



# Capability Statement





# Introduction

KCIC Consulting Limited (KCL), is a multidisciplinary professional services firm and part of the Kenya Climate Innovation Centre (KCIC) Group. KCL specializes in providing solutions in Private Sector Development, Sustainability Advisory, Research, Capacity Building, Program Impact, Monitoring & Evaluation, Grant & Fund Management, and Development Communication. Our solution-sets also substantially emphasize the alignment with the Sustainable Development Goals and the Africa's Agenda 2063.

We work with Corporates, DFIs, Commercial Banks, Foundations, Governments, Civil Societies, Small and Medium-Size enterprises, Local and international NGOs, Multilateral/bilateral agencies, across diverse thematic areas.

KCL is accredited by Global Reporting Initiative (GRI) to undertake and conduct ESG related assessments and training for the same.

KCL enjoys a wide regional presence particularly within the East, West, and Southern Africa. We have implemented projects in Kenya, Tanzania, Uganda, Botswana, Ghana, Nigeria, Ethiopia, Rwanda, Malawi, and South Sudan. Our team of experts bring together combined experience in enterprise development, sustainability, fundraising, capacity building, research, among others within the wider Agricultural, Energy, Waste management, Water resource management, and Commercial forestry sectors.



# Our practice areas

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## Private Sector Development

- a. Access to finance
- b. Programme design
- c. Market system development
- d. Youth employment
- e. Skill development
- f. Business advisory services and reforms
- g. Technology transfer
- h. Mentorship
- i. Investment promotion and financing

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## Sustainability Advisory

- a. Climate change (technical assistance including risk analysis, NDC and strategy development for adaptation and mitigation, low carbon transformation)
- b. Climate finance
- c. Sustainability risk analysis, strategy, reporting
- d. Supply chain Sustainability
- e. Waste management, circular economy

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## Development Communications

- a. Challenge funds and competition development and implementation
- b. Content development
- c. Web Design & Development
- d. Media Strategies and Management
- e. Social Media Management and Strategies

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# About KCIC Group



**Kenya Climate Innovation Center (KCIC)** offers incubation, capacity building and financing options to new, small and medium business ventures and Kenyan entrepreneurs that are developing innovations to address the challenges of climate change. We provide holistic and country-driven support to accelerate the development, deployment and transfer of locally relevant climate technologies.

KCIC was launched in 2012. It has been a World Bank's infoDev initiative and is among a global network of Climate Innovation Centers launched by infoDev's Climate Technology Program (CTP). We are at the forefront of supporting the Sustainable Development Goals (SDGs) and all allied policies that drive Kenya and the world in general into addressing the global challenges that we face as well as assisting in achieving a better and sustainable future for all. Our programmes have been developed, tested and benchmarked with the support of the World Bank and the University of Texas IC2 Institute.

For 9 years we have offered Business Advisory, Enabling Environment, Access to Finance, Access to Facilities and Access to Information through our Incubation and Green-Tech Accelerator Programs.

We target businesses that are developing innovative solutions in Agribusiness, Renewable Energy, Water Management, Waste Management and Commercial Forestry.



Kenya Climate Ventures (KCV), an independent subsidiary of KCIC, is an early-stage financing facility that aims to assist clean-tech entrepreneurs to move Investment, Enterprise Development, SME and Start- from proof-of-concept stage to commercialization. The key support from KCV includes: Early-Stage ups Investment and Portfolio Management. KCV investments are approximately USD 250,000 per enterprise.

# KCL Highlights



**45,000 applications** designed and launched and providing over 1,000+ enterprises with financial and business advisory.



**Private sector recovery** plan for developed for Botswana.



**Conducted the first-ever climate landscape study** to assess climate flows into Kenya covering Mitigation, Adaptation, and Cross-Cutting.



