



EXPO LIVE
INNOVATION
PROGRAMME



**GRANT
MANUAL**

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SECTION 1: EXPO DUBAI 2020 AND THE EXPO LIVE PROGRAMME

1.1 OVERVIEW OF EXPO 2020 DUBAI AND EXPO CITY DUBAI AUTHORITY

Expo 2020 Dubai was the first World Expo held in the Middle East, Africa and South Asia (MEASA). With its central theme of Connecting Minds, Creating the Future and the subthemes of Opportunity, Mobility and Sustainability, it demonstrated a commitment to convening the global community and inspiring people to collaborate towards creating a better future. Recognising that today's challenges are too complex and interconnected to be solved in isolation, Expo 2020 Dubai was determined to connect creative minds and forge new partnerships.

Expo Dubai 2020 took place on October 1, 2021 and came to a close on March 31, 2021, transitioning into Expo City Dubai – a clean, green, innovation-driven, human-centric city of the future and the enduring legacy of the World Expo.

1.2 OVERVIEW OF EXPO LIVE

Expo Live is the innovation and partnership programme launched by Expo 2020 Dubai to fund, accelerate, and promote creative solutions that improve lives while preserving our planet. Based on the principle that “innovation can come from anywhere”, Expo Live harnessed the convening power of the World Expo to demonstrate how innovations coming from all places and people can advance the pace of progress and inspire a more inclusive and prosperous future.

In the lead-up to the World Expo in 2021, the programme deployed a combination of grants, partnerships, exposure opportunities, and knowledge sharing events focused on the universal drivers of progress: Opportunity, Mobility and Sustainability.

Over the years, our call for innovation was answered by more than 11,000 start-ups from 184 countries, resulting in a global portfolio of 140 ventures (Global Innovators) funded in 74 countries.

The Expo Live Innovation Impact Grant Programme brought together hundreds of innovators, creating a global community of those who are bold and ambitious, those that care and do good – and together. The programme has created a positive impact for over 5.8 million people worldwide. Moreover, it has restored 36 million hectares of land, offset 190,000 tonnes of CO₂, and conserved 6.3 million litres of water. The story doesn't end there. Expo Live; an initiative of Expo Dubai Group FZCO, will continue to honour the commitment made by Expo 2020 Dubai, and will carry forward the essence of innovation, inspiration and impact.

Any reference to Expo Dubai Group FZCO in this Expo Live Manual shall include (without limitation) any affiliates, associated organizations or other related governmental bodies, mainly Expo City Dubai Authority, its role, objectives, rights, policies, requirements and procedures as may be provided (or amended from time to time).



SECTION 2: ABOUT EXPO LIVE INNOVATION IMPACT GRANT PROGRAMME

2.1 OBJECTIVES

Expo Live has four objectives:

- **Innovation:** Make Expo City Dubai a hub for global innovation that both inspires, and acts as a catalyst for creative and scalable solutions.
- **Partnerships:** Establish a network for collaboration between nations, organisations and innovators around shared global challenges.
- **Engagement:** Foster a community of agents of change by first sensitising them to climate challenges, and then engaging with them to collectively create impact solutions.
- **Impact:** Create tangible impact that improves the lives of people around the world and the status of our planet, by supporting the development and application of new solutions.

2.2 SCOPE

The Innovation Impact Grant Programme focuses on start-ups, SMEs and social enterprises; organisations that could leverage grants up to USD 50 000 to capacitate their projects in their journey to scale.

Funding levels will depend on the stage of maturity of the project, its intended duration, and the extent of its impacts in the subtheme areas as well as at community level. Tranche funding against milestones could be introduced for larger projects, multi-year initiatives and start-up ventures.

Expo Live Innovation Impact Grant Programme will fund projects that are beyond the ideation stage. The intent is to build a portfolio of projects that range from prototype stage (testing and validating a working model), implementation (in-market and continuous product or service improvement), to scale up (expanding the product or service to a larger scale).

