

## GREEN FINANCING OPTIONS, EXPLORING GRANTS AND SUBSIDIES FOR SUSTAINABLE STARTUPS, ACCESSING GREEN LOANS AND GRANTS

Ashok Kumar Sharma<sup>1\*</sup>, Dr. Ajay Kumar<sup>2</sup>, Tanvi Priya<sup>3</sup>

<sup>1\*</sup>Department of Management, Chanakya National Law University, Patna, Bihar, INDIA.  
ORCID: <https://orcid.org/0009-0001-7282-3079> ;

<sup>2</sup>Department of Law, Chanakya National Law University, Patna, Bihar, INDIA.  
ORCID: <https://orcid.org/0009-0003-1575-7778>;

<sup>3</sup>Department of Accounting and Finance, National Council for Cooperative Training, New Delhi, INDIA.  
ORCID: <https://orcid.org/0009-0009-8683-7904> ;

aks9234813647@gmail.com<sup>1</sup>  
kumar.drajay@gmail.com<sup>2</sup>  
tanvii.priyaa@gmail.com<sup>3</sup>

### Abstract

In a time of growing environmental issues and climate change, the drive toward sustainability is more important than ever. Startups and small businesses are expected to be more instrumental in forming a sustainable future as world economies move toward greener paradigms. For many of these businesses, though, the financial load related to sustainable infrastructure, eco-innovation, and clean technology still be a major obstacle. For sustainable businesses trying to bring environmentally friendly ideas to market without sacrificing financial viability, green financing options including grants, subsidies, and green loans provide essential lifelines.

Emphasizing the need of access to specific funding resources that support environmentally friendly practices, this abstract investigates the several green financing options open to startups.

Examining both public and private sector projects emphasizes how green finance closes the innovation gap with implementation, especially for early-stage businesses trying to scale their green solutions.

Grants and subsidies represent among the most well-known sources of green money. Usually governments, international organizations, and environmental NGOs supply these financial support to inspire creativity in fields including waste management, green manufacturing, sustainable agriculture, and renewable energy. Grants are a great choice for startups with limited cash flow since they unlike loans do not demand repayment. Many environmental grant initiatives to support clean tech development have been started in areas including the European Union, North America, and portions of Asia. As part of the EU's larger goal to reach net-zero emissions by 2050, the European Green Deal, for instance, provides billions in support to sustainable businesses.

To lower the initial costs of green investments, numerous local and national governments also provide direct subsidies and tax breaks. These could include financing for research and development of low-carbon technologies, subsidies for fleets of electric vehicles, or rebates for solar panel installations. In addition to fostering the growth of green startups, these policies hasten the market uptake of sustainable goods and services.

Green loans have become a powerful instrument for sustainable finance in addition to grants. These are loans specifically designated for environmentally beneficial projects, and they frequently have favorable conditions like reduced interest rates, extended payback periods, or repayment plans that are based on performance. To assist with climate-resilient projects, organizations such as the World Bank, the Green Climate Fund, and several green investment banks provide specialized green loan programs. In order to specifically serve small and medium-sized businesses (SMEs) with environmental missions, some commercial banks have also entered this market by introducing green loan portfolios.

Accessing green loans or grants for startups in need of these funds necessitates both a strong business plan and an unambiguous proof of environmental impact. The majority of funding organizations assess applications using standards like energy efficiency, circularity, social sustainability, and carbon footprint reduction. Thus, it is essential to have solid environmental metrics and data to support assertions. Furthermore, obtaining certifications such as B-Corp status or compliance with ESG (Environmental, Social, and Governance) standards can boost one's credibility and chances of getting funding.

Additionally, startups now have more opportunities to interact with mission-driven investors who value sustainability in addition to financial returns thanks to the growth of impact investing. Green-minded venture capital firms and angel investors frequently offer seed money to eco-innovative companies, seeking high-growth prospects in line with long-term environmental objectives. Additionally, by reaching out to eco-aware communities, crowdfunding websites such as Kickstarter and Indiegogo are being used to fund green startups.

Notwithstanding these encouraging advancements, obstacles still exist. Many startups are not equipped with the knowledge, skills, or resources necessary to successfully negotiate the intricate world of green finance. Grant and loan application procedures may be extremely competitive and cumbersome. Additionally, global scalability is hampered by the uneven distribution of green funding across various regions. Governments, financial institutions, and the private sector must work together more closely to close these gaps in addition to implementing policy changes and raising entrepreneur financial literacy.

To address these challenges, startup incubators, accelerators, and advisory organizations are increasingly offering green finance consulting services, helping early-stage companies identify suitable funding options, prepare compelling applications, and build investor-ready sustainability strategies. Digital tools and platforms are also emerging to match green startups with appropriate funding sources, thereby streamlining the connection between innovative ideas and capital. In conclusion, green financing is not merely a niche category of economic support; it is an essential enabler of the global transition toward a more sustainable economy. By making green finance more accessible, equitable, and aligned with the realities of early-stage startups, stakeholders can unlock a wave of innovation that tackles some of the world's most pressing

environmental issues. Whether through grants, subsidies, green loans, or impact investing, the opportunities for sustainable entrepreneurship have never been more abundant, but seizing them requires a well-informed, strategic, and purpose-driven approach.

**Keywords:** Green Financing, Sustainable Startups, Grants and Subsidies, Green Loans, Eco-Innovation, Environmental Funding, Clean Technology, Impact Investing, ESG Standards, Renewable Energy, Sustainable Development, Green Investment, Financial Incentives, Climate Finance, Green Economy.

## 1. Introduction to Green Financing

### 1.1 Definition and Importance of Green Financing

Green financing is an idea referring to the structured allocation of financial resources to projects and ventures that deliver environmental benefits and support the transition to a sustainable economy. This notion includes several kinds of investments in renewable energy, energy efficiency, pollution prevention, conservation of biodiversity, and climate change mitigation and adaptation.

The importance of the concept lies in its dual function, that is, supporting economic development while ensuring environmental sustainability. Green financing is not only essential for meeting national and international climate targets, as included under the Paris Agreement and the Sustainable Development Goals (SDGs), but also for reducing climate-related risks in the financial system by directing capital toward resilient and low-carbon sectors.

Green financing reduces the environmental impact of industrial activity, lowers emissions, and promotes social equity through job creation in green sectors, by enabling sustainable innovation. For a developing economy like that of India, this notion seems to be a strategic tool to balance rapid growth with climate commitments.

### 1.2 Role of Green Finance in the Startup Ecosystem

In the startup ecosystem, green finance acts as a catalyst for innovation and sustainability. Startups often struggle to secure conventional funding due to limited collateral and high-risk profiles, particularly those focusing on emerging green technologies. Green finance provides tailored instruments that consider environmental impact, allowing such ventures to access capital more easily.

Key roles include:

- **De-risking early-stage ventures** through grants, concessional loans, and incubator support.
- **Enabling scale-up and commercialization** of green innovations.
- **Connecting startups with ESG investors and green-focused venture capital.**
- **Driving compliance and innovation** through environmental performance benchmarks tied to financing.

This support helps green startups develop disruptive solutions in areas like clean energy, sustainable agriculture, and waste management—solutions vital to addressing India's environmental challenges.

### 1.3 Overview of Global Green Finance Trends

Green finance is one of the fastest-growing sectors in the global financial landscape. According to the Climate Policy Initiative, global climate finance flows reached over \$600 billion annually in recent years, with strong growth in green bonds, sustainable loans, and blended finance instruments.

**Key global trends include:**

- **Proliferation of green bonds and sustainability-linked debt instruments.**
- **Increased regulatory emphasis on ESG disclosure and climate risk management.**
- **Mainstreaming of green finance through central bank guidelines and financial stability frameworks.**
- **Blended finance models** that combine public and private capital to support projects in emerging economies.
- **Fintech integration** to improve transparency, track environmental impact, and reduce transaction costs.

Multilateral institutions like the World Bank, IFC, and the Green Climate Fund are heavily investing in climate-resilient infrastructure, renewable energy, and clean transport—setting examples for national governments and private investors.

India is increasingly aligning with these global trends, launching its own green bonds, adopting climate risk disclosures, and encouraging banks to expand green lending portfolios.

