

European Investment Advisory Hub

Europe's gateway to investment support



Maximizing the potential benefits of European strategic investments: Emerging business opportunities in Bulgaria and the Balkan region, Sofia, 3rd June 2016

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European Investment Bank

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

A tool 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 and expertise (NPIs, Managing Authorities)

What is the Advisory Hub?

Why?

What?

How?

DEMAND



Existing advisory programmes and activities

- Project support throughout the project cycle
- Support to Financial Instruments
- Enhance access to finance



Additional advisory and technical assistance

- New investment support also in areas relevant to the scope of EFSI (could be delivered by EIB advisory or operational teams)
- Identification of needs as they arise



EIAH's partner institutions' expertise

- Network of institutions incl. EIB Group, European Commission, National Promotional Banks, etc.
- Integrated collaboration model

SUPPLY



A comprehensive offer of advisory services



**Support for
projects and
investments**

**Enhance use of
EU funds**

**Improve access
to finance**

Advisory and technical support in identification, prioritisation, preparation, structuring and implementation of investment projects

Advisory and capacity building support in the implementation of ESIF financial instruments

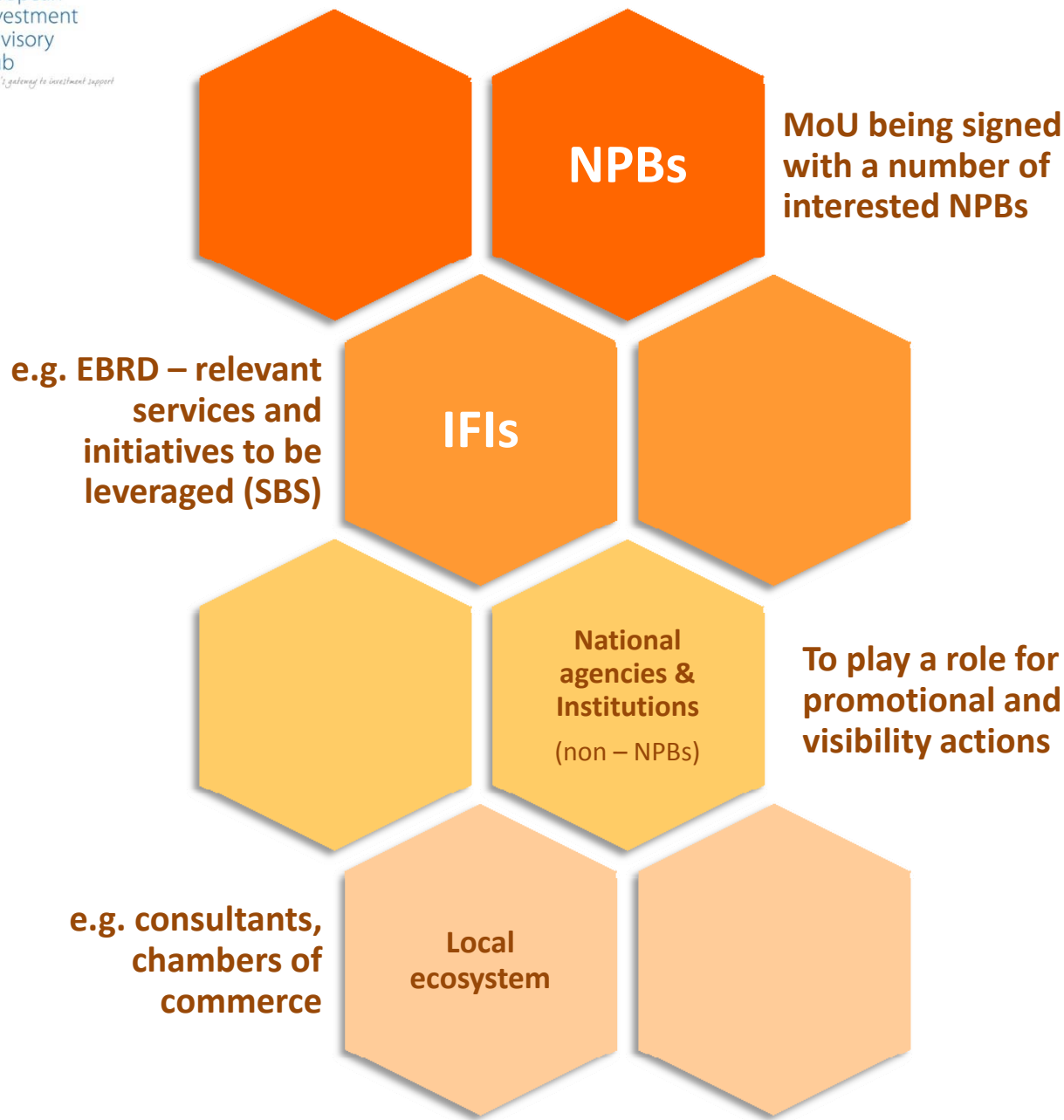
Enhancing financing condition and creating bankable propositions

