

Grant Scheme

Boosting Trade Through EU Standards Alignment

FREQUENTLY ASKED QUESTIONS AND CLARIFICATIONS

Published 19th June 2026

Version 1.1

Updated on 23 June 2026

**Deadline for submission of Proposals:
7th July 2026 at 12:00 Cyprus Time**

**Contracting Authority:
Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH
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This publication was funded by the European Union. Its contents are the sole responsibility of GIZ International Services and do not necessarily reflect the views of the European Union.

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1. What does a 'business to business' (B2B) applicant mean?

A 'business-to-business' (B2B) applicant is an enterprise whose services are primarily provided to other businesses, rather than directly to individual consumers.

Examples of B2B applicants may include, but are not limited to, enterprises providing certification and standards compliance services, packaging and labelling solutions, digitalisation services (e.g. ERP, CRM and e-commerce solutions), logistics and market access support, as well as other professional, technical or business support services supplied primarily to other businesses.

Eligibility will be assessed based on the applicant's compliance with the requirements set out in Section 2.1.1 (Who Can Apply) and the relevance of the proposed action to the support areas described in Section 2.2.1 (Box 2: Menu of Support) of the Guidelines.

2. How can a business to business (B2B) applicant provide trade potential proofs with regards to Green Line trade and or EU market?

For B2B service applicants, Green Line trade and/or EU market potential may be demonstrated through alternative supporting evidence, since the Green Line trade system and KTTO Accompanying Documents are primarily used for the crossing of physical goods. In some service-based activities, no KTTO Accompanying Document may be issued or required. Therefore, B2B applicants are not expected to provide goods-based Green Line trade documentation where this is not applicable to their service model.

A business-to-business (B2B) applicant may demonstrate trade potential by submitting, for example, existing or potential contracts with business clients, letters of intent, expressions of buyer/client interest, service agreements, market research, evidence of target customers in the Republic of Cyprus and/or EU markets, participation in relevant trade fairs or B2B meetings, correspondence with potential clients, or other documents showing credible demand for the proposed service.

3. Can businesses operating in sectors such as metalworking, carpentry, marble processing, or scaffolding manufacturing apply for funding?

Yes provided they meet all other eligibility requirements of the Grant Scheme.

4. Does max 5 people employee limit in Lot 2 Microbusinesses include directors too?

No. For the purposes of Lot 2 Microbusiness eligibility, directors are not counted as employees under the maximum 5-employee limit. The employee limit refers to the applicant's employees, excluding directors.

5. Can a business with 5 or fewer employees apply for Lot 1?

Yes. Businesses with 5 or fewer employees may apply for Lot 1 provided they meet all eligibility requirements for that Lot.

6. Is eligibility for Lot 1 or Lot 2 determined solely by the number of employees?



No. The distinction between the two Lots is not based solely on employee numbers.
Yes. Businesses with 5 or fewer employees may apply for Lot 1, provided that they meet all eligibility requirements for that Lot, including the minimum turnover requirement for the requested grant amount. There is no employee-number limit for Lot 1 SME grants. Applicants should apply for the Lot that best reflects the scale and needs of their proposed project.

7. Can a business with more than 5 employees apply as microbusiness under Lot 2?

No. For the purposes of this Grant Scheme, applicants under Lot 2 must have a maximum of 5 employees at the time of application.

8. How much turnover must my business demonstrate to be eligible for a grant?

Applicants must demonstrate an annual turnover of at least the value of the grant amount being requested, in at least one of the last three years (2023, 2024, 2025).

For example:

- If applying for a **€20,000 grant under Lot 2**, the business must demonstrate annual turnover of **at least €20,000** in one of the last three years.
- If applying for a **€35,000 grant under Lot 1**, the business must demonstrate annual turnover of **at least €35,000** in one of the last three years.
- If applying for a **€60,000 grant under Lot 1**, the business must demonstrate annual turnover of **at least €60,000** in one of the last three years.

The turnover requirement is linked to the **grant amount requested**. Applicants must submit financial accounts approved by the local tax body as evidence.

9. Do I need to demonstrate that I already have sufficient funds in my bank account to cover the cost of the proposed investment? Do I need to make the investment before applying?

