GREEN CLIMATE FUND

GCF REGIONAL DIALOGUE
with EASTERN EUROPE AND CENTRAL ASIA

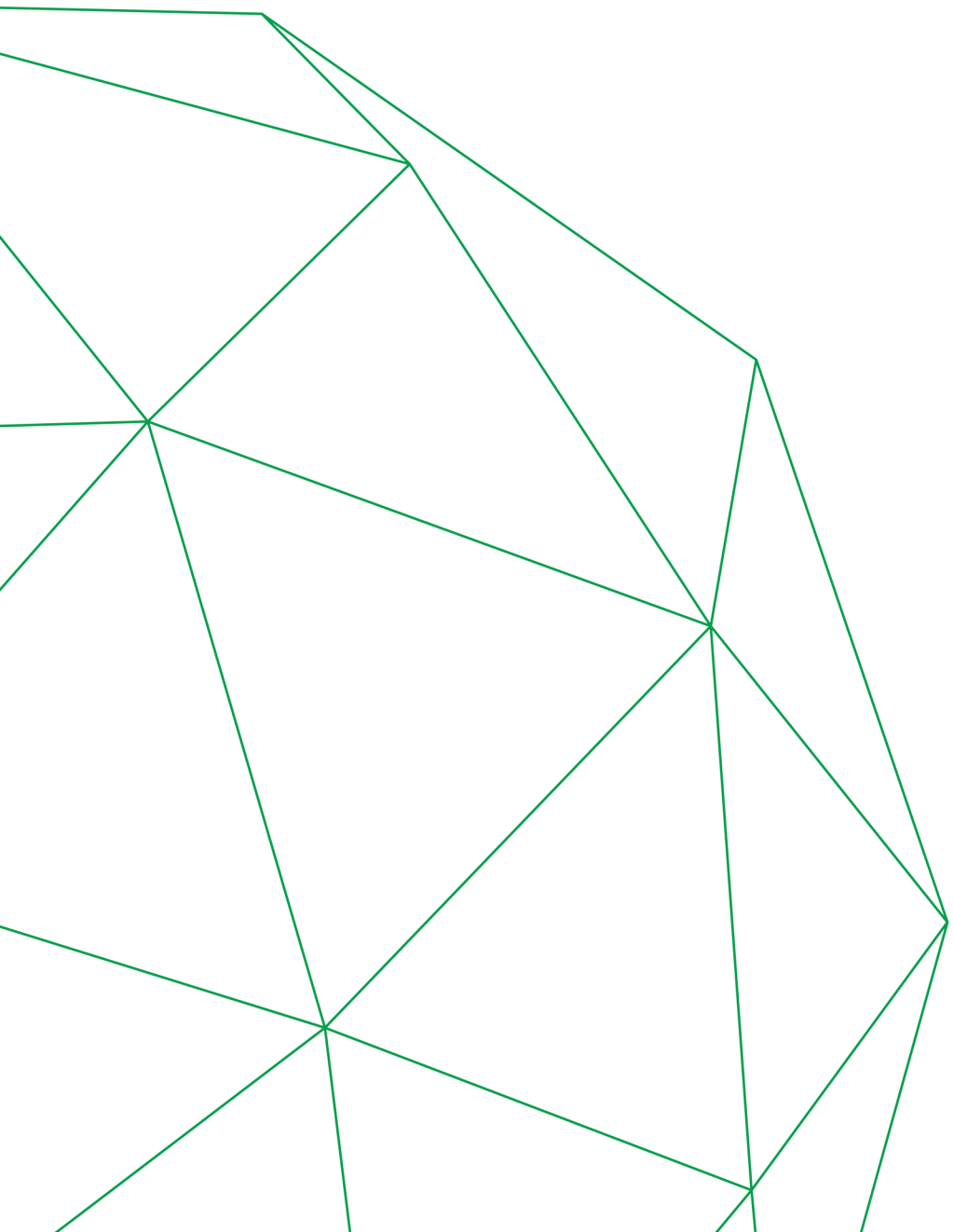
Preparing successful Concept Note & Funding Proposal

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Tbilisi, Georgia
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



