

# Climate Finance Accelerator: South Africa Call for Proposals

**When completing the questionnaire via the online form, only questions relevant to the application you are submitting will be displayed. Please note that the application deadline is 06 February 2026.**

## About the programme

The Climate Finance Accelerator (CFA) is a global technical assistance programme funded by the UK government to support high-potential climate businesses and projects to access finance. The CFA helps businesses and projects strengthen their investment cases, and connects entrepreneurs and developers with investors. Since launching in 2020, the CFA has supported over 200 ventures, contributing to more than 50 closed deals and unlocking over USD500 million in finance. The CFA currently operates in ten countries (Colombia, India, Indonesia, Kenya, Malaysia, Mexico, Pakistan, South Africa, Thailand, and Viet Nam), catalysing the flow of finance needed for countries to deliver on their climate ambitions.

In South Africa, the CFA brings together the key actors in the climate investment value chain – businesses, project developers, finance providers, and public and institutional partners – to accelerate investment into low-carbon solutions. We help create a credible pipeline of investment-ready projects and foster the partnerships needed to unlock capital at scale. Alongside emissions reductions, the CFA targets material co-benefits, including supporting just transition efforts through inclusive, equitable, locally led approaches to sustainable development, strengthening gender equality and social inclusion, and building resilience to climate impacts.

## How CFA South Africa can support you

The CFA is a practical, deal-oriented programme designed to support businesses and project proponents working on climate mitigation solutions to strengthen their investment cases, sharpen their capital-raising strategies, and engage lenders and investors with greater confidence and credibility. The programme prioritises opportunities with a total financing requirement of at least USD3 million.

The CFA offers a range of capacity-building support, practical tools and materials, and curated connections across the finance ecosystem. The CFA does not act as a transaction adviser or broker, nor does it raise capital on behalf of participants. Instead, by engaging with the CFA, businesses and project developers will receive tailored and fully independent advice that will help them align with investor requirements, prepare more compelling investment documentation, navigate policy and regulatory considerations, and build relationships that support outreach to potential financiers. The result is improved investor readiness, a clearer path to profitability and impact visibility, and a stronger foundation for meaningful investor engagement.

Key benefits include:

**Curated opportunities to network with investors:** The CFA facilitates tailored opportunities for dialogue between selected businesses, project developers and investors, informed by a clear understanding of investor mandates and risk appetite. Participants are able to connect with commercial and concessional financiers operating nationally, regionally and internationally, and benefit from networking opportunities that enable interaction with relevant investor groups.

**Tailored investor-led coaching and best-practice insights:** Selected businesses and projects participate in knowledge-sharing sessions and receive tailored support from experienced global and local practitioners on the areas that matter most to financiers: business model robustness, risk mitigation, clarity on the funding ask, and a coherent capital-raising strategy. The CFA supports companies and projects in preparing investment-grade materials, including pitch decks and Environmental, Social and Governance (ESG) Plans, and in strengthening their storytelling and investor-facing communications.

**Networking across the climate finance ecosystem:** Participants gain opportunities to build relationships not only with investors, but also with other key stakeholders across the market. These include public and institutional partners at national and local levels, corporates, cross-country peers, and other actors within and beyond their domestic markets. These networks help create long-term opportunities that extend beyond the CFA programme itself and often result in mutually beneficial commercial partnerships.

**Increased visibility and credibility:** Participation in CFA events can elevate businesses' and projects' profiles among a wide range of stakeholders, improving their positioning within the climate-finance ecosystem and strengthening their credibility with potential investors. After completing their acceleration cycle, businesses and projects also benefit from additional exposure through features on the CFA website and highlights across CFA social-media channels.

**Stronger ESG and climate-impact narrative:** The CFA supports businesses and projects to understand, enhance, and communicate their environmental and social impacts, factors increasingly important to investors alongside commercial returns. Drawing on climate, environmental, and social impact specialists, the CFA helps projects align with national climate ambitions and highlight co-benefits such as poverty reduction; improved gender equality, disability and social inclusion (GEDSI); and the protection of nature and biodiversity, while strengthening awareness of governance safeguards and risk-management expectations.

## Eligibility

The CFA works with businesses and projects that are actively seeking finance and can meet the following criteria:

- **Measurable climate impact:** Designed to achieve measurable climate outcomes in terms of direct or facilitated greenhouse gas emission reductions.
- **Minimum ticket size:** Have a minimum total financing need of at least USD3 million, with flexibility where sector dynamics, growth stage, or capital-structure needs justify a smaller raise.
- **Stage of development:** Project finance deals must have completed a full feasibility study (a technical and financial assessment confirming engineering design, costs, risks, and viability). And preferably at Technology Readiness Level 7 (System commissioning where full-scale Pilot/Product/Service is demonstrating performance for the operational environment) or above.

