





Project development assistance for regions (PDA II)

Webinar 7 – Overview of project financing strategies

Presenter: Hannah Bryson-Jones (Hannah.Bryson-Jones@deltah.co.uk)

13th February 2024





Agenda

| 10:00 – 10:15 | Introductory presentation – review of PDA programme and lessons learnt |
|---------------|--|
| 10:15 – 10:30 | The Clean Hydrogen Partnership |
| 10:30 – 10:45 | The EIB Elena Facility |
| 10:45 – 11:00 | Q&A |
| 11:00 – 11:15 | Innovation Fund |
| 11:15 – 11:30 | CEF - AFIF |
| 11:30 – 11:45 | Q&A |
| 11:45 – 11:50 | Wrap up |

Aims of the PDA initiative



To further widen the Clean Hydrogen JU geographical coverage by selecting and bringing a set of 15 projects from Cohesion Countries, Outermost Regions and Islands to a high level of preparedness.



To provide regions and cities the necessary technical, financial and regulative services.



To develop further the existing **inter-regional, inter-island and cross-city networks** in which both the selected regions and cities and its Observer Network could benefit from tools, methods and expertise gathered in both the first and the current PDA.



To **boost the chances of grant funding and financing support** by raising awareness among the relevant Regional and National European Structural and Investment Funds' (ESIF).



Municipality of Galati

Košice Self-governing Region

Regional Council of La Réunion

Autonomous Region of Madeira

Velenje, Savinjsko-šaleška region

Road

Transport

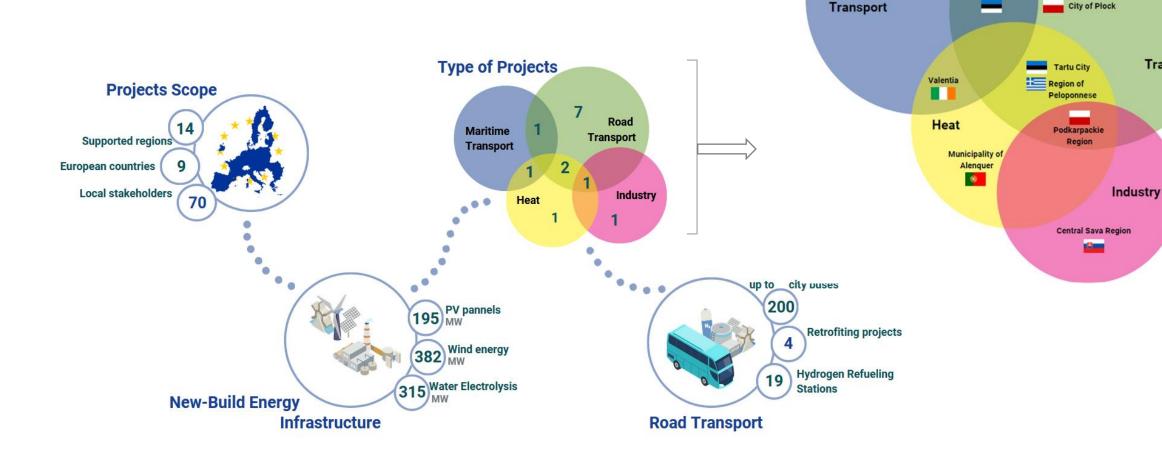
Cluj-Napoca

Estonian Islands

Maritime

Supported regions and their projects

Types of projects in PDA II





Services provided to the regions

Feedback to the existing concept

Improvement of the existing concept

Strategy to implementation

Project development









EVALUATING

- ALOAIIIG
- technical feasibility
- economic feasibility
- technology readiness
- level of completion

SUPPORT IN

- scoping
- right-scaling
- reducing risk
- easing implementation

CONSIDERING

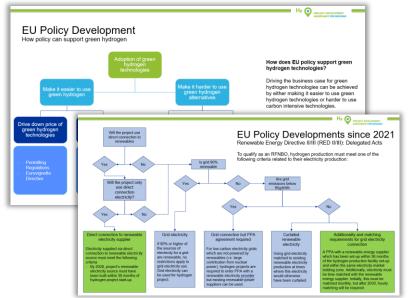
- regional context
- project team capacities
- market availabilities
- best-practices in procurement and operatorship

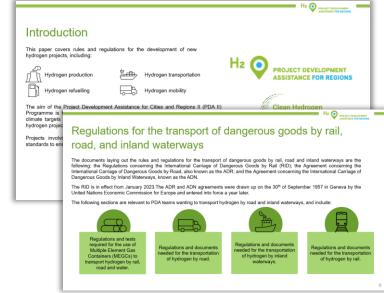
SPECIFYING

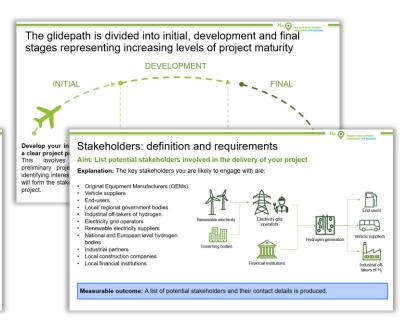
- use cases / technology setup
- project activities and responsibilities
- project timelines and milestones
- cost structures and financing strategies
- project governance



Publications to support knowledge on hydrogen projects







EU Policy Paper

Describes all EU policies that can support the business case for hydrogen technologies

Status: complete

Regulations Paper

Describes regulations on hydrogen production, distribution, and end use, and how projects should engage with regulators

