European Commission

Circular Cities & Regions Initiative

CCRI Webinar

Making Municipal Projects Investor-Ready

2 December 2025 – 11:00 – 12:00 CET

Online

Welcome

Tjerk Wardenaar, CCRI Office

AGENDA

11:00 – 11:05 | Welcome (Tjerk Wardenaar; CCRI-CSO Office, Cross-cutting expert on funding)

11:05 – 11:10 | Introduction into investor-readiness (Thomas v/d Nieuwenhuizen; CCRI-CSO, Public Funding expert)

11:10 – 11:25 | Sotenäs Symbiose Center (Peter Carlsson; Project manager, Chalmers Industriteknik)

11:25 – 11:40 | Bioelektra Wierzbica Waste Processing facility (Katarzyna Kurbiel-Aukytner; Portfolio officer, EBRD)

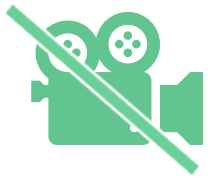
11:40 – 11:55 | Q&A with panel and audience

11:55 – 12:00 | Closing remarks

Circular Cities & Regions Initiative

Housekeeping rules

Virtual attendees



Please keep your camera off unless you have the floor.

Please stay muted. Turn on your microphone when the moderator gives you the floor.

We want to hear from you! Please interact with us on the chat.

Please note that this session is being recorded and will appear in the CCRI website

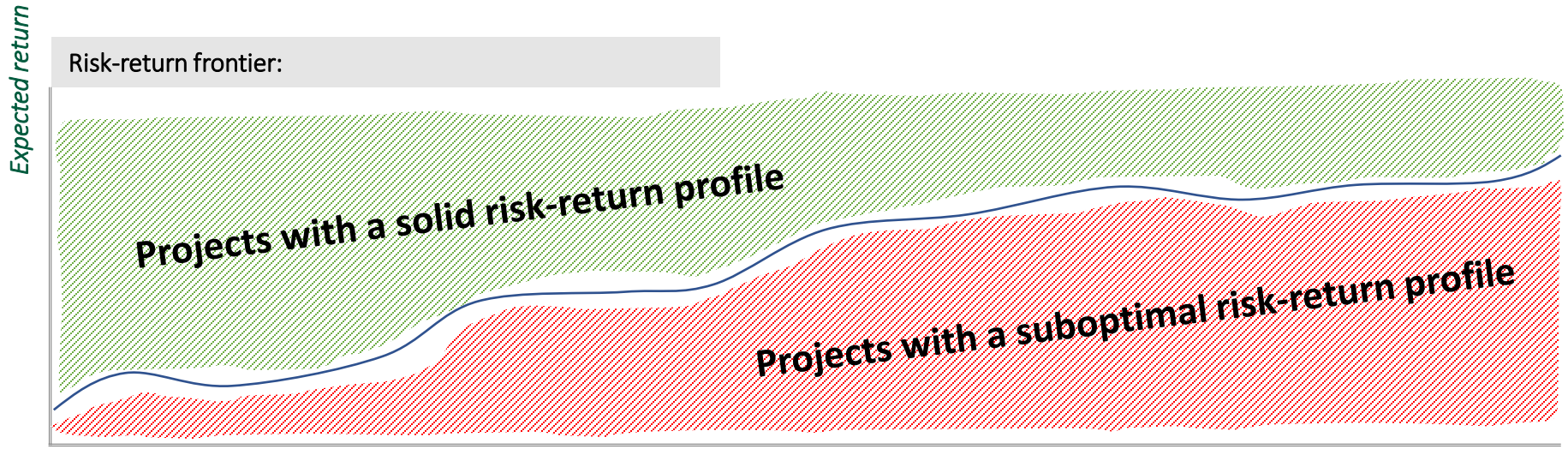
Investor-readiness for municipal projects

Thomas v/d Nieuwenhuizen

How to attract external funding for municipal projects?

