



Clean technology innovation programme for SMEs and start-ups in the Republic of Moldova

Part I: Project Information

Name of Parent Program

Global Cleantech Innovation Programme (GCIP) to accelerate the uptake and investments in innovative cleantech solutions

GEF ID

10457

Project Type

MSP

Type of Trust Fund

GET

CBIT/NGI

CBIT No

NGI No

Project Title

Clean technology innovation programme for SMEs and start-ups in the Republic of Moldova

Countries

Moldova

Agency(ies)

UNIDO

Other Executing Partner(s)

Energy Efficiency Agency (EEA), Network for Global Innovation (NGIN), Cleantech Group (CTG)

Executing Partner Type

Government

GEF Focal Area

Climate Change

Taxonomy

Focal Areas, Climate Change, Climate Change Mitigation, Technology Transfer, Sustainable Urban Systems and Transport, Renewable Energy, Financing, Energy Efficiency, United Nations Framework Convention on Climate Change, Nationally Determined Contribution, Paris Agreement, Influencing models, Convene multi-stakeholder alliances, Strengthen institutional capacity and decision-making, Demonstrate innovative approach, Stakeholders, Communications, Public Campaigns, Education, Awareness Raising, Behavior change, Beneficiaries, Civil Society, Academia, Private Sector, Large corporations, Individuals/Entrepreneurs, Capital providers, Financial intermediaries and market facilitators, SMEs, Type of Engagement, Participation, Partnership, Information Dissemination, Gender Equality, Gender results areas, Participation and leadership, Capacity Development, Knowledge Generation and Exchange, Access to benefits and services, Gender Mainstreaming, Gender-sensitive indicators, Capacity, Knowledge and Research, Innovation, Knowledge Exchange, Learning, Indicators to measure change

Rio Markers

Climate Change Mitigation

Climate Change Mitigation 2

Climate Change Adaptation

Climate Change Adaptation 0

Submission Date

2/16/2021

Expected Implementation Start

1/1/2022

Expected Completion Date

12/31/2024

Duration

60In Months

Agency Fee(\$)

76,950.00

A. FOCAL/NON-FOCAL AREA ELEMENTS

Objectives/Programs	Focal Area Outcomes	Trust Fund	GEF Amount(\$)	Co-Fin Amount(\$)
CCM-1-4	Promote innovation and technology transfer for sustainable energy breakthroughs for clean-tech innovation.	GET	855,000.00	7,580,000.00
Total Project Cost(\$)			855,000.00	7,580,000.00

B. Project description summary

Project Objective

Promote the acceleration of high-impact clean technology innovation for large-scale deployment and green job creation.

Project Component	Financing Type	Expected Outcomes	Expected Outputs	Trust Fund	GEF Project Financing(\$)	Confirmed Co-Financing(\$)
1 Transforming early-stage innovative cleantech solutions into scalable enterprises	Technical Assistance	1.1 Early-stage cleantech innovations are accelerated	1.1.1 The GCIP guidebooks are adapted for the GCIP Moldova 1.1.2 Pool of cleantech innovation and entrepreneurship experts (trainers, mentors, judges) is trained and certified to support the GCIP Moldova Accelerator 1.1.3 Three cycles of the annual competition-based GCIP Moldova Accelerator are conducted	GET	408,356.00	1,400,000.00

Project Component	Financing Type	Expected Outcomes	Expected Outputs	Trust Fund	GEF Project Financing(\$)	Confirmed Co-Financing(\$)
1 Transforming early-stage innovative cleantech solutions into scalable enterprises	Technical Assistance	1.2 Start-ups and SMEs are supported through advanced and gender-responsive business growth and investment facilitation services	<p>1.2.1 Targeted business growth support services are provided to selected cleantech enterprises towards commercialization</p> <p>1.2.2 Enterprises (up to 10) are connected to financing opportunities and provided with tipping-point investment facilitation support</p> <p>1.2.3 Mentoring and partnership support is provided to cleantech enterprises for global market expansion</p>	GET	79,644.00	1,000,000.00

Project Component	Financing Type	Expected Outcomes	Expected Outputs	Trust Fund	GEF Project Financing(\$)	Confirmed Co-Financing(\$)
1 Transforming early-stage innovative cleantech solutions into scalable enterprises	Investment	1.2 Start-ups and SMEs are supported through advanced and gender-responsive business growth and investment facilitation services	1.2.4 Investment (up to 4 mln USD) is mobilized to deploy innovative cleantech solutions across various sectors (leading to wide socio-economic and environmental impacts, e.g. up to 45 enterprises with economic gains, up to 50 additional jobs created or retained, up to 10 enterprises with an increase in exports, up to 15 enterprises with increased inclusion in value chains, at least 63,000 CO2eq emissions reduced directly, 15 new technologies adopted)	GET	100,000.00	4,000,000.00

Project Component	Financing Type	Expected Outcomes	Expected Outputs	Trust Fund	GEF Project Financing(\$)	Confirmed Co-Financing(\$)
2 Cleantech innovation and entrepreneurship ecosystem (CIEE) strengthening and connectivity	Technical Assistance	2.1 The CIEE in Moldova is strengthened and interconnected	<p>2.1.1 Institutional capacity building of the CIEE actors is conducted (up to 3 capacity building events conducted with up to 90 participants in total)</p> <p>2.1.2 Cleantech innovation and entrepreneurship policies, regulations and recommendations are developed</p> <p>2.1.3 Linkages, collaboration, and synergies across CIEEs are promoted</p>	GET	102,540.00	330,000.00

Project Component	Financing Type	Expected Outcomes	Expected Outputs	Trust Fund	GEF Project Financing(\$)	Confirmed Co-Financing(\$)
3 Programme coordination and coherence	Technical Assistance	3.1 Efficiency and sustainability of the GCIP Moldova is ensured through programme coordination and coherence with other GCIP country projects	<p>3.1.1 The GCIP internal guidelines for project management teams are adapted and implemented by the GCIP Moldova</p> <p>3.1.2 Programme-level knowledge management, communication and advocacy strategy is adapted and implemented by the GCIP Moldova</p> <p>3.1.3 The GCIP Moldova web platform is operated to maintain the GCIP community</p>	GET	30,100.00	60,000.00

Project Component	Financing Type	Expected Outcomes	Expected Outputs	Trust Fund	GEF Project Financing(\$)	Confirmed Co-Financing(\$)
3 Programme coordination and coherence	Technical Assistance	3.2 Impacts and progress of the GCIP Moldova are tracked and reported	<p>3.2.1 The GCIP methodology for impact assessment is adapted and applied</p> <p>3.2.2 Project activities are tracked and reported based on the GCIP monitoring and evaluation (M&E) framework, and an external mid-term review is conducted</p> <p>3.2.3 Independent terminal evaluation is conducted</p>	GET	56,633.00	100,000.00
Sub Total (\$)					777,273.00	6,890,000.00
Project Management Cost (PMC)						
GET			77,727.00		690,000.00	
Sub Total(\$)			77,727.00		690,000.00	
Total Project Cost(\$)			855,000.00		7,580,000.00	

C. Sources of Co-financing for the Project by name and by type

Sources of Co-financing	Name of Co-financier	Type of Co-financing	Investment Mobilized	Amount(\$)
Recipient Country Government	Energy Efficiency Agency (EEA)	Grant	Investment mobilized	450,000.00
Recipient Country Government	Energy Efficiency Agency (EEA)	In-kind	Recurrent expenditures	1,000,000.00
GEF Agency	UNIDO	Grant	Investment mobilized	30,000.00
GEF Agency	UNIDO	In-kind	Recurrent expenditures	100,000.00
Recipient Country Government	Energy Efficiency Agency (EEA) through external resources	Loans	Investment mobilized	6,000,000.00
Total Co-Financing(\$)				7,580,000.00

Describe how any "Investment Mobilized" was identified

The GEF grant is focused on supporting the formative stages of cleantech enterprises, i.e. prototyping, proof of concept, ecosystems building. Co-Financing from the public sector (predominantly in-kind) creates the enabling framework conditions that de-risk the key interventions by the GCIP project. As was already confirmed by the findings of the Independent Evaluation of the previous GCIP cycles, co-financing in the form of grants, seed funding, equity from angels, venture capital funds, impact investors, crowdfunding platforms, etc. will be mobilized during the implementation of the project from the private sector in the phases of development, growth, and scale-up of the start-ups/SMEs. In line with GEF guidelines on co-financing (<https://www.thegef.org/documents/co-financing>), paragraph 9, the co-financing that will be mobilized from the private sector during the implementation of the project will be monitored and reported through the regular reporting mechanisms to the GEF. Under GCIP Global, a strategic partnership will be established between GCIP and the Private Financing Advisory Network (PFAN), under which GCIP alumni companies will be systematically connected to PFAN for specialized project development, business coaching, and investment facilitation services and introduction to investors, hence they are expected to mobilize co-financing. Furthermore, in countries where PFAN operates, GCIP activities will be linked to the PFAN network of experts and investors. The process of Investment Mobilization for GCIP Moldova was focused on the identification of the main financing entities in Moldova that are ready to support cleantech entrepreneurs. During recent stakeholders' consultations that took place in August-September 2021, a Memorandum of Understanding (MoU) was signed between the

Energy Efficiency Agency and the Green Economy Financing Facility GEFF Moldova of the EBRD. The purpose of this MoU is to "provide a financial instrument to the beneficiaries of the GCIP Moldova for financing of their projects through the GEFF". What is more, there will be grants provided by the Energy Efficiency Agency, as GCIP Moldova was included in the Medium-Term Budgetary Frameworks (MTBFs) by the Ministry of Finance for the period of 2021 - 2023.

D. Trust Fund Resources Requested by Agency(ies), Country(ies), Focal Area and the Programming of Funds

Agenc y	Trust Fund	Country	Focal Area	Programming of Funds	Amount(\$)	Fee(\$)
UNIDO	GET	Moldova	Climate Change	CC STAR Allocation	855,000	76,950
Total Grant Resources(\$)					855,000.00	76,950.00

E. Non Grant Instrument

NON-GRANT INSTRUMENT at CEO Endorsement

Includes Non grant instruments? **No**

Includes reflow to GEF? **No**

F. Project Preparation Grant (PPG)

PPG Required **false**

PPG Amount (\$)

50,000

PPG Agency Fee (\$)

4,500

Agency	Trust Fund	Country	Focal Area	Programmin g of Funds	Amount(\$)	Fee(\$)
UNIDO	GET	Moldova	Climat e Change	CC STAR Allocation	50,000	4,500
Total Project Costs(\$)					50,000.00	4,500.00

Core Indicators

Indicator 6 Greenhouse Gas Emissions Mitigated

Total Target Benefit	(At PIF)	(At CEO Endorsement)	(Achieved at MTR)	(Achieved at TE)
Expected metric tons of CO ₂ e (direct)	0	63000	0	0
Expected metric tons of CO ₂ e (indirect)	0	315000	0	0

Indicator 6.1 Carbon Sequestered or Emissions Avoided in the AFOLU (Agriculture, Forestry and Other Land Use) sector

Total Target Benefit	(At PIF)	(At CEO Endorsement)	(Achieved at MTR)	(Achieved at TE)
Expected metric tons of CO ₂ e (direct)				
Expected metric tons of CO ₂ e (indirect)				
Anticipated start year of accounting				
Duration of accounting				

Indicator 6.2 Emissions Avoided Outside AFOLU (Agriculture, Forestry and Other Land Use) Sector

Total Target Benefit	(At PIF)	(At CEO Endorsement)	(Achieved at MTR)	(Achieved at TE)
Expected metric tons of CO ₂ e (direct)		63,000		
Expected metric tons of CO ₂ e (indirect)		315,000		
Anticipated start year of accounting		2022		
Duration of accounting		10		

Indicator 6.3 Energy Saved (Use this sub-indicator in addition to the sub-indicator 6.2 if applicable)

Total Target Benefit	Energy (MJ) (At PIF)	Energy (MJ) (At CEO Endorsement)	Energy (MJ) (Achieved at MTR)	Energy (MJ) (Achieved at TE)
Target Energy Saved (MJ)				

Indicator 6.4 Increase in Installed Renewable Energy Capacity per Technology (Use this sub-indicator in addition to the sub-indicator 6.2 if applicable)

Technology	Capacity (MW) (Expected at PIF)	Capacity (MW) (Expected at CEO Endorsement)	Capacity (MW) (Achieved at MTR)	Capacity (MW) (Achieved at TE)
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Indicator 11 Number of direct beneficiaries disaggregated by gender as co-benefit of GEF investment

	Number (Expected at PIF)	Number (Expected at CEO Endorsement)	Number (Achieved at MTR)	Number (Achieved at TE)
Female		65		
Male		120		
Total	0	185	0	0

Provide additional explanation on targets, other methodologies used, and other focal area specifics (i.e., Aichi targets in BD) including justification where core indicator targets are not provided

Part II. Project Justification

1a. Project Description

(2) Changes between the original PFD (and related child project concepts) and the CEO Approval Request

1. From the substantive point of view, the project design proposed in this CEO Approval Request is fully consistent with that presented in the original PFD and related child project concepts (approved by the GEF CEO in December 2019). However, as deemed appropriate and based on additional consultations with relevant stakeholders in the PPG phase: 1) terminologies and wording used in the Project Description Summary (Table B) and accordingly in the Project Description were amended in order to better align this child project to the GEF-UNIDO Global Cleantech Innovation Programme (GCIP) Framework (GEF ID 10408) (hereinafter referred to as GCIP Framework) and to be more gender responsive; 2) selected outputs were merged or split, in particular: a) child project concept Outputs 2.1.2, 2.1.3 and 2.1.4 were merged into CEO Approval Request Outputs 2.1.2 and 2.1.3 to improve the logical structure of the intervention, b) the impact monitoring activities (child project concept Output 3.1.1) were reassigned to be covered by Outcome 3.2, and the child project concept Output 3.1.2 was split into CEO Approval Request Outputs 3.1.1, 3.1.2, and 3.1.3 to improve the logical structure of the intervention, c) child project concept Output 3.2.1 was split into CEO Approval Request Outputs 3.2.1, 3.2.2, 3.2.3 to distinguish between monitoring of the GCIP Moldova implementation progress and its impacts; 3) the budget allocation was moderately adjusted, the amount of co-financing was increased, and the attribution of co-financing was revised. An overview of the main changes is further detailed in the two tables below.

original PFD and related child project concept version	CEO Approval Request version
1 Acceleration, commercialization and investment facilitation for selected cleantech innovations and businesses	1 Transforming early-stage innovative cleantech solutions into scalable enterprises
1.1 National Platform established to conduct Annual Cleantech Accelerator to identify and accelerate promising cleantech innovations	1.1 Early-stage cleantech innovations are accelerated
1.1.1 National Platform to run annual cleantech accelerator competition established	1.1.1 The GCIP guidebooks are adapted for the GCIP Moldova
1.1.2 Promising cleantech innovations are identified through annual cleantech accelerator and supported by National platform	1.1.2 Pool of cleantech innovation and entrepreneurship experts (trainers, mentors, judges) is trained and certified to support the GCIP Moldova Accelerator
1.1.3 National pool of mentors and judges identified, trained and certified	1.1.3 Three cycles of the annual competition-based GCIP Moldova Accelerator are conducted
1.2 Start-ups and SMEs are supported through advanced business growth and investment facilitation services	1.2 Start-ups and SMEs are supported through advanced and gender-responsive business growth and investment facilitation services

<p>1.2.1 Advanced technical, business advisory and commercialization support for selected SMEs provided for large scale deployment of clean technology solutions</p> <p>1.2.2 Corporate and Public Private Partnership Forums held</p> <p>1.2.3 Investment facilitation and support for selected start-ups and SMEs</p> <p>1.2.4 Innovative financing mechanism to help SMEs leverage funding established</p>	<p>1.2.1 Targeted business growth support services are provided to selected cleantech enterprises towards commercialization</p> <p>1.2.2 Enterprises (up to 10) are connected to financing opportunities and provided with tipping-point investment facilitation support</p> <p>1.2.3 Mentoring and partnership support is provided to cleantech enterprises for global market expansion</p> <p>1.2.4 Investment (up to 4 mln USD) is mobilized to deploy innovative cleantech solutions across various sectors (leading to wide socio-economic and environmental impacts, e.g. up to 45 enterprises with economic gains, up to 50 additional jobs created or retained, up to 10 enterprises with an increase in exports, up to 15 enterprises with increased inclusion in value chains, at least 63,000 CO₂eq emissions reduced directly, 15 new technologies adopted)</p>
2 Policy and institutional framework strengthened to foster national cleantech innovation ecosystem	2 Cleantech innovation and entrepreneurship ecosystem (CIEE) strengthening and connectivity
2.1 Policy and institutional framework strengthened to promote and support clean energy technology innovations and entrepreneurship	2.1 The CIEE in Moldova is strengthened and interconnected
<p>2.1.1 Capacity of national institutions and industrial associations to host and support the Cleantech programme built</p> <p>2.1.2 Stakeholder meetings held with EU countries to promote exchange and cooperation and to foster partnerships with other start-up programs, leading institutions, agencies and universities</p> <p>2.1.3 Policy and regulations to promote clean technology innovations in SMEs developed</p> <p>2.1.4 Roadmap for the creation and maintaining of an innovation ecosystem in Moldova prepared</p>	<p>2.1.1 Institutional capacity building of the CIEE actors is conducted (up to 3 capacity building events conducted with up to 90 participants in total)</p> <p>2.1.2 Cleantech innovation and entrepreneurship policies, regulations and recommendations are developed</p> <p>2.1.3 Linkages, collaboration, and synergies across CIEEs are promoted</p>
3 Project coordination, monitoring and coherence	3 Programme coordination and coherence
3.1 Project coordination, coherence strengthened	3.1 Efficiency and sustainability of the GCIP Moldova is ensured through programme coordination and coherence with other GCIP country projects

3.1.1 National impact monitoring established and linked to Global GCIP	3.1.1 The GCIP internal guidelines for project management teams are adapted and implemented by the GCIP Moldova
3.1.2 GCIP community and network maintained, extensive advocacy and outreach activities organized and linkages to global forums established	3.1.2 Programme-level knowledge management, communication and advocacy strategy is adapted and implemented by the GCIP Moldova
	3.1.3 The GCIP Moldova web platform is operated to maintain the GCIP community
3.2 Project monitoring and evaluation system established	3.2 Impacts and progress of the GCIP Moldova are tracked and reported
3.2.1 Regular monitoring and evaluation of project activities	3.2.1 The GCIP methodology for impact assessment is adapted and applied
	3.2.2 Project activities are tracked and reported based on the GCIP monitoring and evaluation (M&E) framework, and an external mid-term review is conducted
	3.2.3 Independent terminal evaluation is conducted

Table 1: Comparison of the Project Description Summary (Table B) between the original PFD (and related child project concept) and the CEO Approval Request version.

original PFD and related child project concept version	CEO Approval Request version
Component 1 budget GEF Project Financing: USD 501,680 Co-financing: USD 7,078,642	Component 1 budget GEF Project Financing: USD 588,000 Co-financing: USD 6,400,000
Component 2 budget GEF Project Financing: USD 192,860 Co-financing: USD 361,740	Component 2 budget GEF Project Financing: USD 102,540 Co-financing: USD 330,000
Component 3 budget GEF Project Financing: USD 82,733 Co-financing: USD 127,800	Component 3 budget GEF Project Financing: USD 86,733 Co-financing: USD 160,000
Project management budget GEF Project Financing: USD 77,727 Co-financing: USD 756,818	Project management budget GEF Project Financing: USD 77,727 Co-financing: USD 690,000
Total GEF Project Financing: USD 855,000 Total Co-financing: USD 8,325,000	Total GEF Project Financing: USD 855,000 Total Co-financing: USD 7,580,000

Table 2: Comparison of the budget allocation to project components between the original PFD (and related child project concept) and the CEO Approval Request version.

a) the global environmental and/or adaptation problems, root causes and barriers that need to be addressed

2. The Republic Moldova (hereinafter simply referred to as Moldova) is a landlocked country located in Eastern Europe between Romania and Ukraine, with the area of 33,850 km² and a

population of 2,640,438 people in 2020 (51.93% women and 48.07% men), out of whom 56.88% lives in rural areas and 43.22% in the urban areas. Once part of the Soviet Union, Moldova experienced a steep economic decline following independence in 1991. Despite recent and steady recovery, its poverty rate remains high at 36.3%.

3. Climate change impacts pose a challenge for people's health and country's economic growth, directly and indirectly affecting the sectors based on natural resources (e.g., agriculture, water, and forestry) but also basic sectors, such as energy, transport, or industry, with a negative impact on the reduction of poverty in the country. The increase in the average annual temperature has a negative impact on agricultural production, which plays an important role in the country's economy, affects the performance and lifespan of asphalt flooring. This in turn affects the transport sector of the country and influences significantly the investments in the industry by increasing the production costs. According to the ND-GAIN Matrix which illustrates the comparative resilience of countries, Moldova is placed 81st in the ranking of the most climate-vulnerable countries. The low vulnerability score and high readiness score of Moldova place it in the lower-right quadrant of the ND-GAIN Matrix. Moldova is the 84th least vulnerable country and the 96th least ready country.

4. The hydrographic net of the of Moldova is represented by over 3200 rivers, 90% of which are less than 10 km long and only 9 have over 100 km. The largest rivers Dniester - 1345 km and Prut - 967, spring from the Carpathian Mountains in Ukraine and for Moldova are border rivers. Poor rainfall and droughts cause periods of low tide or even total drainage of most low flow watercourses.

5. The average annual air temperature varies from 8 to 10 °C across the country, however, the observations showed extreme values of 6.3 °C in the North (1980, MS Briceni) to 12.3 °C in the South (2007, MS Cahul). The maximum temperature is 42 °C and the minimum temperature reaches -35 °C. These extreme temperatures are, however, very rarely recorded, every 45-50 years. The average annual wind speed varies between 2.5-4.5 m/s. The probability of winds at speeds above 10 m/s is 6-10%. Warm periods take about 190 days. During the last 127 years, the climate in Moldova has become warmer and more arid, with an average annual temperature increase of more than 1.0 °C and rainfall of only 54.7 mm.

6. According to the long-term climate scenario, Moldova is likely to be affected by the following types of climate impacts: temperature increases, changes in precipitation regimes and increased climate aridity, increased frequency of extreme weather events such as heatwaves, frost, floods, storms with heavy rains and hail, and severe droughts. The analysis of the national climatic data revealed that the drought frequency in Moldova over a period of 10 years is about 1-2 droughts in the northern part of the country; 2-3 droughts in the central part and 5-6 droughts in the south. Between 1990 and 2015, 12 years (1990, 1992, 1994, 1996, 1999, 2000, 2001, 2003, 2007, 2011, 2012, 2015) with droughts of varying intensity were recorded on the territory of the country. In 1990, 1992 and 2003, droughts continued throughout the growing season (April to September). The most severe and disastrous droughts during the recorded period were in 2007 and 2012, affecting more than 70% of the country's territory.

7. The negative impacts of climate change present challenges for people's health and country's economic growth, directly and indirectly affecting the sectors based predominantly on renewable natural resources (e.g. agriculture, water, and forestry) and other sectors, such as energy, transport, and industry, with adverse consequences for poverty reduction efforts in the country. The increase in the average annual temperature has a negative impact on agricultural production, which plays an important role in the country's economy. The increased temperature is a significant factor that affects the performance and lifespan of asphalt flooring, which in turn affects the transport sector of the country. Large portions of the even newly renovated roads were deformed due to the climatic hazards. According to the World Bank report titled "Reducing the Vulnerability of Moldova's Agricultural

Systems to Climate Change", Moldova is one of the most vulnerable countries in Europe to climate change. According to the Notre Dame Global Adaptation Initiative (ND-GAIN) Country Index, which illustrates countries' vulnerability to climate change and other global challenges in combination with their readiness to improve resilience, Moldova is the 84th least vulnerable country and the 96th least ready country.

8. According to Moldova's Intended Nationally Determined Contribution (INDC) and the third National Communication to the UNFCCC from 2013, the energy sector accounts for 65% of GHG emissions in the country, followed by the agriculture (17%), the waste sector (12%), and the industry sector (5%). The total GHG emissions have dropped from 40 mln CO₂e in 1990 to 9 mln tCO₂e in 2016. However, according to the Emissions Database for Global Atmospheric Research (EDGAR), the CO₂ emissions from fossil fuel combustion in Moldova increased from 6,79 mln ton in 2000 to 8,62 mln ton in 2018, which is due to the growing energy demand.

9. The INDC set an economy-wide unconditional target of reducing GHG emissions by 64-67% below the 1990 level by 2030. Additionally, the country expressed a commitment to reduce emissions by up to 78% below the 1990 level, under the condition that there is a global agreement and effort to address key challenges, including the provision of low-cost financial resources, technology transfer, and technical cooperation.

10. According to the Emissions Database for Global Atmospheric Research (EDGAR), in the Republic of Moldova, the CO₂ emissions from fossil fuels combustion and processes increased from 6.79Mton in 2000 to 8.62Mton in 2018. The data of the World Bank Group show that the CO₂ emissions (metric tons per capita) increased from 1.202 in 2000 to 1.826 in 2016. The increased CO₂ emissions are caused by the increase in energy consumption in the main sectors of the economy. The constant increase in the energy consumption of the Republic of Moldova is caused by several major problems. First, there is an old and obsolete equipment installed and utilized in the main sectors and industries, also, the energy losses (electrical and thermal) through transmission and distribution are excessive and affect the efficiency of the entire economy of the country. What is more, the increasing energy consumption is caused by the residential sector, the largest energy consumer in the country. Old buildings characterized by low energy performance have a negative social impact, especially affecting the vulnerable group. Because of the inefficient buildings, on average, the share of the heating costs is from 15% to 50% of the total expenditure of a household.

11. Moldova currently imports most of its energy supplies, mainly natural gas, coal, and oil from Russia, Ukraine, and Romania. This aspect of the energy trade balance made Moldova vulnerable in terms of energy security, but it has also resulted in increasing domestic energy prices and national debt. Also, the permanent increase in the consumption of energy products affects the economic development of the country. According to the official data of the National Bureau of Statistics, the total final energy consumption increased from 98013TJ in 2010 to 114885TJ in 2019, which is an increase of 17.21%. The main energy source consumed in 2019 is petroleum with 36.85% of the total, followed by biofuels and waste ? 22.91%, natural gas ? 17.41%, and coal ? 3.73%. The main energy products consumed in 2019 are electrical energy - 13738TJ and thermal energy - 8176TJ. The main energy final consumers are the residential sector ? 46.43%, transport sector ? 28.02%, trade, public services - 9.94%, industry - 8.73% and agriculture ? 4.5%.

12. Because the Republic of Moldova is characterized by the almost complete absence of primary energy sources, the energy sector plays an essential role in the economic development of the country. Also, the country is one of the most energy-intensive economies in the region with energy consumption double the EU average. According to the report of the National Agency for Energy Regulation of the Republic of Moldova, during 2019, the final consumers were delivered 3875.1 million kWh, or 3.2% more than in 2018 (3862.7 million kWh). The technological consumption and electricity losses in the

electricity distribution grid were 8.1%. Thus, the increase in electricity consumption continues the upward trend started from 2001. The final consumption of the energy sources is characterized by a trend of continuous increase. The final consumption of coal increased from 4738 TJ in 2010 to 4290 TJ in 2019; of natural gas - from 18992 TJ in 2010 to 20012 TJ in 2019; of oil and petroleum from 31517 TJ in 2010 to 42346 TJ in 2019; of biofuels from 20902 TJ in 2010 to 26323 TJ in 2018. In the mentioned period, the final consumption of electrical energy increased from 11840TJ in 2010 to 13738TJ in 2019, in the same period the final consumption of the thermal energy decreased from 10024TJ in 2010 to 8176TJ in 2019.

13. The Government understands the problem of the energy sector and plans to increase energy efficiency by reducing energy intensity in the residential, industrial, transport, and agricultural sectors. The modernization of the energy system and the implementation of efficient energy technologies is one of the strategic priorities of the country. For the development and modernization of the energy sector in line with the strategic vision, attracting investment is crucial. This involves the development of a mechanism for financing energy projects and the rational use of public and private investments. To achieve the proposed strategic objectives, the Government channels its efforts to strengthen the reform of the energy sector, including by adopting the new energy legislation related to the EU requirements, implementation of projects to promote renewable and efficient energy, and to strengthening of the institutional capacities in the mentioned fields. The Moldovan Energy Strategy (ES) envisages the diversification of energy supply sources and increased inclusion of renewables in the energy mix.

14. The electricity generated from renewable energy sources in 2020 amounted to 81.4 million kWh, which represents an increase of about 20.6% compared to 2019. Of the total of electricity generated from renewable sources, the largest share is held by energy generated using wind potential, with 50,138 thousand kWh or 61.6%, followed by electricity generated from biogas with 27,793 thousand kWh or 34.2%, electricity generated solar energy, by 3275 thousand kWh or 4% and, the energy produced by hydroelectric power plants was about 147 thousand kWh or less than one percent. The total capacity of the installations that produce electricity from renewable sources by the 27 companies who acted in accordance with the art. 36 of Law no. 10/2016 on promoting the use of energy from renewable sources, was 35.6 MW in 2020.

15. Several reforms carried out in recent years have positively impacted the economy, including the energy sector. By Government Decision no. 689 of 11.07.2018 the capacity limits for the maximum quotas and capacity categories in the field of electricity from renewable sources were approved until 2020. Subsequently, by the Decision of the Board of Directors of ANRE no. 251/2019 of 05.07.2019, a Regulation was approved on the confirmation of the status of eligible producer, and the Decision of the Board of Directors of ANRE no. 252/2019 of 05.07.2019 led to establishment of the mandatory clauses of the contract for the purchase of electricity produced from renewable sources. As a result of the announced procedures, ANRE issued an eligible producer title for 6 companies in the field of wind energy with the cumulative capacity of 20 MW, for biogas cogeneration plants, for one company with a total capacity of 0.637 MW, and in the field of solar photovoltaic installations for 20 companies with the cumulative capacity of 14,994 MW.

16. According to the World Bank Data, the total greenhouse gas emissions of Moldova increased from 12,450 in 2008 (kt of CO₂ equivalent) to 13,180 in 2018 (kt of CO₂ equivalent). The data of the World Resources Institute shows that the energy sector is still the main source of pollution in Moldova. If in 2008 the emissions from the energy sector were equivalent to 7.36Mt of CO₂, in 2018 the emissions increased to 7.96Mt of CO₂.

17. The emissions from the waste sector have undergone an extensive growth since the 1990s, representing 2% in 1990 and 12% in 2013 of the total GHG emissions. Next to the increase in consumption and related waste generation, the waste sector's inability to decrease GHG emissions is

rooted in the lack of appropriate regulatory frameworks, as well as lack of an infrastructure for planning, organizing, and implementing an integrated management system for waste and waste water, and finally lack of sufficient funding. All this stimulates the creation of unauthorized landfills and illegal dumps.

18. With regard to the contribution of economic activities to GDP, trade and retail are responsible for 15%, manufacturing - 11.2%, agriculture - 10.3%. In the trade sector, the most important activity is wholesale and retail trade, except for the trade of motor vehicles and motorcycles. In the manufacturing industry, the main sector is the food industry.

19. Moldova's economy is highly dependent on the emigrant's remittances. According to the National Bank's reports, in 2020, the total volume of bank transfers of funds from abroad in favor of individuals from the Republic of Moldova amounted to the US \$ 1,486.74 million. It should be noted that 83.2 percent of transfers were made through remittance systems, net settlements (in USD, EUR, and RUB), mainly without opening bank accounts, and 16.8 percent are bank transfers (in various currencies) through the SWIFT system presented in gross value. Given that most of the money transferred by migrants is intended for individuals, they use the money for personal purposes which leads to the growth of the trade sector. This stimulates production on the local level and increases competition among local commercial entities.

20. By the Law No. 166 of 11.2012 on the National Development Strategy "Moldova-2020" the Government of Moldova focuses the development priorities on the reduction of energy consumption by increasing energy efficiency and the use of renewable energy sources and by increasing the competitiveness of agro-food products and sustainable rural development. The Government intends to create a competitive and efficient energy complex, which will provide all consumers with qualitative energy resources in an accessible and reliable manner, and will adequately respond to the problems related to the growth of energy prices, dependence on energy resources imports, as well as the impact of the energy sector on climate change. The strategic vision will be implemented based on the principles of competition and free energy markets. The Republic of Moldova will make all the necessary efforts to ensure the transition to the development based on the concept of green economy, which promotes the principles of sustainable development and contributes to poverty reduction, including by ensuring more efficient management and by integrating and strengthening aspects related to environmental protection in all areas of socio-economic development of the country.

