**NON-PAPER ON DRAFT INVESTMENT GUIDELINES**

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# SCOPE

These investment guidelines lay down the requirements for eligible financial products and financing and investment operations under the policy windows of the InvestEU Fund in accordance with Article 7(6) of the Regulation [*insert code*] of the European Parliament and of the Council of [*insert date*] establishing the InvestEU Programme (hereinafter referred to as “the InvestEU Regulation”):

* The financial products referred to in point (3) of Article 2 of the InvestEU Regulation and financing and investment operations referred to in point (4) of Article 2 of the InvestEU Regulation shall comply with the requirements laid down in the InvestEU Regulation and in these investment guidelines;
* The Investment Committee when deciding in accordance with Article 19 of the InvestEU Regulation shall verify compliance with these investment guidelines.

These investment guidelines apply to both the EU and Member State compartments[[1]](#footnote-2), unless otherwise specified in these guidelines. The defined terms used in these investment guidelines bear the same meaning as in the InvestEU Regulation.

# HORIZONTAL PROVISIONS

## Contribution to Union policy objectives and EU added value

Financing and investment operations supported under the InvestEU Fund shall focus on investments that provide EU added value. The nature of the EU added value can vary for financing and investment operations under specific financial products as defined under each policy window in section 3 of these investment guidelines. The EU added-value of financing and investment operations under financial products can also result from risk diversification at financial product level across various sectors or geographies.

Financing and investment operations may complement grant financing and other support in particular through blending operations and combinations, to achieve Union policy objectives in the policy areas of the InvestEU support as set out in Article 3 of the InvestEU Regulation and in Annex II of the InvestEU Regulation in relation to the sectors therein. InvestEU may in particular complement relevant policy objectives of Horizon Europe, the Connecting Europe Facility, the Digital Europe Programme, the Single Market Programme, the European Space Programme, the European Regional Development Fund (ERDF), the Cohesion Fund, the European Social Fund+ (ESF+), the European Agriculture Fund for Rural Development (EAFRD), the Creative Europe Programme, the Asylum and Migration Fund, the European Maritime and Fisheries Fund (EMFF), the Programme for Environment & Climate Action, the ETS Innovation Fund, and the European Defence Fund.

## Market failures, sub-optimal investment situations and additionality

In accordance with Article 209 (2)(a) and (b) of the Financial Regulation the EU guarantee shall address market failures or sub-optimal investment situations and achieve additionality, as laid down in point A of Annex V to the InvestEU Regulation[[2]](#footnote-3).

## Certain common requirements for the financing and investment operations

### Implementing partners, financial intermediaries and final recipients

Implementing partners are eligible counterparts in accordance with Article 2(7) of the InvestEU Regulation.

Implementing partners can provide financing directly to final recipients or indirectly through financial intermediaries.

Direct operations concern direct financing by implementing partners to final recipients**[[3]](#footnote-4)**.

For indirect operations, the implementing partners may conclude agreements with financial intermediaries in accordance with Article 208(4) of the Financial Regulation. In the case of intermediated financing, pursuant to Article 208(4) of the Financial Regulation these financial intermediaries must be selected by the implementing partners following procedures equivalent to those applied by the Commission. Such procedures shall respect the principles of open, transparent, proportionate and non-discriminatory procedures, and shall avoid conflict of interests; they could for example take the form of a call for expression of interest. Indirect operations may also consist of providing financing through investment platforms as defined in point 10b of Article 2 of the InvestEU Regulation.

In accordance with Articles 209(2)(a) and 219(3) of the Financial Regulation, financing and investment operations shall provide support only to final recipients that are deemed economically viable according to internationally accepted standards at the time of the Union financial support.

The eligible final recipients shall be natural or legal persons including:

* private entities such as special-purpose vehicles or project companies, large corporates, midcap companies, including small midcap companies, and SMEs[[4]](#footnote-5);
* public sector entities (territorial or not, but excluding financing and investment operations with entities[[5]](#footnote-6) giving rise to direct Member State risk) and public-sector type entities;
* mixed entities, such as public–private partnership (PPPs) and private companies with a public purpose; or
* non-for-profit organisations.

Implementing partners must not be in one of the situations referred to in Article 136(1) or Article 136(4)(a) or (b) of the Financial Regulation and with regard to financial intermediaries and final recipients the application of this Article shall be as specified in the guarantee agreements. For financing and investment operations benefiting final recipients that are large corporates, public sector and public-sector type entities which generally benefit from easier access to capital markets or bank financing or display lower levels of risk, the implementing partner shall demonstrate high policy value added. Based on the information received from the implementing partner, the Investment Committee shall verify that InvestEU support for the financing or investment operation submitted by an implementing partner or a combination of such operations submitted by more than one implementing partner:

* For direct operations, shall not exceed 50% of the total project cost,
* For indirect equity operations, shall not exceed 50% of the fund size,
* For indirect debt operations, at least 20% of the exposure shall be retained by the financial intermediary.

unless otherwise specified in these investment guidelines under the relevant policy window.

For indirect equity operations, to allow compliance with the requirement of the second bullet above, financial intermediaries shall be required to inform the implementing partner about their intention to seek investment from another implementing partner benefitting from EU guarantee.

Final recipients shall be contractually required by the implementing partner itself (or through the financial intermediary, as applicable) to declare that the combination of support from the InvestEU Fund and from other Union programmes does not exceed the total project cost and that InvestEU supported financing is not used to pre-finance a grant from Union programmes or that a grant from Union programme will not be used to reimburse InvestEU support.

For indirect operations, the implementing partner shall contractually require that a financial intermediary cannot include the same transaction with final recipients or other intermediaries in more than one portfolio supported by InvestEU.

Implementing partners shall ensure the visibility of the InvestEU support in accordance with Article 27 of the InvestEU Regulation as further specified in the guarantee agreements taking into account the nature of the financial product and final recipients.

### Types of financial products and requirements for ensuring common interest with implementing partners and financial intermediaries

#### Prioritisation of policy objectives

The prioritisation on the policy objectives under each financial product shall be measured by key performance indicators that demonstrate the achievement of policy priorities. In addition, one or more of the following means shall be used:

* target amounts for financing granted to certain policy priorities,
* specific dedicated criteria to target relevant final recipients,
* different coverage by the EU guarantee of risks for specific policy priorities,
* concentration limits per sector/geography,
* duly justified performance-based mechanism to reflect the delivery of specific policy priorities,
* definition of milestones and targets linked to the allocation of additional EU guarantee tranches to new or existing financial products of an implementing partner, or
* any other appropriate means.

The prioritisation and applicable means shall be specified in the guarantee agreement.

Furthermore, a close dialogue shall be established between the Commission and each implementing partner to provide policy steer and review the pipeline of operations foreseen under the Invest EU Fund.

To ensure flexibility and responsiveness to potential changing market and policy needs as required under each policy window, the Commission and the relevant InvestEU governance bodies may prioritise the eligible areas for financing set out in Annex II based by the means described in this section. The Commission may in particular but not exclusively:

* periodically review the project pipeline provided by implementing partners together with them, in particular with respect to the projected amount of financing under the relevant policy areas and geographical coverage of operations;
* give guidance on the interpretation of eligibility criteria and prioritisation means referred to in these guidelines;
* regularly review the performance and scope of the relevant financial products in order to optimise the achievement of the policy priorities referred to in these guidelines.

Within the above framework, indicative targets focusing on specific policy objectives may be defined under general financial products.

#### Financial products

Financial products may take the form of general financial products, thematic financial products, and joint general or thematic financial products.

**General financial products** shall support one or more policy areas covered under each policy window as further defined in section 4 of these investment guidelines.

In duly justified cases, depending on the risk profile of the financing and investment operations targeting specific policy objectives, **thematic financial products** can be created under policy windows.

A thematic financial product shall focus on a clearly defined, higher EU added value policy area where the market failure or sub-optimal investment situation cannot be addressed by general financial products because it significantly departs from the terms and conditions of these available general financial products. This may in particular be due to the high risk profile of the financing and investment operations which require high EU guarantee coverage and asymmetric, limited or no risk sharing with the implementing partner. In any case, the financial contribution of the implementing partner shall respect Article 10(1c) or (1d) of the InvestEU Regulation on a portfolio basis.

A thematic financial product shall be based on a market failure or sub-optimal investment situation assessment proportional to the features of the proposed thematic financial product, to the extent it was not already covered by existing assessments and studies.

A **joint general or thematic financial product** may be developed to address policy objectives falling under more than one policy window in a more efficient manner. Such products shall combine resources from two or more windows.

#### Use of the EU Guarantee

The **EU** **guarantee** may be used to cover different tranches of risk of financing or investment operations under different financial products or portfolios of financing and investment operations under financial products. The risk of the EU guarantee may be *pari passu* with the risk taken by the implementing partner or can cover a junior tranche (e.g. a First Loss Piece - FLP) or a mezzanine tranche. For guarantee agreements covering more than one policy window, the losses occurring under financial products can be mutualised within one or among more policy windows, taking into account the available EU guarantee as defined in the guarantee agreements.

As a principle, for portfolios supporting debt-type operations under financial products, when the EU guarantee covers an FLP, the implementing partner shall contribute at least 5 % to the FLP, unless otherwise specified in these investment guidelines under the relevant policy window section. The implementing partner’s participation to the FLP counts towards the financial contribution of the implementing partner as defined in Article 2(1c) of the InvestEU Regulation. Risk sharing in other forms, such as the implementing partner’s participation to a mezzanine tranche, may count towards the financial contribution of the implementing partner, subject to conditions and calculation methodology defined in the guarantee agreements.

As a principle, for portfolios supporting equity-type operations, implementing partners have to invest on a *pari passu* basis into each financing or investment operation at their own risk for a share that ensures sufficient alignment of interests, as defined *ex ante* under each financial product. The part of financing covered by the EU guarantee shall represent up to 70% of the overall financing provided by the implementing partner in aggregate under the different financial products and own risk financing shall represent at least 5% of the overall financing provided by the implementing partner under any financial product, unless otherwise specified in these investment guidelines under the relevant policy window. In duly justified cases, risk sharing arrangements between implementing partners and the Commission may be on a non *pari passu* basis. For example, a subordinated use of the EU guarantee may be needed/allowed for public goods with systemic market failures or for the failure to price appropriately externalities, such as first-of-a-kind operations or new market creation. Only in exceptional cases, where there is a high concentration of risk without possibility to diversify, the EU guarantee may cover up to 100% of the contribution to the FLP. In all cases, the revenue sharing between the implementing partner and the Commission shall be commensurate to their risk exposure, unless otherwise specified in these investment guidelines with regard to thematic financial products.

The lifetime and modalities for terminating a financial product shall be defined in the guarantee agreement. Where appropriate, a possibility may be foreseen under a financial product to exit investments or dispose of exposures before the end of the lifetime of the underlying investments if the achievement of policy objectives can be ensured, while observing the Union’s and the implementing partner’s financial interests.

### Excluded activities

The InvestEU Fund shall not support activities referred to in point B of Annex V to the InvestEU Regulation.

### State aid considerations

Member State resources involved in financing and investment operations supported under the InvestEU Fund under EU and Member State compartments may in certain instances qualify as State aid in the meaning of Article 107(1) TFEU. They are exempted from the notification requirement for State aid measures laid down in Article 108(3) TFEU if they meet the requirements, which are laid down in the InvestEU specific section of the General Block Exemption Regulations (Commission Regulation) or in another block exemption regulation.

## Risk assessment

For all direct debt-type operations, the implementing partners shall carry out their standard risk assessment, involving the computation of the probability of default and the expected recovery rate and the classification according to the grading system of the implementing partner, and report accordingly to the Commission. Such computation shall be performed without taking into account the EU guarantee and the financial contribution from the implementing partner to reflect the overall risk of the operation, while taking into account that some operations may fall outside the scope of regular risk metrics. In such cases, adequate risk assessment shall be developed by the implementing partner in cooperation with the Commission so as to ensure an adequate risk reporting. Information on the expected risk profile of debt-type operations shall also be submitted to the Investment Committee as part of the application for InvestEU Fund support. A debt-type operation is an operation that has the risk characteristics of debt, which may include instruments in the legal form of debt (such as senior loans, subordinated loans, unsecured and secured loans, financial leases, mortgages, letters of credit, guarantee and securities issued on the capital markets such as bonds).

For equity-type operations, the EU guarantee may be used to support investments in individual entities or projects (equity-type investments) by the implementing partners or through investments into funds (including funds of funds, co-investment vehicles or other types of intermediaries) or other types of financing vehicles presenting equity-type portfolio risks (equity-type portfolio). An equity-type operation is an operation that has the risk characteristics of equity, which may include instruments in the legal form of equity (such as investments in common or preferred shares) and of quasi-equity or hybrid instruments (such as deeply subordinated loans with profit participations, mezzanine, venture loans, convertibles, warrants or other forms of equity kickers when exposing the holder to equity-type risk).

The determination whether an operation is classified as equity-type or debt-type, irrespective of its legal form and nomenclature, shall be based on the standard risk assessment of the implementing partner and shall be reported accordingly to the Commission.

For intermediated operations, the implementing partners may rely on the standard procedures of financial intermediaries with respect to the assessment of the risk of the final recipients. The outcome of analysis performed by the implementing partners, based on the input received from financial intermediaries at portfolio level, will be reported to the Commission to allow assessing the impact of such operations on the risk profile of the EU guarantee and the adequacy of the provisioning needs.

The EU guarantee shall be provided to implementing partners in EUR. However, financing to final recipients under investment and financing operations may be provided in any currency that has the status of legal tender in a Member State. Such financing may also contribute to the development of local capital markets. [In countries outside the Union, in addition to EUR and legal tender of Member States, financing may be provided in the legal tender of the country or any other tradable currency.]

Implementing partners and financial intermediaries shall strive to avoid exposing final recipients to foreign exchange risk. As a rule, financing may be provided to final recipients in other currencies than the legal tender of the state where the final recipient is established only when there is strong economic rationale for such a choice of currency or in EUR.

Relevant information on the risk assessment of a financing or investment operation shall be made available to the Investment Committee in line with Article 19(4) of the InvestEU Regulation and to the Commission for reporting purposes. The detailed requirements shall be laid down in the guarantee agreements, taking into account the interests of the EU as the guarantor and appropriate protection of the confidentiality of private and/or commercially sensitive information.

