GREEN CLIMATE FUND

GCF REGIONAL DIALOGUE
with EASTERN EUROPE AND CENTRAL ASIA

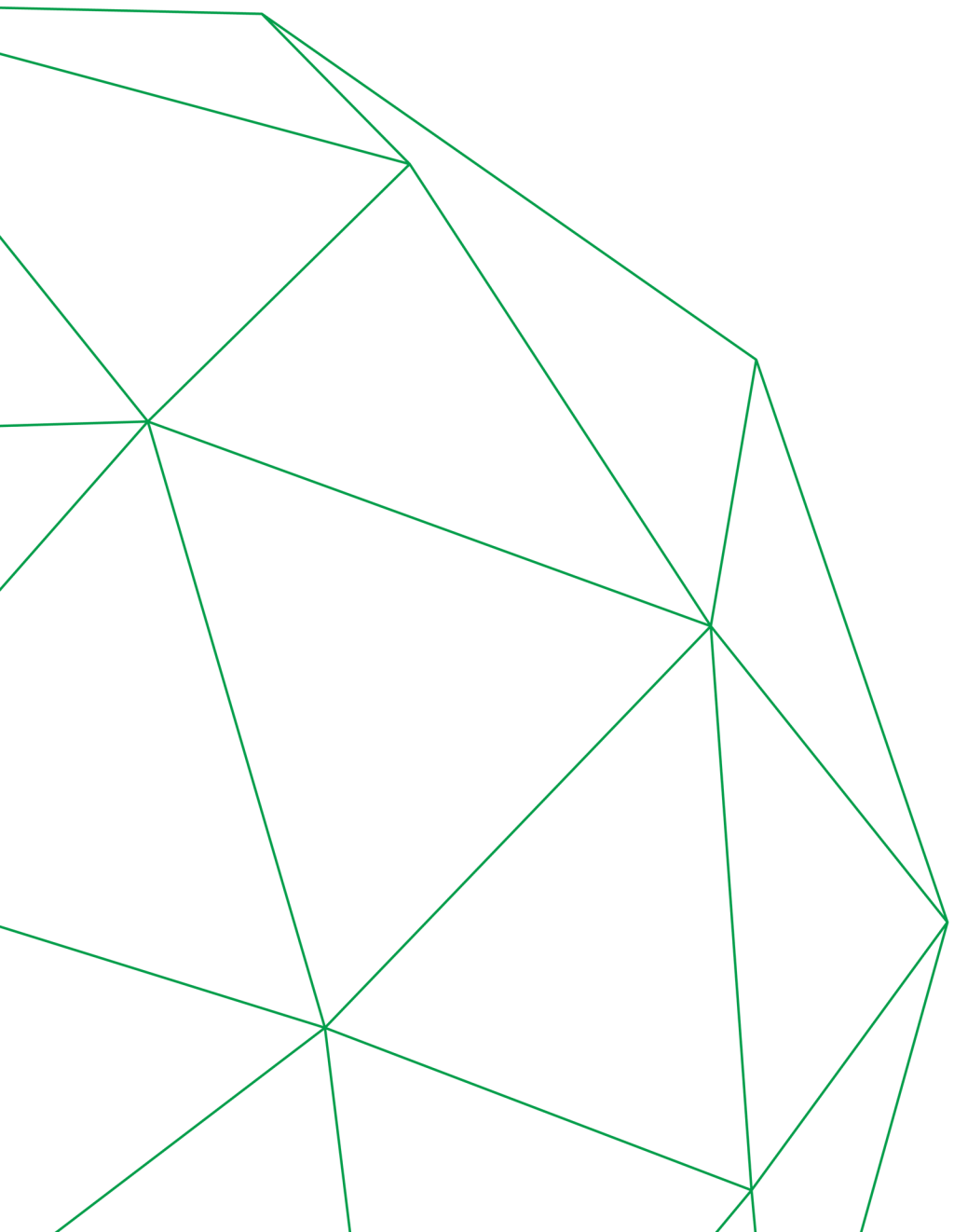
# Preparing successful Concept Note & Funding Proposal

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6–8 October 2026

# Objectives

| | |
|---|---|
| 1 | Clarify the CN/FP's role across the full investment cycle |
| 2 | Frame the Concept Note as a Climate Game Plan built on core Investment Logic |
| 3 | Frame the Funding Proposal as a Climate Playbook built on key Building Blocks |