2.3 FOCUS AREAS

While Expo 2020 Dubai may have come to a close, the spirit of “Connecting minds” lives on through the transformative initiatives that were highlighted during the event, Expo Live being an example. The programme and the impact work of Expo Live’s Global Innovator’s will continue under Expo Dubai Group, with the aim of scaling and maximizing impact.

A reflection of Expo 2020 Dubai’s – and now Expo City Dubai’s – long-term commitment to deliver positive social, economic and environmental change, the search marks the sixth edition of Expo Live since it was announced in 2013 as part of the UAE’s bid to host the World Expo. The criteria for Cohort Six will coincide with the upcoming COP28 – The Emirates Climate Conference with the UNFCCC, taking place at Expo City Dubai from 6-17 November 2023.

In light of this, the focus areas of this cycle will draw on the overarching theme of Climate Resilience, thereby honouring the commitment of Expo 2020 Dubai and now, Expo City Dubai, to understand and nurture the bond that connects people, society and habitats and to find new paths for prosperity that can lead to a viable future.



2.4 PROJECT ORIGATION

Expo Live will use a distributed approach to identify appropriate projects.

Calls for Proposals: A competitive Call for Proposals will be issued at regular intervals. We will distribute the invitation for Call for Proposals through multiple channels, including Expo Live website, social media, and network partners. This category is open for applications from any of the eligible entities listed in paragraph 3.1 below. Applicants will be eligible to submit one application per a grant application cycle.

Partnerships: Projects could be introduced by Expo Dubai Group FZCO's network partners, for example international participants, non-governmental organisations, multilateral organisations, development finance institutions, innovation agencies, or philanthropic grant-making bodies. Projects that qualify for co-funding by Expo Live would have to clearly demonstrate incremental benefits that would not be realised otherwise.

Directly sourced projects: When Expo Live Department becomes aware of projects that are well-suited to our objectives, we may invite abstract submissions.

2.5 GOVERNANCE

The governance structure will ensure fairness and accountability in the evaluation and selection process.

Administration

The Expo Live Department manages the administration of the Grant Programme. It is also responsible to coordinate technical assistance to qualifying developing country applicants and to establish a robust monitoring and evaluation (M&E) framework. The Expo Dubai Group FZCO Governance, Legal and Finance departments will provide legal and financial due diligence support. Expo Dubai Group FZCO is the signatory for grant agreements and will disburse grant funding.

Project selection

An Expo Live Evaluation Panel will perform the technical and sustainability assessment for projects (see criteria below). It will shortlist and recommend projects to the Board of Directors of Expo Dubai Group FZCO. The Panel may, at any

stage during the evaluation cycle, seek external advice as it deems necessary. The latter could include requesting the Expo Live Department to source external review reports from experts, to conduct site inspections, project visits, or to seek further information from applicants. The Panel will recommend, for consideration by the Expo Dubai Group FZCO Board of Directors, a portfolio of projects that reflect diversity of geographic representation; a balanced spread of projects touching on different themes; and projects, technologies and business models at different stages of maturity.

2.6 PROJECT SELECTION CYCLE

Applications for climate - related Innovation Impact Grants will open in February 2023. The selection cycle has four main stages:

Pre-proposal abstract:

- Once applicants have registered on the Expo Live e-portal, a short abstract describing the project should be submitted online .
- Eligible abstracts will be evaluated and shortlisted by the Expo Live Evaluation Panel. Shortlisted applicants will be invited to submit a full application.
- Applicants can expect a decision within 30 working days after abstract submission.

Full application:

- Upon receipt of an invitation, a full project application and supporting documents must be submitted online within 30 working days.
- The Expo Live Department, in collaboration with the Legal, Finance and Governance Departments, will conduct a financial and legal due diligence review for all full application submissions (see eligibility criteria in the next section).
- The Expo Live Evaluation Panel will next review and assess proposals based on the technical and sustainability criteria as outlined below. This Panel will rank projects and recommend shortlisted projects for consideration for in-person presentations.
- Depending on the technical and scientific nature of the application, this stage should be completed within 30 working day after submission.

