Colombia



Organization: Cleantech Hub
Location: Colombia
Solution: Supports green entrepreneurs and scale-ups, refining business concepts and preparing them for market and investment readiness
Factsheet Period: First round of UNDP AFCIA funding (18 months); Second round of UNDP AFCIA funding (14 months)



Fluvia startups helps research institutes and universities in mapping data collected from waterways @CleantechHub

Nine out of 10 small and medium-sized enterprises (SMEs) in Latin America that seek credit are lack viable options and cleantech businesses can make a relevant change in the climate action agenda. Cleantech hub is inspiring and mobilizing green entrepreneurship through comprehensive programmes in cleantech ideation, incubation, acceleration and innovation. By empowering local entrepreneurs, startups and SMEs to create climate adaptation solutions and prepare their concepts for market and investment, Cleantech Hub contributes to building resilient communities. Through collaboration with international partners, the initiative is expanding this model across Latin America and the Caribbean.

Key achievements

- Created access to US$42.9 million in capital for eight out of ten startups in 2023, continuing to fundraise for over 15 companies
- Upskilled over 100 UniAndinos students with masterclasses and climathons
- Established formal partnerships with Global Ecosystem-based Adaptation (EbA), International Climate Initiative (IKI) IDB Lab, GIZ, US Coalition for Climate Entrepreneurship (CCE) and others
- Delivered 19 ideation cohorts in six countries
- Secured US$339,000 for early-stage cleantech startups in 2024
- Promoted EV adoption in Colombia via the P4G-backed MubOn partnership, deploying 150 chargers
- Organized nine climathons in 2024, reaching over 300 participants across Peru, Colombia, the Dominican Republic, Costa Rica and Guatemala
- Launched five fully operational hubs in Colombia, Costa Rica, Guatemala, El Salvador and Peru, with additional program delivery in the Dominican Republic
- Engaged over 6,000 ecosystem actors through more than 40 regional events, including matchmaking sessions, stakeholder roundtables, investor forums and innovation challenges
- Mobilised US$339,000 in direct climate investment for early-stage startups in 2024
- Total Investment CTH Portafolio is US$24,733,451.00; Startups across the CleantechHUB pipeline successfully raised new capital in 2024-2025 (over $21,000,000 USD), thanks to the program's investment-readiness track and strategic investor matchmaking
- CleantechHUB's flagship incubation and acceleration programs supported the growth of climate startups, with 40 entrepreneurs selected from 94 applicants in 2024 and over 70 entrepreneurs chosen from 301 applicants in 2025 across five countries, more than 56% of whom were women



Key achievements

- Trained over 500 entrepreneurs through ideation, incubation and acceleration programs
- Partnered with over 100 institutions, including universities, incubators, development banks and local government agencies
- Facilitated over 20 ecosystem events including climathons, pitch nights, mentor roundtables and green investment dialogues

Social impact

- Developed gender mainstreaming programme with Climate-KIC and Irish Aid to integrate gender lens
- Providing gender-equal climate entrepreneurial training for women entrepreneurs

Adaptation benefits

- Pioneering Colombian climate tech ecosystem with universities, municipal governments and chambers of commerce
- Increasing entrepreneurial capacity of climate adaptation projects
- Activating local coastal communities on water and waste management activities







Innovation

- Only entrepreneur-support organization in Latin America with climate focus overseeing the full life cycle of a startup
- Helping entrepreneurs to validate their product, understand market, and communicate their climate impact
- Developing pipeline of investment-ready green innovation projects

Replication potential

- Experiencing steep increase in requests for proposals and new partnerships, with 10 ongoing tenders collectively valued at $1 million+
- New partnerships with Latin American universities will scale Cleantech Hub approach and ongoing programmes, while diversifying income stream
- Opportunities to tackle and fund specific adaptation projects like waste and water management, and energy transition

Funding snapshot

- UNDP-AFCIA grant: US$170,000 (initial grant: $60,000; scaling grant: $110,000)
- Non-UNDP: $150,000
- Funding instruments: grants: 99%, loans/debt/equity: 1%

Investability	
Revenue per year	$250,000 from commissions, partnerships and grant administration
Sustaining criteria	Cleantech Hub operates via a subscription model ($5,000 per member), and provides additional chargeable services
Financial innovation	Diversified access to capital through direct revenue streams, grants and funding, venture capital and future licensing of intellectual property of startups
Expected return	Expected Return on Investment (Equity): 8 % annually after seven years payout

ADAPTATION FUND Climate Innovation Accelerator

ADAPTATION FUND

To read their story, visit UNDP-AFCIA
To watch their video, click here
To contact the organization, visit CleantechHub