No. Applicants are not required to demonstrate that they already have the full investment amount available in their bank account at the application stage, nor should they make the investment before applying.

Please see the Guidelines, Section 2.2.1 Eligible Costs and Section 2.2.2 Ineligible Costs, in particular the reference to “retrospective investment costs prior to signing grant agreement.”

10. Can I start spending money on the project after approval but before signing the grant contract?

No. Any expenditure incurred before the grant contract has been signed is not eligible for funding. Applicants must wait until the grant agreement is signed before starting project implementation, making purchases, or entering into commitments related to the project. Please see the Guidelines, Section 2.2.1 Eligible Costs and Section 2.2.2 Ineligible Costs, in particular the reference to “retrospective investment costs prior to signing grant agreement.”

11. My company was established in 2024 and only recently became operational. We submitted a nil tax declaration. Are we eligible to apply?



Applicants must have been operational for at least one year at the opening date of the Call for Proposals and must demonstrate an annual turnover of at least the value of the grant amount requested in at least one of the last three years, through financial accounts approved by the relevant tax authority.

For example, a company established in 2024 may be eligible if it has been operational for at least one year by the opening date of the Call for Proposals and its approved 2025 financial accounts demonstrate the minimum turnover required for the grant amount requested. However, applicants that submitted a nil tax declaration and cannot demonstrate the required turnover through approved financial accounts are not eligible to apply. Financial data for 2026 will not be accepted for this Call. Please see Section 2.1.1, Box 1: Who can apply?, especially the operational period and turnover requirement.

12. Which organisation can provide information and support with regards to Green Line trade procedures?

The Turkish Cypriot Chamber of Commerce (KTTO) is the body responsible for Green Line trade procedures in the Turkish Cypriot community and can be contacted directly.

In addition, businesses requiring guidance on EU product standards, regulatory requirements, certification, or market access may also seek support through the EU One Stop Shop service.

13. I have previously received funding from another grant programme. Can I still apply?

It depends. Receiving funding from another grant programme does not automatically make a business ineligible. However, double funding is not permitted. The same project, activity, investment, or cost item cannot be funded by more than one grant programme at the same time. Applicants must therefore ensure that the activities and costs proposed under this Grant Scheme are not already being financed through another source of funding.

In addition, an applicant may not receive financial support from more than one eunite programme, or any other financial support scheme, for the same or similar initiative at the same time.

Please see the Guidelines, Section 2.1.1, Box 1: Who can apply?, point 9 on Double Funding. Please also note that Annex A, Question 6 includes an assessment criterion on prior EU-funded support received between 2022 and 2026. Previous EU-funded support does not make an applicant ineligible, but it may affect the score awarded under this criterion. Applicants that have not previously received EU-funded support during this period receive the maximum score under this criterion.

14. Is there a limit on the number of machines or equipment items that can be included in a project?

No. There is no specific limit on the number of machines or equipment items that may be included in a project. However, all proposed investments must be clearly justified, represent value for money, contribute to the objectives of the Grant Scheme, and remain within the applicable budget limits for equipment and/or minor refurbishment.

For Lot 1 – SME Grants, equipment and/or minor refurbishment is capped at EUR 40,000 of the total grant amount. For Lot 2 – Microbusiness Grants, equipment and/or minor refurbishment is capped at EUR 12,500 of the total grant amount. The overall project will be assessed based on



its relevance, feasibility, value for money and expected impact, rather than the number of items included.

Please see the Guidelines for Lot 1 and Lot 2, Section 2.2.1 Eligible Costs, under “Equipment and/or Minor Refurbishment” and Section 2.2.1, Box 2: Menu of Support, under “Equipment and Refurbishment.

15. Dairy production is not eligible under this Grant Scheme. If my business produces both dairy and non-dairy products, can I still apply?

Yes. A business that produces dairy products may still apply, provided the proposed project relates exclusively to eligible activities and products. For example, a business that produces both dairy products and olive oil may apply for funding for activities related to its olive oil production, provided the proposed project meets all other eligibility requirements of the Grant Scheme. Activities related to dairy production are not eligible for funding.

