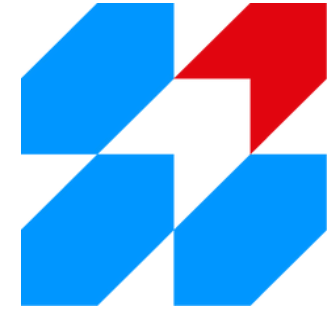


**LUXAID
CHALLENGE
FUND**



**LUXAID
DEMONSTRATION
FUND**

Information Webinar

**LuxAid Challenge Fund &
LuxAid Demonstration Fund**

5 December 2024



**LUXEMBOURG
AID & DEVELOPMENT**



LUXDEV
Luxembourg
Development Agency





Daniele GELZ

Coordinator - Private sector engagement funds



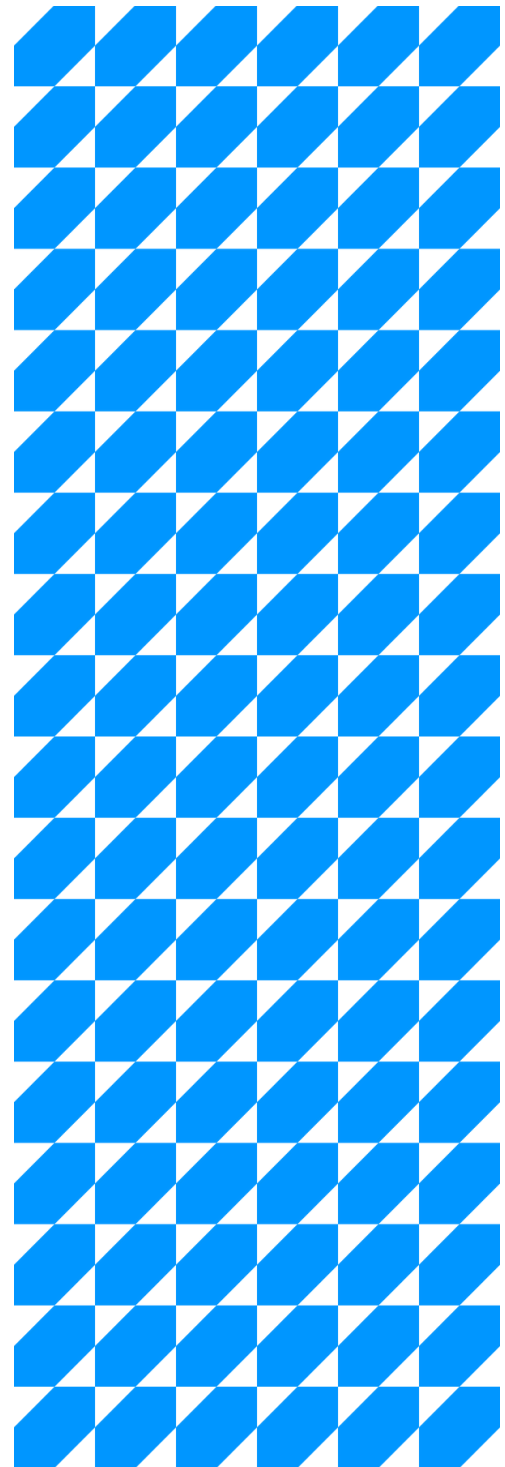
Laura CATANA

Deputy Coordinator - Private sector engagement funds



Agon DULA

Partnership Facilitator - Private sector engagement funds -
Kosovo



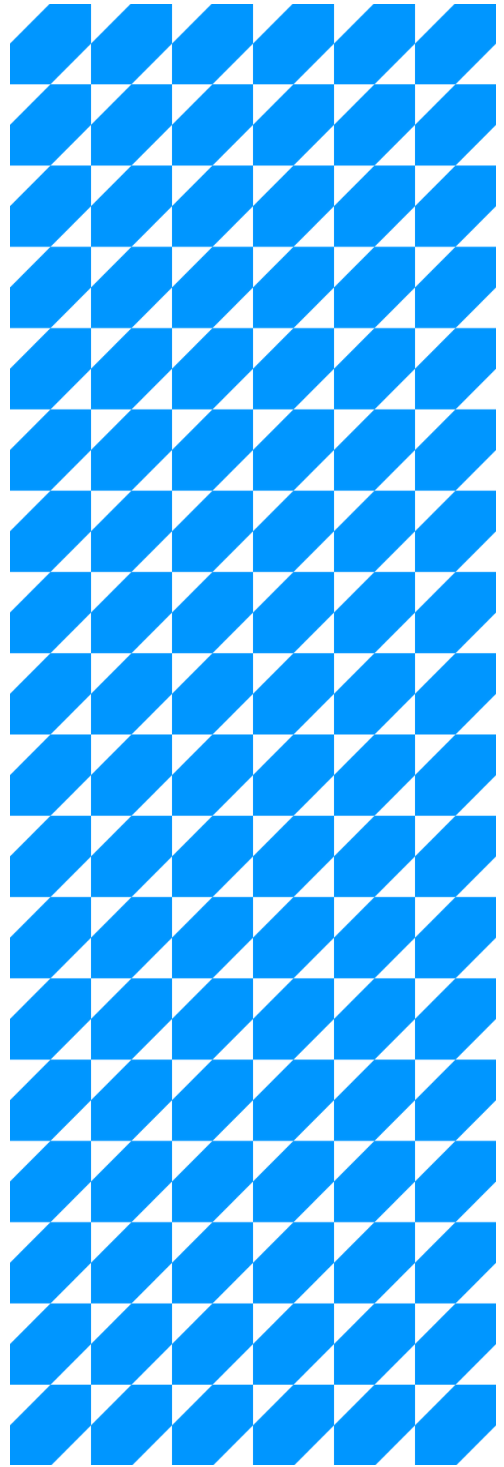
Agenda

Presentation of the open call

Application platform demonstration

Q&A *

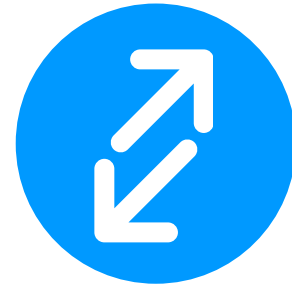
- Please post any question in the chat, and we will address them during the presentation, or keep them for the Q&A session.



01

Why this call for proposals?

Our vision



PRIVATE SECTOR AS CHANGE MAKER

Private sector driving innovations for the SDGs
Responsible Business Conduct (RBC)



