



European Investment *Advisory Hub*
Europe's gateway to investment support

European Investment Advisory Hub

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European Investment Advisory Hub

Investment Plan for Europe

Create an investment-friendly environment

through improvements of the European regulatory environment

Support investment in the real economy

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

Mobilise EUR 500bn of additional financing

through the European Fund for Strategic Investments (EFSI)



A joint initiative

Advisory Hub

European Investment Advisory Hub

Aims to strengthen Europe's investment environment and improve the quality of investment projects

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



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

A **cooperation platform** to leverage and exchange expertise from EIAH partners



EIAH Work Programme

Four streams of activity...

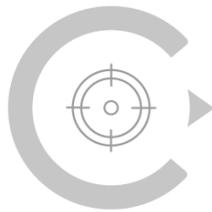


① Website, communication and awareness

② Investable project development



③ Local presence



④ Market development activities

Driven by:

- EFSI 1.0 and EFSI 2.0
- Market gap analyses
- Evaluation and audit
- Market demand

The Hub in the project cycle



UPSTREAM

- **Policy & program** advice
- **Preliminary** project assessment

PREPARATION

- **Technical advice** to promoters prior to appraisal (Terms of Reference, Cost-benefit analyses, etc.)
- Advice on **financial structuring** (PPPs, investment platform & innovative projects)
- Selection & supervision of **consultants** for project preparation

