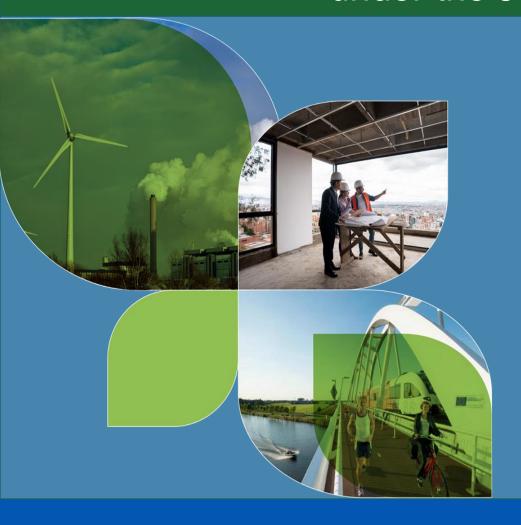
# **PUBLIC SECTOR LOAN FACILITY**

under the Just Transition Mechanism



Info Day





# Agenda

10:00	Introduction – Main features of the public sector loan facility Sabine Vandermotten, Deputy Head of Unit, DG REGIO
10:10	PSLF Loan Component – EIB solutions to facilitate grant access  Matthieu Bertrand, Head of Unit, EIB  Matteo Lechner, Mandate Officer, EIB
10:20	How to benefit from advisory support? Miha Švent, Adviser, Advisory Hub, EIB Advisory Services
10:30	How to apply for an EU grant?  Daria Taurisano, Project Management Coordinator, CINEA
10:40	How to submit a proposal in eGrants?  Eleni Chronopoulou, Evaluation Manager, CINEA
10:50	How to fill in the Simplified Business Plan and Financial Information File? Gauthier Clar, Senior Financial Engineering Manager, CINEA
11:00	Q&A session Slido #JTMPSLF2023





Slido #JTMPSLF2023





# Main features of the Public Sector Loan Facility

Sabine Vandermotten, Deputy Head of Unit, DG REGIO



# **Just Transition Mechanism**



to support and finance regions most exposed to transition challenges in all Member States

**I. Just Transition Fund** 

**Provides primarily grants** 

II. InvestEU
Dedicated Just
Transition Scheme

Crowds in private investment

III. Public sector loan facility with the EIB

Leverages public financing

JTM includes a governance framework centered on Territorial Just Transition Plans



# PSLF – Objectives and scope

Renewable

energy and

green and

sustainable

mobility

Digitalisation

Transition

Smart waste and water management

to a circular economy

Land and ecosystem restoration

PSLF supports
projects
addressing the
challenges
deriving from the
transition
towards the
Union's climate
targets

Urban renewal and regeneration

Sustainable energy and energy efficiency

Upskilling and reskilling

Efficient district heating networks

Promotion of green hydrogen

Renovations and conversions of buildings

Public research

\*And other areas listed in the Regulation and related to the sectors covered in the Territorial Just Transition Plans



# PSLF – Blending facility

PUBLIC SECTOR LOAN FACILITY IS A BLENDING FACILITY					
GRANT (up to EUR 1.459 billion) from the European Commission	LOAN (up to EUR 10 billion) from the European Investment Bank				
DG REGIO	EIB				
<ul> <li>Adopts work programmes</li> <li>Evaluates the proposals in respect of the grant (jointly with CINEA)</li> <li>Adopts award decisions</li> </ul> CINEA	<ul> <li>Evaluates the applications in respect of the loan</li> <li>Prepares and manages the financing agreements</li> <li>Monitors the loan</li> </ul>				
<ul> <li>Organises the call and evaluates the proposals (jointly with DG REGIO)</li> <li>Monitors technical/financial implementation of projects</li> <li>Manages communication actions</li> </ul>					



# PSLF – Main features

### **Beneficiaries**

Public sector entities (including private law bodies with a public service mission)

## **Budget**

National shares until end of 2025 \*For more information, go to CINEA webpage



## **Financing not linked to costs**

The grant is a percentage of the loan - 15% or 25% in less developed regions \*Grants cannot be disbursed before the EIB financing agreement is signed

## Geographical scope

Projects must benefit a territory identified in an adopted TJTP (even if not located in such territory)

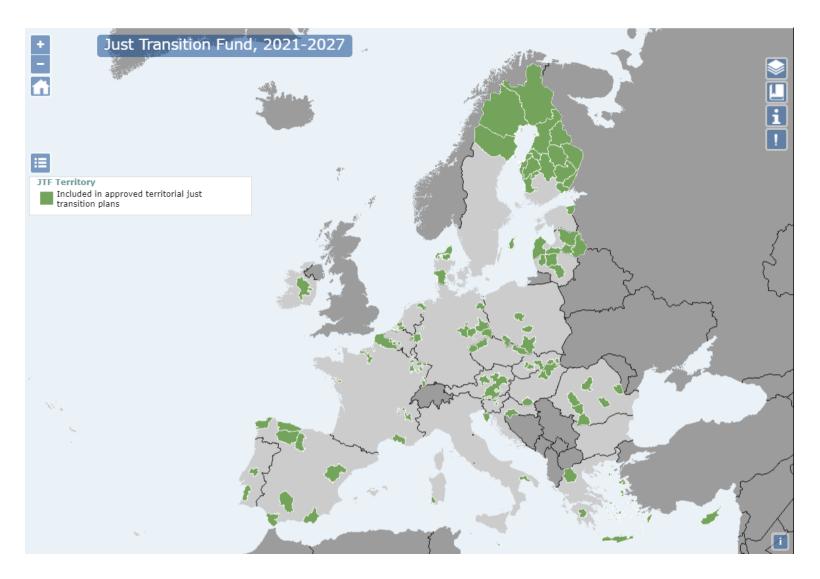
## **Advisory support**

EUR 35 million

\*Apply for advisory support here: <a href="InvestEU Advisory Hub">InvestEU Advisory Hub</a> website)



# **Territorial Just Transition Plans**



Consult the relevant
Territorial Just
Transition Plan on the
Just Transition Platform
and on CINEA website:
Investment areas



# PSLF Loan Component – EIB solutions to facilitate grant access

## **PSLF Infoday 2**

Matthieu Bertrand – Head of Unit

Matteo Lechner Zirknitzer – Mandate Officer

BPMM – Mandate Management division



# **EIB Geographical reach**

- The EIB covers the EU Public Sector mainly out of Luxembourg, however,
- ➤ a network of External offices in EU MS provides for an extensive institutional coverage.
- ➤ Public Sector counterparts have several entry point.
- ➤ Project teams proactively reach out to promoters, to help assessing financing opportunities (or Advisory, as relevant).
- First contact may happen also via eib.org website.





