

Annex II to the Open Call for Expression of Interest to select Financial Intermediaries
under the ESIF ERDF Greece GF



Co-financed by Greece and the European Union

Criteria for the Selection of Financial Intermediaries

I	Formal assessment (Yes / No)
1.	The Applicant (and any Participating Entity in case of joint Expressions of Interest):
a.	Is established or operating in the Hellenic Republic;
b.	Is authorised to carry out lending or leasing, or guarantees, activities in the Hellenic Republic under the applicable regulatory framework;
c.	Presents adequate underwriting and servicing processes and a system of internal controls;
d.	Presents an adequate reporting/accounting system; and
2.	The Expression of Interest has been prepared in accordance with the Call, all required representations, information and supporting documentation are provided (in the form requested, where specified) and has been duly signed.

II	Quality assessment	Weight
1.	Quality, plausibility and robustness of the Facility implementation proposal, with particular focus on: - implementation and rollout strategy (including, but not limited to, with regard to the relevant categories of Regions), - marketing and publicity of the Facility, - strategy of the branch network (including incentives for sales force), - previous experience working with International Financial Institutions.	20%
2.	Operational capacity of the Applicant (and any Participating Entities in case of joint Expressions of Interest) to assess and manage risk.	10%
3.	Ability to provide the required data for EIF to properly conduct its analysis and assessment of the Applicant's (and any Participating Entities in case of joint Expressions of Interest) track record and future activity.	10%

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4.	Proposed improvements to the terms offered to Final Recipients (e.g. pricing reduction, reduction of the requested level of collateral, etc.) as compared to standard lending conditions for Final Recipients.	30%
5.	Experience and ability of the Applicant (and any Participating Entities in case of joint Expressions of Interest) to enter into Final Recipient Transactions within a predefined timeframe.	10%
6.	Proven ability of the Applicant (and any Participating Entities in case of joint Expressions of Interest) to comply with the specific reporting requirements.	10%
7.	Ability of the Applicant (and any Participating Entities in case of joint Expressions of Interest) to comply with all contractual obligations under the Guarantee Agreement.	10%

III	Quality assessment of the risk profile of the envisaged Portfolio and the Applicant	Weight
1.	Expected composition of the Portfolio, including its credit risk profile and risk diversification.	90%
2.	Financial standing of the Applicant (and any Participating Entities in case of joint Expressions of Interest).	10%