21. SMEs are the key engines of growth in the cleantech sector in emerging and developing economies. They understand the local needs and most pressing environmental issues in a unique position to supply cleantech products and services that meet the actual demand. The increased promotion and adoption of cleantech innovations is expected to further strengthen the resilience of the Moldovan economy to climate change, while also having economic and social benefits.

22. SMEs create a considerable number of jobs and are essential for the overall development of the economy. In 2019, the number of SMEs in Moldova was 55.9 thousand and represented 98.6% of the total number of enterprises. The number of people who worked in SMEs was 335.8 thousand or 61.6% of the total of people employed in enterprises. The sales revenues of SMEs in 2019 amounted to 157,335.6 million MDL or 39.5% of total sales revenues per economy. The average number of people employed in SMEs in 2019 was 6, the same as in 2018. In 2019, 20.3 thousand SMEs, or 36.3% of the total, operated in the field of trade and consulting services, 8.4% operated in the manufacturing industry and 8.7% operated in the field of professional, scientific, and technical activities.

23. Innovative companies face several obstacles in the adoption and implementation of new technologies. In particular, these obstacles lie in the areas of administrative and technical support. The number of SMEs operating in research and development is constantly decreasing. While in 2015 82

companies were active in this area, in 2019 only 58 companies are working in this field. While in 2015 only 25 companies registered the profit, then in 2019 only 18 companies did. In the same period, the revenues of the companies in this field increased from MDL 161.40 million in 2015 to MDL 213.92 million in 2019. In 2019, 63 institutions were active in the field of research and development, including 40 research institutes and centers, 16 higher education institutions, and 7 - other types of research entities. 80% of the mentioned entities are managed or financed by the public budget. As of December 31, 2019, 4058 employees were active in the field of research and development, of which 50.2% were women and 49.8% were men. Relating to the academic degree, 1568 persons or 38.6% have doctoral and postdoctoral studies, 1778 persons (43.8%) have higher master's and bachelor's studies, 277 persons (6.8%) have post-secondary professional technical studies and 435 persons (10.7%) have another level of training. The public financing for research and development decreased, even though this area is a priority according to national policies. In the period 2010-2018, the share of budgetary expenditures for research-development-innovation (RDI) in GDP had a negative trend, decreasing from 0.43% in 2010 to 0.23% in 2018.

24. Moldova has advanced in the implementation of its 2012-2020 SME Development Strategy, removing redundant bureaucratic requirements for enterprises, expanding e-government services, and implementing programs to alleviate barriers to doing business. These reforms have been reflected in the 2020 World Bank Doing Business report, which ranks Moldova 48th, up from 63rd in 2015. Despite major improvements in the operational environment for both domestic and foreign companies, important challenges remain. Although supportive policies are in place, their implementation has a low impact on SMEs development, which is due to poor interaction between public authorities responsible for the innovation policy, private sector development and universities. The growth of the innovative SMEs is restricted by limited technical and financial capacity, low levels of innovation and absorption of R&D, and a lack of access to the markets with the innovative products.

25. According to the OECD Small Business Act (SBA) country profile, progress has been made since 2012 to provide support to raise SME competitiveness. Despite these efforts, public support for SMEs remains limited. Also, access to banking and non-banking finance is still limited and business support services have declined. Although the Government has formulated an Innovation Strategy (IS) for 2013-2020, with a vision that 25% of GDP will be generated from innovation activities by 2020, the innovation ecosystem remains weak. According to the OECD, only 11% of small enterprises and 15% of medium-sized enterprises introduced one new or significant improved good to the market between 2012 and 2016. Average SME investment in R&D remains low (at 2% of SME annual turnover). OECD's analysis of the strengths and weaknesses of the SME policy environment are shown in Figure 1 below. In particular, it is to be noted that the links between universities, research institutes, the private sector and SMEs remain underdeveloped. The key obstacles for SMEs to engage in green practices include high costs and poor access to finance, as well as bureaucratic barriers and obsolete technical requirements. Although public expenditure on R&D is relatively high in Moldova in a regional comparison, access by the private sector to R&D funding is very limited. A further obstacle is the lack of policy co-ordination, which jeopardizes the effectiveness of available support services. Although training programmes have been developed, there is a lack of differentiation in training offered to the various segments of the SME sector (such as start-ups and high growth SMEs). The OECD country profile highlights the need for a systematic promotion of entrepreneurial learning and good practices, as well as for the introduction of key competence approaches. Promotion of women's entrepreneurship is also recommended.

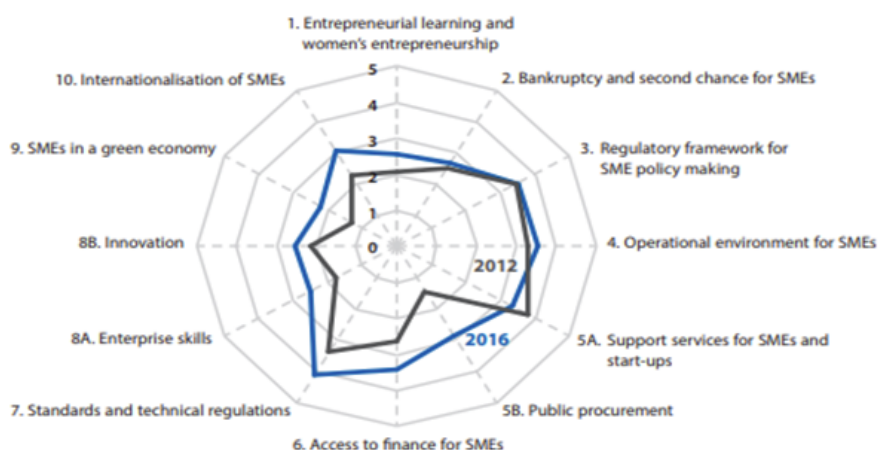


Figure 1: Strengths and Weaknesses in Moldova's Small Business Policy Design and Implementation in 2012 and 2016: OECD's Small Business Act country profile scores for Moldova.

26. As of 31.12.2020, 11 banks licensed by the National Bank of Moldova were active in the Republic of Moldova. The average interest rate on new loans granted in the national currency in 2019 was 8.76%, down from 2018, which was 9.31%. The same situation applies to the foreign currency loans granted to companies, registering a decrease from 4.63% in 2018 to 4.40% in 2019. Compared to the end of 2018, the increase (by 13.34%) of the loan portfolio for enterprises in the national currency was registered, i.e. from 10.763.40 million lei in 2018 to 12.199.34 million lei in 2019. In foreign currency, the volume of loans for enterprises increased by 8.97%, from 10,015.14 million lei in 2018 to 10,914.28 million lei in 2019. The largest increases in the loan portfolio were registered in loans granted for the purchase/construction of real estate - by 58.2% (2.3 billion lei) and in consumer loans - by 33.1% (1.7 billion). At the same time, the National Bank continues to encourage banks to focus more on financing the real economy. Access to financing the enterprises from the local banks remains very limited and difficult.

27. Although Moldova's cleantech innovation and entrepreneurship ecosystem (CIEE) is gradually improving, it is still in an urgent need of support. The following barriers, which have been identified through consultation with Government, entrepreneurs, business, academic and civil organizations in Moldova, are indicative of a weak CIEE and represent key limitations to the development, introduction and adoption of innovative cleantech, as well as the development and growth of SMEs.

Barriers faced by cleantech enterprises in developing and scaling-up innovative solutions	
Lack of capacity	<p>The cleantech enterprises face following capacity shortages:</p> <ul style="list-style-type: none"> lack of key skills and know-how on how to transform a cleantech innovation into a viable enterprise, which leads to high rates of failure for early-stage cleantech enterprises; lack of capacity to develop robust business models, which leads to high risk of failure of established businesses; lack of awareness of new developments and trends related to cleantech innovations (including their manufacturing and distribution - both locally and globally); limited access to international expertise and limited knowledge of markets and potential partners outside the country.

Limited access to finance	<p>Limited access to finance was identified by all stakeholders as a crucial impediment to the growth of cleantech enterprises. For example, there is almost no venture capital and only a few angel investors interested in sectors other than IT. Although crowd funding platforms operate in Moldova, their offerings tend to be more related to agricultural products, fairs, health and creative activities rather than cleantech. Some innovative ideas from previous incubation and acceleration programmes have not taken off due to lack of investment. The limited access to financing, particularly private investment, can be attributed to a number of factors, including:</p> <ul style="list-style-type: none"> a mismatch between enterprise needs and offerings of financing institutions, and a lack of interaction between cleantech enterprises and potential investors; not easily accessible and expensive seed capital for innovative projects which are often associated with high risks; lack of patient capital and advanced business growth support tailored to the needs of early-stage businesses; limited information on financial schemes (including both national and international), and the requirements and procedures associated with them, available for cleantech enterprises, and limited public financial incentives to support uptake of cleantech innovations; limited knowledge of cleantech innovation and investment landscape amongst local investors and their low risk appetite.
Barriers related to the CIEE	
Lack of institutional coordination mechanism	<p>While there are a number of organizations supporting entrepreneurs in Moldova (e.g. Ministry of Economy and Infrastructure, Organization for Small and Medium Enterprise Sector Development, Global Entrepreneurship Network, Start-up Academy, Tekwill, Ecovisio, etc.), there is a lack of established coordination mechanisms between them, which limits the effectiveness of their interventions. In addition, the allocation of responsibilities between different stakeholders is not always straightforward. Therefore, there is a need to create a platform for the CIEE stakeholders to communicate and work with each other in a coordinated manner.</p> <p>In particular, there is an insufficient dialogue and co-operation between public universities/research institutes on the one hand and the private sector on the other hand, which results in a limited uptake of innovative solutions. Also, it is not clear how business/industry priorities and needs are linked to research focus of the universities/research institutes. Further, there is a disconnect between the R&D outputs, focus of technology transfer efforts, and the investor demand.</p>

Suboptimal enabling policy and regulatory framework	<p>The following barriers have been identified with regard to the policy and regulatory framework:</p> <p>non-effective policies leading to a weak business environment: although it is relatively easy to start a business in Moldova, there are still several obstacles that limit the enterprise growth and hinder investments in innovative cleantech solutions; although policies are in place to promote competitiveness and market transformation, they have minimal impact on SMEs; the policy incentives for private sector R&D are underdeveloped; in addition, there is a lack of a regulatory framework for the provision of venture capital, which also hampers potential investment in innovation;</p> <p>lack of cleantech innovation platforms for SMEs: although some innovation infrastructure is established in Moldova, none of it is dedicated specifically to cleantech enterprises; further, it is not clear if the existing institutions have the capacity to support home-grown cleantech innovation;</p> <p>lack of official statistics or monitoring and evaluation frameworks regarding innovation, which makes it difficult to set specific baselines and targets, as well as to monitor progress towards an increased uptake of cleantech innovations in the country, and to decide on the implementation of corrective measures.</p>
Weak and disjointed CIEE	<p>The CIEE in the country is in its formative stages where there are still several discontinuities and asymmetries. For example, the finance sector is not actively involved in supporting early-stage cleantech innovations as they are considered high risk. Furthermore, while the role of cleantech innovations is recognized in general, they are not systematically integrated across key economic sectors. Although some support initiatives are emerging, the weak ecosystem does not allow a systematic transformation of cleantech innovations into enterprises that contribute towards industrial productivity gains and CO2 emission reductions.</p> <p>Moreover, the institutions mandated to promote technological innovation lack capacity and policy guidance. This is further exacerbated by the fact that the concept of innovation is differently understood by various actors, and it is often interpreted in a very narrow R&D sense, merely only in terms of patented technological improvements or scientific discoveries. This affects the directionality of funding flows and policy focus, and also results in the lack of private sector interest to promote home-grown innovations.</p>
Limited public awareness	<p>While there is no doubt that climate change is already affecting the country's economy and population, there is still limited public awareness regarding the fact that cleantech innovation presents not only an economic opportunity, but also helps to reduce GHG emissions. Awareness raising is crucial to enhance the understanding of the society at large of the benefits associated with the use of innovative cleantech products and services.</p>
Limited number of trained experts	<p>There is a shortage of trained experts that could provide mentoring and coaching to cleantech entrepreneurs, including guidance on technology options, best practices, and benchmarks.</p>

Table 3: Barriers to the adoption and large-scale deployment of SME-led cleantech innovation.

28. Ultimately, the above-mentioned barriers constrain innovators to transform their cleantech ideas into viable enterprises that can attract investment at local and global levels, which in turn would allow them to scale and to deliver transformational economic, social and environmental impacts. Therefore, this project will contribute, through continual engagements with the national Government, universities, the private sector and other relevant stakeholders, to mitigating the above-mentioned barriers in a holistic manner. Among others, the project will lead to the creation of a platform linking cleantech Moldovan entrepreneurs with investors and commercial partners, potentially resulting in the

commercialization of innovative cleantech products and services, as well as leading to job creation and ultimately supporting Moldova's economic growth. Furthermore, market opportunities will be extended to span across borders, Moldova's CIEE will be connected to other countries, and partnerships will be forged internationally among innovators, entrepreneurs, financiers, and policy makers.

29. Since 2011 UNIDO has been supporting cleantech companies in their development via GCIP which uniquely fosters an ecosystem approach that supports cleantech innovations in existing and new SMEs and start-ups through the provision of catered tools and methodologies that enhance their productivity and competitiveness while promoting the establishment of a supportive policy and regulatory framework. By the end of 2017, GCIP accelerated over 865 start-ups/SMEs in 8 countries.

30. The success of GCIP was confirmed through the GEF's evaluation in 2018. In its framework it was also recommended that: a) Any future GCIP or similar program should be structured using a more globally coordinated approach with appropriate choice of interventions based on strategic country selection; b) GCIP should actively support national-level coordination to dynamize the CIEE; c) There should be sufficient time allowed to customize and sharpen the focus on policy strengthening and regulatory frameworks to foster cleantech innovation and its adoption; d) The network of private sector partners should be expanded to address GCIP participant needs for business expertise and early stage technology validation; e) Direct and indirect impacts of the GCIP should be measured by establishing adequate monitoring and evaluation systems and ensure that they are implemented using standardized and relevant indicators; f) Country engagement should be deepened during the project period, including a plan and resourcing to sustain activities and expand outcomes after project closure.

31. As already mentioned, based on the above-mentioned recommendations UNIDO designed the GCIP Framework in 2019. The GCIP Framework consists of country child projects, all of which are connected to the three driving pillars, including a) Pillar 1. Transforming early-stage innovative cleantech solutions into commercial enterprises; b) Pillar 2. Cleantech innovation and entrepreneurship ecosystems strengthening and connectivity; c) Pillar 3. Programme coordination and coherence. The coherence within the GCIP Framework is ensured through the GCIP global coordination child project (GEF ID 10461) (hereinafter referred to as GCIP Global).

32. The GCIP Framework builds upon the achievements and key lessons learned from the implementation of the GCIP projects so far. In particular, it benefits from the collective feedback by various stakeholders including national counterparts, institutions and SMEs successfully participating in GCIP as well as strategic partners at the global level. The Table 4 below provides an overview of the lessons learnt as well as enhancements proposed in the GCIP Framework in general, and in GCIP Moldova in particular.

Lessons learned from GCIP in 2011-2018 and following recommendations	Enhancements of the GCIP Framework	Specific GCIP Moldova outputs which address corresponding recommendations
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Lessons learned from GCIP in 2011-2018 and following recommendations	Enhancements of the GCIP Framework	Specific GCIP Moldova outputs which address corresponding recommendations
a) More focus on investor outreach and connecting with investor networks; as well as outreach and marketing of the program and showcasing of GCIP supported innovations at global events	Pillar 1 will specifically address this need by organizing Investor Connect events that link GCIP alumni directly with potential investors, financiers and networks. Further, each country child project is expected to have activities dedicated to investor outreach and marketing at national and global levels. Pillar 3 includes global communications, advocacy and outreach activities which will also market the program and advocate innovators at local and global events.	<p>1.1.3 Three cycles of the annual competition-based GCIP Moldova Accelerator are conducted (with at least 30 semi-finalists)</p> <p>1.2.1 Targeted business growth support services are provided to selected cleantech enterprises towards commercialization</p> <p>1.2.2 Enterprises (up to 10) are connected to financing opportunities and provided with tipping- point investment facilitation support</p> <p>3.1.2 Programme-level knowledge management, communication and advocacy strategy is adapted and implemented by the GCIP Moldova</p> <p>3.1.3 The GCIP Moldova web platform is operated to maintain the GCIP community</p>
b) Improved cross-country coordination and system to ensure coherence and quality	Pillar 3 will include programmatic coherence and coordination activities in order to provide support to national child project project management units (PMUs), share guidelines and internal standards as well as promote interaction between PMUs.	3.1.1 The GCIP internal guidelines for project management teams are adapted and implemented by the GCIP Moldova

Lessons learned from GCIP in 2011-2018 and following recommendations	Enhancements of the GCIP Framework	Specific GCIP Moldova outputs which address corresponding recommendations
c) Enhanced quality of support	Pillar 1 will develop and provide a GCIP Accelerator, Advanced Accelerator, and Post-Accelerator guidebooks which will equip country child projects with standard GCIP approach and methodology to promote cleantech innovation and entrepreneurship. The guidebooks will also include practical tools and guidelines for operations and management of the acceleration services. Specific effort will be focused on ensuring that the support will be adapted to the local context of the countries.	1.1.1 The GCIP guidebooks are adapted for the GCIP Moldova
d) Advanced business-support for start-ups/SMEs after GCIP acceleration needed	Pillar 1 will provide standard approach for advanced investment and commercialization support to GCIP alumni. This will include further mentoring for advanced business growth, match-making services with interested corporations, investors, governments, and also offering opportunities for start-ups/SMEs to be showcased at high-level international events.	1.2.1 Targeted business growth support services are provided to selected cleantech enterprises towards commercialization 1.2.2 Enterprises (up to 10) are connected to financing opportunities and provided with tipping- point investment facilitation support
e) Increased focus on policy strengthening and regulatory frameworks to foster cleantech innovation	Pillar 2 will cater for policy and regulatory aspects of developing a mature CIEE. The GCIP Framework will assist child projects in strengthening the policy and regulatory frameworks through the sharing best practices, policy dialogue and cross-country exchange of success stories.	2.1.2 Cleantech innovation and entrepreneurship policies, regulations and recommendations are developed

Lessons learned from GCIP in 2011-2018 and following recommendations	Enhancements of the GCIP Framework	Specific GCIP Moldova outputs which address corresponding recommendations
f) Global peer networking among entrepreneurs	Pillar 1 of the GCIP Framework will create and maintain a global community of GCIP stakeholders which will allow cross-border connectivity among GCIP partner countries, facilitate peer to peer networking among entrepreneurs as well as investor matching, sharing of best practices between countries, identifying suitable in-country partners and promoting export opportunities.	<p>1.2.1 Targeted business growth support services are provided to selected cleantech enterprises towards commercialization</p> <p>1.2.2 Enterprises (up to 10) are connected to financing opportunities and provided with tipping- point investment facilitation support</p> <p>3.1.2 Programme-level knowledge management, communication and advocacy strategy is adapted and implemented by the GCIP Moldova</p> <p>3.1.3 The GCIP Moldova web platform is operated to maintain the GCIP community</p>
g) Knowledge exchange between national executing agencies and government counterparts	Pillar 2 includes a focus on knowledge management and exchange and is designed to maximize the impact of GCIP by identifying synergies between national CIEEs and ensuring that the successes and achievements of GCIP are captured in knowledge products. Networking will be facilitated between national PEEs and government counterparts.	<p>3.1.1 The GCIP internal guidelines for project management teams are adapted and implemented by the GCIP Moldova</p> <p>3.1.2 Programme-level knowledge management, communication and advocacy strategy is adapted and implemented by the GCIP Moldova</p> <p>3.1.3 The GCIP Moldova web platform is operated to maintain the GCIP community</p>

Lessons learned from GCIP in 2011-2018 and following recommendations	Enhancements of the GCIP Framework	Specific GCIP Moldova outputs which address corresponding recommendations
h) Improved monitoring and evaluation of impact	Pillar 3 has a specific activity dedicated to impact tracking, which will develop a common methodology for measuring outcomes and impacts to allow for extrapolation and comparisons. Each country child project will use the same methodology and feed their results into the global figures.	3.2.1 The GCIP methodology for impact assessment is adapted and applied
i) Widening the reach of GCIP	GCIP Global Accelerator will be organized under Pillar 1 of the GCIP Framework to support high impact cleantech innovations with commercialization potential beyond domestic markets. This will ensure that cleantech innovations with potential global impact receive specific mentoring and business support for entering global markets.	<p>1.2.1 Targeted business growth support services are provided to selected cleantech enterprises towards commercialization</p> <p>1.2.2 Enterprises (up to 10) are connected to financing opportunities and provided with tipping- point investment facilitation support</p> <p>3.1.2 Programme-level knowledge management, communication and advocacy strategy is adapted and implemented by the GCIP Moldova</p> <p>3.1.3 The GCIP Moldova web platform is operated to maintain the GCIP community</p>

Table 4: Enhancements of the GCIP Framework

b) the baseline scenario and any associated baseline projects

33. The Government understands the problem of the energy sector and plans to increase energy efficiency by reducing energy intensity in the residential, industrial, transport, and agricultural sectors by creation of new mechanism to support investments in this field. The modernization of the energy system and the implementation of efficient energy technologies is one of the strategic priorities of the country and the attracting of investment is a crucial activity. This involves the development of a mechanism for financing energy projects and the rational use of public and private investments. To achieve the proposed strategic objectives, the Government channels its efforts to strengthen the reform of the energy sector, including by adopting the new energy legislation related to the EU requirements,

implementation of projects to promote renewable and efficient energy, and to strengthening of the institutional capacities in the mentioned fields.

34. The Ministry of Infrastructure and Regional Development is responsible for the administration of the energy sector, as well as for elaboration and implementation of the necessary measures to ensure the energy security of the country. In particular, the Ministry develops energy-related policies, strategies, normative acts, and sector programs and project concepts. In addition, the Ministry leads international collaboration in the energy field, including, but not limited to, the supply of strategic energy resources, attracting foreign investment, and facilitation of cooperation. The Energy Efficiency Agency (EEA) provides support to the Ministry of Infrastructure and Regional Development in implementing energy efficiency and renewable energy policies. Its mission is to: manage all activities in the energy efficiency and renewable energy sectors; ensure the continuation of country-wide efforts to reach the objectives stemming from national strategies and programs; implement legislation related to energy efficiency and renewable energy. Moreover, following institutional reform in 2018, the EEA has absorbed the Energy Efficiency Fund. As a result, it also is responsible for providing financial support to the sector ? in part through funds allocated from the state budget, but also through additional resources to be fundraised on local, regional, and international financial markets.

35. In 2010, the Republic of Moldova became a full member of the Energy Community, which implies a commitment to transpose the EU's energy legislation and the *acquis communautaire*. Since then, all governmental efforts have focused on aligning the national legal framework for energy with that of the EU. As a result, competition and market principles have been introduced in the fields of natural gas and electricity with the aim of separating vertically integrated entities and introducing liberalized market principles. The above-mentioned reforms have had a positive impact on the quality of services provided to final consumers and businesses and are expected to increase the investment environment and the attractiveness of the country. The renewable and energy efficiency legal framework relating to clean technologies includes the following Laws:

a) Law No. 174 of 21.09.2017 on Energy provides a set of rules for all operators in the energy field, as well as for end-users of energy resources. It also consolidates the independence, authority, and transparency of the National Energy Regulatory Agency (ANRE). The law establishes all the mechanisms and principles regarding the functioning of the ANRE, including appointment and mandate of a director; budget formation and related financial management principles; and other provisions aimed at creating a healthy and favorable environment within the energy sector focused both on attracting investment and on the supply of reliable, qualitative, and affordable services to end-users.

b) Law No. 139 of 19.07.2018 Energy Efficiency consolidates the national institutional framework capacities for implementing energy efficiency policies and developing relevant financing mechanisms. The law also enables active participation by third parties, as it provides a necessary framework for energy performance contracts and allows private investment in the public sector. The law contains the following pillars: implementation of the concept of energy efficiency obligation schemes; strengthening the exemplary role of public buildings; introduction of the obligation for large companies to perform obligatory energy audits; popularization of sustainable public procurement; and promotion of energy performance contracts as market-driven funding instruments for energy efficiency measures.

c) Law No. 10 of 26.02.2016 on the Promotion of the Use of Energy from Renewable Sources, in force since March 2018, comes with new support mechanisms for renewable energy investments. These include feed-in tariffs; net metering; and tenders. At the same time, to ensure local energy autonomy and achieve the goal of distributed energy generation, the law supports the development of small-scale, community-promoted renewable energy projects. Moreover, it provides: an obligation by the central electricity supplier to purchase renewable electricity; guaranteed and non-discriminatory access to the grid; and priority dispatch.

d) Law No. 78 of 04.05.2017 for the ratification of the Paris Agreement. This Agreement aims to strengthen the global response to the threat posed by climate change in the context of sustainable development and poverty eradication efforts, including through:

- maintaining the increase in global average temperature well below 2 °C above pre-industrial levels;
- increasing the capacity to adapt to the negative effects of climate change and to encourage resilience to climate change;
- taking the necessary measures to ensure that financial flows correspond to a development towards a low-emission and greenhouse gas-resistant development.

The renewable and energy efficiency legal framework relating to clean technologies includes the following Government Decisions:

a) Government Decision No. 301 of 24.04.2014 on the approval of the Environmental Strategy for the years 2014-2023 and of the Action Plan for its implementation, with the view to guaranteeing an unpolluted and healthy sustainable environment, in harmony with economic development and social well-being. A general objective of the strategy is to create an efficient environmental management system. The specific objectives include: 1) ensuring conditions for good governance and effectiveness of institutional and managerial potential in the field of environmental protection to achieve environmental objectives, 2) integration of environmental protection, sustainable development, and green economy principles into all sectors of the national economy, 3) raising the level of environmental protection knowledge among pupils, students, and employees and ensuring access to environmental information, 4) reducing the negative impact of economic activity on the environment and improving measures of environmental pollution prevention.

b) Government Decision No. 1470 of 30.12. 2016 on Approval of the Low-Emission Development Strategy (LEDS) of the Republic of Moldova until 2030 and the Action Plan for its implementation. According to the LEDS, the Republic of Moldova is committed, by 2030, to reach the unconditional 64-67% GHG emissions reduction compared to the reference year level (1990). The commitment to reduce greenhouse gas emissions could rise to a conditional 78% if low-cost financial resources, technology transfer, and multilateral technical cooperation are provided, access to which is crucial to deal with the global climate change challenges.

c) Government Decision No. 160 of 21.02.2018 on the approval of the Promotion Program of the "green" economy in the Republic of Moldova for years 2018-2020 and the Action Plan for its implementation. The purpose of this program is to promote the implementation of the principles of the "green" economy in the Republic of Moldova in harmony with economic development and social welfare.

d) Government Decision No. 698 of 27.12.2019 on the approval of the National Energy Efficiency Action Plan (NEEAP) 2019-2021 which guides the achievement of national objectives set for energy efficiency, renewable energy, and climate change.

e) Government Decision No 281 of 01.08.2019 of the National Program for Research and Innovation for 2020-2023. The National Program aims to increase the effectiveness of national research and innovation systems and ensure the optimal conditions to generate new knowledge based on fundamental and applied research and apply this knowledge to increase the competitiveness of the national economy and general welfare level. To achieve the stated goal and priorities, the National Program sets the following general objectives:

- General objective I: Improve governance and increase the efficiency of the research and innovation system.
- General objective II: Competitive human potential involved in research and innovation.

- General objective III: Infrastructure in line with international standards.
- General objective IV: Research and innovation for the social-economic needs.
- General objective V: Coherent policy of European and international cooperation.

36. In accordance with Law No. 139 of 19.07.2018 on energy efficiency, the Energy Efficiency Agency is the authority responsible for implementing policies in the field of energy efficiency, including by attracting and managing financial resources for financing and promoting projects in the energy efficiency and renewable energy fields. The Energy Efficiency Agency promotes energy efficiency, by supporting energy efficiency improvement programs that facilitate the implementation of high-performance technologies for energy production, such as cogeneration and trigeneration, distribution, transport, and use of energy and fuel, by adopting standards in the field of energy efficiency for installations, buildings, and equipment. An important activity is the promotion of initiatives of the private sector and entrepreneurs and encouraging the creation of new energy service providers, supporting cooperation between participants in the energy services market to achieve the objectives of state policy in the field of energy efficiency, creating the necessary premises for developing technical capacities for energy services. Also, the Energy Efficiency Agency is engaged in organization of training, awareness-raising campaigns for the private sector and civil society in decision-making and implementation of energy efficiency measures, cooperation with other countries, including in international organizations, to promote advanced technologies and scientific achievements.

37. Government Decision No. 698 of 27.12.2019 on the approval of the National Energy Efficiency Action Plan (NEEAP) 2019-2021, No. 160 of 21.02.2018 on the approval of the Promotion Program of the "green" economy in the Republic of Moldova and No. 1470 of 30.12. 2016 on Approval of the Low-Emission Development Strategy (LEDS) of the Republic of Moldova until 2030 and the Action Plan for its implementation serves as a major framework for long- and short-term policies aimed at the development of entrepreneurship in the field of clean technologies. Also, the activities of the GCIP Moldova are included in the National Energy Efficiency Action Plan (NEEAP) 2019-2021.

38. Moldova is ranked 59th in the Global Innovation Index of 2020. The innovation activities in Moldova are promoted and regulated by several state policies developed by the Ministry of Education, Culture, and Research. The main weaknesses in 2020 relating to innovation are: Domestic credit to the private sector, Innovation linkages, University/industry research collaboration, GDP/unit of energy use. At the same time, the main strengths are: Ease of starting a business, Intangible assets, Trademarks by origin, Utility models by origin. An argument why the Republic of Moldova is a choice for foreign investment is its operational costs offer. The wages are one of the most competitive in the region: on average 2.7 euros per hour or some 350 euros a month. Public utility costs also are among the lowest in Europe: electricity costs 9-10 eurocents for one kilowatt per hour; one cubic meter of water costs 73 eurocents; one cubic meter of natural gas costs 34 eurocents, and sewerage services charge 58 eurocents for one cubic meter. Office and industrial space vary in price depending on the location but stay between 1 and 5 euros for one square meter or under 1 euro in a free economic zone or an industrial park.

39. Despite various socioeconomic challenges since its independence, the Republic of Moldova has managed to maintain several islands of research excellence in physics, chemistry, and nanotechnology. To strengthen research capabilities and support innovation-led economic growth, the Government has implemented overarching reforms. Changes in the Code on Science and Innovation put the Ministry of Education, Culture, and Research (MECR) in charge of most national research institutions and gave it responsibility for shaping the national research and innovation agenda. The National Agency for Research and Development (NARD) is the main public funder of research and innovation. The role of the National Academy of Sciences shrank to a mainly a consulting body advising the Government on science and innovation policy. The Moldovan Government has adopted strategic documents governing

RDI activities. The National Programme for Research and Innovation for 2020-2023 is supported by an action plan that defines subsequent steps for achieving policy objectives. Priorities of the national innovation policy align with other overarching policy objectives anchored in strategic documents on education, SMEs, and industrial development.

40. The National Programme for Research and Innovation, which entered into force on 16 August 2019, provides a comprehensive vision and objectives for developing the national science and innovation system. The program outlines key measures for achieving six national strategic objectives in science and innovation:

- Ensure better prioritization of science and innovation and their closer alignment with the needs of national socio-economic development.
- Leverage international collaboration to access funding, knowledge, and skills.
- Strengthen collaboration and promote synergies among stakeholders in science and innovation policy.

- Promote science and innovation in society.
- Create favorable conditions for supporting business innovation.
- Increase the efficiency and effectiveness of public research funding.

The objectives of the program align with other strategic policy documents. For instance, supporting collaboration between stakeholders in national science and innovation policy and developing synergies between academia and industry are also topics of particular importance in the national SME Development Strategy, in SME laws, and in the Law on Science and Technology Parks and Innovation Incubators.

41. Smart Specialization, being one of the priorities of the National Program for Research and Innovation, is a policy that promotes regional economic transformation through investment in innovative activities in specialization domains based on evidence and stakeholder participation. Moldova registered to Smart Specialization Platform (S3P) at the national level in 2016. Currently, Moldova is one of the most advanced countries in the Eastern Partnership region in terms of developing its S3 Strategy. Since the beginning of 2020, S3 is included in the action plan of the Government, which gives it a push in relevance. The Entrepreneurial Discovery Process (EDP) started in June 2019 when the first 4 EDP workshops on Energy, ICT, Agriculture, and Food Processing, and Biomedicine and Biopharmaceuticals were held. The EDP is still ongoing, as it was delayed due to the COVID-19 pandemic. Online meetings are envisaged to conclude the process in time. With support from the EU's Horizon 2020 program, Smart Specialization started in Moldova with the mapping of the economic, scientific, and innovation potential of the different regions of the country. The results can be seen in Figure 2 which shows where there is a potential in different economic sectors in various regions.

