



The Kenya Climate Innovation Center is an incubation hub that supports early stage start-ups in clean technology to address climate change



Agri-business



Water Management



Renewable Energy



Others

Annual Report 2018-2019

TABLE OF CONTENTS

10 WHO
WE
ARE

19 CLIENTS
SUPPORT
SERVICES

25 KCIC
IN THE
MEDIA

43 KCIC
Subsidiaries

12 ADMISSION
OF QUALITY
CLIENTS

18 KCIC GREEN-TECH
ACCELERATOR
PROGRAMME

23 POLICY
ADVOCACY
AND
RESEARCH

27 KCIC
RESULTS FOR
PERIOD 2018-
2019

48 OUR
PEOPLE



Message from Chairman of the Board



“As we reflect on our progress over the past year, I first want to thank our partners, KCIC Board members and KCIC staff for your continued commitment and support to KCIC.”

According to the new World Bank Kenya Economic Update, Kenya's real gross domestic product is projected to grow by 5.7% in 2019, a slight decrease from the estimated 5.8% growth experienced in 2018.

Similarly, Kenya has made significant political, structural and economic reforms that have largely driven sustained economic growth, social development and political gains over the past decade. However, our country's key development challenges still include poverty, inequality, climate change and the vulnerability of the economy to internal and external shocks.

Consequently, we are compelled to remain alive to these realities because such economic elements have the potential to impact our business operations. This requires us to be agile and constantly adaptive so as to address challenges beforehand while, taking advantage of opportunities that come by. KCIC, like all other entities in Kenya, cannot therefore continue in a business-as-usual mode. We have taken a hard look at how we can carry out our role of facilitating businesses in the most efficient and effective manner.

Having completed three years of implementing our 2016-2021 Strategic Plan, we embarked on reviewing it in order for us to learn from what has been achieved so far with an eye on making improvements as we walk through the remaining two years of its implementation. At the same time, we assessed our institutional capacity to efficiently implement proposed interventions with the view of making strategic adjustments. KCIC also reviewed the sustainability of her operations beyond 2021. I am very optimistic that such periodic reviews will unlock new opportunities going forward.

Looking at 2019 and beyond, we have a robust plan that includes providing clients with

tailored business advice as opposed to a generic one-size-fits-all approach. This includes conducting client needs assessments both at the point of entry to KCIC and on an ongoing basis. We have separated the incubation and acceleration services to allow clients apply to either service depending on their need and stage of development.

We intend to identify and partner with likeminded organisations which are specifically working on issues around policy, lobbying and advocacy in order to continue influencing the policies that provide an enabling environment for the growth of clean tech enterprises. KCIC also came up with a robust resource mobilization strategy and we are reaching out to various partners with value propositions in a bid generate resources that would enable us implement our various activities.

We are excited to announce the launch of KCIC Consulting, a firm that aims at providing quality consultancy services in climate technology, innovation, climate change and sustainable development. Establishment of the company arose out of the demand for such services.

I am proud of what we

accomplished together during the 2018/2019 financial year in our continued effort to innovate and help our clients improve their efficiency and productivity. The good performance in 2018/2019 could not have been achieved without the dedication and leadership of our Management Team, as well as the efforts and good work of all our employees.

In partnership with all our clients, business partners and donors; and with the sustained effort of the Board and staff of KCIC, we look forward to the future with confidence. It is my belief that we will continue scaling greater heights in the year ahead.

A handwritten signature in black ink, appearing to read "Prof. Izael Da Silva".

Prof. Izael Da Silva,
Board Chairman,
Kenya Climate Innovation
Center.

Message from the Chief Executive Officer



Climate change comes with adverse consequences on lives and economies. The resultant damage is likely to increase over time. Hope lies in adopting affordable, scalable solutions that have the potential to move countries towards greener and sustainable economies. At Kenya Climate Innovation Center (KCIC), we continue to deliver on our mandate of developing and growing small businesses that help in addressing the challenges posed by climate change. We continue working with businesses that are creating and developing innovative solutions in renewable energy, agriculture and water sectors.

I am pleased to present KCIC's 2018/2019 report, which highlights some of our achievements and key moments of the year as we implemented activities guided by our mission, vision and the 2016-2021 Strategic Plan.

KCIC works with clients through the incubation and acceleration, financing and awareness creation programmes. Each programme has distinct services to ensure that clients receive relevant support based on their stage and business needs. During the period, KCIC admitted 32 clients drawn from across 12 counties into the incubation programme. We continue to offer them an array of support services and resources to successfully develop their businesses. We also supported 18 clients in the accelerator programme with the primary goal of producing successful firms that will develop cleantech products, create employment opportunities for the youth and women, and remain financially sustainable.

A number of interventions were undertaken to support our clients in developing cleantech enterprises. These included financial systems

support, human resource support, branding and web development, testing and prototyping, patenting and copyrighting, as well as international certification. Clients were also supported in attending exhibitions and events where they interacted and networked with other stakeholders within the green economy space. All these interventions were made possible through technical and financial support from our partners- Danish International Development Agency (DANIDA), Autodesk Foundation, World Bank, Salesforce among others.

KCIC also contributes to the development of cleantech businesses through its independent subsidiary, Kenya Climate Ventures (KCV)which was founded in 2016 through support from DANIDA and UKAid. KCV provides tailored financial as well as technical support to innovative early stage enterprises. The firm invested in Kilifi Moringa Estates, Hydroponics Africa Limited and Sistema.bio.

We offer financial services in the form of Proof of Concept (PoC) grants and Early Stage Financing (ESF). In the 2018/2019 financial year, the amount of money committed towards PoC was USD 116,000 while ESF disbursement stood at USD 223,000. Our clients managed to create 675 jobs within the year, 32% of which went to women.

We also continue to work towards an environment

that supports growth and investments in green enterprises and which also offers market for eco-friendly products. By partnering with other players in government, civil society, academia and media, we held policy dialogues and policy trainings aimed at influencing policy as an enabler of green entrepreneurship. We also translated relevant knowledge and research findings and shared with our clients in a bid to keep them abreast of the happenings within their sectors. In our continued commitment to offer them alternative sources of financing, funding opportunities were also identified and shared appropriately.

By engaging a wide spectrum of players interested in innovative and sustainable enterprises, we affirmed our belief in strategic partnerships. We joined hands with the government through the Youth Enterprise Development Fund to promote youth entrepreneurship in renewable energy, agribusiness and water management. We also partnered with World Agroforestry Centre (ICRAF), the Swedish Environment Institute and Africa Centre for Technology Studies in carrying out a pilot project which seeks to examine the potential of using land both for crop and electricity production in East Africa.

The path towards sustainability requires that we all walk together- as professionals, business enterprises and the like- to share in the idea

of people, planet and profit for a shared prosperity. Upon this realisation, KCIC spearheaded the formation of the Association of Sustainability Practitioners in Kenya (ASPK). We also seek to bring on board county governments in our effort to embed sustainability practices across the width and breadth of our society. KCIC was also represented at forums such as the JKUAT Tech Expo where we interacted with stakeholders from institutions of higher learning in order to create awareness on sustainability matters, particularly to the youth. So far, we have recruited 12,000 students from institutions of higher learning into the WeSustain platform.

During 2019/2020 financial year, we will continue to support initiatives that seek to adopt clean technologies while striving to mitigate and adapt to climate change.

We extend an invitation to you to partner with us in our endeavor to scale up climate change solutions that will positively impact our lives and the lives of future generations.

Happy reading!

A handwritten signature in black ink, appearing to read "Edward Mungai".

Edward Mungai,
Chief Executive Officer,
Kenya Climate Innovation
Center



Who We Are



The Kenya Climate Innovation Center (KCIC) provides holistic, country-driven support to accelerate the development, deployment and transfer of locally relevant climate and clean energy technologies. The KCIC provides incubation, capacity building services and financing to Kenyan entrepreneurs and new ventures that are developing innovative solutions in renewable energy, water management and agribusiness in a bid to address climate change challenges. The KCIC is an initiative supported by the World Bank's infoDev and was the first in a global network of Climate Innovation Centers being launched by infoDev's Climate Technology Program (CTP). The KCIC is currently funded by the Danish Ministry of Foreign Affairs.



We provide services to our clients through the following delivery areas:



Business Advisory

KCIC provides technical expertise and mentorship in business, management and technical skills and competencies to turn appropriate technologies into viable businesses. We also facilitate market development for clean tech entrepreneurs by identifying and developing new market segments for current products.



1



Access to Finance

Through competitive financing offerings including Proof of Concept (PoC) grants, Early Stage Financing Mechanism (ESFM), matching grants, seed capital investments, syndicate financing and the Kenya Climate Ventures which is an early stage financing aimed at assisting the clean tech entrepreneurs to move from proof of concept stage to commercialization, we facilitate flexible access to finance needed by clean technology enterprises.

2



Access to Facilities

Housed at Strathmore Business School, the KCIC provides working space for startup companies and also facilities for networking and business meetings. We provide access to and use of technical facilities which include those that aid in idea testing and demonstration. Through our partners, we also offer clients access to initial production and manufacturing at KCIC negotiated rates.

