



GOVERNMENT  
OF MALTA



# Marketing Strategy for Micro & Small Enterprises

## User Guide to the Application Form

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## How to best make use of this User Guide

This User Guide is meant to support applicants as follows:

- The application is online and therefore to fill in and submit an application one needs a User Account.
  - If you already have this User Account, proceed with the application.
  - If not, go to [Tutorial: Application Portal Sign In Procedure](#) to seek guidance how to register your User Account.
- **Project Title** - The first step when compiling an application is to insert a **Project Title** and a **Project Summary**. Once these are inserted, the user is required to click the 'Create' button.
- The application is presented in five sections (Section 1 to 5) and each respective section is supported with relevant tips and information how to fill the data. For easier reference, the tips and information are provided in boxes with a grey background.
- Annex I to Annex II provide other information needed to support the application.
- Should ICT technical support be required, kindly contact the Measures and Support Division on 2555 2642 or [msd.eufunds@gov.mt](mailto:msd.eufunds@gov.mt), or the Structural Funds Database (SFD) Unit on 2555 2646 or [support.fondi.eu@gov.mt](mailto:support.fondi.eu@gov.mt)

## Section 1 – Executive Summary

### 1.1 – Executive Summary

**DISCLAIMER:**

Applications under the **Marketing Strategy for Micro & Small Enterprises** offers a maximum aid of €10,000 part financing eligible costs as per underneath aid intensities:

- Start-up Enterprises up to five years following its registration - 60%
- Micro and Small enterprises exceeding five years following its registration - 50%

|                                                                                           |   |                  |   |                    |   |
|-------------------------------------------------------------------------------------------|---|------------------|---|--------------------|---|
| Call                                                                                      |   |                  |   |                    |   |
| Scheme                                                                                    |   |                  |   |                    |   |
| Priority Axis                                                                             |   |                  |   |                    |   |
| Project Title                                                                             |   |                  |   |                    |   |
| Project Summary                                                                           |   |                  |   |                    |   |
| Start Date                                                                                |   | End Date         |   |                    |   |
| Grant Requested<br>Amount of public funding needed for the project € <input type="text"/> |   |                  |   |                    |   |
| Total Financial Plan                                                                      |   |                  |   |                    |   |
| Eligible                                                                                  | € | VAT Eligible     |   | Total Eligible     | € |
| Non Eligible                                                                              | € | VAT Non Eligible | € | Total Non Eligible | € |
|                                                                                           |   |                  |   | Total              | € |
| Total Gozo Contribution Financial Plan                                                    |   |                  |   |                    |   |
| Eligible                                                                                  | € | VAT Eligible     |   | Total Eligible     | € |
| Non Eligible                                                                              | € | VAT Non Eligible | € | Total Non Eligible | € |
|                                                                                           |   |                  |   | Total              | € |

## Section 2 – The Applicant & The Investment

### 2.1 - Applicant Details

|                                    |                                                                                                               |
|------------------------------------|---------------------------------------------------------------------------------------------------------------|
| Legal Name of Applicant            |                                                                                                               |
| Authorized Representative          |                                                                                                               |
| ID No.                             |                                                                                                               |
| e-Mail Address                     |                                                                                                               |
| Legal Form of Enterprise           | (Choose option)<br>Limited Liability Company<br>Partnership<br>Self Employed<br>Co-operative Society<br>Other |
| Registration/Identification Number |                                                                                                               |
| Date Established                   |                                                                                                               |
| Registered Address                 |                                                                                                               |
| Post Code                          |                                                                                                               |
| Phone Number                       |                                                                                                               |
| VAT Number                         |                                                                                                               |
| Website Address                    |                                                                                                               |
|                                    |                                                                                                               |
| Project Manager                    |                                                                                                               |
| Position within Enterprise         |                                                                                                               |
| Phone Number                       |                                                                                                               |
| e-Mail Address                     |                                                                                                               |

The data fields in the section 'Applicant Details' are to be filled in by the user as follows:

Legal Name of Applicant –

- Limited Liability Company – Name as defined in the Memorandum of Articles of Association;
- Partnerships and Co-operatives - Name outlined in the Deed of Partnership; and
- Sole trader/Self-employed persons - Name of same self-employed person.

**Authorised Representative** – The Authorised Representative is an individual appointed by the applicant Undertaking to enter into agreements on its behalf as outlined in the Memorandum of Articles of Association/Statute or pursuant to a Declaration of the Board of Directors. In case where the Authorised Representative is not the person identified in the latest Memorandum of Articles of Association deposited with the Registrar of Companies and is nominated through a declaration, a copy of this Declaration is to be uploaded in **Section 5.1 of the Application Form**. In the case of Sole traders/Self employed this should be the name of the same self-employed person.

**ID number** – The identification number of the Authorised Representative is to be inserted. Do not include any characters other than **Numbers and one letter**.

**e-mail Address** – The e-mail address of the Authorised Representative is to be included.

**Legal Form of the Enterprise** – The user is to choose one of the options provided in the drop-down menu. If the user chooses '**Other**', then the Legal Form of the enterprise is to be specified in the respective field.

