Funding and Financing climate adaptation tech in Africa

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Africa is the most vulnerable continent to climate change, in spite of contributing <4% to global CO2 emissions

- **110M** people on the continent were affected by climate hazards in 2022
- **48%** of Africa’s GDP is vulnerable to extreme climate patterns
- **346M** people are at risk of food insecurity in Africa, due to climate change
- **$277B/year** is needed for climate financing in Africa to meet 2030 climate goals
Yet, Africa is becoming a powerful hub for climate innovation, a $2.8T investment opportunity by 2030

**CLIMATE COMPETITIVENESS**

Africa has abundant affordable and arable land, rich biodiversity, untapped renewable energy potential, and a growing workforce.

Over 60% of the world’s youth will be in Africa by 2030.

**PROVEN ABILITY TO SCALE TECH INNOVATION**

Africa leapfrogged in telecom (directly to mobile) and financial services (directly to mobile money).

Green growth is the next big opportunity.

**GROWING INVESTOR INTEREST IN CLIMATE**

Funding for climate tech startups has reached $3b since 2019 ( $2B in 2022-2023 alone).

$1 in every $3 raised by startups in Africa in 2023 went to climate tech (Source: Africa the Big Deal)

**UNTAPPED POTENTIAL CARBON MARKETS**

Low carbon business models that capture carbon revenue can deliver green growth on the continent, creating 3.8mn jobs in Africa by 2030.
The opportunity

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The opportunity

How do we fund and finance early stage climate adaptation innovation to allow them to scale sustainably?

**Example**
- Solution upcycling waste into sustainable animal feed and fertilizer through insect protein
- Turnkey innovation allowing underserved areas to access energy and desalinated water
- Satellite-based Virtual Field Probing (VFP) Technology used for climate adapted farming insights
- Smart and controlled crops storage solutions to avoid post-harvest food wastage
Typical funding cycles for startups (mainly software) doesn’t necessarily work for climate tech startups
Early-stage capital gaps hinder startups growth, creating a valley of death for African climate ventures.
Catalyst Fund accelerates high-growth & high-impact climate ventures in Africa

**Pre-Seed Entry**
- 40 pre-seed high impact deals at $200K in Africa in 24m months

**Follow-on Capital**
- 20 $500k Seed and 10 $1.5M Series A deals as follow-ons

**Venture Building**
- $50K in hands-on and bespoke venture building support

**Thesis Driven**
- Focused on climate resilience + adaptation in critical economic sectors

**Co-investors Community**
- Community of 200+ co-investors and strategic corporates

**Impact Core**
- Targets 40% women founders, 80% local founders, ESG lens
Capital alone is not enough to win in Africa: we work alongside founders to accelerate startups’ path to scale

We become the interim CTO, CMO, Head of Marketing, Growth, Product or Talent lead that early-stage companies can’t afford

6-7 months of hands-on and bespoke venture-building support for $50K human capital investment, delivered by technical specialists and ex-startup operators

Climate-smart product roadmap to deepen climate impact and support integration of ESG principles

Value Add portfolio management post-acceleration on governance, strategic financing, leadership, growth, climate impact management
Catalyst Fund invests in tech solutions to manage climate risks, adapt livelihoods, and build long-term resilience

Our thesis

FINTECH for CLIMATE RESILIENCE
- Insurtech
- Carbon finance
- Emergency payments
- Climate risk and data solutions

Sustainable LIVELIHOODS
- Climate-smart agritech
- Food systems
- Fishery management & Aquaculture
- Land restoration

Climate-smart ESSENTIAL SERVICES
- Water management
- Cooling / Cold storage
- Sustainable energy access
- Waste management
- Healthcare
Since early 2023, we built a diversified portfolio, 20 startups across 8 markets and 10 adaptation sectors

Current portfolio performance

- **$1.8M** Quarterly Revenue
- **205K** Users reached/made more resilient
- **$6.5M** Follow-on funding raised in 15 months
- **350+** Direct jobs created
- **150K** Hectares of land sustainably managed
- **1K** Tonnes of waste collected/avoided each quarter
## General recommendations

1. Fundraising takes time (6-12 months per round), start early
2. Raise to cover 18 months runway
3. Structure fundraising like you structure product development
4. Build a fundraising CRM with all your investors conversations (*Africa The Big Deal*)
5. Keep your pitch deck short (15 slides), visual and succinct (20 words/slide)

## What we look at

1. Geography: Africa
2. Thesis fit: climate adaptation
3. Innovation: strong differentiator
4. Traction: revenue-generating
5. Growth: 2-digits/month
6. Stage: pre-seed
7. Team: strong founders (local/female)
8. Venture building fit
9. U.S. holding
10. Potential Dragon or Unicorn
Join Us

to create a climate resilient world