



# Climate Impact Accelerator

Climate Impact Starts With Us

Alex Miller



# Mission

Supplying the most ambitious founders with the resources to reshape the climate.



# Crisis: Climate & Environmental Destruction

It looks like we're going to miss 1.5C

69% of primary forest destroyed

87% of ocean no longer pristine wilderness

37% of rivers still free-flowing

23% Global land surface unaltered

80-85% of global primary energy from fossil fuels

No silver bullet - emissions are coming from every industry

Will humanity smother itself in emissions?

Source: Google Gemeni - todo: get the links



CRISIS  
CHAOS

Hope  
Opportunity



Where some see only  
crisis and chaos, others  
see *Hope & Opportunity*



# Hope: Technological Explosion

## Science, Technology & Engineering to the rescue

- 8th decade of Morre's Law
- 100 million scientists, engineers and technologists working globally
- AI breakthroughs disseminating across science, technology & engineering
- Rapid advances and dissemination of renewable energy, and sustainable technologies to price parity or below
- Climate Change denial and disinformation no longer believable → political & regulatory change accelerating
- James Inhofe Dead



# The Opportunity of the Century

**Adoption is coming, enabling the supply is visionary.**

- Necessities like food, clothing, shelter, energy, mobility and logistics which are the main drivers of climate change, are also the main drivers of GDP.
- With all of this demand, and all of these engineers and technology, millions of new businesses will be created to delay and mitigate climate change.
- In the decade to come the most ambitious founders with the right capital, knowledge and networks will reshape the global economy, and generate immense returns.
- The Climate Impact Accelerator will seek out, fund, and enable the best founders through this tumultuous period, reshaping the world, and earning a huge return on capital.

机会. Every Biz Affected, many winners. A rising tide lifts all boats. Conversely a low tide can wreak boats too close to shore... so the world will swim harder and get through the whitewater.



# The Opportunity of the Century

If we believe that there's hope, then  
Every business is gonna have to be a climate business

Copy Paste Innovation  
into Emerging Markets

- Just look at China. The future is there. Everything is electric and fast and quiet and just works, or you get it fixed, and it's manufactured cheaply because it's manufactured at scale with a vast and interconnected supply chain that's fast and relatively local.
- Now look at India. The government mandates are kicking in and forcing change across vast industries. But they don't have the origins of diversity.
- That's going to happen everywhere.
- Mobility and logistics, food and agriculture, construction and materials - the main drivers of climate change - are also the drivers of GDP - and they've all gotta change.



**Background: Crisis / Hope /  
Opportunity / Chaos**



- Is chaos not coming?
- Or will chaos come to soon and we should just give up?
- NO. We have a chance to stop chaos from coming.
- That's why



# Climate Impact Starts With Us



# Asia to the Rescue

## A region full of need, and innovation

- 60% of the worlds population resides in Asia
- China is the global manufacturing center, supply chain is now spreading regionally
- “The future is unevenly distributed” and many still living in poverty
- Low cost, low resource and even DIY solutions are of central importance
- Large numbers of startups in every sector, but especially resource intensive necessities like food, clothing, shelter, energy, mobility and logistics which are the main drivers of climate change
- Increasing amount of startup capital and know-how available.



# Opportunity: Accelerating Fledgling Climate Startups

## The Opportunity of the Century

- Lower cost of ownership and higher yields are driving grass-roots creation and adoption of new green technologies across Asia
- Leapfrogging generations of technology entrenched in the west
- At the enterprise, policy is also driving rapid shifts to new, clean solutions
- BUT ecosystems don't yet have capacity to serve all new demand
- **You can help** foster growth by building the next generation of supply
- Vast riches await.



# Moore's New Laws

**Everything getting cheaper, leading to more adoption, fast**

- 2-3 Wheeled Fleets
- Renewables/Batteries/Smart Energy
- Agri-tech / Food Supply
- Nature Based Startups / Carbon Markets
- Circular Economy
- Social Issues: Health/Wellness/Education

**Sample Thesis, show your genus**

**Agri-tech**

**Fastest Growing Markets**

**2 wheeled Fleets**

**Nature Based Solutions**



# Technological Tipping Points Reached

**When green becomes cheaper than the old way, people switch**

- EV Fleets are now cheaper gas fleets
- Solar cheaper than generators, or paying the power company
- Microbe-based fertilizer cheaper and more productive than NPK
- Water filters cheaper than boiling / trucking water in
- Harvesting methane cheaper than buying LPG
- Etc.



**But upfront cash is required  
When things become cheaper than the old way**



# Our Vision: An Accelerator & VC for Climate Tech

## Enabling the best founders

- Fund: \$200k @ Market Rate + 3% Equity
- Teach & Share: 12 week program - Retreat, Online, Singapore Demo Day
  - Learn metrics, storytelling, investor relations
  - operational and strategic expertise.
- Mentor: Top mentors from across the region offering office hours
- Network: Bi-weekly networking bringing together the best minds and operators



# The Team

## Climate Impact Experts



- Alex Miller



# Co-GPs - Accelerating Asia

\$14m VCFM



- Amra Naidoo
- Founder, GP, Accelerating Asia
- Ecosystem, IC

- Craig Bristol Dixon
- Founder, GP, Accelerating Asia
- Fundraising, IC





# Advisor LPs

## Vertical Specialists who put down capital to help



- Alexander Baum
- Corp Dev. Woven Capital by Toyota
- Mobility Specialist & Angel



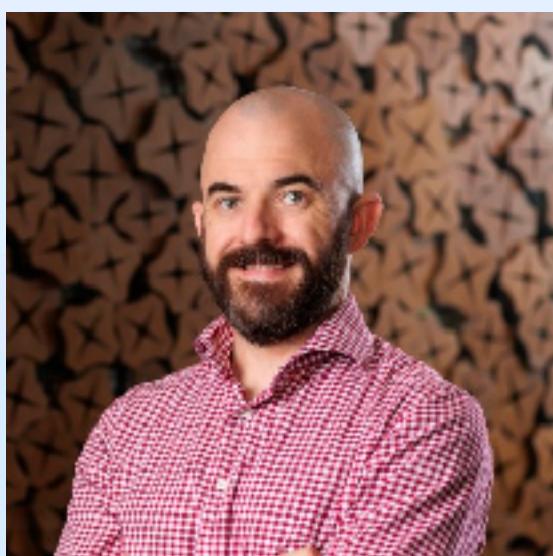
- Rajarshi Sahai
- Venture Partner, Mobility Fund
- Energy Specialist



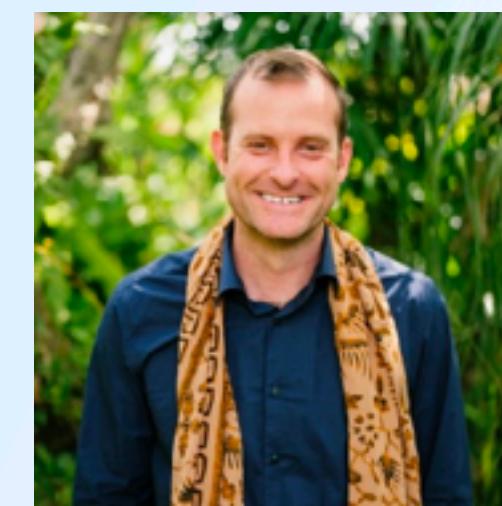
- Amra Naidoo
- Founder, GP, Accelerating Asia
- Ecosystem,



