



European Investment Advisory Hub: An Introduction

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

Shelley Forrester
Senior Advisor

Brussels, 5 June 2018



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)



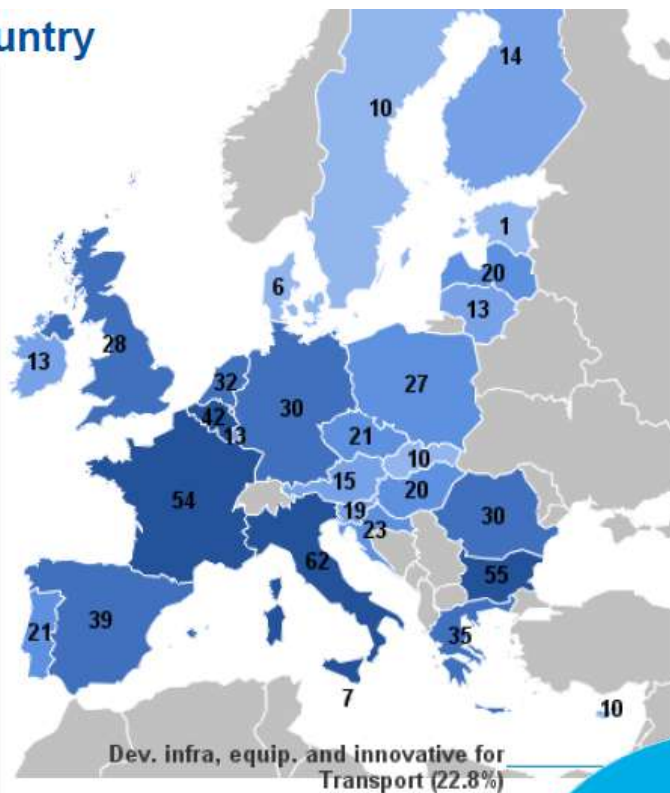
A joint initiative

Advisory Hub

Requests to the Hub: overview (30/04/18)

Requests by country

Country	No. of requests
Italy	62
Bulgaria	55
France	54
Belgium	42
Spain	39
Greece	35
The Netherlands	32
Germany	30
Romania	30
United Kingdom	28
Poland	27
Croatia	23
Czech Republic	21
Portugal	21
Hungary	20
Latvia	20
Slovenia	19
Austria	15
Finland	14
Ireland	13
Lithuania	13
Luxembourg	13
Cyprus	10
Slovakia	10
Sweden	10
Malta	7
Denmark	6
Estonia	1
Total	670



*excludes 71 requests relevant for more than 1 EU countries or no country specific or non-EU countries

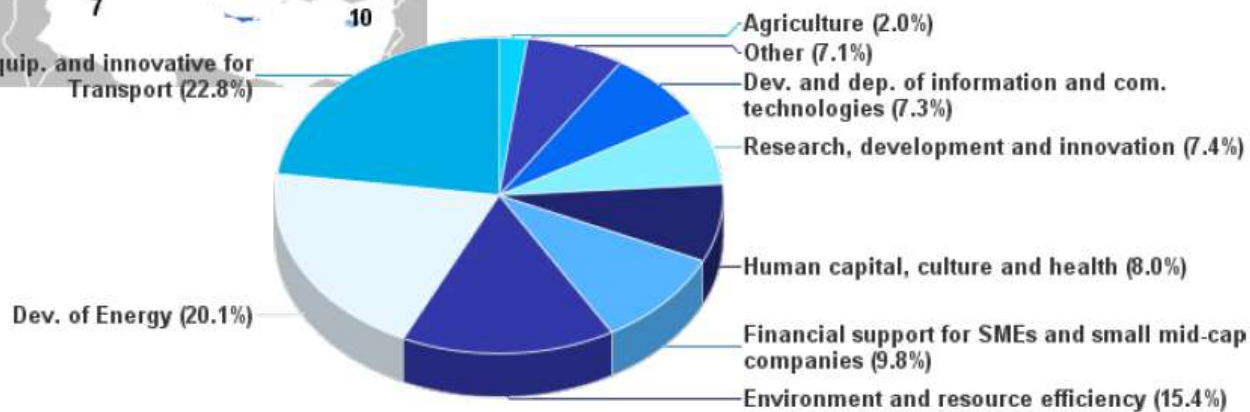
Total of 741 requests

591 project-specific requests

- Public sector : 262
- Private sector : 308
- Other (e.g. NGOs) : 21

All requests receive light advisory, however, 76 Advisory Assignments with dedicated budget and resources