Figure adopted from [opstart.co (Investor readiness checklist)]

Underlying project risks for external funders



Market / structural risks

Policy / regulatory risks

Market / structural risks

Performance / business model risks

Higher structural risks:

- Large macro-economic uncertainty
- Uncertainty on structural policy support

Higher project risks:

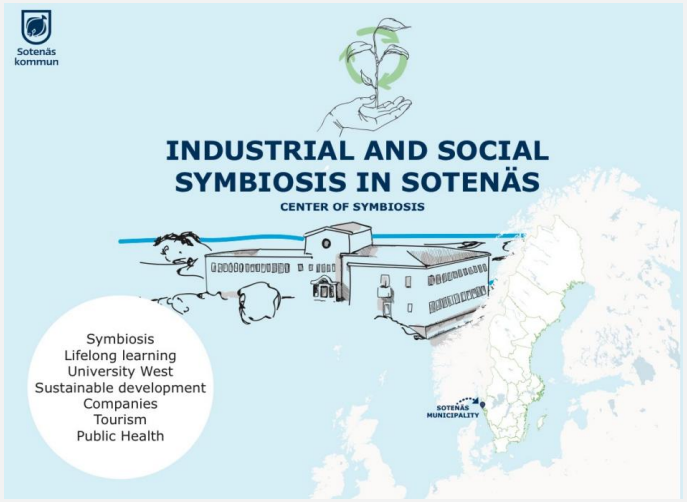
- Technological challenges in deployment
- Novelty of the business model
- Uncertainty on the quality of operational performance

Circularity risks:

- Shared ownership & increased reliance
- Depending on long-term partnerships with stakeholders

Different perspectives provided by two case studies

Sotenäs Symbiosis Center



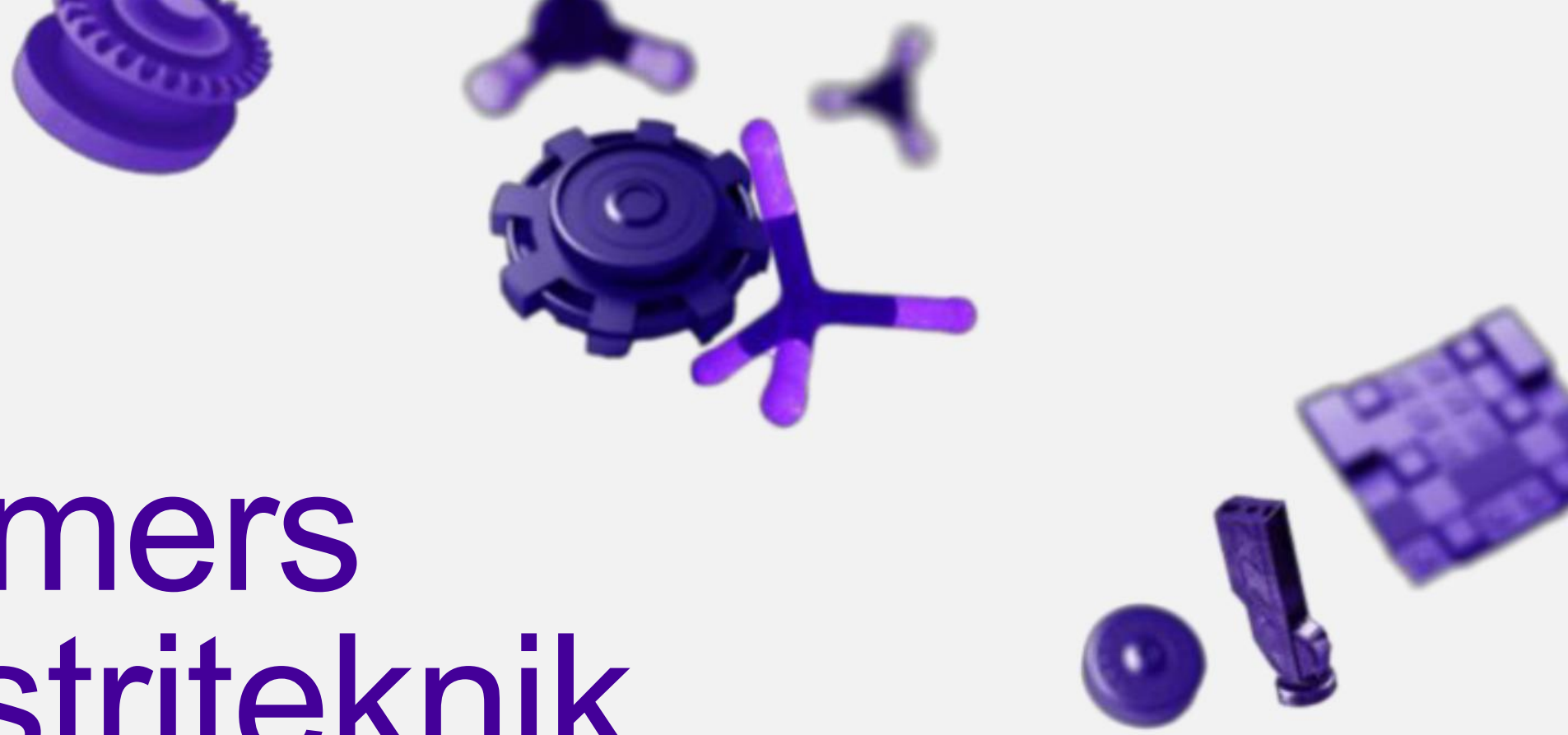
"The industrial symbiosis in Sotenäs is focusing on fish processing companies, land-based fish and algae farms, fishing gear production and the marine recycling center."

