



IDENTIFICATION AND SELECTION OF FRAMEWORK INITIATIVES AND SPECIFIC INITIATIVES

STEP 6.

“QUALITATIVE ANALYSIS AND IDENTIFICATION OF CBC INITIATIVES HAVING SAME SCOPE AND SYNERGIES”.

TAM elaborated a Synoptic Table for the identification of linkages and synergies among proposed CBC Initiatives.

At the conclusion of the study he proposed 7 New Framework Initiatives composed of a number of selected CBC Initiatives for evaluation by PPs.



TEX-MED ALLIANCES



Synopsis of the proposed 29 Framework Initiatives and their re-organization/re-combination into New Framework Initiatives

Note: one Framework Initiative was sent after the dead-line, therefore it was not circulated together with the others.

The analysis of 29 Initiatives made clear that:

1. Such a big number of Initiatives is not manageable. They must be selected and reduced to a workable number.
2. Many of the initiatives share a common scope and are linked together and.

Covid-19 Pandemic heavily impacted on the project, making some issues less important and urgency. On the other hand, Covid 19 fostered priority to all issues concerning personal health.

SMEs of the T&C sector are facing unexpected problems and have seen their plans totally overturn.

If the project wants to be “considered” by companies this new scenario has to be taken into due (and significant) account.

Three are the urgent issues that the T/C SMEs have to cope with:

1. Get the opportunity to reconvert their production, now dissolved by the pandemic, to healthy protection and medical items.
2. Help companies to re-start and innovate either using the state aids (financial, tax vacancies, etc.) either re-shaping their business models
3. Provide focused support to the micro and small businesses (MSB)

The following Synopsis reports:

Column 1: Objective(s) of the Initiative as reported originally by proposing PP

Column 2: Potential Alliances as indicated originally by proposing PP

Column 3: Possible linkages among FIs (sharing of scope)

Column 4: The possible comprehensive “Strategic Initiative” they may be part of (TAM proposal).



The text in black is the original one as written by PP, the text in red is written by TAM.

According to the same scope, the 29 FIs can be re-organized in 7 New Framework Initiatives as follows:

1. New Framework Initiative: “Health emergencies” that encompasses (merges, combines...) INN5 – INN9 – INN11 - INT9 + (INT12?)
2. New Framework Initiative: “Fashion Re-Start and Evolution” that encompasses: INN3 – INN7 – INT4 - INT 6 + (INT 12? + INT7?)
3. New Framework Initiative: “Micro/Small Businesses”: CE2 – CE3 – CE5 – INN1
4. New Framework Initiative: “Innovative new natural materials”: CE6 – INN4 - INT2
5. New Framework Initiative: “T/C Industry Environmental Sustainability”: CE1– INN2 – INN8 - INN10
6. New Framework Initiative: “Digitalization of the T/C business”: INT1 – INT5 – INT7 – INT11
7. New Framework Initiative: “Structural Upgrading of the Mediterranean T/C Sector”: INN6 – INT3 – INT8 – INT10 – INT12

Time for implementation:

1. New Framework Initiative 1: short term (already incepted with the mapping of SMEs)
2. New Framework Initiative 2: short – medium term
3. New Framework Initiative 3: short- medium term
4. New Framework Initiative 4: medium term
5. New Framework Initiative 5: medium-long term
6. New Framework Initiative 6: long term
7. New Framework Initiative 7: long term.

REMARKS:

Some of the FIs can be allocated to more than one New Framework Initiative. For example: INT12 can be an umbrella Initiative for all others and in Multi scope FIs are some of those listed as Circular Economy and Innovation.

Circular Economy and Sustainability are not synonymous. Circular Economy encompasses industrial processes that accept as raw materials inputs that are “waste” of other industrial processes (of the same sector or not). Circular Economy is therefore a part (although important) of Environmental Sustainability that include also alternative industrial processes (in particular for energy production) to reduce pollution, save energy, lower carbon footprint etc.



