THE ISRAEL DEMOCRACY INSTITUTE | ECO PEACE MIDDLE EAST | STARTUP NATION CENTRAL

Regional Climate Collaboration

Leveraging Innovation to Foster Climate Collaboration in MENA Region

Gary Soleiman | Inbar Brand | Erez Sommer

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Foreword

Climate change knows no borders, impacting communities across our region and beyond. Through this collaborative report, we aim to spotlight how regional cooperation in climate tech can foster resilience and drive impactful change. Israel's spirit of innovation, which we call Impatient Innovation, has empowered local entrepreneurs to pioneer solutions across the climate tech sector. At Startup Nation Central, we are committed to fostering regional development and partnerships that strengthen ties across borders. Through these efforts, we strive to build a future where shared knowledge and innovation advance a sustainable, resilient world for us all.

Avi Hasson, CEO, Start-Up Nation Central

Startup Nation Central is a independent NGO providing global solution seekers frictionless access to Israel's bold and impatient innovators to help tackle the world's most pressing challenges.

The MENA region is particularly vulnerable to the impacts of climate change, facing severe threats such as extreme heat, water scarcity, and rising sea levels. Recognizing that collaborative efforts are essential for building regional climate resilience, EcoPeace Middle East has dedicated the past three decades to fostering solutions for shared environmental challenges. As a testament to this commitment, EcoPeace Middle East is proud to participate in the Regional Climate-tech Collaboration Task-force, which aims to strengthen ties between communities across the region, enhance collective climate resilience, and ensure a sustainable future for all.

Gidon Bromberg, Co-Director, EcoPeace Middle East Israel office

EcoPeace Middle East is a unique Jordanian-Palestinian-Israeli organization that seeks to advance cooperative efforts to protect our shared environment, promote sustainable regional development and climate security, and create the conditions for lasting peace in our region. For three decades, EcoPeace has adopted top-down and bottom-up approaches and exemplified that regional cooperation over shared environmental issues advances climate resilience, regional peace, and concrete solutions that can change national policies and bring tangible benefits to communities on the ground.

Two of the greatest challenges facing the State of Israel today are the climate crisis and the complex geopolitical situation in our region. The proposed cooperation offers a significant opportunity and presents a substantial policy challenge. Beyond economic benefits, a joint regional response to the climate crisis will allow us to strengthen and bring stability and substance to our relationships with neighboring countries—fostering positive impact, contributing to economic prosperity, and supporting prudent geopolitical advancements, especially after the past two years' tenuous circumstances.

At the Israel Democracy Institute, we have been actively working alongside Israeli stakeholders in recent years to advance climate policy legislation that will benefit Israel and its neighboring countries in the long term. Guided by the Institute's core values, we are committed to being at the forefront of addressing these critical issues to create a sustainable, secure, and prosperous future for our region.

Yohanan Plesner, President, The Israel Democracy Institute (IDI)

The Israel Democracy Institute (IDI) is an independent center of research and action dedicated to strengthening the foundations of Israeli democracy. IDI works to bolster the values and institutions of Israel as a Jewish and democratic state. A non-partisan think-and-do tank, the institute harnesses rigorous applied research to educate decision makers and help shape policy, legislation and public opinion. The institute partners with government, *policy and decision makers, civil service, and society to improve the functioning of the government and its institutions, confront security threats while preserving civil liberties, and foster solidarity within Israeli society.*

Introduction

Background: The Climate Crisis in the MENA Region

The Middle East and North Africa (MENA) region faces a unique set of challenges in the wake of the climate crisis. Exacerbated by its arid and semi-arid climate zones, rising temperatures across the region have intensified droughts, threatening already scarce water resources critical for agriculture and human consumption. Jordan, Iraq, and other countries have experienced dwindling water supplies from rivers, further strained by upstream dam constructions and regional conflicts. Sea level rise poses a threat to coastal cities like Alexandria and Tel Aviv, endangering infrastructure and displacing communities. The Gulf States, already among the hottest places on Earth, are experiencing increasingly high temperatures that exceed the global average, amplifying heat-related health risks and challenging energy demands for cooling. Moreover, the MENA is susceptible to extreme weather events such as intense heat waves and sporadic flash floods, which disrupt fragile ecosystems and agricultural productivity. According to the International Monetary Fund (IMF), in the Middle East, "temperatures have risen twice as fast as the global average, and rainfall has become scarcer and less predictable."[1]

These weather patterns not only impact local livelihoods but also intensify socioeconomic disparities and political tensions. Countries

1 Jihad Azour, Hasan Dudu, and Ling Zhu. "How the Middle East and Central Asia Can Better Address Climate Challenges." *IMF*. Nov. 29, 2023.

heavily reliant on oil exports face a dual crisis as they grapple with the transition to sustainable energy sources. Mitigating the environmental impact of fossil fuel extraction is necessary and difficult, while energy transition and economic diversification entail significant socioeconomic changes, especially when oil is the country's largest industry. The climate crisis thus presents a multifaceted challenge for MENA countries, necessitating innovative solutions to ensure sustainable development in the face of escalating climate risks.

This urgent need for innovation makes the climate crisis an opportunity to enhance regional collaboration throughout the MENA, utilizing the unique advantages and capabilities of each country and creating mutual climate resilience.

The Potential of Climate-Tech Solutions

Climate technologies have the potential to significantly mitigate the risks of the climate crisis in the MENA.[2] By leveraging advanced solutions in renewable energy, water conservation, and sustainable agriculture, climate-tech can address pressing environmental challenges. Regional players invested $5 billion[3] in climate technologies globally in 2023 and $3.6 billion in 2024.[4] All amounts are in US dollars (USD) unless otherwise noted.

For example, solar and wind energy technologies can reduce the MENA's reliance on fossil fuels, cutting greenhouse gas emissions and fostering

2 Megha Merani. "Israel Trade with Arab Countries Up 16% in 2023". *AGBI,* Apr 5, 2024.

3 Yahya Anouti and Jon Blackburn. 2023 Middle East Climate Tech Report. *PWC*. 2023.

4 Yahya Anouti and Jon Blackburn. 2024 Middle East Climate Tech Report. *PWC.* Dec. 10, 2024.

energy security. Innovations in water technology, including desalination and wastewater recycling, are crucial for addressing water scarcity and ensuring a reliable supply of clean water given dwindling natural reserves. Sustainable agricultural practices, supported by climate-tech innovations like precision farming and drought-resistant crops, can enhance food security and resilience against extreme weather events. By integrating these technologies, MENA countries can mitigate the impacts of climate change and build a more sustainable and resilient future.

Each country in the region possesses distinct competitive advantages in addressing climate change. Critical issues such as food, energy, and water security transcend political differences and may encourage nations to recognize one another as complementary partners in meeting these pressing needs.

Israel's climate-tech ecosystem is a dynamic and rapidly growing sector, with over 900 startups dedicated to addressing various environmental challenges.[5] The country's climate-tech startups attracted over $9.5 billion[6] between 2018 and 2024, reflecting confidence in the sector's potential to drive meaningful change. With strong support from government policies, academic institutions, and a vibrant venture capital community, Israel's climate-tech ecosystem is eager to play a pivotal role in collaborative global efforts to combat climate change and promote sustainability. The fundamental assumption of this report is that collaborations in the MENA region will enhance these efforts.

5 "Israel's State of Climate Investments 2021 – Capital Investments". *Israel Innovation Authority*. Nov. 26, 2023.

6 "New Report Shows Israel's Climate Tech Sector Holding Strong with Close to 1,000 Active Companies and Global Backing, Despite Investment Drop". Climate Tech Status Report 2024–2025, *Israel Innovation Authority.* Apr. 5, 2025.

Regional Climate Collaboration

The Regional Climate Collaboration project was launched in July 2023 as a joint collaboration between the Israel Democracy Institute (IDI), Startup Nation Central (SNC), and EcoPeace Middle East. The goal of the project is to identify opportunities for collaboration, based on climate innovation, between Israel and seven countries in the MENA (Bahrain, Egypt, Jordan, Morocco, the Palestinian Authority, Saudi Arabia, and the United Arab Emirates). The project gathered a working group of over 100 representatives of the climate community from the Israeli private, public, and civil society sectors to share knowledge and learn from each other. Over 40 interviews were conducted to collect information and data, completed by extensive market research and resources from the three organizations leading the project.

The primary objectives of this project are to:

- **Introduce stakeholders in the MENA region** to Israel's ecosystem of climate innovation, showcasing its solutions to climate challenges.

- **Familiarize Israeli stakeholders** with opportunities, key institutions, and cultural considerations in MENA countries' business environments.

- **Identify effective collaboration opportunities**, including in areas like desalination, hydrogen, and agrivoltaics, as well as governmental and business mechanisms such as bilateral pilot agreements.

The outbreak of war on October 7, 2023, led to a chill in diplomatic and business relations between Israel and countries in the MENA, shifting most activity to be 'under the radar.' Despite the challenges in obtaining information from non-Israeli regional stakeholders, the Regional Climate Collaboration project continued, focusing primarily on learning from Israeli and international stakeholders who already had established relationships with their Arab and MENA counterparts. This report proceeds from the viewpoint that political disputes play a large role in chilling civilian relations in the MENA. Political agreements are thus a useful tool for encouraging collaboration, although not a necessary precondition for it to occur. We expect that regional collaborations will arise when economically sound.

Moreover, the situation has created a variety of new opportunities, such as the potential for integrating elements of climate innovation in the rehabilitation and reconstruction of the Gaza Strip in the post-war period. This reconstruction effort could be supported by a regional coalition to finance these initiatives, showcasing the transformative power of climate-tech collaboration. In any case, it should be noted that Israeli-Palestinian relations remain the cornerstone for any large-scale effort to improve regional MENA collaboration.

Following the publication of this report and its recommendations, our findings will be presented to prominent stakeholders in Israel and the MENA region. By engaging key decision-makers, industry leaders, and policy influencers, the project aims to advise on the implementation of its outlined recommendations. Ultimately, the project seeks to drive meaningful progress in addressing shared climate challenges, promoting innovative solutions and collaborative frameworks.

Report Overview

Chapter 1 offers a comprehensive overview of Israel's contributions to climate-tech, highlighting available solutions and addressing key challenges, to guide stakeholders seeking to engage with Israel's innovation ecosystem. These are categorized into five key areas: (1) sustainable food systems and agriculture, (2) water technologies, (3) sustainable energy, (4) sustainable industrial manufacturing and the circular economy, and (5) sustainable mobility and supply chains. Each section features examples of Israeli companies.

While many companies are active in each area, the selected examples were chosen because they are leaders in their field (in terms of financial performance or market coverage), they have engaged with countries in the MENA, and/or they are part of this project's working group.

This is followed by an analysis of Israel's climate innovation ecosystem, emphasizing its strengths in research institutes and Tech Transfer Offices (TTOs), government support, and a strong entrepreneurial culture. The chapter then outlines three key challenges to scaling Israeli climate-tech that can be mitigated through collaboration with MENA countries, leveraging their strengths to create new opportunities.

Chapter 2 explores the climate innovation landscape across seven nations in the MENA in addition to Israel: Bahrain, Egypt, Jordan, Morocco, the Palestinian Authority (PA), the Kingdom of Saudi Arabia (KSA), and the United Arab Emirates (UAE). It explores the climate innovation potential within each of these countries, highlighting how their unique resources, regulations, and institutions can facilitate or hinder effective responses to this increasingly urgent crisis, and through which avenues they may choose to cooperate with Israel and other regional partners.

Chapter 3 provides recommendations of actionable steps that will allow governments and the private sector to better understand both the shared challenges and the diverse assets that influence the respective pathways of climate development in the region. While agreements such as the Abraham Accords have opened a door between Israel and several countries in the region, effective collaboration requires proactive engagement and trust-building at both the individual and institutional levels. The private sector plays a critical role in fostering trade, with long-term partnerships and mutual understanding serving as the foundation for success. Any meaningful deployment of capital will necessitate a long-term horizon that prioritizes not only financial investment but also local development. This includes creating jobs, opening local manufacturing lines and business branches, sharing knowledge, and contributing to the broader ecosystem. As MENA countries advance their climate innovation strategies, establishing robust collaborative frameworks will be essential.

We focus on three key insights:

(**1**) Aligning Israeli strategy and asset deployment with regional climate needs.

(**2**) Elucidating market access strategies through a comprehensive mapping of each country's climate strategies, goals, advantages, and tools.

(**3**) Bridging structural gaps between different business cultures via a third-party model.

Please note that key sections of this document were written in 2024-2025, before the two rounds of military confrontation between Israel and Iran in June 2025 and March 2026. Consequently, the analysis and recommendations reflect the regional context at the time of writing. The geopolitical developments that result from these events may influence the possible frameworks for cooperation on climate-related innovation in the Middle East.

Chapter 1
Part 1

Sectors of Israeli Innovation

Israel as a Solution Provider for Climate Challenges

Although Israel has long been an innovation leader in sectors such as agriculture, water management, and energy (SolarEdge was briefly the country's largest company), these innovations have not always been framed as part of a climate-focused approach. Nevertheless, with over 900 climate-tech companies supported by a robust ecosystem of investors, research institutions, and multinational corporations, Israel is emerging as a significant contributor of technological solutions to address climate change. Aimed at familiarizing potential MENA collaborators with the diversity of climate-technology development in Israel, the first part of this chapter will give an informative overview of Israeli solutions tackling five main climate challenges.

Indeed, the potential for Israel to become a major powerhouse for climate technologies on a global scale relies on three core strengths of its ecosystem, as detailed in the second part of this chapter. First, Israel's top research institutes each have a dedicated Tech Transfer Office (TTO) whose objective is to turn cutting edge deep-tech research into successful businesses. Deep-tech research in material sciences and biotechnology is essential to facilitate innovations like sustainable materials or waste-to-X solutions (transforming waste into energy or alternative products). Second, Israel's vibrant entrepreneurial culture is increasingly driven by individuals motivated not only by profit but also by the desire to address pressing climate challenges. Third, the Israeli

Innovation Authority (IIA) is showing a strong commitment supporting climate innovation. Beyond ongoing grants and incubator programs, already mobilizing hundreds of millions of dollars,[7] the IIA opened ten new innovation centers since 2024, six of which will focus on climate-related initiatives.[8] Established through partnerships between the IIA and private sector consortia, these centers aim to catalyze the creation of new startups.

Despite its many strengths, Israel faces significant innovation challenges. The third and final part of this chapter will cover two key issues: the integration of innovations within the domestic landscape, and the scaling of solutions to meet broader market demands. Addressing these challenges will be crucial for Israel to unlock its full potential as a climate tech powerhouse and enhance collaboration opportunities with partners in MENA countries. However, these challenges also present opportunities for cooperation, allowing Israel to find complementary strengths with global collaborators, starting with regional partners.

To provide a comprehensive understanding of Israel's contributions, we categorize its climate tech offerings into five key areas (following Pitchbook's methodology[9]): (1) sustainable food systems and agriculture, (2) water technologies, (3) sustainable energy, (4) sustainable industrial manufacturing and the circular economy, and (5) sustainable mobility and supply chains.

7 "Israel's State of Climate Investments 2021 – Capital Investments". *Israel Innovation Authority*. Nov. 26, 2023.

8 Unprecedented Inter-Governmental Collaboration: Over 100 Million Shekels Invested in 9 New Innovation Centers Nationwide. *Israel Innovation Authority*. Dec. 28, 2023.

9 Pitchbook report Methodologies. *Pitchbook.*

In the sections that follow, we mention examples of innovative solutions which are leaders in their domains and have engaged with countries in the MENA and/or are part of this project's working group. Importantly, the companies mentioned here are merely a sample of the over 900 startups active in Israel's dynamic climate tech landscape. Additional examples of climate-tech solutions are available on Startup Nation Central's Finder platform.[10]

10 Startup Nation Finder. *Startup Nation Central.*

Figure 1
Map of Israel's Climate Tech Startup Ecosystem

Source: Startup Nation Central, "Climate Tech Landscape Map 2023".

OVER 850 INNOVATIVE COMPANIES IN ISRAEL
WITH SOLUTIONS THAT ADDRESS CLIMATE CHANGE

CARBON TECH

CARBON ANALYTICS, EARTH DATA, & FINTECH

clearly, Continue AI, ESGgo, meteo logic, Momentick, TierraSpec, bimmatch, viridian, Albo, Planet Watchers, TSL, EMNOTION, wiliot

CARBON CAPTURE, STORAGE, SEQUESTRATION, UTILIZATION

airovation technologies, CARBON BLUE, REPAIR, Rewind, BlueGreen Water Technologies, GIGATON

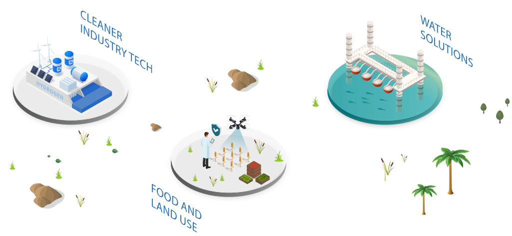
TRANSPORTATION AND LOGISTICS

EV INFRASTRUCTURE & PLATFORMS

BATTERI, ct, Make My Day, Urban Aeronautics

MOBILITY OPTIMIZATION & LOGISTICS

MARINE EDGE, NewRocket, optibus, Via Cool, Bringoz, GRIVO



FOOD & LAND USE

SUSTAINABLE FARMING

NITROFIX, BeeHero, BEEWISE, Bloomx, climate crop, cropx, SeedX, Celleste Bio, Ground Work BioAg, SupPlant, EQUINOM

SUSTAINABLE PROTEINS

ALEPH FARMS, GreenOnyx, Pigmentum, MEALA, ChickP, remilk, Yo!, REDEFINE MEAT, Plantish

WATER SOLUTIONS

WATER FOR INDUSTRY AND RESIDENTIAL USES

BEAIR, drizzleX, IOSight, nakAI, SIGHTBIT, Watrix, ASTERRA, wint Water Intelligence

START-UP NATION CENTRAL

Start-Up Nation Central is a non-profit organization that strengthens Israel's innovation ecosystem and forges global partnerships to help address shared challenges.