# **Getting a Loan from EIB – Preliminary steps**

- The EIB is the sole Financing Partner of the PSLF.
- The lending element provides a large leverage to mobilise substantial investments.
- ➤ Getting a loan is a mandatory step to benefit from the grant component.
- The EIB offers several solutions to Promoters that want to access PSLF.

EUR 6.5bn Mobilised Resources

Up to EUR 10bn FIB Loans

> EUR 1.5bn Grants



# The EIB Project Cycle & Grant Application

- ➤ EIB financing should be contacted as early as possible in the process.
- ➤ EIB confirms a project is eligible for PSLF **only when a Loan Request is signed,** i.e. on the basis of a well identified project.
- Advisory support available through the InvestEU Advisory Hub for project development and to build up promoters' capacities, with a **dedicated PSLF envelope**.
- ➤ EIB financing share go beyond 50% of the investment costs for projects in Less Developed Regions and Transition Regions, while respecting limits on EU and EIB combined support (i.e. max 90% of project costs).





# **EIB Products – Dealing with Project size**

Disclaimer:

The amounts for framework loans indicated on this slide were updated on 13/2/2023 and differ from the amounts presented during the Info Day held on 9/2/2023.

Suitable for larger projects and beneficiaries



### **Investment Loans**

Typically for large stand-alone projects

Project cost > EUR 25m

Loan > EUR 12.5m

Suitable for specific project (mature)

Single Promoter = Applicant

## Framework Loans

*Typically for large programmes* 

Project cost > EUR 25m (\*)

Loan > EUR 12.5m (\*)

"Sub-projects" range EUR 50k-12.5m (\*\*)

Suitable for Investment Programme (Tranches, many "sub-projects" and multisector)

One or more borrowers potentially allowed by design, can be "Coordinated".

## **Intermediated Loans**

Leveraging on local banks & institutions

Project cost in range EUR 6-25m

Loan range EUR 3-12.5m

"Sub-Projects" managed at FI level as part of a larger EIB financing.

Single Promoter

Promoter = Applicant

Before applying to the Grant, the Promoter should have signed the loan with the FI.



<sup>\*</sup> The value as shown can be also considered on the basis of a tranche of the EIB financing

<sup>\*\*</sup> Upper limit valid for Coordinated FL, due to Financial Regulation limitations.

### INVESTMENT LOAN – TRAMWAY on the coast

- Loan amount: up to EUR 70m (Project Cost = EUR 150m)
- > Implementation period : 2023-2026
- Promoter and Borrower: Large Municipality (Grant Applicant)
- Project Description: financing of the extension of the main tramway line connecting the centre with some peripheral areas of the city.

## Assessing PSLF eligibility:

- ➤ Grant Amount (@15%) up to EUR 10.5m
- ➤ Grant Application by the Promoter, for the full amount of the loan
- > Timing for the Application once the EIB has pre-appraised the project and defined a stable loan structure



## FRAMEWORK LOAN – REGIONAL INFRASTRUCTURE project (Central Europe)

- Loan amount: up to EUR 30m (Project Cost = EUR 70m)
- > Implementation period : 2021-2024
- Promoter (and Borrower): Region
- ➤ Project Description: 109 "small" investments implemented under the investment programme of the region, to improve the regional infrastructure in a multi-sectorial environment.
- ➤ Eligible sectors: transport, education, culture, social care, public administration and environmental protection.

Assessing PSLF eligibility (for ease, 100% eligible – but possibility to have a wider scope of EIB loan):

- Grant Amount (@25%) up to EUR 7.5m (or lower, depending on the investments' eligibility)
- > Grant Application at the level of the Promoter, for the full amount of the eligible investments
- > Timing for the Application once the EIB has defined the portion of investments eligible under PSLF



## COORDINATED FRAMEWORK LOAN – SOCIAL HOUSING project (Western Europe)

- Loan amount: up to EUR 800m (Project Cost > EUR 1.5bn)
- Implementation period : 2022-2026
- Promoter: Region (Grant Applicant)
- Borrowers: 63 Social Housing Associations
- ➤ Project Description: financing will be supporting Energy Efficiency (retrofitting and construction) in public social housing via a major investment programme to be implemented through the Housing Associations in the region.

## Assessing PSLF eligibility (@ 20% of sub-projects):

- ➢ Grant Amount (@15%) up to EUR 24m (depending on the final investments' eligibility)
- ➤ Grant Application at the level of the Promoter, for the full amount of the eligible investments
- > Timing for the Application once the EIB has defined the portion of investments eligible under PSLF



### INTERMEDIATED FINANCING SUB-PROJECT – Green local transport equipment in Eastern Europe

- Sub-project loan amount: EUR 3m (Project Cost = EUR 6m)
- Implementation period : 2023-2025
- Promoter and Borrower: Small Municipality (Grant Applicant)
- Project Description: financing of the electric minibus fleet renewal for a small municipality and social services electric mobility.

## Assessing PSLF eligibility:

- ➤ Grant Amount (@25%) up to EUR 750k
- ➤ An Intermediated envelope should be approved by the EIB
- Grant Application by the Promoter, for the full amount of the sub-project financing
- ➤ Timing for the Application once the sub-project financing is signed with the Financial Intermediary (reference to the FI letter).





## ADVISORY HUB

# How to use advisory support under the PSLF





Miha Švent, Adviser EIB Advisory Services

# Advisory support is available throughout the project cycle

From an enabling environment...



## **UPSTREAM**

- Policy & programme advice
- Preliminary project assessment

...through preparation and planning...



### **PREPARATION**

- Technical advice
- Financial advice
- Consultancy assistance

... to high-quality projects delivery



## **IMPLEMENTATION**

- Advice on project implementation
- Enhanced monitoring

### **CAPACITY BUILDING**

Technical issues – Cooperation centres of expertise - Dissemination best practices & case studies – Needs Assessment for project advisory support





# When is advisory support typically needed?

Preliminary	•Would my project be (potentially) eligible for financing under PSLF?				
advice	•What types of financing could be considered for our project? Should we consider individual or aggregate financing options?				
	•What is (approximate) size of the loan and grant component that we can expect for our project?				
Preparation	•Which projects in our portfolio could be suitable for PSLF financing, how do we make sure they meet EIB financing criteria?				
support	•Is there a sizeable demand for financing smaller-scale projects through local banks?				
	•Is my project concept ready for financing, what needs to be done to increase its chances?				
<ul><li>Process and</li></ul>	•The project appraisal showed some weaknesses to be addressed – how can we do that?				
implementation	•We have received the PSLF financial support. How can we best procure works and services?				
support	•We have procured consultancy services. How do we ensure quality of the deliverables?				
•Capacity	•Can you help us promote the PSLF in our JTM eligible regions?				
building & dissemination	Our Project Implementation Unit needs additional sector expertise. Can you help?				

