AN OVERVIEW OF THE MAIN EU FUNDING PROGRAMMES

Financing Innovation

Eindhoven | 24th May 2016 | Djilali KOHLI

EIP ON SMART CITIES AND COMMUNITIES
SUSTAINABLE DISTRICTS AND BUILT ENVIRONMENT ACTION CLUSTER:
POSITIVE ENERGY BLOCKS
In a world where permanent evolution is key to success, we enlighten and partner our clients in making their most critical business decisions.

Tier one clients
leaders in their industry

2,500 professionals
across 4 continents

Among the leading independent consultancies in Europe
n°1 in France
CORPORATE OVERVIEW

We serve clients from the Public and Private sectors

### Retail, CPG & Luxury
- L'Oréal
- LOreal Paris
- LVMH
- L’Occitane
- fnac
- Firmenich
- bel
- Danone
- Carrefour
- Delhaize Group

### Telecoms, Media & Entertainment
- CANAL+
- Inwi
- orange
- RTL Group
- Lagardère
- Les Echos
- Wolters Kluwer
- Vivendi

### Health Care & Life Science
- Assistance Publique hôpitaux de Paris
- Sanofi
- EFS
- ARS
- SOLVAY
- Novartis
- Biogaran
- Malakoff Médéric

### Energy & Utilities
- Total
- Veolia
- EDF
- Engie
- Enovos

### Manufacturing & Transportation
- Somfy
- DCNS
- Autodistribution
- Safran
- Renault
- Nissan
- Alstom
- Keolis
- SNCF

### Financial Services
- BNP Paribas
- Credit Suisse
- CA
- BPCE
- Bank of America
- Fannie Mae
- Ing
- Generali
- AXA

### Public Sector
- Cabinet du Premier Ministre, Ministère des Finances, Intérieur, Justice, Travail, Affaires Sociales & Santé, Enseignement Supérieur & Formation

### Construction & Real Estate
- Foncière Logement
- Klépierre
- Groupe SNI
- Bouygues
- Poste Immobilier
- Domaxis
Our consulting services for the identification, capture and management of regional, national and EU grants.

**Detection of funding opportunities**
- Inventory and feasibility study with SWOT analysis (projects vs. funding programmes).
- Screening of relevant funding programmes at regional, national and European levels.

**Partner search services**
- Research of the key parts of the project value chain.
- Research of partners that will strengthen your project.

**Experiences and successes**
- More than 15 years of experience in the R&D and Innovation public financing activity.
- Our success rate is around 90% for the LIFE programme, 60% for H2020 and 80% for the French scheme « Investissements d’Avenir ».

**Project setup**
- Definition of objectives that are consistent with the work programme targeted.
- Project innovations, impacts and sound implementation duly highlighted.
- Coordination and review of partners contributions (administrative, technical and financial data). Co-writing of non-technical parts.

**Administrative and financial project management**
- Definition of objectives that are consistent with the work programme targeted.
- Project innovations, impacts and sound implementation duly highlighted.
- Coordination and review of partners contributions (administrative, technical and financial data). Co-writing of non-technical parts.

**Training**
- Tailormade training
  - How to present successful EU application?
  - Financial management and Auditing of EU projects?

**Expertise**
- A multidisciplinary team (scientific, legal and financial).
- A network of experts and public/private contacts for your consortium.

**Assets**
- A geographic positioning at the heart of institutions: we have offices in Brussels, Luxembourg, Paris, London, etc...
- Language skills for a broad international coverage.
Overview of the main EU funding programmes
Overview of the main EU funding programmes

- European Structural and Investment Facility (ESIF) €382 B
- Horizon 2020 €74.8 B
- Connecting Europe Facility €21.9 B
- LIFE Environment and Climate action €3.5 B
Main rules of EU grants

- **Serve as Complementary Financing**, the EU does not finance projects up to 100%.

- Are meant to help projects break even financially; **they cannot result in a profit** for the grant beneficiary.

- Cannot be awarded retroactively for projects already completed.

- Are awarded on a **one-grant-per-project** basis.

- No double EU funding for the same activities but possible to combine direct and indirect EU funding programmes to finance your overall project (cf. the following slide).
Combining direct and Indirect EU funding programmes

"Up-stream"

Indirect EU funding: ESIF

Direct EU funding: Horizon 2020, LIFE...