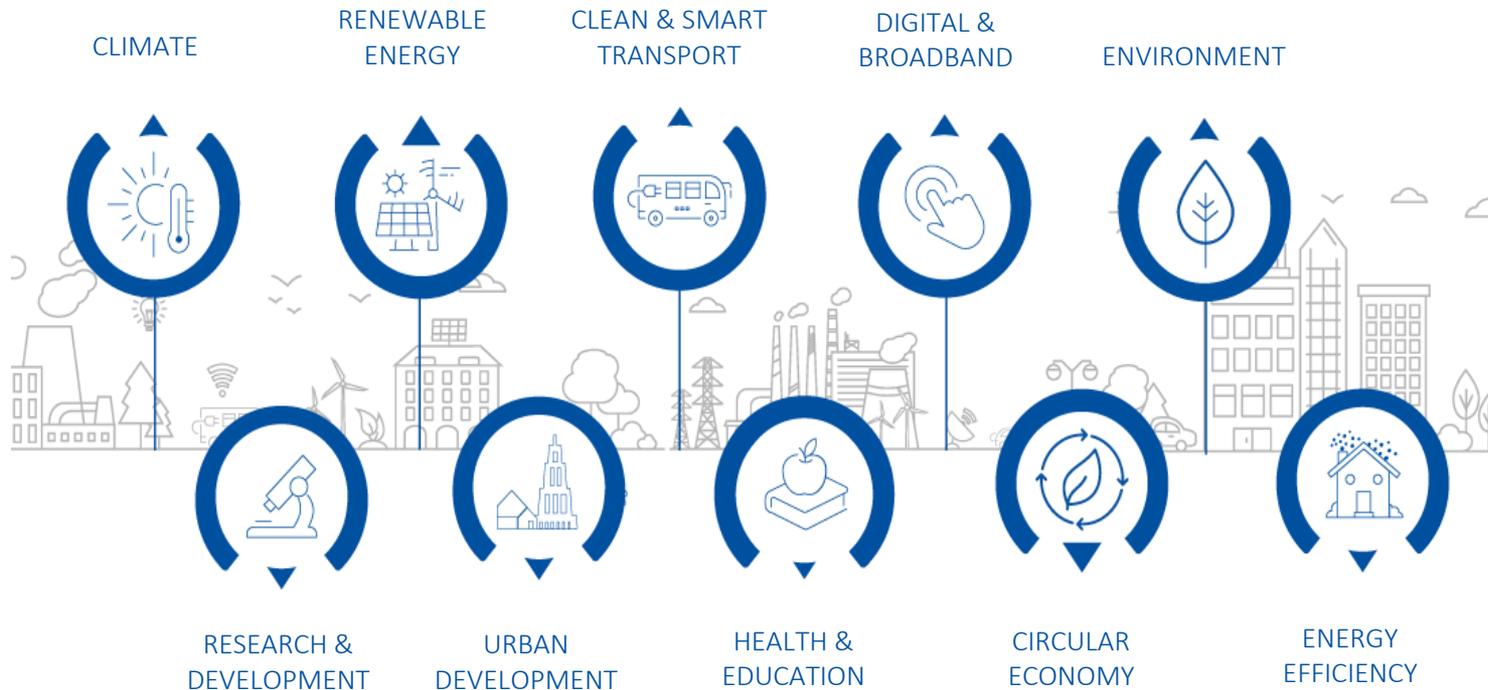
IMPLEMENTATION

- Advice on **project implementation**
- **Enhanced monitoring** in delayed projects

CAPACITY BUILDING RELATED TO PROJECTS

Capacity building on technical issues – Cooperation centres of expertise - Dissemination best practices & case studies

Advisory interventions in key sectors



Who can contact the Advisory Hub for support?

Managing Authorities

Member States

National Promotional Banks & Institutions

Private companies

Municipalities

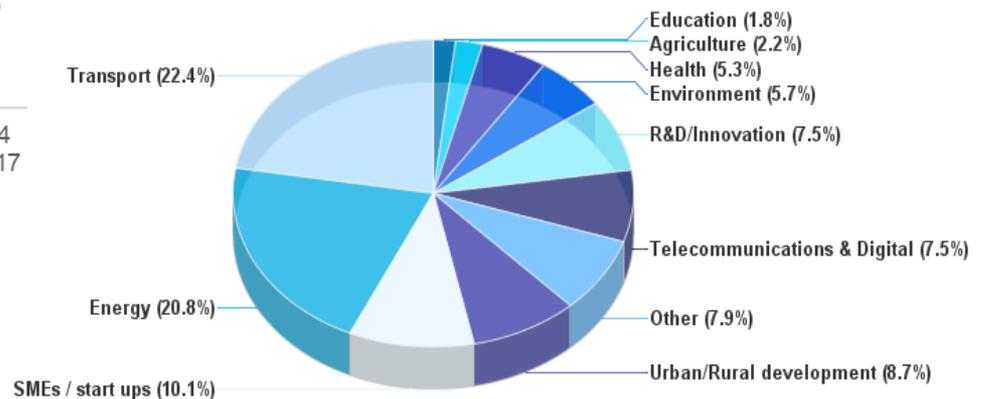
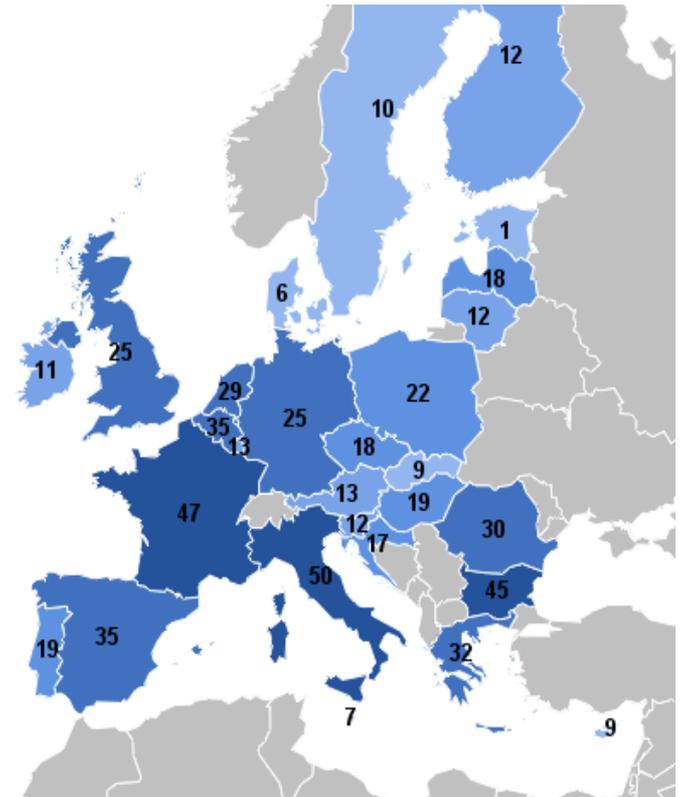
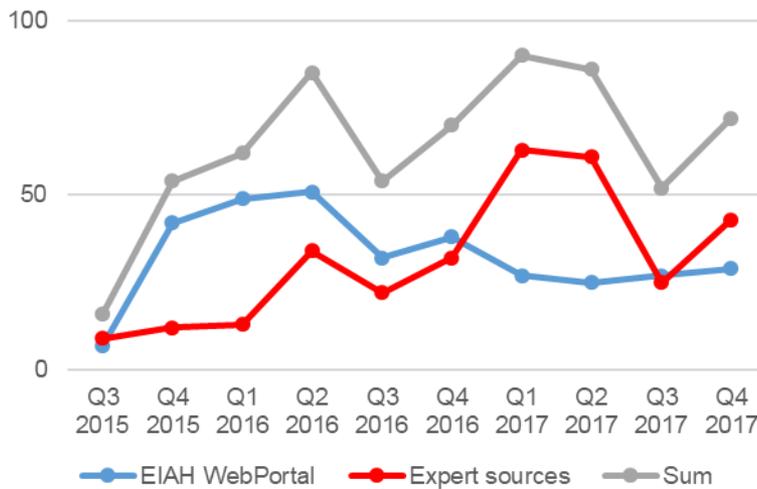
Public authorities