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# Recap

# What do we look for?

## MITIGATION
LOW-EMISSION DEVELOPMENT



**Energy generation & Access**
Renewables • grids • storage



**Low-emission transport**
Transit • mobility • logistics



**Buildings, cities & industry**
Efficiency • Cooling • Green production



**Forestry & land use**
Forestry • Agriculture • REDD+

## ADAPTATION
CLIMATE-RESILIENT DEVELOPMENT



**Health, food & water security**
Food systems • water • health



**Livelihoods and communities**
Climate services • local resilience



**Infrastructure & built in environments**
Urban • Coastal • Flood resilience



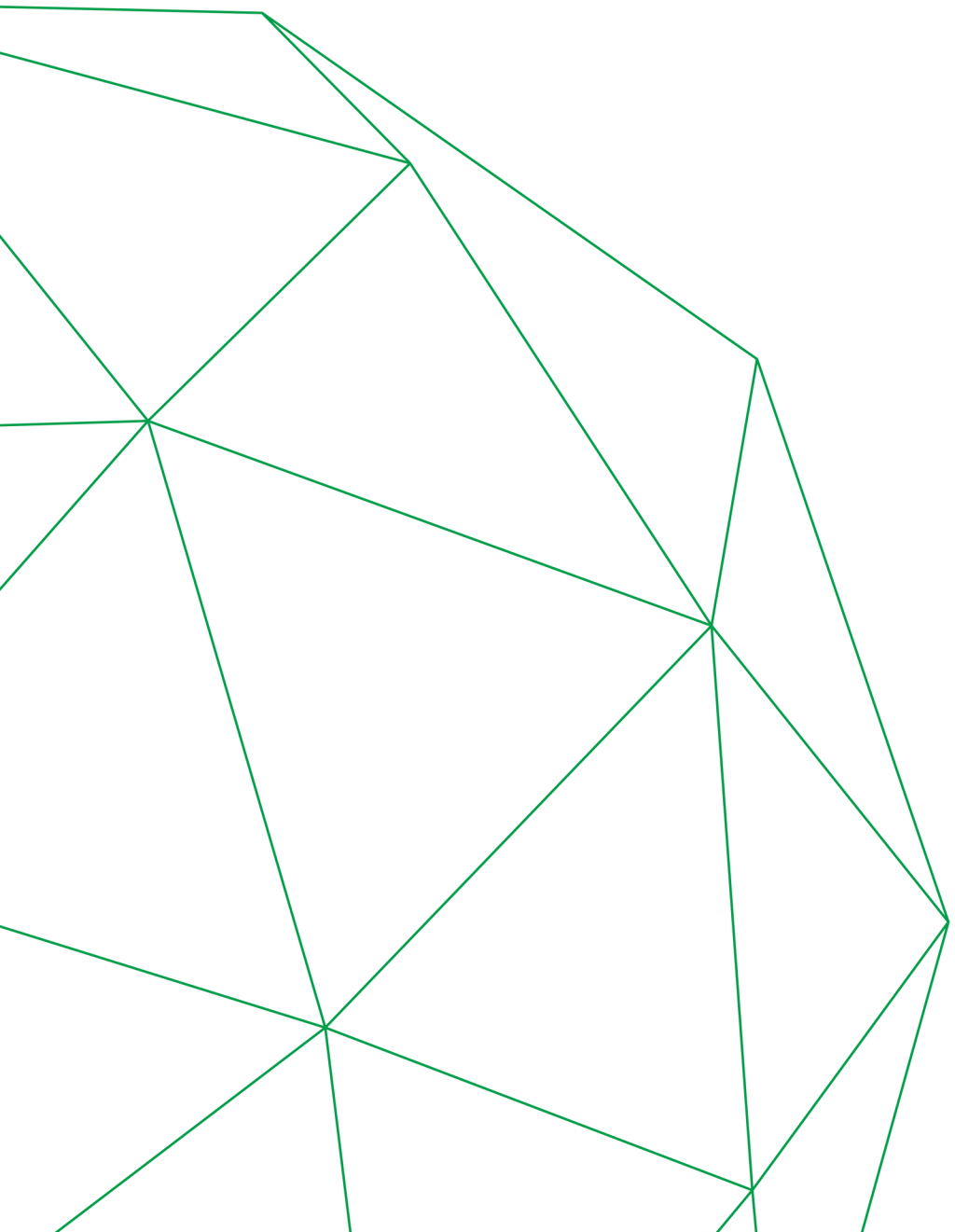
**Ecosystem & ecosystem services**
Nature-based solutions • restoration

**Delivered through public, private, public-private structures**
**Climate impact of investment is key, based on scientific evidence**

# Six criteria shape every GCF investment decision



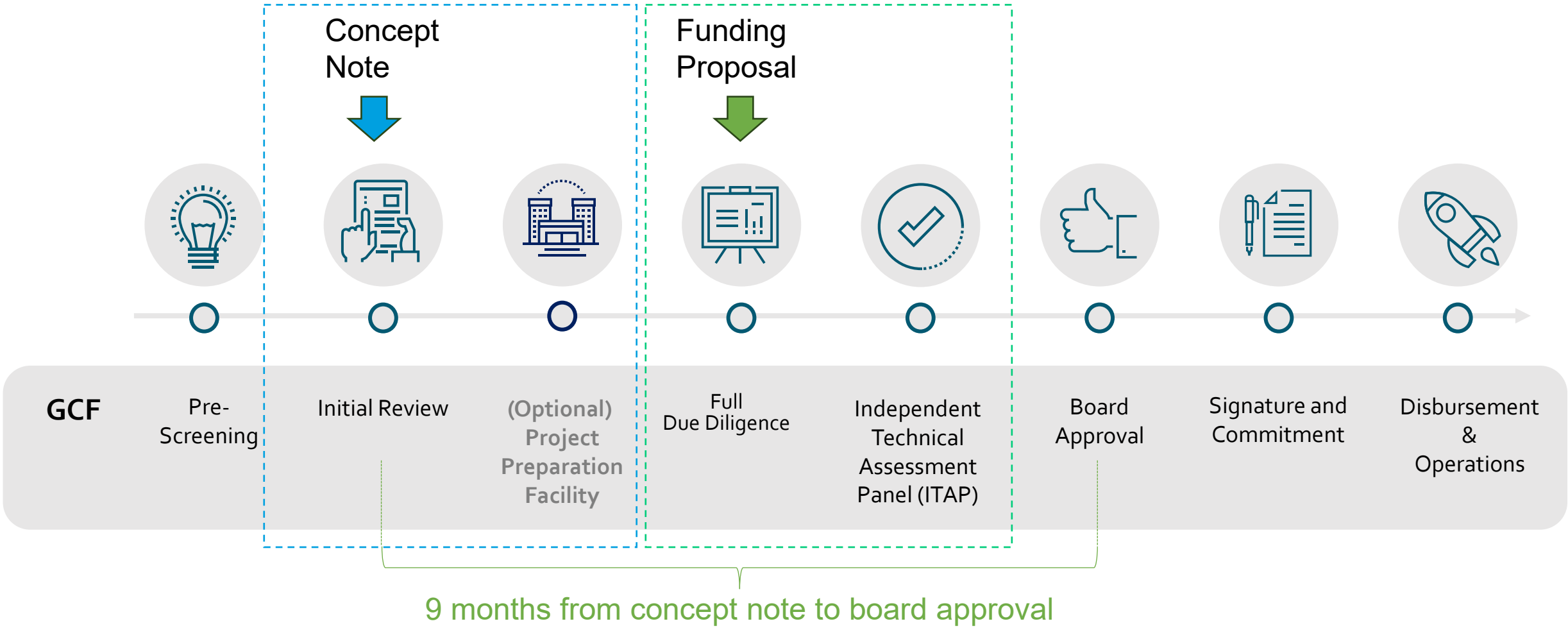
| | | | |
|---|---|---|---|
| 1 | Impact potential | Expected climate results at scale | The extent to which the activity is expected to achieve significant and lasting mitigation and/or adaptation results, in line with a low-emission and climate-resilient development pathway. |
| 2 | Paradigm shift potential | Catalyse transformative change | The degree to which the activity can shift markets, systems or behaviours beyond incremental changes, with the potential for long-term, scaled impact. |
| 3 | Sustainable development potential | Generate broader development benefits | The potential to contribute to sustainable development, including social, economic and environmental co-benefits, and to the 2030 Agenda for Sustainable Development. |
| 4 | Needs of the recipient | Respond to vulnerable countries' needs | The extent to which the activity addresses the specific needs and circumstances of developing countries, particularly those most vulnerable to climate change. |
| 5 | Country ownership | Aligned with national priorities | The degree of country ownership, as reflected in national strategies, plans and institutional commitment, including the involvement of National Designated Authorities (NDAs). |
| 6 | Efficiency and effectiveness | Deliver results in a cost effective way | The extent to which the activity is efficiently designed and implemented, with a clear, realistic and measurable results framework. |