00

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



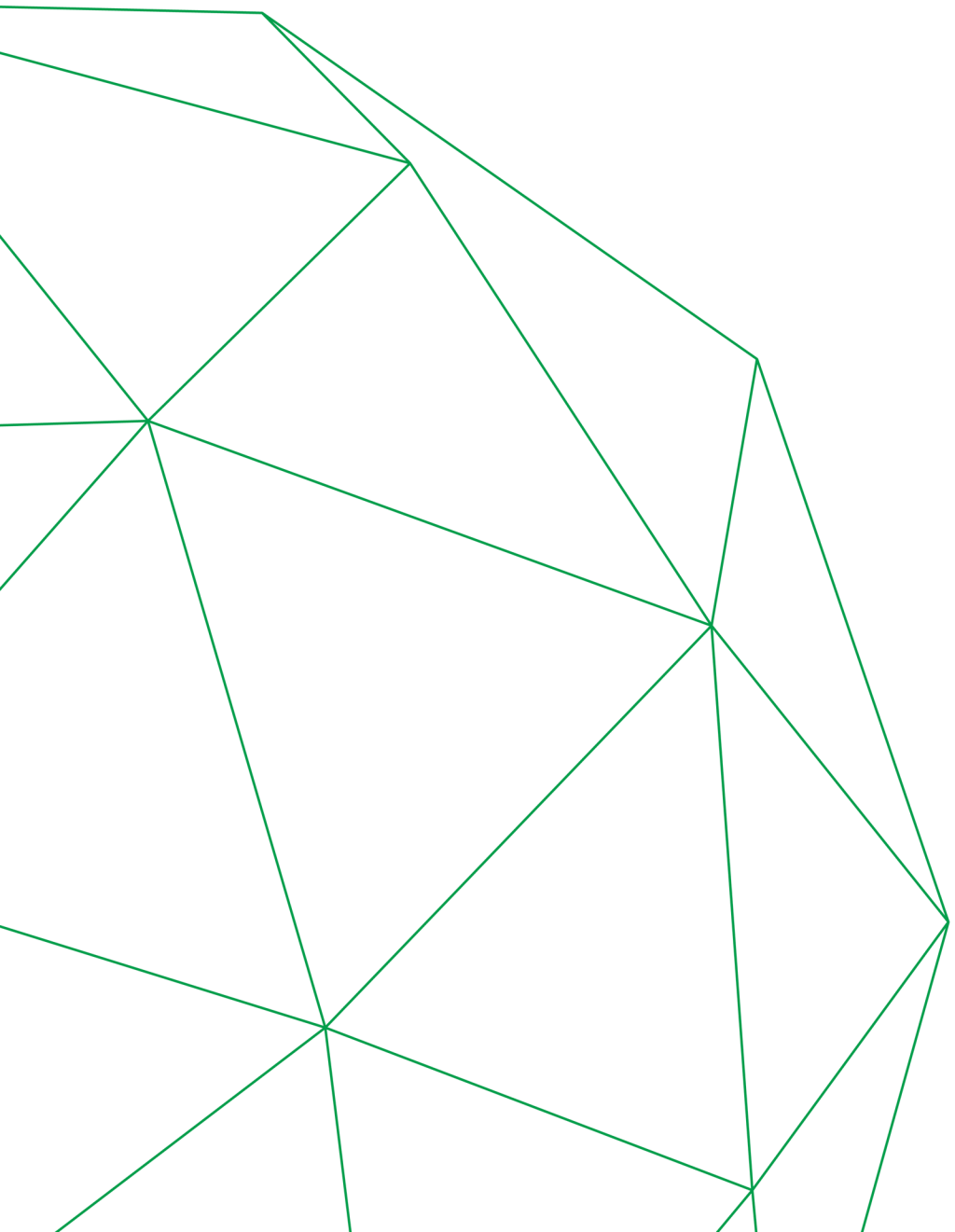
Ecosystem & ecosystem services
Nature-based solutions • restoration

