



GreenTech Challenge

Germany to Chile
Innovation for a More
Sustainable Tomorrow

2026



Partners:



Bayerische Repräsentanz für Südamerika
Argentinien, Chile, Kolumbien, Peru und Uruguay
Representación del Estado de Baviera para Sudamérica
Argentina, Chile, Colombia, Perú y Uruguay



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APPLICATION GUIDELINES GreenTech CHALLENGE 2026: Germany to Chile – Innovation for a More Sustainable Tomorrow

1. Context

Chile and Germany share ambitious commitments to climate neutrality, sustainable resource management, and the transition toward a circular and low-carbon economy. Chile has adopted major strategies and regulatory frameworks—including the Ley Marco de Cambio Climático, the National Circular Economy Roadmap, the Extended Producer Responsibility (EPR) Law, and updated water reuse regulation that are reshaping industrial practices across sectors such as mining, agriculture & food, energy, water management, and manufacturing.

At the same time, Germany is a global leader in environmental and climate technologies (“GreenTech”), including water treatment, circular economy systems, hydrogen applications, decentralized clean energy, waste management, sustainable materials, digitalization solutions, and advanced environmental monitoring. German companies and startups regularly drive innovation through strong R&D ecosystems, high engineering standards, and consistent climate policy frameworks.

Recognizing the strong alignment and opportunities between both countries, the “GreenTech Hub Chile” was established by AHK Chile, supported by the Exportinitiative Umweltschutz to accelerate knowledge exchange, innovation partnerships, pilot

projects, and business development in the fields of circular economy, water, green hydrogen, sustainable production, environmental technologies, and resource efficiency.

The “GreenTech Challenge 2026: Germany to Chile – Innovation for a More Sustainable Tomorrow” (hereinafter: “GreenTech Challenge”) is a special acceleration program organized by AHK Chile and the State of Bavaria Office for South America (hereinafter: “the organizers”). The program accompanies the GreenTech Hub by identifying high-potential German startups and SMEs capable of contributing innovative technologies and solutions to address Chilean environmental, circular, and climate-related challenges. The winners will be invited to Chile to explore market opportunities; connect with companies, research institutes, municipalities, public bodies and accelerators; and present their solutions at the GreenTech Innovation Summit. Through curated meetings, visits, and matchmaking, winners will gain deep market insights and exposure to potential partners and clients.

2. Objective

The objective of the GreenTech Challenge is to identify and support German startups and SMEs with validated and market-

ready innovations in the following (non-exhaustive) GreenTech fields:

- (i) Circular Economy & Recycling Technologies
- (ii) Water & Wastewater Technologies
- (iii) Green Hydrogen & Decentralized Clean Energy
- (iv) Resource Efficiency & Sustainable Manufacturing
- (v) Digital & Data Technologies for Sustainability
- (vi) Environmental Remediation & Climate Technologies

(vii) Sustainable Mining Solutions

- 2.1. Applicants should present solutions that contribute directly to reducing environmental impacts or enabling circular, resilient, sustainable production and resource use in Chile. Applicants come from Startups and SMEs based in Germany that meet the requirements described in points two and three of the application guidelines.
- 2.2 Three startups / SMEs will be selected by a Chilean-German jury according to technical maturity, applicability to the Chilean context, and potential for long-term collaboration.

3. Applicants

Eligible applicants are startups and SMEs based in Germany that meet the criteria described in Section 5.

3.1 Companies will be automatically excluded if:

- i. They have already won a previous edition of the GreenTech Challenge.
- ii. Their impact is generated exclusively through customized consulting services.
- iii. Their core business model is based on real estate development.

4. Application Schedule

The timeline of the selection process will be the following:

Stage	Date
1. Beginning of application phase	December 1 st 2025
2. Closing date for applications	March 15 th 2026
3. Communication and pre-selection	March 23 rd – 27 th 2026
4. Demo Day and announcement of winners	April 14 th 2026
5. Acceleration Program in Chile	August 23 rd – 28 th

- iv. They do not meet the eligibility requirements in Section 5.
- v. Their solution does not contribute to environmental protection, circular economy, climate mitigation, water management, or resource efficiency.

3.2 Companies meeting the criteria and submitting a complete application will be considered “applicants”.

3.3 The selection process consists of three stages: Application Phase, Pre-selection, Demo Day.

4.1 The updated schedule will be published on the AHK Chile website. The organizers reserve the right to modify dates or procedures. Changes will be communicated on the website and in updated guidelines.

5 Application requirements

Companies based in Applicants must meet all of the following criteria:

- 5.1 Investment or scaling capacity – Startups / SMEs must have secured at least a Series A investment round or demonstrate adequate resources for international expansion.
- 5.2 Validated technology or business model - A market-ready product, pilot results, or commercial activities should be in place.
- 5.3 Relevant technical capabilities - Applicants must be able to work with Chilean industry partners and adapt solutions to local conditions.
- 5.4 Environmental focus - The solution must directly contribute to at least one area of the GreenTech Hub: circular economy, water, hydrogen applications, resource efficiency, sustainable production, or climate technologies.
- 5.5 Application form - Applicants must complete the online form: [GreenTech Challenge 2026](#)
- 5.6 English communication - Applications and pitches must be submitted and presented in English
- 5.7 Commitment to program participation - Applicants must attend all mandatory meetings, interviews, workshops, and if selected, the full acceleration program in Chile.
- 5.8 Documentation - Pre-selected applicants may be asked to submit additional documents.
- 5.9 In the case of being selected as the winner(s), applicants shall participate in the corresponding mentoring and briefing session prior to the trip to Chile. Furthermore, the winner(s) will have to attend to all meetings, planned by the organizers in Chile.

