

NAP Expo 2026

EXPLORING MODELS OF MATCHING COUNTRY ADAPTATION NEEDS WITH TECHNICAL ASSISTANCE AND FINANCE

20 MAY 2026



THE CHALLENGE OF NAP IMPLEMENTATION

Urgent need

Developing countries urgently need scaled-up support to implement their National Adaptation Plans (NAPs).

The mismatch

A persistent bottleneck is the **mismatch** between **country adaptation needs** and the priorities of technical assistance **(TA) providers and financiers**.

The goal

To accelerate NAP implementation, we need to move from fragmented support to systematic solutions, including **more effective matching of need to available technical and financial support**.

This event aims to explore **pathways for strengthening existing matchmaking models** that connect countries' adaptation needs with strategic technical and financial support.

WHAT ARE MATCHMAKING MODELS

Investment matchmaking for climate adaptation connects projects with suitable investors through various formats.

These models combine pipeline development, investor engagement and structured interaction to facilitate investment in adaptation projects.

A close-up photograph of a document page, tilted slightly. The word "Adapt" is prominently displayed in a large, bold, black serif font. Below it, the word "make" is partially visible. Above "Adapt", the words "point of" are visible, and below "make", the words "to su" are visible. The background is a light, textured paper color.



OVERVIEW OF TYPES OF MODELS

Investment matchmaking for climate adaptation varies from **curated one-on-one** meetings to **pitch sessions**, thematic **roundtables**, **reverse pitches**, **digital hubs**, investment **showcases**, **accelerator-linked programs**, **country platforms**, government-led **forums** and **blended finance labs** that combine technical assistance with financial structuring.

These formats **cater to projects at various stages of maturity** and are **designed to connect them with suitable investors** by combining pipeline development and structured interaction.

MODEL #1: CURATED ONE-ON-ONE MATCHMAKING (DEAL ROOMS)

What it is: Pre-arranged bilateral meetings between vetted project developers and investors.

How it works:

- Projects are screened and packaged in advance
- Investors specify preferences (sector, ticket size, geography)
- Meetings are scheduled accordingly

Best for: Investment-ready adaptation projects (e.g. climate-resilient infrastructure, water systems)

Strengths:

- High efficiency and relevance
- Strong likelihood of deal progression

Limitations:



MODEL #2: PITCH & PANEL SESSIONS (MARKETPLACE MODEL)

What it is: Projects pitch to a panel of investors and experts in a public or semi-public forum.

How it works:

