



# **Comprehensive Financial Attraction Toolkit – from Innovation to Finance**

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Green Missions for Climate Finance: (GM4Finance)

22 August 2025



# SECAP

entry step  
for climate change  
mitigation, adaptation  
and energy poverty

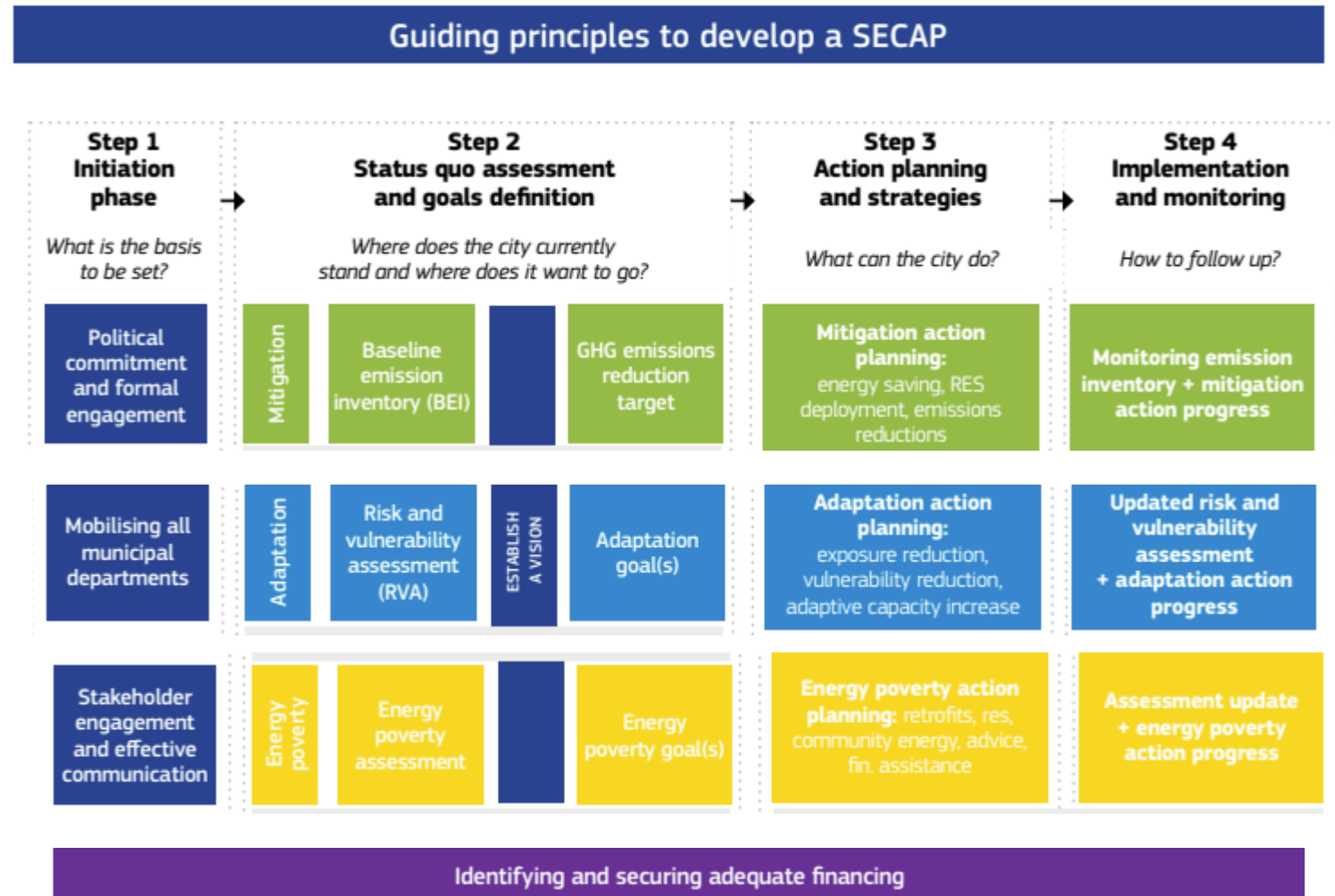


# Covenant of Mayors (CoM) pathway to 2050



# SECAP

The sustainable energy and climate action plan (SECAP) is an integrated, strategic and operational plan – formally adopted by a municipal council – that outlines commitments and actions to address climate change challenges and the transition to sustainable energy in the various intervention areas of the respective municipality.



The background is a deep blue with a complex, abstract pattern. A prominent feature is a glowing, circular ring composed of many small, bright blue particles, giving it a textured, almost crystalline appearance. Surrounding this ring are various other patterns of light blue and white particles, some forming elongated, wavy shapes and others appearing as smaller, more dispersed clusters. The overall effect is one of dynamic energy and futuristic design.

# **Financial Attraction Sources**

# ❖ Financial attraction sources

## Grants

Financing attraction

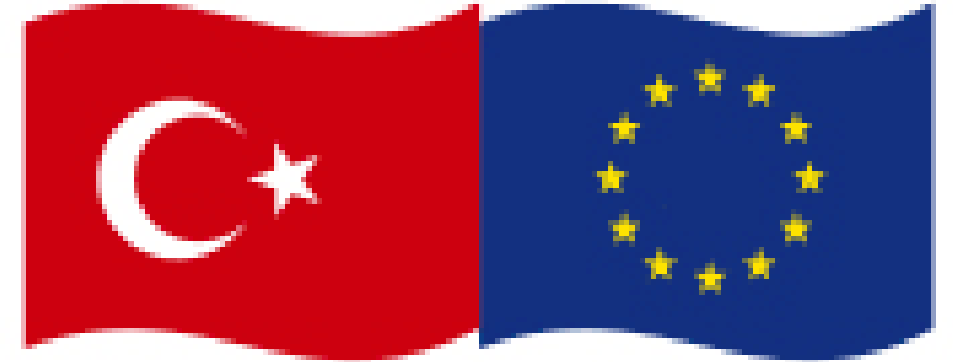
# IPA III, 2021-2027

## ~€3 bn

❖ Financial instrument in aid of candidate and potential candidate countries in the EU accession process.

### IPA III

5 thematic windows: (1) Rule of law, fundamental rights & democracy, (2) Good governance, (3) Green agenda & sustainability, (4) Competitiveness & inclusive growth, (5) Territorial and cross-border cooperation



Bu proje Avrupa Birliği tarafından finanse edilmektedir.

**IPA III** 2021-2027  
Türkiye ve AB  
Mali İşbirliği

**Green & Digital Transition** prioritized (aligned with EU Green Deal)

**Civil society, municipalities, and universities** expected to be bigger beneficiaries, as direct state funding is more restricted.

# HORIZON EUROPE

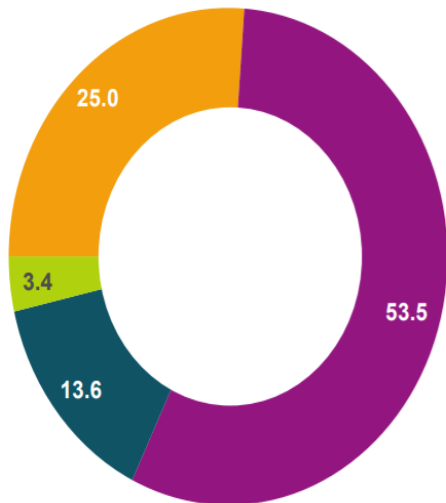
❖ EU's funding instrument for the environment and climate action.



