

WEBINAR

What is the Lab looking for?

Learn about the 2025 application process, selection criteria, and priority regions.



16 OCTOBER

11 AM SAST | 2:30 PM IST | 5 PM PHST



Agenda

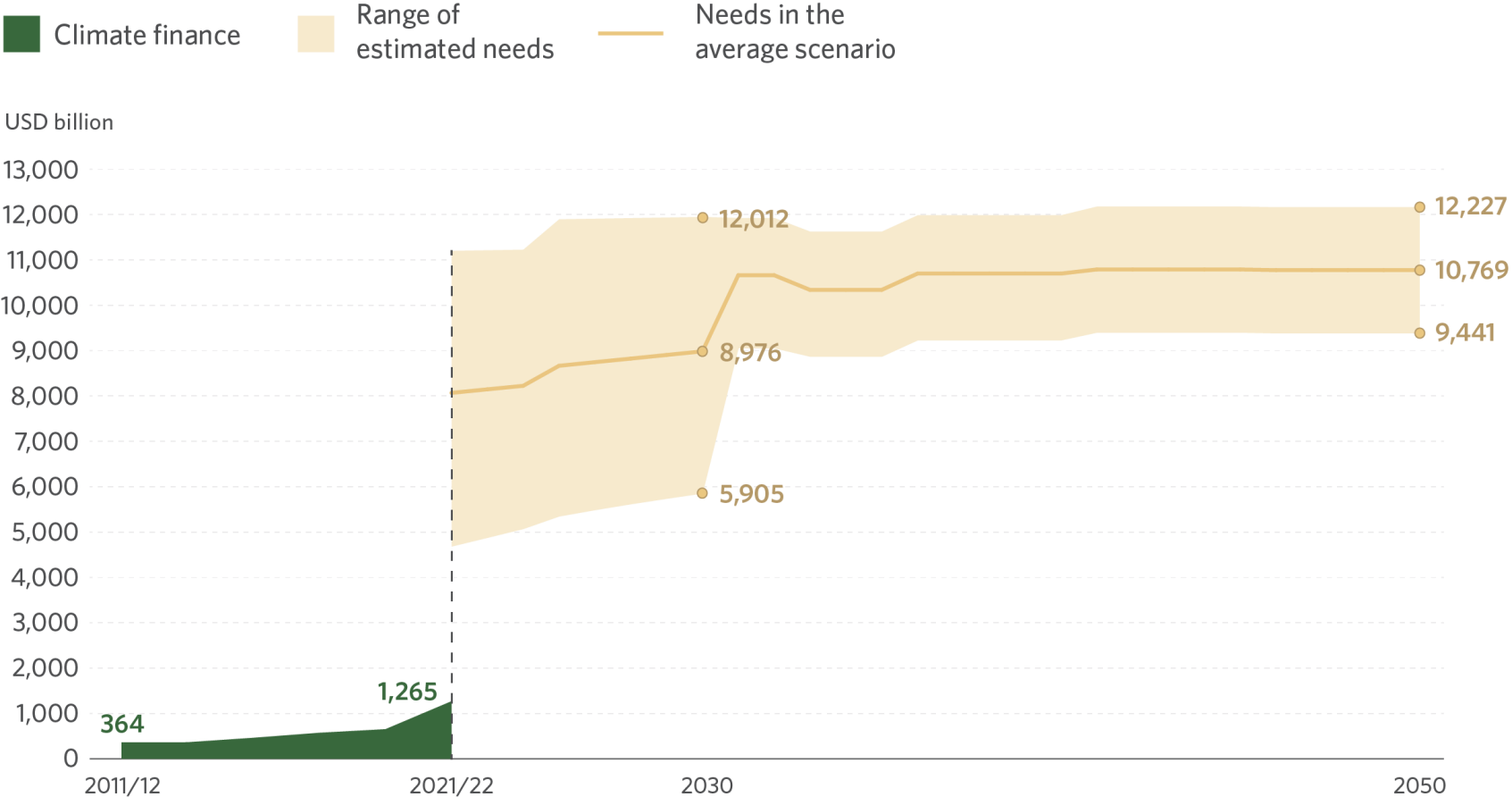
1. How the Lab works
2. What is the Lab looking for
3. What a successful application looks like
4. Q&A

1. How the Lab works

Addressing the climate finance gap

Limiting warming to 1.5°C requires massive private investment

Climate finance needs to increase by at least five-fold annually by 2030



Source: [Climate Policy Initiative's Global Landscape of Climate Finance 2023](#)



The Global Innovation Lab for Climate Finance is an investor-led, public-private initiative that accelerates innovative, well-designed, early-stage climate finance solutions to drive private investment into climate change action in developing economies.