3



Enabling Environment

We leverage the direct experience of private sector innovators to inform relevant government regulations, policies and strategies to encourage the adoption of profitable local innovations.

4



Access to Information

The KCIC provides market intelligence products including market opportunities, market penetration, information on competing solutions in the market. Information on funding opportunities as well as that on market research and trends for various technologies is also provided. This enables technology to be developed in line with market needs.



5

CLIENT SERVICES

In order to provide quality services to clients, KCIC works with them through the incubator and accelerator programmes. Each programme has distinct services to ensure that clients receive relevant support based on their stage and business needs.

Admission Of Quality Clients

Client servicing begins with their admission based on a set of guidelines.

In the financial year 2018/2019, we admitted 32 clients against a set target of 30.

A number of initiatives were undertaken to attract and admit quality clientele. These included exhibitions, competitions, direct targeting and partnerships with county governments as well

private sector players working within the green economy space. KCIC also called for applications on its social media platforms where potential clients submitted online applications.

KCIC leveraged partnerships with county governments and other organisations to create a pipeline for new applications. Some of the partners included HIVOs, Micro Enterprise Support Programme Trust, Laikipia County Government, Ministry of Industry, Trade and Cooperatives and the Climate-KIC.

Portfolio representation of all newly admitted clients



Agribusiness



Renewable Energy



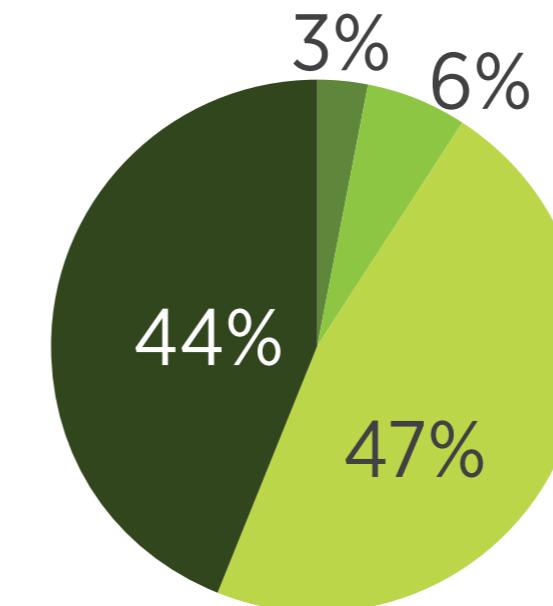
Agribusiness & Renewable Energy



Others

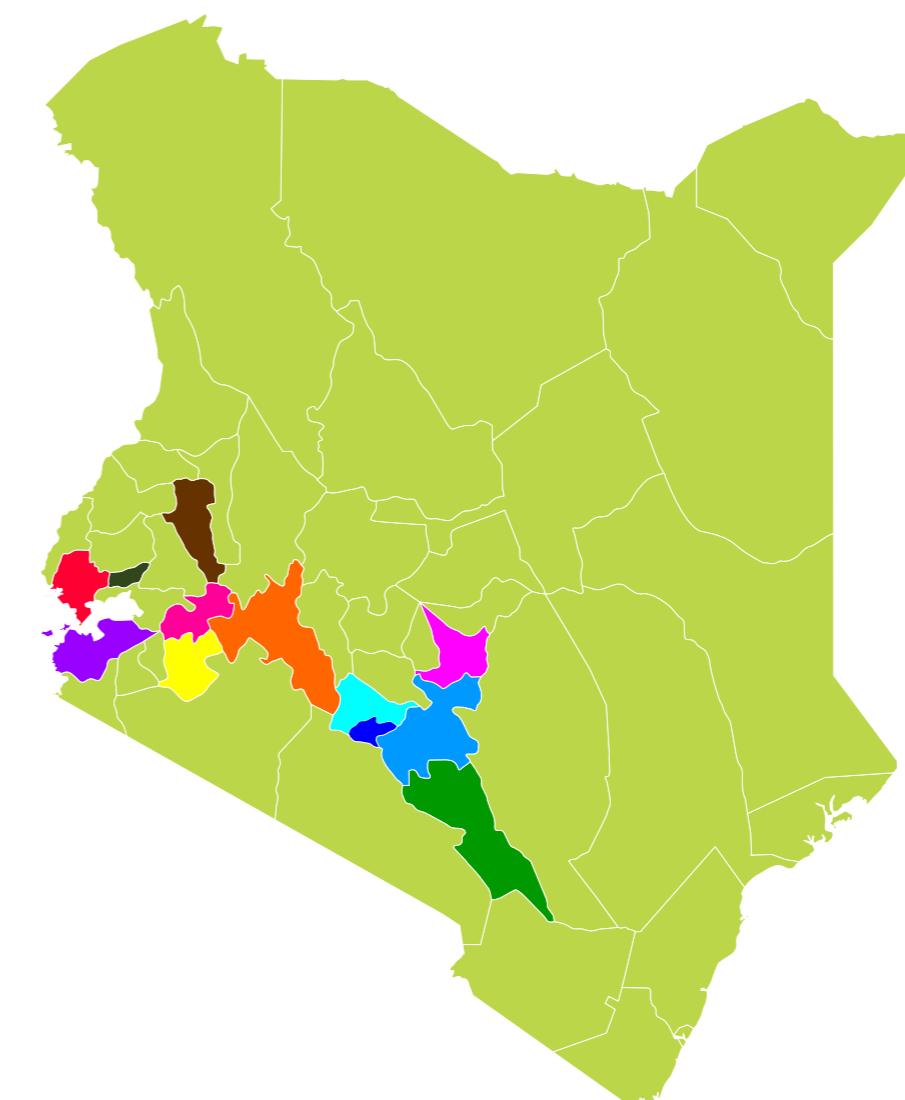


Water



- ① Renewable Energy
- ② Agribusiness & Renewable Energy
- ③ Water Management
- ④ Agribusiness

The new clients are drawn from 12 counties, with Nairobi County attracting **50%** of the admissions. Female-owned enterprises constitute **25%** of these new admissions.



Number of Clients

County	Number of Clients
Vihiga	2
Bomet	1
Makueni	1
Uasin-Gishu	2
Nakuru	3
Kiambu	2
Machakos	1
Nairobi	16
Homabay	1
Embu	1
Kericho	1
Siaya	1



Pipeline development

key events and exhibitions attended



Pwani Innovation Week

The Pwani Innovation Week brought together stakeholders and representatives from the six coast counties of Mombasa, Kwale, Kilifi, Lamu, Tana River and Taita Taveta. The forum sought to provide a platform for innovators to showcase their ideas with the aim of creating an innovation ecosystem focused on building and supporting value chains across critical sectors within the Coast region. From the event, KCIC was able to admit one client (Raw Valley E.A limited).



Laikipia Innovation Fair

The 2nd edition of Laikipia Innovation Fair was held in Laikipia County. KCIC attended the event to scout for potential clients. Agri-Flora Organic Solutions Ltd, Laikipia Permaculture and Api Bio and Cultural Enterprise participated and showcased their successes gained through KCIC support.



Climate Launchpad

The 2nd edition of ClimateLaunchpad, the leading global green business ideas competition was launched in 2018. KCIC received over 95 applications which were vetted for admission. Fifteen businesses were selected to undergo a two-day boot camp followed by six intensive coaching sessions. Three finalists during the national's finals were chosen to represent Kenya in the global finals held in Edinburgh, Scotland. From the event, KCIC admitted two clients into the incubation programme.

KCIC INCUBATION PROGRAMME

For the past six years, the incubator programme has been focusing on supporting entrepreneurs to come up with products that solve market challenges and build effective business models to increase the chances of success in the marketplace.

In the financial year 2018 /2019, the program supported 42 enterprises, with a majority of them at the product development, market testing and validation stage.



25% of the enterprises in the incubation phase are female-owned businesses.