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

Six criteria shape every GCF investment decision



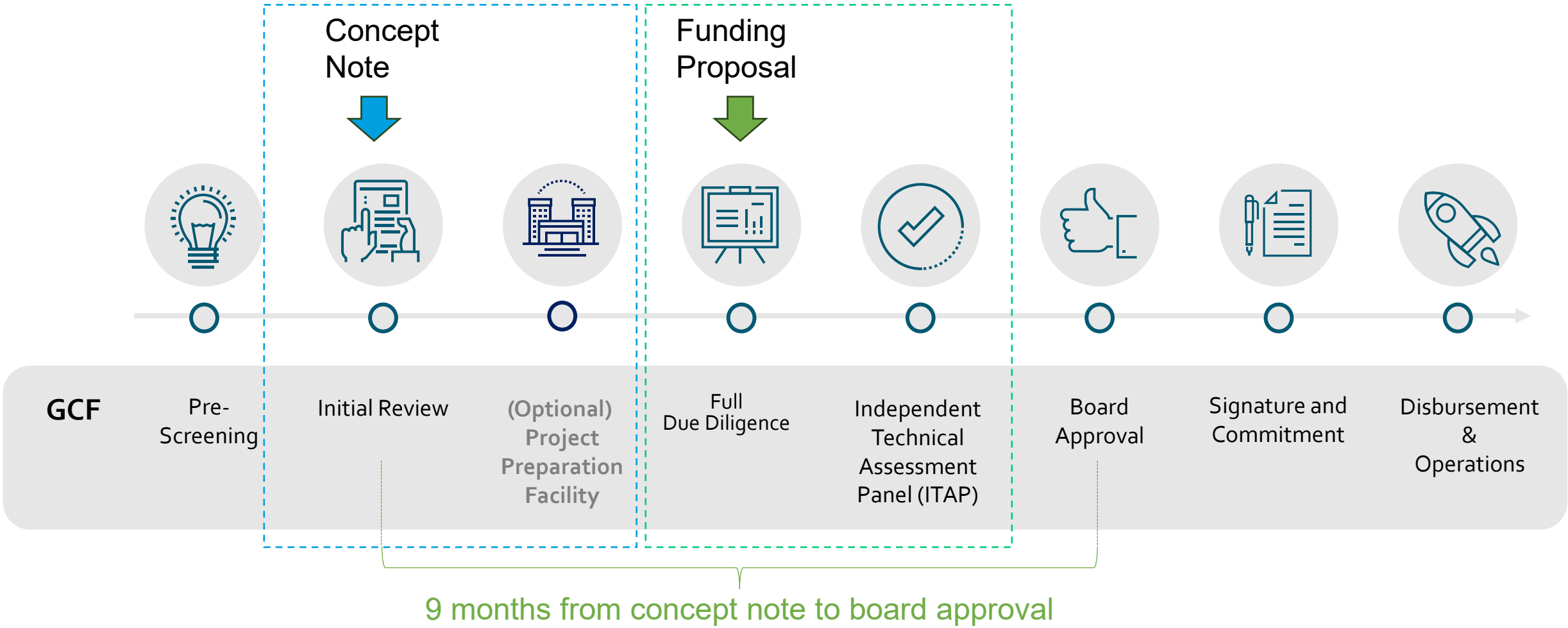
1	Impact potential	Expected climate results at scale	The extent to which the activity is expected to achieve significant and lasting mitigation and/or adaptation results, in line with a low-emission and climate-resilient development pathway.
2	Paradigm shift potential	Catalyse transformative change	The 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

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

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

How Much is Enough in CN

Must Include	No need to include (defer to FP)	Dependent on complexity
• Clear climate barrier and coherent intervention • Clarification of beneficiaries • Visible exit plan • Evidence of GCF additionality	• Implementation plan • Performance indicators • Final terms and pricing • ES, IP and gender documents	• Pre-feasibility study • Simplified financial model • ES risk screening

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.

