

Introduction

Page description:

Ricardo has been contacted by the European Commission to conduct this survey and engage stakeholders to understand the financial needs within the maritime sector (under Framework Contract MOVE/ENER/SRD/2020/OP/0008). This survey forms part of a larger study that aims to assess the situation in terms of demand and supply of finance for the maritime sector and develop an inventory in the form of a toolbox of the available financing instruments, tools and products that are relevant to support investments in the shipping sector. This will contribute to:

- Improving the visibility and communicating the **availability of green financing options and opportunities** to shipping sector stakeholders
- **Reducing the administrative burden** related to securing green financing for shipping projects
- **Identifying gaps in the availability and relevance of existing options** to finance investments
- Defining concrete options for shipbuilding and maritime equipment industry stakeholders **to access EU financing instruments**

The responses from this survey are vital to understand the sector's needs and level of understanding of the financing tools available to them. It also will gather evidence from providers of financing tools to gauge their level of knowledge into the needs of the maritime sector.

1.1 Background

In March 2020, the Commission put forward the proposal for the first EU Climate law. It aims to write into law the goals set out in the European Green Deal. In the 2030 Climate Target Plan, the Commission proposed to cut EU GHG emissions by at least 55% by 2030 and to become climate neutral by 2050. On 14 July 2021, the Commission proposed the Fit for 55 Package to implement the European Green Deal targets. A set of proposals to revise and update EU legislation including policies directly affecting waterborne transport was initiated. This included: Fuel EU Maritime, the Alternative Fuels Infrastructure Regulation, the Renewable Energy Directive revision, and the Sustainable and Smart Mobility Strategy (SSMS).

A combination of measures is likely to be needed to transform the shipping sector to a low carbon future, e.g., policies to increase investments and develop the technology readiness levels of low carbon solutions focused on energy efficiency and replace traditional maritime fuel with sustainable alternatives. The availability of both public and private funding and financing programmes can play a vital role in supporting this process. In the recent years however, there appeared some challenges with respect to the financing of green shipping.

Therefore, **the results of this survey are critical for understanding the European maritime sector and its green financing needs**. Given the many financing tools available, having a complete map of what is available and what is needed is key for the European Union to achieve its decarbonisation goals and given the role of your organisation you have been carefully selected to provide your insights into this topic. Your response to this survey is therefore highly relevant and we appreciate the time you are taking to answer it, which shouldn't take more than an hour.

1.2 Instructions to complete the survey

This survey is intended to gather evidence in the form of data and opinions from stakeholders.

Please, enter your responses using the online survey form. If you wish to return to the survey to complete your response at a later time/date, please use the **'Save & Continue'** function in the toolbar (at the top of your screen). You will be asked to enter your email address to receive a link to return to your survey later. When you use the 'Save & Continue' feature, all survey progress up to that point is saved. When returning to your saved survey, please remember to submit when complete.

Please, note: Although **we will only accept responses submitted through the online survey form**, you may **download a PDF version** of the survey to consider your responses before submitting them. Also note that the downloaded version will contain all questions while the online version contains logic that will only display relevant questions based on your answers.

While we have attempted to tailor the questions as much as possible it is possible that not all questions will be relevant for your organisation, or you may not be in a position to respond to them. In these instances, you can simply select “Do not know” or “Not applicable”.

The survey is expected to remain open for 8 weeks. The deadline for the submission of your answers is September 16th, 2023. All responses received will be included in the final study results. Moreover, responses received before this date will be included for the upcoming presentation during the Waterborne Days conference, that will take place in Brussels on between the 26 and 27th of September, 2023.

[Download Maritime Green Financing survey](#)

1.3 Use of your input

The study team will make use of your contribution (information/data provided) only for the needs of this study and of any subsequent related report prepared by the Commission services. Your response will be shared with the Commission services. Responses will not be published. However, we may refer to information provided in this questionnaire, within the final report, except where there are specific confidentiality considerations identified. Ricardo and partners are happy to discuss and agree confidentiality requirements where this would be necessary.

Please indicate how you would like us to present the information provided in this survey and any other information or data you provide to us. *

- Public** – Your contribution will be referenced to the organisation represented.
- Anonymous** – Your contribution will be anonymised (i.e. without the name/name of the organisation but with affiliation to industry sector, e.g. “national authority, transport operator representative, environmental NGO”).

The privacy statement for the study can be viewed [here](#).

2. Contact information

1. In order to analyse the input to this survey, we ask you to provide some personal information (name, email address, etc).

	Contact Information
Organisation name *	<input type="text"/>
Contact name *	<input type="text"/>
Position/role in the organisation *	<input type="text"/>
Email address *	<input type="text"/>
Telephone number	<input type="text"/>
Member State (if applicable)	<input type="text"/>

2. Please indicate if you are responding to this survey on behalf of yourself/your organisation or on behalf of someone else.*

- My organisation
- For someone else - Please specify
-

Respondent's profile

Respondent's profile

3. In which EU/EEA country is your organisation based?



A vertical scrollable list of EU/EEA countries. The list is contained within a rectangular box with a thin border. On the right side of the box is a vertical scrollbar with a checkered pattern. The countries listed are: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, and Sweden.

- Austria
- Belgium
- Bulgaria
- Croatia
- Cyprus
- Czechia
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Iceland
- Ireland
- Italy
- Latvia
- Liechtenstein
- Lithuania
- Luxembourg
- Malta
- Netherlands
- Norway
- Poland
- Portugal
- Romania
- Slovakia
- Slovenia
- Spain
- Sweden

4. Do you have subsidiaries in other EU/EEA countries? If so, please specify which countries.

- Austria Belgium Bulgaria Croatia Cyprus Czechia Denmark Estonia Finland France
- Germany Greece Hungary Iceland Ireland Italy Latvia Liechtenstein Lithuania
- Luxembourg Malta Netherland Norway Poland Portugal Romania Slovakia Slovenia
- Spain Sweden
-

5. Please specify the size category of your organisation based on number of employees. *

- Small size (less than 50 employees)
- Medium size (less than 250 employees)
- Small midcaps (up to 499 employees)
- Large midcaps (up to 3000 employees)
- Large companies/firms (over 3000 employees)
-

6. Are you representing other organisations and/or members?

- Yes
- No
-

If so, could you please specify the percentage of SMEs your organisation represents?