Tap into Israeli Climate Tech on Finder

The companies included are privately held and have received funding or grants since 2021, based on Start-Up Nation Finder data.

1. Sustainable Food Systems and Agriculture

Background: Israel's Roots in Agriculture

Since its establishment, Israel has prioritized agricultural innovation, driven by its challenging environmental conditions to achieve food security. The Kibbutzim, among Israel's first communities, revolved around agriculture. Today, 97% of Israel is arid, yet its main region for growing exports is the Arava desert.[11] 76% of Israel's agricultural exports are sent to the EU, and Israel exports over $150 million worth of seeds, fruit, and spores each year.[12]

Israel has developed a diverse portfolio of agri-tech solutions. For the purposes of this project and for clarity, we have categorized them into four key areas: (1) crop enhancement: increasing crop resilience to harsh environments, (2) precision agriculture: improving resource efficiency and detecting early issues using technologies such as drones, Internet of Things (IoT), and Artificial Intelligence (AI), (3) supply chain: improving the shelf life of produce and downstream agro-industrial activities, and (4) agrivoltaics: combining solar panels and shade optimization. Irrigation solutions will be covered in the next section on water.

These solutions help farmers either mitigate or adapt to climate change. In addition to being more sustainable, more efficient and resilient agriculture also means increased yields and reduced costs.

11 "10 fascinating facts about Israel's agricultural sector". *Food and Agriculture Organization of the United Nations.*

12 "Israel | Imports and Exports | World | Seeds, fruit, spores, of a kind used for sowing." *TrendEconomy*. Jan. 8, 2024.

Israel's successful community of innovators is made possible thanks to close partnerships with farmers and proximity to field work. First, "the "fields come to the technology:" lands are allocated to researchers from academia and the private sector to test and develop their solutions, as well as to help them understand requirements and field constraints firsthand. Second, "the technology comes to the farmers:" it is not enough to develop helpful technologies—there must be a national infrastructure (extension offices, cooperatives, etc.) that enables farmers to adopt such technologies at scale.

Crop Enhancement

Over 40 companies in Israel are developing seeds that are resilient to harsh climatic conditions (high salinity, high temperatures, droughts, etc.). These technologies have emerged from sound academic research in biotechnology, coupled with firsthand field experience in agriculture. They employ multiple methods to strengthen crops, ranging from genetic editing (GE) to computational genomics, micro-organisms, controlled stress exposure, and more.

Startup solutions for crop enhancement take different forms. Some like Groundwork BioAG produce mycorrhizal inoculants (fungi that enhance nutrient and water uptake in roots), leading to more resilient plants, improved soil fertility, higher yields, and permanent soil carbon sequestration. Salicrop uses seed enhancement technology to equip plants to withstand environmental stressors such as salinity, drought, and extreme temperatures. Utilizing AI based computational predictive technologies, other companies such as Lavie-Bio develop biostimulants and biopesticides to improve the yield and resistance of agricultural products.

Precision Agriculture

Precision agriculture is the combination of sensors (IoT, drones, robots) and data processing technologies (AI, computer vision). These technologies not only gather accurate data but also convert it into actionable insights. Thus, farmers can understand in simple terms how to optimize resource use efficiency, productivity, quality, profitability, and overall environmental impact.

Smart irrigation solutions such as CropX's use above ground and real-time soil data to offer a farm management Platform that enables smart irrigation, fertilization, and crop protection, increasing water savings and crop yields, and reducing agrochemical use. Similar strategies utilizing AI provide growers with irrigation recommendations using plant sensing, such as SupPlant's technology.

Supply Chain Efficiency/Shelf-Life Extension

Shelf-life extension refers to techniques that prolong the freshness and quality of food products, thereby enhancing their marketability. These methods reduce food waste and improve supply chain efficiency. On average, around 33% of all food produced is wasted across the MENA region, mirroring global estimates.[13] This food waste has a significant environmental, but also economic impact. In the UAE alone, the annual value of food waste is estimated at $3.5 billion.[14] One technological solution strategy specializes in fresh fruit and vegetable quality assessment. Clarifruit's cloud-based automation solutions use computer

13 Food wastage footprint & Climate Change. *Food and Agriculture Organization of the United Nations*. Nov. 2015.

14 "Mariam Almheiri launches 'Ne'ma' Food Loss and Waste Reduction Roadmap to Reduce Food Waste in The UAE 50% by 2030." *Emirates News Agency-WAM* Nov. 19, 2023.

vision, machine learning, and sensor-based algorithms to analyze produce quality.

Agrivoltaics

Agrivoltaic technology uses solar panels on agricultural fields, providing a modular solution for shade while enabling renewable energy production. It involves a blend of robotics, solar panels, and algorithms tailored to specific crops and geographic conditions. An interministerial initiative in Israel seeks to create an extensive database that can benefit governments around the world who see agrivoltaics as a sustainable agriculture solution. With 164 pilots in Israel, including 19% in the Southern and Arava regions, it represents the world's largest and earliest national pilot project in agrivoltaics. While project developers such as Doral or Shikun Binui are undertaking the implementation of such pilots, startups such as Agri-Light are developing technologies that optimize the integration of photovoltaic systems with agricultural practices. Their dynamic algorithms adjust solar panel placement based on crop needs, ensuring optimal yield and protection.

Sustainable Food Technologies

Cattle are responsible for about 6% of global emissions, one of the largest single sources of emissions.[15] In addition, growing beef requires extensive land and water use, two increasingly scarce resources. Food technologies aim to reduce the carbon footprint of protein production by developing sustainable alternatives to meat and dairy. Today there are two technological approaches:

15 Food wastage footprint & Climate Change. *Food and Agriculture Organization of the United Nations.* Nov. 2015.

- **Alternative proteins:** Using sustainable ingredients (plants, mushrooms, etc.) to produce alternatives to meat, fish or dairy products with similar taste and texture.

- **Cultivated meat:** growing meat out of single cells, using advanced molecular biology techniques.

A world leader in sustainable food production, Israeli solutions include using ReMilk's microbial fermentation to replicate milk proteins, ensuring authentic flavor, texture, and nutritional value, and using cellular agriculture to create animal products. Aleph Farms created the world's first cell cultivated thin-cut steak, ribeye steak, and collagen, and have earned recognition from the World Economic Forum. Their upcoming product, Petit Steak, is derived from non-modified cells of premium Angus cows. Additional companies develop and commercialize alternatives to animal meat based on plant ingredients. Redefine Meat offers a wide range of meat cuts impressively similar to animal meat in taste and texture.

2. Water

Climate change leads to increased water scarcity. To adapt to anticipated shortages, an advanced water management system is essential. Efficient management has several objectives, exemplified in this section:

- Reducing water loss in supply infrastructure.

- Enhancing water quality so it can be used and reused.

- Monitoring water usage and quality so it can be accounted for.

- Efficiently irrigating agricultural fields and crops.

In addition to carefully managing this scarce resource, a complementary set of technologies aims at increasing the sources of water by generating it from desalinated sea water or even from air moisture.

In Israel, where 97% of land is arid or semi-arid, and natural water sources are insufficient to meet growing population and economic growth, efficient water management is a fundamental necessity. Decades of ambitious national projects have culminated in the major achievement that Israel is no longer a water-stressed country and has a national plan to remain so for the coming decades. Many collaborations in this field with similarly water-stressed countries are already underway. For a detailed discussion on this topic, see Chapter 2.

Key Figures:

- Israel reuses 85% of its domestic wastewater for irrigation (vs OECD average of 14%).[16] Biosolids from wastewater treatment are reused as compost in agriculture.

- About 20% of Israel's total water consumption and approx. 80% of domestic use is derived from seawater and brackish water.

- Domestic water loss in Israel averages 7% (vs 30% global average).

- By 2026 all water meters in Israel will be "smart," with real time transmission of consumption.

The water technologies industry in Israel is organized differently than other climate related sectors. First, it has a centralized structure: under the unique Water Law (1959), all water is defined as a public asset. The Water Authority oversees the national water company Mekorot and 56

16 "OECD Environmental Performance Reviews: Israel 2023." *OECD.* May 31, 2023.

municipal water utilities that supply water and wastewater services to all consumers throughout the country. Second, much of the sector's innovation stems from large, well-established companies (e.g., Netafim, Arad Technologies, Bermad, Amiad etc., or the national water company Mekorot) in addition to academia and small startups. Consequently, the number of newly established water-tech startups does not reflect innovation trends in this field. Finally, the Israeli water sector faces a unique challenge: its own success in addressing local water issues has led to decreased interest from researchers, the government, and investors, leading to a decreasing number of startups targeting water challenges. The following sections review innovative companies and technologies in the water field.

Water Management and Monitoring

Digitalization and technologies such as AI and satellite data are dramatically improving the tracking of water. Whether it is to detect leaks along infrastructure, monitor water quality at utility scale, or use smart meters in buildings to make sure water is paid for—in Israel, every drop of water is monitored and has a cost based on its quality and use.

The National Water Company, Mekorot, supplies 80% of Israel's drinking water through the National Water Carrier, spanning from the Sea of Galilee to the Negev Desert, as well as an array of groundwater wells. Its global partnerships extend to desalination and water management, but also Operational Technology (OT) cybersecurity, AI and big data processing, as well as advisory services to governments and state-grade utilities. Mekorot collaborates with startups, academia, and investors to innovate in water technology.

Long standing water company Arad provides residential, industrial, and agricultural precision integrated water measuring systems, and is a global leader.

Newer companies focus their solutions on new technologies. Using a geospatial data-driven platform provider that specializes in monitoring soil characteristics, Asterra leverages synthetic aperture radar (SAR) data for pipeline monitoring, leak detection, infrastructure assessment, and more.

Others, like Kando, provide wastewater intelligence with data analytics to enable water utilities to monitor, predict, and optimize network events in real time. The insights provided support future modelling, real-time alerts, contamination analysis, and polluter identification. Automated cloud-based services like Takadu's enable utilities to detect and manage network events and incidents such as leaks, bursts, operational failures, and even sewage issues.

Water Generation

Water generation is the process of extracting water from the surrounding environment through various methods such as AWGs (atmospheric water generators) that pull water from humid air. Watergen develops energy-efficient solutions to collect clean drinking water from the air. Their water-from-air units come in different sizes and require only electricity to function. The units can produce between 27 and 5,000 liters of water per day, making them suitable for household consumption, cities, villages, factories, or off-grid areas.

Water Desalination and Treatment

Water desalination is the process of removing salt and impurities from seawater or brackish water to make it suitable for drinking, irrigation, or industrial use. Israel has developed various methods (e.g., reverse osmosis, multi-stage flash distillation, vacuum freezing vapor compression) to improve efficiency and reduce costs. With five large scale desalination plants operating around the country, Israel has become one of the world's leaders in the field (especially in reaching high cost effectiveness), while achieving its own resilience from water stress.

Long standing companies such as IDE Technologies and Amiad Water Systems develop, engineer, construct, and operate seawater and brackish-water desalination solutions, industrial water treatment, and water reuse solutions. They have completed multiple large-scale membrane and thermal desalination projects, providing high-quality water to municipalities, refineries, power stations, and customers in the mining, oil, and gas industries.

Irrigation

While most of the world relies on rainfed agriculture, increased exposure to climate change and desertification are forcing more land to shift to irrigation agriculture. This issue is increasingly affecting most countries in the MENA.

Israel has been a pioneer in this field, particularly through drip irrigation technology, developed in a Kibbutz in the early 1960's. Drip irrigation delivers water drop by drop directly to crop roots through a network of tubes, valves, and drippers. This efficient method conserves water and enhances crop productivity.[17] Since its inception, drip irrigation has extended its use cases to optimize multiple resources using cutting edge technology as well as low tech like gravity management. It has been implemented in several countries (see also Precision Agriculture).

Today, well established and newer companies specialize in end-to-end irrigation solutions, including irrigation and greenhouse projects with

17 Max Kaplan-Zantopp. "How Israel used scientific innovation to beat its water crisis". *Unpacked Media.* Oct. 24, 2025.

engineering, project management, and financing support. Netafim, for example, uses digital farming with real-time monitoring, analysis, and automated control. They also launched a carbon credit program to reduce methane emissions from drip-irrigated rice and provide additional income to growers.

Another solution is a gravity micro-irrigation system that uses existing flood irrigation infrastructure to deliver efficient drip irrigation. Operating at pressures below 0.06 bar, it is compatible with dirty water and requires no filters. Utilizing field topography and gravity, it reduces conversion costs, increases operational efficiency, conserves water and fertilizer, and boosts yields.

3. Energy

Energy is the third cornerstone of the food-water-energy nexus, a complex system of interdependencies providing for our most basic needs. As opposed to water and food, several countries in the MENA (namely some of the GCC countries) have abundant energy resources, which have driven their economic growth through export. This has enabled them to develop integrated energy capacity (including production and generation but also trading, financing, distribution, etc.), positioning them as central hubs with potential roles to play in the energy transition to sustainable sources.

In contrast, Israel only recently discovered its gas resources. Today most of this gas is exported, while Israel continues to invest in innovation to meet its energy needs.

Figure 2
Map of Israel's Energy Tech Startup Ecosystem

About this map

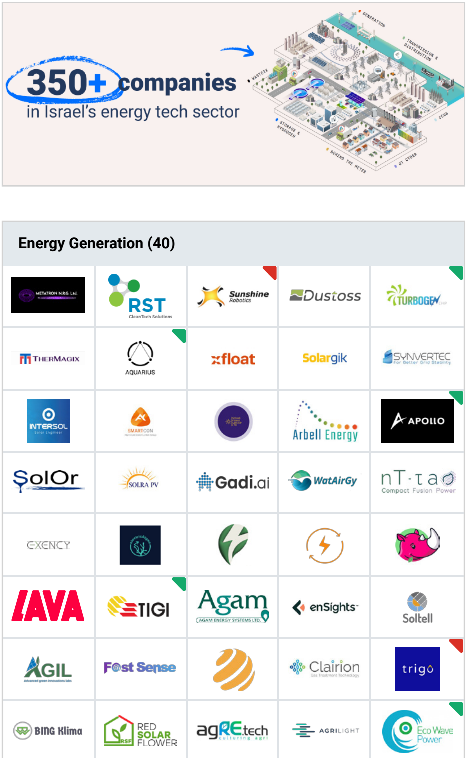
Startup Nation Central, with Ignite the Spark and the Israel Export Institute, presents the 2025 Energy Tech Landscape Map spotlighting 350+ Israeli companies driving innovation across the energy value chain to support global decarbonization and sector growth.

Acquired (2) Stealth Mode (0)
Public (16) Presumed Inactive (3)

In Partnership With

Ignite the Spark powers Israel's energy tech community while building the next generation of entrepreneurs and ventures.

IEI is a non-profit, semi-governmental organization dedicated to expanding global opportunities for Israeli exporters in tech.



STARTUP NATION CENTRAL

Startup Nation Central is a non-profit organization that strengthes Israel's innovation ecosystem and forges global partnerships to help address shared challenges.

Source: Startup Nation Central, "Israel's Energy Tech Ecosystem 2025". June 8, 2025.

Behind The Meter (34)

Energy Storage (23)

Transmission & Distribution (22)

Hydrogen (12)

Waste-2-X (12)

OT Cyber (11)

CCUS (10)

Hydrogen Solutions

Hydrogen plays a crucial role in the global energy transition to diversify from fossil fuels, particularly for integrating intermittent renewable energy sources. With abundant solar irradiance and wind all year long, the MENA offers enormous potential for clean hydrogen production (hydrogen produced from renewable energy sources). In addition, its strategic geographical location positions it to supply energy intensive markets in Europe and East Asia. Consequently, some MENA countries are developing national and regional strategies to capitalize on emerging global trade opportunities. For a detailed discussion on this topic, see Chapter 2, Key Areas for Mutual Collaboration.

As stated in its National Hydrogen Strategy,[18] Israel has two roles to play when it comes to hydrogen:

(**1**) A geographical interface between potential large clean hydrogen generators, such as the Kingdom of Saudi Arabia, and Europe. Israel can plan infrastructure such as pipelines and ports that will facilitate the transportation of large volumes of hydrogen. At the G20 Summit in 2023, world leaders announced an MoU to develop a new India-Middle East-Europe Economic Corridor, connecting Europe to the Middle East and Asia through Israel.[19]

(**2**) A provider of innovative solutions to produce, store, and transport clean hydrogen.

18 "Israel's Hydrogen Strategy." *Ministry of Energy and Infrastructure*. Jul. 13, 2025.

19 "Fact Sheet: World Leaders Launch a Landmark India-Middle East-Europe Economic Corridor." *The White House*, Sept 9, 2023.

There are currently nearly 30 Israeli startups developing solutions for the hydrogen industry,[20] spanning from green ammonia to green hydrogen generation, storage, and utilization. These startups have collectively raised more than $330 million.[21] Major technologies include H2Pro, which developed a decoupled water-splitting technology for sustainable hydrogen fuel production. Based on research from the Technion (Israel's Institute of Technology), it splits water into hydrogen and oxygen in two separate phases. This technology aims to enable the wide-scale adoption of hydrogen fuel at affordable costs and with specific fit for renewable energy. Electriq Global has developed an energy-rich powder called Electriq Powder, which serves as a solid carrier for hydrogen. The company's technology enables hydrogen to be safely transported, stored, and used in ambient and non-pressurized conditions, providing a practical and sustainable energy solution for various applications.

Grid Solutions (Transmission)

Throughout the world, the electric grid is a major bottleneck in the energy transition, unable to keep up with the rapid growth of renewable energy sources. In the United States alone, the renewable electricity capacity waiting to be connected to the grid is greater than the total capacity currently installed. This shows the urgent need for grid modernization and expansion to support the integration of renewables and achieve sustainability goals.