**Existing
services**

**JASPERS, ELENA, EPEC,
Implementation support
programmes**

**fi-compass, bilateral
services to Managing
Authorities**

InnovFin Advisory



Building the EIAH Partner Network



Scope of the cooperation



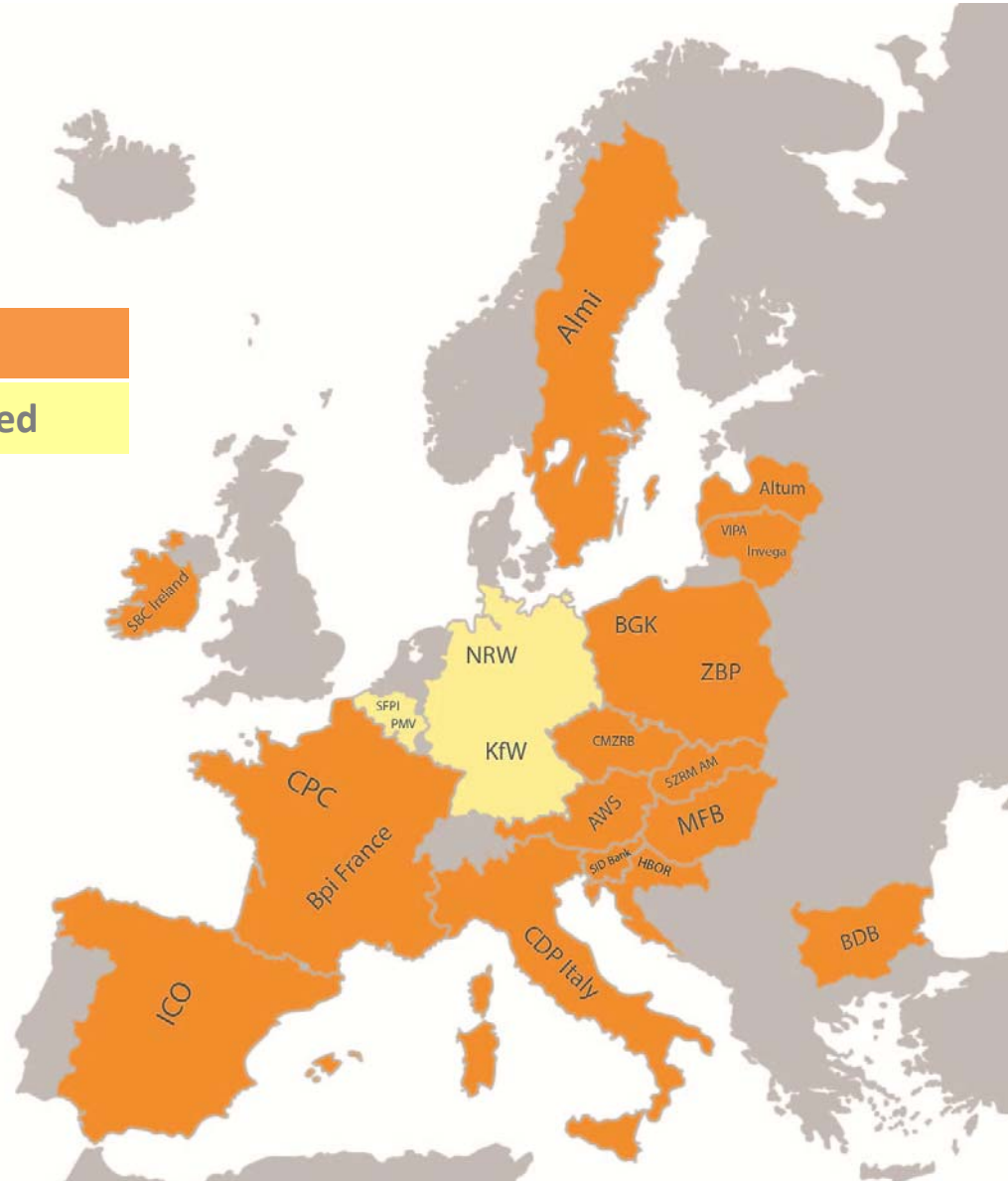


Building the EIAH Partner Network

MoU signatures as of today

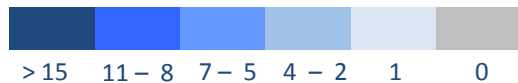
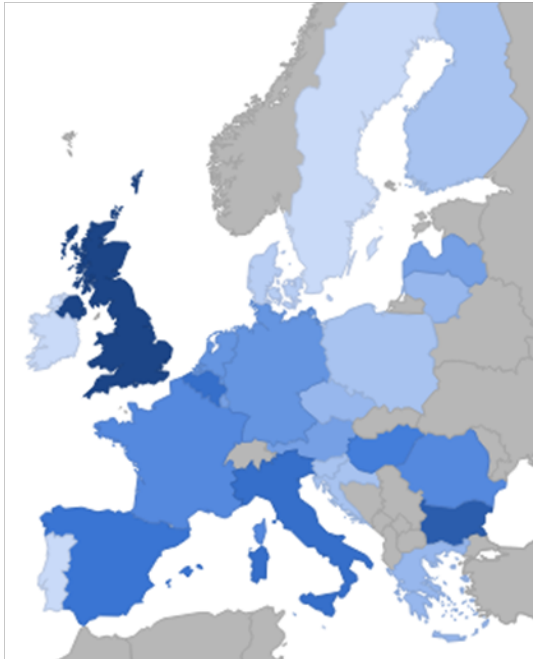
Signed MoUs

