

Participants Guide

Climate Capital Marketplace, 23 - 24 April 2026

I. For Beneficiary Countries

Your journey through the Marketplace depends on the current maturity of your climate portfolio.

A. Countries with Emerging Project Ideas

If your country has identified specific priority projects from your NAPs or NDCs, your goal is to utilize the "Deal Rooms" to secure technical or financial partners.

1. **Select and Document Priorities:** Identify 1–3 priority projects with strong political support and clear climate relevance (Adaptation, Mitigation, or Loss and Damage). Prepare a **Project Idea Note (PIN)** or a draft **Concept Note** that outlines the problem statement, climate rationale, and indicative budget.
2. **Diagnose Bottlenecks:** Clearly list the "institutional bottlenecks" preventing these projects from moving forward, such as data gaps, lack of an Accredited Entity (AE) partner, or complex fund requirements.
3. **Prepare the "Deal Room" Pitch:** Develop a concise 5–7-minute pitch. You should be ready to articulate exactly what you need: "We are at Step X and require Y support (e.g., Technical Assistance, a partner AE, or Readiness funding)".
4. **Target Potential Partners:** Before arriving, review the list of attending Climate Funds (GCF, GEF, AF, FRLD) and Technical Enablers (ODI, WFP, PIFS, CARICOM) to identify who best aligns with your project's needs.
5. **Refine:** Use the Day 1 technical sessions to refine your project's pitch. On Day 2, formalize these improvements into your project **presentation**.

B. Countries Focusing on Capacity & Learning

If your country is in the "getting ready to get ready" phase, your primary focus is on building the foundational knowledge needed to unlock future funding.

1. **Analyze Pre-Readiness Gaps:** Prepare to discuss the systemic challenges your country faces in accessing **Readiness Programs** of any of the UNFCCC climate funds.
2. **Engage in Peer Exchange:** Participate actively in the regional or country presentations to learn how neighboring states have overcome similar accreditation or data hurdles.
3. **Master Fund Modalities:** Attend the deep-dive sessions with the GCF, GEF, AF, and FRLD technical teams. Focus your questions on simplified approval processes and fast-track modalities specifically tailored for SIDS and FCAS contexts.

4. **Build a Strategic Network:** Use the Marketplace to identify technical advisors (e.g., G7+, ODI) who can support your country in drafting its first PINs or Concept Notes following the event.

II. For Partners (Funds, AEs, and Technical Enablers)

Partners are the "supply side" of the Marketplace, providing the expertise and capital necessary to turn ideas into action.

1. **Clarify Support Windows:** Come prepared to present specific, actionable opportunities for support, such as open Readiness windows, Project Preparation support, or new simplified access tracks.
2. **Active Listening & Feedback:** In the "Deal Rooms," provide direct, constructive feedback on country pitches. Identify projects that align with your institutional mandates for potential co-investment or technical backing.
3. **Formalize Commitments:** Work with country focal points to draft the **Yeosu Roadmaps**. Ensure that any indicated interest or partnership is documented with clear next steps and timelines to maintain momentum after Korea Climate Week.