"Down-stream"

Indirect EU funding: ESIF

"Staircase to Excellence" "Research Excellence" "Innovation Excellence"

National/Regional R&I systems

Capacity Building Research & Development Innovation Market
**ESIF: European Regional and Development Fund (ERDF)**

| Managing structure and Coordination | Regional managing authorities  
<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>- Regional managing authorities</td>
<td>- DG REGIO</td>
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</table>

**Beneficiaries**
- Local, regional and national authorities  
- Social, cultural and educational institutions  
- NGOs  
- Companies, SMEs and associations

**Participating countries**
EU- 28

**Focus areas (depending on the Operational Programmes)**
- RES, smart distributions systems and EE infrastructure  
- Research, Innovation and ICT  
- Competitiveness of SMEs  
- Low carbon economy  
- Climate change adaptation and risk management  
- Environmental protection and resource efficiency  
- Sustainable transport

**Type of funding**
- Grants (co-financing)  
- Financial instruments: guarantees, loans, (quasi-) equity participation and other risk-bearing mechanisms, possibly with technical assistance support.  
- European Territorial Cooperation Programmes
ESIF: European Social Fund (ESF)

| Managing structure and Coordination | - Regional managing authorities  
|                                 | - DG REGIO  
|                                 | - DG EMPL |
| BENEFICIARIES | Local, regional and national authorities  
|                             | - Workers and employers org.  
|                             | - NGOs  
|                             | - Companies |
| Participating countries | EU-28 |
| Focus areas (depending on the Operational Programmes) | - Sustainability, quality and mobility of labour  
|                                  | - Social inclusion, combating poverty and discrimination  
|                                  | - Education  
|                                  | - Institutional capacity |
| Type of funding | - Grants  
|                           | - Financial instruments: guarantees, loans, (quasi-) equity participation and other risk-bearing mechanisms, possibly with technical assistance support  
|                           | - Indirect funding (e.g. loans, risk capital and seed funding) |

But also ... European Agricultural Fund for Rural Development (EAFRD) and European Maritime and Fisheries Fund (EMFF)
**ESIF: ERDF – Cross-border cooperation**

<table>
<thead>
<tr>
<th>Managing structure and Coordination</th>
<th>Managing Authority or a European Grouping of Territorial Coordination (EGTC)  - DG REGIO</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beneficiaries</td>
<td>Municipal institutions and administrative bodies, Social, cultural and educational institutions, NGOs, Companies, SMEs, research centres, Higher Education institutions and associations</td>
</tr>
<tr>
<td>Participating countries</td>
<td>EU- 28</td>
</tr>
<tr>
<td>Number and geographical distribution of beneficiaries</td>
<td>Neighbouring land and maritime border regions on NUTS-3 in two or more Member States or between neighbouring border regions in at least one Member State and one third country (separated by 150 km max.)</td>
</tr>
<tr>
<td>Focus areas</td>
<td>Research &amp; innovation, ICT, Competitiveness of SMEs, Low carbon economy, Climate change adaptation and risk management, Environmental protection, Resource efficiency and transport, Institutional capacity of public authorities and quality employment</td>
</tr>
<tr>
<td>Specific types of projects</td>
<td>Promotion of sustainable employment, efficient use of natural resources, circular economy, innovation (ICT and social), infrastructure, urban-rural links, labour mobility, joint training, entrepreneurship, social inclusion, community, culture, fight against poverty and discrimination</td>
</tr>
<tr>
<td>Average project size and period</td>
<td>Depends on the cross-border cooperation of your region.</td>
</tr>
<tr>
<td>Co-funding rate</td>
<td>Programme-specific (between 50% and 85%)</td>
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<tr>
<td>Type of Funding</td>
<td>Grants (co-financing)</td>
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</table>
## ESIF: ERDF – Transnational cooperation

| Managing structure and Coordination | Managing Authority or a European Grouping of Territorial Coordination (EGTC)  
| - DG REGIO |
|---|---|
| **Beneficiaries** | Municipal institutions and administrative bodies  
- Social, cultural and educational institutions  
- NGOs  
- Companies, SMEs and associations |
| **Participating countries** | EU-28 |
| **Number and geographical distribution of beneficiaries** | NUTS-3 regions and takes (account of macro-regional and sea-basin strategies where appropriate) from at least two participating countries, at least one a Member State. |
| **Focus areas** |  |
| **Specific types of projects** | Efficient public administration by developing and coordinating macro-regional sea basin strategies  
- Flood management, transport, communication, international business and urban development |
| **Average project size and period** | Depends on the cross-border cooperation of your region. |
| **Co-funding rate** | Programme-specific (between 50% and 85%) |
| **Type of Funding** | Grants (co-financing) |
| Managing structure and Coordination | - Conseil Regional Haut de France  
- Interreg Europe Joint Secretariat  
- DG REGIO |
|-----------------------------------|---------------------------------------------------------------|
| Beneficiaries                     | - Municipal institutions and administrative bodies  
- Social, cultural and educational institutions  
- NGOs - Companies, SMEs and associations |
| Participating countries            | EU-28, NO and CH |
| Number and geographical distribution of beneficiaries | At least three countries, at least two of which Member States. |
| Focus areas                       | - Research & innovation, ICT  
- Competiveness of SMEs  
- Low carbon economy  
- Climate change adaptation and risk management  
- Environmental protection and resource efficiency  
- Transport |
| Specific types of projects         | - Dissemination of good practices and expertise in sustainable urban development, incl. urban-rural linkages  
- Reinforcements of the European Territorial Cooperation Programme and the effectiveness of the cohesion policy |
| Average project size and period    | Depends on the cross-border cooperation of your region. |
| Co-funding rate                   | 85% for all the priority topics  
74.52% for the ‘technical assistance’ axis |
| Type of Funding                   | Grants (co-financing) |
### Managing structure and Coordination