Prisma Photonics developed a long-range infrastructure monitoring system utilizing their Hyper-Scan Fiber-Sensing technology. This approach employs lasers and optical fibers to detect changes in the physical

20 Deloitte. "Israel's Hydrogen Sector: An Ecosystem in the Making". Full Report. *Deloitte*. Mar. 20, 2024.

21 "Hydrogen Startups". Startup Nation Central Finder.

properties of the grid's infrastructure, such as temperature, strain, and vibration.

Renewable Energy Generation

Conventional renewable energy technologies (solar PV, wind turbines) have reached maturity and competitiveness in price. However, innovation is still needed to plan, optimize, and maintain the adoption and operation of renewables.

One smart energy technology providing solutions for residential, commercial, and industrial applications uses a DC-optimized inverter system that maximizes energy production from solar panels. SolarEdge also offers a range of energy storage and electric vehicle charging solutions, as well as software tools for monitoring and managing energy systems. Used for electric vehicles, and possibly for solar vehicles, Apollo Power manufactures high-efficiency photovoltaic (PV) technology, including flexible and ultra-light solar cells for diverse energy production needs. BladeRanger develops light, autonomous, waterless solar panel cleaning robots specifically designed to handle the safety and efficiency challenges involved in cleaning commercial and industrial solar installations. The solution also includes an AI-based platform which maximizes return on investment by analyzing existing data, identifying insights, and quantifying how they will affect profitability.

Storage

Scaling renewable energies inevitably requires addressing the intermittency issue: how to provide energy continuously, even when there is no wind for days or weeks, or no sun for a few months? To address this need, storage technologies need to be developed and deployed at scale for short (hours or days), mid (weeks), and long (seasons) time ranges.

Phinergy's solution develops metal-air technology, turning metals (namely aluminum and zinc) into a clean, safe, and affordable way to store energy. Augwind developed underground air compression, storage, and expansion technology for long-duration energy storage and efficient industrial compressed air systems. Using air and water in a closed-loop system, the solution enables multi day energy storage to support the rise of renewables. Brenmiller Energy has a patented high-temperature thermal energy storage unit stored in solid state material.

Carbon Capture, Utilization and Sequestration (CCUS)

In 2022, the assessment report (AR6) published by the IPCC (the international group of expert scientists who report on climate change) recognized that CCUS solutions are necessary to mitigate climate change. While the idea is one—capturing carbon from various sources to either use it or dispose of it—the methods are many. They range from point source capture (capturing carbon dioxide where it is emitted) through direct air capture, removing carbon from the oceans so they can absorb more from the atmosphere (known as marine CDR), or even planting trees (enhancing photosynthesis). CCUS companies in Israel have grown from virtually nothing to collectively raising $46 million in 2024, and are still growing strong despite recent global headwinds in the sector.[22]

New CCUS technologies include Carbon Blue's solution that removes carbon from the sea using existing infrastructures by mineralizing and removing dissolved CO2 from seawater, returning calcium to maintain its natural composition. This technology integrates with industrial facilities like desalination and aquaculture, enhancing performance, reducing energy consumption, and offsetting carbon emissions. RepAir developed a low-cost modular and scalable technology designed to capture carbon

22 "CCUS Startups". Startup Nation Central Finder.

dioxide from the air. Inspired by battery and fuel cell principles, the electrochemical device utilizes electricity to separate carbon dioxide from the air at gigaton scale.

4. Sustainable Industry and Circular Economies

Industrial manufacturing is responsible for about 30% of global emissions. This includes sectors like cement, steel, plastics, and chemicals, which are energy-intensive and challenging to decarbonize (often referred to as “hard to abate” sectors). These emissions are a significant focus area in the global push to reduce climate impacts. In Israel, these companies represent about one third of all climate-tech companies and a similar share of total funding in the sector.

Company UBQ developed a solution converting non-recyclable household waste into a plastic substitute that can replace oil-based plastics in durable applications across various industries. Augury created AI and IoT-based solutions for monitoring machine and process health in industrial settings. Their technology offers diagnostics and early warnings about machine health, assisting in identifying and addressing problems at their source, thus reducing downtime and improving productivity and safety in industrial operations. Helios created a zero-emission process for producing metals. This process significantly reduces energy consumption by using thermal energy to extract iron from ore, emitting only oxygen in the process.

5. Sustainable Mobility and Supply Chains

As global and regional supply chains evolve, the MENA is emerging as a strategic logistics hub. Ambitious developments in the region illustrate this shift, led by major players like DP World in the UAE, national airlines in the UAE and Qatar, and large-scale projects such as Saudi Arabia's NEOM, envisioned as a key land corridor and logistics hub. For a detailed discussion on this topic, see Chapter 2, Key Areas for Mutual Collaboration.

This positioning creates a growing need for integrated, sustainable supply chain solutions. Israel offers a range of innovations in fleet monitoring, traffic management, digital logistics platforms, and EV transition support, all designed to enhance efficiency and reduce environmental impact. For example, the Israeli company Trucknet—a digital logistics marketplace—partnered with a Bahraini firm to support logistics services in Saudi Arabia and with an Egyptian company to streamline trade along the Suez Canal. They offer a digital marketplace to bring together importers and transport companies, with the aim of reducing transport costs and increasing occupancy of goods on trucks. The increased efficiency also results in a lower carbon footprint.

The Ecosystem of Innovation that Spurs Climate Solutions

Israel's emergence as a global climate innovation leader is not just the result of technological prowess but also the product of a thriving innovation ecosystem.

This ecosystem brings together research institutes, government support, private-sector initiatives, and collaborative networks, all of which play a crucial role in developing and scaling climate solutions. This section delves into three of the key elements of this ecosystem: Research Institutes & Tech Transfer Offices (TTOs), Government Support, and Entrepreneurial Culture.

Figure 3
The Israeli Innovation Ecosystem

Source: Net Zero Tech Ventures, "Israel's Energy & Climate Tech Ecosystem – the Landscape of Hubs". February 14, 2024.

Israeli Innovation Key Figures:[23]

#1 Number of Startups per capita	#1 R&D Investments as % of GDP	#1 Innovation Linkages	#2 Venture Capital Investments per capita	#4 Public Companies listed on NASDAQ

1. Research Institutes and Tech Transfer Offices (TTOs)

Tech Transfer Offices

Addressing many climate-tech challenges requires deep-tech solutions, which are typically developed within research institutes due to their need for long-term research and access to specialized, often costly equipment. The problem is that solutions often stay locked in academia.

There are ten public universities in Israel, most of which develop deep-tech research with applications on climate challenges. Leading institutions include the Technion (Israel's Institute of Technology), Tel Aviv University, The Hebrew University of Jerusalem, and the Weizmann Institute. All of them have associated Tech Transfer Offices (TTOs) whose objective is to turn research into profitable businesses.

The TTOs typically assist in tasks as strategic as matching a co-founder to a research team, or connecting researchers to industry leaders. On more practical levels, they also help with applying for patents or registering a company.

23 Pnina Malul. "The National Expenditure on Civilian R&D in 2022". *Israel Central Bureau of Statistics*. Mar. 16, 2023.; Market Activity. *NASDAQ*. Accessed 29 Jan. 2024.

Table 1
Spin Off Startups from Select TTOs in Israel

University	TTO	Spin off startups (sample)
Tel Aviv University (TAU)	Ramot	Imagine Dairy, SiLib
Hebrew University of Jerusalem (HUJI)	Yissum	Believer
Weizmann Institute	Yeda	NitroFix
Technion (Israeli Institute of Technology)	T3	BeeHero, Aleph Farms, H2Pro & more (17 climate-tech companies in total)

Academia–Industry Partnerships

Partnerships between research laboratories and the private sector also channel deep-tech research to solve "real" industry challenges. In this scheme, the company outsources some of its research, while the university gains a direct connection to specific challenges the industry is trying to solve. It also benefits from some funding, as well as guidance towards a very concrete application of the research conducted. One example includes a partnership between the hydrochemistry laboratory at Tel Aviv University and Watergen, an Israeli company producing water from air.[24]

Such partnerships can enhance collaboration between MENA industries and Israeli research institutes, and be of great mutual benefit.

24 "TAU Study Confirms Possible Solution to Global Water Scarcity." *Ministry of Foreign Affairs of Israel*. Jun. 22, 2021.

Incentivizing Climate Research

While there are mechanisms in place to transform existing deep-tech research into commercially viable solutions, the question remains: how can research institutes encourage deep-tech research specifically focused on climate-related applications from the outset?

PlanNet Zero, launched by Tel Aviv University in June 2021, is a multidisciplinary think tank designed to address the climate crisis by uniting researchers from various faculties across the campus with private, industry, and government partners.[25] PlanetZero's objective is to seek out solutions that bridge actors and disciplines in climate science, social sciences, technological R&D, and policy. Its activities include organizing campus debates and workshops with private sector partners (e.g., how to compute a company's carbon footprint), raising awareness of the climate-tech industry and the careers of students in related fields, and more.

The Capsula,[26] another Tel Aviv University initiative, is a startup accelerator focusing on climate tech. As such, it offers entrepreneurs an equity-free, four month residency to advance their startup's product market fit and connect with the university's top researchers and industry network.

2. Government Support

The Israeli government has played a historical role in the development of the innovation ecosystem. By launching the famous investment matching program Yozma in the early 1990s, it attracted private investors to invest in high risk, high return ventures. Today, the Israeli Innovation Authority

25 *About PlanNetZero. PlanNetZero Tel Aviv University Climate Crisis Initiative*.

26 Capsula Tel Aviv University.

(IIA), the government innovation arm, is engaged in development phases of startups deemed too risky for private sector investment.

Climate tech is one of four sectors the government has prioritized as future growth engines.

The IIA provides a wide range of financial programs to support startups, including non-dilutive grants for research & development (up to $65K), pre-seed investment matching (60% of the investment round, up to $400K, non-dilutive), and more. The IIA also co-founds national labs and incubators together with consortia of multinational corporations and investors. National labs provide startups with access to state-of-the-art equipment, specialized data, and expert knowledge. Incubators create new startups and invest in early stage startups to help them grow by providing funding and industry experts' guidance.

The IIA contributes up to $10.5 million to the creation of incubators over the first four years of their existence to cover investments as well as most capital expenditures. There are four incubators with a focus on climate technologies in Israel. In 2024 the IIA invested more than $26 million to launch nine regional innovation centers whose priority will be to sprout new startups in the periphery of Israel. Six of these have a climate orientation in desert technologies, food and agri-tech, renewable energies, and other fields.

Table 2
IIA Supported Incubators with a Climate Focus

Name	Focus Area	Co-founders (partial list)	Spin off startups (sample)
ESIL	Cleantech, Environment & Sustainability.	Bazan Group, edf Renewables, Johnson Matthey	RepAir, HydroX, AgriLight
NetZero Technology Ventures	Clean energy, mobility, construction	OtherSources Energy Group, Total Energy, BGV, Delek, The Blue Minds Company	Chiral Technologies, WatAirGy
Earth & Beyond	Deep tech, space tech	Consensus Business Group, Kyocera, Bluesky Capital	MNDL Bio, ElssWay
I4Valley	Industry 4.0, sustainable industries	Keter, Kusto Vietnam	ElectricAlgae, Axiv Material

3. Entrepreneurial Culture

Israel's innovation ecosystem is by and large a product of its entrepreneurial culture, thriving on a blend of confidence, resilience, and collaboration. Entrepreneurs challenge formal hierarchies and traditional ways of doing business, driven by a deep sense of urgency to deliver results. They are not afraid to take risks, treating failures as valuable learning experiences rather than as reasons to give up. They are further characterized by unwavering optimism about the future and a strong commitment to supporting one another. Israeli society cultivates these individual traits, producing an entrepreneurship-encouraging culture.

Israel has the largest number of startups per capita in the world, and around 10% of adults reported starting a new business in 2023.[27] An interesting trend is emerging among repeat entrepreneurs—individuals who have already successfully launched and exited one or more startups, often in fields like cyber, fintech, or e-commerce. Many of these seasoned entrepreneurs are now turning their attention to climate tech. After making their mark in traditional sectors, they are seeking deeper purpose by launching ventures that address pressing environmental challenges. They bring valuable experience, strategic thinking, and networks that can accelerate the success of climate ventures.

The entrepreneurial mindset also influences renewable energy project developers such as Enlight or the Doral Group. The Doral Group, currently developing the largest solar farm in the US, consistently integrates innovative technologies into its operations. Their commitment to innovation went as far as launching Doral Energy-Tech Ventures, a corporate venture capital (CVC) arm dedicated to investing in energy startups.

Similarly, Halman-Aldubi, a project developer active in the MENA, is incorporating cutting-edge climate solutions into large-scale, nation-level projects. Their approach highlights how innovation can drive significant impact in regions where climate challenges are particularly acute. In short, Israel's entrepreneurial culture is not confined to startups alone; it permeates industries that are traditionally more risk-averse, pushing them towards innovation and broader collaboration.

27 Global Entrepreneurship Monitor. *Israel Economy Profile. Global Entrepreneurship Research Association, London Business School.*

Barriers to Desired Outcomes of Collaboration

Israel's climate-tech sector is robust, but its potential remains limited by several key challenges. Addressing these gaps can create better opportunities for regional collaboration with MENA countries. Part 3 of Chapter 1 outlines the three main barriers faced by climate-tech entrepreneurs and the outcomes we believe can be achieved in each through partnerships in the MENA. Partnerships can take many forms and definitions (MoUs, trade agreements, investments, etc.). For the purposes of this report, we consider any form of cooperation to be a success in itself.

1. Regulatory and Bureaucratic Hurdles

The Challenge

One of the critical challenges Israeli startups face is the complexity of navigating local regulations and securing permits. This can significantly delay time-to-market and reduce the attractiveness of Israeli climate technologies for investors. In Israel, Israeli entrepreneurs often struggle with inconsistent requirements, slow responses, and changing regulations that create uncertainty, especially for projects in heavily regulated sectors like energy and water.

Furthermore, the lack of a regulatory "sandbox" in Israel—a framework where innovative technologies can be tested in real environments—impedes efforts by startups to prove the feasibility of their solutions. Without such frameworks, it is difficult for entrepreneurs to conduct pilot programs in Israel, especially in critical sectors like renewable energy and water.

Opportunities for Collaboration

Some MENA countries have more agile regulatory frameworks and may wish to offer environments where Israeli startups can test their technologies, conduct pilots, and collaborate on regulatory frameworks to promote regional innovation, leading to potentially faster go-to-market timelines. The presence of these startups benefits MENA countries, as newer technologies can reach more isolated populations and aid in local development and agriculture.

2. Access to Capital and Scale-Up Opportunities

The Challenge

Early-stage financing remains one of the biggest hurdles for Israeli climate-tech startups, particularly during the "valley of death" phase, when companies need funding to bridge the gap between innovation (initial pilots) to FOAK (First of a Kind) technology and commercialization at scale. Because of the limited size of the local market, Israeli startups do not view it as strategic and seek to expand internationally from day one. Yet, when they seek strategic partnerships abroad, foreign investors and multinational corporations often ask whether the technology has been deployed domestically. Without local deployment, securing these partnerships becomes significantly harder.[28]

In addition, the high operational costs of talent, real estate, and infrastructure in Israel further strain the ability of startups to expand

28 Daphna Aviram-Nitzan, Erez Sommer, and Itamar Popliker. "Removing Barriers to Promoting Climate Innovation in Israel." *Israel Democracy Institute*. Jan. 2023.

domestically. The scarcity of pilot sites in Israel compounds this problem, especially for pre-seed and seed-stage companies that need these sites to demonstrate viability.

Opportunities for Collaboration

Selected MENA countries could offer access to larger pilot sites, lower operational costs, and a wider market for scaling climate solutions. This will provide the hosting site with privileged access to innovative solutions in turn. For emerging economies in the MENA, funding from Multilateral Development Banks (MDBs) could be a catalyst for Israeli companies to establish a partnership with a first project. This topic is covered in Chapter 3, Pilots.

3. Industry Connections and Mentorship

The Challenge

Many Israeli climate-tech entrepreneurs lack direct mentorship and guidance from global industry leaders, which can be crucial in refining their innovations and ensuring they meet global market demands. The absence of strong connections to industry giants makes it harder for startups to integrate into international markets.

Another challenge is the limited adoption of new technologies within Israel's economy. Without government-mandated green standards, like those seen in other countries, Israeli startups often struggle to demonstrate their value domestically. The absence of a clear standard for Best Available Technologies (BAT) further hinders opportunities to prove feasibility through public tenders, a pre-condition to earn trust from global investors and customers, limiting the exposure of Israeli innovation.

Opportunities for Collaboration

Partnerships with MENA countries could provide Israeli startups with expert insights from experienced energy leaders in the region. MENA countries can benefit from collaboration with Israeli startups via access to innovative new technologies, including through pilot tests of products in the countries, increased connectivity to American and European markets, and the cultivation of startup culture in countries where this is nascent.

Addressing Israel's regulatory hurdles, financing gaps, and need for industry connections can open the door to stronger regional collaboration. By leveraging the strengths of neighboring countries in the MENA, Israeli climate-tech startups can access new markets, scale their innovations, and overcome some of the inherent challenges they face in their domestic ecosystem. MENA countries, in return, can gain access to advanced startup technology and culture, driving local innovation. Of course, collaboration requires mutual agreement and benefit. The lack of verifiably true knowledge regarding the policy priorities of other countries on the Israeli side presents an additional hurdle to collaboration. Such knowledge will be gleaned with each additional cooperative opportunity and present an opportunity for future study. This topic is covered in depth in Chapter 3.

Chapter 2

Selected Arab Countries in the MENA

Introduction

As the MENA grapples with escalating climate challenges, including food insecurity, water scarcity, heat waves, and prolonged droughts, the urgency for innovative solutions has never been greater. While nations share commonalities in their environmental struggles, they exhibit significant differences in their resources and capacities to confront these issues.