## 2. Types of Green Financing Mechanisms

Green financing is not a one-size-fits-all solution. It includes a variety of financial tools and funding models designed to support environmentally sustainable ventures. The following subsections explore the key mechanisms in detail:

### 2.1 Green Grants

Green grants are **non-repayable funds** provided by governments, international organizations, or private foundations to support projects with significant environmental benefits. These are often targeted at early-stage startups and research initiatives that may not yet be commercially viable.

In India, green grants may come from:

- The Ministry of New and Renewable Energy (MNRE)
- Department of Science and Technology (DST)
- UNDP-supported programs
- State-level green innovation programs

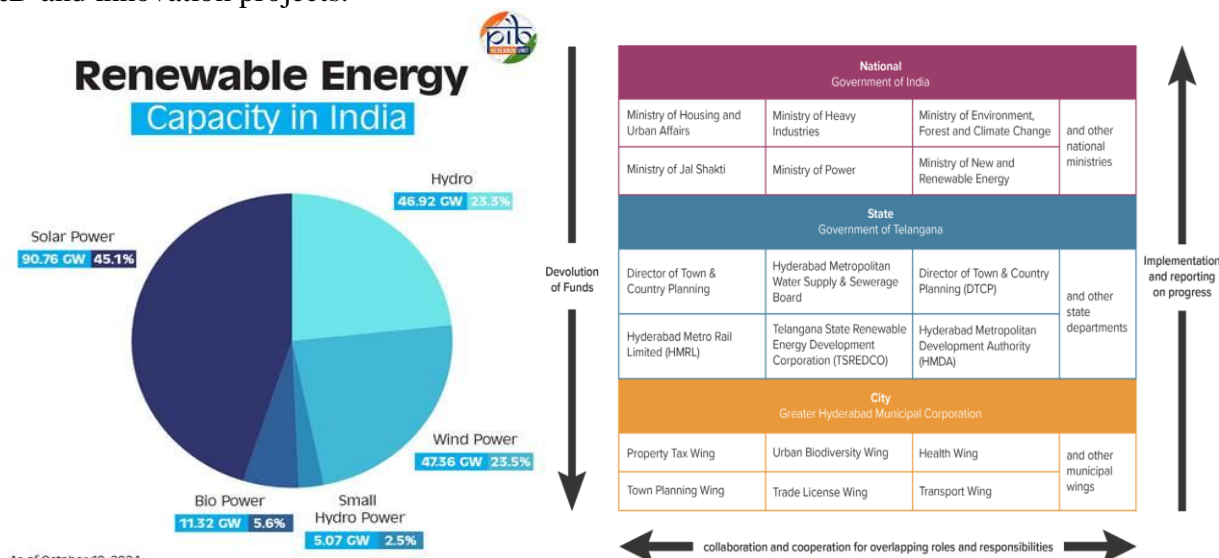
Such grants typically focus on areas like renewable energy, clean water, pollution control, sustainable agriculture, and waste management. Startups can use these funds for product development, pilot projects, or proof-of-concept trials.

#### **Example:**

The *UNDP's Low Carbon Emission Program* in India awarded grants to startups focusing on solar-powered cold storage and biomass energy systems for rural areas.

### Stat:

The Indian government allocated ₹1,000+ crore in the Union Budget 2023–24 for renewable energy R&D and innovation projects.



## 2.2 Government Subsidies

Subsidies are financial incentives provided by the government to lower the cost of green technology adoption. These can take various forms:

- **Capital subsidies** (e.g., for solar panel installation)
- **Interest rate subvention** on green loans
- **Tax rebates or exemptions** for clean energy investments

India offers several notable subsidies under schemes like:

- **FAME (Faster Adoption and Manufacturing of Hybrid and Electric Vehicles)**
- **PM-KUSUM** (solar power for agriculture)
- **Ujjwala and Ujala schemes** (clean cooking and lighting)

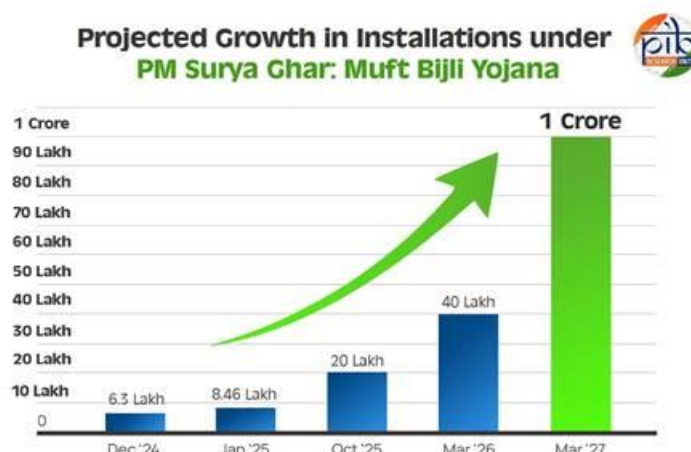
Subsidies reduce the financial burden on consumers and businesses, thereby accelerating the market adoption of green solutions.

### Example:

Under the **FAME II scheme**, the Indian government offers subsidies of up to ₹1.5 lakh on electric two-wheelers and ₹2 lakh on e-cars, promoting clean mobility.

### Stat:

As of mid-2023, over 11 lakh electric vehicles were sold under FAME, saving over 500 million liters of fuel.



### 2.3 Green Loans and Soft Loans

Green loans are **debt instruments specifically issued to fund environmentally sustainable projects**. These loans are typically offered at concessional interest rates, with longer repayment periods or relaxed collateral requirements.

In India, institutions offering green loans include:

- **Indian Renewable Energy Development Agency (IREDA)**
- **Small Industries Development Bank of India (SIDBI)**
- **NABARD** (for rural renewable energy projects)

Soft loans may be supported by international climate funds and can help bridge the financing gap for startups or SMEs working on solar energy, electric mobility, energy efficiency, and water conservation.

#### Example:

IREDA financed a ₹100-crore biomass power project in Maharashtra, offering a loan with a 2% lower interest rate than market average.

#### Stat:

SIDBI launched the **Green Finance Scheme** in partnership with the World Bank, disbursing ₹750 crore+ in soft loans to small green enterprises.





The image shows the SIDBI registration process. At the top, the SIDBI logo is displayed. Below it, a four-step process is outlined: 1. Register (blue circle with a mouse icon), 2. Choose Hand Holding Support (orange circle with a handshake icon), 3. Fill Application Form (yellow circle with a document icon), and 4. Apply to preferred Lender (green circle with a building icon). Below the steps is a registration form. The form has a header 'Registration' with a checkmark icon. It contains a section 'Please Enter Loan Amount' with a sub-header 'Expected Loan Amount? \*' and a text input field containing '0'. To the right of this is a button 'Assess your Scheme Suitability'. Below the input field is a dropdown menu labeled 'Scheme \*' with the option 'Select Scheme' visible. At the bottom of the form is a green footer bar with links: 'USEFUL LINKS | DISCLAIMER | FAQ | SUBSIDY SCHEMES | PRIVACY POLICY | T & C | DOWNLOADS | VIDEOS | BRANCH LOCATOR'. A cartoon character of a woman with purple hair is on the right side of the footer bar.

## 2.4 Green Bonds and Sustainability-Linked Instruments

Green bonds are **fixed-income securities** where the proceeds are exclusively used to finance or refinance green projects. These instruments are attractive to institutional investors seeking low-risk, ESG-compliant returns.

In India:

- SEBI has issued guidelines for green bond issuance.
- Government and private institutions (e.g., SBI, REC, NTPC) have successfully raised capital via green bonds.
- Sustainability-linked bonds tie interest rates to the issuer's ESG performance or emission reduction targets.

These instruments help finance large infrastructure projects like metro rail, wind farms, and urban climate adaptation programs.

