



# Navigating EU Funds for Green Maritime: Initiatives and successful proposal writing strategies

Special training within  
1st BALTIC-FIT INNOVATION WORKSHOP  
“MARITIME DECARBONIZATION”

12 September 2024

Anna Zmievskaya and Lina Smovziuk, Anromind



Funded by  
the European Union







# Training Agenda



**Anromind company and role in BALTIC-FIT**



**EU funding Landscape for Green Maritime**



**Successful Proposal Writing Strategies**



**Collaboration and funding opportunities ahead**



**Q&A and wrap-up**





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*ANROMIND*

# About us

ANROMIND is a team of experts with over 10 years of experience in:

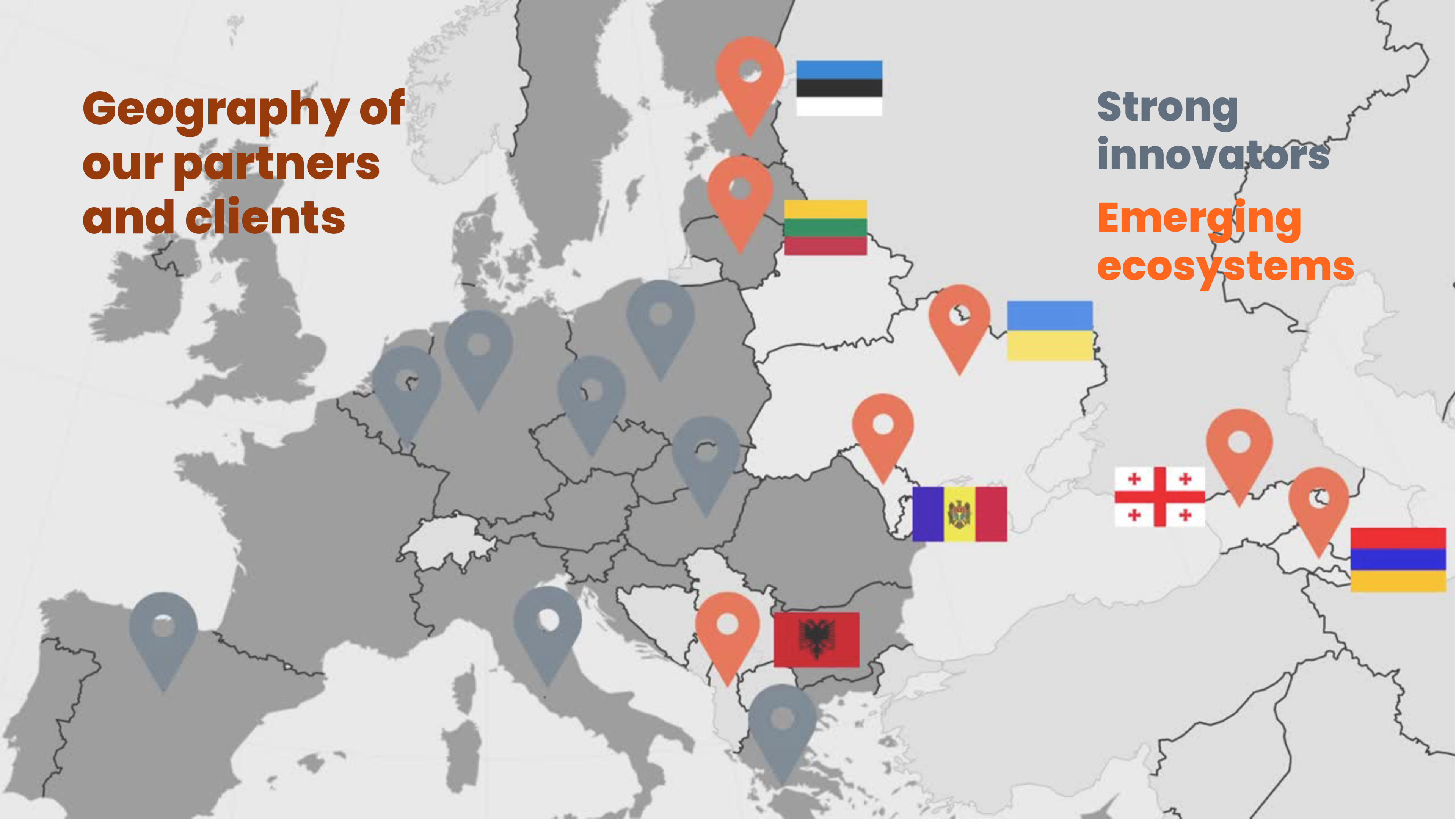
- Funding facilitation for R&I and development projects
- Proposal writing
- International project management
- Communication in an international context
- Strategic planning
- Business model analysis and business plan development





# Geography of our partners and clients

**Strong  
innovators**  
**Emerging  
ecosystems**







# Our Team



**Anna  
Zmiievska**

Co-founder, Lead  
Project Director

M.Sc. in Space  
Engineering, works in  
proposal writing and  
project management  
since 2012 (Since FP7)



**Roman  
Zmiievskyi**

Co-founder, Financial  
& Operational Director

M.Sc. in Space  
Engineering, works in  
business development  
since 2014



**Lina Smovziuk,  
Ph.D.**

Strategic Advisor,  
Project Director

Ph.D. in Composite  
Materials Works in  
proposal writing and  
project management  
since 2009 (Since FP7)



**Olha  
Selioviorstava**

Dissemination &  
Communication Manager

B.Sc. in Journalism and  
Mass Communication  
Media, works in  
communications since  
2009



**Viktoriia  
Kolesnykova**

Graphic and Web  
Designer

B.Sc. in Graphic Design,  
works with design for  
EU-funded projects  
since 2012





**Anna  
Zmiievskaya**

Led writing and development of **50+** grant proposals for national and EU funding

Participated in preparation of **100+** proposals for Horizon 2020 and Horizon Europe

Facilitated over **25 mln** Euros of funding for research organizations and business

**22%** our average success rate in HE/H2020

**15 mln** Euros is largest grant amount secured (Teaming CoE)

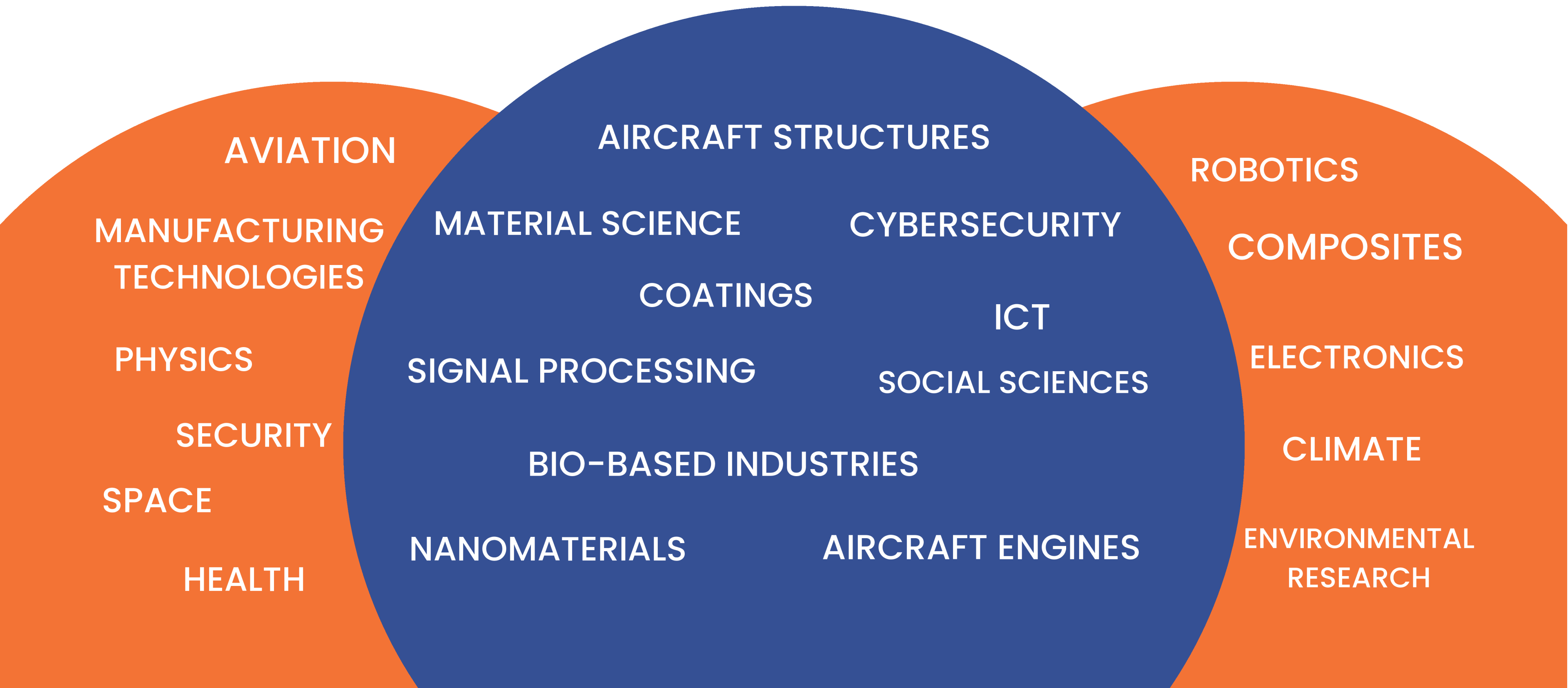
Delivered **30+** on-site and online trainings to research and administrative professionals



**Dr. Lina  
Smovziuk**



# RESEARCH AREAS WE WORKED WITH

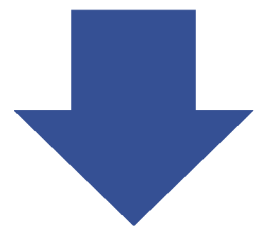




***Help to strengthen research management capacities and administrative skills***



## 4 training workshops



- Development of proposal writing skills (including strategies of coordinating the proposal preparation)
- Managing project portfolio (understanding proposal evaluation system, analysing ESR comments, resubmission scenarios, etc.)
- Responding to EU policies, understanding Strategic Plans, Work programmes, networking and advocating
- How to expand the portfolio of funding instruments and sources



## Mentoring on 2 proposals preparation

Through whole proposal preparation journey: identification of call topic, partner search, proposal writing, submission  
regular individual sessions, check-in group meetings, reviewing of the proposal text, budget, etc.