# Examples of advisory support (to be) conceived

Suitable for larger projects and beneficiaries



Suitable for smaller projects / beneficiaries

### **Investment Loans**

Typically for large stand-alone projects

- Affordable housing project policy and concept development
- District heating plan feasibility study, financial modelling
- Local mobility solution, bus fleet renewal - feasibility, investment planning

## Framework Loans

Typically for large programmes

- Needs assessment for the Ministry in charge, advice on horizontal and systemic matters
- Support for the preparation of sub-projects (schemes)
- Expert support for the Project Implementation Unit

## **Intermediated Loans**

Leveraging on local banks & institutions

- Study of demand for municipal borrowing
- Assistance to sub-borrowers to prepare investment proposals
- Support to intermediary institution to apply climate related methodology and tools





## **CASE STUDY – Transition in Western Macedonia, Greece**

#### **ADVISORY SUPPORT**

- **Background** Western Macedonia is one of the weakest regions in Greece in economic terms. It is also the most affected area in Greece by transition due to the gradual decommissioning of the lignite power plants in its territory.
- **Objective** assist Greek Authorities to prepare viable and bankable projects in the sectors of climate action and just transition mechanism.
- Tasks (a) needs assessment of the Ministry of Development and Investments, (b) advising on horizontal and systemic issues and implementation, (c) capacity building for managing authorities and beneficiaries (d) support for the preparation of specific projects to be implemented under the JTM

### FRAMEWORK LOAN

- **Project description**: Financing of 13 priority schemes implemented under the investment programme of the Region of Western Macedonia in support of JTM:
- 8 schemes in energy efficiency (public buildings and street lighting),
- 1 scheme in transport (roads),
- 2 schemes in health care (primary health centres),
- 1 schemes in culture
- 1 scheme in tourism.

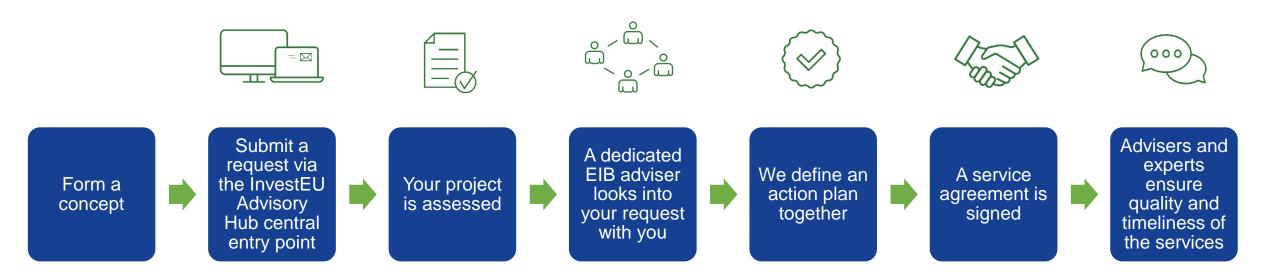
**Total investment cost**: EUR 80 m

Loan amount: up to EUR 58m

**Implementation period**: 2022-2025



# How are requests for EIB advisory support handled?











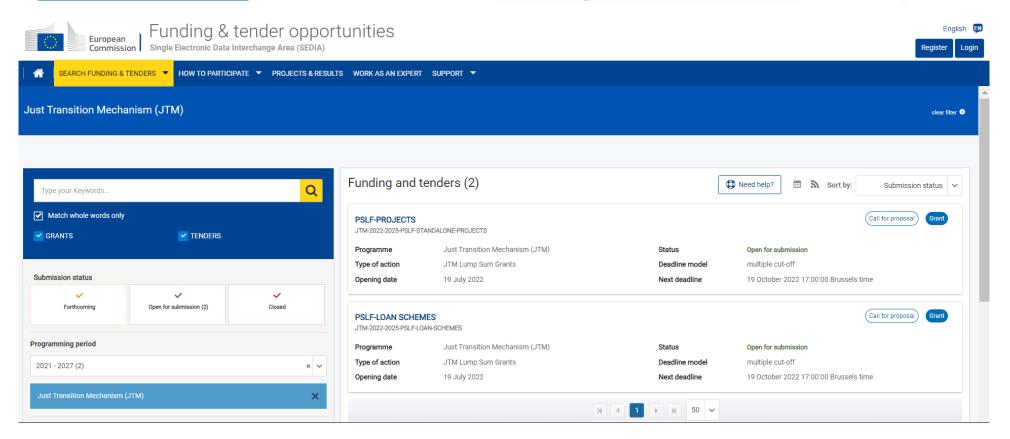
# How to apply for an EU grant?

Daria Taurisano, Project Management Coordinator, CINEA



# Call for proposals

## **Call for proposals** was published on the **Funding & Tenders Portal** on 19 July 2022





# Submission deadlines

Multi-annual call for proposals – 3 submission deadlines per year until the end of 2025

Submission deadlines								
1st cut-off date	2nd cut-off date	3rd cut-off date	4th cut-off date	5th cut-off date				
19 October 2022 17:00 CET (Brussels)	19 January 2023 17:00 CET (Brussels)	19 April 2023 17:00 CET (Brussels)	20 September 2023 17:00 CET (Brussels)	17 January 2024 17:00 CET (Brussels)				
6th cut-off date	7th cut-off date	8th cut-off date	9th cut-off date	10th cut-off date				
17 April 2024 17:00 CET (Brussels)	19 September 2024 17:00 CET (Brussels)	16 January 2025 17:00 CET (Brussels)	15 April 2025 17:00 CET (Brussels)	11 September 2025 17:00 CET (Brussels)				

The requests for loans can be submitted at any time



# Call topics

## The call for proposals covers 2 topics:

JTM-2022-2025-PSLF-STANDALONE PROJECTS JTM-2022-2025-PSLF-FRAMEWORK LOANS

LOANS

FRAMEWORK LOANS

Provided by EIB

Provided by EIB's financial intermediaries

Standard framework loans

Coordinated framework loans

min. EUR 12.5 million

min. EUR 3 million

min. EUR 12.5 million

No max. sub-project loan amount

Max. EUR 12.5 million sub-project loan amount



# Project budget / grant amount

## **Grant percentage**

- 15% of the loan
- or 25% of the loan in less developed regions

### Minimum EIB Ioan amount

EUR 12.5 million (direct financing) / EUR 3 million (via financial intermediaries)

## Minimum grant amount

- EUR 1.8 (transition) / 3.1 million (less developed regions)
- EUR 0.45 / 0.75 million for intermediated projects

## Effective grant rate vs investment costs

• 5-6% (on average)