Mapping of the economic, scientific and innovation potential in the Republic of Moldova

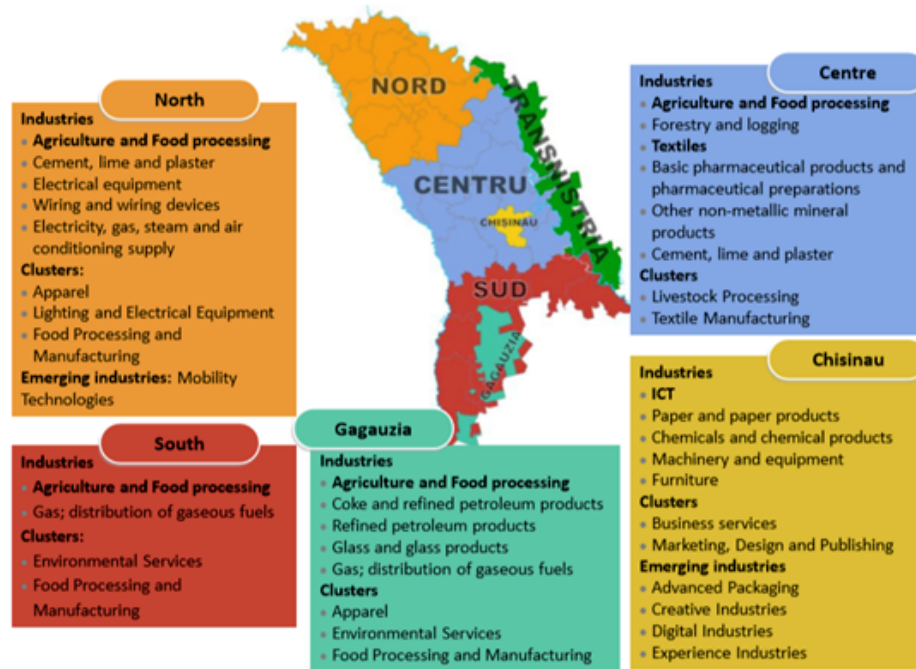


Figure 2: Mapping of the economic, scientific and innovation potential in Moldova.

42. The innovation policy gravitates towards targeting research institutes and universities rather than SMEs and start-ups, which can be partially explained by the historically poor interaction of relevant public authorities and the private sector. The gradually improved national policy and the regulatory framework have created the mechanism bringing together several actors, such as governmental agencies, research institutes, universities, the private sector, and social enterprises in accelerators, incubators, and clusters. Clusters are a relatively new phenomenon in the Moldovan economy. Although the mechanisms of cluster establishment are not clearly defined, the necessity of supporting the cluster formation for industrial development was mentioned among others subjects in several strategic documents.

43. The main entrepreneurship and innovation infrastructure of Moldova can be characterized by two main fields: the entities responsible for the promotion of the innovation and the promotion activities.

a) The national innovation infrastructure is based on the following entities:

- Moldovan Business Incubators Network (RIAM) is a cooperation platform for Business Incubators. RIAM offers the members the possibility to implement development projects and programs jointly and efficiently, facilitating the exchange of experience and good practices. RIAM is an open network for all Moldovan Business Incubators, consulting companies, donors, and financing institutions.

- The Chamber of Commerce and Industry of Moldova is a local organization of businesses and companies having the objective to develop and further the interests of local companies. Members of the Chamber of Commerce are usually international and local operating companies, such as lawyers, property developers, tourism companies, manufacturing companies, import and export businesses, banks, finance companies, legal advisors, IT and electronics manufacturers, etc. Chamber of Commerce's main activities are, among others, safeguarding business interests and sharing business

experiences and business interests, contact with Government, civil society, local media, and organizing trade shows and events.

- Industrial parks of Moldova. An industrial park is a specific area that has technical and production infrastructure, where economic activities are conducted, mainly industrial production, service delivery, capitalization of scientific research and/or technologic development in a regime of specific facilities with a view to capitalize the human and material potential of a region. The next industrial parks are active in Moldova: ?Tracom?, ?Bionergagro?, ?Cimi?lia?, ?R?ut?, ?CAAN?, ?Edine??.

b) The main activities relating to the promotion of innovation in Moldova are:

- The Moldova Eco-Energetica is a competition organized by the Energy Efficiency Agency that aims to support efficiency initiatives in the production, transmission, distribution, and consumption of energy, as well as undertakings related to the implementation, development, and promotion of modern technologies and innovations. It is run by the EEA in partnership with the MEI and national and international financing institutions and culminates in the Moldova Eco-Energetica Week. Since 2012, a total of 344 applicants have presented their projects. The applications are reviewed in three stages: 1) by Evaluation Panels, 2) during validation field visits and 3) by the Coordination Board which makes the final decisions.

- EU Sustainable Energy Week (EUSEW) is the biggest event dedicated to renewables and efficient energy use in Europe. It is made up of a 3-day policy conference offering various networking opportunities, an EU Sustainable Energy Awards competition with a public vote for the citizens' award, and local events, Energy Days, held across Europe throughout the months of May and June.

- European Researchers' Night is a European Union initiative funded under the Marie Skłodowska-Curie Actions, which aims to bring researchers closer to the public, demonstrate the diversity and impact of science, and motivate young people to choose a research career. The European Researchers' Night aims to:

- bring research and researchers closer to the public
- promote excellent research projects across Europe and beyond
- increase the interest of young people in science and research careers

44. GCIP Moldova will be focused on creating synergies with, and building up on the results of, several projects already launched in Moldova with the support of international organizations, as well as with relevant regional initiatives, as listed below:

a) Tekwill ICT Excellence Center by Support B2B Startup Development. The project is implemented as a private-public partnership (through the Global Development Alliances instrument (GDA)), between the Moldovan Government, private industry, academia, and USAID. The private partners bring significant new resources, ideas, software, technologies, and development activities, such as training, practical assignments, and mentorship. The private sector partners have the chance to use the center to communicate with the university, SMEs, startups, professionals and contribute to the curricula improvement answering the market needs, as well as the improvement of the IT and entrepreneurship ecosystem that will lead to the economic growth of the country. The project fills the gaps between the existing big business in the region and B2B startups. Within the framework of this project, start-up teams are focused on solving real business problems, developing the product through the acceleration program, and if successful, they will sign a commercial agreement with a corporate partner.

b) The EIT Climate-KIC initiated the Climate Launchpad that is the world's largest green business ideas competition with a mission to unlock the world's cleantech potential and address climate change. Moldova has so far included 23 Moldovan start-ups offering innovations in the field of

solar energy and biomass. The EIC Climate-KIC also conducts a Climate-KIC Accelerator which is an EU acceleration program focused on cleantech commercialization.

c) The United Nations Industrial Development Programme (UNDP) implements a 'Green City Lab - Moldova Sustainable Green Cities' project (2018-2022) with the aim to support new and innovative solutions for modern and environmentally friendly urban development. With the budget of over USD 2,8 mln, the project focuses on urban mobility, waste management, energy efficiency, renewable energy sources, and sustainable urban planning.

d) In 2014-2017, the MEI in partnership with UNDP implemented a project titled 'Innovative business development for local sustainable economic growth' which focused on supporting SMEs' capacity to innovate. The project delivered numerous training sessions and involved more than 450 Moldovan SMEs from various economic sectors. Innovation awards were granted through the Moldova Innovation Challenge Scheme (MICS) and a Business Innovation Lab started operation (however, it is no longer active). The sectors most active in generating innovative projects were ICT, energy, high-value added agriculture and some light industry.

e) The 'Junior Achievement Moldova' is an NGO delivering a USAID funded programme providing entrepreneurship training to pre-university youth.

f) The Vienna Impact Hub Investment Ready programme is a unique 4-month program for entrepreneurs from Central and Eastern Europe creating scalable solutions to societal problems. A cohort of around 15 selected ventures systematically works on their business strategy and builds an attractive investment case. Participants work with experienced mentors, content experts, investors and powerful business tools and are given the opportunity to present their ideas to potential investors. Climate change and sustainable energy are part of the programme but not its focus. Moldovan ventures are applicable to apply but must be able to travel to Vienna.

g) Finnish EnergySpin - Energy Solutions Business Accelerator - EnergySpin is a multi-corporate accelerator program, supporting start-ups to grow, connecting them to corporates and helping them to challenge the status quo of the industry. In its framework, help is provided in the revision of business models, preparation for meetings with corporates and investors, and market positioning. So far, a few Moldovan companies have applied for this accelerator.

h) CEE Impact Day is an annual event where more than 250 impact investors, social entrepreneurs and executives from across Central and Eastern Europe meet to shape a more sustainable, inclusive world using social innovation.

i) The Private Financing Advisory Network (PFAN), is an initiative hosted jointly by UNIDO and the Renewable Energy and Energy Efficiency Partnership and is a global network of climate and clean energy financing experts that offer business coaching and investment facilitation to entrepreneurs developing climate projects in emerging markets. PFAN mobilizes private financing to reduce greenhouse gas emissions and build climate resilience contributing to Paris Agreement and SDGs i.e., SDGs 7 (Energy), 9 (Industry), 13 (Climate Action), and 17 (Partnership). A network of ninety-nine (99) in-country private sector experts in 39 countries are supported by network of forty-five (45) investment partners globally to provide investment advisory services, investment facilitation and financing. To date, PFAN has supported at least 127 climate and clean energy businesses to mobilize more than USD 1.7 billion of investment. Furthermore, PFAN currently has a pipeline of hundreds of projects across the globe that are being supported. Further results demonstrate that through this investment, 3.3 million tonnes of CO₂ have been mitigated annually and an additional 975 MW of clean power installed. This year already, PFAN has facilitated at least 69 investment-ready projects.

PFAN has also recently partnered up with USAID to assist the private sector and governments to bring financial investments in clean energy in Asia.

A more detailed overview of the projects with which GCIP Moldova will synergize, or on the results of which it will build, is provided below:

	Agencies	Project description	Project relevance for GCIP Moldova
2020 Clim@ competition	Green Growth Fund	Supported by the EU initiative ?EU4Energy?, the second Clim@ competition took place in 2020 and its aim is to award innovative ideas for fighting climate change and protecting the environment. This competition reaches 60 countries with over 200 applicant teams for the 2020 Clim@ competition. Applicants presented a wide variety of ideas including a sustainable leather alternative made from fruit waste, organic substitutes made from tea to replace plastic parts in the automotive industry, and a digital platform that connects households and businesses in emerging markets with affiliated recyclers. There have been no teams from Moldova among the finalists of the competition.	While promising ideas receive support in developing their business further, there is no focus on the Republic of Moldova. Regarding the 2020 Clim@ competition as complementary to the planned GCIP Moldova, the Green Growth Fund is interested in co-financing GCIP. While there is still no competition announced for 2021, 2020 Clim@ competition applicants from Moldova can benefit from the advanced acceleration services and the strengthened cleantech innovation enterprise ecosystem fostered by GCIP.

	Agencies	Project description	Project relevance for GCIP Moldova
ecovisio	GEF, USAID, GIZ, EU	<p>ecovisio provides environmental education to youth from all parts of Moldova, offsets carbon through tree planting initiatives, offers greening up services to businesses and promotes and assists with composting practices. With a focus on social entrepreneurship, ecovisio developed their own social enterprise in the form of a training center in the village of R?cova, acting as a regional hub for practical education and providing jobs for the local community to create regular opportunities for social and eco-entrepreneurs to gain visibility, sell their products and network with peers and stakeholders. They also design programs to accelerate the growth of local social enterprises under development, in order to increase and improve the positive impact of their activity and contribute to the creation of Moldova's first agri-food business incubator for small food producers.</p>	<p>GCIP Moldova recognizes the important ongoing work by ecovisio and plans to synergize with the ecovisio activities. With ecovisio's focus on social entrepreneurship, education and agribusiness, GCIP Moldova expects to complement this initiative well with its work on policy capacity building, financing support and internationalization. An exchange of best practices and integration into a vibrant cleantech innovation ecosystem will benefit both initiatives.</p>

	Agencies	Project description	Project relevance for GCIP Moldova
GreenTech Rangers	GEF, UNDP, Climate KIC, Climate Launchpad	GreenTech Rangers is an innovative start-up pre-acceleration programme designed to improve environmental and social entrepreneurial ecosystem in Moldova and beyond. The programme integrates various start-up initiatives to create valuable learning and start-up development journeys for young talents and prospective entrepreneurs. GreenTech Rangers is focused on nurturing and supporting intra- and entrepreneurial startups specifically in the GreenTech / CleanTech / EcoTech industry. Through its start-up development and support process, the programme contributes to the achievement of a number of Sustainable Development Goals (SDGs), such as Affordable and Clean Energy, Sustainable Cities and Communities, and Climate Change.	GCIP Moldova will seek coordination and exchange with GreenTech Rangers to ensure that both can benefit from existing synergies. While GreenTech Rangers focuses on pre-acceleration, GCIP Moldova will focus on more advanced acceleration services. Furthermore GCIP Moldova expects to complement the efforts by offering capacity building to vital institutions and policymakers as well as targeted financing support.

	Agencies	Project description	Project relevance for GCIP Moldova
Start-up Academy	USAID	<p>The Start-up Academy is run by Tekwill which is hosted by the Technical University of Moldova (UTM). Tekwill regularly gathers local and international tech leaders to empower the development of Moldova's start-up ecosystem by facilitating results oriented innovation and collaboration. Tekwill provides: education and training, including curricula, lecturers and facilities; associated business development assistance; R&D support; as well as it organizes start-up competitions and manages an angel investor network.</p> <p>One opportunity in particular is Start-up Academy Bootcamp, an accelerator program where experts meet with local entrepreneurs. Eight startups entered the online bootcamp in 2020, which served as an excellent scaling tool. The bootcamp has been organized by the Startup Moldova Program, implemented within the TEKWILL project with the support of the United States Agency for International Development (USAID) and Sweden.</p>	GCIP Moldova will seek coordination and synergy with the Start-up Moldova Program to ensure that both can benefit from cooperation and sharing of best practices.

	Agencies	Project description	Project relevance for GCIP Moldova
Junior Achievement Moldova	JA Worldwide	<p>Junior Achievement is a non-governmental organization whose mission is to motivate and prepare the younger generation to assert a successful market economy.</p> <p>Junior Achievement is active in Moldova since 1995 and is a member of JA Worldwide and of the Regional Centre in Brussels, JA-YE Europe. JA Worldwide is the largest and most dynamic organization oriented to economic and entrepreneurial education, being present in 115 countries.</p> <p>From the organization's registration, over 300,000 students and 3000 teachers attended the JA Moldova programs of entrepreneurial training. In collaboration with the Ministry of Education, Culture and Research and the Foundation "Sturza Family", JA Moldova each year is offered in 250 schools and colleges in the country, where about 20000 students from the 1st to the 12th grade benefit both from classroom teaching activities and various extracurricular activities, such as economy contests, school fairs, summer camps, etc.</p> <p>In economic education programs offered by Junior Achievement the teacher and the pupils learn by actions. By the activities of "learning by doing" held in class and by the interaction with volunteer consultants from business community, young people acquire essential skills for life, experience unique opportunities to participate in international competitions of the programs, belonging to educational and professional global network.</p> <p>JA economic education programs cultivate thinking applied to reality, a positive attitude towards life, sense of initiative and involvement in community life.</p>	<p>Junior Achievement Moldova focuses on fostering entrepreneurial skills at an early age, by offering programs at schools and summer camps. GCIP Moldova plans to synergize with the ongoing programs offered by JA Moldova, by offering proven Accelerator services to young entrepreneurs who may have benefitted from JA programs in the past. GCIP Moldova recognizes the importance of collaboration with institutions such as JA Moldova to enable a seamless journey for entrepreneurs starting from an early age and acquiring vital skills to advancing to concrete business ideas and targeted support for product development, testing and scale-up.</p>

	Agencies	Project description	Project relevance for GCIP Moldova
Finnish EnergySpin		Energyspin is a Finnish growth program for start-ups seeking international growth. It is a ten-week-long accelerator programme including company-specific trainings for: business growth planning, product development, commercialization, financing and marketing. All start-up companies in the energy sector are welcome to apply, as well as startup enterprises in fields linked to the energy sector, such as digitalization, IoT, cybersecurity and gamification, including smart grid, power optimization, renewables. So far only a few Moldovan companies have applied.	GCIP Moldova will seek to synergize with Energyspin Moldova by coordinating ongoing efforts to support start-ups and SMEs in the energy sector. While Energyspin is not country specific and few Moldovan companies have applied, GCIP Moldova hopes to offer targeted support to Moldovan start-ups and SMEs in particular, enabling a fast market integration through its ecosystem approach.
Future Technologies Programme	USAID	The USAID Moldova Future Technologies Activity (FTA) connects local innovative sectors to global markets. The activity also collaborates with small and medium enterprises to increase their competitiveness, value-added exports, workforce skills for employment opportunities, access to finance, and climate resilience.	GCIP Moldova will act as a complementary initiative to the FTA programme, as FTA specializes in light manufacturing, information and communication technology, precision engineering, creative industries, and digital media sectors, while GCIP will focus on the cleantech sector and support the SMEs at earlier stages of business development.

	Agencies	Project description	Project relevance for GCIP Moldova
Moldova Structural Reform Programme	USAID, Natha	This is a four-year project that aims to strengthen Moldova's business and trade enabling environment through a flexible, demand-driven approach, in consultation with key Government of Moldova counterparts, including the Ministry of Economy.	GCIP Moldova will seek to synergize with the Moldovan Structural Reform Programme, since this programme will enable the ecosystem approach of GCIP and in turn GCIP will reinforce the objectives of the Reform Programme through its components on institutional capacity building and policy recommendations.

	Agencies	Project description	Project relevance for GCIP Moldova
Moldovan Greening Programme	ODIMM, EU 4 Environment	<p>In Moldova, EU4Environment supports the Organization for Small and Medium Enterprises Sector Development (ODIMM), a non-profit organisation under the purview of Moldova's Ministry of Economy and Infrastructure in greening SMEs and entrepreneurship development. Following a fact-finding mission to Chisinau in October 2019, the OECD ? the EU4Environment Implementing Partner ? provided inputs into the Moldovan Greening Programme for Small and Medium Enterprises, which was finalized in late November of that same year. Under the Greening Programme an online tool for SMEs to assess their environmental performance and determine ways to enhance their efficiency was also developed. This work is extensively using experience and know-how from by the Clean Technology Centre of Ireland.</p> <p>Once completed, the tool will help ODIMM identify SMEs that stand to benefit from more targeted financial supported. The OECD and UNIDO, another EU4Environment Implementing Partner, work with ODIMM also on identifying and mobilizing Resource Efficiency and Cleaner Production experts to support SMEs actions and coordinating further support to SME greening in Moldova.</p> <p>ODIMM contributes to the country's sustainable economic development and creation of new jobs. ODIMM's mandate to support the development of SMEs covers a potentially enormous constituency of SMEs variously estimated at around 55,000 enterprises. Over the years, ODIMM worked together with private sector to address the challenges that entrepreneurs are facing, reaching more than 15,000 entrepreneurs through its programs. ODIMM has been</p>	GCIP Moldova will seek coordination and exchange with ODIMM to offer targeted support for cleantech innovation start-ups and SMEs in particular. While the Moldovan Greening Programme plays a vital role in reducing GHG emissions in start-ups and SMEs the focus is not on the business model itself providing energy efficiency solutions.

	Agencies	Project description	Project relevance for GCIP Moldova
EU4Business	European Union	EU4Business is an EU initiative that helps SMEs in the six countries of the Eastern Partnership region to realize their full potential and boost economic growth. SMEs are supported in developing vital skills, finding access to finance, incubators consultancy services and more.	GCIP Moldova plans to be in a fruitful exchange with EU4Business in order to offer cleantech SMEs the most suitable support. EU4Business operates as a platform without a thematic focus, while GCIP Moldova may complement this initiative with its focus on cleantech and unique programme structure as well as its experience and market knowledge beyond Europe.

	Agencies	Project description	Project relevance for GCIP Moldova
INVEST	USAID	USAID INVEST performs landscape assessments to identify companies with debt and equity needs. These companies then get shortlisted for the newly created Moldovan Investment Platform, which aims to connect capital seekers with capital providers and close \$20 million in investment deals over the next 18 months. The platform is designed to provide Moldovan businesses with much-needed capital, help them weather the economic impacts of COVID-19, and encourage further external investment into the country. The investment platform will provide targeted, firm-level technical assistance that will improve the ability of local companies to grow their operating capacity and raise critical growth capital. For investors, the platform acts as a neutral intermediary and addresses barriers such as information asymmetries and high transaction costs by improving investors' understanding of the market and decreasing the cost of due diligence. INVEST is currently providing transaction advisory services for three transactions worth \$20 million and will provide at least eight businesses with support to mobilize debt and equity investments by July 2022.	GCIP Moldova will be in close contact with USAID INVEST as well as EBRD and EIB to avoid duplication of efforts with regards to investment support, as well as renewable energy implementation.

Table 5: Overview of National Baseline Projects

45. UNIDO has a successful track record of its engagement in Moldova, which is evidenced by the following undertakings:

a) Within EU4Environment, a project funded by the EU, UNIDO supports companies in implementing Resource Efficient and Cleaner Production (RECP) patterns and encourages eco-innovative solutions that will unlock opportunities for greener growth and more resilient economies. The main goal is to reduce the environmental footprint of existing industrial activities while stimulating new economic development opportunities, thereby ensuring a stable and resilient development on a national and regional level. In the framework of EU4Environment, UNIDO works with key industries in Moldova, as well as it provides training to locally selected experts who are then able to conduct in-depth analyses of the industry, as well as propose recommendations for resource efficiency (energy, water and materials) and cleaner production.

b) UNIDO and the Government of Moldova have recently signed a Country Programming Framework (CPF) with an estimated budget of EUR 28,9 mln to contribute to the achievement of the inclusive and sustainable industrial development agenda of the country. Emphasis of the CPF is placed on the development and strengthening of value chains, export capacity building, competitiveness and innovations, entrepreneurship development, rural development for overcoming rural-urban disparities, as well as on measures to support energy efficiency, the uptake of renewable energy and the promotion of sound environmental management.

c) the proposed alternative scenario with a brief description of expected outcomes and components of the project

46. The proposed alternative scenario will be the implementation of the Cleantech and Innovation Programme for SMEs in Moldova (GCIP Moldova) which forms a part of the GCIP Framework that aims to nurture cleantech entrepreneurs around the world. This project will help cleantech enterprises, focused on SMEs in Moldova, particularly in the sustainable energy sector, to develop and scale up to increase market adoption of cleantech solutions. This will lead to a reduction in emissions and fossil fuel consumption. Furthermore, it will facilitate increased investment, job creation, and market development.

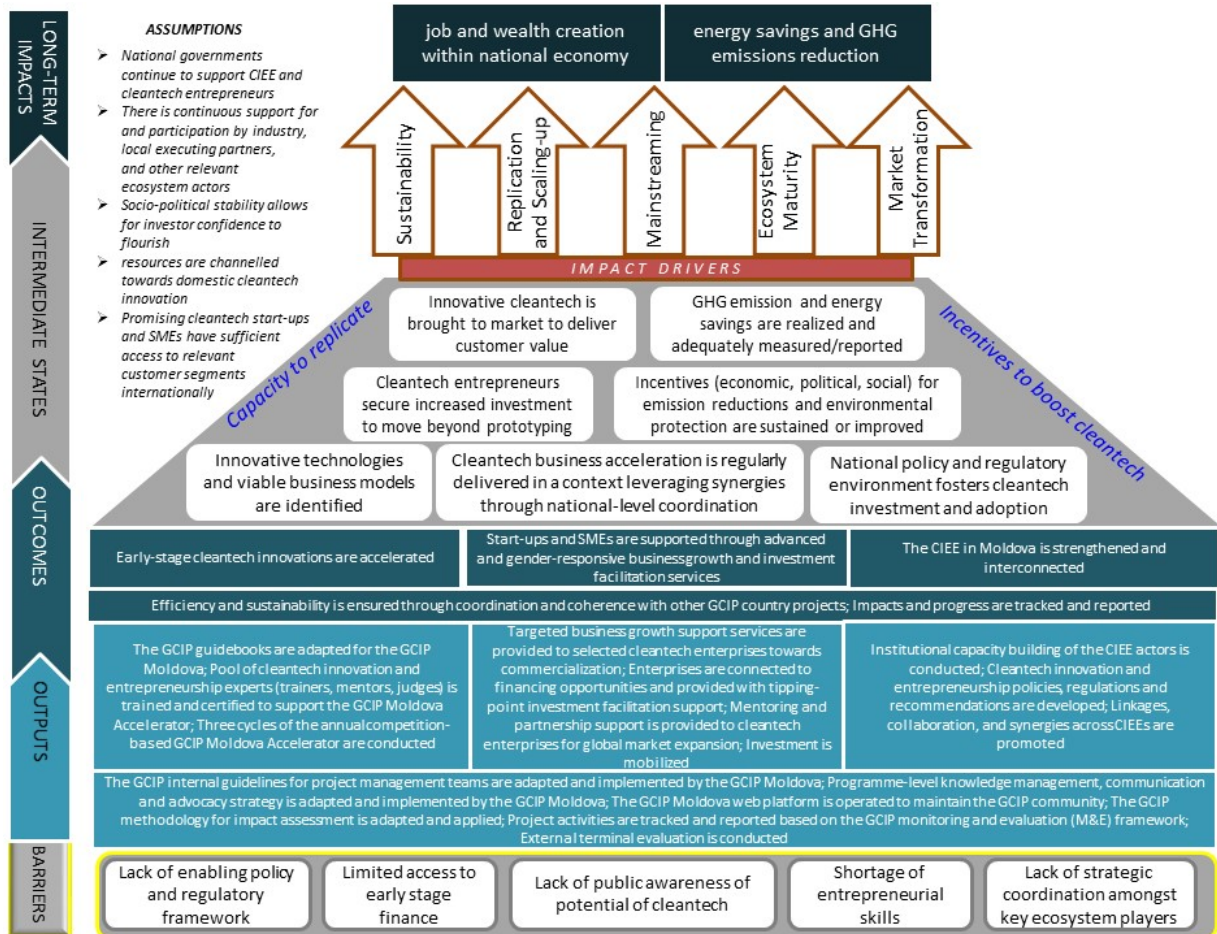
Project Approach

47. GCIP Moldova is developed as a child project of the GCIP Framework. As such, it will link the CIEE of Moldova to the global network of CIEEs in other GCIP partner countries, as well as it will receive support from the GCIP global coordination child project (GEF ID: 10461) (hereinafter referred to as GCIP Global). More specifically, the EEA, which has been selected as the national project executing entity (national PEE), will be supported by two global project executing entities (global PEEs), including Network for Global Innovation (NGIN) and Cleantech Group (CTG).

48. The project has three components, in line with the GCIP Framework, which have been designed based on the current needs of developing countries and GCIP partner countries including Moldova, as well as recommendations from the GEF's independent evaluation of GCIP conducted in 2018, and with feedback from the previous nine GCIP country projects implemented between 2013 and 2019. In particular, the project will 1) transform early-stage innovative cleantech solutions into scalable enterprises; 2) strengthen the capacities of CIEE stakeholders and connect them; and 3) engage with the GCIP Global to ensure programme coordination and coherence. The project's Theory of Change is pictured and described in the Figure 3.

49. The project will adopt an inter-disciplinary holistic approach involving start-ups, SMEs, national ministries and institutions, academia and research centres, business associations, financing institutions, foundations, venture capitalists and utilities within and beyond Eastern Europe. The project will closely coordinate with the GCIP Global, as well as other similar national and international efforts, as it is critical to maximize synergies and share knowledge and best practices that can help in enhancing entrepreneurs' contributions towards climate change mitigation, while increasing productivity and generating growth and wealth.

50. UNIDO's extensive experience in implementing GCIP over the years ensures Moldovan investors' confidence in the quality and chances of success of the cleantech enterprises supported. This is in light of almost 10 years of experience and proven track records, and a brand that is recognized and trusted internationally by investors. Moreover, the project will ensure an immediate integration of the CIEE in Moldova and the supported entrepreneurs in a global network of cleantech developers and investors.



The entrepreneurs (start-ups and SMEs) in Moldova face several barriers, as described in the section a) ?the global environmental and/or adaptation problems, root causes and barriers that need to be addressed?. These barriers include: lack of an enabling policy and regulatory framework, limited access to early-stage finance, lack of public awareness of the potential of cleantech, shortage of entrepreneurial skills, lack of strategic coordination among key CIEE players, as pictured on the bottom of the above graph.

In order to alleviate the above-mentioned barriers, the GCIP Moldova focuses on the following lines of intervention (outputs): 1) adaptation of GCIP Moldova guidebooks; training and certification of a pool of cleantech innovation and entrepreneurship experts (trainers, mentors, judges); organization of three cycles of the annual competition-based GCIP Moldova Accelerator; 2) provision of targeted business growth support services to selected cleantech enterprises; connection of enterprises to financing opportunities and provision of tipping-point investment facilitation support; provision of mentoring and partnership support to cleantech enterprises for global market expansion; provision of investment mobilization support; 3) institutional capacity building of the CIEE actors; development of cleantech innovation and entrepreneurship policies, regulations and recommendations; promotion of linkages, collaboration, and synergies across CIEEs; 4) adaptation and implementation of the GCIP internal guidelines for project management teams; adaptation and implementation of the programme-level knowledge management, communication and advocacy strategy; creation of the GCIP Moldova web platform; adaptation and application of the GCIP methodology for impact assessment; tracking and reporting of project activities based on the GCIP monitoring and evaluation (M&E) framework; and independent terminal evaluation.

IF the above listed outputs are successfully realized; THEN: innovative cleantech is brought to market to deliver customer value, GHG emission and energy savings are realized and adequately measured/reported, cleantech entrepreneurs secure increased investment to move beyond prototyping, incentives (economic, political, social) for emission reductions and environmental protection are sustained or improved, innovative technologies and viable business models are identified, cleantech business acceleration is regularly delivered in a context leveraging synergies through national-level coordination, and national policy and regulatory environment fosters cleantech investment and adoption; BECAUSE: early-stage cleantech innovations are accelerated, start-ups and SMEs are supported through advanced and gender-responsive business growth and investment facilitation services, the CIEE in Moldova is strengthened and interconnected, and the efficiency and sustainability is ensured through coordination and coherence with other GCIP country projects, as well as impacts and progress are tracked and reported.

Ultimately, the project will deliver multifaceted environmental and socio-economic high-level impacts, including job and wealth creation, energy savings, and GHG emissions reductions.

Figure 3: Theory of Change - graphical and descriptive presentation.

51. The GCIP approach in Component 1 especially, accelerates innovations that have highest GHG emission reduction potential and have highest chances of going to the market through a number of phases and together with its partners like PFAN, continually de-risks the enterprise's business model in order to increase the likelihood of investor interest. This is important to note since the sources of investment that the GCIP start-ups will be able to mobilize will depend on the alignment of the priorities of the institutions that have shown interest to invest.

GCIP connection to PFAN to support the start-up to scale up journey of cleantech enterprises

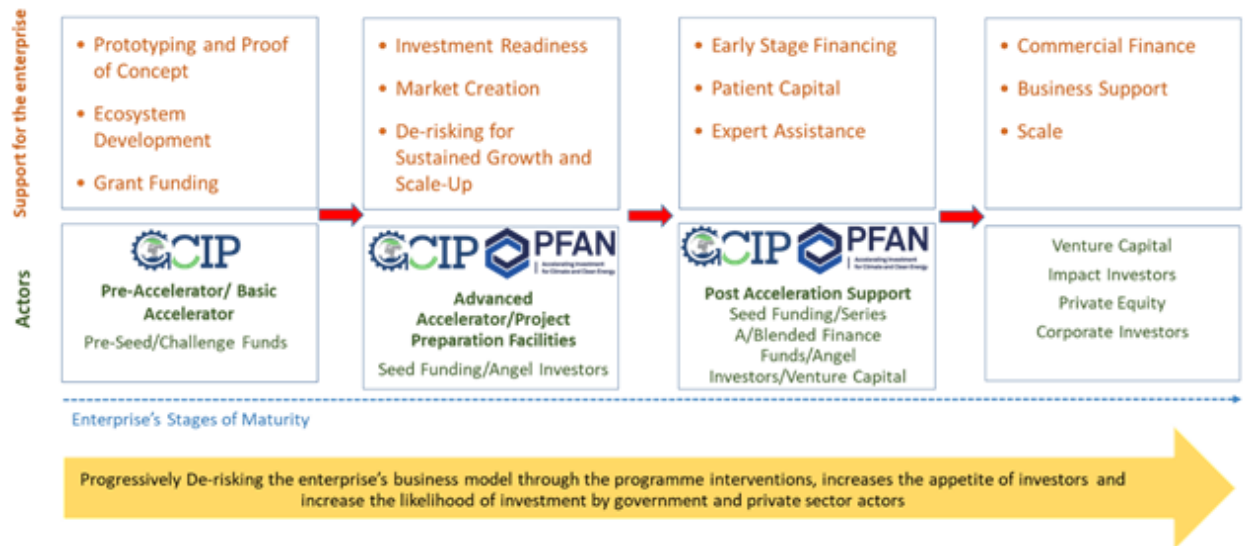


Figure 4: Start to Scale-up Journey, De-risking for Investment Readiness

52. The objective underpinning the linkages established between GCIP and PFAN is to offer the ventures supported by the project a continuum of support services as they mature towards commercial viability and scaling up. GCIP combines a top-down (policy support) with a bottom-up (support for home-grown innovation) approach. It is technology-neutral and its theory of change is grounded in sustainability (incl. energy) transition theories and as such, the type of the innovations that are supported are not pre-determined.