The Gulf Cooperation Council (GCC) countries, such as Saudi Arabia, the United Arab Emirates, and Bahrain, benefit from a favorable energy landscape and resources, allowing them to invest substantially in infrastructure projects like desalination. Their central role in the global energy market positions them well to not only mitigate climate impacts but also to lead in the energy transition. The Gulf Countries have demonstrated a capacity for long-term strategic planning, facilitated by their hierarchical governance structures. At the same time, Gulf leaders are aware that this same structure can stifle grassroots innovation, making the cultivation of a dynamic innovation ecosystem a critical, yet challenging, priority for these nations, and giving impetus to cooperations with Western countries and Israel.

In contrast, countries like Morocco, Jordan, and Egypt face a unique set of challenges. Morocco boasts a highly educated workforce, strong chemical and mining industry, and an ideal geographical position for renewable energy and hydrogen exports to Europe. Innovative financing mechanisms will allow Morocco to fully leverage its potential and reverse the effects of brain drain. Emerging economies such as Jordan and Egypt are rich in youthful populations that could drive innovation and would benefit from reducing reliance on external funding to finance critical climate projects, which positions their economies in a more precarious situation.

Additionally, the geopolitical landscape, particularly in relation to Israel, further complicates these dynamics. Relationships range from cold peace[29] with Egypt to Morocco and the UAE's warmer normalization. Recent events, including the war that started on October 7, 2023, have cast a shadow over these ties. While diplomatic relations remain, criticism of Israel has caused government-to-government initiatives to stall and business-to-business interactions to slow. Still, many stakeholders remain committed to shared strategic interests with Israel and are preparing for future opportunities, contingent on resolving long-standing issues such as the Palestinian question.

As we explore the climate innovation landscape across these MENA nations, it is essential to recognize both the shared challenges and the diverse assets that influence their respective pathways. It is evident that successful collaboration among MENA countries and with external partners hinges on the establishment of deep trust, cultivated over time through personal relationships built on mutual understanding. Any meaningful deployment of capital will necessitate a long-term horizon that prioritizes not only financial investment but also local development. This includes creating jobs, opening local branches, sharing knowledge, and contributing to the broader ecosystem. As these nations navigate their climate innovation journeys, fostering such collaborative frameworks will be crucial for unlocking their full potential and ensuring sustainable progress in the face of pressing climate challenges.

29 Moomen Sallam and Ofir Winter. *Egypt and Israel: Forty Years in the Desert of Cold Peace*. Strategic Assessment, *The Institute for National Security Studies*. Oct. 2017.

Aimed at Israeli and international climate tech innovators and policy makers, Chapter 2 provides an overview of the climate, technological, cultural, and economic strengths and challenges of seven MENA countries. It presents opportunities for furthering bilateral cooperation between each country and Israel based on its unique characteristics, as discussed in depth in Chapter 1. Inevitably, there are differences between how Israel views urgent climate innovation priorities in the MENA and how other countries in the region view their most urgent climate priorities, as well as how addressing these weighs against political and social costs. Political challenges reduce the chances for present meaningful collaboration, but formal agreements are not a prerequisite for climate-tech cooperation. By offering readers an introduction to the wide array of joint innovation activities that can be developed between Israel and MENA collaborators, this chapter aims to allow the relevant regional players to come to the best conclusions regarding collaborative potential from their own standpoints. Ultimately, we conclude that the market will best indicate the regionally collaborative projects with the greatest potential, and envision a future in which Israel is a readily integrated member of the regional MENA climate-tech market, among many others.

Countries are presented in alphabetical order.

1. Bahrain

Background and Climate Goals

A desert climate with minimal rainfall, dust storms, high temperatures, a lack of rainfall, and rapid salinization of freshwater sources mean that Bahrain constantly faces drought conditions. Higher temperatures lead to rising sea levels, threatening the coastline of the tiny island nation—a 0.5m sea level rise (predicted by 2050) could submerge 5% of Bahrain’s total area.[30] Due to its harsh climate and lack of arable lands, Bahrain relies on modern alternative crop production methods. There is much room for adoption of new innovations in agri-tech, as well as in food tech, since raising livestock is very difficult in Bahrain. For its small population of 1.6 million people, Bahrain imported about $250 million worth of food in 2023.[31]

Bahrain is an oil producing country, historically highly dependent on oil revenues, but actively looking to diversify its energy sources and expand renewable energy projects. Since 2008 it has diversified its economy to include tourism, trade, services, manufacturing, and pushed itself as a new financial and business hub for the Middle East.

In addition to its Economic Vision 2030 Plan, which outlines major goals for economic diversification, Bahrain has outlined strategic climate goals, including the National Renewable Energy Action Plan[32] (aiming to reach net-zero emissions in 2060 with a 30% reduction in emissions by 2035 and 20% renewable energy sources utilization), the National Energy Efficiency Action Plan, the National Initiative for Agricultural Development, and the Coastal Resilience Strategy (outlining 190 actions to be taken by 2040 to protect Bahrain's coastline). Bahrain reached 6% energy efficiency in 2019, ahead of schedule.[33]

In 2021 as part of its COVID-19 recovery plan, Bahrain launched its industrial sector strategy for 2022-2026 with a strong focus on sustainable

30 "Silent Threat: Bahrain to Build Walls Against Rising Sea." *The Straits Times*. Nov. 15, 2024.

31 *Bahrain Imports by Category. Trading Economics.*

32 "The Kingdom of Bahrain National Renewable Energy Action Plan January 2017." *Sustainable Energy Unit, Kingdom of Bahrain*. Jan. 2017.

33 "Bahrain Country Commercial Guide – Renewable Energy." *International Trade Administration of the United States*. Dec. 1, 2025.

practices and investments in renewables. The strategy focuses on increasing the sector's contribution to GDP (GDP per capita is around $30,000), expanding domestically produced exports, and creating job opportunities. There is a strong focus on transforming the sector to enter the Fourth Industrial Revolution, promoting the circular economy, carbon and environmental and social governance, and encouraging investment in technological infrastructure and the digitization of manufacturing. Targeted industries under the strategy include food, pharmaceuticals, micro-electronics, aluminum, and renewable energy.

Innovation and startup culture in Bahrain are nascent; labor productivity has increased at a slower rate than the global average in the last 25 years, and state-owned enterprises are larger than the private sector. Bahraini support for innovation is crucial to protect its future economy and reduce dependence on oil and state-owned institutions. Agencies and educational institutions assist businesses and startups through accelerator programs and investment support (Tamkeen, InvestCorp, Startup Bahrain, Ministry of Industry and Trade, Bahrain Development Bank).

Bahrain is highly interested in attracting foreign investment, including in manufacturing and renewable energy. The Economic Development Board attracts investment, supports the private sector, provides suitable conditions for investment, and creates job opportunities for young people in Bahrain. Bahrain allows 100% ownership of foreign investments in most business sectors, and numerous institutions and regulations exist to ease processes of foreign investment and business establishment in Bahrain. The Kingdom of Saudi Arabia is a key partner of the Kingdom of Bahrain, and many Saudi organizations have feet on the ground on the island.

Israel – Bahrain Relations

Israel-Bahrain relations began in 2020 after the signing of the Abraham Accords. Numerous visits of senior political and military officials occurred in 2021 and 2022, though no official visits have been made since 2023. The Bahraini private sector had great expectations from normalizations with Israel, but in their view failed to find matching enthusiasm on the Israeli side. The Bahraini public does not wholly support normalization, and this support has further dropped as an outcome of the Israel-Hamas 2023 war.

Business Culture

Bahrain is seeking investment and long-term partnership in projects in the Kingdom. Cultivating long term trust is critical for successful business relationships, different from the standard Israeli culture of quick business transactions. Bahraini business interactions are highly interpersonal, with emphasis on building trust through long processes and repeated personal connection. Organizations are keen to expand their areas of focus and are willing to learn and invest the necessary efforts to achieve their goals.

Key Areas for Mutual Collaboration and Notable Examples

- Water: Mekorot, Israel's national water company, signed an agreement to develop and upgrade the water economy of the Kingdom of Bahrain.[34] Under the agreement, signed with the Bahrain Electricity and Water Authority, Mekorot will provide consulting, planning, and support services in a number of fields, including seawater and brackish water desalination, as well as management of water resources and their supply to the population of Bahrain.

34 Israel Fisher and Michael Rochvarger. "Israel's State-Owned Water Company to Provide Consulting Services to Bahrain". *Haaretz.* Mar. 29, 2021.

- Agriculture: In October 2022, during the International Summit on Food Technologies from the Sea and the Desert, held in Eilat, the Ministers of Agriculture of Israel and Bahrain signed a first-of-its kind agreement of cooperation in the field of agriculture, livestock and food security.[35] The agreement can provide a large-scale field to scale up testing or deployment of Israeli technology, allowing Bahraini farming to be one of the earliest beneficiaries of Israeli startup technology.

- Energy: In 2023, Israeli climate-tech startup BladeRanger and Alpha Solar, one of Bahrain's leading energy providers, formed a partnership to assist solar site owners in the Gulf region in maximizing power generation by utilizing BladeRanger's autonomous solar panel cleaning robots. Further collaboration of benefit to Bahrain can be found through Israel's energy startups, as covered in Chapter 1 Part 1, Energy.

- Heavy industries: ALBA (Aluminum Bahrain) is one of the largest industries in the country and a large greenhouse gas emitter. Solutions that can curtail these emissions can be a good base for collaboration.

- Transportation: Both Israel and Bahrain require improvements in public transportation and urban planning efficiency to reduce the rising number of vehicles on the roads.

- Tech & Innovation Ecosystem: Bahrain is actively seeking to develop its technological sector and can benefit from Israeli expertise on fostering a startup-attracting culture.

35 Israel and Bahrain Sign Historic Declaration of Agricultural Cooperation. *Israel Ministry of Foreign Affairs*. Oct. 19, 2022.

Table 3
Institutions Impacting Climate Decisions

Institution	Description	Focus
Mumtalakat Holding Company	Sovereign Wealth Fund	Long term investments in Bahrain that will support economic growth, including renewable energy.
Electricity and Water Authority	Government authority	Electricity and water infrastructure, including desalination plants and renewable energy sources.
Supreme Council for Environment	Government agency	Develops strategy for sustainable development and follows up on its implementation with ministries and institutions.
Sustainable Energy Authority	Joint government and UN initiative	Promotes renewable energy technology and initiatives, policies, and regulations.
Tamkeen	Labor fund	Invests in training and enhancing Bahraini labor force, a platform that promotes innovation and with which Israelis can partner to share their innovation expertise. Supports Trillion Tree Fund teaching Bahrainis skills in the environmental field.
NOGA holdings (National Oil and Gas Agency, formerly Babco Energy)	Investment arm of the state-owned National Oil and Gas Company	Investing in renewable projects and carbon abatement technologies, July 2023 financing plans lead to decarbonization goals and net-zero emissions by 2060.
EDB (Bahrain Economic Development Board)	Public investment promotion agency	Promotes investment in innovation in Bahrain in line with Economic Vision 2030, platform will help Israelis interested in Bahraini business.
Investcorp	Alternative asset investment manager	Climate Solutions Investment Platform launched 2023, investment aligned with Vision 2030 and net-zero commitments by 2050.

2. Egypt

Background and Climate Goals

Egypt is heating rapidly, at twice the average global pace. It has an arid desert climate with high temperatures, very little rainfall, and increasing soil salinity due to this lack of water. Rising sea levels and increasingly extreme weather patterns are causing coastal floods in the Nile Delta, damaging sensitive agricultural lands and creating food insecurity. In addition, the Grand Ethiopian Renaissance Dam poses significant threats to the already water-stressed country, heavily reliant on the Nile Delta for its agricultural production.

Egypt, despite facing energy shortages, is also the second largest African CO2 polluter, largely from the burning of fossil fuels (coal, oil, and natural gas) for power, transportation, and machinery.[36]

As part of its Sustainable Development Strategy: Egypt Vision 2030, Egypt has announced hundreds of goals for education, economic development, and environmental protection in line with the UN Sustainable Development Goals. The Climate Change Strategy 2050 includes plans to increase energy efficiency, increasing renewable sources to 42% of electrical energy in 2035, promote afforestation, and protect infrastructure from the damages of climate change.

In 2025, the International Monetary Fund's Executive Board approved Egypt's request for up to $1.3 billion in green financing through the IMF's Resilience and Sustainability Facility.[37]

36 "Egypt Country Commercial Guide – Electricity and Renewable Energy." *International Trade Administration of the United States*. Nov. 21, 2025.; Egypt CO_2 Emissions. *International Energy Agency*.

37 "IMF Executive Board Completes the Fourth Review of the Extended Fund Facility Arrangement for Egypt, Approves the Request for an

Egypt's economy has struggled for many years, particularly since the 2011 Arab Spring uprisings. Economic growth remains weak, with GDP per capita at about $3,000. Unemployment among the country's 107 million people stands at around 7%, and inflation remains very high. In response, Egypt raised interest rates to 6% as a condition for receiving an $8 billion loan from the IMF in 2024. Egypt's revenues have also been significantly hurt by decreased tourism and shipping through the Suez Canal since Houthi interference began in the October 2023 Gaza war. Thus, Egypt recognizes that foreign investment is necessary for its economic growth.

Due to Egypt's need to regulate the economy, some industries are formalized through the government. Egyptian regulation is making progress toward openness to foreign investment but is still cumbersome as processes are slow and regulation may be applied unevenly. Ministerial bureaucracy can affect ventures of any size, with small companies often under substantial regulation, making startup founding a difficult enterprise. These regulatory difficulties and an unsympathetic business culture for foreign investors have historically made attracting foreign direct investment (FDI) a challenge. However, the Egyptian government is attempting reform.

Israel – Egypt Relations

Israel and Egypt have maintained a cold peace[38] since signing a peace treaty in 1979. The degree of closeness between the countries is volatile. In 2004 Israel and Egypt signed a Qualified Industrial Zone (QIZ)

Arrangement Under the Resilience and Sustainability Facility, and Concludes the 2025 Article IV Consultation" International Monetary Fund. March 11, 2025.

38 Moomen Sallam and Ofir Winter. *Egypt and Israel: Forty Years in the Desert of Cold Peace*. Strategic Assessment, *The Institute for National Security Studies*. Oct. 2017.

Agreement which allows Egypt to export goods to the US duty-free as long as they are jointly produced with Israel. Israel mainly imports chemicals, food products, produce, stone, and other consumer goods from Egypt, which mostly imports natural gas from Israel. Trade has dramatically increased every year since 2020 (following the $15 billion gas trade agreement between Chevron, Delek Drilling, and Egypt's Dolphinus Holding Company). In 2022, Israel and Egypt signed a memorandum of understanding (MoU) to export gas from Israel to Europe through Egypt, and Israel's Ministry of Economy and Industry announced a plan to strengthen economic ties with Egypt by expanding trade to $700 million by 2025, and cooperating on R&D and green energy projects.

Since October 7, 2023, political relations between Israel and Egypt have soured, with deep tensions rising over Egypt's role as a mediator between Israel and Hamas in the Gaza Strip.

Business Culture

Formality is important in Egyptian custom, and is an element of the strong, long-term personal relationships required to gain trust for business cooperation with Egyptians. Egyptian businesses will also require a more involved approach where close monitoring of progress is of essence. Compared to Israelis, Egyptian businessmen and women will generally be less direct—bargaining and longer processes based on personal relationships are a norm.

Key Areas for Mutual Collaboration and Notable Examples

- Water: The Nile River currently supplies Egypt with about 90% of its fresh water. In 2023, Egypt announced plans to construct more than 21 desalination plants in addition to its existing 80 various desalination facilities.[39] Improving water desalination and treatment technology via collaboration with Israeli startups can provide Egypt with the most modern tech edge in these infrastructure ventures.

- Agriculture: Rising temperatures and increasing demands on freshwater will make Egyptian agriculture more difficult and expensive in the coming years, affecting the national economy. Egypt may benefit from Israeli agricultural technologies and innovations, while Israel can benefit from this partnership by securing a steady and affordable source of food imports.

- Energy: Egypt, currently in a power shortage, aims to increase renewable energy sources to 42% of its energy mix by 2035, including wind and solar energy initiatives. Currently, most of Israel's trade with Egypt is in oil: in 2014 Israel signed a deal to sell 2.5 billion cubic meters of gas from the Tamar offshore field to Egypt over 7 years. In 2018, Egypt signed a $15 billion deal to import gas from Israel's Delek and its US partner. A new focus on climate change can shift cooperation to renewable energy.

- Green Hydrogen: Egypt is growing as a central hub of hydrogen energy and may convert gas infrastructure to hydrogen.[40] Israel's newly emerging hydrogen market can benefit from such collaboration, as Egypt's growing hydrogen sector will require Israel to act as a conduit in transporting this energy to Europe.

39 "Egypt to Build 21 Desalination Plants - Attractive Investors Package." *Climatech MEA.* Mar 22, 2023.

40 Roberto Bocca. "Egypt targets $40 billion of green hydrogen investment - plus other top energy stories". *World Economic Forum.* Jun. 3, 2025.

Table 4
Institutions Impacting Climate Decisions

Institution	Description	Focus
Climate and Environment Investment Forum	Cooperative initiative of government ministers, economic heads, and private sector leaders	Identifies and recommends climate investment opportunities, and encourages initiatives for green development in sustainable energy, waste recycling, eco-tourism, the bio-based economy, sustainable agriculture and food production.
Egyptian Environmental Affairs Agency	Government authority	Sets and implements environmental policy priorities. The agency works with international partners and incentivizes initiatives for sustainable development.
Environmental Protection Fund	Arm of Government Ministry of Environment	Financially supports environmental projects that accord with environmental laws 4/1994 and 9/2009.
National Institute for Governance and Sustainable Development	Public economic organization in cooperation with Ministry of Planning and Economic Development	Sets national strategy and specific development targets, and implements with the necessary ministries.