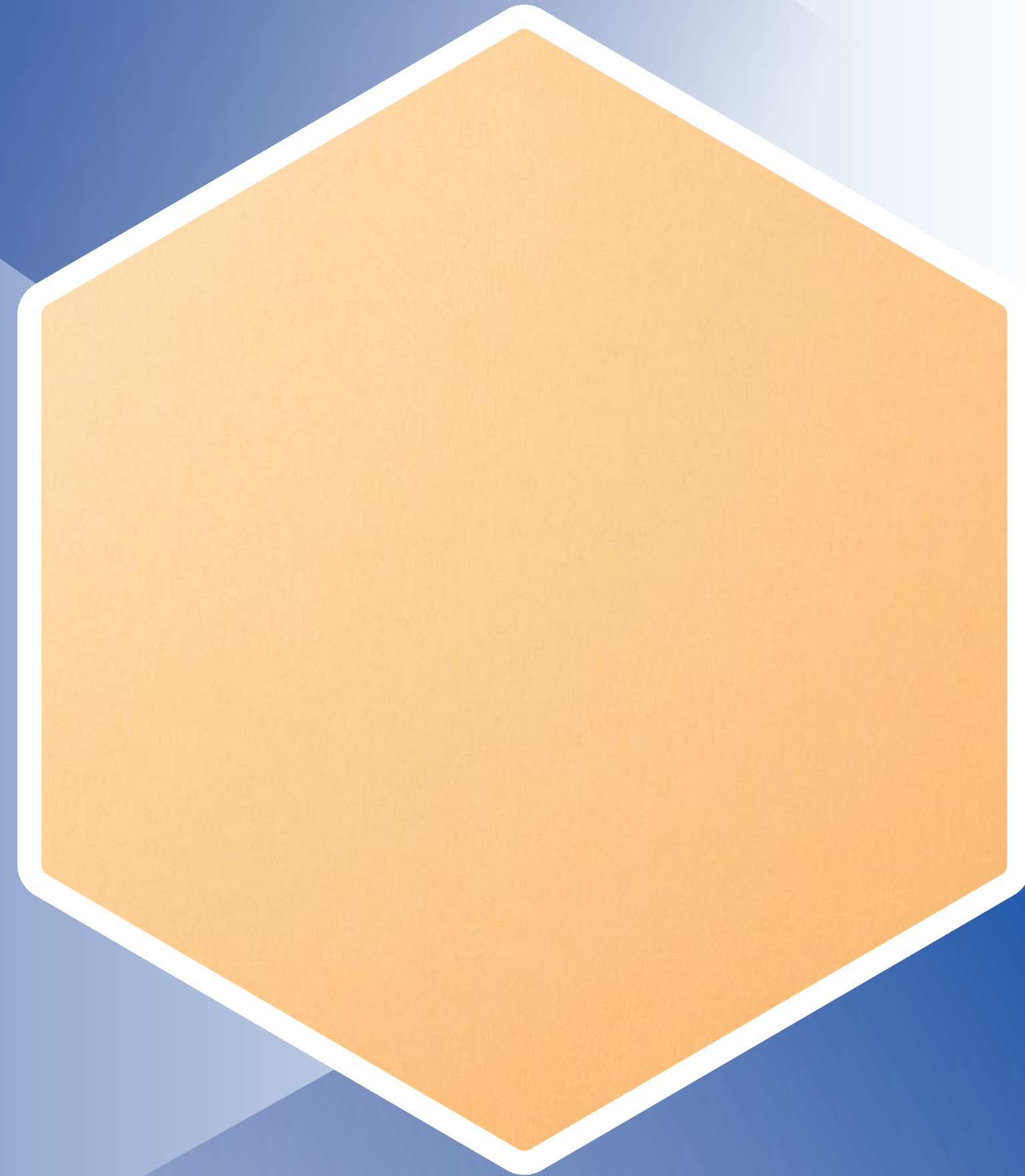
- Shortlisted projects present (5–10 minutes)
- Investors provide feedback or express interest
- Follow-up meetings arranged afterward

Best for: Early- to mid-stage adaptation projects needing visibility and feedback.

Strengths:

- Raises awareness
- Builds project credibility

Limitations:



MODEL #3: THEMATIC INVESTMENT ROUNDTABLES

What it is: Small-group discussions focused on a specific adaptation theme (e.g. climate-resilient agriculture, water security).

How it works:

- Investors, governments and developers discuss opportunities and barriers
- Can generate partnerships or pipeline ideas

Best for: Strategic alignment and pipeline shaping.

Strengths:

- Encourages deeper dialogue
- Helps identify systemic constraints

Limitations:

- Indirect pathway to deals



MODEL #4: BLENDED FINANCE STRUCTURING LABS

What it is: Hands-on sessions to structure financing solutions combining public, private and concessional capital.

How it works:

- Participants work on real projects
- Financial experts help design instruments (guarantees, concessional loans, grants)

Best for: Complex adaptation investments needing risk mitigation.

Strengths:

- Moves projects toward bankability
- Addresses key investor concerns

Limitations:

- Requires high-level technical expertise



MODEL #5: REVERSE PITCH (INVESTOR-LED SESSIONS)

What it is: Investors present their investment criteria, priorities and available capital.

How it works:

- Funds, DFIs or banks outline what they are looking for
- Project developers respond or engage afterward

Best for: Aligning pipeline with investor demand.

Strengths:

- Reduces information asymmetry
- Helps developers tailor proposals

Limitations:

- Less focus on specific deals in the moment



MODEL #6: DIGITAL MATCHMAKING PLATFORMS

What it is: Online platforms that connect adaptation projects with investors continuously.