53. The final investment decisions are made between the start-up and the investor, once they find common value. A start-up may have several investors mixing public and private financing. The connection between the country child project and the Global project enables investors at a global level to also access start-ups from each country i.e., through activities like Investor Connect, National Forums and the Global forums.

Project Description

Component 1: Transforming early-stage innovative cleantech solutions into scalable enterprises

54. Component 1 aims at providing direct support to early-stage enterprises to enhance their capacity and competitiveness, and to leverage market opportunities. More specifically, Outcome 1.1 focuses on entrepreneurial training and business acceleration support, and Outcome 1.2 on investment facilitation services to the cleantech enterprises at growth stages that demonstrate market traction and sales evidence, and can benefit from specialized support.

The diagram below shows the types of assistance required by cleantech enterprises, depending on their stage of growth.

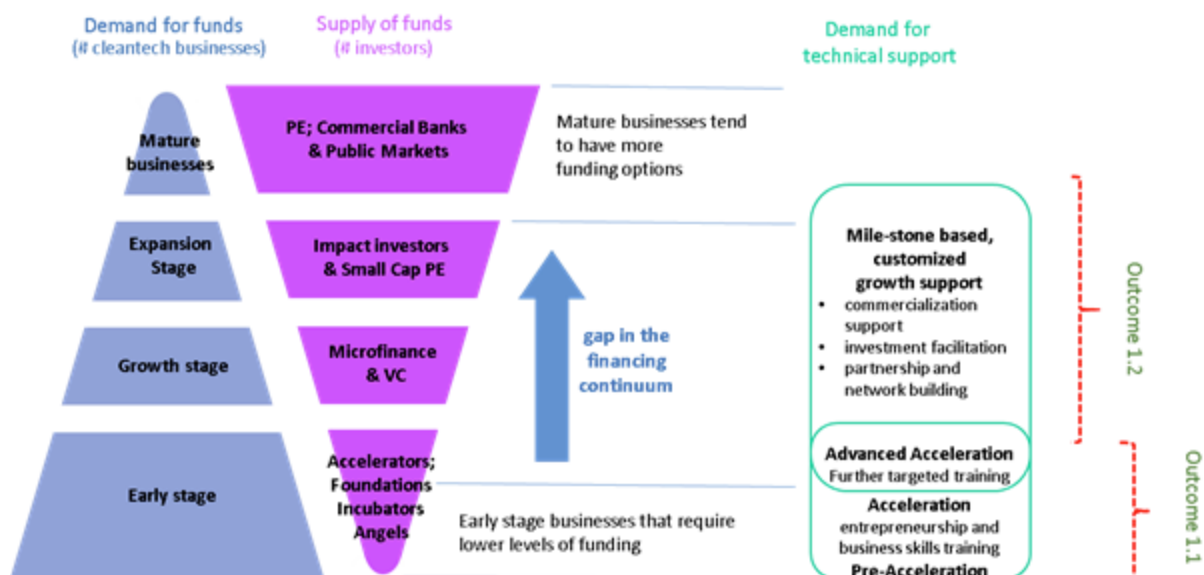


Figure 5: Demand for funds and technical support per development stage.

55. For clarification, a brief overview of the available GCIP business acceleration support is provided in the table below.

<p>The Pre-Accelerator consists of activities that enable formation of early-stage teams, as well as assist them to develop initial concepts and undergo their validation (i.e. proof of concept). This type of support encompasses workshops, hackathons, start-up camps, and mini-competitions. The Pre-Accelerator takes place before the launch of the main GCIP Accelerator, leading to an increased number of high-quality applications.</p>
<p>The Accelerator is a four to six-month curriculum designed specifically to support cleantech innovators to develop viable business models, and thus transform their ideas into fast-growing scalable and investable enterprises. Through the GCIP Accelerator, a cohort of cleantech innovators with a high-impact potential is identified and invited to receive intensive business and entrepreneurship training (as a group training in the framework of the GCIP National Academy), mentoring, and coaching based on the state-of-the-art international expertise, in particular with the aim to a) improve their business skills and investor pitch, b) connect them to potential business partners, financiers, and investors, c) maximize the expected net climate benefits of their solutions.</p>
<p>The Advanced Accelerator is a service offered to selected entrepreneurs participating in the Accelerator and it is focused on providing tailored and needs-based individual support rather than a group training, mentoring, and coaching. The Advanced Accelerator is time-bound and outcome-focused, i.e. there are concrete milestones that need to be achieved within a specific timeframe. The support is provided by one or several Executives in Residence (EIR) that are senior practitioners (executives or entrepreneurs) with hands-on experience in scaling up cleantech enterprises, and it is focused on problem-solving, i.e. tackling very specific operational, financial, and strategic issues.</p>
<p>The Post-Accelerator provides entrepreneurs with assistance in four related, but not necessarily linear dimensions: advanced business growth and commercialization, investment readiness, market readiness, and technology readiness. More specifically, a series of trainings (on corporate and public partnerships, international market entry, mergers and acquisitions, exit strategy, challenges specific for selected industry sectors, etc.); needs-based activities; and technology verification, product development, and testing facility support are offered.</p>

Table 6: Overview of the available GCIP business acceleration support.

56. To ensure coherence and to achieve the highest impact potential of GCIP interventions along the start-up to scale-up journey of a cleantech enterprise, detailed eligibility criteria will be defined for the above-mentioned types of support in the framework of the GCIP Global. These will be related to the proof of concept requirements; level of technology readiness (TRL); business and market readiness levels (BRL/MRL); market potential; proof of evidence of business growth; environmental and social impact potential; and effectiveness of environmental and social risk mitigation measures, among others. The criteria will also include adequate definitions of start-ups and SMEs, as well as they will be in line with the GEF-7 climate change focal area programming directions, e.g. de-centralized renewable power with energy storage; electric drive technologies and electric mobility; accelerating energy efficiency adoption; and cleantech innovation.

Outcome 1.1: Early-stage cleantech innovations are accelerated

57. Early-stage cleantech innovations with high impact potential will receive business acceleration support for increased market and investment readiness. To enable this, the GCIP Moldova will be provided with assistance by the GCIP Global, which will encompass provision of guidebooks for operation and management of the GCIP Moldova Accelerator, Advanced Accelerator, and Post-Accelerator.

Output 1.1.1 The GCIP guidebooks are adapted for the GCIP Moldova

58. The GCIP guidebooks (for Accelerator, Advanced Accelerator, and Post-Accelerator), that are to be developed under the GCIP Global, will be comprehensive documents that articulate the GCIP approach to promoting cleantech innovation and entrepreneurship in developing countries. As such, they will guide the operation and management of the GCIP Moldova Accelerator, Advanced Accelerator, and Post-Accelerator, in that they will for example include proposed schedules; eligibility requirements and selection criteria for the participants; competition rules; training curricula and handbooks for applicants, experts (mentors, trainers, judges), and EIRs. The guidebooks will be shared with the EEA and appropriate training will be provided on their adaptation and use.

59. The GCIP guidebooks will be reviewed and adapted for the EEA to reflect the context of Moldova's CIEE (i.e. the GCIP Moldova guidebooks will be developed), including for example market conditions, policy environment, development priorities, technology focus, and local examples. In addition, the GCIP Moldova Accelerator, Advanced Accelerator, and Post-Accelerator training curricula and delivery format will be customized to meet national needs, with the support from the GCIP Global. The GCIP Moldova guidebooks will be finalized in consultation with the government, business and civil organizations, and other relevant stakeholders in the CIEE. Moreover, the guidebooks will be translated into the local language. Suggestions for improvement of the GCIP Global guidebook will be shared by the EEA with the global PEEs.

60. With due consideration of the framework conditions developed by the GCIP Global for each type of the available GCIP support, the GCIP Moldova guidebooks will set the final selection criteria for the Accelerator, Advanced Accelerator, and Post-Accelerator.

61. The achievement of the highest possible impact potential of the GCIP Moldova is conditional on the appropriate assessment of the CIEE's strengths and weaknesses, followed by an optimal design of the GCIP Moldova Pre-Accelerator, Accelerator, Advanced Accelerator, and Post-Accelerator, in line with national gaps/needs and advantages identified. While a thorough analysis of the CIEE in Moldova will be carried out under Output 2.1.1, a focused assessment of the landscape and capacities of potential applicants (start-ups, SMEs), experts (mentors, trainers, judges), and other accelerators? alumni will be conducted under this Output.

62. In the first year of the GCIP Moldova, the possibility of incorporating a National Innovation Challenge into the GCIP Moldova Accelerator as from the second year will be investigated by partnering with Moldovan private sector corporations. The aim of the National Innovation Challenge is to design targeted and immediately deployable solutions to challenges faced by the private sector corporations. In joint collaboration with UNIDO's Department of Environment, which is an implementing partner for the EU4Environment project, the challenges could be identified based on the RECP assessments conducted for key industries.

Output 1.1.2 Pool of cleantech innovation and entrepreneurship experts (trainers, mentors, judges) is trained and certified to support the GCIP Moldova Accelerator

63. Developing a pool of cleantech innovation and entrepreneurship experts to act as trainers, mentors, and judges is critical for ensuring the effectiveness of the GCIP Moldova Pre-Accelerator, Accelerator, Advanced Accelerator, and Post-Accelerator. The experts are also key stakeholders in the Moldovan CIEE, as well as they are expected to positively influence the cleantech innovation and entrepreneurship initiatives at the global level. What is more, they will ensure the long-term sustainability of the GCIP Moldova.

64. The cleantech innovation and entrepreneurship expert training and certification system, which is to be developed by the GCIP Global, will be shared with the GCIP Moldova. The system will include training curricula/materials, guidance on the training delivery methods, as well as certification requirements, all of which will be tailored to the needs of different expert groups (trainers, mentors, judges). Also, the system will encourage increased participation of the GCIP alumni as experts.

65. The cleantech innovation and entrepreneurship expert training and certification system will be reviewed by the EEA and, with support from the GCIP Global, it will be adapted for the GCIP Moldova with the view to addressing specific national needs and ensuring synergies with other existing training and certification systems. Also, relevant documents will be translated in the local language.

66. The EEA will receive support from the GCIP Global in the operationalization of the training and certification system, including webinars and guidance on the provision of the first training and certification cycle (with some follow-up support in the second year). A total of 30 experts (trainers, mentors, judges) will be trained and certified with at least 35% being women. Where possible, experts active in the framework of other national innovation and entrepreneurship initiatives, that are listed under b), will be also provided with training by the GCIP Moldova.

Output 1.1.3 Three cycles of the annual competition-based GCIP Moldova Accelerator are conducted



Figure 6: The GCIP Accelerator process.

67. Three annual cycles of the GCIP Moldova Accelerator will be conducted, based on the GCIP Moldova guidebooks developed under Output 1.1.1. The timing of the cycles will be guided by the GCIP Global to ensure appropriate coordination across different child projects.

68. During the PPG phase, consultation was carried out with various stakeholders in Moldova and it was agreed that the country would benefit from customized assistance in developing a pool of potential applications prior to the launch of the Accelerator. Therefore, a Pre-Accelerator support will be provided annually to around 50 entrepreneurs that would normally not qualify for the Accelerator, so that a pipeline of suitable high-quality projects is generated. The Pre-Accelerator will be a ten-day (7 days virtual/3 day in-person) programme held each year 6-8 weeks prior to the GCIP Moldova Accelerator application deadline.

69. In general, the GCIP Global will support the EEA in establishing and conducting the first cycle of the GCIP Moldova Pre-Accelerator, Accelerator, Advanced Accelerator, and Post-Accelerator. The assistance will be phased out in the second cycle, as it is expected that the relevant national institutions will be capacitated in the first year to be fully independent.

70. The outreach and communication activities related to the launch of and calls for applications for the annual GCIP Moldova Accelerator cycles will be led by the Energy Efficiency Agency, with the involvement of business associations, NGOs, and universities. It is expected that each GCIP Moldova Accelerator cycle will receive from 30 to 60 applications, with higher numbers of entrants expected in the later cycles. From these entrants, around 30 semi-finalists and 15 finalists will be selected to receive support in total, and ultimately, winners and runners-up will be identified. The selection of winners, runners-up, Finalists, and semi-Finalists will be made by judge panels based on their evaluation of the business plans and/or pitches delivered by entrepreneurs with the support from their trainers and/or mentors.

71. As explained in Table 4, the GCIP Moldova Accelerator will be a four to six-month curriculum designed specifically to support cleantech innovators to develop viable business models, and thus transform their ideas into fast-growing scalable and investable enterprises. Through the GCIP Moldova Accelerator, a cohort of cleantech innovators with a high-impact potential will be identified and invited to receive intensive business and entrepreneurship training (as a group training in the framework of the GCIP National Academy), mentoring, and coaching based on the state-of-the-art international expertise, in particular with the aim to a) improve their business skills and investor pitch, b) connect them to potential business partners, financiers, and investors, c) maximize the expected net climate benefits of their solutions.

72. There will be an annual GCIP Moldova Forum conducted in conjunction with the Moldova Eco Energetica forum organized by Energy Efficiency Agency. Appropriate guidance will be provided by GCIP Global on the successful execution of the GCIP Moldova Forum and on its integration with the annual GCIP Global Forum, including themes and private sector participation.

73. Throughout all cycles of the GCIP Moldova Accelerator, special attention will be paid to gender mainstreaming activities, as outlined in the Draft Gender Mainstreaming Action Plan (Annex H). These include: (i) recruitment of women trainers, mentors, judges; (ii) efforts to ensure that women and men are given equal opportunity to access, participate in and benefit from the project; and (iii) awareness raising. The project will also seek to ensure women empowerment through (i) specific training and mentoring to promote women innovators, entrepreneurs, start-ups; and (ii) design of specific prizes and follow-up support programmes for innovative start-ups that will have a significant impact on women's entrepreneurial development and gender responsive employment creation. What is more, the UNIDO Environmental and Social Safeguards Policies and Procedures (ESSPP) will be strictly followed.

Outcome 1.1 Activities and responsibilities

Activity	Detail	Responsibility	GCIP Moldova Budget (USD)
Output 1.1.1			

1.1.1a	to review the GCIP guidebooks for Accelerator, Advanced Accelerator, and Post-Accelerator; to share suggestions (up to 10) for improvement of the GCIP guidebooks with NGIN (feedback loop)	EEA	2,525
1.1.1b	to adapt the GCIP guidebooks (3: 1 for Accelerator, 1 for Advanced Accelerator, 1 for Post-Accelerator) to reflect the context of Moldova's CIEE, including market conditions, policy environment, development priorities, technology focus, local examples, etc. (i.e. to develop the GCIP Moldova guidebooks); to organize information and consultation sessions (2) with relevant CIEE stakeholders (185); to disseminate the GCIP Moldova guidebooks among relevant CIEE stakeholders	EEA	19,585
1.1.1c	to conduct an assessment of the landscape and capacities of potential GCIP Moldova applicants (start-ups, SMEs) and experts (mentors, trainers, judges) and to deliver reports (2: 1 on applicants and 1 on experts)	EEA	4,285
1.1.1d	to develop calendars (3 annual) of all planned GCIP Moldova events, and to investigate the possibility of incorporating a National Innovation Challenge into the GCIP Moldova Accelerator (as from 2022) by engaging with corporate partners (up to 7)	EEA	1,025
Activities to be carried out by the GCIP Global as a service to the GCIP Moldova: 1) NGIN: to develop GCIP guidebooks for Accelerator, Advanced Accelerator, and Post-Accelerator, including e.g. proposed schedules; eligibility requirements and selection criteria for the participants; competition rules; training curricula and handbooks for applicants, experts (mentors, trainers, judges), and EIRs; 2) NGIN: to develop tools for a) assessment of needs of GCIP Moldova entrepreneurs (applicants, participants, and alumni), b) planning and monitoring of key GCIP Moldova events; 3) NGIN: to develop (including the identification of interested corporate partners) and pilot the Global Innovation Challenge as part of the GCIP Global Accelerator (as from 2022).			
Output 1.1.2			
1.1.2a	to get acquainted with the GCIP cleantech innovation and entrepreneurship expert training and certification system; to share suggestions (up to 10) for its improvement with NGIN (feedback loop)	EEA	2,700
1.1.2b	to adapt the GCIP cleantech innovation and entrepreneurship expert training and certification system to national circumstances, including translation where relevant (i.e. to develop the GCIP Moldova cleantech innovation and entrepreneurship expert training and certification system), and to operationalize the training and certification system	EEA	12,452
1.1.2c	to provide training and certification for at least 30 experts (trainers, mentors, judges) with at least 35% being women (i.e. at least 3 trainings with minimum 10 experts), as well as to conduct the evaluation of experts (based on the NGIN assessment framework) and to support their accreditation (minimum of 15 experts accredited)	EEA	7,456

Activities to be carried out by the GCIP Global as a service to the GCIP Moldova: 1) NGIN: to develop the GCIP cleantech innovation and entrepreneurship expert training and certification system for the GCIP Moldova experts (trainers, mentors, judges), including training curricula/materials, guidance on the training delivery methods, and certification requirements; 2) NGIN: to provide training to the EEA employees, with focus on the operational and managerial efficiency and effectiveness required to successfully execute the GCIP Moldova; 3) NGIN: to develop an assessment framework for evaluation of experts (trainers, mentors, judges), as well as to facilitate the expert accreditation at global institutions/initiatives; 4) NGIN: to capture recommendations from GCIP Moldova experts (trainers, mentors, judges) to ensure continuous improvement of the GCIP cleantech innovation and entrepreneurship expert training and certification system.			
Output 1.1.3			
1.1.3a	to deliver the GCIP Moldova Pre-Accelerator as a 10-day (7 days virtual/3 day in-person) programme for around 50 participants annually, around 6-8 weeks prior to the Accelerator application deadline	EEA	14,816
1.1.3b	to deliver three annual cycles of the GCIP Moldova Accelerator (each year for around 10-12 semi-finalists and 5-8 finalists selected from a pool of 30-90 applicants), including the 4-day GCIP National Academy	EEA with support from NGIN in year 1	98,440
1.1.3c	to organize the annual GCIP Moldova Forum (up to 5)	EEA with support from NGIN in year 1	245,072

Table 7: List of Activities

Outcome 1.2: Start-ups and SMEs are supported through advanced and gender-responsive business growth and investment facilitation services

74. Experience from previous GCIP interventions has shown that start-ups and SMEs require further assistance ? beyond the Accelerator ? to be able to scale up. Therefore, building on activities conducted under the Output 1.1.3, additional support will be provided to selected enterprises under the Outcome 1.2. At the same time, the emphasis will be placed away from the competition aspect and efforts will focus on individual case-by-case assistance. Outputs and Activities under this Outcome will have a myriad of synergy points with Outcome 2.1, as engagement of the investor community and customers is crucial for the ultimate success of the GCIP Moldova.

Output 1.2.1 Targeted business growth support services are provided to selected cleantech enterprises towards commercialization

75. There will be Advanced Accelerator service offered to selected entrepreneurs participating in the GCIP Moldova Accelerator that will be focused on providing tailored and needs-based individual support rather than a group training, mentoring, and coaching. The Advanced Accelerator is time-bound and outcome-focused, i.e. there are concrete milestones that need to be achieved within a specific timeframe. The support is provided by one or several Executives in Residence (EIR) that are senior practitioners (executives or entrepreneurs) with hands-on experience in scaling up cleantech enterprises, and it is focused on problem-solving, i.e. tackling very specific operational, financial, and strategic issues.

76. The GCIP Moldova Accelerator alumni will be eligible for the GCIP Moldova Post-Accelerator support (provided in four related, but not necessarily linear dimensions: advanced business growth and commercialization support, investment readiness, market readiness, and technology readiness) if they meet requirements set out in the GCIP Moldova guidebook for the Post-Accelerator (Output 1.1.1). It is foreseen that after the second cycle of the GCIP Moldova Accelerator, the Post-Accelerator support

will be offered to a minimum of 3 enterprises annually. After the third cycle of the GCIP Moldova Accelerator, the Post-Accelerator services will be provided to a minimum of 4 entrepreneurs.

77. More specifically, a series of trainings (in form of webinars) will be organized that will cover topics such as: 1) corporate partnerships and government relationships (3-4 virtual training modules of 1-2 hours each); 2) international market entry, mergers and acquisitions, and exit strategy (3-4 virtual training modules of 1-2 hours each); 3) challenges specific for selected industry sectors (3-4 virtual training modules of 1-2 hours each). The trainings will be based on the state-of-the-art international knowledge and best practices.

78. In addition to trainings, selected enterprises will also receive needs-based support in accessing additional sources of finance, market entry, identifying networking opportunities, dealing with technical and administrative issues, accessing IT services, and tax registration, as well as they will be provided with specialized mentoring and courses on cleantech, entrepreneurship, and innovation. The project will leverage on the facilities and expertise already available in Moldova.

79. Moreover, for selected GCIP Moldova Accelerator alumni with high impact potential (minimum 5 enterprises in total throughout the GCIP Moldova duration), there will be technology verification, product development, and testing facility support provided. This may encompass collaboration with research institutions and universities that house relevant expertise, as well as with the industrial sector. In addition, partnerships will be explored with national agencies responsible for standardization and appraisal of product quality. The GCIP Moldova will also provide support in overcoming product related market entry barriers, including protection of intellectual property and product life cycle assessments.

Output 1.2.2 Enterprises (up to 10) are connected to financing opportunities and provided with tipping-point investment facilitation support

80. Identifying investment opportunities for cleantech products and services is a lengthy and iterative process. In many instances, high-impact and high-market potential cleantech innovations/businesses fail due to lack of access to financial resources. Recognizing this need, under Output 1.2.2 support will be provided to early-stage enterprises in addressing the financing gap. The intention is to assist as many GCIP Moldova Accelerator alumni as possible to raise funding, find customers, and build partners within 12 months of completing the GCIP Moldova Accelerator.

81. Taking advantage of various investment and promotion opportunities in Moldova, direct support for the GCIP Moldova Accelerator alumni will be provided to connect them with potential investors, financiers, and tech scouts of large corporations. To this end, half-day Investor Connect events will be co-organized regularly (at least 2 events after each cycle) with partners including corporations and government agencies to highlight opportunities for investment, loans, grants, technology adoption and partnerships. The project will also explore targeted investment/financing vehicles, and connect them with selected GCIP Moldova Accelerator alumni as appropriate.

82. In addition to support services designed to benefit enterprises, specific activities to engage the investment community (e.g. venture capital funds, angel investor networks, impact investors, etc.) will also be conducted. The EEA will establish a robust network with national financial institutions and funds to raise their awareness, as well as to train and sensitize financiers on the opportunities and risks associated with cleantech products and market trends. For example, communication efforts tailored for investors will be made to promote the profitability and impact potential of the cleantech businesses, thereby influencing the investment landscape for the cleantech sector.

83. What is more, trainings (as half day events) will be conducted for local financial experts. The goal of this activity is also to facilitate cross-fertilization between GCIP and PFAN, in that current PFAN advisors might support the training of financial experts by GCIP on the one hand, and the financial experts trained by GCIP, after provided with project sourcing and investment facilitation skills and tools, may be invited to join PFAN as new advisors on the other hand.

84. In addition, in order to encourage the participation of seed funding providers from the national, regional and global stages in the GCIP Moldova and to leverage on the experience and knowledge of other GCIP countries, a number of suitable regional and international events will be organized or attended by a representative of the GCIP Moldova.

85. Stakeholder consultations in Moldova confirmed that due to the nascent CIEE and significant barriers to financing that still persist, there is a need for a financial mechanism that would enable de-risking and leveraging of public and private investment. Therefore, in the first year of project implementation such a financial mechanism will be designed, i.e. it will be considered to establish a separately operated early-stage development fund that would provide pre-seed and seed financing to selected enterprises supported by the GCIP Moldova. However, if this turns out not to be a viable option, it might be decided that grants are disbursed directly from the GCIP Moldova budget. The process of application for the pre-seed and see financing or grants might be adapted from that used already in the Moldova Eco-Energetica competition.

Output 1.2.3 Mentoring and partnership support is provided to cleantech enterprises for global market expansion

86. It is expected that several GCIP Moldova supported cleantech innovations will have potential for replication in other developing countries. Therefore, international mentors will be assigned in the target country of expansion to facilitate connections and network building. This service will be offered through the GCIP Global, with support from the GCIP Moldova in identifying a suitable mentor with the appropriate expertise. In addition, the GCIP Moldova graduates will be offered curated peer networking opportunities with GCIP alumni enterprises from other countries, as well as cleantech enterprises within UNIDO's partner network. Through peer networking, the enterprises will explore opportunities for technology collaboration, product co-development, joint venture for market expansion, etc. in a business-to-business context.

87. On an ad-hoc basis, as opportunities arise, matchmaking services for the GCIP Moldova enterprises will be provided with interested corporations, investors, and governments. Further, opportunities to showcase cleantech innovations at high-level national and international events, such as the UN Climate Summit, UNFCCC Conference of Parties (COP), Vienna Energy Forum, etc. will be offered. Such high-profile events will be instrumental in enabling the GCIP Moldova alumni to build their global presence and extend their partnerships and networks. In addition, the EEA will nominate a few GCIP Moldova alumni for the GCIP Global Accelerator, and support their participation. What is more, UNIDO will encourage application of GCIP Moldova alumni for PFAN support.

Output 1.2.4 Investment (up to 4 mln USD) is mobilized to deploy innovative cleantech solutions across various sectors (leading to wide socio-economic and environmental impacts, e.g. up to 45 enterprises with economic gains, up to 50 additional jobs created or retained, up to 10 enterprises with an increase in exports, up to 15 enterprises with increased inclusion in value chains, at least 63,000 CO₂eq emissions reduced directly, 15 new technologies adopted)

88. The financial mechanism (an early stage development fund providing pre-seed and seed funding; or disbursement of grants from the GCIP Moldova budget) designed under Output 1.2.2 will be operationalized. It is expected that more than six innovative solutions annually (as from 2022) could be supported in this way, and that as a result (due to de-risking) they will be able to mobilize public or private investment.

Outcome 1.2 Activities and responsibilities

Activity	Detail	Responsibility	GCIP Moldova Budget (USD)

Output 1.2.1			
1.2.1a	to identify Accelerator participants (up to 10) that would benefit from the Advanced Accelerator support from an EIR to tackle specific operational, financial, and strategic issues; and to facilitate this support	EEA	750
1.2.1b	to conduct 3 cycles of the GCIP Moldova Post-Accelerator focused on advanced business growth and commercialization support, investment readiness, market readiness, and technology readiness (based on the GCIP Moldova guidebooks developed under Output 1.1.1) for up to 15 enterprises in total	EEA	7,294
1.2.1c	to provide needs-based support to the GCIP Moldova Post-Accelerator enterprises (up to 10) in accessing additional sources of finance, market entry, identifying networking opportunities, dealing with technical and administrative issues, accessing IT services, and tax registration, etc.	EEA	14,001
1.2.1d	to provide technology verification, product development and testing facility support to enterprises with high impact potential (minimum 5 enterprises in total throughout the GCIP Moldova duration)	EEA	7,500
Activities to be carried out by the GCIP Global as a service to the GCIP Moldova: NGIN to deliver a series of trainings/webinars (in the framework of the GCIP Moldova Post-Accelerator) on 1) corporate partnerships and government relationships (3-4 virtual training modules of 1-2 hours each); 2) international market entry, mergers and acquisitions, and exit strategy (3-4 virtual training modules of 1-2 hours each); 3) challenges specific for selected industry sectors (3-4 virtual training modules of 1-2 hours each); as well as to provide a report on best practices for acceleration based on state-of-the art international knowledge.			
Output 1.2.2			
1.2.2a	to organize national investment facilitation events (Investor Connect) for the GCIP Moldova alumni (at least 2 events after each cycle)	EEA	19,450
1.2.2b	to establish a robust network with national financial institutions and funds (minimum 10 financial institutions/funds), and to manage related communication and outreach activities, including awareness raising events (at least 3) for the local investor community (at least 10 investors participating in total) to increase investor confidence and ensure accurate risk perception with regard to cleantech solutions (at least 1 event after each cycle)	EEA	7,450
1.2.2c	to provide trainings (at least 3) for local financial experts	EEA	10,550
1.2.2d	to organize or attend suitable events (at least 3) in order to encourage the participation of seed funding providers from the national, regional and global stages in the GCIP Moldova and to leverage on the experience and knowledge of other GCIP countries	EEA	1,200

1.2.2e	to design a financial mechanism (an early stage development fund providing pre-seed and seed funding; or disbursement of grants from the GCIP Moldova budget) that would enable de-risking and leveraging of public and private investment, including the process of application for the pre-seed/seed financing or grants	EEA	7,450
Output 1.2.3			
1.2.3a	to nominate GCIP Moldova alumni (at least 5) for the GCIP Global Accelerator and to support their participation	EEA	4,000
Activities to be carried out by the GCIP Global as a service to the GCIP Moldova: 1) NGIN: to identify and facilitate cross-border networking and matchmaking opportunities and for start-ups/SMEs supported by the GCIP Moldova with internationally recognized mentors, GCIP alumni enterprises, corporations, investors, and governments; 2) NGIN: to enable the GCIP Moldova enterprises to showcase their cleantech innovations at high-level national and international events (including GCIP Global Forum and other major international events); 3) UNIDO: to encourage applications of the GCIP Moldova alumni for PFAN support; 4) NGIN: to provide application assistance to the GCIP Moldova alumni nominated by the EEA for support by the GCIP Global Accelerator.			
Output 1.2.4			
1.2.4a	to operationalize the financial mechanism designed under the Output 1.2.2 (an early stage development fund providing pre-seed and seed funding; or disbursement of grants from the GCIP Moldova budget) and to facilitate the disbursement of funds (e.g. run calls for applications for pre-seed/seed funding or grants and conduct their technical evaluation) to minimum 6 enterprises (annually from 2022)	EEA	100,000

Table 8: List of Activities

Component 2: Cleantech innovation and entrepreneurship ecosystem (CIEE) strengthening and connectivity

89. The policy framework and institutional capacity are integral parts of GCIP's ecosystems approach, and also of strategic relevance in ensuring that the outputs and outcomes of the project are contributing to the national priorities and are sustained after the project closure. Therefore, the objective of the Component 2 is to build capacity of EEA and other key CIEE stakeholders in Moldova to engage in cleantech acceleration and commercialization. Further, the GCIP Moldova will assist the government in improving national policies and regulations that are conducive to cleantech innovation and commercialization.

90. The GCIP Global will provide tools (Global Cleantech Innovation Ecosystem Benchmark; cleantech innovation capacity building framework) for CIEE strengthening and connectivity, which will be reviewed and adapted for Moldova by the EEA. In addition, policy best practices and roadmaps will be identified through desk research and interviews with relevant policy makers by the GCIP Global.

Outcome 2.1 The CIEE in Moldova is strengthened and interconnected

Output 2.1.1 Institutional capacity building of the CIEE actors is conducted (up to 3 capacity building events conducted with up to 90 participants in total)

91. A CIEE assessment is to be conducted by the EEA, which will be instrumental in identifying the capacity building needs (with attention to the needs of women) and deciding on the optimal set of interventions. A kick-off workshop will be held with relevant CIEE stakeholders to discuss drivers and

challenges of cleantech innovation in Moldova, as well as to present selected findings of evaluations of CIEEs globally.

92. In addition, a national stakeholder engagement strategy and a cleantech innovation cluster strategy will be drafted, and they will also both encompass an action plan and a progress measurement framework. Subsequently, two engagement workshops (kick-off and a follow-up) will be organized to train up to 10 national facilitators (>35% women) to act as agents of change and support the implementation of both strategies.