## Allocation principles per policy window

A financial product shall be established under the appropriate policy window in accordance with the following principles:

1. Financial products for support of financing and investment operations, which have as main objective the achievement of a positive social impact shall fall under the Social Investment and Skills window.
2. Financial products for support of portfolios consisting exclusively of SMEs and small midcaps on an intermediated basis in the form of debt or equity shall fall under the SME window, except for those referred to in point 1. For direct operations, financial products for support of portfolios consisting exclusively of SMEs and small midcaps as a general policy area as referred to in Article 7(1)(c) of the InvestEU Regulation shall be allocated to the SME window, while financial products targeting other specific policy areas shall be allocated to the window under which such area falls.
3. Financial products for support of research, innovation or digitisation activities shall fall under the Research, Innovation and Digitisation window, except for those referred to in points 1 and 2.
4. Financial products for support for infrastructure operations, related mobile assets, deployment of innovative technologies for which the risk is mainly on demand and sector specific market development shall fall under the Sustainable Infrastructure window, subject to points (a) and (b) below.
5. Financial products related to social infrastructure[[6]](#footnote-7) shall be allocated to the Social Investment and Skills window.
6. Financial products related to infrastructure that concern research and innovation activities for which the main risk lies in technology innovation shall be allocated to the Research, Innovation and Digitisation window. However, financial products related to projects pursuing relevant sustainable infrastructure policy objectives may also be implemented and developed by SMEs and small mid-caps under the Sustainable Infrastructure window as long as the portfolios do not fall under point 2.

Joint financial products may be established between two or more windows according to the relevant guarantee allocation mechanism as set out in the guarantee agreements. Such guarantee allocation mechanism may consist of a pro-rata sharing of each financing or investment operation defined *ex-ante* among the relevant policy windows or other mechanism.

Each individual financing or investment operation proposed by the implementing partner shall be allocated to the respective financial product to which they conform. In case of a financing or investment operation meeting the criteria of more than one established financial product, such operation shall be allocated to the financial product under which its main objective falls in accordance with Article 7(2) of the InvestEU Regulation.

The implementing partner in its submission of a specific financing or investment operation shall propose the relevant financial product under the policy window under which the financing or investment operation shall be allocated.

## Geographical and sectorial diversification

The volume of financing and investment operations covered by the EU guarantee in any [three] Member States shall not account for more than [45] % of the amount of the financing supported by the InvestEU Fund across all implementing partners, in aggregate at the end of the investment period (excluding financing and investment operations or the relevant parts of them covered under the Member State compartments).

In addition, best efforts shall be made to ensure that at the end of the investment period a wide range of eligible areas listed in Annex II will be covered. This will include in particular nascent or under-developed markets, and will take into account financial products implemented by the implementing partner. Any of the eligible areas for financing and investment operations set out in Annex II may be covered by a financial product.

Investment platforms may be established to promote geographical diversification combining efforts and expertise of implementing partners with National Promotional Banks and Institutions with limited experience in the use of financial instruments.

Under the Member State compartments, the geographical scope and specific ring-fencing will be included in the respective contribution agreements.

## Member State compartments in policy windows

Member State compartments shall be included under each policy window, if applicable, and shall constitute ring-fenced allocations from contributing Member States to ensure delivery of the policy objectives of the funds under shared management.

The financing and investment operations under the Member State compartments shall be delivered in accordance with the rules of InvestEU Fund and comply with these investment guidelines.

Each Member State compartment[[7]](#footnote-8) may provide support in the following scenarios in relation to financial products:

1. An existing financial product designed for the EU compartment may be implemented also under the Member State compartment. The contribution shall be ring-fenced for the originating Member State or region.
2. Tailor made financial products may be developed to address specific needs and specific final recipients of the originating Member State or region. Such financial product may be a new type of financial product or may significantly differ from an existing financial product developed for the EU compartment.
3. A financial product may combine support from the EU and Member State compartments in a complementary manner.

Two or more Member States may conclude a joint contribution agreement with the Commission in accordance with Article 9(2) of the InvestEU Regulation.

## Blending operations receiving support from the InvestEU Fund

Blending operations referred to in Article 6(2) of the InvestEU Regulation involve support from the InvestEU Fund.  A proposal for a financing or investment operation which constitutes part of such blending operation shall be submitted by the implementing partner for the approval of the Investment Committee.

The implementation of the blending operation shall take place under InvestEU rules.  The blended element provided by the sectorial programme[[8]](#footnote-9) can take the form of a grant or a financial instrument and shall comply with the eligibility rules of the sectorial programme.  The relevant work programme[[9]](#footnote-10) shall constitute the financing decision on the blended element of the sectorial programme and shall define its characteristics, the budgetary amount of the sectorial programme to be allocated to blending operations and list of entities involved in the blending operation. A decision on the blended element from a sectorial programme does not condition the decision of the Investment Committee on the EU guarantee under the InvestEU Regulation.

In the design and implementation of a blending operation special attention shall be paid to the efficiency and proportionality of the combined Union support. The guarantee agreement will define the financial product(s) under which blending operations can be submitted and the specific provisions applicable to blending operations. These may include indicative or mandatory ceilings of the respective tranches of Union support. Moreover, blending operations may be reviewed during the project pipeline discussions with the Commission. The scoreboard shall reflect whether a blending operation benefits from a grant component or financial instrument from other Union programmes.

# Promoting sustainable investments

InvestEU, as an important part of the Sustainable Europe Investment Plan, will help deliver on the European Green Deal and on the objectives of the Just Transition Initiative. It will also contribute to building up the social dimension of the Union.

The InvestEU contains specific legal requirements concerning the contribution to climate and environmental objectives, as well as to the sustainability of the financing and investment operations receiving the support of the EU guarantee. In the InvestEU context, sustainability refers to the impact on the three dimensions mentioned in the InvestEU Regulation: climate, environment and social.

The design of financial products under InvestEU shall take into consideration the contribution to the objectives of sustainability including through the scaling up of the green bond market; the deployment of innovative solutions in the areas of circular economy, bioeconomy, blue economy, food and climate change; protection of environment and bio-diversity; the transition and decarbonisation of energy intensive industries, including through investments in digital technologies; the need to address related negative impacts that may adversely affect in particular vulnerable citizens, including those in need of re-skilling and adaptation to new forms of work and regions lagging behind in terms of creation of sustainable industries and services; as well as the promotion of gender equality.

Dedicated advisory services may be provided to project promoters or implementing partners, especially for building the capacity of dealing with sustainability proofing requirements and building up a pipeline of projects addressing the above objectives.

## Climate and environment tracking and reporting

In line with Recital 9 of the InvestEU Regulation, the aggregate volume of financing and investment operations is expected to contribute at least [30%] of the overall financial envelope of the InvestEU Programme to climate objectives. In addition, a specific target of at least 55% of the aggregate volume of financing and investment operations on climate and environment related objectives under the Sustainable Infrastructure window is laid down in Article 7(5) of the InvestEU Regulation for the EU compartment.

[Treatment of amounts allocated by the Member States to the MS compartment is still under discussion.]

Implementing partners shall measure the contribution to climate and environment objectives of the financing and investment operations they submit to the Investment Committee in accordance with a methodology provided in the guidance on the EU climate and environment tracking system [*insert reference*]. Climate and environmental tracking under the InvestEU will build on a coherent system for collecting, marking and aggregating relevant information from all implementing partners, while ensuring compatibility with a broader climate tracking methodology applicable to all relevant programmes financed through the EU budget. This system will have to use in an appropriate way the criteria for determining whether an economic activity is environmentally sustainable in accordance with the [Regulation on the establishment of a framework to facilitate sustainable investment].

In order to monitor the achievement of the [30%] climate target and the 55% cumulative climate and/or environment target for the Sustainable Infrastructure policy window, at the time of submission of a proposal to the Commission, the implementing partners shall provide necessary information which shall allow the tracking of the contribution to these targets in accordance with the guidance issued by the Commission[[10]](#footnote-11) [*insert reference*]. The same information will also be submitted to the Investment Committee as part of the application for InvestEU Fund support.

The implementing partners shall annually report to the Commission, on aggregate level, on the operations contributing to the climate and environment targets and, if applicable, separately per contributing Fund under shared management in the Member State compartment. Such reporting shall include relevant indicators where applicable.

## Sustainability proofing

In accordance with Article 7(3) of the InvestEU Regulation, financing and investment operations shall be screened by the implementing partner to determine if they support projects above a certain size[[11]](#footnote-12) and, in such case, whether they have any significant environmental, climate or social impact. If so, they shall be subject to sustainability proofing in accordance with guidance developed by the Commission in cooperation with potential implementing partners. Where the implementing partner concludes that no sustainability proofing is to be carried out, it shall provide a justification both to the Investment Committee and to the Commission.

The implementing partner will be responsible for performing the sustainability proofing based on information provided by the project promoters and in line with the Commission guidance. When applying for the InvestEU support, the implementing partners should provide a sustainability proofing summary, as applicable.

The Commission guidance will be built coherently with the guidance developed for other programmes of the Union, and on the basis of current regulations, such as the EIA and the SEA Directives[[12]](#footnote-13), existing guidelines, tools and best practices to ensure climate resilience and assess environmental externalities[[13]](#footnote-14), and by taking into account, in an appropriate way, the criteria for determining whether an economic activity is environmentally sustainable as defined by the [Regulation on the establishment of a framework to facilitate sustainable investment][[14]](#footnote-15).

## Contribution to the objectives of the Just Transition Initiative

InvestEU shall also contribute to the objectives of the Just Transition Initiative bringing together climate and social spending for regions in need, areas or populations affected by the decarbonisation needs of the economy.

In this context, financial products under the EU guarantee (including joint financial products) can be developed.

# POLICY WINDOWS

## Sustainable Infrastructure window

### Policy areas of intervention

The sustainable infrastructure window shall aim to support financing and investment operations in sustainable infrastructure in the areas referred to in point (a) of Article 7(1) of the InvestEU Regulation. Without prejudice to provisions on excluded activities (section 2.3.3) and InvestEU Fund allocation principles (section 2.5), any relevant areas linked to sustainable infrastructure listed in Annex II of the InvestEU Regulation are eligible for support under this policy window. This mainly relates to points 1, 2, 3, 4, 9, 9a, 10, 12(d), 13 and 13a of Annex II. Some of these are further described below in a non-exhaustive and indicative way. The eligible areas may be prioritised as described in section 2.3.2.1 of these investment guidelines.

While respecting the general target of 55% of investment contributing to the Union objectives on climate and environment, financing provided by the implementing partners shall seek to ensure a sufficient degree of diversification between sectors taking into account the financial products implemented by the implementing partner.

The window may also channel support from sectorial programmes (see section 2.8 on blending). Moreover, support to investments under this window may be combined with support from funds under shared management.

Support under this window is set to add value by providing access to finance in any of the following instances:

* Achieve policy targets and objectives related to sustainable development defined on a European scale. For example, this relates to the simultaneous promotion of economic, environmental, and social objectives also known as Environmental, Social, and Governance principles (ESG)[[15]](#footnote-16);
* Support the development of infrastructure as an asset class by promoting the consistent application of high sustainability standards (including accessibility), transparency and comparability in the areas of project preparation, financing technique and products, monitoring and data;
* Promote projects of macro-regional and/or cross-border impact whose costs and benefits are distributed among multiple Member States or where costs occur at national or local level, while benefits are realised transboundary or at EU scale;
* Support projects that monetize environmental and socio-economic costs and benefits stemming from EU policy priorities. This would for instance relate to the contribution to modal shift for transport, the contribution to energy efficiency and renewable energy, air or water quality improvements, environment protection long term biodiversity benefits, support to bioeconomy, greenhouse gas emissions reductions, cultural heritage management, tourism, energy performance of buildings etc.;
* Promote Trans-European network infrastructure, equipment and innovative technologies that serve for example as a public good for the energy and transport system, etc. Such projects may also be key enablers for higher levels of investment in renewables, energy efficiency and demand response, healthcare (e.g. e-health and care solution), public administration such as e-public services, as well as alternative fuelled and cooperative connected and automated mobility;
* Promote digital connectivity across the EU and projects supporting a broad range of communications and information technology-related products and services;
* Promote projects that rely on space infrastructure developed and operated by EU based legal entities;
* Promote projects whose benefits depend on other investments in the value or supply chain or network and/or entail a high first mover risk;
* Promote interoperability in cross-border infrastructure and services;
* Promote deployment of and synergies with research infrastructure, including e-infrastructures, across the Union. This shall focus on the market development of facilities, resources and services that are used by communities to foster innovation;
* Address efficient functioning of the internal market by promoting market-based investment under various regulatory regimes[[16]](#footnote-17);
* Achieve critical mass as well as groups and aggregate projects in order to attract private investors.

The actions described in sections 4.1.1.1 to 4.1.1.8 may be complemented by accompanying measures which aim to help public authorities and project promoters develop capacity for defining investment strategies, blending financing, planning and grouping projects.

#### Development of the energy sector

Support to the generation, supply or use of clean and **sustainable renewable energy** shall focus on projects with high perceived risk and capital intensity enabling the further integration of renewables in all sectors (power generation, heating and cooling, transport) as well as other zero and low-emission energy sources and solutions. It may indicatively include renewables projects of cross-border or offshore nature (see also section 4.1.1.8), projects targeting the decarbonisation of buildings, the use of renewables in industrial processes, renewables-based hydrogen or other low-carbon gas production and supply (at commercial scale), advanced bio-fuels, biomass and alternative fuels projects and on-site storage. Locally led renewables projects, such as those by energy communities, often integrated with energy efficiency improvements, shall also be supported. Support to the energy sector may contribute where appropriate, to the objectives of Directive (EU) 2018/2001 on the promotion of the use of energy from renewable sources (‘RED II’) and Regulation (EU) 2018/1999 on the Governance of the Energy Union and Climate Action (‘Governance Regulation’[[17]](#footnote-18)), as well as promote energy efficiency in investment decisions, including through the Union renewable energy financing mechanism[[18]](#footnote-19).

Support under **energy efficiency and energy savings** shall include projects in line with the commitments taken under the Agenda 2030 and the Paris Agreement and in line with the objectives set by Directive 2012/27/EU that reduce energy demand through energy saving measures and demand-side management, applying circular economy principles, supporting district heating and energy generation in co-generation projects reducing energy consumption that prevent emissions of greenhouse gases and other pollutants. It shall include **energy efficiency renovations of existing buildings** that target or achieve an increase of their energy performance as determined through one or more of the criteria laid down in Article 10(6) of Directive 2010/30/EU on the Energy Performance of Buildings[[19]](#footnote-20) – e.g. through the improvement achieved due to such renovation by comparing energy performance certificates issued before and after renovation, and construction of **highly energy efficient new buildings** **only when exceeding national nearly zero-energy buildings standards** (given the legal deadline for all new buildings in the EU to be nearly zero-energy buildings after 31 December 2020), including the modernisation of buildings thanks to smart ready technologies and their integration into a connected energy, storage, digital and transport system including through the deployment of infrastructure for e-mobility in line with Directive 2010/31/EU on the Energy Performance of Buildings. It shall also target a reduction of energy intensity of enterprises through improved efficiency of processes or production of products with lower carbon footprint as well as the development of innovative zero and low emission heat supply systems and combined production of electricity and heat.