7. What is your core activity, or the core activity of the organisations you represent, based on the classification provided? Please select an option to see the different subgroups included in each category.

*

- Maritime industry
- European associations /bodies, R&D and advocacy
- International bodies
- Financial institutions
- Insurers
- National/sub-national authorities
- European Commission

Organisation sub-type

Please select sub-group. Select as many as applicable to you.

	Sub-groups
Shipowners / shipowners associations	<input type="checkbox"/>
Ship operators / ship operators' associations	<input type="checkbox"/>
Shipowners & ship operators / associations	<input type="checkbox"/>
Ship builders & shipyards / ship builders & shipyards associations	<input type="checkbox"/>
Port operators	<input type="checkbox"/>
Fuel supply chain	<input type="checkbox"/>
Marine equipment manufacturers / associations	<input type="checkbox"/>
Technology producers /suppliers	<input type="checkbox"/>
Classification societies	<input type="checkbox"/>
International/regional maritime industry associations /bodies /alliances /networks	<input type="checkbox"/>
Other (please specify)	<input type="checkbox"/>

Please select sub-group. Select as many as applicable to you.

Please select sub-group. Select as many as applicable to you.

	Sub-groups
European associations /bodies (e.g. Marine OEM)	<input type="checkbox"/>
Environmental NGOs	<input type="checkbox"/>
Other R&D and advocacy (e.g. academia, foundations)	<input type="checkbox"/>
Other (please specify)	<input type="checkbox"/>

Please select sub-group. Select as many as applicable to you.

	Sub-groups
National Promotional Banks	<input type="checkbox"/>
European Investment Bank (EIB)	<input type="checkbox"/>
International ship financing frameworks	<input type="checkbox"/>
Commercial banks	<input type="checkbox"/>
Alternative lenders	<input type="checkbox"/>
Other (please specify)	<input type="checkbox"/>

Please select sub-group. Select as many as applicable to you.

	Sub-groups
Hull and machinery insurer	<input type="checkbox"/>
P&I Clubs	<input type="checkbox"/>
Other insurers (please specify)	<input type="checkbox"/>

Please select sub-group. Select as many as applicable to you.

	Sub-groups
Member State Government ministries	<input type="checkbox"/>
Member State national/regional competent authorities	<input type="checkbox"/>

Port and harbour authorities

Other (please specify)

If other, please specify.

8. How long has your organisation been active in the maritime sector?

- Fewer than 3 years
- 3 to 10 years
- 10 to 20 years
- More than 20 years

9. When considering financing tools do you consider yourself to be a:

- Finance seeker (i.e. looking for capital)
- Finance provider (i.e. looking for opportunities to provide financing)
- Intermediary (i.e. facilitator of financing and funding deals)
- Finance provider & finance seeker
- Other (please, specify)

Maritime industry - Requirements and/or needs of the maritime sector concerning decarbonisation and access to finance

Page description:

This section aims to capture the understanding of the financing tools available for the maritime sector. It further seeks to ascertain what types of projects would require financing and which products/ tools have been considered to-date and may be considered in the future. Finally, the drivers to search for financing tools are requested.

10. Does your organisation or members of your organisation have an investment plan for the coming five years?

- Yes
 - No
 - Not yet, but we are working on it
 - Other (please specify)
 - Not applicable
-

If yes or if it is being currently developed, please specify the timeline for the planned investment (in years).

11. Is your organisation (or members of your organisation) interested in investing in greening of your operations, assets and/or innovative aspects of the industry (e.g. new technologies)?

- Yes
 - No
-

If so, what has driven your or your members' need to seek/provide financing tools for maritime decarbonisation? Please select as many as applicable.

	Needs and/or equipments	Please, provide details
Current legislation (International, EU, national)	<input type="checkbox"/>	<input type="text"/>
Future/upcoming legislation changes (International, EU, national)	<input type="checkbox"/>	<input type="text"/>
Customer request	<input type="checkbox"/>	<input type="text"/>
Organisation sustainability aims	<input type="checkbox"/>	<input type="text"/>
Shareholder pressure	<input type="checkbox"/>	<input type="text"/>
Other (please specify)	<input type="checkbox"/>	<input type="text"/>

12. Do you think there is sufficient information available for your organisation or members of your organisation to make informed decisions when choosing a financing product/ tool to offer to the market?

	No information	Insufficient	Unsure	Sufficient	Comprehensive
Perceived Information Level	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

13. Has your organisation or members of your organisation sought for external finance over the past five years?

- Yes
- No

14. What investments specifically would be necessary for you or the members of your organisation to 'modernise' their businesses in the context of improving the environmental performance of your or their activities? If possible, please detail the level or number of investments foreseen in each category.

	Needs and/or requirements	Please provide detail on the investments foreseen
Energy efficiency measures on-vessel	<input type="checkbox"/>	<input type="text"/>
Propulsion systems	<input type="checkbox"/>	<input type="text"/>
Onboard fuelling/charging equipment	<input type="checkbox"/>	<input type="text"/>
Fuelling/charging infrastructure onshore	<input type="checkbox"/>	<input type="text"/>
Energy generation onshore	<input type="checkbox"/>	<input type="text"/>
Energy storage onshore	<input type="checkbox"/>	<input type="text"/>
New vessel purchase	<input type="checkbox"/>	<input type="text"/>
New equipment purchase	<input type="checkbox"/>	<input type="text"/>
Retrofitting of decarbonised technology	<input type="checkbox"/>	<input type="text"/>
Digital/autonomous systems to improve operational efficiency	<input type="checkbox"/>	<input type="text"/>
Don't know	<input type="checkbox"/>	<input type="text"/>
Public service obligations related support measures	<input type="checkbox"/>	<input type="text"/>
Other (Please specify)	<input type="checkbox"/>	<input type="text"/>

15. Have you or the members of your organisation considered any of the financing products/tools previously mentioned to help cover your organisation's future?