The portfolio was made up of:



40.5% (17 agribusiness)



11% (5 water management)



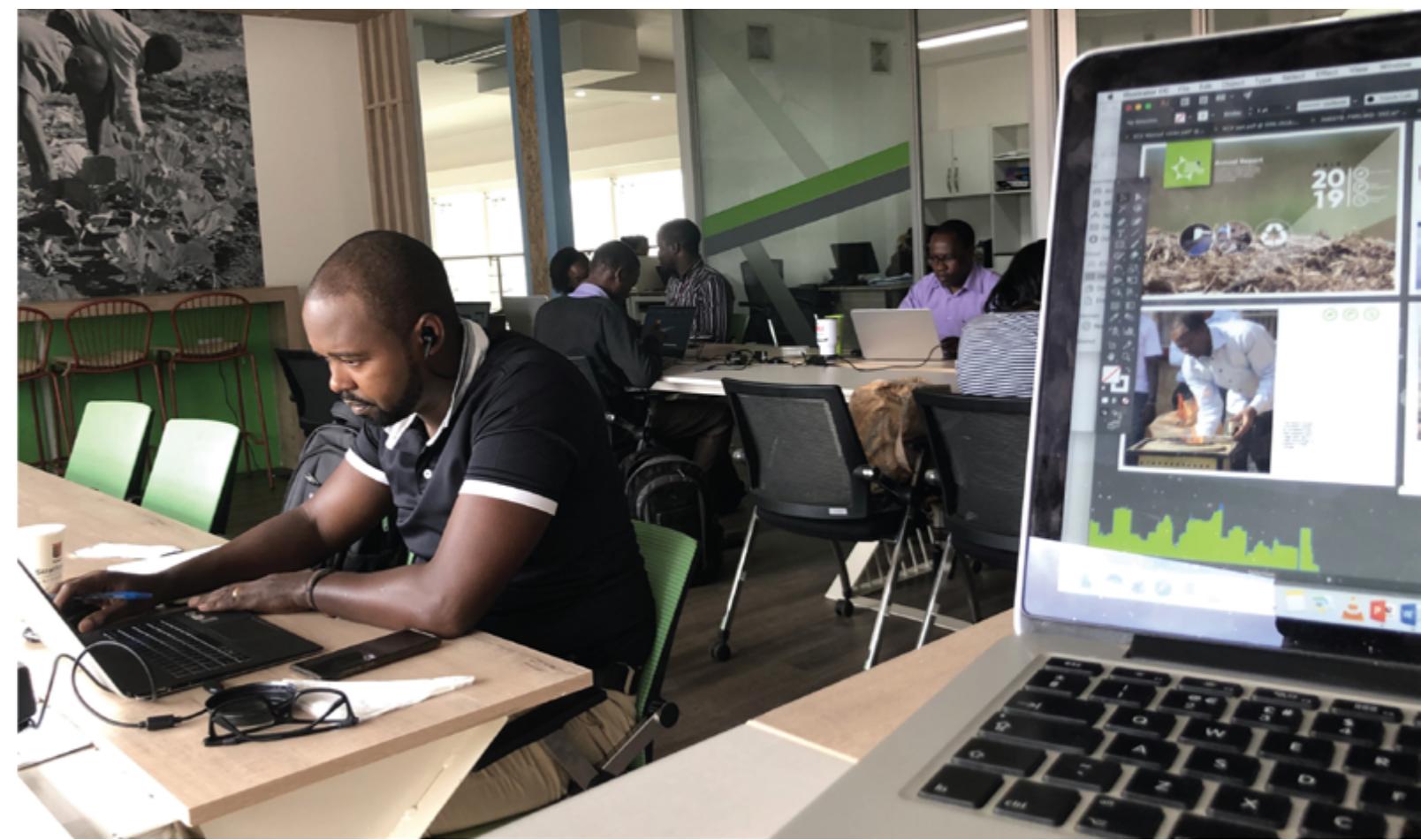
40.5% (17 renewable energy)



4.8% Other sector



2.4% (1 agriculture and renewable energy)



Key services delivered during the period:

Business training and certification

Seventy-eight clients were trained on various business and investor readiness issues including taxation; sales and marketing; branding and communication among others. During the investor-readiness training, 10 clients pitched their business proposals to potential investors.

Networking opportunities, exhibitions and events

Ten clients were supported to exhibit their products and services at various forums and conferences.

- One client attended and exhibited at ASK Nairobi Show.
- Five clients attended and exhibited at Strathmore University SEDC 6th Annual Conference
- Six clients at Kenya Fruits & Vegetables;
- One client at Kenya Climate Smart Agriculture Implementation Framework
- Nairobi International Trade Fair - Agricultural Society of Kenya (ASK)
- Six clients at Green Growth Conference & Exhibition
- One client at Biomass and BioEnergy Trade Conference, South Africa
- One Planet Summit
- Seven clients at Clean Energy conference

Mentorship

Photo of clients during a mentorship session
An SME that has gone through mentorship has an excellent opportunity to survive in comparison to one that has not been mentored. KCIC mentorship programme is designed to match clients (mentees) with mentors who support them to close specific gaps identified at the onset of the programme. So far, 98 clients have been mentored.

Financial systems support

Five clients were supported on a cost sharing basis to install accounting/bookkeeping systems and to also meet the cost of training.

Human resource support

Four clients received support on improving their human resource and accounting systems. On human resource, the focus was on developing job descriptions for their staffing needs in order to give a clear articulation of roles and responsibilities amongst the team. They were also assisted in staff recruitment.

Other support areas included financial management, sales and marketing, branding and public relations, human resource management, tax management, legal issues and fundraising.

Staff mentorship training

Six staff members were trained on the mentorship programme where six modules were delivered.



Comments from clients on incubation programme

“A good training with regard to reinventing the business so that you’re not stagnant. Because the main reason for partnering with KCIC is to always innovate in every aspect of the business,”

Joab Amollo, Wide Technologies Ltd

“KCIC has been a gem, I must say. They have helped us in the basic understanding of business and have gone to extremes of facilitating trainings on different aspects of business- such as bookkeeping, human resource, and taxation. KCIC really motivates you- they push you and remind you not to give up. They offer a platform for you to build yourself and grow”

Samuel Gitau, Operations Manager at MIS Company Limited, KCIC incubation client

“I now know where to focus on. This knowledge will enable me change the rules of the game and be fair to my business,”

George Ndong'a, Solatrend Ltd.

“The mentorship program has allowed us to attend trainings on strategy development, branding, and taxation. In particular, the tax workshop really hit home. We learned how to make a list of our expenses and realized that we could enjoy some tax relief.”

Pascal Aloo, Simatech Integrated Solutions, KCIC incubation client

“A largely successful session because of the huge turnout of participants who really appreciated the business game. We could see the enthusiasm in participants by the many questions they kept asking.”

Emily Hinga, a trainer.

“An eye opener on strategic planning and marketing strategy. From here, I’m going to develop a one-year strategic plan for my business,”

Simon Mulwa, Api-Bio & Cultural Ltd.



KCIC GREEN-TECH ACCELERATOR PROGRAMME

This is a ten-month programme targeted at clients graduating from the KCIC incubator programme. During the programme period, we provided clients with highly individualised services whose aim was to set them on a rapid growth path and ensure their ideas are investable.

In this cohort, there are 18 clients—seven renewable energy clients, ten clients on agriculture and one on water management. This is an improvement from the previous cohort, which had eleven clients. Since the inception of the programme in 2017, 42 clients have successfully gone through it.

The green-tech programme aims to enable clients to access early stage financing from KCIC; attract external financing; and build investable businesses through sound financial projections, enhanced business and marketing strategies as well as the building of robust management teams for the businesses.

We supported three of our clients—**Kings Biofuels Limited, Acacia Innovations, and Zijani** to attend and exhibit at the KAM Annual Clean Energy Conference. The entrepreneurs also networked with other clean energy stakeholders.



Portfolio distribution of clients in Green Tech Accelerator Programme

- 10 Agribusiness
- 07 Renewable Energy
- 01 Water Management

CLIENTS SUPPORT SERVICES

KCIC supports specific client requests which have the potential of creating high-value results to them. Clients received support in the following areas:

Certifications

Seven clients were supported to register and acquire standard certification such as Hazard Analysis and Critical Control Points (HACCP) and GLOBALG.A.P. which are required for export business. Such certification is a global requirement for businesses to demonstrate that they are producing or trading in safe food. By complying with these international requirements, the clients would widen their access to international markets and hence increase their revenues.

Client branding

Branding improves on the visibility of a business by defining its characteristics and making it easily identifiable. Five clients developed new logos and publicity materials, which included new packaging designs for their products. Three clients received support to create new websites.

Testing and prototyping services

We aimed at imparting the skills for developing practical models to test ideas easily and quickly. Nine clients benefited from prototyping services.

Patents and copyrights

This service is meant to support clients acquire copyrights and patents from Kenya Industrial Property Institute (KIPI) in order to protect their inventions and ideas against misuse by third parties. They received legal advice on patenting and intellectual property. Five clients applied for registration of trademarks with KIPI while three received support in intellectual property through Strathmore University's Centre for Intellectual Property and Information Technology Law (CIPIT).



FINANCING

ESF amount awarded

USD

223,000



Amount of PoC funding awarded

USD

116,500

ESF portfolio distribution

Agri-inputs at **16%**



Agribusiness **31%**

Renewable Energy- **24%**

Briquettes Manufacturing **29%**

Finances raised by clients from external sources



USD 3.7 million

Revenues generated by clients



USD 2.9 million

Introduction

Innovative products and business models are the foundations of a promising startup. However, these startups also need a steady flow of funds, especially in the early stages, to turn those ideas into reality. The existing imperfections in the credit and financial markets, credit constraints and lack of capital in general have been identified as constraints for enterprise growth. In developing countries, SMEs face significant constraints such as high cost of capital, high collateral requirements and lack of experience with financial intermediaries.

KCIC facilitates flexible access to finance needed by clean technology enterprises by providing competitive financing offerings including Proof of Concept (PoC) grants and Early Stage Financing (ESF). This is aimed at assisting the cleantech entrepreneurs to scale their businesses and move to growth stage where they can get further funding from other potential investors.

Early Stage Financing

The purpose of ESF is to unlock early stage funding opportunities for companies within KCIC portfolio while creating a pipeline for other funders looking at opportunities at a larger scale than what KCIC would typically fund. ESF is structured to provide both debt, equity and hybrid funding on a case-by-case basis upon assessment of needs for the opportunities.