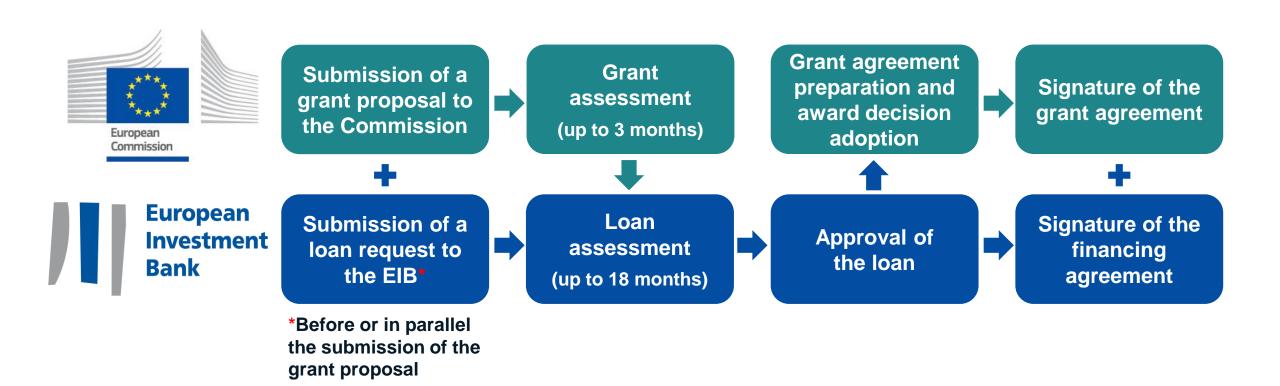
## Minimum budget of individual projects

EUR 25 million (loan schemes are needed for smaller projects)





# Application process





# Application process

- 1. Launch of the call for proposals by the Commission (with submission deadlines)
- 2. If framework loan: start preparation of an EIB framework loan before submission
- 3. Submission of the proposals by the project promoters
- 4. **Submission + 15 days**: Assessment of the proposals by the Commission against the admissibility and eligibility requirements
- 5. Submission + 3 months: Assessment of the proposals by the Commission against selection, exclusion, award and prioritisation criteria (including the compliance with the relevant Territorial Just Transition Plans)
- 6. Submission + maximum 18 months: Assessment of the proposals by the EIB
- 7. Award decisions and finalisation of the **Grant Agreement** by the Commission
- 8. Finalisation and signature of the **Financing Agreement** by the EIB



# Grant proposal evaluation

Admissibility and eligibility	Award criteria	Prioritisation criteria
<ul> <li>Proposals must be complete and submitted before the call deadline.</li> <li>Applicants must be public law bodies (or private law bodies with a public mission) established in the EU.</li> <li>Projects must benefit a territory covered by a TJTP and not generate sufficient revenues to cover the investment costs.</li> <li>Applicants should have officially requested an EIB loan.</li> </ul>	<ol> <li>Relevance and impact</li> <li>The proposed project should match the themes, priorities and objectives of the call, and contribute to the development needs and priorities described in the relevant TJTP.</li> <li>Quality</li> <li>The soundness and readiness of the proposed project as well as the financial capacity of the applicant will be assessed under this criterion.</li> </ol>	<ol> <li>Projects located in less developed regions, as per CPR Regulation</li> <li>Projects contributing directly to the achievement of the EU's climate and energy targets and the objective of climate neutrality</li> <li>Projects promoted by applicants that have adopted decarbonisation plans</li> </ol>

Successful applicants will be invited for the preparation of the Grant Agreement.

For more details, please read carefully the <u>Call Document</u> or watch the recording of our <u>first Info Day</u> held on 14/09/2022.



# Award criteria and scoring

Award criteria	Minimum pass score	Maximum score
Relevance and Impact	6	10
Quality	6	10
Overall (pass) scores (without bonus)	12	20
Bonus 1	n/a	5
Bonus 2	n/a	3
Bonus 3	n/a	2
Overall (pass) scores (with bonus)	12	30





# How to submit a proposal in eGrants?

Eleni Chronopoulou, Evaluation Manager, CINEA

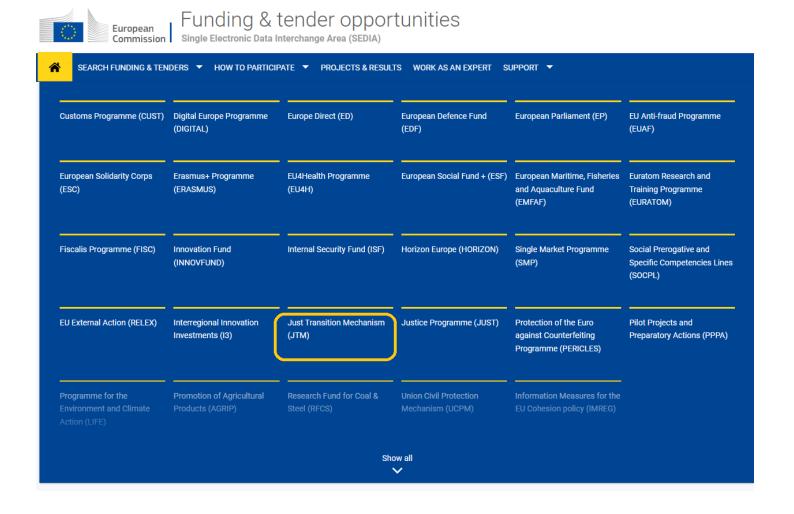


#### The application process in eGrants

- Submission of a proposal (step by step)
- FAQs
- Applicant's checklist
- Timetable