- Padeep Desu
- Human Capital
- HR & Mobility



- Mark Evans
- DBS Bank
- Innovation & Financing



- Matt Legget
- Terratai Nature Fund
- Nature based Solutions



- Flavio Rump
- ETH AI Center
- Agricultural AI

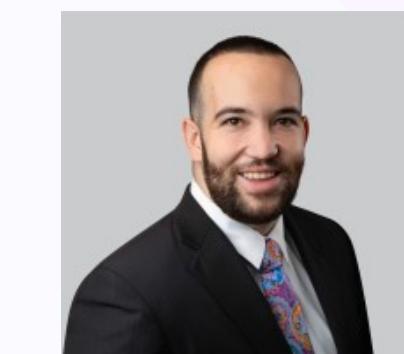
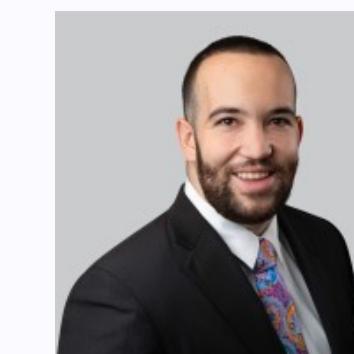
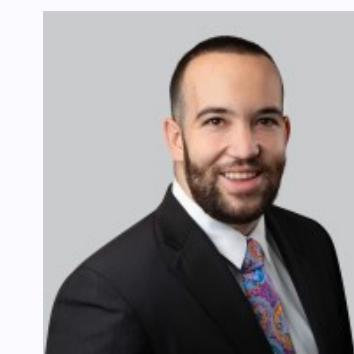
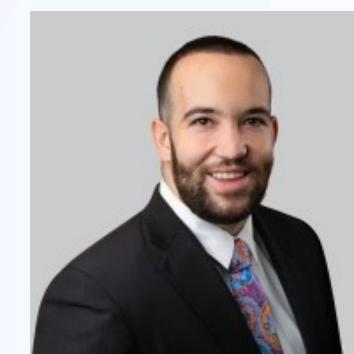
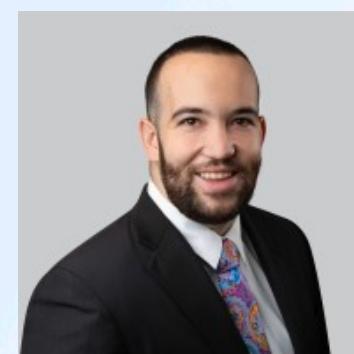
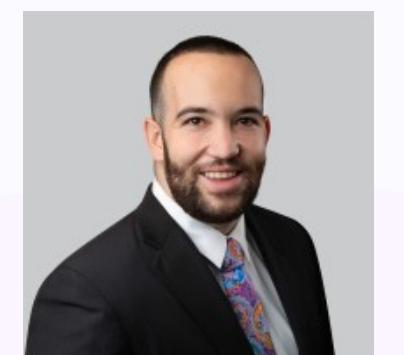
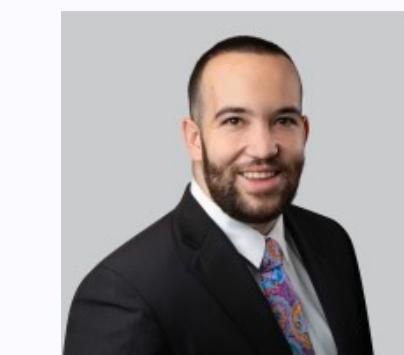
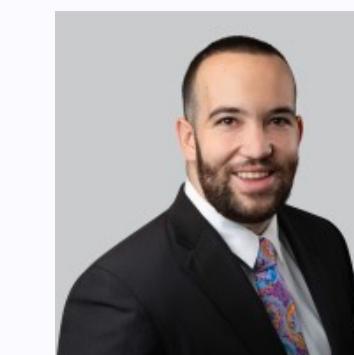
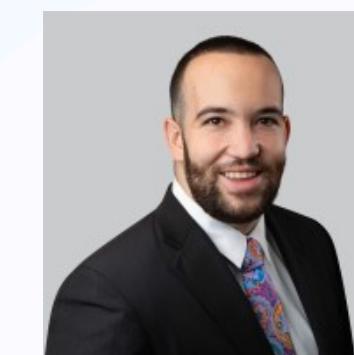
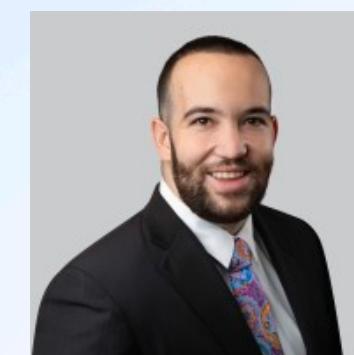
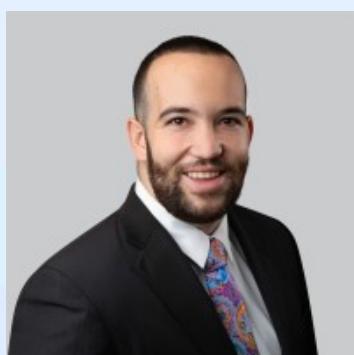
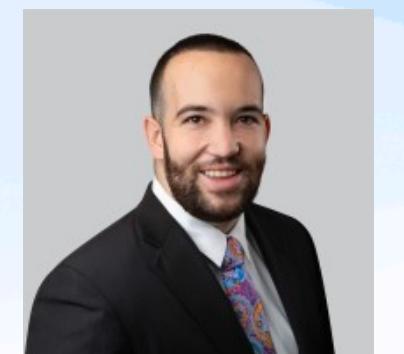
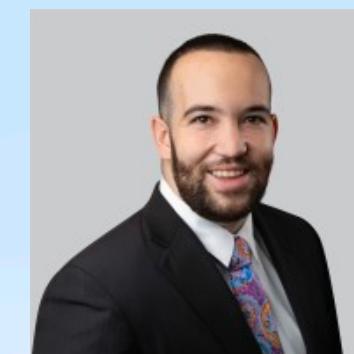
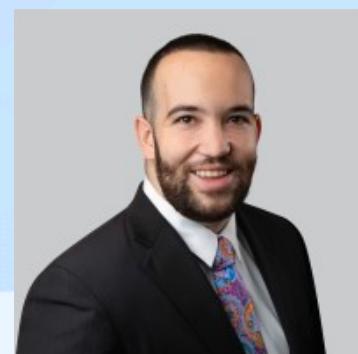
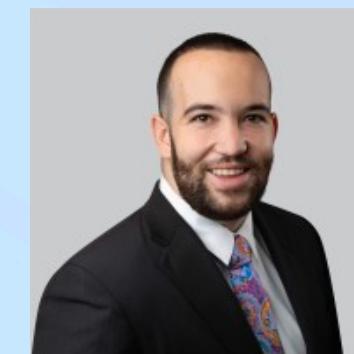
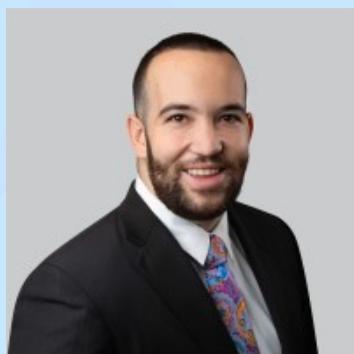
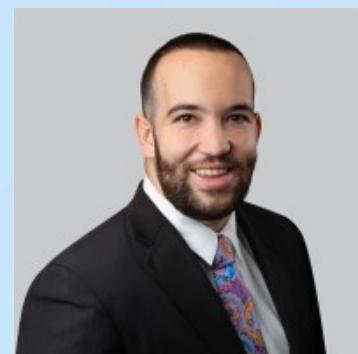


- YOU?



# Mentors & Supplementary IC

Founders and Angels who help our pipeline, selection and mentorship



• YOU?