78 solutions launched

100+ public and private Lab Member institutions

300+ supporting experts, nearly half from developing regions

\$4+ bn mobilized for climate action in emerging markets



Impact by the numbers

\$4+ bn

collectively mobilized
by Lab solutions

130+

Public and private investors
funded Lab solutions

54%

capital mobilization
success rate

\$1.3 bn

mobilized through the
Lab network catalyzed
2x more investments

\$1.6 bn

in private investments
Nearly half of the total
mobilized by Lab ideas

37

Lab ideas successfully
secured investments

Three ingredients to success

The Lab's theory of change revolves around the collaboration between public and private sectors, openly sourcing concepts from finance innovators, and a powerful network to move the ideas into action.



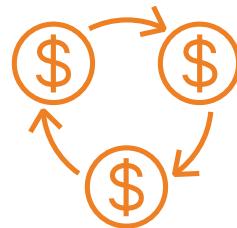
Public-Private Collaboration

Strengthened partnership between the public and private sectors builds capacity and knowledge to identify and deploy effective climate finance solutions.



Innovation & Transformative Solutions

Innovative, actionable, catalytic, and financially sustainable solutions reduce risks and barriers to investment in sustainable development.



Mobilizing Finance

Catalytic finance from Lab Members and the broader network enables piloting and implementation of transformative solutions.

The Lab brings together over 100 institutions to address the sustainable investment gap

FUNDERS



SECRETARIAT



GLOBAL AND REGIONAL MEMBERS



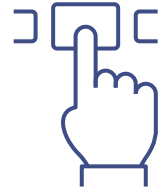
An incubator for sustainable finance ideas



SEP - DEC

Call for Ideas

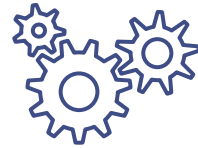
The Lab publicizes an open call for innovative sustainable investment solutions.



JAN - FEB

Selection

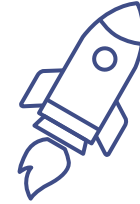
Lab Members select the most promising ideas to take forward in each annual cycle.



MAR - AUG

Development

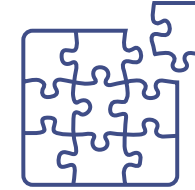
Selected ideas benefit from 7 months of analysis, stress-testing, and guidance from experts and investors.



SEP

Endorsement & Launch

Lab Members vote to endorse and launch the ideas for piloting.



OCT - ONWARD

Implementation

The ideas move into action and fundraising to launch pilots, with continued support from the Lab network.

Pre-seed capital to implement climate finance solutions



The **Lab Pre-Seed Capital Facility** addresses funding gaps for early-stage climate finance instruments, providing conditional grants to a select group of eligible Lab-endorsed instruments.

The facility targets instruments that require between **USD 150-250K** to move from design to implementation.



2. What is the Lab looking for

Unlocking billions for climate investments

The Lab will develop **9 ideas** in 2025



Apply by November 7 at climatefinancelab.org/apply



REGIONS

Brazil **Southern and East Africa** **The Philippines**
India **Latin America and the Caribbean**

Each region will select one idea, except for Latin America and the Caribbean, which will select two.

SECTORS

Adaptation **Mitigation**
Sustainable agriculture and food systems

Each sector will select one idea.

FUNDERS

Bloomberg Philanthropies



Government of Canada



Federal Ministry for Economic Affairs and Climate Action



Foreign, Commonwealth & Development Office



Department for Energy Security & Net Zero



Regional programs will select six ideas

Regional	
	Brazil
	India
	East and Southern Africa
	Latin America Adaptation
	Latin America Mitigation
	Philippines

- Focus on local contexts and priorities
- Region-specific investment needs and barriers
- Leverage existing regional networks of financiers and implementers
- Any climate sector
- Eligible ideas must target one of the markets in the Lab's regional programs.
- Latin America and the Caribbean and the Philippines regional programs celebrating their second year
- Latin America to select one mitigation idea and one adaptation idea

Global themes to source three ideas

Global Themes



Agriculture and Food Systems



Climate Adaptation



Climate Mitigation

- Focus on sector-specific climate investment needs and barriers.
- Eligible ideas should target emerging markets
- **Agriculture and food systems:** solutions to accelerate climate finance for businesses.
- **Adaptation:** support private finance for solutions that build climate resilience.
- **Mitigation** focuses on renewables, low-carbon transportation, buildings, and industry.