- **Commercial model:** Have a business model capable of generating attractive, risk-adjusted returns over time, although some element of blended or concessional capital may be required in early stages.
- **Sectoral focus:** We particularly welcome applications which demonstrate an impact in the energy, transport, waste management, water, or sustainable agriculture sectors.
- **Positive environmental and social outcomes:** Propositions should either demonstrate positive environmental and social impacts or show a genuine commitment to meaningfully integrating gender equality, disability, and broader social inclusion (GEDSI), recognising that some applicants may still be developing these elements.

## How to apply

CFA South Africa is open for applications from climate businesses and projects seeking support in accessing finance until 06 February 2026.

The application and submission requirements can be accessed by pressing next at the bottom of this page, as well as via the PDF on NBI's website. Please note that the application process is not designed to select the most developed or complete projects, but rather those aligned with the CFA's objective of supporting climate projects that advance the South Africa's Nationally Determined Contributions (NDCs). Projects that meet the criteria above are strongly encouraged to apply.

When submitting your proposal, we will require some personal details, such as name, email address, and phone number for the main contact(s). These details will be used solely for communication regarding the proposal. We expect to respond to applications within four weeks of the call for applications deadline and may request additional information during this period.

Your application will be treated as confidential. It will not be reproduced in any form or by any means, disclosed to others or used for any purpose other than for consideration under the CFA.

To find out more about how your organisation can benefit from engaging with the CFA programme, please email: [cfasouthafricanbi@green-cape.co.za](mailto:cfasouthafricanbi@green-cape.co.za)

## Instructions and consent

This form is intended to gather relevant preliminary information about your business or project, which may include personal data. Please provide information that is currently available and accurately reflects the characteristics of your business or project. If you do not have information for any section, please enter N/A.

### Authorisation for handling personal and project data

As part of the CFA evaluation and selection process, certain technical and financial information about your project may be shared with CFA strategic partners. I hereby authorise PwC, National Business Initiative (NBI) and Green Cape to collect, store, use, and transfer this information to the aforementioned strategic partners solely for purposes related to the CFA. I acknowledge that I have read PwC's Information Security Policy and [Privacy Statement](#), available on its website, and I understand that the PwC will protect the confidential information I provide in accordance with applicable information-security and confidentiality standards.

I also authorise PwC, GreenCape and NBI to collect, use, store, consult, process, and otherwise handle my personal information in accordance with UK data protection law and any other applicable local data protection laws such as the Protection of Personal Information Act for South Africa. I acknowledge that I have read the Policy on the Treatment of Personal Data available on the PwC website, and that I am aware of my rights.

*[Tick box list "Yes/No" – Select one option only]* **[if No Applicant organisation cannot proceed]**

## Section 1: General Information

- **Legal name of the Applicant organisation:\*** *[Free text]*
- **Applicant's Website URL:\*** *[Free text]*
- **Applicant's LinkedIn URL:\*** *[Free text]*
- **Applicant's headquarters location:\*** *[Free text: Format: Province, City, Country]*
- **Applicant's countries and locations of operations:\*** *[Free text, maximum 90 characters. Format: City, Country]*

## Section 2: Contact Information

### Main Point of Contact

- **Title:** *[Tick box list – Select one option only: Mr, Mrs, Miss, Ms, Dr]*
- **Name:\*** *[Free text]*
- **Surname:\*** *[Free text]*
- **Title / position / role within the Applicant organisation:\*** *[Free text]*
- **Direct Contact Number:\*** *[Free text]*
- **Email Address:\*** *[Free text]*

### Secondary Point of Contact

- **Title:** *[Tick box list – Select one option only: Mr, Mrs, Miss, Ms, Dr]*
- **Name:\*** *[Free text]*
- **Surname:\*** *[Free text]*
- **Title / position / role within the Applicant organisation \*** *[Free text]*
- **Direct Contact Number:\*** *[Free text]*
- **Email Address:\*** *[Free text]*

## Section 3: Applicant Profile

### **Type of Applicant organisation:\*** *[Tick box list – Select one option only]*

- *Individual or Sole Proprietor*
- *Partnership*
- *Company / Corporation (privately held)*
- *Company / Corporation (publicly listed)*
- *Co-operative*
- *Non-profit organisation (charity, foundation, association)/ Academic or research institution*
- *Local government authority (Municipality/city/district)*

- *Regional /State/Provincial government authority*
- *National government agency or ministry*
- *Indigenous or traditional authority*
- *Other*