**Designed and implemented the first-ever Blended Finance project** aimed at raising investments for enterprises.



**Supporting key innovations** across climate change space.



**USD 100 million** facility business plan developed aimed at creating 250,000 jobs and supporting 25,000 enterprises across



**Designed a digital tool for financial institutions** to categorize environmental and social risks for all loans.



**Provided sustainability training & coaching** over 100 corporate members and individuals.



**Over USD 70 Million** Mobilized for climate change activities.



**GRI certification**

# Key clients



# Select projects

## **Sustainable Urban Economic Development Programme – Investment Attraction & Transaction Advisory Firm (FCDO, TetraTech)**

KCL is supporting the implementation of the SUEDE programme as the Investment Attraction Firm (IAF) to support the operationalization of urban economic plans for Bungoma, Wote and Lamu Municipalities in Kenya. Specifically, KCL is providing investment attraction services, with the aim of drawing in green investments in urban climate resilient value chains across the 3 municipalities, including: agriculture, blue economy, energy, among others.

## **YouthAdapt Programme (GCA, AfDB)**

KCL is supporting GCA and AfDB under the Youth pillar of the Africa Adaptation Acceleration Programme (AAAP). As part of the programme, KCL designed and launched pan Africa competition to support enterprises working in the climate adaptation space with a grant award of upto USD 100,000. KCL is currently providing 12 months incubation support to selected youth-owned climate adaptation enterprises.

## **Circular Economy Solutions for Climate Action in Africa, UNEP (CTCN)**

KCL supported the Climate Technology Centre and Network (CTCN) to prepare and disseminate a knowledge brief on circular economy solutions for climate mitigation and adaptation in Africa in order to guide policy and high-level decision makers in identifying relevant solutions for Nationally Determined Contribution (NDC) enhancement and implementation in Africa.

## **Tracking Climate Finance Flows in Kenya, CPI**

KCL in partnership with KCIC, the Government of Kenya (The National Treasury – Climate Finance Unit) and GNIplus, were tasked to track the climate financing flows in Kenya. This involved engagement with the Kenya government, local counties, private institutions, development finance institutions and civil society organisations to determine the climate finance flows in Kenya over a set time period based on the Rio Markers methodology. This resulted in a rigorous quantitative evaluation of Kenya's climate finance mechanisms and climate and energy policies as well as flows of public and private finance within the country.



## **Climate Change Outlook and Status Report of East Africa, USAID, Palladium**

KCL conducted research to develop a Climate Change Outlook and Status Report for East Africa. The report aimed contribute to the development of a new Climate Change Strategy for USAID for the region, and also provided information to guide USAID engagement on Climate Change issues across East Africa, after the re-entry of the US Government to the UNFCCC's Paris Agreement.

## **Mobile Technology & Climate Finance Study (GSMA)**

KCL is leading research that aims to explore how mobile network operators (MNOs) and digital technology – especially mobile – can be leveraged in LMICs to ensure that climate finance reaches those most impacted by climate change, and in a way that is transparent, fair and cost-effective.

## **Burn Manufacturing Environmental and Social Due Diligence (Africa GoGreen Fund)**

KCL conducted an ESDD in line with IFC standards and operating procedures, to evaluate Burn Manufacturing LLC's operations and investments, and advise potential financial agencies in their pursuit for access to green financing to scale up their operations in West Africa

## **Investment Readiness Support to Growth-Stage SMEs with Adaptation Technologies, Products and Services (GIZ)**

KCL is supporting GIZ to provide investor readiness support to early/growth-stage SMEs that are championing climate change adaptation and mitigation through their products, services, operations and technology usage. The project is under GIZ's Private Adaptation Investment Bootcamp (PrivABoo) which aims to identify and support growth-stage SMEs in Kenya and Nigeria that offer adaptation-relevant technologies, products, or services ("Adaptation SMEs") to their clients and connect them with impact investors who want to build a portfolio in climate change adaptation

## **Adaptation and Resilience (A&R) Accelerator in Africa 2022-2023 (Climate-KIC)**

KCL is currently working with Climate-KIC to deliver the second phase of an adaptation and resilience (A&R) themed accelerator programme for early to mid-stage start-ups. The programme seeks to support 16 start-ups teams from across the African continent. KCL will be implementing an open call for applications, lead the selection of teams, organising mentoring and coaching sessions, providing guidance on the development of A&R business models, providing general support to aid continued growth and development, connecting investors with the programme and dispersing grant money to the selected teams.

## **Blended finance project, FSD Kenya**

Startup entrepreneurs (especially youth and women) and micro, small and medium-sized companies (MSMEs) face a challenge when it comes to accessing commercial finance. To address this issue, KCL worked with KCIC, KBA, and FSD Kenya to support enterprises access commercial financing. On a pilot basis, the project supported raising of around KES 300 million of green commercial financing.

