



Community of Practice Investors'deck Questions and Answer

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1. Management Questions

[Q: Where can we find this Excel with the model? Is this presentation recorded?](#)

The downloadable version of the Investors' deck is available on your [FMP](#) account in the section with documents. Once filled and completed you have the chance to upload it on the monitoring page.

[Q: Please, tell us if those tools will be implemented for the monitoring of our investment plans this year.](#)

These tools (both the Excel Based analysis tool and the Investors' deck) are NOT mandatory for the beneficiaries of the first 4 calls.

However, they will help us monitor your ICs, while providing a more accurate financial perspective on your projects. Moreover, with them, you will be able to have a more confident approach to meeting the different investors that you consider appropriate for the financing of your projects.

2. Technical Questions

2.1 Received in the Q&A window during the event

[Q: Aren't there social impact indicators other than job creation that are relevant for potential investors?](#)

[A:](#) As a numerical result we did not include more KPIs that measure social impact. However, in the project description, you can indicate proposals related to gender balance in your hiring, as well as the predisposition that your projects can be executed by groups in vulnerable situations, regardless of their condition. These last two considerations may satisfy the needs of a potential investor or public authority.

[Q: What do you mean for subsidies Vs public funding \(the difference between the two\)?](#)

[A:](#) We wanted to conceptually differentiate the input related to public resources. “Public Funding” contributes to covering the costs of project implementation, and the “Subsidy” seeks to meet a specific need at a given moment in time in an extraordinary way. For example, the €60,000 grant for the Investment Concept would be included in "Subsidies", and an amount of 3 million Euros for the execution of the project would be included in Public Funding.

[Q: In our region, the problem is not unemployment, but low profitability, low wages and the fact that the majority of jobs do not require a higher level of knowledge. With energy developments, we could provide higher level jobs and a better income level. Can we refer to this?](#)

[A:](#) Absolutely. You may refer to anything that you feel is advantageous, specific, and unique to your region. Remember, the template that we have provided is a general master template designed and made taking into account the broad user audience that the EUCF encompasses. Therefore, you are more than free to highlight and differentiate your projects and yourselves as much as possible. The idea is to build your case to your potential investor (whether that investor is from the private sector or the public administration). As pointed out in our introductory presentation "The importance of giving the right information to your investor", it is important to be transparent and concise. Build your investment case. Demonstrate your problem and your solution which are two factors that will always be unique to each situation and to each project.

[Q: Will the environmental and ESG impact be presented per year or total for the expected lifetime of the project?](#)

[A:](#) The values are referred to project lifetime due to the calculations taking into account the total investment amount in euros of the project.

There is an exception in Renewable energy production infrastructure where the total solar hours are taken into account instead of the total investment.

Q: How does the Investor's deck take into account public procurement rules? For example, in many cases it is the ESCO which will need to find private investors and the public authority cannot intervene to ensure fair competition between all tenderers.

A: Regardless of public procurement rules or not, you will have to present your investment case. The template provided along with the model are tools that are designed and made to help and support you, the user, to build a strong investment case. It is imperative that you highlight all the features as well as all the inputs and outputs of the financial model as this will help you give the right information to the potential investor or bidder (in the case of public procurement). Note that it is highly probable that in the case of public procurement rules, you will have to provide additional documentation and information in order to fully comply with local regulations. As you may understand, public procurement regulations may differ depending on the country, region, and most especially different local and national regulations.

In addition, you can explain it in sections *Funding Structure - 2. SOURCES OF FUNDING* and *Regulatory Framework - 2. Governance*.