Status: complete

Project glidepath

Checklist of tasks for the development of hydrogen projects, in increasing maturity

Status: in finalization

RFI templates

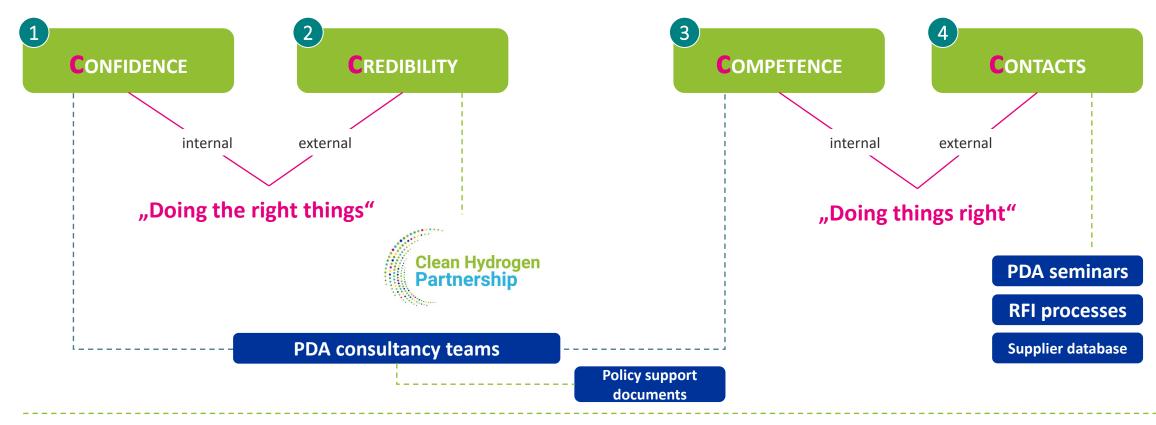
To provide the right information on projects to allow regions to request information on suppliers and equipment

Status: in finalization



Lessons learned from PDA

The regions have different needs for support



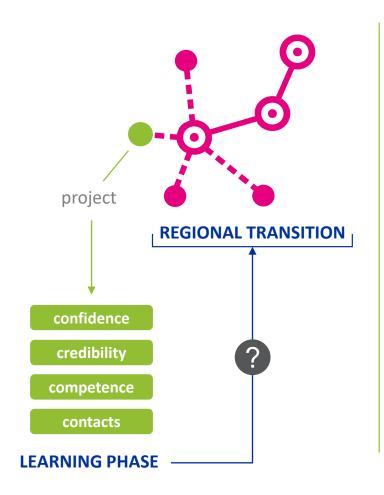
MAIN TAKEAWAYS

- It is essential to understand and prioritize the needs for support in each of the regions.
- A successful support empowers regional stakeholders to continue their projects after the PDA



Lessons Learned from PDA

Challenges from a regional perspective (scaling-up strategies)



Do the projects have the right scale?



Do the projects have sufficient industry support?



Funding calls are available for different scales of project and levels of project maturity

Research & development

Project development

Large-scale deployment









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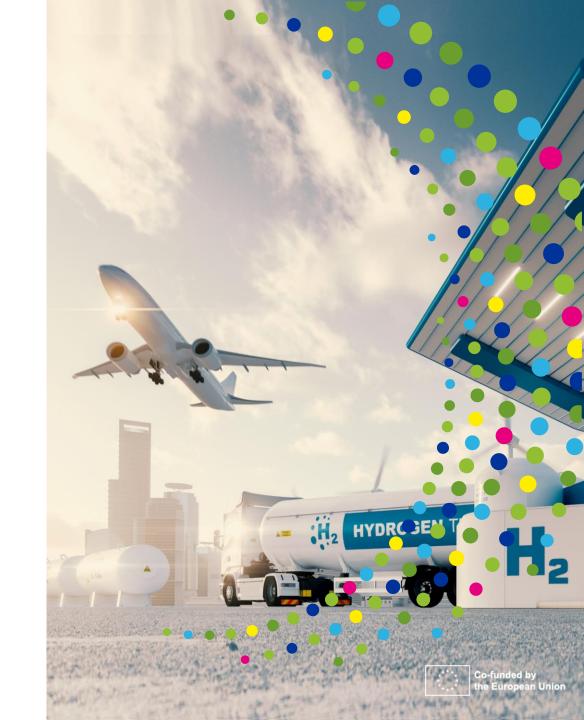


Support to Hydrogen Valleys in the Clean Hydrogen Partnership

Annual Work Programme and Call for Proposals 2024

A. Aguilo-Rullan

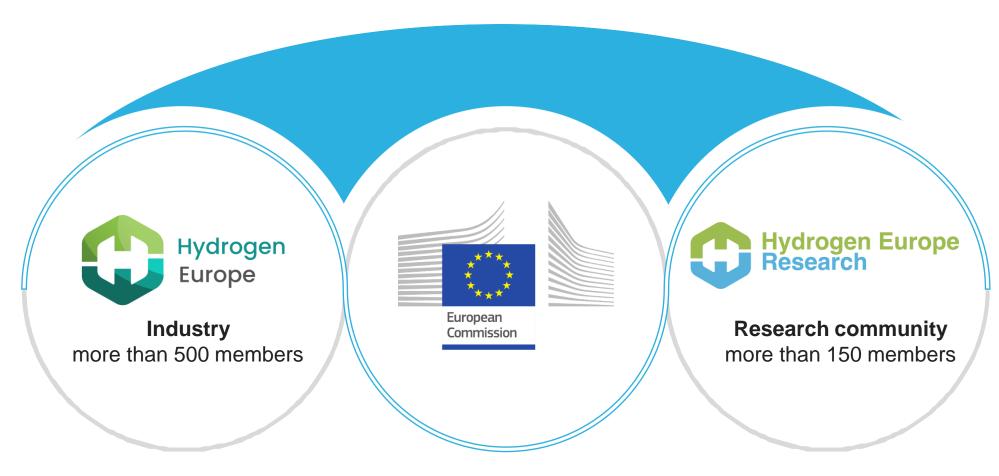
Slides presented for the 'PDA II regions webinar on funding and financing'