Financial Intermediaries

Public companies

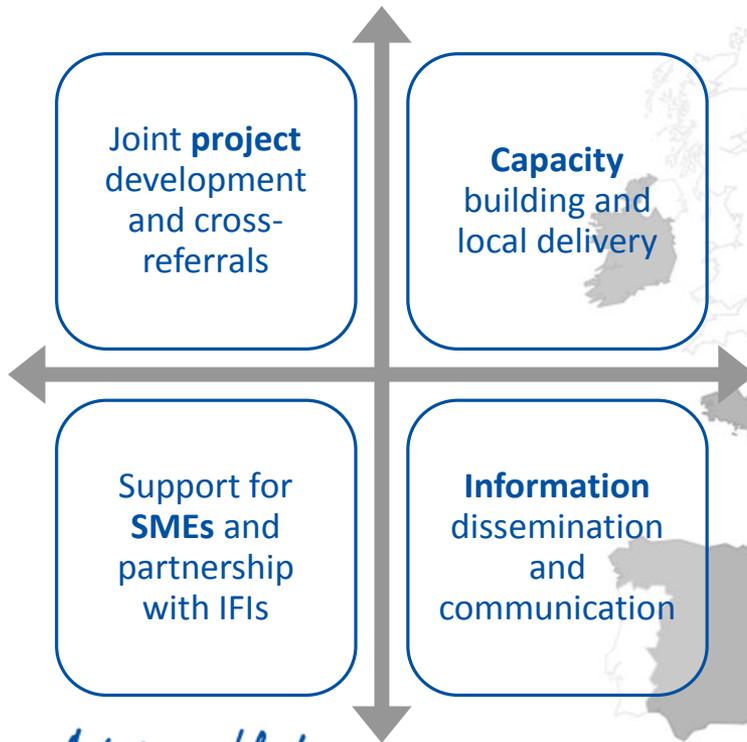
EIAH track record

- 670+ requests received since launch
- 330+ requests came from private sector
- 250+ requests came from expert sources
- 30+ came from / through NPIs or authorities
- 60+ requests allocated significant resources
- 10+ projects with potential for EFSI pipeline



Growing network of EIAH partners

- **43** total number of partner institutions
- **23** signed Memoranda of Understanding
- **20** National Promotional Banks / Institutions
- **10** national authorities
- **13** other (financial) institutions