MoUs to be signed



Requests to the Hub: overview

Requests coming from more than 20 EU Member States

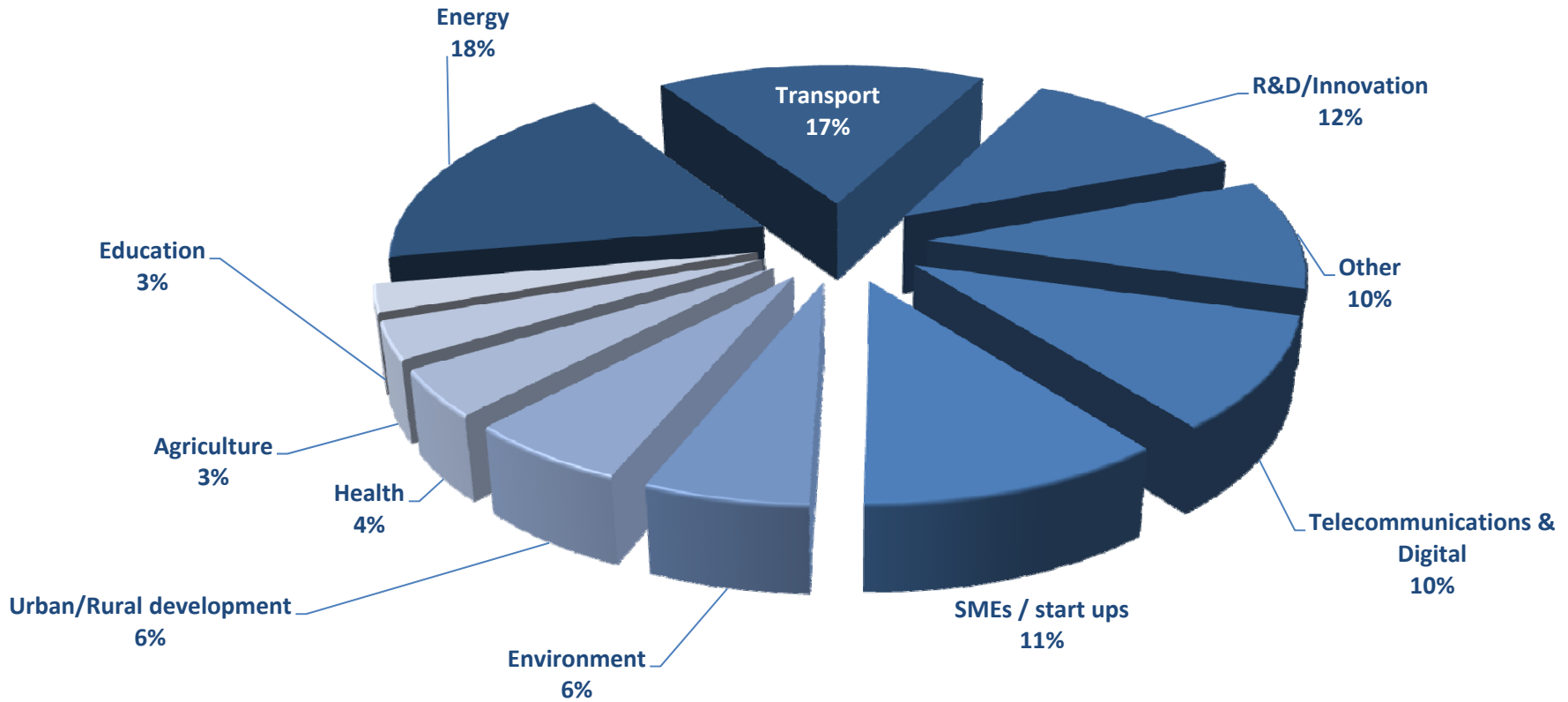


4 levels of engagement

	Request for general information	Request for cooperation with EIAH	Request for funding	Request for funding and technical assistance	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 to the Hub: overview

Project-specific requests by sector



Requests being processed...a few examples

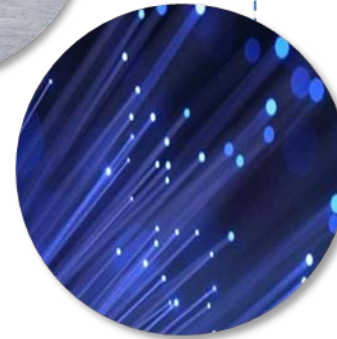
Renewable Energy projects

Following the request from a national government for help with the structuring and financing of several small-scale renewable energy projects, the Hub is providing support to develop the underpinning strategy and to clarify 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 to 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.



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 colleagues within the EIB.

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 being established

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



Would you like to know more?

Consult the Hub's
advisory offer

www.eib.org/eiah

Request support from
the Hub

www.eib.org/eiah/contact

Contact the Hub for
more info

eiah@eib.org

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