

Annex II to the Open Call for Expression of Interest to select Financial Intermediaries under the Energy Efficiency and Renewable Energy for Malta “EERE”, Selection Criteria



Criteria for the Selection of Financial Intermediaries

I	Formal assessment (Yes / No)
1.	The Applicant (and any Participating Entity in case of joint Expressions of Interest):
a.	has the necessary client base in Malta to deploy the Financial Instrument, with relevant track record and branch network coverage therein;
b.	has the legal capacity and is authorised to carry out lending business in Malta under the applicable regulatory framework;
2.	The Expression of Interest has been prepared in accordance with the Call, has been duly signed, and all required representations, information and supporting documentation have been provided (in the form requested, where specified).

II	Quality assessment	Weight
1.	<p>Quality and plausibility of the Financial Instrument implementation proposal, with particular focus on:</p> <ul style="list-style-type: none"> - implementation and rollout strategy (proposed volumes, geographical reach, the proposed financial products to be made available under the Financial Instrument, the intention of the Applicant to focus on financing of (i) EE projects attached to building for both private individuals and corporates, (ii) RE projects and/ or (iii) electric vehicles for corporates), - marketing and publicity of the Financial Instrument, - strategy of the branch network (including incentives for sales force), - previous experience working with international financial institutions. 	25%
SUSTAINABILITY		
2.	Operational capacity of the Applicant (and any Participating Entities in case of joint Expressions of Interest) to assess and manage risk.	10%
QUALITY AND MATURITY		

Annex II to the Open Call for Expression of Interest to select Financial Intermediaries under the Energy Efficiency and Renewable Energy for Malta "EERE", Selection Criteria

3.	Ability to provide the required data for EIF to properly conduct its analysis and assessment of the Applicant's (and any Participating Entities in case of joint Expressions of Interest) track record and future activity.	10%
4.	Experience and ability of the Applicant (and any Participating Entities in case of joint Expressions of Interest) to generate the Portfolio within a predefined timeframe. This shall be assessed by the EIF based inter alia on: the track record of financing Final Recipients and the information submitted as regards the plan for building a Portfolio.	10%
5.	Proposed improvements to the terms offered to Final Recipients (e.g. pricing reduction, reduction of the requested level of collateral, any additional reduction of fees, if applicable, charged to Final Recipients either upfront or on an on-going basis etc.) as compared to standard conditions offered for Final Recipients.	25%%

III	Quality assessment of the risk profile of the envisaged Portfolio and the Applicant (and any Participating Entities in case of joint Expressions of Interest)	Weight
1.	Expected composition of the Portfolio, including its credit risk profile granularity and diversification.	10%
2.	Financial standing and financing capacity of the Applicant (and any Participating Entities in case of joint Expressions of Interest), based on the credit rating and capital ratio.	10%