16. I am a microbusiness operating under the lump-sum (götürü usulü) tax system and do not use an accountant. What financial documents should I submit?

Applicants operating under the lump-sum (götürü usulü) tax system are still required to provide evidence of their turnover in order to demonstrate eligibility. If formal financial statements are not prepared, applicants should submit the relevant tax declaration, income statement, income and expenditure record, or any other financial document accepted by the local tax office that demonstrates annual turnover.

All documents must be approved, certified, or stamped by the relevant tax department. Please see the Lot 1 and Lot 2 Application Form, Section A2: Eligibility Check and Supporting Documents to be provided, which requires financial accounts or income statements approved by the local tax office.

17. How are grant payments made?

Grant payments are made on a reimbursement basis in this grants scheme. Once the grant contract has been signed, beneficiaries may begin implementing their project in line with the guidance provided by the eunite-team, including carrying out procurement procedures and purchasing the approved goods and services. Beneficiaries are responsible for making payments and submitting the required payment proofs and supporting documentation, after which eligible costs will be reimbursed in accordance with the grant agreement and project procedures. Further information regarding implementation after the signature of the grant contracts will be shared with the beneficiaries at that stage.

18. Our business provides a digital product or software solution rather than a physical product. Can we still apply?

Yes. Businesses providing eligible business-to-business (B2B) services, including digital products and solutions, may apply, provided that they meet the eligibility criteria of the Grant Scheme. This includes being legally established in the northern part of Cyprus, operating in an eligible sector such as business-to-business services, meeting the relevant operational, turnover, financial solvency and documentation requirements, and ensuring that the proposed project is not funded by another source.



Applicants must also demonstrate how the proposed project contributes to the objectives of the Grant Scheme, including alignment with EU standards, improved innovation and competitiveness, digitalisation, green transition, trade readiness and/or increased access to the Green Line and wider EU market. Please see the Guidelines, Section 2.1.1, Box 1: Who Can Apply?, and Section 1.4: About this Grant Scheme.

19. What evidence can I provide to demonstrate existing or potential trade with the Green Line and/or wider EU market?

Applicants seeking to demonstrate existing or potential trade with the Green Line and/or wider EU market are encouraged to provide relevant supporting documentation as part of their application. Examples of supporting evidence may include invoices, sales records, contracts, purchase orders, proof of payment, correspondence with customers or distributors, letters of intent, potential partnership agreements, market research, business plans, applications to KTTO for Green Line trade inspection or TAIEX support, technical or inspection reports, certification pre-assessments, lab reports, or other documentation demonstrating existing commercial activity or credible market opportunities.

The type of evidence provided should be appropriate to the nature of the business and the stage of market development. The stronger and more relevant the supporting evidence, the easier it will be to demonstrate the trade potential and market access objectives of the proposed project.

20. When assessing “trade potential”, are you looking at the growth of my individual business or the impact on the wider sector?

The assessment focuses primarily on the growth potential of the applicant's own business. Applicants should demonstrate how the proposed project is expected to increase sales, improve market access, attract new customers, enter new markets, or strengthen competitiveness. The Grant Scheme aims to support individual businesses to grow and access markets. As more businesses increase their competitiveness and trade, this is expected to contribute to broader economic growth and increased trade opportunities overall.

21. Are there restrictions on where machinery, equipment, goods, or services can be originated from?

The Guidelines for Applicants do not specify any restrictions regarding the nationality of suppliers or origin of the supplies/ equipment. However, applicants should ensure that proposed costs are realistic, represent value for money, and are supported by the required quotations. Applicants must ensure there are sufficient number of reputable suppliers for the suggested equipment and should consider delivery, installation after sales services of the equipment when suggesting specific machinery.

Successful applicants, following the award of the grant will be required to comply with the procurement procedures set out in the grant agreement and beneficiary guidance, including any applicable EU sanctions and restrictive measures.

22. We do not currently trade across the Green Line or with the EU market, but this is our objective. Can we still apply?



Yes. Applicants are not required to already be trading across the Green Line or with the wider EU market in order to apply.