3. Jordan

Background and Climate Goals

Jordan faces major climate challenges due to its arid environment and limited natural resources, with rising temperatures, decreased precipitation, and frequent droughts exacerbating water scarcity. As one of the most water-stressed countries in the world, Jordan's agriculture, is particularly threatened, impacting food security and rural livelihoods. Additionally, the country's energy shortages, leading to reliance on imported fossil fuels, contribute to greenhouse gas emissions and energy security issues.

In response, Jordan has committed to reducing greenhouse gas emissions by 31% by 2030, as part of its updated Nationally Determined Contribution (NDC) under the Paris Agreement. Jordan is focusing on expanding renewable energy, enhancing energy efficiency, and adopting sustainable practices across various sectors, including transportation and waste management. Key strategies include improving water management through treated wastewater and desalination projects, and strengthening climate resilience with climate-smart agriculture and enhanced early warning systems for extreme weather. Jordan's climate goals are supported by international cooperation and financial assistance, aiming to build a more sustainable and resilient future despite its challenging climate and resource constraints.

Jordan's economy is mainly driven by its services sector, including tourism, banking, and real estate, which contributes over 60% of GDP. The industrial sector, encompassing mining, manufacturing, and construction, also plays a key role, particularly in phosphate, potash, and pharmaceuticals. Although agriculture contributes less to GDP, it is vital for rural employment. With a population of 11.5 million in 2025, Jordan faces challenges such as high unemployment and energy dependency, but the government is focusing on attracting foreign investment and developing sectors like IT and renewable energy for sustainable growth.

Jordan's Vision 2025 aims to transform the country into a competitive and resilient economy by enhancing innovation, promoting digital transformation, and supporting sustainable development. This strategic plan prioritizes attracting foreign investment, boosting private sector growth, and improving infrastructure, especially in energy and transportation. Investment in renewable energy is a key focus for reducing reliance on imported energy and enhancing energy security.

Jordan's innovation culture is growing, driven by a young, tech-savvy population and a supportive entrepreneurial ecosystem. The country is emerging as a hub for startups, particularly in the tech sector, with Amman referred to as the "Silicon Valley of the Arab world." With a GDP per capita around $13,000, Jordan has invested in education, particularly in science, technology, engineering, and mathematics, and fosters innovation through initiatives like business incubators, accelerators, and co-working spaces. Jordan attracts foreign investments by offering tax incentives and streamlined regulations in special economic zones like Aqaba. The country has also signed free trade agreements with major markets, including the U.S. and EU. Jordan's political stability and skilled, bilingual (Arabic and English) workforce further enhance its appeal to investors, particularly in sectors like renewable energy, IT, and tourism.

The Jordanian government promotes innovation through initiatives like the National Innovation Strategy and the King Abdullah II Fund for Development, which provide funding, training, and support for entrepreneurs. Policies also encourage foreign investment in key sectors like technology and renewable energy. However, challenges persist, such as bureaucratic hurdles, limited access to funding, and inconsistent enforcement of intellectual property rights. To address these, the government is working to simplify regulations, improve financing options, and strengthen intellectual property protections, aiming to create a more conducive environment for innovation.

Israel – Jordan Relations

Israeli-Jordanian relations, while historically complex, have seen significant cooperation in recent decades, particularly following the 1994 peace treaty. Politically, the two countries maintain a stable, though sometimes cautious, relationship, with a focus on security collaboration and regional stability. They work together on key issues like water resource management, counterterrorism, and maintaining security along their shared border. The relationship is supported by a mutual interest in maintaining stability in a turbulent region, although it is occasionally strained by political tensions.

Economically, Israel and Jordan have developed robust trade and business connections. The Qualifying Industrial Zones (QIZs) established in Jordan allow products manufactured there to enter the U.S. market duty-free, provided they include Israeli inputs. This arrangement has bolstered trade between the two countries, particularly in textiles and garments. Additionally, there are ongoing collaborations in the energy sector, with Jordan importing natural gas from Israel. Despite ongoing political sensitivities, these economic ties demonstrate a pragmatic approach to cooperation, benefiting both nations' economies.

Business Culture

Jordan's business culture places a strong emphasis on personal relationships, trust, and respect, requiring significant networking and face-to-face interactions. Decision-making is often hierarchical and formal, with a focus on building long-term connections. This contrasts with the more direct and fast-paced approach typical in Israeli business culture. For Israeli firms, interacting with Jordanian counterparts requires patience and sensitivity to navigate interactions with a heightened awareness of cultural and political sensitivities, showing respect and adapting to the slower, relationship-driven business style prevalent in Jordan. Due to the unstable nature of the contemporary relationship between Israel and Jordan, periods of political tension tend to undermine and halt most aspects of collaboration.

Key Areas for Mutual Collaboration and Notable Examples

• Water Technology: Israel and Jordan can collaborate on water technology to address Jordan's severe water scarcity. Israel's advanced desalination and wastewater treatment technologies, covered in Chapter 1 Part 1, Water, can provide Jordan with efficient solutions for water management. Meanwhile, Jordan's experience in water conservation can offer valuable feedback to refine these technologies. This partnership could lead to improved water infrastructure and sustainable water use in both countries.

• Renewable Energy: Both parties can jointly enhance their renewable energy capabilities. Israel's innovations in solar energy and energy storage can support Jordan's efforts to expand its renewable energy infrastructure. Jordan's strategic location and existing solar investments, like the Shams Ma'an Solar Project, provide ideal conditions for large-scale renewable energy projects. This collaboration can lead to increased renewable energy adoption and energy security for both nations. Jordan's vast territory creates an opportunity not only for an Israeli purchase of energy from Jordan, but also for the foundation of large-scale pilot projects.

• Energy Efficiency: Collaboration in energy efficiency can benefit both Israel and Jordan. Israel's advanced solutions, such as smart meters and energy-efficient building designs from companies like Elbit Systems, can help Jordan reduce its energy consumption. Jordan's practical experience in implementing cost-effective energy efficiency measures can provide valuable insights for optimizing these technologies. For instance, joint projects in energy-efficient public buildings can lead to significant energy savings and environmental benefits.

- Climate Resilience and Agriculture: Israel and Jordan can work together to improve agricultural resilience and food security. Israel's precision agriculture and drought-resistant crops, developed by companies like Netafim, can enhance Jordan's agricultural productivity under arid conditions. Jordan's innovative practices in water-efficient farming can offer practical insights and data for Israeli technologies searching for a testing field located in a highly climate impacted area. For example, collaborative research on drought-resistant crops can lead to more resilient agricultural practices, benefiting farmers in both countries.

- Smart Cities and Urban Planning: Israel and Jordan can collaborate on smart city technologies to improve urban living conditions. Israel's expertise in smart traffic management and waste management systems, like those from Mobileye and Hazera, can support Jordan's urban development. Jordan's experience in developing infrastructure in resource-constrained settings provides practical insights. For example, joint smart city projects can enhance urban efficiency and sustainability, improving the quality of life in both countries' urban areas.

Table 5
Institutions Impacting Climate Decisions

Institution	Description	Focus
Jordanian Ministry of Environment	Government ministry	The primary government body responsible for environmental protection and policy-making. Developing and implementing national environmental policies, including climate change mitigation and adaptation strategies.
Jordanian Ministry of Energy and Mineral Resources	Government ministry	Promoting sustainable energy development, including renewable energy and energy efficiency initiatives.
Jordan Renewable Energy and Energy Efficiency Fund (JREEEF)	Sovereign Wealth Fund	A fund established to support and finance renewable energy and energy efficiency projects. Providing financial assistance for the development and implementation of renewable energy and energy efficiency projects in Jordan.
King Abdullah II Fund for Development (KAFD)	Sovereign Wealth Fund	A fund supporting development initiatives across various sectors, including environmental and climate projects.
Jordan Investment Commission (JIC)	Government agency	The government agency responsible for promoting and facilitating investment in Jordan. Aims to attract and support foreign investment, including in the climate-tech and renewable energy sectors.

Institution	Description	Focus
Jordanian National Energy Research Center (NERC)	Government scientific institution	The National Energy Research Center (NERC), is part of the Royal Scientific Society (RSS), and was established in Amman for the purposes of research, development, training in the fields of new and renewable energy and raising the standards of energy use in the different sectors and to promote the utilization of renewable energy in Jordan.
Jordanian National Center for Innovation (NCI)	Government agency	Serves as a national umbrella for fostering and stimulating the innovation, entrepreneurship, and scientific research ecosystem in Jordan.

4. Morocco

Background and Climate Goals

Morocco faces serious climate risks including severe water stress, energy dependence, and food insecurity. Frequent droughts and unsustainable water use make it one of the most water-stressed countries, affecting agriculture and water supply. Climate change worsens these problems with rising temperatures, sea level rise, and extreme weather. Coastal areas, where many people live, face risks from flooding and sea level rise, threatening ecosystems, tourism, and agriculture. Morocco relies heavily on imported fossil fuels, which make up about 68% of its energy supply.

Morocco's climate sustainability plans include Generation Green 2020–2030, which aims to double agricultural GDP and exports by 2030, foster a new agricultural middle class, and promote sustainable farming practices.

The National Energy Policy, which targets increasing renewable energy to 70% by 2040 and 80% by 2050, has initiatives led by the Moroccan Agency for Sustainable Development (MASEN) to reduce fossil fuel dependence. The New Development Model (2021) focuses on sustainable economic growth, social inclusion, and environmental protection, prioritizing renewable energy projects like the Noor Solar Power Complex.

Morocco has a relatively liberal, yet weak economy which is dependent on the export of raw materials. Morocco has numerous natural resources including forests, minerals, and arable land for agriculture and livestock farming. The agriculture sector is highly developed, but susceptible to drought. Manufacturing and tourism are growing sectors. The national mineral company OCP, one of the world's largest phosphate suppliers, is one of the main engines of growth and innovation in Morocco. Ammonia is its main feedstock for its fertilizer production and today it is imported as grey ammonia. Constrained by its main import market, Europe, to comply with environmental regulation, Morocco recently allocated significant budgets to green its diverse activities, such as processing green ammonia for internal use as well as export, creating more opportunities for climate related projects.

Morocco is increasingly positioning itself globally as an ideal location to develop renewable energy projects due to its climatic conditions (extensive wind and solar radiations), relatively inexpensive land, accommodating regulation, and proximity to Europe. Connecting the UK to Moroccan solar and wind farms, the mega project Xlinks exemplifies these competitive advantages and the potential to export energy to Europe, reflecting Morocco's plan to be a regional hub and connector of Europe to North Africa.

Beyond being a hub for renewable energies, Morocco seeks not only to deliver power to energy-intensive consumers but to also bring consumers where the energy is generated. Thus, part of its strategy is to convince heavy industries such as steel manufacturing to open plants in Morocco. It actively seeks and encourages foreign investment in the country, particularly in the renewable energy, automotive, aerospace, textile, pharmaceuticals, outsourcing, and agricultural industries.[41] The government has implemented policies toward economic liberalization and incentivizes long-term foreign investment.

Still, with a national GDP per capita of around $4,000 in 2025, the Moroccan economy faces substantial challenges. The state is deeply involved in shaping the national economy. Many companies are state-owned, and the King himself owns some of the country's largest infrastructure funds. Official statements by the King directly set the tone that the private sector must align with. Morocco does not have a strong innovation or startup sector. In recent years, entrepreneurship has been encouraged by the government, leading to Morocco's growing tech market. Morocco has many brilliant minds coming out of its education system (from a population of 38 million), but is struggling with a large-scale brain drain: talent is emigrating either during or after academic studies. In addition, deep tech research stays locked in academia, without enough capacity to extract the technologies to become successful startups.

Israel – Morocco Relations

After decades of volatility, Morocco maintained unofficial ties with Israel since the 1990s, even facilitating secret dialogues and peace efforts in the region. The 2020 Abraham Accords normalized diplomatic relations between Israel and Morocco, which opened avenues for bilateral cooperation in various sectors including trade, tourism, and technology. It also rekindled cultural and historical ties, as Morocco has a significant Jewish community with deep roots. Direct commercial flights between

41 2024 Investment Climate Statements: Morocco. *U.S. Department of State*.

the countries began, and numerous Israeli political officials have visited Morocco.

Since the Israel-Hamas war began in 2023, public support for normalization among Moroccans has sharply declined, and Morocco is struggling to balance its alliance with Israel with support for the domestically popular Palestinian cause.

Business Culture

There is strong collaboration between the government and the private sector to address climate change in Morocco, with numerous joint initiatives promoting sustainability and reducing carbon emissions. However, to embark on a project in Morocco as a foreigner, one must come with finance and not expect the Moroccan government to fund an entire project, as the government prefers supporting its local population over foreign project developers.

Business processes are slow compared to Israeli standards and require patience for both building long term relationships as the foundation of trust in business, and for long bureaucratic processes. Personal connections and relationships are very important.

Key Areas for Mutual Collaboration and Notable Examples

- Gateway to Africa: Morocco is considered a gateway to sub-Saharan Africa, with strong ties and smooth access to key institutions (especially French speaking) throughout the continent, and it is interested in expanding this regional position. Israeli stakeholders interested in developing climate projects and products for those markets could leverage a relationship with Morocco to do so. Morocco can leverage Israel as a fellow regional connector from the Middle East to Europe to share lessons and supply chain innovation.

- Technological Innovation: Israel, renowned for its robust tech sector and startup ecosystem (covered in depth in Chapter 1 Part 1), can aid in expanding Morocco's technological industries. Morocco's growing tech market offers Israeli tech companies new opportunities for expansion and market penetration, providing Israel with a gateway to the broader African market.

- Agriculture: Israeli advancements in agricultural technology, such as drip irrigation and sustainable farming practices, can significantly enhance productivity and efficiency in Morocco's agricultural sector, which employs 40-45% of the population and accounts for around 14% of Morocco's GDP.[42]

- Scale: Morocco is home to large scale agricultural fields. Israel develops solutions but its local production is confined to a small scale. Though financing will not always come entirely from the recipient (landowner/operator), the opportunity to test/deploy technology on a large scale is readily available in Morocco.

- Aquaculture: The Minister of Agriculture of Morocco came to Israel for SEA THE FUTURE in 2023, the first summit for food from the sea and the desert organized by the Ministry of Agriculture and managed by AquaculTech. After the conference, several Israeli experts were employed to conduct feasibility studies and estimate the field's potential in Morocco. The Israeli company AGRIGO has won €2 million EUR to establish a fish hatchery in Morocco. Moroccan agriculture can benefit from Israeli tech and expertise to aid its food supply even when dealing with harsh climate conditions.

42 "Morocco – Agricultural Sector." *International Trade Administration of the United States.* Jul. 31, 2025.

- Renewable Energy: The ministers of environmental protection in Israel and Morocco signed a framing agreement in 2023.[43] Both countries are investing heavily in renewable energy sources. Collaborative efforts in solar and wind energy projects can help both countries achieve their renewable energy goals. In addition, Morocco is interested in positioning itself to work on a global scale. Israel helping connect global players to Morocco can significantly add value to collaborations.

- Green Hydrogen: Morocco is expected to be a significant producer of green hydrogen, which it can then ship to Europe. Israel can contribute to this vision with innovative technologies.

- Phosphate Mining: Morocco, as the world's third-largest phosphate producer, can benefit from Israel's expertise in mining technology and environmental management to improve efficiency and sustainability in its mining practices. In return, Israel can secure a reliable supply of phosphates, crucial for its agricultural sector.

- Deep Tech Research and Tech Transfer: Morocco is grappling with the challenge of how to transfer cutting edge deep tech research from its academic institutions into the private sector. Israel has established successful Tech Transfer Offices (TTOs) within its research institutions (discussed in Chapter 1 Part 2). Sharing this precious knowledge can be game changing for Moroccan institutions.

- Renewable Materials: Plastics alternatives are a hot topic in Morocco, since the King issued a decree forbidding the use of plastic bags when Morocco hosted COP 22. Israeli plastics alternatives startups can find a

43 Israel and Morocco Will Sign an MoU Regarding Environmental and Climatic Cooperations. *Israel Ministry of Environmental Protection*. Jun. 25, 2023.

large potential market for deployment of innovations in the field, and Morocco can find a wealth of Israeli plastics startups to collaborate with.

- Water: Both facing arid climates and water crises, Israel and Morocco can collaborate on desalination efforts. In 2023, Morocco's National Office for Electricity and Drinking Water signed an MoU with Mekorot.[44]

Table 6
Institutions Impacting Climate Decisions

Institution	Description	Focus
Ithamar Capital	Government investment fund	Attracts investment across all sectors that will grow the economy. Partnered with the World Bank Group to establish the Green Growth Facility for Africa (GGIF), a fund dedicated to green investments in Africa.
Moroccan Agency for Sustainable Development (MASEN)	Government authority	Led the Noor plan for developing 2,000 MW of solar power by 2020. Masen aims to reduce fossil fuel dependence and eventually export renewable energy.
National Agency for Energy Efficiency (AMEE)	Government agency	Cooperates with other government agencies and private sector entities to set up and monitor projects in renewable energy.

44 Zachy Hennessy. "MOU between Israel, Morocco will enable collaboration in drinking water, liquid sanitation". *Jerusalem Post*. Nov. 17, 2022.; "Morocco and Israel National Water Companies Sign Cooperation Agreement." *Climatech MEA*. Nov. 19, 2022.