How ideas are selected

Core criteria inform how ideas are selected.

Selected ideas are at the right stage for acceleration and will benefit the most from the Lab process.



Actionable

Lab ideas are feasible and risk-managed, with a clear pathway to implementation.



Catalytic

Lab ideas have the potential to mobilize private sources of climate finance and scale up investment in target markets.



Innovative

Lab ideas address barriers to climate finance in a unique way.



Financially Sustainable

Lab ideas have a clear strategy for achieving commercial viability.

How ideas are selected

Selected ideas are at the right stage for acceleration and will benefit the most from the Lab process.



Value Add

The Lab complements proponent teams' capabilities and needs to ensure their success.

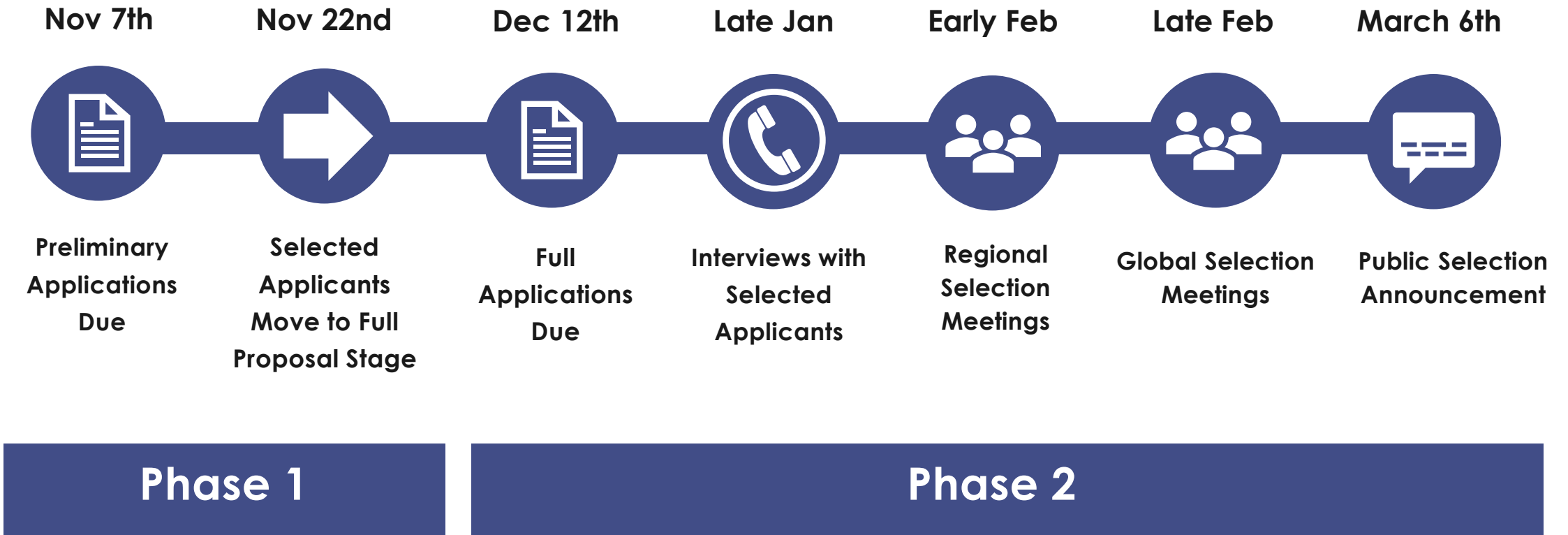
The Lab's core activities and value offerings:

- Design and stress testing
- Target market research and analysis
- Market sounding
- Financial modeling
- Environmental and social impact modelling
- Development of implementation pathway + milestones
- External validation provided by Lab endorsement
- Development of investor pitch materials
- Mapping of potential funders
- Connection with the Lab's network

3. What a successful application looks like

Lab ideas represent the latest and greatest in climate finance

Two-phase application process



For example: Structured Finance for Nature



Actionable

- Core team brings a decade of relevant experience.
- Created proprietary software platform.
- Investor engagement already underway.