# Proven Selection Process

## Utilizing a wide network of industry experts

- Climate Startups from Japan to Pakistan
- Already achieving 5-6 figures USD ARR
- 50% of startups female lead
- >75% of startups asset light
-



# Metrics - Diversification

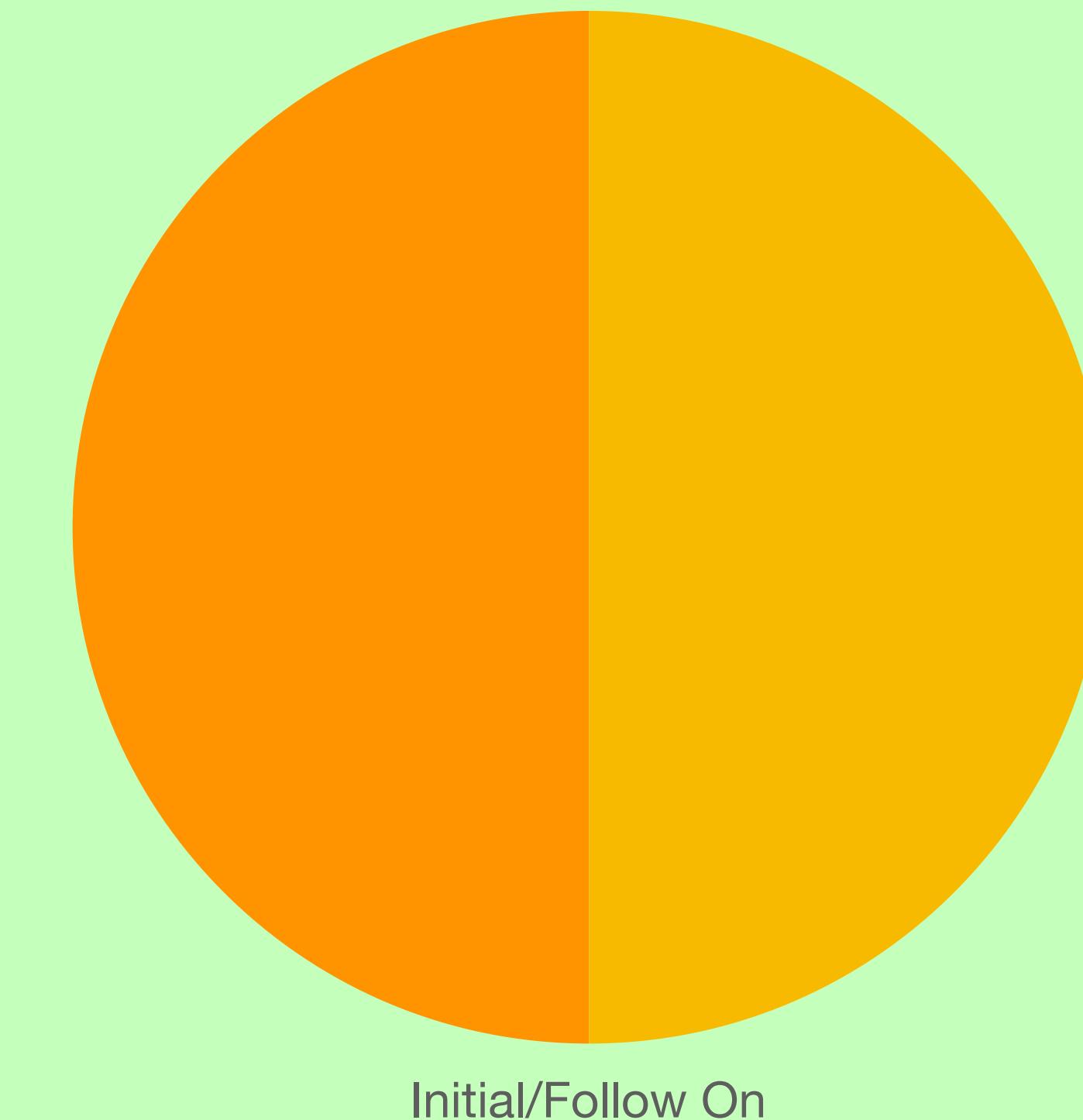
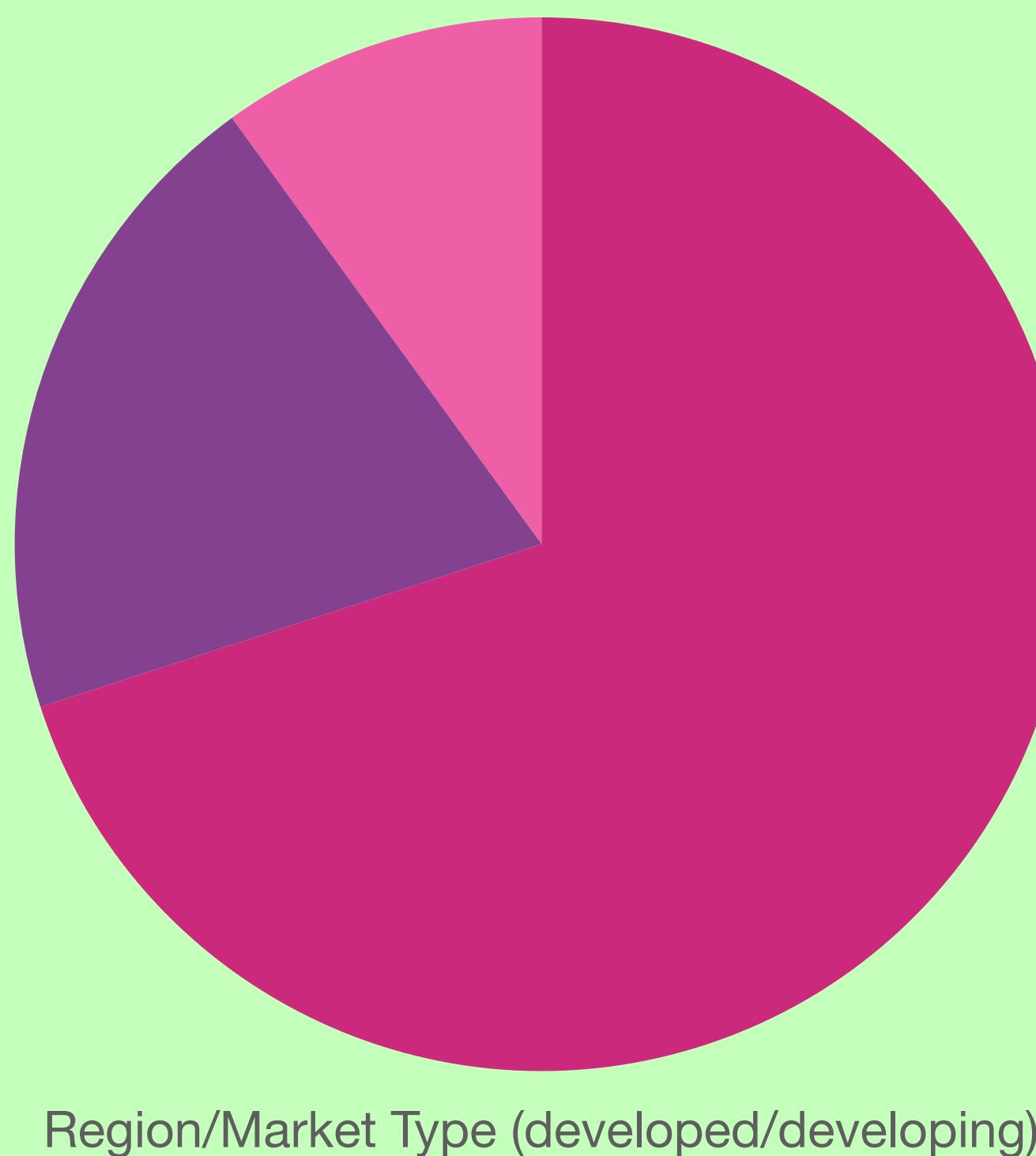
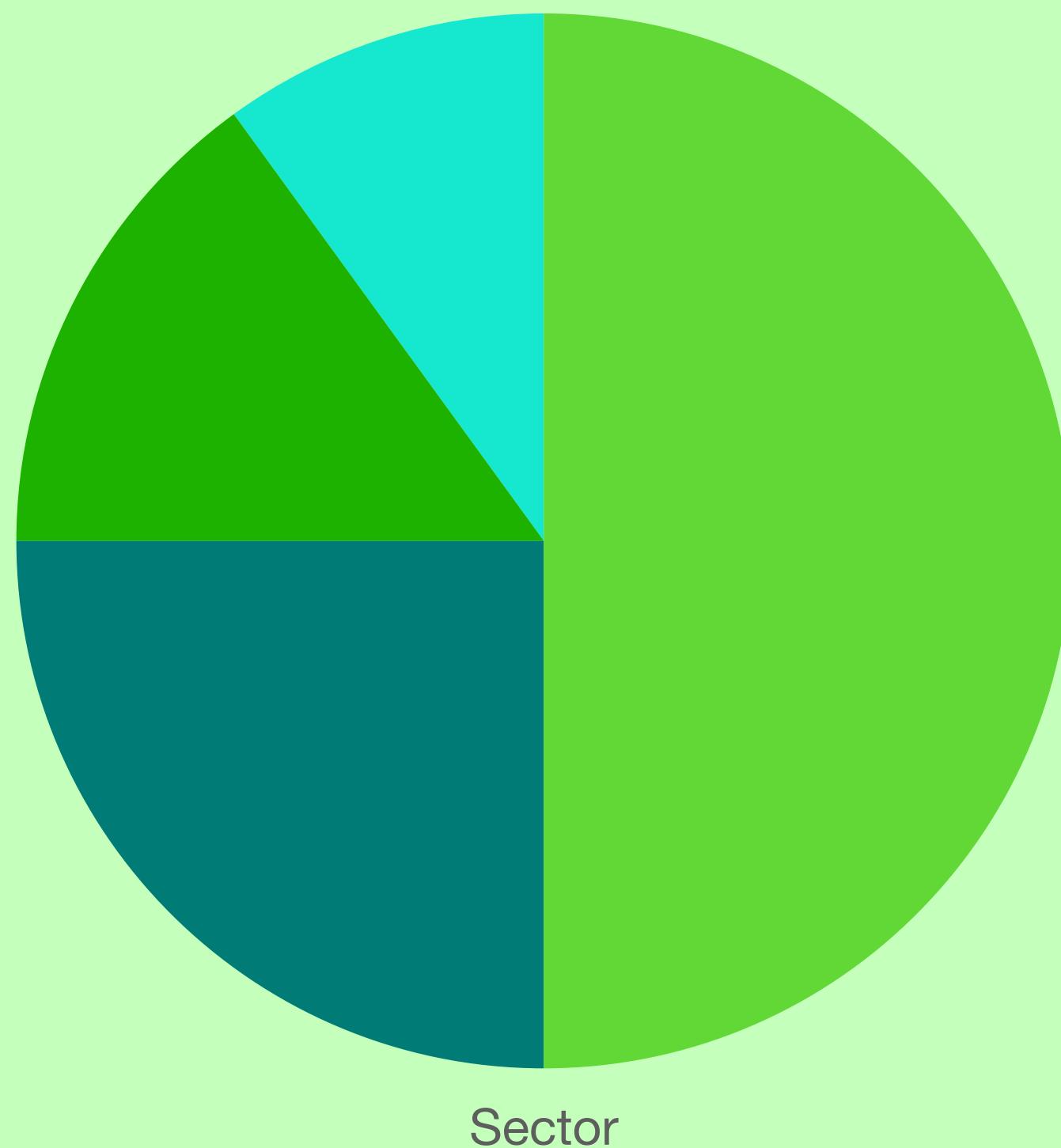
## What we aim to achieve