| Name of FI | Objective | Alliance | Links with other FIs | Scores Rank | C Initiative |
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| CE 1 From waste to Sub-products portfolio TEXFOR | Reduce waste with focus on Circular Economy principles and Industrial Symbiosis, improving the competitiveness of companies granting sustainability criteria to their production process: 1. Reduce environmental impact of waste and reduce inefficiency tending to zero waste. 2 Identify typology of waste and get a database with main waste in textile industry in different countries. 3 Create partnerships between T/C value chain producers and/or with other industrial sectors. | Alliance between T/C companies and/or other sector companies. <i>This should be promoted by the Forum for CE. Need of a real practical first case.</i> | <i>CE 1 linked to CE 6</i> | 282,5 9 | <i>T/C Industry Environmental Sustainability NFI: 5</i> |
| CE 2 Leftover CTN | The mentioned CBC initiative meets the emerging demand of independent fashion content for the middle class in South Mediterranean countries with the supply of high-quality raw materials (yarns, fabrics) made in the European Clusters at affordable price for the South Mediterranean fashion manufacturers. Test and spread a model of communication and work among operators, based also on ICT solutions, (that is efficient and inexpensive) in order to respond to the above needs. | Each alliance might be intended to make available affordable raw materials produced in North Mediterranean clusters to the fashion clothing manufacturers of the South Mediterranean clusters <i>Which organizations or bodies are involved in the Alliance? The Alliance is the owner of the ICT platform?</i> | <i>CE 2 linked to CE 3 CE 4 CE 5 INT 4</i> | 283,5 8 | <i>Micro/Small Businesses</i> |



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| | <i>ICT application is an innovative tool compared to the previous Leftover Initiative of the TMC project</i> | | | | |
| CE 3 Patchwork FIM – (PFI) | <p>Creating competitive collections in sustainable fashion created by young designers.</p> <p><i>Fabric waste (cuttings) or leftover as inputs for new collections and young designers</i></p> | <p>All PPs who have textiles manufacturing for fashion.</p> <p><i>Agreements among PPs are not considered as “results” in the project evaluation. Rethink the Alliance.</i></p> | <p><i>CE3 linked to CE2 CE3 INT 4</i></p> | <p><i>257,5</i></p> <p><i>18</i></p> | <p><i>Micro/Small Businesses</i></p> |
| CE 4 Post-consumer Waste Challenge TEXFOR | <p>Elaborate a report to know best practices and good initiatives to recycle, reuse or give uses to post-consumer textile waste (old garments).</p> <p><i>A “report” is not an eligible project objective.</i></p> | <p>The potential alliance is focused on:</p> <ul style="list-style-type: none"> • Creation of knowledge to re-use the postconsumer waste • New business models <p><i>Not clear who are the actors of the alliance</i></p> | <p><i>CE 4 linked to: CE 3 INT 4</i></p> | <p><i>227,5</i></p> <p><i>24</i></p> | <p><i>Recycling and CE for T&C</i></p> |
| CE 5 Second Hand Machines GACIC | <p>One of the main problems in the Textile industry in Egypt is machinery. The machinery is outdated and buying new machines that are up to date is a major investment many SMEs are not capable of. Southern SMEs with updated machinery will help to be up to the standards and the northern factories will have a channel to sell their outdated machinery.</p> | <p>Northern and Southern parties could form a partnership.</p> <p>This is fulfilled by normal commercial activities. The Alliance (among BROs?) is to make supply and demand in contact.</p> | <p><i>CE5 linked to CE2 INT 4</i></p> | <p><i>236,5</i></p> <p><i>22</i></p> | <p><i>Micro/Small Businesses</i></p> |
| CE 6 | <p>Fill in the gap of sustainable wool fashion value chain by gathering sustainable</p> | <p>The Alliance would be possible and operational only if</p> | <p><i>CE6 linked to:</i></p> | <p><i>219,0</i></p> | <p><i>Innovative Materials</i></p> |