<table>
<thead>
<tr>
<th>Relevant Calls for Proposals for local authorities</th>
<th>EE01, EE02, EE06, EE07, EE09, EE11, EE12, EE13, EE18, EE23, EE24, EE25</th>
</tr>
</thead>
<tbody>
<tr>
<td>Types of projects</td>
<td>Innovation action: EE01, EE07, EE09, EE12, Coordination &amp; Support actions: EE02, EE06, EE11, EE13, EE18, EE23, EE24, EE25</td>
</tr>
<tr>
<td>Participating countries</td>
<td>EU-28 and its Overseas Countries and Territories Associated countries and Other non-EU countries</td>
</tr>
<tr>
<td>Number and Geographical Distribution of Beneficiaries</td>
<td>Innovation action: EE01, EE07, EE09, EE12 - At least three legal entities, each located in a different country Coordination &amp; Support actions: EE02, EE06, EE11, EE13, EE18, EE23, EE24, EE25 - At least one legal entity</td>
</tr>
<tr>
<td>Focus areas</td>
<td>Waste heat recovery from urban facilities...(EE01)- Improving performance of inefficient district heating (EE02) - Engaging consumers towards sustainable energy (EE06, EE09) – Behavioural changes toward EE through ICT...(EE07), Buildings (EE10, EE11, EE13) - Industry, services and products (EE15, EE16, EE18) - Innovative financing for energy efficiency investments...services (EE23, EE24, EE25)</td>
</tr>
<tr>
<td>Recommended project size</td>
<td>EE02, EE06, EE09, EE11, EE13, EE18, EE19, EE25: €1-2 million EE01, EE12: €3-4 million EE23: €0,5-1,5 million EE24: €1-1,5 million</td>
</tr>
<tr>
<td>Co-funding rate</td>
<td>Research &amp; Innovation actions: 100% Innovation actions: 70% (except for non-profit legal entities, where a rate of 100% applies) Coordination &amp; Support actions: 100% in most cases (EE19 has a 35% co-funding rate)</td>
</tr>
<tr>
<td>Type of Funding</td>
<td>Grants (co-financing)</td>
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</tbody>
</table>
Horizon 2020 - Secure, Clean and Efficient Energy - Competitive Low-Carbon Energy - 2016-2017

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<thead>
<tr>
<th>Managing structure and Coordination</th>
<th>DG RESEARCH DG ENER</th>
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<tr>
<td>Calls for Proposals for local authorities</td>
<td>LCE21: deadline 5 January 2017</td>
</tr>
<tr>
<td>Types of projects</td>
<td>Coordination &amp; Support Action</td>
</tr>
<tr>
<td>Participating countries</td>
<td>EU-28 and its Overseas Countries and Territories Associated countries Other non-EU countries</td>
</tr>
<tr>
<td>Number and Geographical Distribution of Beneficiaries</td>
<td>At least one legal entity established in an EU Member State or Horizon 2020 associated country</td>
</tr>
<tr>
<td>Focus areas</td>
<td>Market uptake of renewable energy technologies (LCE21)</td>
</tr>
<tr>
<td>Recommended project size</td>
<td>€ 1-3 million</td>
</tr>
<tr>
<td>Co-funding rate</td>
<td>Coordination &amp; Support actions: 100%</td>
</tr>
<tr>
<td>Type of Funding</td>
<td>Grants (co-financing)</td>
</tr>
</tbody>
</table>
### Horizon 2020 - Smart Green and Integrated Transport
- Mobility for Growth - 2016-2017