Institution	Description	Focus
Energy Development Fund	Investment fund	Finances renewable energy and energy efficiency actions in the form of a contribution of 10% of the acquisition cost of new capital equipment, capped at 20 million dirhams (AED) (about €2 million EUR), for projects where the investment in capital equipment is more than 2.5 million dirhams (AED) before import duty and taxes.
Ministry of Energy and Sustainable Development	Government Ministry	Sets rules for energy markets, ensures the security of supply, and promotes energy efficiency and renewable energy. In December 2023, the EU pledged €50 million EUR to Morocco to invest in renewable energy sources and decarbonization.
Climate Change Competence Center of Morocco (4C Maroc)	National platform for dialogue and capacity building on climate change	Brings together public and private stakeholders, civil society, and research institutions, it serves as a hub for climate change information and supports regional and international collaboration.
OCP Morocco	State owned company	Largest producer of fertilizer and phosphate in the world, contributing 5% of Morocco's annual GDP. The $12 million investment green program for 2023-2037 aims for 100% renewable energy and sustainable water use by 2028, carbon neutral by 2040.
UM6P: Mohammed VI Polytechnic University	Non-profit private research university	Home to GreenH2A, a technological collaboration to create a new Power-to-X technology platform[45] led at the university.

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45 "IRESEN, UM6P, and OCP Group have signed an agreement to set up the GREEN H2A platform". *OCP Group*. Feb.Feb. 9, 2022.

Institution	Description	Focus
Iresen (Institut de Recherche en Energie Solaire et Energies Nouvelles)	Research institute	Has an infrastructure of research and innovation platforms in green technologies and means agency, financing of collaborative applied research and innovation projects.
FM6I	Investment fund	Signed Principles of Responsible Investment at COP28, manages £3.6 billion GBP in infrastructure, industrial reorganization, SMEs, agriculture, tourism, innovation/ growth. Has robust ESG policy.
CDG Invest	Private equity investor and fund manager	Manages €19 billion EUR, finances projects in sectors such as power generation and distribution, port infrastructure, water supply infrastructure, real estate, rail, highways, telecommunications, services and industry.

5. Saudi Arabia

Background and Climate Goals

A desert country with a large landmass of mostly dry conditions and heat waves, the Kingdom of Saudi Arabia (KSA) is in the Middle Eastern hotspot where temperature is increasing faster on average than in the rest of the world. As the effects of climate change are increasingly felt, Saudi Arabia must mitigate risks of water and food insecurity caused by drought, as well as the physical effects of high temperatures on humans and animals.

The Saudi economy is highly oil dependent and most of its income is from exporting petroleum and related products. In recent years, greater emphasis has been placed on economic diversification by diversifying Saudi energy stores with renewable sources. Manufacturing, finance, mineral mining, and the service sectors have all grown because of successful economic diversification plans. Within its Economic Plan Vision 2030, the Kingdom of Saudi Arabia emphasizes broader objectives related to environmental sustainability and renewable energy, and acknowledges the need to reduce greenhouse gas emissions, enhance energy efficiency and diversity, and address environmental challenges. As part of this plan, the Saudi Green Initiative (SGI), announced in 2021, aims to achieve three guiding objectives—reducing emissions, afforestation, and protecting the land and sea.

Since SGI's inauguration, 77 initiatives aligned with the three goals have been launched, representing an investment of more than $186 billion. These include the afforestation of ten billion trees across the country, the expansion of protected natural areas, rehabilitating 40 million hectares of land, safeguarding 30% of both terrestrial and marine areas, and a commitment to reduce carbon emissions by 50% by 2030. Saudi Arabia will also invest $2.5 billion in the next ten years as part of the Middle East Green Initiative to make 50% of its electricity consumption dependent on renewable sources by 2030, remove 44 million tons of carbon emissions by 2035, and reduce carbon emissions from hydrocarbon production by more than 60%.[46]

The Kingdom of Saudi Arabia has long invested outside of its country and in recent years, under Crown Prince Mohammed bin Salman's rule, has shifted strategies in relation to local development. Saudi Arabia now wants to reroute its massive deployment of capital to serve the development of its national economy and society. Saudi Arabia is directly challenging the UAE's position as the prime regional business hub in the Middle East. As such it has announced that international companies must relocate their regional headquarters to Saudi Arabia if they wish to keep

46 "Saudi Arabia commits $2.5 bln to Middle East green initiative – Crown Prince." *Reuters*. Accessed Nov. 7, 2022.

their government contracts.[47] As the KSA's economy is much larger, both in terms of market (36 million inhabitants) and in terms of capital ($30,000 GDP per capita and more investments), this is a serious threat to the UAE.

The private sector comprises only about 40% of Saudi Arabia's GDP. As such, the KSA has adopted a multifaceted approach to innovation, viewing it as a key driver of economic diversification, competitiveness, and social progress. Various initiatives to support innovation include investment in research and development, the establishment of technology hubs and innovation centers, and the promotion of entrepreneurship. There is emphasis on the role of education and human capital development in nurturing innovation, with a focus on STEM education and skills training. Hubs like the Neom Innovation Hub or the King Abdullah University of Science and Technology foster development through extensive research facilities and business accelerators like TAQADAM, a global startup accelerator center. Saudi Arabia attracted $68 million in venture capital investment for climate technology startups from 2018 through the first half of 2023, with funds spread across 21 deals. 52% of all funding went to climate startups in the agriculture sector, followed by 20% in the energy industry and 12% in logistics and transport.[48] In 2024, Saudi Arabia attracted $750 million in total venture capital investments,[49] and in 2025 attracted the most VC funding among MENA countries.

47 Stefanie Hausheer Ali. Saudi Arabia's Headquarters Economy. *Atlantic Council*. Jun. 9, 2023.

48 FY 2023 MENA Venture Investment Report. *MAGNiTT*. Jan. 2024.

49 FY 2024 Saudi Arabia Venture Capital Report. MAGNiTT Report sponsored by SVC. 2024.

Israel – Saudi Arabia Relations

No formal Israel-Saudi relations exist—Saudi Arabia does not recognize Israel, although informal, under-the-radar business connections have been seen sprouting in recent years. Covert talks toward the possibility of a normalization treaty were halted with the start of the Israel-Hamas war in 2023.

Business Culture

Business operates similarly to the hierarchical Saudi society, based on respect built from personal connections. Time must be spent fostering relationships and building trust for joint ventures.

Women have historically been excluded from business, and comprise 37% of the workforce, though recent years have seen a marked improvement in female entrepreneurship. The economy, both public and private, is highly concentrated in the hands of the ruling family and a handful of other powerful families. The relationships between them are complex and navigating this carefully is crucial to achieve intended business outcomes.

Key Areas for Mutual Collaboration and Notable Examples

- Water: Saudi Arabia invests heavily in solar desalination plants and is increasing its self-sufficiency in water security. It is a world leader in desalination technology and implementation, making it an ideal collaborator and beneficiary of cutting-edge Israeli water startup technologies. Israel can expand technological operations and efficiency in Saudi Arabia’s vast open lands and learn from Saudi strategies to implement the technology. Additional collaboration is possible in water management (transportation, monitoring, treatment, and reuse).

- Agriculture and food security: Saudi Arabia is the largest date producer in the world yet has large amounts of mostly unused land, and aims to build safe and sufficient strategic food reserves, better guard against emergencies, and promote aquaculture. Israel can be a partner in continued agricultural innovation and improvement of desert farming technology.

- Adaptation to extreme weather: Saudi Arabia and Israel are both learning to cope with the effects of increasingly extreme weather patterns—both extreme heat and increasingly intense rainfall which causes flooding. Collaborating on innovative solutions to prevent and care for damages related to such harms can be fruitful for both states.

- NEOM: As a mega project, NEOM holds multiple opportunities for collaboration. The potential opening of IMEC, the India-Middle East-Economic supply corridor linking the Arabian Peninsula to the Mediterranean via the Red Sea and across the land of Israel opens huge potential for supply chain and logistics business, as illustrated by the Truck Net deal.[50] In addition, hydrogen will play a central role in the city, as NEOM is the largest green hydrogen project in the world under construction. Israel could contribute by providing innovative technologies to generate, store, transport, and deliver hydrogen to Europe thanks to its strategic position (see more in Chapter 1 Part 1, Hydrogen Solutions). This role would allow Saudi Arabia to be connected to the West and its energy economy through non-oil methods.

- Renewable Energy: In a joint venture deal with Solar Edge, the private sector conglomerate Ajlan & Bros Holding will support deployment of renewable energy generation, storage, and management.[51] Further cooperations between Israeli startups and Saudi renewable energy companies will give Israel greater testing areas and Saudi Arabia creative, helpful solutions for its severe climate problems.

50 Assaf Gilead. "Israeli tech co says land transport platform can thwart Houthis." *Globes*, Dec. 26, 2023.

51 Ajlan Bros Holding and SolarEdge Technologies Form Joint Venture*. SolarEdge Technologies.* Jul. 31, 2023.

Table 7
Institutions Impacting Climate Decisions

Institution	Description	Focus
Public Investment Fund	Sovereign Wealth Fund	Climate strategy includes investment in renewable energy and recycling, and developing partnerships in the private and public sectors with companies and large projects. PIF is targeting net zero emissions by 2050, using the "circular carbon economy" approach.
Neom	Urban Development project and company	Building a progressive city that promotes economic diversification, innovation, and sustainability. The city aspires to be a global center for various industries, including technology, tourism, entertainment, and renewable energy.
King Abdulaziz City for Science and Technology	Scientific organization	Promotes scientific and technological progress in the country, while fostering a knowledge-based economy. Interested in space science, information technology, biotechnology, energy and environmental research.
Ministry of Investments of Saudi Arabia	Government Ministry	Facilitates investments in the Kingdom of Saudi Arabia as part of an economic diversification strategy to attract FDI and stimulate private sector growth.
ARAMCO	National oil company	Committed to net-zero scope 1 and 2 greenhouse gas emissions in wholly owned entities by 2050, targeting investment in 12GW of solar and wind energy by 2030.

6. United Arab Emirates (UAE)

Background and Climate Goals

The United Arab Emirates is an arid desert country on the coast of the Gulf, facing risks including water stress, food insecurity, rising sea levels, and increases in temperature and humidity,[52] which also increase the likelihood of extreme weather events such as heatwaves and droughts.[53] In 2024 the UAE faced a 75-year record rainfall of 259mm in three days, causing widespread flooding and infrastructure damage, and causing hundreds of flights to be cancelled. Insurance costs for property loss could reach up to $850 million.[54]

As a carefully planned economy, the UAE has set several strategic plans to advance its climate goals, an increasingly central national priority. Those strategies include the UAE National Climate Change Plan,[55] Net Zero by 2050,[56] the National Innovation Strategy,[57] and the National Food Security

52 Gloria Dickie. "Explainer: How is climate change driving dangerous 'wet-bulb' temperatures?" *Reuters.com*. Aug. 9, 2023.

53 Fatma Kamkar, Layla Khawatmi, Aysha Arif, et al. Assessing Climate Change Indicators in the United Arab Emirates. *International Journal of Global Warming*, 26(3), 247-268. Feb.Feb. 24, 2022.

54 "Post Event Report: Gulf Floods - April 2024." *Guy Carpenter & Company*. Apr. 5, 2024.

55 "National Climate Change Plan of the UAE 2017-2050*". United Arab Emirates Government.* Dec. 30, 2024.

56 "The United Arab Emirates First Long Term Strategy (LTS): Demonstrating Commitment to Net Zero by 2050*." United Arab Emirates Ministry of Climate Change and the Environment*. 2023.

57 National Innovation Strategy*. United Arab Emirates Government*. Dec. 30, 2024.

Strategy 2051,[58] which collectively aim to achieve net-zero emissions by 2050 while remaining on trajectory for 90% economic growth. The government and the private sector have launched several initiatives to implement these visions, such as the Vision 2030[59] and the One Planet Sovereign Wealth Fund Coalition.[60] These plans focus on diversifying the UAE's energy mix, aiming for 30% clean energy by 2031. The One Planet Sovereign Wealth Coalition is composed of 46 funds managing $37 trillion in assets committed to integrating investments in combating climate change in their asset management. Currently, all funds owned by the UAE have committed to goals of net zero carbon emissions, and 90% of state-owned funds have adopted environmental, social, and governance (ESG) policies, resulting in investors aligning with their goals.

While the UAE still relies significantly on its oil and gas revenues, it has shown its commitment to diversifying its economy and investing heavily in the energy transition, as illustrated by its call to transition "away from fossil fuels in energy systems" at the last COP28, which the UAE hosted. The UAE is looking to improve its sustainability efforts by expanding local capabilities and investing in climate innovation, while diversifying its economy and energy sources.

Though a small market on its own with a population of 10 million, the UAE has successfully positioned itself as a regional hub for multinational companies as well as a doorway to Asia-Pacific markets. Its open and transparent business licensing procedures for foreigners create an encouraging environment for technological collaboration. The UAE

58 National Food Security Strategy 2051. *United Arab Emirates Government*. Dec. 30, 2024.

59 'We the UAE 2031' Vision. *United Arab Emirates Government.* Nov. 13, 2025.

60 *One Planet Sovereign Wealth Fund Coalition. One Planet Summit*.

encourages startups' growth, both locally and by attracting foreign entrepreneurs. Climate technology startups in the UAE attracted around two-thirds of total regional climate tech funding from 2018 to 2022, making the UAE the leader in climate-tech growth in the Middle East and North Africa region.[61] During this period, approximately $401 million, equivalent to 62% of the total regional investments of $651 million, were transferred to companies based in the Emirates. Funding for climate technology startups in the UAE grew at an annual rate of 120% over a five-year period, which was double that of second-place Turkey's 60%. In 2024, the UAE was the top regional climate tech investor.[62]

Israel – UAE Relations

Israel-UAE relations were normalized with the signing of the Abraham Accords in 2020. In 2022, Israel and the UAE signed a free trade agreement covering 95% of traded products, and the Dubai International Chamber opened an office in Tel Aviv. Trade between the two countries exceeded $3 billion USD in 2024, 11% higher than 2023 volumes.[63] Since October 7, 2023, the UAE remains committed to normalization with Israel and was among the first countries to label Hamas's attack on Israel on October 7 as an act of terror. Israeli trade with the UAE since October 2023 has decreased by only 4%, less than between Israel and many other countries, and had increased in the first ten months of 2023 prior to October 7th.

61 Alvin R Cabral. "UAE Climate Technology Start-ups Lead Mena and Turkey Region in Funding." *The National*. Oct. 30, 2023.

62 Yahya Anouti and Jon Blackburn. 2024 Middle East Climate Tech Report. *PWC.* Dec. 10, 2024.

63 Giorgio Cafiero. "Five Years On, UAE-Israel Normalization Weathers the Gaza Storm". *Middle East Council on Global Affairs.* Sep. 1, 2025.

Business Culture

The UAE's key private sector institutions and decision makers are highly intertwined with its public sector. Business interactions are highly interpersonal, with emphasis on building trust through long term processes and repeated personal connection. Specifically in climate related industries (energy, utilities, agriculture, mobility, etc.) the business culture is infused by a project-oriented tradition, with major corporations leading large scale projects seeking long term returns. Israeli business partners will be expected to take a continuous, active part in ventures, and will need to overcome the Israeli cultural inclination to disregard traditional hierarchy and established rules in favor of achieving results quickly.

Business culture is not homogeneous throughout the UAE and different Emirates have different cultures. As such, while Dubai is more liberal and outward looking, Abu Dhabi, where all the federal institutions are located (including Mubadala, Masdar, and more), remains more conservative and focused on local development.

Post October 7, despite the official, unaffected diplomatic relationship, public sentiment in the Emirates, previously very warm towards Israelis, is now difficult to gauge, and business cooperation may be somewhat strained as a result of the war.

Key Areas for Mutual Collaboration and Notable Examples

- Joint Ventures: No matter which industry collaboration takes place in, projects must adopt the format of a joint venture by Israeli-UAE partners looking to do a joint activity, preferably with a global outcome. For example, rather than an Israeli fund seeking investments from Emirati limited partners, a more promising venture would be a joint venture of Israel-UAE seeking limited partners globally and regionally.

- Supply chain: With one of the largest networks of ports in the world (DP World and Abu Dhabi Ports), and a central geographic position (illustrated by the success of its airlines), the UAE has a strategic positioning in the world's supply chain. Israel can benefit greatly from the UAE's industry expertise to enhance its own supply chain capabilities and better understand the sustainability challenges faced by the supply chain in order to create innovative solutions, and test and deploy these throughout the supply chain nodes controlled by the UAE (examples: TruckNet, Windward, ECOncrete). The UAE will benefit from increased geographic connectivity to Europe through Israel.

- Climate finance: As a finance hub concentrating all types of financial institutions (sovereign wealth funds, banks, philanthropy, etc.) the UAE has accumulated a significant expertise in servicing a variety of financial instruments to achieve climate goals (investing in solutions, in projects, etc.). These can be helpful on a government level (green bonds) but can also be harnessed by the private sector (opening joint funds between an Israeli and Emirati bank to finance climate solutions or projects).

- Technological Innovation: In 2022, the Abu Dhabi Investment Authority (ADIA) began to make investments in Israel when the UAE announced that the state will invest $10 billion in private Israeli companies across energy, manufacturing, water, healthcare, space, and agri-tech.[64] The UAE seeks to develop its own ecosystem of innovation and is looking for foreign partners to help develop it. Due to relative regulatory flexibility, and the density of relevant corporations seeking innovative solutions, the UAE could be a good host for Israeli startups looking for a pilot site, and in return receive an influx of new entrepreneurship which can become embedded in the Emirates.

64 *UAE Announces $10 Billion Fund for Investments in Israel. United Arab Emirates Ministry of Foreign Affairs*. Mar. 15, 2021.

- Water conservation and monitoring: The UAE Water Security Strategy 2036[65] aims for a 21% reduction in total water demand and 69% increase in production. 42% of its total water today is from seven desalination plants. Israeli expertise in the water technology field can be of great use to the Emirates.

- Desert Agriculture and Food Security: 80% of the UAE is desert. Agri-tech accelerator programs,[66] a National Food Security strategy, and the currently running Food and Agriculture Entrepreneurs Programme[67] are part of the strategy to increase and diversify food production despite the natural climate. Abu Dhabi holding company ADQ's investment arm DistruptAD participated in a $105 million Series B funding round for Israeli startup Aleph Farms.[68] The UAE is also investing in arable lands in sub-Saharan Africa to outsource part of its food production. Hence, part of the UAE's solutions seeking to improve yield will be aimed at this area and can benefit from Israeli agri-tech startup technologies.

