



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



# The European Investment Advisory Hub Support to CEF Blending

*CEF Blending Info Day*

*Rome*

*16 January 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 315bn of additional financing

through the European Fund for Strategic Investments (EFSI)



A joint initiative

*Advisory Hub*

# European Investment Advisory Hub

*Our aim is 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 draft EFSI 2.0
- Market gap analyses
- Evaluation and audit
- Market demand

# INTRO: EIAH in the project cycle for all sectors



## UPSTREAM

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

## PREPARATION

- **Technical advice** to promoters prior to appraisal (ToR, CBA)
- Advice on **financial structuring** (PPPs, investment platform & innovative projects)
- Selection & supervision of **consultants** for project prep.

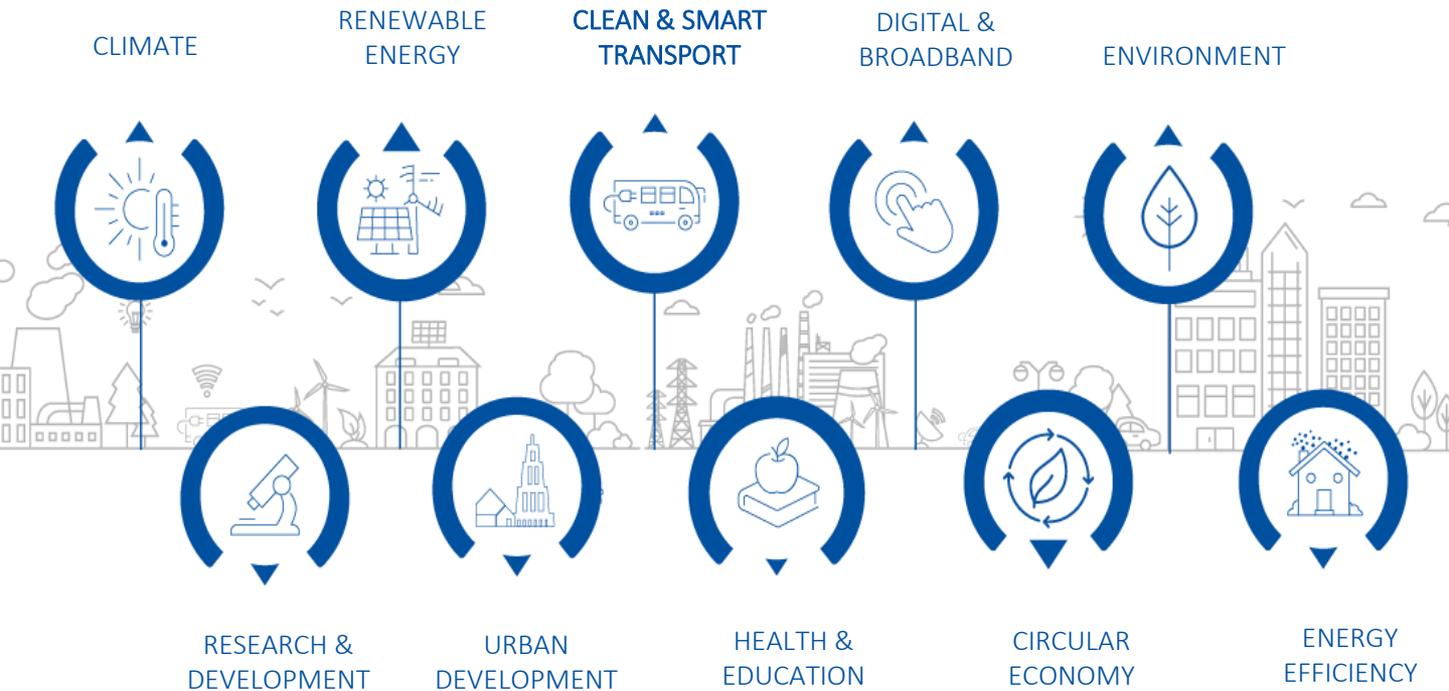
## IMPLEMENTATION

- 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

Private companies

Member States

National Promotional Banks & Institutions

Municipalities

Public companies

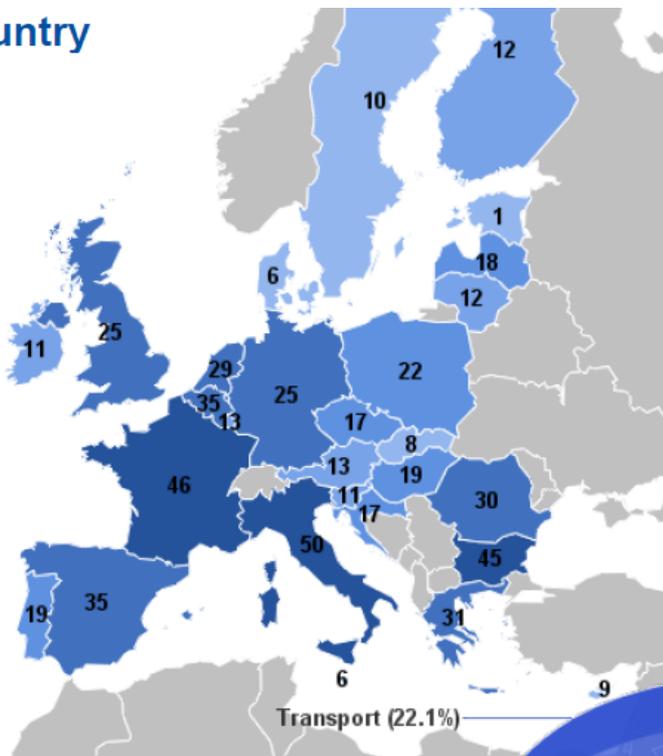
Public authorities

Financial Intermediaries

# Requests to the Hub: overview (as of 31/12/2017)

## Requests by country

Country	No. of requests
Italy	50
France	46
Bulgaria	45
Belgium	35
Spain	35
Greece	31
Romania	30
The Netherlands	29
Germany	25
United Kingdom	25
Poland	22
Hungary	19
Portugal	19
Latvia	18
Croatia	17
Czech Republic	17
Austria	13
Luxembourg	13
Finland	12
Lithuania	12
Ireland	11
Slovenia	11
Sweden	10
Cyprus	9
Slovakia	8
Denmark	6
Malta	6
Estonia	1
<b>Total</b>	<b>575</b>

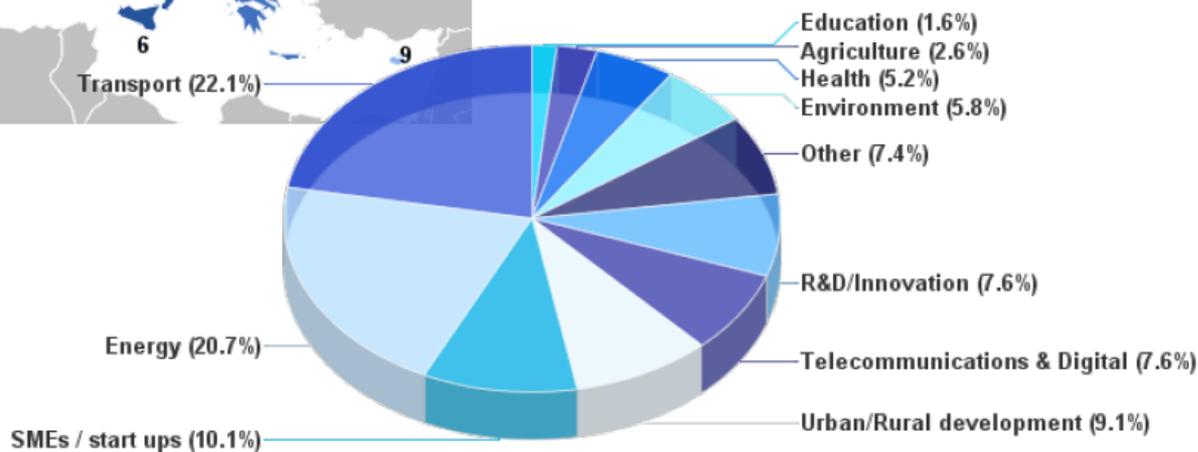


## Total of 641 requests

500 project-specific requests

- Public sector : 208
- Private sector : 272
- Other (e.g. NGOs) : 20

## Project-specific requests by sector (Tot. 500)



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