93. What is more, there will be tailored training materials developed and capacity building events organized for selected CIEE stakeholders, including national institutions, industry associations, and business platforms on how to support cleantech innovations. The capacity building events will encompass, among others, on-the-job training, as well as workshops on knowledge management, technology benchmarking, and coordination mechanisms. Appropriate efforts will be made to promote gender equality in the framework of the capacity building events, in that the participation of women will be encouraged; gender balance of the training participants, as well as trainers and other experts will be secured; and gender aspects will be appropriately considered in the training materials. The training materials will also incorporate elements relevant in the context of the ESSPP.

94. The universities in Moldova are a potential source of cleantech innovations. Therefore, under the GCIP Moldova there will be at least two cycles of the Entrepreneurship Train-the-Trainer Programme on cleantech entrepreneurship and innovation organized for university professors and teachers. As a result, they will be well equipped to promote cleantech entrepreneurship among their students and to encourage them to engage in innovative activities, to form teams, and subsequently to apply for the GCIP Moldova support. Also, the professors and teachers will be engaged in the development of case studies and co-hosting of student outreach events, as well as in the promotion of the establishment of entrepreneurship centers within universities. To enable this, the GCIP Moldova will work with Tekwill that has already engaged in some work in this space, but does not have sufficient resources to widely extend its efforts.

95. Also, two EEA representatives, that are going to be nominated/employed by the EEA to manage the GCIP Moldova execution, will be offered a workshop on cleantech innovation policy and strategy to be held by the CTG for a cohort of all national PEE representatives. The experience gained by the EEA representatives will enable the sustainability of the GCIP Moldova beyond the project closure, as it is envisaged that the management of the project will be handed over to the EEA post-GEF funding. Necessary financial resources to sustain the GCIP Moldova activities could be mobilized from the private sector companies interested in corporate social responsibility involvement.

Output 2.1.2 Cleantech innovation and entrepreneurship policies, regulations and recommendations are developed

96. There will be a review of existing policies and regulations relating to the promotion of cleantech, innovation, and entrepreneurship. The review will be guided by the approach applied in the evaluation of Moldova's national research and innovation system that was carried out as part of the EU's Horizon 2020 Policy Support Facility. Also, the review will encompass interviews with relevant CIEE stakeholders across the country. Based on the gap analysis report, as well as of the gender analysis report (Annex H), there will be policy recommendations developed. The gap analysis report and the policy recommendations will be presented to relevant stakeholders during a dedicated workshop. Following a stakeholder discussion, both documents will be amended in line with feedback received.

97. Under the leadership of the EEA, and in a process of wide consultations with GCIP alumni and relevant national CIEE stakeholders, a roadmap will be prepared to guide a long-term implementation of the policy recommendations, also beyond the GCIP Moldova timeline.

Output 2.1.3 Linkages, collaboration, and synergies across CIEEs are promoted

98. Under the GCIP Global there will be an annual GCIP Forum organized as an integral part of efforts to ensure connectivity between CIEEs. As outlined under Output 1.2.3, the GCIP Forum will bring selected finalists of the global and national Accelerators together for recognition and awards, and for opportunities to be connected with potential partners, customers, technology scouts and investors from around the world. Importantly, the GCIP Forum will also serve as a platform for innovation showcasing, and investment matching, and will be an important annual milestone for networking, advocacy, and knowledge exchange among CIEE players. The GCIP Forum will not be a stand-alone event, but it will be organized on the margins of highly visible global gatherings, such as for example the UNFCCC COP, Cleantech Group forums, etc.

99. In addition, as part of the global GCIP Framework, Moldova will receive membership in the Network for Global Innovation for the duration of the project. This will provide the EEA and other GCIP Moldova stakeholders with access to international best practices and with opportunities to build cross-border connections with partners in additional countries.

100. In particular, bilateral cooperation will be promoted and formalized between the GCIP Moldova on the one hand and a) other GCIP CIEEs in the region (e.g. with Turkey and Ukraine) as well as b) the EU countries on the other hand. Cooperation priorities will be focused on the European countries with the most advanced entrepreneurship support programs as Norway, Finland, Sweden, Denmark, Netherlands, and others. This will provide excellent opportunities to network with other stakeholders, exchange knowledge and best practices, and support entrepreneurs across borders. There will be also fora setup to share lessons learned with the aim of feeding into Moldova's policy recommendations developed under 2.1.2.

Outcome 2.1 Activities and responsibilities

Activity	Detail	Responsibility	GCIP Moldova Budget (USD)
Output 2.1.1			
2.1.1a	to conduct analysis of Moldova's CIEE (including consultations with relevant CIEE stakeholders)	EEA	5,300
2.1.1b	to develop relevant tools for CIEE strengthening and connectivity, including a stakeholder engagement strategy and a cleantech innovation cluster strategy (in consultation with relevant CIEE stakeholders); as well as to conduct two engagement workshops (kick-off and follow-up) to train up to 10 national facilitators	EEA	23,300
2.1.1c	to conduct capacity building events (based on the cleantech innovation capacity building framework developed by CTG) for selected CIEE stakeholders, including national institutions, industry associations, and business platforms on how to support cleantech innovations (1-3 events for 30-90 stakeholders in total)	EEA	10,300
2.1.1d	to deliver at least 2 cycles of the Entrepreneurship Train-the-Trainer Programme (to train at least 15 university professors/teachers)	EEA	2,254

Activities to be carried out by the GCIP Global as a service to the GCIP Moldova: 1) CTG: to organize a workshop on cleantech innovation policy and strategy for a cohort of all national PEE representatives (including EEA); 2) CTG: to develop the Global Cleantech Innovation Ecosystem Benchmark which will enable comparisons of the Moldovan CIEE with other countries? CIEEs; 3) CTG: to develop a cleantech innovation capacity building framework.			
Output 2.1.2.			
2.1.2a	to review existing policy and regulations relating to the promotion of cleantech, innovation, and entrepreneurship, and to develop a gender-responsive gap analysis report	EEA with support from CTG in year 1	30,500
2.1.2b	to develop recommendations (up to 50) for the cleantech innovation and entrepreneurship policy; and to conduct stakeholder engagement workshops (2 with at least 40 participants in total) to discuss and validate the gap analysis report and the policy recommendations; to prepare and consult (with GCIP alumni and relevant national CIEE stakeholders) a roadmap guiding a long-term implementation of the policy recommendations	EEA	22,886
Output 2.1.3			
2.1.3a	to promote cooperation (in particular bilateral cooperation) and facilitate its formalization between the GCIP Moldova on the one hand, and a) other GCIP CIEEs in the region and b) the EU countries on the other hand, and to sign at least 6 relevant cooperation agreements	EEA	8,000
Activities to be carried out by the GCIP Global as a service to the GCIP Moldova: 1) NGIN: to organize the Global Forum; 2) NGIN: to facilitate Moldova's membership in the Network for Global Innovation for the duration of the project.			

Table 9: List of Activities

Component 3: Programme coordination and coherence

101. The activities under Component 3 are aimed at ensuring that the achievements of the GCIP Moldova are captured and communicated globally, as well as that the GCIP Moldova and other GCIP country projects are implemented in a coherent and coordinated way. To this purpose, EEA is expected to collaborate with the GCIP Global through the global PEEs (PFAN, NGIN, CTG, UNIDO), as well as to contribute to information gathering, knowledge sharing, and dissemination efforts.

Outcome 3.1 Efficiency and sustainability of the GCIP Moldova is ensured through programme coordination and coherence with other GCIP country projects

Output 3.1.1 The GCIP internal guidelines for project management teams are adapted and implemented by the GCIP Moldova

102. To maintain coherence of the GCIP approach across multiple countries, GCIP internal guidelines for project management teams will be developed and disseminated by UNIDO, including 1) operational guidelines for the Project Management Unit (PMU) to be established within the EEA, 2) a sustainability and exit strategy framework (to be developed in the first year of project implementation, and subsequently shared with the EEA for review and adaptation, i.e. for development of the GCIP Moldova sustainability and exit strategy). The operational guidelines will cover: a general introduction to the GCIP Framework, including explanation of organizational roles within it (e.g. of Global Advisory Board and Project Steering Committees); description of communication channels between GCIP Moldova and the GCIP Global; information on risk management and data protection; a list of foreseen support activities to be available from the GCIP Global; introduction to the IT management of

the GCIP web platform; environmental/social management principles, as well as gender mainstreaming and ESSPP principles to be applied by the PMU in the course of project management. In addition, annual meetings for national PEE representatives (including the EEA) will be organized to offer a platform for training and exchange of experiences/insights related to the implementation of the GCIP internal guidelines.

Output 3.1.2 Programme-level knowledge management, communication and advocacy strategy is adapted and implemented by the GCIP Moldova

103. The experience so far has shown that an exchange of learnings among national PEEs and PMUs is key for their successful operation. To facilitate this exchange, a knowledge management, communication, and advocacy strategy framework will be developed by UNIDO with a particular focus on: 1) Promoting visibility of GCIP and communicating its impacts achieved at national and global levels; 2) Increasing awareness of the catalytic role of cleantech in addressing climate change and environmental issues; 3) Showcasing cleantech innovations from the GCIP alumni and enhancing their visibility and credibility.

104. The knowledge management, communication, and advocacy strategy framework will be shared with the EEA for review and adaptation to the GCIP Moldova needs. As a result, the GCIP Moldova knowledge management, communication, and advocacy strategy will be developed.

105. In line with the knowledge management, communication, and advocacy strategy framework, the EEA is expected to provide briefing sessions, press releases, social media presence and advertising, all of which will be targeted at different audience groups, with a special attention to the needs of women and youth. These activities will be supported by partners, including local entrepreneurs, celebrities, GCIP alumni, relevant service providers (e.g. patent attorneys, accountants), university departments and societies (e.g. engineering, entrepreneurship and energy clubs), organizations that are in frequent contact with cleantech entrepreneurs (e.g. trade groups, entrepreneur groups), and investors (e.g. venture capital funds, angel networks).

Output 3.1.3 The GCIP Moldova web platform is operated to maintain the GCIP community

106. There will be a global GCIP web platform launched to be used as the main vehicle for internal and external communication at the programmatic level, and in particular it will serve four key functions: a) to support project management by the EEA and UNIDO (as a platform for dissemination of relevant documents, e.g. guidelines, guidebooks, frameworks); b) to enable execution of the Accelerator (as a platform for calls for application and their receipt, as well as for submission of assignments and delivery of trainings/webinars during the Accelerator); c) to facilitate the maintenance of the GCIP community at national and global levels (all CIEE stakeholders, e.g. investors, enterprises, including alumni, and experts will be invited to join the online community, and the enterprises will be given an opportunity to showcase their cleantech solutions to increase their visibility among potential investors); d) to provide a knowledge depository for the general public (all relevant knowledge, communication, and advocacy materials will be available on the website).

107. The GCIP Moldova will be assigned a section of the global GCIP web platform (i.e. a GCIP Moldova web platform). The GCIP Moldova web platform will be used from the beginning of the GCIP Moldova Accelerator cycle (call for applications and receipt of applications), during the GCIP Moldova Accelerator cycle (e.g. for webinars/trainings, submission of assignments), as well as after it (e.g. by alumni companies and potential investors for the purpose of matching, progress tracking)

108. On the global GCIP web platform there will be affinity/interest fora created to spur interactions, such as for example self-directed introductions, in specialized groups and to facilitate collaboration, for example between various enterprises from different GCIP Moldova cohorts, between alumni and currently supported entrepreneurs, or between entrepreneurs and investors. Also, there will be a GCIP Moldova alumni network created, gathering GCIP Moldova Accelerator entrants, and assigned a special section on the GCIP Moldova web platform.

Outcome 3.1 Activities and responsibilities

Activity	Detail	Responsibility	GCIP Moldova Budget (USD)
Output 3.1.1			
3.1.1a	to review and adopt GCIP internal guidelines for project management teams, and to participate in the annual meetings for national PEE	EEA	5,600
3.1.1b	to develop the GCIP Moldova sustainability and exit strategy	EEA	2,500
Activities to be carried out by the GCIP Global as a service to the GCIP Moldova: 1) UNIDO to develop and disseminate GCIP internal guidelines for project management teams, including a) operational guidelines for the PMU to be established within the EEA, b) a sustainability and exit strategy framework; 2) UNIDO to organize annual meetings for national PEE representatives (including EEA) to provide a platform for training and exchange of experiences/insights.			
Output 3.1.2			
3.1.2a	to review and adapt the knowledge management, communication, and advocacy strategy framework, i.e. to develop a GCIP Moldova knowledge management, communication, and advocacy strategy	EEA	1,667
3.1.2b	to capture knowledge gathered by the GCIP Moldova through policy briefs, impact reports, brochures, webinars, and other types of promotional materials, and to disseminate this knowledge through briefing sessions, press releases, social media presence and advertising, etc. (at least 250 knowledge products in total, in line with the GCIP Moldova knowledge management, communication, and advocacy strategy)	EEA	1,667
3.1.2c	to seek partnerships that would support implementation of the GCIP Moldova knowledge management, communication, and advocacy strategy (e.g. with local entrepreneurs, celebrities, GCIP alumni, relevant service providers, university departments and societies, organizations that are in frequent contact with cleantech entrepreneurs, investors, etc.) and to sign at least 20 relevant memorandums of understanding/cooperation agreements	EEA	1,667
Activities to be carried out by the GCIP Global as a service to the GCIP Moldova: UNIDO to develop a knowledge management, communication, and advocacy strategy framework.			
Output 3.1.3			
3.1.3a	to create and maintain a section for the GCIP Moldova on the global GCIP web platform	EEA	16,000
3.1.3b	to launch the GCIP Moldova alumni network (with at least 90 members) and create a special section on the GCIP Moldova web platform to maintain it	EEA	1,000
Activities to be carried out by the GCIP Global as a service to the GCIP Moldova: UNIDO to launch the global GCIP web platform and to deliver training on its use to the GCIP Moldova.			

Table 10: List of Activities

Outcome 3.2 Impacts and progress of the GCIP Moldova are tracked and reported

Output 3.2.1 The GCIP methodology for impact assessment is adapted and applied

109. The GCIP methodology for impact assessment will be developed by the GCIP Global and shared with the GCIP Moldova for review and application. This will ensure a common understanding of estimation, tracking, and reporting approaches amongst all involved stakeholders, and will allow for data aggregation, comparisons, and extrapolation, not only on the national, but also on the global programme level. The methodology will enable assessment of social, economic, and environmental impacts, and at a minimum, it will account for global environmental benefits (GEBs), energy saved, additional renewable capacity installed, job creation, gender mainstreaming, and investment leveraged. The data will be sex-disaggregated and gender-sensitive, and youth participation will also be recorded.

110. The EEA will receive an online training on the GCIP methodology for impact assessment from UNIDO, and subsequently the EEA will train (online or in person) all GCIP Moldova Accelerator semi-finalists. The EEA may request further support to provide a training on the GCIP methodology for impact assessment also to other enterprises supported by the GCIP Moldova.

111. The GCIP Moldova enterprises will be expected to periodically provide relevant impact data to the EEA for validation and consolidation. The enterprise impact data will then be used to develop and publish a GCIP Moldova impact report, as well as to create other promotion and advocacy materials (news articles, social media posts, brochure and leaflets, videos, etc.) that are tailored to diverse types of audiences (investors, national government agencies, donors, students, etc.). This will benefit the GCIP Moldova enterprises by providing increased credibility and visibility. The impact data will also be shared with the GCIP Global for consolidation on the programme level.

Output 3.2.2 Project activities are tracked and reported based on the GCIP monitoring and evaluation (M&E) framework, and an external mid-term review is conducted

112. There will be a GCIP monitoring and evaluation (M&E) framework provided by the GCIP Global, based on which the EEA will prepare a GCIP Moldova M&E plan, including time-bound milestones and deliverables. The EEA will also draft progress review reports every six months. There will be an external mid-term review of the project conducted half way through project implementation. The ESSPP considerations, as well as gender dimensions and baseline for gender related targets will be appropriately captured in the GCIP Moldova M&E plan, in the progress review reports, project implementation reports (PIR), the external mid-term review report, as well as in the collection and assessment of relevant data.

Output 3.2.3 Independent terminal evaluation is conducted

113. An independent terminal evaluation will be started six months prior to the expected completion date of the project. The independent terminal evaluation will focus on the assessment of project progress and impact, as well as its long-term sustainability, with due consideration of the ESSPP and gender mainstreaming aspects. As a result of the independent terminal evaluation, there will be an evaluation report prepared that will also include recommendations for follow-up activities.

Outcome 3.2 Activities and responsibilities

Activity	Detail	Responsibility	GCIP Moldova Budget (USD)
Output 3.2.1			
3.2.1a	to review the GCIP methodology for impact assessment (including the accompanying tools) and to participate in the training on its use provided by UNIDO	EEA	6,966

3.2.1b	to provide trainings (3) on the GCIP methodology for impact assessment to the GCIP Moldova Accelerator semi-finalists (at least 30 in total)	EEA	4,333
3.2.1c	to validate and consolidate the GCIP Moldova enterprise impact data, and to develop and publish a GCIP Moldova impact reports (at least 4 in total)	EEA	1,333
Activities to be carried out by the GCIP Global as a service to the GCIP Moldova: UNIDO to develop the GCIP methodology for impact assessment and appropriate tools for its operationalization.			
Output 3.2.2			
3.2.2a	to prepare the GCIP Moldova M&E plan and regular (every six months) progress reports (6), as well as to conduct an external mid-term review	EEA	20,000
Activities to be carried out by the GCIP Global as a service to the GCIP Moldova: UNIDO to provide the GCIP M&E framework.			
Output 3.2.3			
3.2.3a	to conduct an independent terminal evaluation	UNIDO	20,000

Table 11: List of Activities

d) alignment with GEF focal area and/or Impact Program strategies

114. The proposed project is fully aligned with the GEF-7 Climate Change Focal Area Strategy. Especially with the "Objective 1. Promote innovation and technology transfer for sustainable energy breakthroughs". According to the same Strategy, "Technology is key area for the UNFCCC and in Article 10 of the Paris Agreement, and is one of the key means to reduce, or slow the growth in GHG emissions, and to stabilize their concentrations. To that end, technology innovation with the private sector can help create or expand markets for products and services, generating jobs and supporting economic growth. Supportive policies and strategies are fundamental to catalyze innovation and technology transfer for mitigation and enhance private sector investment".

115. More specifically, this project will help cleantech enterprises in Moldova to develop and scale-up; and to increase market adoption of cleantech innovations, thus leading to a reduction in emissions and fossil fuel consumption. Furthermore, it will facilitate increased investment, job creation, and market development. This is in line with the guidance from the UNFCCC COP23 which encouraged the GEF to further enhance engagement with the private sector and invited the GEF to support countries in piloting priority technology projects to foster innovation and investment.

e) incremental/additional cost reasoning and expected contributions from the baseline, the GEFTF, LDCF, SCCF, and co-financing

116. The private sector is key to the creation and expansion of the market for cleantech products and services, achieving GEBs, generating jobs, and supporting economic growth. In Moldova, a clear government prioritization is given to promote innovations and start-ups/SMEs and to put the necessary policies and strategies in place. However, significant barriers still exist for cleantech enterprises, leading to their very low success rate. In essence, the CIEE in Moldova is weak, and if the GEF funding is not provided, it is very likely that cleantech innovations will not be adequately developed in Moldova in the near future. This will result in many unrealized opportunities in reducing GHG emissions, in strengthening partnerships with the private sector keen on investing in cleantech, in commercialization of cleantech enterprises, and ultimately in missed momentum for green economic growth and jobs.

117. Moldova is requesting GEF funding to help address the barriers to cleantech innovation, which will lead to positive socio-economic (economic growth, green job creation, attraction of foreign and

domestic investment, etc.) and environmental (contribution to the reduction of GHG emissions and to global environmental sustainability, etc.) impacts. What is more, these impacts will be amplified through opportunities for coordination and connectivity with other GCIP partner countries, and thus for global cleantech innovation scale-up. In total, at least 63,000 (directly) and 315,000 (indirectly) tCO₂e of GHG emissions should be mitigated thanks to the GCIP Moldova, which is expected to translate into cost effectiveness of 5 to 10 USD/tCO₂e.

f) global environmental benefits (GEFTF) and/or adaptation benefits (LDCF/SCCF)

118. The long-term lifetime of cleantech innovations introduced in the market and the strengthened and interconnected CIEE will be reflected in multiple GEBs including, primarily, GHG emission reductions. The GEBs achieved through the implementation of this project will be identified and quantified on the basis of the innovations marketed and their uptake. Given the nature of the project, the low-carbon products and services developed and commercialized will contribute to the GEBs beyond the project life and scope.

i. Background on GCIP's target for avoided GHG emission for the GCIP Framework (GEF ID: 10408)

119. In order to ensure that GCIP supports innovative cleantech solutions with high impact potential, and delivery of GEBs at the programme level, a target approach is applied. To achieve cost effectiveness of GEF funding for GEBs, a value of 5 to 10USD/tCO₂e avoided is targeted (corresponding to an overall cost per tonne at programme level of USD38-76/tCO₂e). This means that, with GEF funding of almost USD 18 million, GCIP Framework aims to deliver between 1.8 million and 3.6 million tonnes CO₂e by 2030. As 10 countries will be a part of the overall GCIP Framework, almost 1000 semi-finalists are expected to be supported through the accelerators in all countries across the programme. Therefore, the target for the minimum projected potential of avoided GHG emissions per enterprise is between 1,800 to 3,600 tCO₂e by 2030.

120. To put this minimum target approach in context, a review of previous GCIP alumni GHG reductions was carried out. The review, looking at three sources of information, shows that the proposed avoided emission target is plausible and quite conservative. It also demonstrates the huge likely variety of emission reductions due to the different country contexts and technology innovations. The review also shows that where an innovation has real market potential, the avoided GHG emissions are very significant and that the GCIP approach has experience in successfully identifying and accelerating such companies. Firstly, a survey carried out by UNIDO of 14 of its GCIP alumni showed that these companies had already generated 600,000 tCO₂e savings by 2017 and projected to generate over 4.8 million tonnes of GHG emission savings by 2020 (or 340,000 tCO₂e/year per company). Secondly, the Independent Evaluation Office (IEO) report of eight GCIP projects included a sample of alumni in its annex with projected avoided emissions between zero (either they had not been estimated yet or the cleantech was not related to CCM) and 5 million tCO₂e per year. A median for emission reductions that were reported (which occurred only for a small proportion of the total alumni, namely 60 out of 900) is 88 tCO₂ per year. If alumni with estimated reduction are included (34) in the calculations, then the median increases to 12,200 tCO₂/year with the interquartile range from 350 tCO₂ to 81,000 tCO₂/year. Thirdly, the Mission Innovation Framework for Assessing Avoided Emissions, in which a number of GCIP alumni (selected as part of Mission Innovation's 100 innovative clean energy solutions in 2019) were included, shows for example that Atomberg Technologies (which manufactures an energy efficient fan) is estimated to avoid 5 million tCO₂e/year by 2030. In turn BEAD, an energy management AI optimization enterprise, is estimated to avoid 319 million tCO₂e/year by 2030. These two companies were also covered by the IEO report mentioned above, but Atomberg had not provided an estimate (so was assumed zero) and BEAD's estimate was 5 million tCO₂e/year.

121. A ten-year horizon was selected for estimating the GHG emission savings. However, assessing a priori the GHG reduction potential of cleantech solutions (products, services) to be identified through GCIP has proven to be difficult, as by definition GCIP encourages open innovation, and the types and categories of cleantech products and services that will be supported can only be determined after the selection of semi-finalists as part of the GCIP Accelerators. Also, expected difficulties include attribution of the incremental GEBs of the cleantech solutions to the GCIP support. However, the design of past GCIP assumed abatement costs (for GEF funding) of between 0.68 USD/tonne CO₂e in Turkey to 29.77 USD/tonne CO₂e in Armenia. As the targets were exceeded in those countries, and as the proposed benchmarks are within the same range, they are considered realistic and conservative.

122. The target of between 5 to 10 USD/tCO₂e avoided, that is set for the GCIP Framework, translates into avoided GHG emissions per enterprise of between 1,800 to 3,600 tCO₂e. The provided target range will enable the GCIP country child projects to support a mix of technologies with different CO₂ emission reduction potentials, and in particular allow innovations into the GCIP Accelerators that a) have a relatively low CO₂ reduction potential, but a considerable demand and market growth potential (that can lead to amplification of GEBs), as well as b) that create multiple benefits (including socio-economic, such as job creation, gender mainstreaming, etc.). In addition, indirect GEBs facilitated through the CIEE strengthening are also expected. In particular, indirect GHG emission reductions could result from: strengthened capacity of institutions and human resources to support commercialization and uptake of cleantech solutions at large; investments mobilized for cleantech solutions at large due to reduced risk perceptions; as well as longer-term emission reductions from behavioural change. An estimated factor of 5 is chosen to provide a projection for indirect GEBs. Where possible, efforts will be made to verify the indirect GHG emission reductions achieved at national and global levels through terminal evaluations.

123. This target-based approach for the estimation of GHG emission reductions will be applied across all 10 child projects under the GCIP Framework. A GCIP methodology for the calculation and monitoring of GHG reduction potential will be developed by the GCIP Global in the first year of the project implementation, as well as it will be shared with all GCIP partner countries to enable coherent approach. In order to ensure that the desired GEBs are cumulatively delivered by the GCIP Framework, appropriate measures will be applied across the programme. They will entail placing a benchmark for the estimated GEB to be delivered by the cleantech innovations at the GCIP Accelerator application stage, so that only solutions with sufficient impact potential are supported. If the projected GHG emission reduction does not meet the minimum requirement set, the innovation will not be accepted into the GCIP Accelerators.

ii) Estimation of Global Environmental Benefits of the GCIP Moldova (GEF ID: 10457)

124. The three cycles of GCIP Moldova Accelerator are expected to support at least 30 enterprises (semi-finalists), as a result of which the avoided direct GHG emissions over a ten-year horizon are estimated at between 63,000 and 126,000 tCO₂e of direct GHG emission savings and 315,000 and 630,000 tCO₂e of indirect GHG emission saving (based on an estimated factor of 5). The lower range has been used as input to the GEF corporate core GHG indicator target (indicator 6) as a conservative estimation. To facilitate the achievement of GEBs, there will be awareness raising and promotional activities during the call for applications to the GCIP Moldova Accelerator, and also the applicants will be supported in calculating GHG emission reduction potential of their innovations. Additional training on GHG monitoring and calculation will be provided to all semi-finalists. In addition to the substantial mitigation of CO₂ emissions, it is expected that other environmental co-benefits will result from this project. These are likely to include reduction in waste, material use, air pollutants (e.g. NO_x, SO_x, PM and CO), and improved water quality, among others.

g) Innovativeness, sustainability and potential for scaling up

Innovativeness

125. The GCIP Moldova is unique in its multi-tiered and multi-stakeholder approach to fostering the expansion of SMEs into innovative cleantech markets. In comparison with other incubator or accelerator programs, the GCIP Moldova does not only focus on enterprises but also on strengthening the entire CIEE by building the capacity of the national institutions, creating strong linkages between the most relevant ecosystem players, and raising awareness of the society at large.

126. Importantly, the GCIP Moldova supports entrepreneurs across the whole innovation value chain to develop demand-driven and investment-ready cleantech solutions that will have an extensive positive impact in the global markets. What is more, GCIP enables achievement of not only environmental, but also socio-economic benefits, in that it for example promotes gender equality and women's empowerment.

Sustainability

127. The GCIP Moldova is designed with the view to ensuring self-sufficiency and long-term sustainability of the acceleration and coordination mechanisms established in its framework through: 1) Enhancing the capacity of the EEA to provide the Pre-Accelerator, Accelerator, Advanced Accelerator, and Post-Accelerator services in a self-reliant manner. More specifically, while the EEA is strongly supported in several activities by the global PEEs in the first year, the assistance is gradually phased out in the subsequent years, so as the EEA is expected to run all activities and coordinate with relevant stakeholders fully autonomously by the end of the project; 2) Building capacity of local experts (trainers, mentors, judges), so that they are able to offer their services on market terms (independently from GCIP Moldova) to entrepreneurs not supported by the project; 3) Linking CIEEs across countries and creating incentives for cleantech start-ups/SMEs, policy makers, industry associations, etc. to formalize their commitments, and in particular to sign bilateral cooperation agreements that would guide their cooperation for the next years, without further involvement of GCIP Moldova; 4) Providing several tools that can be referred to and used by different CIEE stakeholders beyond the lifetime of GCIP Moldova, such as guidebooks, systems, tools, guidelines, website, etc.; 5) Guiding entrepreneurs to incorporate sustainability considerations in their business models, such as meeting the needs of the present generation without compromising the ability of the future generations to meet their own needs; as well as ensuring business resilience to external shocks and stable growth potential (through a thorough analysis of the demand, competition, etc.); 6) Facilitating early-stage investment, and thus enabling the entrepreneurs to bridge the valley of death in their scale-up journey, which in turns mitigates risks for future investors and increases chances for further rounds of finance, including commercial lending; 7) Creating the GCIP Moldova section of the global GCIP web platform to be used also after the project lifetime (as a market place, where entrepreneurs will continue to showcase their solutions, investors will continue to scout for new innovations, policy makers and regulators will continue to interact). In fact, the web platform will catalyze connectivity between different stakeholders in a long term; 8) Working closely together with other GCIP partner countries, and thus enabling GCIP Moldova to be part of a global and recognized brand that is expected to last in the future.

128. A GCIP Moldova sustainability and exit strategy will be developed based on a framework delivered by the GCIP Global, and it will among others include specific considerations related to a formal project closure process (based on targets achieved by the GCIP Moldova) and long-term sustainability of the achieved results.

Scaling up

129. The GCIP Moldova bears a considerable potential for local and regional expansion in terms of cooperation and networking, as well as sectoral expansion through inclusion of additional cleantech categories. For example, through close relationship with other GCIP partner countries, the GCIP Moldova stakeholders are enabled to form international partnerships and to enter foreign markets. What is more, through continuous extension of GCIP into additional countries, these opportunities are continuously augmenting. With regard to the cleantech categories, while it is foreseen that, in order to

tackle the most pressing challenges, at the beginning the GCIP Moldova will focus on energy efficiency, renewable energy production, energy storage, energy production data collection, eco-friendly vehicles, district heating systems, and modernization of electricity distribution network, other cleantech categories may be supported in addition in the future.

130. What is more, a close cooperation and coordination with other programmes and initiatives, including the Climate Technology Centre and Network(CTCN) and PFAN, will be sought to strengthen the potential for scale-up. CTCN is the operational arm of the UNFCCC Technology Mechanism co-hosted by UNIDO and UNEP. CTCN aims to promote accelerated transfer of environmentally sound technologies for low-carbon and climate resilient development at the request of developing countries This is fully in line with and complementary to the GCIP Moldova objectives. PFAN, a programme co-hosted by UNIDO and the Renewable Energy and Energy Efficiency Partnership (REEEP), provides investment facilitation services for scaling-up of climate and sustainable energy technologies for positive environmental impact. It supports cleantech projects until they reach financial closure.

131. Noteworthy, GCIP has had a successful track record since 2011 when it was launched for the first time in South Africa. Subsequently, its implementation started simultaneously in Armenia, India, Malaysia, Pakistan, Turkey and South Africa in 2014. Under the 2014 competition cycle, a total of 555 applications were received across the six countries, from which 159 innovative cleantech entrepreneurs were selected to take part in an accelerator programme. The entrepreneurs were chosen across four cleantech categories: 58 in renewable energy, 41 in energy efficiency, 32 in waste to energy, and 28 in water efficiency. Having progressed through the GCIP, these entrepreneurs were connected with potential customers, investors, partners and policy-makers at national and international levels through Investor Connect events and National Academies. In addition, the very best GCIP entrepreneurs were given the opportunity to attend the Cleantech Open Global Forum, held in November 2014 in Silicon Valley, USA, involving more than 100 cleantech exhibitions and networking events, giving the GCIP winners a high level of exposure to broaden their networks, and to benefit from the global linkages.

132. As already mentioned, in 2015 Thailand joined GCIP and about 10 countries, including Vietnam, Brazil, Ukraine, Nigeria, Indonesia and Moldova had expressed interest in becoming part of it thereafter. In the period from 2014 to 2016, GCIP received almost 3,000 applications in the eight countries it was operating, from which 580 entrepreneurs were selected for further acceleration and mentoring, as well as receiving access to investors and media. The growth rate of applications GCIP has received between 2014 to 2015 and 2015 to 2016 was 62.5% and 33% respectively, indicating strong and constant increase in interest towards the acceleration programme. This confirms the strong potential for scale-up of the GCIP approach.

1b. Project Map and Coordinates

Please provide geo-referenced information and map where the project interventions will take place.