How it works:

- Profiles for projects and investors
- AI or manual matching
- Messaging and deal tracking features

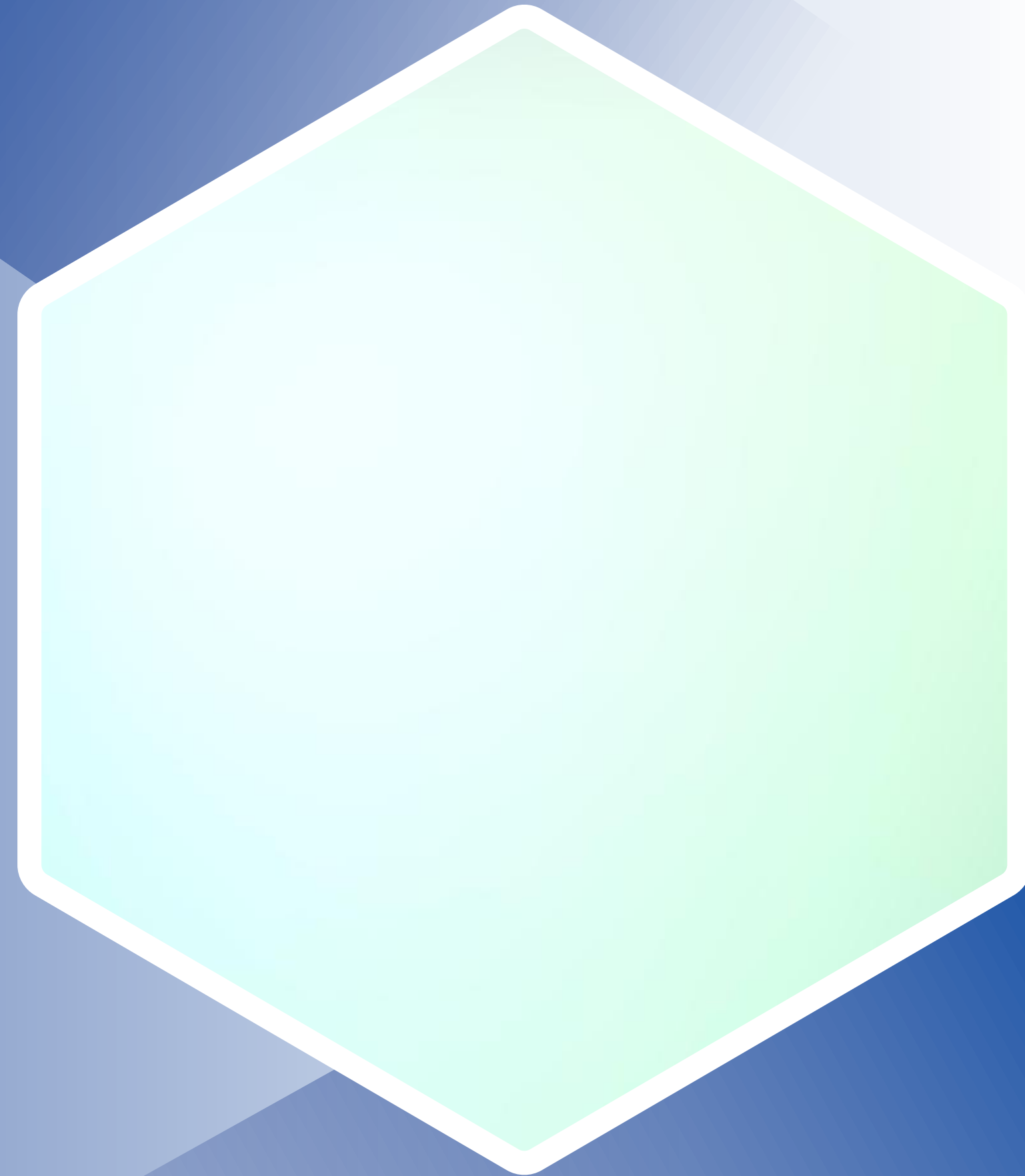
Best for: Scaling matchmaking beyond events.

Strengths:

- Continuous engagement
- Broader reach

Limitations:

- Requires active management



MODEL #7: INVESTMENT SHOWCASES / ROADSHOWS

What it is: Regional or global events where a portfolio of adaptation projects is presented to investors.

How it works:

- Governments or platforms present pipelines
- Often tied to major events (e.g. climate conferences)

Best for: Country-level or sector-wide pipelines.

Strengths:

- High visibility
- Mobilizes interest at scale

Limitations:

- Less tailored matching
- Follow-up is critical



MODEL #8: ACCELERATOR-LINKED MATCHMAKING

What it is: Matchmaking embedded within adaptation-focused accelerators or incubators.