01

# Clarify the CN/FP’s role across the full GCF investment cycle

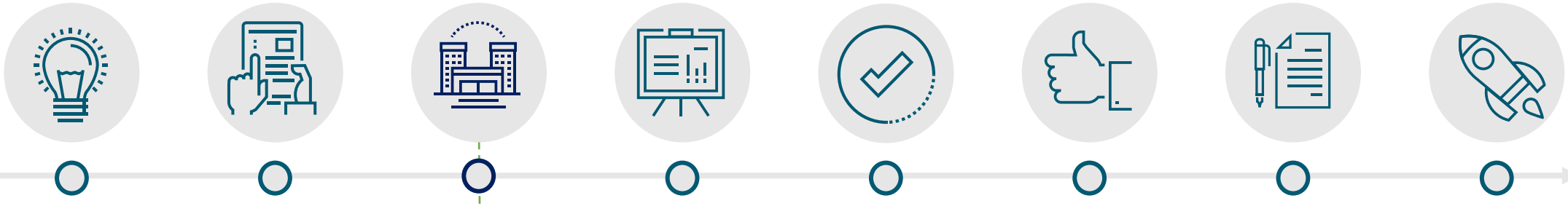
# GCF's Investment Process



# Role of the CN

**Investment Thesis:** the case for why this project, why GCF, why now.

**Foundation of the FP:** the core logic the Funding Proposal is later built on



| GCF | Pre-Screening | Initial Review | (Optional) Project Preparation Facility | Full Due Diligence | Independent Technical Assessment Panel (ITAP) | Board Approval | Signature and Commitment | Disbursement & Operations |
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# Role of the FP

**An iterative tool** that turns ideas into GCF-compliant, actionable proposals

**Implementation Guidebook:** terms, objectives, guidelines and evaluation benchmarks and procedures



| GCF | Pre-Screening | Initial Review | (Optional) Project Preparation Facility | Full Due Diligence | Independent Technical Assessment Panel (ITAP) | Board Approval | Signature and Commitment | Disbursement & Operations |
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02

# Frame the Concept Note as a Climate Game Plan built on core Investment Logic

# What a Game Plan Must Answer



## Climate Case

What climate problem are we solving, and why must GCF be the one to address it?



## Solution & Rationale

What will we do, and why will it work? Who will receive the benefit? How will it last after the project? A sketch-level theory of change.



## Investment Logic

How big, financed how, and what role does GCF capital play at what indicative level of concession? (Additionality)



## Feasibility & Fit

Is there country ownership, delivery capacity, and a credible path into a full FP?

# Concept Note Structure

A. Basic Proposal Data

B. Proposal Executive Summary

C1. Climate Change Context

C2. Proposed Project and its Impact

D. Indicative Financing Information (Sources & Uses, Terms, Structure)

C5. Exit Strategy and Sustainability of Impacts

D4. Justification of GCF Funding Request

C4. Indicative safeguards profile

C3. Country Ownership and Stakeholder Engagement

E. Accredited Entity / Executing Entity Information

F. Key Risks / Mitigation Measures

# Common Stumbling Blocks

1. **Climate barrier left undefined**
   The problem is framed as a shortage of financing, without naming the root cause — technology risk, credit risk, ticket size, or capacity gap. Most common, most fatal.