Clean Hydrogen Joint Undertaking

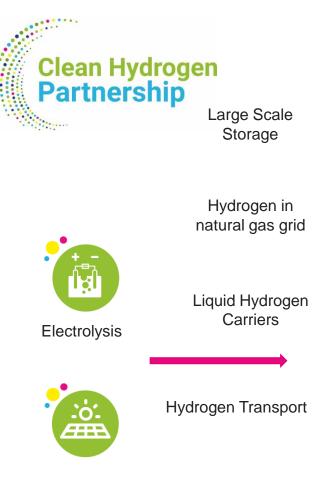
EU Institutional Public-Private Partnership (IPPP)



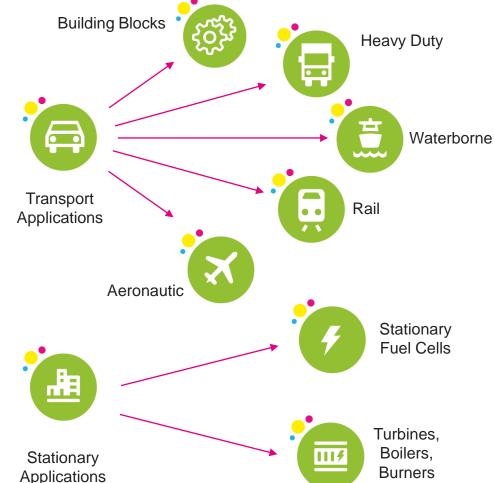
1 billion EURO from Horizon Europe* to implement R&I activities and facilitate the transition to a greener EU society through the development of hydrogen technologies * additional 200 million EURO for Hydrogen valleys (under RePowerEU)



SRIA: Research & Innovation Activities









Cross-cutting



Production

Compression, Purification, Metering



Hydrogen Refuelling Stations



Distribution and Storage

End-use







Call for proposals 2024

Total budget: 113.5 M€

Publication date: 17 January 2024

Deadline: 17 April 2024

<u>Additional information</u>







Applicable rules

follows

HorizonEU

Call: HORIZON-JTI-CLEANH2-2024

Total budget: 113.5 M€

Publication date: 17 January 2024

Opening of submission: 18 January 2024

Deadline: 17 April 2024

Lump sum across all topics in the Call 2024

Lump Sums Guidance

- Guidance: "Lump sums what do I need to know?"
- Comprehensive information on lump sum funding in Horizon Europe

General conditions

General Annexes to Horizon Europe

- Admissibility (Annex A)
- Eligibility (Annex B), including consortium composition
- Financial and operational capacity and exclusion (Annex C)
- Award criteria (Annex D)
- Documents (Annex E)
- Procedure (Annex F)

Others importants aspects:

- TRL, Gender equality plan

Specific conditions

Work Programme 2024

May introduce additional eligibility criteria such:

- Maximum contribution per topic
- Consortium composition

+

Common elements to topics (EU competitvess, safety plans, etc)





Application form (proposal template)



The proposal contains three parts:

Part A

Part A (web-based forms) is generated by the IT system. It is based on the information entered by the participants through the submission system in the <u>Funding & Tenders Portal</u>.

Part B

Part B is the narrative part that includes three sections that each correspond to an evaluation criterion. Part B needs to be uploaded as a PDF document following the templates downloaded by the applicants in the submission system for the specific call or topic.

Detailed budget table

■ The detailed budget table is an Excel file. You must download it from the online submission system, fill it and submit it as an annex to the Part B of your application form.

For hydrogen valleys ONLY

Additional Annex

Evidences of commitment of stakeholders



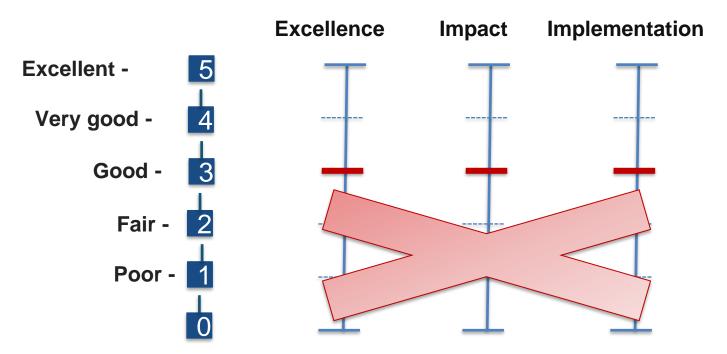


Annex D – Award criteria, scores, weighting and thresholds

The proposals will be evaluated against the following award criteria:

- Excellence
- Impact
- Quality and efficiency of the implementation

Evaluation grid available in Annex D



Thresholds apply to:

- Individual criterion, score must be ≥ 3
- Overall score must be ≥ 10

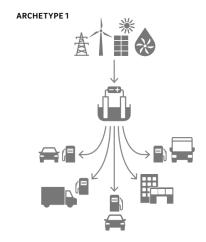
Evaluation form



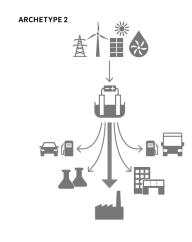


Hydrogen valleys: An accelerator for a European hydrogen economy

- Hydrogen ecosystems that cover a specific geography ranging from local / regional to specific national or international regions (e.g. cross border hydrogen corridors)
- Hydrogen serves more than one end sector or application in mobility, industry and energy. The various final applications share a common hydrogen supply infrastructure
- Cover the whole value chain, from hydrogen production (and often even dedicated renewables production) to the subsequent storage of hydrogen and distribution to off-takers via various modes of transport.