● Asset Light Mobility  
● Asset Light Energy

● Agri & Circular  
● Agnostic Climate

● Asia Developing Markets  
● Asia Emerging Markets  
● Developed Markets

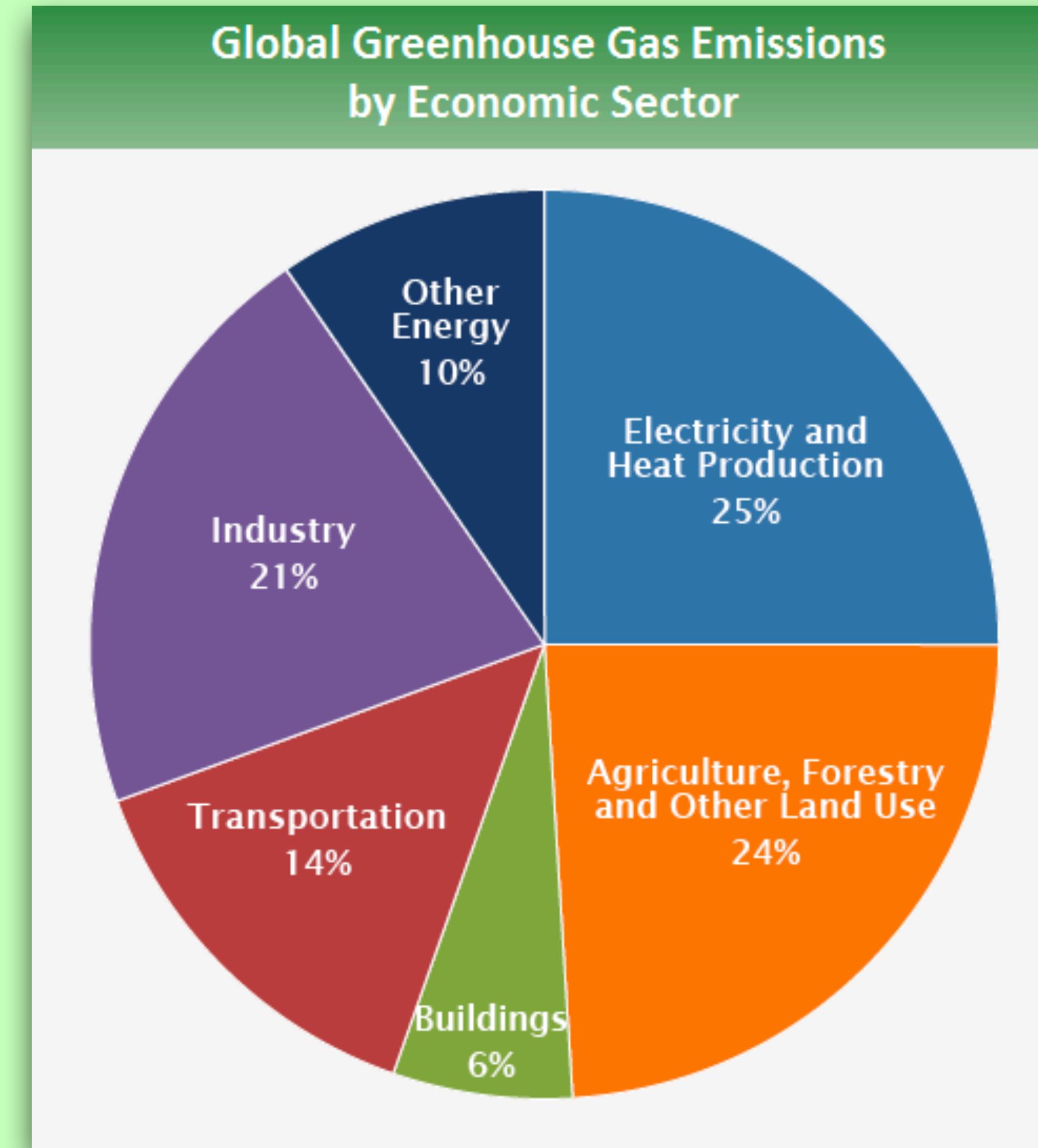
● Intitial Investment  
● Follow onInvestment





