Session 9 will be conducted in 7 breakout groups in smaller working rooms. Groups will discuss practical approaches (including financial instruments and market incentives) that have worked in First-of-a-Kind technology demonstration and adaptation to local contexts. The goal is to identify what is needed from new business models to support First-of-a-Kind technology, instruments required towards de-risking of investment and CTCN’s role as a matchmaker in support of these new approaches.

- What practical approaches (including financial instruments and market incentives) have worked in First-of-a-Kind technology demonstration and application to local contexts?
- Initial cost and convincing the beneficiaries
  - Awareness generation
  - Newer technology to the market with higher cost
  - Engaging the private sector
  - Trust and buy-in from the local community
- Establishing the supporting procedures and process
- Action research to make technology suitable (including cost) for the local context
- Enabling technical support for new indigenous technology development
- Linking more proactively with SDGs implementation to leverage out resources

- What are the new business models needed to enable First-of-a-Kind
- Awareness
- Technology related
- Public procurement
- Pay-As-you -Go
-ESCO
<table>
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<tr>
<th>Technology piloting and upscaling and how can CTCN be a matchmaker to support those?</th>
<th>Operational aspects of the Technology, Support to large scale implementation, Limited absorptive capacity</th>
<th>Incentivization, Other supporting instruments (Policies, regulations, standards etc), Capacity building</th>
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<tbody>
<tr>
<td>What partnerships, financial and market instruments are required towards de-risking of investment and can CTCN address those in the form of technical assistance and capacity building?</td>
<td>- CTCN act as a validator/certifier? - Carry out technical evaluation across different sectors</td>
<td>Customize or develop as needed the technology, suitable as per the local context (RD&amp;D) - Help develop the appropriate business models as per best practices and carry out demonstration and pilot testing - Development of databases and sharing of experiences, lesson learned etc - Enable establishment of country/sector specific match making platform - Support enabling environment (policy, regulation, standards,</td>
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<td>technology verification and certification etc</td>
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<td>Key Messages and ideas</td>
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<tr>
<td><strong>- What practical approaches (including financial instruments and market incentives) have worked in First-of-a-Kind technology demonstration and application to local contexts?</strong></td>
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<tr>
<td>- Focus: Energy, water and agriculture. Required: Input concepts and operational structures, finance and knowledge. CTCN to do feasibility studies up to pilot stage regional programmes, enabling countries to tap into funds from GCF and development banks.</td>
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<td>Scale of the investment and options for up scaling is key criteria for assessing investments.</td>
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<td>- Climate innovation centres have been proven to be successful, exchanges ideas between centres on a regional level.</td>
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<td><strong>- What are the new business models needed to enable First-of-a-Kind technology piloting and upscaling and how can CTCN be a matchmaker to support those?</strong></td>
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<td>- CTCN to focus on climate technology incubator centres in countries. Call for champions and establish a mentoring programme to support SMEs and other start-up companies. A mentoring programme to foster SMEs from start up to sustainability.</td>
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<td>- CTCN to do a mapping of various first of technologies, sharing of experiences, and how to replicate into the national context.</td>
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<td>- Factor in gender considerations in business models and investment. Mainstream gender in business models.</td>
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<td>- Make good use of network members in countries, anchoring of national capacities.</td>
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<td>Question</td>
<td>Answer</td>
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</table>
| What partnerships, financial and market instruments are required towards de-risking of investment and can CTCN address those in the form of technical assistance and capacity building? | CTCN to do a Risk profile of investments and map out de-risking activities.  
CTCN to develop standard templates and criteria risk profiles for different sectors.  
Pool of risk and risk sharing among the value chain.  
Engage with universities and students to enhance younger generations interest and capacities to address climate change. |
| In the context of support to First-of-a-Kind technologies, what is the most efficient role for CTCN as climate technology broker? | CTCN to support global Network, incl. students, to exchange information and experiences.  
Data base of open source software. Solutions are simple, application is more complex due to patents. |
What practical approaches?

- Investigate how to support the first step (research); Ideas are tested and proven.
- Capacity for local autonomy after the end of TAs

New business models needed to enable First-of-a-Kind technology piloting?

- CTCN to find a way to mobilise seed funding for SMEs as a key element of market-based approach (value chain)
- Support the scaling up processes of technologies from small to large scale
- Encourage indigenous technologies

What partnerships, financial and market instruments?

- CTCN to explore possibilities to intervene into existing initiatives beyond the country-driven path (dual way request origination)

What is the most efficient role for CTCN as climate technology broker?

- CTCN to be instrumental in connecting small initiatives in countries to have a regional network in selected technologies
- Liaise with relevant research institutions to develop more robust responses (example: collet appropriate data that are often lacking in the region)
- Adaptation measures to be pushed/supported more
Group 4: North Africa, West Asian

CTCN technical assistance for first of a kind technologies
- should be based on country request and interest
- stakeholder driven, with political commitment
- capacity building to leverage new requests for assistance on these technologies

As a climate technology broker, CTCN should
- facilitate awareness raising and social acceptance of first of a kind technologies, NDE plays a key role
- facilitate south south corporation on first of a kind technologies
- focus on sustainability of innovative technologies (technical and financial) through (pre) feasibility studies
- seek engagement from private sector through involvement at an early stage
- make sure that the recommendations from technical assistance are well defined - in order to minimize risks
Key message

• Collection of success case studies to be showcased in other regions in light of replication potential
  – create a catalogue of new technologies which have proven to be successful for some countries
  – countries to request support for exploring market potential
The need for intervention is broad, and spans most sectors. (RE/EE, Water, Land-Use)

Need for private sector training & technical expertise

Language barriers & limited regional cooperation

Mapping opportunities: geographic similarities to inform technical feasibility studies

Establishing national/sectoral innovation centres + twinning arrangements

Awareness raising of options related to investment models, feasibility assessment & targeted training to build local capacity

NDC roadmaps

Inform countries about financial instruments and strategies
How can CTCN be a better manager or catalyzer of solutions?

The main issue is not really the funding but engaging the people, breaking communication networks, develop new ways of fundraising for the adaptation of technologies. This is the CTCN and UNFCCC created it to deal with issues where the private sector cannot jump. Technologies in a pre-investment situation or non-market issues.

Barriers are not always financial, but enabling conditions for technologies are.

The CTCN should be a broker in the mobilization of actors.
Countires should do prioritization of requests and CTCN could establish deadlines for submission in order to promote a better selection of requests from countries.

How can we enhance the interaction of NDEs with other actors in the countries?

Small RD&D initiatives are very important.
R&D is usually publicly funded. The gap is precisely that there are no funds for research. CTCN should do more fundraising with corporate social responsibilities, bilateral initiatives and multilateral initiatives. Establish joint research programmes.

Workshops are not enough, there should be other ways of interaction and promotion of opportunities.

EUROCLIMA can be a good opportunity for CTCN in the region of LATAM.