**Registration/Identification Number** – The Registration/Identification Number is the official registration number of the company or partnership in terms of the Companies Act, Chapter 386 of the Laws of Malta or the respective legal framework under which the applicant enterprise is registered. In those instances where the Applicant is not registered under Chapter 386 of the Laws of Malta, the user is to upload the legal document constituting the Enterprise under **Section 6.1 of the Application Form**. **Sole Traders/Self Employed** should enter their Identity Card Number.

**Date Established** – The user is to select the date from the dropdown calendar. The Date of Establishment of the enterprise may be one of the following:

Users are to note that all the fields in the Executive Summary are filled in automatically from the respective section and no information needs to be inserted by the applicant.

- a) for limited liability companies, the Establishment Date shall be the date of registration with the MBR;
- b) in the case of self-employed, shall be considered to be the date the person registered as a self-employed person with JobsPlus;
- c) in the case of partnerships, the establishment date shall be considered to be the date of the deed establishing the partnership;
- d) in the case of associations, the date of the Statute establishing the association;
- e) In the case of co-operatives, the establishment date shall be considered as the date of the registration of the co-operative with the Co-operatives Board;
- f) In the case of others, the establishment date shall be considered as the date of registration of the organisation in terms of the applicable law of its establishment.

**Registered Address** – The user is to insert the registered address of the enterprise.

**Post Code** – Insert the respective Post Code.

**Phone Number** – Insert the phone number of the enterprise.

**VAT number** – Insert the VAT number of the enterprise.

**Website address** – Insert the website address of the enterprise. In case the enterprise **does not** have a website, kindly input 'Not Applicable' in the field.

### Size of Undertaking

In line with the provisions of Annex I Commission Regulation (EC) No 651/2014 of 17 June 2014, the composition of the Undertaking is to be identified.

List all enterprises which are linked to the applicant Undertaking as at date of application.

**Linked enterprises** are enterprises which have any of the following relationships with each other:

- a) an enterprise has a majority of the shareholders' or members' voting rights in another enterprise;
- b) an enterprise has the right to appoint or remove a majority of the members of the administrative, management or supervisory body of another enterprise;
- c) an enterprise has the right to exercise a dominant influence over another enterprise pursuant to a contract entered into with that enterprise or to a provision in its memorandum or articles of association;
- d) an enterprise, which is a shareholder in or member of another enterprise, controls alone, pursuant to an agreement with other shareholders in or members of that enterprise, a majority of shareholders' or members' voting rights in that enterprise.

Enterprises having any of the relationships described in a) to d) above through one or more other enterprises, or any one of the investors mentioned under Partner Enterprise, are also considered to be linked.

Enterprises which have one or other of such relationships through a natural person or group of natural persons acting jointly are also considered linked enterprises if they engage in their activity or in part of their activity in the same relevant market or in adjacent markets.

|                 |                     |  |
|-----------------|---------------------|--|
| Enterprise Name | Registration Number |  |
|                 |                     |  |
|                 |                     |  |
|                 |                     |  |

**List all enterprises** which are partnered to the applicant Undertaking as at date of application.

**Partner enterprises** are enterprises that do not fall within the definition of linked enterprises (see above) but which hold, either solely or jointly with one or more linked enterprises 25% or more (up to 50%) of the capital or voting rights of another enterprise.

|                 |                     |                |
|-----------------|---------------------|----------------|
| Enterprise Name | Registration Number | Shareholding % |
|                 |                     |                |
|                 |                     |                |
|                 |                     |                |

In line with the provisions of the above quoted EC Regulation, the Undertaking is:

- Micro
- Small

**Project Manager** – The Project Manager is the person responsible for the implementation of the investment project. Only **ONE** Project Manager can be responsible for the investment project at any one time, even if the investment project is composed of different activities.

**Position within Enterprise** – The user must provide the Project Manager's position within the enterprise. In case the Project Manager is someone external to the applicant enterprise, then this is to be specified accordingly.

**Phone number** – Enter the contact number of the Project Manager.

**E-mail address** – Enter the e-mail address of the Project Manager.

**Confirmation by Applicant**

Users are to note that when Section 2.1 is filled with the relevant details and validated, a notification email shall be sent to the Applicant to confirm the application. Unless the Applicant confirms the application, the system will not enable submission of the application.

If the Applicant is not registered under Chapter 386 of the Laws of Malta, please upload the legal document constituting the Enterprise under the section Checklist of Attachments as applicable.



The Applicant needs to indicate the **Size of Undertaking**. The Size of the Undertaking is based on Annex I Commission Regulation (EC) No 651/2014 of 17 June 2014. The regulation can be found [here](#). For more detailed information, one may access the online '**User guide to the SME definition**' from [here](#).

Basing on the afore-mentioned regulation, users are to identify their Linked and Partner enterprises by filling in the details of each respective Linked or Partner enterprise.

- For Linked Enterprises fill in the Enterprise Name and the Registration Number (eg. C999999);
- For Partner Enterprises fill in the Enterprise Name, the Registration Number and the Shareholding % (eg. 25).