How it works:

- Projects receive technical assistance
- Demo day connects them with investors

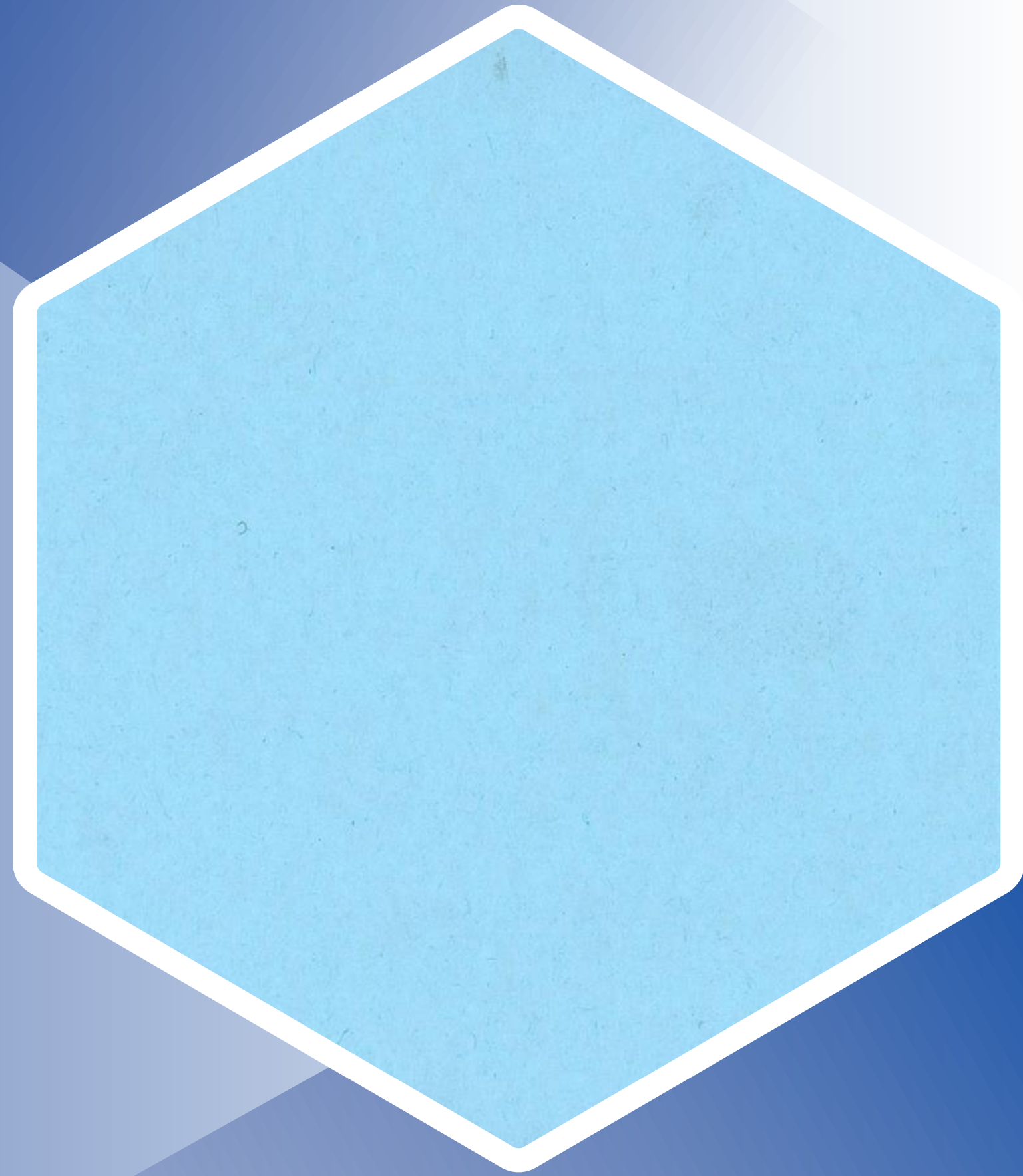
Best for: Innovative or early-stage adaptation solutions (e.g. climate tech).

Strengths:

- Improves project quality before pitching
- Strong investor confidence

Limitations:

- Longer lead time



MODEL #9: GOVERNMENT-LED INVESTMENT FORUMS

What it is: Convened by governments to connect national adaptation priorities with investors.