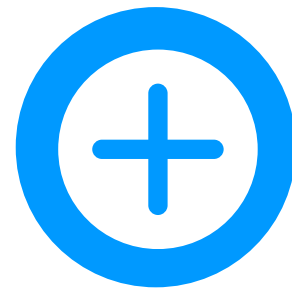
COLLABORATIVE PARTNERSHIPS

Cost-risk sharing approach



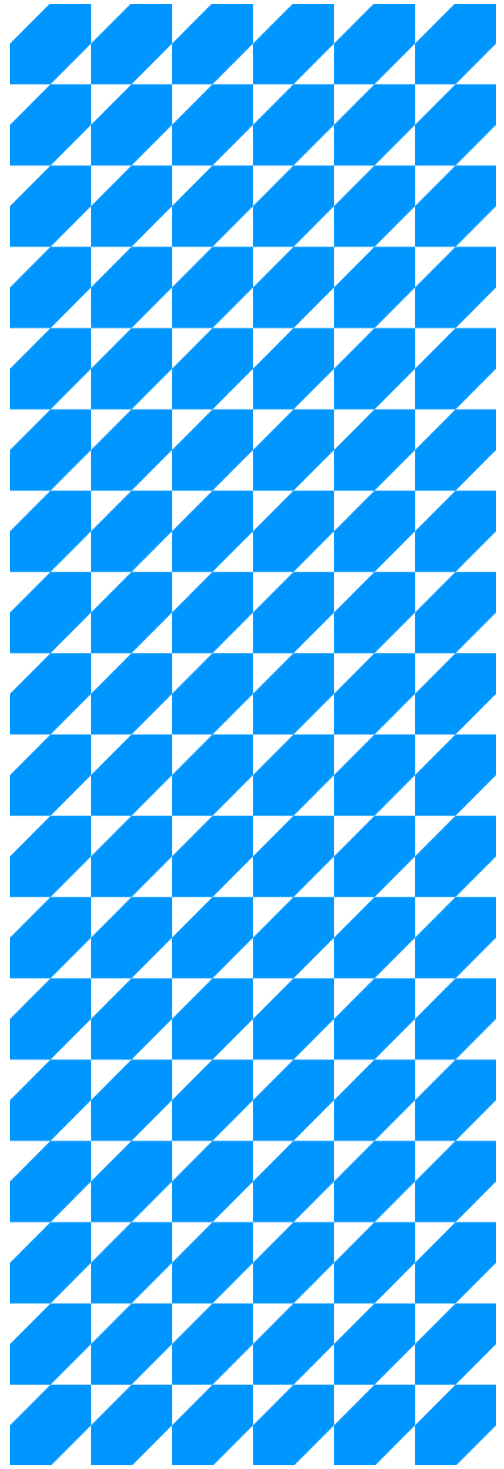
IMPACT

Proven benefits for the most vulnerable populations
Do no harm
Future proofing (core business)



ADDITIONALITY