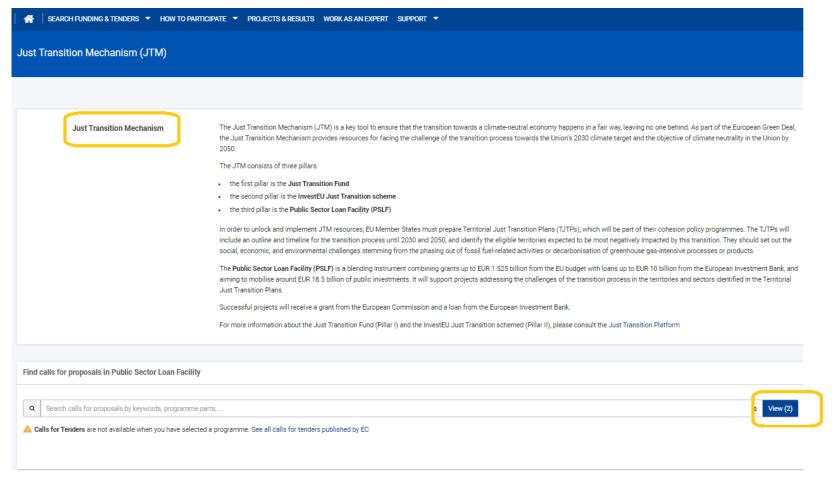


### Funding & Tender Opportunities Portal



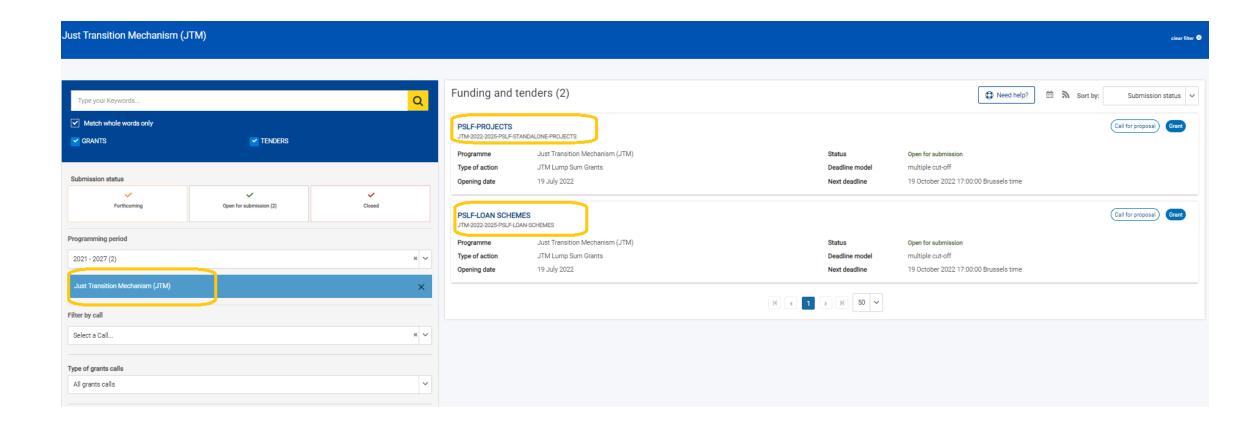


#### **Just Transition Mechanism**



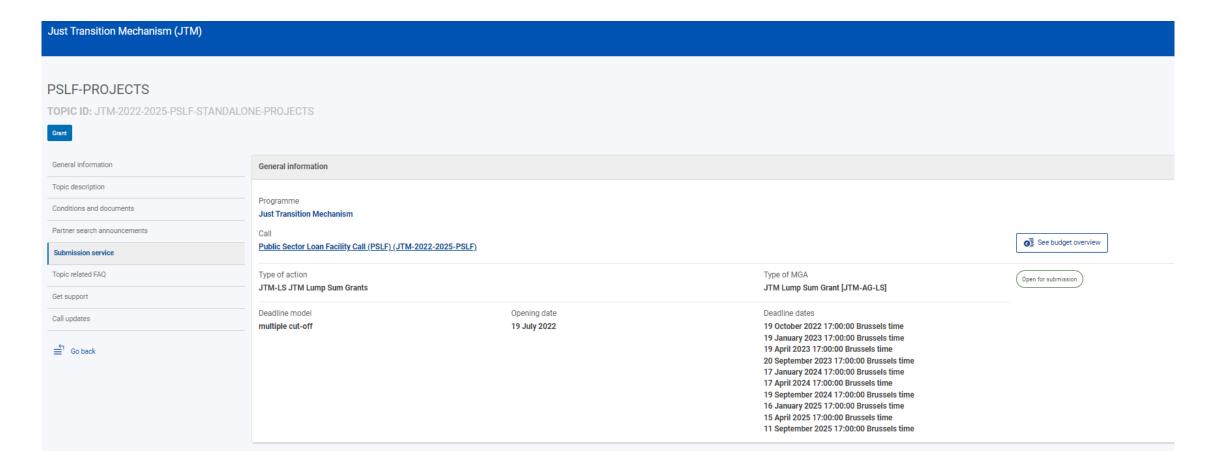


# PSLF call – 2 topics





# Topic page





### How to start creating a proposal?

#### **Start submission**

To access the Electronic Submission Service, please click on the submission-button next to the **type of action** and the **type of model grant agreement** that corresponds to your proposal. You will then be asked to confirm your choice, as it cannot be changed in the submission system. Upon confirmation, you will be linked to the correct entry point.

To access existing draft proposals for this topic, please login to the Funding & Tenders Portal and select the My Proposals page of the My Area section.

#### Please select the type of your submission:

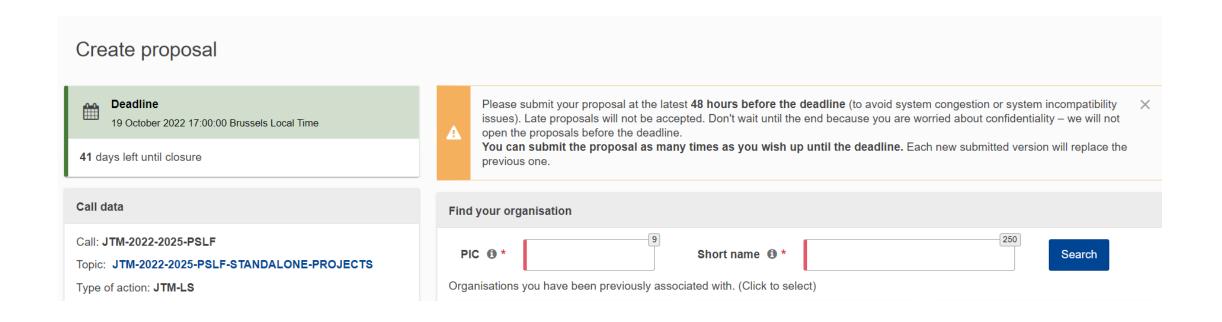
JTM Lump Sum Grants [JTM-LS], JTM Lump Sum Grant [JTM-AG-LS]

