

# THIRD<sup>3</sup> DERIVATIVE

Accelerating Climate  
Technology Innovation



## The opportunity.

**The energy transition is the biggest investment opportunity in history. \$755 billion was invested in it in 2021. To get to net zero, that needs to triple by 2025—then double by 2030. And those numbers may well be an understatement.**

Innovation and accelerating the deployment of technology breakthroughs are critical to the energy transition. To achieve net zero by 2050, 35 percent of our emissions reductions need to come from technologies that are only at prototype or demonstration stage today.

Even the most promising climate technologies face enormous barriers to success. Compared to software companies, these startups have larger capital needs and longer paths to market. They must navigate complex value chains, engineering challenges, and regulatory and policy landscapes – all of which favor incumbents, challenge disruptors, and stifle diversity. These startup founders and leaders are often left to take this journey alone, delaying the deployment of their Earth-critical solutions. **We established Third Derivative to take on this challenge.**

“ Third Derivative has been incredibly helpful during our critical early formation stage. With timely and accessible resources, connections, and advice, their flexible, custom-tailored program is built with the startups in mind. This has been instrumental in helping Kanin Energy grow and scale.

—**JANICE TRAN,**  
CEO AND CO-FOUNDER OF KANIN ENERGY, A DEVELOPMENT COMPANY  
THAT TRANSFORMS INDUSTRIAL WASTE HEAT INTO EMISSION-FREE POWER  
AT NO COST TO HOST FACILITIES.



# How you can help.

Our climate tech startups get our support for free. And providing them with quality, bespoke support takes considerable effort and resources. As our portfolio grows, your philanthropic dollars will help us continue to offer this support – and actively enhance it.

# Our collaborative strategy.

As RMI's innovation engine, Third Derivative helps climate tech entrepreneurs find a faster, more reliable path to market.

Our integrative model helps them overcome the multiple "valleys of death" they encounter, from startup formation and product development through market validation and profitable delivery at scale.

We focus on the hard tech and deep science required to tackle our most difficult decarbonization challenges in every climate-critical sector, including heavy industry, electricity, transportation, buildings, carbon markets, food systems, forestry, oceans, and land-use.

Since our founding in 2020, we have become the most robust climate tech ecosystem in the world; 168 startups, curated from over 2,500 applications, who have collectively raised nearly \$1.3 billion, with founders from over 100 countries. Our ecosystem includes a mentor network of 175 scientists, industry experts, and policymakers, along with over 30 corporate and investor partners collectively representing over \$4 trillion in market cap and over \$8 billion in assets under management, respectively.

## BY 2026, WITH INCREASED PHILANTHROPIC SUPPORT, OUR WORK WILL ENSURE THAT:

- 500 startups are on an accelerated path to deploying breakthrough climate technologies. These startups include:
  - The industries, sectors, and geographies that are today's biggest emitters and those that will be responsible for the most emissions over the next 30 years.
  - The sectors, industries, and technologies that do not see enough investment relative to their emissions and which will deliver significant co-benefits.

GIVE NOW  
AT  
[rmi.org/give](https://rmi.org/give)

## THIRD DERIVATIVE UNIQUELY BRINGS TOGETHER:

- **Climate tech startups** that move through an 18-month accelerator program offering a flexible and bespoke curriculum of targeted mentor, investor, and corporate introductions as well as business and technical coaching.
- **Investors** who offer venture funding and gain access to more and better climate tech investment opportunities.
- **Corporate partners** who provide pilot opportunities or facilitate dealmaking as customers, joint venture partners, or investors.
- **Mentors** who help startup leaders reach their potential by sharing their perspectives and diverse subject matter expertise.

This is the open, collaborative ecosystem approach that drives us.

WE ARE FOCUSED  
ON ONE CRITICAL  
OUTCOME:

helping 500 of the world's most promising climate tech startups accelerate the deployment of their breakthrough solutions.

By creating a network of committed investors and global corporate partners – and integrating RMI's market, regulatory, and policy insights – we unite and align the stakeholders needed to bridge startup gaps faster, supported with financing and insights that allow innovations to progress quickly.

### Startup selection is based on:

1. **Climate impact potential**  
*(potential for gigaton-scale [Gt CO<sub>2</sub>e] of emissions reduction)*
2. **Technology value proposition and market potential**
3. **Ecosystem additionality**  
*(commercial and financial interest within our partner ecosystem)*
4. **Potential for co-benefits** related to other planetary boundaries, resilience, public health, environmental justice, and equitable development.