The Guidelines state that applicants must demonstrate a clear commitment to aligning with EU standards in order to improve product quality, business processes and overall competitiveness, thereby creating pathways and potential to access and trade across the Green Line and/or the wider EU market. They also state that applicants demonstrating clear and credible potential to engage in Green Line trade and/or the wider EU market may receive additional points during evaluation, but that this is not an eligibility criterion.

Applicants should therefore explain the project's trade potential and support it with relevant documentation where possible. Businesses that are not yet trading in these markets may also receive points if they can convincingly demonstrate clear and credible potential to do so.

Please see the Guidelines, Section 2: Eligibility, and Annex A, Question 2: Trade Potential.

23. Are cooperatives eligible to apply? Does the applicant need to be a profit-making company?

Any legal person meeting the eligibility criteria mentioned under Section 2.1 of the Guidelines for Grant Applicants "Who can apply?" can be eligible for an application. Cooperatives who meet these criteria may be able to apply.

24. Which currency exchange rates should we use while calculating the turnover per annum for 2023, 2024 and 2025?

The exchange rate to be used when calculating the turnover per annum should be fair and representative of that period of trading. Ordinarily, this is the average of the 12 monthly Infor euro rates for each year. Below are the calculated yearly Infor euro averages for years 2023,2024 and 2025.

For 2023: 1 EUR / 25.21 TL

For 2024: 1 EUR / 35.61 TL

For 2025: 1 EUR / 44.09 TL

25. For machinery/equipment purchases, is it possible for GIZ to pay the supplier directly?

As a general rule, the Grant Scheme follows a reimbursement-based payment procedure, meaning that beneficiaries are expected to pay approved project costs first and request reimbursement afterwards, in line with the grant agreement and applicable procedures.

Direct payment to suppliers is not the standard procedure. In exceptional cases, direct payment may only be considered where the contractor/supplier is based in the Republic of Cyprus, and each request must be assessed and approved on a case-by-case basis during the project implementation period.

Further information on payment procedures, required documentation, and any exceptional arrangements will be provided to successful applicants at the implementation stage, following signature of the grant agreement.

26. Can honey producers apply?

It depends on the nature of the proposed activity. Beekeeping itself, including primary honey production, is considered a primary agricultural activity and is therefore not eligible under this Grant Scheme. However, a business working with honey may be eligible if the proposed project focuses on value-added processing, packaging, labelling, quality improvement, certification, branding, market access, or other business activities that go beyond primary agricultural production and clearly contribute to EU standards alignment and trade readiness.

For example, support may be considered for investments related to honey processing, bottling, packaging, labelling, product testing, quality control, certification, branding, or market access, provided that the applicant meets all eligibility requirements and the project is clearly linked to the objectives of the Grant Scheme.

The key distinction is that the Grant Scheme does not support primary beekeeping or raw agricultural production, but may support eligible value-added activities that improve product quality, compliance, competitiveness, and access to Green Line trade and/or the wider EU market. Please see the Guidelines, Section 2.1.2: Ineligible Applicants – Who cannot apply? and Section 2.2.1 Box 2: Menu of Support.

27. Can orange packaging and trading facility apply?

An orange packaging and trading facility may apply if the proposed project focuses on value-added activities such as sorting, grading, processing, packaging, labelling, quality control, certification, storage, traceability, branding, market access, or export readiness.

However, activities whose principal purpose is primary agricultural production, such as growing or harvesting oranges, are not eligible under this Grant Scheme. The key distinction is that the scheme does not support primary crop production, but may support eligible value-added activities linked to improving product quality, EU standards alignment, competitiveness, trade readiness, and access to Green Line trade and/or the wider EU market. Please see the Guidelines, Section 2.1.2: Ineligible Applicants – Who cannot apply? and Section 2.2.1 Box 2: Menu of Support.

28. Can meat processing sector apply?

Meat processing businesses may apply only where they meet all eligibility requirements and the proposed project does not depend on the trade of meat or animal-origin products across the Green Line or into the EU market.

Applicants should note that there is currently a clear restriction/ban on the trade of meat and animal-origin products across the Green Line and/or into the EU market. Therefore, projects whose trade potential is based on trading meat products through Green Line trade or to the EU market would not be considered feasible for the purposes of this Grant Scheme.