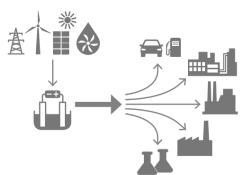


Smaller-scale local mobility-centered Hydrogen Valleys (typically 1–10+ MW of local electrolyser capacity)



Medium-scale Hydrogen Valleys focusing on industrial decarbonisation (typically 10-300+ MW of local electrolyser capacity)

ARCHETYPE 3



Large-scale and ultimately export-oriented
Hydrogen Valleys (typically 250-1,000+ MW of
local electrolyser capacity)





Clean Hydrogen Support to Hydrogen Valleys in the Clean Hydrogen JU Call 2024 - Overview

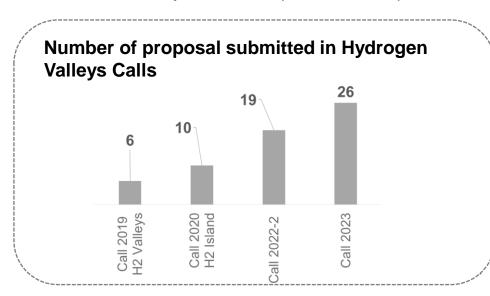


Main Focus

- Demonstrate an ecosystem built on the complete value chain of hydrogen;
- Large and small-scale hydrogen valleys acting as testbeds to showcase first regional "hydrogen" economies";
- •Topic open to foster the emergence of the widest possible array of valleys configurations;
- •Innovation in Hydrogen Valleys is not about the technology development of an application, but on system integration of hydrogen production, its distribution and storage, and its subsequent use (TRL >=6-8)

What is new

■FAQs on Hydrogen Valleys <u>available</u>





Hydrogen Valleys - Overview

| Topic | Type of Action | Ind. Budget (M€) |
|--|----------------|---------------------|
| HORIZON-JTI-CLEANH2-2023-06-01: Hydrogen Valleys (large-scale) | IA | 20* |
| HORIZON-JTI-CLEANH2-2023-06-02: Hydrogen Valleys (small-scale) | IA | 9* |

^{*}For the Call for Proposals 2024, up to 60 MEUR additional budget is available to top-up the allocated budget for hydrogen valleys under the Call for Proposals 2024. More than one (Hydrogen Valley) project per topic will be funded, according to the final ranking at the end of the evaluation process.

!! The maximum JU contribution that can be requested is an eligibility criteria !!





Hydrogen Valleys - Topics

HORIZON-JTI-CLEANH2-2024-06-01: Hydrogen Valleys (large-scale)





Develop and demonstrate a large-scale Hydrogen Valley with innovative approaches at system level



- Production of ≥ 4,000 tonnes of clean H2 per year using new hydrogen production capacity (GOs)
- ≥ 2 hydrogen applications from ≥ 2 sectors (energy, industry, transport),≥ 2 years of operations
- Costs of renewable energy plants (e.g. PV or wind plant) or related costs for operation of the Hydrogen Valley (e.g. electricity for electrolyser) are not eligible for funding

HORIZON-JTI-CLEANH2-2024-06-02: Hydrogen Valleys (small-scale)





Develop and demonstrate a large-scale Hydrogen Valley with innovative approaches at system level



- Production of ≥ 500 tonnes of clean H2 per year using new hydrogen production capacity (GOs)
- Supply more than one end sector or application (mobility, industry energy), ≥ 2 years of operations;
- Costs of renewable energy plants (e.g. PV or wind plant) or related costs for operation of the Hydrogen Valley (e.g. electricity for electrolyser) are not eligible for funding





Hydrogen Valleys - Topics

Common elements applicable to Hydrogen Valley Topics

- Provide concrete project implementation plans with a clear calendar, defining the key phases of the implementation of the action;
- Provide a funding plan to ensure implementation of the project in synergies with other sources of funding;
- Clearly and coherently present the Hydrogen Valley including the investments/actions supported directly by this topic as well as other investments/actions supported by other funding /financing sources;
- Provide evidence of the commitment and role of public authorities and of any other necessary stakeholders at least in the form of Letters of Intent (LOI) should be provided (remember to include as annexes);
- Ensure coverage of aspects such as replicability and cooperation between regions to facilitate transfer of knowledge across the EU as well as scalability;
- The topics are expected to contribute to the EU competitiveness (support of the EU value chain and FC system components);

Lesson learnt from former Hydrogen Valleys Calls available online

- Call 2024 Info Day presentations
- Webinar: go to 3h 50 min





Clean Hydrogen Partnership

EUROPEAN PARTNERS....