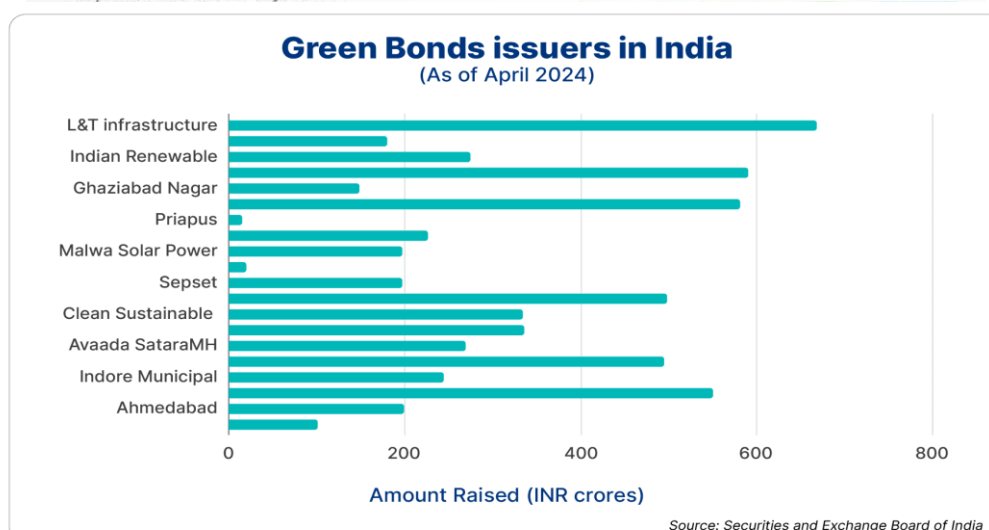
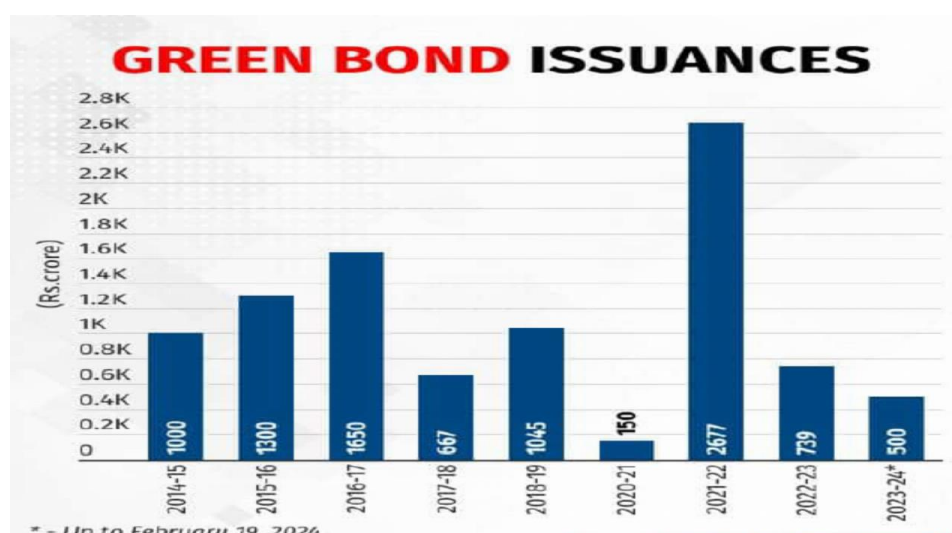
### Example:

In 2023, **State Bank of India (SBI)** raised \$650 million via green bonds to fund renewable energy and sustainable transport projects.

### Stat:

India's cumulative green bond issuance crossed **\$20 billion** by the end of 2023, ranking 2nd in the Asia-Pacific region.





## 2.5 Climate Venture Capital and Impact Investment Funds

Green startups can attract funding from **climate-focused venture capitalists** and **impact investors** who prioritize both financial returns and measurable environmental impact. These investors often support innovations in:

- Clean energy and electric vehicles
- Agri-tech and climate-resilient farming
- Circular economy models (e.g., recycling, reusables)
- Carbon tracking and climate data analytics

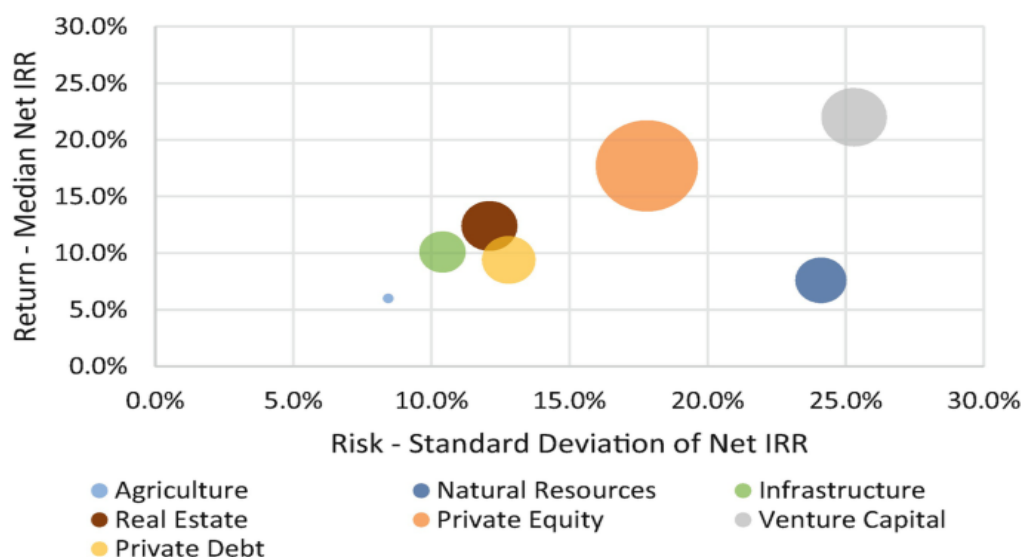
In India, VC funds such as **Aavishkaar Capital**, **Omnivore**, and **Avaana Capital** have shown growing interest in sustainability-linked ventures. International investors also increasingly see India as a major destination for climate tech investments.

### Example:

**Avaana Climate Fund** invested in **Battery Smart**, a battery-swapping startup for e-rickshaws, helping expand to over 20 cities in India.

### Stat:

In 2022, India attracted over **\$1.2 billion in climate tech VC funding**, up from \$500 million in 2020 (Source: Climate Tech VC).



## 2.6 Carbon Finance and Renewable Energy Credits

Carbon finance refers to revenue-generating mechanisms tied to **carbon credits** or **emission reduction certificates**, which can be traded on voluntary or compliance markets. Green startups involved in carbon offset projects (like reforestation, bioenergy, or waste-to-energy) can monetize their emissions savings.

In India:

- The **Perform, Achieve, and Trade (PAT)** scheme incentivizes energy efficiency.
- **Renewable Energy Certificates (RECs)** allow producers of green power to sell credits to entities needing to meet renewable purchase obligations (RPOs).
- These instruments can supplement income streams for environmentally friendly businesses and attract green-conscious investors.

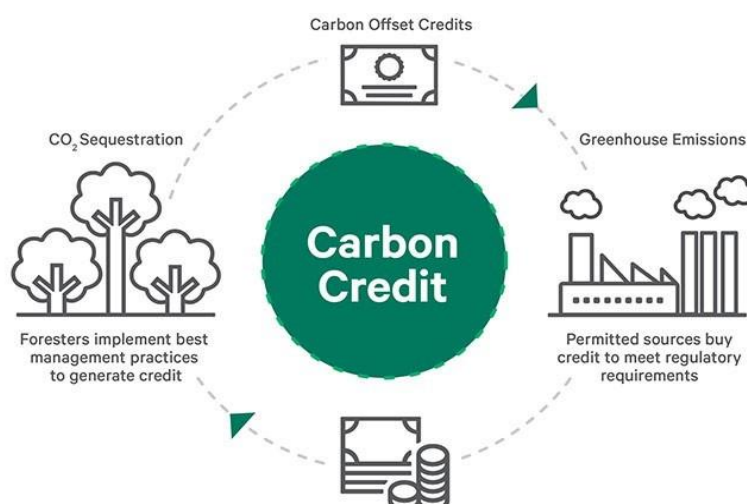
### Example:

A Gujarat-based startup selling carbon offsets from a reforestation project on the voluntary carbon market earned ₹25 lakh in its first year.

### Stat:

India's Renewable Energy Certificate (REC) market saw transactions worth over ₹1,800 crore in 2022–23.





Financing Mechanism	Best For	Key Provider(s)	Typical Benefit
Grants	R&D and pilots	MNRE, UNDP	₹10–50 lakh (non-repayable)
Subsidies	Tech adoption	Central & State Govts	30–70% cost reduction
Green Loans	Project scale-up	SIDBI, IREDA	Lower interest, long tenure
Green Bonds	Infrastructure	SBI, REC, NTPC	Capital from institutional investors
VC/Impact Funds	Growth-stage startups	Avaana, Omnivore	₹1–10 crore equity
Carbon Finance	Offsetting/credits	Voluntary markets	Revenue from carbon sales

### 3. Indian Landscape: Green Grants and Subsidies

India has committed to ambitious climate goals under its Nationally Determined Contributions (NDCs), aiming to reduce its emissions intensity and expand renewable energy capacity. Green grants and subsidies are essential tools for achieving these targets while empowering startups and SMEs to drive sustainable development.