\*excludes 66 requests relevant for more than 1 EU countries or no country specific or non-EU countries

*Advisory Hub*

# Developing the Hub's local presence

## NPIs

- **23 MoU signed** with National Promotional Institutions from **20 EU member states** to date
- **EIAH Days** annual event: Alternative Fuels: Cleaner Transport Facility presentation in 2017
- **20+ bilateral visits** in 2016-17 to **establish concrete actions** to bring tailored collaboration with each NPI
- **Plans to launch call for expression of interest** for delegated local delivery in 2018

## Member States

- **1 MoU** signed with MS
- Support development of local Hub
- “Help MS help themselves”

*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

# EIAH offer of support to CEF Blending applicants

As agreed with DG MOVE

## *Pre-call support offered*

- High level advice on **existing project documentation** regarding suitability/eligibility/maturity for the blending call.
- Identification of major gaps and areas requiring improvement in:
  - technical preparation (feasibility studies, market studies, economic cost-benefit analysis, EIA, tendering and procurement, implementation and organisational),
  - a first review of PPP readiness where applicable ,and
  - financial preparation(business plan, financial plan).
- Advice on terms of reference for consultants/studies in relation to technical, financial, procurement and organisation to implement project and achieve access to finance.

## *Post-call support offered*

- High level advice on project implementation including procurement, organisational and financial aspects.
- Advice on terms of reference for consultants/advisers/project managers in relation to targeted technical, financial, procurement and organisation aspects to implement project and reach financial close.