Start submission



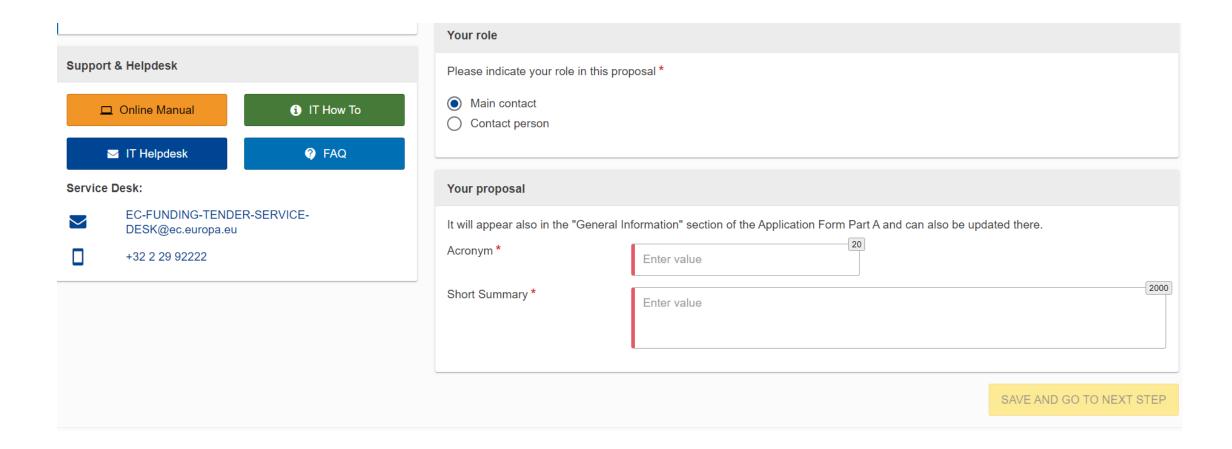


### Creation of proposal (1/3)





## Creation of proposal (2/3)





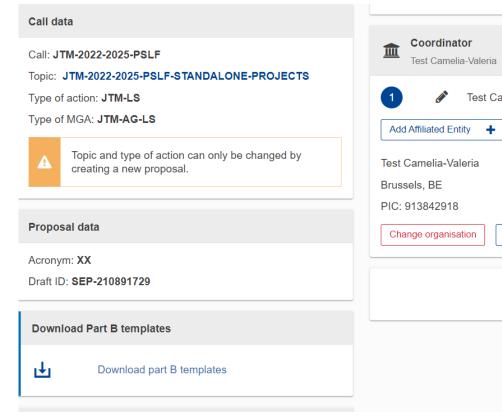
### Creation of proposal (3/3)

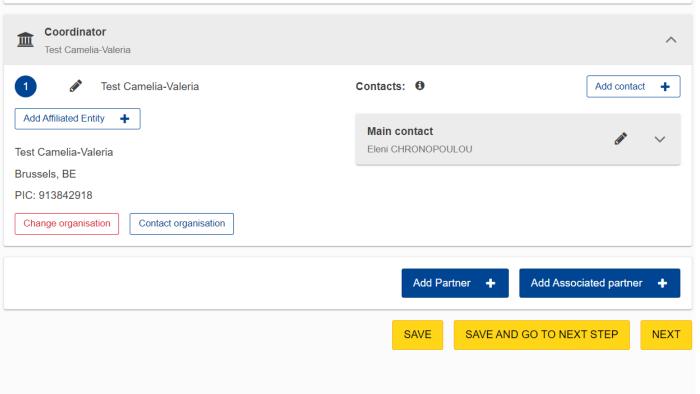
#### **ACRONYM:**

- Year-Cut-Off number-Country-Topic-Project.
- You can use the abbreviation "SP" for JTM-2022-2025-PSLF-STANDALONE-PROJECTS and "LS" for JTM-2022-2025-PSLF-LOAN-SCHEMES
- Example for 3<sup>rd</sup> cut-off (19 April): 2023-3-BE-LS-REI Trainings (character limitation 19)



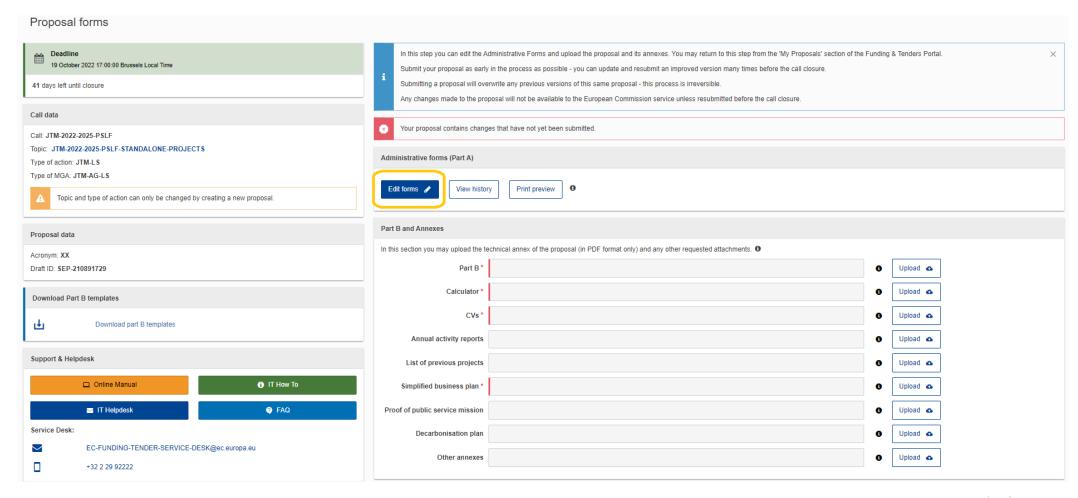
#### Contacts / Partners







#### Part A





#### Part A – Table of contents





### Part A – General information

Application fo	orms	
Proposal ID SEP-21	0891729	
Acronym XX		
1 - Genera	l information	?
		Field(s) marked * are mandatory to fill.
Topic	JTM-2022-2025-PSLF-STANDALONE-PR	Type of Action JTM-LS
Call	JTM-2022-2025-PSLF	Type of Model Grant Agreement JTM-AG-LS
Acronym *	xx	
Proposal title *	Max 200 characters (with spaces). Must be understand	able for non-specialists in your field.
	Note that for technical reasons, the following characters are not account to the second secon	epted in the Proposal Title and will be removed: <> " &
Duration in months	Estimated duration of the project in full months.	
Free keywords	Enter any words you think give extra detail of the scop	e of your proposal (max 200 characters with spaces).
Abstract		?
XX		



#### Part A – Declarations

Applica	tion forms			
Proposal ID Acronym	SEP-210891729 XX			
	oposal (or a very similar one) been submitted in under any EU programme, including the current of		Or Yes	○ No ?
PG ver 1.00	20220803	Page 2	Last saved 09/08/2	2022 08:56
	tion forms  SEP-210891729  XX  ions		Tield(s) moderd *	? are mandatory to fill.
1) We decla	are to have the explicit consent of all applicants of	on their participation and on the conte		
	irm that the information contained in this propos ave started before the proposal was submitted (un			
- n	re: b be fully compliant with the eligibility criteria set ot to be subject to any exclusion grounds under o have the financial and operational capacity to c	the <u>EU Financial Regulation 2018/104</u>	<u>6</u>	
	owledge that all communication will be made the exchange system and that access and use of this sons.		nders Portal Terms	
Privacy Sta the process	read, understood and accepted the Funding & T tement that set out the conditions of use of the P ing of personal data of all data subjects whose d award and subsequent management of our grant	ortal and the scope, purposes, retenti- ata we communicate for the purpose	of the application,	nd
	or is only responsible for the information relating to their ow tion. If the proposal is retained for EU funding, they will all b		sible for the information	declared for