These companies are drawn from KCIC's accelerator and incubator programmes. Since its inception in 2017, seven investments have been approved for funding. They include Exotic EPZ Limited, Kings Biofuels Limited, Acacia Innovations Limited, Rafode Limited, Dash Crop Limited, SCODE Limited, and Lentera Limited.

ESF portfolio is made up of two clients in briquettes manufacturing, two in renewable energy products distribution, two in agri-processing and one in agricultural inputs. By portfolio value, agri-processing comprises the bulk of our portfolio at 31%, followed by briquettes manufacturing at 29%, renewable energy products distribution at 24% and agri-inputs at 16%.



The success story of ESF clients

"We worked on our accounting systems to ensure we had proper records. The support of our mentor helped us to have updated books of account. My client lead helped in developing our financial model that I used to apply for funding."

**Moses Kimani,
Lentera Limited.**

Elana Laichena founded Acacia Innovations in October 2016. Based in Bungoma County, the enterprise manufactures biomass briquettes made from sugarcane waste to be used as alternative to firewood and charcoal fuel sources. Their main clients are schools in Nairobi and 19 other counties. They joined KCIC in early 2017, where they benefited from access to media coverage, use of facilities, business advisory, and mentorship. Specifically, Laichena was interviewed on KTN television and the company used KCIC's office space to conduct team meetings and interviews.

In December 2018, Acacia Innovations signed an Early Stage Finance agreement with KCIC of USD 45,000.

According to Laichena, "We received the funds to import a new briquetting machine from India in addition to a hammermill and a grinder to make the process go more smoothly. We were awarded the funds in December and placed the order then. We just got the machine installed earlier this month, so we are doing tests to get it up and running."

The ESF will assist Acacia

Innovations in expanding their impact in the community as they contribute to conservation of the environment. So far, they have employed 70 people, most of whom would traditionally have difficulties finding employment. For instance, they have hired factory workers who are either illiterate or semiliterate but are able to perform that kind of work well.

As Laichena says, **"Creating employment is one of the most direct ways that people see a benefit from our operations. It's meaningful to provide jobs for people of all skill levels. We pay our employees fairly above the minimum wage thereby giving them an opportunity to support their families."**

Additionally, sugarcane briquettes have numerous environmental and health advantages. The use of traditional firewood for cooking leads to deforestation; every ton of sugarcane briquette saves twenty-five trees. Furthermore, the product has almost no smoke. In the short term, this means that cooks do not suffer as much from irritations such as coughs or watery eyes, while in the long run, they are less at risk of respiratory illnesses.

POLICY ADVOCACY AND RESEARCH



Research and policy aim to contribute to cleantech enterprise development in Kenya. To achieve this, KCIC must be able to influence and foster favorable policy frameworks and an enabling environment for cleantech enterprises development through:

1
Translation and dissemination of valuable knowledge and research;

2
Creation of evidence-based research policies, including standards;

3
Promotion and implementation of high-quality cleantech research evidence.

Policy Dialogues

Three policy dialogues on renewable energy, water, and sustainability of the agriculture sector in Kenya were held in partnership with private sector players, civil society organisations, government institutions and the public. The dialogues were guided by the current campaign to shift from fossil fuels to sustainable energy options; inclusivity

in the value chain; climate smart agriculture and access to financing in the agriculture sector; as well as regulatory challenges that have affected the water sector.

A total of 25 clients were trained on policy and legislation affecting SMEs.

Corporate governance practices for SMEs was also captured during this capacity building session. As a follow-up to the training, Miyonga Greens was assisted to develop a corporate governance guideline.

Opportunities shared with Clients

KCIC continues to identify and inform clients of the trends impacting the various sectors of the green economy. Five briefs were developed in the following areas: corporate governance practices among SMEs; the role of micro-finance in SMEs; tapping into the Vision 2030 Medium Term Paper 3 priorities; aligning business plans to the country's development agenda; and public-private partnerships in dealing with the effects of climate change.

In addition to the sector briefs, clients have received technology and funding opportunities through newsletters.

Policy trainings

In partnership with The WaterCap and UNDP-CapNet, we carried out two policy trainings on water targeting the media and the youth. The session on Strengthening Water Science Communication for Policy and Accountability was meant to impart skills on journalists on how to report on water issues including on policies affecting the water sector. The second training involved the youth who were enlightened on various policies in the water sector, business models, market needs assessment, intellectual property rights, innovation development process as well as business pitching.

University Awareness Forums

Two forums were conducted in Strathmore and Mount Kenya Universities where we interacted with over 300 students and created awareness on the services we offer so as to create a pipeline of young innovators.

KCIC IN THE MEDIA



Twitter
followers-
6,800



Facebook
followers-
7,500



Instagram
followers-
190



LinkedIn
followers-
207



YouTube
subscribers-
115



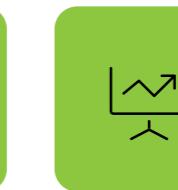
Issues of
Live Green
Magazine
published-
4



Number of
TV features-
9



Number
of OpEds
published-
14



Margin of open rate
increase for the weekly
newsletter - **8.9% to 19.8%**

The clients who were featured include:

- Bio Pesticides, Eco Dudu, Mhogo Foods, Mutunguru Hydropower, Acacia Innovations- KTN
- Solar e Cycle- KTN and Switch TV
- Scode Cook Stoves and Rafode Microfinance – K24 and EBRU TV

We have continued to leverage the power of the media, both traditional and new, in order to reach out to the communities we serve by showcasing our work as well as those of our clients. Through social media we raise awareness, keep stakeholders updated on KCIC news, share knowledge and strive to drive traffic towards KCIC online sites. We publish latest news, blog posts, client features, funding opportunities

as well as research and policy outcomes in our website and send them out to our clients in form of newsletters.

Eight of our clients were featured on various television programmes with their work transcending innovations in solar energy, biopesticides, hydropower, briquettes and nutritious diet-friendly cassava flour.

An assortment of newspaper cuttings

Go sustainability way for brand value boost

GROWTH



EDWARD MUNGAI
CEO, Kenya Climate Innovation Centre

Sustainability is becoming an integral part of many company's philosophies. Just like a firm's management

of the business ecosystem etc. But what is sustainability? There are many versions. I will, however restrict myself to the definition provided by my friend Dr Michael Hopkins CEO at MHCi who defines it as that situation where activities undertaken by the business ensure that all the stakeholders are treated responsibly or ethically. This incorporates companies' relationships to

demand- suits customers' needs at the moment, influences buying behaviour by reducing risks, and develops a strong relationship with customers to its uniqueness, hence influencing their recurring purchases- a key factor to securing profits for the business.

A sustainability programme that is consistent with a brand positioning will create more value for its brands. Corporates have sought to increase competitive position-

Environment

Achieving 10 per cent forest cover is crucial in plans towards combating desertification

Today, the United Nations leads nations in observing the World Day to Combat Desertification and Drought. Land is key to supporting livelihoods not only in our country but the world over. Land is the source of food and energy. From it, we also create wealth and grow economies. Sadly, the contribution of land to our lives and to the economy

We also published 14 OpEds in the mainstream dailies- Daily Nation, The Standard and The Star newspapers, as well as KBC online. These touched on clean energy, the ongoing ClimateLaunchpad competition, green enterprises, World Environment Day and combating desertification.

desertification means climate change is aggravated, because of low vegetation cover to support carbon dioxide uptake. Increased desertification also means water scarcity, leading to low food and forage production, thereby adversely affecting the lives supported by ecosystems. At a higher level, it means low production and unstable economies.

Today's event, therefore, provides a great chance to reflect on achievements towards afforestation over the last 25 years. As a nation, we are still below the



land can also be recovered through aggressive afforestation



Some insects are a human bother. They hover around our personal spaces, sting, bite and



KCIC RESULTS FOR PERIOD 2018-2019



Number of new clients admitted

32



Number of green tech businesses supported

80

32%
of jobs created went to women



Revenue raised by KCIC clients

USD 2.9 million



Tonnes of CO₂ mitigated
34,420 Tonnes



During the period, KCIC conducted continuous monitoring of activities and results (outputs and outcomes) that were generated as a result of support to clients. The process involved quarterly tracking of key indicators on the two results levels against the set annual targets. Apart from output and outcome

results tracking, KCIC tracked its annual work plan to establish the progress on implementation of activities versus budget (resources) during the period.

The overall objective of KCIC's support to clients is to enhance the growth and scale up of cleantech businesses. Commercialization refers to

the ability of the companies supported to generate revenues and eventually scale up as a result of this support. The key outcome indicators tracked during the period include:

Outcome Indicator 1:**Amount of revenues realized / generated by KCIC clients (USD)**

KCIC clients generated USD 2,971,924 against a target of USD 970,000 in revenues during the period under review.

KCIC USD 2,971,924

USD 970,000

The growth in revenues is attributed to implementation of sales and marketing strategies developed during the mentorship program.

Over 80% of clients in the mentorship program were supported to improve on their marketing strategies. Clients have also diversified into the export markets. 20% of clients supported exported products to regional and international markets.