Financing attraction



# Horizon Europe is EU's ambitious 95,5 billion Eur research and innovation programme (2021-2027)




**Political agreement December 2020**  
 € billion in current prices

- Excellent Science
- Global challenges and European ind. comp.
- Innovative Europe
- Widening Part and ERA

## New elements in Horizon Europe

- **European Innovation Council:** Support for innovations with potential breakthrough and disruptive nature with scale-up potential that may be too risky for private investors. This is 70% of the budget earmarked for SMEs.
- **Missions:** Sets of measures to achieve bold, inspirational and measurable goals within a set timeframe. There are 5 main mission areas as part of Horizon Europe.
- **Open science policy:** Mandatory open access to publications and open science principles are applied throughout the programme
- **New approach to partnerships:** Objective-driven and more ambitious partnerships with industry in support of EU policy objectives

[Factsheet: Open science in Horizon Europe](#) 



Source: [https://ec.europa.eu/info/sites/info/files/research\\_and\\_innovation/funding](https://ec.europa.eu/info/sites/info/files/research_and_innovation/funding)

# LIFE

❖ EU's funding instrument for the environment and climate action.



- LIFE has a total financial envelope of €5.43 billion (in current prices) for the period 2021-2027, with €1.94 billion reserved for the field of climate action. The climate action field, which is the relevant financial envelope for hydrogen-related projects, is subdivided into €947 million for the sub-programme 'Climate Change Mitigation and Adaptation', and €997 million for the sub-programme 'Clean Energy Transition'

# INTERREG IPA

- ❖ EU's initiative for cross-border, transnational, and interregional cooperation.
- ❖ IPA (Instrument for Pre-accession Assistance) is the EU's funding tool for candidate countries and potential candidates (Western Balkans, Türkiye, etc.), preparing them for eventual EU membership. Together, Interreg IPA CBC (Cross-Border Cooperation) programmes fund projects that strengthen cooperation between EU member states and neighboring IPA countries.

Interreg



Co-funded by  
the European Union

IPA Bulgaria – Türkiye

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# INTERREG Bulgaria – Türkiye IPA CBC programme 2021-2027



- **PO 2 A greener, lowcarbon Europe:**
  - Promoting energy efficiency and reducing greenhouse gas emissions
  - Promoting the transition to a circular economy
- **PO 5 A Europe closer to citizens:**
  - Fostering the integrated social, economic and environmental development, cultural heritage
- **ISO 2: A safer and more secure Europe:**
  - Improving migration management



# ENI CBC Black Sea Basin Programme 2021-2027



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## Partner 5

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## Partner 6

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# ENI CBC Black Sea Basin Programme 2021-2027



## Programme Thematic Objectives

- **Business and SME development**
  - Promote business and entrepreneurship in the tourism and cultural sectors
- **Business and SME development**
  - Increase cross-border trade opportunities and modernisation in the agricultural and connected sectors
- **Environmental protection, climate change mitigation and adaptation**
  - Improve joint environmental monitoring
- **Environmental protection, climate change mitigation and adaptation**
  - Promote common awareness-raising and joint actions to reduce river and marine litter in the Black Sea Basin

# LTAID

❖ Lithuanian Development Cooperation and Humanitarian Aid Department  
(Ministry of Foreign Affairs).



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# Practical Examples

❖ The reality is, the only way to learn something new is to practice

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# Practical example: LTAID

2024

Project “Collaborative Türkiye-Lithuania Missions as a Learning and Networking Tool to Address Climate Change Challenges (TLM-3C: Türkiye-Lithuania Missions - Climate Change Challenges)”



Directly involved municipalities

Izmir, Narlidere, Bornova, Trakai, Jonava

Beneficiaries and other stakeholders in missions :

< 20 organizations from local level, business and science sectors



TLM-3C: Türkiye-Lithuania Missions  
-Climate Change Challenges

## Project progress

- | Task   | Progress |
|--|----------|
| 1. Local level authorities, municipal level authorities, science institutions and business companies good practice exchange mission's sessions | 100%     |
| 2. To organize awareness raising campaign  | 100%     |
| 3. To ensure continuity of the project   | 100%     |

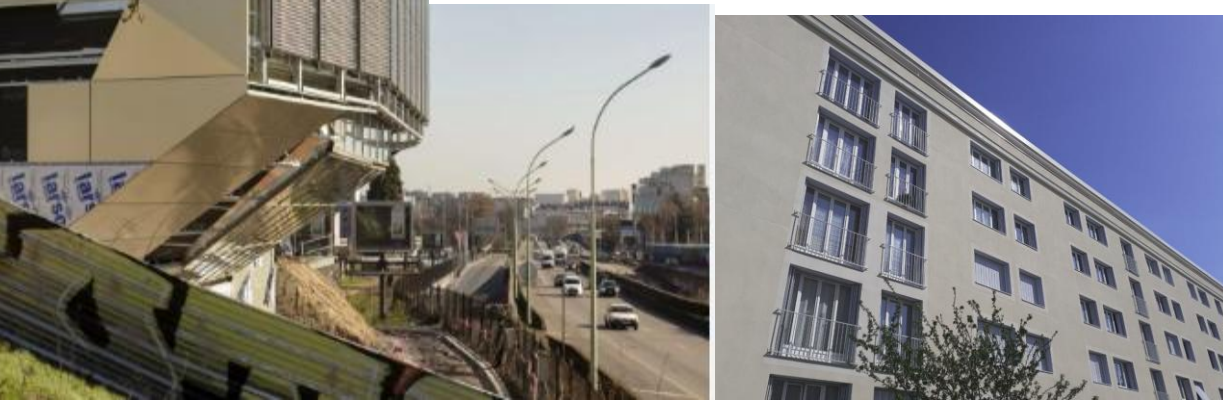
# Practical examples

## EIB funds

Private residential buildings renovation, Ile de France



Summary Table	
City & country	Ile de France, France
Investment project	Residential buildings renovation
Sector(s)	Industry - Construction Energy - Electricity, gas, steam and air conditioning supply
Year	2013-2016
Funding opportunity	IEE MLEI-PDA
Energy saving	17,490 MWh
Investments	35,5 million €
Number of Jobs created	592
Impact on the environment	4,560 tCO <sub>2</sub> /y



## LIFE AND HORIZON 2020 programmes

Development of sustainable energy and climate action plans and climate adaptation measures in 6 municipalities



Summary Table	
City & country	Águilas, Lorca and Cartagena in Spain, Smiltene in Latvia, Mértola and Alfândega da Fé in Portugal
Investment project	Adaptation projects
Sector of SECAP	Public lighting
Year	2017 - 2021
Funding opportunity	EU co-finance (from 55%)
Results	Significantly improved resilience against climate change consequences.



# Practical example: San Javier, Spain improves public lighting energy efficiency through a soft loan

*San Javier, Spain improves public lighting energy efficiency through a soft loan*  
*Tinergie helps finance housing energy renovation through soft loans in Brest Métropole, France*

## Soft loans



EU Soft loans helped San Javier renew 4000 lighting points

Soft loans help energy renovation for households in Brest Métropole

San Javier summary Table

City & country	San Javier, Spain
Investment project	Public lighting renovation
Sector of SECAP	Public lighting
Year	2016
Funding opportunity	Soft loan
Energy saving	2.4 GWh/year
Cost saving	402 378 €/year
Green energy produced	N/A
Impact on the environment	26.5 % less than before

Brest summary Table

City & country	Brest Métropole, France
Investment project	Energy renovation and REs
Sector of SECAP	Housing
Year	2018
Funding opportunity	Tinergie

# Practical example: Energy Cooperatives

## **Municipalities join hands through an energy cooperative**

Depending on national legislation, energy cooperatives can also foster cooperation between municipalities, as has