Bioelektra Wierzbica Waste Processing facility

"The EBRD is supporting Poland's green economy transition by extending a €16.9 million loan to Bioelektra, a pioneering waste management company specializing in innovative waste-processing technologies."

Case study Chalmers Industriteknik: Symbiosis center in Sotenäs

Peter Carlsson



Chalmers Industriteknik

How can public actors and municipalities design and scope projects that are attractive to private and public funders, including blended finance set-ups?

Peter Carlsson, peter.carlsson@chalmersindustriteknik.se

2025-12-02

Academic excellence

Applied AI, Circular Economy, Energy, Materials and Innovation- and Project Management.

Vi gör morgondagen redo för framtiden.

We offer

- Specialists in our core areas.
- Applied R&D and business development.
- IPR and commercialisation of products.
- Network and apply for funding.
- Innovation and project management.

Sotenäs Centre of Symbiosis

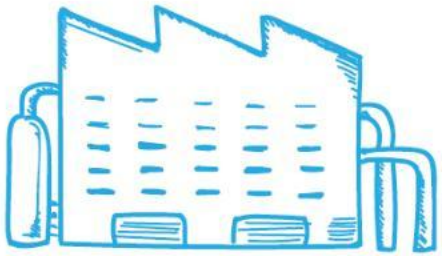
The start

2013-2015

Sotenäs kommun

Local challenges required new thinking!

