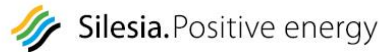


Annex II to the Open Call for Expression of Interest to select Financial Intermediaries
under the Silesia EIF Fund of Funds



ANNEX II: Financial Intermediaries' Selection Criteria

1. FORMAL ASSESSMENT CRITERIA		System of appraisal
		Yes/ No
The Applicant (and each Participating Entity in case of joint Expressions of Interest):		
1.1.	has the legal capacity and is authorised to carry out its business in Poland under the applicable regulatory framework and in particular is able to execute the necessary tasks	
1.2.	presents a viable economic and financial situation in the Expression of Interest	
1.3.	has adequate capacity to implement the financial instrument, including organisational structure and governance framework	
1.4.	has an adequate internal control system	
1.5.	uses an accounting system which provides accurate, complete and reliable information in a timely manner	
1.6.	is not established in a Non-Cooperating Jurisdiction	
1.7.	is operating in Silesia Voivodship	
1.8.	is not in a situation of exclusion, based on a representation in the form outlined in Appendix 2 of Annex I to the Call	
1.9.	does not perform any illegal activities according to the applicable legislation of the country of establishment of the Applicant (or Participating Entity), as validly represented in the Expression of Interest	

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The Expression of Interest:		
1.10.	is prepared in accordance with Annex 1 to the Call for Expression of Interest. All necessary supporting documents are provided (in the form requested if specified)	
1.11.	is duly signed	
1.12.	is completed and submitted in English	
1.13.	is submitted both by registered mail and e-mail	
1.14.	is submitted within the Deadline	
1.15.	includes all required representations, information and supporting documentation required (in the form requested, where specified)	

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2.	QUALITY ASSESSMENT CRITERIA	Weighting
2.1.	<p>Quality, plausibility and robustness of the Facility implementation proposal, with particular focus on:</p> <ul style="list-style-type: none"> - implementation and rollout strategy, - marketing and publicity of the Facility, - strategy of the branch network (including incentives for sales force), - proposed volumes also in relation to similar instruments the Applicant may use at the same time, - proposed co-financing level (when applicable) - financial products used under the Facility, - expected SME Transaction size. 	20%
2.2.	Proposed improvements (e.g. interest rate reduction (if any) on the portion of the SME Transaction funded by the Applicant (and each Participating Entities in case of joint Expressions of Interest) and / or reduced collateral requirements on the entire SME Transaction, etc.), if any, to the terms of financing offered to SMEs as compared to standard conditions offered to SMEs	20%
2.3.	Experience and capacity of the Applicant (and any Participating Entities in case of joint Expressions of Interest) to provide or to support financing to SMEs by building a Portfolio within a predefined timeframe (i.e. absorption capacity of the Facility in Silesia region with regard to an Inclusion Period as defined in Annexes III and IV). This shall be assessed by EIF based inter alia on the track record of financing (or as case may be guaranteeing transactions with) SMEs and the business plan for building a Portfolio.	20%
2.4	Operational capacity of the Applicant (and any Participating Entities in case of joint Expressions of Interest) to assess and manage risk by respecting alignment of interests and limiting possible conflicts of interest.	10%
2.5	Capacity 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%
2.6	Ability to comply with the specific reporting requirements	10%
2.7	Level of management fees requested by the Applicant	10%

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3.	QUALITY ASSESMENT OF THE RISK PROFILE OF THE ENVISAGED PORTFOLIO AND THE APPLICANT	Weighting
3.1.	Financial standing of the Applicant (and any Participating Entities in case of joint Expressions of Interest) as evidenced by its external credit rating and/or by EIF financial analysis of the Applicant/Participating Entity, in particular with a view on determining the ability to deploy the resources needed to provide or to support financing to SMEs	30%
3.2.	Expected composition of the proposed Portfolio, including its credit risk profile and risk diversification, both in terms of obligor granularity and economic sectors.	70%