# Fragmentation of the problem is staggering

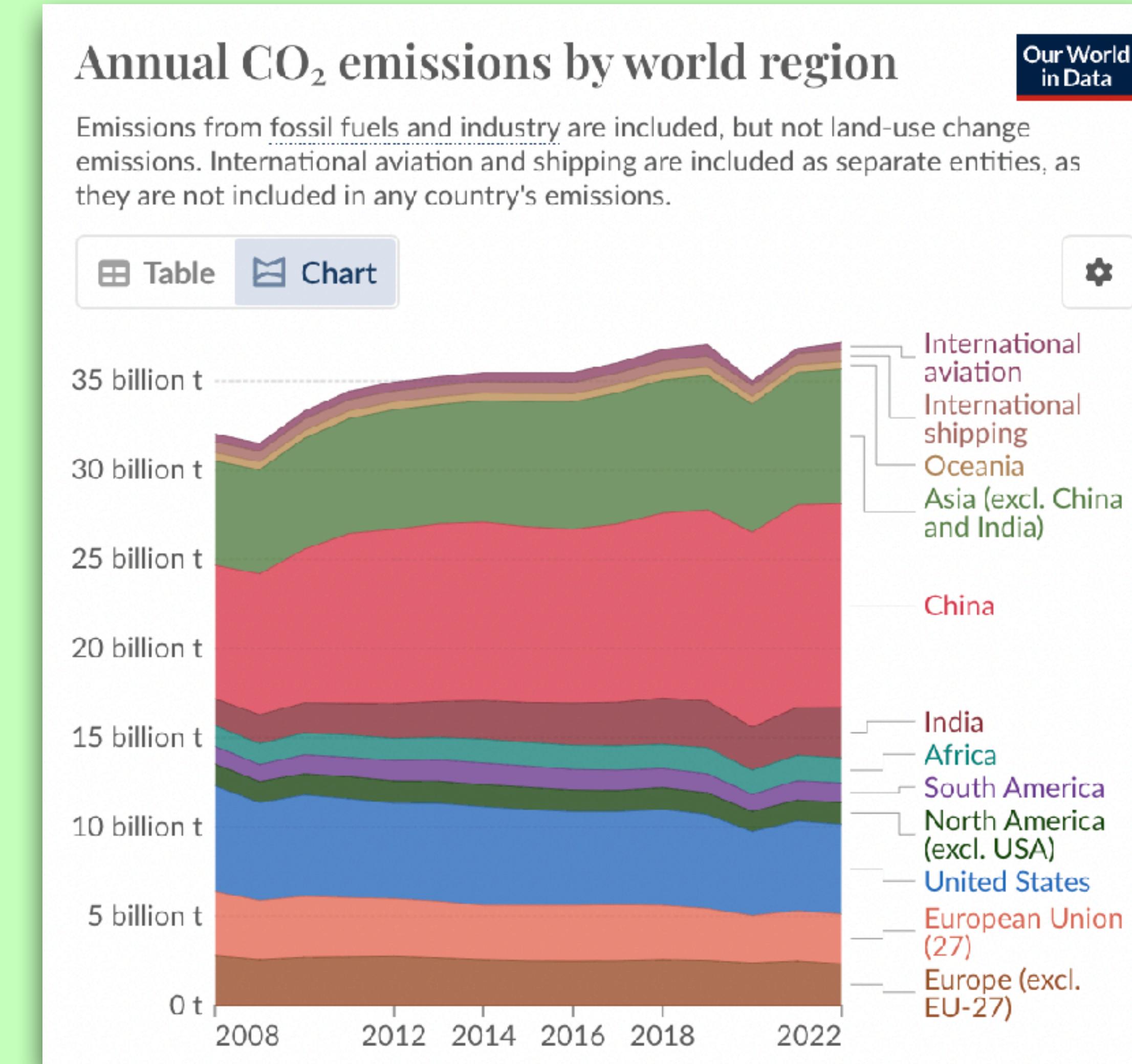
## It touches all businesses





# Fragmentation of the problem is staggering

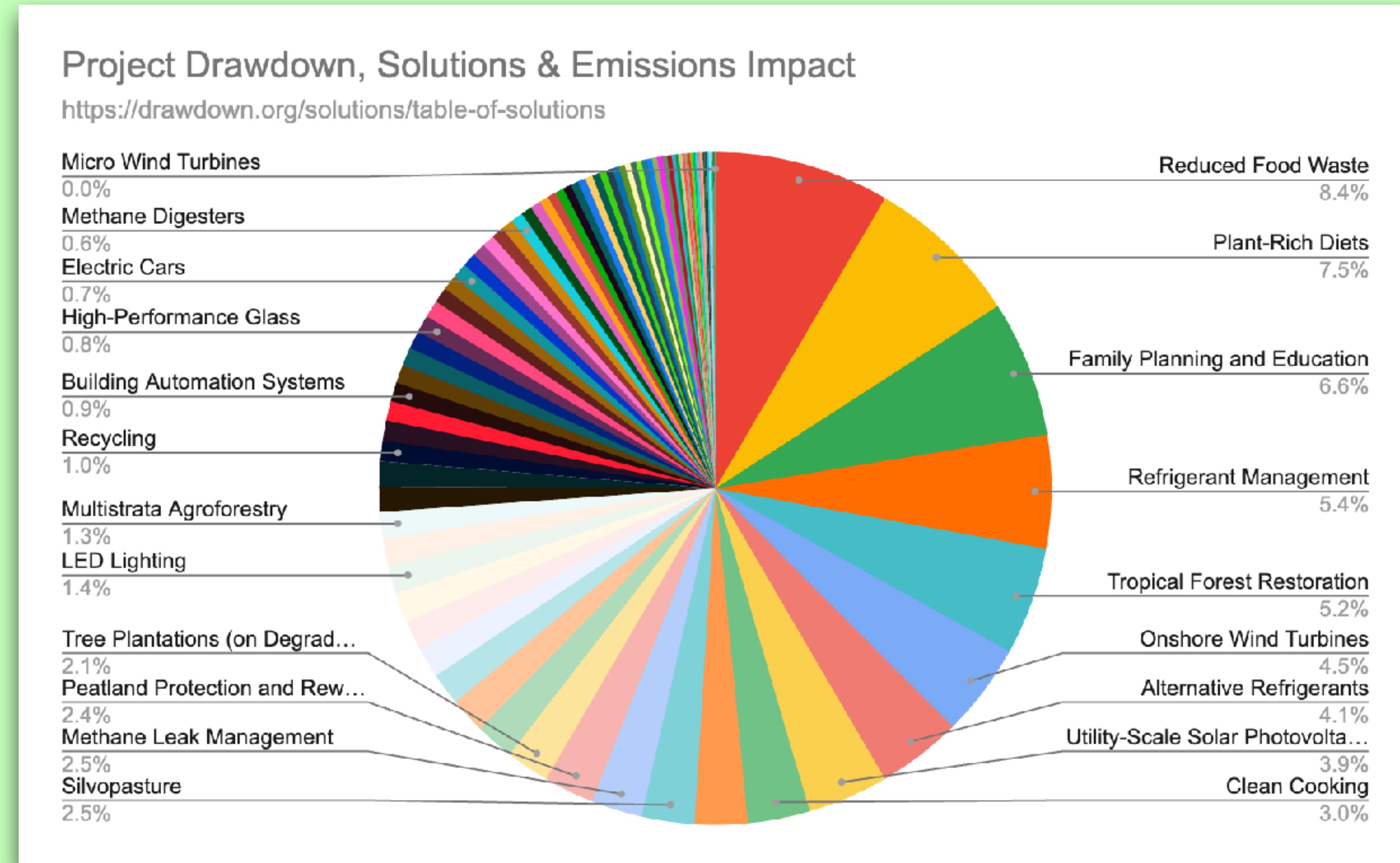
## In all countries





# Fragmentation solutions means huge opportunity

Every business will be a climate business





# Track Record

Start Up	Investor	Investment	Implied Return	What:	Market 1	Market 2
<b>EXISTING DEALS</b>						
Transtrack	1,480,000	75,000,000	50.7X	Fleet Management	Indonesia	Malaysia
iFarmer	2,222,222	42,000,000	18.9X	Ag Investing - Inputs to Farm to Market	Bangladesh	
Nitex	2,222,222	40,000,000	18.0X	Sourcing for Textilers (wholesale)	EU	Bangladesh
Pryoshop	2,222,222	30,000,000	13.5X	B2B Marketplace Bangladesh	Bangladesh	
MarkoPolo	3,300,000	17,050,000	5.2X	AI Adtech for SME++	Global	Bangladesh
Drivelah	10,000,000	50,000,000	5.0X	Car Sharing Marketplace	Singapore	Australia
MedEasy	2,200,000	10,000,000	4.5X	Medicine Delivery in Bangladesh	Bangladesh	
Fullfly	6,500,000	20,000,000	3.1X	Last Mile EV Fleet	India	
Hishabee	3,000,000	6,000,000	2.0X	B2B Marketplace Bangladesh		
Sova.health	4,500,000	6,500,000	1.4X	Probiotics	India	Global
Orko	3,500,000	5,000,000	1.4X	EV Fleet Management	Pakistan	Indonesia
WeGro	5,000,000	7,000,000	1.4X	Ag Investing - Inputs to Farm to Market	Bangladesh	
Safetruck	10,000,000	10,000,000	1.0X	Fleet Management	Malaysia	
<b>NEW DEALS</b>						
<a href="#">Roots.ag</a>				Probiotic Fertilizers	Thailand	Global
Palki Motors	\$2,200,000			Bangladesh's first car maker	Bangladesh	
Vidi Labs	?	\$10,000,000		Smart pin for the blind → consumer	Hong Kong	Global
<b>INTERESTING DEALS - Need Money to Pursue</b>						
Jupiter Ionics		Raised \$9m A	Great deal	Green Ammonia - Replacing Haber Bosche Process		
<a href="#">SWAP.id</a>		Raised \$22m A	(over priced)	Indoneisan Battery Swapping		



# Investment Criteria

## Asian Climate Startups already making an Impact

- Climate Startups from Japan to Pakistan
- Already achieving 5-6 figures USD ARR
- 50% of startups female lead
- >75% of startups asset light



# Metrics -

## What we aim to achieve

- Diversification
- Impact
- Financial Returns
- Fund Life



# Metrics - Financial Returns

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# Metrics - Impact

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# Metrics - Fund Life

## What we aim to achieve

- Diversification
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# Sourcing Startups

## Startup Pipeline



# Metrics -

## What we aim to achieve



# Roadmap

## What we aim to achieve



# Ask

## Raising \$10m First Fund



# Climate Impact Starts with Us



# Appendix



# The Team

## Climate Impact Experts



- Alex Miller

# MEET YOUR PARTNER: ALEX MILLER



- Accelerating Asia EIR since Cohort 5
- Angel Syndicate lead - Particle Alliance
- CTO of GetCraft.com, South East Asia's Premium Creator Network.
- Helped Renren.com go from \$5m to \$50m in annual advertising revenue and achieve an IPO on the NYSE.
- Cofounded 4 startups in video, marketing technology & chat
- EIR at 500 Startups in San Francisco as well as Head of Product at ReFUEL4 in Singapore

% Alex

# MEET YOUR EIR



**“1-1 interactions with Alex super helpful”**

Talha, CEO, Orkofleet.com

**“Alex was super accessible and pushed me a lot”**

Ashok, CEO Fulfilly.com

**“We always had so many takeaways in the 1:1s”**

Anshul, CEO, Proton Insurance

**“Sessions with Alex were so great and personally learned many things from Alex”**

Kushbu, COO, Interactive Cares

**“Having Alex available to challenge things we are working on has very helpful compared to just doing it ourselves”**

Tracy, CEO, Shoplinks

**“Alex was so proactive” -**

TJ, CEO, UXArmy

**“Alex’s 1:1s were always helpful. Helped us jump into minute issues which you wouldn’t usually discuss in a group of people.”**

**“He never makes you feel stupid.”**

Sehrish, CEO BizB