Development, smartening and **modernising of sustainable energy infrastructure** shall target the transmission and distribution level. It shall also include supporting Projects of Common Interest (PCIs), as established in the Trans-European Network Regulation[[20]](#footnote-21), digitalising and modernizing energy grids to facilitate a greater uptake of renewables, as well as projects relating to demand-side flexibility and the storage of electricity.

Support from the InvestEU shall also promote the deployment of low-emission technologies: projects that include **carbon-capture storage and use** ('CCS' / 'CCU') technologiesand infrastructure related to the production of electricity, low-carbon gases (such as hydrogen) or industrial processes as well as bio-energy plants and manufacturing facilities towards the energy transition.

#### Development of sustainable transport infrastructures, equipment and innovative technologies

Support under development of sustainable transport infrastructures, equipment and innovative technologies shall be directed at the development of sustainable and safe transport infrastructures and mobility solutions and equipment and innovative technologies in accordance with Union transport priorities and the commitments taken under the Paris Agreement. This shall include projects supporting development of the **Trans-European transport network** (TEN-T) infrastructure, the general improvement of infrastructure maintenance and interconnection levels components across all modes and including its urban nodes, maritime and inland ports, airports, multimodal terminals and their connection to the main networks and the telematic applications laid down in Regulation (EU) No 1315/2013[[21]](#footnote-22);

Support shall, in priority, target projects in the TEN-T core network, identified in the core network corridor Work Plans that address missing links, bottlenecks or cross-border connections. It shall include, whenever relevant, maintenance of rail and road infrastructure, safety upgrades, using appropriate safety management procedures, and environmental performance upgrades. This shall include the deployment of digital transport management systems like ITS, RIS, ERTMS, SESAR, including on-board equipment, as well as digital transport infrastructure for interoperable data sharing across modes and sectors. It shall also include the development and deployment of new transport technologies and services such as in relation to connected and autonomous modes of transport or integrated ticketing.

Support shall also target **TEN-T infrastructure projects that make provision for the use of at least two different modes of transport,** in particular multi-modal freight terminals and passenger transport hubs. Support shall also target multimodal connections and last mile sections allowing shifting freight or passenger traffic to more sustainable transport modes such as rail transport, public/collective transport, inland navigation or short sea shipping.

**Smart and sustainable urban mobility projects** in particular multi-modal hubs for passenger transport, active modes, inland waterways and innovative mobility solutions, digital transport infrastructure for seamless and effective connection of travel modes, infrastructure for active and zero-emission mobility may be supported. Projects aiming at promoting the shift to sustainable modes of transport shall focus on improving the safety of users and non-discriminatory accessibility including with regard to passengers with reduced mobility. Projects shall also aim to increase road safety levels in line with the EU objective of eliminating fatal road accidents and serious injuries by 2050 and decrease accidents, including for cyclists and pedestrians.

The**renewal and retrofitting of transport mobile assets** with the view of deploying low-emission and zero-emissions mobility solutions shall target purchasing of rolling stock for use in rail transport. This shall notably support projects (i) for the provision of rail transport services on lines fully opened to competition and if the recipient is a new entrant, or (ii) linked to the discharge of a public service obligation included in a public service contract awarded in compliance with Regulation 1370/2007[[22]](#footnote-23). Preference is to be given to projects linked to publicly tendered public service contracts as appropriate. It shall also include projects in the aviation and shipping, maritime and inland waterways, sectors aiming at transition towards alternative fuels, reduction of pollution of any kind and helping the industry to comply with upcoming commitments related to greenhouse gas emissions including back up to zero emission ships. In addition, vessels and road vehicles are eligible as set out in the paragraph regarding alternative fuels infrastructure below.

**Railway infrastructure, other rail projects, inland waterway infrastructure, mass transit projects and maritime ports and motorways of the sea** may include investments that prevent or reduce emissions of greenhouse gases, toxic pollutants or noise levels. This may also target port reception facilities and other means enabling environmental protection measures, as well as investments in combined green infrastructure, including the deployment of small-scale infrastructure for alternative fuels and other solution reducing ports' overall carbon footprint.

Deployment for all modes of transport of **alternative fuels infrastructure** for electricity, hydrogen and liquefied or compressed natural gas blended highly with bio-methane (>50 %) and other low and zero emission propulsion technologies or the use of pure bio-methane and fleets of corresponding low and zero emission vehicles and platforms for smart connectivity and interoperable services qualify for support from InvestEU. When deployment of vehicles is performed through retrofitting, those vehicles shall be retrofitted to the standard of zero emission at tailpipe. Retrofitting of vessels shall enable short sea and inland shipping to use alternative fuels. Priority for road transport investments shall be given to (i) deployment of publicly accessible refuelling and recharging infrastructure; (ii) refuelling and recharging infrastructure for use by fleets of public authorities or of operators for the discharge of public service obligations under a public service contract; (iii) deployment of light- and heavy-duty vehicles and vessels running on alternative fuels in these fleets; or (iv) deployment of light- and heavy-duty vehicles and vessels running on alternative fuels for use in private fleets. The infrastructure shall be accessible to the public without any limitation and shall provide for possibility of ad-hoc payments so that vehicle users can charge without the need of entering into a service contract with the operator concerned. Moreover, available static and dynamic data shall be made available through common or national access points. These public accessibility requirements shall not apply in the case of charging or filling infrastructure in privately managed or operated depots that serve a captive fleet.

**Other smart and sustainable mobility projects** in urban and rural areas, targeting road safety; accessibility; emission reduction; and the development and deployment of new transport technologies and services such as in relation to connected and autonomous modes of transport or integrated ticketing.

InvestEU Fund support shall also be explicitly possible for measures designed to upgrade, achieve or maintain compliance with standards, including environmental and safety standards, and projects **to maintain or upgrade** existing transport infrastructure, rehabilitation of existing transport infrastructure or safe parking areas and facilities.

#### Environment and resources

Besides the greening of investments in traditional infrastructure areas listed in this section including for example mobility projects targeting air pollution and noise, nature, energy consumption and accidents, investments shall include:

Support for **water, including drinking water supply and sanitation, flood protection,** networks efficiency, leakages reduction, infrastructure for the collection and treatment of waste water, **coastal infrastructure and other water-related green infrastructure**, which shall comprise of investment projects and accompanying services supporting the implementation of EU environmental policies concerning land-based and marine water resources and related ecosystem services (e.g. Water and Marine Strategy Framework Directives, Drinking Water Directive, Urban Wastewater Treatment Directive, Floods Directive, Nitrates Directive and Fertiliser Regulation, Plant Protection Products Regulation[[23]](#footnote-24) etc.). Particular importance shall be given to (i) ensuring access to water supply and sanitation for all EU citizens by completing and maintaining infrastructure for drinking water and wastewater treatment that complies with energy efficiency and leakage prevention criteria, and (ii) ensuring compliance with the Water Framework Directive (2000/60/EC)[[24]](#footnote-25) and the Floods Directive (2007/60/EC)[[25]](#footnote-26) including measures foreseen in the River Basin Management Plans and Flood Risk Management Plans, notably investments ensuring good ecological status of rivers, renovating or upgrading of existing hydropower to increase efficiency and reduce ecological impacts, and reducing diffuse pollution from agriculture, aquaculture, and industrial sources, water efficiency solutions, water reuse in any sector and in nature-based solutions to reduce flood risks.

Support for **waste management infrastructure**, which shall comprise infrastructure necessary to support the transition towards a more circular economy in Member States notably shifting upwards in the implementation of the EU waste hierarchy. Without prejudice to the exclusion criteria, investment projects should cover the implementation of waste management plans and waste prevention programmes (based on the Waste Framework Directive 2000/60/EC[[26]](#footnote-27)), the establishment and support of reuse and repair networks, the setting up of functional waste separation and collection schemes, and recycling facilities.

Investment in the field of **enhancement and restoration of eco‑systems and their services**, which shallfocus on projects that promote the conservation, restoration, management and enhancement of natural capital for biodiversity and adaptation benefits including by means of green and blue infrastructure projects. It shall include ecosystem-based solutions to challenges, such as those related to air and climate systems, sea, land, soil, forestry, agriculture, water and waste, and transport and energy. Cross-border projects shall be in particular encouraged as well as projects that promote **sustainable cultural heritage**. Support may also include the **rehabilitation of industrial sites** (including contaminated sites) and restoration for sustainable use**.**

Support for **sustainable development in urban, rural, coastal, offshore areas development and wider bioeconomy**, which shall comprise infrastructure projects not covered in other areas focused on a geographical area, including investments in nature and nature-based solutions, whose purpose is the prevention or control of emissions of greenhouse gases, toxic pollutants, noise and other impacts or natural capital dependencies whilst promoting the transformation towards a circular economy. It shall include infrastructure projects aimed at promoting inclusive and accessible smart cities and their networks, regions and sectors. This shall also encompass projects aimed at fostering bioeconomy through investment in bio-based industries, marine and terrestrial solutions that substitute for energy intensive or fossil materials, aquaculture and blue and green biotechnology. Support may also concern seas and oceans, through the area of the Blue Economy, and its Finance Principles in particular through renewable marine energy and circular economy.

Support under **climate change actions, climate adaptation and mitigation, including natural hazard disaster risk reduction,** shall include infrastructure projects aiming at climate change adaptation and increasing the resilience to current and future climate. This shall include, among others, the protection of low-lying areas, coastal areas and other measures related to sea-level rise, flood prevention, improved and sustainable use of water supply and drought prevention, and adaptation of infrastructure to extreme temperature. This can also include innovative technologies that contribute to the environmental climate resilience or social sustainability objectives of the Union, or to both, and meet the environmental or social sustainability standards of the Union.

Support to **projects and enterprises that implement circular economy, including the sustainable supply of raw materials**. This shall include, among others, projects integrating resource efficiency aspects in the production and product life cycle and all strategies aimed at ensuring that the value and lifespan of material resources is maximised, as well as infrastructure fostering industrial symbiosis between industrial plants across sectors and urban and rural communities. Investment projects should also encompass actions covering the entire value chain of primary and secondary raw materials, from sustainable exploration, extraction, processing to recycling.

Support to operations that support the **decarbonisation** of and substantial reduction of emissions of energy-intensive industries, including deployment of innovative low-emission technologies including CCS and CCU as well as operations that promote the decarbonisation of the energy production and distribution chain by phasing out the use of coal and oil.

#### Development of digital connectivity infrastructure

Support to development of **digital connectivity infrastructure** shall focus on projects supporting broad range of communications and information technology-related products and services. This can include, for example, projects supporting a universal (i.e. including rural/peripheral areas) roll-out of infrastructure, deployment of very high capacity digital networks, including through the deployment of wired and wireless connection systems including fibre and 5G connection systems, and investments needed to reach the Union's strategic digital connectivity objectives. It shall also target projects aimed at increasing the capacity and resilience of EU networks (e.g. inter-regional and international connectivity, including through land-based, submarine cables, satellite systems, data centres and public protection and disaster relief networks), and at supporting the digital transformation of key public services. It shall also target projects aiming at reduction or avoidance of greenhouse gas emissions of digital connectivity infrastructure, for example through more energy efficient networks, digital connectivity services and data centres.

#### Development of space sector value chain

Support to the **development of space sector value chain** shall in particular focus on support to the Space Strategy for Europe objectives to maximise the benefits for the Union society and economy*.* Such supportshall target: (i) the EU Space Programme components to meet existing and emerging users' needs including in priority areas of climate change, sustainable development, communication and security; (ii) projects that encourage the development and uptake of space services, data and applications, notably to exploit the potential of the EU Space Programme components and to better connect space solutions to other EU or national policies and economic areas; and (iii) fostering the development and adaptation of downstream services based on space data and technologies.

Support shall aim to **foster the competitiveness of space systems and technologies**, addressing in particular vulnerability of supply chains. Such support shall target: (i) critical space components, systems and technologies, including satellites; and (ii) space technologies, systems and services, including communication services, which can help strengthening the Union’s capacity to conceive, develop, launch, operate and exploit space systems.

Support to **foster Union's autonomy for safe and secure access to space**, including dual use aspects shall target: (i) European launchers enabling the Union to maintain autonomous, reliable and cost-effective access to space; (ii) projects linked to innovative access to space concepts such as re-usability, advanced manufacturing, low-cost small launch systems; (iii) commercial space activities such as communications; (iv) projects promoting space infrastructure protection, resilience; and (v) space security.

For space projects, consistency with eligibility and other related provisions set out in the Space Programme shall be taken into account as appropriate, notably for what concerns strategic autonomy.

#### Development of tourism infrastructure

Support to development of sustainable tourism infrastructure and services shall contribute to strengthening the sector’s long-term competitiveness by supporting projects aimed at a shift towards sustainable, innovative and digital tourism.

#### Development of defence infrastructure

Support to the operation and upgrade of existing infrastructures or the installation new ones for defence purposes, such as test or training facilities. These infrastructures refer not only to the traditional air, land and sea component, but also to emerging domains such as space and cyber. They can be used also for the demonstration, testing and certification of defence systems or technologies developed in the context of the European Defence Fund as well as dual-use systems and technologies.

#### Offshore development for decarbonisation

The support shall contribute to the generation of offshore electricity to meet the future energy demand. It shall also alleviate the multiple demands on the EU's land resources by improving the productivity of aquatic and marine resources like for instance, the production and use of algae, and other new sources of protein which have the potential to relieve the pressure on agricultural land.

Support shall focus on deployment of:

* floating wind farms;
* port developments to shift them from transport nodes to hubs for servicing offshore industry;
* cabling for an offshore grid with a particular focus on AC connections from the turbines to hubs which then use DC interconnectors to shore;
* devices for wave and tide energy;
* offshore aquaculture.

### Features of potential financial products

The support under the Sustainable Infrastructure window shall offer senior and subordinated financing in the form of debt, guarantees, any other forms of funding or credit enhancement, quasi-equity and equity financing. It shall aim at facilitating access to eligible project and corporate finance. The financial products shall be available horizontally to the different areas covered by this policy window or can be dedicated to specific policy priorities including under thematic financial products.

Financial products shall be developed according to policy prioritization and market needs.