*Anromind*

**4 slots**

for Individual and group  
consultations  
on EU proposal writing:

**16:00 – 16:15**

**16:15 – 16:30**

**16:30 – 16:45**

**16:45 – 17:00**

**Please register!**







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**Collaboration and funding opportunities ahead**



**Q&A and wrap-up**

# Green Deal: the EU's roadmap for a green and inclusive transition

## The EU will:



---

Become  
climate-neutral  
by 2050



---

Protect human life,  
animals and plants,  
by cutting pollution



---

Help companies  
become world leaders  
in clean products and  
technologies



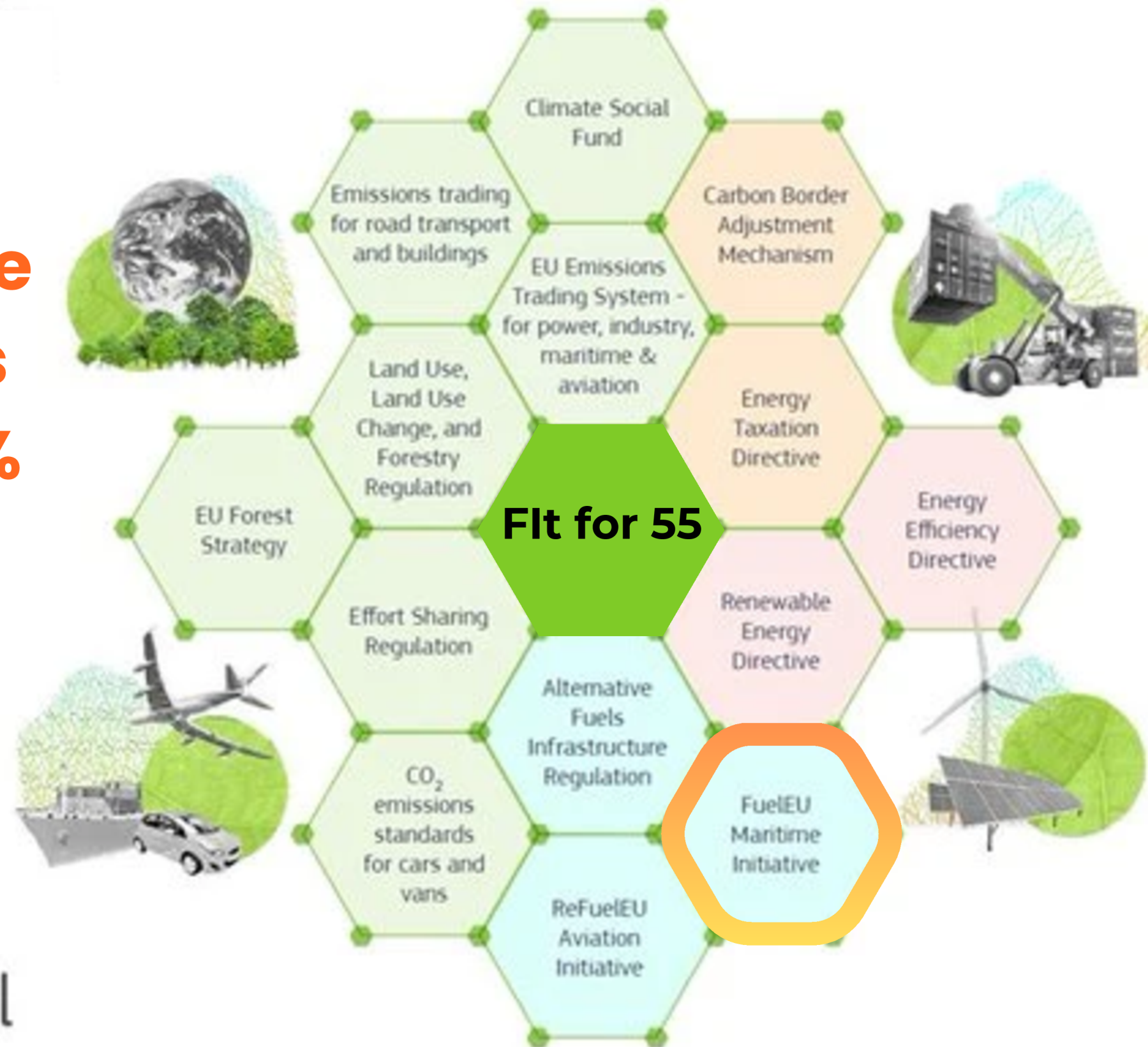
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Help ensure a  
just and inclusive  
transition



# Fit for 55 Package: EU legislation revision proposals

**Reducing  
net greenhouse  
gas emissions  
by at least 55%  
by 2030.**



**FuelEU  
Maritime  
Initiative**

#EUGreenDeal

# Sustainable and Smart Mobility Strategy



- Boosting the uptake of **zero-emission** vehicles, **vessels** and aeroplanes, renewable & low-carbon fuels and related infrastructure **by 2030**.
- Creating **zero-emission airports and ports** – for instance through new initiatives to promote sustainable aviation and maritime fuels.
- **Pricing carbon and providing better incentives for users** – for instance by pursuing a comprehensive set of measures to deliver fair and efficient pricing across all transport.



# FuelEU Maritime Initiative



- **Ship Coverage:** Applies to **all ships over 5,000 gross tonnage** transporting passengers or cargo, excluding warships and non-commercial government ships.
- **GHG Intensity Limit:** Ships arriving at, staying in, or departing from EU ports must comply with specific **limits on the greenhouse gas intensity of energy used onboard.**
- **Obligation for On-shore Power:** Ships must use **on-shore power supply (OPS) or zero-emission technologies** while docked in EU ports to reduce emissions.

# Integrated Maritime Policy



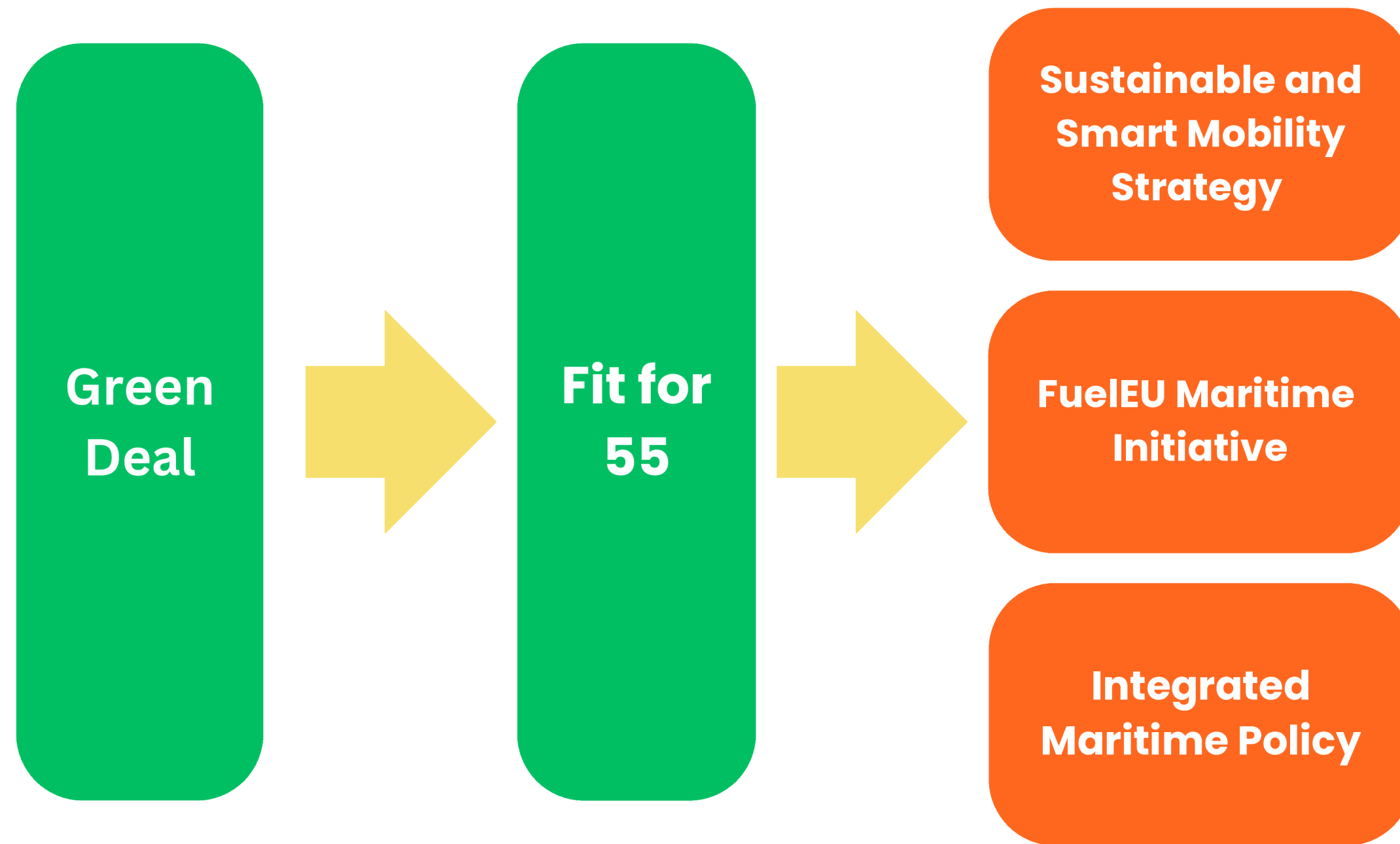
## 5 cross-cutting policies

- Blue growth
- Marine data and knowledge
- Maritime spatial planning
- Integrated maritime surveillance
- Sea basin strategies

