



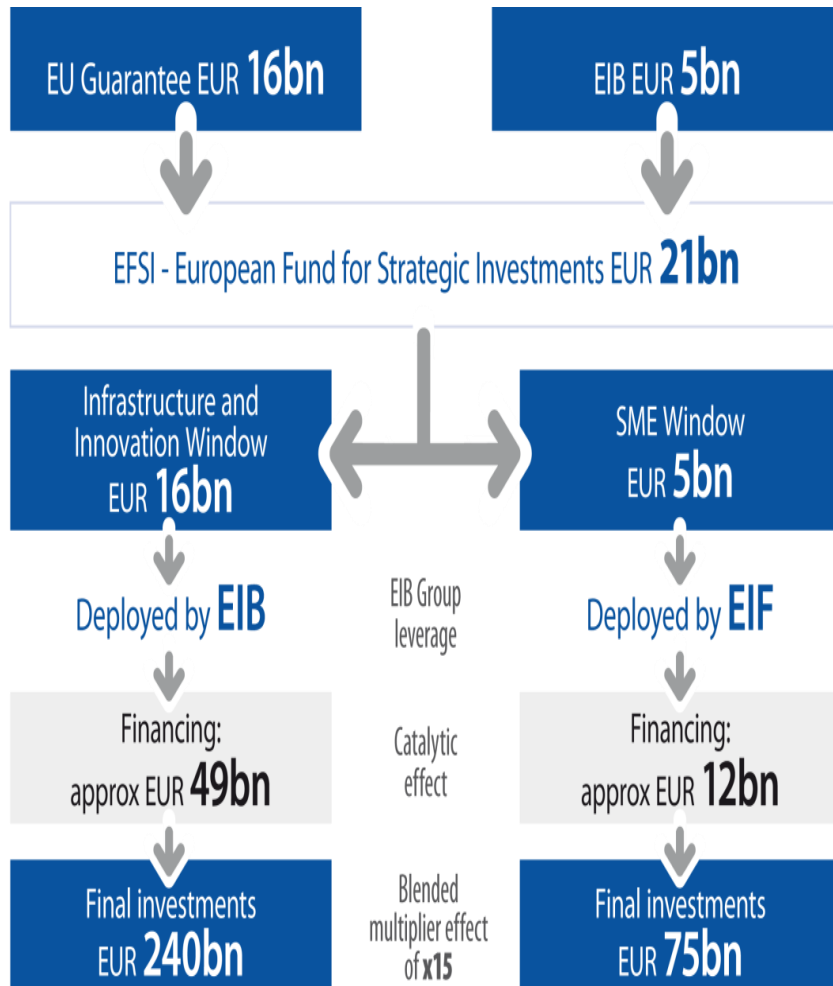
# The European Fund for Strategic Investments (EFSI) and the European Investment Advisory Hub (EIAH)

## - Drivers for the real economy

Workshop "Financing opportunities for projects in agriculture and rural areas-  
The investment Plan for Europe – 23<sup>rd</sup> February 2016, Brussels

Eva Krampe, [e.krampe@eib.org](mailto:e.krampe@eib.org)  
Eberhard Bömcke, [e.boemcke@eib.org](mailto:e.boemcke@eib.org)

# EFSI Overview



- **EFSI is NOT a fund or a separate legal entity**
- It is a contractual arrangement between EC & EIB Group
- **EU guarantee is a portfolio guarantee** – not individual transactions
- All EFSI operations are EIB or EIF operations

# EFSI setup and governance



**All EFSI operations are within the EIB**

## **Group (EIB&EIF)**

- on the EIB's balance sheet (no separate entity)
- subject to standard due diligence
- EIB & EIF governing bodies approve each operation

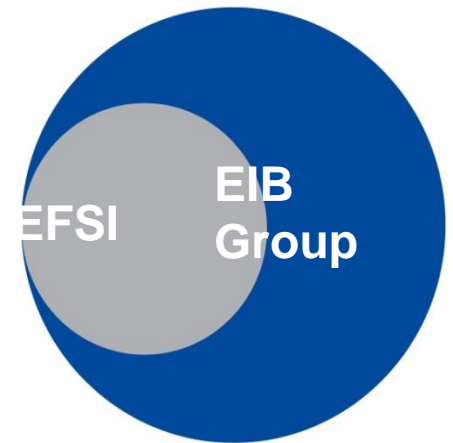


## **Additional EFSI governance:**

- Steering Board
- Investment Committee, headed-up by a
- Managing Director / Deputy MD