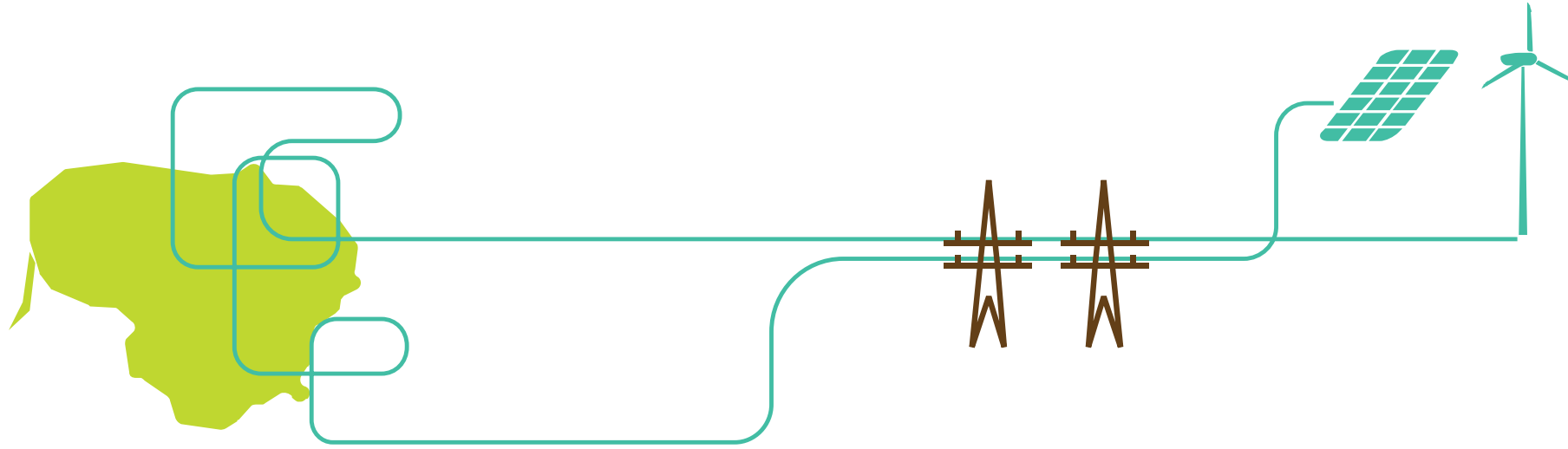
been the case in a southern German region. In the county of “Neustadt an der Waldnaab”, 17 municipalities have formed an energy cooperative called “NEW-Neue Energien West eG” in order to jointly implement renewable energy

projects. The 17 member municipalities have purchased shares of at least 5000 euros each. The cooperative’s governing board is led by three mayors, with other municipal representatives on the advisory board.





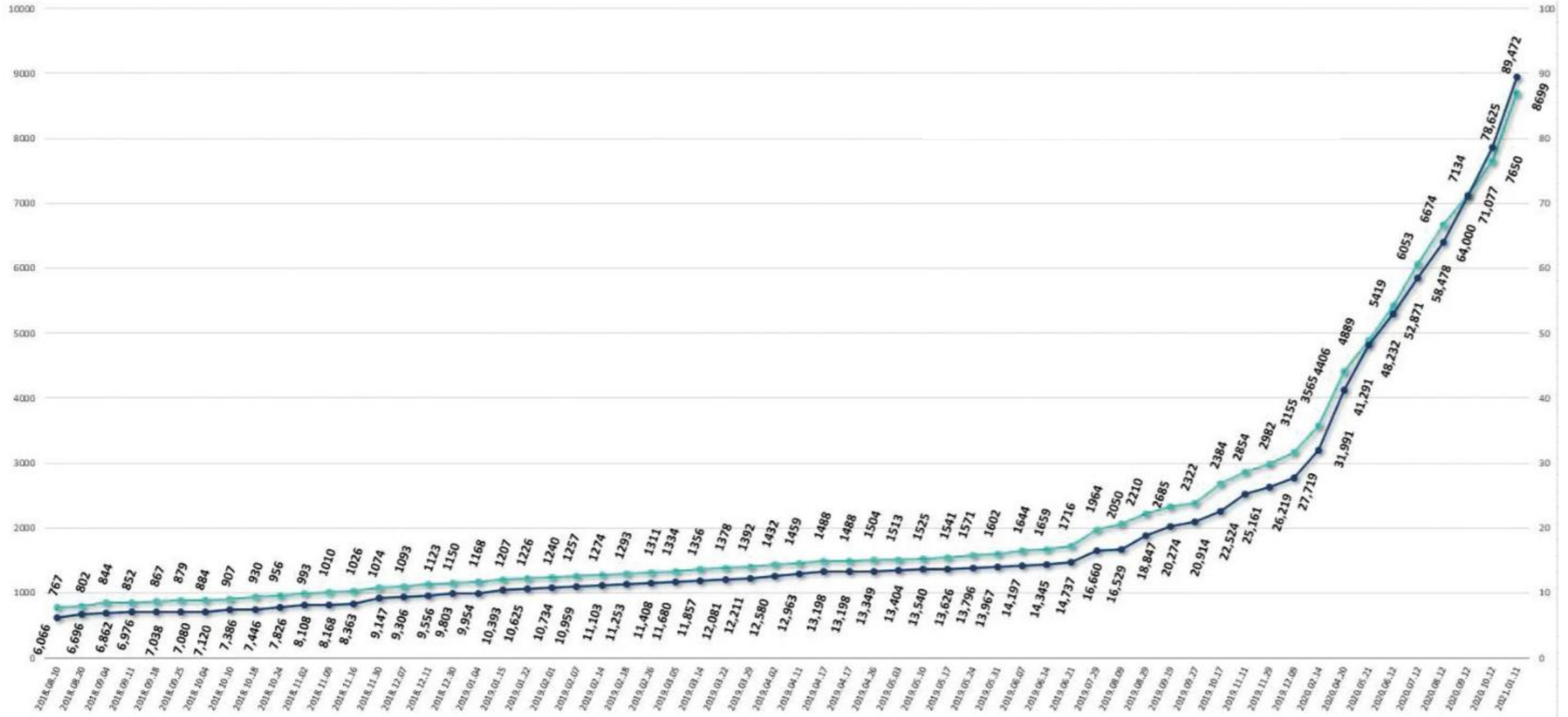
# Introduction to Lithuanian “prosumer” model



## Main features of “prosumer” (energy production for self-consumption)

- national energy infrastructure to act as energy storage facility (especially for electricity produced in summertime) for prosumers
- electricity saved on the grid for a fee (commercially based service price calculated by independent National energy regulatory council)
- accumulation period from the 1st of April until the 31st of March next year (balancing annual production and consumption)
- energy produced by big power plants can be distributed among smaller users
- whole or parts of power plants could be both owned or rented
- platforms connecting powerplants producers and consumers launched