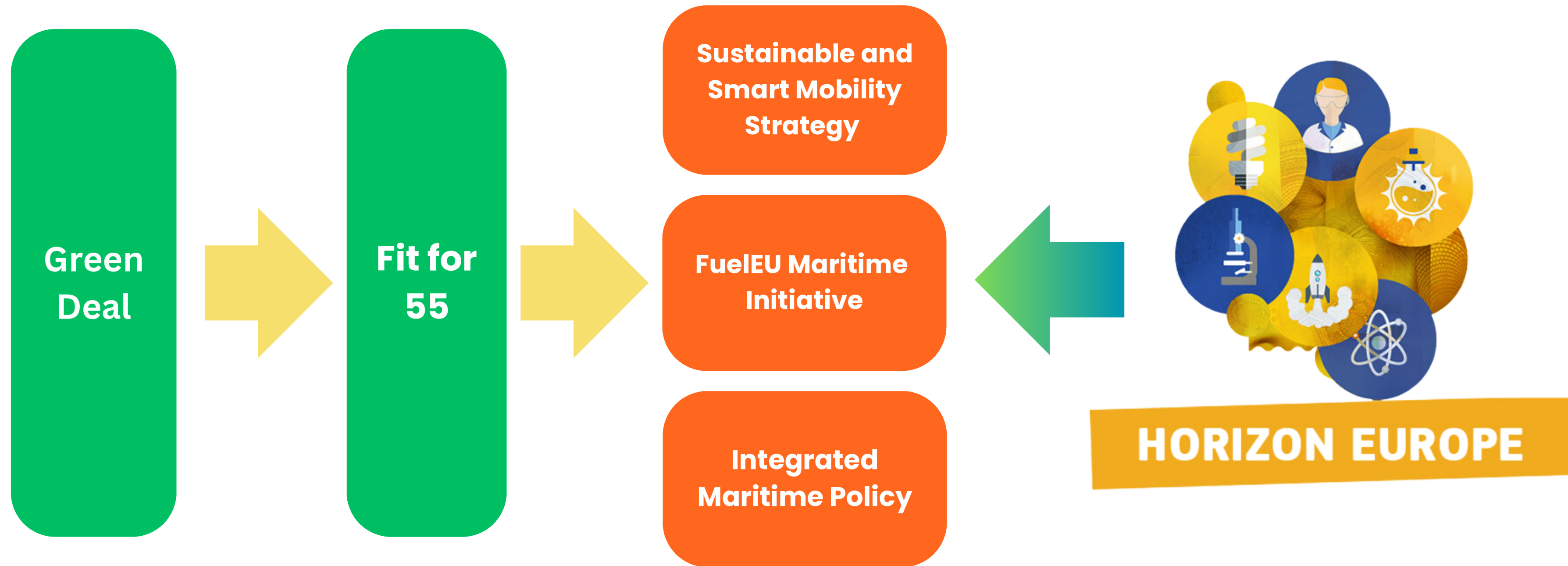
**The Baltic Sea is one of the strategic sea basins!**



# EU Policy and Funding Perimeter in **Green Maritime**



# EU Policy and Funding Perimeter in **Green Maritime**







## SPECIFIC PROGRAMME: EUROPEAN DEFENCE FUND

*Exclusive focus on  
defence research  
& development*

Research  
actions

Development  
actions

## SPECIFIC PROGRAMME IMPLEMENTING HORIZON EUROPE & EIT\*

*Exclusive focus on civil applications*



### Pillar I EXCELLENT SCIENCE

European Research Council

Marie Skłodowska-Curie

Research Infrastructures



### Pillar II GLOBAL CHALLENGES & EUROPEAN INDUSTRIAL COMPETITIVENESS

Clusters

- Health
- Culture, Creativity & Inclusive Society
- Civil Security for Society
- Digital, Industry & Space
- Climate, Energy & Mobility
- Food, Bioeconomy, Natural Resources, Agriculture & Environment

Joint Research Centre



### Pillar III INNOVATIVE EUROPE

European Innovation  
Council

European Innovation  
Ecosystems

European Institute of  
Innovation & Technology\*

## EURATOM

Fusion

Fission

Joint  
Research  
Center

## WIDENING PARTICIPATION AND STRENGTHENING THE EUROPEAN RESEARCH AREA

Widening participation & spreading excellence

Reforming & Enhancing the European R&I system



**SPECIFIC PROGRAMME: EUROPEAN DEFENCE FUND**

*Exclusive focus on defence research & development*

Research actions

Development actions

**SPECIFIC PROGRAMME IMPLEMENTING HORIZON EUROPE & EIT\***

*Exclusive focus on civil applications*

**Pillar I  
EXCELLENT SCIENCE**

**€25 bn**

**26%**

**Pillar II  
GLOBAL CHALLENGES & EUROPEAN INDUSTRIAL COMPETITIVENESS**

**€53.5 bn**

**56%**

**Pillar III  
INNOVATIVE EUROPE**

**€13.6 bn**

**14%**

**WIDENING PARTICIPATION AND STRENGTHENING THE EUROPEAN RESEARCH AREA**

Widening participation & spreading excellence

Reforming & Enhancing the European R&I system

**€3.4 bn**

**4%**

**EURATOM**

Fusion

Fission

Joint Research Center



# Bottom-Up & Top-Down Calls

## SPECIFIC PROGRAMME IMPLEMENTING HORIZON EUROPE & EIT\*

*Exclusive focus on civil applications*



### Pillar I EXCELLENT SCIENCE

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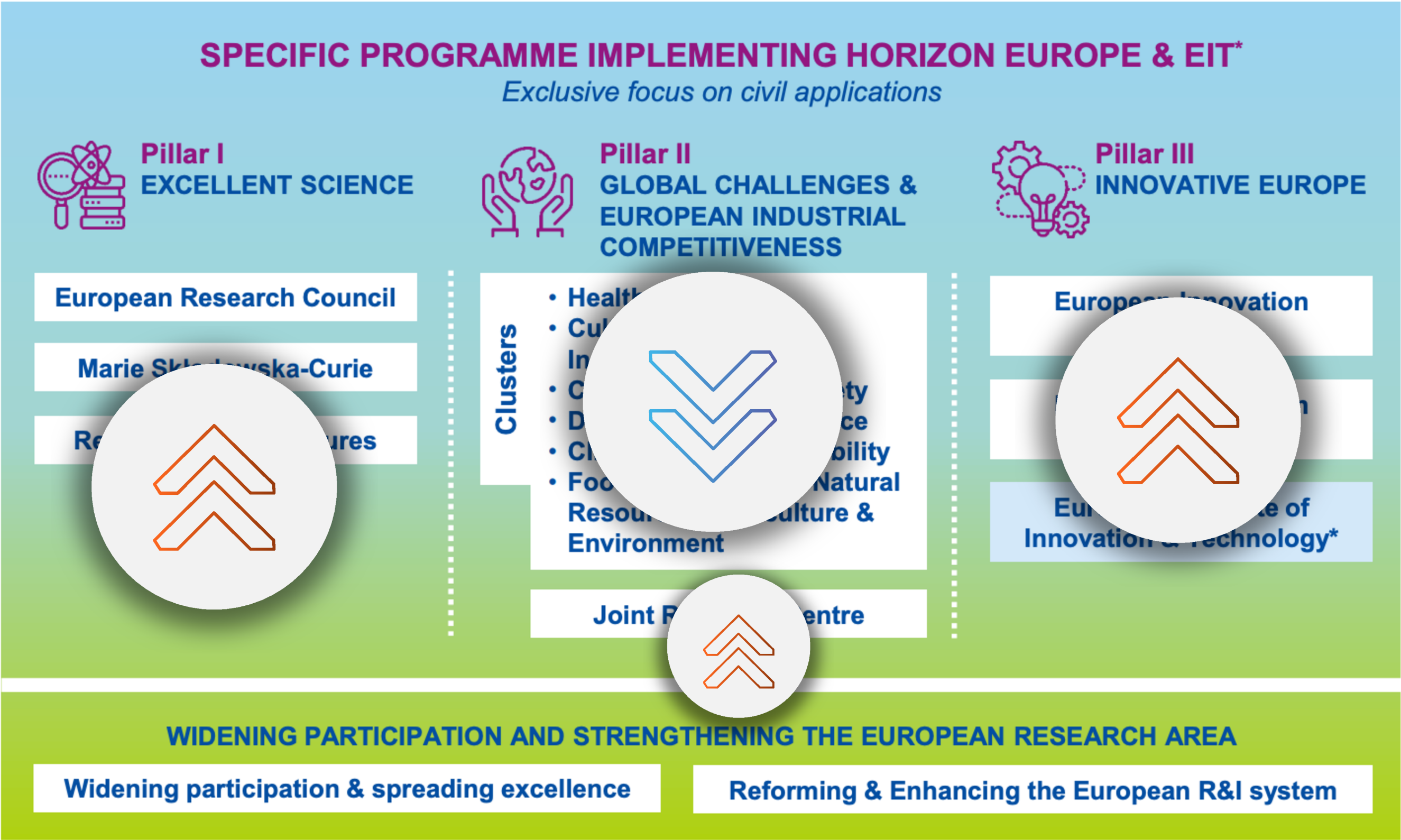
Topic pre-  
defined