Catalytic

- As a model for a new corporate green bond, approach is highly scalable.

Innovative

- Replicable framework for other market players.
- Novel ways to connect investors to impact on the ground.

Financial Sustainability

- Carbon credits that will be used to repay the bond will come from company's already completed projects with existing cashflows.

For example: Sustana Cooling India Fund



Actionable

- Dedicated and capable team; established partnerships.
- Alignment with the Government of India's priorities; minimal policy dependence.

Catalytic

- Idea targets India's rapidly growing cooling market, expected to increase 10x by 2037-38.
- Easily scalable in other geographies (SE Asia, Africa).

Innovative

- Application of blended finance instruments to bridge the "valley of death" for early-stage enterprises in the cooling sector is new.

Financial Sustainability

- Fund focuses on cost-effective cooling solutions, making economic sense for India.
- Proponents' acumen and robust growth expectation for cooling in India.

Guidance on Key Questions

The Lab's **Preliminary Application** focuses on questions related to the Lab Criteria.

There is one dedicated question for each of the following:

- Innovation
- Actionability
- Catalytic Potential
- Financial Sustainability

Applicants have 200 words to answer each question.

Tips:

- Review the [Lab's Guidelines](#) to see how the Lab defines each criterion.
- Review the [Lab's Portfolio of Instruments](#) to see how past ideas articulate their approach to Lab criteria.

Guidance on Key Questions

Question on Innovation: Briefly describe the existing barriers that prevent private finance from flowing into the target sector and/or geography and discuss how the idea overcomes these barriers. Please touch on how this is different than or improves upon existing initiatives.

How to structure your answer:

1. **Identify the barrier:** Clearly state the primary barrier. Describe the specific consequences of this barrier.
2. **Present your solution:** Explain how your idea addresses the identified barrier. Be specific.
3. **Highlight the impact:** Discuss how your idea will lead to increased private investments.

Guidance on Key Questions

Question on Actionability: Briefly describe your ability to implement this idea i.e., what connection(s) do you have with the target country or region and how does the proposed financial instrument fit into your operations? Additionally, will you be the entity that will disburse capital? If not, has that entity been identified?

How to structure your answer:

1. **Introduce your team:** Describe experience, expertise, and connections.
2. **Explain your role:** Clarify your organization's role in implementing the idea.
3. **Identify the implementing entity:** If necessary, specify the organization that will disburse capital and manage the project.
4. **Outline the implementation pathway,** including timeline, milestones and resources.
5. **Address challenges:** Acknowledge any potential challenges or risks and explain how you plan to address them.

Guidance on Key Questions

Question on Catalytic Potential: Detail how the idea can 1) scale up private investment in the target market and 2) be replicated in other markets.

How to structure your answer:

- 1. Target market potential:** Describe the size, growth potential, and specific characteristics of your target market.
- 2. Scalability factors:** Identify the factors that make your idea scalable, such as demand, infrastructure, and regulatory support.
- 3. Replication potential:** Discuss the potential for replicating your idea in other markets, considering factors such as regulatory frameworks and economic conditions.

Guidance on Key Questions

Question on Catalytic Potential: Explain the instrument's path to becoming commercially viable. Briefly touch on if/why the idea requires public/philanthropic finance and describe how it aims to attract private finance. (i.e., through de-risking mechanisms).

How to structure your answer:

- 1. Market validation:** Explain how you will test and validate your idea in the market, such as through pilot projects or market research.
- 2. Revenue generation:** Describe your revenue model and how you will generate income from your product or service.
- 3. Public financing:** If your idea requires public funding, explain:
 - The specific types of public funding needed.
 - The role of public funding in supporting the commercialization process.
 - Your plan for phasing out public funding and transitioning to private financing.
- 4. Attracting private finance:** Describe the mechanisms or strategies you will use to attract private investors, such as de-risking mechanisms and financial returns.

4. Questions

Contact

www.climatefinancelab.org

 @climatefinlab

 /company/climatefinancelab



Thank you