If any of the Linked and Partner enterprises is represented by either a Trustee or Fiduciary, a declaration by each Trustee or Fiduciary is to be uploaded in **Section 5.1 of the Application Form**. Any Linked and Partner enterprises listed in the declarations provided by the Trustee or Fiduciary are to be listed together with the other Linked and Partner Enterprises. Should one need more space where to add any Linked and/or Partner enterprises one can do so by clicking on the 'Add another enterprise' button under the respective tables.

In case an Applicant is an Autonomous Undertaking, the user is to insert the words 'Not Applicable' in the first row of the respective tables and a '0' under the column 'Shareholding %'. This will enable the proper saving and validating of data.

Then determine the size of the Undertaking by calculating the Headcount, Turnover and Balance Sheet Total of the Applicant enterprise. Follow the steps explained in the '**User guide to the SME definition**'.

The table below also acts as a guideline on how the Undertaking size can be determined.

| Company category | Staff headcount | Turnover | or | Balance sheet total |
|------------------|-----------------|----------|----|---------------------|
| Small            | < 50            | ≤ € 10 m |    | ≤ € 10 m            |
| Micro            | < 10            | ≤ € 2 m  |    | ≤ € 2 m             |

The user is to then select **Micro Enterprise or Small Enterprise** from the drop-down menu to specify the size of the Undertaking.

Following the completion of this segment, the user must save the application form by clicking on the '**Save**' button found on the right-hand side of the screen in order to populate the drop-down function found in the next question.

It is essential for all the fields in this section to be completed for the validation to go ahead.

## 2.2 - Applicant's Core Business Activities

|           |             |                                                               |
|-----------|-------------|---------------------------------------------------------------|
| NACE Code | (Eg.) 26.70 | Manufacture of optical instruments and photographic equipment |
|-----------|-------------|---------------------------------------------------------------|

**NACE Code** – The user is to insert the digits of the NACE code describing the commercial activity of the enterprise. Automatically, the respective description of the activity linked to the inserted NACE code will show in the space provided.

Applicants are to note that the NACE classification of an enterprise is usually available in the VAT Information Sheet received together with the VAT Certificate issued by the Commissioner for Revenue. In this regard, enterprises are to ensure that the NACE Code in this VAT Information Sheet truly reflects their actual primary economic activity.

In those cases where applicants do not have such document, they may seek guidance from the Business Register at the National Statistics Office (NSO) through <https://nso.gov.mt/nsos-business-register/>.

As evidence of the applicant enterprise's NACE Code, one is to submit either a copy of the VAT Information Sheet or a copy of the communication between the applicant and NSO in Section 6.1 of the application form as Supporting Documents.

Please provide an outline of the Applicant's core business activities.

In this section, the Applicant is requested to provide a background of the enterprise and a short overview of what it does. (Max 5,000 characters)

## 2.3 – Project Details

|                    |                                                                                                                                 |
|--------------------|---------------------------------------------------------------------------------------------------------------------------------|
| Specific Objective | RSO1.3 - Enhancing sustainable growth and competitiveness of SMEs and job creation in SMEs, including by productive investments |
|--------------------|---------------------------------------------------------------------------------------------------------------------------------|

Kindly provide the address where the proposed project will be implemented.

|           |                                                        |
|-----------|--------------------------------------------------------|
| Address   |                                                        |
| Post Code |                                                        |
| Region    | <input type="radio"/> Malta <input type="radio"/> Gozo |
| Locality  | Select an option                                       |

The user is required to specify the **address** where the proposed investment will take place. In this regard, the address and post code are to be inserted in their respective fields, whilst one option from 'Malta' or 'Gozo' is to be selected from the provided options. Identify the exact location of the project by choosing the specific locality from the dropdown menu titled 'Locality'.

Kindly provide the address where the proposed project will take place:

|           |                                                                   |
|-----------|-------------------------------------------------------------------|
| Address   | <input type="text"/>                                              |
| Post Code | <input type="text"/>                                              |
| Region    | <input checked="" type="radio"/> Malta <input type="radio"/> Gozo |
| Locality  | <input type="text" value="Select an Option"/>                     |

## 2.4 – Proposed Investment Initiative

What are the main reasons you need a Marketing Strategy?

In this section, Applicant is requested to provide the reasons on the need for a Marketing Strategy (*Max 5,000 characters*).

What would the impact on the proposed investment be without the assistance being applied for through this scheme?

In this section, the Applicant is requested to provide a short overview on how the Applicant would be affected if the funding is not secured. The user may refer to examples such as, amongst others, the eventual delaying of the investment project by postponing activities to a later date or opting not to implement this action altogether. (*Max 5,000 characters*)

## 2.5 - National and Horizontal Priorities

Confirm that the planned investment is in line with the National and Horizontal Priorities. Projects that are not in line with the National and Horizontal Priorities will not be considered eligible. In this regard applicants are asked to confirm that the answer is 'YES'.

Is this project in line with the National Priorities?

- ☐ YES
- ☐ NO

Is this project in line with the Horizontal Priorities being Environmental Sustainability and Equal Opportunities?

- ☐ YES
- ☐ NO

Confirm that the planned investment respects the National and Horizontal Priorities. Failure to do this will render the project ineligible. Applicants are to tick 'YES' to the provided questions.

## 2.6 – Do No Significant Harm Principle

Confirm that the planned investment respects the conditions of the Do No Significant Harm (DNSH) principle in line with Article 17 of Regulation 2020/852.