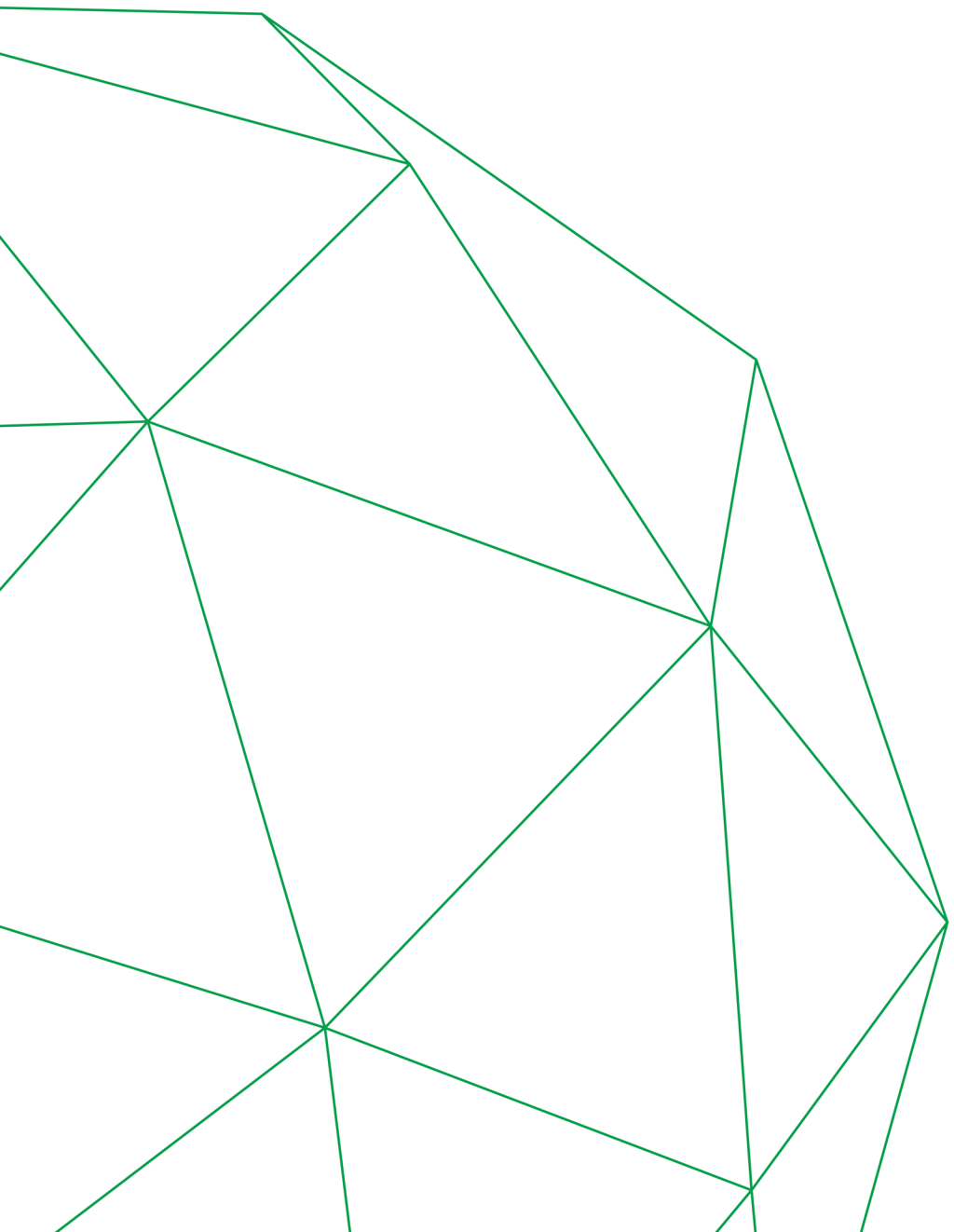
2. **Beneficiaries not identified**
   Or the benefit accrues to capital holders rather than the vulnerable populations GCF exists to serve.

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.

