

## Terms of Reference

### Technical Assistance Experts on Trade and Project Funding

#### 1. Background Information – About LCBA Canada

Canada and the European Union have since 1976 a long-term partnership. More recently 2 major agreements were signed by both parties: (a) the EU-Canada Comprehensive Economic and Trade Agreement (CETA) and the (b) Strategic Partnership Agreement (SPA), which foresee enhancing cooperation in sectors such as energy and the environment. Both agreements recognize the relevance of cooperating in the Environmental and Energy sector, in issues of common interest, namely Climate change, Energy policy, Trade and Commerce of Environmental Goods, among others.

On the one hand, Canada is the 10<sup>th</sup> larger emitter of Green House Gases (GHG) per capita, on the other hand, the EU has built a conducive environment for the development of green solutions over the decades and is seeking to assume leadership in Climate Change action, thus expanding the European Green Deal into third countries.

In 2016 Canada signed the Paris Protocol, committing to limit the average global temperature increase below 2°C. Its national emissions target is 513 megatons (Mt) of carbon-dioxide equivalent (CO<sub>2</sub>e), representing a 30% reduction from 2005 levels (732 Mt CO<sub>2</sub>e) by 2030. However, Canada has a long way to de-carbonise its economy, with about three times the emissions per capita of the EU and Japan. As per Canada's Changing Climate Report (CCCR) the nation's climate has warmed by an average of 1.7°C since 1948, nearly twice the global average of +1.0°C. Canada's northern regions have warmed faster, currently 2.3°C above the pre-1948 average, putting the Arctic at particular risk.

The Low Carbon and Circular Economy Business Action (LCBA) - within which the present Terms of Reference are being released - seeks to promote the internationalisation of EU cleantech SMEs and small-mid caps by facilitating industrial cooperation between EU low-carbon solution providers and industry partners from Canada. It has the equally important objective of reducing industrial green-house gas (GHG) emissions, in line with the Paris Agreement on Climate Change and in line with the EU Economic Diplomacy, Climate Diplomacy and implementation of the Circular Economy agenda.

The LCBA EU-Canada entails the following results /products:

- P.1 Mapping of potential low carbon and circular economy technology needs and gaps in Canada with the clear objective of finding a match with available offer in the EU.
- P. 2 Identification of business opportunities and mobilisation of potential partners in Canada and the EU in the targeted sectors.
- P.3 Organisation of matchmaking activities, including screening of candidates, virtual online matchmaking sessions and matchmaking missions in the relevant countries in the pre-identified sectors with the most potential for EU SMEs.
- P.4 Provision of technical assistance to the commercially viable and most bankable projects resulting in a finalised Joint Business Concept (JBC) leading to actual monetary transaction/investment.

- P.5 Support to the commercialisation of the Joint Business Concepts and their submission to financial institutions for access to credit when needed.

LCBA Canada project is currently assembling a pool of experts to support the provision of technical assistance for the finalization of viable JBCs, according to the needs of each European and Canadian stakeholders.

## **2. Objectives and Expected results**

### **2.1. Overall Objective - Impact**

To promote the internationalisation of EU cleantech SMEs and small-mid caps by facilitating industrial cooperation between EU low-carbon solution providers and industry partners from Canada.

### **2.2. Specific objectives - Outcomes**

The objective of this assignment is to provide Technical Assistance to the project stakeholders (Canadian Buyers and EU suppliers) to facilitate the development of durable commercial partnerships between the latter two.

### **2.3. Expected results - Outputs**

The main goal of this activity is to provide Technical Assistance required by the parties and approved by the Client (EU) on Trade and Project Financing, namely green financing.

## **3. Activities**

The activities to be implemented under this assignment will be tailored to the needs of the JBCs' stakeholders, which were duly approved by the Steering Committee. An indicative list of activities include, but is not limited to:

- Prepare an initial concept note, based on the needs assessment shared by the project, which shall include a workplan of the expert's intervention (explaining how the needs will be address, when and which direct results will come from expert's support).
- Agree with the beneficiaries (either buyers, sellers or both) on the workplan and methodology to be applied;
- Support Buyers and Sellers to identify the best funding opportunities and provide guidance throughout the process;
- Assist Buyers and Sellers to duly apply to the funding opportunities;
- Provide the stakeholders with a guiding note / Check list drafted according with the financing sources;
- Deliver a technical report providing relevant assistance to stakeholders (such as an assessment report, acritical review of the legislation, ...).
- Drafting a final summary note of the intervention.

#### 4. Expert's Profile (CV)

CESO is looking for an expert that shall provide advice and guidance to the EU Sellers and the Canadian Buyers on the opportunities and procedures to access to financing sources (especially green financing) in Canada and in the EU, for each approved Joint Business Concept (JBC). The Expert will become part of a pool of experts, managed by CESO, and will be hired according the stakeholders needs on this field.

##### *Qualifications:*

Master Degree in Business or Finance, with a focus on Project Financing, or proven experience in these areas.

##### *Soft skills:*

- Excellent Communication and Written Skills;
- Strong knowledge of Canadian business environment;
- Capacity to liaise with different parties involved in signing the JBC;
- Knowledge of the EU-Canada trades and bilateral covenants;
- Ability to work as team leader.

##### *General professional experience*

A minimum of 10 years of professional experience in issues related to **project financing, especially in the EU and Canada, business partnership development, or international trade.**

##### *Specific professional experience*

- Proven experience in providing assistance to EU Innovators and Canadian Buyers to find the most adequate funding mechanism, for each stakeholder, especially green funding;
- Consolidated knowledge of the Canadian business environment;
- Attested experience working with the private sector, both in Canada and European Union;
- Experience with dealing with EU funded projects is an advantage.

##### *Language skills*

Fluent in English.

Working level of French is an advantage.

## 5. Time Frame of the Assignment

The technical assistance activities to be carried out by the expert are expected to take place from November 2021 until August 2023.

As the present assignment does not have fixed time limits, we expect some degree of flexibility and availability from the Expert. The indicative duration of each TA intervention shall be assessed on a case-by-case basis, tailored to the needs of JBCs' stakeholders.

## 6. Deliverables

- An initial Concept Note
- Technical reports according to each tailored technical assistance needs (such as an assessment report, acritical review of the legislation, ...)
- A final summary note of the intervention