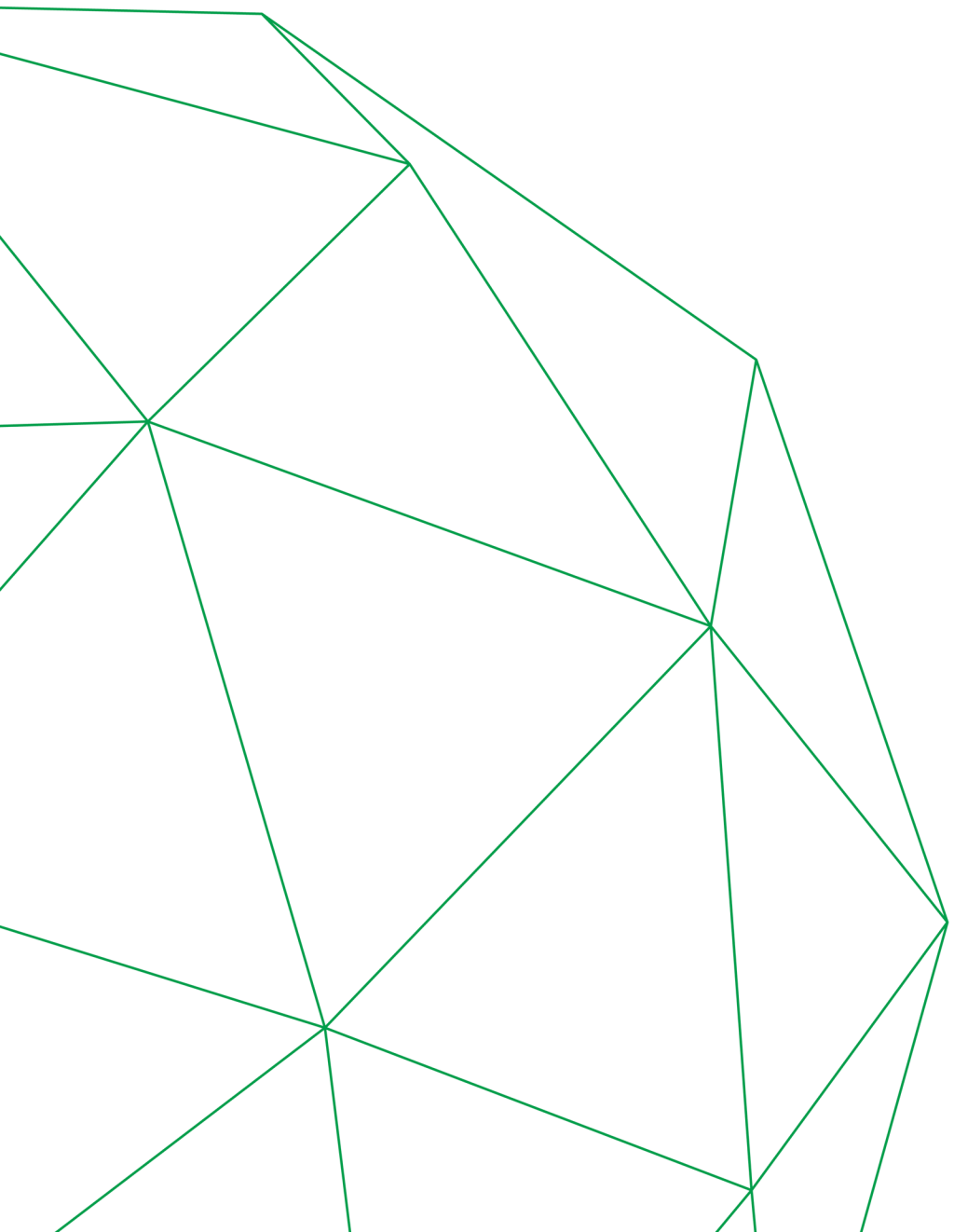
2. **Beneficiaries not identified**
   Or the benefit accrues to capital holders rather than the vulnerable populations GCF exists to serve.

3. **Reinventing the wheel**
   An intervention so novel it falls outside what the AE, EE, or implementing partner can actually deliver under its scope of work.

4. **A one-off subsidy, not a paradigm shift**
   Support that stops the day GCF leaves — individual property purchases and the like. If there is no paradigm shift potential, the financing structure needs renegotiating.

5. **Still an idea, not yet a plan**
   No pipeline, no eligibility criteria, no identified target investments — the core information of the intervention is missing.
   (Disclaimer: some information can be deferred and further refined at Project Preparation Facility support after the Concept Note is approved)