#### Financial intermediaries to be involved

*a)* *For debt financing:*

Any type of financial intermediary, including National Promotional Banks or Institutions and other publicly owned intermediaries, commercial banks, guarantee societies, and leasing companies, which is able to provide financing in the areas covered by the Sustainable Infrastructure window in full compliance with applicable national and EU-legislation and with the relevant requirements of the Financial Regulation, may apply.

These financial intermediaries may also provide technical assistance and capacity-building support to final recipients including under the InvestEU Advisory Hub or may benefit from it.

*b)* *For equity financing:*

Public or private financial intermediaries, or entities to be incorporated, funds-of-funds, private equity funds, VC funds, co-investment vehicles, that undertake risk-capital investments by providing investments in equity, quasi-equity, hybrid debt-equity and other forms of mezzanine finance to promoters, business and other eligible final recipients, that are in full compliance with applicable national and EU-legislation and with the relevant requirement of the Financial Regulation, may apply.

The managers, advisors or other similar persons of such intermediaries (including first time managers or advisors) shall demonstrate the capacity and skills to undertake such investments in the areas in which they intend to invest under the Sustainable Infrastructure window, the ability to fundraise and attract private capital, and the capability to produce returns, which would attract more private investments into this asset class.

These financial intermediaries may also provide technical assistance, including under the InvestEU Advisory Hub, or may benefit from it to build the required capacity and skills.

#### Final recipients targeted

The focus of the Sustainable Infrastructure window is to support investment in infrastructure and related equipment promoted, *inter alia,* by:

* stand-alone promoters;
* private, public and semi-public enterprises;
* Special-Purpose Vehicles.

#### General financial products

General financial products shall aim at improving access to finance for medium to large size projects or grouped smaller projects, through finance provided directly or indirectly (via medium and large investment vehicles) by the implementing partners.

These general financial products may support a diversified range of final recipients presenting different risk profiles, e.g.:

* projects from regulated entities, including PPPs (e.g. energy, transport, water and wastewater utilities and large infrastructure managers) or from public or semi-public enterprises, which typically present a low risk.
* projects from non-regulated entities on a corporate or non-recourse basis, including PPPs (e.g. energy generation, energy storage, energy efficiency for energy intensive industries, motorways concessionaries, airports/ports terminal and railways operators, green shipping, broadband and space infrastructure) which typically present a medium to high risk.
* deployment of projects supporting public goods, including projects deployed by SMEs in the fields of e-mobility, energy efficiency, natural capital or nature based solutions by local authorities or philanthropic investors, and space, which typically present a high risk.

*a)* *For debt financing provided by the implementing partner:*

The EU guarantee may be provided for financing and investment operations including in the form of:

1. senior loans, leasing contracts and credit lines, including senior debt to limited recourse projects;
2. subordinated loans including in a form of a mezzanine financing;
3. guarantees (funded or unfunded) to and other risk sharing arrangements to financial intermediaries operating in the eligible areas;
4. credit enhancement for new investments (to project bonds, bank loans or a combination of the two), including in the form of subordinated products.

Subordinated financing can also be used in order to leverage private finance and diversification from banking to capital market finance.

The EU guarantee may be used for the development of financial products supporting the use of green bonds.

*b) Use of the EU guarantee for debt-type operations*

The EU guarantee may be used to partly cover individual operations on a *pari passu* basis. In this case, the maximum exposure of the EU guarantee on an individual operation is 50% of the financing provided by the implementing partner.

The EU guarantee may also cover an FLP in respect of individual financing provided to a final recipient. The FLP cover is limited to 25% of the overall amount of financing to the final recipient. The implementing partner must contribute at least 5% to the FLP.

The EU guarantee may also cover an FLP or a mezzanine tranche in respect of the relevant portfolio of operations financed by the implementing partner. Where the EU guarantee covers the FLP, the implementing partner must contribute at least 5% to the FLP.

The size of the implementing partner’s and the EU guarantee’s contribution to the FLP will depend on the risk profile of the financing and investment operations under the guaranteed portfolio and is limited to up to 25% [30%] of the overall amount of financing to be provided by the implementing partner under a financial product.

*c)* *For equity financing provided by the implementing partner*

Equity and quasi-equity financing may be provided by implementing partners to final recipients directly or through financial intermediaries (such as dedicated funds and investment vehicles). As a general rule, the implementing partner and the intermediary funds or investment vehicles may take minority participations in final recipients.

All of the following conditions shall apply to investments made under the EU compartment to financial intermediaries, as further set out in the guarantee agreements with implementing partners:

For the avoidance of doubt, these conditions shall apply to the financing provided by the implementing partner under InvestEU (financing or investment operations), including the parts covered by the EU guarantee and by the financial contribution of the implementing partner.

* A financial intermediary receiving an investment under InvestEU (financing or investment operation) shall commit as part of its investment strategy to invest in eligible final recipients an amount equal to at least the higher of:
  + 50% of the intermediary’s aggregate invested amounts; and
  + two times the amount drawn down under the EU backed investment for investment purposes, capped at 80% of the intermediary’s aggregate invested amounts.

Investments in funds by implementing partners shall typically not represent more than 25% of the fund size. In the cases of high policy value added, investments representing up to 50% of the fund size may be allowed.

For co-investment funds and schemes, specific set of rules will be defined in the guarantee agreements with the implementing partners.

* Investments by implementing partners under InvestEU shall be made on a market conform basis. Such requirement means that investments into a fund or into the fund’s underlying projects will be made on a *pari passu* basis with a minimum of 30% of all investments into a fund or into the fund’s underlying projects made by private investors; the foregoing may not apply for the purpose of investment in areas of specific policy relevance for the EU, as further specified in the relevant guarantee agreement with an implementing partner.
* Investment in funds by implementing partners under InvestEU shall normally be made at the first closing of the fund; investments at subsequent closings are only possible where duly justified).
* Financing and investment operations shall be long term and have durations typically ranging from 5 – 20 years.

*d*) *Use of the EU guarantee for equity-type operations*

The EU guarantee may be used to partly cover equity-type operations by the implementing partner in accordance with section 2.3.2.3 of these investment guidelines.

#### Thematic financial products

Support from thematic financial products shall, *inter alia*, target:

* In the transport area, high-risk projects in the field of clean mobility, smart and safer transport.
* High-risk granular portfolios such as energy efficiency and renewable energy for households or SMEs, greening of mobile assets.
* In the renewables area, specific high risk activities such as:
  + Customised innovative guarantees under the Member State compartment aiming to reduce the cost of capital of renewables investment in such Member State;
  + High-risk guarantee products to foster the Renewables Corporate Power Purchase Agreement market, helping ensure increased levels of long-term private financing for renewable energy investments.
* In the energy efficiency area, specific high risk activities such as:
  + Residential Buildings: guarantee instrument that can be combined with grants to unlock private financing and stimulate households to address the significant financing gap of renovation and refurbishment of residential buildings;
  + Energy performance contracting and Energy Services Companies (ESCOs): guarantee instrument and revolving fund for ESCOs to address the barriers and unlock financing for the development of energy performance contracts for energy efficiency projects;
  + Irrespective of the final recipient, credit enhancement in relation to green bonds to crowd in institutional investors into new energy efficiency financing, at the same time benefitting the expansion of the currently limited size of the green bond market.
* In the smartening and modernisation of electricity infrastructure, projects promoting:
  + new business models for the deployment of flexibility sources such as demand response and battery storage,
  + decentralised and small-scale energy sources developed by new entrants and energy communities in new markets;
* Projects promoting the market deployment of low-emission technologies: projects that include carbon-capture storage and use (('CCS' / 'CCU') related to the production of electricity, low-carbon gases (such as hydrogen) or industrial processes as well as bio-energy plants and manufacturing facilities towards the energy transition.
* High-risk sustainable green investment projects or programme promoting a comprehensive natural capital-based approach relating to the protection and restoration of the environment and the management of the transition towards a circular, resource efficient and low-carbon bio-economy.
* In the digital sector, projects with a high financial risk, notably in white and grey areas (therefore with no immediate commercial viability) or which present a significant technological advancement (e.g. no incremental upgrades but rather deployment of latest generation technologies, including deployment of sustainable networks and data infrastructures).
* In the space sector, high-risk or capital intensive projects linked to space infrastructure, as well as new concepts for space infrastructure and solutions in space and on ground.

*a)* *For debt financing provided by the implementing partner*

The implementing partner may provide financing to final recipients in the form of direct loans or other forms of direct debt financing to target the relevant higher EU added value policy area.

The implementing partner may also guarantee portfolios originated by financial intermediaries through capped and uncapped guarantees.

The guarantee to the financial intermediary would typically cover 50% of risk in each underlying transaction. This limit may be extended in duly justified circumstances, to up to 80%. In any case, the financial intermediary must retain at least 20% of risk in each underlying transaction.

In the case of capped guarantees, the cap rate shall be established at the level of the expected losses of the new portfolio. The cap rate shall be determined individually for each guarantee agreement signed with the financial intermediary. The expected losses shall be determined and documented on the basis of historical data and forward-looking estimations. In addition, in the absence of relevant data, the cap rate shall be set at a pre-agreed level as defined in the guarantee agreement with the implementing partner. The maximum permissible cap rate shall be 25%.

The products covered by the portfolio guarantee shall rank *pari passu* with the financial intermediary with regard to loss recoveries provided that, in the case of capped guarantees, if the amount of the losses exceeds the guarantee cap amount a corresponding amount of loss recoveries may firstly be allocated to the more senior exposures. In duly justified cases, the revenue and risk sharing between the implementing partner and financial intermediary may be asymmetric.

*b) Use of the EU guarantee for debt-type operations*

The EU guarantee may cover an FLP in respect of the relevant portfolio of operations financed by the implementing partner. Given the characteristics of such financial products, the size of the implementing partner’s and the EU guarantee’s contribution to the FLP could be more than 50% of the target financing provided by the implementing partners.

The implementing partner shall contribute at least 5% to the FLP in order to ensure alignment of interest. In duly justified cases, the implementing partners’ contribution to the loss-coverage ensured by the FLP can be provided progressively, as the portfolio matures and is de-risked, through the revenues originating from the guaranteed or other portfolio(s), or through other appropriate and innovative mechanisms.

For the intermediated debt financing, where remuneration from financial intermediaries is not sufficient to adequately remunerate the risk of the financing provided by the implementing partner, the EU guarantee may cover up to 100% of the contribution to the FLP. For such intermediated debt financing in the form of capped guarantees, the EU guarantee may cover up to 100% of the financing provided by the implementing partner.

*c)* *For equity financing provided by the implementing partner*

Equity and quasi-equity financing may be provided by implementing partners to final recipients directly or through dedicated funds and investment vehicles. Investment in funds or other investment vehicles, and platforms supported by the EU guarantee can, in duly justified cases, also rank in a subordinated manner compared to other investors.

*d) Use of the EU guarantee for equity-type operations*

Given the characteristics of high-risk thematic financial products, the EU guarantee may be used to partly cover equity-type operations by the implementing partner on an asymmetric risk-revenue sharing basis. In these cases, the EU guarantee may cover an FLP of more than 50% in respect of the relevant portfolio of operations financed by the implementing partner. The implementing partner shall contribute at least 5% to the FLP in order to ensure alignment of interest. In duly justified cases, the implementing partners’ contribution to the loss-coverage ensured by the FLP can be provided progressively, as the portfolio matures and is de-risked, through the revenues originating from the guaranteed or other portfolio(s), or through other appropriate and innovative mechanisms.

## Research, Innovation and Digitisation window

### Policy areas of intervention

Support under the Research, Innovation and Digitisation (RID) window shall facilitate and accelerate access to finance for Research and Innovation (R&I) projects, promoters, businesses and other innovative entities and stimulate the digital transformation of businesses, markets and Member States in accordance with Articles 3(2)(b) and 7(1)(b) of the InvestEU Regulation. In line with the InvestEU objective of promoting EU’s competitiveness, the RID window will deliver scientific, technological, economic and societal impact by strengthening the EU's scientific and technological base with the ultimate aim of delivering on the EU's strategic priorities and provide support to the upscaling of innovative companies and the rolling out of technologies to the market.

The eligible areas for financing and investment operations under RID window are listed in Annex II, and in particular in paragraphs 5 and 6 thereof. Any other relevant areas for financing and investment operations listed in Annex II, such as 13a, and falling under research, innovation and digitisation activities shall be eligible for financing under the RID window. This may include research, product development, demonstration, and innovation and digitisation activities in the sectors covering energy, energy intensive industry, environment, maritime, transport, health, agro-food, defence, space and cultural and creative sectors, as well as others. The eligible areas may be prioritised as described in section 2.3.2.1 of these investment guidelines.

The investment scope of the window is research, innovation (in particular and technology driven), demonstration and digitisation activities including investments related to launching new products and technologies in the market, which have passed the R&D stage, as well as organisational and process innovation, including new and innovative business models. The scope also includes financing and investment operations in the field of fundamental and applied research to actual system, proven in operational environment[[27]](#footnote-28).

Research and Development is defined as a systematic work undertaken to increase the stock of knowledge and to devise new applications of available knowledge. The activity shall be novel, creative, uncertain in its outcome, and the method systematic, transferable, and reproducible[[28]](#footnote-29). Innovation refers to product, process and organisational innovation, encompassing the development, demonstration, implementation, commercialisation, and adoption of a new or significantly improved product or process (including business model) or service, which creates consumer and/or societal value.

Digitisation refers to R&I, demonstration, testing, deployment and adoption of digital technologies and services and to investments, which contribute to the digital transformation of the Union’s enterprises, industries and areas of public interest.

Moreover, support under this window will aim to contribute substantially to the European Green Deal, targeting projects with climate and environmental benefits. Among others, this window may target projects aiming at the avoidance or reduction of greenhouse gas emissions of energy-intensive industries, and of the digital economy. It will target projects using digital technologies and innovative services and solutions to achieve the avoidance or reduction of greenhouse gas emissions in other sectors of economy, including but not limited to industry, transport, energy and agriculture.

The window shall also contribute to the development of the defence industry, thereby contributing to the Union's strategic autonomy, in particular through support for companies participating in disruptive innovation projects in the defence sector and closely related dual-use technologies and through support to the defence sector supply chain, in particular when participating in collaborative defence research and development projects, including those supported by the European Defence Fund.

The Research, Innovation and Digitisation window will also support the Union's policy priorities as set out in other programmes such as Horizon Europe, Digital Europe Programme, Creative Europe Programme, European Space Programme, European Defence Fund, European Maritime and Fisheries Fund, etc..