# Jenn

# Renato



# Story Lines Content Marketing Prompts



# Deck Story Lines



# How will I excuse myself when I'm old? I saw it coming but I continued on my way to the dentist?

- Its time to cancel the appointment
- We can see this shit is real. (Slide 2 anybody?)
- Give your heart and soul - help others.
  - Mentor, volunteer, invest - [LendForGood.com](http://LendForGood.com), Kiva,
- Get a job in climate - [ClimateBase.com](http://ClimateBase.com)
- Create Buiness Action - [ScaleClimateAction.com](http://ScaleClimateAction.com)
-



# The Entprerenurs in Residence

## We actually go reside with each team for a little while

- Go to their place of business and sit for a week
- If after a week, we believe, we write a memo and add a syndicate to the backlog
- We bring in all the investors who are interested
- And immediately our short-term incentives for proper DD diverges from the investors and converges to the sellers.
- Unless we're investing in cashflow companies and we take dividends
- Can our innovators make cashflow businesses with dividends?
  - Are we promising Abhi and Avika the world ? Its not there for the taking.
  - They're smart and the world is changing so fast. They seem to be making customers and have a lot of cash
- It's the nature of a well run business in an expanding niche to expand.
- Or is the market too competitive, the bets too uncertain?
- We better look carefully at the books. Her dad is in show biz and his is a ruby dealer. They might know how to make books. I actually believe in these folks 100%, dont get me wrong. But \$100k is an awful lot of money... why not spend a week on a farm to take a closer look.
- And also a car factory
- And a mayan!
- **Can I travel for work? How much? I dont mind trains. If im going to see a factory or a farm or facility, I'll take dion and make sure he gets his Montesorri homework done.**



# Content Marketing



# Lets call it Universal Energy

The term “Renewable energy” is sandbagging the industry

- Think of the word renewable
- Its recycling
- Its dirty
- Its painful to even think about. You've just primed your nervous system to dislike the energy that it creates.
- Universal is energy that the universe has given us.
- Its solar, its wind, its earth's heat (geothermal), and sinusoidal tidal generators too. It may also be energy we derive from fusing an atom. If it can be safely miniaturized, it should be free for all to copy and spread.
- Why let them brand us like that. Lets rebrand ourselves.



# EIR test

Visit them, understand their business after small cheque

- Make enough good small first bets that we can come and and make big bets later after 10 of the little bets just pay dividends.
- How to avoid divided death?
- Detritis DD



# Origins of Diversity Theory

**When new things appear, there's often a lot of diversity.**

- In Biology things sometimes evolve multiple times, but usually, its only once.
- If we find the thing widely spread, we expect it to have been widely transported from origin to multiple destinations.
- Take the potato. It grew up in the Andes, and then people took it by boat to Ireland.
- and then they are transported relatively whole, to other spheres of growth, where they again dissimilate
- Now lets look at the car
- This is a dumb slide but lets finish the thought
- It originates in Detroit, spreads across america, with many brands and makes and models and model years of American car, and then resurfaces in Japan where you get Nissan and Toyota and Honda, then China, where we're now seeing a wealth of supply chain grow up to meet demand. And now also in Thailand, where the local company is now the number one producer of cars. Our dream is that many years from now, in bangladesh, and the region, hot swappable batteries will replace diessel.