## Reeddi's Clean Energy-as-a-Service Solution

Reeddi, founded by Olugbenga Olubanjo, aims to create a long-lasting, portable, and rechargeable power pack to bring clean and reliable electricity to off-grid communities in Nigeria. The premise is simple, yet powerful: let consumers rent a small, portable, and inexpensive energy capsule, pre-loaded with energy from the sun. In 2020, the company joined Third Derivative's inaugural cohort, inspired by what Olubanjo calls its unparalleled access to innovation resources.

"From the funding provided in the program to access to mentors, advisors, and corporates, the visibility we've gotten has been second to none," says Olubanjo. "By connecting with more leaders in the climate tech ecosystem and participating in programs like D3's webinar series, we've gained meaningful insights into how we can shape and scale product development, international organizational structure, fundraising, and even hiring."

Already, Reeddi's making waves in Lagos and beyond. Olubanjo says each capsule offsets more than 160 kg of CO2 annually from expensive fuel-based substitutes generally used by customers in their target markets. Reeddi currently serves more than 600 combined households and businesses and is rapidly expanding to more communities. [Read more](#)

D<sup>3</sup> is committed to continuing to increase the diversity of our cohorts, including geographic representation so that communities that are most vulnerable to climate change benefit most. More than one-third of our cohort startups have at least one female founder (significantly higher than the industry benchmark of 17 percent) and 47 percent have at least one non-White/Caucasian/ European founder (the industry benchmark is 27 percent).

### In FY24, our work will result in:

#### More startups

- 240 total startups (80 new), with increased representation from low- and middle-income countries and unique startups (unsupported by others)

#### Deployment progress

- 15 total commercial deployment commitments between D<sup>3</sup> ecosystem partners and portfolio startups since joining the D<sup>3</sup> program
- Deployment focused acceleration efforts and cohorts on high priority topics like cement, plastics, steel, built environment, natural climate solutions, and first-of-a-kind commercial facilities.
- New ecosystem partnerships in target expansion geographies, with India and Africa our highest priorities

#### Thought leadership and investment thesis development

- New investment theses and thought leadership to inform future focused cohorts and guide early stage investing, with the pipeline including nuclear fusion, aviation, industrial heat, wave energy, enhanced geothermal, geologic hydrogen, soil organic carbon, synthetic biology and alternative proteins.

#### Increased investment

- \$12 million+ in investment capital, enabling D<sup>3</sup> to offer all participating startups a \$100,000 investment in FY24
- One new investment fund vehicle launched



## Bringing Reliability and Resilience to India's Grid

When TekUncorked founder and CEO Meenakshi Vashist learned that 30 percent of the energy India generates does not reach end consumers, she made it her mission to “get this electricity back on the table” and deliver it to energy-impooverished residents in remote, rural areas. Vashist realized these areas could be electrified at an almost negligible additional cost if this lost electricity was harnessed, prompting her focus on a “smart” grid. TekUncorked’s platform makes the grid connected and predictive with real-time, 24/7 infrastructure monitoring that pinpoints threats to electricity distribution, averting losses and facilitating sustainable, reliable power. She says the mentorship and support her team has received from their participation in Third Derivative has been transformative.

“I just reach out to my [Third Derivative] connectors and say, ‘I think I need some help with this or that’, or ‘I think I’ve got someone interested in investment; how would you advise me to go about doing this?’”

Just two years in, TekUncorked has already facilitated 20+ field pilots that have benefited more than 25,000 consumers. [Read more](#)

## Key successes.

168

CLIMATE TECH  
STARTUPS ACROSS FIVE  
CONTINENTS ARE PART OF  
THE GROWING D<sup>3</sup>  
PORTFOLIO

\$1.3  
BILLION

HAS BEEN INVESTED  
IN D<sup>3</sup> STARTUPS  
SINCE 2020

\$4  
TRILLION

MARKET CAPITALIZATION  
FOR D<sup>3</sup> CORPORATE  
PARTNERS

175

EXPERIENCED MENTORS  
SPAN 10 SECTORS  
OF EXPERTISE

## About

RMI is an independent nonprofit founded in 1982 that transforms global energy systems through market-driven solutions to align with a 1.5°C future and secure a clean, prosperous, zero-carbon future for all.

We engage businesses, policymakers, communities, and NGOs to identify and scale energy system interventions that will cut greenhouse gas emissions by at least 50 percent by 2030. With more than 650 staff, RMI has offices in Basalt and Boulder, Colorado; New York City; Oakland, California; Washington, DC; and Beijing.

**For more information or to make a gift, contact:**

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