#### Part A – Table of contents





# Part A – Budget

#### Application forms

Proposal ID SEP-210891729

Acronym XX

#### 3 - Budget

No	Name of Beneficiary	Country	Requested grant amount
1	Test Camelia-valeria	BE	2 250 000.00
	Total		2 250 000.00

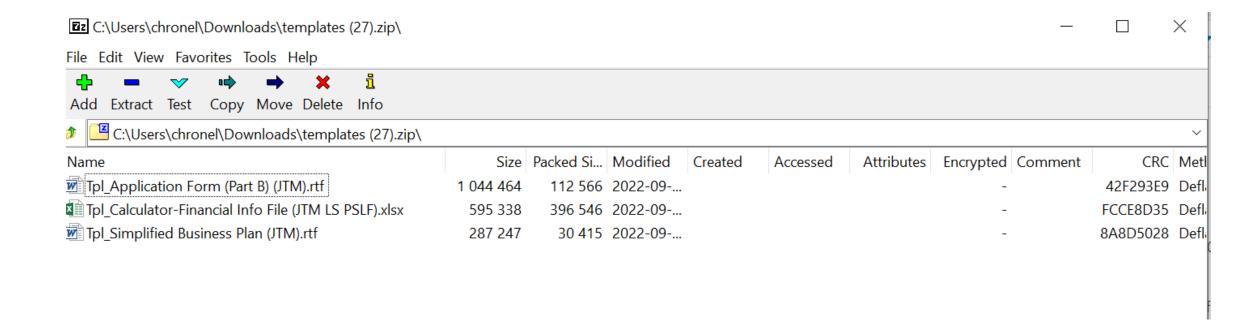


#### Part B & Annexes

Proposal data	ı		Part B and Annexes					
Acronym: XX		In this section you may upload the technical annex of the proposal (in PDF format only) and any other requested attachments.						
Draft ID: SEP-210891729		Part B*		0	Upload 🛕			
Download Par	urt B templates		Calculator *		0	Upload 💪		
<b>⊎</b>	Download part B templates		CVs*		0	Upload 🐽		
			Annual activity reports		0	Upload 🛕		
Support & Helpdesk		List of previous projects		0	Upload 🛕			
	☐ Online Manual	1 IT How To	Simplified business plan *		0	Upload 🛕		
	☑ IT Helpdesk	FAQ  FAQ  FAQ  FAQ  FAQ  FAQ  FAQ  FA	Proof of public service mission		0	Upload 🛕		
Service Desk:			Decarbonisation plan		0	Upload 🐽		
EC-FUNDING-TENDER-SERVICE-DESK@ec.europa.eu		Other annexes		0	Upload 🛕			
	+32 2 29 92222							
				<b>∢</b> B	BACK TO	) PARTICIPANTS	LIST VALIDATE SUBMI	Т



#### Download the templates





# Mandatory documents

Public Entir	ties	Private Entities
1. Part B	1.	Part B
2. Calculator	2.	Calculator
3. CVs	3.	CVs
4. Simplified Busine	ss Plan 4.	Simplified Business Plan
5. List of previous p	rojects 5.	List of previous projects
6. Decarbonisation	Plan (if 6.	Decarbonisation Plan (if
available)		available)
	7.	Public Mission
	8.	Activity Reports (of year -1)



### Eligibility

#### **Legal Entity:**

- Based in an EU Member State
- Public entity or private entity
- If private: public mission

**Location:** Territorial Just Transition Plan & map

**Scope:** covered in the activities described in the TJTP

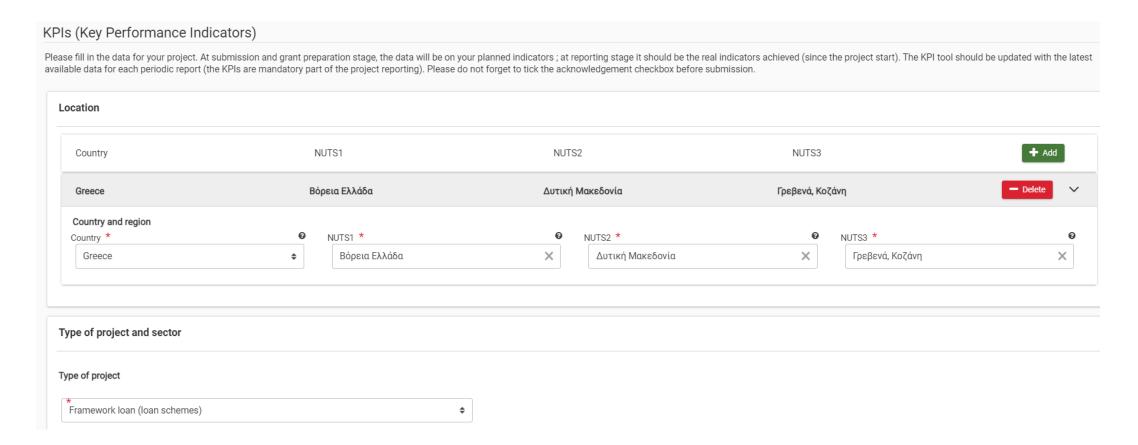
#### **Budget:**

- Eligible amount (respects minimum required?)
- National share of the country (to check in WP)
- Correct percentage of the loan? (eligible region for 15% or 25% share according to Regulation 2021/1130 of 5 July 2021)

**Duration:** 24-60 months



## Part C – KPIs (1/3)





# Part C – KPIs (2/3)

15,000,000

Sectors			
✓ Climate neutrality – Decarbonisation	Climate neutrality – Energy efficiency	Climate neutrality – Other	Climate neutrality – Promotion of green energy
Climate neutrality – Renewable energy (biomass)	Climate neutrality – Renewable energy (marine)	Climate neutrality – Renewable energy (other)	Climate neutrality – Renewable energy (solar)
Climate neutrality – Renewable energy (wind)	Environmental objectives – Transition to circular economy	Environmental objectives – Climate change adaptation	Environmental objectives – Land and ecosystem restoration and decontamination
Environmental objectives – Nature protection, biodiversity and green infrastructure	Environmental objectives – Other	Other sectors – Digitalisation	Other sectors – Other
Other sectors - Private research	Other sectors – Public research	Public utilities – District heating	Public utilities – Energy
Public utilities - Other	Public utilities – Support to sustainable energy	Public utilities - Waste management	Public utilities - Wastewater
Public utilities - Water	Social infrastructure – Access to employment	Social infrastructure - Education	Social infrastructure – Health
Social infrastructure – Infrastructure for lifelong training	Social infrastructure – Infrastructure for education	Social infrastructure – Lifelong training	Social infrastructure – Other
Social infrastructure – Social protection systems	Social infrastructure – Support to labour market and work environment	Transport – Air	Transport - Digitalisation of transport
Transport – Green and sustainable mobility	Transport – Maritime	Transport - Multimodal	Transport - Other
Transport - Railways	Transport – Road	Transport – Urban transport	Urban infrastructure and housing – Other
Urban infrastructure and housing – Renovation and conversion of buildings	Urban infrastructure and housing – Urban renewal and regeneration		
Please select a project sector.			
Loan provider			
* EIB	<b>\$</b>		
Loan amount			