KCIC supported the clients to acquire and set in place the required certifications and standards within their

operations. This boosted the competitive advantage of the clients and their ability to attract more customers. Some of these certifications include Global GAP and Hazard Analysis and Critical Control Point (HACCP). Locally, clients like Agri Flora Limited received Kenya Bureau of Standards (KEBS) certification leading to the client increasing his sales by 50%.

**Outcome Indicator 2:****Number of full-time equivalent jobs created by climate adaptation, mitigation and low carbon growth businesses (disaggregated by gender)**

In the period under review, KCIC supported clients created



where 32% of the jobs created were female. Over 62% of these jobs were created in the agriculture sector which also accounts for 40% of KCIC's portfolio. Job creation in SME's is regarded as an important contributor to economic growth of the country. During the period there are a number of factors that affected the rate at which companies created jobs. This include:

1 As companies grow, priority for these companies is to increase on their production and operation capacity. The common approach used by companies is to invest in automation of services by acquiring new equipment and machinery. This has an influence in the number of jobs that can be created or retained by the companies. This can be illustrated by Kings Bio Fuels Limited who after investing in a solar drier for drying briquettes, 20 jobs were lost as result. Initially, the company used to rely on manual drying of the raw materials which required the company to employ casual employees.

2 Companies are also investing in creation of lean but effective teams able to deliver on their strategies. The continuous trainings offered by KCIC have helped clients increase capacity to run their businesses.

"Initially I did not have a human resource structure, hence I kept a large team of staff who performed almost similar tasks. After attending various trainings, I have since realigned my human resource team to deliver more at an optimal cost"

Caroline Along'o
Dash Crop Limited.

To create a sustainable supply of raw materials for their operations, companies are also investing in creating stable out growers' associations (farmers groups). Exotic limited is focused on the value that their business adds to the **over 1,200 farmers** who provide over 60% of their produce (raw macadamia).

3 Early stage companies. During the period, **admitted 32 new businesses against a target of 30 clients**

for the period. 85% of the clients admitted were at research and development stage or prototyping stage. These stages are characterized by minimal growth and focus of the companies is proofing their concepts or product development. As the companies continue to receive support from KCIC, their growth and development is likely to generate new jobs.



Outcome Indicator 3:**Amount of finance leveraged from other sources**

As companies grow through the different growth phases, so do their financial needs. KCIC supports the clients to fund raise for these needs through linkages with potential investors through the investor readiness program. As a result of this support, during the period under review, 39 clients both in incubation



and accelerator programs raised a total of US\$ 3,783,232 against a target of US\$ 3,500,000. The funds leveraged were in the form of equity 29%, debt 38% and 33% were grants. Most funding was from private debt providers and non-profit organizations.

Outcome Indicator 4:**Tonnes of Co2 mitigated**

32,420 tonnes of CO2 equivalent were mitigated against a target of **25,000**



During the period 32,420 tonnes of CO2 equivalent were mitigated against a target of 25,000. This is mainly attributed to clients within the renewable energy sector which is 40% of KCIC's portfolio. KCIC uses

The United Nations Framework Convention on Climate Change, (UNFCCC) standards. During the period, clients at the accelerator program were supported to develop marketing strategies in addition

to investing on improving their production efficiency and processes. This resulted to improved production and sales of low carbon products.



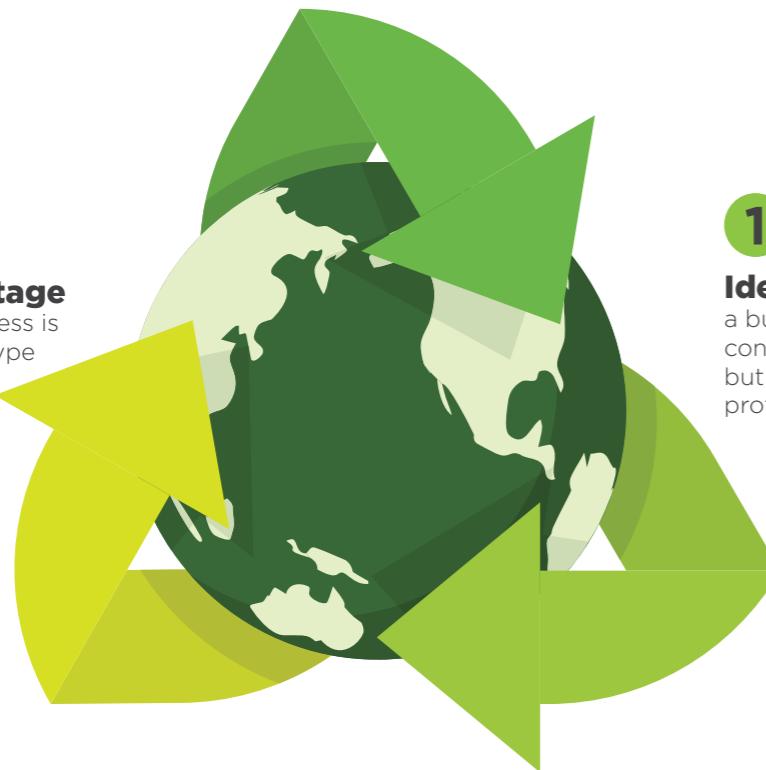
OUTPUT 1:

Increased support for green technologies and innovative business:

Output 1:1

Number of KCIC clients / businesses supported that complete the KCIC Incubation and / or Accelerator Programs (disaggregated by those who complete Incubation only, Acceleration only or both, and by Males and Females)

- 2 At the Research Development stage,**
the business is producing or preparing to produce a prototype of product/service.



- 4 Commercialization stage**
is the stage businesses have final product/service and are selling in the market thereby generating revenues

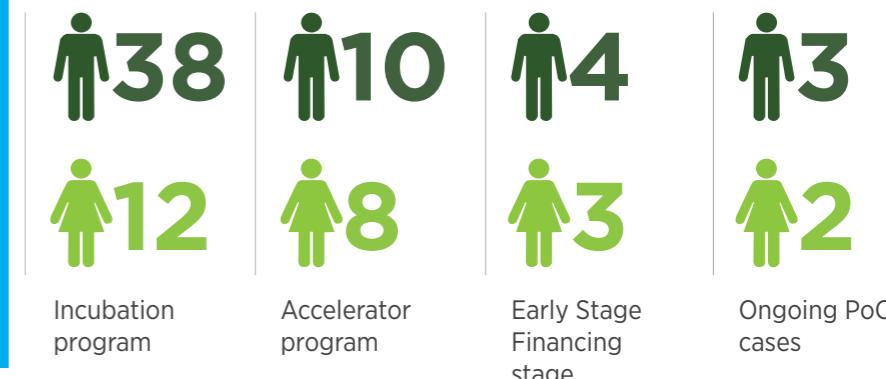
KCIC admits clients who are at different business stages. The main business stages include ideation, research and development, testing, commercialization and the growth stage. At the ideation stage, a business has an idea or concept for product/service but has not yet produced prototype. At the Research

and Development stage, the business is producing or preparing to produce a prototype of product/service. The testing stage is where the business is testing the prototype in preparation for commercialization. Commercialization stage is the stage businesses have final product/service and are

selling in the market thereby generating revenues. KCIC also focuses its support to businesses that have commercialized and are scaling up their operations and processes. Each business receives tailor made support through the incubation and accelerator program level.

KCIC supported a total of **80 clients** during the period. **Fifty (50)** clients were supported under the incubation program while **18 clients** were under the accelerator program. During the period **7 clients** received support under the ESF program while **5 PoC cases** are still under implementation

The gender representation on ownership for the companies supported by KCIC during the period is represented below:



Output 1:2

Number of new private sector climate adaptation, mitigation and low carbon growth businesses commercialized.



As defined earlier, KCIC looks at commercialization stage as the stage businesses have final product/service and are selling in the market. In the period under review a total of

16 new businesses commercialized out of the 50

businesses under incubation program. This indicator tracks mainly clients supported at the incubation program since clients in the other levels i.e. accelerator program have already commercialized.

The focus of the incubation program is to increase the number of businesses that generate revenues while the acceleration program focuses on growth of companies through the investor readiness program.

Output 2:

Green technologies and innovative businesses receive improved access to finance

Output 2.1

Number of KCIC clients receiving Proof of Concept (PoC) grants (and amount disbursed)

Four (4) new PoC cases were approved for funding during the period against a target of 6. However, one PoC case was cancelled due to challenges in complying to the grant agreement. The total amount awarded was **US \$116,100** for the cases. During the period there were 5 active/ongoing PoC cases that had been funded in the previous financial years. Total amount of money disbursed during the period was **US \$ 29,340.**

Output 2.2

Number of new KCIC graduated businesses supported with Early Stage Financing Mechanism (ESFM) Funds (and amount disbursed).

Early Stage Financing (ESF) was incorporated into KCIC Access to Finance mandate in mid-2017 with the objective of unlocking the company's potential and ability to raise external funding. KCIC's initial **investment from round one was funded by a grant of approximately US\$ 100,000**

from Autodesk Foundation to pilot ESF with two companies- Exotic EPZ Limited and Kings Biofuel Limited.

