

# FROM START-UP TO SCALE-UP

ADB's experience with supporting cleantech start-ups in Asia

ADB

# ADB CLEANTECH SUPPORT IN ASIA



1

support  
cleantech  
accelerators



2

support  
cleantech  
investors



3

support  
networking &  
collaboration

# SUPPORTING ASIAN CLEANTECH ACCELERATORS

10+

accelerators supported

2000+

startups evaluated

150+

startups accelerated

20+

startups seed-financed



# BUILDING A CLEANTECH ACCELERATOR COMMUNITY



## NEW ENERGY NEXUS

- Launched by California Clean Energy Fund and ADB in 2016
- First global network of cleantech accelerators
- 70+ members in 29 countries that has supported 1000+ start-ups and helped raise \$2+ bn
- Accelerate Energy Summit 2016 (Manila) and 2017 (Shanghai).



# CHALLENGES FOR CLEANTECH ACCELERATORS IN ASIA



#1. Lack of strong cleantech entrepreneurs

#2. Weak cleantech ecosystem

#3. Lack of early-stage risk capital

#4. Lack of path to market

# WHAT WE LEARNED FROM THE BEST ACCELERATORS



Be selective and search for the best entrepreneurs

Be connectors and ecosystem builders

Work with industry and bring the market closer

Have ready-to-go investment capital

Be start-up experts first, cleantech experts second

Manage like a good start-up (not like projects)

THANK YOU