- Global traction: As part of its positioning as a regional hub, stakeholders in the UAE are highly interested in bringing a global angle to any of their activities, be it by leading global initiatives, coalitions or bringing global firms to their activities. As Israel has successfully attracted the world's second highest density of multinational corporations, it can use this experience as an asset to advance business objectives in the UAE and can provide the UAE increased connection to global companies and initiatives.

65 "The UAE Water Security Strategy 2036." *The Official Portal of the UAE Government*. Dec. 30, 2024.

66 "EDB Launches AgriX Accelerator to Boost UAE Food." *Emirates News Agency- WAM*. Sep. 9, 2024.

67 "Life in the UAE: Food Security." *United Arab Emirates Government.* Nov. 5, 2025.

68 Shoshanna Solomon. "Aleph Farms gets $105 million investment to bring lab-grown steaks to market." *The Times of Israel*. Jul. 7, 2021.

• Renewable Energy: In 2021, UAE's Masdar and EDF Renewables Israel signed a strategic cooperation agreement.[69] Masdar will invest upward of $100 million in renewable energy projects in Israel and will become the strategic partner of EDF Renewables Israel. Abu Dhabi's government funded Technology Innovation Institute (TII), founded in 2020, has a Renewable and Sustainable Energy Research Center. The UAE seeks to develop a regionally integrated green hydrogen generation and transportation capacity, for which it could benefit from Israel's innovative solutions as well as its strategic geographic positioning, at the intersection of the Middle East and Europe.

• Sustainable Urban Planning and Development: Abu Dhabi and Dubai are ranked the "smartest cities" in the MENA region. They enacted plans in 2018 (Zayed Smart City Project) and 2021 (Dubai Plan) to transform their infrastructure and services into environmentally sustainable ones. Masdar City was launched in 2006 as a $22 billion state-funded project to build "the most ecological city in the world." The city is planned to include a 10-megawatt solar array and rooftop panels, providing the city with 1 megawatt of solar energy to meet some of its electricity needs. All buildings within Masdar City are required to achieve at least a 3-Pearl Estidama rating, meaning they are designed to reduce energy and water consumption each by at least 40% from current standards. Israel can learn much from these plans to improve its own urban growth, while the UAE's cities can implement Israeli technologies.

69 "Masdar and EDF Renewables Enter Strategic Alliance to Explore Renewable Energy Opportunities in Israel." *Masdar*. Jan. 21, 2021.

Table 8
Main Institutions Impacting Climate Decisions

Institution	Description	Focus
Mubadala	Investment fund	Investment fund owned by Emirate of Abu Dhabi, has $226 billion USD in assets, focused on growing its economy: energy, infrastructure, technology.
Abu Dhabi Investment Authority (ADIA)	Sovereign wealth fund	Over $800 million in real estate, transportation infrastructure, venture capital, public companies in finance, technology, health, energy, and consumer products.
Investment Authority of the United Arab Emirates (EIA)	Federal government agency managing sovereign wealth	Promote investment that fits UAE wider economic goals, manages $87 billion of assets in diversified worldwide investment portfolio including developed and emerging markets.
Altera	Investment Fund	Promotes global climate partnerships in emerging markets, $30 billion in assets for global climate partnerships and solutions in emerging markets and developing economies.
Masdar	Renewable Energy Company, subsidiary of Mubadala	Expands UAE energy capacity and invests in foreign countries: green hydrogen production, renewable energy, solar and wind. Targeting a renewable energy portfolio of at least 100 gigawatts and an annual green hydrogen production capacity of up to one million tons by 2030.
Ministry of Industry and Advanced Technology	Federal government ministry.	Oversees and strengthens the UAE industrial sector. Fosters cooperation with other countries and international organizations. Focuses on strategic areas including industrial development, technology adoption, R&D, employee training, fostering innovation, and supporting the growth of advanced industries.

Institution	Description	Focus
Abu Dhabi Investment Office (ADIO)	Local government agency.	Promotes investment in Abu Dhabi, has $2 billion investment program which provides incentives, financial and non-financial, to innovation-driven businesses in high-growth regions.
Silal	Agri-tech company	Promotes higher crop yield and food security by providing farmers with agricultural and clean energy technologies.
ADQ	Investment and holding company	Abu Dhabi based asset owner of over 25 portfolio companies, and sustainable investor mandated to accelerate the transformation of the Emirate into a knowledge-based economy. Includes investment in energy, food, and transportation.

7. Palestinian Authority

While this part of the report is generally structured like the previous parts of Chapter 2, it mainly reflects the pre-war situation in the Palestinian territory under the control of the Palestinian Authority (PA) in the West Bank. This is due to deep relations and dependencies between the economies of Israel and the West Bank, alongside the current absence of any possible Israeli collaborations with the Gaza Strip.

Even so, while current political circumstances set many burdens for Israeli-Palestinian collaboration, in a post-war reality, the political map may (and likely will) change drastically, especially regarding Israeli-Palestinian relations. We assume that most end-games will include some significant changes and reforms within the PA, requiring a future update to the content of this chapter. This might signal new opportunities for broader collaboration in the field of climate technologies and climate resilience.

For the Gaza Strip, at the conclusion of the Israel-Hamas war and return of hostages taken by Hamas, Gaza will begin a historic period of reconstruction, requiring significant, deep regional collaborations with Israel's neighboring countries and Gulf countries. Much attention will need to be placed on energy and using new energy technologies when rebuilding residential, commercial, and public infrastructure.

In the meantime, the following information can set an initial platform on the present Palestinian political arena and climate policy for non-Palestinian readers.

Background and Climate Goals

The Palestinians in the West Bank face the same notable climate challenges as Israel does, including severe water scarcity and increased temperatures exacerbating the impacts of droughts. The region's arid and semi-arid climate places stress on agricultural productivity, with decreased water availability threatening food security. To address these challenges, the Palestinian Authority has developed several specific plans for climate adaptation and mitigation. The Palestinian National Adaptation Plan (2016) focuses on improving water resource management through initiatives such as enhancing water harvesting techniques, rehabilitating existing water infrastructure, and promoting efficient irrigation systems.[70] In terms of mitigation, the Palestinian Authority has published the National Energy Efficiency Action Plan (2015), which aims to reduce greenhouse gas emissions by increasing the use of renewable energy sources, particularly solar power. Additionally, the Nationally Determined Contributions under the Paris Agreement outline targets for reducing carbon emissions and enhancing climate resilience, with strategies including reforestation efforts and improving energy efficiency across

70 "National Adaptation Plan (NAP) to Climate Change." *State of Palestine Environment Quality Authority.* Aug. 15, 2016.

various sectors. These plans reflect a commitment to integrating climate considerations into national development efforts and responding to the pressing environmental challenges in the region.

The economy of the West Bank is characterized by its reliance on several key sectors, with services, agriculture, and trade playing prominent roles. The service sector, including retail, education, and healthcare, constitutes a significant portion of economic activity, driven largely by local consumption and international aid. Agriculture remains a vital part of the economy, with olive oil, fruits, and vegetables being major products. However, the sector faces challenges due to water scarcity and land restrictions. Additionally, the West Bank's economy is heavily influenced by trade with Israel and other international partners, as well as by the inflow of remittances and humanitarian aid.

The Palestinian Authority actively works to attract foreign investment by implementing various strategies aimed at improving the investment climate and providing incentives to potential investors. These efforts include creating special economic zones and investment funds to foster business development, simplifying regulatory procedures, and offering tax incentives to attract foreign capital. The Palestinian National Development Plan outlines strategic priorities for economic growth and investment, emphasizing sectors like infrastructure, tourism, and technology. By focusing on infrastructure development and enhancing the overall business environment, the Palestinian Authority aims to boost foreign investment despite the challenges posed by political instability and economic restrictions.

Despite these important sectors, the West Bank's economy grapples with substantial constraints. Political instability, ongoing conflicts, and restrictions on movement and access significantly impact economic growth and development. 2.8 million Palestinian citizens (excluding East Jerusalem) have an average GDP per capita of $3,500. Unemployment, already around 13% before the Israel-Hamas war, peaked at 32% in 2024 and remained similarly high in 2025. Limited access to resources and markets, compounded by the complex regulatory environment, hampers investment and infrastructure development. Efforts to improve economic conditions include enhancing agricultural practices, expanding the service sector, and pursuing initiatives to increase self-reliance and resilience. However, achieving sustained economic growth remains a complex challenge in the context of the ongoing socio-political situation. Ongoing political instability and conflict further complicate the Palestinian Authority's situation by disrupting infrastructure and limiting access to resources necessary for effective climate management. This combination of environmental stressors and sociopolitical instability intensifies the climate-related challenges faced by the region. The Palestinian Authority in the West Bank requires deep reforms to promote economic development and strengthen ties with other countries for productive economic cooperation.

Israel – Palestinian Authority Relations

The economies of Israel and the West Bank are closely intertwined and interdependent. Israel and the Palestinian Authority constitute one customs union, and Israel collects taxes on behalf of the PA and transfers the revenues. Trade between the two entities is significant, with Israel being the PA's largest trading partner. Israeli goods and services are widely consumed in the Palestinian territories, while Palestinian workers played a crucial role in Israel's economy before the war, particularly (but not only) in construction and agriculture. Various initiatives to integrate Palestinian employees in the Israeli high-tech sector were also initiated during the years before the October 7th war.

Additionally, joint economic projects, such as industrial zones and infrastructure development, further highlight the extent to which the economies are intertwined. This reality, despite ongoing political tensions, underscores the mutual benefits and the potential for economic cooperation to support broader peace efforts.

Business Culture

Palestinian business culture shares several similarities with other countries in the Middle East, reflecting common cultural and social norms. Like many of its neighbors, Palestinian business practices emphasize the importance of personal relationships, trust, and social networks. Decision-making is often hierarchical, with respect for seniority and authority being crucial. This is akin to business cultures in countries such as Jordan, Egypt, and Lebanon, where family ties and long-standing connections play a significant role in business dealings. Additionally, the preference for face-to-face interactions and a more formal approach to negotiations are common traits across the region. These similarities highlight a shared cultural heritage and business ethos that transcends national borders, fostering a sense of familiarity and mutual understanding in business interactions throughout the Middle East.

While many Palestinians hold academic degrees from Palestinian and foreign institutions, founding and sustaining businesses in the West Bank is notoriously difficult due to regulatory burdens and movement restrictions within the West Bank. For Israeli business professionals, there is a unique need for heightened sensitivity to the political context and the impact of travel restrictions on Palestinians. These restrictions can complicate meetings, limit access to markets, and affect timelines, making it crucial for Israelis to approach business engagements with an understanding of these challenges. Acknowledging these constraints and demonstrating empathy towards the difficulties faced by Palestinian counterparts can help build stronger, more effective partnerships in this complex environment. On the other hand, Palestinian understanding of Israeli security concerns is also critical.

Key Areas for Mutual Collaboration and Notable Examples

The economic and monetary bonds between Israel and the Palestinian Authority create a potential for unique collaborations, including the creation of shared companies, and the possibility to hire Israelis and Palestinians and construct shared manufacturing facilities where employees from both sides work one alongside another.

- Renewable Energy: Solar energy is a viable option across Israel and the West Bank. Collaboration could involve joint projects to develop solar farms, share technology, and improve energy storage solutions. Introducing efficient solar technologies to the Palestinian market may enhance accessibility of many Palestinian communities to energy and reduce Palestinian dependence on purchasing energy from Israel.

- Wastewater Treatment: Joint initiatives to enhance wastewater treatment facilities and reuse treated water for agriculture can address water scarcity issues. While Israel is interested in supporting Palestinian wastewater treatment projects (to avoid pollution of cross border streams), the Palestinian Authority may benefit by gaining an additional water supply for its agricultural sector.

- Agri-tech: The agricultural sectors in Israel and the PA controlled West Bank already have numerous channels of cooperation and interdependence. By introducing and testing precise agriculture technologies and resistant crops, both sectors would be able to enlarge productivity, and make them more climate resilient.

Table 9
Institutions Impacting Climate Decisions

Institution	Description	Focus
Palestinian Environmental Quality Authority (PEQA)	Governmental Agency	Environmental protection, climate change mitigation, and sustainable development policies.
Palestinian Ministry of Agriculture	Governmental Ministry	Agricultural development, water management, and food security.
Palestinian Ministry of National Economy	Governmental Ministry	Economic development, trade, and industry policies, including support for innovation and green technologies.
Palestinian Investment Fund (PIF)	Sovereign Wealth Fund	Investment in renewable energy projects, green infrastructure, and sustainable economic development.
Palestinian Water Authority (PWA)	Governmental Agency	Water resource management, development of water infrastructure, and policies on water conservation. Holds the dialogue with Israel through the Joint Water Committee (JWC).
Bank of Palestine	Private Sector Bank	Financing sustainable projects, green investments, and supporting innovation in climate-related technologies.

Chapter 3

Project Insights: Recommendations for Regional Collaboration

As explored in the previous two chapters, opportunities for mutually beneficial climate collaboration are plentiful across the MENA region. From large investments to pilot programs, joint ventures, and the introduction of startup culture in new countries, Israel has much to offer MENA nations in advancing innovation and addressing climate challenges. Similarly, cooperation with MENA countries offers Israel clear innovation advantages. To contribute most effectively with their value and knowledge, regional entrepreneurs, business leaders, and government officials must be aware of their differences and work to bridge them. Chapter 3, intended for the Israeli policy arena, provides recommendations of actionable steps that will allow governments and the private sector to better understand both the shared challenges and the diverse assets that influence the respective pathways of climate development in the region. It is evident that successful collaboration among Middle Eastern countries and with external partners hinges on the establishment of deep trust, cultivated over time through personal relationships built on mutual understanding. Any meaningful deployment of capital will necessitate a long-term horizon that prioritizes not only financial investment but also local development. This includes creating jobs, opening local branches, sharing knowledge, and contributing to the broader ecosystem. As these nations navigate their climate innovation journeys, fostering such collaborative frameworks will be crucial for unlocking their full potential and ensuring sustainable progress in the face of pressing climate challenges.

Insight 1. Government Focus and Asset Allocation

Aligning Israeli Strategy and Asset Deployment with Regional Climate Needs

Climate opportunities span a wide range of sectors. To enable substantial progress in regional collaborations, the Israeli government should prioritize certain sectors or technologies, securing a competitive edge and increasing the chances that regional MENA stakeholders will recognize them and seek collaboration. The Israeli government should ideally produce not only a national strategy for the promotion of prioritized sectors, but also strategies for regional integration.

Recommendations for Israel

National Strategy

A clear governmental strategy to promote regional collaboration based on climate innovation needs to be produced, including measurable outcomes. Once defined, advancing this strategy will require greater synergy between local Israeli stakeholders promoting regional collaboration—economic attachés, embassies, the Israel Export Institute, IIA communities, chambers of commerce, research institutes, and civil and private sector institutions (SNC and the like).

Sector Prioritization

Based on extensive market research and interviews with climate community leaders in Israel, we identified the following sectors as best positioned to enable high potential collaborations: hydrogen production and transportation, solutions for food security, and waste-to-X technologies ("X" can be energy, proteins, construction materials, alternative plastic, etc.). Government focus (or emphasis) on specific sub sectors (hydrogen, agrivoltaics, etc.) increases their international relevance and the potential for more opportunities.

Public Institutions' Endorsement

In some cases, large companies in MENA countries (especially in the GCC) expect the Israeli government to endorse a certain technology as part of the due diligence and de-risking process before moving on to collaboration. Although the Israeli government avoids "picking its winners," there are official institutions, such as the IIA, who could play a role in strengthening the confidence of regional entities by giving startups a stamp of approval. Also useful would be an interministerial budget pool for pilots, identifying the most popular calls for proposals and directing resources to them.

Rebuilding Trust

The government should promote more bilateral framing agreements between relevant ministries. These help strengthen the confidence of both parties when large deals are negotiated and can also help bypass the need for public tenders which are likely to be won by global leaders from outside of the MENA. The "day after" the Israel-Hamas war will hold several climate opportunities for reconstruction involving the regional and international community. Climate-tech companies will have a significant role in rebuilding modern and sustainable infrastructure. Although it is too early to pinpoint detailed opportunities, now is the time to engage the stakeholders.

Pilots

Local pilots are extremely hard for Israeli startups to secure due to regulatory hurdles and the fact that demand outstrips opportunities. Interministerial budgets should be coordinated to increase the pool of opportunities. Israel should cooperate with its regional counterparts to coordinate bilateral (as the first step) and multilateral (in a later phase) beta test sites. These sites would ideally be accessible areas equipped with suitable infrastructure and provided with financial incentives and a regulatory sandbox to host pilots of innovative solutions from across the region.

- Example: We imagine the IIA and MASDAR City (UAE) coordinating a framework to establish a pilot site in the UAE for energy-tech startups to connect easily and quickly to the electricity grid.

Israel must facilitate the implementation of local pilots (through regulatory sandbox, utilities incentivization, etc.)—otherwise, startups will find them abroad. Israel cannot lead in a domain if it does not implement its solutions locally (like water and agriculture). If local pilots prove unfeasible, Israel should facilitate the implementation of large regional pilot sites with more flexible regulatory frameworks.

National Labs and R&D Centers

Israel can create a network of national laboratories and R&D centers to foster innovation, reduce costs, catalyze processes, and attract scientists from all over the world, granting local startups access to state-of-the-art equipment and talent.

- Example: The US Department of Energy is operating multiple national labs across the country, such as NREL (the USA's National Renewable Energy Lab).

Grid Interconnections

Promoting interconnections between the Israeli electricity grid and countries sharing a peaceful border (Jordan, Egypt) or those that are close enough to Israel (potentially Saudi Arabia in the future) has the potential to unlock scores of opportunities for innovation.