In the period under review, KCIC ESF portfolio had five companies namely Exotic EPZ Limited, Kings Biofuels Limited, Acacia Innovations Limited Rafode Limited and Dash Crops Limited that have executed the debt agreements. Two more companies i.e Lentera and Scode Limited are yet to sign the debt agreements.

KCIC has so far disbursed US\$. 16,926.460
to four companies during the financial year 2018/2019.

Budget Implementation Status, Financial Year 2018/19

Income and Fund status as at 30 June 2019

The total amount spent for the 12 months ending June 2019 is

Kes. 266,573,040 million

equivalent to **100.37%** of the total annual budget of

Kes. **265,599,782 million**

During the period, we received Kes.180, 789,184 million from Embassy of Denmark in Nairobi (DANIDA) being the third tranche of funding under GGEP programme as per the funding

agreement and further Kes. 70,137,157 was received on 20th December 2018. The funds were used to implement the approved work plan and budget for the year 2018-19 amounting

to Kes. 253,522,682 million. The other budgeted activities were funded from extra-DANIDA budget resources mobilized from our resource mobilization.



Key Result Area	Planned activities	Actual activities implemented	Budgeted amount in KES	Actual spent in KES	Variance	Utilisation rate	Comments
1. Incubation and Accelerator services	<p>1.1 Outreach/ Publicity & Call for proposals,</p> <p>Outreach publicity and call for proposals-This was done through engagement of County governments eg County Government of Mombasa, Laikipia and Nakuru, service providers within the ecosystem which include MESPT, Ministry of Industry, Trade, and Cooperatives, Climate Launch Pad, Clean Cookstoves Association, Grassroots Business Fund and through adverts on social media platforms e.g. KCIC website, twitter and facebook accounts. KCIC also participated in a number of events, trade fairs, awards and show to create awareness. We also did direct targeting to specific clients who meet our needs.</p>	<p>Outreach publicity and call for proposals-This was done through engagement of County governments eg County Government of Mombasa, Laikipia and Nakuru, service providers within the ecosystem which include MESPT, Ministry of Industry, Trade, and Cooperatives, Climate Launch Pad, Clean Cookstoves Association, Grassroots Business Fund and through adverts on social media platforms e.g. KCIC website, twitter and facebook accounts. KCIC also participated in a number of events, trade fairs, awards and show to create awareness. We also did direct targeting to specific clients who meet our needs.</p>	64,066,336	60,005,075	4,061,261	94%	Most activities budgeted for the period were implemented. The bulk of the expenditure is on client mentorship programme
1.2 Accelerator services,	Accelerator program- 18 clients admitted into the program. The clients have received mentorship, business advisory services, investor readiness related activities and access to finance services.						
1.3 Business incubation services- Networking/roundtable forums -Business trainings, Specialized training needs for clients (example TI/T2 certification, HACCP certification, AMPs, SEED, etc.)Legal services support, Financial systems support	Incubation program- 50 businesses supported. 12 clients supported on mentorship programme, 50 clients received business advisory services on human resource management, product development, record keeping, five business training sessions conducted, 78 clients trained. Eight clients supported to install financial systems ie SAGE.						
4. Mentorship,	Mentorship program- 12 incubation clients and 18 Accelerator clients supported under the mentorship program.						
5. Staff Mentorship Training	Staff mentorship- Six staff trained on mentorship						
2. Financing	<p>2.1 KCIC Early Stage Financing,</p> <p>2.2 ESFM technical assistance support</p>	<p>Five clients supported with Early stage financing</p> <p>Two clients provided with technical assistance. Kings Bio Fuel Limited supported on human resource management, corporate governance and marketing, Exotic EPZ limited supported on transactions advisory on potential equity investments. They include two reports done to Root capital and Rabo bank.</p>	47,694,367	59,719,045	-12024678.00	125.21%	During the year, 3 new PoC cases were approved totalling to Kes.10 million; F&M Industries Kes.4.7m, MIS Company Ltd Kes.2.3m and Miyonga Fresh Green Ltd Kes.3.0m. 7 ESFM loans were approved totalling to Kes.32.2 million; Acacia Innovations, Exotic EPZ, Kings Bio Fuels, Rafode, Dashcrop, Scode and Lentera. Part of the budget for ESFM was financed by Kes.9.9 million that was received from Autodesk Foundation.
	2.3 PoC due diligence and monitoring field visits	Five PoC cases presented for funding 3 cases funding approved. During the period there were 5 active/ongoing PoC cases that had been funded in the previous financial years.					
	2.4 Due diligence field visits Support rollout of successful PoC through access to relevant financing	Due diligence conducted for all 5 ESF clients. This included legal, commercial and financial due diligence. For all the 32 clients admitted due diligence was conducted to verify business operations prior admission.					
	2.5 Map relevant financing opportunities & provide linkage and support to clients	Eighteen grant opportunities shared through KCIC alerts and targeted. Fourteen clients supported in external funding applications. KCIC internally developed an internal investors data base to help source for financing for clients.					
3. Client support services	<p>3.1 Ensure a fully functioning incubation center by procuring necessary goods, services, and works; availability of adequate physical facilities for the Secretariate,</p> <p>3.2 Facilitate access to testing and prototyping services (KIRDI, UON, GEARBOX, PROLAB, Patents/ copyrights filed with KIP)</p>	<p>New Client service space for 30 clients refurbished and currently in operation.</p> <p>Six clients supported to get KEBS certification while 8 were supported to test their products at KIRDI</p>	33,080,784	31,907,439	1,173,345	96.45%	The expenditure for this key result area was in line with the budget. Clients accessed technical services, rent, service charge and other administration costs allocated to this result area were allocated in line with its consumption. More clients were installed with Sage Accounting Software. The expenses were high in this key result area due to the commitment to support Greening Kenya Initiative Trust at a cost of Kes.10 million that was not budgeted

4. Corporate Services	4.1 Identify and Share funding opportunities with Clients	Funding opportunities shared with clients through the E-alerts and direct targeting by clients leads.	32,702,007	32,763,022	-6,015	100.19%	The expenditure for this key result area was in line with the budget. Most activities budgeted for the year were implemented
	4.2 Develop and publish sectors brief	For the sector briefs, 8 sector and sub-sector issues have been developed to address that affect the clients i.e corporate governance, role of micro finance in SMEs, Sustainable development goal and their roles in SME's among other topical issues					
	4.3 Develop and incentivize framework for the promotion of renewable energy in collaboration with FES	Collaborated with FES in organising 2 policy dialogues on agriculture and water					
	4.4 Awareness forums for KCIC	Awareness forums conducted in 2 Universities to create awareness on KCIC activities.Totl students reached 300.					
	4.5 Market intelligence survey on Clean technology	Research on UNLOCKING CLIMATE FINANCE POTENTIAL for private sector undertaken					
	4.6 Attend forums on green growth and climate change	KCIC attended the National Green Growth Conference and Exhibition, Post-Cop 24 Katowice summit, One Planet UN Summit.					
	4.7 Identify universities and other institutional partnerships	<ul style="list-style-type: none"> Identified 3 Universities to work with in supporting entrepreneurs, Strathmore University, Jomo Kenyatta University of Agriculture and Technology and Maseino University. Signing of MoU's awaiting approval from the Vice chancellors. Consultants engaged to support in resource mobilisation. 24 proposals submitted to different donors for funding. 					
	4.12 Develop partnerships to support visibility	Our story, KCIC brochure, ESFM brochure, POC brochure, Annual report 2017/2018, PoC booklets, Incubator booklets, Accelerator booklets developed.					
	4.13 Support clients with branding	Media consultant engaged. Clients Supported for visibility on local media stations. Local media engaged to cover KCIC events e.g the official signing of ESF term sheets. In the period one designer engaged to design KCIC publicity materials.					
	4.14 Participate in exhibitions/trade fairs and roadshows/awards	Partnership created with ITC T4SD, FES and the Youth Enterprise Fund 9 clients supported on developing branding materials which include banners, business card, logos and emblems for their businesses among others. Website development on going for F&M, Laikipia Permaculture Limited Miyonga Fresh Greens Limited, Supa Con Limited and Dash Crop Limited					
5. Monitoring & Evaluation, Knowledge Management	5.1 Implement donors reporting guidelines to ensure and identify critical indicators required for reporting	Donor reporting quarterly, semi annual and annual reports submitted to donors	9,030,370	8,568,000	462,370	94.88%	The expenditure for this key result area was in line with the budget. Most activities budgeted for the year were implemented
	5.2 Review and update KCIC's Theory of Change	KCIC's Theory of Change updated to reflect program structure					
	5.3 Undertake study tours	1 Study tours undertaken for clients. Focus on business processes.					
	5.4 Knowledge cafes conducted	Knowledge cafe's undertaken realigned to be conducted during business trainings					
	5.5 Communication and Knowledge management strategy finalized	Communication and Knowledge management strategy finalised					
	5.6 Develop and disseminate the e-Alert	18 issues of E alert disseminated					
	5.7 Develop and publish one case study in partnership with Strathmore Business School	Case studies on Hydroponics Africa Limited and Kings Bio Fuels on going					
	5.8 Brown bags to training staff on various knowledge products	Internal knowledge and skill sharing plat forms facilitated - Writing blogs - 31st August 2018, 2. Investing for millennials - 24th October 2018, 3. Report writing - 29th October 2018, 4. Health talk - 7th November 2018					
	6.1 Undertake Wesustain student recruitment campaign	2,500 students recruited	7,900,000	7,898,400	1,600	99.98%	The expenditure for this key result area was in line with the budget.
	6.2 Communication and Outreach	Developed and disseminated six videos. Over 20 articles on sustainability compiled and shared.					
6. Green Growth Awareness and Sustainability Initiatives	6.3 Conduct We sustain projects	JKUAT tech expo forum attended by 100 youth from various universities, Information sharing through sustainability publications reaching over 3,000 subscribers. Essay competition on youth role in sustainable development goals, debates with youth on sustainability topics.					
	6.4 Sustainability Conference	Preparation for the annual sustainability on going					
	6.5 Sustainability for County governments awareness and capacity building	Meeting with County First Ladies Association representatives held awaiting feedback from the CFLA Board. KCIC engaged County governments of Nakuru and Laikipia					
	6.6 Association of Sustainability Practitioners Programs	Sustainability Meet - Up - 6th Dec 2018. Association of Sustainability Practitioners Kenya (ASPK) launched, 3 Sustainability Meet-ups held- 175 participants attended the events					
	6.8 Capacity building for Corporate organization	Project feasibility for suitable sites conducted. 2 potential sites identified. Pre assessment of local vendors and suppliers conducted.					
	6.10 International travels/training	SOCAP18 at 23rd - 26th October 2018 at San Francisco, London, Skoll meeting (8th - 12th, Oxford), (MHC International 9th), Tokyo as a Partners of WIPO GREEN meeting 28th February 2019 - 4th March 2019, Eisenhower annual meeting Rwanda Kigali, ITC T4SD meeting in Italy.					