# Prosumers 2018-2024



# Upcoming calls 2025



Topic	Name	Link	Grant	Opening Date	Closing Date	Budget / Grant No.
Positive Energy Districts (PEDs)	Innovative approaches for the deployment of Positive Energy Districts HORIZON-CL5-2026-02-D4-04	<a href="#">Link</a>	Horizon Europe - Innovation Actions	16.09.25	17.02.26 17.00 Brussels Time	15.000.000 (3 grants)
Low-carbon and climate-resilient buildings (Built4People)	Innovative pathways for low carbon and climate resilient building stock and built environment (Built4People Partnership)	<a href="#">Link</a>	Horizon Europe - Research and Innovation Actions	16.09.25	17.02.26 17.00 Brussels Time	5.000.000 (3 grants)
Low-carbon building materials & circularity (Built4People)	Optimal combination of low embodied carbon construction products, technical building systems and circularity principles for climate neutral buildings (Built4People Partnership)	<a href="#">Link</a>	Horizon Europe - Research and Innovation Actions	16.09.25	17.02.26 17.00 Brussels Time	12.000.000 (3 grants)
Large-scale advanced biofuels & renewable fuels	Large-scale production of liquid advanced biofuels and renewable fuels of non-biological origin	<a href="#">Link</a>	Horizon Europe - Innovation Actions	16.09.25	17.02.26 17.00 Brussels Time	33.000.000 (3 grants)
Smart buildings & societal readiness	Smarter buildings as part of the energy system for increased efficiency and flexibility – Societal Readiness Pilot	<a href="#">Link</a>	Horizon Europe - Innovation Actions	16.09.25	17.02.26 17.00 Brussels Time	12.000.000 (3 grants)
Underground Thermal Energy Storage (UTES) in urban areas	Underground Thermal Energy Storage in dense urban areas	<a href="#">Link</a>	Horizon Europe - Innovation Actions	16.09.25	17.02.26 17.00 Brussels Time	18.000.000 (2 grants)
Phasing out fossil fuels in energy-intensive industries	Phase out fossil fuel in energy intensive industries through the efficient integration of renewable energy sources	<a href="#">Link</a>	Horizon Europe - Innovation Actions	16.09.25	17.02.26 17.00 Brussels Time	15.000.000 (2 grants)
Resilient & sustainable transport infrastructure	Innovative construction and maintenance, with the use of new materials and techniques, for resilient and sustainable transport infrastructure	<a href="#">Link</a>	Horizon Europe - Innovation Actions	16.09.25	20.01.26 17.00 Brussels Time	22.000.000 (2 grants)
Art–science collaborations on Mediterranean water pollution	Engaging Mediterranean Communities to prevent, study and tackle water pollution.	<a href="#">Link</a>	PartArt4OW (via Horizon Europe)	01.08.25	02.10.25 17.00 Brussels Time	50 000
Climate-resilient crops & plant-based biomanufacturing	Biotech for Climate Resilient Crops and Plant-Based Biomanufacturing	<a href="#">Link</a>	Horizon Europe - EIC Grants	24.07.25	29.10.25 17.00 Brussels Time	120.000.000 (8 grants)
Climate-Smart Forestry & Participatory Governance	Citizen and Stakeholder Engagement in Climate-Smart Forestry (CSF) and Forest Restoration	<a href="#">Link</a>	European Forest Institute (via Horizon Europe)	11.07.25	12.10.25 23.00 Brussels Time	24 750
Pre-Commercial Procurement for climate-neutral cities	Boosting the transformation towards climate-neutral cities, the net-zero economy and open strategic autonomy through Pre-Commercial Procurement (PCP)	<a href="#">Link</a>	HORIZON Pre-commercial Procurement	06.05.2025	20.01.2026 17:00:00 Brussels time	37.000.000 (4 grants)
Soil literacy & community engagement	SoilTribes Open Call: Supporting Multi-Actor Initiatives to Protect and Restore Soil	<a href="#">Link</a>	SOILTRIBES	11.08.2025	10.10.2025	25.000-100.000
Forest restoration & tourism-linked livelihoods	TUI Forests Program	<a href="#">Link</a>	TUI Care Foundation	N/A	01.11.2025	10.000-150,000
Smart & climate-resilient cities	BUILDSPACE Launches Open Call for Replication Potential: join the Future of Smart and Resilient Cities	<a href="#">Link</a>	European Association for Local Democracy	N/A	31.10.2025	



# **HORIZON** EUROPE

**CONTINUES**

**€ 175 BILLION**

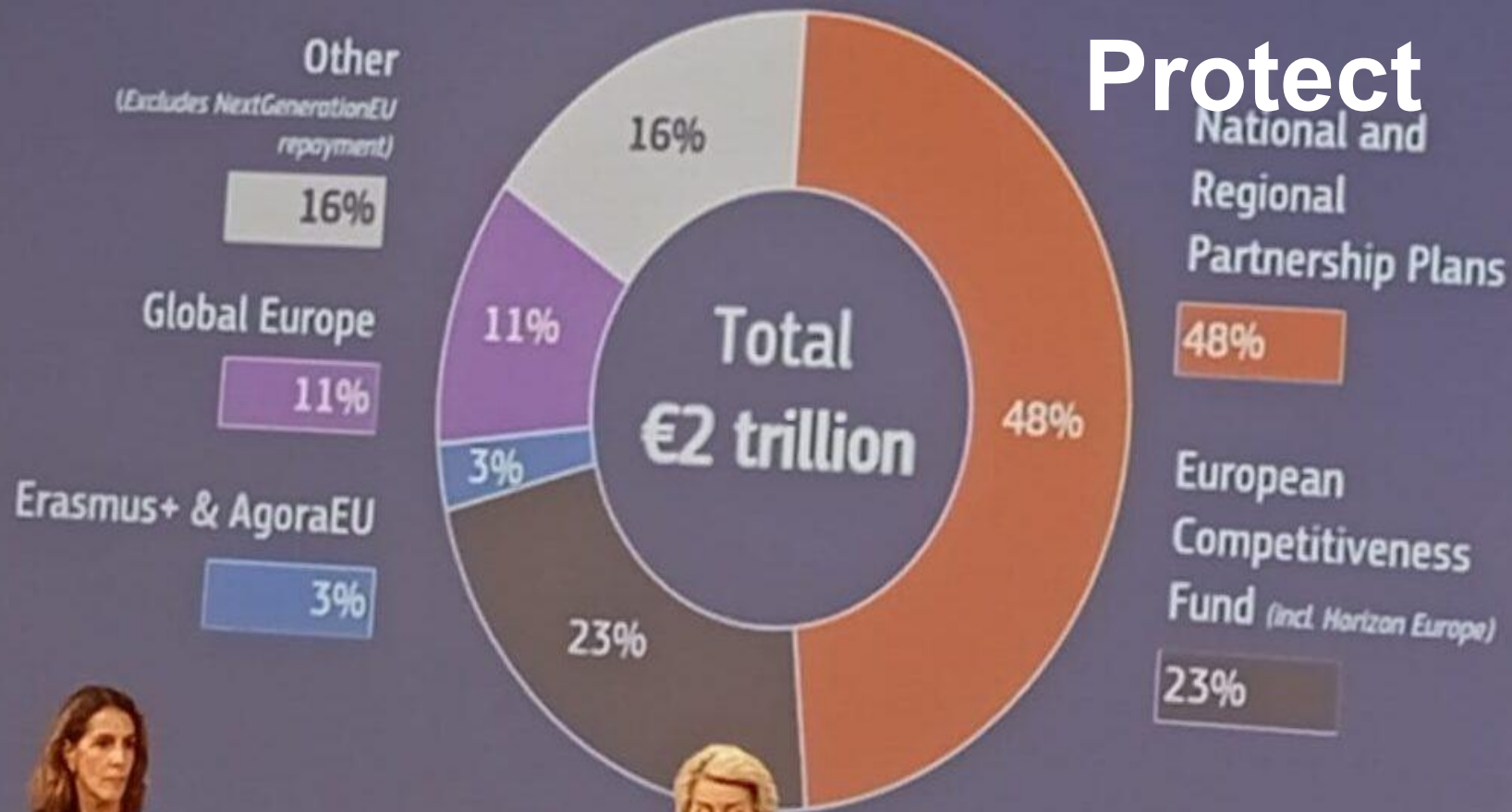
budget proposed for  
2028-2034





# AN AMBITIOUS BUDGET FOR A STRONGER EUROPE 2028-2034

## €700 Billion Eur for Climate & Environmental Protect



- ▶ From 52 to **16** programmes
- ▶ **Simpler** for beneficiaries
- ▶ **Results** oriented
- ▶ More **agile**



**“What Problem?”**

# ❖ Various Financial attraction sources

Financing attraction



# Various financing sources

Contractual typology	Source of financing		
	Public	Private	Mixed
Non-repayable	Grants		
	Carbon pricing (ETS, taxes)		
Debt	Soft loans	Soft loans   Leasing   Vendor financing	Revolving funds   Traditional bonds
		Crowdfunding	Project financing   Mini-bonds
		Forfaiting   On-bill financing   Third-party financing models	Green bonds   Social bonds
		Risk sharing tools and guarantees   Energy efficient mortgages	Sustainability bonds   Green loans
Equity		Vendor financing	
		Crowdfunding   Energy cooperatives	
Hybrid			Public-private partnerships (PPPs)
			Blended finance
Other*	Tax increment financing (TIF)	Energy services companies (ESCOs)	Carbon finance
	Tax incentives	Energy performance contracts (EPCs)	Pay-for-performance (P4P)
	ESCO intracting model		Insurance companies
			Land value capture (LVC)
			Pooled procurement

\*This category can be used for instruments that don't fit strictly into the repayment or ownership structure.