- (Green) loan
- (Green) bond
- Sustainability linked loan
- Guarantees
- Blended finance
- Concessions
- Grants
- R&D subsidies
- Capex subsidies
- Contracts for difference (Opex subsidies)
- Other (please specify)
- No, we have not considered any
- Don't know
- Not applicable

For reference, please find below the following financial instruments and their respective explanation.

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Copy of For reference, please find below the following financial instruments and their respective explanation.

16. What types of projects (with regards to the development status of the project) would you or the members of your organisation be looking to finance?

R&D (i.e. TRL 1-4)

Commercial prototype I: Piloting phase (i.e. TRL 5)

Commercial prototype II: Early adoption (i.e. TRL 6)

Build & Scale (i.e. TRL 7)

Proven commercial proposition (i.e. TRL 8)

Capital markets ready (i.e. TRL 9)

Other (please specify)

Don't know

Not applicable

17. Please estimate the total costs of these investments (in million EUR) across your fleet. If possible, please also break down these costs into the categories provided.

	<0.2	0.2-0.5	0.5-1	1-5	5-10	10-50	>50	Don't know
Total investment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Energy efficiency measures on-vessel	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Propulsion systems	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Onboard fuelling/charging equipment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fuelling/charging infrastructure onshore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Energy generation onshore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Energy storage onshore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
New vessel purchase	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
New equipment purchase	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Retrofitting of decarbonised technology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Digital/autonomous systems to improve operational efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

If other, please specify

18. What are your or your members' requirements when looking for a financing tool? Please explain your answer and/or provide details on the parameters or criteria used.

	Requirements	Parameters or criteria
Alignment to project/organisation goals	<input type="checkbox"/>	<input type="text"/>
Size of funding/support available	<input type="checkbox"/>	<input type="text"/>
Speed of setup	<input type="checkbox"/>	<input type="text"/>
Payback time	<input type="checkbox"/>	<input type="text"/>
Interest rates	<input type="checkbox"/>	<input type="text"/>
Risk sharing	<input type="checkbox"/>	<input type="text"/>
Credibility of provider	<input type="checkbox"/>	<input type="text"/>
Other (please specify)	<input type="checkbox"/>	<input type="text"/>

19. Do you identify any issues and/or challenges in obtaining financing for you or your members' intended investments related to the current and future environmental requirements in the shipping sector? If so, can you outline them?

- Yes
- No

Comments

20. What is your awareness around the existence of the following financing tools used in the maritime sector?

	No knowledge	Limited knowledge	Neither good nor bad	Good knowledge	Excellent knowledge
(Green) loan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
(Green) bond	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sustainability linked loan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Guarantees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Blended finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Concessions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Grants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
R&D subsidies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Capex subsidies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Contracts for difference (Opex subsidies)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify in comments)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Comments

21. What are your views on the European ship financing market. If you operate in several European markets, please address them individually.

22. In your opinion, is there generally a market gap for ship financing? If it is the case, please explain in comments.

Yes

No

Comments

23. The European Economic and Social Committee, in a recent report (*An industrial strategy for the maritime technology sector (own-initiative opinion)*, CCMI/193, 20/01/2022), has called on the EU to “financially incentivise EU shipowners to build vessels in Europe, while keeping supply chains and subcomponent production in the EU as much as possible. Dedicated funds and calls for proposals should be taken into account due to the fact that maritime opportunities are barely mentioned or addressed in partnership agreements or national recovery and resilience plans.”

In this context, under which conditions would you consider having a vessel built in the EU?

a) With the financial incentive, the vessel would be:

Slightly more expensive than in Asia (up to 10%)

Slightly more expensive than in Asia (up to 5%)

Same price as in Asia

Cheaper than in Asia

Other (please specify)

b) Please list reasons for working with EU shipyards if additional funding would be provided.

c) Please list reasons for not working with EU shipyards even if additional funding would be provided.

Maritime industry- Financing products to cover the needs and/or requirements from the maritime industry

Page description:

This section aims to understand the historic experience with applying for and receiving financing tools. The sources of these services are explored, and the nature and size of any product/tool received or provided identified.

24. What institutions has your organisation or members of your organisation considered and/or contacted over the past five years when seeking external finance (even if your organisation did not apply for finance in the end)? Please select all that apply.

	Financing institutions	Please specify
Generalist private bank(s)	<input type="checkbox"/>	<input type="text"/>
Sector specialist private bank(s)	<input type="checkbox"/>	<input type="text"/>
National Development Bank	<input type="checkbox"/>	<input type="text"/>
Sector specific public-private financing body	<input type="checkbox"/>	<input type="text"/>
Equity investor (business angel, equity fund)	<input type="checkbox"/>	<input type="text"/>
Private organisation other than equity investor (e.g. private fund)	<input type="checkbox"/>	<input type="text"/>
Private individuals (e.g. family or friends)	<input type="checkbox"/>	<input type="text"/>
Government/EU body as a subsidy provider	<input type="checkbox"/>	<input type="text"/>
Others - Please specify	<input type="checkbox"/>	<input type="text"/>
None of the above	<input type="checkbox"/>	<input type="text"/>
Not applicable	<input type="checkbox"/>	<input type="text"/>

25. Where did your organisation or members of your organisation apply for its most recent financing support?

- Generalist private bank(s)
 - Sector specialist private bank(s)
 - National Development Bank
 - Sector specific public-private financing body
 - Equity investor (business angel, equity fund)
 - Private organisation other than equity investor (e.g. private fund)
 - Private individuals (e.g. family or friends)
 - Government/EU body as a subsidy provider
 - Other (please specify)
 - Don't know
 - Not applicable
-

If others, please specify.

a) To satisfy what type of needs did your organisation or members of your organisation apply for this financing support? Please select all that apply.