PARTNERSHIPS



We continue to forge partnerships with appropriate stakeholders in diverse fields ranging from civil society and government to the academia and development partners.

KCIC, World Agroforestry Center (ICRAF), Swedish Environment Institute and African Center for Technology Studies are implementing a pilot project aimed at investigating the feasibility of co-using land for crop and electricity production in East Africa. An award of £

50,000 was made to Glasgow University for the project. The university is facilitating the research and development of full proposal for funding. It will also set up of an experiment site for data collection to feed into the proposal.

We have also partnered with the government through the Youth Enterprise Development Fund (YEDF) to promote youth entrepreneurship in agribusiness, renewable energy and water management. The MoU we signed with YEDF

will benefit the Kenyan youth through the creation of a database of youth entrepreneurship; access to affordable business finance; growth in climate-focused entrepreneurial innovations and consequently the creation of decent job opportunities. It shall be instrumental in contributing to Kenya's journey towards the attainment of the Sustainable Development Goals, Kenya Vision 2030 and the Government of Kenya's Big Four Agenda.

SUSTAINABILITY INITIATIVES

The KCIC Sustainability Initiatives was launched in 2016 to challenge, inform and support various Kenyan stakeholders including businesses, civil society organisations, learning institutions, government agencies, and members of the public in pursuit of sustainable

12,000

Number of students recruited into the WeSustain programme

development. The initiative achieves this goal through its five pillars: awareness creation, sustainability advisory, capacity building, research and community of practice.

In the 2018/2019 FY, we managed to partner with institutions of higher learning and this has led to the recruitment of 12,000 students into WeSustain programme. KCIC has also completed

projects such as an essay competition about the youth's role in sustainable development goals and debates with youth on sustainability topics.

Our focus has also been on awareness creation through outreach campaigns including the JKUAT Tech Expo, an annual forum attended by 100 youth from various universities. These projects facilitated information sharing through sustainability publications that have reached over 3,000 subscribers.

We have also held discussions with development partners to explore openings for engaging county governments in the sustainability framework through awareness creation and capacity building.

In order to embed sustainability practices among our clients, we also conducted sustainability assessments of two clients- Zijani and Kings Biofuels. Findings from these evaluations were shared with the clients together with suggested

strategies on how to improve on their application of sustainable practices within their business operations.

KCIC also took the lead in the formation of the Association of Sustainability Practitioners in Kenya (ASPK). This body is integral in bringing sustainability practitioners including businesses together to share and identify best practices to be entrenched in enterprises and other professions. Most importantly,

this will create an avenue for putting the spotlight on the UN Sustainable Development Goals and deliberate on ways through which cleantech enterprises can contribute to their achievement.

Corporate environmental performance research has also been ongoing and when concluded, it will be able to show how sustainability is being embraced by various companies.



KCIC Subsidiaries

a) Kenya Climate Ventures

Kenya Climate Ventures (KCV) was founded in 2016, with seed capital from the Danish International Development Agency (DANIDA) and UKAid. KCV is an independent subsidiary

of Kenya Climate Innovation Center. The organisation provides funding and technical assistance support that enables entrepreneurial organisations to develop more robust products or services

Kilifi Moringa Estates

KCV invested Kes 50 million in Kilifi Moringa Estates as seed funding for the expansion and extraction of additional value to increase supply over the long term. The money is being used for the expansion of the outgrowers programme, research and development, capital expenditure and the value addition of moringa by-products. The company is in the business of growing moringa trees and producing moringa powder, tea, and massage oil from the leaves and seeds.

Kilifi Moringa is using the tree to create alternative livelihoods for the residents of Kilifi County. Kilifi Moringa Estates won the Chivas Venture 2018 award for their outstanding work towards uplifting small-scale farmers in Kilifi.

Hydroponics Africa Limited

KCV invested Kes 35 million in Hydroponics Africa Limited (HAL) to promote the growth of the company by reaching more customers within the country. Hydroponics Africa Limited is the pioneer initiator in hydroponic farming systems in East Africa. HAL enables farmers to achieve predictable and highly nutritious yields for vegetables and to produce their own animal feeds at limited cost of input.

With KCV funds, HAL has been able to grow its presence in four more counties, that is, Machakos, Kitui, Tharaka Nithi and recently Meru. The company has established offices in Rwanda, Nepal and Burkina Faso. Tanzania and Uganda's operations are managed from Kenya.

Sistema.bio

Recently, KCV invested in Sistema.bio Kes 35 million to scale its hybrid reactor bio digesters, delivering sustainable renewable energy and agricultural solutions to more farmers in Kenya. The company has sold over 800 Hybrid Reactor bio digesters, giving access to clean cooking energy to thousands of consumers.

Kilifi Moringa Estates won the Chivas Venture Award 2018

b) KCIC Consulting Limited

We are excited to announce the launch of KCIC Consulting, a non-profit company focused on providing exciting solutions to start-ups, corporates, government and NGOs. The establishment of the company arose out of the need and demand for providing quality consultancy in climate technology, innovation, climate change and sustainable development.

Kenya Miniwind Project

The Kenya Mini-Wind Project aims to develop a market for low cost energy by introducing partially locally produced kW wind turbines and operated wind turbine in mini-grid systems. The objective is to provide affordable and reliable electricity in rural communities in Kenya. This will reduce poverty, stimulate growth and increase accessibility of sustainable energy supply for the rural areas in Kenya. A pilot was undertaken in Ndeda Island where a 10kW wind turbine was integrated in an already existing mini grid. The project is being implemented by a consortium comprising of Kenya Climate Innovation Center, Rural Electrification and Renewable Energy Corporation (REREC), Sustainable Energy, Technical University of Denmark and Vestas.



ClimateLaunchpad Competition

ClimateLaunchpad (CLP) is the world's largest green business ideas competition, whose mission is to unlock the world's clean technology potential that addresses climate change. The competition creates a global community of innovators determined to address the negative impacts of climate change through entrepreneurship. ClimateLaunchpad is part of the entrepreneurship offerings of Climate-KIC and the Kenya Climate Innovation Center.



ITC T4SD Hubs: one-stop shop for sustainability

We were excited this year to partner with Strathmore Enterprise Development Center and the International Trade Center (ITC) to launch the Trade for Sustainable Development (T4SD) Hub. The T4SD Hub will act as one-stop shop for Small and Micro Enterprises (SMEs) to internationalize by building green business strategies that will enable them access green finance and international markets for sustainable products.

A coaching programme will be implemented as a blended learning approach of e-learning and customized face to face coaching sessions and incorporates the ITC's existing tools and services. This will be rolled out as a two-year programme.

The Urban Briquetting Project

The Urban Briquetting Project is a co-creation between Hivos EA, Greening Kenya Initiative Trust (GKIT) and Kenya Climate Innovation Center. The project also incorporates the National Treasury. This is a pilot for sustainable and quality production of biomass briquette programme for Nairobi County with an aim of transforming the biomass energy sub-sector, creating jobs for both women and youth in the county while contributing to universal access to clean energy at the household level.



Association of Sustainability Practitioners in Kenya

In the wake of the adoption of Sustainable Development Goals (SDGs) by the United Nations (UN), the corporate world is now concerned about sustainability more than ever before. Professionals are also keen to embrace sustainability practices within their work environments and careers. It is on this realization that KCIC spearheaded the formation of the Association of Sustainability Practitioners in Kenya (ASPK), a body that brings together individuals and businesses with an interest in sustainability of business enterprises. This consortium provides a platform for the exchange of ideas and experiences as well as the discussion of issues around sustainability among professionals.