**Operations already started mid- 2015**



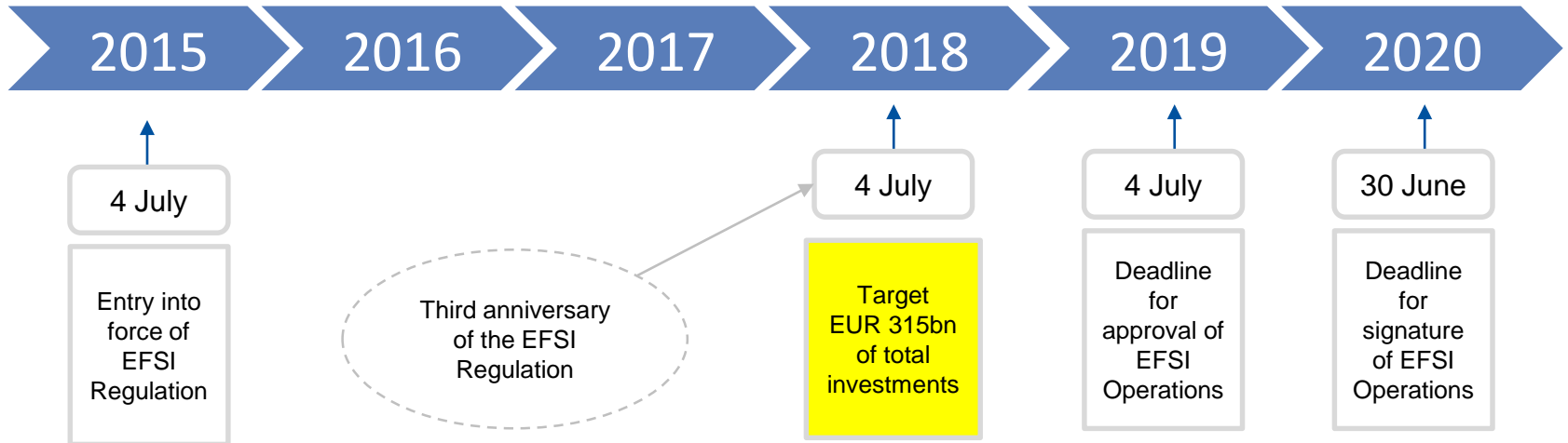
# EFSl: Making a difference

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- Additionality – our value added is to:**
- Address **market failures or sub-optimal investment situations that block viable investments**
  - Attracting **other sources of finance**

- 
- Impact orientation:**
- Maximising growth
  - Supporting employment creation and retention

# Overview: Timeline and Investment Period

## □ Key milestones:



# EFSI Eligible Operations

## → **Transport Sector eligibility:**

- “Development of transport infrastructures, and **equipment** and innovative technologies for transport, in particular through”:
  - **Projects and priorities of TEN-T and CEF regulations**
  - Smart and sustainable urban mobility projects
  - Projects connecting nodes to TEN-T infrastructure

## → **Counterpart eligibility**

- Corporates of all sizes
- Utilities
- Public sector entities
- SMEs(<250 employees) or Midcaps (<3000 employees)
- National promotional banks or commercial banks for intermediation
- Dedicated investment platforms