Hydrogen Valleys Facility



2020 - 2021 (ended)

- 11 Projects supported;
- Observers' Network;

PDAII

2023 - 2024 (ongoing)

- 15 Projects supported;
- Workshops and supporting knowledge;

Hydrogen Valley facility

Duration: 2024 ...

Budget: € 12.5 m

Project development assistance

Support Hydrogen Valleys at different level of maturity to fine final investment decision

Horizontal Activities

- Gather knowledge & lessons learnt
- Maintain Mission Innovation Hydrogen Valley Platform;





Evaluation by independent experts

European Commission database of experts

Register through the Funding & tender opportunities Portal and notify us with your interest



25% new experts

Selection of experts

- High level of skill, experience and knowledge
- Independence and absence of conflict of interest

And a balance in terms of:

- geographical diversity
- gender
- where appropriate, the private and public sectors, and
- an appropriate 'rotation' from year to year.



Large fields of expertise



Network with fellows

In principle, each proposal will be examined by at least three experts

Presence of **one or more independent observers**Experts that have a **conflict of interests** will be excluded by us!

Click <u>here</u> to register!





Please address your questions to:

PROJECTS@clean-hydrogen.europa.eu



For further information

https://www.clean-hydrogen.europa.eu/









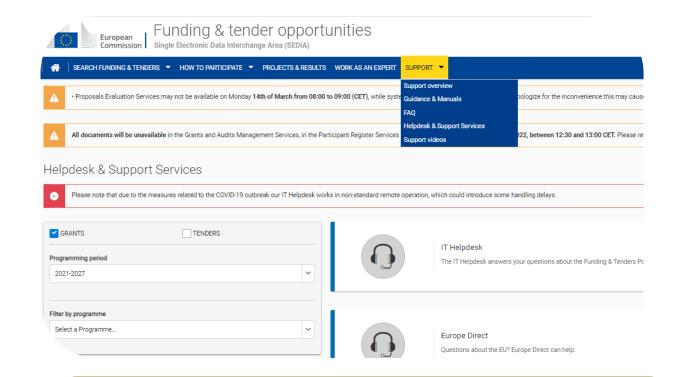


Resources and Support

Funding and Tenders Opportunities Portal

Get Support

- Online Manual is your guide on the procedures from proposal submission to managing your grant
- <u>IT How To</u> wiki (guide for IT processes)
- <u>Funding & Tender Portal FAQ</u> find the answers to most frequently asked questions on submission of proposals, evaluation and grant management
- Research Enquiry Service enquiries about the validation process of the legal entities
- PROJECTS@clean-hydrogen.europa.eu



Call 2024 publication
Info Day 26 January: Call details (presentations and recording)

Clean Hydrogen Partnership

Resources available

One dedicated lump.sum.page on the Funding & Tenders Portal with:

Guidance documents

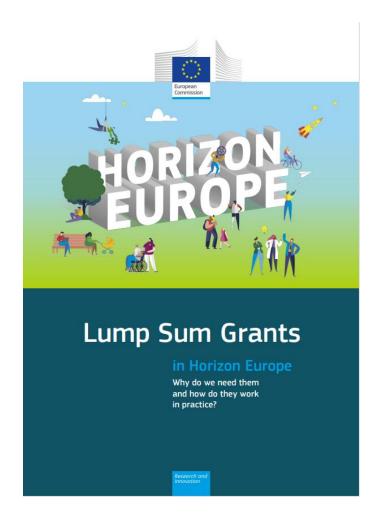
- What do I need to know? & Quick guide
- Frequently asked questions
- Detailed guidance for participants
- Lump sum briefing slides for experts

Reference documents

- Model Grant Agreement Lump Sum
- Decision authorising the use of lump sum contributions under the Horizon Europe Programme

Events

- Future events
- Past events and recordings







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ELENA

Making investments happen









Investment Programme (IP)

Sustainable Energy

- Building renovation (public & private)
- Renewables in buildings:
 - Solar PV+WH
 - Biomass boilers
- Street lighting
- District/cooling heating networks



Residential

- Housing renovation (private & social)
- Integrated Renewables:
 - Solar PV
 - Solar WH
 - Biomass boilers
 - Heat pumps

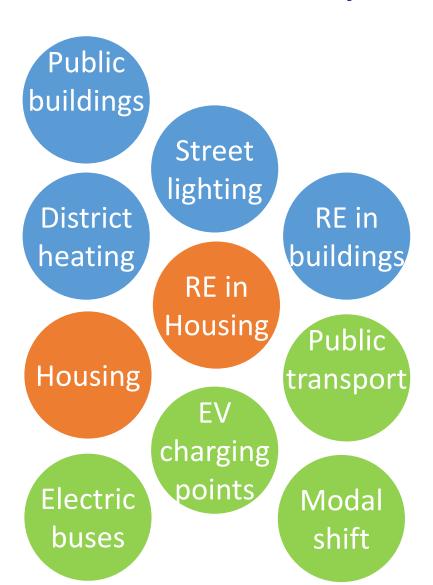


Urban transport

- Improved public transport and mobility
- Electric buses
- Charging stations
- Alternative fuel vehicles
- IT for model shift



Investment portfolio – Mix & Match





€100m

€90m

€80m

€70m

€60m

€50m

€40m

€30m

€20m

€10m

Investment portfolio – Participants & Timeline

3/4 years

Central government

Ministries

Regional government

Municipalities

One Stop Shop Private entity

Households

Bank

Businesses/SMEs





EV charging points

10 years

Street lighting

Project Development Services (PDS)