SECTION 2: ABOUT EXPO LIVE INNOVATION IMPACT GRANT PROGRAMME

In-person presentation:

- Shortlisted applicants will be invited to Dubai (United Arab Emirates) to give in-person presentations. The Evaluation Panel will rank projects and recommend final selection for consideration by the Expo Dubai Group FZCO Board of Directors.

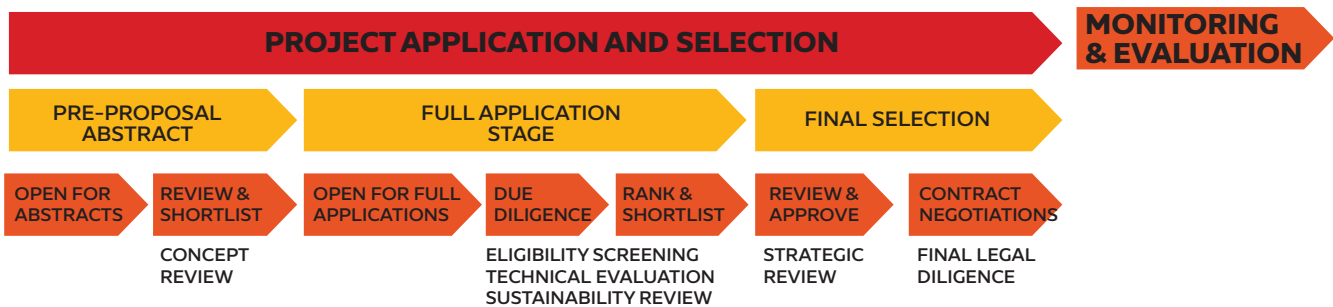
Grant Approval Stage:

- The Expo Dubai Group FZCO Board of Directors will consider the diversity of geographic representation; the diversity of project themes; and the representation of projects, technologies and business models at different stages of maturity.

Grant agreement:

- Once a grant has received approval for funding, a preliminary award notification letter will be sent to the applicant containing a list of any outstanding issues that need to be resolved prior to signing the agreement.
- The agreement will be customised to provide for key performance indicators, impact assessment, technical assistance and risk mitigation.
- Original copies of the agreement must be signed by both parties before funds can be disbursed.

Standard terms and conditions will apply.



2.7 TECHNICAL ASSISTANCE

Applicants from qualifying developing countries may be eligible for technical assistance (TA) during the application, screening and evaluation stages. The level of technical support will depend on needs. Expo Live Department will consider customized technical assistance on a case-by-case basis at its sole discretion.

In the post-award stage, TA to qualifying projects should ideally be integrated with project/business plans and budgets, and thus be covered by grant agreements. During the due diligence stage, Expo Live Department may conduct capacity assessments and prepare recommendations to address capacity gaps. We may also assess potential project risks and, if

required, recommend risk mitigation measures (e.g. business or management support in different disciplines) to be funded as part of grant agreements.

Capacity building and TA may be extended to the Monitoring & Evaluation stage, with the emphasis on building financial and programmatic reporting capacity.

SECTION 3: ELIGIBILITY AND EVALUATION CRITERIA

3.1 ELIGIBILITY CRITERIA: WHO CAN APPLY?

Eligible applicant(s) are individuals and legal entities, including, but not limited to: governments, educational institutions, individual entrepreneurs, SMEs, NGOs, and corporations.

- Applicants submitting Projects related to youth empowerment and/or initiated by the youth are encouraged to participate through their institutional affiliations (e.g. schools and universities, or community-based organisations).
- In the case of individual innovators applying for grants, they must apply independently, meaning unaffiliated with an organization.
- The applicant may act individually or with co-applicants. Co-applicants must satisfy the same eligibility criteria as applicable to the applicant.

No individuals or organizations with questionable legal status or standing may apply Projects.