133. While the project is targeted at beneficiaries (entrepreneurs and all relevant CIEE stakeholders, such as universities, policy makers, financiers, and R&D institutions) from all over the country, the main project events will be conducted in the capital city of Moldova (Chisinau). This is due to the benefits resulting from a relatively dense concentration of relevant stakeholders there, and well developed infrastructure. The project boundary will not overlap any other country's territory.

The geo-coordinates for the capital, Chisinau, are: 47° 0' 13.2120" N and 28° 54' 25.5204" E.

GCIP Moldova:
location of
main project
activities/events



1c. Child Project?

If this is a child project under a program, describe how the components contribute to the overall program impact.

134. GCIP Moldova will engage with the GCIP Framework to ensure synergies, knowledge sharing, learning, consistence, efficiency as well as additional support to enable national start-ups/SMEs to scale globally. The Activities, Outputs, and Outcomes of the GCIP Moldova will contribute to the overall GCIP Framework impact through a number of cleantech innovations and entrepreneurs supported, finance mobilized and the resulting accelerated green growth, jobs created, and GHG emission reductions. This will be facilitated through the cooperation and coordination of the national PEE (EEA) with the global PEEs (CTG, NGIN, PFAN).

135. The engagement with the GCIP Framework is integrated into all GCIP Moldova Components and will affect all stakeholders. It covers following aspects: 1) Methodologies, guidelines, tools for acceleration, and training systems: These will be developed and harmonized by the GCIP Global and the GCIP Moldova will focus on adapting them to the national circumstances. Experiences in applying the methodologies, guidelines, tools, and systems across child project will be used to improve them by the GCIP Global. The Global Accelerators and Global Forums will help national enterprises to bring their innovations to the global stage and link with entrepreneurs from other countries to explore opportunities for joint co-innovation, joint ventures and mobilizing investments; 2) Investment facilitation and cross border growth support: Through the GCIP Global, national cleantech start-ups/SMEs will be supported to expand their businesses to other countries. In addition, the GCIP Global will provide investment facilitation services to national enterprises so that they can be linked to investors (impact, venture, angels, and commercial) at regional and global levels. Furthermore, the GCIP Global will provide support to the GCIP Moldova in establishing market enabling frameworks to

promote investments in cleantech; 3) Targeted training, innovation policy support, knowledge management, and peer-to-peer networking and learning: The GCIP Global will provide methodologies for training of national institutions, and for development of policies on cleantech innovation and entrepreneurship. By linking policymakers, institutions, financiers and entrepreneurs across countries, the GCIP Global will facilitate knowledge exchange, documentation of best-practices, and peer-to-peer networking and learning; 4) Program standards, communication and advocacy, and monitoring and evaluation: To promote coherence and coordination across all GCIP countries, the GCIP Global will develop program guidelines that will be applied across the GCIP Framework. Through the global web platform, to be developed by the GCIP Global, communications and advocacy will be promoted across countries. In addition, the GCIP Global will develop methodologies for impact tracking and monitoring and evaluation that will then be applied across all countries under the GCIP Framework.

GCIP Framework (10408)

Pillar 1: Transforming early-stage cleantech innovations into commercial enterprises

1.1 Early-stage cleantech innovation enterprises accelerated towards commercialization

- Methodologies, guidelines, tools and training systems for cleantech innovation and entrepreneurship accelerators developed and disseminated to GCIP partner countries
- Methodology for training and certifying cleantech innovation and entrepreneurship experts (trainers, mentors, judges) developed and disseminated to GCIP partner countries
- Four cycles of the global cleantech innovation and entrepreneurship competition based accelerator conducted in 10 countries (including centrally rung Global Accelerator)
- Four global innovation and entrepreneurship forums to showcase GCIP enterprises and link to investors organized

1.2 SME access innovative financing opportunities to grow and scale their business

- Investment facilitation support provided to high impact cleantech enterprises in the growth and expansion stages
- Mentorship and partnership support provided to cleantech enterprises for cross-border market expansion
- SMEs leverage funding to grow and scale-up their enterprises

Pillar 2: Cleantech ecosystem strengthening and connectivity

Synergistic partnerships and knowledge exchange among cleantech ecosystems and actors

2.1 Cleantech innovation and entrepreneurship ecosystems strengthened at national levels and connected at the global level

- Tools and guidelines for national capacity building for technology innovation and entrepreneurship institutions, industry associations and business platforms developed and disseminated
- Policy recommendations and strategies for cleantech innovation and entrepreneurship developed and disseminated at national and global levels
- Knowledge creation, exchange and dissemination across GCIP countries to promote learning

Pillar 3: Programme coordination and coherence

Strategic guidance for efficiency and effectiveness in achieving impact among GCIP countries

3.1 Standards and programmatic coherence to improve efficiency and sustainability of GCIP interventions

- Programme level internal guidelines developed and implemented for programmatic coherence

GCIP Moldova (10457)

Component 1: Transforming early-stage innovative cleantech solutions into commercial enterprises

1.1 Early-stage cleantech innovations are accelerated

1.1.1 The GCIP guidebooks are adapted for the GCIP Moldova

1.1.2 Pool of cleantech innovation and entrepreneurship experts (trainers, mentors and judges) is trained and certified to support the GCIP Moldova Accelerator

1.1.3 Three cycles of the annual competition-based GCIP Moldova Accelerator are conducted

1.2 Start-ups and SMEs are supported through advanced and gender-responsive business growth and investment facilitation services

1.2.1 Targeted business growth support services are provided to selected cleantech enterprises towards commercialization

1.2.2 Enterprises are connected to financing opportunities and provided with tipping-point investment facilitation support

1.2.3 Mentoring and partnership support is provided to cleantech enterprises for global market expansion

1.2.4 Investment is mobilized to deploy innovative cleantech solutions across various sectors

Component 2: Cleantech innovation and entrepreneurship ecosystem (CIEE) strengthening and connectivity

2.1 The CIEE in Moldova is strengthened and interconnected

2.1.1 Institutional capacity building of the CIEE actors is conducted

2.1.2 Cleantech innovation and entrepreneurship policies, regulations and recommendations are developed

2.1.3 Linkages, collaboration, and synergies across CIEEs are promoted

Component 3: Programme coordination and coherence

3.1 Efficiency and sustainability of the GCIP Moldova is ensured through programme coordination and coherence with other GCIP

2. Stakeholders

Please provide the Stakeholder Engagement Plan or equivalent assessment.

136. The proposed project is designed in line with the GEF policy on Stakeholder Engagement that sets out the core principles and mandatory requirements for stakeholder interaction. UNIDO as the GEF Agency is the implementing entity of the project and as such it is accountable to GEF and other funding sources to be provided by the public and private sector. Inclusive stakeholder consultations (the evidence of which is included in Annex K), that took place during the project design period, paved the way for strong involvement and commitment from all relevant actors. This will continue throughout the project, as the facilitation of coordination between all CIEE stakeholders is a key objective of the GCIP Moldova. A Stakeholder Engagement Plan (SEP) was developed (Annex G) to outline the strategy for engaging with stakeholders, including a range of activities and approaches, from information sharing and consultation, to participation, negotiation, and partnerships. The SEP also sets out resources and responsibilities as well as any related monitoring and reporting requirements. In addition, letters of support from relevant stakeholders (Annex J) were secured. The consultations were a mixture of meetings in Moldova, phone calls and emails in 2018, 2019 and 2020. Members of the UNIDO project team conducted five separate trips to Chisinau to meet with relevant government stakeholders and attend the Moldova Eco Energetica Awards Ceremony in 2018 & 2019. These visits were followed up with virtual meetings and email correspondence. Selected evidence of stakeholder interaction is available in Annex K.

137. In September and October 2021 another round of stakeholder consultations, including a stakeholder validation workshop took place to reassure the interest in and support for the planned project by national stakeholders. Detailed information on the consultations and conclusions can be found in the SEP in Annex G as well as a presentations and a consultation report can be found in Annex K.

138. The GCIP Moldova will seek synergies with other projects by actively engaging with their implementing agencies to strengthen the local CIEE through knowledge sharing, networking and mutually benefitting through offering complementing support services to innovative cleantech start-ups and SMEs. In particular, the impact of cleantech will be reviewed as part of the support provided within the GCIP Moldova Accelerator. Minimizing any negative environmental and social impacts will also be accounted for in the technology selection criteria for applications submitted to GCIP Moldova.

Stakeholder	Role in Moldova	Envisaged role in the project / engagement
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Energy Efficiency Agency (EEA)	<p>The EEA operates based on Government Decision no. 45 of 30.01.2019 on the organization and functioning of the Energy Efficiency Agency. This institution is an administrative authority subordinated to the Ministry of Economy and Infrastructure and its mission is to implement state policy in the field of energy efficiency, energy performance of buildings, and the use of renewable energy sources. The agency attracts investment and manages resources to finance projects in those areas in a sustainable way from the point of view of the environment and climate change.</p>	<p>The EEA is the national PEE with responsibility for the execution of this project, and it is expected to take lead in sustaining and expanding the GCIP Moldova Accelerator after the completion of this project. The EEA will also provide the requisite linkages to other government bodies in Moldova responsible for energy, water, agriculture, and other sectors relevant to this project.</p> <p>In 2020, the Energy Efficiency Agency was evaluated by KPMG on an institutional capacity, including various administrative capacities and internal controls in place, the policies and guidelines used, and the systems and procedures set up.</p> <p>As a result of the evaluation, the Energy Efficiency Agency received positive feedback and confirmation that it is ready to act as executing entity of the project.</p>
Ministry of Economy and Infrastructure	<p>The MEI develops and implements the legal and regulatory framework and promotes energy and SME policy.</p>	<p>The Ministry of Economy will be a member of the PSC as well as it will be involved in the development of policy recommendations, and in overseeing the use of co-finance.</p>
Ministry of Environment	<p>The Ministry develops and promotes state policy in the field of environmental protection and rational use of natural resources, aimed at creating conditions favorable to life, sustainable development of the country, international collaboration, approximation of national legislation to that of the European Union.</p>	<p>The Ministry of Environment will be a member of the PSC as well as it will be involved in the development of policy recommendations, and in overseeing the use of co-finance.</p>

Ministry of Infrastructure and Regional Development	<p>The Ministry of Infrastructure operates based on Government Decision no. 690 of 30.08.2017.</p> <p>It has the mission to develop efficient public policies in the administered fields and propose justified interventions of the state that are to offer efficient solutions in the fields of activity.</p> <p>The vision of the Republic of Moldova in the field of energy is presented in the Government Decision no. 102 of 05.02.2013 to the Government on the Energy Strategy of the Republic of Moldova until 2030 developed by the Ministry of Economy and Infrastructure.</p>	<p>The Ministry of Infrastructure and Regional Development will be represented in the Project Steering Committee (PSC), as well as it will be involved in the development of policy recommendations, and in overseeing the use of co-finance.</p>
Ministry of Finance	<p>The Ministry of Finance is the specialized central public administration body to develop and promote the state's public finance policy. As the main public finance supervisor, the Ministry of Finance ensures the regulation and implementation of Public Finance Management policies.</p> <p>The main areas of activity of the Ministry are budget, accounting, audit, procurement, tax, and customs policies.</p> <p>In order to achieve its objectives, the Ministry of Finance elaborates the necessary set of rules and regulations governing the budgetary process, tax, and accounting systems, prepares medium and long-term fiscal forecasts, and guides the public financial reform process.</p>	<p>The Ministry of Finance will be represented in the Project Steering Committee (PSC), as well as it will be involved in the development of policy recommendations, and in overseeing the use of co-finance.</p>

Green Economy Financing Facility (GEFF) of EBRD.	<p>Green Economy Financing Facility (GEFF) supports businesses and homeowners wishing to invest in green technologies. The GEFF program operates through a network of more than 140 local financial institutions across 26 countries supported by more than EUR 4 billion of EBRD finance. This has enabled more than 130,000 clients to collectively avoid almost 7 million tons of CO2 emissions per year. GEFF goes beyond providing simple lines of finance. An experienced EBRD team of bankers and technical program managers ensures consistent quality and innovation in the GEFF product and service delivery. In addition, advisory services are available to help to participating financial institutions and their clients enhance their market practices.</p>	<p>It was decided to establish a formal mechanism of cooperation by signing an MoU and EEA. The MoU will be focused on "Providing a financial instrument to the beneficiaries of the "Clean technology innovation program for SMEs and start-ups in the Republic of Moldova (GCIP Moldova)? for financing their green energy projects through the program ?GEFF in Moldova? and "Increasing the awareness of resource efficiency and renewable energy in the local market targeting the common beneficiaries of the two programs (i.e. SMEs)".</p> <p>The GEFF will be a member of the PSC.</p>
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<p>Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ).</p>	<p>The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH has been working in the Republic of Moldova on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ) and other German Government ministries since 1994. Since 2014, the company's country office has been based in the capital, Chisinau.</p> <p>To drive Moldova's economic output, GIZ is providing the country with a range of support services, including help to improve the investment climate for local and international investors. It advises the government on reforms and assists it with dismantling administrative and technical barriers to investment by means of service improvements.</p> <p>For example, free trade zones have been created and efforts are being made to be able to connect potential company locations quickly and easily to the water, electricity, and road networks.</p> <p>A further project promotes the introduction of a needs-based dual vocational training program so that companies will have sufficient qualified employees in the future.</p>	<p>GIZ has enormous experience in implementation of the energy efficiency and renewable energy projects in Moldova. Its experience will be leveraged in the technical evaluation and selection of GCIP projects and technologies.</p>
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Tekwill ICT Excellence Center	<p>Tekwill has been designed as a national public-private partnership between the Government of Moldova, USAID, Microsoft, and IBM to answer the needs of the ICT industry to close the gap of the human capital shortage, as well as support the development of the entrepreneurship ecosystem.</p> <p>Tekwill facilitates the instigation of the entrepreneurship community and the development of technology startups and products.</p> <p>The Center plays an active role in defining and designing the proper IT entrepreneurship ecosystem. It serves as a meeting, idea sharing, and experience sharing platform connecting ideas to people and to financing.</p>	<p>Tekwill confirmed the interest to be actively involved in the project. Tekwill has appropriate infrastructure and expertise, and it was agreed that for example the main GCIP Moldova training programs and public events could take place at Tekwill's premises.</p> <p>Tekwill will be a member of the PSC.</p>
Institute of Power Engineering	<p>The Institute of Power Engineering is a research and innovation organization, accredited at the international level. The Institute was founded in 1991 by the Decision of the Presidium of the Academy of Sciences of Moldova no. 15 of February 8 of 1991, based on the Cyber Energy Section of the Academy of Sciences of Moldova, which carried out complex research in energy and electrical engineering.</p> <p>The Institute is the only specialized scientific organization in the country, and the research activities refer to the most pressing problems of the country's energy sector and to issues addressed worldwide.</p>	<p>The Institute will provide technical support for the project. It will be involved in the activities of technical evaluation of technologies and project ideas.</p> <p>The Institute of Power Engineering will be member of the PSC.</p>

Innsomnia Open Innovation Hub.	<p>Innsomnia Open Innovation Hub is the first fintech incubator in Spain created in 2016 from the union of two projects: a financial platform with more than 10 years of supporting the growth of companies and the team with the most experience in information on innovation in Spain.</p> <p>Innsomnia is a group of 30 people with different capacities, coordinated by specialists in innovation and financing. The technical experts have extensive experience of working in companies and are aware of the problems and internal financing needs of SMEs in the field of innovation.</p>	<p>Innsomnia confirmed that it has appropriate mechanisms and procedures to support the enterprise growth. In particular, it has capacity in innovation and financing support.</p> <p>The technical experts of Innsomnia are ready to support GCIP Moldova by providing guidance to the entrepreneurs.</p>
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Free Economic Zone (FEZ) "Balti"	<p>Free Economic Zone (FEZ) "Balti" has been active in the Republic of Moldova since 2010. FEZ "Balti" is a center of industrial revitalization and regional development. The results obtained by FEZ "Balti" so far are as followed: 78 residents, USD 222 million investment, over 11,000 jobs; 7 billion lei (USD 405 million) total sales; 6.8 billion lei (USD 395 million) industrial production sales; 429 million lei (USD 25 million) taxes and calculated taxes. Currently, FEZ "Balti" manages 19 subzones, located in 11 districts, covering all 3 regions of effective development of the country.</p> <p>The main activities within the FEZ are the production of electrical wiring modules for the automotive industry and the medium and low voltage insulated wiring harness, the production of control equipment for led bulb lighting systems, construction services, customs brokerage, public catering, etc.</p>	<p>Free Economic Zone (FEZ) "Balti" confirmed availability and interest to closely cooperate with GCIP Moldova, in particular in developing conducive infrastructure for entrepreneurship development.</p> <p>FEZ "Balti" will be a member of the PSC.</p>
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Table 12: Overview of GCIP Moldova Stakeholders

In addition, provide a summary on how stakeholders will be consulted in project execution, the means and timing of engagement, how information will be disseminated, and an explanation of any resource requirements throughout the project/program cycle to ensure proper and meaningful stakeholder engagement.

Select what role civil society will play in the project:

Consulted only; Yes

Member of Advisory Body; Contractor; Yes

Co-financier;

Member of project steering committee or equivalent decision-making body; Yes

Executor or co-executor;

Other (Please explain)

3. Gender Equality and Women's Empowerment

Provide the gender analysis or equivalent socio-economic assesment.

139. Gender equality is a fundamental human right. While some progress has been achieved towards gender equality and women's empowerment globally, women continue to suffer from discrimination and violence in some parts of the world. Gender issues need to be addressed by creating equal employment and capacity building opportunities, as well as social infrastructure and safe working conditions responding to the specific needs of women. The importance of gender equality and women's empowerment, particularly women's economic empowerment, is at the core of UNIDO's mandate. Commitment of UNIDO towards gender equality and women's empowerment is demonstrated in its policy on Gender Equality and the Empowerment of Women (2019), and the UNIDO Strategy for Gender Equality and the Empowerment of Women (2020-2023). UNIDO has also developed an operational energy-gender guide to support gender mainstreaming within its sustainable energy initiatives.

140. Gender equality enhances economic growth, reduces household poverty, and enables human development. Women's entrepreneurship, that can directly contribute to the economic empowerment of women, is often seen as crucial for increasing the quality of life of women in the developing world, as well as a trigger for changes of the status-quo of women and for re-addressing the balance of power within the family.

141. The focus of dialogue on gender and cleantech is shifting from women being identified as part of the vulnerable groups to them becoming key agents of change as consumers, entrepreneurs, distributors and decision makers across the value chain. Women and their organizations have the potential to play a critical role in contributing to the SDGs. A large number of women are engaged in entrepreneurship, with a women ownership of 30-70% of all SMEs in emerging markets (IFC and McKinsey, 2011).

142. Nevertheless, the enterprises led by women in developing countries tend to be concentrated on a relatively narrow range of activities. Moreover, they are often very energy intensive, rely on biomass fuels and have disproportionately low rates of return compared to the activities undertaken by men. Nonetheless, networks of women entrepreneurs could be leveraged to promote innovative cleantech.

143. The most recent Global Gender Gap Index of the World Economic Forum (2017) ranks Moldova 30th out of 144 countries. The country has close to universal primary and secondary education completion rates that are equal for boys and girls, and a high university completion rate with 58% of university graduates being women. Women make up 49.2% of the total workforce (45% in SMEs). The women participation in firm ownership is high at 47.5% and over 50% for medium sized enterprises, which is above average in comparison to other countries in the region. However, a recent World Bank Gender Action Plan found that inequalities still persist on the labour market, for example there are significantly fewer women than men in higher-earning sectors and positions. The reasons for

professional segregation were not explored, but are believed to be largely rooted in social norms perpetuated through the education system, labour market, and media. Women in Moldova are less likely to start a business, and when they do, they are less likely to expand it and employ others. Detailed research and policies on women in business is incipient. However, available data suggests that barriers include social norms, access to productive assets, and the need for skills such as leadership, management, financial literacy, etc. Based on these findings, the GCIP Moldova aims to address the gaps, and foresees that a minimum of 35% of the total number of experts trained and GCIP-supported entrepreneurs will be women.

144. The GCIP Framework overall, including the GCIP Moldova, has been identified as having significant gender mainstreaming impact according to the Gender Marker used in categorizing UNIDO projects. It is expected to significantly contribute to gender equality and/or women's empowerment. These projects possess multiple entry-points for gender mainstreaming activities and/or affirmative action, but do not explicitly state gender equality and/or women's empowerment as a principal objective. Rather, gender equality and/or women's empowerment is a secondary objective and the project has corresponding outputs and indicators that measure how gender equality will be advanced.

145. A guiding principle of the project is to ensure that both women and men equally participate in and benefit from the project (UNIDO Gender Policy 2019). Particularly, in the GCIP Moldova Pre-Accelerator, Accelerator, Advanced Accelerator, and Post-Accelerator, gender-responsive activities will be streamlined to ensure the achievement of this goal. Special efforts will be made to promote equal participation of women and men, both at managerial and technical levels, as consultants, participants, entrepreneurs, mentors, etc. in all stages of project implementation. Previous GCIP projects have already shown higher levels of women's participation than other acceleration and incubation programmes, with 25% of the 900 alumni supported to date being women-led enterprises. This project aims at continuation of this trend and even at an increase of the proportion of women beneficiaries (with a target of at least 35% women beneficiaries).

146. UNIDO's Guide on Gender Mainstreaming in Energy and Climate Change Projects, as well as a draft gender mainstreaming action plan developed in the framework of this project (Annex H) will serve as a framework for the project implementation, as to ensure that both UNIDO and GEF requirements are fulfilled. Based on the guidelines, attention will be paid to: 1) Gender-sensitive recruitment at all levels where possible, especially in selection of project staff. Gender responsive TORs will be used to mainstream gender in the activities of consultants and experts. In cases where the project does not have direct influence, gender-sensitive recruitment will be encouraged. Furthermore, whenever possible existing staff will be trained and their awareness raised regarding gender issues; 2) Consideration of gender dimensions in all decision-making processes (e.g. efforts to achieve gender balance/representation in such processes), including PSC meetings; 3) Collection of sex-disaggregated data; 4) Consultations with and involvement of stakeholders focusing on gender equality and women's empowerment issues, such as gender experts and organizations, CSOs and NGOs, e.g. for outreach purposes.

147. A gender analysis was carried out and a draft gender mainstreaming action plan developed (Annex H) in the framework of this project, which also influenced the ultimate project design. In the project design UNIDO has ensured that the gender dimensions are considered, and that the project log-frame reflects key gender dimensions in the respective outputs, activities, indicators and targets. Also, a review of previous GCIP projects enabled insights into how the GCIP Moldova can best contribute to gender equality and women's empowerment.

148. A summary of some suggested approaches to gender mainstreaming is shown in the table below. A full list and further details are provided in the Gender Analysis Report (Annex H). Upon the

start of project implementation, the EEA will review and validate the Draft Gender Mainstreaming Action Plan included therein and incorporate it into its annual work plans.

Stage/Activity	Gender equality measure
Project execution	Gender sensitization workshops will be conducted for all stakeholders involved in GCIP Moldova; A gender training package (material for national capacity building on gender awareness) will be adapted for Moldova from the training package developed by the GCIP Global; Gender focal point will be nominated within the EEA.
Training of GCIP Moldova consultants and experts	Consultants/experts will be required to complete the 'I know gender?' UN course; Mentors and judges will be provided with training on awareness raising and gender-bias; Consultants will be expected to provide evidence on how gender equality is addressed in the material they develop.
Development of GCIP Moldova guidebooks	Guidebooks will highlight the need to make special effort to encourage women to apply for the GCIP acceleration support, including targeted outreach and gender specific communications material (e.g. videos, success stories) and explicit statements that GCIP encourages applications from women; Training materials for entrepreneurs will include topics on gender awareness; Gender equality will be addressed in the curricula and content of all training material developed for experts.
Application stage for GCIP Moldova Accelerator	Sex-disaggregated data will be collected in application forms; There will be targeted and gender responsive outreach; From the second year of project implementation, it will be considered to organize events specifically targeted at connecting women technicians and engineers with business women; A target of the 35% of women-led enterprise applications is set.
Selection of GCIP Moldova semi-finalists and recruitment of experts	Stringent selection criteria will be defined that provide equal opportunities for both women and men; Women will be involved in the mentoring/training and judging processes so that more role models are created; Efforts will be made to ensure gender balance of judges; Special support will be provided to women to prepare for the competition, e.g. women could receive possibility to select their slot, so it does not overlap with their household responsibilities or could be offered safe transport to the competition venue; Evaluation methodology for selection of semi-finalists will consider the gender balance within entrepreneur's management teams and beneficiaries, as well as gender-responsive policies within their firms.
Special Awards	Special consideration will be given to the creation of a gender related prize (e.g. a prize for the women's entrepreneur of the year and/or a special award for the team with the product/service with the highest gender equality impact potential). Such a prize was offered in a number of previous GCIPs, which led to an increase in the number of women-led innovators applying for support (e.g. in South Africa, Pakistan, and Morocco the number of applications from women entrepreneurs was between 25% and 40%). In sum, the project design will acknowledge the differences between women and men considering distribution of economic activities and social roles.

Provision of support to entrepreneurs participating in the GCIP Moldova Accelerator, Advanced Accelerator, and Post-Accelerator	Where considered necessary, GCIP will seek to remove barriers to ensure inclusion of women (e.g. segregated financial training might be offered); There is a specific training module foreseen as part of the GCIP Accelerator curriculum to address gender-related challenges and barriers; The training material will be gender-responsive (e.g. stereotypes will be avoided); Trainings will be organized at times suitable for both women and men, and recordings will be provided.
Forums/events	Women participants will be encouraged to attend the forums/events through focused outreach activities; It will be ensured that topics of interest to women entrepreneurs are included in the forum/event agendas; There will be a targeted event or panel to discuss women's entrepreneurship; Participant data will be disaggregated.
Investment facilitation	Gender lens investing principles will be applied in all investment decision making processes; Specific training material and guidelines on gender lens investment will be developed for financiers.
Capacity building	Capacity building on gender equality will be mainstreamed throughout the project implementation and with regard to all stakeholders; The existing National Women's Platform will be enhanced; A gender sensitization training for relevant stakeholders will be organized.
Policy support	Gender and youth empowerment policy framework will be developed.

Table 13: Approaches to Gender Mainstreaming

Does the project expect to include any gender-responsive measures to address gender gaps or promote gender equality and women empowerment?

Yes

Closing gender gaps in access to and control over natural resources;

Improving women's participation and decision making Yes

Generating socio-economic benefits or services or women

Will the project's results framework or logical framework include gender-sensitive indicators?

Yes

4. Private sector engagement

Elaborate on private sector engagement in the project, if any

149. The private sector is key to the creation and expansion of market of cleantech products and services, achievement of GEBs, generation of jobs and economic growth. The proposed project is designed in line with the GEF policy on Stakeholder Engagement that sets out the core principles and mandatory requirements for the stakeholder interaction. In order to shift markets towards low-carbon economy there is a need for full engagement in mobilizing the private sector to leverage innovation, knowledge transfer, investment and market access.

150. In this context, it also needs to be noted that the widespread adoption and utilization of innovative cleantech has significant potential to address the serious environmental problems and risks faced globally. Cleantech innovations can fuel the next industrial revolution that will shape tomorrow's global economy, environment, and job market. The private sector engagement is key for the success of this project, as confirmed in stakeholder consultations in the PPG phase. The GCIP Moldova foresees several areas of interaction with the private sector, as described below:

- There will be direct interactions with and support for entrepreneurs (SMEs and start-ups) offering innovative cleantech solutions. The entrepreneurs are considered as agents of change that bear the potential of instigating a market transformation. The SMEs and start-ups will be supported in the framework of GCIP Moldova Accelerator, Advanced Accelerator and Post-Accelerator, as described before. Under the GCIP Global there will be an annual GCIP Global Forum organized as an integral part of efforts to ensure connectivity between CIEEs. The GCIP Global Forum will bring selected participants of national GCIPs together for recognition and awards, and for opportunities to be connected with potential partners, customers, technology scouts and investors from around the world. Importantly, the GCIP Global Forum will also serve as a platform for innovation showcasing, and investment matching, and will be an important annual milestone for networking, advocacy, and knowledge exchange among CIEE players. The GCIP Global Forum will not be a stand-alone event, but it will be organized on the margins of highly visible global gatherings, such as for example the UNFCCC COP, Cleantech Group forums, etc.

- The SMEs/start-ups are supposed to play a vital role in catalysing breakthrough cleantech innovations. SMEs/start-ups are well positioned to participate in future cleantech markets. They are instrumental (but often underrecognized) in furthering growth, innovation, and development. Coupled with a growing cleantech sector, they can help build prosperity in low- and middle-income countries. It is estimated that SMEs make up over 90% of cleantech entrepreneurial endeavours in most countries. Nevertheless, failure rates are high, capital requirements are a barrier, reliance on government policy is a risk, and the technical and commercial capacity required of cleantech SMEs can be a challenge. Despite opportunities for SMEs in cleantech markets, many businesses still fail. While there are no definitive statistics on cleantech SMEs failure rates, they can be estimated as comparable to those in the ICT and biotech sectors (80-90% failure rates).

- Next to working closely with start-ups/SMEs, there will be corporate partnerships formed to connect GCIP Moldova participants with various companies with the aim to create joint venture opportunities across borders, to facilitate market expansion and product co-development. This has already been successfully piloted with the Korean Financing Technology Corporation (KOTEC) with collaborations established between Korean SMEs and GCIP alumni from Morocco, Pakistan, Thailand and Turkey. Similar partnerships are expected under this project. In addition, as part of the GCIP Framework, the national PEEs will receive membership in the Network for Global Innovation for the duration of the project. This will provide them and other GCIP Moldova stakeholders with access to international best

practices and with opportunities to build cross-border connections with partners in additional countries, including private sector stakeholders.

- The GCIP Moldova will also partner with corporations that seek to identify and invest in innovative cleantech. More specifically, the Global Innovation Challenge will connect selected corporations ? looking for concrete demand-driven solutions ? with GCIP entrepreneurs. Moreover, the private sector is a key source of co-financing, thus the GCIP Moldova through the PMU will work together with financing institutions, venture capitalists, and angel investors that seek to invest in cleantech solutions. More specifically, Investor Connect events, National Forums and Global Forums will be organized to connect potential financiers (public, private, national, regional, global) with entrepreneurs and to facilitate investments. What is more, the GCIP Moldova will provide pre-seed and seed financing to selected SMEs and start-ups, which will have a leverage effect, i.e. additional private finance will be crowded in and de-risked.

5. Risks to Achieving Project Objectives

Elaborate on indicated risks, including climate change, potential social and environmental risks that might prevent the project objectives from being achieved, and, if possible, the proposed measures that address these risks at the time of project implementation.(table format acceptable):

151. In the preparation and formulation phase of the proposed project, a list of potential risks and mitigation measures was identified. The overall risk rating for this project is low. An elaboration on the possible risks, especially in the field of sustainability, climate change and social issues is provided below.

152. In terms of sustainability of the proposed project, a risk was identified in the possibility of lack of ownership of project results and inability to source funding to continue the activities in the medium and long term, once the funding of the project by GEF has ended. Therefore, a GCIP Moldova sustainability and exit strategy will be developed based on a framework delivered by the GCIP Global, and it will among others include specific considerations related to a formal project closure process (based on targets achieved by the GCIP Moldova) and long-term sustainability of the achieved results. Consequently, the rating for the identified risk regarding the sustainability of this project was set as low.

153. Regarding the gender inclusiveness of the project, a full gender analysis was carried out in the project design phase. Due to the current status of gender roles and cultural norms amongst others, a risk related to gender inclusiveness in the project was identified and rated as low. The application of the UNIDO methodology for gender assessment and gender responsive communication will ensure the inclusiveness of all project activities showing the benefits of gender quality for both women and men. To mainstream women and youth entrepreneurship, an adequate and gender responsive communication strategy will be implemented and sensitization workshops will be organized.

154. A risk also exists that only well-educated and urban women, or women in higher social classes, will benefit from the project, and not women in lower social classes and rural areas that are often poorer and with fewer opportunities. This potential bias is inherent in many women?s empowerment and gender equality projects in countries with a disparity between urban and rural areas. To mitigate this risk, the GCIP Moldova will seek to include competition categories that are targeted at rural regions and which feature technology areas that women are currently working in (e.g. energy solutions related to the service sector). In addition, the outreach for the project will be nationwide, covering both urban and rural areas.

155. Climate change is not expected to negatively impact this project, with an exception for cleantech innovation dependent on biomass or water supplies, due to recurring severe drought events in the region. To safeguard against these climate change risks, the screening of technologies to be supported by the GCIP Moldova will include an assessment of the climate risks with a time horizon of 30 years, and where a risk is identified it will be necessary for the entrepreneur to propose suitable adaptation or management measures. The GIZ's Climate Expert Tool could be used as a tool available to entrepreneurs in that context.