Challenges connected to the marine food industries



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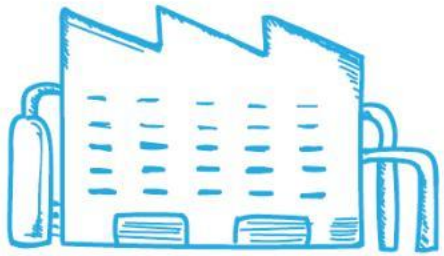
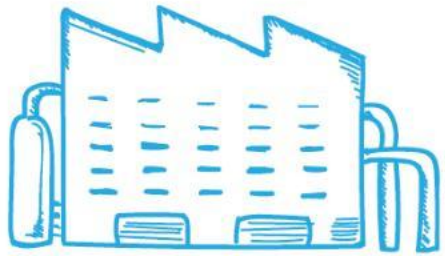
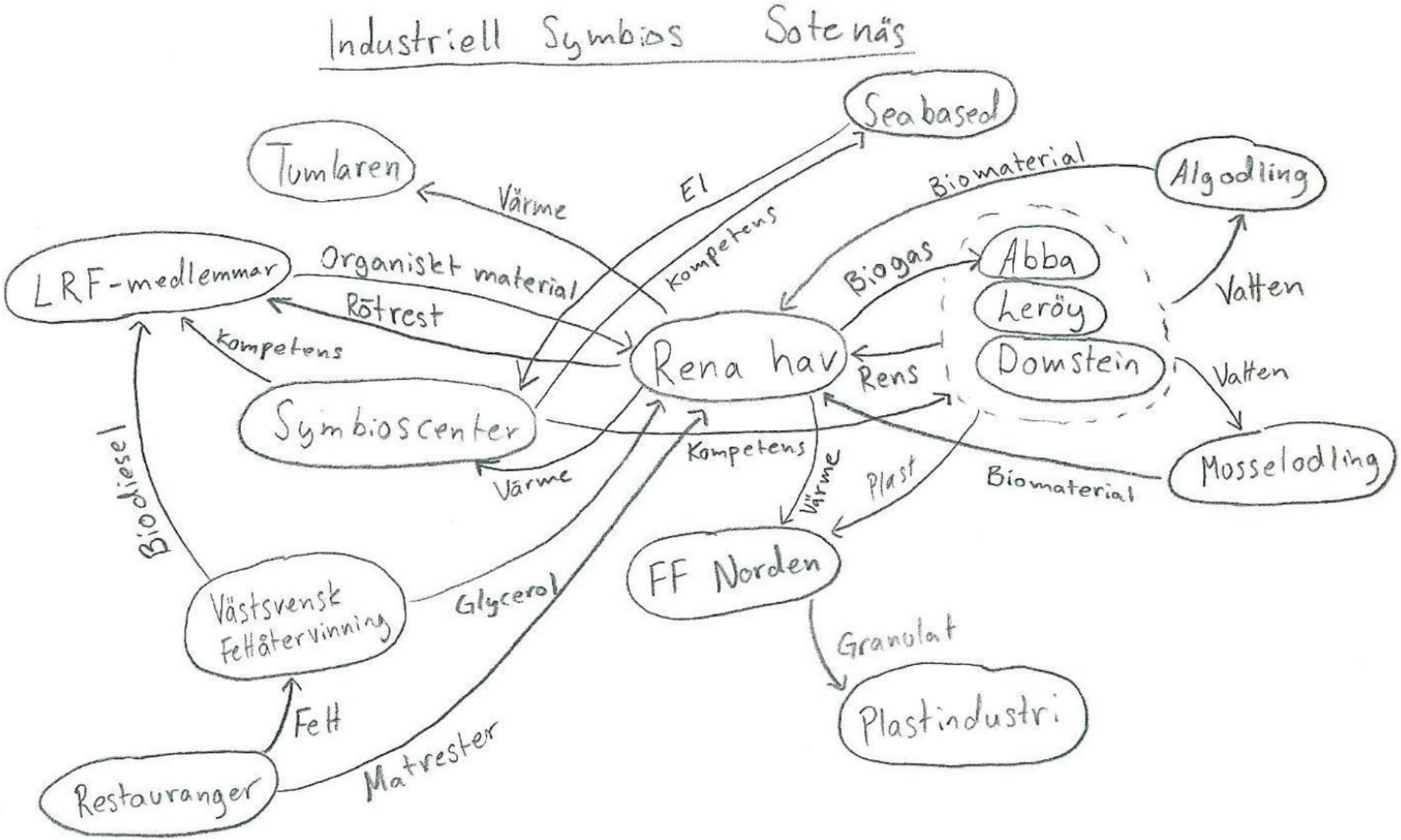