The window may also channel funds from sectorial programmes, such as the Innovation Fund established under the Emission Trading System (ETS) and other EU and national programmes and funds. Such investments may be combined with financing provided under EU programmes or those established under cohesion policy (shared management) or under national programmes.

Support under this window is set to add policy value by providing access to finance to research, innovation and digitisation in any of the following instances:

* investment in research and innovation with the objective of strengthening the scientific and technological base of the EU, accelerating industrial transformation, including investment in key technologies, and delivering on Horizon Europe objectives, as well as missions;
* development and deployment of cyber security; digitalization of SMEs and mid-caps; and deployment of digital solutions that result in innovative and unproven business models;
* support investments, including cross-border, in research, innovation and digitisation that entail higher risk due to the uncertainty of the success of their outcome and the final financial benefit for the entity concerned;
* promote operations that leverage private investment in research, innovation and digitisation to achieve EU policy objectives;
* de-risk investments linked to the technology, market, demonstration, implementation and business;
* transfer and scale up research and innovation results as well as technologies to the market, supporting market enablers and cooperation between enterprises, as well as enhancing connections between R&D service providers (academic institutions, research centres, etc.) and enterprises;
* support digitisation to increase interoperability and address disparities in the level of digitisation across the Member States, companies and sectors;
* support R&I investments by research institutes, universities and research organisations, contributing to Horizon Europe objectives;
* fast-growing innovative companies seeking finance to commercialise innovations past technical and economic feasibility;
* provide economies of scale and complement national, interregional and regional-level investments in RID, including the uptake of novel products, technologies or business models within Member States into regions;
* promote early demonstration operations for which private investors are risk-averse, face unpredictable returns or market volatility;
* support thematic investment platforms and other innovative financial products (with due consideration of economies of scale); or
* promote alternative finance and innovative financing solutions such as crowdfunding, business angels, and venture philanthropy, fostering the transfer of best practices between financial intermediaries with a view to encourage the emergence of a broad product offering for RID activities.

The above actions may be complemented by:

* gathering EU-wide data on the RID market failures or sub-optimal investment situations and making it publicly available; and
* providing technical assistance to and improving bankability of RID projects across different sectors.

### Features of potential financial products

#### Financial intermediaries to be involved

*a)* *For debt financing:*

Any type of financial intermediary, including National Promotional Banks or Institutions and other publicly owned intermediaries, commercial banks, guarantee societies, and leasing companies, which is able to provide financing in the areas covered by the Research, Innovation and Digitisation window in full compliance with applicable national and EU-legislation and with the relevant requirements of the Financial Regulation, may apply.

These financial intermediaries may also be providing technical assistance and capacity-building support to final recipients including under the InvestEU Advisory Hub or may benefit from it.

*b)* *For equity financing:*

Public or private financial intermediaries, or entities to be incorporated, funds-of-funds, private equity funds, VC funds, co-investment vehicles, business angel funds, technology transfer funds, that undertake risk-capital investments by providing investments in equity, quasi-equity, hybrid debt-equity and other forms of mezzanine finance as well as tailor made debt financing to eligible promoters, business and other eligible final recipients mentioned in the section below that are in full compliance with applicable national and EU-legislation and with the relevant requirements of the Financial Regulation, may apply.

The managers, advisors or other similar persons of such intermediaries (including first time managers or advisors) shall demonstrate the capacity and skills to undertake such investments in the areas in which they intend to invest under the Research, Innovation and Digitisation window, the ability to fundraise and attract private capital, and the capability to produce returns, which would attract more private investments into this asset class.

These financial intermediaries may also provide technical assistance, including under the InvestEU Advisory Hub, or may benefit from it to build the required capacity and skills.

#### Final recipients targeted

The focus of the Research, Innovation and Digitisation window is to support research, innovation and digitisation activities promoted by:

* stand-alone promoters;
* private, public and semi-public enterprises, including SMEs and mid-caps;
* special-purpose vehicles;
* universities, technology transfer offices and higher education centres;
* research centres;
* research infrastructures;
* innovation and digitisation agencies, accelerators, incubators, hubs, clusters;
* other RID driven promoters (e.g. natural persons, research-funding foundations).

Market segmentation and identifications of target groups will be done on a sectoral basis (linked to the fields in which the policy priorities will be implemented) and on project or company life-cycle basis (based on market assessment).

For operations under InvestEU Fund, supported through the contribution of the ETS Innovation Fund, eligibility rules and selection criteria shall be in accordance with Article 10a(8) of Directive 2003/87/EC and delegated acts adopted on its basis.

#### General products

The support under this window shall offer senior and subordinated financing in the form of debt or guarantees, any other forms of funding including venture debt and leasing or credit enhancement, quasi-equity and equity financing, to facilitate access to finance for RID projects and companies. The financial products may be made available horizontally to the different areas covered by the policy window or can be dedicated to specific priorities under thematic financial products.

Support from general financial products may, *inter alia*, be directed at:

* Research infrastructure: promoted by public or private research organisations (such as research institutes and universities), including the financing of facilities directly related to R&I and digital activity, such as laboratories or High Performance Computing centres.
* Large RID projects: improving access to risk finance for large size RID projects emanating from larger firms; public-private partnerships; and special-purpose vehicles or stand-alone projects.
* Innovative SMEs, small midcaps and mid-caps in order to support RID activities feeding into growth.
* Fast-growing or RID-driven enterprises, research infrastructures, research and innovation investments by public or private research organisations (such as research institutes and universities) located in Member States, which are labelled as Moderate Innovators and Modest Innovators in the European Innovation Scoreboard.

*a)* *For debt financing provided by the implementing partner*

The EU guarantee may be provided for the financing and investment operations including in the form of:

* direct debt-subordinated loans, unsecured lending, uncollateralised loans, mezzanine financing, senior loans and credit lines;
* (counter)-guarantees, on-lending guarantees, funded guarantees and other risk sharing arrangements for guarantee schemes implemented by financial intermediaries or implementing partners;
* direct guarantees to and other risk sharing arrangements for financial intermediaries or implementing partners;
* credit enhancement for new investments (to project bonds, bank loans or a combination of the two);
* a direct investment in or alongside a financial intermediary, being it an investment fund, a (co-)investment scheme or a special purpose vehicle which invests directly or indirectly in senior and subordinated debt or hybrid debt-equity.

Through such arrangements, the EU guarantee shall aim to reduce the particular difficulties that viable entities face in accessing finance mainly because of their perceived higher risk or lack of sufficient collateral.

The following conditions shall apply to the financing and investment operations made under the EU compartment:

* The EU guarantee may be offered to the implementing partners in order for them to provide a capped or an uncapped guarantee for a portfolio of newly established financing transactions originated by a financial intermediary.
* In case the implementing partner provides uncapped portfolio guarantees and uncapped portfolio counter-guarantees, the EU guarantee may be offered as credit enhancement for the implementing partner.
* The guarantee coverage for the individual financing transaction included in the new portfolio shall typically be set at 50% but may be extended in duly justified circumstances. The financial intermediary providing the financing to the final recipient shall be obliged to retain a minimum risk of 20% of each financing transaction.
* In the case of a capped portfolio guarantee, the cap rate shall be established at the level of the expected losses of the new portfolio. The cap rate shall be determined individually for each portfolio guarantee agreement signed with the financial intermediary, whereby the expected losses shall be determined and documented on the basis of historical data and forward-looking estimations. In addition, in the absence of relevant data, the cap rate shall be set at a pre-agreed level as defined in the guarantee agreement with the implementing partner. The maximum permissible cap rate shall be 25%.
* The products covered by the portfolio guarantee shall rank *pari passu* with the financial intermediary with regard to loss recoveries provided that, in the case of capped guarantees, if the amount of the losses exceeds the guarantee cap amount a corresponding amount of loss recoveries may firstly be allocated to the more senior exposures. In duly justified cases, the revenue and risk sharing between the implementing partner and financial intermediary may be asymmetric.

*b) Use of the EU guarantee for debt-type operations*

The EU guarantee may be used to partly cover individual operations on a *pari passu* basis. In this case, the maximum exposure of the EU guarantee on an individual operation is 50% of the financing provided by the implementing partner.

The EU guarantee may also cover an FLP in respect of individual financing provided to a final recipient. The FLP cover is limited to 25% of the overall amount of financing to the final recipient. The implementing partner must contribute at least 5% to the FLP.

The EU guarantee may also cover an FLP or a mezzanine tranche in respect of the relevant portfolio of operations financed by the implementing partner. Where the EU guarantee cover the FLP, the implementing partner must contribute at least 5% to the FLP. The size of the implementing partner’s and the EU guarantee’s contribution to the FLP will depend on the risk profile of the financing and investment operations under the guaranteed portfolio and may range from 10% to 37% of the amount of financing to be provided by the implementing partner.

For the intermediated debt financing, where remuneration from financial intermediaries is not sufficient to adequately remunerate the risk of the financing provided by the implementing partners, the EU guarantee may cover up to 100% of the contribution to the FLP*.* For such intermediated debt financing in the form of capped guarantees, the EU guarantee may cover up to 100% of the financing provided by the implementing partner.

*c)* *For equity financing provided by the implementing partner*

Equity and quasi-equity investments shall notably be made as:

* direct equity in final recipients;
* co-investments and co-investment schemes (including investment platforms);
* equity and guarantees to financial intermediaries which invest directly into entities at any stage of their development or guarantees to investors in such financial intermediaries;
* investment and/or risk sharing arrangement in debt fund structures;
* investment in fund-of-funds structures.

All of the following conditions shall apply to investments made under the EU compartment to financial intermediaries, as further set out in the guarantee agreements with implementing partners:

For the avoidance of doubt, these conditions shall apply to the financing provided by implementing partner the under InvestEU (financing or investment operation), including the parts covered by the EU guarantee and by the financial contribution of the implementing partner.

* A financial intermediary receiving an investment under InvestEU (financing or investment operation) shall commit as part of its investment strategy to invest in eligible final recipients an amount equal to at least the higher of:
  + 50% of the intermediary’s aggregate invested amounts; and
  + two times the amount drawn down under the EU backed investment for investment purposes, capped at 80% of the intermediary’s aggregate invested amounts.

Investments by implementing partners in funds shall typically not represent more than 25% of the fund size. In the cases of high policy value added, investments representing up to 50% of the fund size may be allowed.

For co-investment funds and schemes, specific set of rules will be defined in the guarantee agreements with the implementing partners.

* Investments by implementing partners under InvestEU shall be made on a market conform basis. Such requirement means that investments into a fund or into the fund’s underlying projects will be made on a *pari passu* basis with a minimum of 30% of all investments into a fund or into the fund’s underlying projects made by private investors. The foregoing may not apply for the purpose of investment in areas of specific policy relevance for the EU, as further specified in the relevant guarantee agreement with an implementing partner.
* Investment in funds by implementing partners under InvestEU shall normally be made at the first closing of the fund; investments at subsequent closings are only possible where duly justified).
* Financing and investment operations shall be long term and have durations typically ranging from 5 – 20 years, likewise medium to long term for equity funds providing tailor-made debt financing.
* Investments under InvestEU shall support primary investments[[29]](#footnote-30).

*d) Use of the EU guarantee for equity-type operations*

The EU guarantee may be used to partly cover equity-type operations by the implementing partner in accordance with section 2.3.2 of these investment guidelines.

#### Thematic products

Support from thematic financial products may be targeted at:

* Thematic Finance Facilities providing debt and/or equity financing to areas such as:
  + Innovative early demonstration projects and digitisation projects of high-risk thematic areas such as low-carbon industry, transport and energy;
  + Clinical development, validation and market in the area of infectious diseases, rare and complex diseases, neurodegenerative diseases and others;
  + Sustainable blue economy and the sustainable use of marine resources such as aquaculture and blue biotechnology;
  + Food systems, bio-based systems, and wider bioeconomy; circular economy, nature-based solutions and natural capital
  + Climate technologies, services and adaptation.

Thematic areas shall be selected based on policy priorities and assessments referred to under section 2.3.2.1 of these investment guidelines.

* Other risk sharing arrangements such as investment platforms to catalyse third-party financing into specific fields of strategic importance of RID policy in complementarity to and in synergy with investment from the existing national, local and public financing systems.
  + The platforms shall provide access to finance via debt and/or equity products to projects in specific thematic areas and shall be managed by financial intermediaries or fund managers selected through procedures as described in section 2.3.1.
  + The platforms may provide support to the overall digitisation of EU industry and technologies defined in Annex II, point 6, and other eligible areas.
  + The investments shall support technologies, products or business models that face enhanced risk due to their technological innovativeness or because they pursue new markets or significant market disruption.
  + The investments shall target setting-up of early demonstration and industrial production facilities that aim at the implementation of breakthrough, market-creating and highly innovative processes or the production of new products with high market-creating innovation content in the specific area.

*a) For debt financing provided by the implementing partner*

The implementing partner may provide financing to final recipients in the form of direct loans or other forms of direct debt financing to target the relevant higher EU added value policy area.

*b) Use of the EU guarantee for debt-type operations*

The EU guarantee may cover an FLP in respect of the relevant portfolio of operations financed by the implementing partner. Given the characteristics of such products, the size of the implementing partner’s and the EU guarantee’s contribution to the FLP could be more than 50% of the target financing provided by the implementing partners. The implementing partner shall contribute at least 5% to the FLP in order to ensure alignment of interest. In duly justified cases, the implementing partners’ contribution to the loss-coverage ensured by the FLP can be provided progressively, as the portfolio matures and is de-risked, through the revenues originating from the guaranteed or other portfolio(s), or through other appropriate and innovative mechanisms.

*c) For equity financing provided by the implementing partner*

Equity and quasi-equity financing may be provided by implementing partners to final recipients directly or through dedicated funds and investment vehicles. Investment in funds or other investment vehicles, and platforms supported by the EU guarantee can, in duly justified cases, also rank in a subordinated manner compared to other investors.

*d) Use of the EU guarantee for equity-type operations*

The EU guarantee may be used to partly cover equity-type operations by the implementing partner on an asymmetric risk-revenue sharing basis. In these cases, the EU guarantee may cover an FLP in respect of the relevant portfolio of operations financed by the implementing partner. The implementing partner shall contribute at least 5% to the FLP in order to ensure alignment of interest. In duly justified cases, the implementing partners’ contribution to the loss-coverage ensured by the FLP can be provided progressively, as the portfolio matures and is de-risked, through the revenues originating from the guaranteed or other portfolio(s), or through other appropriate and innovative mechanisms.