The six DNSH environmental objectives set out in Article of Regulation (EU) No 2020/852 include: Climate change mitigation; Climate change adaptation; The sustainable use and protection of water and marine resources; The circular economy including waste prevention and recycling; Pollution prevention and control to air, water and land; The protection and restoration of biodiversity and ecosystems.

Projects that do not respect the above objectives will not be considered eligible. In this regard applicants are asked to confirm that the answer is 'NO'.

Is the measure to lead to significant harm to the six environmental objectives above?

- ☐ NO
- ☐ YES

When it comes to the *Do No Significant Harm Principle* applicants are asked to confirm that the answer is 'NO', thus confirming adherence to the environmental objectives.

The Measure focuses on the provision of grants for Business advisory services. Such services will likely lead to increased automation of services, as well as reduced paperwork. Consequently, such advisory services are likely to have a positive effect on the DNSH environmental objectives.

The overall effect of grants on the DNSH environmental objectives such as GHG emissions and atmospheric pollution is nevertheless insignificant since this grant is targeted towards SMEs which have a small workforce.

## 2.7 – Additional Information

Please provide any additional information relating to previous sections which you feel is relevant.

Insert the information by using the section and sub-section reference number relevant to this call, for ease of reference.

## Section 3 – Financial Plan

### 3.1 – Financial Plan

|                                                                                 |                                                                                                                                 |                    |                          |                 |   |
|---------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|--------------------|--------------------------|-----------------|---|
| Activity                                                                        | Sub-Activity                                                                                                                    | Total Eligible (€) | Total Non - Eligible (€) |                 |   |
|                                                                                 |                                                                                                                                 |                    |                          |                 |   |
| Activities <ul style="list-style-type: none"> <li>Marketing Strategy</li> </ul> |                                                                                                                                 |                    |                          |                 |   |
| Sub-Activity                                                                    |                                                                                                                                 |                    |                          |                 |   |
| Investment Priority                                                             | RSO1.3 - Enhancing sustainable growth and competitiveness of SMEs and job creation in SMEs, including by productive investments |                    |                          |                 |   |
| Start Date                                                                      |                                                                                                                                 |                    |                          |                 |   |
| End Date                                                                        |                                                                                                                                 |                    |                          |                 |   |
| SCO                                                                             | <ul style="list-style-type: none"> <li>Direct cost Incurred</li> </ul>                                                          |                    |                          |                 |   |
| Describe                                                                        |                                                                                                                                 |                    |                          |                 |   |
|                                                                                 |                                                                                                                                 |                    |                          |                 |   |
| Comments                                                                        |                                                                                                                                 |                    |                          |                 |   |
|                                                                                 |                                                                                                                                 |                    |                          |                 |   |
| Financial Plan                                                                  |                                                                                                                                 |                    |                          |                 |   |
| Elig.                                                                           | €                                                                                                                               | VAT Elig.          |                          | Total Elig.     | € |
| Non Elig.                                                                       | €                                                                                                                               | VAT Non Elig.      | €                        | Total Non Elig. | € |
|                                                                                 |                                                                                                                                 |                    |                          | Total           | € |
|                                                                                 |                                                                                                                                 |                    |                          |                 |   |
| Gozo Contribution Financial Plan                                                |                                                                                                                                 |                    |                          |                 |   |
| Elig.                                                                           | €                                                                                                                               | VAT Elig.          |                          | Total Elig.     | € |
| Non Elig.                                                                       | €                                                                                                                               | VAT Non Elig.      | €                        | Total Non Elig. | € |
|                                                                                 |                                                                                                                                 |                    |                          | Total           | € |

The proposal must include a comprehensive budget breakdown. In this section, the user is to choose the activity *Marketing Strategy*, insert a sub-activity in relation to the activity, and then for each respective sub-activity one is to insert a start date and end date, describe the sub-activity, insert any comments, and define the budget in the provided fields accordingly. The total costs of the investment will be automatically calculated through the summation of costs of all the Sub-activities inserted by the user. This is further explained field by field below.

### Marketing Strategy

The items identified under this sub-activity shall be the costs of the *Internationalisation Strategy*.

### Investment Priority (IP)

The Investment Priority (IP) that is set with the call and which is relevant to the investment will be included automatically with every Sub-activity listed.

### Start and End date

The user is to insert the start and end date for the investment by choosing the dates from the automatic calendar that pops up when the field is clicked on.

In determining the earliest start date for activities, Applicants are to give due consideration to the fact that 'start of works' may not initiate prior to the award of the grant, i.e. signing of the Grant Agreement. The signing of the Grant Agreement may only take place following the conclusion of the evaluation process of the applications received by the cut-off date. Operations should be concluded by 30<sup>th</sup> June 2029.

If an activity is saved to the financial plan with an incorrect date, the user should delete the activity from the financial plan and re-enter the activity with the correct data.

### Description of the Activity/sub-activity

Describe the specific sub-activity and define the category of that item to ensure easier reference to supporting documents including the respective specifications and quotations provided.

### Comments

If the Applicant does not have any comments, then 'Not Applicable' is to be inserted.