Lerøy



Marenor

Sotenäs kommun



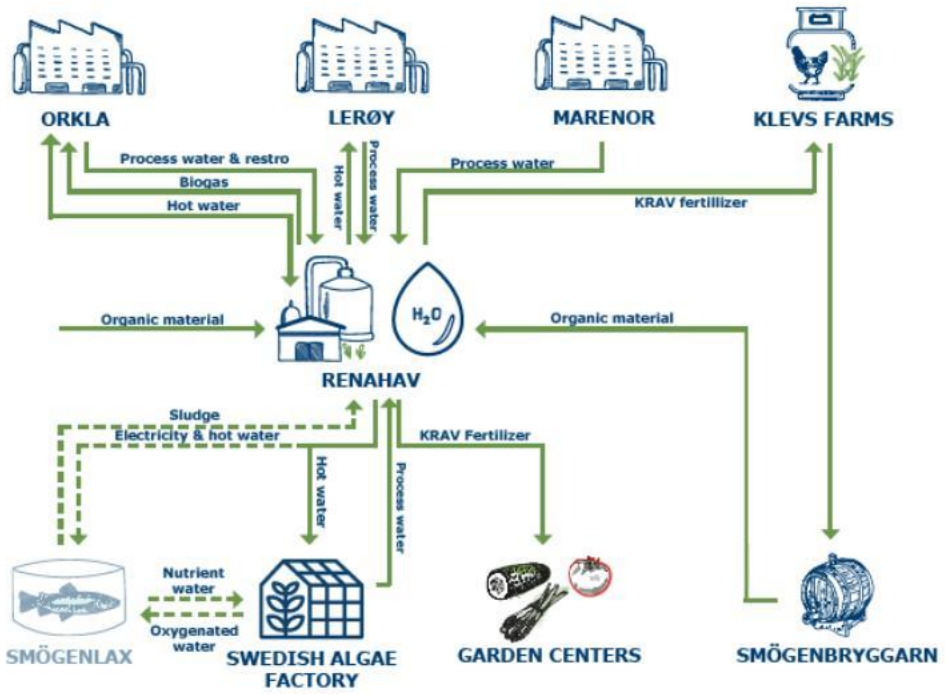
Regional funding

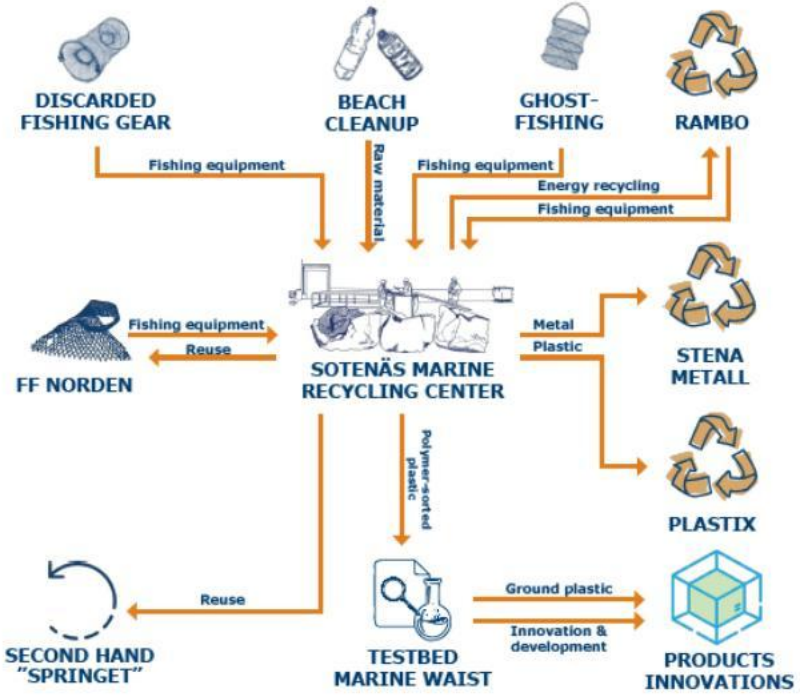
- Pre-study for the municipaliy
- Industrial symbiosis developement

Development

2016-2022

Facilitation and system development





RE:Source SIP

Mapping of economical, environmenal and social benefits

EU – Interreg

Business development, competence development and skills supply

Vinnova – Sweden´s Innovation Agency

Symbiosis development, municipality, local companies and academia

Kamprad Foundation

Facilitation support

10 years after start

2023=>

Biogas

Funding

- National investment support ~4,5 m Euro (~ 40 % of total cost). The Environmental Protection Agency - Local climate investments.

Testbed for land-based aquaculture

Funding

- Testbed for startups and SME for development of land-based fish and algae farms.
- Collaboration between companies, municipality and academia.
- Mostly self-funded. Some support from Region Västra Götaland.
- Next step funded by Vinnova.