## SME window

### Policy areas of intervention

Support under the SME window shall facilitate access and availability of finance primarily for SMEs as well as small midcaps and enhance their global competitiveness, at any stage of their development, in particular to those that are perceived high risk and lack sufficient collateral, especially in their early development stages.

The support under this window shall also aim to provide more diversified sources of funding, including subordinated debt, equity and quasi-equity financing, in order to increase the ability of SMEs and small mid-caps to finance their creation, growth, development, and transfer, withstand economic downturns, and for making the economy and the financial system more resilient during economic downturn or shocks. It shall provide support for investment and working capital as well as for risk financing from seed to expansion stages to ensure technological leadership in innovative and sustainable sectors, in particular by targeting SMEs whose activities focus on intangible assets because of research, innovation and digitalisation activities or because of sector specificities such as cultural and creative sector[[30]](#footnote-31). When necessary it may provide financing for the acquisition of a business or a participation in a business by employees. The eligible areas may be prioritised as described in section 2.3.2.1 of these investment guidelines.

The support under SME window shall be complementary to the Union initiatives undertaken in the context of the Capital Markets Union.

Support under this window is set to add value by supporting debt financing primarily of SMEs (as well as small midcaps) in any of the following instances:

* In case market failures or sub-optimal investments situations are not adequately addressed (in terms of volumes, coverage or risk appetite or timeframe) through financial instruments set up at regional or national level; this may include setting up schemes providing enhanced effectiveness, efficiency or economies of scale as Member States may be reluctant to create support schemes on their own because of cost efficiency considerations.
* In case of enterprises operating in clearly defined underserved economic sectors, thus contributing to the achievement of EU policy priorities.
* In case of need to speed up adjustment of enterprises to clearly identified structural changes thus contributing to the achievement of EU policy priorities.
* In case of financing solutions which help achieve the objectives of the Capital Markets Union, including those which are provided on a cross-border basis.
* Transfer of best practices throughout the Union (which may also include the provision of technical assistance) taking place between financial intermediaries with a view to encourage the emergence of a broad product offering for higher risk SME financing transactions suitable for their specific financing needs.

In addition, support under this window is set to add policy value by supporting funds providing tailor-made debt financing solutions and equity or quasi-equity financing for SMEs and for small midcaps in any of the following instances:

* Financial intermediaries raise funds or invest or provide finance on a cross-border basis, which supports risk diversification and attracts and crowds-in private capital.
* The investment supports creation of larger funds that have the capacity to realize sufficient returns in order to attract private investors.
* Market failures or sub-optimal investments situations are not adequately addressed (in terms of volumes, coverage of the development stage or timeframe) through financial instruments set up at regional or national level. This may include setting up schemes providing enhanced effectiveness, efficiency or economies of scale, i.e. Member States may be reluctant to create support schemes on their own because of cost efficiency considerations.
* The intervention has demonstration and/or catalytic effects and contributes to EU policy objectives, including those of the Capital Markets Union.
* The intervention increases the availability of market-based and tailor-made funding solutions for SMEs and small mid-caps.
* Transfer of best practices throughout the Union takes place with a view to encouraging the emergence of new fund managers/management teams to broaden and deepen the venture capital market in the EU. This may include support to alternative finance and innovative financing solutions such as crowdfunding, business angels and venture philanthropy.

### Features of potential financial products

#### Financial intermediaries to be involved

*a)* *For debt financing:*

Any type of financial intermediary, including National Promotional Banks or Institutions and other publicly owned intermediaries, commercial banks, guarantee societies, and leasing companies, which is targeting to generate new portfolios of higher risk SME and/or small mid-caps financing transactions, including transactions targeting underserved economic sectors, in full compliance with applicable national and EU-legislation and with the relevant requirements of the Financial Regulation, may apply.

The entities above may also be providing technical assistance and capacity-building support to final recipients including under the InvestEU Advisory Hub or may benefit from it.

*b)* *For equity financing:*

Established financial intermediaries, or entities to be set-up, including private equity and mezzanine funds, co-investment vehicles, venture debt funds, venture capital funds, business angel funds, that undertake risk-capital investments by providing investments in equity, quasi-equity, hybrid debt-equity and other forms of mezzanine finance as well as tailor-made debt financing to start-ups and established SMEs and small midcaps, that are in full compliance with applicable national and EU-legislation and with the relevant requirements of the Financial Regulation, may apply.

The managers, advisors or other similar entities of such intermediaries (which shall also include first time managers or advisors) shall demonstrate the capacity and skills to undertake such investments, the ability to fundraise and attract private capital, and the perspective capability to produce returns (including via a sound investment strategy) that would attract more private investments into this asset class.

These financial intermediaries may also provide technical assistance, including under the InvestEU Advisory Hub, or may benefit from it to build the required capacity and skills.

#### Final recipients targeted

*a)* *For debt financing:*

Debt financing support shall be made available through intermediaries or directly by the implementing partner to finance predominantly SMEs as well as small midcaps as defined in the InvestEU Regulation, those which would not receive financing from the market or not receive support to the same extent due to, amongst others, the perceived higher risk, the lack of (sufficient) collateral or because the business is active in a clearly defined underserved economic area or engages in activities of EU policy priorities.

Where justified, more dedicated support may be provided to businesses in a specific sector or engaging in an area of specific policy orientation. In such cases, and for innovative SMEs and small midcaps, clear and unambiguous eligibility criteria will be formulated in the respective financial products. Furthermore, the operational reporting requirements will allow identifying the support provided for such sector or policy orientation.

*b)* *For equity financing:*

Equity finance support shall be made available through intermediaries (including through co-investment vehicles) to SMEs and small midcaps according to the definitions contained in the InvestEU Regulation, and more specifically to those activities, which would help achieve the EU policy priorities referred to in Article 3 of the InvestEU Regulation.

Targeting may be done on the basis of the fund manager’s investment strategy focusing on sectors or activities of EU policy priorities and a company life-cycle basis (on the basis of market assessments).

#### Features to be respected when designing financial products

Financial products shall be complementary to the Member States' use of financial instruments for SMEs at national and regional level in line with the additionality requirements in accordance with Annex V of the InvestEU Regulation.

*a)* *For debt financing provided by the implementing partner*

The EU guarantee may be provided for financing and investment operations taking the form of:

* Direct loans by the implementing partner
* counter-guarantees, on-lending guarantees and other risk sharing arrangements for guarantee schemes implemented by financial intermediaries or implementing partner, or
* direct guarantees and other risk sharing arrangements for financial intermediaries or implementing partners, or
* a direct investment in or alongside a financial intermediary, being an investment fund, a (co-)investment scheme or a special purpose vehicle which invests directly or indirectly in senior and subordinated debt or hybrid debt-equity.

Through such arrangements, the EU guarantee shall aim to reduce the particular difficulties that viable enterprises face in accessing finance because of their perceived higher risk or lack of (sufficient) collateral. This can be achieved through supporting, amongst others, the following transactions:

* start-up financing;
* financing transactions with significantly reduced collateral requirements or with no collateral requirements (unsecured lending);
* subordinated financing;
* financing transactions with repayment modalities or tenures that are not typically provided by financial intermediaries.

Eligibility of the proposal by a financial intermediary for building a portfolio of financing transactions shall be determined for each intermediary and, in case of direct financing, for each implementing partner, in relation to its existing business activities. In principle, the EU guarantee shall lead to the financial intermediary or the implementing partner broadening its business activity by financing transactions that it would not have financed in the absence of the EU guarantee due to the higher risk profile of such a portfolio. If a financial intermediary has already a dedicated higher risk SME financing product in place but its ability to serve market demand is restricted, the EU guarantee may be used to support a significant increase in the volumes of such higher risk SME financing product.

The following conditions shall apply to guarantees under the EU compartment:

* Support shall only be provided for a portfolio of newly established financing transactions in the form of portfolio guarantees. Transactions with SMEs, which are subject to collective insolvency proceedings or fulfil the criteria under their domestic law for being placed in collective insolvency proceedings at the request of its creditors shall not be eligible for inclusion into these portfolios.
* Portfolio guarantees may be provided on a capped (for financial intermediaries and implementing partners) or an uncapped (for financial intermediaries) basis, whereby pursuant to Article 10(1a) of the InvestEU Regulation, the risk coverage of the capped portfolio guarantees can be provided for free while the additional risk taking under uncapped portfolio guarantees has to be priced by the implementing partner. In both cases, the reduction of the remuneration of the EU guarantee shall fully benefit final recipients.
* Guarantee coverage provided to the financial intermediary on individual transactions should typically be set at 50%; this percentage may be increased for transactions of specific policy value.
* In the case of capped portfolio guarantees, the cap rate shall be set at the level of expected losses of the new portfolio. The cap rate shall be determined individually for each portfolio guarantee agreement signed with the financial intermediary or implementing partner in case of direct debt financing, whereby the expected losses shall be determined and documented based on historical data and forward-looking estimations. Exceptions which result in the cap rate set at higher than expected losses may be made under the Member State compartment only on a duly justified basis. In addition, in the absence of relevant data, the cap rate shall be set at a pre-agreed level as defined in the guarantee agreement with the implementing partner. The maximum permissible cap rate shall be 25%.
* In case the implementing partner provides uncapped portfolio guarantees and uncapped portfolio counter-guarantees to financial intermediaries, the EU guarantee may be offered as credit enhancement for the implementing partner.
* The minimum tenor of financing transactions which can be included in the portfolios shall be set at 12 months.
* Financing transactions, which can be included in the portfolios, shall include among others investment loans, working capital facilities including revolving ones, trade finance facilities, loans (including those embedded in or linked to a current account), bank guarantees, leasing transactions, sub-ordinated loans, senior and subordinated debt issuance loans and convertible loans.
* The products covered by the portfolio guarantee shall rank *pari passu* with the financial intermediary or with the implementing partner in the case of direct debt financing with regard to loss recoveries provided that, in the case of capped guarantees, if the amount of the losses exceeds the guarantee cap amount a corresponding amount of loss recoveries may firstly be allocated to the more senior exposures.
* The financial intermediary or the implementing partner in the case of direct debt financing shall be obliged to retain a minimum risk exposure of 20% of each financing transaction for the purpose of alignment of interest.

*b) Use of the EU guarantee for debt-type operations*

The EU guarantee may cover a FLP or a mezzanine tranche in respect of the relevant portfolio of operations financed by the implementing partner. In case of direct debt-type operations, the EU guarantee to implementing partners may contribute up to 50% to the FLP in respect of the relevant portfolio. Such percentage may be increased up to 70% for portfolios of transactions of specific policy value. For intermediated debt financing, where remuneration from financial intermediaries is not sufficient to adequately remunerate the risk of the financing provided by the implementing partner, the EU guarantee may cover up to 100% of the contribution to the FLP. For such intermediated debt financing in the form of capped guarantees, the EU guarantee may cover up to 100% of the financing provided by the implementing partner.

*c)* *For equity financing provided by the implementing partner*

The EU guarantee shall be used to guarantee investments into intermediary risk capital funds including into fund-of-funds that provide equity-and quasi-equity to SMEs and small midcaps at any stage of their development and into funds providing debt financing to SMEs and small midcaps.

All of the following conditions shall apply to investments made under the EU compartment to financial intermediaries, as further set out in the guarantee agreements with implementing partners:

For the avoidance of doubt, these conditions shall apply to the financing provided by the implementing partner under InvestEU (financing or investment operation), including the parts covered by the EU guarantee and by the financial contribution of the implementing partner.

* A financial intermediary receiving an investment under InvestEU (financing or investment operation) shall commit as part of its investment strategy to invest in eligible final recipients an amount equal to at least the higher of:
  + 50% of the intermediary’s aggregate invested amounts; and
  + two times the amount drawn down under the EU backed investment for investment purposes, capped at 80% of the intermediary’s aggregate invested amounts.

Investments by implementing partners in funds shall typically not represent more than 25% of the fund size. In the cases of high policy value added, investments representing up to 50% of the fund size may be allowed.

For co-investment funds and schemes, specific set of rules will be defined in the guarantee agreements with the implementing partners.

* Investments by implementing partners under InvestEU shall be made on a market conform basis. Such requirement means that investments into a fund will be made on a *pari passu* basis with a minimum of 30% of all investments into a fund made by private investors; the foregoing may not apply for the purpose of investment in areas of specific policy relevance for the EU, as further specified in the relevant guarantee agreement with an implementing partner.
* Investment in funds by implementing partners under InvestEU shall normally be made at the first closing of the fund; investments at subsequent closings are only possible where duly justified).
* Financing and investment operations shall be long term and have durations typically ranging from 5 – 20 years, likewise medium to long term for equity funds providing tailor-made debt financing.
* Investments under InvestEU shall support primary investments.

*d) Use of EU guarantee for equity-type operations*

The EU guarantee may be used to partly cover equity-type operations by the implementing partner in accordance with the section 2.3.2 of these investment guidelines.

*Possible additional product developments:*

The SME window shall also be available for the creation of pilot financial products to address market failures and suboptimal investment situations or to crowd-in more private investment, e.g. through providing guarantees for investors. Such pilot schemes, if successful, may subsequently be rolled-out on a fully-fledged basis. In duly justified cases, based on market assessments, these pilot projects may deviate from the conditions set out in this section 4.3.

## Social Investment and Skills window

### Policy areas of intervention

Support under the Social Investment and Skills window shall facilitate the deployment of projects strengthening the social dimension of the Union as underscored in the European Pillar of Social Rights. The emphasis under this window is to generate a positive social impact. In particular, actions under this window shall aim at upwards convergence, reducing inequalities, increasing resilience and inclusiveness through promoting employment including entrepreneurship and self-employment, social enterprises and social economy, social inclusion, improving citizens' health, well-being and overall quality of life boosting education outcomes and skill provisions and supporting a just transition to a low carbon economy. Actions shall also aim to increase access to and the availability of microfinance and of finance to social enterprises, support financing and investment operations related to social investment, competences and skills and develop and consolidate social investment markets, in the areas referred to in point (d) of Article 7(1) and in line with Article 3(2)(d) of the InvestEU Regulations. The window shall facilitate development of skills and key competences, matching, deployment and higher skills utilisation through education, training, including on the job training and related activities.

The eligible areas for financing and investment operations under the Social Investment and Skills window, are listed in Annex II of the InvestEU Regulation with particular reference to point 11 thereof. The eligible areas may be prioritised as described in section 2.3.2.1 of these investment guidelines.