Any topic



# Bottom-Up & Top-Down Calls



Topic pre-defined



Any topic

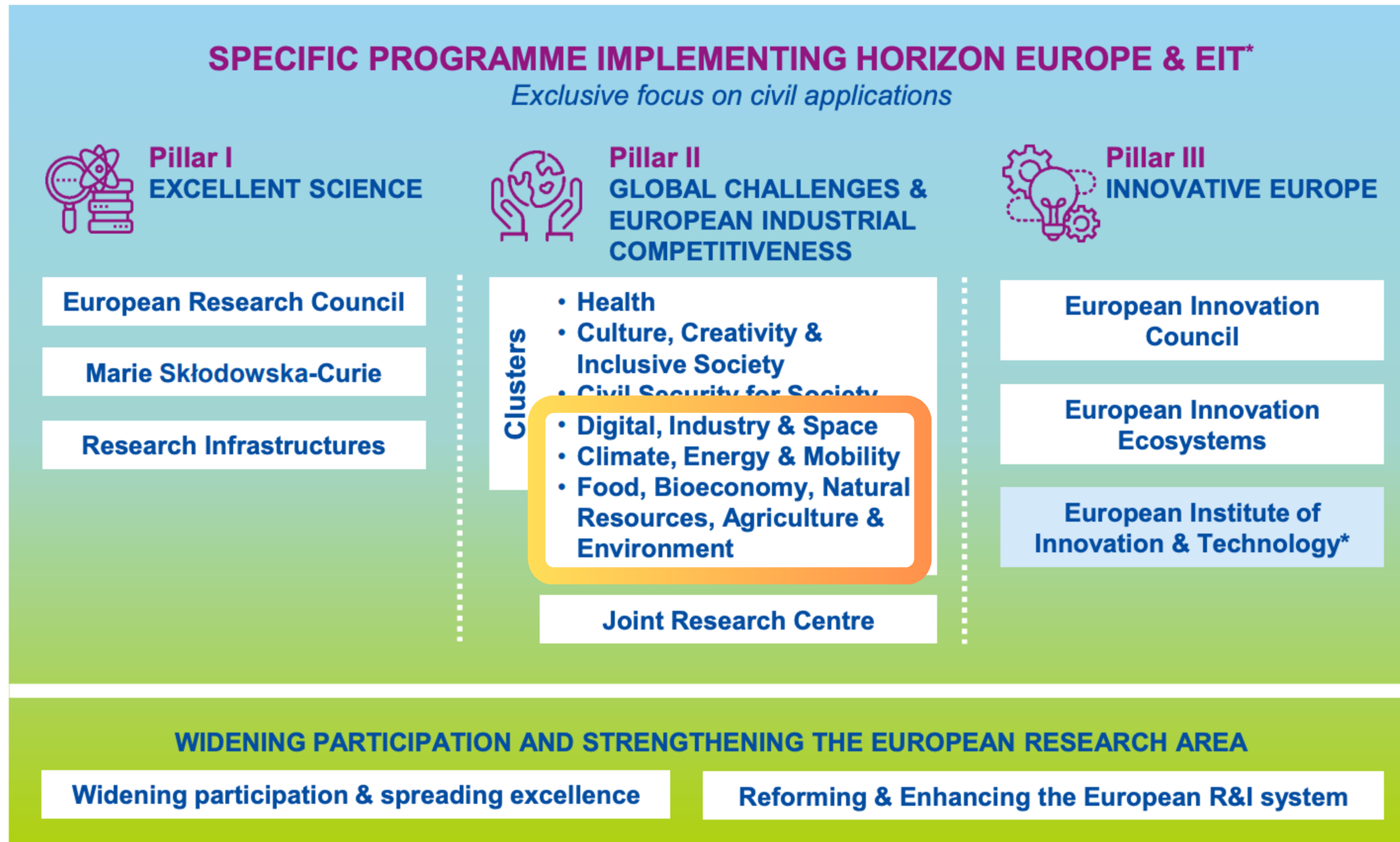




# What's in Relevant to "Green Maritime"

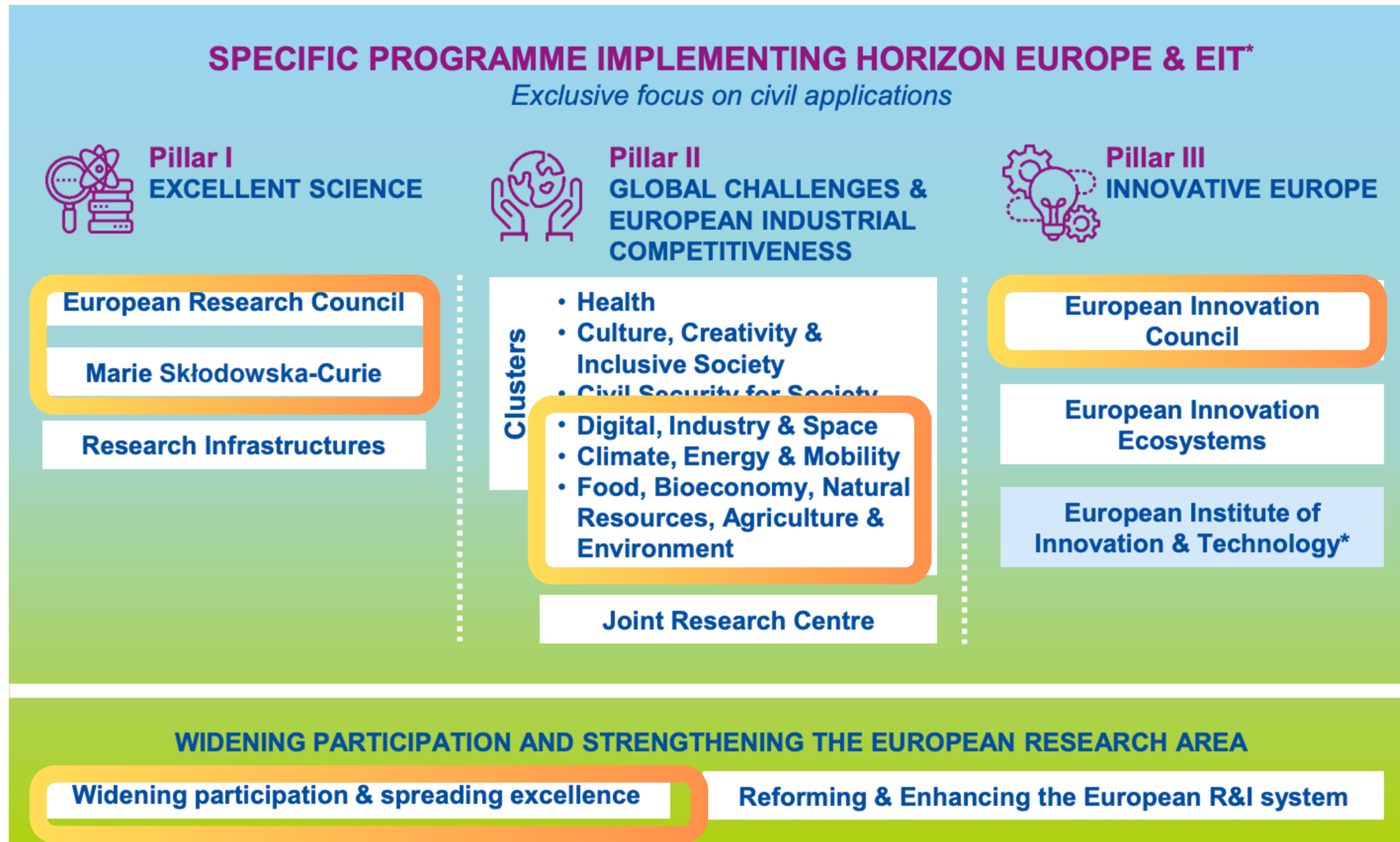


# What's in Relevant to "Green Maritime"





# What's in Relevant to "Green Maritime"



# Cluster 5

## Climate, Energy & Mobility

### Goal:

**Accelerate the twin green and digital transitions and associated transformation of our economy, industry and society with a view to achieving climate neutrality in Europe by 2050.**





# Cluster 5

## Climate, Energy & Mobility

### 6 Destinations:

- Climate science and responses for the transformation towards climate neutrality
- Cross-sectoral solutions for the climate transition

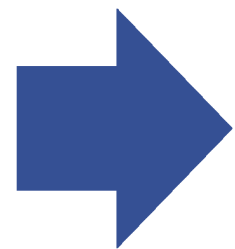
### Climate

- Sustainable, secure and competitive energy supply
- Efficient, sustainable and inclusive energy use

### Energy

- Clean and competitive solutions for all transport modes
- Safe, resilient transport and smart mobility services for passengers and goods

### Mobility







# Zero-Emission Waterborne Transport

## General objective:

**To provide and demonstrate zero-emission solutions for all main ship types and services before 2030, which will enable zero-emission waterborne transport before 2050.**

## Activities

- sustainable alternative fuels
- electrification
- energy efficiency
- design and retrofitting
- digital green
- ports

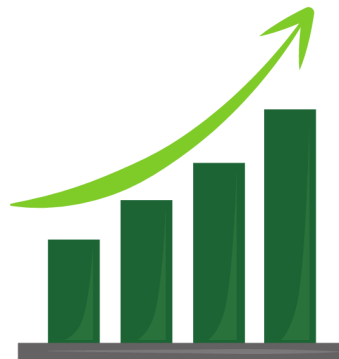


# Co-Programmed Partnership



## The specific scientific objective:

To develop and demonstrate deployable technological solutions which will be applicable for the decarbonisation and the elimination of other harmful emissions of main ship types and services.



## The specific economic objective:

By 2030, implementation of economically viable European new technologies and concepts regarding zero-emission waterborne transport, to strengthen the competitiveness of European industries in growing green ship technology markets and provide the capability to re-enter markets presently dominated by Europe's competitors.



## The specific societal objectives are:

To facilitate the development and implementation of regulations and policies at national and international level, including the development of standards to enable the implementation of technological solutions for zero-emission waterborne transport by 2030 at the latest. To facilitate the uptake of innovative zero emission waterborne transport technologies and solutions within the European waterborne sector, supporting economic growth and European employment.



## Mission

**Facilitate the transition to a greener EU society  
through the development of hydrogen  
technologies**

## Activities in Waterborne Applications

- **Fuel Cells for Ships**
- **Hydrogen in Ports**





# Public-Private Partnership

## R&D objectives in Waterborne Applications:

1. Scaling up the **power, efficiency and operational performance of fuel cell designs** towards commercially relevant applications;
2. Reducing the **CAPEX and OPEX of fuel cell systems** for maritime applications;
3. Improving **overall system performance for fuel cells and stacks**, especially in terms of power density, bunkering rate and operational flexibility;
4. Improvements in **ship design and safety procedures**, both for ships and ports bunker terminals;
5. Supporting the **wide rollout of fuel cells for ships** by providing adequate fuel, storage and bunkering infrastructure and developing new solutions for ships based on hydrogen and its derivative fuels.



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Collaboration and funding opportunities ahead



Q&A and wrap-up



# 3 key factors of success



**Excellent Idea**



**Good consortium**



**Proposal text**

# 3 key factors of success



## Excellent Idea

Excellent science. Innovative solutions (not incremental)  
Thinking about impact first!  
Meet EU Policy Priorities, KSOs



## Good consortium



## Proposal text



# 3 key factors of success



## Excellent Idea

Excellent science. Innovative solutions (not incremental)  
Thinking about impact first!  
Meet EU Policy Priorities, KSOs



## Good consortium

Number of partners. Profile of partners. Quadruple helix members important!  
Industry and SMEs important!



## Proposal text

# 3 key factors of success



## Excellent Idea

Excellent science. Innovative solutions (not incremental)  
Thinking about impact first!  
Meet EU Policy Priorities, KSOs



## Good consortium

Number of partners. Profile of partners. Quadruple helix members important!  
Industry and SMEs important!



## Proposal text

Not just telling, but selling!  
“Sell” your idea to evaluators.  
One responsible person.  
Enough time invested!





**Excellent Idea**

# Shaping an Innovative and Impactful Idea



## **Innovative, not incremental**

Horizon Europe prioritizes groundbreaking innovations that solve significant challenges, rather than minor improvements.



## **Aligned with EU Priorities**

EU Policy Priorities, such as the Green Deal, Digital Transformation, and other Key Strategic Orientations (KSOs).



## **Thinking Impact-First**

Not just from the perspective of academic excellence, but also in terms of broader societal and economic benefits and potential to contribute to major challenges (e.g., climate change, digital innovation, health, etc.)