#### 3.1 Central Government Schemes Supporting Green Innovation

##### a. Ministry of New and Renewable Energy (MNRE)

MNRE runs several grant and subsidy schemes to promote solar, wind, and bioenergy:

- **Grid-connected Rooftop Solar Programme:** Capital subsidies up to 40% for residential installations.
- **Research and Development Support:** Grants for innovation in solar PV, hydrogen, battery storage, and wind turbine efficiency.

##### b. Startup India Green Category

Through the *Startup India initiative*, eco-conscious ventures can receive funding support, tax exemptions, and fast-tracked approvals under the “Green Startup” classification.

### **c. SIDBI's Mission 50K-EV4ECO**

Provides direct grants and concessional loans to startups working in the electric vehicle ecosystem, including charging infrastructure, battery swapping, and fleet electrification.

### **d. National Electric Mobility Mission Plan (NEMMP)**

Includes FAME I and FAME II schemes to subsidize the cost of electric vehicles and promote local manufacturing of batteries and components.

## **3.2 State-Level Support and Local Schemes**

Many Indian states have developed their own green finance incentives tailored to local needs:

- **Gujarat:** Offers capital subsidies for solar irrigation pumps and wind energy projects.
- **Tamil Nadu Solar Policy 2019:** Subsidies and open access to grid connections for solar startups.
- **Rajasthan's Wind-Solar Hybrid Policy:** Provides land and infrastructure support to green startups.
- **Delhi EV Policy:** Offers ₹5,000 per kWh battery subsidy, road tax exemptions, and funding for startup-led charging stations.

Startups should explore state-specific renewable energy development agencies (e.g., GEDA, TEDA) for access to local grants and partnerships.

## **3.3 CSR Funds and ESG-Driven Corporate Contributions**

Under the Companies Act, 2013, Indian corporates with a net worth of ₹500 crore or more are required to allocate 2% of their profits to Corporate Social Responsibility (CSR). A significant share of CSR funds are now being channeled into:

- **Clean energy access**
- **Plastic waste reduction and recycling innovations**
- **Clean water and sanitation projects**

**Example:** Tata Power's CSR wing funds startups focused on solar microgrids and clean cooking stoves in rural India. Many corporate foundations now run startup grant challenges or partner with incubators like Villgro and CIIE.CO.

## **3.4 Public Sector Banks and Development Finance Institutions (DFIs)**

Public financial institutions also offer subsidized funding linked to green outcomes:

1. **SIDBI Green Finance Schemes:** Offer grants, soft loans, and equity support for green tech startups.
2. **NABARD's Climate Resilient Agriculture Fund:** Supports rural startups in sustainable farming, irrigation, and soil health innovation.
3. **IREDA Capital Subsidy Programs:** Incentivize solar parks, biomass plants, and waste-to-energy units through viability gap funding.

These agencies often collaborate with multilateral institutions such as the World Bank and KfW to offer co-financed support lines and blended finance options.

### **Case spotlight:**

*Startup:* **Resham Sutra**

*Support:* NABARD & CSR funds

*Impact:* Sustainable silk production, 80% emissions reduction, 60+ women employed in rural Jharkhand

#### 4. Global Grant and Subsidy Programs for Indian Startups

While Indian startups benefit from national and state-level green finance programs, international sources of climate finance provide additional, often substantial, funding. These global grant and subsidy programs are designed to help emerging economies transition toward sustainable development by supporting innovation, scaling clean technologies, and building climate resilience. Indian startups can tap into this ecosystem through direct grants, partnerships, accelerators, and co-financing arrangements.

##### 4.1 United Nations and Climate Finance Instruments

###### UNDP (United Nations Development Programme)

- Offers technical assistance, capacity building, and seed funding to startups focused on low-carbon development, sustainable agriculture, and rural electrification.
- In India, UNDP has partnered with NITI Aayog and state governments to fund pilot projects in solar microgrids, waste-to-energy, and livelihood-linked climate adaptation.

###### UNEP (United Nations Environment Programme)

- Supports environmental innovation through programs like the **SEED Awards** and **Eco-innovation Programmes**, targeting small green businesses.
- These grants typically require alignment with the Sustainable Development Goals (SDGs) and participation through implementing agencies or international NGOs.

##### 4.2 Green Climate Fund (GCF) and Adaptation Fund

###### Green Climate Fund (GCF)

- The GCF is the world's largest climate finance vehicle under the UNFCCC framework. It funds mitigation and adaptation projects in developing countries.
- Indian startups can access GCF funding through Accredited Entities like NABARD and the Ministry of Finance.
- Supports projects in solar energy, climate-smart agriculture, clean mobility, and resilient infrastructure.

###### Adaptation Fund (AF)

- Focuses on helping vulnerable communities adapt to climate change impacts.
- Funds nature-based solutions, sustainable water use, and food security innovations.
- Indian NGOs and incubators may partner with local startups to implement AF-supported pilot projects.
- **Example:** A Maharashtra-based agri-tech startup partnered with NABARD and GCF to pilot drip irrigation systems for climate-resilient farming in semi-arid zones.

##### 4.3 World Bank & Asian Development Bank (ADB) Sustainability Initiatives

###### World Bank Group

- Through its **Climate Innovation Centers (CIC)** and **IFC Climate Business**, the World Bank supports green entrepreneurs with grants, technical mentoring, and blended finance.
- The **India Energy Efficiency Scale-Up Program**, backed by the World Bank and EESL, funds startups improving industrial energy use and electric mobility.

###### Asian Development Bank (ADB)

- Funds renewable energy, energy access, and clean water projects through concessional loans and result-based financing.

- Has co-funded green infrastructure and smart grid startups in India under its South Asia Sustainable Development initiative.

#### 4.4 EU Horizon Programs and USAID Green Grants

##### Horizon Europe (EU Framework Program)

- Funds R&D and commercialization of climate-friendly innovations. Startups from India can participate via international consortia or as pilot partners.
- Focus areas include clean hydrogen, sustainable cities, and bio-based materials.

##### USAID (United States Agency for International Development)

- Offers grants and technical support through its **PACE Initiative** (Powering Agriculture), **South Asia Regional Energy Partnership**, and clean energy innovation challenges.
- Indian startups have received grants for cold-chain logistics, solar-powered irrigation, and clean cooking solutions.
- **Example:** An Indian startup developing solar-powered milk chillers received a \$500,000 USAID grant for deployment across rural cooperatives.

#### 4.5 Bilateral Support: Indo-German and Indo-Japan Partnerships

##### Germany (GIZ and KfW)

- GIZ India provides technical support and small grants to sustainable startups through programs like **Indo-German Energy Forum (IGEF)** and **Green Urban Mobility Partnership**.
- KfW, a German development bank, co-finance renewable energy projects and supports public-private startup initiatives with concessional funding.

##### Japan (JICA and NEDO)

- JICA offers green development loans and technical assistance to startups working in energy efficiency, water treatment, and smart mobility.
- NEDO partners with Indian incubators for pilot projects in hydrogen energy and circular economy innovations.