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| <p>Sustainable wool demonstration MFCPOLE</p> | <p>initiatives or innovations led in the Project Area and building alliances (wool processing, natural dyeing, marketing). E.g.: in Monastir, Prato, ... Increase the profitability and sustainability of wool fashion in project regions. Demonstrate and promote the sustainable wool fashion product (digital marketing as a tool) Existing cases: Natdyes produces natural colours (80% from agrofood industrial waste, i.e, olive oil industry) used to dye textiles. GTEX B CORP high quality wool semi finished products</p> | <p>approved/appointed by the potential customer</p> | <p><i>INN 1</i> .</p> | <p><i>25</i></p> | |
| <p>INN 1 Dying Small Batches TAM – (CETTEX)s</p> | <p>Make a number of SMEs manufacturing “small items” (such as: beach wear, underwear/lingerie, accessories like foulards, scarves, hijabs, niqabs, etc.) be able to produce high quality dyed items. This may allow them to add value, be independent from strong suppliers of raw materials and give a better market position to their brands.</p> | <p>The alliance to be build is around the first equipment for subsequent tests and small batches. Further development may include the duplication of facilities in other countries.</p> | <p><i>INN1 linked to CE3 INN7 INT 4 INT 6</i></p> | <p><i>275,0 14</i></p> | <p><i>Micro/Small Businesses</i></p> |
| <p>INN 2 Energy Solutions Optimisation</p> | <p>1- Cut energy costs of textile producers by 5+%. 2- Deploy IIOT and I4.0 technologies with concrete application.</p> | <p>Identify manufacturers that are ready for such an initiative. Implement Pilot initiative in target markets and documentation of results.</p> | <p><i>INN2 linked to INN8</i></p> | <p><i>239,0 20</i></p> | <p><i>T/C Industry Environmental Sustainability</i></p> |



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| | <p>3- Empower manufacturers to deploy these technologies for other application such as lean manufacturing.</p> <p>4- Such project return on investment should be 3 years or less. Energy cost savings can be measured by such ratio KWh/minute work or piece produced.</p> | <p>Introduce this system in the other manufacturers that are identified and are ready.</p> <p><i>Not clear who are the actors of the Alliance.</i></p> | | | |
| <p>INN 3 Fashion Trend Service SEPEE</p> | <p>Providing support to SMEs and small businesses. Support local producers and brands.</p> | <p>Identify designers that are ready for such an initiative. Implement Pilot initiative in one region</p> <p><i>The Alliance should be among designers?</i></p> | <p><i>INN 3 linked to INN1</i></p> | <p><i>282,0</i></p> <p><i>10</i></p> | <p><i>Fashion Re-start and Evolution</i></p> |
| <p>INN 4 Identify Best Natural Raw Materials TEXFOR</p> | <p>The Initiative goal is to know the best natural raw materials by countries collecting information about sustainable attributes for launching sustainable products. This product will be positioned in the top segment of the market and characterized by:</p> <ul style="list-style-type: none"> • Social conditions • Water, Chemical and Energy use and soil management. <p>The project objective is to create synergies along the T/C chain: raw materials producers and textile manufacturers.</p> | <p>The potential alliance is creating commercial interactions to develop new products with sustainability attributes.</p> <p><i>“Commercial interactions” how they can evolve in an Alliance among organizations?</i></p> | <p><i>INN4 linked to INN 7 INT 4 INT 6</i></p> | <p><i>281,5</i></p> <p><i>11</i></p> | <p><i>Innovative Materials</i></p> |



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| | If the common effort is successful, the initiative will be turned into portfolio with best raw materials and alliances among partners. | | | | |
| INN 5 New Textile Preventive Materials TEXFOR | The objective of the Initiative is to help textile companies to identify the best woven and woven (non-needle knitting) fabrics, finished materials and processes to create masks or other available medical products to protect people according to international standards of European standards with woven and woven fabrics. This objective allows promoting R&D and activities to implement technical knowledge within companies to establish a more strategically aligned approach in new product development departments. | The potential alliance is creating opportunities to supply preventive and technical products and fabrics in order to prevent infections. Encourage internal activities in the textile companies focus on research and development and created new products to supply the demand of the population. <i>Not clear who should be part of alliances. SMEs?</i> | <i>INN5 linked to INN 9 INN 11 INT 9 INT 12</i> | <i>320,5 1</i> | <i>Health Emergencies</i> |
| INN 6 Stairs ACI | Encourage textile companies to use and work on innovative include material, process, and product. Support developing and adaptation of textile new technologies. Enhance the competitive advantages and develop business through innovation | The value chain of the textile manufacturing, in collaboration with different innovation partners. <i>Alliance between? Cluster and SMEs?</i> | | <i>237,5 21</i> | <i>Structural Upgrading the Mediterranean T/C Sector</i> |
| INN 7 Technical textiles for Islamic wear FIM – (MFCPOLE) | To create new collections of Islamic wear that are more comfortable, using new technologies with added competitive advantages | <i>Alliances between SMEs producing fabrics? or technology? And manufacturers?</i> | <i>INN7 linked to: INT 4 INT 6</i> | <i>281,5 12</i> | <i>Fashion Re-start and Evolution</i> |
| INN 8 | The main goal is to elaborate a report to know what energy resources are using | The potential alliance is focused on: | <i>INN8 linked to</i> | <i>240,0</i> | <i>T/C Industry Environmental</i> |