# How Horizon Europe is implemented



Source: Horizon Europe Strategic Plan 2025 - 2027

# Policy priorities



## The European Green Deal



A Europe fit for the digital age



A stronger Europe in the world



Promoting our European way of life

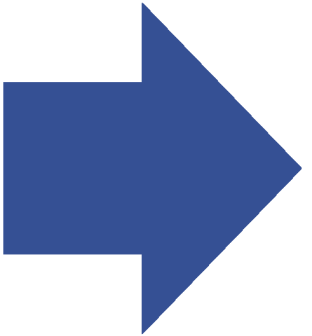
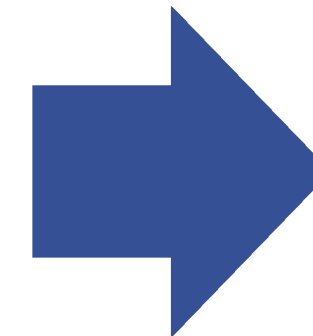


An economy that works for people



A new push for European democracy

## Horizon Europe strategic plan 2025–2027



# How is your project idea linked to Policy priorities?

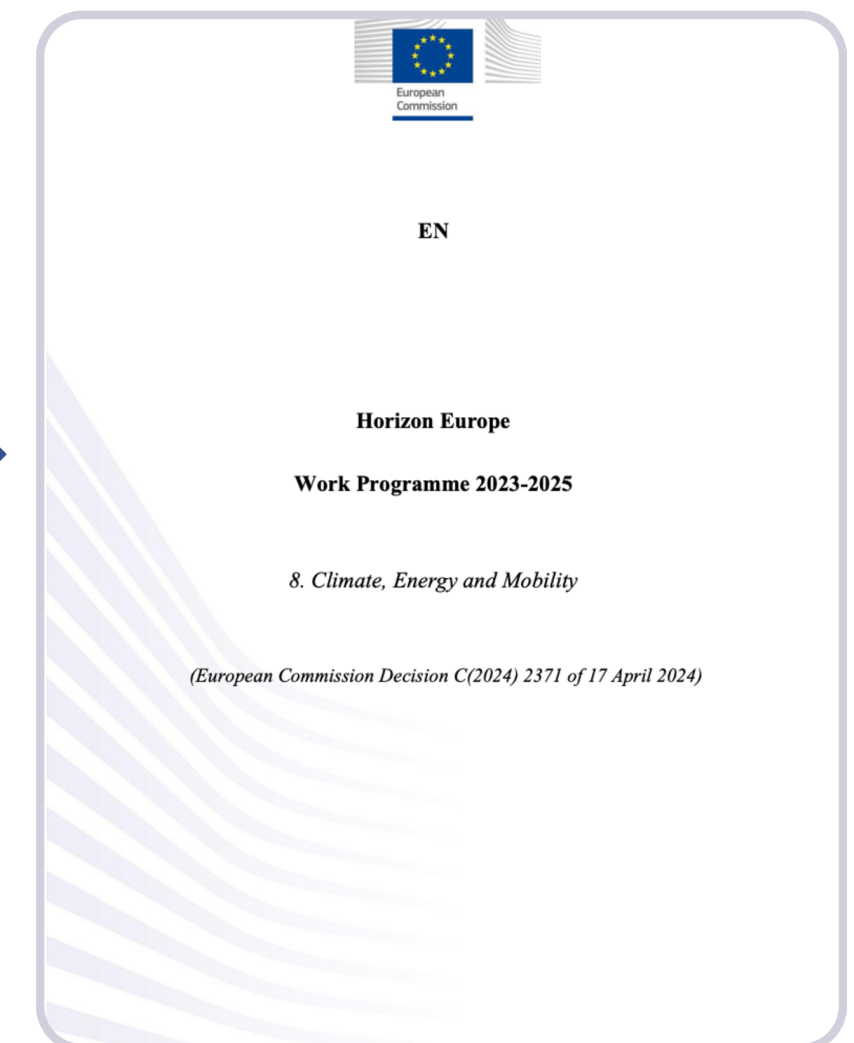
## Strategic Plan 2025–2027: 3 Key Strategic Orientations (KSOs)



## 32 Impact Areas

CLUSTER 4	CLUSTER 5
Digital, Industry & Space	Climate, Energy & Mobility
<ul style="list-style-type: none"><li>15. Achieving global leadership in climate-neutral, circular and digitised industrial and digital value chains</li><li>16. Achieving technological leadership for Europe's open strategic autonomy in raw materials, chemicals and innovative materials</li><li>17. Developing an agile and secure single market and infrastructure for data-services and trustworthy artificial intelligence services</li><li>18. Achieving open strategic autonomy in digital and emerging enabling technologies</li><li>19. Achieving open strategic autonomy in global space-based infrastructures, services, applications, and data</li><li>20. Digital and industrial technologies driving human-centric innovation</li></ul>	<ul style="list-style-type: none"><li>21. Advancing science for a fair transition to a climate-neutral and resilient society</li><li>22. Facilitating the clean and sustainable transition of the energy and transport sectors towards climate neutrality through cross-cutting solutions</li><li>23. Ensuring more efficient, sustainable, secure, and competitive renewable and decarbonised energy supply</li><li>24. Using energy in buildings and industry in an efficient, affordable and sustainable way</li><li>25. Achieving sustainable, inclusive, and competitive transport modes</li><li>26. Developing multimodal systems and services for climate-neutral, smart, inclusive, and safe mobility</li></ul>

## Thematic Work Programmes





# Work Programmes – calls for proposals



EN

Horizon Europe

Work Programme 2023-2025

8. Climate, Energy and Mobility

(European Commission Decision C(2024) 2371 of 17 April 2024)

Horizon Europe - Work Programme 2023-2025  
Climate, Energy and Mobility

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HORIZON-CL5-2024-D5-01-12: Combining state-of-the-art emission reduction and efficiency improvement technologies in ship design and retrofitting for contributing to the "Fit for 55" package objective by 2030 (ZEWTP Partnership)

Specific conditions	
Expected EU contribution per project	The Commission estimates that an EU contribution of around EUR 7.50 million would allow these outcomes to be addressed appropriately. Nonetheless, this does not preclude submission and selection of a proposal requesting different amounts.
Indicative budget	The total indicative budget for the topic is EUR 15.00 million.
Type of Action	Innovation Actions

Horizon Europe - Work Programme 2023-2025  
Climate, Energy and Mobility

Eligibility conditions	The conditions are described in General Annex B. The following exceptions apply:  If projects use satellite-based earth observation, positioning, navigation and/or related timing data and services, beneficiaries must make use of Copernicus and/or Galileo/EGNOS (other data and services may additionally be used).
Technology Readiness Level	Activities are expected to achieve TRL 7 by the end of the project – see General Annex B.
Legal and financial set-up of the Grant Agreements	The rules are described in General Annex G. The following exceptions apply:  The funding rate is 60% of the eligible costs, except for non-profit legal entities where the funding rate is up to 100% of the total eligible costs.

Expected Outcome: Project outputs and results are expected to contribute to the following expected outcomes:

- Development of at least three market ready vessel design solutions to address short sea shipping, inland waterway transport and high seas shipping making innovative use of combinations of close to market (TRL 7 or higher) emission reduction and efficiency improvement technologies to reduce emissions from shipping in line with the expectations within the EUs “Fit for 55” legislative package.
- Quantitative assessment of the designs towards achieving significant emissions

# Horizon Europe Terminology

## Types of projects RIA/IA/CSA

### RIA – Research and Innovation Actions

TRL 2 to 5

Funding rate: 100%

Activities to establish new knowledge or to explore the feasibility of a new or improved technology, product, process, service or solution.

This may include basic and applied research, technology development and integration, testing, demonstration and validation of a small-scale prototype in a laboratory or simulated environment.

### IA – Innovation Actions

TRL 6 to 8

Funding rate:

- 100% for non-profit
- 70% for profit-making

Activities to produce plans and arrangements or designs for new, altered or improved products, processes or services.

These activities may include prototyping, testing, demonstrating, piloting, large-scale product validation and market replication.



# Horizon Europe Terminology

## Types of projects RIA/IA/CSA

### RIA – Research and Innovation Actions

TRL 2 to 5

Funding rate: 100%

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### IA – Innovation Actions

TRL 6 to 8

Funding rate:

- 100% for non-profit
- 70% for profit-making

Activities to produce plans and arrangements or designs for new, altered or improved products, processes or services.

These activities may include prototyping, testing, demonstrating, piloting, large-scale product validation and market replication.

### CSA – Coordination and Support Actions


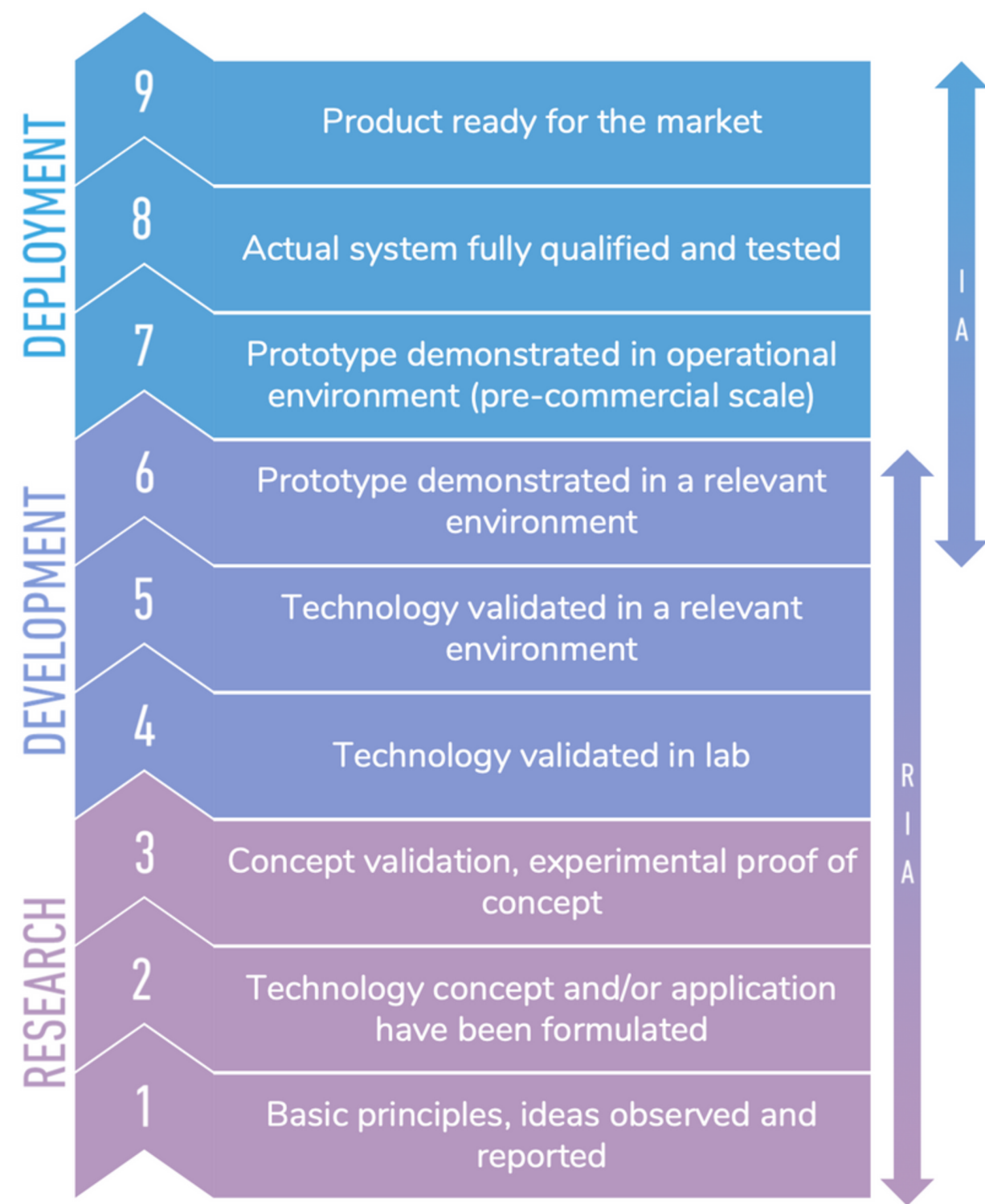
Funding rate: 100%

Activities that contribute to the objectives of Horizon Europe. This excludes R&I activities, except those carried out under the 'Widening participation and spreading excellence' component of the programme (part of 'Widening participation and strengthening the European Research Area').