Large scale land-based aquaculture

Smögenlax

Swedish Algae Factory

Funding

- Smögenlax
  - Kamprad Foundation
  - European Maritime, Fisheries and Aquaculture Fund
  - Region Västra Götaland
- Swedish Algae Factory
  - LIFE programme
  - European Maritime, Fisheries and Aquaculture Fund

Sotenäs kommun

SWEDENS FIRST AND ONLY MARINE RECYCLING CENTRE

Sotenäs kommun

DISCARDED FISHING GEAR
GHOST GEAR
OCEAN / BEACH WASTE

Photo: Andreas Bardell / Aftonbladet

Sotenäs kommun

EU – Interreg
Development of first marine recycling centre.

Swedish Agency for Marine and Water Management
Collection, sorting and policy development. Product development.

The Swedish Environmental Protection Agency
Collection and Sorting.

Vinnova – Sweden´s Innovation Agency
Testbed for recycling.

Regional funding
Design for circularity. Pre-study European Flagship.

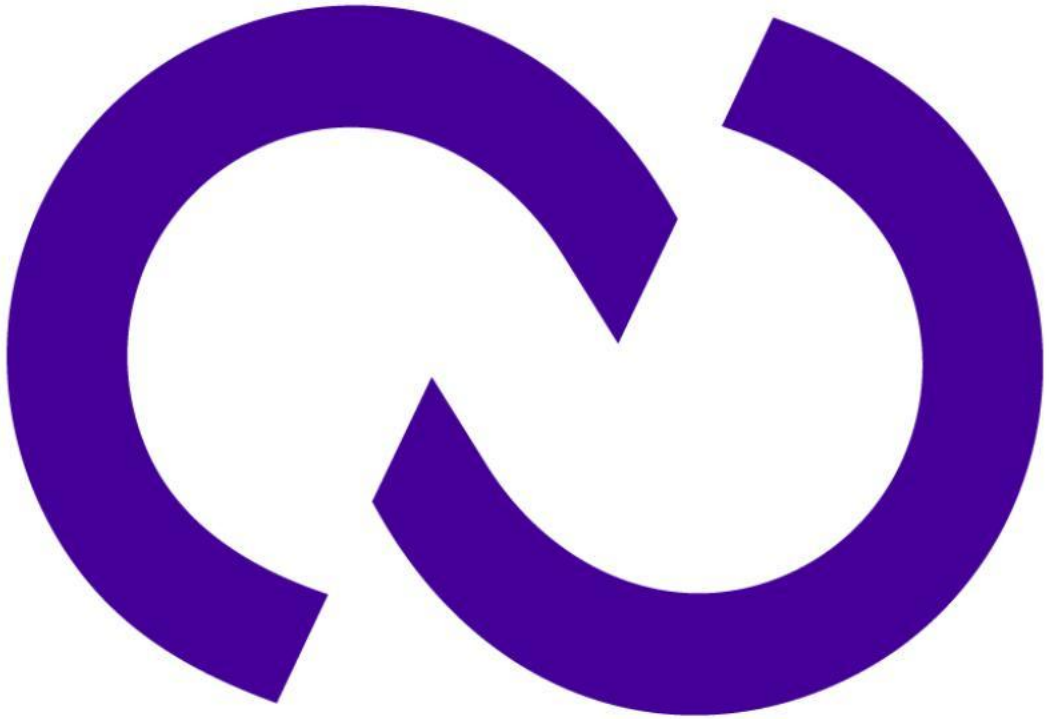
Contact

Peter Carlsson

peter.carlsson@chalmersindustriteknik.se

+46 709 64 92 78

chalmersindustriteknik.se



Case study EBRD: Bioelektra Wierzbica Waste Processing Project

Katarzyna Kurbiel-Auleytner & Roland Ramusch

Bioelektra Wierzbica Waste Processing Project

European Bank
for Reconstruction and Development

Case study overview

Project

Financing of the construction and operation of a new municipal solid waste ("MSW") processing plant, with an annual capacity of ca 150,000 tons of mixed MSW, located in Wierzbica, Mazowieckie voivodeship, Poland. The new plant will comprise a reception hall, state-of-the-art autoclaving systems, an advanced sorting line and bio-drying chambers.