156. An environmental risk identified for this project is the possibility of technologies supported by the GCIP Moldova to include the use of blockchain, and thus leading to major GHG emissions, unless powered entirely by renewable energy. Similarly, technologies related to energy storage can have harmful environmental impacts if not managed effectively. Therefore, any cleantech innovation supported by the GCIP Moldova will need to meet strict environmental screening criteria. In addition, an Environmental and Social Management Plan (ESMP) was prepared (Annex I) to mitigate the environmental (and social) risks.

157. With the view to enhancing the technical and institutional capacity and information needed to address climate risks, potential measures ? the application of which will be promoted and facilitated in the framework of GCIP Moldova ? include:

? Ensuring favourable market and policy conditions for cleantech development and deployment (e.g. support to create an enabling market and policy environment, including identification of incentives for innovative activities and recommendations for the design of conducive regulations related to energy production, climate-smart agriculture, digital economy, etc.);

? Supporting infrastructure planning that takes into account mitigation and adaptation to climate risks. Buildings can be designed with the view to enabling adaptation to climate change, such as for example circulation of air for cooling, and with shaded windows in the direction of the sun ? whilst also being constructed with energy-efficient materials. Also, critical infrastructure can be safeguarded to the extent possible, and appropriate urban management practices can be applied (e.g. rainwater storage and flood retention areas can be created);

? Supporting climate resilient land-use planning (e.g. protect high-yield agricultural land, environmentally sensitive areas and natural landscapes from urban sprawl; plan greater inter-connectivity between different land uses and transport; intensify land uses where appropriate; revise flood lines);

? Promoting soft adaptation options, e.g. livelihood protection, social safety nets, support towards cleantech start-ups/SMEs that target the promotion of women and women's needs;

? Awareness-raising and education as well as communication of climate information and promoting the application of early warning systems. This requires institutional cooperation and coordination across sectors, particularly in planning and development practices that reduce vulnerability to climate hazards.

Key GCIP Moldova activities	Potential effect of climate risks on project implementation and outcomes	Risk level	Risk mitigation measures

Provide Accelerator, Advanced and Post-Accelerator support to enterprises with high-impact cleantech innovation for large-scale deployment and green job creation	? Limited participation in events due to heat stress/flooding and other natural hazards ? Technologies supported increase the likelihood of adverse effects that exacerbate climate risks ? Failure of businesses supported by GCIP Moldova due to natural hazards within the project area	Moderate	? Some of the support is intended to be face to face. However, if this is not possible due to climate events then the training/events will be organized on-line with the aim of providing an experience as close as possible to the physical events, with side events and one-to-one meetings also possible. ? To safeguard against climate change risks the screening of technologies for selection for GCIP support will include an assessment of the climate risks over the next 30 years, and where a risk is identified it will be necessary for the entrepreneurs to propose suitable adaptation or management measures. ? GIZ's Climate Expert Tool for example could be made available to entrepreneurs. Once technologies are selected for GCIP Moldova support, their performance will continue to be reviewed against local climate risks, as part of the support provided through GCIP Moldova.
Enhance access to financing through investment facilitation support targeted at start-ups and SMEs in growth stage to support commercialization and deployment of cleantech solutions with highly transformational impact for the global commons	In-country financing diluted or diverted to disaster and resilience	Low	? Introduce dedicated categories of cleantech to be supported through GCIP Moldova that address some of the prevailing climate risks. ? Facilitate the connectivity of CIEEs and greater opportunities for scaling-up of innovations across different countries and globally through the GCIP Global. ? Raise awareness with PMUs to assess climate risks on an annual basis. ? Enhance impact tracking and monitoring of the climate risks through tools such as ?Think Hazard?.
Build a cleantech community consisting of relevant CIEE players at national and global level and build strategic partnerships with key influencers that can lead and guide policy and business decisions in the cleantech space	Diverted human resources, political support, and stakeholder attention with focus on disaster and resilience measures	Low	? Enhance visibility, credibility and understanding of GCIP Moldova solutions and their role in tackling the climate risks through the Stakeholder Engagement Plan and communications activities. ? Support development and implementation of policy roadmaps that anticipate the effects of possible climate risks. ? Through GCIP Global ensure coordination and cooperation among GCIP national execution partners for knowledge and experience sharing on how to anticipate and mitigate the climate risks identified.

Facilitate production, scale-up and deployment of cleantech innovations	Floods and droughts endangering cleantech production infrastructure, and deployment of innovations	Low	Thanks to the availability of domestic early warning systems, cleantech start-ups/SMEs will be able to avoid severe damages to the production and deployment of their innovations.
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Table 14: Potential climate-related risks to project implementation and mitigation measures.

Risk	Risk level	Risk mitigation measures
Institutional Risk ? Lack of absorptive capacity by the national counterpart	Low	Capacity building of the EEA will be an ongoing process throughout the project implementation period to ensure that staff are comprehensively trained and sustainability of the programme is ensured.
Institutional Risk ? Insufficient administrative and organizational capacity of the EEA for successful execution of the project	Low	An organizational assessment (a micro assessment under the Harmonized Approach to Cash Transfers framework) was conducted during the PPG phase to evaluate potential execution risks. The results showed the risks to be low in all areas under consideration.
Institutional Risk ? Insufficient technical capacity of the EEA for successful execution of the project	Low	The EEA was nominated by the GEF OFP in consultation with key stakeholders as the most appropriate national agency to execute the project, and therefore it is assumed that it has the pertinent mandate and technical capacity for successful achievement of the project objective and associated outputs and activities.
Institutional Risk ? Lack of effective coordination between various project partners	Low	Proper coordination will be ensured through the establishment of the Project Steering Committee (PSC) and ad-hoc working groups will be formed if necessary.

Operational Risk ? On-going global restrictions due to global shocks (e.g. COVID-19)	Medium/High	In case of travel and/or group meeting restrictions, the GCIP Moldova trainings and meetings/events will be organized on-line.
Sustainability Risk ? Lack of ownership of project results and inability to source funding to continue the activities in the medium and long term	Low	A GCIP Moldova sustainability and exit strategy will be developed based on a framework delivered by the GCIP Global, and it will among others include specific considerations related to a formal project closure process (based on targets achieved by the GCIP Moldova) and long-term sustainability of the achieved results.
Political Risk ? Lack of political support to mainstream innovative cleantech	Low	The project is supported by the Government of Moldova, and different ministries have been involved in the design of the project.
Market Risk ? Lack of interest by entrepreneurs and other stakeholders to participate in the GCIP Moldova	Medium	Outreach and communications activities will be a key component of the GCIP Moldova in the lead-up to the opening of application process and throughout the project to attract entrepreneurs, potential sponsors and partners, and mentors and judges. More specifically, the GCIP Moldova knowledge management, communication, and advocacy strategy will be developed to guide these efforts.
Market Risk ? Failure of businesses supported by GCIP Moldova	Medium	The GCIP guidebooks (for Accelerator, Advanced Accelerator, and Post-Accelerator) will be comprehensive documents that articulate the GCIP approach to promoting cleantech innovation and entrepreneurship in developing countries. As such, they will help ensure that the businesses supported have real market potential. In particular, the GCIP Moldova guidebooks will define eligibility requirements and selection criteria for the participants.
Financing Risks ? Incentive and financial support system are insufficient	Low	The outreach and communications activities will be targeted at, among others, financing institutions, venture capitalists, and angel investors. Moreover, the strong GCIP brand, and the direct involvement of renowned global PEEs are expected to build confidence of national and international financiers. The PSC will include at least one representative of a financing institution or an investor.

Social and Gender Risks	Low	To ensure gender inclusiveness of all project activities, UNIDO methodology for gender assessment and gender responsive communication showing the benefits of gender equality for both women and men will be applied. To mainstream women and youth entrepreneurship, adequate and gender responsive communication strategy will be implemented and sensitization workshops will be organized. A full gender analysis was carried out and its recommendations were incorporated into the project design.
Climate Change Risks	Low	The climate change it is not likely to have severe impacts on this project, with an exception for cleantech innovation dependent on biomass or water supplies. To safeguard against climate change risks, the screening of technologies to be supported by the GCIP Moldova will include an assessment of the climate risks with a time horizon of 30 years, and where a risk is identified it will be necessary for the entrepreneur to propose suitable adaptation or management measures. The GIZ's Climate Expert Tool could be used as a tool available to entrepreneurs in that context.
Environmental Risks	Medium	It is recognized that some technologies that could potentially be supported by the GCIP Moldova, such as the use of block chain, could lead to major GHG emissions, unless powered entirely by renewable energy. Similarly, technologies related to energy storage can have harmful environmental impacts if not managed effectively. Therefore, any cleantech innovation supported by the GCIP Moldova will need to meet strict environmental screening criteria. In addition, an Environmental and Social Management Plan (ESMP) was prepared (Annex I) to mitigate the environmental (and social) risks.

Table 15: General risk analysis

Risk	Risk level	Risk mitigation measures
Technical expertise is not readily available due to the pandemic	Low	Necessary efforts will be made to identify alternative technical experts in case it is required. Planning will be flexible enough to reschedule activities onsite that require specific expertise.
Possible re-instatement of COVID-19 containment measures limits available capacity or effectiveness of project execution/ implementation	Medium	The capacity of stakeholders, and especially the beneficiaries, for remote work and online interactions will be strengthened by securing access to commercially available conferencing systems. The current design of the curriculum for entrepreneurs is based on online interactions and deliverables, using webinars and web platforms, and therefore COVID-19 is not expected to pose a significant risk to the conduct of the acceleration cycles.
Some project supporters, co-financiers or beneficiaries may not be able to continue with project execution/implementation	Low	The situation will be closely monitored in order to find alternate supporters or co-financiers, or to readjust the list of beneficiaries if needed.
Price increases for procurement of goods/services	Medium	The project team will undertake efforts needed to find alternative providers and make sure that competitive pricing is obtained.

Table 16: COVID-19 risk analysis

Opportunity	Opportunity level	Opportunity optimization measures
New business opportunities created in response to COVID-19 related restrictions and measures	High	Response to COVID-19 restrictions, such as remote working arrangements and no-contact business modalities will require solutions that can be turned into new business models. These opportunities will be analyzed at the national level and shared with the GCIP Moldova entrepreneurs. Examples of former GCIP alumni responding to new business opportunities by providing innovative solutions during the pandemic are summarized here: https://www.unido.org/stories/cleantech-innovators-take-covid-19 .
New business opportunities to build back better for business continuity and economic recovery post-COVID-19	High	By design, the GCIP Moldova engages private sector to promote and scale up cleantech products and services, and business models with resilience to climate change (e.g. circular business models). Information on relevant new business opportunities as well as policy/regulations will be added to the GCIP Moldova curriculum so that the entrepreneurs are fully informed of the market and policy trends.

Table 17: COVID-19 opportunity analysis

6. Institutional Arrangement and Coordination

Describe the institutional arrangement for project implementation. Elaborate on the planned coordination with other relevant GEF-financed projects and other initiatives.

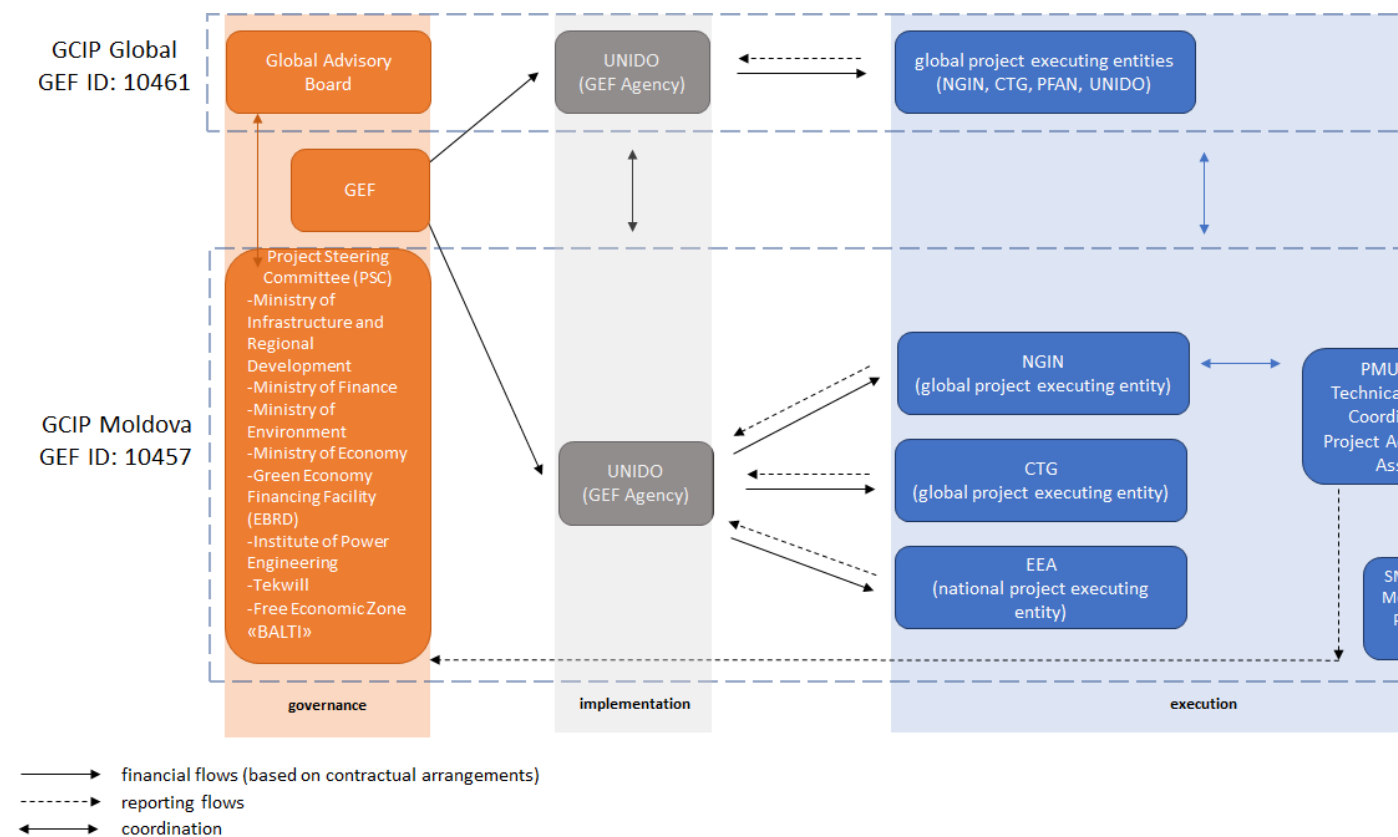


Figure 7: Relationships between project stakeholders under the framework of coordination

Implementation

158. UNIDO as the GEF Agency will be responsible for the implementation of the GCIP Moldova, which entails oversight of project execution to ensure that the project is being carried out in accordance with agreed standards and requirements. UNIDO as the GEF Agency will also be accountable to the GEF Council for the GEF-financed activities, as well as it will be responsible for project cycle management services and corporate activities.

Execution

159. GCIP Moldova will be executed by a national PEE with support from two global PEE. The *Energy Efficiency Agency* (EEA) was nominated by the GEF OFP in Moldova to be the national PEE, and subsequently the EEA successfully underwent a HACT assessment initiated by UNIDO. The EEA will designate internally, or recruit externally, project management personnel to form the project management unit (PMU). The PMU will consist of the Project Technical Expert and Coordinator and a Project Administration Assistant.

160. The PMU will be responsible for the day-to-day management, as well as monitoring and evaluation of project activities, as to be specified in the project workplan. The EEA will sub-contract qualified service providers for the execution of certain activities. An open and competitive process will be applied to select the service providers. Also, a number of activities, as outlined in this document, will be delivered by the global PEEs.

161. The global PEEs, that will support the execution of GCIP Moldova, are Network for Global Innovation (NGIN) and Cleantech Group (CTG). The global PEEs will perform several activities - some at no cost (as a service) to the GCIP Moldova (i.e. covered from the GCIP Global budget) and some covered from the GCIP Moldova budget - as specified in details in the tables outlining "Activities and responsibilities" in the project description. NGIN and CTG were identified and selected by UNIDO through an open competitive process according to UNIDO procurement rules and regulations. There will be a contractual agreement between UNIDO and the global PEEs (NGIN and CTG) detailing the expected outputs and deliverables.

162. With regard to GCIP Moldova, NGIN will be supporting the execution of outputs related to enterprise acceleration, post-acceleration support and investment facilitation (Component 1), whilst CTG will support the execution of outputs related to policy and ecosystem development (Component 2). An integral role of all global PEEs will be to facilitate collective interaction, training, knowledge sharing, and communication with the GCIP country projects through the national PEEs. This includes the development of tools and guidelines for dissemination to the EEA, as well as training and workshops provided to the EEA to strengthen its capacity to adopt and operationalize the tools and guidelines developed.

Project Steering Committee (PSC)

163. To ensure proper oversight and institutional ownership of the project, as well as to provide advisory inputs, a PSC will be established under the chairmanship of the GEF OFP. Representatives from institutions involved in the different project components will be members of the PSC.

164. The PSC will meet twice per year to review the project implementation and execution progress and confirm the workplan for the subsequent year. Any amendments proposed to the workplans and budgets by the PSC are done in accordance with the approved project document, the GEF policy, and UNIDO rules and regulations. Minutes of meetings are signed by UNIDO and the PSC chairperson(s). The EEA forms the secretariat of and reports to the PSC, and it is not a voting member of the PSC.

Global Advisory Board

165. The GCIP Framework is supported through a Global Advisory Board that is to be established under the GCIP Global and that fulfils a role of a PSC. The Global Advisory Board will provide strategic guidance to the GCIP Framework, including the GCIP Global and GCIP country projects, and is the approval body for items of major impact on the programme. It will meet once a year to monitor progress against the objectives of the overall GCIP at the programmatic level, address potential problems and discuss strategic and policy issues affecting the programme. It will review impact tracking and it will also be responsible for defining strategy and advocacy messages.

Coordination with other projects and initiatives

166. This project will be conducted in coordination with ongoing GEF projects in Moldova, as well as other projects and initiatives identified above in the baseline scenario, as to build upon lessons learned, increase synergies, and avoid duplication of efforts.

167. Legal Context

?The Government of the Republic of Moldova agrees to apply to the present project, mutatis mutandis, the provisions of the Standard Basic Assistance Agreement between the United Nations Development Programme and the Government, signed and entered into force on 2 October 1992.?

168. Transfer of assets

Full or partial ownership of equipment/assets purchased under the project may be transferred to national counterparts and/or project beneficiaries during the project implementation as deemed appropriate by the government counterpart in consultation with the UNIDO Project Manager.

7. Consistency with National Priorities

Describe the consistency of the project with national strategies and plans or reports and assessments under relevant conventions from below:

NAPAs, NAPs, ASGM NAPs, MIAs, NBSAPs, NCs, TNAs, NCSAs, NIPs, PRSPs, NPFE, BURs, INDCs, etc.

169. The project's focus on innovative cleantech and supporting SMEs and startups is in line with several national priorities of Moldova, including those set out in the Low Emission Development Strategy (LEDS) 2030, according to which Moldova is committed to reach the unconditional 64-67% of GHG emissions reduction by 2030 compared to the reference year level (1990).

170. Effectively, the LEDS strengthens the objectives related to GHG emissions reductions, stipulated in other national legal acts, including: the National Development Strategy (NDS) 2030 and the Energy Strategy (ES) 2030, as well as laws on renewable energy, energy efficiency, thermal energy and cogeneration promotion, and the National Strategy of Agricultural and Rural Development (NSARD) 2014-2020 and the National Waste Management Strategy (NWMS) 2013-2027.

171. The ES 2030, which is of particular pertinence among the strategies and laws listed above, seeks to stimulate the use of energy produced from renewable energy sources, as well as to increase energy efficiency. Also, the project is in line with the programmes and plans developed to implement relevant policies, including the National Program on Energy Efficiency (NPEE) 2011-2020 and the National Renewable Energy Action Plan (NREAP) 2013-2020.

172. The project's focus is also aligned to national priorities relating to innovation and the development of SMEs, as outlined in the country's Innovation Strategy (IS) 2019-2022 and the Small and Medium Enterprise Sector Development Strategy (SMESD) 2012-2020, with priorities including to develop human capital through promotion of competences and entrepreneurial culture; to increase SMEs competitiveness and stimulation of innovation spirit; and to develop the support infrastructure for innovation.

173. The implementation of this project will also be closely coordinated with other related national and international projects, programmes, and initiatives (which promote cleantech, innovation, and entrepreneurship) ongoing in Moldova in order to create synergies and avoid overlaps. Among others, the project will closely link up with GEF projects, including for example the UNDP's Green Cities Chisinau project. In addition to the PSC, other coordination mechanisms may be established when necessary.

8. Knowledge Management

Elaborate the "Knowledge Management Approach" for the project, including a budget, key deliverables and a timeline, and explain how it will contribute to the project's overall impact.

174. Knowledge management and exchange at the global level is a key strength of the GCIP Framework design. UNIDO has been facilitating information and knowledge exchange among GCIP PMUs and GCIP supported entrepreneurs across borders since 2013, and this dimension has proven to be of benefit to all stakeholders. The premise of this project is built upon stakeholder consultations and the conclusions and recommendations from the previous terminal evaluations and ongoing experiences of the GEF5/6 GCIP projects as well as the findings and recommendations of the GEF IEO independent thematic evaluation of GCIP (such as in particular: more focus on investor outreach and connecting with investor networks, improved cross-country coordination and system to ensure coherence and quality, advanced business-support for SMEs post GCIP acceleration, an increased focus on policy strengthening and regulatory

frameworks to foster cleantech innovation, knowledge exchange between national executing agencies and government counterparts, improved monitoring and evaluation of impact).

175. Within the project document, **there is an overview of a full range of national and international baseline projects in Moldova that have provided lessons learned for the GCIP Moldova approach.** In particular, learnings from the Moldovan Start-Up Academy will enable the GCIP Moldova to build on cleantech innovation ideas that have already been identified. These learnings will be facilitated through collaborative exchange between the EEA and Tekwill. EnergySpin is a Finnish growth program for start-ups seeking international growth. It is a ten-week-long accelerator programme including company-specific trainings. While Energyspin is not country specific and few Moldovan companies have applied, GCIP Moldova hopes to offer targeted support to Moldovan start-ups and SMEs in particular, enabling a fast market integration through its ecosystem approach. EU4Environment supports the Organization for Small and Medium Enterprises Sector Development (ODIMM), a non-profit organisation under the purview of Moldova's Ministry of Economy and Infrastructure in greening SMEs and entrepreneurship development (Moldovan Greening Programme). While the Moldovan Greening Programme plays a vital role in reducing GHG emissions in start-ups and SMEs the focus is not on the business model, but rather on the organization itself. **The GCIP Moldova design was informed by the above-mentioned projects and programmes and it will complement their activities.**

176. **Knowledge capture, assessment and documenting** will be a continuous effort during project implementation. Through the various monitoring and reporting exercises, bi-annually and annually, i.e. progress and impact reports, PIRs, mid-term reviews and terminal evaluation, the lessons learned, best examples, recommendations, etc. will be recorded. Best practice processes and examples are to be shared through annual meetings of the country PMUs with UNIDO and the global PEEs. With regard to the key mechanisms for **knowledge exchange as well as learning and collaboration**, it is worth noting that each child project will be assigned a section on the global GCIP web platform, where country-specific project information, press releases, relevant news articles, social media posts, relevant studies and alumni profiles will be made available and maintained by the PMU throughout the project's lifetime and beyond. This will also allow UNIDO and the country PMU to track alumni progress as well as enable alumni to share experiences and continuously foster their network. The establishment of the National and Global Alumni Networks will also be a key mechanism for knowledge sharing in this project. Knowledge sharing will also be conducted through trainings, workshops, roundtable, printed materials and through the GCIP web platform at global and national levels. The combined set of outreach activities will ensure recognition of and support for GCIP Moldova at the programmatic level and at national levels beyond the project duration.

177. Knowledge sharing will also be conducted through trainings, workshops, roundtable discussions, and printed materials. A set of carefully designed outreach activities will ensure recognition of and support for GCIP Moldova enterprises at the programmatic and national levels beyond the project duration.

178. The GCIP Global will institutionalize knowledge sharing and management across country projects by making the structure of the programme accessible and replicable, and bringing selected entrepreneurs from around the world together, among others to showcase their innovations at the GCIP Global Forum. A key element in knowledge management will be the creation of a national pool of experts (trainers, mentors, EIRs), which will allow for best practices and business knowledge to be shared with participants and stakeholders in a structured manner. The national pool of experts will be created from representatives of universities with business development programs, national banks, investment companies and businesses. All of them will be trained to provide entrepreneurs with the skills needed to participate in the GCIP Moldova, and ultimately to bring their innovations to the market.

179. With regard to the proposed knowledge outputs to be produced and shared with stakeholders, as envisaged under output 1.1.1, GCIP guidebooks and methodologies will be adapted for the GCIP Moldova. This includes training and certification of cleantech experts, supported through the development of methodologies, tools and training materials. They will guide the operation and management of the GCIP Moldova Advanced Accelerator and Post-Accelerator, and will for example include proposed schedules; eligibility requirements and selection criteria for the participants; competition rules; training curricula and handbooks for applicants and experts. Moreover, at the programme level, M&E frameworks, and well as impact calculation methodologies will be developed and shared across all child projects, as a blueprint for the development of country-specific documents.

180. A knowledge management, communication, and advocacy strategy framework will be developed by UNIDO with a particular focus on: a) Promoting visibility of GCIP and communicating its impacts achieved at national and global levels; b) Increasing awareness of the catalytic role of cleantech in addressing climate change and environmental issues; c) Showcasing cleantech innovations from the GCIP alumni and enhancing their visibility and credibility. The knowledge management, communication, and advocacy strategy framework will be shared with the EEA for review and adaptation to the GCIP Moldova needs, as specified under Output 3.1.2. The GCIP Moldova knowledge management, communication, and advocacy strategy will specify the exact knowledge products to be delivered along with relevant timelines and milestones. The Table below provides a general overview of deliverables relevant for knowledge management.

181. The Table below provides an overview of proposed knowledge outputs to be produced and shared with stakeholders in the framework of GCIP Moldova.

Deliverable	Timeline	GCIP Moldova Budget
a pool of experts (trainers, mentors, EIRs) created (Output 1.1.2)	by the 6 month of project implementation/execution with regular revision/evaluation each year	USD 22,608
the knowledge management, communication, and advocacy strategy framework reviewed and adapted to GCIP Moldova (Output 3.1.2)	by the 6 month of project implementation/execution with regular updates each year	USD 1,667
policy briefs, impact reports, brochures, webinars and other types of promotional materials distributed through briefing sessions, press releases, social media presence, advertising, etc. ? in line with the GCIP Moldova knowledge management, communication, and advocacy strategy (Output 3.1.2)	from the 6 month of project implementation/execution and according to the timeline as to be specified in the GCIP Moldova knowledge management, communication, and advocacy strategy	USD 1,667
GCIP Moldova web platform created and operationalized including a special section for the GCIP Moldova alumni network (Output 3.1.3)	by the 6 month of project implementation/execution	USD 17,000

GCIP Global Forum as well as Investor Connect events organized	annually	USD 49,833
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Table 18: Overview of deliverables relevant for knowledge management.

182. It is expected that the **knowledge sharing and learning, being key aspects of GCIP Moldova, will contribute to overall project impact and sustainability in the country.** From training the trainers, through providing support to cleantech innovators, to offering the Advanced Accelerator and Post-Accelerator support, this project's impact is dependent on successful knowledge sharing and learning that will be provided to its beneficiaries. The knowledge and learning will contribute to the overall impact and sustainability in the following ways:

- a) The dissemination of relevant documents, e.g. operational guidelines, guidebooks for impact determination, frameworks, etc., will empower the national PEEs to strengthen their project management capabilities related in particular to the support for cleantech entrepreneurs. This will ensure a competent commercialization of cleantech in the long term and enable the growth of the start-up/SME base in-country.
- b) Through the web platform and the adoption of international best practice communications as well as the sustainability and exit strategy, the GCIP community at national level, e.g. investors, enterprises, alumni, and experts will be maintained locally. The continued connectivity in-country and across borders will ensure long-term market and financing opportunities for innovative products/services, resulting in economic and environmental benefits.
- c) By providing a knowledge depository for the general public (all relevant knowledge, communication, and advocacy materials will be available on the web platform), the GCIP brand, lessons and successes will encourage further innovation in cleantech and enhance consumer awareness.

183. The GCIP Moldova also encompasses detailed **plans for strategic communications.** The knowledge management, communication, and advocacy strategy (to be prepared under Output 3.1.2) will include the development of awareness raising and marketing material for entrepreneurs, government officials, and general public. This will include briefing sessions, press releases, social media activity, attendance at events etc. The knowledge management component facilitates South-South and North-South collaboration in policies, methodologies and frameworks promoting innovations in sustainable energy, water and waste management, among others through interaction between the respective UNIDO, global and national PEEs and other international and national counterparts in each of the GCIP partner countries. Annually, the Global Advisory Board comprising of the GEF, UNIDO and government representatives from each GCIP partner country will meet to provide strategic guidance to the programme. It will address potential problems and discuss strategic and policy issues affecting the programme whilst also defining key advocacy messages.

184. All knowledge management activities will be gender responsive, e.g. gender dimensions will be integrated into publications and it will be assured that women, men, and the youth have equal access to and to the same extent benefit from the knowledge created.

9. Monitoring and Evaluation

Describe the budgeted M and E plan

185. The monitoring and evaluation (M&E) will be conducted in accordance with established UNIDO and GEF procedures. The overall objective of the M&E is to ensure successful and quality implementation

of the project by: i) tracking and reviewing project activities execution and actual accomplishments; ii) providing visibility into progress as the project proceeds so that the implementation team can take early corrective action if performance deviates significantly from original plans; and iii) adjusting and updating project strategy and implementation plans to reflect possible changes on the ground, results achieved and corrective actions taken.

186. According to the M&E policy of the GEF and UNIDO, follow-up studies like Country Portfolio Evaluations and Thematic Evaluations can be initiated and conducted. All project partners and contractors are obliged to (i) make available studies, reports and other documentation related to the project and (ii) facilitate interviews with staff involved in the project activities.

187. The Project Result Framework (Annex A) provides performance and impact indicators for project implementation/execution along with their corresponding means of verification. The actual progress will be reported against the workplan approved by the PSC. In case there are significant deviations between the forecasted workplan and actual implementation, corrective measures will need to be taken.

188. There will be a GCIP M&E framework provided by the GCIP Global, based on which the EEA will prepare a GCIP Moldova M&E plan, including time-bound milestones and deliverables. The EEA will also draft progress review reports every six months. There will be an external mid-term review of the project conducted half way through project implementation and provide inputs to the annual GEF PIRs. The ESSPP considerations, as well as gender dimensions and baseline for gender related targets will be appropriately captured in the GCIP Moldova M&E plan, in the progress review reports, as well as in the collection and assessment of relevant data. The M&A plan will encompass monitoring of the Environmental and Social Management Plan, the Stakeholder Engagement Plan, the Gender Analysis Report, and a risk analysis.

189. The GCIP methodology for impact assessment will be developed by the GCIP Global and shared with the GCIP Moldova for review and application. This will ensure a common understanding of estimation, tracking, and reporting approaches amongst all involved stakeholders, and will allow for data aggregation, comparisons, and extrapolation, not only on the national, but also on the global programme level. The methodology will enable assessment of social, economic, and environmental impacts, and at a minimum, it will account for global environmental benefits (GEBs), energy saved, additional renewable capacity installed, job creation, gender mainstreaming, and investment leveraged. The data will be sex-disaggregated and gender-sensitive, and youth participation will also be recorded.

190. An overview of indicative costs of M&E activities is provided in the table below.

Table 19: M&E Activities

M&E Activity	Timeframe	GEF Budget (USD)	UNIDO in-kind co-financing (USD)	EEA in-kind co-financing (USD)	Responsible Parties
M&E plan	first 3 months after implementation start	2,000	10,000	10,000	EEA
Periodic progress reports	6-monthly	8,000	10,000	10,000	EEA

Mid-term review	at 1.5 years	10,000	10,000	20,000	External evaluator, submission to UNIDO
Independent terminal evaluation	started six months prior to the expected completion date of the project	20,000	10,000	20,000	External evaluator, submission to UNIDO
Total		40,000	40,000	60,000	

10. Benefits

Describe the socioeconomic benefits to be delivered by the project at the national and local levels, as appropriate. How do these benefits translate in supporting the achievement of global environment benefits (GEF Trust Fund) or adaptation benefits (LDCF/SCCF)?