# Horizon Europe Terminology



## Technology Readiness Levels

- TRL 0: Idea.** Unproven concept, no testing has been performed.
- TRL 1: Basic research.** Principles postulated and observed but no experimental proof available.
- TRL 2: Technology formulation.** Concept and application have been formulated.
- TRL 3: Applied research.** First laboratory tests completed; proof of concept.
- TRL 4: Small scale prototype** built in a laboratory environment ("ugly" prototype).
- TRL 5: Large scale prototype** tested in intended environment.
- TRL 6: Prototype system** tested in intended environment close to expected performance.
- TRL 7: Demonstration system** operating in operational environment at pre-commercial scale.
- TRL 8: First of a kind commercial system.** Manufacturing issues solved.
- TRL 9: Full commercial application,** technology available for consumers.

# How to read topic description

## Topic Structure:

- Identifier
- Title
- Conditions of the call  
(including budget and deadline)
- Scope
- Expected Outcome

**HORIZON-CL5-2024-D5-01-18: Assessment of air pollutant emissions from low-carbon fuels in the heavy-duty, aviation, and maritime sectors**

### Specific conditions

*Expected EU contribution per project*

The Commission estimates that an EU contribution of around EUR 3.50 million would allow these outcomes to be addressed appropriately. Nonetheless, this does not preclude submission and selection of a proposal requesting different amounts.

*Indicative budget*

The total indicative budget for the topic is EUR 7.00 million.

*Type of Action*

Research and Innovation Actions

*Eligibility conditions*

The conditions are described in General Annex B. The following exceptions apply:  
  
If projects use satellite-based earth observation, positioning, navigation and/or related timing data and services, beneficiaries must make use of Copernicus and/or Galileo/EGNOS (other data and services may additionally be used).

*Technology Readiness Level*

Activities are expected to achieve TRL 5-6 by the end of the project – see General Annex B.



**Good consortium**



# Horizon Europe project are implemented by consortia

- 5–10–15 partners
- Minimum 3 organisations from 3 different countries (Member states of or Associated Countries)
- Mix of academy and industry
- SMEs are important



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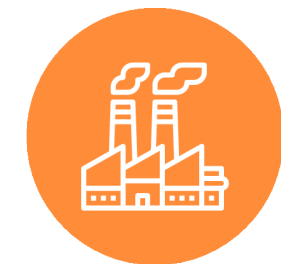


***The stronger your networks, the more likely you'll be invited into a HE consortium***



**Academic network**

*With  
complementary  
research intrests*



**Industrial network**

*Interested in  
potential outcomes  
of your research*

# How to find partners: active search or self-promption



**Funding &  
Tenders Portal  
Partner search  
announcements**



**Thematic  
Partner  
Search Tools  
& Brokerage  
Events**



**CORDIS & Horizon  
Dashboard  
Organizations  
active in Horizon  
2020/Horizon  
Europe**



**LinkedIn  
personalities  
& thematic  
groups**



**Networking:  
thematic  
conferences,  
events,  
participation  
in networks**





**Proposal text**

# Resent studies of Horizon Europe 2021–2023

## COORDINATORS

*consortia up to  
14 partners*



**average**  
**36–45**  
**person days**

*consortia  
15+ partners*

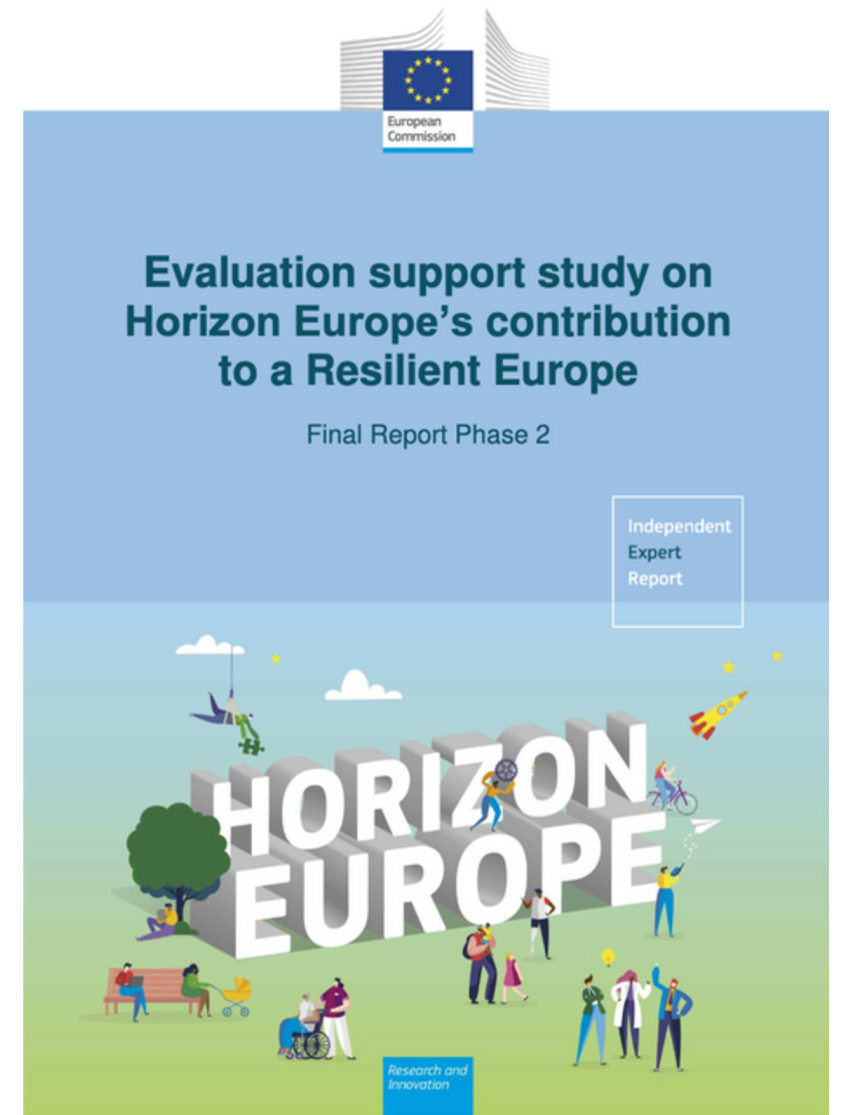


**average**  
**46 – 65**  
**person days**

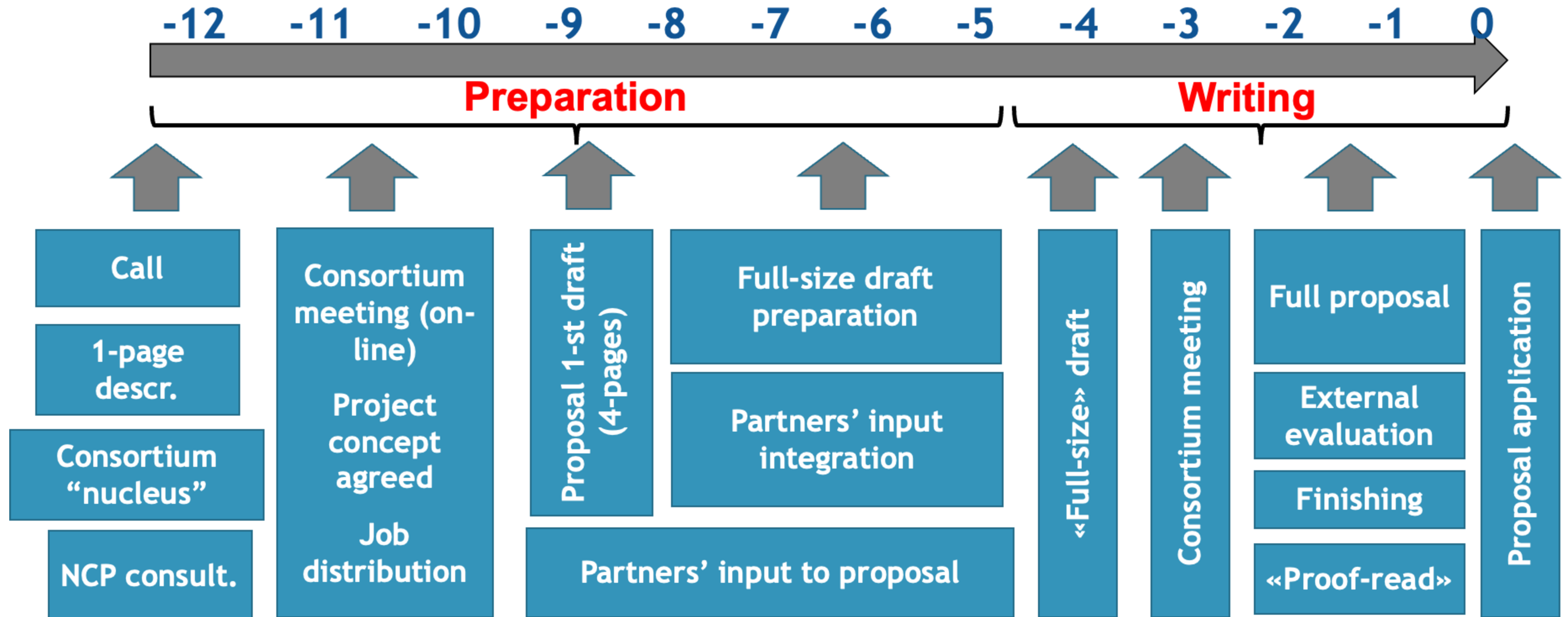
## PARTNERS



**average**  
**16 – 25**  
**person days**



# *Proposal writing timeline (weeks to deadline)*





# Horizon Europe Proposal Structure

## Part A:

Project general info on-line, directly at Funding & Tenders Portal (EPSS):