The Social Investment and Skills window shall support microfinance and social enterprises. In the case of microfinance, a microloan (or microcredit) means a loan of up to EUR 50 000. The provision of investment amounts of up to EUR 500 000 for social enterprises shall in particular be encouraged, while larger amounts of up to EUR 2 000 000 shall also be targeted to foster their expansion and scaling up. Support shall also include measures to promote gender equality, social inclusion, the supply of and demand for skills, education, training and related services including for the development of sustainable social infrastructure in urban as well as rural areas. The window shall also support social infrastructure (including health and educational infrastructure as well as social and student housing), projects involving social innovation, health services, ageing and long-term care, inclusion and accessibility, as well as cultural and creative activities with a social goal.

The window shall also focus on the provision of sustainable and ethical finance to final recipients facing restrictions or barriers affecting their human rights and fundamental freedoms. The window shall in particular target projects that involve a reasonable degree of (prospective) financial viability but that are not delivered or not to a sufficient extent by the market due to higher risks, lack of collateral, not achieving optimal scale without public sector support or other market barriers. The supported projects shall contribute to crowd-in private investment to satisfy unmet needs.

Financing and investment operations aim at the provision of **social infrastructure** and connected services that may pertain to:

* inclusive education and training, including early childhood education and care, and their related educational infrastructure and services, alternative and inclusive childcare, student housing and digital equipment, that are accessible for all;
* social housing;
* health and long-term care, including clinics, hospitals, primary care, home services and community-based care;
* enabling social services delivered at community level and, where feasible, in an integrated way.

Compliance with applicable EU and national or where relevant, regional social legislation is a requisite for operations’ support under InvestEU. Where applicable the services provided from the supported projects shall be delivered at the community-based local level. Regarding infrastructure in the health area, the focus shall be on developing models moving from institutional care to prevention, primary care and community-based care and services supporting integrated person-centred care and independent living, fully in line with the UN Convention on the Rights of Persons with Disabilities.

[Regarding investments in the affordable social housing, particular focus shall be on delivering housing solutions that pursue the objective of lifting people from social exclusion in complementarity with national or regional support schemes. For the purpose of investments supported by InvestEU, affordable social housing[[31]](#footnote-32) should be understood as aimed at disadvantaged persons or socially less advantaged groups,[[32]](#footnote-33) who due to solvency constraints are unable to obtain housing at market conditions. Social mixity and social cohesion are also acceptable public policy objectives for investment in social housing.] When targeting people falling under the ETHOS definition of homelessness and housing exclusion, social housing provision shall follow a housing-led approach. The infrastructure and services should respect the applicable quality standards and UN conventions and shall not lead to segregation or isolation of specific groups.

In addition to financing solutions provided by traditional financial intermediaries, the provision of in-kind services may also qualify organisations, such as education institutions, or health and social service and care providers, to benefit indirectly from the EU guarantee through an implementing partner.

The window shall put special emphasis on the inclusiveness of **persons in vulnerable situations** and their access to quality services also for inclusion and **accessibility for persons with disabilities and for ageing population**.

Support under this window shall also support the provision of inclusive **education, training, vocational training and related services,** covering both initial and continuing education and training, including for adults, innovative health solutions, such as e-health services and new care models. Support shall aim at promoting **gender equality,** broadening self-employment and social integration of persons in vulnerable situations including **third-country nationals**.

Special attention shall be paid to **social enterprises** and the activities they carry out such as scaling initiatives, fostering the development of digital and entrepreneurial skills for disadvantaged groups to address gender and other diversity gaps in these areas. Support under this window shall address EU-wide market failures in social enterprise and social impact financing, microfinance, health, ageing, education and housing funding gaps and innovation through bringing about stronger EU intervention and more efficient market testing aimed at enhancing the social dimension of Europe.

The window shall support the **demand for and supply of skills**, addressing skills deficiencies or improving the skills utilisation by final recipients and fostering skills-investment markets.

Advisory support may also contribute to exploring new ways for the provision of social services as well as, in general helping to develop the supply of and demand for skills in line with the provision of the InvestEU regulation.

With regard to **microfinance**, the policy objective is to promote quality, sustainable employment and social inclusion by supporting job creation and income-generating activities, in particular for persons in vulnerable situations who wish to start up or develop a micro-enterprise, including on a self-employed basis. In addition, financial intermediaries active in the microfinance space shall ensure the provision, directly or indirectly, of non-financial services such as business development services (mentoring, coaching and training) which are an integral part of microfinance. Conditions such as the cost of borrowing (including the lending rate) and collateral requirements for microfinance directly or indirectly supported in the framework of InvestEU shall reflect the benefit derived by the support and shall be justifiable with regard to underlying risks and the actual cost of funding related to a credit.

As a pre-condition for accessing InvestEU Fund support, financial intermediaries providing microfinance shall sign up to (in the case of non-banks) or endorse (in the case of banks) the **European Code of Good Conduct for Microcredit Provision** to ensure high ethical lending standards in terms of, *inter alia*, governance, management and customer protection. Financial intermediaries shall seek to prevent persons and undertakings from becoming over-indebted by, *inter alia*, taking into account their repayment capacity ensuring affordable cost of borrowing.

Support under this window shall be in line with the objectives under the ESF+, including in its proposed operational objectives to support the development of the market eco-system related to the provision of finance for social enterprises and microfinance for micro-enterprises in start-up and development phases, in particular those that employ persons in vulnerable situations. The Commission, under the ESF+, will also provide guidance for the development of social infrastructure (including housing and for health, childcare, long-term care and education) needed for the implementation of the European Pillar of Social Rights. However, participation in ESF+ is not a pre-condition to access InvestEU support.

Support under the window shall also be addressed at **social innovation**, which may include innovative social solutions and schemes aiming at promoting **social impacts and outcomes** in order to contribute to achieve the policy objectives of this window.

In pursuing these objectives, the **combination of InvestEU Fund support with contributions from donors, philanthropists, foundations and other private sector actors** shall be encouraged. InvestEU Fund shall seek to strengthen private sector engagement to help deliver on the European Pillar of Social Rights, supporting, *inter alia*, quality employment, inclusive education and training, health, social inclusion and active participation in society as well as accessibility and disability inclusiveness. [Private sector actors will have the possibility to contribute to the objectives of the InvestEU Fund either through direct contributions (donations, repayable and non-repayable forms of support) for increasing the provisioning of the EU guarantee or through contributions to and/or co-investments into the projects or financial intermediaries supported indirectly by the InvestEU Fund.]

Likewise, **grouping of smaller projects** shall be encouraged, as many projects in the social space are rather small to attract interest from private investors or to make a more efficient use of public money. For example, reforms in the social policy area can entail implementation of social infrastructure and services, such as for new healthcare models, in several locations in the jurisdiction of a national or regional authority through a number of small-sized projects. Grouping small projects in a single investment proposition may be necessary to raise interest from investors. Grouping may involve:

* Grouping small social infrastructure or technology or social service projects into a single investment proposition that involves a number of sub-projects in different locations.
* Grouping investments needs for social infrastructure, technology and social services in a single project or investment proposition. Such grouping may require blending of financing sources or instruments.
* Grouping investments needs for social infrastructure and services into a larger investment vehicle for urban or rural renewal or development, aimed at social inclusion or under “civic match-funding” schemes.

The actions described above may be complemented by **accompanying measures** which aim to help project promoters and financial intermediaries in order to develop skills for configuring investment strategies, blending or hybrid financing, planning and grouping projects; support the development of social innovators, social enterprises, social impact investors, and philanthropists, including venture philanthropists, and create a pan-European network of social impact and social innovation relay and coaching centres, innovative education and training services, such as providers of guidance, skills forecasting, skills assessments and validation services or services helping to match the demand for and supply of skills as well as education-business partnerships and centres of excellence, including centres of vocational excellence.

The above actions may be complemented by gathering EU-wide data on the market failures or sub-optimal investment situations in the policy areas linked to the social investment and skills window and making it publicly available.

### Features of potential financial products

#### Financial intermediaries to be involved

*a)* *For debt financing:*

Any type of financial intermediary, including National Promotional Banks and Institutions, other publicly-owned intermediaries and those operating in social infrastructure, social enterprise finance and social economy space (such as ethical or alternative banks, cooperative banks), which are able to provide financing in the eligible areas covered by the Social Investment and Skills window in full compliance with applicable national and EU-legislation and with the relevant requirements of the Financial Regulation, may apply.

These financial intermediaries may also be providing, directly or indirectly, technical assistance and capacity-building support to final recipients including under the InvestEU Advisory Hub or may benefit from it.

*b)* *For equity financing:*

Eligible financial intermediaries for equity financing may include public or private financial intermediaries, or entities to be incorporated, funds-of-funds, private equity funds, VC funds, business angel funds, technology transfer funds, co-investment funds or schemes, other arrangements or schemes that provide investments in equity, quasi-equity, hybrid debt-equity and other forms of mezzanine finance to social enterprises, and other final recipients mentioned in the section below and are in full compliance with applicable national and EU-legislation and with the relevant requirements of the Financial Regulation, may apply.

The managers of financial intermediaries (including first time managers or advisors) shall demonstrate the capacity and experience to undertake such investments in the area under the Social Investment and Skills window as well as the ability to fundraise, attract private capital, and the prospective capability to become financially viable (including via a sound investment strategy), in order to attract more private investments into the specific asset class.

These financial intermediaries may also provide, directly or indirectly, technical assistance and capacity-building support to final recipients, including under the InvestEU Advisory Hub, or may benefit from it to build the required capacity and skills.

*c)* *For debt and equity financing:*

Financial intermediaries may include, amongst others, National Promotional Banks and Institutions, commercial banks guarantee societies, microfinance institutions, leasing companies, crowd-lending and crowd-equity platforms, special-purpose vehicles, match-funding vehicles, co-investment funds or schemes.

Non-banking financial institutions including loan funds, patient capital providers such as cooperatives, microfinance institutions, credit unions, guarantee institutions, insurance companies, pension funds, Private Equity/Business Angel funds, funds-of-funds and co-investment funds or schemes can also act as financial intermediaries for both debt and equity finance.

Social investment market enablers (including investment readiness and capacity-building intermediaries active in the micro-finance and social enterprise finance space, FinTech companies, higher education instiutions, universities, research centres and EIT Knowledge and Innovation Communities, centres of vocational excellence and education-business partnerships, foundations, and crowdfunding platforms) may also be eligible. Other groups of investors including corporate investors, social impact investors, (social) business angels, educational entrepreneurs (e.g. MOOCs), venture philanthropists and philanthropists can act as financial intermediaries in full compliance with applicable national and EU-legislation when they are able to generate projects or investment portfolios in the areas covered by the social investments and skills window while complying with the relevant requirements of the Financial Regulation.

The potential public financial intermediaries referred to above may also play a role in combining InvestEU Fund support with other central EU funding programmes and funds under shared management, such as ESF+.

#### Final recipients targeted

The focus of the Social Investment and Skills window is to support interventions in various policy areas; hence a wide range of final recipients will be targeted. These may include:

* Natural persons:
  + Persons in vulnerable situations (such as persons experiencing or at risk of social exclusion, including persons who are homeless or who live in severe housing deprivation, persons who have lost or are at risk of losing their job, or have difficulties entering or re-entering labour market, third country nationals, persons in a disadvantaged position with regards to access to the conventional credit market who wish to start up or develop their own micro-enterprises;
  + children, parents, teachers and school administrators;
  + potential or current students and learners (including adult learners).
* Enterprises:
  + micro-enterprises, including self-employed, especially micro-enterprises which employ vulnerable persons;
  + social enterprises;
  + public enterprises in the area of social infrastructure;
  + SMEs;
  + Other private sector companies.
* education, training and related service providers, including European Universities, schools, centres of vocational excellence and providers of early childhood education and care;
* special-purpose vehicles;
* associations, foundations, mutuals and cooperatives;
* non-governmental organisations;
* public authorities;
* health authorities, health service providers, technology providers, healthcare professionals, patients, citizens;
* In the field of social infrastructure, the targeted final recipients may be project promoters, operators of buildings/facility managers, social housing providers, public-private partnerships.

Investment and financing operations shall also support projects from private and public sector organizations active in the social investment space or in need of such investment.

Such organizations include, among others, SMEs, large corporations, cooperatives, foundations, venture philanthropists, impact-driven enterprises, education and training institutions and providers, triple bottom line ventures, local and municipal authorities.

Their activities cover different sectors and sub-sectors, including *inter alia* smart and inclusive mobility, urban renewal, rural socio-economic revitalizing community building and intergenerational solidarity, inclusive communities, homelessness, integration of persons in vulnerable situations including people with disabilities, mental health difficulties and dementia, community development, integration of third country nationals addressing demographic and migratory challenges and integrating new populations, and digital inclusiveness and entrepreneurial skills.

#### General products

Support from the InvestEU Fund will be underpinned by a single EU budgetary guarantee supporting financial products that address a diversified portfolio of risks. This may include, among others bank guarantees, loans, equity, mezzanine debt, dedicated funds and investment platforms (which may have a layered structure of FLP, mezzanine tranche and senior debt), investment support into social outcomes contracting schemes and partnerships, working capital, support to the acquisition of tangible and intangible assets, leasing transactions. Financing transactions shall have a minimum maturity of 12 months, however for specific segments with typical maturity shorter than average, e.g. microfinance, minimum maturity can be reduced to up to 3 months. Special emphasis shall be given to the provision of patient capital foregoing immediate returns with the expectation of long-term value creation.

This may be done, *inter alia*, through dedicated investment vehicles, which may provide loans, equity capital, hybrid capital and risk-sharing instruments for intermediaries or direct financing to final recipients.

Guarantees will enable the implementing partners and intermediaries to target final recipients (such as social enterprises or micro-enterprises, the providers of education, training and related services, organisations facing skills deficiencies or aiming to enhance the utilisation of skills as well as individuals such as students, learners or mobile artists) at improved financial and non-financial conditions than they would have without the guarantee, thereby passing on the benefit arising from the EU intervention. The reduction of the risk premium charged to the final recipients may be in particular considered for InvestEU Fund supported operations under this window. In addition, in line with the risk profile of the assets (often of intangible nature) under the Social Investment and Skills window FLP coverage by the guarantee shall be possible.

Pilot social outcome contracting schemes may be supported, including investments in payment-by-result schemes and social impact bonds in specific areas, in which public procuring bodies (or also private bodies) pursue social impacts based on pre-defined social outcomes, if they result in additionality in accordance with Annex V of the InvestEU Regulation. They shall entail private sector risk taking and shall not fall within the scope of essential social services for which public authorities would have to step in in the event of failure. As long as this is respected, possible areas of intervention may include access to education, housing, health and care, migration and integration of third country nationals, childcare, employment services, and skills upgrading.