Achieve positive outcomes that would not have happened otherwise



02

1 open call - 2 funds

Two private sector engagement funds



Test impact and commercial viability of innovative solutions on the market



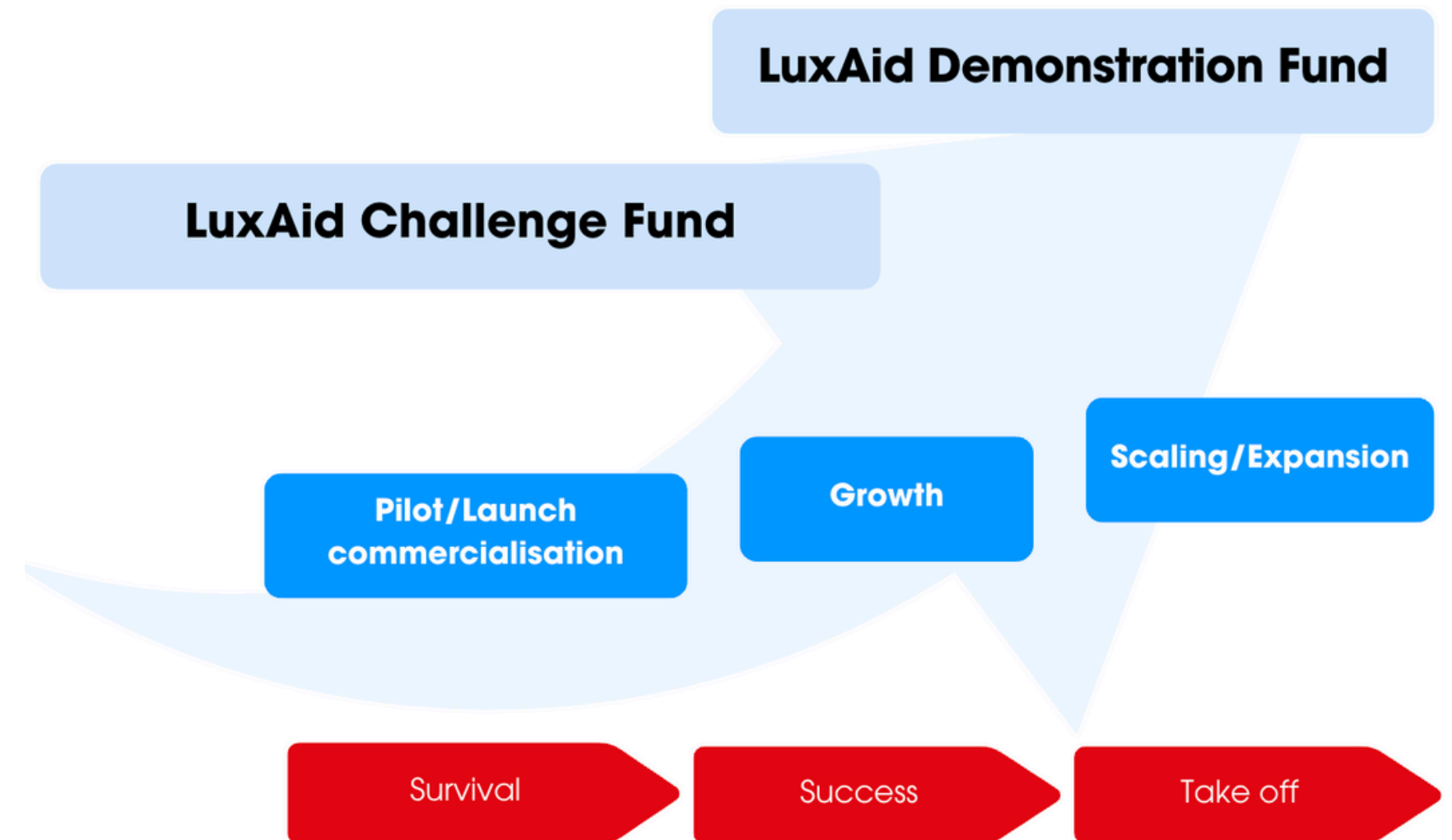
Support scaling up of innovative initiatives with a proven impact