| Managing structure and Coordination | DG RESEARCH
|-------------------------------------|----------------
| Calls for Proposals for local authorities | DG MOVE
| Types of projects | MG4.1, MG4.2, MG4.3, MG5.2, MG7.2, MG8.4,
| Participating countries | Research & Innovation actions: MG5.2, MG7.2, MG8.4
| Number and Geographical Distribution of Beneficiaries | Coordination & support actions: MG4.3
| Focus areas | Innovation action: MG4.1, MG 4.2,
| | EU-28 and its Overseas Countries and Territories
| MG4.1, MG4.2, MG5.2, MG8.4, MG7.2: At least three legal entities, each located in a different country
| MG4.3: At least 1 legal entity from different countries
| MG4.1, MG4.2, MG5.2, MG8.4, MG7.2: Urban mobility (MG4.1, MG4.2) and Urban Nodes in TEN-T (MG4.3) - Logistics (MG5.2) - Transport infrastructure (MG7.2) - Public transportation in prioritised areas (MG8.4)
| MG4.1: €2-5 million / MG4.2: €4-5 million / MG4.3: €1-2 million / MG5.2: €3-5 million / MG7.2: €2-6 million / MG8.4: €1-3 million
| Research & Innovation actions: 100% Innovation actions: 70% (except for non-profit legal entities, where a rate of 100% applies) Coordination & Support actions: 100%
| Grants (co-financing)
# Horizon 2020 - Cross-Cutting Activities - Smart and Sustainable cities 2016-2017

| Managing structure and Coordination | DG RESEARCH
DG ENER |
|-------------------------------------|----------------|
| Calls for Proposals for local authorities | SCC1 - **Deadline:** 14 February 2017  
SCC2 - **Deadline:** 07 March 2017 and **2nd stage Deadline:** 05 September 2017 |
| Types of projects | SCC1, SCC2: Innovation Actions |
| Participating countries | EU-28 and its Overseas Countries and Territories |
| Number and Geographical Distribution of Beneficiaries | At least three independent legal entities, each located in a different country |
| Focus areas | - Smart cities and communities (SCC1)  
- Sustainable cities through nature-based solutions (SCC2, SCC3) |
| Recommended project size | SC1: €12-18 million  
SC2: €10 million minimum |
| Co-funding rate | Innovation actions: 70% (except for non-profit legal entities, where a rate of 100% applies) |
| Type of Funding | Grants (co-financing) |
# Connecting Europe Facility Grants

| Managing structure and Coordination | - DG MOVE  
- DG ENER  
- DG CONECT |
|---|---|
| Beneficiaries | - Public authorities  
- Companies and SME  
- Private non-commercial organisations, NGOs |
| Participating countries | EU-28 |
| Co-funding rates to vary depending on sectors, with flexibility to maximise leverage and accelerate implementation |  
**Energy:**  
Up to 50% for studies & works  
Up to 80% exceptionally e.g. for Europe-wide or regional security of supply and solidarity  
**Transport:**  
Up to 50% for studies  
Up to 20% for works for rail and IWW, with 30% for bottlenecks and 40% for cross-border  
Up to 20% for inland transport connections to ports and airports, traffic management systems, freight transport services, reduction of rail noise, MoS, multi-modal platforms, secure parking for core network roads  
**ICT:**  
Up to 50% for studies & works  
Up to 75% for generic services  
Core (European) platforms to be funded by procurement (grants allowed in exceptional cases) |
| Type of funding | Grants |
**LIFE Environment and Climate Action**

| Managing structure and Coordination | - EASME, EIB & National contact points  
- DG ENV, DG CLIMA |
|-------------------------------------|-------------------------------------------------------------------|
| **Beneficiaries**                   | - Public authorities  
- Companies and SME  
- Private non-commercial organisations, NGOs |
| **Participating countries**         | EU-28 |
| **Focus areas**                     | - Environment & Resource Efficiency (deadline September 2017)  
- Nature & Biodiversity  
- Environmental Governance & Information  
- Climate Change Mitigation (deadline September 2017)  
- Climate Change Adaptation  
- Climate Change Governance & Information |
| **Average project size**            | Traditional projects: EU contribution: €500,000-€1.5 million; Beneficiaries: 1-5  
Integrated projects: EU contribution: €8 million - €15 million; Beneficiaries: 2-10 |
| **Co-funding rate**                 | 2014-2017: 60%  
2017-2020: 55%  
Capacity building projects 2014-2020: 100% |
| **Project period average**          | Traditional projects: 1-5 years  
Integrated projects: 6 years or more |
| **Types of projects**               | Demonstration and pilot - Best practice - Information, awareness and dissemination - Technical assistance - Capacity building - Preparatory projects |
| **Type of funding**                 | Grants |
7 key factors of success

- PREPARE
- ANTICIPATE
- BIG PICTURE
- Impacts
- INNOVATION
- VALUE CHAIN
- EXTERNAL SUPPORT
- ...
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