Internal staff

External experts

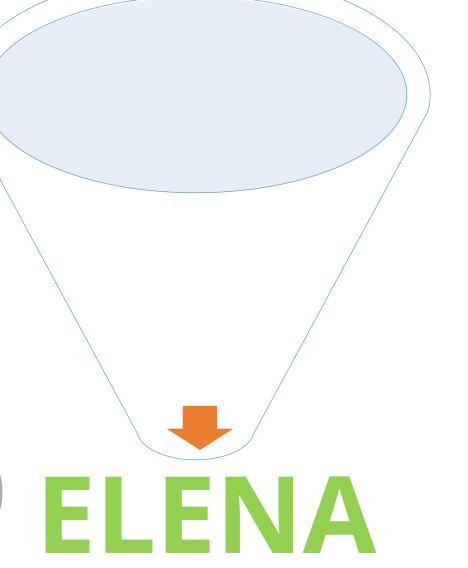
- Stakeholder engagement & co-ordination
- Promotion & marketing
- Feasibility & technical studies
- Energy audits
- Structuring, bundling & business plans
- Tendering procedures & documentation
- Legal/financial advisory
- Project management

Project Development Services – Mix & Match

1. Decide what you need to make the investment happen

2. Decide what you can do in-house and what to outsource





Application Process – interactive with EIB



Pre-application (1)

| 1. Applicant's identification | | |
|-------------------------------|---|--|
| 1.1 Organisation Name | [organization legal name incl. legal form SA, PLC, Ltd, etc.] | |
| 1.2 Address & Country | [organization's official registered address, no branch addresses permitted] | |
| 1.3 Main activities | [brief description of the main roles of the applicant, mission] | |
| 1.4 Legal Status | Please select | |
| 1.5 Nature | Please select If other: Please select | |
| 1.6 Listed company | Please select If yes, percentage of publicly tradable shares:% | |
| 1.7 NACE activity | [Use the NACE Codes nomenclature one activity 1-letter code + one 2-digit sub-activity code] Activity code Sub-activity code | |

Pre-application (2)

| 2. Investment Programme | e (IP) | | |
|--|---------------------------|----------------------------|--------------------------------|
| | Country level | | [specify country |
| 2.1 Location of the IP | Region level | | [specify region(|
| | Municipal level | | [specify munici |
| | Public Buildings | | Building integra Renewables |
| | Residential buildings | | District heating |
| 2.2 Sectors targeted | Street lighting | | Urban mobility |
| _ | Traffic lighting | | Smart Grids |
| | Others | | |
| | For others please specify | | |
| 2.3 Brief Description of the IP [Please briefly describe (0.5 pages) includes [Include of the IP] | | | |
| | Sector | | |
| | Public Buildings | Choo | |
| | Residential buildings | 1 1 1 | an item financing |
| | Street lighting | Debt Energy s Equity | upplier obligations |
| 2.4 Expected investment components ² | Traffic lighting | ESCO/EF | PC ubsidies/tax rebates |
| | Renewables | Structura | |
| | District heating | Choo | se an item |
| | Urban mobility | Choo | se an item |
| | Smart Gride | Choo | se an item |

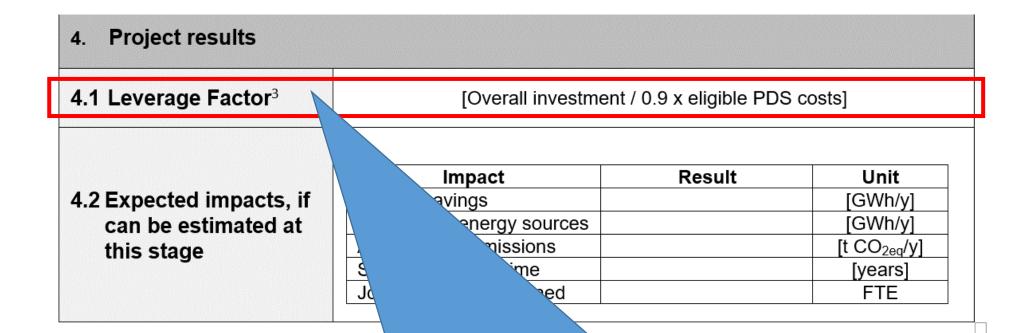
Smart Grids

Total

- Acquisition of approx. 100 battery electric buses (BEBs) for public transport services in the city.
- Deployment of approx. 500 high power charging stations for passenger cars to be located at urban mobility hubs.
- Implementation of an ITS enabled Zero Emission Zone (ZEZ) enforcement system in the city centre covering an area of 25 km2.