- Acronym & Title
- Abstract
- Partners Info
- Budget
- Ethics

## Part B:

Project description – pdf file according to the template. Page limit (in general) from 30 to 50 pages (depending on the funding instrument)



# Part B – Technical Description

## SECTION 1. EXCELLENCE

1.1 Objectives and ambition [EC recommended length: 4 pages]

1.2 Methodology [EC recommended length: 14 pages]

## SECTION 2. IMPACT

2.1 Project's pathways towards impact [EC recommended length: 4 pages]

2.2 Measures to maximise impact – Dissemination, exploitation and communication

2.3 Summary [EC recommended length: 5 pages for Sections 2.2 and 2.3]

## SECTION 3. QUALITY AND EFFICIENCY OF THE IMPLEMENTATION

3.1 Work plan and resources [EC recommended length: 14 pages – incl. tables]

3.2 Capacity of participants and consortium as a whole [EC recommended length: 3 pages]

*e.g. EC recommended length for RIA/IA proposals*

# Proposal evaluation criteria

## Score 0–5

### EXCELLENCE

- ✓ Clarity and pertinence of the **project's objectives**, and the extent to which the proposed work is ambitious, and goes beyond the state-of-the-art.
- ✓ Soundness of the proposed **methodology**, including the underlying concepts, models, assumptions, interdisciplinary approaches, appropriate consideration of the **gender dimension** in research and innovation content, and the quality of **open science practices** including sharing and management of research outputs and engagement of citizens, civil society and end users where appropriate.

## Score 0–5

### IMPACT

- ✓ Credibility of the **pathways** to achieve the expected **outcomes and impacts** specified in the work programme, and the likely scale and significance of the contributions due to the project.
- ✓ Suitability and quality of the **measures to maximize expected outcomes and impacts**, as set out in the dissemination and exploitation plan, including communication activities.

## Score 0–5

### QUALITY AND EFFICIENCY OF THE IMPLEMENTATION

- ✓ Quality and effectiveness of the **work plan**, assessment of risks, and appropriateness of the effort assigned to work packages, and the resources overall.
- ✓ Capacity and role of each **participant**, and extent to which the **consortium** as a whole brings together the necessary expertise.

**Weight 1.5 for IA**



# Research idea is 1/3 of success

## SECTION 1. EXCELLENCE

Scientific language  
but easy to understand to person who is not expert in your topic!

## SECTION 2. IMPACT

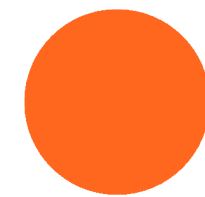
Journalist Style  
Read, Read, Read and Cite EUPolicies, add references, convince with figures

## SECTION 2. IMPACT

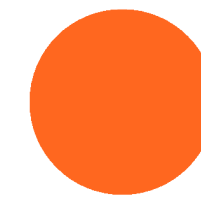
Mix of Management and Science

“Sell”, not tell

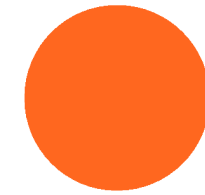
# Successful proposals (content)



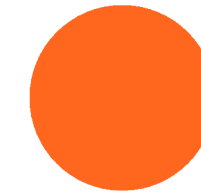
**Easy to read to non-professional**



**Catch from 1st page  
(better from abstract)**



**Has a good mix of text  
and visual elements  
(illustrations, graphs,  
schemes)**



**Include convincing  
an reasonable figures**



# Training Agenda



**Anromind company and role in BALTIC-FIT**



**EU funding Landscape for Green Maritime**



**Successful Proposal Writing Strategies**



**Collaboration and funding opportunities ahead**



**Q&A and wrap-up**



# In between 2 Strategic Plans



**2021 – 2024**



**Sept  
2024**



**2025 – 2027**

# What's in Relevant to "Green Maritime"

## SPECIFIC PROGRAMME IMPLEMENTING HORIZON EUROPE & EIT\*

*Exclusive focus on civil applications*



### Pillar I EXCELLENT SCIENCE

European Research Council

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Clusters

- Health
- Culture, Creativity & Inclusive Society
- Civil Security for Society
- Digital, Industry & Space
- Climate, Energy & Mobility
- Food, Bioeconomy, Natural Resources, Agriculture & Environment

Joint Research Centre



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European Institute of  
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Widening participation & spreading excellence

Reforming & Enhancing the European R&I system



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# CL5: Climate, Energy and Mobility, ZEWT Co-Programmed Partnership



Topics	Type of Action	TRL	Expected EU contribution per project	Indicative number of projects	Deadline
<b>HORIZON-CL5-2025-01-D5-11:</b> Innovative solutions for <b>energy conversion and safety of low and zero-carbon fuels</b> in waterborne transport (ZEWT Partnership)	IA	TRL 7 up to the end of the project	11.25 MEuro	2	04 Sep 2025
<b>HORIZON-CL5-2025-01-D5-12:</b> Demonstration of <b>battery energy storage systems</b> in existing and new vessels via novel energy storage and ship design concepts (ZEWT Partnership)	IA	TRL 7 up to the end of the project	7.50 MEuro	2	04 Sep 2025
<b>HORIZON-CL5-2025-01-D5-13:</b> Real-time, adaptative and innovative <b>energy management solutions</b> to optimise fuel consumption and lower emissions pollutants in waterborne transport (ZEWT Partnership)	RIA	TRL 5-6 up to the end of the project	4.00 MEuro	1	04 Sep 2025

# CL5: Climate, Energy and Mobility, ZEWT Co-Programmed Partnership



Topics	Type of Action	TRL	Expected EU contribution per project	Indicative number of projects	Deadline
<b>HORIZON-CL5-2025-01-D5-11:</b> Innovative solutions for <b>energy conversion and safety of low and zero-carbon fuels</b> in waterborne transport (ZEWT Partnership)	IA	TRL 7 up to the end of the project	11.25 MEuro	2	04 Sep 2025
<b>HORIZON-CL5-2025-01-D5-12:</b> Demonstration of <b>battery energy storage systems</b> in existing and new vessels via novel energy storage and ship design concepts (ZEWT Partnership)	IA	TRL 7 up to the end of the project	7.50 MEuro	2	04 Sep 2025
<b>HORIZON-CL5-2025-01-D5-13:</b> Real-time, adaptative and innovative <b>energy management solutions</b> to optimise fuel consumption and lower emissions pollutants in waterborne transport (ZEWT Partnership)	RIA	TRL 5-6 up to the end of the project	4.00 MEuro	1	04 Sep 2025

# CL5: Climate, Energy and Mobility, ZEWT Co-Programmed Partnership



Topics	Type of Action	TRL	Expected EU contribution per project	Indicative number of projects	Deadline
<b>HORIZON-CL5-2025-01-D5-14:</b> Novel Holistic Intelligent Tools for <b>Variable Retrofit and Decarbonised Scenarios</b> (ZEWT Partnership)	IA	TRL 7-8 up to the end of the project	4.00 MEuro	1	04 Sep 2025
<b>HORIZON-CL5-2025-01-D5-15:</b> Flexible and mobile <b>solutions for onshore power supply</b> (ZEWT Partnership)	IA	TRL 8 up to the end of the project	5.00 MEuro	1	04 Sep 2025
<b>HORIZON-CL5-2025-01-D5-16:</b> Optimal <b>integrated onboard renewable energy solutions</b> , by considering wind-powered and hull performance technologies (ZEWT Partnership)	IA	TRL 7-8 up to the end of the project	7.50 MEuro	1	04 Sep 2025



# CL5: Climate, Energy and Mobility, ZEWT Co-Programmed Partnership

Topics	Type of Action	TRL	Expected EU contribution per project	Indicative number of projects	Deadline
<b>HORIZON-CL5-2025-01-D5-17:</b> Real time <b>monitoring of regulated and non-regulated emissions from all types of vessels and other port activities</b> in order to enforce emission limits in waterfront cities	IA	TRL 7-8 up to the end of the project	8.00 MEuro	2	04 Sep 2025



WATERBORNE

**4 & 5 February 2025**

**Brussels**

# **Waterborne Days 2025**



**<https://www.waterborne.eu/events/upcoming-events/waterborne-days-2025>**

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# CL4: Digital, Industry and Space

Topics	Type of Action	TRL	Expected EU contribution per project	Indicative number of projects	Deadline
Proposals under this topic will look for a business case to demonstrate project outputs					
<b>HORIZON-CL4-INDUSTRY-2025-01-TWIN-TRANSITION-01:</b> Integrated <b>approaches for remanufacturing</b>	IA	TRL 5 -> TRL 6-7	5.00 – 7.00 MEuro	6	23 Sep 2025
<b>HORIZON-CL4-INDUSTRY-2025-01-MATERIALS-43:</b> <b>Innovative Advanced Materials</b> (IAMs) for robust, fast curing sealants and coatings for manufacturing and final assembly	IA	TRL 3-4 -> TRL 6-7	6.00 MEuro	4	23 Sep 2025

# CL4: Digital, Industry and Space

Topics	Type of Action	TRL	Expected EU contribution per project	Indicative number of projects	Deadline
Proposals dealing with Earth Observation on the basis of space data					
<b>HORIZON-CL4-SPACE-2025-01-44:</b> Copernicus Marine Environment Monitoring Service (CMEMS) evolution: new and innovative <b>ocean data assimilation techniques</b>	RIA	TRL 6–7 up to the end of the project	5.00 MEuro	1	13 Nov 2025
<b>HORIZON-CL4-SPACE-2025-01-46:</b> Innovative <b>Earth observation services</b> in support of maritime litter detection and ship source pollution policies	IA	TRL 7–8 up to the end of the project	5.00 MEuro	1	13 Nov 2025

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# CL6: Food, Bioeconomy, Natural Resources, Agriculture and Environment