## → **Project eligibility**

- Commercially sound
- Economically and technically viable

## → **Pricing Commensurate with the risk**

# Operational update – transport focus

# EUROPEAN FUND FOR STRATEGIC INVESTMENT IN 2015

APPROVED AND/OR SIGNED  
PROJECTS

TOTAL FINANCING  
UNDER EFSI

MOBILISING TOTAL  
INVESTMENT OF



42 Projects  
approved by EIB



EUR 5.7bn



EUR 25bn



84 Operations signed  
by EIF

EUR 1.8bn

EUR 25bn

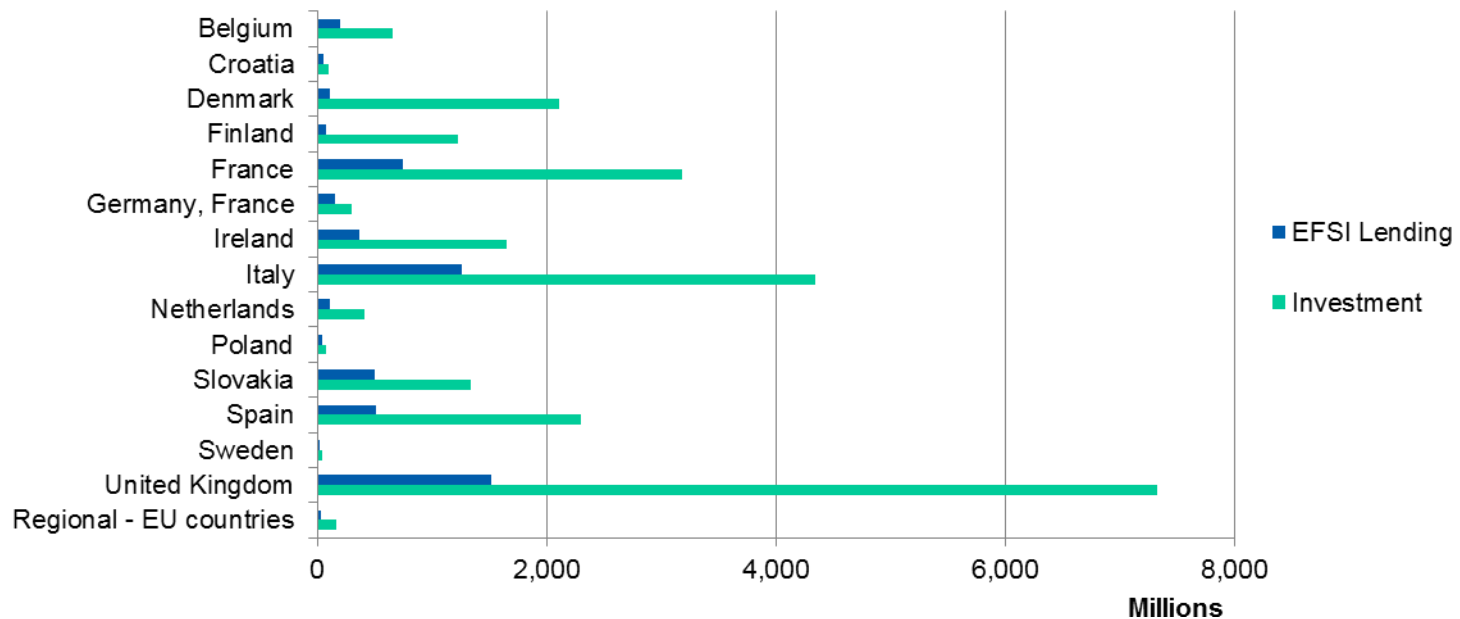


# Operational Update

## Infrastructure and Innovation Window (by EIB)

➔ €5.7bn of EFSI financing until dec 2015, €25bn investments

➔ 42 projects approved by EIB in 14 Member States (including projects still waiting Commission “warehousing” approval)

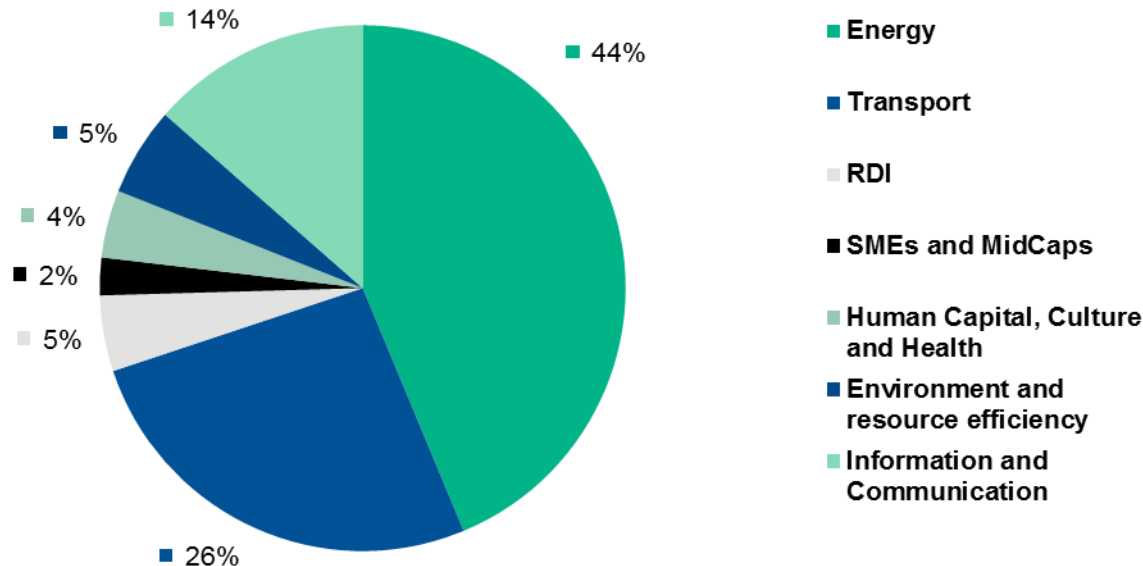


# Operational Update

## Infrastructure and Innovation Window (by EIB)

- ➔ Variety of products: **debt, guarantee, equity, quasi-equity**
- ➔ Covering **all EFSI eligible sectors, main sectors energy and transport (including TEN-T projects)**
- ➔ Strong focus on **climate and the environment**

EFSI lending (5.7 bn)