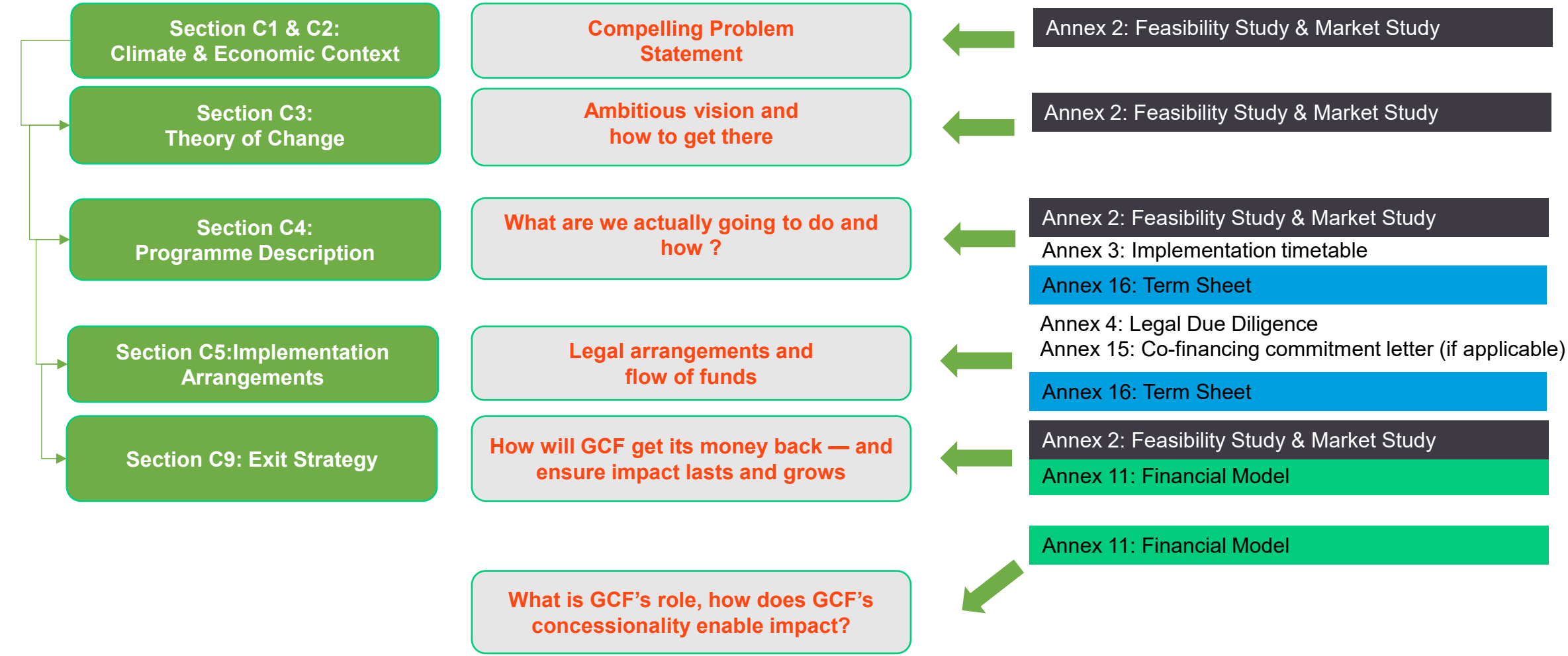


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