## Level of innovation

Traditional

Alternative

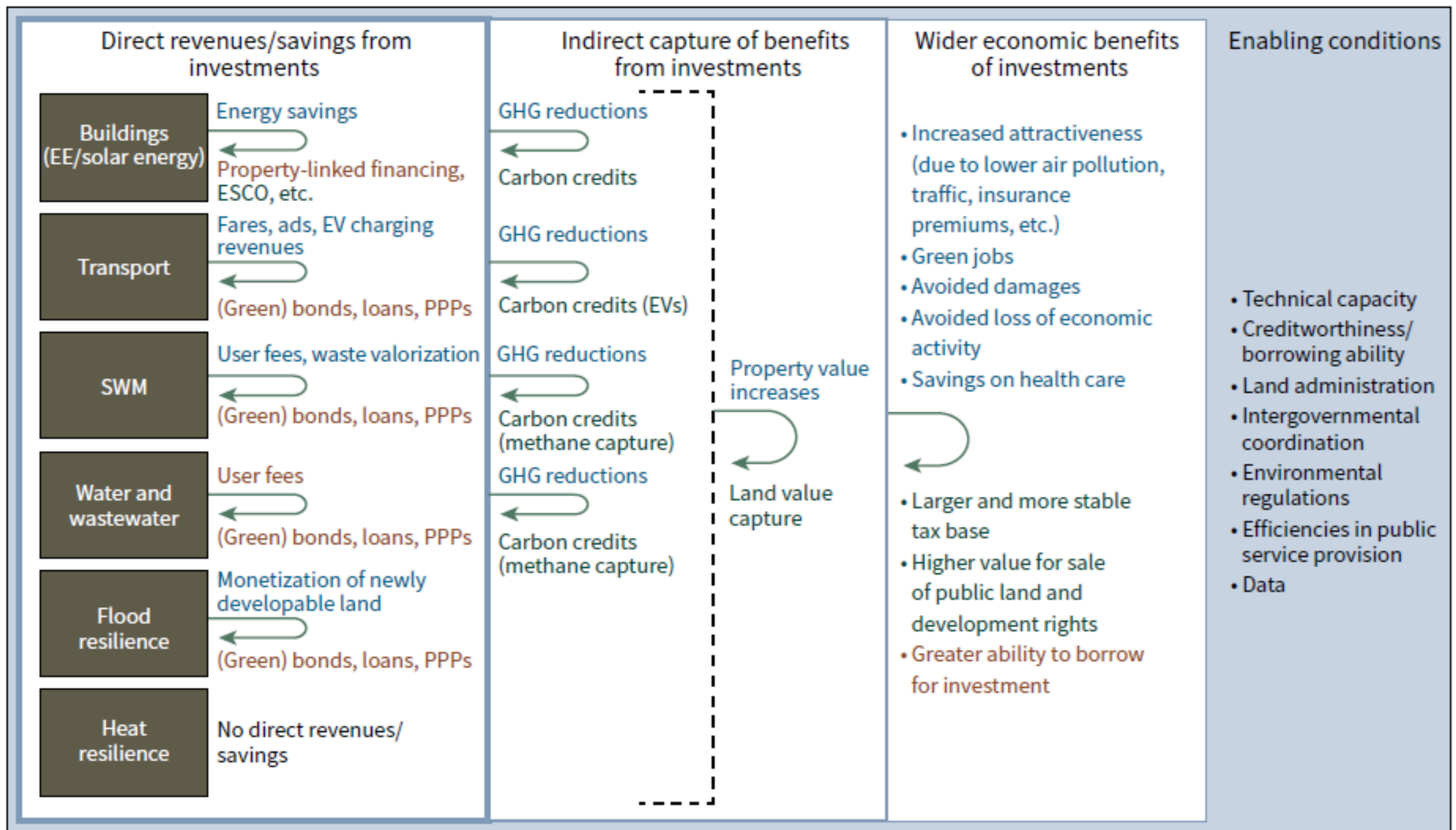
Innovative

Source: <https://publications.jrc.ec.europa.eu/repository/handle/JRC142148>

# Financing sources matrix

Matrix legend: "●" direct and priority "○" indirect and priority "●" direct and less common "○" indirect and less common "□" intermediaries "□" investors  Financial mechanisms: "x" alternative "x" innovative "x" traditional	Issuers								Beneficiaries												Sectors of use										Pillars									
	Governments		Banks	Business	Public and private utilities			Cities	Public and private utilities			Business	Individuals	Communities	Public and research	Energy		Buildings	Climate adaptation	Transport	Natural resources	Waste																		
	National/Regional	Local	Multilateral (World Bank, EIB, EBRD)	Private (commercial banks, grenn banks)	Large corporations	Small and medium enterprises (SMEs)	Energy providers	Water companies	Waste management companies	Transport companies	Municipalities	Energy providers	Water companies	Waste management companies	Transport companies	Large corporations	Small and medium enterprises (SMEs)	Homeowners	Energy cooperatives	Community projects	Schools, hospitals	Universities and research centers	Renewable energy	Energy efficiency	Decarbonization	Energy retrofitting	Green buildings	Flood defences	Urban cooling systems	Resilience projects	Sustainable mobility	Electric public transportation	Water resource management	Biodiversity protection	Waste management	Circular economy	Mitigation	Adaptation	Energy poverty	
Grant programmes x	●	●	●	○			○	○	○	○	●	○	○	○	○	●	●	●	○	○	○	●	●	●	●	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
Public grants x	●	●	●	□			□	□	□	□	●	○	○	○	○	○	○	●	○	○	○	●	●	●	●	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
Tax incentives x	●	●	○								○	○	○	○	○	●	●	●	○	○	○	●	●	●	●	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
Tax increment financing x	○	●			□	□					●	○	○	○	○			○	○	○	○	●	●	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
Soft loans x	●	●	●	□			□				●	○	○	○	○	●	●	○	○	○	○	●	●	●	●	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
Green loans x	●	●	●	●/□			○	○	○	○	●	○	○	○	○	●	●	○	○	○	○	●	●	●	●	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
Revolving funds x	●	●	●	○/□	□		○/□	○/□	○/□	○/□	●	○	○	○	○	○	○	○	○	○	○	●	●	●	●	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
Traditional bonds x	●	●	●	□	●		●	●	●	●	●	○	○	○	○	○	○	○	○	○	○	●	●	●	●	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
Green bonds x	●	●	●	○/□	●		●			●	●	○	○	○	○	○	○	○	○	○	○	●	●	●	●	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
Blue bonds x	●	●	●	○/□	●			●			●	○	○	○	○	○	○	○	○	○	○	○					○		○				●	●	○	○	○	○	○	
Climate bonds x	●	●	●	○/□	●		●				●	○	○	○	○	○	○	○	○	○	○	●	●	●	●	○	○	○	○	○	○	○			○	○	○	○	○	
Climate resilience bonds x	●	●	●	○/□	●			●			●	○	○	○	○	○	○	○		○	○	○				○	○	○	○	○			●	●	○		○	○	○	
Social bonds x	●	●	●	○/□	●						●	○	○	○	○	○	○	○	○	○	○	○				○						○						○	○	
Sustainability bonds x	●	●	●	○/□	●		●	●		●	●	○	○	○	○	○	○	○	○	○	○	○	○	○		○				○			○			○		○	○	○
Mini-bonds x	●	●	●	□	●	●	●	●	●	●	●	○	○	○	○	●	●	○	○	○	○		○	○		○	○		○			○			○	○	○	○	○	
Carbon pricing (ETS, taxes) x	●	●	□	□	□	□					●	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
Carbon finance x	●	●	○	○/□	□	□	○	○	○	○	●	○	○	○	○	●	●	○	○	○	○	○	○	○	○	○	○	○				○	○			○	○	○	○	
Energy efficient mortgages x	○	○	○	●/□							○	○	○	○	○	○	○	○					○	○	○	○	○									○	○			