**Don’t be fooled by the word “Concept” — the CN is already the game plan.**

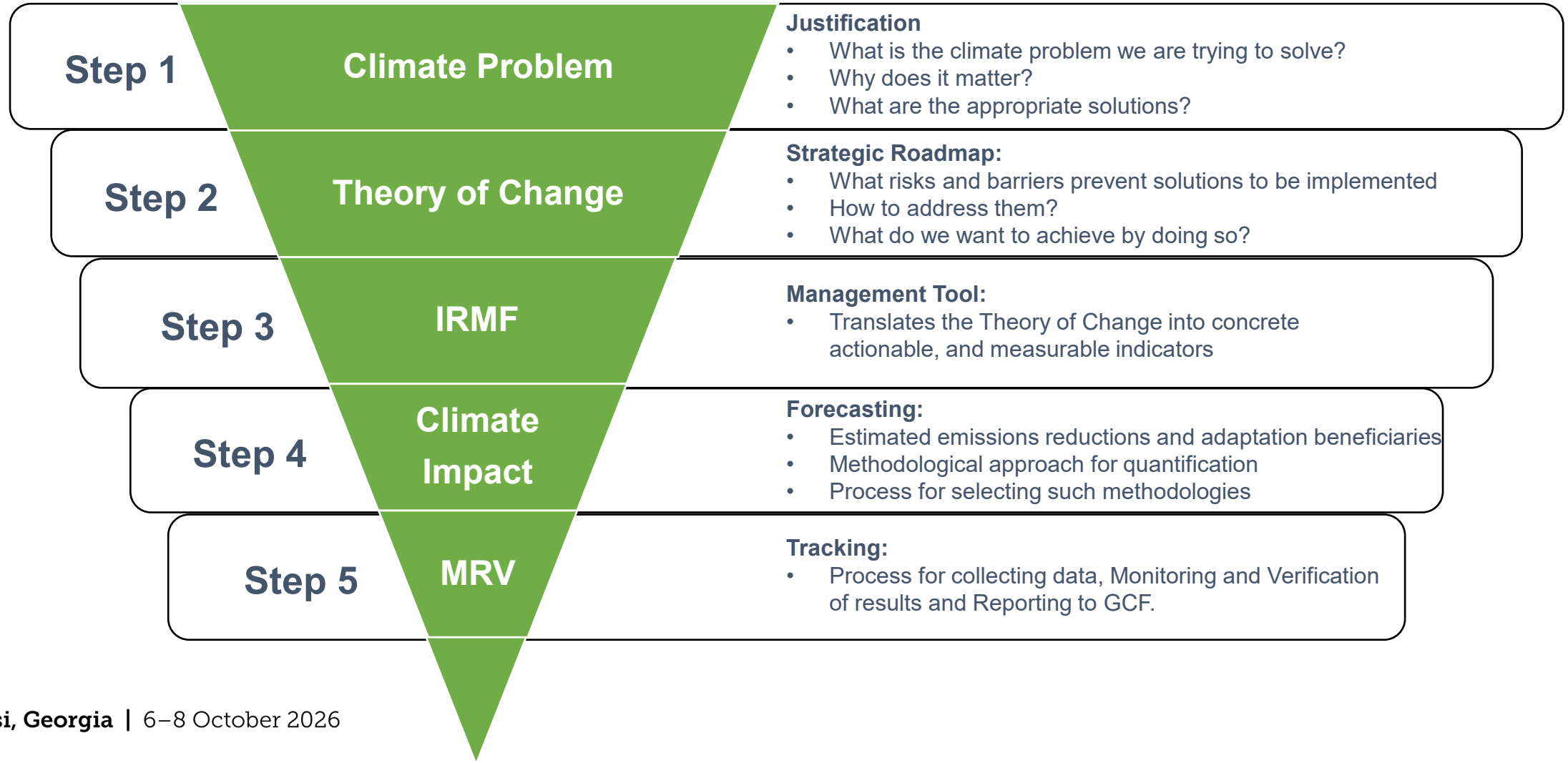


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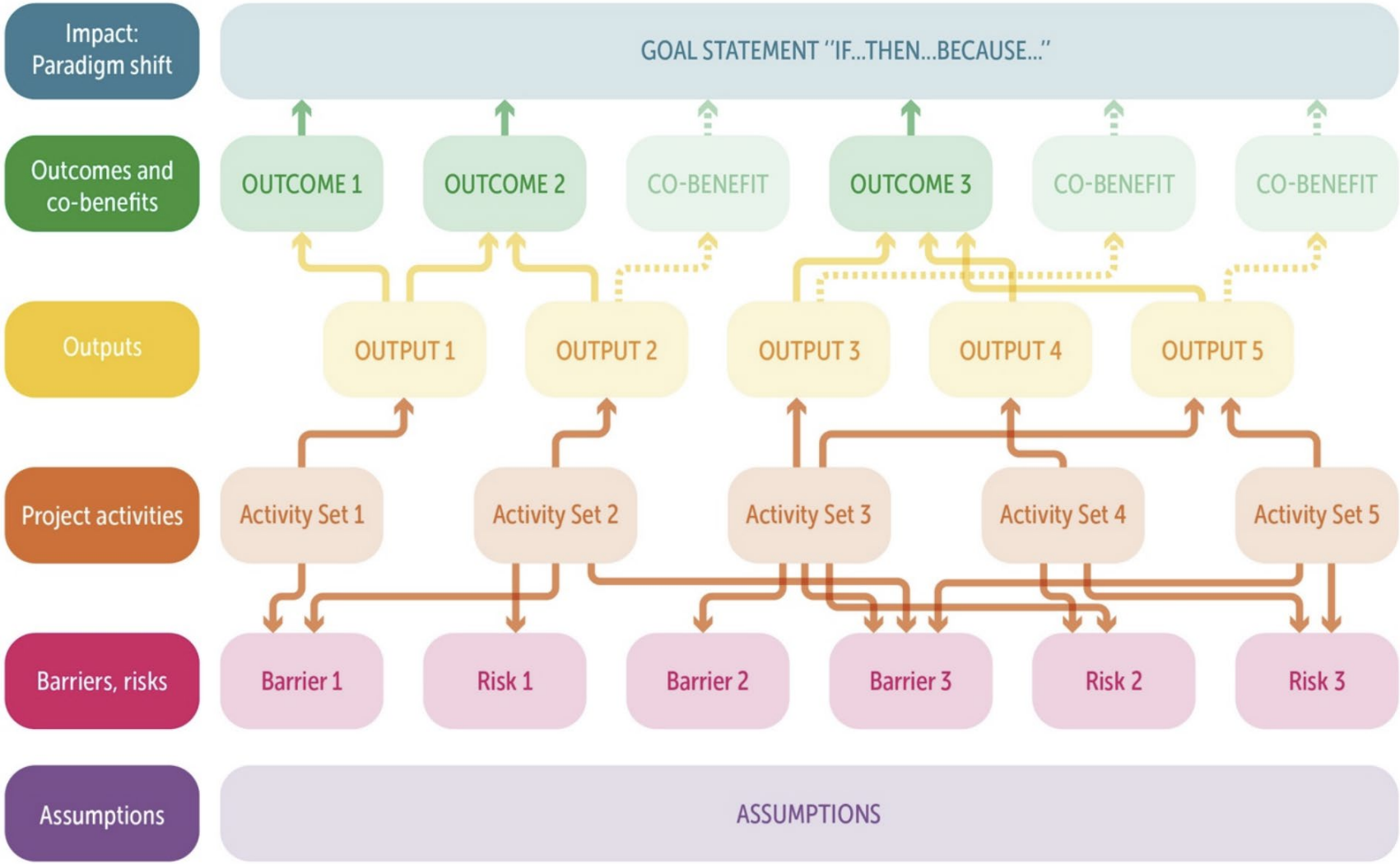
03