To bridge the period of waiting for the payment of subsidies earnings (=bridging loan)

To finance working capital

To purchase equipment

To finance investments on existing vessels

To purchase new vessels

To finance environmentally related investments on vessels

Other (please specify)

Don't know

Not applicable

b) What was the approximate amount of financing across your fleet which your organisation or members of your organisation applied for to support its investment needs (in millions of EUR)?

<0.2

$\geq 0.2 - 0.5$

$\geq 0.5 - 1$

$\geq 1 - 5$

$\geq 5 - 10$

$\geq 10 - 50$

≥ 50

Don't know

26. Was your organisation or members of your organisation successful in the application for finance?

Yes

No

a) What type of financing tool/product(s) was this for? Please select all that apply.

Comments

b) Was the application fully or partly accepted?

- Fully accepted, for 100% of the amount applied for
 - Partly accepted, for between 76% and 100% of the amount applied for
 - Partly accepted, for between 51% and 75% of the amount applied for
 - Partly accepted, for < 50% of the amount applied for
 - Accepted, but I don't know to what extent
-

c) What is/was the payback period of the financing tool/product?

- 1 year or less
 - More than 1 year, but less than 3 years
 - More than 3 years, but less than 10 years
 - More than 10 years
 - Don't know
-

d) Did the financing tool/product meet your or your members' needs? Please elaborate on your answer.

It did not meet any of the needs

It partially met the needs

Unsure

It met most of the needs

Yes, completely

Perceived effectiveness

Comments

a) In case your organisation did not obtain the financing product, what were the reasons?

Reasons for not obtaining the financing product

The financier refused to lend because the investment risks were considered to be too high

The financier refused to lend because of a lack of business relationship with your organisation

The financier refused to lend because your organisation was unable to present an acceptable business plan and/or financial plan

The financier did make an offer but asked for private collateral of stakeholders, which my organisation refused

The financier did make an offer but proposed a strict non-flexible repayment schedule, which my organisation refused

The financier did make an offer but asked for requirements other than private collateral that my organisation couldn't meet and therefore refused

The financier did make an offer, but my organisation refused because of the costs were too high

Enter another option

Comments

27. Which proportion of your current fleet/assets (or your members') is already tied up as security in outstanding loans or other financing products?

28. Have you received any EU support in the past? EU support defined as any support or financing receiving which can be traced back to funding from the European Commission.

- Yes
- No

a) If so, in which form?

b) Have these been effective? If not, please explain your answer.

It did not meet any of the needs It partially met the needs Unsure It met most of the needs Yes, completely

Perceived effectiveness

-

Comments

c) To satisfy what type of needs did your organisation or members of your organisation apply for this financing support?

To bridge the period of waiting for the payment of subsidies earnings (=bridging loan)

To finance working capital

To purchase equipment

To finance investments on existing vessels

To purchase new vessels

To finance environmentally related investments on vessels

Other (please specify)

Don't know

Not applicable

d) What was the approximate amount of financing which your organisation or members of your organisation applied for to support its investment needs (in millions of EUR)?

< 0.2

>= 0.2 - 0.5

>= 0.5 - 1

>= 1 - 5

>= 5 - 10

>= 10 - 50

>= 50

Don't know

29. Have you or members of your organisation participated in any schemes from national authorities to support investments in the shipping sector in the past?

- Yes
 - No
 - Not applicable
-

a) If so, please specify which ones.

b) Have these been effective? If not, please explain your answer.

	It did not meet any of the needs	It partially met the needs	Unsure	It met most of the needs	Yes, completely
Perceived effectiveness	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Comments

c) To satisfy what type of needs did your organisation or members of your organisation apply for this financing support? Please select all that apply.

To bridge the period of waiting for the payment of subsidies earnings (=bridging loan)

To finance working capital

To purchase equipment

To finance investments on existing vessels

To purchase new vessels

To finance environmentally related investments on vessels

Other (please specify)

Don't know

Not applicable

d) What was the approximate amount of financing which your organisation or members of your organisation applied for to support its investment needs (in millions of EUR)?

<0.2

>= 0.2 - 0.5

>= 0.5 - 1

>= 1 - 5

>= 5 - 10

>= 10 - 50

>= 50

Don't know

30. Did you organisation or members of your organisation receive external financing in form of equity?

Yes

No

a) Have these been effective? If not, please, explain your answer.

It did not meet any of the needs It partially met the needs Unsure It met most of the needs Yes, completely

Perceived Effectiveness

Comments

b) To satisfy what type of needs did your organisation or members of your organisation apply for this financing support? Please select all that apply.

To bridge the period of waiting for the payment of subsidies earnings (=bridging loan)

To finance working capital

To purchase equipment

To finance investments on existing vessels

To purchase new vessels

To finance environmentally related investments on vessels

Other (please specify)

Don't know

Not applicable

c) What was the approximate amount of financing which your organisation or members of your organisation applied for to support its investment needs (in millions of EUR)?

- <0.2
- >= 0.2 - 0.5
- >= 0.5 – 1
- >= 1 – 5
- >= 5 – 10
- >= 10 – 50
- >= 50
- Don't know

31. What factors do you or members of your organisation consider when selecting/prioritising financing products/tools? Please select as many as applicable.

	Factors
Scope of product/tool	<input type="checkbox"/>
Size of funding/support available	<input type="checkbox"/>
Speed of setup	<input type="checkbox"/>
Payback time	<input type="checkbox"/>
Interest rates	<input type="checkbox"/>
Administrative requirements	<input type="checkbox"/>

Comments

32. Could you explain the decision-making process that goes on when it comes to selecting a financing product/tool?

33. What is the structure of financing of your current assets and/or operations in your organisation or of the members of your organisation?