*IF Other, please specify: [Free text: <60 characters]*

- **Sector that best describes your solution:\*** *[Tick box list – Select no more than two options]*
- **Agriculture, Forestry & Other Land Use (AFOLU)** – *Afforestation/reforestation, land management, soil carbon sequestration, biomass, regenerative farming, agro-processing, sustainable forestry, carbon farming, precision-farming, digital monitoring, supply-chain optimisation, agri-insurance.*
- **Blue Economy** – *Aquaculture, ocean-based mitigation, marine ecosystems, seaweed/kelp solutions.*
- **Buildings & Construction** – *Low-carbon materials, energy efficiency, retrofits, heating/cooling systems.*
- **Energy** – *Renewable generation, renewable energy storage, grid decarbonisation, electrification, renewable energy components and final products manufacturing or assembling.*
- **Industry & Manufacturing** – *Heavy industry, process innovation, industrial decarbonisation, low-carbon cement/steel.*
- **Transport (including mobility and logistics)** – *Low-carbon vehicles, public and private electric fleets, sustainable mobility systems, freight and logistics, final products and component manufacturing and assembling across the value chain e.g. charging networks*
- **Waste & Circular Economy** – *Recycling, waste management, material recovery, circular systems, waste-to-energy, industrial symbiosis, and plastic recovery initiatives.*
- **Water & Wastewater** – *Water production, purification, potable treatment, centralised or decentralised systems, sludge management, wastewater-to-energy/biogas, smart metering, energy efficiency, leak detection, infrastructure upgrades*
- **Other**

*IF Other, please specify: [Free text: <60 characters]*

**How long has the organisation been in operation (years):\*** *[## years]*

**If you are applying as a company, please select your company stage:\*** *[Tick box list – Select one option only]*

- *Idea / Prototype*
- *Pilot / Pre-revenue*
- *Early Revenue*
- *Growth / Scaling*

**If you are applying as a project, please select your project's technical stage:\*** *[Tick box list – Select one option only]*

- *Concept / Inception*
- *Pre-feasibility Assessment (Early technical and economic viability explored)*
- *Full Feasibility study completed (A full technical and financial assessment has been completed; engineering design, costs, risks, and viability are confirmed)*

- *Pilot / Pre-Commercial Stage*
- *Project execution/ Construction*
- *Operational (The project is built, running, and delivering results)*
- **Describe your business/project and business model:\*** *[Free text, max 900 characters]*  
*Briefly describe the problem your business/project addresses and the proposed solution (what you do and how it works). Clearly outline your value proposition, revenue model, target customers, key activities, and the role of any partners (e.g., suppliers, offtakers, delivery partners). Explain how revenue is or will be generated and who the paying customer is.*
- **Please share via email to: cfasouthafricanbi@green-cape.co.za a teaser or pitch deck that supports understanding of your project's business model. Please name your file as follows: yyyyymmdd\_Country\_ProjectName\_FileName**
- **Describe the work completed to date, including key milestones, timeline (with dates), and any traction achieved (e.g., deployments of solution, technology, or service; customers; partnerships; users; units sold; technical results):\*** *[Free text, maximum 600 characters]*
- **Describe the technology used in the project and its maturity level. Specify clearly whether your organisation owns, licenses, or procures this technology from a third party. State whether it has been commercially deployed, and list any patents, licences, permits, or consents held or required:\*** *[Free text, maximum 600 characters]*
- **List your top 3 main competitors and what differentiates you:** *[Free text, maximum 600 characters]*
- **Describe the relevant experience of your founders/C-Suite:\*** *[Free text, maximum 600 characters. Please follow this structure for each team member: Name / Role / Relevant experience (≤120 characters)]*

**Describe your leadership composition, indicating the number of C-suite executives and the distribution by sex, race and disability (counts and percentages). If the information could identify specific individuals, please only include it if you have their consent to share it.** *[Free text, maximum 600 characters]*

**Provide the total number of direct employees and the distribution by sex, race and disability (counts and/or percentages):\*** *If the information could identify specific individuals, please only include it if you have their consent to share it. [Free text, maximum 600 characters]*

**Provide the following financial information for the Applicant organisation using actual data from the most recently completed financial year. If a field does not apply, enter "N/A":\***

- *Ownership structure (cap table), percentages must total 100% (founders %, employee/options %, External investors % (please provide names), other shareholders%) [Free text]*
- *Revenue (in USD): [Free text, USD number or N/A]*
- *EBITDA (in USD): [Free text, USD number or N/A]*
- *Total equity (in USD): [Free text, USD number or N/A]*

- *Total debt (in USD): [Free text, number or N/A]*
- *Grants received to date (if any) – Total grants in USD and top 3 major grant sources [Free text]*

**Describe any known risks your project or business may face, and outline the specific mitigation measures planned for each. Consider political, legal, commercial, technical, financial, operational, reputational, environmental/climate-related, and social risks:\*** *[Free text, maximum 900 characters]*

**Does the project currently have a financial model:\*** *[Tick box list – Select one option only]*

- Yes
- Work in progress
- No

## Section 4: Funding Requirements

**State the funding required for the next 12 months (in USD), broken down by instrument. Also indicate the estimated financing needs over the next 3 years:\***