# Frame the Funding Proposal as a Climate Playbook built on key Building Blocks

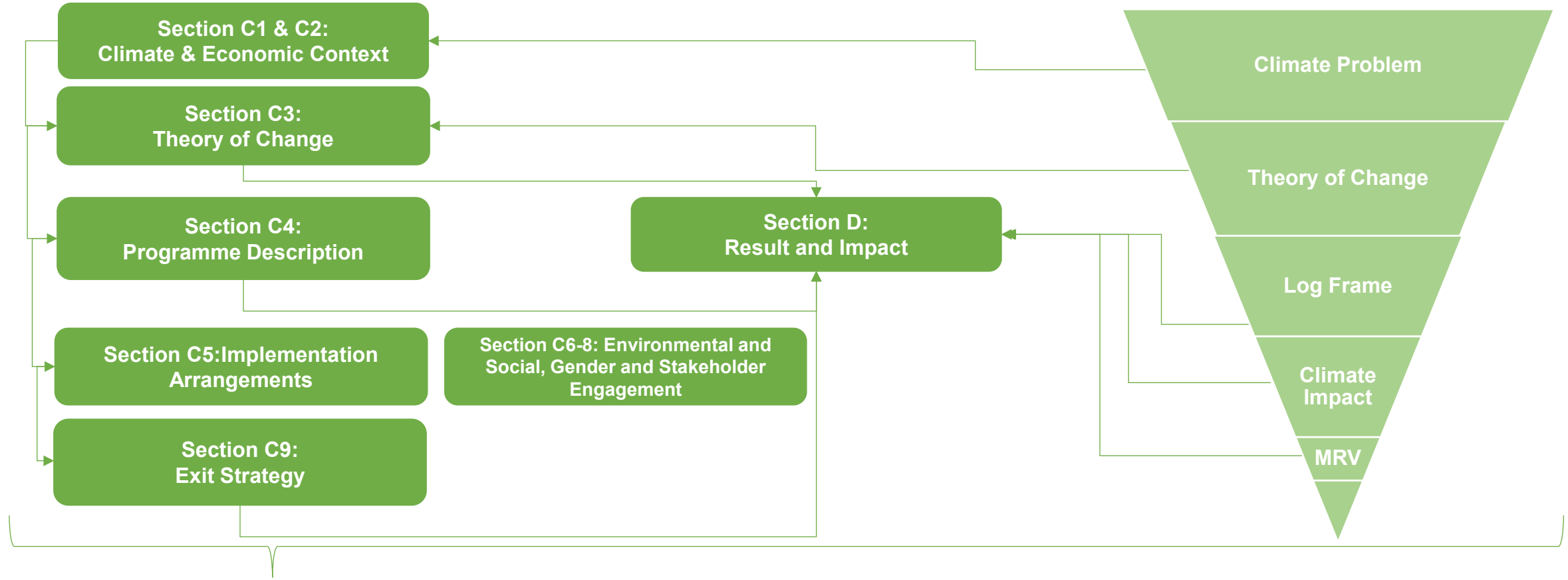
# GCF's Climate Playbook



# Section C3 Theory of Change



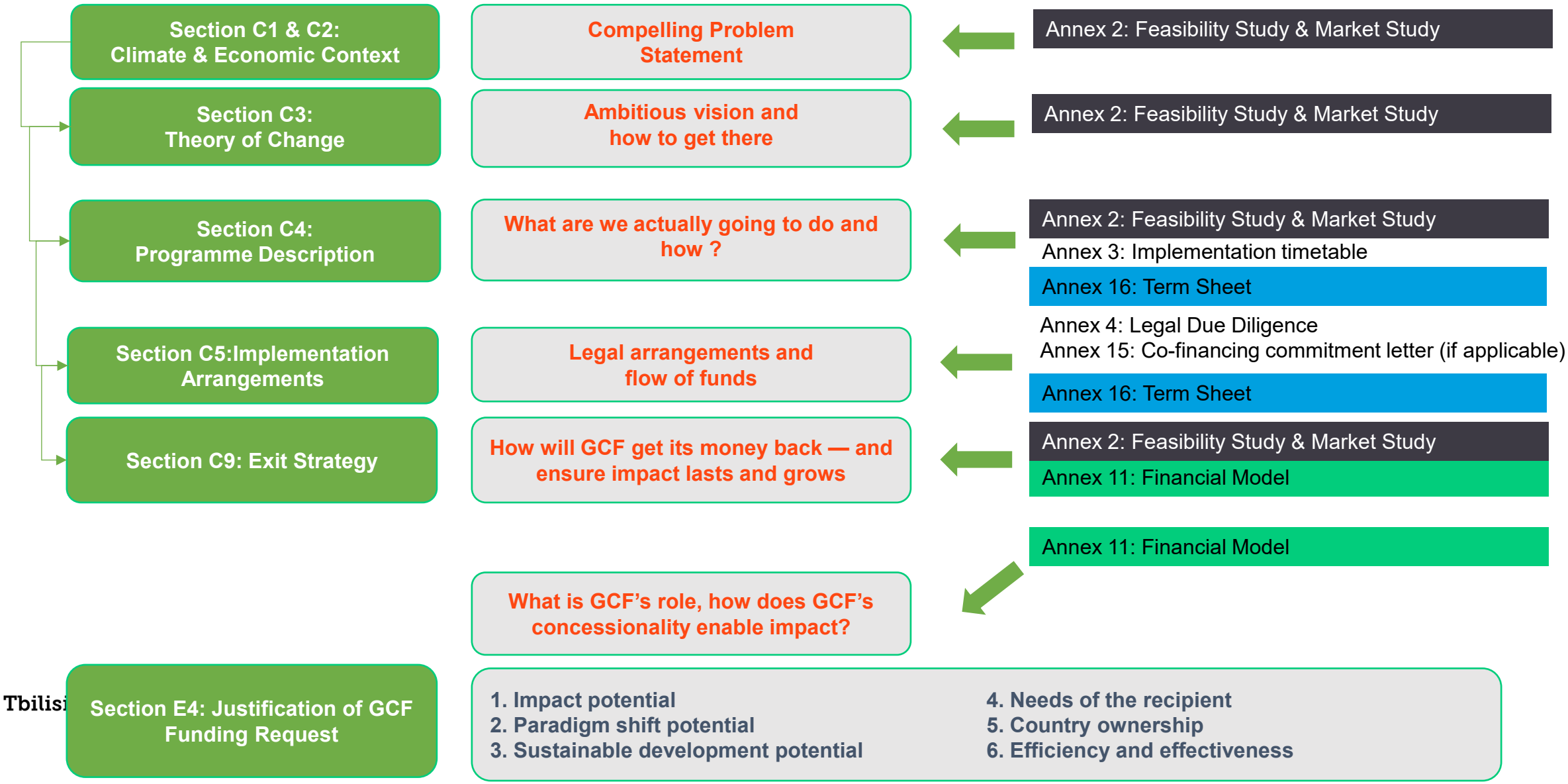