34. What are the terms and conditions of the external financing tools/products used to finance your assets and/or operations or of the members of your organisation?

35. Do you or the members of your organisation currently have one main relationship bank?

Yes

No

36. Do you or the members of your organisation currently have a problem with accessing the commercial financing? If so, please explain.

- Yes
- No
- Other (please specify)

- Not applicable

Comments

37. What are the terms of current offers/discussions/negotiations with your bank(s) for your and/or for the members of your organisation?

Maritime industry - Application procedure and technical advisory support

Page description:

In the following questions, we want to identify the process organisations go through when applying for financing products/tools and what challenges may be faced whilst applying. The aim of asking these questions is to gain an understanding from responses to the questions as to how to reduce the administrative burden for future organisations seeking financing products.

38. Did your organisation or their members submit an application to a financing product or tool over the past five years?

- Yes
 - No
 - Not applicable
-

If yes, please indicate how was your experience on the application process.

	Very positive	Somewhat positive	Neither positive nor negative	Somewhat negative	Very negative
Experience on the application process	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Based on your experience, what are the main challenges and/or barriers to the administrative process of applying for financing products/tools? Please explain your answer.

	Barriers
Time requirements to identify/apply	<input type="checkbox"/>
Resource requirement to identify/apply	<input type="checkbox"/>
Lack of knowledge where to look for opportunities	<input type="checkbox"/>
Unclear on suitability of the different options	<input type="checkbox"/>
Other - Please specify in comments	<input type="checkbox"/>

Comments

39. When applying for a financing product/tool do you or the members of your organisation apply directly or with help from a third party/with additional support?

- Directly
- With the help from a third party
- Other (please specify)

- Not applicable

40. When applying for a financing product/tool, what additional support would be beneficial? Please explain your answer.

Support

Administrative support

Application writing

Technical support

Financial advice

Other (please specify in comments)

Comments

41. When applying for financing products/tools, how long does the process (e.g. negotiations, preparing the required documentation, submission, etc.) take? Please explain your answer.

Less than 1 month

1-3 months

4-6 months

7-9 months

10-12 months

>1 year

Comments

42. Since the submission of the application, how long does it typically take to obtain the financing product/tool your organisation or the members of your organisation have applied for? Please explain your answer.

- Less than 1 month
- 1-3 months
- 4-6 months
- 7-9 months
- 10-12 months
- >1 year

Comments

43. Based on your experience, what aspects of the application process could be improved in order to help reduce the administrative burden for applicants of financing products/tools?

Requirements and/or needs of the maritime sector concerning decarbonisation and access to finance

Page description:

This section aims to capture the understanding of the financing tools available for the maritime sector. It further seeks to ascertain what types of projects would require financing and which products/ tools have been considered to-date and may be considered in the future. Finally, the drivers to search for financing tools are requested.

44. Does your organisation have an investment plan for the coming five years?

- Yes
- No
- Not yet, but we are working on it

45. Is your organisation interested in investing in greening your operations, assets and/or innovative aspects of the industry (e.g. new technologies)?

- Yes
- No

If so, what has driven your need to seek/provide financing tools for maritime decarbonisation? Please select as many as applicable.

	Needs and/or requirements	Please provide details
Current legislation (international, EU, national)	<input type="checkbox"/>	<input type="text"/>
Future/upcoming legislation changes (international, EU, national)	<input type="checkbox"/>	<input type="text"/>
Customer request	<input type="checkbox"/>	<input type="text"/>
Organisation sustainability aims	<input type="checkbox"/>	<input type="text"/>
Shareholder pressure	<input type="checkbox"/>	<input type="text"/>
Other - Please, specify	<input type="checkbox"/>	<input type="text"/>

46. Do you think there is sufficient information available for your organisation to make informed decisions when choosing a financing product/ tool to offer to the market?

No information

Insufficient

Unsure

Sufficient

Comprehensive

Information available

47. Has your organisation or members of your organisation sought external finance over the past five years?

Yes

No

48. What investments specifically would be necessary for you or your members to 'modernise' their businesses in the context of improving the environmental performance of your or their activities?

Energy efficiency measures on-vessel

Propulsion systems

Onboard fuelling/charging equipment

Fuelling/charging infrastructure onshore

Energy generation onshore

Energy storage onshore

New vessel purchase

New equipment purchase

Retrofitting of decarbonised technology

Digital/autonomous systems to improve operational efficiency

Public service obligations related support measures

Other (please specify)

Don't know

49. Have you or your members considered any of the following financing products/tools to help support yours or their organisation's future needs?

- (Green) loan
- (Green) bond
- Sustainability linked loan
- Guarantees
- Blended finance
- Concessions
- Grants
- R&D subsidies
- Capex subsidies
- Contracts for difference (Opex subsidies)
- Other (please, specify)
- Don't know
- Not applicable

For reference, please find below the following financial instruments and their respective explanation.

50. What types of projects (with regards to the development status of the project) would you or your members be looking to finance?

R&D (i.e. TRL 1-4)

Commercial prototype I: Piloting phase (i.e. TRL 5)

Commercial prototype II: Early adoption (i.e. TRL 6)

Build & Scale (i.e. TRL 7)

Proven commercial proposition (i.e. TRL 8)

Capital markets ready (i.e. TRL 9)

Other (please specify)

Don't know

Not applicable

51. What are your or your members' requirements when looking for a financing tool? Please explain your answer and/or provide parameters or criteria used.