Project-specific requests by sector (Tot. 591)



*The category "other" includes project-specific requests in which the sector is not indicated

EIAH in the project cycle



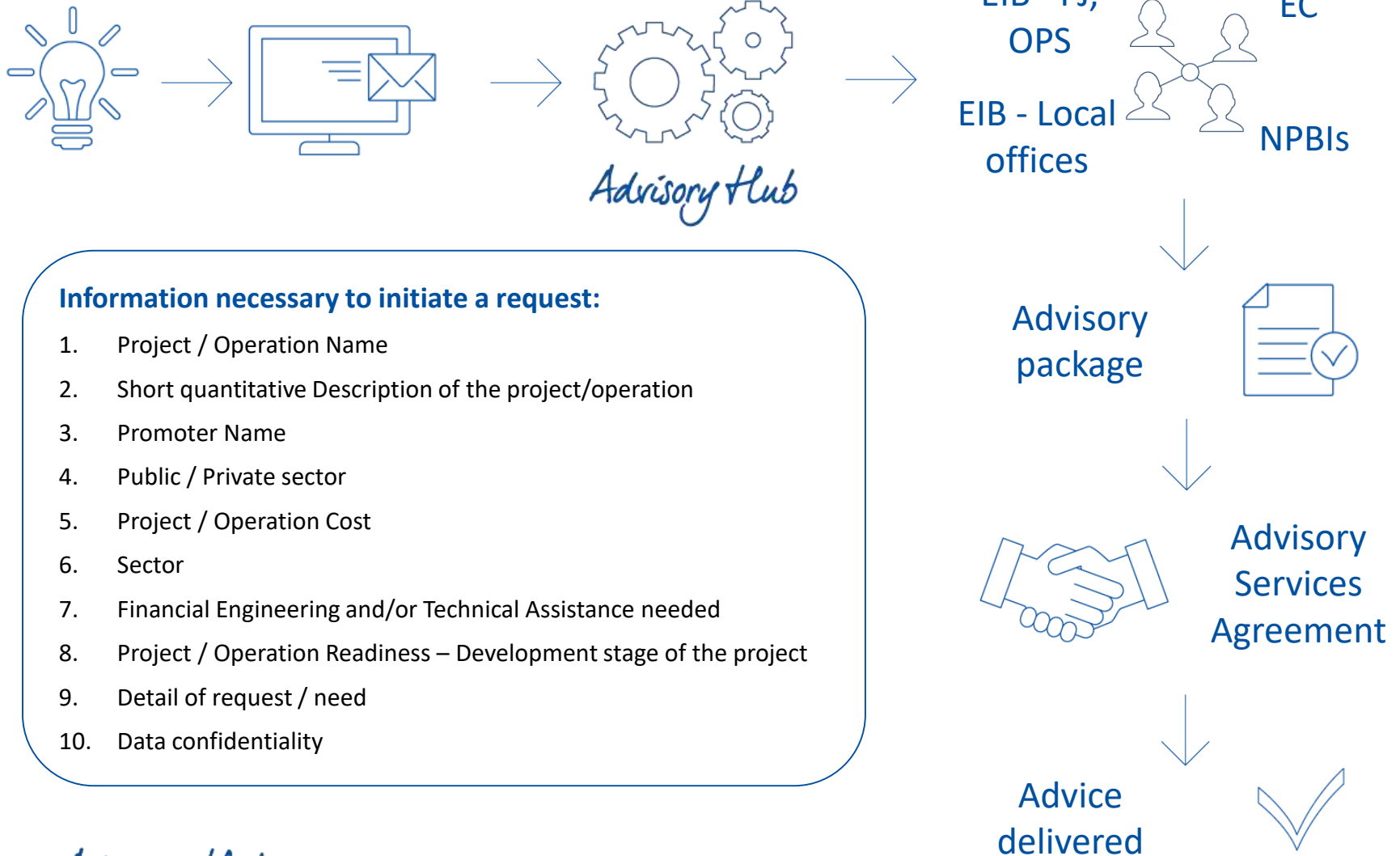
UPSTREAM

PREPARATION

IMPLEMENTATION

CAPACITY BUILDING RELATED TO PROJECTS

How does the Hub work on incoming requests?