These could include:

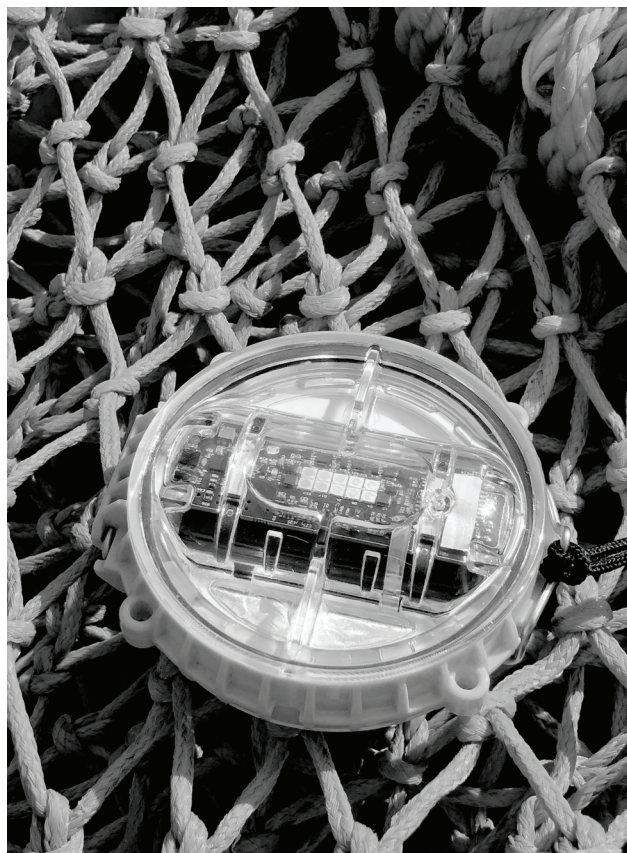
- Being convicted of an offence concerning their professional conduct by a judgment of a competent authority;
- Non-compliance with social security or tax payments in accordance with the legal provisions of the country in which they are established or those of the country where the contract is to be performed;
- Being in financial trouble, which may include, but not limited to, bankruptcy or suspended business activities;
- Being legally convicted for fraud, corruption, being involved in a criminal organisation, money laundering or any other illegal activity; and/or
- Misrepresentation in supplying the information required in this application process.

3.2 EVALUATION CRITERIA

3.2.1 ABSTRACTS

Following an initial screening for eligibility, abstracts will be evaluated by the Expo Live Evaluation Panel against the following criteria.

- 1. Alignment with Expo City Dubai's objectives and values:** Is the project innovative and sustainable?
- 2. Innovativeness:** Is the project novel, inspiring and demonstrable?
- 3. Impact:** Are the impacts meaningful, scalable/replicable and can they be assessed/measured?
- 4. Quality of submission and organisational capacity:** Is the submission and organisational capacity substantial?



SECTION 3: ELIGIBILITY AND EVALUATION CRITERIA

3.2.2 FULL APPLICATION: TECHNICAL & SUSTAINABILITY REVIEW

Following a full screening for eligibility and compliance, applications will be evaluated by the Expo Live Evaluation Panel, or designated external experts if required, against the following technical and sustainability criteria:

1 ABOUT THE ORGANISATION

1.1 Management capabilities: Is the organization structure and internal team capable of delivering the project?

1.2 Technical preparedness What facilities, equipment, and technologies are in place to assure successful implementation?

1.3 Financial position

Are there evidences of appropriate and accountable financial management practices?