## **Development of E&S categorization tool, KCB**

KCB Bank Kenya Limited is the largest commercial bank in the country. The bank is accredited by GCF and in that context intended to streamline its sustainable agenda. KCB engaged KCL to enhance its Environmental and Social Categorization tool. As part of the assignment, KCL digitized the E&S categorization process; ensured market launch and developed training material and delivery.

## **Business Plan for Impact! Africa Facility, British Council**

KCL developed USD 100 million Impact!Africa facility business plan that seeks to outline the key strategies and operational guidelines towards attaining its mission of scaling the enterprises in Africa, especially those owned by young people and women. The business plan is geared toward achieving key three objectives: training 500,000 female and young African social innovators with skills transfer tailored for local markets; creating 250,000 jobs; and supporting 25,000 enterprises.

## **Consultancy Services for Botswana ICR Intervention to the**

## British Council

Under British Council's Investment Climate Reform (ICR) Facility, KCL led Public-Private Dialogues to support Business Botswana implement the private sector recovery plan and address some of the Private Sector Development Strategy aspirations such as strengthening the capacity and competitiveness of SMMEs and Community Based Organizations along 4 key priority areas that were identified to be the backbone of the Private Sector Development Strategy; Trade expansion, Improving labor productivity, Support to trade institutions and improving the business climate.

## Green Growth and Employment Programme, DANIDA

Kenya Green Growth and Employment programme saw Denmark provide financial and technical support to Kenya worth approximately KSH 7 billion. The programme's objective was to create "Inclusive greener growth with higher employment" and is being achieved by focusing support on two intervention areas: Sustainable growth and jobs from investment and trade and Sustainable use of natural resources and community resilience. Under these two intervention areas, activities were being implemented around trade facilitation, value chains, renewable and non-renewable energy, investment in natural capital, resource efficiency and cleaner technology, climate change mitigation and adaptation, competitiveness, productivity, advocacy and market access.

## Agribiz Program, EU and DANIDA



The European Union and Danida are implementing the Agribiz programme across 8 counties in Kenya which seeks to create decent jobs for youth and women in agricultural value chains in Kenya. The programme's main aim is to address SGD 8, "Promote sustained, inclusive and, full and productive employment and decent work for all". Additionally the programme is expected to also contribute to the following significant SDGs:



KCIC is a key partner in implementing the Agribiz programme and relies on strategic partnerships to leverage on their skill sets in CBOs, community mobilization, vulnerable groups, women and youth led enterprises and job creation/employment in agribusiness.

## ClimateLaunchPad

*(<https://climatelaunchpad.org/countries/kenya/>)*

ClimateLaunchPad (CLP) is the world's largest green business idea competition whose mission is to unlock the world's clean technology potential that addresses climate change. Currently in its 7th edition, the competition is a global community of climate tech innovators determined to address the negative impacts of climate change through entrepreneurship. Since 2016, KCIC has been the Kenya and Africa organizer of the competition for the last 4 editions. The CLP 2020 competition edition was a fully virtual event. 10 African teams participated in Grand Global Finals that were held from 30th September to 2nd October 2020. Kenya was represented by Pine Kazi and EcoBora.

5 Kenyan teams participated in a post competition pilot whose overall objective was to gather information and learn from partners on the best approaches to increase impact for CLP locally. The specific objective of the programme was exploring best possible practices in implementing a post-CLP support program through supporting the CLP applicants to ensure they are eligible for local incubator and accelerator programs.

## What Design Can Do

*(<https://nowaste.whatdesigncando.com/partner-overview/>)*

What Design Can Do (WDCD) is an international platform that uses design as a tool for ecological and social change. WDCD is launching the No Waste Challenge, their third climate action challenge in partnership with the IKEA Foundation. This global design competition focuses on the impact of waste and consumerism on climate change. Designers and creative entrepreneurs around the world are invited to submit innovative solutions to reduce waste and to re-design our systems of extraction, production, and consumption to be less destructive or even to make them restorative. The KCIC and WDCD team commenced preliminary discussions in August, to explore possible partnership opportunities between the two entities with the main objective of having KCIC taking lead in conducting the WDCD No Waste Challenge 2021 in Nairobi.





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