EIAH for: Urban/Energy/Transport

- **Climate**
- **Renewable Energy**
- **Clean, Safe and Smart Transport**
- **Digital & Broadband**
- **RDI**
- **Energy Efficiency**
- **Urban Development: URBIS initiative**

Who can contact the Advisory Hub for support?

Managing Authorities

Private companies

Public companies

Member States

Regional and Local
Municipalities

Public authorities

National Promotional
Banks & Institutions

Financial
Intermediaries

Advisory Hub

A new EIAH Initiative: URBIS

1. For urban authorities with projects or programmes > €20 million
2. Focus: integrated urban development programmes
3. Technical & 4. Financial advice



Examples:

URBIS advisory assessments

- *Integrated urban investment involving road rehabilitation, multi-purpose buildings and relocation of a bus terminal meeting sustainable transport objectives*
- Market assessment to explore the potential for multi regional financial instruments for urban development
- *Support for a study on a market demand structure to enable affordable housing investments aligned with social inclusion goals*
- Market testing of a blending facility for refugees and migrants, including preparatory work for the facility's successful structuring and implementation
- *Support to a Climate Resilience Strategy through development of projects addressing climate mitigation and natural disasters*
- *In cooperation with NPI, development of a smart cities investment platform, including identification of project pipeline for local and regional investment projects*
- *Project implementation support for investment programme developed to address urban regeneration*

* *Examples in italics are located in Cohesion MS*



Cleaner Transport Facility (CTF)

- Support the **accelerated deployment** of new cleaner transport technology
- Full range of **available tools** from EIB and EC for public and private entities
- **Financial products**
 - EIB loans/guarantees/equity
 - EFSI Guarantee
 - Financial instruments e.g. CEF Debt Instrument
- **Advisory services**
 - EIAH – Advisory Hub
 - ELENA – technical assistance
 - Horizon 2020 – InnovFin Advisory
- **EC grants :**
 - CEF Transport Blending Call
- **Focus:**
 - Public transport buses / public fleets
 - Alternative fuel infrastructure on strategic networks



Cleaner Transport Facility: Supporting the deployment of cleaner transport

The alternative fuels and cleaner transport sector is gradually moving towards large-scale deployment across the EU. The European Investment Bank (EIB) is supporting this shift. The Cleaner Transport Facility (CTF) is a new initiative launched in December 2016 by the EIB and European Commission (EC) to assist investments, by both public and private entities, in cleaner transport projects through existing EIB products and new financial instruments.



The objective of the CTF is to support the accelerated deployment of cleaner transport vehicles and help meet their associated infrastructure needs. The CTF is an umbrella that deploys the EIB's technical and financial capacity to adapt to specific market needs in order to explore viable

business models and boost opportunities to finance cleaner transport. The first projects were investments in cleaner public transport buses, and we are further exploring other markets.

We want to hear from stakeholders in the cleaner transport and alternative fuels

sector to work together to develop financial products and structures tailored to the industry's profiles and investment needs. Please contact us to work together to develop financing solutions that meet your needs.

CTF – Projects appraised & signed

Balearia+
(Dual fuel ferry - LNG)



Irish Continental Ferry
(Greener ferry)



Belfius Smart cities
Boom – CNG vehicles



Las Palmas
(E/hybrid buses)



Poznan
(E? articulated buses)



Riga
(H2 buses)



Fleet renewal SMEs & Mid-caps Spain



Palma de Mallorca
(CNG and E? buses)



Artois Gohelle
(H2 buses)



BAI Honfleur
(LNG ferry)



Signed

Advisory Hub

FAQs about the Advisory Hub



What is the geo scope of the Hub?

The European Union

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)



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.

Who concretely delivers the advisory support provided via the Hub?

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



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 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 Form
Contact the Hub directly

eiah.eib.org
eiah@eib.org