#### Global Programs Accessible to Indian Startups

Program/Agency	Focus Area	Access Route	Funding Type
UNDP/UNEP	Low-carbon innovation, SDG alignment	Through incubators/NGOs	Grants & mentoring
Green Climate Fund	Mitigation & adaptation in priority sectors	Via NABARD, MoEFCC, or direct proposal	Grants, equity
World Bank/ADB	Clean energy, infrastructure, agri-tech	Through Indian DFIs (IREDA, SIDBI)	Blended finance
Horizon Europe	Research & tech collaboration	Via consortia or pilot partnerships	Grants
USAID	Clean energy, water, agriculture	Competitions & open applications	Grants
GIZ/KfW	Energy, mobility, urban development	With public sector or incubator links	Technical & financial

## 1. Executive Summary

**Briefly describe your startup, your green innovation, target beneficiaries, and the amount of funding required.**

*E.g., “We seek a \$150,000 grant to deploy 100 solar irrigation systems for smallholder farmers in Rajasthan.”*

## 2. Problem Statement

**Describe the environmental or social challenge being addressed. Include local impact and urgency.**

*“Farmers in arid zones face crop failure due to irregular power supply and climate change–induced drought.”*

## 3. Solution Overview

**Explain your product/technology, how it works, and why it's innovative.**

*“Our solar pump uses IoT sensors to optimize water use, reducing electricity demand by 80%.”*

## 4. Environmental and Social Impact

- CO<sub>2</sub> emission reductions (estimated annually)
- Beneficiaries (farmers, women, rural workers, etc.)
- Ecosystem or health improvements
- SDGs addressed
- Include metrics and projections using data or pilots

## 5. Implementation Plan

**Timelines, key milestones, and geographic focus**

Phase	Timeline	Activity	Output
Pilot	6 months	Install 25 units	500 farmers benefit
Scale	Year 2	100 units	2,000 tons CO <sub>2</sub> saved

## 6. Budget Breakdown

**Clearly outline what the grant will cover**

Category	Amount (INR/USD)	% of Total Budget
Equipment	₹30 lakh	40%
Training	₹10 lakh	13%
Monitoring	₹5 lakh	7%
Personnel/Admin	₹15 lakh	20%
Contingency	₹10 lakh	20%

## 7. Team & Capacity

**Profiles of key members, technical capacity, prior impact**

Include advisors or incubator support (e.g., Villgro, CIIE, AICs)

## 8. Risk & Mitigation

### Identify project risks and how you will address them

Risk: Policy change → Mitigation: Engage with local bodies

Risk: Tech adoption → Mitigation: On-ground training partners

## 9. Monitoring & Evaluation (M&E)

### Describe how you will track impact, KPIs, and reporting frequency

## 5. Accessing Green Loans and Concessional Finance in India

While grants and subsidies support early-stage development and innovation, scaling green ventures in India often requires access to structured, low-cost capital. This is where **green loans**, **soft loans**, and **concessional finance** become crucial. These financing tools offer preferential terms such as lower interest rates, longer repayment periods, and sustainability-linked benefits, encouraging startups and MSMEs to invest in clean technologies.

### 5.1 What Are Green and Concessional Loans?

1. **Green Loans** are debt instruments specifically directed toward projects that generate environmental benefits. The use of proceeds is typically ring-fenced for activities like renewable energy, pollution control, or energy efficiency.
2. **Concessional Finance** involves subsidized interest rates, deferred repayments, or partial credit guarantees. These instruments are usually offered by development finance institutions (DFIs), multilateral agencies, or government-backed programs.
3. **Soft Loans** are a form of concessional finance that blends public funding with private capital, aiming to reduce perceived risks of investing in green sectors.

### 5.2 Key Institutions Offering Green Loans in India

#### Small Industries Development Bank of India (SIDBI)

- **Green Finance Scheme:** Offers concessional loans to startups in energy efficiency, waste management, EVs, and climate tech.
- **PRAYAAS Scheme:** For micro-enterprises in solar and bioenergy sectors with quick disbursement and relaxed collateral norms.
- **Example:** A Delhi-based EV startup received ₹2 crore under SIDBI's green loan facility to scale its fleet and charging infrastructure.

#### Indian Renewable Energy Development Agency (IREDA)

- Provides loans for renewable energy projects like solar parks, wind farms, and waste-to-energy plants.
- Interest rates range from **8.5% to 10.75%**, depending on creditworthiness and project type.
- **IREDA Loan for Green Startups:** Recently extended to innovative clean-tech SMEs with partial guarantees.

#### National Bank for Agriculture and Rural Development (NABARD)

- Offers soft loans to agri-tech and rural clean energy startups.
- Has channeled **Green Climate Fund (GCF)** resources into micro-irrigation, solar pumps, and climate-smart agriculture.
- **Refinancing facilities** available through rural banks and MFIs to startups indirectly.

### 5.3 Green Credit Guarantee Schemes

To address the credit risk associated with lending to early-stage green startups, several credit guarantee frameworks exist:



- **CGTMSE – Credit Guarantee Fund for Micro and Small Enterprises:** SIDBI-backed program where green enterprises can access up to ₹2 crore without collateral.
- **Partial Risk Sharing Facility for Energy Efficiency (PRSF):** Managed by SIDBI and the World Bank, it reduces lenders' risk in financing industrial energy-saving projects.
- **State Innovation Funds** (e.g., Gujarat and Telangana): Offer state-level guarantees or interest subsidies for renewable startups.

#### 5.4 Green Lending by Commercial Banks

Indian commercial banks are gradually expanding their green lending portfolios. Key players include:

Bank	Green Finance Focus	Programs
SBI	Renewable energy, EVs	<b>SBI Green Car Loan</b> , Solar Home Loans
Yes Bank	ESG startups, alignment	<b>Green Future: Start Up Loan</b>
HDFC Bank	Affordable green housing	Interest rate concessions for eco-certified homes
ICICI Bank	Sustainable infrastructure	Partnering with ADB for clean water and sanitation

**Note:** Many banks require startups to present environmental impact reports or certifications such as GRIHA, BEE, or carbon savings estimates.

#### 5.5 Access Strategies for Startups

To successfully access green or concessional finance, startups should:

- **Work with accredited incubators** like AICs, TBI, or CIIE.CO for application support.
- **Bundle demand-side aggregation**—e.g., by forming clusters of solar users or EV operators to reduce risk.
- **Use blended finance:** Combine grants (e.g., CSR funds) with concessional loans to reduce repayment burdens.
- **Leverage carbon credit revenue** to enhance repayment capacity and make loan proposals more attractive.

#### Case Example: Green Tech Startup Using Concessional Loan

**Startup:** Tan 90 Thermal Solutions (Cold chain innovation)

**Need:** ₹1 crore to expand solar-powered cold storage across Tamil Nadu

#### Approach:

- Received ₹25 lakh equity from a climate VC
- Combined with ₹75 lakh concessional loan from SIDBI
- Carbon credits and state MSME subsidy used for part repayment

#### Outcome:

- 2x revenue growth in 1 year
- 15% lower operational costs
- Helped 1,500+ farmers improve the shelf life of perishables

### Loan Matrix Table:

Institution	Loan Amount	Interest Rate	Sector Focus	Collateral Requirement
SIDBI	₹10L – ₹5Cr	8%–10%	EV, Solar, Waste	Relaxed for green startups
IREDA	₹50L+	8.5%+	Renewable Energy	Project-based collateral
NABARD	₹1L – ₹2Cr	Concessional	Agri, Water	Via rural banks

Here is an **insert** to complement **Section 5** of your chapter, offering **practical templates and tools** for Indian green startups preparing to apply for **loans and concessional finance**.

### Templates & Tools: Preparing Green Loan Applications and Financial Models

Successfully securing green loans or concessional finance requires a well-prepared application, supported by credible data, clear financial projections, and proof of environmental impact. Below are ready-to-use templates and tools to support Indian startups applying to institutions like SIDBI, IREDA, NABARD, or commercial banks offering green financing.

#### Template 1: Green Loan Application Checklist

Section	Description	Notes
<b>1. Cover Letter</b>	Brief intro of startup and loan request	Mention alignment with green finance goals
<b>2. Executive Summary</b>	1-page snapshot: purpose, amount, impact	Clearly highlight the green angle
<b>3. Business Plan</b>	Include problem, solution, target market, competitive edge	Attach company registration & GST details
<b>4. Environmental Impact Report</b>	Show emissions reduction, water/energy savings, SDG alignment	Use past pilots or estimates (see Tool 2 below)
<b>5. Financial Statements</b>	Audited financials (last 2 years), or projections	Include balance sheet, P&L, and cash flow
<b>6. Loan Request Details</b>	Amount, tenure, repayment plan, collateral offered (if any)	Justify the amount based on project phases
<b>7. Project Implementation Plan</b>	Timeline, milestones, KPIs	Use the Gantt chart format if possible
<b>8. Team Profile</b>	Founders, technical team, advisors	Highlight sector-relevant experience
<b>9. Risk Assessment</b>	Identify financial/operational risks and mitigation plans	e.g., currency risk, tech failure, policy delays

**10. Annexures** Certifications (BEE, GRIHA), Letters of Add ESG rating, if Support, MoUs available

*Tip:* If applying via SIDBI or IREDA, align your documents with their published scheme formats.