1.4 Partners & subcontractors Are there any partners and/or subcontractors involved in the project?

1.5 References Are there external references in place?

2 ABOUT THE PROJECT

2.1 Background What problem does the project aim to solve? What are the reasons for initiating the project?

2.2 Objectives How will the project address and resolve the problem?

2.3 Target groups and beneficiaries Who is the target group and beneficiaries (qualitative and quantitative)?

2.4 Competitive landscape What existing similar solutions exist and how the proposed solution differentiates from them?

2.5 Desired Results What are the desired results, targets, risks? What will be the impact of the project?

2.6 Barriers to scale What are the barriers to a wider application of the solution?

2.7 Replicability Has the solution been replicated before? If not, are there any barriers for replication?

3 IMPLEMENTATION PLAN

3.1 Implementation Plan Do the milestones, activities, deliverables, and timelines support successful implementation?

4 BUDGET & FUNDING

4.1 Budget Does proposed budget support successful delivery?

4.2 Budget Justification Is the requested amount reasonable in light of project's successful completion and impact?

4.3 Additional Funding Is the project co-funded? Are there any innovative ways encouraging leveraged additional funding?

5 MONITORING PLAN

5.1 Monitoring mechanism Is there an evidence of appropriate and accountable monitoring & reporting capacity?

6 LONG TERM SUSTAINABILITY

6.1 Long term sustainability Does the project have a capacity to sustain beyond this grant/support?

6.2 Dissemination plan What are the opportunities for showcasing and marketing the project?



SECTION 3: ELIGIBILITY AND EVALUATION CRITERIA

The Evaluation Panel may call for expert inputs, site visits or independent review reports. When submitting the full application, all applicants will be requested to provide the names and contact information for three independent reviewers or references. These independent experts or persons of authority should have knowledge of the project, applicant and/or legal entity and must be willing to submit confidential reports (upon request). Expo Live Department reserves the right to contact and contract other experts, reviewers and/or references to assess projects, proposals, legal entities and individual applicants at its sole discretion without the prior approval of the applicant.

3.2.3 IN-PERSON PRESENTATION

Shortlisted applicants will be invited to Dubai (United Arab Emirates) for in-person presentations during which the Expo Live Evaluation Panel will be able to ask additional questions in order to make final assessment. The Expo Live Evaluation Panel will eventually rank projects and recommend final selection.



SECTION 4: DISBURSEMENT, REPORTING AND AUDIT

4.1 DISBURSEMENT

Funds can be disbursed in a number of ways. The decision on how funds will be disbursed will be taken at the grant approval stage.

The options available, fixed and amended at the sole discretion of Expo Dubai Group FZCO include:

- A lump sum as percentage of the total grant at the start of the project time line (i.e. funding based on the project document submitted), with the remainder reimbursed at project conclusion against invoices and/or any other equivalent supporting documents, as well as a final report.
- Reimbursement of the lump sum against invoices and/or any other equivalent supporting documents, as well as a final report at the end of the project.
- Instalment payments at specified milestones during the project.
- Any funds left over from a project must be returned to Expo Dubai Group FZCO at the end of the project. Interest earned must be accounted for.

4.2 AUDIT AND REPORTING

Reporting on grant projects is an important part of the Expo Live funding process.

Grantees have a contractual obligation to report on their projects at regular intervals. These intervals will be stipulated in grant agreements and will be based on the nature and duration of the project as well as the grant amount. Reports should highlight the progress and achievements of the project (through narrative reporting and visual/multimedia materials), as well as financial information. Deliverables will be agreed at the grant agreement stage (to be based on KPIs submitted during application stage) and should be submitted together with the annual report within 20 working days after the end of each reporting period. The format for progress reports and final reports will be provided.

The final report should contain a publishable summary of high quality as well as digital images that Expo Live could use for publicity and marketing purposes. The Expo Live Department reserves the right to appoint ad hoc reviewers and independent financial auditors at its sole and absolute discretion.



SECTION 5: INTELLECTUAL PROPERTY

All Intellectual Property developed during the project execution will vest in the grant recipient. This latter will hold harmless Expo Dubai Group FZCO from any claim and/or action from any third party related to the ownership of the Intellectual Property and its infringement. If an application is submitted by co-applicants, ex ante agreement is required on the ownership of intellectual property. The Applicant shall not, and shall require that its Co-Applicants do not use the logo or any trademarks of Expo Dubai Group FZCO or Expo Live unless the Applicant and its Co-Applicants have respectively obtained the prior written consent of Expo Dubai Group FZCO, Expo Live and/or any related entity for such use.

Expo Dubai Group FZCO has the right to use name, likeness, and statements made by applicants / grantees for advertising, publicity and other marketing purposes. Any and all rights to these shall be exclusive, worldwide and perpetual, with no further funding or compensation. The intent of this is to allow Expo Dubai Group FZCO to publicize / market Expo Live and its accomplishments. Stipulations in respect of intellectual property will be captured and elaborated in the grant agreement and standard terms and conditions.





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