However, a meat processing business may still be considered if it can demonstrate credible trade potential in other permitted markets and if the proposed project clearly contributes to EU standards alignment, improved product quality, hygiene, food safety, certification, testing,



packaging, labelling, traceability, sustainability, competitiveness, or market access. The applicant must clearly explain the target market, the applicable rules, and how the investment will contribute to the objectives of the Grant Scheme.

29. Can bottles or other consumable materials be purchased under the Grant Scheme?

Consumable materials, stock, raw materials, production inputs, or items used for day-to-day business operations are not normally eligible under the Grant Scheme. For example, bottles, jars, caps, labels, packaging stock, ingredients, raw materials, or similar consumables used in regular production or sales should not be included as grant-funded cost items.

However, costs related to packaging and labelling improvement may be eligible where they are part of a wider project that contributes to EU standards alignment, product quality, market access, branding, trade readiness, or compliance with EU market requirements. This may include, for example, packaging design, labelling consultancy, compliance review, branding, certification-related labelling changes, or equipment required for improved packaging or labelling processes.

The key distinction is that the Grant Scheme may support improvements to packaging and labelling systems, standards, design, or equipment, but it does not normally fund ordinary consumable packaging materials used as stock in the applicant's regular business operations.

30. Would such a signed/stamped written quotation be acceptable as supporting market research evidence instead of a formal proforma invoice?

Yes, a signed and stamped written quotation is fully acceptable as supporting evidence if it includes sufficient information to allow the Panel to carry out a value for money assessment, confirm validity of the supplier and understand the item being purchased.

Details to be provided include:

- The name and contact information of the service provider or vendor
- A specific and comprehensive description of the service or item being procured, including any relevant specifications or requirements.
- Clear costs associated with the service or item, including any sub-items or components.
- The price quoted as Delivered Duty Paid (DDP), meaning the seller is responsible for all costs associated with delivering the goods to the buyer's specified location, including transportation, insurance, and import duties and excluding Value Added Tax (VAT) or any other applicable taxes.

31. If a service is highly specialized and we cannot obtain two comparable quotes, will a single quotation be accepted under specific conditions?

Applicants should make every reasonable effort to obtain the required quotations and undertake adequate market research. The Guidelines require a minimum of two proforma invoices from different suppliers for each budget item above EUR 1,000 to support the value-for-money assessment.

Where a service is highly specialised and comparable quotations are genuinely difficult to obtain, applicants should provide a clear explanation together with any available evidence supporting the

proposed cost. Please see the Guidelines, Section 3.2.2: Annex 1 – Estimated Budget, and the Application Form, Section A2: Supporting Documents.

32. Can consultancy services for product safety, consumer information, labelling, warnings, and EU market compliance be eligible?

Yes. Consultancy services for product safety, consumer information, regulatory labelling review, product compliance, warnings, material information and EU market requirements may be eligible under both Lot 1 and Lot 2, provided that they are clearly linked to the proposed project and contribute to EU standards alignment, trade readiness, market access and/or improved product quality. Please see the Guidelines, Section 2.2.1, Box 2: Menu of Support (Eligible Expenditure), especially standardisation and certification support, product testing, consultancy, and other certification costs required to align with EU standards.

33. Can we apply for a vehicle under the equipment category?

Vehicles are not explicitly listed as ineligible in the Guidelines. However, applicants must clearly demonstrate that the vehicle is essential to the project, directly linked to the Grant Scheme objectives, and necessary for improving competitiveness, operational capacity, trade readiness, and/or access to the Green Line or wider EU market. Eligibility will be assessed case by case based on the justification, value for money, and relevance to the proposed project.

34. Does eunite:SME project provide support to the potential applicants for writing the proposal?

The eunite-SME project does not provide support for writing the proposals. We can however provide technical support and guidance in relation to submitting the online application form from Jotform. In such cases, our team can provide support via telephone/ email: +90 548 829 24 34 and info@eunite-cyprus.eu.