# Operational Update

Transport projects approved for EFSI (by EIB Board) up to date

- **Beatrix Lock in the Netherlands (on TEN-T corridors)**
- **Multimodal project** (Dedicated Fund for rail access to ports in Spain)
- **Motorways in Italy (A4), France (A355), Slovakia (D4/R7) – all TEN-T projects)**
- **Rail rolling stock in Italy**
- **Green vessels in Spain**

Projects approved or to be approved under **Warehousing procedure** (approval by EC – before EFSI Investment Committee takes over)

Transport projects to come – if approved by EFSI Investment Committee and by EIB Board

- Green shipping projects
- Rail rolling stock
- Motorways PPPs
- Sustainable Urban transport projects
- TEN-T Airports

**Rail infrastructure projects tend to be supported by standard EIB**

# Identifying Projects for EFSI

## ➔ Project identification:

- Focused on project maturity/readiness/level of preparation
- Key features of financeable projects:
  - Revenue generating potential
  - Affordability of the project to users/public authority
  - Performance based outputs
  - Project where the commercial, legal and political risks are quantifiable
  - Bankable project based on realistic projections of both costs and revenues

## ➔ Technical assistance to projects with potential

### ➔ Transport sector

- Sector: Airports, ports, locks and canals, roads, rail, logistic platforms, alternative fuels, fleets
- Activities: Construction, rehabilitation, efficiency improvements, vehicles

# The Advisory Hub in the Investment Plan

## Investment Plan for Europe

Mobilize EUR 315bn of  
additional financing

...through the European  
Fund for Strategic  
Investments (EFSI)

Support investment in the  
real economy

...through the **European  
Investment Advisory Hub**  
and the European  
Investment Project Portal

Create an investment  
friendly environment

...through improvements of  
the European regulatory  
environment

# What is the Advisory Hub?



A **joint initiative** by the European Commission and the European Investment Bank



A tool to strengthen Europe's investment environment and improve the **quality of investment projects**