### Financial Plan

| Financial Plan |                      |               |                      |                 |                      |
|----------------|----------------------|---------------|----------------------|-----------------|----------------------|
| Elig.          | <input type="text"/> | VAT Elig.     | <input type="text"/> | Total Elig.     | <input type="text"/> |
| Non Elig.      | <input type="text"/> | VAT Non Elig. | <input type="text"/> | Total Non Elig. | <input type="text"/> |
|                |                      |               |                      | Total           | <input type="text"/> |

| Gozo Contribution Financial Plan |                      |               |                      |                 |                      |
|----------------------------------|----------------------|---------------|----------------------|-----------------|----------------------|
| Elig.                            | <input type="text"/> | VAT Elig.     | <input type="text"/> | Total Elig.     | <input type="text"/> |
| Non Elig.                        | <input type="text"/> | VAT Non Elig. | <input type="text"/> | Total Non Elig. | <input type="text"/> |
|                                  |                      |               |                      | Total           | <input type="text"/> |

In this section, the user should specify the costs (in EUR) in the fields provided. Users should note that the amounts entered should not contain any characters such as 'comma' but only figures, so that for example an amount of '€20,000' would be simply entered as '20000'.

The '**Eligible**' costs are to be inserted in the respective field. The VAT for both eligible and non eligible costs is to be invariably inserted in the '**VAT Non Eligible**' field.

The '**Non Eligible**' costs indicated under this section need to reflect any expenditure (excluding VAT) related to that Sub-activity but which is ineligible for funding as specified in the scheme Guidance Notes.

The Gozo Contribution Financial Plan will be greyed out if the user did not provide an address in Gozo in Section 3.1 of this application. On the other hand, if an address in Gozo was provided, the user will need to fill out both the 'Total Financial Plan' section and the 'Gozo Financial Plan' section with the same information.

When all information has been inputted, click on the 'save' button at the bottom of the screen. Once the details have been saved, these will show up at the top part of the Financial Plan and additional Sub-activities can then be added by using the same process.

When adding activities to the financial plan, Applicants are to keep in mind that these should be itemized. Sub-Activities should not be batched together under one activity, instead the Applicant should create an Activity for every Sub-Activity that one intends to include in the financial plan.



## Section 4 – Declaration

### 4.1 – Declaration Form

#### Double Funding

I **declare** that the Undertaking has not already been approved or granted public funding in relation to the activities for which assistance is being requested through this application and that it will not apply for it from National or European Union sources, including NextGeneration EU, Cohesion Policy, or any other EU or National funding schemes. If the answer is NO because public funding has been applied for or approved, then a copy of the documentation is to be attached with the application – **YES/NO** (*mark as applicable*)

#### Family Relationships

I **declare** that the Applicant's shareholders/partners/self-employed person (*depending on the legal form*) does not have any family relationships who have an economic activity (*either through shareholding or as a self-employment*) in the same or adjacent sector (if the answer is NO, details including the unique enterprise identification number [such as ID number / C number / VAT number] are attached with this declaration) – **YES/NO** (*mark as applicable*)

I **declare** that the Applicant's shareholders/partners/self-employed person (*depending on the legal form*) does not have family relationships who have an economic activity (*either through shareholding or as a self-employment*) which are is not in the same or adjacent sector (if the answer is NO, details including the unique enterprise identification number [such as ID number / C number / VAT number] are attached with this declaration) – **YES/NO** (*mark as applicable*)

I **confirm** that any changes in the composition of the applicant (including shareholding and/or control) shall not come into effect during the implementation of the project. In any case, should such an instance occur, on behalf of the Undertaking, I shall immediately notify the IB in writing with this change in composition. I acknowledge that the IB reserves the right to withdraw the Grant Agreement further to such changes.

I **declare** that the Applicant's shareholders/partners/self-employed person (*depending on the legal form*) do not have any conflict of interest with anyone involved in the management of EU funds (if the answer is NO, details including name, ID number and relation are attached with this declaration) – **YES/NO** (*mark as applicable*)

#### Politically Exposed Person

I declare that the Applicant's shareholders are not considered as politically exposed persons (PEPs) in line with the List of Prominent Public Functions published through Government Gazette No. 20,602 of 6th April 2021 which can be accessed from: <https://fiaumalta.org/app/uploads/2023/02/Extract-From-Government-Gazette-6th-April.pdf>. Family members [meaning a spouse/partner; children and their spouse/partner; parents] or

close associates of holder of the above listed officers are also to be considered as PEPs – **YES/NO** (mark as applicable)

I confirm that the IB may ask for more information to substantiate the Politically Exposed Person declaration.

If considered as a PEP please provide details:

---

### Convictions

I declare that the Applicant (and its shareholder in case of a limited liability company) has not been found guilty of any convictions in the last 3 years and is not subject to any legal or administrative cases and/or proceedings. It is the responsibility of the applicant to disclose any such instances, at the time of application or if they come to light after, within 10 days from when they become known to the applicant. Failure to disclose this information may result in a withdrawal of the grant. - **YES/NO** (mark as applicable)

I confirm that the IB may ask for more information to substantiate the convictions declaration.