# The Fusion Prayer

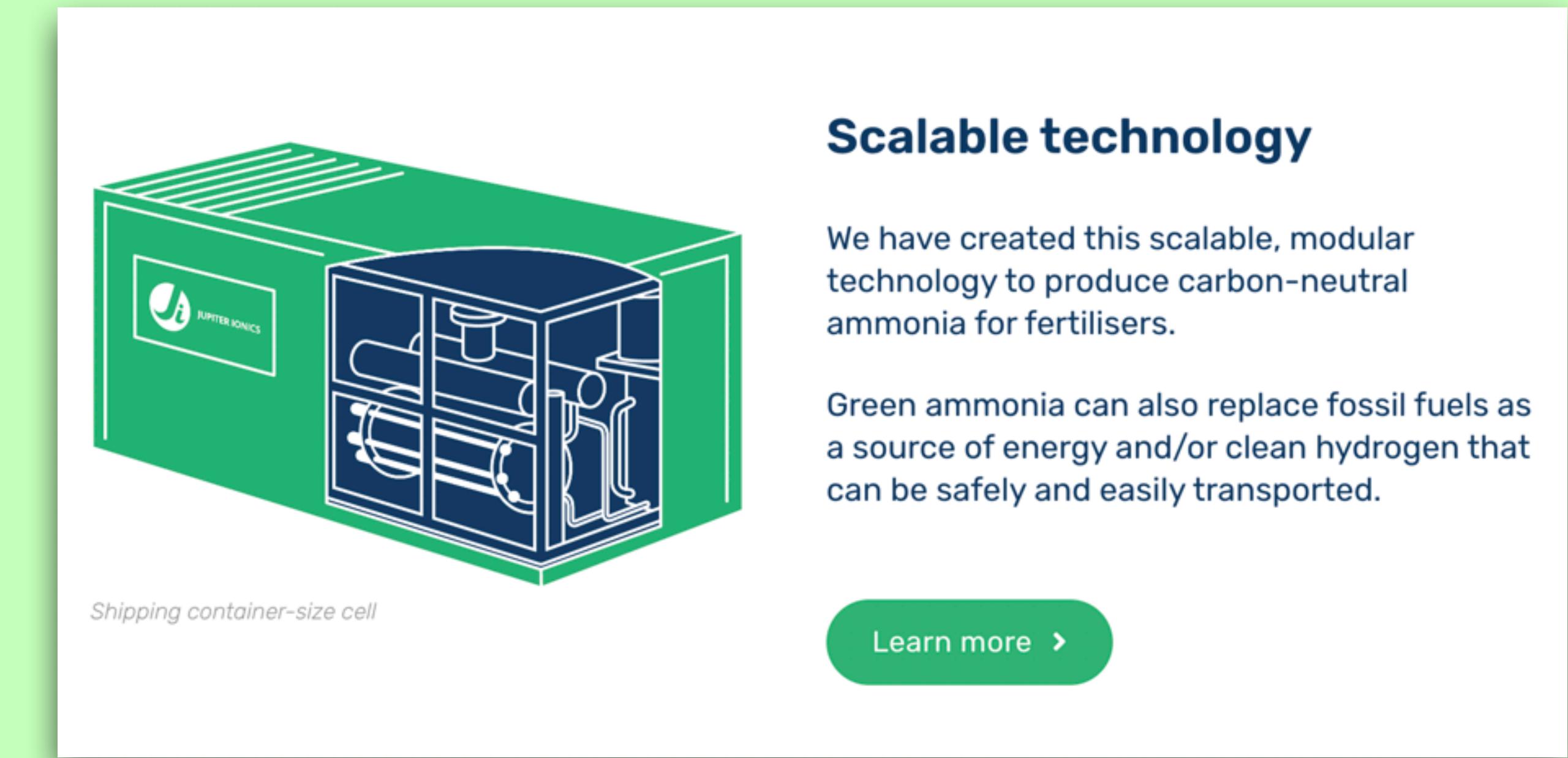
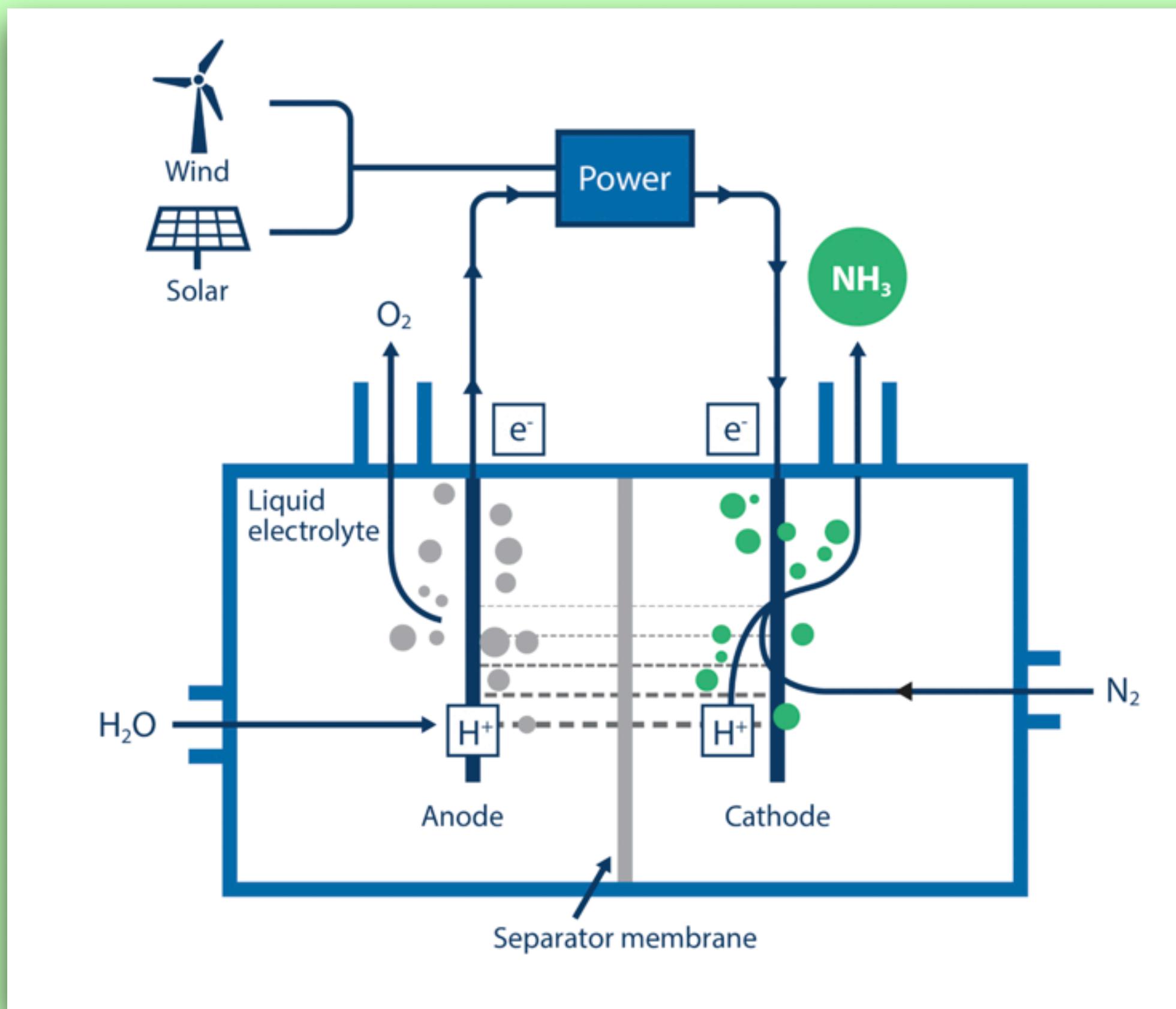
## Imagine a world full of free energy

- If you could make something out of thin air and energy, that thing would tend to be free in the long run.
- So here are some things you can already make out of thin air, energy, and CapEx:
  - Clean water
  - Food (really... you might not want to eat it)
  - Fertilizer
  - Transportation
- Starting to invest in applications now prepares us for a universal energy future.
  - And these companies provide efficiencies and returns today.



# Fertilizer from Air

## A simple example





# Water from Air and Electrons

## It works

- Comes in many sizes
- In theory, with *enough* energy the planet could drink the sea
- Some people call this climate mitigation.
- Whatever you call it, 10 billion people are going to need to drink something, and we're positing that they have free energy.