I. A **single access point** to a comprehensive offer of advisory and technical assistance services

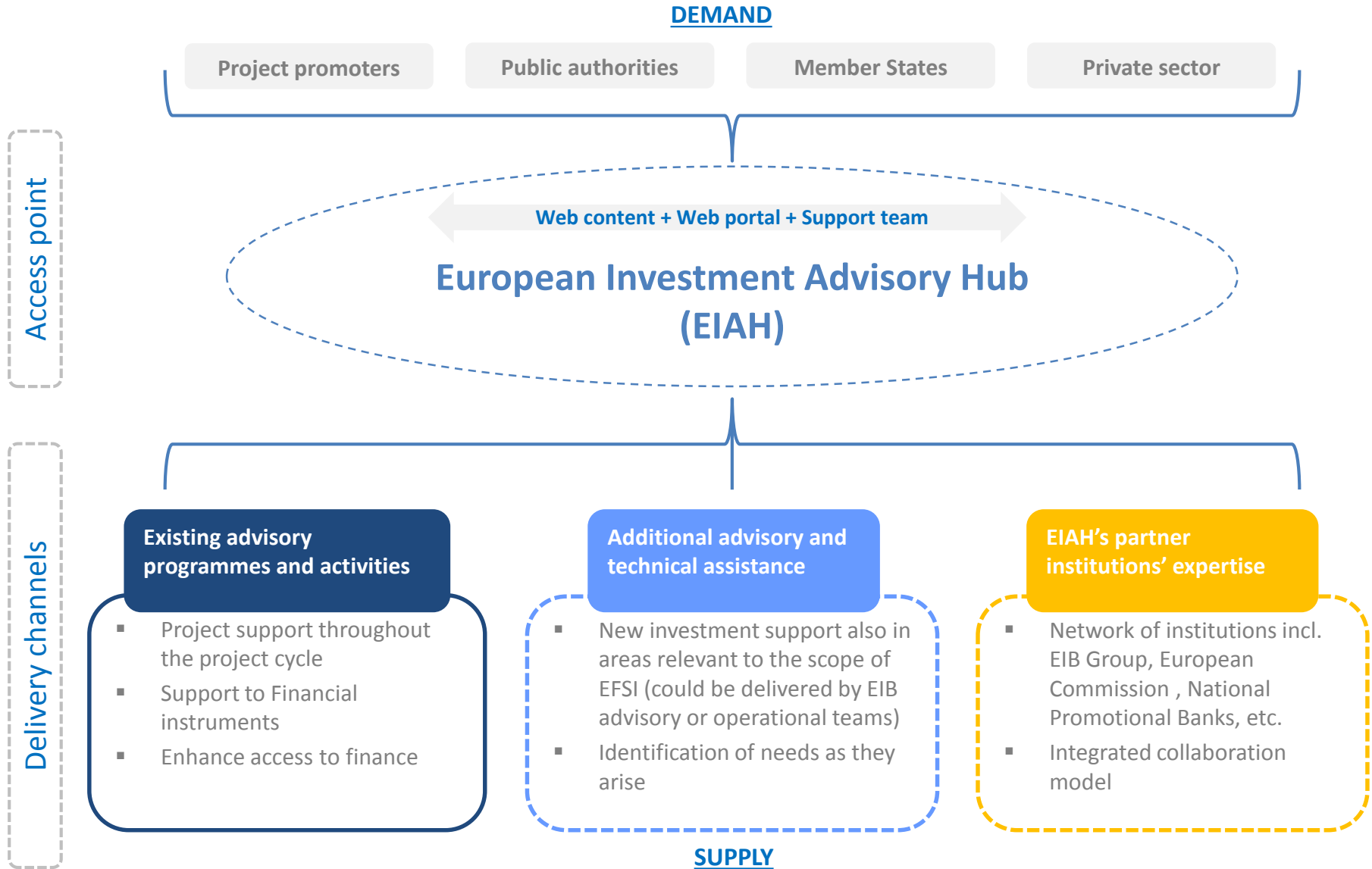


II. A **cooperation platform** to leverage, exchange and involve partners (NPI-s, managing authorities)



III. An instrument to assess and **address** unmet **needs** for advisory support

# What is the Advisory Hub?





# What type of support is available?

| <b>TYPE OF SUPPORT</b>                                     | <b>DESCRIPTION</b>   | <b>PROGRAMMES</b>                                       |
|--|--|---|
| <b>Support for projects and investments</b>                | Advisory and technical support in identification, prioritisation, preparation, structuring and implementation of investment projects | JASPERS, ELENA, EPEC, Implementation support programmes |
| <b>Enhance use of EU funds</b>                             | Advisory and capacity building support in the implementation of ESIF financial instruments   | fi-compass, bilateral services to Managing Authorities  |
| <b>Access to finance</b>                                   | Enhancement of the overall conditions for financing for public and private beneficiaries   | Innovation Finance Advisory                             |
| <b>Access to the expertise of the Hub's local partners</b> | Advisory and technical support from the Hub's local network  |   |
| <b>Access to new advisory services</b>                     | Continuous development of the Hub's advisory offer to address unmet needs  |   |

**A 360 degrees advisory offer**

# FAQs about the Advisory Hub

**What is the geo scope of the Hub?**

*The European Union*

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**Is the Hub linked to EFSI projects only?**

*No, support will not be limited to projects to be financed by EFSI (and/or the EIB)*

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**Does the Hub provide financing?**

*No*

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**Who concretely delivers the advisory support provided via the Hub?**

*Experts of the EIB, its partner institutions and/or appointed external consultants*

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**Is the support provided via the Hub free of charge?**

*In most cases, yes. A contribution may be requested from certain private beneficiaries in order to align interests and ensure ownership of results*