< EUR 120,000, max 70% of total costs
Technical support



< EUR 350,000, +/- 50% of total costs
Technical support



Apply before January 24, 2025 via the online platform!

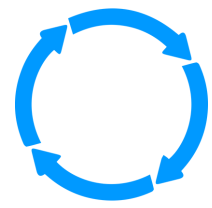
Which enterprises?

Common eligibility criteria

-  Commercial enterprise registered in Kosovo (individual businesses are excluded)
-  A 1-2 year business project built around their innovation
-  The project generates intentional and measurable positive impact for the local community

Sectors

1. Manufacturing:



Circular economy: enhance waste and resource management and boost efficiency



Digitalization: innovations to streamline production processes or optimize supply chain and resource management, aiming for more efficient material usage and waste reduction



Specialization and skills development: contribute to a more competitive manufacturing sector

2. IT innovations that improve access to education, healthcare, and mobility services

Selection criteria



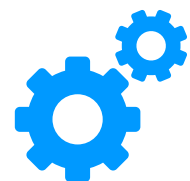
Innovation and cost-effectiveness



Societal impact, scaling potential, and futureproof



Seeking for commercial viability



Implementation capacity



Additionality of the co-financing

Selection process

**PROJECT
SUBMISSIONS**



24 January

**PITCH
DAYS**