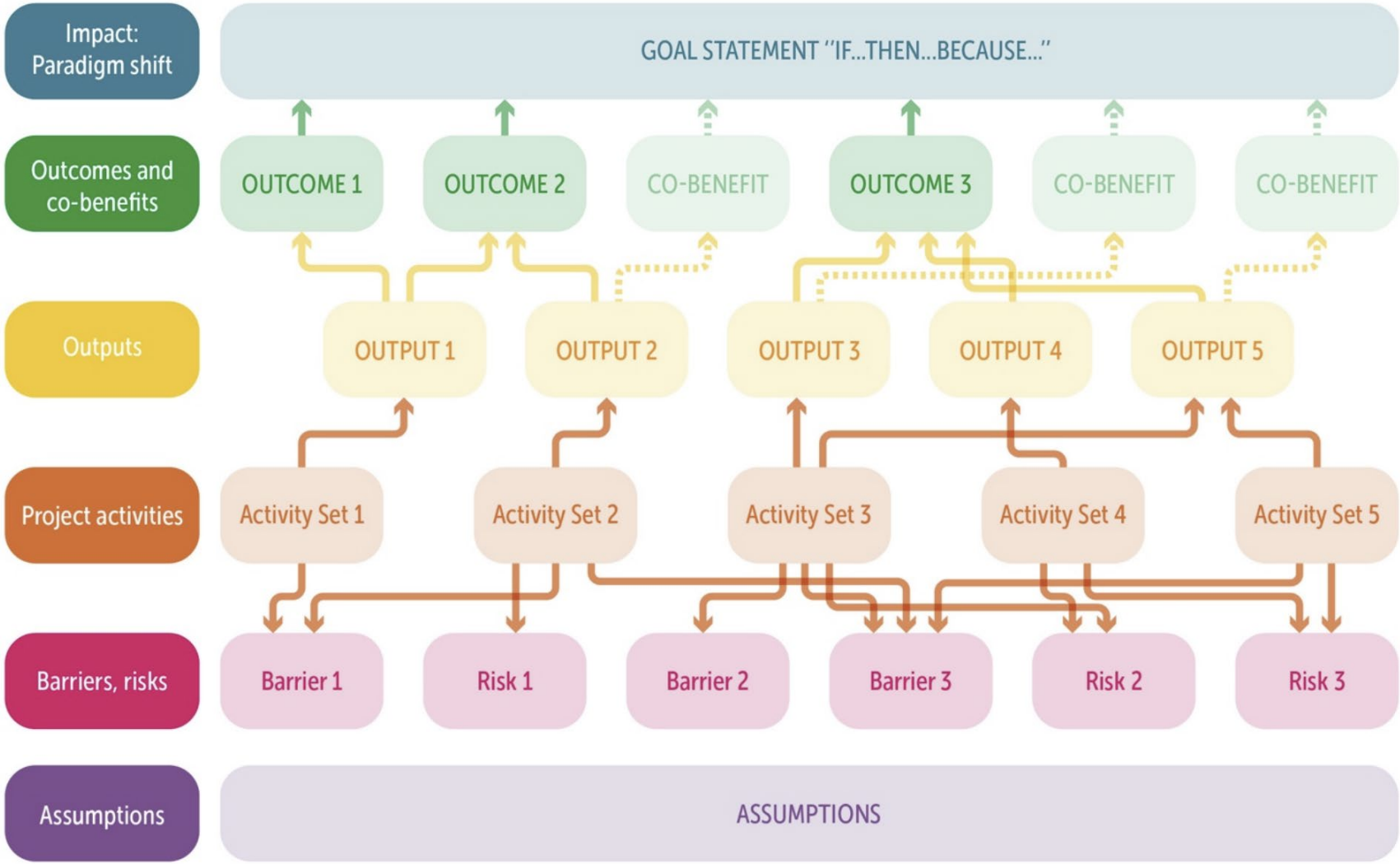
Frame the Funding Proposal as a Climate Playbook built on key Building Blocks