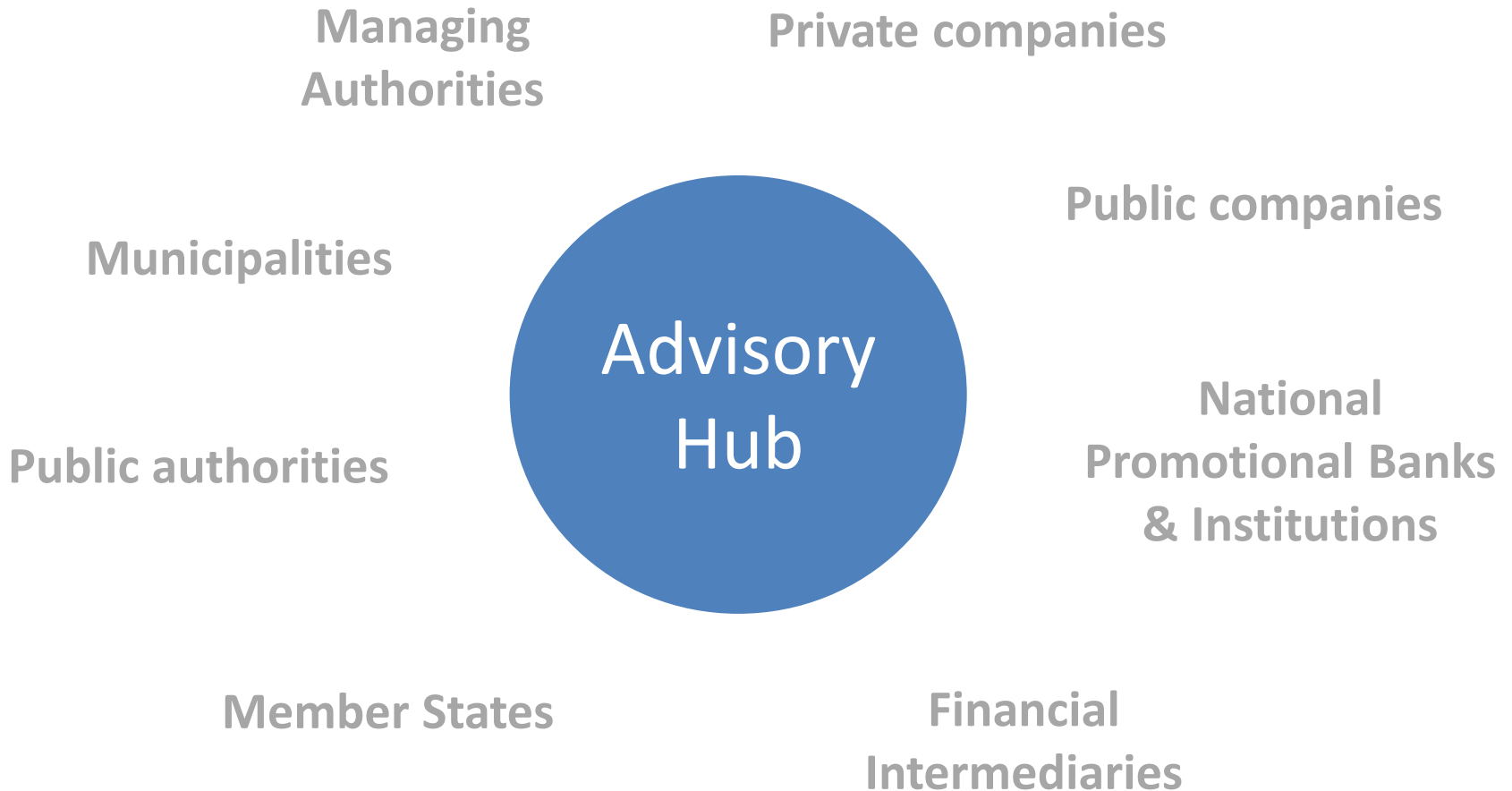
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**Does the Hub have local offices?**

*Currently the Hub operates mainly via the EIB headquarter in Luxembourg and its local offices. A network of local partner Institutions is being established*

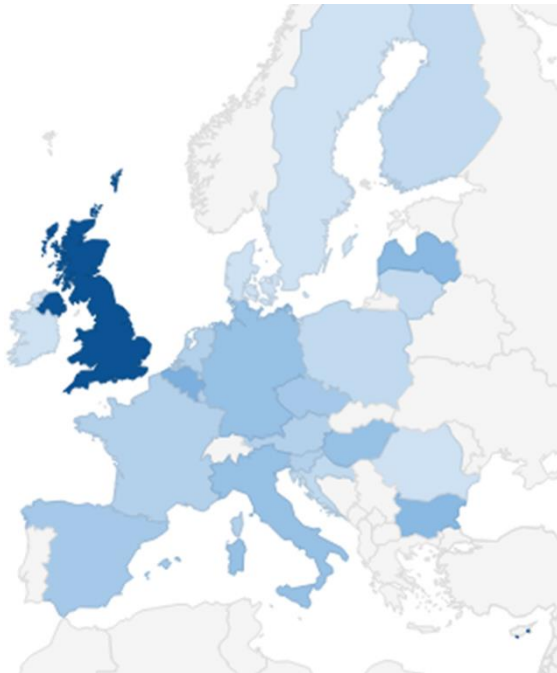
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# Who can contact the Advisory Hub for support?



# Requests to the Hub: overview

## Requests coming from more than 20 EU Member States



## A 4 step screening processing

|   | <br>Request for general information   | <br>Request for cooperation with EIAH  | <br>Request for funding   | <br>Request for funding and technical assistance   | <br>Request for technical assistance   |
|---|---------------------------------------|--|---|--|--|
|   | Project specific requests             |  |   |  |  |
| Phase 1: first contact with the client      | Answer questions, provide information | Engage with the requester and assess the possibility of starting a cooperation | Investigate details of the project, send project fiche                            | Investigate details of the project, send project fiche   | Investigate details of the project, send project fiche   |
| Phase 2: Preliminary analysis               |                                       |  | Clarify EIAH's role and direct the client towards EIB (or EFSI) financing sources | Understand the needs, find out more about the project, liaise with relevant EIB services   | Understand the needs, find out more about the project, liaise with relevant EIB services   |
| Phase 3: Initial strategic project guidance |                                       |  |   | The relevant EIB service interacts on behalf of the Hub for further investigation and scoping of projects' needs.                                      | The relevant EIB service interacts on behalf of the Hub for further investigation and scoping of projects' needs.                                      |
| Phase 4: Full engagement                    |                                       |  |   | EIB technical advisors and/or consultants start providing the identified advice, the cooperation is formalized by the signature of a Assignment Letter | EIB technical advisors and/or consultants start providing the identified advice, the cooperation is formalized by the signature of a Assignment Letter |

# Requests being processed...a few examples

## Renewable Energy projects

Following the request from a national government for help with the structuring and financing of several small-scale renewable energy projects, the EIAH is providing support in developing the underpinning strategy and clarifying major issues (e.g. a proper demand analysis and cost-benefit analysis).