35. If we cannot meet the turnover criteria, will the application be rejected at the administrative check stage?

Yes. Applications must satisfy all eligibility requirements in order to pass the administrative and eligibility checks. This includes meeting the minimum turnover requirement applicable to the relevant Lot. Applications that do not meet the eligibility criteria may be rejected at this stage and may not proceed to the technical evaluation. Please see the Guidelines, Section 2.1.1, Box 1: Who Can Apply?, and Section 4.1.1: Eligibility Screening.

36. Is it possible for a business to submit more than one application under this grant scheme?

No. Only one application per business will be considered for assessment under this Call for Proposals. Applicants may apply under one Lot only, either Lot 1 or Lot 2, based on the size, profile, and needs of their business and proposed project. Multiple applications from the same business will not be accepted. Please see the Guidelines, Section 1.1.2 Application Process, which states that applicants may apply to only one Lot and that multiple applications from the same business will not be accepted.



37. Is it possible for a director to submit more than one application for different businesses under this Call?

If a Director owns more than one business who can meet the eligibility criteria, a separate application for each business can be submitted if all other eligibility criteria is met.

38. How does the customs and VAT exemption work if the equipment cost is more than the grant amount?

Beneficiaries will be exempt of custom duties, import taxes, fees and VAT or any other similar taxes levied on goods, works and services to be incorporated in or expended in connection with the contract and which are purchased in the northern part of Cyprus for contracts financed by the European Union.

However, local rules can change and impact how this exemption is applied. Currently, if the grant amount reserved for the equipment is greater than 50% of the value of the equipment, then these types of customs and VAT exemption rules apply. Otherwise, the rule does not apply. Grants Managers will work with beneficiaries of the awarded contracts to navigate these rules following the grant contract signature.

39. Do solar energy system investments fall within the scope of green transformation?

Solar energy investments under this grant scheme fall under the category of 'equipment' and must be budgeted accordingly. Since solar energy systems are considered as 'green technologies,' connections should be made with the aims, objectives, and priorities of the grant scheme while drafting the proposal.

40. Is a trade conducted without obtaining a certificate from the Turkish Cypriot Chamber of Commerce considered Green Line trade?

According to the conditions laid out for trading with regards to Green Line Regulation (EC 866/2004), the goods shall be accompanied by the 'Accompanying Document' issued by the Turkish Cypriot Chamber of Commerce (TCCC) to engage in Green Line trade. The Accompanying Document is issued by the TCCC upon necessary checks to determine the origin of products. In this context, it is imperative that applicants provide all necessary supporting documents proving the previous Green Line trade experience.

41. My company was founded 2 years ago. Do I need to submit a 3-year balance sheet?

No. Applicants are required to submit the financial accounts that are available for the years in which the business has been operational. For younger legal entities, one or two years of approved financial accounts may be submitted where three years of accounts are not available. There is no requirement for a business established less than three years ago to submit three years of financial statements. However, applicants must still satisfy the applicable turnover requirement by demonstrating, through the available approved financial accounts, that they meet the minimum turnover threshold for the relevant Lot. Please see the Guidelines, Section 2.1.1, Box 1: Who Can Apply?, and Section A2: Eligibility Documents to be Provided.

42. Are staff costs eligible under this grant scheme?

No. Salary costs or indirect payments to personnel are not eligible costs under this Grant Scheme. Please see the Guidelines, Section 2.2.2: Ineligible Costs, which lists “salary costs or indirect payments to personnel” as ineligible

43. Can we apply for this grant with products that have not yet been announced for Green Line trade?

Yes. If the product falls within the scope of goods allowed for trade under Council Regulation (EC) No 866/2004 of 29 April 2004 — the Green Line Regulation — and the applicant meets the trade potential criteria of the Grant Scheme, an application may be submitted.

44. Can I request services in more than one area under this grant scheme?

Yes. Applicants may request services in more than one area under the Grant Scheme, provided that each service is eligible, clearly justified, directly linked to the proposed project, and contributes to the objectives of the Grant Scheme.