*a)* *For debt financing provided by the implementing partner*

Debt instruments supported by the EU guarantee through implementing partners and financial intermediaries shall predominantly target projects that experience difficulties obtaining debt finance on the market due to *inter alia* the lack of collateral, credit history or a high-risk profile or low expected returns.

The EU guarantee may be provided for the financing and investment operations in the form of:

* direct debt-subordinated loans, unsecured lending, uncollateralised loans, corporate loans, mezzanine investments, senior loans and credit lines;
* credit enhancement for new investments (to project bonds, bank loans or a combination of the two) and loans for social and educational infrastructure projects, corporate loans, or senior debt and subordinated loans to special-purpose vehicles and PPP structures (in project financing schemes);
* intermediate debt including framework loans disbursed through financial intermediaries and involving multiple final recipients.
* (counter)-guarantees, on-lending guarantees, funded guarantees and other risk sharing arrangements for schemes implemented by financial intermediaries or implementing partners;
* direct guarantees and other risk sharing arrangements for financial intermediaries or implementing partners;
* guarantee products covering newly originated loans which may, subject to applicable regulations and to the consent of the relevant national regulators if applicable, provide regulatory capital relief for financial intermediaries;
* targeted guarantee mechanisms that may be devised to enable and support social investments from the endowment base of foundations and philanthropic organisations, contributing to reduce the risk of their portfolio and/or guarantee a certain level of returns. The above shall typically be linked to the condition that returns generated on the side of investors from the use of the guarantee would be spent on grants and non-repayable assistance aligned with InvestEU priority funding areas.

The following conditions shall apply to the financing and investment operations made under the EU compartment:

* for **capped (counter)-guarantees**, they shall typically cover portfolios of loans to final recipients or investments made into final recipients at a guarantee coverage of 50% to 80%, which can arrive to up to 95% in duly justified cases;
* for **uncapped guarantees,** they shall typically cover portfolios of loans to final recipients or investments made into final recipients at a guarantee coverage in the area of 50% to 80%. In case the implementing partner provides uncapped portfolio guarantees and uncapped portfolio counter-guarantees, the EU guarantee may be offered as credit enhancement for the implementing partner.
* The products covered by the portfolio guarantee shall rank *pari passu* with the financial intermediary with regard to loss recoveries provided that in the case of capped guarantees if the amount of the losses exceeds the guarantee cap amount a corresponding amount of loss recoveries may firstly be allocated to the more senior exposures.
* In duly justified cases, the revenue and risk sharing between the implementing partner and financial intermediary may be asymmetric.

*b) Use of the EU guarantee for debt-type operations*

The EU guarantee may be used to partly cover individual operations on a *pari passu* basis. In this case, the maximum exposure of the EU guarantee on an individual operation is 50% of the financing provided by the implementing partner.

The EU guarantee may also cover an FLP in respect of individual financing provided to a final recipient. The FLP cover is limited to 25% of the overall amount of financing to the final recipient. The implementing partner must contribute at least 5% to the FLP.

The EU guarantee may also cover an FLP or a mezzanine tranche in respect of the relevant portfolio of operations financed by the implementing partner. In case of debt-type operations, the EU guarantee to implementing partners may contribute up to 95% to the FLP in respect of the relevant operations (project or portfolio). For intermediated debt financing, where remuneration from financial intermediaries is not sufficient to adequately remunerate the risk of the financing provided by the implementing partner, the EU guarantee may cover up to 100% of the FLP. For such intermediated debt financing in the form of capped guarantees, the EU guarantee may cover up to 100% of the financing provided by the implementing partner.

*c)* *For equity financing provided by the implementing partner*

Equity under the Social Investment and Skills window shall be used to reach critical mass and give the flexibility in funding structures typically associated with bank lending. Equity operations can attract a range of patient capital, used in the pre-bankable- stages of business start-ups in all sectors, allow social enterprises to move gradually away from a grant-based funding approach and enhance their innovation and growth potential.

Potential equity products that may be covered by the EU guarantee include:

* **(In)direct equity and quasi-equity investments,** hybrid debt-equity and other forms of mezzanine finance in private or public equity funds, private debt funds, venture capital funds, financial intermediaries such as microfinance institutions and social finance providers e.g. for capacity building purposes, funds linked to incubators, accelerators or providing incubation services to social enterprises and social innovators, including innovative education, training and related services providers, or alongside co-investments with social business angels venture philanthropist and certain innovative financial solutions may potentially be considered, including the departure from the traditional *pari passu* principle towards an asymmetric model of risk and return sharing distribution in certain special circumstances;
* **Direct equity participations**, shareholder equity, convertible shareholder loans and combinations of different types of equity participations issued to the investors. The possibility to allow for asymmetric returns and risk-sharing shall also be considered;
* Open equity participations, dormant holdings, shareholder loans and combinations of different types of equity participations issued to the investors as well as donations, including advanced repayable and non-repayable forms of support. Those products shall not involve voting or management rights for the investors (including co-investors).

All of the following conditions shall apply to investments made under the EU compartment to financial intermediaries, as further set out in the guarantee agreements with implementing partners:

For the avoidance of doubt, these conditions shall apply to the financing provided by the implementing partner under InvestEU (financing or investment operation), including the parts covered by the EU guarantee and by the financial contribution of the implementing partner.

* A financial intermediary receiving an investment under InvestEU (financing or investment operation) shall commit as part of its investment strategy to invest in eligible final recipients an amount equal to at least the higher of:
  + 50% of the intermediary’s aggregate invested amounts; and
  + two times the amount drawn down under the EU backed investment for investment purposes, capped at 80% of the intermediary’s aggregate invested amounts.

Investments by implementing partners in funds shall typically not represent more than 25% of the fund size. In the cases of high policy value added, investments representing up to 75% of the fund size may be allowed.

For co-investment funds and schemes, specific set of rules will be defined in the guarantee agreements with the implementing partners.

* Investments by implementing partners under InvestEU shall be made on a market conform basis. Such requirement means that investments into a fund or into the fund’s underlying projects will be made at least on a *pari passu* basis with other public and private investors. In addition, a minimum of 30% of all investments into a fund or into the fund’s underlying projects shall be made by private investors; the foregoing may not apply for the purpose of investment in areas of specific policy relevance for the EU, as further specified in the relevant guarantee agreement with an implementing partner.
* Investment in funds by implementing partners under InvestEU shall normally be made at the first closing of the fund; investments at subsequent closings are only possible where duly justified;
* Financing and investment operations shall be long term and have durations typically ranging from 5 – 20 years.

The implementing partners benefitting from the EU guarantee should rank at least *pari passu* with other investors. However, under the Social Investment and Skills window, when duly justified, the *pari passu* principle may not apply i.e. the investments of implementing partners which are benefitting from the EU guarantee may be asymmetric with regard risk and/or revenues.

The pool of investors willing to invest in the social instruments is currently limited given the return and risk perceptions. In particular, programme implementation shall not aim at return maximization, but rather at a level of return that is sufficient to guarantee **alignment of incentives and investor participation**. Given that the emphasis shall be on generating a social return rather than a financial return, the target portfolio return for an operation may be as low as 0%.

*d) Use of the EU guarantee for equity-type operations*

The EU guarantee may be used to partly cover equity-type operations by the implementing partner in accordance with section 2.3.2 of these investment guidelines.

#### Thematic financial products

*a) Debt or equity financing provided by the implementing partner*

Thematic financial products which are consistent with the Commission’s social policy framework, may be developed in accordance with the section 2.3.2.3 of these investment guidelines.

Such products may be directed at the creation of pilot financial products and platforms to address market failures and suboptimal investment situations, or to accelerate the development of the social investments market or to crowd-in more private investment and contribute to tailored finance solutions for social impact[[33]](#footnote-34).

*b) Use of the EU guarantee for equity-type operations*

The EU guarantee may cover an FLP in respect of the relevant portfolio of operations financed by the implementing partner. Given the characteristics of such products, the size of the contribution of the implementing partner and the EU guarantee’s contribution to the FLP could be more than 50% of the target financing provided by the implementing partners. The implementing partner shall contribute at least 5% to the FLP in order to ensure alignment of interest.

In duly justified cases, the implementing partners’ contribution to the loss-coverage ensured by the FLP could be provided progressively, as the portfolio matures and is de-risked, through the revenues originating from the guaranteed or other portfolio(s), or through other appropriate and innovative mechanisms.

*c) Use of the EU guarantee for equity-type operations*

The EU guarantee may be used to partly cover equity-type operations by the implementing partner on an asymmetric risk-revenue sharing basis. In these cases, the EU guarantee may cover an FLP in respect of the relevant portfolio of operations financed by the implementing partner. The implementing partner shall contribute at least 5% to the FLP in order to ensure alignment of interest.

In duly justified cases, the implementing partners’ contribution to the loss-coverage ensured by the FLP can be provided progressively, as the portfolio matures and is de-risked, through the revenues originating from the guaranteed or other portfolio(s), or through other appropriate and innovative mechanisms.

1. The scope of the compartments is defined in Article 8 of the InvestEU Programme Regulation. [↑](#footnote-ref-2)
2. In accordance with the last paragraph of section A of Annex V of the InvestEU Regulation refinancing operations shall not be supported by the EU guarantee except in specific exceptional and well justified circumstances. Financing and investment operations covering existing portfolios falling under such exception may only be established initially within a pilot scheme with a limited budget under a respective policy window and shall conform to all the conditions set in Annex V and further defined in the guarantee agreement. [↑](#footnote-ref-3)
3. A financing or investment operation taking the form of, or including, a guarantee from the implementing partner to a third party financier in relation to specific projects assessed and selected by the implementing partner, is assimilated to a direct operation. [↑](#footnote-ref-4)
4. Mid-caps companies means entities employing up to 3000 employees that are not SMEs. Small mid-caps are entities as defined in Article 2(15) of the InvestEU Regulation. [↑](#footnote-ref-5)
5. i.e. government bodies or bodies fully guaranteed by the Member State [↑](#footnote-ref-6)
6. Social infrastructure in the context of the Social Investment and Skills Window refers to the infrastructure supporting the provision of social services and selected services of general interest (education and health) as defined by the Commission communication on Social Services of General Interest and Services of General Interest (COM(2007) 725 final and COM(2006) 177). More specifically, social infrastructure in the field of social services supports the provision of enabling services assisting people, through personalised support, to overcome their adverse social situations, to ensure inclusion into society and to enhance their employability. This type of infrastructure is typically delivered on a local level and implies integrated delivery and community based provision. [↑](#footnote-ref-7)
7. The Member State compartment could be financed by any of the following shared management funds: ERDF, Cohesion Fund, ESF+, EAFRD, EMFF. [↑](#footnote-ref-8)
8. For the purposes of these investment guidelines, sectorial programmes means Union programmes as defined in Article 2(1) of the InvestEU Regulation. For the purposes of this section 2.9, only sectorial programmes for which a corresponding enabling clause is included in the legal basis are relevant. [↑](#footnote-ref-9)
9. In case of blending with ETS Innovation Fund: relevant decision adopted in accordance with delegated acts adopted on the basis of Article 10a(8) of Directive 2003/87/EC.  [↑](#footnote-ref-10)
10. There will be two separate guidance notes, one on climate tracking and one on sustainability proofing, to be developed by the Commission in cooperation with the implementing partners. [↑](#footnote-ref-11)
11. The specific thresholds to be applied will be defined in the Commission "guidance on the EU climate, environmental and social sustainability proofing" [↑](#footnote-ref-12)
12. Directive 2001/42/EC (SEA Directive); Directive 2011/92/EU (EIA Directive); Directive 2014/52/EU (amended EIA Directive) [↑](#footnote-ref-13)
13. <https://ec.europa.eu/clima/sites/clima/files/docs/major_projects_en.pdf> as well as guidance published by European Union Financial Institutions Working Group (EUFIWACC) on Adaptation to Climate Change:

    <https://ec.europa.eu/clima/sites/clima/files/docs/integrating_climate_change_en.pdf> [↑](#footnote-ref-14)
14. OJ Reference [↑](#footnote-ref-15)
15. See, for example, the Communication from the European Commission of 8 March, 2018 on Financing Sustainable Growth and the input provided by the High Level Expert Group on Sustainable Financing by means of its final report published on 31 January 2018. [↑](#footnote-ref-16)
16. Relevant for the Member State compartment: Member States have a wide variety of regulatory frameworks supporting sustainable energy infrastructure, carrying a multitude of policy- and market design risks and regulatory risks, which impact the cost of capital of investments. These risks are perceived high in a number of jurisdictions and function as a major barrier to the flow of capital to, very typically, renewable energy projects - otherwise crucial for the achievement of climate and energy policy objectives. [↑](#footnote-ref-17)
17. OJ reference [↑](#footnote-ref-18)
18. The Union renewable energy financing mechanism is established by Regulation (EU) 2018/1999 on the Governance of the Energy Union and Climate Action (Article 33). [↑](#footnote-ref-19)
19. OJ reference [↑](#footnote-ref-20)
20. OJ reference [↑](#footnote-ref-21)
21. OJ reference [↑](#footnote-ref-22)
22. OJ reference [↑](#footnote-ref-23)
23. OJ reference [↑](#footnote-ref-24)
24. OJ reference [↑](#footnote-ref-25)
25. OJ reference [↑](#footnote-ref-26)
26. OJ reference [↑](#footnote-ref-27)
27. Technology Readiness Levels [↑](#footnote-ref-28)
28. OECD, Frascati Manual [↑](#footnote-ref-29)
29. Primary investment means a direct or indirect investment (including in the form of debt) in a final recipient resulting in financing flowing directly or indirectly into the final recipient. [↑](#footnote-ref-30)
30. As described in Annex II point 8. [↑](#footnote-ref-31)
31. [Affordable social housing projects should consist in one or several of the following:

    Provision of new, non-segregated and accessible rental social housing stock through one or several of these actions:

    construction of new buildings;

    refurbishment or transformation of existing buildings,

    sourcing of individual housing units from the private housing market (through purchase or mediation);

    Set-up of a social rental agency;

    Provision of housing-led solutions, combining the provision of rental housing units with enabling support services of proximity (i.e. delivered on-site or made easily accessible);

    Adapting existing social housing stock to fit the needs of persons with disabilities, including owner-occupied housing ;

    Targeted support for marginalised communities that experience severe deprivation in their current housing conditions, including owner-occupied housing.] [↑](#footnote-ref-32)
32. [As defined at the national, regional or local level, as relevant and/or economic and social contexts.] [↑](#footnote-ref-33)
33. e.g. through providing guarantees for investors, establish acceleration facilities for social impact vehicle managers, or devise social impact incentive mechanisms for social enterprises). [↑](#footnote-ref-34)