March-April

**DUE
DILIGENCE**



April-May

**FINAL
SELECTION**



June

**NOTIFICATION
CONTRACTING**



July

TOP 10 LCF & 10 LDF



TOP 7-8 LCF & 7-8 LDF

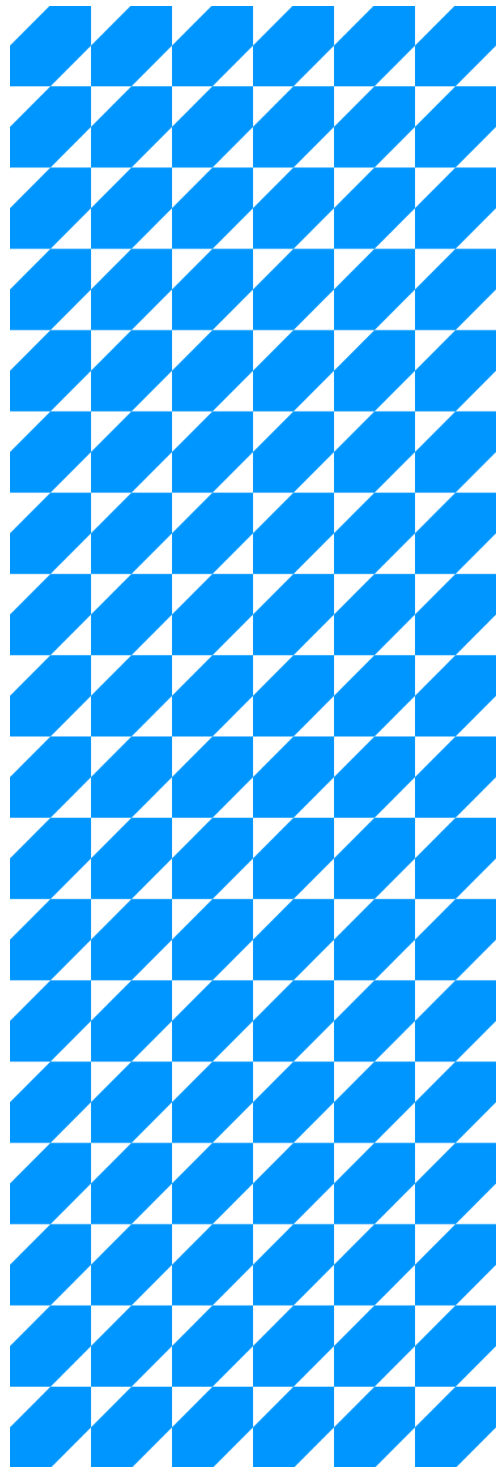


TOP 6-8 LCF & LDF



Expected results

- A **proven and cost-effective solution** that delivers measurable economic, social, and/or environmental results
- A **strengthened business model** ready to be scaled and therefore **extend the impact** on the community
- **Mobilize additional capital** to enable scale-up within two years after the end of the project



03

Which fund for my enterprise?

Is my enterprise eligible?



- Registered between 1/06/2020 and 1/01/2024
- At least 2 employees
- Initial sales revenue from the innovation
- Can co-finance at least 30% of project costs



- Registered before 1/11/2019
- At least 5 employees
- Sustained sales revenue from the innovation and proven impact
- Can co-finance at least 50% of project costs

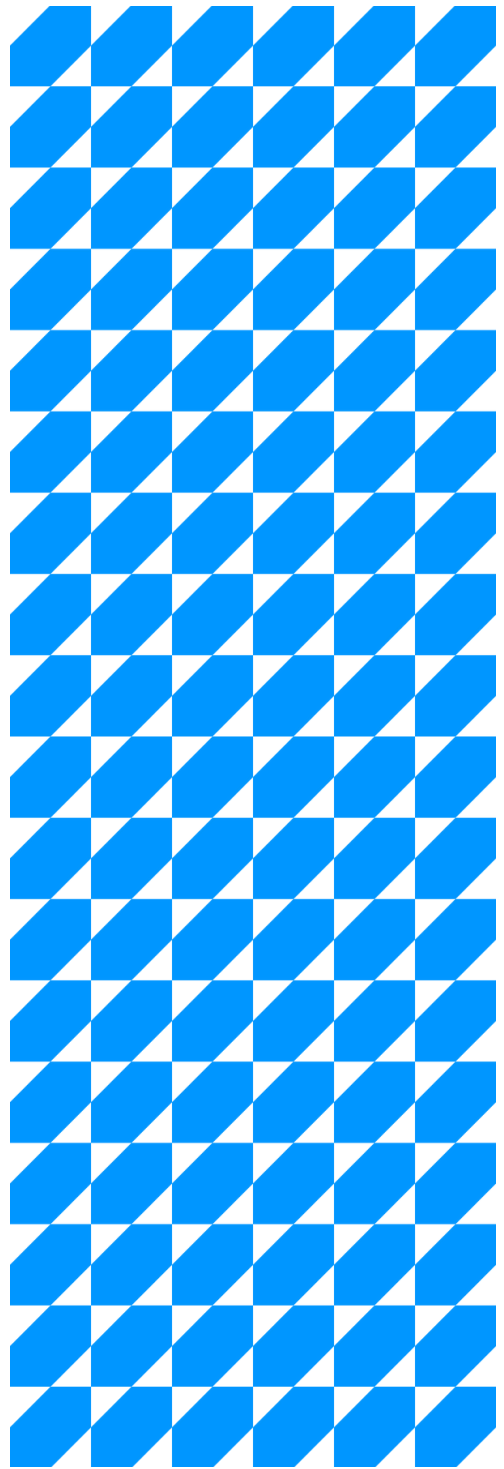
Which support?



- Co-financing between EUR 50,000 and 120,000 representing max 70% of total project costs



- Co-financing between EUR 100,000 and 350,000 representing max 50% of total project costs



04

Our answers to your main questions

What kind of expenses are eligible for co-financing?