Section C: Project Information

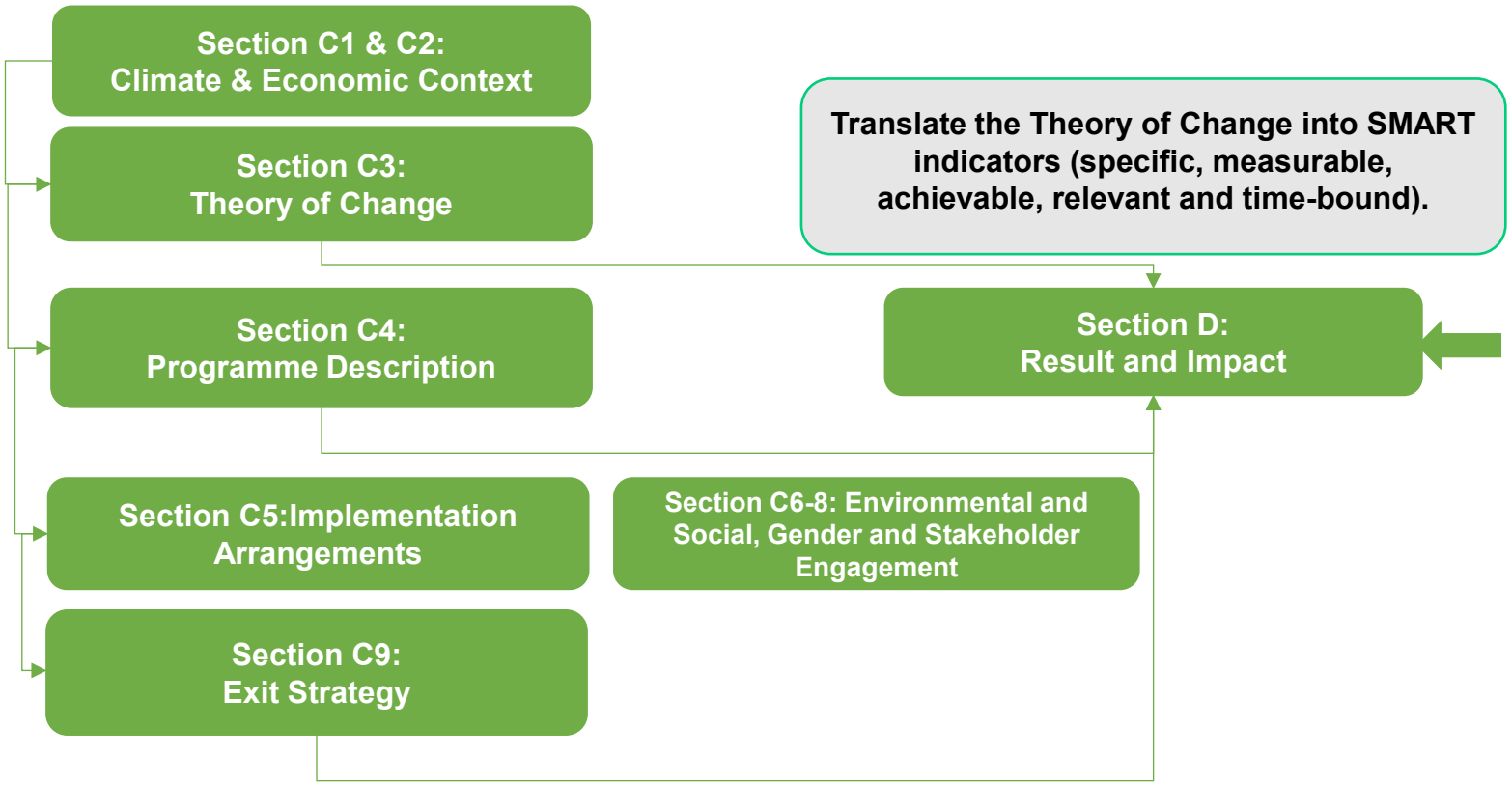


Tbilisi

Section C3 Theory of Change



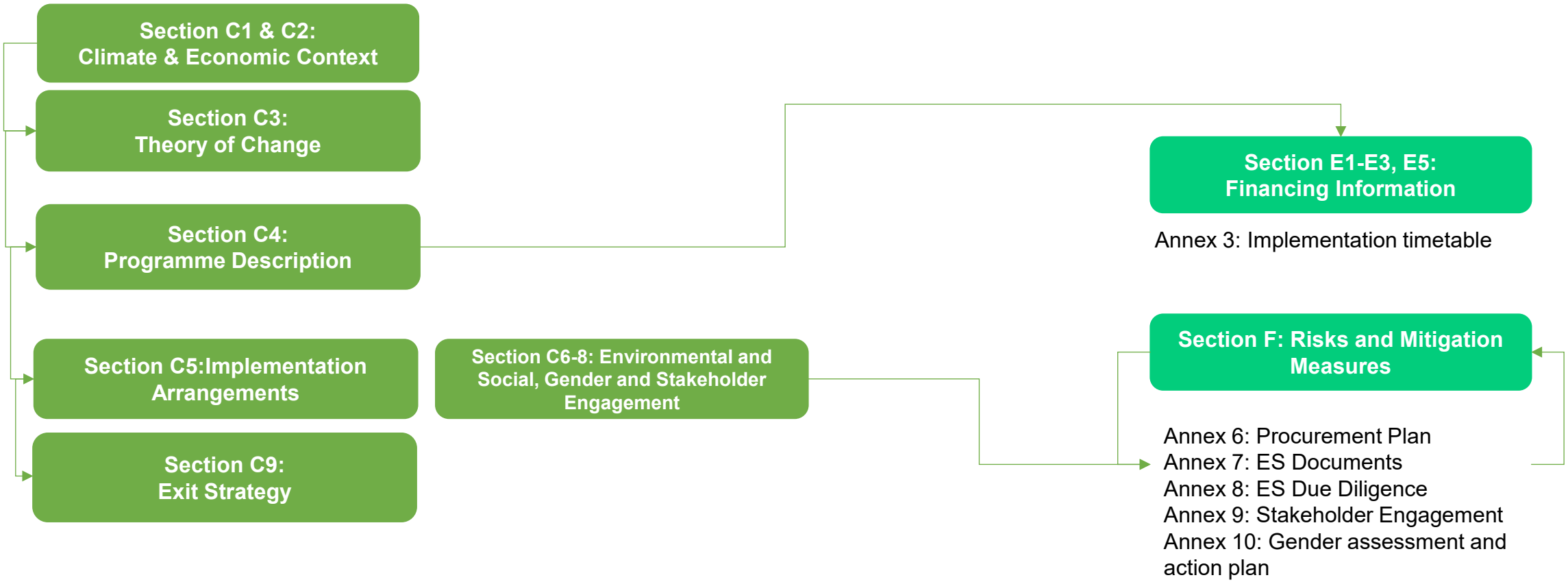
Section D: Result and Impact



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.