191. The project is expected to result in more cleantech startups and SMEs being identified and supported, thus acting as a catalyst for entrepreneurship development and cleantech investment in Moldova. The GCIP Moldova, as a dedicated national platform for promoting and supporting cleantech innovation, will result in an enhancement of human capital, thereby leading to job creation and poverty reduction as well as to an increased women participation in the entire value chain of technology development. New job opportunities in the country will in turn contribute to stemming the current brain drain. Local development and production of cleantech will very likely result in lower costs benefiting both the technology developers and end-users. It is noteworthy to underline that so far around 84% of startups and SMEs, that have completed the GCIP acceleration program globally, have remained in business for minimum of five years. Finally, the increased use of cleantech innovations supported by the GCIP Moldova will also result in GHG emission reductions.

192. The GCIP Moldova will highlight the need for a stronger support at the national level for cleantech innovations and start-ups/SMEs. In particular, it will provide added value by bridging the gap between cleantech innovators and investors, thereby paving the way for the creation of new businesses opportunities resulting in a value added for the domestic economy. At the same time, through engaging all relevant stakeholders in the national CIEE, and encouraging their cooperation, as well as through linking different CIEEs across countries, the GCIP Moldova will provide opportunities for international business scale-up and exchange of knowledge.

11. Environmental and Social Safeguard (ESS) Risks

Provide information on the identified environmental and social risks and potential impacts associated with the project/program based on your organization's ESS systems and procedures

Overall Project/Program Risk Classification *

PIF	CEO Endorsement/Approval	MTR	TE
Medium/Moderate			

Measures to address identified risks and impacts

Elaborate on the types and risk classifications/ratings of any identified environmental and social risks and impacts (considering the GEF ESS Minimum Standards) and any measures undertaken as well as planned management measures to address these risks during implementation.

Please refer to the attached Environmental and Social Management Plan (Annex I).

Supporting Documents

Upload available ESS supporting documents.

Title	Module	Submitted
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ANNEX A: PROJECT RESULTS FRAMEWORK (either copy and paste here the framework from the Agency document, or provide reference to the page in the project document where the framework could be found).

Annex A: Project Results Framework
GCIP Moldova

Project Strategy	KPIs/Indicator ¹	Base-line	Target (for the entire project duration)	Means of Verification	Assumptions
Objective Promote the acceleration of high-impact clean technology innovation for large-scale deployment and green job creation	USD mln investment leveraged	0	4	Project progress reports	Continuous support from the Government of Moldova and national partner institutions
	number of enterprises with economic gains (sales, savings)	0	30-45		
	number of additional jobs created or retained	0	40-50	Project evaluation reports	Commitment by CIEE stakeholders
	number of enterprises with an increase in exports	0	5-10		
	number of SMEs with increased inclusion in value chains	0	10-15	Project impact reports	Interest by cleantech entrepreneurs and investors
	CO2eq emissions reduced (tons) directly and indirectly	0	at least 63,000 (directly) and at least 315,000 (indirectly)		
	MW added generation capacity	0	n/a ²		
	cumulative improved energy efficiency	0			
	number of new technologies adopted	0	15		
Component 1 Transforming early-stage innovative cleantech solutions into commercial enterprises					
Outcome 1.1 Early-stage cleantech innovations are accelerated					
Output 1.1.1 The GCIP guidebooks are adapted for the GCIP Moldova	number of suggestions for improvement of the GCIP guidebooks	0	5-10	Project progress reports	Continuous support from the Government of Moldova and national partner institutions
	number of GCIP Moldova guidebooks for Accelerator, Advanced Accelerator, and Post-Accelerator	0	3 (1 for Accelerator, 1 for Advanced Accelerator, 1 for Post-Accelerator)		
	number of consultation sessions on GCIP Moldova guidebooks with relevant CIEE stakeholders	0	2	Attendance records from consultation meetings	Commitment by CIEE stakeholders
	number of stakeholders with whom the GCIP Moldova guidebooks shared	0	185		
	number of assessment reports on the landscape and capacities of potential GCIP Moldova applicants and experts	0	2 (1 on applicants and 1 on experts)	Meeting minutes	Interest by cleantech entrepreneurs
	number on annual calendars of all planned GCIP Moldova events	0	3		

¹ Sex-disaggregated wherever possible.

² The targets will be set after the first cycle of the GCIP Moldova Accelerator, based on the review of the number and quality of applications featuring renewable energy and energy efficiency technologies.

	number of corporate partners with interest to participate in the National Innovation Challenge identified	0	3-7		
Output 1.1.2. Pool of cleantech innovation and entrepreneurship experts (trainers, mentors, judges) is trained and certified to support the GCIP Moldova Accelerator	number of suggestions for improvement of the GCIP cleantech innovation and entrepreneurship expert training and certification system	0	5-10	Attendance records from trainings	
	number of GCIP Moldova cleantech innovation and entrepreneurship expert training and certification systems	0	3 (1 for trainers, 1 for mentors, 1 for judges)	Project progress reports	
	number of trainings provided to experts	0	3 (1 for trainers, 1 for mentors, 1 for judges)		
	number of participants per one expert training	0	10		
	share of women in expert training	0	at least 35%		
	share of women experts that attended the UN 'I-know-gender' training		at least 35%		
	number of experts evaluated	0	30		
	number of experts accredited	0	15-30		
Output 1.1.3 Three cycles of the annual competition-based GCIP Moldova Accelerator are conducted	number of GCIP Moldova Pre-Accelerator cycles conducted	0	3	Project progress reports	
	number of GCIP Moldova Pre-Accelerator participants	0	150		
	number of GCIP Moldova Accelerator cycles conducted	0	3		
	number of GCIP Moldova Accelerator applicants	0	100		
	number of GCIP Moldova Accelerator semi-finalists	0	30-36		
	number of GCIP Moldova Accelerator finalists	0	15-24		
	share of women among semi-finalists and finalists	0	at least 35%		
	number of GCIP National Academies conducted	0	3		
	number of GCIP Moldova Forums conducted	0	3-5		
	share of women entrepreneurs participating in the GCIP Moldova Pre-Accelerator and Accelerator	0	at least 35%		
	number of targeted gender-responsive outreach activities promoting the GCIP Moldova Pre-Accelerator, Accelerator, GCIP National Academy, and GCIP Moldova Forum	0	10-20		

	number of panels at GCIP National Academy and GCIP Moldova Forum focusing on women entrepreneurship	0	8-10		
	number of partners involved that promote gender equality and women's empowerment	0	5-10		
Outcome 1.2 Start-ups and SMEs are supported through advanced and gender-responsive business growth and investment facilitation services					
Output 1.2.1 Targeted business growth support services are provided to selected cleantech enterprises towards commercialization	number of enterprises provided with Advanced Accelerator support	0	5-10	Project progress reports	Continuous support from the Government of Moldova and national partner institutions Commitment by CIEE stakeholders Interest by cleantech entrepreneurs and investors
	number of GCIP Moldova Post-Accelerator cycles conducted	0	3	Meeting attendance records	
	number of enterprises participating in the GCIP Moldova Post-Accelerator	0	10-15	Meeting minutes	
	number of GCIP Moldova Post-Accelerator enterprises provided with needs-based support	0	5-10		
	number of enterprises provided with technology verification, product development and testing facility support	0	5-10		
	share of women entrepreneurs participating in the GCIP Moldova Post-Accelerator	0	at least 35%		
	number of targeted support activities for products/services that promote gender equality and women's empowerment	0	3-5		
Output 1.2.2 Enterprises are connected to financing opportunities and provided with tipping-point investment facilitation support	number of Investor Connect events organized	0	6-10		
	number of financial institutions and funds with which contacts established	0	20-25		
	number of awareness raising events for investor community	0	3-7		
	number of investors (representatives of commercial banks, investment funds, public/private companies, as well as individuals, etc.) participating in the awareness raising events	0	15-35		
	share of women investors participating in the awareness raising events	0	at least 35%		
	number of trainings for local financial experts	0	3-5		
	share of women financial experts participating in the trainings	0	at least 35%		

Annex A: Project Results Framework
GCIP Moldova

	number of events organized/attended to encourage seed funding providers to participate in the GCIP Moldova	0	3-5		
	number of trainings on gender-lens investment or gender sensitization for investors	0	3-5		
	number of financial mechanisms designed (for investment de-risking and leveraging)	0	1		
Output 1.2.3 Mentoring and partnership support is provided to cleantech enterprises for global market expansion	number of GCIP Moldova alumni nominated for support by the GCIP Global Accelerator	0	5-10		
	share of women entrepreneurs nominated for support by the GCIP Global Accelerator	0	at least 35%		
Output 1.2.4 Investment is mobilized to deploy innovative cleantech solutions across various sectors	number of enterprises provided with funds through the financial mechanism operationalized under Activity 1.2.4a	0	18		
	number of women-led enterprises receiving funds through the financial mechanism operationalized under Activity 1.2.4a	0	6-8		
Component 2 Cleantech innovation and entrepreneurship ecosystem (CIEE) strengthening and connectivity					
Outcome 2.1 The CIEE in Moldova is strengthened and interconnected					
Output 2.1.1 Institutional capacity building of the CIEE actors is conducted	number of analyses of Moldova's CIEE	0	1	Project progress reports	Continuous support from the Government of Moldova and national partner institutions
	number of tools for CIEE strengthening and connectivity	0	2	Meeting attendance records	Commitment by CIEE stakeholders
	number of stakeholder engagement strategies and cleantech innovation cluster strategies	0	2 (1 engagement strategy and 1 cleantech innovation cluster strategy)	Meeting minutes	Interest by cleantech entrepreneurs
	number of engagement workshops organized	0	2		
	number of facilitators trained	0	10		
	share of women participants trained as facilitators	0	at least 35%		
	number of capacity building events for selected stakeholders	0	1-3		
	number of participants in the stakeholder capacity building events	0	45-60		

	share of women participants in the stakeholder capacity building events	0	at least 35%		
	number of stakeholders that completed the 'I-know-gender' training	0	30-90		
	number of the Entrepreneurship Train-the-Trainer Programme cycles	0	2-4		
	number of university professors and teachers trained	0	15-20		
	share of women among the university professors and teachers trained	0	4-6		
Output 2.1.2 Cleantech innovation and entrepreneurship policies, regulations and recommendations are developed	number of gender-responsive gap analysis reports on policy and regulations relating to the promotion of cleantech, innovation, and entrepreneurship in Moldova	0	1	Project progress reports	
	number of recommendations for the cleantech, innovation, and entrepreneurship policy	0	40-50	Meeting attendance records	
	number of stakeholder engagement workshops	0	2		
	number of participants in the stakeholder engagement workshops	0	40-70	Meeting minutes	
	share of women participants in the stakeholder engagement workshops	0	at least 35%		
	number of roadmaps guiding implementation of the policy recommendations	0	1		
	number of policy clauses relating to gender equality	0	5		
Output 2.1.3 Linkages, collaboration, and synergies across CIEEs are promoted	number of cooperation agreements signed to promote linkages, collaboration, and synergies across CIEEs	0	6-10	Project progress reports	
Component 3 Programme coordination and coherence					
Outcome 3.1 Efficiency and sustainability of the GCIP Moldova is ensured through programme coordination and coherence with other GCIP country projects					
Output 3.1.1 The GCIP internal guidelines for project	number of tools/books including operational guidelines for the PMU	0	1	Project progress reports	Continuous support from the Government of

management teams are adapted and implemented by the GCIP Moldova	number of sustainability and exit strategies	0	1	Meeting attendance records	Moldova and national partner institutions
Output 3.1.2 Programme-level knowledge management, communication and advocacy strategy is adapted and implemented by the GCIP Moldova	number of GCIP Moldova knowledge management, communication, and advocacy strategies	0	1	Meeting minutes	Commitment by CIEE stakeholders
	number briefing sessions, press releases, social media posts and adverts	0	250-350		Interest by cleantech entrepreneurs
	number of memorandums of understanding (MoUs)/cooperation agreements signed	0	20-30		
Output 3.1.3 The GCIP Moldova web platform is operated to maintain the GCIP community	number of GCIP Moldova web platforms	0	1		
	number of GCIP Moldova alumni networks and associated web platforms	0	1		
	number of members in the GCIP Moldova alumni network	0	90-105		
	share of members of the GCIP Moldova alumni network that are women	0	at least 35%		
Outcome 3.2 Impacts and progress of the GCIP Moldova are tracked and reported					
Output 3.2.1 The GCIP methodology for impact assessment is adapted and applied	number of trainings on the GCIP methodology for impact assessment	0	3	Project progress reports	Continuous support from the Government of Moldova and national partner institutions
	number of participants in trainings on the GCIP methodology for impact assessment	0	30-90		
	share of women participants in trainings on the GCIP methodology for impact assessment	0	at least 35%	Training attendance records	Commitment by CIEE stakeholders
	number of GCIP Moldova impact reports	0	4-5		Interest by cleantech entrepreneurs
Output 3.2.2 Project activities are tracked and reported based on the GCIP monitoring and	number of GCIP Moldova monitoring and evaluation (M&E) plans	0	1		
	number of project progress reports	0	6		

evaluation (M&E) framework, and a mid-term review is conducted	number of external mid-term review reports	0	1		
Output 3.2.3 External terminal evaluation is conducted	number of external terminal evaluations	0	1		

ANNEX B: RESPONSES TO PROJECT REVIEWS (from GEF Secretariat and GEF Agencies, and Responses to Comments from Council at work program inclusion and the Convention Secretariat and STAP at PIF).

The *Global Cleantech Innovation Programme (GCIP) to Accelerate the Uptake and Investments in Innovative Cleantech Solutions* (GEF ID: 10408) consists of 11 child projects as follows: Global, Cambodia, Indonesia, Kazakhstan, Moldova, Morocco, Nigeria, South Africa, Turkey, Ukraine, Uruguay. Therefore, UNIDO responses as presented below show how the comments from the GEF Council and the GEF Scientific and Technical Advisory Panel (STAP) were addressed across all the 11 child projects and, where feasible, country specific responses are provided.

Comments		UNIDO Responses
Germany		
1	Germany welcomes this innovative proposal that aims to foster clean tech start-ups and SMEs through capacity building, access to finance, policy and regulatory strengthening and learning and exchange, building on the lessons learnt from a previous project. The proposal is aligned with the relevant GEF focal strategy and comprehensive. Germany requests that the following requirements are taken into account during the design of the final project proposal:	n/a
2	Germany asks to review the risks section of the document as to identify environmental risks for relevant strategies and develop associated mitigation measures. The proposal currently considers environmental risks to be low without providing detail. However, some (e.g. blockchain) have concerning carbon footprints, unless they are powered exclusively by renewable energies, which is rarely the case. Industrial processes related to battery-based technologies can have harmful environmental impacts if these are not mitigated through environmental regulation	Across all 11 child projects, the environmental risk section was reviewed and revised based on the comments, and the environmental risks of some technologies were acknowledged and mitigation measures proposed. More specifically, the project now includes environmental experts amongst the mentors, judges and trainers that will support the SMEs. This will ensure that all possible environmental risks for all innovations are systematically identified and mitigated. The technology selection criteria for applications submitted to GCIP will be devised to include assessment of mitigation measures for possible negative environmental and social impacts. Where required, specialized expertise will be sourced to help the entrepreneurs to minimize the negative impacts and, in the event that mitigation measures are not sufficiently addressed, then that technology will not be supported by GCIP.

	and risk mitigation measures, which are often not effectively enforced.	
3	In this context, Germany also suggests to review the technologies alignment with local climate risks, when deployed. The GIZ "Climate Expert" tool could provide a relevant frame to do so in a local context.	The impact of technologies will be assessed against local climate risks in the target markets, as part of the support provided within the GCIP Accelerator. Minimizing any negative environmental and social impacts will be accounted for in the technology selection criteria for applications submitted to GCIP. Adaptation strategies will also be prepared if necessary. UNIDO reviewed the "Climate Expert" tool in details and found it to be quite relevant. UNIDO will systematically recommend the "Climate Expert" as one of the tools available to entrepreneurs and GCIP mentors, judges and trainers across the 10 countries.
4	Germany suggests further broadening the scope to support low-tech and lower-tech approaches to energy, resource efficiency or waste management that do not exclusively rely on strong IT skills. It might not be the local SMEs' lack of access to finance and entrepreneurial capacities alone that hinder their development and scaling up.	The scope of technologies to be supported is not prescriptive as long as they are cleantech and in line with GEF 7 CCM focal area programming directions ¹ (i.e. electric drive technologies and electric mobility, accelerating energy efficiency adoption, decentralized renewable power with energy storage, cleantech innovation, sustainable cities, and food systems, land use and restoration, etc.). As such, low-tech and lower-tech approaches to energy, resource efficiency, waste management, etc. will not be excluded from the GCIP scope of support. Their uptake will depend on the state of the markets in each of the countries. In the GCIP Global child project, an appropriate footnote was added to Output 1.1.1. For the 10 country child projects, the technology selection criteria for the GCIP Accelerators will be adapted at the national level and will take into account the local skills and technology base. The GCIP approach is designed to address other ecosystem weaknesses that may impact SME's ability to develop and scale-up beyond finance and skills. For example, Component 2 tackles some of these weaknesses by building capacity and supporting policy development that will strengthen the local ecosystem.
5	Germany also suggests seeking synergies with KfW's SME and start up support program for energy-efficient production processes, as well as the GIZ project on the promotion of smallest, small and medium-sized enterprises in Morocco.	All GCIP child projects will actively identify synergies with other programmes or initiatives in respective countries and, as outlined in the stakeholder engagement plans, they will engage and work with others, such as for example KfW and GIZ.
6	Germany further invites consideration of potential additional synergies with research	UNIDO has been in discussions with various other accelerators with a view to establishing strategic partnerships and synergies. Such accelerators include Cleantech Scandinavia, Impact Hub, and

¹ <https://www.thegef.org/council-meeting-documents/gef-7-programming-directions>.

	institutes (e.g. by leveraging the partners with Climate-KIC); such partnerships might be able to provide some of the IT technology needed or help to bring technologies to maturity and to foster market readiness	Climate-KIC. In the case of Climate-KIC, UNIDO recognized the need for a strategic partnership on GCIP and other programmes. Accordingly, UNIDO and Climate-KIC will sign a Memorandum of Understanding to promote partnership under GCIP so as to leverage opportunities for co-innovation and joint ventures between GCIP alumni and Climate-KIC alumni. Part of the collaboration is focused on creating linkages between the two programmes (Climate-KIC and GCIP) as well as on application of common methodologies and tools, and on organization of joint events that will give the opportunity for GCIP alumni to link with each other and with investors. Next to collaborating with other accelerators, GCIP also engages with R&D institutes. They are a key stakeholder in GCIP's ecosystem approach, which is reflected for example in the GCIP child project stakeholder engagement plans, and targeted activities, such as the train-the-trainer programme that is conducted in cooperation with national universities.
United States		
1	We are supportive of this project, through there were initial concerns that the program appears to be duplicative of other major UN programs and IERNA efforts. Reviewers noted that as long as UNIDO, IRENA, the World Bank, Clean Energy Ministerial, CSL F, IEA, OECD, USAID, the EU, GiZ, and other major donors who are active in this space coordinate and de-conflict their efforts, or receive funding for their efforts from the program, it seems fine to promote innovation in clean technologies	In a meeting the GEF Secretariat clarified that the GCIP uniquely combines an array of comprehensive and interlinked services to promote innovative cleantech solutions in developing countries and emerging economies. There are no known overlaps with any existing programmes or initiatives pursued by the UN, IRENA or other institutions. As specified in the descriptions of baseline scenario and any associated baseline projects in the respective RCEs, all child projects are designed with careful consideration of other ongoing projects/initiatives and with the objective to maximize synergies and avoid duplications with them.

2	Other reviewers are supportive of this initiative and think it is well-designed for Cambodia. However, there is concern about partnering with UNIDO who has struggled with implementing programs in the past.	The independent evaluation by GEF IEO ² of past GCIP projects unequivocally concluded that the programme was successfully implemented. These evaluation findings and feedback from participants have served as a basis to design the activities of the GCIP Global child project and cascaded to all the 10 countries. Furthermore, UNIDO has also been successfully implementing projects under other GEF programmes within the GEF 7 CCM focal area but with focus on topics other than cleantech, such as e-mobility and sustainable cities. In implementing GCIP, UNIDO will continuously review lessons from these and other successful programmes pursued by various institutions, so as to learn and apply best practices.
GEF Scientific and Technical Advisory Panel (STAP)		
1	Good discussion is provided on barriers and lesson-drawing from past experiences. Transferability will need to be monitored closely for the new countries added (that were not in earlier GEF 5 and 6 Cleantech programs)	The coordinated approach through the GCIP Global child project allows for the development of common tools and methodologies that are adapted to local contexts. Regular meetings and trainings on methodologies and operationalization of the in-country projects with all countries ensures knowledge transfer from the GCIP Global but also between countries to the benefit of the new countries especially. In particular, Component 3 is primarily focused on programmatic and coherence efforts across the countries to ensure transferability.
2	Adequate presentation of stakeholder engagement is provided throughout the proposal. However, engagement with particular businesses that have experience with Clean-Tech development through organizations such as the World Business Council on Sustainable Development may be appropriate	UNIDO totally agrees with this. In the RCE several private sector stakeholder engagements have been included in the stakeholder engagement plan. This comment was also cascaded across the 10 country child projects where greater engagement with local private sector associations was prioritised.
3	The Global Environmental Benefits from this program are linked to a range of other efforts including the Sustainable Cities program. Hence the project will require coordination between this project and these other efforts. A good review article that can guide on planning and assessing potential benefits of CleanTech is recommended:	The project will be systematically coordinated with the Sustainable Cities, E-mobility and Africa Mini-grids Programmes for scaling the pipeline of technologies nurtured by the programme. The principles from the article mentioned will be applied in addition to the impact methodologies developed under the GCIP Global child project.

² https://www.thegef.org/sites/default/files/council-meeting-documents/EN_GEF.ME_C.55.inf_03_GEF-UNIDO_Cleantech_program_evaluation_2018.pdf.

	Thomassen, G. et al. 2019. How to assess the potential of emerging green technologies? Towards a prospective environmental and techno-economic assessment framework. Green Chemistry, 21(18), 4868–4886. https://doi.org/10.1039/C9GC02223F	
4	There is considerable emphasis on scaling based on prior experiences. In this regard, the differential experience between the countries will need to be carefully monitored, particularly with regard to the effective implementation of co-financing arrangements.	Each country project is designed and developed with its unique context in mind while still ensuring that coherence exists in the programmatic approach, i.e. through common tools and methodologies. The co-financing is country-specific and will be captured through the regular monitoring and tracking activities, such as the PIRs.
STAP Comments – January 2020		
1	Good discussion is provided on barriers and lesson-drawing from past experiences. Transferability will need to be monitored closely for the new countries added (that were not in earlier GEF 5 and 6 Cleantech programs)	The coordinated approach through the global child project allows for the development of common tools and methodologies that are adapted to local contexts. Regular meetings and trainings on methodologies and operationalization of the in-country projects with all countries ensures knowledge transfer from the Global coordination team but also between countries to the benefit of the new countries especially. In particular, component 3 is primarily focused on programmatic and coherence efforts across the countries to ensure transferability.
2	Adequate presentation of stakeholders engagement is provided throughout the proposal. However, engagement with particular businesses that have experience with Clean-Tech development through organizations such as the World Business Council on Sustainable Development may be appropriate	UNIDO totally agrees with this. In the RCE several private sector stakeholder engagements have been included in the stakeholder engagement plan. This comment was also cascaded across the 10 country child projects where greater engagement with local private sector associations was prioritised.
3	The Global Environmental Benefits from this program are linked to a range of other efforts including the Sustainable Cities program. Hence the project will require coordination between this project and these	The project will be systematically coordinated with the Sustainable Cities, E-mobility and Africa Mini-grids Programmes for scaling the pipeline of technologies nurtured by the programme. The principles from the article mentioned will be applied in addition to the impact methodologies developed under the global child project.

	other efforts. A good review article that can guide on planning and assessing potential benefits of CleanTech is recommended: Thomassen, G. et al. 2019. How to assess the potential of emerging green technologies? Towards a prospective environmental and techno-economic assessment framework. Green Chemistry, 21(18), 4868–4886. https://doi.org/10.1039/C9GC02223F	
4	There is considerable emphasis on scaling based on prior experiences. In this regard, the differential experience between the countries will need to be carefully monitored, particularly with regard to the effective implementation of co-financing arrangements.	Each country project is designed and developed with its unique context in mind while still ensuring that coherence exists in the programmatic approach i.e. common tools and methodologies. Co-financing is country-specific and will be monitored through the regular monitoring and tracking activities, such as the PIRs.

ANNEX C: Status of Utilization of Project Preparation Grant (PPG).
(Provide detailed funding amount of the PPG activities financing status
in the table below:

The committed funds will be spent in the project start-up phase, i.e. they will be used 1) predominantly to strengthen the capacity of and provide training to the national PEE (EEA) on the project execution arrangements with due consideration of the updated GEF guidelines on the project and programme cycle policy (the training of the national PEE is directly related to project/country preparation and as such its cost is eligible to be financed from the PPG), 2) as well as to fund additional relevant start-up phase activities, such as for example translation of documents in local language, etc.

<i>Project Preparation Activities Implemented</i>	<i>GETF/LDCF/SCCF Amount (\$)</i>		
	<i>Budgeted Amount</i>	<i>Amount Spent To date</i>	<i>Amount Committed</i>
Finalization of project documents (gender analysis, stakeholder engagement plan, ESMP, finalizing co-finance and implementation and assessment of execution arrangements) as well as internal review and approval processes	25,000	25,000	0
Assessment of the project executing entity	10,000	10,000	0

Consultation with country stakeholders	15,000	2,574.78	12,425.22
Total	50,000	37,574.78	12,425.22

ANNEX D: Project Map(s) and Coordinates

Please attach the geographical location of the project area, if possible.

While the project is targeted at beneficiaries (entrepreneurs and all relevant CIEE stakeholders, such as universities, policy makers, financiers, and R&D institutions) from all over the country, the main project events will be conducted in the capital city of Moldova (Chisinau). This is due to the benefits resulting from a relatively dense concentration of relevant stakeholders there, and well developed infrastructure. The project boundary will not overlap any other country's territory.

The geo-coordinates for the capital, Chisinau, are: 47° 0' 13.2120" N and 28° 54' 25.5204" E.



ANNEX E: Project Budget Table

Please attach a project budget table.

Years 1-3												
Expenditure Category	Detailed Description (Activity)	Years 1-3								Total (US\$eq.)	Responsible Entity (*UNIDO's subcontract to executing entities)	
		Outcome 1.1	Outcome 1.2	Outcome 2.1	Outcome 3.1	Outcome 3.2	Sub-Total	M&E	PMC			
Contractual services	1.1.1.a to review the GCIP guidebooks and to share suggestions for their improvement	1,500					1,500			1,500	EEA	
	1.1.1.b to adapt, consult, and disseminate the GCIP guidebooks	2,760					2,760			2,760	EEA	
	1.1.1.c to conduct an assessment of landscape and capacities of applicants and experts	3,260					3,260			3,260	EEA	
	1.1.2.b to adapt and operationalize the GCIP expert training and certification system	2,252					2,252			2,252	EEA	
	1.1.2.c to provide training and certification to experts, as well as to conduct their evaluation	2,756					2,756			2,756	EEA	
	1.1.3.a to deliver the GCIP Moldova Pre-Accelerator	8,816					8,816			8,816	EEA	
	1.1.3b to deliver the GCIP Moldova Accelerator	35,340					35,340			35,340	NGIN	
	1.1.3c to organize the annual GCIP Moldova Forum	239,072					239,072			239,072	NGIN, EEA	
	1.2.1b to conduct the GCIP Moldova Post-Accelerator		6,544				6,544			6,544	EEA	
	1.2.2a to organize the Investor Connect event		12,000				12,000			12,000	EEA	
	1.2.4a to operationalize the financial mechanism designed		100,000				100,000			100,000	EEA	
	2.1.1.a to conduct and consult an analysis of Moldova's			4,000			4,000			4,000	EEA	
	2.1.1b to develop tools for CIEE strengthening and			22,000			22,000			22,000	EEA	
	2.1.1d to deliver the Entrepreneurship Train-the-Trainer			954			954			954	EEA	
	2.1.2a to review existing relevant policy and regulations			30,000			30,000			30,000	CTG	
	2.1.2b to develop and consult policy recommendations,			16,000			16,000			16,000	EEA	
	2.1.3a to promote international cooperation and to facilitate its formalization			5,000			5,000			5,000	EEA	
	3.1.1.a to review and adapt GCIP internal guidelines for				3,100		3,100			3,100	EEA	
	3.1.3.a to create and maintain a section for the GCIP Moldova on the global GCIP web platform				15,000		15,000			15,000	EEA	
	3.2.2a to conduct the external mid-term review						-	10,000		10,000	EEA	
	3.2.3a to conduct the independent terminal evaluation						-	20,000		20,000	UNIDO	
	translation	15,000					15,000			15,000	EEA	
	sub-total		310,756	118,544	77,954	18,100	-	525,354	30,000		555,354	EEA, CTG, NGIN, UNIDO
International consultants	financial consultant(s) (Activities 1.1.3b, 1.2.2a, 1.2.2b,	11,000	11,999							-	EEA	
	technical/business consultant(s) (Activities 1.1.3b, 1.2.1c,	12,999	3,501							-	EEA	
	sub-total	23,999	15,500	-	-	-	-			-	EEA, CTG, NGIN, UNIDO	
National staff and consultants	Short-term consultants	technical/business consultant(s) (Activities 1.1.1b, 1.1.2a, 1.1.2b, 1.1.2c, 1.1.3b, 1.2.1c, 1.2.1d, 2.1.1c)	18,000	11,999	6,000			35,999			35,999	EEA
		financial consultant(s) (Activities 1.1.3b, 1.2.1c, 1.2.2a, 1.2.2b, 1.2.2c, 2.1.1c)	14,000	14,000	3,000			31,000			31,000	EEA
		environmental and social consultant(s) (Activities 1.1.1b, 1.1.3b, 1.2.1c, 3.2.1a)	9,201	3,501			8,633	21,335			21,335	EEA
		gender consultant (Activities 1.1.1b, 1.1.3b, 1.2.2c)	6,200	3,100				9,300			9,300	EEA
	PMU staff	policy expert(s) (Activity 2.1.2b)			6,386			6,386			6,386	EEA
		Project Coordinator	24,700	11,500	8,700	11,500	8,000	64,400	7,000	18,400	89,800	EEA
		Project Assistant	1,500	1,500	500	500		4,000	3,000	44,820	51,820	EEA
		sub-total	408,356	179,644	102,540	30,100	16,633	697,774	40,000	63,220	800,994	EEA, CTG, NGIN, UNIDO
Travel to meetings, project sites, workshops, etc.									5,507		EEA	
Office (supplies, rent, equipment, etc.)									9,000		EEA	
YEARS 1-3 TOTAL		Outcome 1.1	Outcome 1.2	Outcome 2.1	Outcome 3.1	Outcome 3.2	Sub-total	M&E	PMC	TOTAL		
Outcomes		408,356	179,644	102,540	30,100	16,633						
Components			588,000	102,540		46,733	757,273	40,000	77,727	855,000		
Entity	YEARS 1 - 3											
EEA	777,118											
CTG	30,000											
NGIN	27,882											
UNIDO	20,000											
TOTAL	855,000											

ANNEX F: (For NGI only) Termsheet

Instructions. Please submit an finalized termsheet in this section. The NGI Program Call for Proposals provided a template in Annex A of the Call for Proposals that can be used by the Agency. Agencies can use their own termsheets but must add sections on Currency Risk, Co-financing Ratio and Financial Additionality as defined in the

template provided in Annex A of the Call for proposals. Termsheets submitted at CEO endorsement stage should include final terms and conditions of the financing.

ANNEX G: (For NGI only) Reflows

Instructions. Please submit a reflows table as provided in Annex B of the NGI Program Call for Proposals and the Trustee excel sheet for reflows (as provided by the Secretariat or the Trustee) in the Document Section of the CEO endorsement. The Agency is required to quantify any expected financial return/gains/interests earned on non-grant instruments that will be transferred to the GEF Trust Fund as noted in the Guidelines on the Project and Program Cycle Policy. Partner Agencies will be required to comply with the reflows procedures established in their respective Financial Procedures Agreement with the GEF Trustee. Agencies are welcomed to provide assumptions that explain expected financial reflow schedules.

ANNEX H: (For NGI only) Agency Capacity to generate reflows

Instructions. The GEF Agency submitting the CEO endorsement request is required to respond to any questions raised as part of the PIF review process that required clarifications on the Agency Capacity to manage reflows. This Annex seeks to demonstrate Agencies' capacity and eligibility to administer NGI resources as established in the Guidelines on the Project and Program Cycle Policy, GEF/C.52/Inf.06/Rev.01, June 9, 2017 (Annex 5).