

5th UfM Energy and Climate Business Forum

Within the Kuwait Sustainable Energy Week

12 May 2025, Kuwait City, Kuwait

Call for Proposals

Guidelines UfM Deal-Making Workshops

Call Launch Date: 7 February 2025

Submission Deadline: 7 March 2025



Deal-Making Workshops

The Deal-Making Workshops at the UfM Energy and Climate Business Forum are designed to catalyse strategic partnerships addressing the Mediterranean region's just energy transition, climate resilience, and sustainable development challenges. These workshops serve as a matchmaking exercise that provides stakeholders with focused opportunities to translate innovative ideas into actionable solutions through collaborative engagement.

To remain competitive, the Mediterranean region needs to address global and regional priorities, including a just transition to renewable energy, developing climate-resilient infrastructure, and promoting sustainable economic growth. These priorities demand diverse partnerships that leverage the unique strengths of private sector stakeholders, public institutions, and civil society.

While more traditional panel discussions will take place in the morning, Deal-Making Workshops will be scheduled for the afternoon in the form of practical brainstorming sessions. By incorporating structured thematic discussions, facilitated negotiation sessions, and tools for building shared value, these workshops ensure that participants move beyond dialogue to form concrete partnerships.

Objective

The Call for Proposals (CfP) seeks to mobilize innovative solutions from stakeholders across UfM member countries, focusing on energy transition, climate resilience, and sustainable development. Selected proposals will be featured in structured discussions designed to foster partnerships and unlock financing opportunities.

Proposals should:

- Address pressing regional challenges in renewable energy, climate adaptation, and infrastructure resilience.
- Demonstrate feasibility, scalability, and alignment with UfM's mission and strategic priorities.
- Foster cross-sector collaboration and contribute to UfM's regional integration and sustainability goals.

Scope

This Call for Proposal targets initiatives that:

- Focus on innovation in energy transition, climate resilience, and sustainable infrastructure.
- Promote public-private partnerships and cross-sector collaboration.
- Demonstrate readiness for implementation and potential for broad regional impact.

Project Themes

- **Renewable Energy Partnerships:** Solar, wind, and green hydrogen projects.
- **Climate Resilience Solutions:** Adaptation projects in water management, agriculture, urban cooling, and nature-based solutions.
- **Sustainable Infrastructure:** Smart cities, low-carbon transport, and resilient urban planning.



- **Integrated Energy-Water Solutions:** Innovations in the water-energy nexus, such as desalination and energy efficiency.

Eligibility

The Call for Proposal is open to:

- **Project developers:** Entrepreneurs, mature start-ups, and companies with projects aligned with UfM's strategic priorities.
- **Investors and funders:** International Financial Institutions (IFIs), business leaders, private investors, development agencies, and other funding entities seeking green investment opportunities.
- **Public and private sector and other organizations:** Government institutions, local authorities, utilities, incubators, accelerators, research institutions, and NGOs involved in project development and capacity building.

Workshop format and selection process

Tailored Stakeholder Tracks

To maximize the impact of the workshops, stakeholders are grouped into tailored tracks based on expertise and goals:

- **Investors:** Investors, financial institutions, and funding bodies willing to invest in green projects.
- **Developers:** Project developers and entrepreneurs willing to present scalable, impactful solutions aligned with market needs and UfM priorities.
- **Enablers:** Representatives from entrepreneurship centres and incubators that create supportive environments for projects and can provide meaningful insights and advice to project developers and entrepreneurs.

Process for Integration

- **Pre-Workshop Stakeholder Matching:** Participants complete an online survey identifying objectives, expertise, and thematic focus areas.
- **Dynamic Thematic Discussions:** Afternoon sessions during the Business Forum will focus on financing models, regulatory challenges, or technical innovations.
- **Facilitator-Led Engagement:** Facilitators will guide discussions to ensure clear objectives, goal alignment and concrete outcomes.
- **Collaboration Monitoring:** Discussions and agreements will be documented, with next steps outlined for follow-up action.

Program Goals

- **Facilitate Strategic Partnerships:** Connect private sector stakeholders such as developers and entrepreneurs with investors, and enablers around shared priorities.



- **Support Scalable Regional Solutions:** Prioritize scalable projects with potential for implementation across UfM Member States.
- **Enable Negotiation Excellence:** Provide a structured setting for participant discussions to refine project value propositions and identify mutually beneficial outcomes.
- **Accelerate Financing Opportunities:** Connect project promoters with investors and funding bodies to unlock resources for high-potential projects.

Proposal Submission and Review Process

- **Submission within the deadline:** 07 March 2024
- **Proposal Format:** WEB LINK to be included
- **Review Process**
 - **Alignment with UfM Priorities:** Relevance to energy transition and climate resilience.
 - **Feasibility & Scalability:** Potential for implementation and broader regional impact.
 - **Innovation & Collaboration:** Novelty of approach and ability to foster partnerships.

Participation in the Business Forum

Selected applicants will be invited to discuss the projects at the Deal-Making Workshops during the UfM Energy and Climate Business Forum.

Follow-Up Support for developers

Promising projects may receive post-event support, including:

- **Mentorship & Capacity Building:** Guidance from industry experts to refine project strategies.
- **Funding & Partnership Opportunities:** Introductions to investors and potential collaborators from the Gulf and Mediterranean region.
- **Technical & Business Model Development:** Support to strengthen feasibility and scalability.

Timeline

Date	Milestone
31 January 2025	Call Launch
7 March 2025	Submission Deadline
21 March 2025	Notification of Selected Participants
12 May 2025	Deal-Making Workshops at 5th UfM Energy and Climate Business Forum