The Guidelines allow support across different service areas under Section 2.2.1 Box 2: Menu of Support, including standardisation and certification, digitalisation, green transition, marketing and market access, trade fairs, market research and business development, and capacity building. Combining services may be appropriate where they collectively support EU standards alignment, competitiveness, innovation, digitalisation, green transition, trade readiness, and/or market access.

45. Are language courses considered as eligible expenses under this grant scheme?

Language courses are not specifically listed as either eligible or ineligible. Therefore, their eligibility would depend on the nature of the proposed training and whether it can be clearly justified as contributing to the objectives of the project and the Grant Scheme, such as EU standards alignment, operational improvements, trade readiness, market access, or capacity building. Applicants should clearly explain the relevance of the proposed training to the project objectives and expected results. Please see Guidelines for Grant Applicants, Section 2.2.1: Eligible Costs and Box 2: Menu of Support.

46. Can I apply with a company that is not established in the northern part of Cyprus?

No. The company must be established in the northern part of Cyprus. Please see the Guidelines, Section 2.1.1, Box 1: Who Can Apply?

47. Are women applicants privileged in this grant application?

Gender does not form part of the scoring process. Collecting gender information allows us to monitor and evaluate the impact of our support by gender, helping us identify potential gaps and inform future policy and programme design.

48. What does green transition under services mean?

Green transition under services includes any service which works towards sustainable and ecological solutions. This could be clean energy, re-use/recycling of materials, reduction in waste or any other environmental changes aligned with the overall objectives of the grants scheme

49. Can sponsored social media advertisements be eligible under the digital budget?

Any marketing support including any activity associated with increasing the tradability of products including advertising qualify as eligible expenses if the proposed actions in this category align with the priorities and objectives of the grant scheme. Please see the Guidelines, Section 2.2.1, Box 2: Menu of Support, which includes marketing and market access support.

50. Are accommodation and flight tickets to international exhibitions eligible costs? Is there any limit to such costs?

Costs of participation in exhibitions linked to reaching EU markets including accommodation and flight tickets could be considered eligible if the proposed actions in this category align with the priorities and objectives of the grant scheme. There is no limit to the abovementioned costs. However, it is important to conduct thorough market research before preparing the proposal to ensure that you provide a realistic and cost-effective budget. The review panel reserves the right to reduce costs if necessary. Please see the Guidelines, Section 2.2.1, Box 2: Menu of Support, which includes marketing and market access support.

51. Is second-hand equipment eligible?

No. Second-hand equipment is not eligible under this Grant Scheme. Please see the Guidelines for Grant Applicants, Section 2.2.2: Ineligible Costs, which explicitly lists second-hand equipment as an ineligible expense.

52. What is the co-funding percentage under this grant scheme?

The support provided under this grant scheme is 100% grant per Section 2.2.1 of the Guidelines if the total cost of the project exceeds the total value of the grant requested, the difference will need to be financed from the beneficiary's own financial resources.

53. Is an email with prices enclosed rather than a formal price quote for cost items to be procured under the grant contract acceptable?

Yes, an email with prices enclosed can be accepted in place of a formal price quote for cost items to be procured under the grant contract if it includes sufficient information to allow the Panel to carry out a value for money assessment, confirm validity of the supplier and understand the item being purchased. Details to be provided include:

- The name and contact information of the service provider or vendor
- A specific and comprehensive description of the service or item being procured, including any relevant specifications or requirements.
- Clear costs associated with the service or item, including any sub-items or components.
- The price quoted as Delivered Duty Paid (DDP), meaning the seller is responsible for all costs associated with delivering the goods to the buyer's specified location, including transportation, insurance, and import duties and excluding Value Added Tax (VAT) or any other applicable taxes.



54. Should VAT be included in the amounts when filling out the Annex 1 Estimated Budget file?

No, you should not include VAT in the amounts when filling out the Annex 1 Estimated Budget file. The inclusion of "Taxes" in the "Ineligible Costs" section means that expenses incurred within the scope of your project should be calculated excluding VAT. Within this grant program, taxes such as VAT are considered "ineligible costs" and are not covered by the grant. Therefore, it is important that you state all cost items excluding VAT when preparing your budget and filling out the Annex 1 file. Please see the Guidelines, Section 2.2.2: Ineligible Costs.