- Essential for project completion
- Real - supported
- Reasonable and justified
- Expected within the implementation phase of the jointly funded project
- Identifiable and substantiated by supporting documentation
- Adhere to relevant tax and social laws

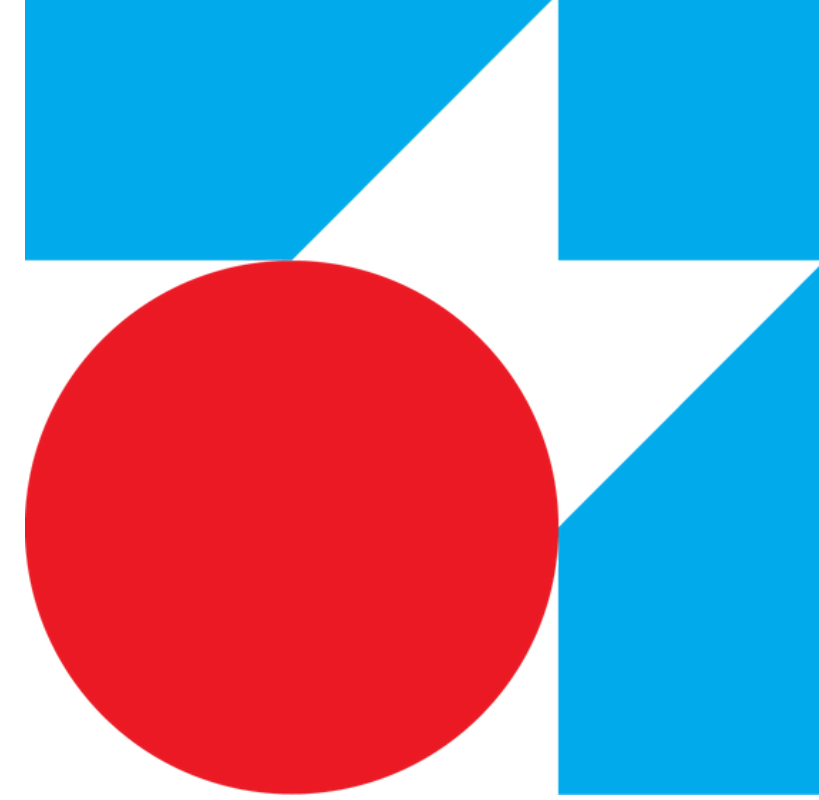
What kind of expenses?

- Expenses for any activity associated with the manufacturing and distribution
- Investments: infrastructure, equipment, intangible assets
- Intangible costs, such as:
 - Technical and accounting education/services;
 - Technical support;
 - Consulting services and expertise in various sectors, market-entry, pricing strategies, prospecting studies, and more;
 - Business plan development, financial management, HR management, etc.

Required documents

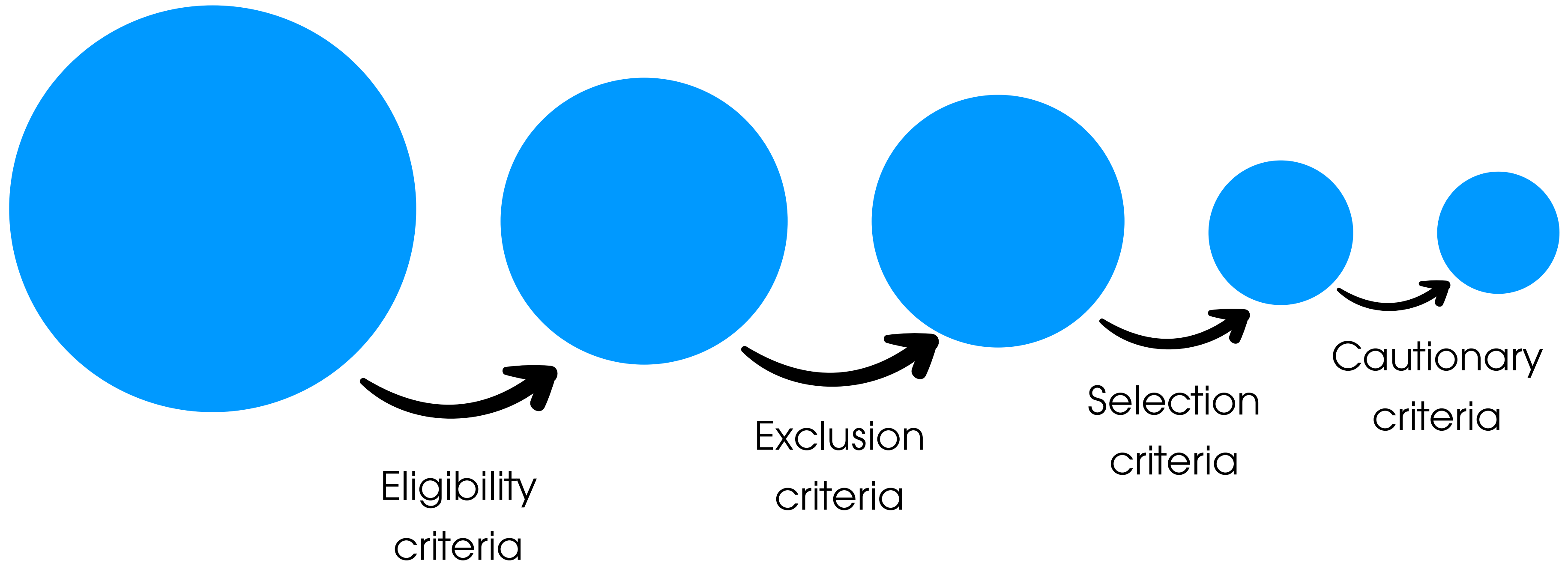
- Business registration certificate (provided by ARBK)
- Business traction overview and growth plan
- Tax compliance certificate or any other document that can demonstrate tax compliance
- Financial/investment plan of the proposed project using the template in the application form (only excel format)
- Most recent financial statements (ideally audited)
- Statutes, business registry, and tax identification number (NIF)
- Additional documents may include customer contracts, customer feedback, comparative analysis, and pitch deck.

