frequently Asked Questions (FAQs)

Why are we using the term "market acceleration" instead of simply using "acceleration"?	We use the term "Market Acceleration" instead of "Acceleration" as we want to emphasize our efforts directed towards building market-based value add and connections for startups also within this category. This way we are able to solve the question of whether to use "startups accelerated" or "startups supported" in our reporting mechanism. We have used the term "startups accelerated" earlier in our reporting to external stakeholders, and we want to maintain consistency in our reporting language. Any other impact numbers reported beyond Market Acceleration can be expressed as "startups/(or aspiring entrepreneurs) supported"
Who is a 'Program beneficiary'?	Program beneficiary' refers to the target audience for the program, such as startups, students, aspiring entrepreneurs etc.
Who is a 'Program stakeholder'?	Program stakeholder refers to other participants who were part of the program, other than the beneficiaries themselves. These could be individuals/ organizations to which beneficiaries were connected for additional support/ partnerships, such as mentors, investors, corporates etc.
What do we mean when we show beneficiaries who were "part of a program"?	This refer to the final cohort that were admitted to a particular program after screening/ evaluation based on a pre-selected criteria. This does not take into consideration beneficiaries who have actually completed the entire program from start to end. NB: Number of beneficiaries who "completed" the program may vary (lesser) from this number.

Frequently Asked Questions (FAQs)

Who are the 'mentors'?	An umbrella term that we are using to refer to trainers, coaches, domain experts and mentors, who have provided support in coaching, mentoring and capacity building of the program beneficiaries. Also, when we use the term 'mentor' in this document we include only external mentors and do not include internal mentors from Climate Collective Foundation (CCF). N.B. - Technically, trainers, coaches, mentors are not the same as the engagement level of each of them with program beneficiaries would vary. However, for reporting CCF impact, we have standardised the terminology for the ease of reporting.
Who are entrepreneurs?	We use the term "entrepreneurs" for aspiring entrepreneurs as opposed to startup founders/ co-founders. Entrepreneurs primarily come from our Climate Certificate and Climate Label programs, and also from Climate Startup School, whenever we have impact numbers from this program.
What do we mean by 'Follow-on support provided by us'?	Climate Collective being an ecosystem enabler, has been instrumental in providing support for beneficiary (primarily startup) cohorts post-program through connecting them to our flagship events and other upcoming startup support programs. These has been termed as 'follow-on' support. NB: This is also an ecosystem-level indicator for us.
What do we mean when we say investors in our 'network'?	Investors in our "network" refers to the investors that we have onboarded post business development calls/meetings conducted by our capital team. An investor/ VC organization who are part of our network gets access to our offerings such as pitch days, Technical DD reports, research briefs, fortnightly climate Tech Investment newsletters etc. We notify and send invites to them whenever there is an upcoming pitch day/ event that may be of their investment (and we take consent from them for the same ahead of their onboarding). Our Capital team currently maintains a running database of the same.

CLIMATE COLLECTIVE

Contact us at:

info@climatecollective.net

Report Development

Concept and execution:

Jui Joshi, Poulomy Banerjee, Burhan Ul Wafa

Design:

Khalid Bukhari, Meelad Badri, Afzal Rahman