	Requirements	Parameters or criteria
Alignment to project/organisation goals	<input type="checkbox"/>	<input type="text"/>
Size of funding/support available	<input type="checkbox"/>	<input type="text"/>
Speed of setup	<input type="checkbox"/>	<input type="text"/>
Payback time	<input type="checkbox"/>	<input type="text"/>
Interest rates	<input type="checkbox"/>	<input type="text"/>
Risk sharing	<input type="checkbox"/>	<input type="text"/>
Credibility of provider	<input type="checkbox"/>	<input type="text"/>
Other (please specify)	<input type="checkbox"/>	<input type="text"/>

52. Do you identify any issues and/or challenges in obtaining financing for your intended 'compliance' investments related to the current and future environmental requirements in the shipping sector? If so, can you outline them?

Yes

No

Comments

53. How aware are you of the needs of the maritime sector for financing tools/products?

	No knowledge	Limited knowledge	Neither good nor bad	Good knowledge	Excellent knowledge
Energy efficiency measures on-vessel	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Propulsion systems	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Onboard fuelling/charging equipment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Energy generation onshore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Energy storage onshore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
New vessel purchase	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
New equipment purchase	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Retrofitting of decarbonised technology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Digital/autonomous systems to improve operational efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify in comments)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Comments

54. What information sources do you use to identify relevant projects/organisations that might need finance support? Please select all that apply .

	Engagement	Please specify main sources
Direct contact with projects	<input type="checkbox"/>	<input type="text"/>
Recommendations from 3rd party	<input type="checkbox"/>	<input type="text"/>
Online searches	<input type="checkbox"/>	<input type="text"/>
Public databases	<input type="checkbox"/>	<input type="text"/>
Other (please specify)	<input type="checkbox"/>	<input type="text"/>

55. What information sources do you use to gather information on financing tools to share with your members? Please select all that apply.

	Engagement	Please, specify main sources
Direct contact with finance providers	<input type="checkbox"/>	<input type="text"/>
Recommendations from third party	<input type="checkbox"/>	<input type="text"/>
Online searches	<input type="checkbox"/>	<input type="text"/>
Public databases	<input type="checkbox"/>	<input type="text"/>
Other (please specify)	<input type="checkbox"/>	<input type="text"/>

56. What are your views on the ship financing market. If you or your members operate in several European markets, please address them individually.

57. In your opinion, is there generally a market gap for ship financing?

- Yes
- No

If this is the case, please explain your answer.

Application procedure and technical advisory support

Page description:

In the following questions, we want to identify the process organisations go through when applying for financing products/tools and what challenges may be faced whilst applying. The aim of asking these questions is to gain an understanding from responses to the questions as to how to reduce the administrative burden for future organisations seeking financing products.

58. Do you provide support for applicants of your organisation wishing to utilise financing tools?

- Yes
- No
- Not applicable

If yes, please indicate what type of support do you provide.

	Type of support	Please detail the support provided
Administrative support	<input type="checkbox"/>	<input type="text"/>
Application writing	<input type="checkbox"/>	<input type="text"/>
Technical support	<input type="checkbox"/>	<input type="text"/>
Financial advice	<input type="checkbox"/>	<input type="text"/>
Other (please specify)	<input type="checkbox"/>	<input type="text"/>

59. Based on your experience, what are the main challenges and/or barriers to the administrative process of applying for financing products/tools?

- Time requirements to check eligibility
- Application documents not provided/incomplete
- Long response time from applicants
- Other (please specify)
- Don't know
- Not applicable

60. Based on your experience what would help reduce the administrative burden for finance providers to issue financing products/tools?

Page description:

This section aims to capture the understanding of the financing tools available for the maritime sector. It further seeks to ascertain what types of projects would require financing and which products/ tools have been considered to-date and may be considered in the future. Finally, the drivers to search for financing tools are requested.

61. How aware are you of the needs of the maritime sector for financing products/tools?

	Fully aware	Limited awareness	Neither good nor bad	Good awareness	Excellent awareness
(Green) loan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
(Green) bond	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sustainability linked loan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Guarantees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Blended finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Concessions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Grants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
R&D subsidies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Capex subsidies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Contracts for difference (Opex subsidies)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other - Please specify in comments	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Comments

For reference, please find below the following financial instruments and their respective explanation.

62. How aware are you of the needs of the maritime sector for financing products/tools?

	Fully aware	Limited awareness	Neither good nor bad	Good awareness	Excellent awareness
Energy efficiency measures on-vessel	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Propulsion systems	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Onboard fuelling/charging equipment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fuelling/charging infrastructure onshore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Energy generation onshore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Energy storage onshore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
New vessel purchase	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
New equipment purchase	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Retrofitting of decarbonised technology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Digital/autonomous systems to improve operational efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other - Please specify in comments	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Comments

63. What information sources do you use to identify relevant projects/organisations that might need finance support? Please select all that apply.

	Engagement	Please specify main sources
Direct contact with projects	<input type="checkbox"/>	<input type="text"/>
Recommendations from third party	<input type="checkbox"/>	<input type="text"/>
Online searches	<input type="checkbox"/>	<input type="text"/>
Public databases	<input type="checkbox"/>	<input type="text"/>
Other (please specify)	<input type="checkbox"/>	<input type="text"/>

64. What information sources do you use to gather information on financing tools to share with your members? Please select all that apply.

	Data sources	Please specify main sources
Direct contact with finance providers	<input type="checkbox"/>	<input type="text"/>
Recommendations from third party	<input type="checkbox"/>	<input type="text"/>
Online searches	<input type="checkbox"/>	<input type="text"/>
Public databases	<input type="checkbox"/>	<input type="text"/>
Other - Please specify in comments	<input type="checkbox"/>	<input type="text"/>

65. What are your views on the ship financing market?

66. In your opinion, is there generally a market gap for ship financing?

- Yes
 - No
-

If this is the case, please explain your answer.

Financing products to cover the needs and/or requirements from the maritime industry

Page description:

This section aims to understand your previous experience applying for and receiving financing tools. The sources of these services are explored, and the nature and size of any product/tool received or provided identified.