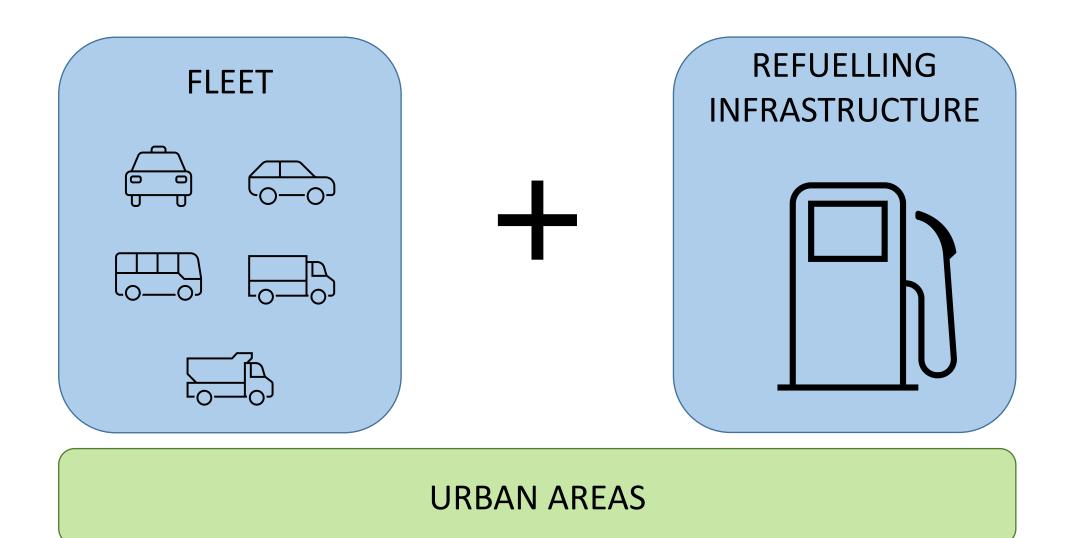
Pre-application (3) Public Transport Operator **Project Development Services** (PTO) will manage the project. Ag • ELENA will help to speed up 3.1 Organizational setup implementation PTO n dev 3.2 Justification Feasibility studies Financial studies [Please brie 3.3 Description of the Include 2 Legal advice PDS activities Applications for national program and funding (RRP) Sho • Public procurement – are documentation and launch plai 3.4 Estimated PDS costs Project management ELE PDS budget: EUR 1.2 million aval Choose an item Choose an item Total

Pre-application (4)



$$\frac{Investments}{0.9 \times PDS \ costs} = \frac{36,000,000}{0.9 \times 1,200,000} = 33$$

ELENA Support to the H2 Ecosystem



ELENA Support to the H2 Ecosystem

Fountain Fuel Hydrogen Refuelling Stations

- ➤ Beneficiary: Fountain Fuel B.V. (NL)
- ➤ Objective: The investment programme consists of deploying 11 Hydrogen Refuelling Stations (HRS) for the use of passenger vehicles, vans, buses, trucks and garbage trucks in urban/sub-urban areas in the Netherlands by 2025.
- ➤ Investment cost planned: 33MEUR
- ➤ ELENA support: 1.45 MEUR
- ➤ PDS activities supported: The PDS are needed to secure the coordination of the preparation and development of the investment programme. This specifically entails:
- Project Management & Coordination: A Project Implementation Unit (PIU) will be established and responsible for the project management during the project development phase.
- Technical & Feasibility Studies
- Legal Advice
- Financial Advice



Making investments happen











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Connecting Europe Facility AFIF

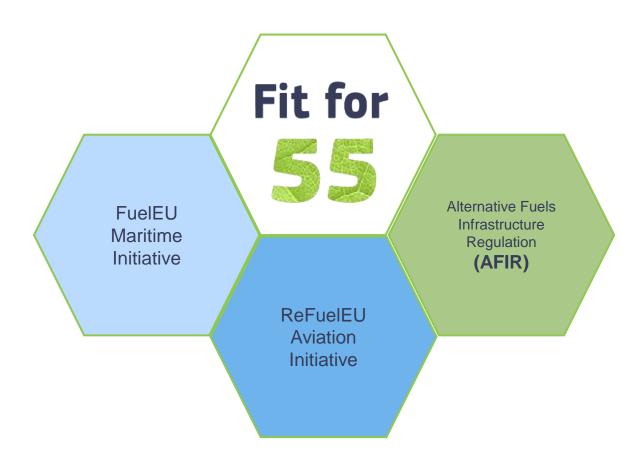
Project Development Assistance Financial Workshop





Richard FERRER
Head of Alternative Fuels Sector, CINEA

EU policy objectives - Transport

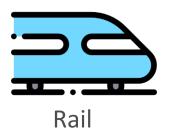


CEF policy objectives

- Contribute to:
 - Green Deal
 - Sustainable and Smart Mobility Strategy
 - TEN-T network (new Regulation)



Fuels & Modes



- √ already electrified
- ✓ Focus on renewable electricity
- ✓ Hybrid systems (battery or Hydrogen fuel cell)



- Road
- ✓ Supply for zero-emission electric powertrains (LDV & HDV)
- ✓ Supply for **Hydrogen** (LDV & HDV)
- ✓ Including for public transport



Maritime

- ✓ Push for on-shore power supply in ports
- ✓ Hydrogen for waterborne transport
- ✓ Ammonia & Methanol for waterborne transport
- ✓ LNG => transition / no CEF support



Aviation

- ✓ Electrification of airport ground handling services
- **✓** Hydrogen
- ✓ Advanced biofuels and e-fuels









AFIF call priorities



- Electricity recharging infra. (unit contributions)
- Electricity & Hydrogen infra. (co-funding rate)
- Ammonia & Methanol infra. (co-funding rate)