What is co-financing?



- Non-refundable co-financing
- Non-profit Rule / Non-profit Project Purpose
- Principle of non-cumulative allocation and absence of double financing
- Principle of non-retroactivity

How will project filtering occur?



What is innovation?

Novel solution with the transformative capacity to accelerate impact:

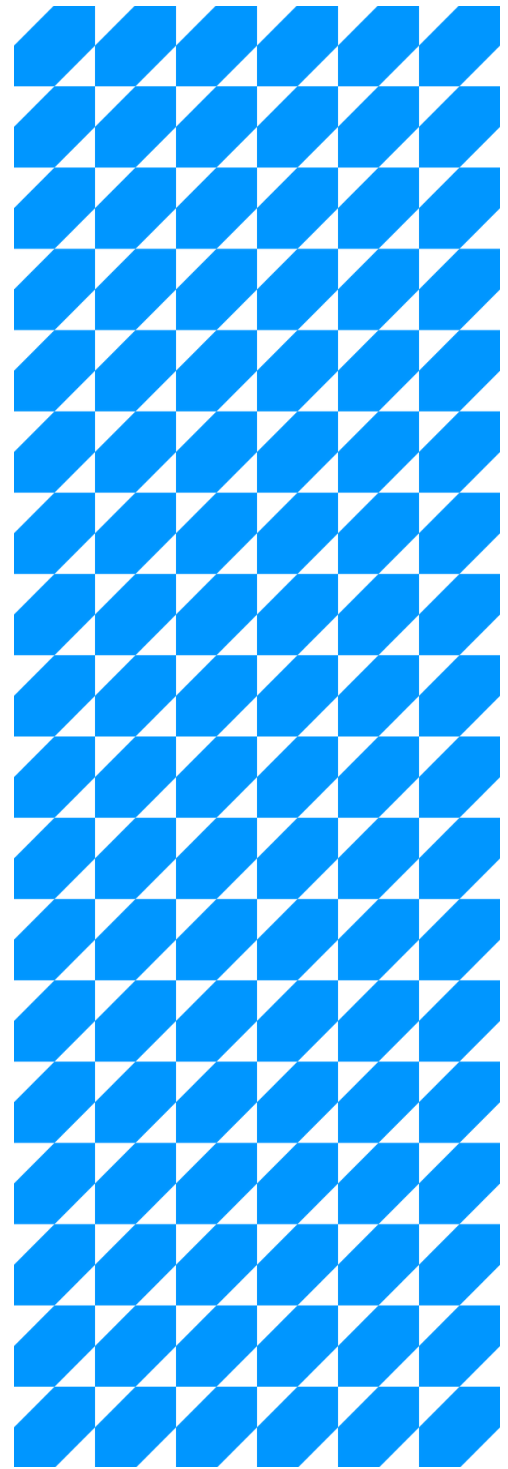
- creating, finding, adapting and applying new ideas, approaches, products, services or methods to solve existing problems or address unmet needs, OR
- significant and creative modification of what already exists, or its use in a new context

Innovation is characterized by its distinction from what already exists in terms of:

- Service/Product Design;
- Distribution model;
- Customer segment (offering new products or services to previously underserved populations);
- Business model (who pays vs. who benefits);
- Resilience of services/products (anticipating future developments).