## Broadband projects

The Hub is looking at various high-speed broadband projects in underserved areas, and is working help assess/establish an investment and financing model that ensures sustainable implementation, as well as technical support.



## Ecology programme in the Danube region

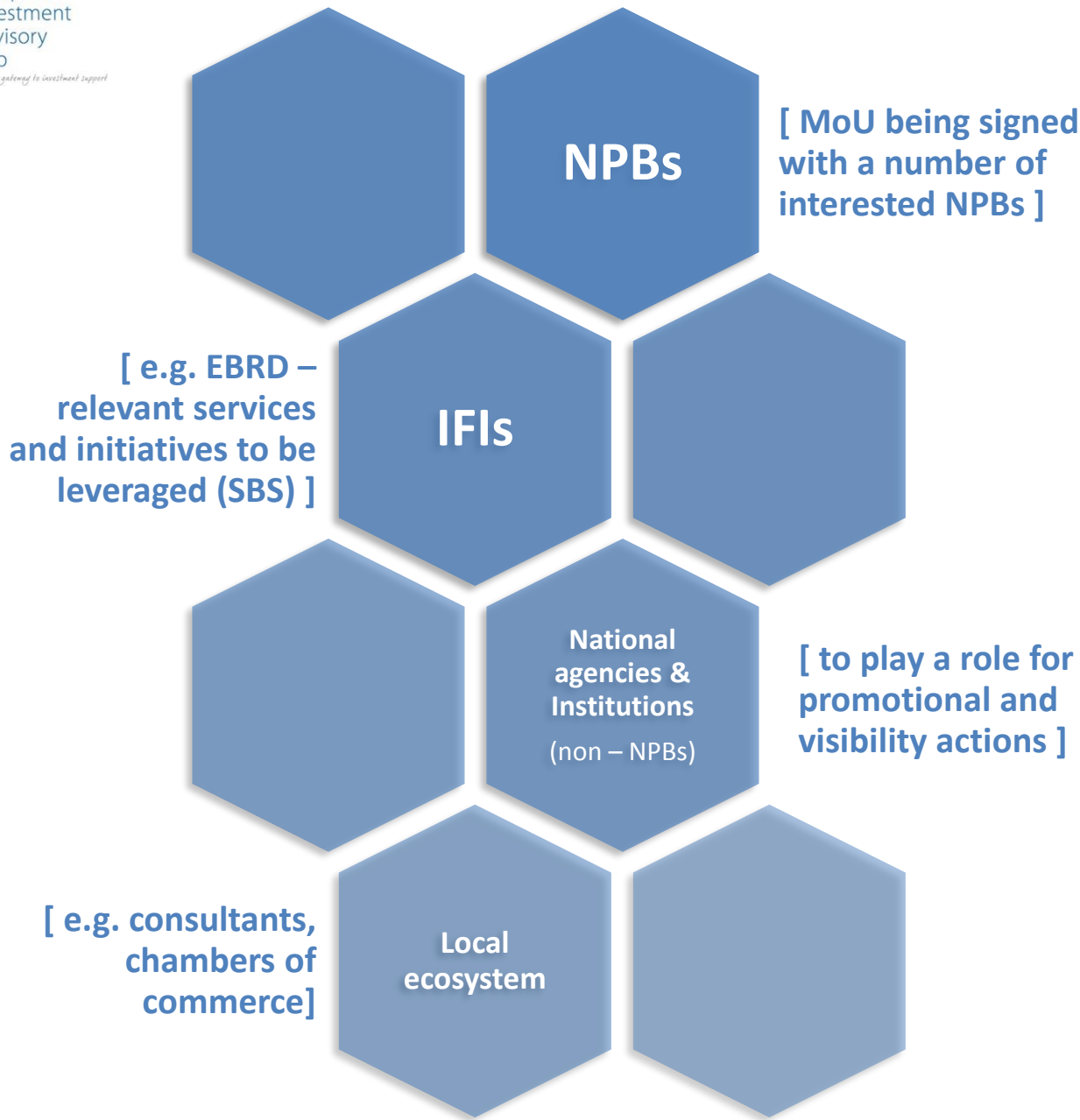
Request for project implementation/coordination support for a major ecology programme in the Danube region. A consultant will be engaged by the Hub to develop a roadmap prioritising the delivery of a series of critical sub-projects/actions and identify possible sources of funding.