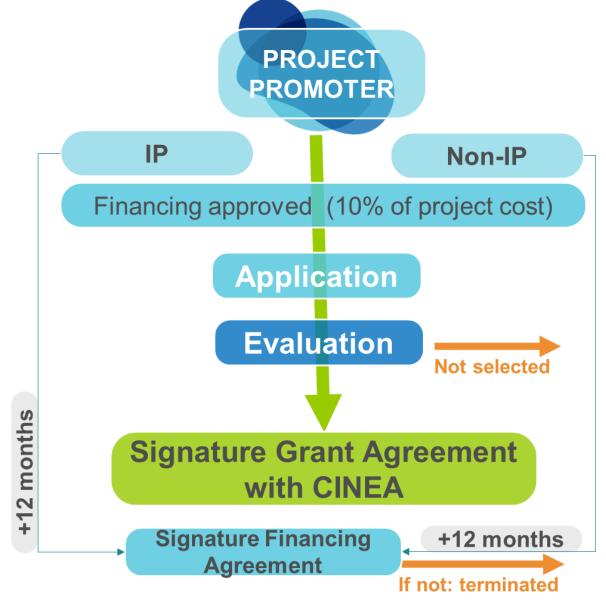


Blending



Implementing Partners (EIB, National promotional banks)

Commercial Banks established in EU





Implementing Partners

European Investment Bank – EIB

The European Bank for Reconstruction and Development -**EBRD**

Slovenska Izvozna In Razvojna Banka - SID

MT Malta Development Bank - MDB

HU Hungarian Development Bank - MFB

NL Invest-NL



Bank Gospodarstwa Krajowego - BGK

FI Finnvera Plc.

ES Instituto de Crédito Oficial - ICO

IT Cassa depositi e prestiti - CDP

FR Caisse des dépôts et consignations - CDC

















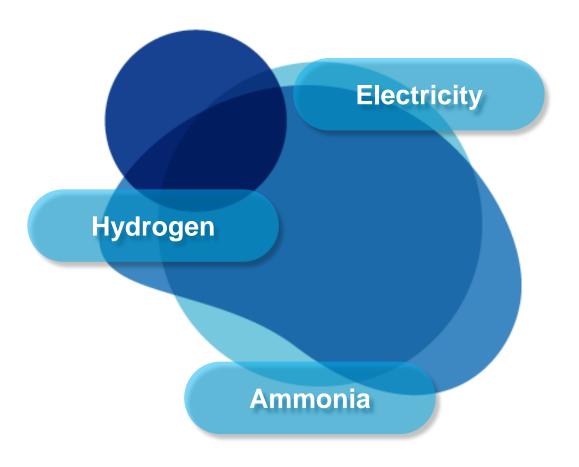






SI





Zero emission transport



Road transport, Rail transport & Airports





- HRS 350/700 bar in open access
- HRS 350/700 bar for Public Transport

Location

TEN-T network +/-10 km² & urban nodes



Eligible

- H2 to supply stationary aircrafts & airships
- H2 to supply ground operations

Location

TEN-T airports / Annex II.2 of TEN-T Regulation



Eligible

HRS supplying railways

Location

Non-electrified network sections (derogation)

Terminals for shunting locomotives

Isolated network



Inland & maritime ports





Hydrogen Refueling Stations for IWW & maritime vessels

Eligible

- Hydrogen Refueling Stations (HRS)
- Port vehicles, equipment, vessels
- On-shore Power Systems (OPS)



Ammonia Refueling facilities for IWW & maritime vessels

Eligible

- Hydrogen Refueling Stations (HRS)
- Port vehicles, equipment, vessels
- Ammonia Bunkering vessels

Location

In TEN-T inland waterway and maritime ports areas



Financial support



| Electric Charging points | | | |
|--------------------------|----------|----------|----------|
| Min 1 | 50 kW | Min 3 | 50 kW |
| General | Cohesion | General | Cohesion |
| 20.000 € | 30.000 € | 40.000 € | 60.000 € |

Maps: TENtec Public Viewer

http://ec.europa.eu/transport/infrastructure/tentec/tentec-portal/map/maps.html

Support rate

| Hydr | ogen | Electrif | fication |
|---------|---------|----------|----------|
| Gen Env | Coh Env | Gen Env | Coh Env |
| 30% | 50% | 30% | 50% |



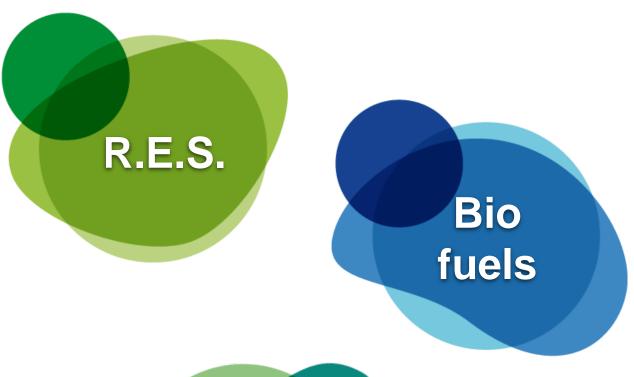
Evaluation process





Award criteria









Timetables and deadlines



| | 1st cut-off | 2nd cut-off | 3rd cut-off |
|-------------------------|-------------|-------------|-------------|
| Deadline for submission | Q3 2024 | Q2 2025 | Q4 2025 |
| Information on results | tbc | tbc | tcb |
| GA signature | tbc | tbc | tbc |





European Climate, Infrastructure and Environment Executive Agency











| 10:00 – 10:15 | Introductory presentation – review of PDA programme and lessons learnt |
|---------------|--|
| 10:15 – 10:30 | The Clean Hydrogen Partnership |
| 10:30 - 10:45 | The EIB Elena Facility |
| 10:45 – 11:00 | Q&A |
| 11:00 – 11:15 | Innovation Fund |
| 11:15 – 11:30 | CEF - AFIF |
| 11:30 – 11:45 | Q&A |
| 11:45 – 11:50 | Wrap up |



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Thank you very much for your attention!

Contact

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