What monitoring and reporting is expected?

- Biannual technical and financial reports
 - The company's proposed results indicators and targets in its application file
- Payment of co-financing installments upon attainment of outcomes
- Meeting (virtual or in person) with LuxDev and the Luxembourg Embassy in Kosovo
- Possible site visits and external evaluations



05

How to submit an application ?

Demonstration of submitting an application on the online platform



<https://qrcode.lu/4pHtNu>



<https://qrcode.lu/f7PYF8>



Useful links



Website with all info

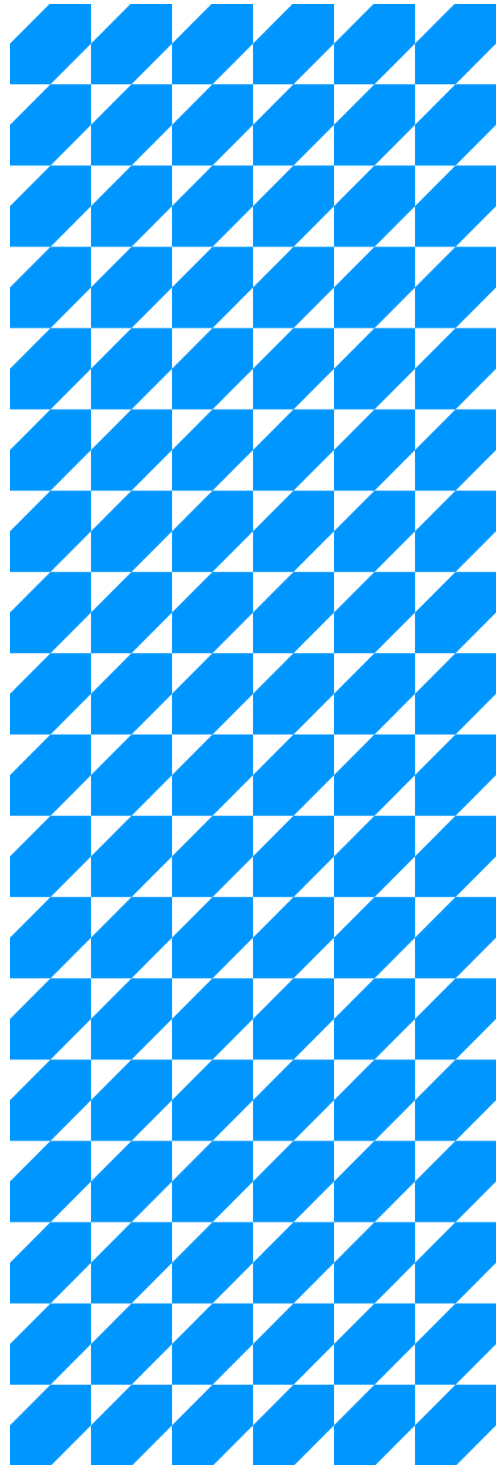


<https://www.luxaidbusiness4impact.lu/opencall-kosovo>



Information webinar replay

Coming soon on the website



06

Q&A: Post your questions in the chat!

Any further inquiries?



Daniele GELZ
Coordinator -
LDF

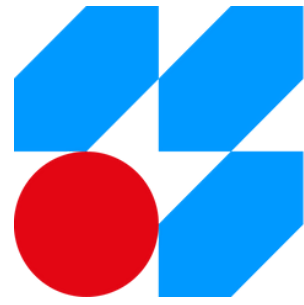


Laura CATANA
Deputy Coordinator -
LCF

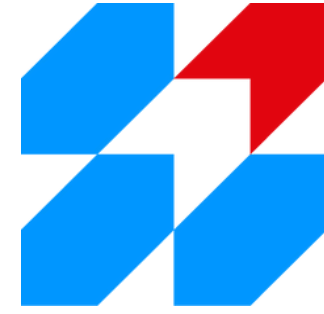


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Partnership Facilitator -
Kosovo

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