- Example: Project Prosperity offers a useful case study when envisioning how such interconnections can work in practice. Signed in 2022 by Israel, Jordan, and the UAE, the project includes a 600-MW solar plant in Jordan that will supply clean energy to Israel, and a desalination facility in Israel that will provide Jordan with 200 million cubic meters of water annually. Although political tensions surrounding the war have paused negotiations, all parties remain strongly interested in the project's benefits. Thus, there is hope that negotiations will resume once the political situation allows.[71]

Insight 2. Expanding Market Access Strategies

Mapping and Facilitating Access to Key Climate Stakeholders

Most of the countries in the MENA are relatively new markets to Israel due to recent or unexploited normalization, or the lack thereof. The first challenge when trying to penetrate a new market is understanding the following:

- **Who are the key stakeholders in a country?** Understanding the country's national vision and priorities and how these feed into climate strategy is indispensable, but not enough. It is also crucial to become familiar with end users (to validate the local market fit), distributors, industry leaders, or governmental agencies, which are often deeply intertwined with the private sector (the extent of which varies across countries in the MENA).

- **What are their interests?** Although it is common for significant private entities to derive their objectives from national priorities, they also have

71 Project Prosperity. *International Energy Agency.* May 19, 2023.

targets and strategies of their own. Understanding the different bottom lines of each organization is critical.

- **What is their scope of action?** As mentioned, organizations in MENA countries tend to follow a strict hierarchy. This means each organization has a specific mandate to operate in a defined region or sector, or a type of activity it is authorized to perform.

- **How can we reach them?** While mapping the various stakeholders is an important first step, engaging with them can vary in complexity based on the country.

Recommendations

Comprehensive Mapping and Tools to Facilitate Access

In Chapter 2 we presented the national climate strategy of each MENA country that has adopted such a strategy and the main existing and planned initiatives to implement it. Here we propose steps which will lead to increased opportunities for collaboration on such climate strategies by familiarizing regional actors with those in other countries. We also proposed a mapping of the key climate-related entities, underlining their mandates and interests. These are often part of the critical physical and financial infrastructure of each country (water and energy utilities, sovereign wealth funds, etc.).

To enable greater market familiarity, a comprehensive mapping of regional climate-tech markets is necessary in addition to this report. Such a mapping should be shared via additional channels accessible to a variety of individuals.

Examples include a series of webinars focusing on one country or sector at a time, or an online platform where users can enrich existing data with their own experience and knowledge.

This central knowledge hub would also include an updated list of resources available to facilitate access to those entities (e.g., Israeli and foreign embassies, the economic attachés, the Israel Export Institute, and also chambers of commerce, NGOs, etc.)

When creating such a mapping, it is crucial to emphasize the following two points:

The “Double Bottom Line” Model

Clearly identifying the strategic interest of the partner, beyond the transaction, increases the chances of success. This interest often aligns with the nation’s strategic objectives. Those Israeli organizations that clearly identified the underlying, broader objective of their counterparts and then successfully addressed it, created a deeper sense of understanding, commitment, and collaboration.

- Example: The Israeli company Watergen successfully identified Abu Dhabi’s priority to “localize” their activities as much as possible. They offered a joint venture whereby Watergen’s technology would be used in a new production line based in the UAE to serve the local market, which enabled them to strike a deal with Baynunah Watergeneration Technologies SP in 2021.

Utilizing the International Community

Beyond regional stakeholders, many international organizations share a keen interest in fostering climate collaborations in the MENA: multilateral development banks (MDBs) such as the World Bank, US DFC, or EBRD, think tanks (the Wilson Center, Milken Institute), development agencies (German GIZ, French AFD, etc.) and even governmental entities (the US State Department, EU Commission). This interest can be leveraged to facilitate bilateral and multilateral connections. Here too, these international institutions are unfamiliar to the Israeli public, making a mapping extremely valuable.

In some instances, the commitment can be backed by financial contributions. Emerging economies in the MENA region—Egypt, Jordan, Morocco, and the Palestinian Authority—often expect external sources of funding to finance projects. Governments or the private sector will rarely finance these alone, and so often expect the solution provider (the startup) to offer options for the financing of the project. External sources of funds can include Development Finance Institutions (DFIs), international climate funds, or, when applicable, carbon market mechanisms (such as the Japanese JCM, or in the future, Article 6 of the Paris Agreement, which can be a tool to facilitate cross-border green investments through cooperative international frameworks). To be active in consumer countries, Israeli entrepreneurs need to leverage international development finance mechanisms, while Israel needs to provide more tools to facilitate this lever, such as sovereign guarantees.

Despite uncertainty from recent political changes of the United States presidential administration in regards to climate cooperation, international collaboration remains a helpful approach for Israel and countries in the MENA to tackle regional problems and mitigate climate uncertainty.

Insight 3. Bridging Structural Gaps Between Business Cultures

Structural and cultural practices in business differ between Israel and MENA countries, in relation to scale, risk, innovation, and more.

Israel has a culture of startup entrepreneurship and innovation that cultivates work in short cycles, at a fast pace, often taking shortcuts at the expense of following a hierarchy. Investment ticket sizes are small to medium (in comparison to infrastructure projects) and seek quick returns

(<7y), where high risk-taking is rewarded by high gains, or not. These dynamics are also covered in Chapter 1 Part 3.

Conversely, the business culture of countries in the MENA (especially in the Gulf Cooperation Council) has traditionally been shaped by large scale projects that address broad challenges (e.g. food security), require large investments (>$100M), seek long term return (>10y), and have a notable aversion for risk taking, especially concerning technology. Hierarchy is central to the business culture, and the relationship between the public and private sector is very close. This is especially true when it comes to entities involved in climate challenges (water and energy utilities, agriculture, mobility, large industries etc.).

Although MENA countries are now investing significantly in their nascent innovation ecosystems, and although there are examples of thriving Israeli project developers, the above simplified framing highlights a gap between ecosystems working on different scales. While success stories of direct collaboration certainly exist (e.g., ADQ's notable investment in Israeli food-tech startup Aleph Farms), we recommend an alternative pathway that may present fewer hurdles by integrating third party actors to mediate between Israeli startups and MENA countries.

Recommendations

The Third-Party Integration Model

A third-party intermediary entity between Israeli startups and stakeholders in MENA countries can provide the buffer needed to bridge the gap between their business cultures. These entities can take various forms:

Israeli project developers who are familiar with local innovation solutions and can integrate them into their projects in the MENA. They can serve as integrators who aggregate multiple innovative solutions to address a wider challenge.

- Example: Combining a waste-to-protein startup to feed fish from a second aquaculture startup, whose water is supplied by a third water-tech startup.

Venture Capital (VC) funds which can secure funds from larger financial institutions as LPs (Limited Partners) and then invest in high-risk startups in Israel.

- Example: Rather than having a sovereign wealth fund investing directly in a startup, the fund will invest in a VC familiar with the Israeli startup ecosystem and experienced in managing high risk investments, thus diversifying their portfolio while externalizing the operation.

Consortia of startups with local, larger corporates who have prior experience interacting with counterparts in MENA countries.

- Example: An Israeli hydrogen startup seeking to approach a large industrial partner in another MENA country will look for Israeli energy related corporations which have had past experience with such partners.

Offering vetted innovation bundles for global project developers operating in MENA countries.

- Example: A US-based project developer undertaking a water management project in a MENA country will be recommended a suite of Israeli solutions that can enhance its offering for the project.

Building Relationships

In any event, building deep relationships is key to really understanding an organization's interests, and this takes time.

Closing Remarks

Israel in an Integrated Pragmatic Regional Alliance

Dr. Eyal Hulata
Former National Security Advisor and head of Israel's National Security Council (NSC)
Current International Fellow at the Foundation for Defense of Democracies (FDD)

When IDI, EcoPeace, and SNC embarked on this project in 2023, an encouraging mood still hung over the Middle East. The Abraham Accords were flourishing, and Israel and Saudi Arabia were slowly inching towards normalization. Naturally, political differences and disagreements existed in the region, not least because of the political situation in Israel. But by and large economic ties were strengthening and opportunities for collaboration abounded.

On October 6, 2023, I happened to be in Abu Dhabi. A distinguished group of Israelis, Americans, and Emiratis had gathered to commemorate the three-year anniversary of the Abraham Accords. We spoke openly and candidly about the transforming effect the Accords have had on the region and the prospect of what they could bring in the future, if we were able to jointly fend off the extremists and radicals in our midst.

Regrettably, the following day was a striking reminder of the extreme, radical forces we are all up against. October 7, 2023, was the darkest day in Israel's history, during which Hamas brutally killed, raped, and abducted more than 1,400 victims. The attack was a calculated attempt to reverse

Israel's integration into the region and, ultimately, eliminate the Jewish state altogether. The Middle East was at its worst on October 7. Every rational, pragmatic person recognized that immediately. The genuine shock and dismay on our Emirati hosts' faces was proof that the real fight is not between nations or religions—it is between the radical extremists who seek destruction and the rational pragmatists who seek stability and prosperity.

There are a number of fundamental lessons for all of us to internalize:

After decades of lower-intensity wars, Hamas on October 7, later joined by Hezbollah, the Houthis, and the Islamic Republic of Iran, posed a severe military risk to Israel. Though far from existential, Israelis' sense of security has been shattered. Israel was strong enough to rise, fight back, and regain the upper hand against Iran's ring of proxies: Hamas is decimated, Hezbollah is severely degraded, the Houthis badly hurt, and Iran rendered ineffective. However, restoring basic trust between the Israelis and their government will be long and hard. President Trump's 20-point plan, which leads to the release of hostages and a ceasefire, is creating new conditions for Israel and the region. An opportunity has been created and must be seized in order to achieve a dramatic improvement in border security arrangements, placing ongoing attention on the underlying Iranian problem, and strengthening of regional cooperation with the pragmatic countries.

Unfortunately, immediately after October 7, Israel was also severely attacked in the public sphere. Across the liberal world, the very legitimacy of Israel's existence as the homeland of the Jewish people came under attack. While Israel may be successfully responding militarily on the battlefield, it is losing the battle for public opinion. The storm of incitement against Israel on social media, the global rise of antisemitism, and the harsh criticism Israel faces as it continues to fight to defend itself are an unprecedented form of public sphere warfare.

It is too easy to justify these attacks considering the current Israeli government, which is the most extreme in our history. I myself, having served as the National Security Advisor for the previous Israeli government, sometimes find it difficult to explain the current government's policies and actions. But it is impossible to ignore the fact that too many of Israel's critics support the destruction of Israel itself, regardless of its leadership. Unfortunately, the resurfacing of Israel's delegitimization is a huge victory for the radicals.

The Abraham Accords, following the peace agreements with Egypt and Jordan, were all testaments of the regional acceptance of Israel in a joint pursuit of security, stability, and prosperity. I believe one of the foundations supporting the Abrahamic dream is that the destabilizing threat of radical extremists is imminent for the entire region. The Sunni Islamic Brotherhood, Iran's umbrella of revolutionary Shi'ites, and the cooperation between the two are clear and present dangers for all of us. These extremists use the existence of Israel as justification for their aggression, but leaders of the pragmatic countries in the Middle East know this is only part of the picture. It is their own nations' pragmatic way of life that the extremists seek to destroy as well.

All of us who understand the bigger picture and properly read Middle Eastern strategic trends understand that this is not the final word on Israel's integration in the region. As we work to implement President Trump's 20-point plan, even more so when the war eventually ends and the dust settles, rational decision making will once again have its place. What might the future of the region look like at that point?

The Abraham Accords have given us a glimpse into what that future could be. The Accords were made possible by American vision and leadership and by courageous Arab leaders who recognized that their own national interests were aligned with Israel's more closely than ever before. That realization made way for enhanced diplomatic relations with Israel, the signing of trade agreements and the opening of markets and air-routes, the construction of the regional Negev Forum, the creation of the MEAD regional defense collaboration, and the transfer of the IDF to CENTCOM.

October 7 may have halted the expansion of these relationships and paused the signing of new normalization agreements. But the signatories of the Accords have not halted their relationships with Israel, even as a war, longer and bloodier than ever before, still rages and as the political fissures within the Israeli government are deeper than ever before. It is striking, for instance, that while US airline companies stopped flying to Israel, Gulf countries continued to operate direct flights to and from Israel through their national carriers. Trade has not significantly shrunk and security collaboration has tightened.

My plea for all of us, therefore, is to take a leap of faith into the future of Israeli integration in the MENA region. Regional collaboration to fend off joint threats and harness joint interests can transform the region completely.

There are many opportunities in enhanced economic regional collaboration. In the context of this report, we emphasize that as climate effects loom globally, there are substantial opportunities in regional collaboration to fend against expected shortages in energy, food and water supplies, as well as enhance natural and climate disaster relief. As mapped out in this report, there is a vast and rapidly growing ecosystem in the Israeli tech sector looking at developing solutions to these challenges. There are already regional connections both on the G2G, G2B and B2B levels, but these are clearly at a very preliminary stage.

How do we promote these important efforts?

As long as the war in Gaza threatens to resume, and as violence in the West Bank reaches a boiling point, it will be difficult to achieve this type of regional cooperation. Accordingly, we must all do everything we can to advance our joint interests by implementing President Trump's 20-point plan in full. We must marginalize radical factions, and foster conditions for reconstruction through pragmatic regional alliances.

We should lean into the new Trump Administration's motivation to enhance the Abrahamic alliance, broadening normalization efforts to include Saudi Arabia and later the rest of the pragmatic Muslim world. President Trump has already demonstrated his ability to exercise leverage and incentives in the region, while the Sharm el-Sheikh conference proved that it is possible to mobilize most of the region's leaders in support of his plan.

We should aim to convene a regional summit to fortify these principles and embark on a set of regional agreements that include, first and foremost, a Middle Eastern alliance to defend, deter, and as needed, counter regional threats. This process should produce a new regional initiative to promote security, stability, and prosperity for all countries and peoples, also formulating a new roadmap for addressing the Palestinian conflict and broadening normalization.

We should also embark on a broad initiative to implement regional economic projects, building upon the spirit of the Negev Forum, the I2U2 (Israel, India, UAE and U.S.) group, and the vision of a trans-Middle East corridor from India to Europe. These efforts should focus on energy, water, and food security projects. The Israeli-Jordanian-Emirati Prosperity project, which will provide desalinated water to Jordan and solar energy to Israel, should be a model for ambitious collaboration.

Finally, we should use every opportunity to bring together industry, entrepreneurs, and policymakers to foster better conditions for collaboration on advanced technologies, specifically on energy and climate. We should not ignore the urgency of this challenge, and should believe that by putting our joint efforts together, we can overcome it.

To the extremists, this vision for an integrated region may look like a nightmare.

To the cynics or those in despair it may look unrealistic.

But to those who seek a better future for the next generation—this is the only path forward.

For Israel there is clearly no better way. Israel is our homeland, and the Middle East is our neighborhood. We have no other.

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Gary Soleiman
Climate Global Partnerships Manager,
Startup Nation Central

Inbar Brand
Researcher at the Climate Change Project,
The Israel Democracy Institute

Erez Sommer
Head of the Climate Change Project,
The Israel Democracy Institute

David Shurman
Researcher at the Center for
Governance and the Economy,
The Israel Democracy Institute

Peleg Gottdiener
Advocacy Officer, EcoPeace Middle East

Sharon Bengio
Government Relations Manager,
EcoPeace Middle East

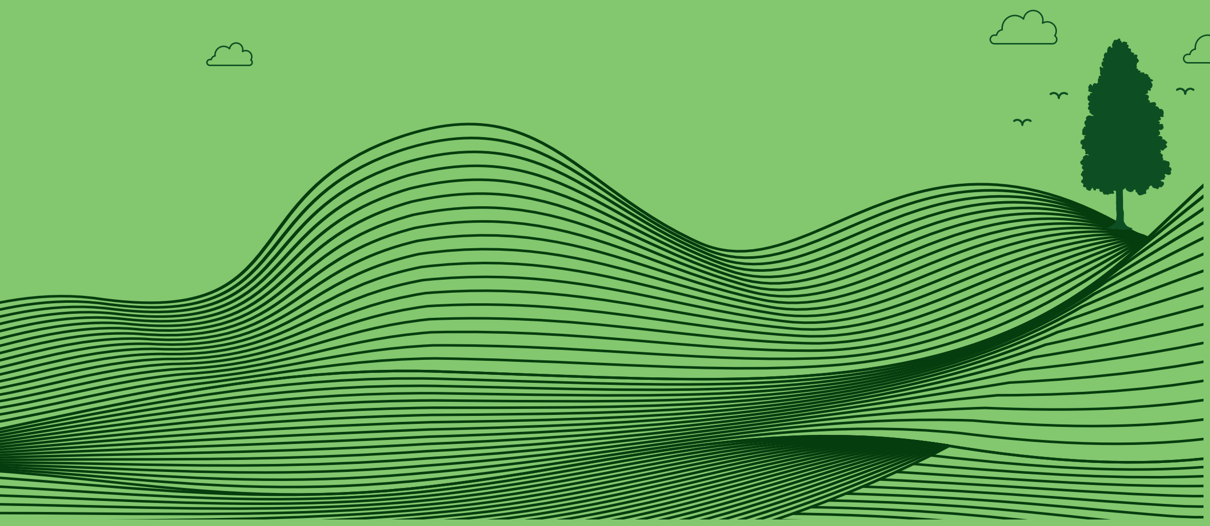
Iddo Katoshevski
Researcher at the Climate Change Project,
The Israel Democracy Institute

Professional Advisors:

Dr. Eyal Hulata
Former National Security Advisor;
International Fellow at FDD;
Special Consultant for the Project,
The Israel Democracy Institute

Daphna Aviram-Nitzan
Director of the Center for
Governance and the Economy,
The Israel Democracy Institute

Aviva Steinberger
Senior Director, Strategy,
Startup Nation Central



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