### Template 2: Green Impact Projection Tool (Simple Table Format)

Indicator	Unit	Current Baseline	Projected Funding	After	Impact (%)
GHG Emissions Reduced	tCO <sub>2</sub> /year	1,500	500		-66.6%
Energy Consumption	kWh/month	50,000	35,000		-30%
Water Usage	KL/month	100	60		-40%
Households Benefited	#	0	1,200		+1,200
Jobs Created (Direct + Indirect)	#	12	40		+28

*Tip:* You can use free tools like [Carbon Footprint Calculator by GHG Protocol](#) or [UNFCCC CDM toolkits] to estimate emissions saved.

### Tool 3: Basic Financial Projection Template (3-Year View)

Item	Year 1 (INR Lakh)	Year 2	Year 3
Revenue	80	150	250
COGS	40	60	100
Gross Profit	40	90	150
Operating Expenses	35	50	75
EBITDA	5	40	75
Loan Repayment (Principal + Int.)	8	12	15
Net Cash Flow	-3	28	60

*Tip:* Align cash flow cycles with seasonal demand (e.g., for agri-tech or solar applications).

### Tools & Platforms to Support Your Loan Application

Tool/Platform	Purpose	Link/Source
India Energy Efficiency Calculator	Estimate savings for energy-related projects	<a href="http://beeindia.gov.in">beeindia.gov.in</a>
Startup India Portal	Register for incentives and loan schemes	<a href="http://startupindia.gov.in">startupindia.gov.in</a>
Atal Innovation Mission	Access incubators for mentoring and referrals	<a href="http://aim.gov.in">aim.gov.in</a>
CIIE.CO Financial Tools	Templates and funder match services	<a href="http://ciie.co">ciie.co</a>

Here is a full draft of **Section 6: Role of Incubators and Accelerators in Green Financing**, as part of your ongoing chapter *Green Financing Options: India-Focused*.

## 6. Role of Incubators and Accelerators in Green Financing

Green startups often operate at the intersection of high risk, technological complexity, and long gestation periods. This makes access to early-stage funding and mentorship critical. **Incubators and accelerators** play a transformative role in de-risking such ventures, facilitating access to green financing, and guiding founders through the financial, technical, and regulatory landscapes of sustainable entrepreneurship.

### 6.1 Functions of Green Incubators & Accelerators

Function	Description
<b>Funding Access</b>	Connect startups to climate-focused funds, government grants, and concessional loan programs.
<b>Capacity Building</b>	Provide training on business modeling, ESG compliance, impact measurement, and investor pitching.
<b>Tech Validation</b>	Offer labs or pilot facilities to test clean tech products before market entry.
<b>Policy and Regulatory Support</b>	Help startups navigate environmental approvals, subsidies, and certifications (e.g., BEE, GRIHA).
<b>Investor Readiness</b>	Prepare documentation, financial models, and impact reports for equity or loan applications.

### 6.2 Leading Green Startup Incubators in India

Here are some notable incubators and accelerators driving India's green innovation ecosystem:

#### **CIIE.CO – Centre for Innovation Incubation and Entrepreneurship (IIM Ahmedabad)**

- Hosts India's largest cleantech accelerator: **Climate Resilience Initiative**
- Seed funding: ₹20–50 lakh
- Partners with GIZ, Villgro, and DFIs for blended finance access

#### **Villgro Innovations Foundation (Chennai)**

- Focus on agritech, clean energy, and climate resilience
- Offers up to ₹80 lakh in grants + mentoring + investor connects
- Supported by USAID, GIZ, BMGF, and Tata Trusts

#### **Social Alpha (Supported by Tata Trusts and BIRAC)**

Runs the **Clean Energy International Incubation Centre (CEIIC)** with UNIDO

Grants + concessional loans + lab access for deep-tech and clean energy startups + Offers IP/legal support and carbon impact assessments.

#### **AgHub (PJTS AU, Telangana)**

Agroclimatic zone-focused incubation on water-saving, agri-energy, and carbon-smart inputs

Mentors 100 + startups and helps with NABARD/SIDBI linkages

### Atal Incubation Centres (AIM, NITI Aayog)

65+ AICs nationwide support startups in EVs, solar cooling, biofuels

Provide access to subsidized infra, seed support (₹10–25 lakh), and CSR-based grants

### 6.3 Case Study: Incubator-Enabled Access to Green Finance

**Startup:** Aumsat Technologies – Satellite-powered irrigation advisory

**Incubator:** CIIE.CO + Social Alpha

#### Financing Enabled:

- ₹35 lakh from DST-BIRAC
- ₹70 lakh blended finance from GIZ + debt line from SIDBI
- Technical pilot grant from AIM-TIDES at IIT Roorkee

#### Result:

- 20% water savings across 2,000 hectares
- Increased access to farmer finance due to improved yields and traceability
- Pre-Series A round secured from Impact VC within 18 months

### 6.4 How Startups Can Leverage Incubators for Financing

#### Step-by-step roadmap:

- **Join a sector-aligned incubator** (e.g., agri-tech, energy, EVs)
- **Participate in accelerator programs** offering demo days with green investors
- **Co-develop project proposals** with incubators for schemes like GCF, NABARD, DST, and IREDA
- **Use their partner networks** to access concessional loans, corporate CSR funds, and carbon credits
- **Improve impact measurement** with incubator's M&E and ESG frameworks to attract SDG-aligned funding

**Key Tip:** Choose incubators with *blended finance experience* or who have facilitated *non-dilutive capital* for previous cohorts.

### 6.5 Directory: Incubators with Green Finance Programs (India)

Incubator/Accelerator	Sector Focus	Type of Support	Website
CIIE.CO (Ahmedabad)	Cleantech, Energy, Waste	Seed, Grants, Equity	<a href="http://ciie.co">ciie.co</a>
Villgro (Pan-India)	Agri, Energy Access	Grants, Mentoring	<a href="http://villgro.org">villgro.org</a>
Social Alpha	Deep-tech, Clean Energy	Grants, Loans, Labs	<a href="http://socialalpha.org">socialalpha.org</a>
AIC-Pinnacle (Pune)	EVs and Sustainability	Equity + SIDBI Linkage	<a href="http://aic-pinnacle.org">aic-pinnacle.org</a>
CEIIC (Delhi)	Energy Innovation	Access, Global Mentorship + GEF Grants	<a href="http://ceiic.org">ceiic.org</a>
AgHub (Hyderabad)	Climate-Resilient Agriculture	CSR + Rural Banking Linkages	<a href="http://aghub.in">aghub.in</a>

## 7. Navigating ESG and Compliance for Green Finance

Environmental, Social, and Governance (ESG) criteria have become a cornerstone for green financing worldwide. For Indian startups aiming to access grants, subsidies, or concessional loans, a clear understanding and effective management of ESG requirements is crucial. This section explores how startups can align their operations and reporting to meet ESG standards and regulatory compliance, thereby enhancing their attractiveness to green financiers.

### 7.1 Understanding ESG in the Indian Context

- **ESG** is a set of criteria used by investors, lenders, and grant agencies to evaluate the sustainability and ethical impact of a company's operations. It encompasses:
  - **Environmental:** Resource efficiency, emissions reduction, pollution control, waste management, renewable energy usage.
  - **Social:** Labor practices, community engagement, employee welfare, customer safety.
  - **Governance:** Board diversity, transparency, anti-corruption policies, risk management.

India's regulatory landscape is evolving rapidly, with increasing mandates from SEBI (Securities and Exchange Board of India), RBI, and MCA (Ministry of Corporate Affairs) to disclose ESG factors for listed and large companies. While startups may not be directly covered, compliance can enhance investor confidence and open access to green finance.