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| <p>Low Carbon textile industry TEXFOR</p> | <p>Textile Industries and detect best practices in renewable energy used by textile industry in different countries to be used as a roadmap.</p> | <p>Creation of road maps between organizations to implement decarbonization of the industry. Detect and promote best practices in renewable energy consumption.</p> <p><i>Not clear how to build a CBC alliance for drafting a report.</i></p> | <p><i>INN2</i></p> | <p><i>19</i></p> | <p><i>Sustainability</i></p> |
| <p>INN 9 Community Face Coverings SEPEE</p> | <p>The project aims to develop a set of technical specifications and testing protocols for cloth community masks, as well as a guidebook containing information material which should accompany such products to prevent misleading the consumer while providing guidelines on their use and maintenance. This will allow textile companies to launch to the markets quality products, while providing to the consumers necessary information regarding their use and limitations. The proposed initiative aims to “set the rules” in the Mediterranean market of community masks.</p> | <p>Common rules and transparency are considered a key for the long-term collaboration among companies active in this market. MIRTEC will start and maintain an open-dialogue with these companies so that their input is considered during the development and potential future updates of the specifications and testing protocols.</p> <p><i>Does the Alliance mean long term collaboration agreements? One framework agreement or many?</i></p> | <p><i>INN9 linked to INN5 INN 11 INT 9 INT12</i></p> | <p><i>315,5 2</i></p> | <p><i>Health Emergencies</i></p> |
| <p>INN 10 Eco labelling and Certification Schemes ACI</p> | <p>Prepare guidelines of best used eco labels and certification schemes. Prototype a new Eco Label.</p> | <p>The potential alliance is focused on: Promotion of best practices in textile eco labels and certificates, and prepare a guideline.</p> | <p><i>INN 10 Linked to CE 3 ???? INT 2</i></p> | <p><i>199,0 28</i></p> | <p><i>T/C Industry Environmental Sustainability</i></p> |



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| | | Design a new Eco Label that can enhance business. | | | |
| | | <i>Alliance among?</i> | | | |
| INN 11 Wearable technologies for health distant monitoring with the context of pandemic disease MFCPOLE | <p>The initiative aims at:</p> <ol style="list-style-type: none"> 1. Comprehending the needs and reaction of the wearable technology market within the context of pandemic disease 2. Build an alliance between SMEs/ startups to prototype and demonstrate a wearable technology to insure distant monitoring of weakened people with the context of pandemic disease (i.e, COVID-19) <p><i>This proposal was sent after the deadline, therefore it was could not be included in the table for its evaluation by PPs.</i></p> | The Alliance would be possible and operational only if approved/appointed by the potential customers. | <i>INN 11 linked to INN5 INN 9 INT 9 INT 12</i> | <i>N.A.</i> | <i>Health Emergencies</i> |
| INT 1 Agents Database TEXFOR | <p>The Initiative goal is to create a directory of potential agents where companies from each country could find potential allies.</p> <p>The info given in this database should be:</p> <ul style="list-style-type: none"> • Consistent among all the countries • Trustworthy and reliable • Well structured by specialization (yarns, fabrics, final use, brands, woman fashion, kids etc.) | <p>This is the first step to be done if we want to create a “vertical alliance along the value chain”</p> <p><i>The Alliance is among PPs and other BROs of the project area for the production and maintenance of the Directory?</i></p> | <i>INT 1 linked to INT 3 INT 5 INT 7 INT 10 INT 11</i> | <i>273,0 15</i> | <i>Digitalization of the T/C business</i> |