Topics	Type of Action	TRL	Expected EU contribution per project	Indicative number of projects	Deadline
Proposals focused towards better understanding of short-, medium- and long-term ocean health and integrity at different emission scenarios					
<b>HORIZON-CL6-2025-02-CLIMATE-01:</b> The ocean-climate-biodiversity nexus and marine carbon dioxide removal	RIA	TRL 5 -> TRL 6-7	6.00 MEuro	2	TBD
<b>HORIZON-CL6-2025-02-CLIMATE-02:</b> The ocean-climate-biodiversity-people nexus: uncovering safe operating space for safeguarding the integrity and health of the global ocean	RIA	TRL 3-4 -> TRL 6-7	6.00 MEuro	3	TBD

# European Partnerships

HORIZON  
EUROPE



# Clean Hydrogen partnership



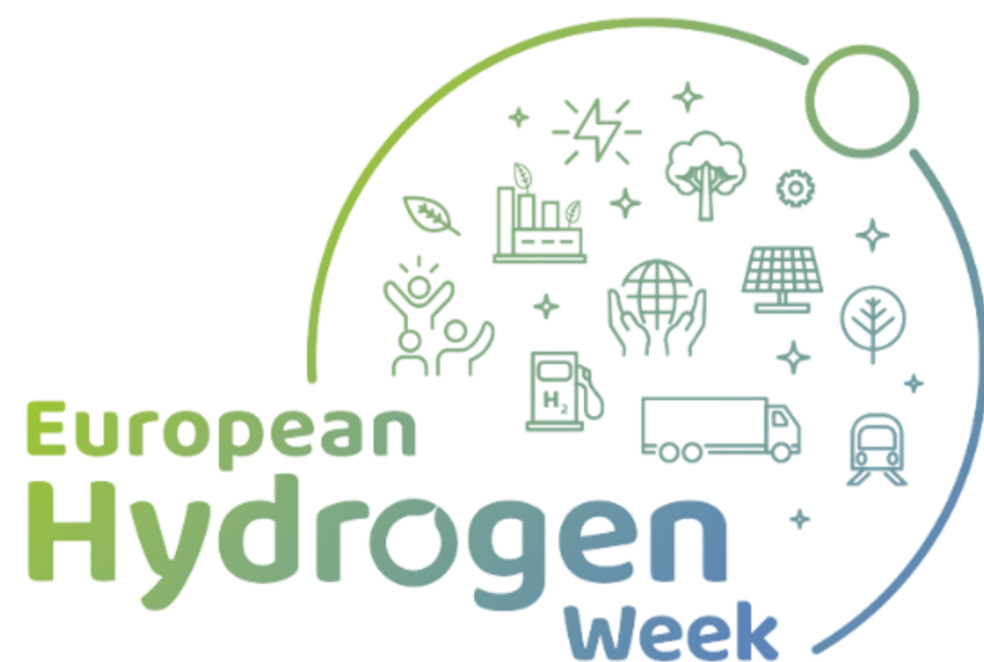
Topics	Type of Action	TRL	Expected EU contribution per project	Indicative number of projects	Deadline
<b>Technology- and application-driven activities</b>					
<b>TC3-03:</b> Development and demonstration of a reliable, efficient, scalable and low-cost <b>1 MW-scale fuel cell system</b>	IA	TRL 4 -> TRL 7	9.00 MEuro	1	TBD
<b>TC3-04:</b> Development and demonstration of a <b>Solid Oxide Fuel Cells (SOFC) stack</b> as a building block for a 500 kW power module for maritime applications	RIA	TRL 4 -> TRL 6	7.50 MEuro	1	TBD



# Clean Hydrogen partnership



Topics	Type of Action	TRL	Expected EU contribution per project	Indicative number of projects	Deadline
<b>Cross-cutting activities</b>					
<b>TC5-04:</b> Identification of <b>legal-administrative barriers</b> for the installation and operation of key FCH technologies	CSA	N/A	1.50 MEuro	1	TBD
<b>TC5-05:</b> Analysis and improvement of <b>assessment and licensing procedures, including knowledge transfer for the training</b> of civil servants/safety officials	CSA	N/A	1.00 MEuro	1	TBD



**18 - 22 November 2024**

**Brussels, Belgium**

**[euhydrogenweek.eu](https://euhydrogenweek.eu)**



<https://euhydrogenweek.eu>



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	<i>Starting Grant</i>	<i>Consolidator Grant</i>	<i>Advanced Grant</i>	<i>Synergy Grant</i>
<i>Call identifier</i>	<b>ERC-2025-StG</b>	<b>ERC-2025-CoG</b>	<b>ERC-2025-AdG</b>	<b>ERC-2025-SyG</b>
<i>Call opens</i>	10 July 2024	26 September 2024	22 May 2025	11 July 2024
<i>Call deadline</i>	15 October 2024	14 January 2025	28 August 2025	6 November 2024
<i>Budget million EUR (estimated number of grants)</i>	751 (483)	719(354)	683(276)	500 (48)
<i>Planned dates to inform applicants after each step</i>	5 May 2025 22 August 2025	18 July 2025 12 December 2025	30 January 2026 12 June 2026	14 April 2025 15 August 2025 27 October 2025
<i>Indicative date for signature of grant agreements</i>	21 December 2025	12 April 2026	17 November 2026	24 March 2026



**European Research Council**  
Established by the European Commission

- 2.7 billion Euro
- 1,100+ grants
- Any field of research
- Long-term attractive funding
- Independent researchers of  
any age, at any career stage  
& from anywhere can apply

# Marie Skłodowska-Curie Actions



Topics	Type of Action Type of Action	Budget (EUR million)	Indicative number of projects	Deadline
Doctoral Networks (DN)				
<b>HORIZON-MSCA-2024-DN-01-01:</b> MSCA Doctoral Networks 2024	TMA Doctoral Networks /  TMA Doctoral Networks – Industrial Doctorates /  TMA Doctoral Networks – Joint Doctorates	608.6	160	27 Nov 2024
<b>HORIZON-MSCA-2025-DN-01-01:</b> MSCA Doctoral Networks 2025		458.66	120	25 Nov 2025

# Marie Skłodowska-Curie Actions



Topics	Type of Action Type of Action	Budget (EUR million)	Indicative number of projects	Deadline
<b>Staff Exchanges</b>				
<b>HORIZON-MSCA-2024-SE01-01:</b> MSCA Staff Exchanges 2024	TMA Doctoral Networks /  TMA Doctoral Networks – Industrial Doctorates /  TMA Doctoral Networks – Joint Doctorates	99.47	TBD	05 Feb 2025
<b>HORIZON-MSCA-2025-SE01-01:</b> MSCA Staff Exchanges 2025		82.76	TBD	08 Oct 2025



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# European Innovation Council (EIC) instruments



**Up to 3 or 4 MEuro**

**Research & deep tech projects with a high degree of scientific ambition and risk (TRL 1-4)**

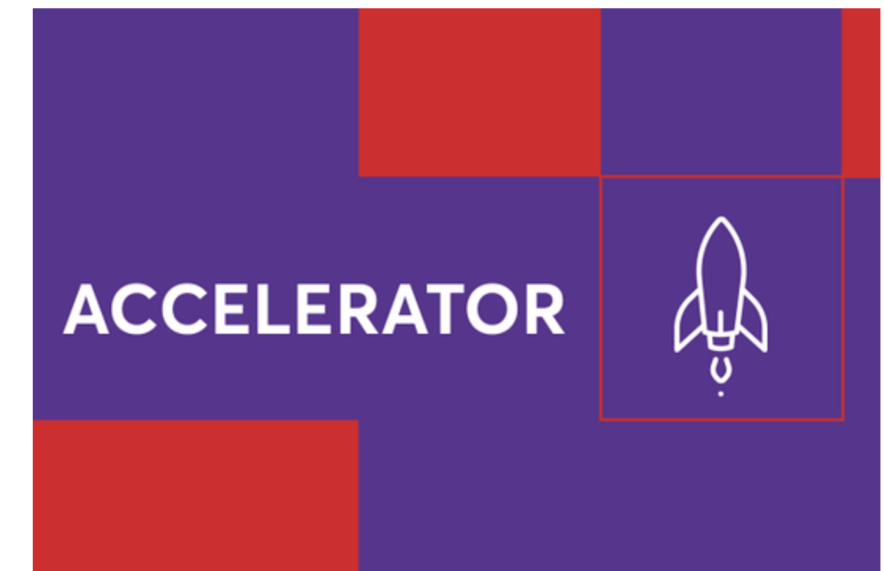
*Consortia of different legal entities established in different countries (Pathfinder Open) or single applicant (Pathfinder Challenge)*



**Up to 2.5 MEuro**

**Maturation and validation of novel ideas from lab to business**

*Single applicants (SMEs, spin-offs, start-ups, research organisations, universities) or small consortia (minimum 2, maximum 5 eligible entities)*



**Up to 2.5 MEuro of grant  
Up to 15 MEuro of equity  
investments + support services**

**Start-ups and SMEs to develop and scale up to new markets or disrupt existing**

*Start-ups and SMEs, , individuals intending to launch a SME and small mid-caps (equity only)*

**€1 billion approved investments by the EIC Fund in 159 companies since 2022**

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# Widening participation and strengthening the European Research Area

Topics	Type of Action	Expected EU contribution per project	Indicative number of projects	Deadline
<b>HORIZON-WIDERA-2024-TALENTS-03-01: ERA Talents</b>	CSA	1.00 – 3.00 MEuro	20	26 Sep 2024
<b>HORIZON-WIDERA-2025-ACCESS-01-01- two-stage: Teaming for Excellence</b>	CSA	8.00 – 15.00 MEuro	18	10 Apr 2025 (First Stage), 20 Jan 2026 (Second Stage)

# Coordination of interests with the Baltic FIT



## **Operational actions of shipping companies and ports to decrease GHG-emissions**

available and potential solutions for decreasing the shipping fuel consumption



## **Technological opportunities to decrease vessels' GHG-emissions**

potential solutions for making vessel design as low carbon as possible



## **Opportunities provided by collaboration practices empowered by digitalisation to decrease vessels' GHG-emissions**

potential solutions for decarbonising shipping and logistics by digitalisation

**LET'S COLLABORATE TOWARDS JOINT PROJECTS AND INNOVATIONS!**





# Training Agenda



**Anromind company and role in BALTIC-FIT**



**EU funding Landscape for Green Maritime**



**Successful Proposal Writing Strategies**



**Collaboration and funding opportunities ahead**



**Q&A and wrap-up**





*Anromind*

**4 slots**

for Individual and group  
consultations  
on EU proposal writing:

**16:00 – 16:15**

**16:15 – 16:30**

**16:30 – 16:45**

**16:45 – 17:00**

**Please register!**



**YOUR QUESTIONS?**



# Thank You

For Your Attention

Anna Zmiievska  
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[www.anromind.com](http://www.anromind.com)