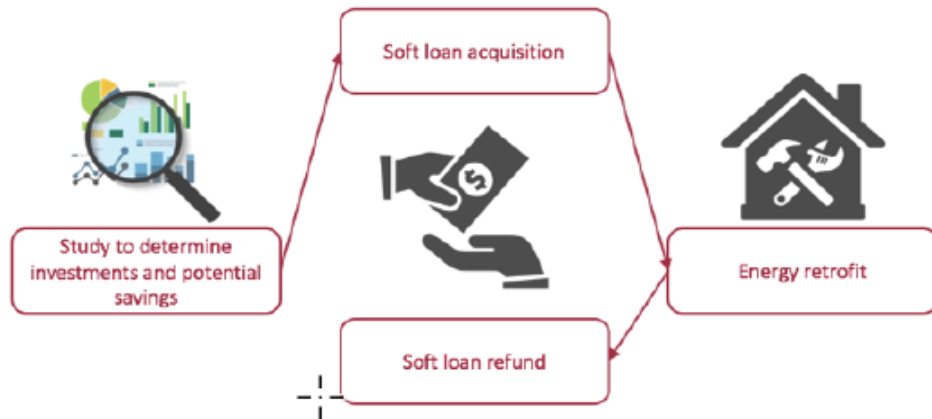




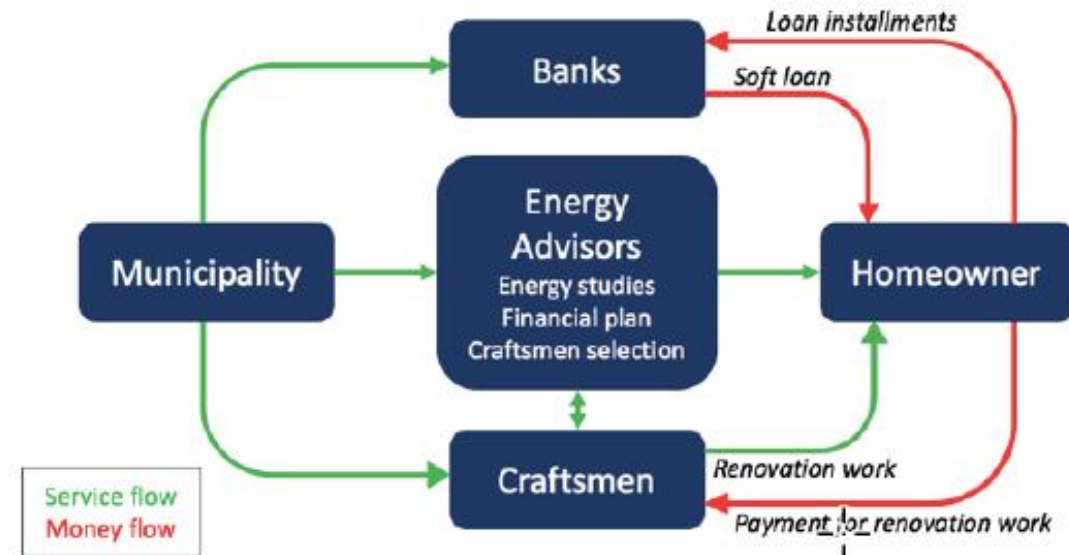
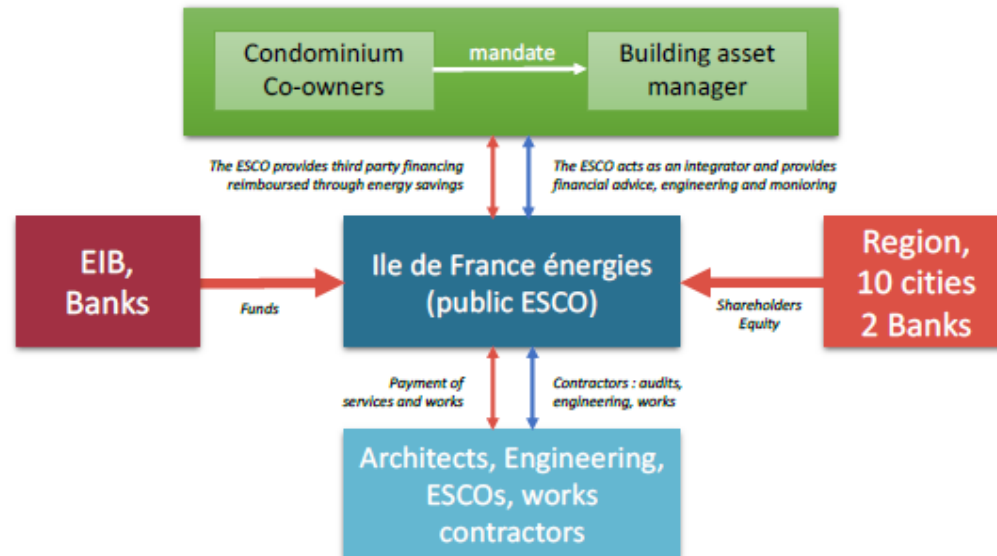
Source: Original figure for this book.

Notes: EE = Energy Efficiency; ESCO = Energy Service Company; EV = Electric Vehicle; GHG = Greenhouse Gas; PPP = Public-Private Partnership; SWM = Solid Waste Management; Land value capture = the process of capturing some of the economic benefits of land development.

# Financial models



## Financial model: EIB funds



# Financial instruments for mitigation, adaptation and energy poverty actions

Covenant of Mayors Guidebook | Complementary document 5

## MLGP Kütüphanesi

[Ana Sayfa](#) / [MLGP Kütüphanesi](#)