Our Corporate Social Responsibility

KCIC commits to positively impact the workplace, the environment and the community. As a result, we partnered with Clean Up Kenya, the County Government of Nairobi and South B Primary School to clean up the surrounding areas of South B Estate. Thereafter, we held a tree planting exercise at South B Primary School where we also enlightened pupils on environmental issues particularly on the need to conserve trees.

The residents of the area were excited to receive us during this CSR activity while the school community was jubilated at having an idle section of their field being filled with trees.

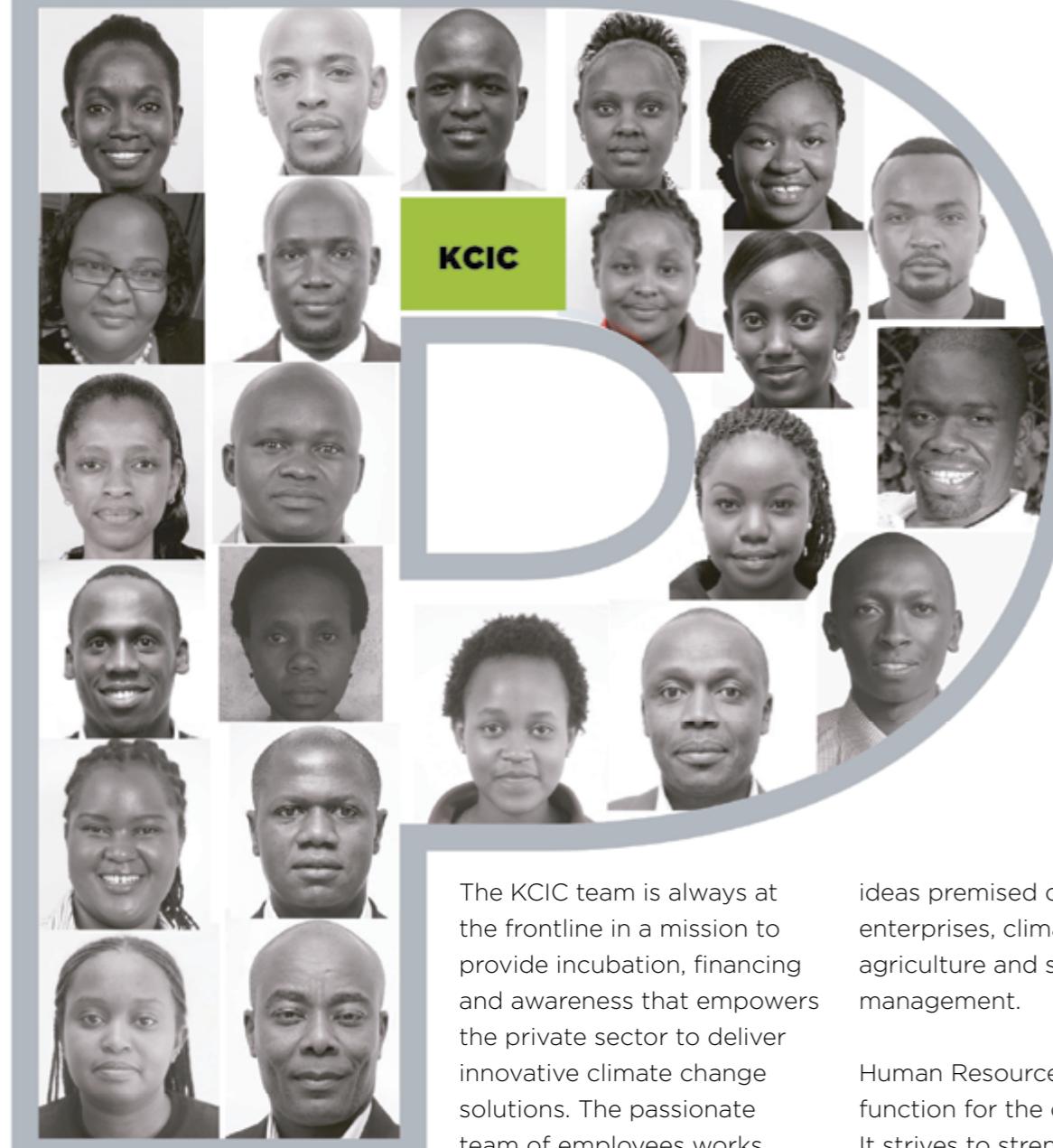


"We promise to take good care of the trees by constantly watering them so that they grow and benefit our school community,"

Madam Millicent, the Wildlife Club Patron remarked during the event.



OUR PEOPLE



The KCIC team is always at the frontline in a mission to provide incubation, financing and awareness that empowers the private sector to deliver innovative climate change solutions. The passionate team of employees works in partnership with the private sector, government including county governments, institutions of higher learning, civil society organisations, development partners and other stakeholders within the green economy space. We serve communities through innovative business ideas premised on cleantech enterprises, climate smart agriculture and sound water management.

Human Resource is a support function for the organization. It strives to strengthen the core business of Kenya Climate Innovation Center (KCIC) by enhancing a high-performance culture among staff to ensure that the objectives of the organization is met. This report therefore enumerates the activities implemented during the financial year 2018/2019.

STAFFING

Turnover

As per the end of the financial year 2018/2019 KCIC, six staff members exited the organization. Five resigned while one passed on, unfortunately. Two Business Analysts resigned in Client

Services Department while three members of staff resigned in the Corporate Services Department. The positions affected were those of Knowledge Management and Communication Officer,

Human Resource Officer and Monitoring and Evaluation Analyst. The position of Front Office and Administration Assistant became vacant due to the demise of the holder.

Recruitment

Department	Position	Type of Recruitment	number of staffs	Report date
Client Services	Senior Business Analyst	External	1	1 st July 2019
Corporate Services	Knowledge Management and Communications Officer	External	1	15 th May 2019
Corporate Services	Communications Learning and Reporting Officer	External	1	6 th May 2019
Corporate Services	Front Office and Administration Assistant	External	1	16 th July 2019
Corporate Services	Human Resource Officer	Internal	1	12 th January 2019

Staffing Level

Recruitment was done for some positions that fell vacant within the year. In addition, some interns were absorbed.

Therefore, the current staff pool is 23 full time staff members. There are also three staff on short term contracts and two

interns one each attached to Client Services and Corporate Services departments.

Learning and Development

KCIC recognizes that her success lies in the staff possessing the knowledge, skills and competencies that maximise their performance and contribution to the achievement her strategic

objectives. Thus, KCIC is committed to supporting the development of its staff members by providing training in a cost effective and efficient manner in order to meet both the business needs of KCIC and

the professional development needs of each staff member. In light of this, KCIC sent 13 staff for training. The entire was also trained on communication and negotiation skills. The cost of training was Kes 2.2 million.

The Board



Prof. Izael Da Silava



Anne Angwenyi



Salim Mohamed



Lydia Kiburu



Julie Waweru



Job Kihumba



Dr. Arthur Onyuka



Susan Otieno



Edward Mungai

KCIC Board of Directors comprises men and women with a wealth of experience from diverse fields spanning both the public and private sectors. They bring on board a mix of skills, experience and professional

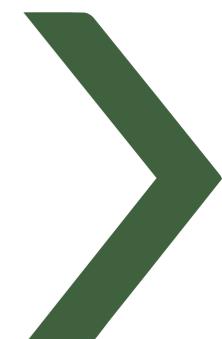
as well as industry knowledge that is relevant in meeting KCIC's strategic goals. The Board provides strategic direction for the organisation and is in charge of planning and policy formulation.

Thank you!

We appreciate our friends and partners who believed in our cause and supported us in championing sustainable business enterprises that address the climate change challenge.

KCIC highly recognises the support extended to us by our donors and partners in form of resources and technical guidance.

To our staff and to everyone else who gave their time and commitment towards a cause that we are so passionate about, we say thank you!



Looking to the future: 2019/2020

There is a greater focus on sustainable development both at the local and global scenes. This is driven by the need to align growth towards the UN Sustainable Development Goals. It holds the promise that development should not be spearheaded at the expense of lives and the planet.

KCIC sees a greater opportunity to build on the successes of 2018/2019 to broker relationships with civil society, governments, development partners, individual champions and citizens at large to bring about meaningful conversations around sustainability and the need to embed sustainable practices in business ventures.

We will also continue to bring more clients on board while working with existing ones to ensure viable

business ideas are nurtured around agribusiness, water management and renewable energy. Without a sound enabling environment, SMEs may not survive and thrive especially in the face of stiff competition from well-established corporates; ever-changing economic climate; and tough regulatory frameworks. KCIC will therefore strive to work hand in hand with other organisations and the government to push for friendlier laws and policies that assure sustainability of SMEs.

We welcome you in our journey of upscaling innovative solutions in cleantech enterprises, because in it, a greener future is guaranteed.





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MINISTRY OF FOREIGN AFFAIRS
OF DENMARK
Danida