How it works:

- Presentation of national adaptation plans and pipelines
- Policy dialogue + matchmaking sessions

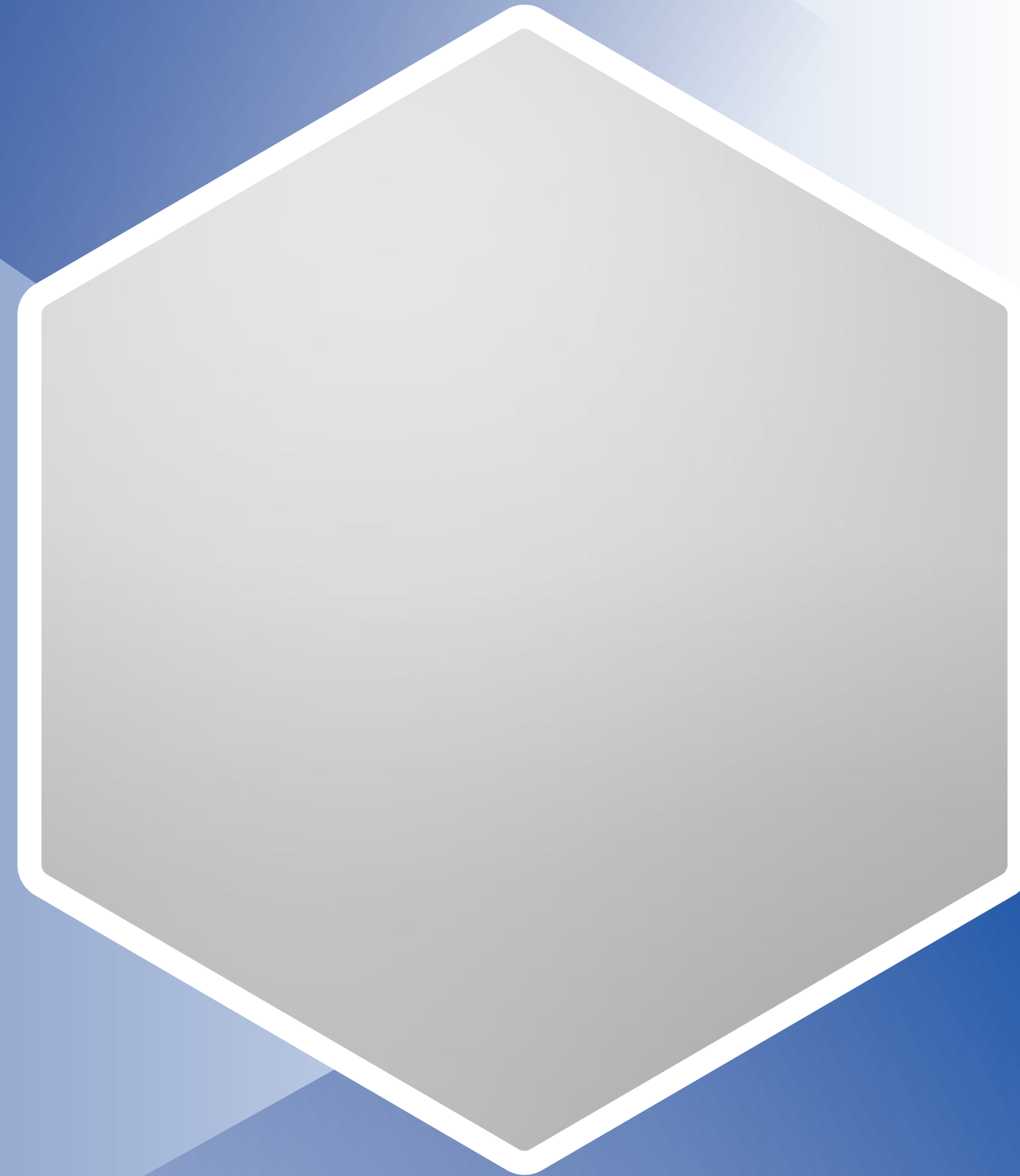
Best for: Aligning investments with national priorities (e.g. NAPs).

Strengths:

- Strong policy backing
- Can unlock public-private partnerships

Limitations:

- May be less agile
- Requires strong coordination



TO EXPLORE IN THIS SESSION...

What works best in adaptation contexts?

Adaptation investments often face bankability challenges, so what are the most effective matchmaking approaches that initiatives like the NAP Implementation Alliance can promote?

Views from countries on the challenges.

Views from technical and financial support providers on what models could help them best match country needs.



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THANK YOU
FOR YOUR
ATTENTION

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