# Part C – KPIs (3/3)

Output, result and impact indicators			
Environment			
Type of environmental impacts  Climate change adaptation  Climate change mitigation  None  Pollution prevention and control  Protection and restoration of biodiversity and ecosystems  Sustainable use and protection of water and marine resources  Transition to a circular economy  Please select at least 1 type of environmental impacts.			
Greenhouse gas emission savings (tonnes of CO2 equivalent per year) reduced, where relevant  ###,###.##  Employment  Number of jobs created (FTE)  Male  250	Female 250	Non-binary 50	Total number of jobs created * 550
Investments	Public financing mobilised (EUR) €  5,000,000 €	Total investment mobilised *  10,000,000 €	
Male 500,000	Female 500,000	Non-binary 250,000	Total number of jobs created * 1,250,000



#### Need help?

- Online Manual: Step-by-step online guidance
- IT-How-to: IT guidance with screenshots
- <u>IT helpdesk</u>: Contact the IT helpdesk for questions such as forgotten passwords, access rights and roles, technical aspects of submission of proposals, etc.
- FAQ related to the 'submission of proposals' process
- Service desk: <u>EC-FUNDING-TENDER-SERVICE-DESK@ec.europa.eu</u>
   +32 2 29 92222



# Frequently Asked Questions (FAQ)

General information	General information			
Topic description				
Conditions and documents	Programme  Just Transition Mechanism			
Partner search announcements	Call			See hudget evenieur
Submission service	Public Sector Loan Facility Call	(PSLF) (JTM-2022-2025-PSLF)		See budget overview
Topic related FAQ	Type of action		Type of MGA	Open for submission
Get support	JTM-LS JTM Lump Sum Grants	5	JTM Lump Sum Grant [JTM-AG-LS]	
Call updates	Deadline model	Opening date	Deadline dates	
∰ Go back	multiple cut-off	19 July 2022	19 October 2022 17:00:00 Brussels time 19 January 2023 17:00:00 Brussels time 19 April 2023 17:00:00 Brussels time 20 September 2023 17:00:00 Brussels time	



#### Frequently Asked Questions (FAQ)

- 49 published FAQs on the portal for the JTM-PSLF Call
- If your question is not covered by an FAQ, you can contact the JTM-PSLF team in CINEA:

CINEA-JTM-PSLF@ec.europa.eu



### Applicant's checklist (1/2)

Proposals must be submitted before the call deadlines:

#### In 2023: 19 April & 20 September 2023, 17:00 CET

- Complete your application sufficiently in advance to avoid any last minute technical problems. Don't leave submission for the last day!
- Proposals must be submitted electronically via the Funding & Tender
   Opportunities Portal Electronic Submission system.
  - Paper or e-mail submissions are NOT possible.
- All beneficiaries, affiliated entities and associated partners must be registered in the Participant Register before submitting the application.



### Applicant's checklist (2/2)

- Make sure that you use the application forms and templates provided on the Submission System:
  - The use of those forms is mandatory
- Before submitting the application, make sure to complete:
  - Part A
  - Part B: application form and annexes (to upload)
  - Part C: KPIs



#### Timetable and deadlines

Timetable and deadlines (indicative)				
Call opening	19 July 2022			
Next deadline for submission	19 April 2023 (17:00 CET)			
Evaluation	April – July 2023			
EIB assessment	Within 18 months from deadline			
Signature of first Grant Agreements	Within 20 months from deadline			



# How to fill in the Simplified Business Plan and Financial Information File?

Gauthier Clar, Senior Financial Engineering Manager, CINEA



### Simplified Business Plan and Calculator: What for?

Simplified Business Plan (Word) and Financial Information File (or "Calculator" in excel) will feed into the review by Evaluators to:

- Confirm the Eligibility condition with regard to the Insufficiency of Revenues,
- Assess the Award Criteria:
  - Significance of the Grant
  - Quality (including readiness) of Projects
- "One size fits all" approach: All sectors, Stand-Alone project and Projects covered by framework loans

### Financial Information File "Calculator" (1/2)

**Notice**: How to fill the input sheet and main conceptual option retained

**Budget Table Calculator**: to use to calculate Grant requested

Input Sheet: Up to 10, similar input sheet.

- Group projects by Sectors, Objectives, or business model.
- Investment Cost, Operating Expenses, and Revenues



### Financial Information File "Calculator" (2/2)

#### **Financial Analysis:**

- Purpose is to calculate the Financial NPV, as a proxy to verify the insufficiency of revenues
- Calculation is done on a consolidated basis, for all input sheet, at the year of application
- In case of very different projects, evaluators may review FNPV on a discreet basis

Use Comment Box(es) to explain and free tab (for other calculation sheet for reference)



### Simplified Business Plan (1/2)

Purpose: information to complement calculator, adding value and credibility, ensuring consistency.

#### **Foreword:**

- Consolidated approach: If projects or sets of project submitted are not homogenous, duplicate the table
- Applicants may not be capable of addressing all boxes: complement the "NA" with explanation.



### Simplified Business Plan (2/2)

#### 6 Sections:

- Demand Analysis: analysis of needs, users, competition and applicant's supply versus demand
- Investment costs, operating expenses, revenues: details evaluation methods, breakdown by stakeholders
- Sensitivity Analysis
- Significance of the Grant component:
  - 1. Description of financial constraints that hamper, in the absence of the grant, the project or access to third party financing: be specific and document the position;
  - 2. Debt financing: explain the way your organization typically finances its (other projects) and if access to debt funding for the project submitted requires additional support in the form of your guarantee.



## **Questions and Answers**

Slido #JTMPSLF2023





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#### Useful information

#### For general information

- Regulation 2021/1229
- Just Transition Platform
- CINEA website
- Info Day 14/09/2022

#### **EIB**

- Regional development & cohesion (eib.org)
- EIB helpdesk

#### **Advisory support**

InvestEU Advisory Hub

#### For non-IT related questions

- <u>CINEA-JTM-PSLF@ec.europa.eu</u>
- Call FAQ

#### For IT-related information

- Funding & Tender Opportunities Portal
- Online Manual (step-by-step online guidance)
- <u>IT-How-to</u> (IT guidance with screenshots)
- IT helpdesk and FAQ (for questions on the submission)
- <u>EC-FUNDING-TENDER-SERVICE-DESK@ec.europa.eu</u> (service desk)



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# Thank you



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