# Limits to EIAH support



- Funding for human resources related to project implementation



- Substitution for normal INEA responsibilities post grant signature



- Completing the grant application forms or related documentation

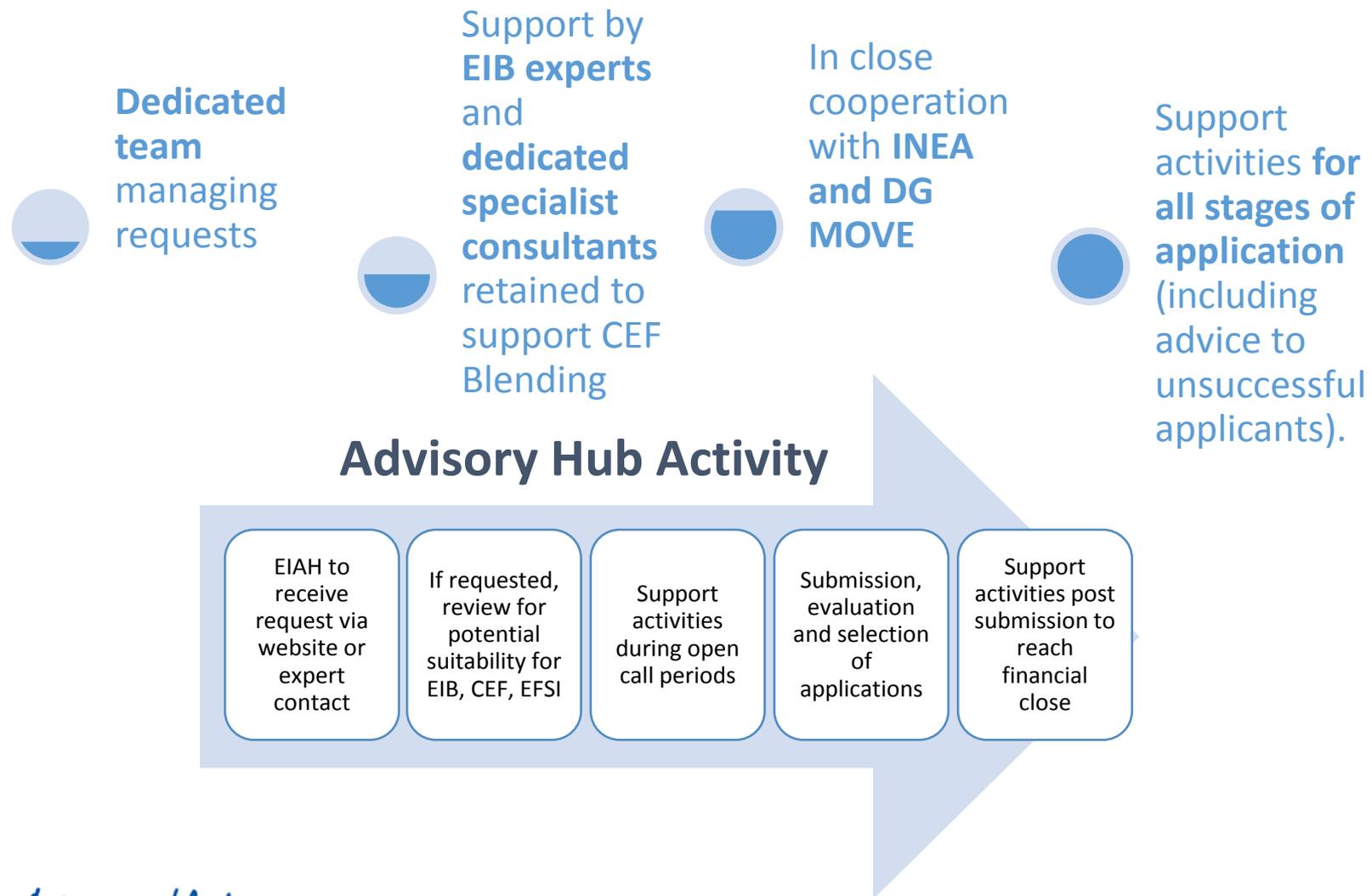


- Taking responsibility for, paying for or undertaking complete feasibility, technical or financial studies



- Engage with lenders

# How is the CEF Blending support provided?



# CEF Blending requests to EIAH: review of 'July' results

Situation as at 12/12/2017

Country	No of CEF Blending requests
The Netherlands	8
France	7
Italy	5
Belgium	3
Finland	3
Denmark	2
Germany	2
Greece	2
EU	2
Portugal	2
Spain	2
Latvia	1
Malta	1
Poland	1
Romania	1
Slovenia	1
Sweden	1
<b>Total</b>	<b>44</b>



- Majority of requests from applicants for **Innovation, ERTMS and CNC (Ports)** priorities
- Requests for **guidance on CBA** most frequent technical assistance request
- **Clarification of call conditions related to co-financing** requirement often requested
- Supported applicants needing **introduction to EIB lending teams**
- 21 of EIAH-supported applicants submitted in July, of which 12 proposals have been selected



# Thank you for your attention!

Website contact form available

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

CEF Blending: Direct contact

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