### 7.2 Key ESG Frameworks and Standards Relevant for Indian Startups

Framework/Standard	Description	Applicability for Startups
<b>BRSR (Business Responsibility and Sustainability Report)</b>	SEBI-mandated ESG disclosure for top 1,000 listed companies	Good reference for ESG metrics and reporting templates
<b>GRI (Global Reporting Initiative)</b>	Widely used global sustainability reporting standard	Helps measure environmental and social impact
<b>CDP (Carbon Disclosure Project)</b>	Reporting on climate-related risks and emissions	Useful for startups with significant carbon footprint
<b>BEE Star Ratings</b>	Energy efficiency certification for buildings and industries	Applicable for startups in manufacturing, real estate
<b>ISO 14001</b>	Environmental management system certification	Framework for reducing environmental risks

### 7.3 ESG Due Diligence: What Green Financiers Look For

Green lenders and investors typically evaluate:

**Environmental Impact Assessment (EIA):** Quantitative estimates of emissions, water, waste, and energy savings.

**Sustainability Strategy:** Clear policies on resource usage, renewable energy adoption, waste minimization.

**Social Compliance:** Labor standards adherence, community benefit programs.

**Governance Structures:** Transparent reporting, anti-bribery policies, board oversight.

**Risk Management:** Identification of climate and regulatory risks with mitigation plans.



Startups that proactively report ESG metrics are often rewarded with lower interest rates or higher grant funding.

### 7.4 Steps for Startups to Ensure ESG Compliance

#### Baseline Assessment

Conduct an initial audit of environmental impacts and social practices. Use free tools like India’s BEE Energy Efficiency Calculator or UNDP’s Sustainability Assessment tools.

#### Set Measurable Targets

Define goals aligned with SDGs and national priorities (e.g., reduce water use by 20%, switch to 100% renewable energy in 5 years).

#### Implement Management Systems

Adopt environmental management frameworks (like ISO 14001) and formalize social policies (workplace safety, gender equity).

#### Establish Data Collection and Reporting Mechanisms

Set up regular tracking of key ESG indicators and prepare reports for stakeholders.

#### Engage Third-party Certification

Pursue relevant certifications (BEE star rating, GRI compliance) to validate claims.

### 7.5 Regulatory Compliance Checklist for Green Startups in India

Compliance Area	Regulatory Body		Requirement	Frequency
Pollution Control	CPCB / SPCB		Environmental Clearances (air, water)	Project-specific
Renewable Energy Policy	State Agencies	Nodal	Eligibility for subsidies and net metering	Ongoing
Labor Laws	Ministry of Labour	of	Worker safety, minimum wages, EPF	Annual
Corporate Governance	MCA / SEBI		Financial and ESG disclosures (for larger startups)	Annual
Waste Management	Municipal Authorities		Waste segregation and disposal compliance	Ongoing

### 7.6 Benefits of ESG Compliance for Green Financing

**Improved Access to Capital:** Many financial institutions offer preferential loans or grants to startups with credible ESG frameworks.

**Risk Reduction:** ESG compliance minimizes environmental and social risks that could derail projects or lead to penalties.

**Market Differentiation:** Demonstrating sustainability helps startups win contracts, partnerships, and customer trust.

**Alignment with Global Investors:** Attracts international climate funds, DFIs, and impact investors prioritizing ESG.

## 7.7 Tools and Resources for ESG Reporting

Tool/Resource	Purpose	Link/Source
<b>BEE Energy Efficiency Calculator</b>	Measure energy consumption and savings	<a href="http://beeindia.gov.in">beeindia.gov.in</a>
<b>GRI Reporting Framework</b>	Guide and standards for sustainability reporting	<a href="http://globalreporting.org">globalreporting.org</a>
<b>CDP Climate Change Reporting</b>	Carbon emissions and climate risk disclosure	<a href="http://cdp.net">cdp.net</a>
<b>ESG Risk Management Toolkit</b>	Templates and checklists for startups	Available via industry bodies and incubators

## 8. Future Outlook and Policy Recommendations

As India accelerates its commitment to sustainable development and climate resilience, the role of green financing in catalyzing innovation and scaling sustainable startups will only grow in importance. This section explores emerging trends shaping the future of green finance in India and outlines key policy recommendations to strengthen the ecosystem and unlock greater private capital for green startups.

### 8.1 Future Trends in Green Financing for Indian Startups

#### a) Expansion of Blended Finance Models

Blended finance, which strategically combines concessional public funds with private capital, is expected to gain traction. This approach reduces risk for private investors, attracts more capital to green startups, and fosters partnerships between development finance institutions, corporates, and venture funds.

#### b) Growth of Sustainability-Linked and Green Bonds

The green bond market in India has witnessed rapid growth, and its expansion is poised to include sustainability-linked bonds where issuers commit to ESG targets. Startups and SMEs may increasingly access these markets through pooled financing vehicles or green securitization.

#### c) Digital Innovation in Green Finance

Fintech platforms will play a bigger role in enhancing transparency, impact tracking, and lowering transaction costs. Blockchain for carbon credits and AI-powered credit scoring for green ventures are examples of emerging technologies reshaping green finance.

#### d) Increasing Integration of ESG in Financial Regulation

Regulators like SEBI and RBI are likely to enforce stricter ESG disclosure norms and climate risk assessments, driving startups to institutionalize ESG compliance as a core business function to remain finance-ready.

#### e) Enhanced Focus on Circular Economy and Climate Adaptation

Green finance will expand beyond renewable energy and energy efficiency to sectors like waste-to-value, water management, and climate-resilient agriculture, reflecting evolving national priorities.

### 8.2 Policy Recommendations to Strengthen Green Financing for Startups

#### 1. Simplify Access and Documentation for Green Grants and Loans

Create standardized, user-friendly application portals with clear eligibility criteria and stepwise guides. Digitalization and mobile-friendly platforms can particularly help startups in tier 2/3 cities.

## **2. Expand Dedicated Green Startup Funds and Blended Finance Facilities**

Increase allocations under schemes like SIDBI's Green Growth Equity Fund and IREDA's concessional loan windows. Encourage impact investors to partner with government and multilateral agencies for co-investment.

## **3. Strengthen Capacity Building and Awareness Programs**

Support incubators, accelerators, and industry bodies to deliver training on green finance instruments, ESG compliance, and financial modeling tailored to early-stage startups.

## **4. Promote Collaboration Between Financial Institutions and Incubators**

Facilitate knowledge sharing and co-designed financing products adapted for green startups' unique risks and cash flow patterns.

## **5. Incentivize Private Sector Participation in Green Financing**

Offer tax benefits, credit guarantees, or risk-sharing mechanisms to banks and private funds financing green startups.

## **6. Enhance ESG Disclosure and Impact Measurement Frameworks**

Develop simplified ESG reporting standards suited for startups and MSMEs, aligned with national and global standards to ease compliance burden.

India stands at a pivotal moment in its sustainable development journey. Mobilizing green finance effectively can unlock innovation and entrepreneurship to address pressing climate challenges while fostering inclusive economic growth. For startups, understanding the diverse green financing mechanisms, ESG compliance imperatives, and support systems like incubators will be key to leveraging this opportunity.

By enacting enabling policies, streamlining access to capital, and fostering robust public-private partnerships, India can build a vibrant green startup ecosystem that not only meets its climate commitments but also drives sustainable prosperity.

## **9. Building Strategic Partnerships and Networks for Green Startups**

For green startups, accessing finance is only one part of the equation. Equally important is building strong strategic partnerships and networks that provide technical expertise, market access, mentorship, and credibility. This section highlights how startups can leverage collaborations to accelerate growth and maximize impact within the green financing ecosystem.

### **9.1 Importance of Partnerships in the Green Startup Ecosystem**

Green startups often operate in complex, resource-intensive sectors such as renewable energy, sustainable agriculture, or waste management. Strategic partnerships enable:

- **Resource sharing:** Access to laboratories, pilot sites, technology platforms, and funding.
- **Knowledge transfer:** Expertise in regulatory compliance, environmental impact assessment, and business scaling.
- **Market access:** Connections to customers, corporates, government agencies, and international markets.
- **Investor confidence:** Demonstrating robust networks can reduce perceived risks and improve funding prospects.