If there are convictions or pending proceedings, please provide details:

---

### Size of Undertaking

I **declare** that at the time of submission of the application the Undertaking is a Micro or Small Enterprise. On behalf of the Undertaking, I **authorise** the IB to make any checks on the determination of the size of the Undertaking. I **acknowledge** that, should it be determined that the undertaking was not a Micro or Small Enterprise as at the date of submission of the application, the IB reserves the right to withdraw the Grant Agreement and recover any amounts reimbursed. – **YES/NO** (mark as applicable)

### General Conditions

I **declare** that the Undertaking is not ‘an undertaking in difficulty’, as defined under Article 2(18) of Commission Regulation (EU) No 651/2014 of 17 June 2014 as amended. Based on the audited Accounts/Annual Accounts dated within the two (2) years prior to the year on the declaration.

I **declare** that the Undertaking shall ensure compliance with the rules on cumulation of aid in line with Commission Regulation (EU) No 651/2014 of 17 June 2014 as amended.

I **declare** that the Undertaking is **not subject to an outstanding recovery** order following a Commission decision declaring an aid granted by Malta illegal and incompatible with the internal market.

I declare that the Undertaking is not subject to a recovery order issued by MSD or any other entity responsible for EU Funding. - **YES/NO** (mark as applicable)

If the Undertaking is subject to a recovery order, please provide details:

---

I **confirm** that the Applicant is in compliance with applicable EU and national legislation and administrative requirements, including fulfilment of fiscal obligations and social security contributions.

I **declare** that no work has started on the action for which assistance for activities is being requested and work shall only be initiated following the date of the granting of the aid pursuant to the approval of this application and the eventual signing of the Grant Agreement.

I **declare** that the Undertaking will maintain operational the project in line with the respective regulations as outlined in the Guidance Notes for this scheme. I confirm that, to the best of my knowledge, there are no obstacles in continuing the project or sustaining the benefits gained from the project following the end of the scheme.

I **declare** that appropriate acknowledgement to EU funding, proportional to the funds received, will be implemented.

I **understand** that any personal data submitted to the IB in relation to this application is processed, in accordance with the Provisions of Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation) and any amendments, by the Measures and Support Division and any other stakeholders and competent parties, authorized to implement, monitor, execute payment, control and audit the project/contract.

I **acknowledge** that a Grant Agreement will be signed on the basis of the information provided in this document and accept that the IB will conduct the necessary checks to confirm eligibility in line with the Grant Scheme and relevant Regulations including the composition and size of the Undertaking and reserves the right to revoke the grant in cases where variations detected result in the Undertaking becoming ineligible.

On behalf of the Undertaking, I **authorise** the IB to make enquiries with the Malta Association of Credit Management to carry out the necessary checks in line with the Regulations and Good Governance principles and to make enquiries with competent Authorities including but not limited to JobsPlus, to verify any information submitted in relation to this application and to conduct checks to establish the eligibility of this application.

On behalf of the Undertaking, I **acknowledge** that the IB reserves the right to refuse or withdraw an application by a potential applicant or beneficiary on the basis of actual, potential or perceived reputational harm and/or unwanted or unfavourable publicity to the IB, the Government of Malta and EU funds.

I **declare** that the entries in this Declaration form, the details in the whole **Application Form** which is being submitted through this electronic system and any other annexes enclosed are, to the best of my knowledge and belief, correct. I understand that should it result otherwise, the project application may be rejected or lead to an eventual recovery of funds subject to the applicable recovery rates as issued by the European Commission.

\_\_\_\_\_  
 Authorised Representative of the Applicant  
 (Name in Block Letters)

\_\_\_\_\_  
 Signature

\_\_\_\_\_  
 Date

\_\_\_\_\_  
 ID Number

The declaration form is to be signed by the same Authorised Representative identified in Section 2.1 of this application.

A soft copy of this declaration form is to be uploaded under **Section 4.1 of the Application Form**, whilst the **original** copy is to be filed for future reference.

If the information given in the application form is found to be false or deliberately misleading, any EU Funds awarded may be withdrawn and any funds paid may be recovered from the Undertaking.

- In the part relating to *Double Funding*, the Applicant is to mark YES or NO and, in those cases, where NO is marked, a copy of the documentation is to be uploaded with this declaration.
- In the part relating to *Family Relations*, the Applicant is to mark YES or NO in each of the statements and, in those cases, where NO is marked meaning that the Applicant's shareholders/partners/self-employed person:
  - i. has family relationships who have an economic activity (either through shareholding or as a self-employment) in the same or adjacent sector or;
  - ii. has a family relationship who have an economic activity which are is not in the same or adjacent sector
  - iii. has any conflict of interest with anyone involved in the management of EU funds

a copy of the details including the unique enterprise identification number [such as ID number / C number / VAT number] are to be uploaded with this declaration.

- In the parts relating to *Politically Exposed Persons*, *Convictions* and *Recovery Order* (under General Condition) the Applicant is to mark YES or NO and if YES is chosen, to provide details in the space provided.
- In the part relating to *Size of Undertaking*, the Applicant is to mark YES or NO and, in those cases, where NO is marked, the Undertaking is considered not to be a Small or Micro Enterprise.