- *Equity (USD): [Free text, USD number or N/A]*
- *Debt (USD): [Free text, USD number or N/A]*
- *Other financing (USD, specify): [Free text, USD number or N/A]*
- *Total funding required for the next 12 months(USD): [Free text, USD number or N/A]*
- *Estimated financing needed over the next 3 years (USD): [Free text, number or N/A]*

**Summarise any funding sought or secured to date for this business or project. In your response, please provide the following information for each funding source using the structure below (copy and paste for each entry):\*** *[Free text, maximum 900 characters]*

- *Source (Organisation / programme / mechanism):*
- *Type: [Equity / Debt / Grant / Other]*
- *Amount (USD):*
- *Status: [Secured / Pending / Declined / In discussion]*
- *Date: [month/year]*

**Specify the intended use of proceeds (USD or %). Keep the description factual and concise. Below are example categories to guide your response:\*** *[Free text, maximum 480 characters]*

- *Capital expenditure (CapEx)*
- *Operating expenditure*
- *Working capital*
- *Commercialisation & Market Entry*
- *Research & Development (R&D)*
- *Licences, permits & regulatory approvals*
- *Other (please specify < 60 characters)*

## SECTION 5: Climate and Social Benefits



- Describe your measurable climate / environmental impacts (e.g., CO<sub>2</sub>e avoided, water saved, hectares restored). Specify how they are achieved, and how they will be measured or verified.\* *[Free text, maximum 600 characters]*
- Describe any social or economic co-benefits of the project. Specify the type of positive impact expected (e.g., job creation, local economic development), how they will be achieved and measured: *[Free text, max 600 characters]*
- Confirm if you have a methodology for impact measurement:\* *["Yes/No" Tick box list – Select one option only; if YES, describe briefly, maximum 300 characters]*
- Confirm if you have any third-party validation of your impact data:\* *["Yes/No" Tick box list – Select one option only; if YES, list certifier/partner name, maximum 30 characters]*
- Confirm if you have an ESG (environmental, social and governance) responsible lead:\* *["Yes/No" Tick box list – Select one option only; if YES, list the title and/or role of the focal point, maximum 30 characters]*
- Confirm if you have any ESG policies and systems (e.g., sustainability policy, HR policies, anti-discrimination procedures):\* *["Yes/No" Tick box list – Select one option only; if YES, describe briefly, maximum 300 characters]*

## Section 6: CFA Support

**What support are you seeking from the CFA?\*** *[Tick box list – Select all that apply]*

- Investment-readiness support (business model, commercial logic, funding ask)
- Support to prepare investment-grade materials (pitch deck, GEDSI Action plan, etc.)
- Founder coaching for investor engagement (storytelling, pitch delivery, Q&A)
- Guidance on navigating investor types & instruments (e.g., equity, debt, blended finance)
- Direct exposure to financials and strategic investors (local, regional, international)
- Access to the Climate-Finance Learning Hub & expert webinars
- Targeted ESG and safeguards support
- Cross-country peer learning & cohort community building
- Ecosystem access (finance, corporate, and policy actors)
- Visibility and positioning within the climate-finance ecosystem

*[Optional free text for more details, up to 300 characters]*

**How did you hear about the Climate Finance Accelerator?\*** *[Tick box list – Select all that apply]*

- LinkedIn
- CFA Event
- Professional network
- Referral
- Other: *[Free text]*

*IF Other, please specify: [Free text: maximum 60 characters]*

## Section 7: Applicant Declaration

By submitting this application, the Applicant confirms that:

- **Accuracy of information:** All statements, figures, and documents provided in this application are true, complete, and accurate to the best of their knowledge and may be used for assessment purposes.
- **Legal and regulatory standing:** The Applicant organisation is duly constituted and in good standing under all applicable laws and regulatory requirements relevant to its operations.
- **Integrity and compliance:** The Applicant organisation, its directors, and key personnel are not currently subject to any criminal, civil, administrative, or regulatory investigation, litigation, sanctions, or enforcement actions that could materially affect the business/project or its eligibility.
- **Disclosure of material information:** No information relevant to assessing the Applicant organisation's viability, financial position, compliance status, or organisational integrity has been omitted, withheld, or misrepresented.
- **Right to verify:** The CFA reserves the right to verify the information provided and to reject or withdraw the application if any material misrepresentation or omission is identified.
- **No conflict of interest:** The Applicant organisation confirms that, to the best of its knowledge, no actual or potential conflicts of interest exist between the Applicant organisation and any member of the CFA team, and agrees to promptly disclose any that may arise.

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By submitting this application, you confirm the above

- I confirm.

I confirm I have shared a teaser or pitch deck that supports understanding of my project's business model via email with [cfasouthafricanbi@green-cape.co.za](mailto:cfasouthafricanbi@green-cape.co.za)

- I confirm.