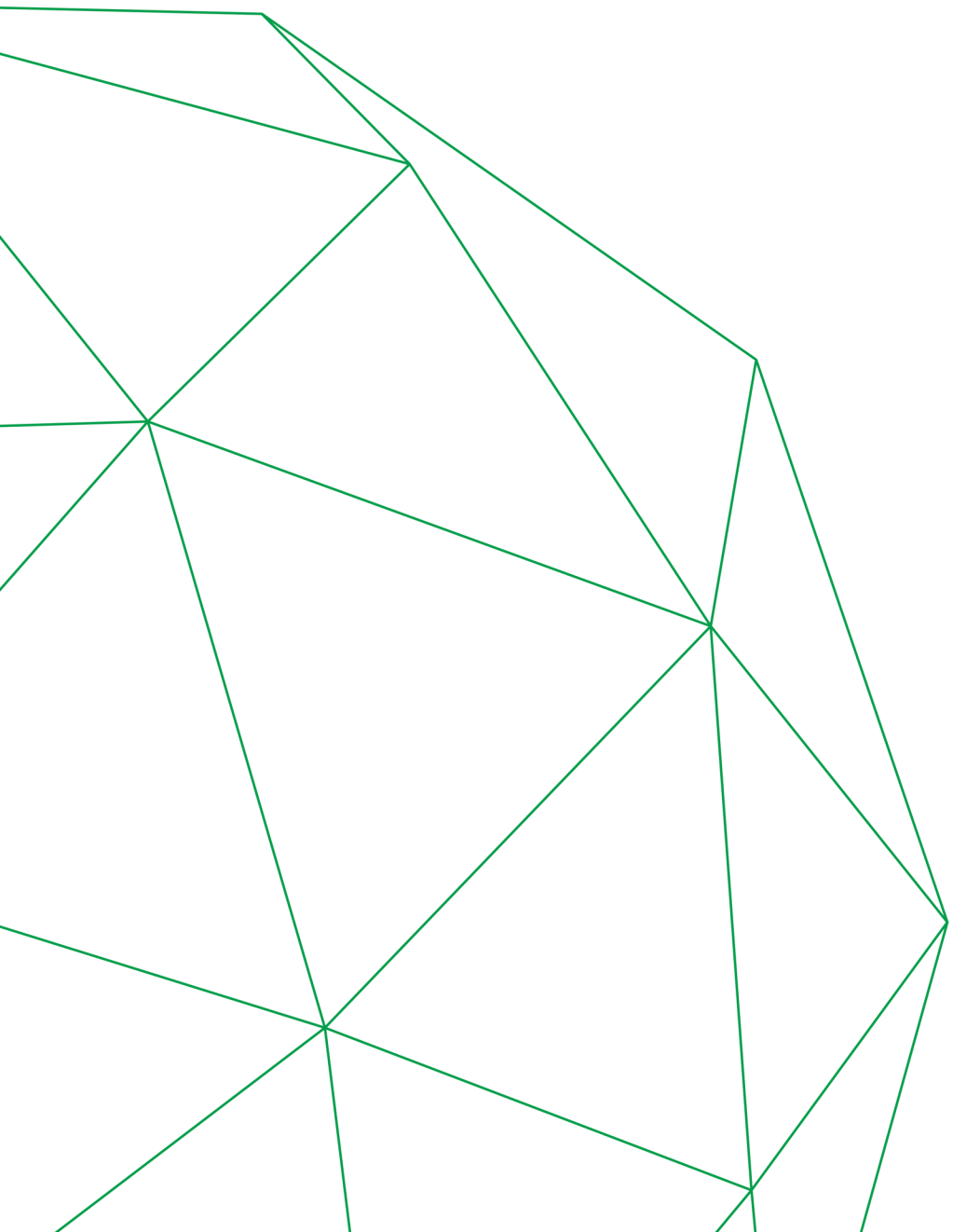
5. **Writing alone, too late**
   Teams disappear for months, then submit a finished document. Early conversations with your country contact and with us prevent most of the rework. (Preparation support is available to help build the evidence base — you are not expected to fund this yourself.)

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

Three Places FP Annex Usually Stalls

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Annex 11 – Financial Model	Annex 12 – Monitoring and Evaluation Plan	Annex 13 – Climate Impact Forecast
• Built by someone outside the team • Assumptions nobody can trace • Doesn't match what the text promises • No clear answer to “why this money?”	• Written last, as an afterthought • Measures activity, not result • No baseline to compare against • Nobody named as responsible	• Method invented rather than cited • Numbers that can't be reproduced • Disconnected from the money model



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Thank you