ExportersIndia.com  
Largest Searchable B2B Marketplace

Products / Services | Enter product / service to search | Search

Home > Industrial Air Conditioner & Devices > Industrial Refrigeration Systems > Refrigeration System

**Atmospheric condenser**  
Listing ID #4612899

[Get Latest Price](#)

Supply Type	Manufacturer, Exporter, Supplier
Preferred Buyer Location	All over the world

We are providing our valued purchasers with region Condenser Coil. These products are factory-made by creating use of 2" / 50NB TATA, M.S. "C" category pipe and seamless U bends for....

[View More Details >](#)

[Send Enquiry](#)

LUTA

LT-AWG20G 20L/Day Air Water Generator

LT-AWG80G 80L/Day Air Water Generator

LT-AWG250E/500E/1000E 250L/Day and 1000L/Day Atmospheric Water Generator

# Food from Air

Search Labs | AI Overview

There are several ways to make food from air and energy, including:

## Air Protein

A nutrient-dense protein ingredient that's grown using air, water, and energy. Protein's process is known as air fermentation, which doesn't require land or favorable climates. [🔗](#)

## Solein

A nutritious powder made from carbon dioxide, water, and renewable energy. Solein is a laboratory-grown microorganism that has a flour-like consistency and at least 50% protein by volume. Solar Foods, a Finnish company, is developing plans to start commercial production in spring 2024. [🔗](#)

## Food from air

A concept that uses renewable power to capture carbon dioxide from the air and turn it into a compound that bacteria can consume. The goal is to produce as much protein as is currently obtained from staple crops, but on a tenth of the land. [🔗](#)

## Air Protein

A versatile super protein whose time has come

Nutrient-dense, affordable food ingredients and better than carbon neutral.

We've unlocked nature's ultimate protein, grown with air, water, and energy – defining the future of wholesome food production through landless agriculture.

s • lein

Protein out  
of thin air.



# Transportation from Air

## Just add vehicle and Renewable energy

Paul M Fosse · [Follow](#)

4 days ago ·

...

X

In Norway, Electric Cars make up 25% of the fleet and 94% of new car sales. You can see by the tiny blue line, it hasn't had a major impact on their grid due to the extreme efficiency of EVs.

EV electricity consumption and total power generation in Norway

Year	EV power use (TWh)	Total generation (TWh)
2010	~0	~125
2011	~0	~128
2012	~0	~145
2013	~0	~135
2014	~0	~142
2015	~0	~143
2016	~0	~147
2017	~0	~148
2018	~0	~145
2019	~0	~135
2020	~0	~150
2021	~0	~155
2022	~2	~145
2023	~2	~150

EV power use  
Total generation

160 TWh

140

120

100

80

60

40

20

0

2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023

@ robbie\_andrew · Own calculations / SSB / Statkraft / Statens vegvesen / Norsk elbilforening

1K

49 comments 120 shares



# Even if it doesn't come true

## Free energy is on the way

Jesse Peltan ✅ 🚨 @JessePeltan · 22h ...

SMRs are on track to pass conventional nuclear in ~3 years.

Terawatt hours

World

Year	World (TWh)
2020	~2,500
2021	~2,600
2022	~2,650
2023	2,689.87

Terawatt hours

World

Year	World (TWh)
2020	~10
2021	~100
2022	~500
2023	1,632.33

Jan E @yo\_ean · 1/19/24

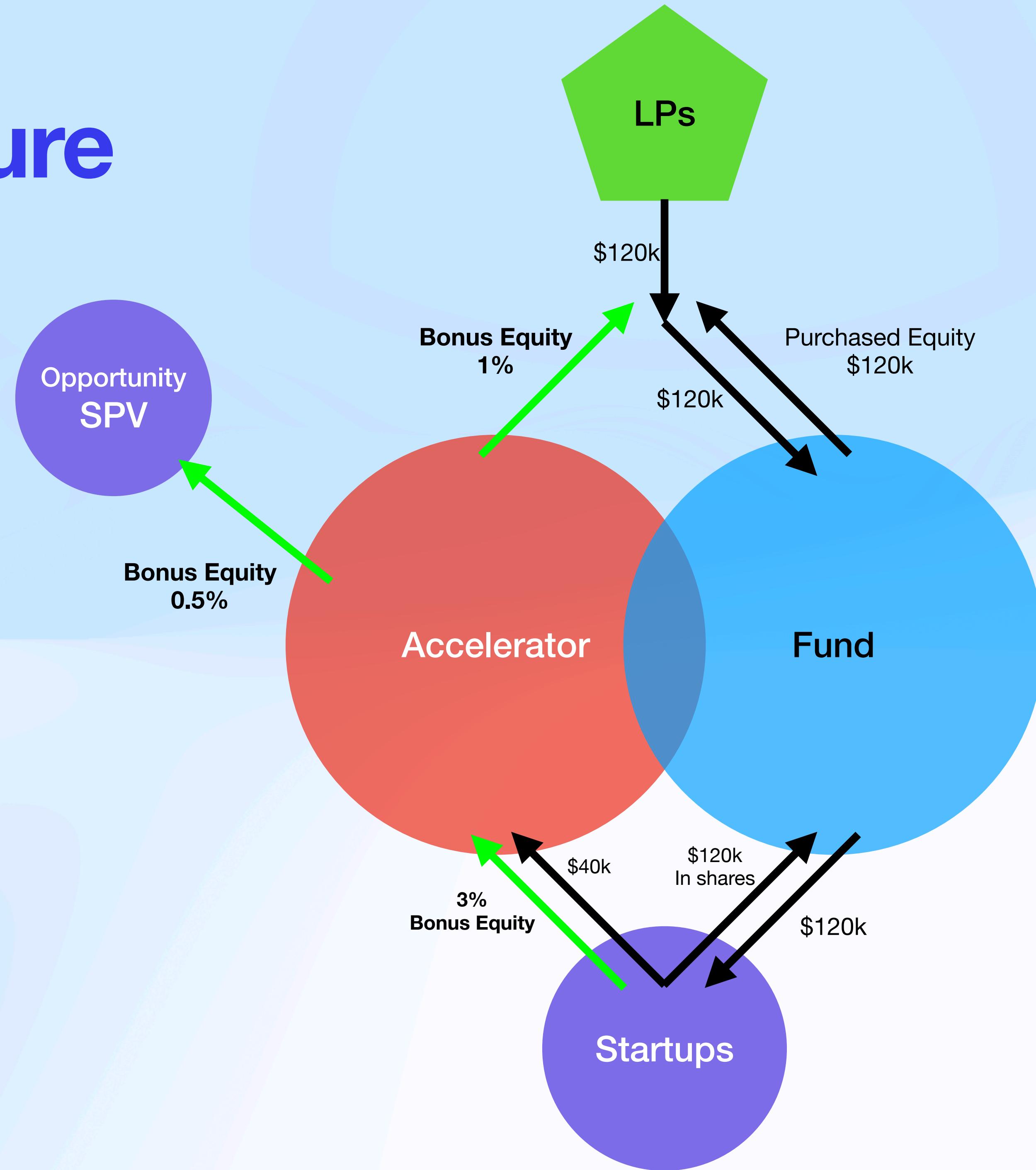
Introducing the SMR:  
The Small Modular Receiver.



# About the fund



# Structure





# Traditional Accelerator

## 20 portfolio companies a year

- 2 cohorts
- 150k cheques
- Deep instruction and getting them to the next level



# Scale Climate Action Accelerator

**52 investments per year**

- 100k game changer cheque, issued once per week
- Dividends, cash flow businesses, startups
- 90% of dividends reinvested into new companies
- 5% management fee, 1/2 of dividends, 30% carry
- More impact than ever before
- Global network of climate activists running branches in every city
- Traveling EIRs (imagine Gordon Ramsey Startup Nightmares)