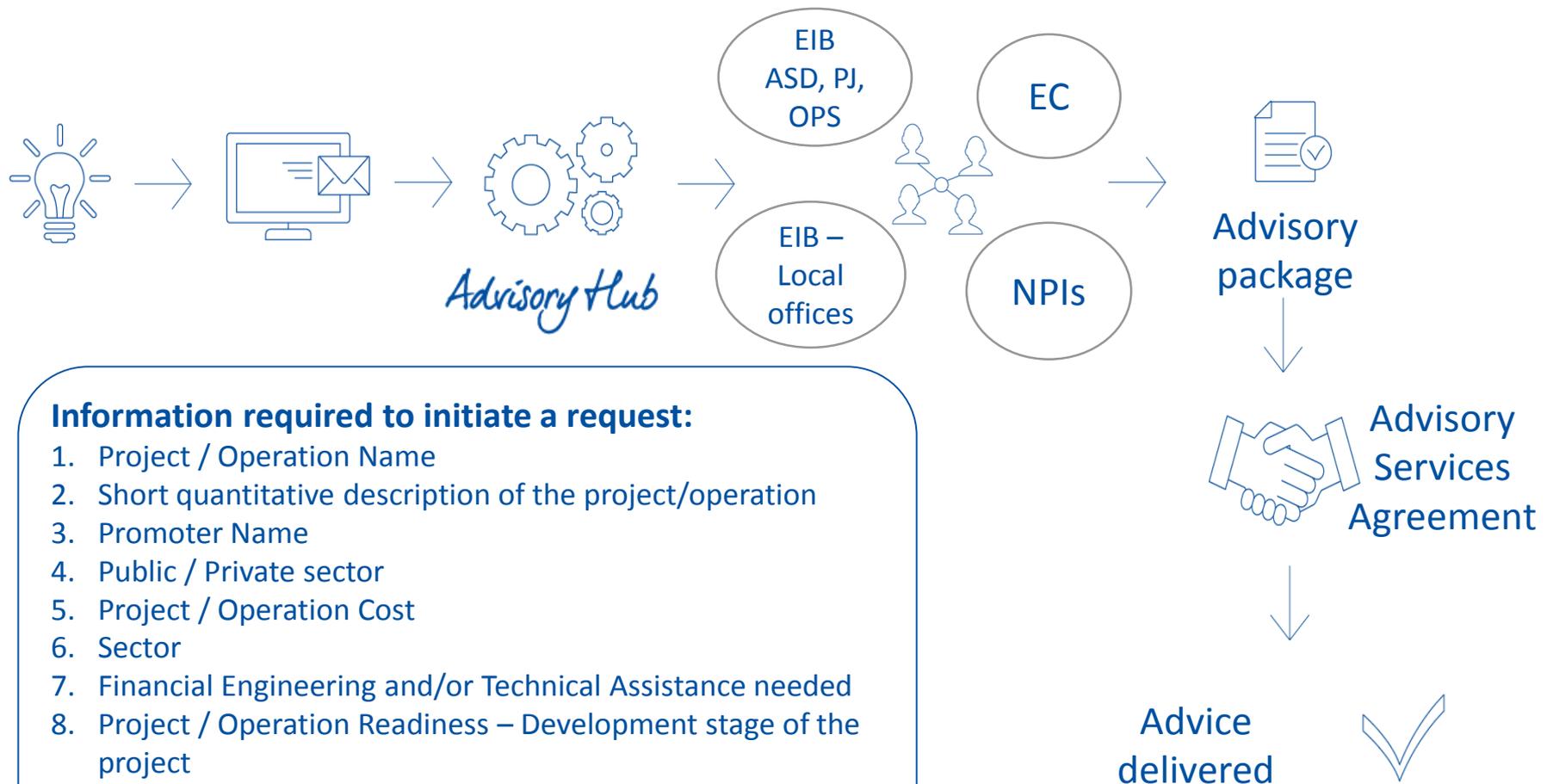
Advisory Hub



Signed MoUs

SID Bank	Slovenia
Altum	Latvia
MFB	Hungary
BDB	Bulgaria
HBOR	Croatia
SBCI	Ireland
CMZRB	Czech Republic
AWS	Austria
SZRB AM	Slovakia
BPI France	France
CDC	France
BGK	Poland
Invega	Lithuania
Almi	Sweden
VIPA	Lithuania
ZBP	Poland
ICO	Spain
CDP	Italy
KfW	Germany
NIA	The Netherlands
Finnvera	Finland
NRW.Bank	Germany