Advanced Waste Treatment Technology

The project uses proprietary RotoSTERIL autoclave technology to sterilize and subsequently sort mixed municipal solid waste (MSW) into valuable fractions aligned with the circular economy principles. The RotoSteril technology's unique feature is the ability to separate and extract sterile, biodegradable organic material, which today makes up to 40% of mixed MSW (technology achieves a recovery rate around 57% and landfilling diversion exceeding 95%).

Financing instrument mobilised

PLN 71.6 million provided by the EBRD as part of a larger syndicated facility to Bioelektra Wierzbica together with two other commercial banks (mBank and Bank Ochrony Srodowiska). The EBRD’s investment was supported by an InvestEU guarantee as part of a wider financing facility.

Climate Impact and Emission Reduction

The project aims to reduce approximately 11,193 tCO_2e annually, fully aligning with Paris Agreement mitigation and adaptation goals.

Evaluation and assessment criteria

Regulatory Compliance

Projects must adhere to EU waste hierarchy, Waste Framework Directive, and BAT standards ensuring environmental integrity.

Paris Alignment and Climate Impact Assessment

All EBRD financed projects need to be Paris aligned. Comparative greenhouse gas emissions analysis is performed to confirm reductions compared to baseline technologies.

Due diligence and risk factors

Due diligence process is standard for project finance structures (entailing among other areas such as market, commercial, regulatory, legal, technical, insurance and environmental). For the sector it is focused specifically on determining key red flags related to market specifics (unsecured waste supply and key offtakes), technology verification, and regulatory uncertainties threatening project viability.

Success Factors

Proven operational performance, strong sponsor backing, and clear market access boost project bankability and investor confidence.

Essential Elements for Investment Readiness

Permits and E&S Compliance

Obtaining permits, meeting environmental and social standards and being compliant with the EBRD Performance Requirements is vital for regulatory and community approval.

Long-term Offtake Agreements

Securing MSW offtake agreements ensures stable feedstock supply and predictable revenue streams.

Technology Validation and Scalability

Validated technology with operational records ensures scalability and project reliability.

Financial Structure Alignment

A financial plan matching risk profile and conservative debt sizing reduces market risks.

Green Performance Monitoring

Monitoring waste treatment and GHG emission reductions ensures transparency and accountability.

Experienced Sponsors

Experienced, creditworthy sponsors reduce execution risk.