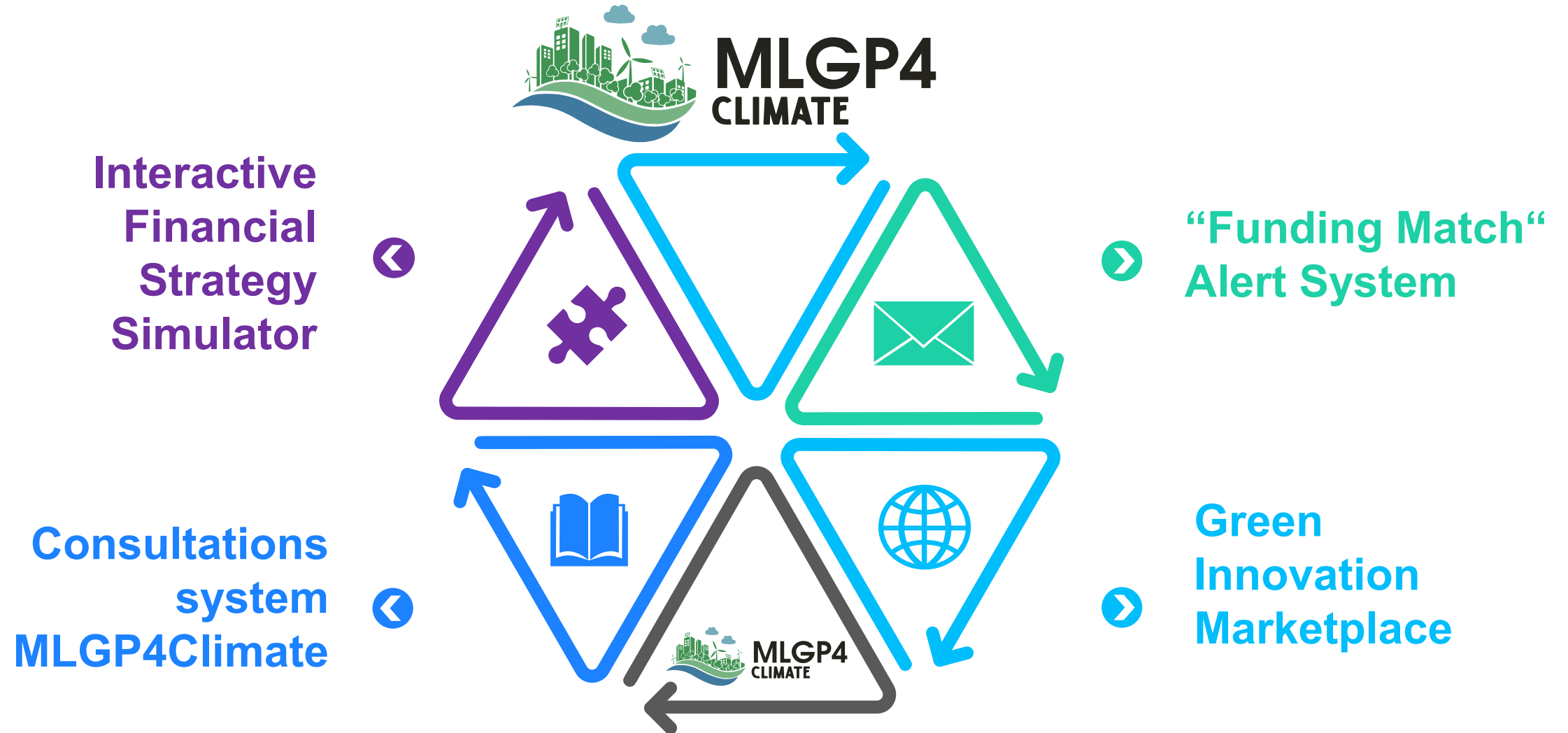


# Financial Attraction Toolkit



**MLGP4**  
**CLIMATE**

# Financial Attraction Toolkit





# Interactive Financial Strategy Simulator



Interactive Financial Strategy Simulator make it easy to **explore *who is working on what, and where***. The tool will:

- Highlight regional strengths and gaps for climate initiatives;
- Foster collaborations across geographies and disciplines;
- Provide interested organizations with insights into trends and opportunities.

## Key Feature 1

### Geographic Layer:

visualize organizations worldwide, filterable by country

## Key Feature 2

### Organization Types:

Municipalities, universities, NGOs, startups, companies, etc.

## Key Feature 3

**Fields of Interest:** SECAP, eenergy, biodiversity, disaster resilience, carbon monitoring, and other climate-related domains.

# Interactive Financial Strategy Simulator



By visually mapping organizations based on:

- **organization type;**
- **country;**
- **field of interest.**

## Key Impacts:

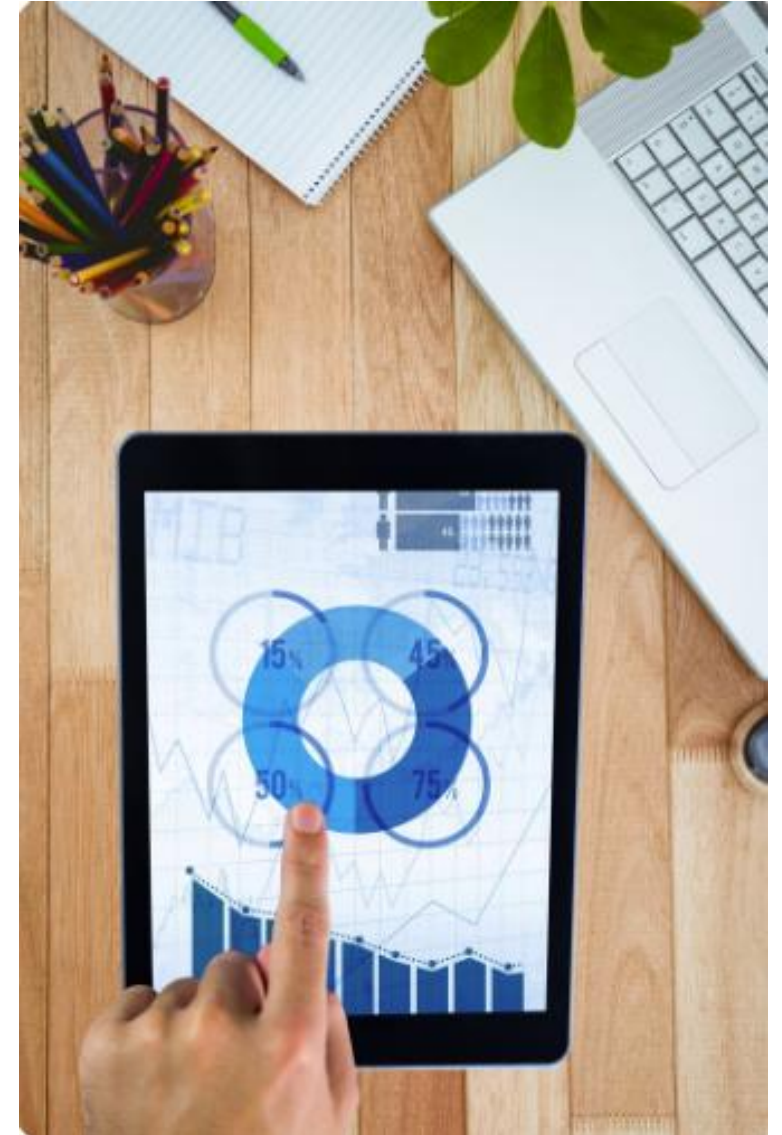
- **Collaboration:** connect municipalities, innovators, and funders.
- **Efficiency:** reduce duplicated efforts; accelerate innovations.
- **Strategic Planning:** provide insights into global trends for funders and decision-makers.
- **Scalable Climate Action:** strengthen the ecosystem for machine learning–driven climate solutions.



# Interactive Financial Strategy Simulator

Next steps:

1. Collect and validate data on organizations worldwide.
2. Develop the interactive mapping tool and filtering interface.
3. Launch a beta version for community feedback.
4. Expand coverage and add analytics features.



# “Funding Match” Alert System and Green Innovation Marketplace



The **Funding Match Alert System** will act as a smart connector between funders and climate innovators. Using filters such as **organization type, region, focus area, and project stage**, the system will notify organizations of **relevant funding calls**, grants, or investment opportunities in real time.

The **Green Innovation Marketplace** will be a dynamic platform for **showcasing, exchanging, and scaling innovations** in machine learning for climate. It will allow innovators to present their solutions, organizations to find technologies to adopt, and investors to discover promising ideas.