Practice: how are request handled



Information required to initiate a request:

1. Project / Operation Name
2. Short quantitative description of the project/operation
3. Promoter Name
4. Public / Private sector
5. Project / Operation Cost
6. Sector
7. Financial Engineering and/or Technical Assistance needed
8. Project / Operation Readiness – Development stage of the project
9. Detail of request / need
10. Data confidentiality

URBIS

1. A new initiative to provide dedicated investment advisory to urban authorities
2. To support integrated urban development programmes comprising a number of smaller projects within a strategic framework
3. Tailor made technical advice to support the development of urban investment strategies and investment programmes and to improve the quality and bankability of projects
4. Advice to support the development of innovative financing approaches for city investment, including urban based investment platforms
5. Available via the Advisory Hub



Success Stories - Examples

Social Housing in Poland

- Speed up Access to Finance
- EFSI context
- Financial modelling
- Strong EIB collaboration
- Coordination of institutional set-up
- Replication within the sector
- Co-financing with BGK



Hospital in Croatia

- Collaboration with NPI - HBOR
- Access to finance by increasing project readiness
- Facilitation from HBOR
- Technical Assistance provided by EIAH



Success stories – Influencing factors

Access to Innovation

Innovative Financing
Instrument

EIB appetite for financing

Maturity of the project

Facilitation of EFSI
project preparation

Counterparts
Engagement

- ▶ Clear description of the project SCOPE
- ▶ Clear description of the project / promoter's NEED
- ▶ Constructive Collaboration and Exchange
- ▶ Project OWNERSHIP
- ▶ Keep the MOMENTUM on the development of the project

Investment platforms - Context

- EFSI regulation emphasis on Investment Platforms – a tool for pooling and aggregating investments on a sectoral and/or geographic basis
- NPBs can play an important role due to their geographic reach, market knowledge, expertise and complementary products
- EFSI/ESIF combinations of growing importance and viewed to be a key means of increasing EFSI deployment in cohesion countries
- EIAH is a very useful tool in providing advisory support

What are Investment Platforms?

- Dedicated financing structures, co-financing or risk-sharing arrangements, channeling public and private financing from entities, to finance a number of investment projects
- Flexible concept
- With a defined geographical or sectoral/thematic scope
- Potential tool to use EU funds, financial instruments or national support together with EFSI to support specific policy objective
- Or to facilitate/organise co-financing with NPBs and other parties
- But they are not magic tools that would transform non-bankable projects into bankable projects. They must include credible business proposals and credible identifiable

Potential role of ESIF in Investment platforms

- Limited ESIF resources in more developed regions, can be augmented with EFSI to pilot Investment Platforms and attract private investors (at fund and project level).
- Assisting in the deployment of EFSI in less developed regions, using ESIF to lower the risk profile of projects and/or facilitate more affordable funding, especially for longer term payback projects (e.g. energy efficiency)
- Using ESIF as grants, as well as FIs to help with project identification, preparation and affordability constraints

FAQs about the Advisory Hub



What is the geo scope of the Hub?

The European Union



Does the Hub provide financing?

The EIAH does not provide financing of any sort. Requests for financing addressed to the Hub are redirected to relevant resources as appropriate



Does the Hub have local offices?

Currently the Hub operates mainly via the EIB headquarters in Luxembourg and its local offices. A network of local partner Institutions is developing

Is the Hub only linked to EFSI projects?

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



Who concretely delivers the advisory support provided via the Hub?

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



Is the support provided via the Hub free of charge?

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





Thank you for your attention!

More info, request Hub support: eiah.eib.org

Contact the Hub team eiah@eib.org