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| | The project objective is to put in partnership different actors along the T/C chain, and the first step to accomplish this is to get their information. | | | | |
| INT 2 Cotton Initiative SEPEE | The final outcome is to produce in the MED countries as much as possible cotton yarns and fabrics with cotton certified and traceable as being 100% non GMO and of Greek origin. Through a common promotion and traceability certification this cotton products will be bought at a higher price by companies all over EU to produce clothes which will be certified as containing 100% EU cotton. | The scheme of membership to TCBL which implies a Charter of Commitments to Sustainability values could be a first and immediate way to concretise the common belonging to an alliance, the adoption of specific labelling protocols and certification schemes could be added later <i>The Alliance should include other Mediterranean cotton producer complying with requirements.</i> | <i>INT 2 linked to INN 10 INT 12</i> | <i>275,5 13</i> | <i>Innovative Materials</i> |
| INT 3 Federation of T&C Sector Project Countries. ACI | The goal of the initiative is to lead, organize, and develop industrial, technical, and administrative processes to strive for the sustainability of the development process in this sector. | The countries, the factories and the third parties. <i>Too broad and ambitious scope of the Alliance. Need to specify. A Federation is an Institutional association of BROs or it is a sort of agreement for long term cooperation among PPs?</i> | <i>INT 3 linked to INT 1 INT 5 INT 7 INT 10 INT 11</i> | <i>208,0 26</i> | <i>Structural Upgrading of the Mediterranean T/C Sector</i> |
| INT 4 Local Regional Brands FIM | Supporting local manufacturers in producing creative garments, and facilitate the creation of a marketing | Textile manufacturers, designers from the partners with more successful design enterprises and | <i>INT 4 linked to CE 2- CE 3 - CE 4</i> | <i>312,0 3</i> | <i>Fashion Re-start and Evolution</i> |



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| | network between them and local/regional retailers | the producers/retailers MPC's (Mediterranean partner countries) | <i>CE5 INN 1 - INN3 INT 1 - INT 3 - INT 5 - INT 6 INT 11.</i> | | |
| INT 5 Market Place App TEXFOR | The project objective is to put in partnership by the project along the T/C chain: designers, yarn/fabric producers, finishers, clothing manufacturers, marketing operators... | <p>The potential alliance is founded on all the contacts done through this app for all participants of the value chain. It should be a “vertical alliance along the value chain”.</p> <p><i>Who own and manage the APP? The common ownership of the APP is the Alliance?</i></p> | <i>INT 5 linked to INT 1 INT 3 INT 7 INT 10 INT 11</i> | <p>236,5</p> <p>23</p> | <i>Digitalization of the T/C business</i> |
| INT 6 New Memo TAM | <p>The Initiative goal is to present new memo collections in different countries for launching the new brand. New Memo will be positioned in the top segment of the market and characterized by:</p> <ul style="list-style-type: none"> • Top design/style, • High comfort • Natural or recycled materials (natural fibres, new natural fibres), <p>Green or sustainable processes (finishing, printing)</p> <p>The project objective is to put in partnership by the project along the T/C chain: designers, yarn/fabric producers,</p> | <p>The potential alliance is founded on the value of the trade-mark for all participants of the value chain. It should be a “vertical alliance along the value chain”.</p> <p><i>The owners of the trade mark make the Alliance.</i></p> | <i>INT 6 linked to INN 1 INN 4 INN 7 INT 4</i> | <p>304,5</p> <p>6</p> | <i>Fashion Re-start and Evolution</i> |



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| | <p>finishers, clothing manufacturers, marketing operators (influencers, sellers, exhibitors).</p> <p>If the common effort is successful the initiative will be turned into alliance among partners.</p> | | | | |
| <p>INT 7 Online Commercial Missions TEXFOR</p> | <p>The Initiative goal is to introduce companies from different textile ambits and from different countries most easily and cheaply. But at the same time, these meetings are aimed at being productive for each part, looking always to accomplish a synergy between them.</p> | <p>This is a clear case of a “vertical alliance along the value chain.</p> <p><i>The Alliance is in the ownership pf the APP or digital platform?</i></p> | <p><i>INT 7 linked to INT 1 INT 3 INT 5 INT 10 INT 11</i></p> | <p><i>293,5</i></p> <p><i>7</i></p> | <p><i>Digitalization of the T/C business</i></p> |
| <p>INT 8 Permanent Exhibition for Clothing in EU ACI</p> | <p>The initiative’s goal is to reduce transportation, freight and storage costs, and to enhance the export lead-time, which will enhance competitiveness and explore more business opportunities.</p> <p>The existence of the store encourages the SMEs working in the clothing sector to utilize this opportunity to increase exports, and for those who have not exported before, to find new opportunities to enter the European markets</p> | <p>It will depend on the results of the feasibility study and business modelling in addition to promotion of the project to the target investors</p> | <p><i>INT 8 linked to INT 5</i></p> | <p><i>204,0</i></p> <p><i>27</i></p> | <p><i>Structural Upgrading of the Mediterranean T/C Sector</i></p> |
| <p>INT 9 TexMed for Emergencies TAM</p> | <p>The main objective is to set up an alliance of companies that can provide a quick response of critical items (certified) in any country of the Mediterranean basin.</p> | <p>The Alliance is composed of selected and appointed suppliers. It would be possible and operational only if approved/appointed by the</p> | <p><i>INT 9 linked to INN 5 INN 9 INN11</i></p> | <p><i>307,5</i></p> <p><i>5</i></p> | <p><i>Health Emergencies</i></p> |