## Transport PPP-project in an EU member state

Promoted via the national roads agency, the project relates to a TEN-T axis road. Advisory input focused on techno-economic review of project documentation as well as support with PPP structuring.





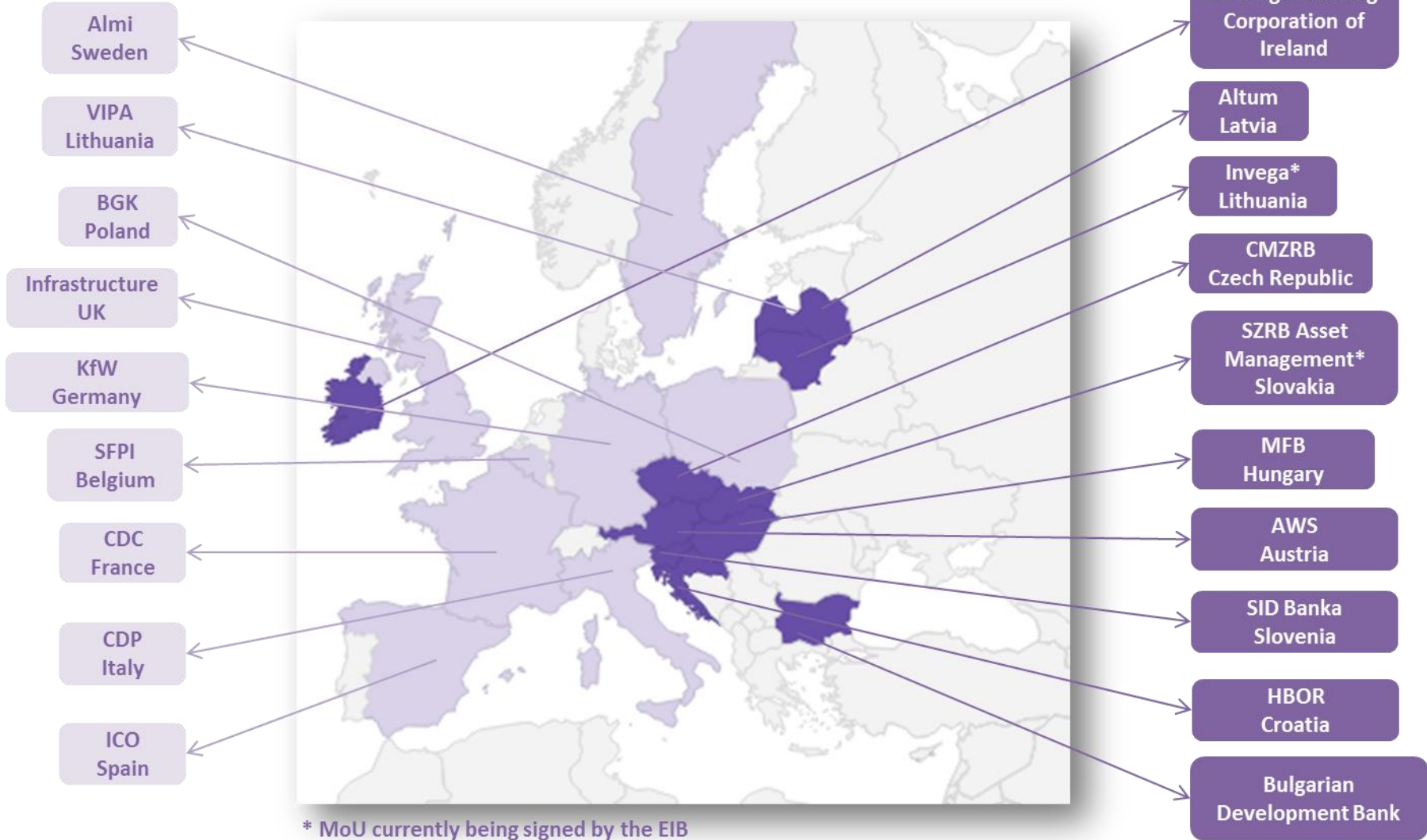
# Building the EIAH Partner Network

# Building the EIAH Partner Network

## MoU signatures

### MoUs to be signed

### Signed MoUs



# Would you like to know more?

Consult the Hub's  
advisory offer

[www.eib.org/eiah](http://www.eib.org/eiah)

Request support from  
the Hub

[www.eib.org/eiah/contact](http://www.eib.org/eiah/contact)

Contact the Hub for  
more info

[eiah@eib.org](mailto:eiah@eib.org)

*Europe's gateway to investment support*