# GCF's Climate Playbook



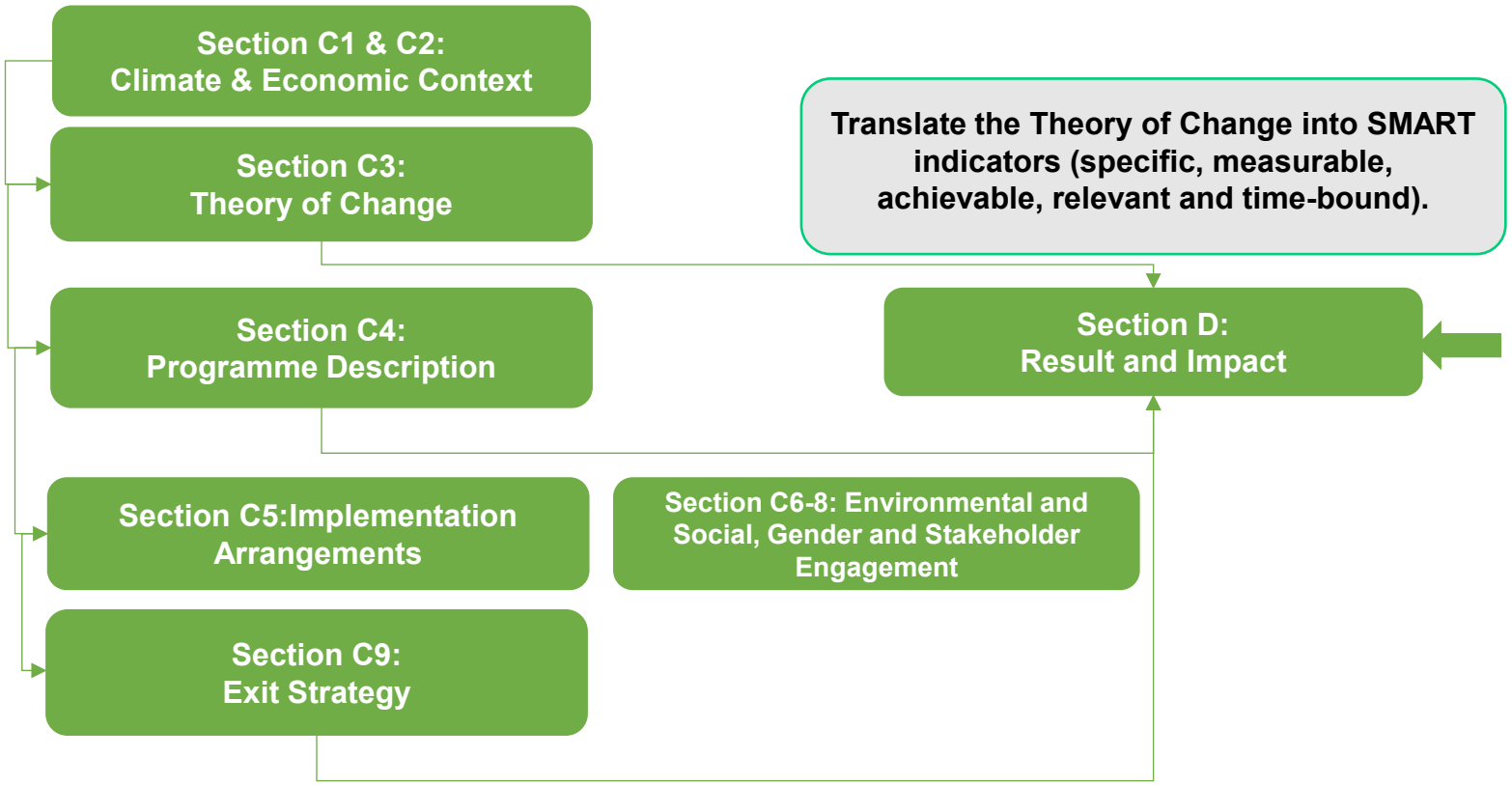

Section E4: Justification of GCF Funding Request

1. Impact potential
2. Paradigm shift potential
3. Sustainable development potential
4. Needs of the recipient
5. Country ownership
6. Efficiency and effectiveness