67. Do you provide public funding/support specifically for the maritime sector?

- Yes
 - No
 - Don't know
 - Not applicable
-

a) Please indicate the type of financing tools for which you provide support.

(Green) loan

(Green) bond

Sustainability linked loan

Guarantees

Blended finance

Concessions

Grants

R&D subsidies

Capex subsidies

Contracts for difference (Opex subsidies)

Other - Write In

Don't know

Not applicable

b) If yes, what type of project does this funding support?

- R&D (i.e. TRL 1-4)
 - Commercial prototype I: Piloting phase (i.e. TRL 5)
 - Commercial prototype II: Early adoption (i.e. TRL 6)
 - Build & Scale (i.e. TRL 7)
 - Proven commercial proposition (i.e. TRL 8)
 - Capital markets ready (i.e. TRL 9)
 - Don't know
 - Not applicable
-

c) What types of organisations are eligible for funding/support? Please select all that apply.

- Small size (less than 50 employees)
 - Medium size (less than 250 employees)
 - Small midcaps (up to 499 employees)
 - Large midcaps (up to 3000 employees)
 - Large companies/firms (over 3000 employees)
 - Don't know
 - Not applicable
-

d) What scope of projects are available to receive to funding/support?

	Project area
Energy efficiency measures on-vessel	<input type="checkbox"/>
Propulsion systems	<input type="checkbox"/>
Onboard fuelling/charging equipment	<input type="checkbox"/>
Fuelling/charging infrastructure onshore	<input type="checkbox"/>
Energy generation onshore	<input type="checkbox"/>
Energy storage onshore	<input type="checkbox"/>
New vessel purchase	<input type="checkbox"/>
New equipment purchase	<input type="checkbox"/>
Retrofitting of decarbonised technology	<input type="checkbox"/>
Digital/autonomous systems to improve operational efficiency	<input type="checkbox"/>
Public service obligations related support measures	<input type="checkbox"/>
Other (please specify in comments)	<input type="checkbox"/>

Comments

Application procedure and technical advisory support

Page description:

In the following questions, we want to identify the process organisations go through when applying for financing products/tools and what challenges may be faced whilst applying. The outputs of these answers have the objective to reduce the administrative burden for future organisations seeking financing products.

68. Do you provide support for applicants wishing to utilise financing products/tools?

- Yes
- No
- Don't know
- Not applicable

a) If yes, please indicate what type of support do you provide.

	Type of support	Please detail the support provided
Administrative support	<input type="checkbox"/>	<input type="text"/>
Application writing	<input type="checkbox"/>	<input type="text"/>
Technical support	<input type="checkbox"/>	<input type="text"/>
Financial advice	<input type="checkbox"/>	<input type="text"/>
Other (please specify)	<input type="checkbox"/>	<input type="text"/>

b) Typically, how long does it take to provide financing products/tools? Please explain your answer.

- Less than 1 month
- 0-3 months
- 4-6 months
- 7-9 months
- 10-12 months
- >1 year

Comments

69. Based on your experience, what are the main challenges and/or barriers to the administrative process of checking/applying for financing tools/products? Please explain your answer.

	Barriers
Time requirements to check eligibility	<input type="checkbox"/>
Application documents not provided/incomplete	<input type="checkbox"/>
Long response time from applicants	<input type="checkbox"/>
Other (please specify in comments)	<input type="checkbox"/>

Comments

70. Based on your experience, what would help reduce the administrative burden for finance providers and/or intermediaries to issue financing tools/products?

Requirements and/or needs of the maritime sector concerning decarbonisation and access to finance

Page description:

This section aims to capture the understanding of the financing tools available for the maritime sector. It further seeks to ascertain what types of projects would require financing and which products/tools have been considered to-date and may be considered in the future. Finally, the drivers to search for financing tools are requested.

71. How aware are you of the needs of the maritime sector for financing products/tools?

	No knowledge	Limited knowledge	Neither good nor bad	Good knowledge	Excellent knowledge
(Green) loan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
(Green) bond	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sustainability linked loan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Guarantees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Blended finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Concessions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Grants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
R&D subsidies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Capex subsidies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Contracts for difference (Opex subsidies)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

For reference, please find below the following financial instruments and their respective explanation.

If other, please specify.

72. How aware are you of the needs of the maritime sector for financing products/tools?

	No knowledge	Limited knowledge	Neither good nor bad knowledge	Good knowledge	Excellent knowledge
Energy efficiency measures on-vessel	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fuelling/charging infrastructure onshore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Propulsion systems	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Onboard fuelling/charging equipment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Energy generation onshore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Energy storage onshore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
New vessel purchase	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
New equipment purchase	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Retrofitting of decarbonised technology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Digital/autonomous systems to improve operational efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Public service obligations related support measures	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

73. What information sources do you use to identify relevant projects/organisations that might need financing support? Please select all that apply.

	Engagement	Please provide details
Direct contact with organisations looking to implement a project	<input type="checkbox"/>	<input type="text"/>
Recommendations from third party	<input type="checkbox"/>	<input type="text"/>
Online searches	<input type="checkbox"/>	<input type="text"/>
Public databases	<input type="checkbox"/>	<input type="text"/>
Other (please specify)	<input type="checkbox"/>	<input type="text"/>

74. What are your views on the European ship financing market?

75. In your opinion, is there generally a market gap for ship financing? If this is the case, please explain.

- Yes
- No

If this is the case, please explain your answer.

Financing products to cover the needs and/or requirements from the maritime industry

Page description:

This section aims to understand your previous experience when providing financing tools. The sources of these services are explored, and the nature and size of any product/tool received or provided identified.