Guidance for Public Authorities and Project Promoters

Role of Public Authorities

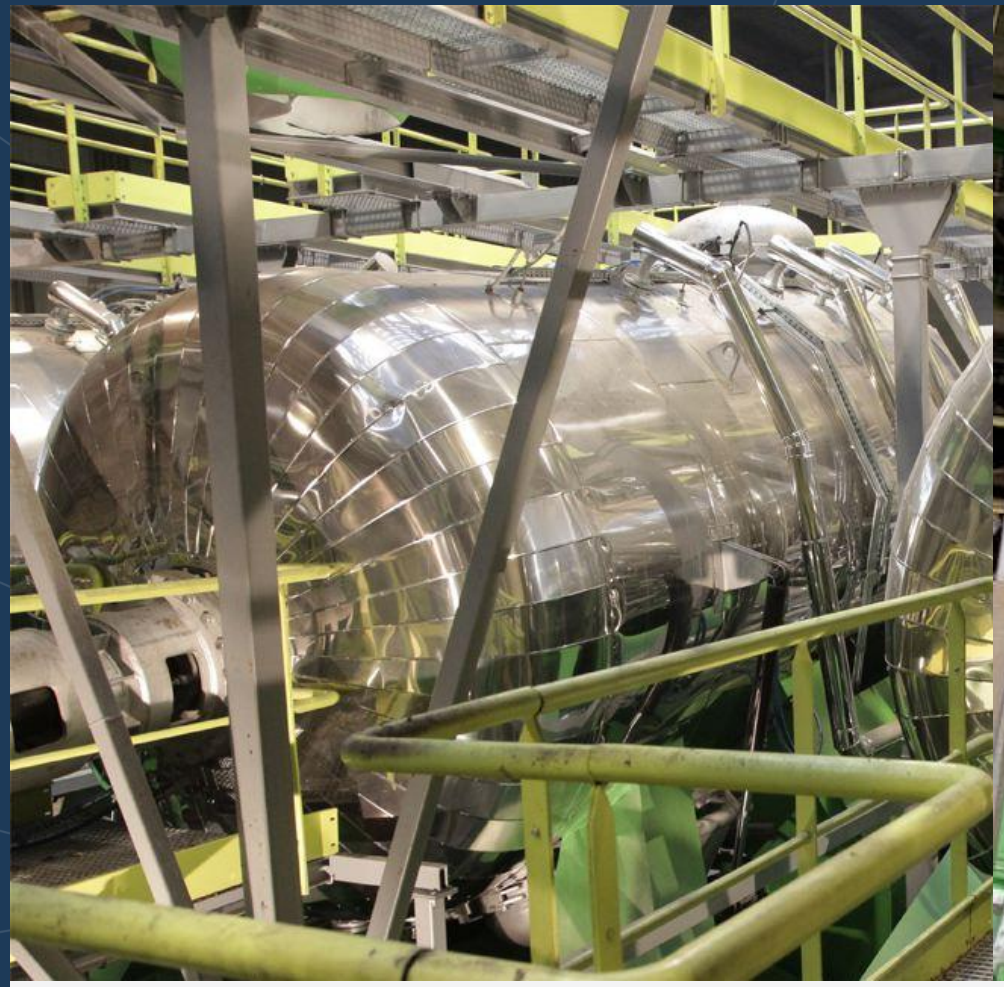
Public authorities should streamline permits. Long-term waste supply contracts would enhance bankability of projects in the sector.

Project Promoter Best Practices

Early feedstock agreements and pilot data demonstrate scalability and performance to secure project success.

Stakeholder Engagement and Compliance

Engaging stakeholders early mitigates environmental and social risks, ensuring community support and regulatory compliance.



Autoclave, Source: Bioelektra

Autoclave, Source: EBRD

Separated fractions from mixed waste after the process

Source: EBRD

Contact details

European Bank
for Reconstruction and Development

www.ebrd.com | @ebrd

Katarzyna Kurbiel-Auleytner

Principal Banker

Infra Europe

European Bank for Reconstruction and Development

Tel: + 48 22 520 58 10

Roland Ramusch

Associate Director, Senior Waste Management Specialist

Project Preparation and Implementation department

European Bank for Reconstruction and Development

Tel: 020 7338 6000

Q&A SESSION

Closing remarks

Circular Cities & Regions Initiative

USEFUL LINKS

CCRI website

CCRI Compass

The CCRI COMPASS serves as a navigational tool within the CCRI landscap nd access key information on main services provided by the CCRI Office and its strateg licking on the elements of the visual or by using the search/filter engine on the right.

KNOWLEDGE
(Inspiring stories, tools & guidance)

- CCRI Catalogue of technologies
- CCRI Knowledge Hub
- CCRI Methodology
- CCRI Circular economy indicators
- CCRI Self Assessment Tool
- Success stories and case studies
- CCRI Thematic guides
- Circular City Funding Guide
- E-learning modules

EXCHANGE
(peer learning & networking)

- CCRI Thematic Working Groups
- CCRI Twinning Programme
- CCRI Communities of Practice
- CCRI Mentoring Programme

SUPPORT
(advisory & technical assistance, capacity-building)

- CCRI Tailored support to Pilots
- CCRI Project Development Assistance
- CCRI Webinars
- EIB C3 Circular City Advisory Programme
- EIB C3 Circular Project Advisory Programme
- EIB C3 Webinars
- OECD Programme on the Circular Economy in Cities and Regions
- Green Assist

European Commission

Circular Cities & Regions Initiative

UPCOMING WEBINAR

Webinar of the Circular Cities and Regions Initiative

Circular Cities and Regions in Action: Stories, Lessons, and Next Steps

11th December, 10:00 – 12:00 CET

Online

Register

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Thank you!