6 Selection Process

The selection of the companies will be divided into three stages. The results of each stage will be communicated to the applicant's e-mail address indicated in the application form.

- 6.1 The selection stages will be the following:

First stage: "Application Phase"

7 Acceleration Program

The winners of Demo Day will be part of the acceleration program "GreenTech Challenge", that considers compulsory activities to take place on the following dates*:

Applicants shall fill out the [application form](#) available before the deadlines indicated in point 4 of these guidelines.

Second stage: "Pre-selection"

The selection committee evaluates applications based on relevance, innovation, scalability, and alignment with Chilean environmental priorities.

The selection committee will select a group of companies who will continue to the next stage, called "Demo Day". The results of this stage will be communicated to the applicant's e-mail address indicated on the application form on the dates indicated in point 4 of these guidelines. Applicants are responsible for reviewing this information.

Applicants are obliged to provide further information concerning their application during meetings with selection committee.

Applicants who have been pre-selected shall virtually attend personalized interviews with the selection committee to inform further details and clarify questions. The information discussed during the meetings will be kept confidential, as stated in point 11 of these application guidelines.

The details on the selection process and reasons for acceptance or rejection of an application are exclusively reserved to the selection committee and there is no obligation to communicate these to the applicants, nor to provide any feedback on the application.

Third stage: "Demo Day"

If requested by the organizers, these meetings are mandatory for the applicants who have been pre-selected. The dates will be communicated in due time and the personalized interviews as well as the pitch workshop will be held via videoconference.

On Demo Day all selected companies are to pitch in English to a Chilean-German expert jury that will be announced in due course, according to the dates indicated in point 4 of these guidelines. In addition, the company shall submit their pitch deck three days before the scheduled date of the Demo Day.

On Demo Day, the jury will select the winning companies that will participate in the acceleration program "GreenTech Challenge". The reasons for a rejection are exclusively reserved to the organizers who are under no obligation to give feedback to the applicants.

Activities	Dates*
1. Trip to Chile	August 23 rd 2026
2. Acceleration program: meetings, visits, workshops and pitch sessions	August 24 th – 28 th 2026
3. Return to Germany	August 28 th / 29 th

(*) All dates will be confirmed during 2026 and are subject to modification.

8 Program Benefits

The selected companies will receive the following benefits:

- Return ticket from Germany to Santiago de Chile (1 ticket for each company in Economy Class)
- Accommodation in a 3-star hotel during the acceleration program period for 1 person of each startup / SMEs
- Access to a contact network to foster business opportunities in Chile
- Access to potential partners and clients
- Access to mentoring sessions and workshops

9 Acceptance of these Application Guidelines

- 9.1 The organizers may freely update or unilaterally modify these guidelines at any time and will publish the new version on the website.
- 9.2 The organizers reserve the right to cancel, modify or proceed to suspending the application process or to reject all of the applications received during any of the selection stages they deem appropriate.
- 9.3 Sending in the application will be considered as the irrevocable acceptance of the present application guidelines.
- 9.4 The data provided by the applicant shall be correct, true and complete and the applicant shall assume all responsibility for the lack of veracity or accuracy thereof. In the event the data provided by the applicant is false, inaccurate or misleading, the organizers will be empowered, without prejudice to other legal measures at their disposal, to withdraw, deny or suspend the rights granted to the applicant by virtue of these guidelines.

- 9.5 The applicant accepts that the organizers have final authority regarding the application itself and during the application and selection process.

10 Trademarks

The applicant authorizes the organizers to use their name and image in the publicity material related to this application and/or the dissemination activities of the "GreenTech Challenge" that they deem appropriate. Likewise, the applicant may publicize their participation in the acceleration program including the organizers' logos and the following sentence:

"GreenTech Challenge 2026 is a special acceleration program organized by AHK Chile and the State of Bavaria Office for South America within the framework of the GreenTech Hub Chile."

Confidentiality

- 10.1 The organizers declare that all technical and/or commercial information that is exchanged on the occasion of this program will be confidential for each of the selection process stages. If necessary, an NDA (Non-Disclosure Agreement) will be signed to protect the information the applicant considers sensitive.

- 10.2 The requested application data is mandatory as it is considered essential for the development of the application process.

11 Inquiries

Any inquiry regarding the call can be made by e-mail addressed to yweiss@ahkchile.cl and/or ubrendecke@bayern-chile.cl

12 Legal

For all legal purposes related to the GreenTech Challenge, the venue is Santiago de Chile. The applicable legislation is Chilean law.

All applicants and selected companies must comply with Chilean data protection legislation during the program.