# Section C: Project Information



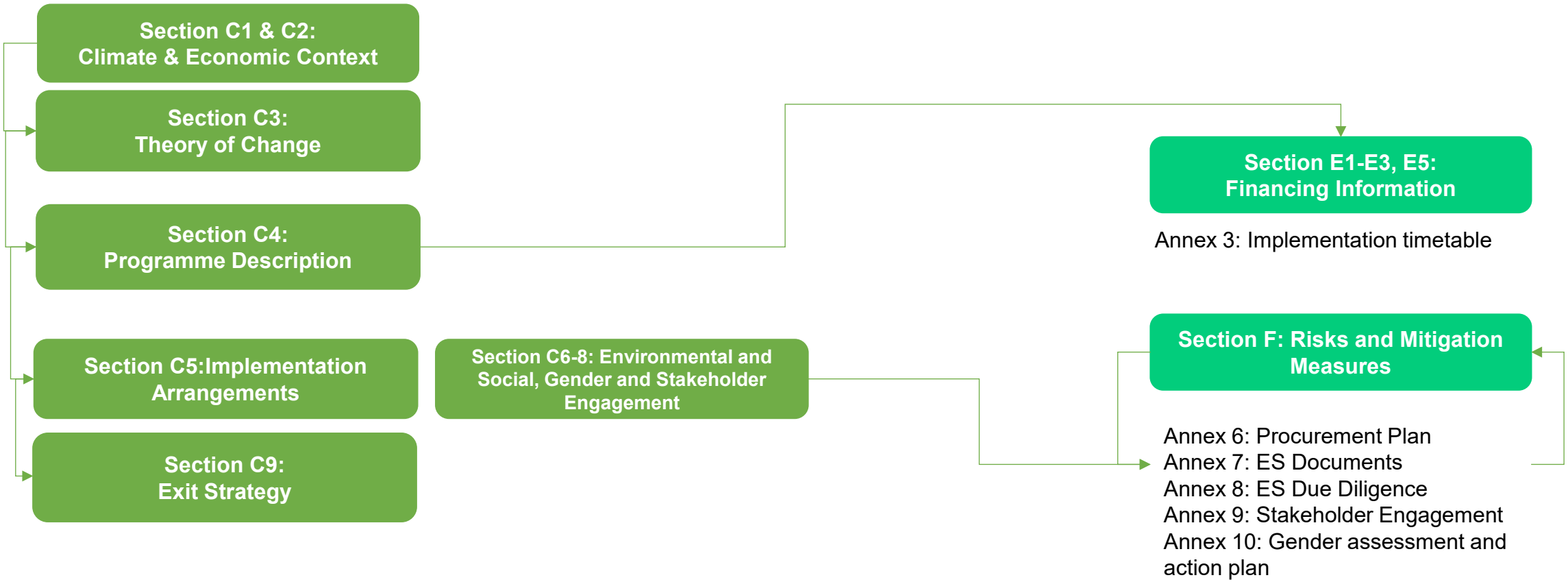
# Section D: Result and Impact




Annex 11: Financial Model

Annex 12: Monitoring and Evaluation Plan
Annex 13: Impact Forecast (Assessment of GHG emission reductions and climate adaptation results and their monitoring and reporting)

# Section E and F



# Where Funding Proposal Loses Time

1. **The logic and the numbers disagree**
   The story in the text promises one result; the targets and the model show another. Reviewers check this first, and it sends the document straight back.

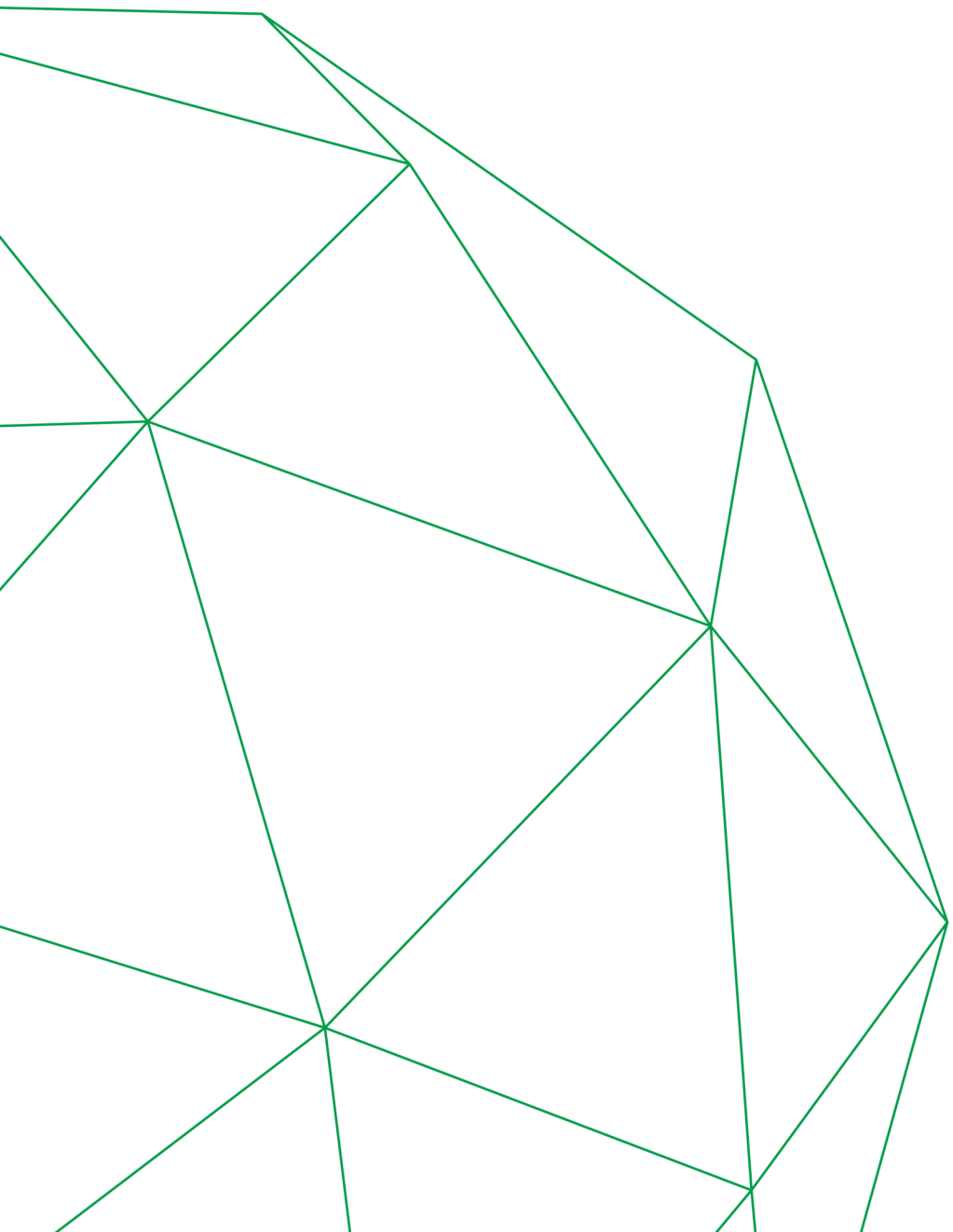
2. **Targets too vague to measure**
   “Improve access” or “strengthen capacity” with no number, no date, no method. Every promise needs something countable behind it.

3. **A model nobody can follow**
   Clever spreadsheets lose to clear ones. If a reader cannot trace an assumption to a result in twenty minutes, the review stalls.

4. **Safeguards bolted on at the end**
   Environmental, social and gender work started late is the single biggest cause of delay. Begin it the same week you begin writing.

5. **Writing alone, too late**
   Teams disappear for months, then submit a finished document. Early conversations with your country contact and with us prevent most of the rework. (Preparation support is available to help build the evidence base — you are not expected to fund this yourself.)

**The full proposal is long, but it is built in rounds — start with the logic, not the annexes.**



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# Thank you