## Section 5 – Checklist of Attachments

### 5.1 – Checklist of Attachments

| Documents Checklist                                                                          |
|----------------------------------------------------------------------------------------------|
| Declaration Form*                                                                            |
| Quotation*                                                                                   |
| Compliance Certificate issued by the Malta Tax and Customs Administration (MTCA)*            |
| NACE Code Confirmation*                                                                      |
| Private Match Financing*                                                                     |
| Declaration of Authorization**                                                               |
| Certificate of Registration**                                                                |
| Copy of Memorandum of Articles of Association / Legal document constituting the Enterprise** |
| Audited Financial Statements and/or the Management Accounts**                                |
| Declaration by Trustees or Fiduciary**                                                       |

\*These items are required

\*\*These items are to be uploaded only when necessary (*Please vide notes below to determine if necessary*)

#### List of required documents

- **Declaration Form** – as identified in [Section 4.1](#)
- **Quotation** - Submit 1 quotation from an external and unrelated service provider registered with the IB.
- **Compliance Certificate** issued by the Malta Tax and Customs Administration (MTCA)– Requests for the Compliance Certificates (Income tax, FSS and VAT) are to be addressed to the Malta Tax and Customs Administration generic email - [certificates.mtca@gov.mt](mailto:certificates.mtca@gov.mt)  
To note that in case of a partnership the Compliance Certificate is to be provided for both the Partnership and all partners involved.
- **NACE Code confirmation** – as identified in [Section 2.2](#)
- **Private Match Financing** –  
Provide documented evidence to prove that the applicant has available private funds, i.e. funds not originating from any source of public funding, to see through the project. This can be evidenced for example through:
  - The provision of a Letter of Intent/Sanction Letter issued by a bank (identifying the amount of lending that the bank is willing to lend); or
  - Bank Statements certified by a Certified Public Accountant showing that the enterprise has the necessary liquidity; or

- In the case that private sources such as crowd funding etc shall be used, documented evidence that such funds are readily available is to be submitted; or
- Any other documented evidence showing that the applicant has access to the necessary private funds.

List of documents to be uploaded where and as necessary

- **Declaration of Authorization –**

The Declaration of Authorization is to be uploaded in those cases where it is applicable. Where the Memorandum of Articles of Association identify the Authorised Representative and are available at the MBR or the Malta Co-Operative Board or where the Applicant Undertaking is a Self Employed, no declaration of Authorization is required.

- **Certificate of Registration –**

The Certificate of Registration is to be uploaded in those cases where it is applicable. For a Sole Trader/Self Employed this does not apply.

- **Copy of Memorandum of Articles of Association / Legal document constituting the Enterprise –**

In those cases where the latest copy of these documents is not deposited with the Malta Business Registry (MBR) or the Malta Co-Operatives Board, or the case that the applicant is not a registered company or co-operative, a copy is to be uploaded with the application form.

- **Declaration by Trustee or Fiduciary –** as identified in [Annex I](#)

- **Additional Supporting Documentation**

- **Audited Financial Statements and/or the Management Accounts –**

Applicants are to provide a copy of the **Audited Financial Statements and/or the Management Accounts** for the two financial years prior to the year of submission of the application for the applicant enterprise and all the linked and partner enterprises, In line with MBR obligations of registered companies found [here](#). An income statement for the Applicant is nonetheless always required. No documents would need to be submitted if a copy of these documents as outlined hereunder is already deposited with the Malta Business Registry (MBR) or the Malta Co-Operatives Board.

- In the case of applicant, linked and partner enterprises without a legal obligation to prepare financial statements the Management Accounts (Profit & Loss Statements/Income Statement and Balance Sheet/Statement of Assets and Liabilities) certified by a CPA is to be provided.
- In the case of a Sole Trader/self-employed, a copy of the Income Tax Return dated within the two financial years prior to the date of submission of the application together with a Profit and Loss Statement certified by a Certified Public Accountant together with a declaration by the Certified Public Accountant (CPA) identifying the Current and Fixed Assets as well as the Short-Term and Long-Term Liabilities of the applicant.
- In the case of a Start-up established not over 2 years from the date of application (including Sole Trader/self-employed) not having the above documentation, a Profit & Loss Account/Income Statement, Cash Flow Projections and a Balance Sheet/Statement of Assets and Liabilities certified by a CPA is to be provided.

Where these Financial Statements are not available on the Malta Business Registry (MBR) or the Malta Co-Operatives Board, accounts are to be uploaded through this section.

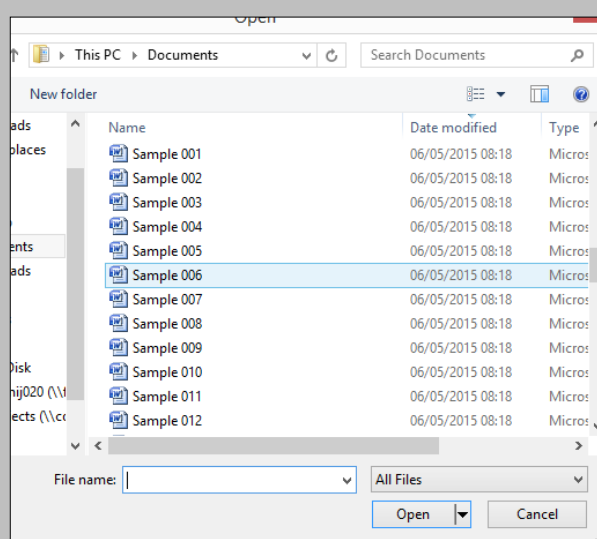
The accounts files for the Applicant are to be uploaded as **Audited Financial Statements and/or the Management Accounts** and any other documents are to be uploaded as **Additional Documents**. One should note that each annual accounts should be saved in one *.pdf* document or in a *zip* file.

