



# Clean Energy Startup Accelerator

Nurturing solartech startups for green growth of agri-fishery market





# EnergyLab Cambodia

(Energy)<sup>Lab</sup>

## Growing the Clean Energy Ecosystem

- Initiate and/or guide CE policies, instruments, and regulations to stimulate RE demands
- Facilitate collaboration between key actors interested to support, fund and grow the CE space and we shadow them on demand.
- Nurture CE startups and entrepreneurs, along with next-gen CE professionals.

## Clean Energy Knowledge and Advocacy

- Raise awareness and develop knowledge related to global, regional and local progress in Clean Energy
- Evidence-based advocacy is targeted to policy-makers, diplomats, development partners, think tanks, universities, businesses and influencers mostly in Cambodia but also regionally.

**supports the growth of the clean energy markets.**

# Why Solar Tech Startup? in agri-fishery

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## Key constraints of the sector

- The reliability and cost of electricity
- Access to technology and machinery
- No reliable cold chain system
- **Very few solar tech startup exist to solve the above issues**



# Startup Nurturing Program



## Hackathon

A weekend Hackathon process to help participants to form a team, **explore the problems and ideate a business solution.**

## Pre-Incubation

A 6-week program allows those with a team or business idea that uses solar for the agri-fishery market to **check if the concept is valid.**

## Incubation

A 1-year incubation program for **the team with a valid business concept** or prototype that needs more guidance and support to succeed.

## Acceleration

The 6-month program supports **an established business** using solar technology as the core product value in the agri-fishery markets and would like to scale up.

# Startups



# Case Study: Agri House

- Joined the incubation program in 2019 Incubation
- Currently participating in the Acceleration program
- Registered the business in early 2021
- 3 team members in 2019 >> 7 in 2023
- Works with 270 farmers



Find them: <https://agrihouse.asia/>



# Case Study: Agri House (Con't)

- New products development



**Solar Powered Cricket Raising Pens**



**Nutritive cricket based products**

- Cricket snack
- Cricket powder
- Sunny snacks

# Our approaches

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## Grow

support to strengthen the operational financial capacity to grow

## Sell

support to begin selling the product, manage finances, organisation

## Build

support to build and launch a minimum viable product and secure early adopters



# Our approaches (Con't)



- Work with business development, agriculture and solar market experts
- Technical and advisory support responding the need of the individual startups



Continuously tailor the content of the program based on the actual needs of the startups



Create exposure opportunities and network building

# Challenges

- Solar sector is still a **small niche**. Despite having a high interest, people are still reluctant due to the **lack of technical expertise and the uncertainty of market size**.
- **Lack of financial support** for the research and development, and the prototype
- **Proof of concept and behaviour change** in solar market (for technologies) takes considerable time and resources.
- **Older established STPs dominate the grant market**, newer entrants face challenges with **bureaucracy and requirements** of large grant funders.
- The value chain is still fragmented.

# Recommendations

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- More Investment in market research
- More sensible and flexible funding approaches, allowing more space for innovation and expansion
- Facilitating enhanced multi-stakeholder collaboration





# Contact



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Find us



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