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| | | potential customers and supervising authorities (institutional bodies) | <i>INT 12</i> | | |
| INT 10 Trade Facilitation Services. ACI | Facilitate and push clothing and textile trade between Mediterranean countries, covering the following main areas: 1. Promote and develop export of clothing from South-PPs Countries to EU28 Countries. Such cooperation is targeted to be based on true Co-Partnership and not on a sub-contracting partnership only. 2. Promote and develop import of fabric from EU28 to South-PPs Countries. 3. Promote Med joint investment in retail outlets to be established and be based in European countries. | Will be based on and derived by achieving a value added impact and results for SMEs through matchmaking, successful business deals and partnerships in addition to success stories. <i>The Alliance is a contract between SMEs (vertical alliance) of the value chain?</i> | <i>INT 10 linked to INT 1 INT 3 INT 5 INT 7 INT 11</i> | <i>273,0 16</i> | <i>Structural Upgrading of the Mediterranean T/C Sector</i> |
| INT 11 Virtual online Exhibition ACI | The goal of this initiative is to decrease the costs, which is necessary to exhibit at a traditional clothing and textile exhibition for example: flight tickets, hotels reservations, transportation, etc. and to increase the potential matchmaking opportunities and therefore the increase of export opportunities in the textile sector. This initiative could really help to increase exports, decrease export promotion cost, and get to know the | The countries, the factories and the third party The number of visitors to the exhibition in addition to the results and deals realized for the exhibitors. <i>The Alliance is among the owners of the digital Platform?</i> | <i>INT 11 linked to INT 1 INT 3 INT 5 INT 7 INT 10</i> | <i>264,5 17</i> | <i>Digitalization of the T/C business</i> |



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| | need of international markets better and matchmaking platform. | | | | |
| INT 12 Promote the Med TC Supply Chain Re-shoring SEPEE | To identify, register and promote the advantages of the Mediterranean Textile & Apparel supply chain to the European retailers. | TCBL ecosystem <i>Don't understand TCBL</i> | | <i>311,0</i> <i>4</i> | <i>Structural Upgrading of the Mediterranean T/C Sector</i> |

NEW FRAMEWORK INITIATIVES.

| | TOTAL SCORE | TOT SCORE / N. OF FIs |
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| 1. NFI: "Health emergencies" INN5 – INN9 – INT9* | 943,0 | 314,3 (1) |
| 2. NFI: "Fashion Re-Start and Evolution" INN3 – INN7 – INT4 -INT6 | 1180,0 | 295,0 (2) |
| 3. NFI: "Micro/Small Businesses": CE2 – CE3 – CE5 – INN1 | 1052,5 | 263,1 (4) |
| 4. NFI: "Innovative new natural materials": CE6 – INN4 - INT2 | 776,0 | 258,7 (5) |
| 5. NFI: "T/C Environmental Sustainability": CE1– INN2 – INN8 - INN10 | 963,5 | 240,9 (7) |
| 6. NFI: "Digitalization of the T/C business": INT1 – INT5 – INT7 – INT11 | 1067,5 | 266,9 (3) |
| 7. NFI: "Upgrade the Mediterranean T/C Sector": INN6 – INT3 – INT8 – INT10 – INT12 | 1233,0 | 246,6 (6) |

* NFI 1: Health emergencies include also INN11 "Wearable technologies for Pandemic" not evaluated for late forwarding.