# INNOVATION MARKETPLACE





# “Funding Match” Alert System



## Key Features:

- Personalized Alerts
- Funding Database
- Direct Connect

## Impact

- Increase funding accessibility
- Ensure funders can identify the most aligned initiatives
- Accelerate of climate-focused solutions



# Green Innovation Marketplace

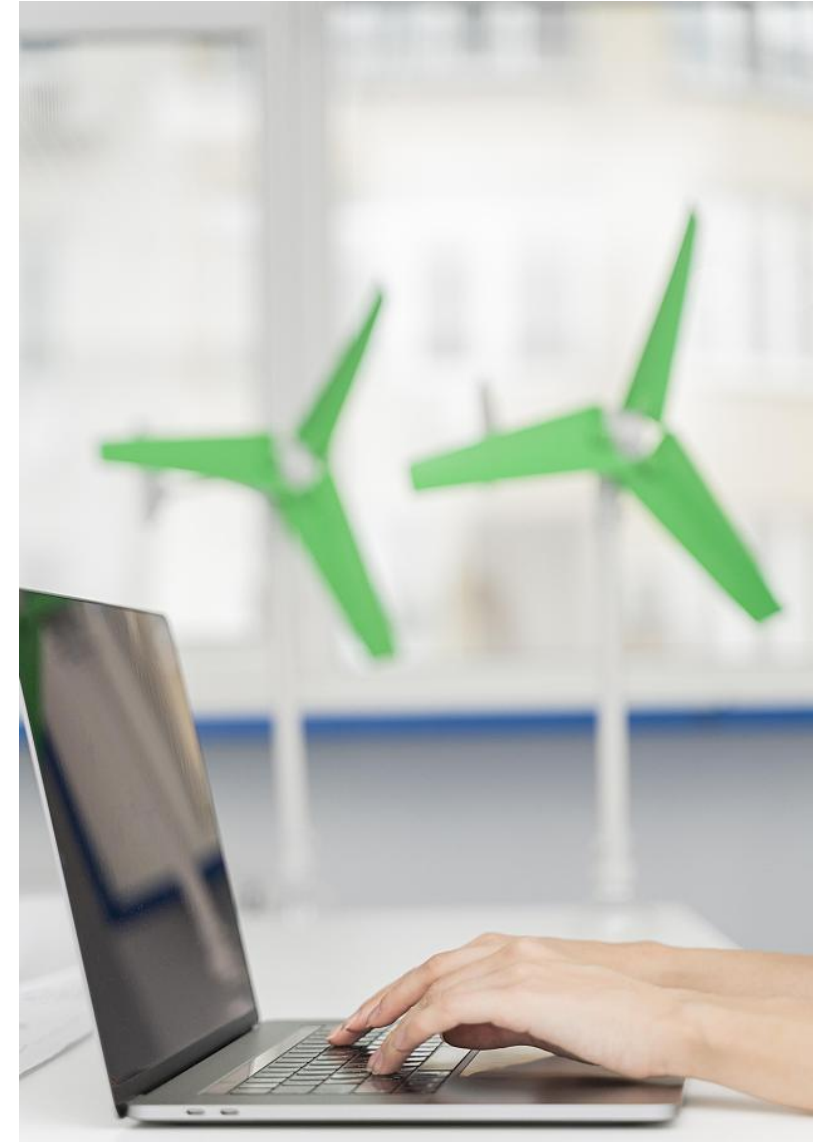
**Innovation desk** Startups, prototypes, research outputs, and scalable projects ideas

**Adoption Pathways.** Connect innovators with industry players and policymakers.

**Collaboration Hub.** Encourage co-development between organizations

## **Impact**

- Amplify visibility of climate innovations
- Support scaling from local pilots to global solutions.
- Enable cross-sector collaboration and technology transfer.
- Drive climate action through real-world deployment.

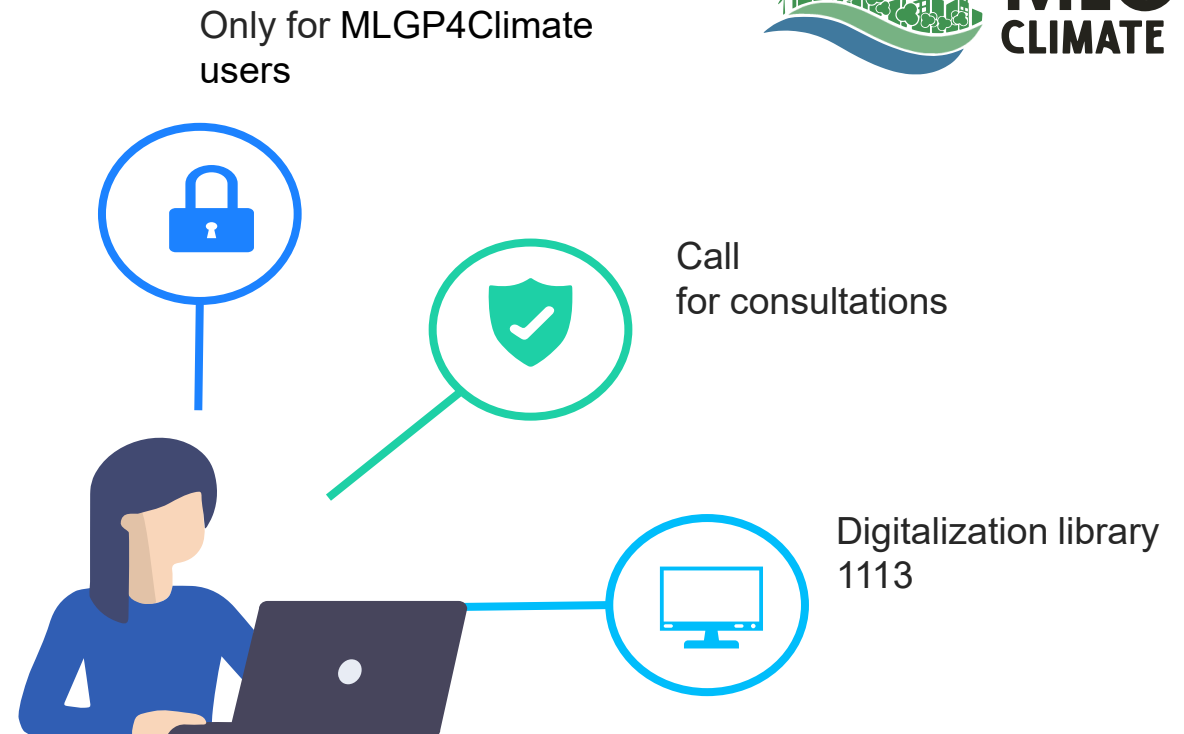


# Consultations

## MLGP4Climate members system



The **Consultations System** will provide MLGP4Climate users with direct access to **expert support and peer guidance**. Through structured consultations, users will be able to request advice, book sessions, and connect with experts across academia, industry, and policy.





# Financial Attraction Toolkit – from Innovation to Finance



Connects people, funding, innovations, and expertise through smart digital tools to accelerate machine learning solutions for climate action.

01 ➤

## Interactive Financial Strategy Simulator

makes it clear who is working on what, and where.

02 ➤

## “Funding Match” Alert System

ensures innovators never miss the right grant or investment.

03 ➤

## Green Innovation Marketplace

showcases breakthrough solutions ready to scale

04 ➤

## Consultations system for MLGP users

connects users directly with world-class experts



# **Strengthening collaboration to scale climate and development finance/COP29**

<https://www.climatepolicyinitiative.org/publication/strengthening-collaboration-to-scale-climate-and-development-finance/>





None of us is as smart as all of us/ Ken Blanchard

If you can laugh together, you can work together/Robert Orben

**Individually, we are one drop. Together, we are an ocean/Ryunosuke Satoro**