## 9.2 Types of Strategic Partnerships for Green Startups

Partnership Type	Description	Benefits	Examples in India
<b>Incubators and Accelerators</b>	Support in business model refinement, mentorship, demo days	Access to early-stage funding, training	T-Hub, CIIE at IIM Ahmedabad, GHV Accelerator
<b>Industry Associations</b>	Platforms for advocacy, networking, and policy dialogue	Market insights, regulatory guidance	Confederation of Indian Industry (CII), FICCI Green Business Centre
<b>Academic Research Institutes</b>	Collaborative R&D, technology validation	Technical expertise, innovation support	IITs, TERI School of Advanced Studies
<b>Corporate Partnerships</b>	Pilot projects, supply chain integration, co-development	Market access, funding, scaling support	Tata Power, Mahindra & Mahindra Green Ventures
<b>Government Agencies and Programs</b>	Access to grants, subsidies, regulatory support	Financial incentives, policy clarity	Startup India, Ministry of New and Renewable Energy (MNRE) programs
<b>Impact Investors and Venture Funds</b>	Funding along with value addition, strategic mentorship	Growth capital, ESG alignment	Aavishkaar, Omnivore Partners, Lok Capital

## 9.3 How to Build and Leverage Networks

- **Participate in Industry Events and Conferences:** Engage actively in green finance summits, sustainability expos, and startup meets to showcase innovations and build contacts.
- **Join Sector-Specific Clusters and Hubs:** Become part of renewable energy or circular economy clusters to tap into shared knowledge and infrastructure.
- **Collaborate on Pilot Projects:** Partner with corporates or government bodies for pilot programs that demonstrate technology viability and create proof points.
- **Engage with Mentors and Advisors:** Seek experienced professionals who can provide guidance on technical, regulatory, and business challenges.
- **Leverage Digital Platforms:** Use online forums, LinkedIn groups, and innovation platforms to expand reach and connect with potential partners and investors.

## 9.4 Case Study: Strategic Partnership Success Story

### Case: ReNew Power and Green Startup Collaboration

ReNew Power, one of India's largest renewable energy companies, partners with startups through its accelerator program to pilot innovative technologies in energy storage and smart grids. One startup, XYZ Energy Solutions, leveraged this partnership to validate its battery management system, secure funding from impact investors, and scale operations in multiple states.

### 9.5 Role of Public-Private Partnerships (PPPs)

Public-Private Partnerships combine government support with private sector efficiency to scale green infrastructure and innovation. PPPs help startups access:

- Capital subsidies and concessional loans.
- Market opportunities via government procurement.
- Technical and regulatory assistance.
- Examples include solar park development, waste-to-energy projects, and rural electrification.

### 9.6 Recommendations for Startups

- Map potential partners across government, private sector, and academia early.
- Develop clear value propositions for each partnership.
- Formalize collaborations through MOUs or contracts.
- Maintain open communication and align goals for sustained cooperation.

## 10. Conclusion and Way Forward

Green financing presents a transformative opportunity for India's startup ecosystem to lead in sustainable innovation while addressing the pressing challenges of climate change and environmental degradation. As this chapter has explored, the landscape of green finance—comprising grants, subsidies, loans, bonds, and impact investments—is evolving rapidly, with significant government support and increasing private sector participation.

### 10.1 Summary of Key Insights

- **Critical role of green finance:** Green financing is indispensable for startups to develop, scale, and commercialize solutions that align with India's sustainability goals and international commitments under the Paris Agreement.
- **Diverse financing mechanisms:** Startups can leverage an array of tools—from concessional loans by IREDA and SIDBI, government grants through DST and MNRE, to innovative instruments like green bonds and blended finance.
- **Challenges and enablers:** While access to capital remains a challenge, emerging fintech solutions, incubators, and policy reforms are gradually lowering barriers.
- **Importance of ESG and impact measurement:** Integration of environmental, social, and governance (ESG) frameworks is vital not only for securing finance but also for enhancing operational efficiency and market credibility.
- **Strategic partnerships:** Collaborations with incubators, corporates, government bodies, and investors amplify the chances of success by providing resources, mentorship, and market access.

### 10.2 Way Forward: Unlocking the Full Potential of Green Financing in India

To truly unlock the potential of green financing for startups, concerted efforts are needed from all stakeholders:

- **Policy Makers:** Need to streamline grant and loan application processes, expand concessional finance schemes, and incentivize private sector participation in green investments.
- **Financial Institutions:** Should develop tailored products for green startups, improve ESG risk assessment capabilities, and leverage technology to facilitate transparent impact tracking.
- **Startups:** Must embed sustainability into their core business strategies, actively pursue capacity building on financial modeling and ESG reporting, and cultivate strong partnerships.
- **Incubators and Accelerators:** Can play a pivotal role by offering sector-specific mentorship, facilitating access to green finance, and helping startups meet investor expectations.

- **Investors:** Encouraged to adopt patient capital approaches, support blended finance structures, and engage in impact measurement to ensure environmental and social returns.

### 10.3 Final Thoughts

India's green startup ecosystem is at an inflection point. With the right blend of innovation, capital, policy support, and collaboration, it can drive a just and sustainable transition to a low-carbon economy. As the momentum for green finance continues to build globally and domestically, startups have an unprecedented opportunity to be at the forefront of this green revolution—delivering economic value while safeguarding the planet for future generations.

### Chapter Summary

This chapter provides a comprehensive guide to green financing options tailored for sustainable startups in India. Beginning with a foundational understanding of green finance and its rising importance, the discussion moves through the spectrum of financing mechanisms—grants, subsidies, concessional loans, bonds, and impact investments—highlighting government schemes, regulatory frameworks, and financial institutions that support green entrepreneurship.

The chapter offers actionable insights on preparing competitive grant and loan applications, designing financial models, and adopting ESG compliance. Case studies exemplify successful funding journeys. It emphasizes the strategic role of partnerships and networks, concluding with forward-looking recommendations to enhance India's green finance ecosystem.

### Key Takeaways

- **Green finance is a catalyst** for startups developing solutions that align economic growth with environmental sustainability.
- **India's financing landscape** includes multiple instruments and schemes—ranging from government grants to private impact funds—targeting various green sectors.
- **Demonstrable environmental impact** and adherence to ESG principles are critical in securing funding.
- **Strategic partnerships** amplify growth potential by providing resources, market access, and credibility.
- **Streamlining policy and improving financial products** will further unlock green startup potential.
- **Emerging trends** such as blended finance, fintech solutions, and sustainability-linked bonds promise greater transparency and innovation.

### REFERENCES:

#### Books

1. Renewable Energy: Policies, Project Management and Economics (Springer). Provides insights into the policy landscape, project management, and economics of renewables—relevant to understanding grant contexts in India.
2. Carroll, A. B., & Buchholtz, A. K. (2014). Business and society: Ethics, sustainability, and stakeholder management (9th ed.). Cengage Learning.
3. Elkington, J. (1997). Cannibals with forks: The triple bottom line of 21st century business. Capstone Publishing.
4. OECD. (2017). Investing in climate, investing in growth. OECD Publishing. <https://doi.org/10.1787/9789264273528-en>
5. Sachs, J. D. (2015). The age of sustainable development. Columbia University Press.
6. Weber, O., & Saravade, V. (2019). Green finance and sustainable development: The case of China. Routledge. <https://doi.org/10.4324/9780429020936>



### Articles, Reports & Institutional Sources:

1. Asian Development Bank. (2021). ADB's support for climate change adaptation and mitigation. <https://www.adb.org>
2. Climate Policy Initiative. (2022). Global landscape of climate finance 2022. <https://www.climatepolicyinitiative.org>
3. Government of India, Ministry of Finance. (2023). Union budget 2024–25: Key highlights. <https://www.indiabudget.gov.in>
4. National Bank for Agriculture and Rural Development (NABARD). (2023). Climate resilient agriculture and rural finance initiatives. <https://www.nabard.org>
5. Securities and Exchange Board of India (SEBI). (2022). Framework for green bond issuance in India. <https://www.sebi.gov.in>
6. Small Industries Development Bank of India (SIDBI). (2023). Green financing schemes for MSMEs. <https://sidbi.in>
7. World Bank. (2023). Scaling up climate action: India energy efficiency scale-up program. <https://www.worldbank.org>
8. Landscape of Green Finance in India 2024 – an annual, detailed tracking report of public and private flows to clean energy, transportation, energy efficiency, and adaptation sectors in India.
9. Press Information Bureau (PIB), Government of India. (2024, October 10). *Renewable Energy Capacity in India*. Ministry of New & Renewable Energy. Retrieved from <https://pib.gov.in>
10. Ministry of New and Renewable Energy (MNRE). (2024). *Renewable Energy Installed Capacity Statistics*. Government of India. Retrieved from <https://mnre.gov.in>
11. India Climate Finance Taxonomy (Draft) Government of India – released in May 2025, this framework seeks to mobilize and direct capital flows toward climate-aligned activities via clearer definitions, which is critical for grant targeting as well.