76. What financing products/tools for the shipping industry do you offer?

- (Green) loan
 - (Green) bond
 - Sustainability linked loan
 - Guarantees
 - Blended finance
 - Concessions
 - Grants
 - R&D subsidies
 - Capex subsidies
 - Contracts for difference (Opex subsidies)
 - Other - Please specify
 - Not applicable
 - Don't know
-

77. What type of activities are you looking to finance/support? Please select all that apply.

- R&D (i.e. TRL 1-4)
 - Commercial prototype I: Piloting phase (i.e. TRL 5)
 - Commercial prototype II: Early adoption (i.e. TRL 6)
 - Build & Scale (i.e. TRL 7)
 - Proven commercial proposition (i.e. TRL 8)
 - Capital markets ready (i.e. TRL 9)
 - Don't know
 - Not applicable
-

Please, elaborate further on the reasons for your response.

78. Over what geography do you provide finance/support?

- International
- EU-wide
- Regional
- Specific Member State only (please specify in comments)

Comments

79. What is the total value of financing/support you provide?

- < EUR 1 million
 - EUR 1-5 million
 - EUR 5-10 million
 - EUR 10-20 million
 - EUR 20-50 million
 - EUR 50-100 million
 - EUR 100-200 million
 - EUR 200-500 million
 - EUR 500 million – 1 billion
 - > EUR 1 billion
-

80. How much of this amount is available for the maritime sector?

- < EUR 1 million
 - EUR 1-5 million
 - EUR 5-10 million
 - EUR 10-20 million
 - EUR 20-50 million
 - EUR 50-100 million
 - EUR 100-200 million
 - EUR 200-500 million
 - EUR 500 million – 1 billion
 - > EUR 1 billion
-

81. What factors do you consider when selecting/prioritising projects to finance/support?

	Factors
Scope of product (aligned to sustainability, etc.)	<input type="radio"/>
Size of project	<input type="radio"/>
Technology maturity	<input type="radio"/>
Risk level	<input type="radio"/>
Credibility of organisation/project	<input type="radio"/>
Likely rate of return	<input type="radio"/>
Other (please specify in comments)	<input type="radio"/>

Please elaborate on your response detailing the most important factors.

82. Please explain the decision-making process that goes on when it comes to selecting a project and/or organisation opting for financing tools.

83. What information sources do you use to identify relevant projects/organisation to finance? Please select as many as applicable.

- Direct contact with organisations looking to implement a project
- Recommendations from a third party
- Online searches
- Public databases
- Other (please specify)
- Don't know
- Not applicable

84. What are the main barriers to identifying suitable projects/organisations? Please explain your answer.

	Barriers
Limited information available	<input type="checkbox"/>
Investment required too large/small	<input type="checkbox"/>
Project too immature	<input type="checkbox"/>
Regulatory uncertainty – risk in investment	<input type="checkbox"/>
Doesn't meet scope of product/tool (other than 'investment tool large/small')	<input type="checkbox"/>
Doesn't align with objectives of financing tool	<input type="checkbox"/>
Other (please specify in coments)	<input type="checkbox"/>

Comments

Page description:

In the following questions, we want to identify the process organisations go through when applying financing products/tools and what challenges may be faced whilst applying. The outputs of these answers have the objective to reduce the administrative burden for future organisations seeking financing products.

85. Could you please explain the administrative process that goes on when it comes to selecting a project and/or organisation opting for financing tools?

86. When providing financing products/tools, how long does the application process take (e.g. including negotiations, preparing the required documentation, etc.)? Please explain your answer.

- Less than 1 month
- 1-3 months
- 4-6 months
- 7-9 months
- 10-12 months
- >1 year

Comments

87. After the submission of the application, how long does it typically take to provide the financing product/tool the organisation has applied for? Please explain your answer.

- Less than 1 month
- 1-3 months
- 4-6 months
- 7-9 months
- 10-12 months
- >1 year

Comments

88. Based on your experience, what would help reduce the administrative burden for finance providers to issue financing products/tools, including aspects of the application process?

89. Do you provide support for applicants wishing to utilise financing products/tools? If yes, what type of support? Please explain.

- Yes
 - No
 - Don't know
 - Not applicable
-

If yes, please indicate what type of support do you provide.

	Type of support	Please detail the support provided
Administrative support	<input type="checkbox"/>	<input type="text"/>
Application writing	<input type="checkbox"/>	<input type="text"/>
Technical support	<input type="checkbox"/>	<input type="text"/>
Financial advice	<input type="checkbox"/>	<input type="text"/>
Other (please specify)	<input type="checkbox"/>	<input type="text"/>

If other, please specify.

90. Based on your experience, what are the main challenges and/or barriers to the administrative process of applying for financing products/tools? Please explain your answer.

Barriers

Time requirements to check eligibility

Application documents not provided/incomplete

Long response time from applicants

Other (please specify in comments)

Comments

Additional questions for finance seekers

91. Based on your experience how would you rate the level of information available on financing products/tools?

	No information	High level information only	Comprehensive detail	Unsure
(Green) loan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
(Green) bond	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sustainability linked loan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Guarantees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Blended finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Concessions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Grants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
R&D subsidies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Capex subsidies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Contracts for difference (Opex subsidies)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

If other, please specify

For reference, please find below the following financial instruments and their respective explanation.

Additional questions for finance providers & intermediaries

92. What information is made publicly available about your range of financing products/tools?

	No information	High level information only	Comprehensive detail	Unsure
(Green) loan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
(Green) bond	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sustainability linked loan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Guarantees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Blended finance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Concessions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Grants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
R&D subsidies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Capex subsidies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Contracts for difference (Opex subsidies)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

If other, please specify.

For reference, please find below the following financial instruments and their respective explanation.

Final comments

Please let us know if you would be interested to participate in a follow-up interview for this study. *

Yes

No

Please use the space below to provide contact information for the follow-up interview in case this information differs from the contact information provided in the first section of this survey.

Please use the space below to add any additional sources of information, reports, research, etc. that may be of interest to the team performing the study.

Please use the space below to add any further comments you may have.

Thank You!

Thank you for taking our survey. Your response is very important to us.

If you have any questions, please get in touch via: MaritimeGreenFinancing@ricardo.com