It is the responsibility of the Applicant to ensure that **all** the necessary documents are included under this Section. For ease of reference a checklist has been provided in the application form.

After accessing the relevant uploading Section, titled 'Checklist of Attachments', the application form displays an information table containing details of the type of **document**, the name of the **uploaded file**, a '**Choose File**' button, a '**View**' button and a '**Remove**' Button.

When uploading files, Applicants need to ensure that no commas (,) are in the file name.

In order to upload a file, the User must click on '**Choose File**' following which, he/she will be prompted to select the file to be uploaded.



When the file is chosen (and the User clicks on 'Open') the system returns to the uploading screen. It is important to point out that at this stage the file is still not uploaded in the system. In order to upload the file in the system the User will need to click on the '**Save**' Button (on the right of the screen).

At this stage the User may opt to either continue inputting other documents (by clicking on the relevant '**Choose File**' buttons in the other rows), viewing the document (by clicking on the '**View**' button) or removing the document (by clicking on the '**Remove**' button).

The User will have the option to also upload documents which are not listed in the information table. This can be done by clicking the 'Add another document' button beneath the previously mentioned information table. On clicking such button the User will be prompted to choose a document to be uploaded.

Once selected, the document name will appear adjacent to the 'Choose File' button (as shown).

**Add another document**

Other document:

Choose File

Sample 006.docx

Remove

At this stage the document is not actually uploaded to the system. This will take place only when the 'Save' button is selected. Before the application form is saved, the User can click on the 'Remove' button and the selected file will be removed (without being saved). Alternatively, clicking on 'Choose File' will allow the User to select another document which will replace the one previously selected.

Once the User is satisfied that the correct document to be uploaded has been selected, the applicant may proceed with saving the application form (following which the document will be uploaded). The User will know that the upload has been successful because the document will appear as 'Other' in the information table. There is no limit on the number of 'Other' documents that can be uploaded in the system.

Once the application is fully validated, one may submit the application. Once an application is submitted an email will be received with the application number. This is to be retained by the Applicant together with the original Declaration Form and a copy of the Application for future reference.

For re-submission of applications following a request for rectifications one can only upload documents using the add supporting document function within the attachments section, and that existing documents cannot be replaced, for audit purposes. You are click the save button with every document uploaded to ensure that they are indeed actually added to the submission, then click the submit button once done.



## Annex I – Declaration by Trustee or Fiduciary

Applicants who have linked or partner enterprises represented by Trustees or Fiduciaries must submit a declaration with the information of these enterprises. The declaration form can be found from: <https://fondi.eu/wp-content/uploads/2023/01/Declaration-by-Trustee-or-Fiduciary-RRP.xlsx>.

A declaration for each enterprise represented by Trustees or Fiduciaries must be submitted. The declaration should be filled in by the Legal Representative of the Trustee/Fiduciary Company. On the upper left-hand corner of the declaration, the person filling in the declaration should insert the Date of Declaration and the name of the Company applying for the grant in the available fields.

In the left-hand column the Company Registration number, or in the case of an individual, the ID Card No., of all involved is to be listed. In the right-hand column, the name of the Company/Individual/Entity should be filled in.

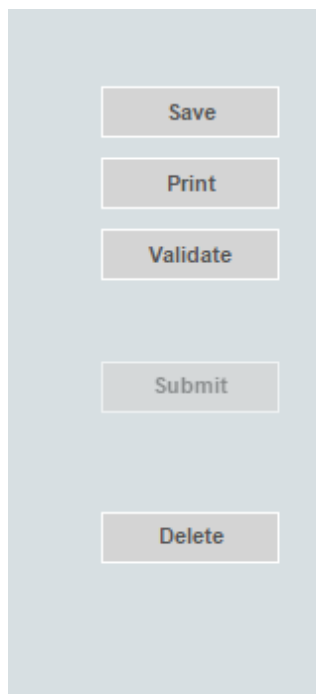
The declaration must then be signed by the Legal Representatives of the Trustee/Fiduciary Company.

Once the declaration has been signed (in blue ink), it should be scanned and uploaded in Section 6.1 of the online Application Form.

Failure to submit the Declaration Form, or the submission of an incomplete Declaration Form will render the Application Form ineligible.

## Annex II – Exporting and saving the Application Form

Applicants may generate a copy of the online application form, in either Excel, Word or PDF format (whichever is required), at any stage of the application process. This can be done by clicking on the print functionality button that is available on the right-hand side of the screen (see below).



This shall then generate a screen informing the user that the application form is being exported. Applicants are to click on the “floppy disk” icon found at the top right corner of the screen and generate this application form in the format required.



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