



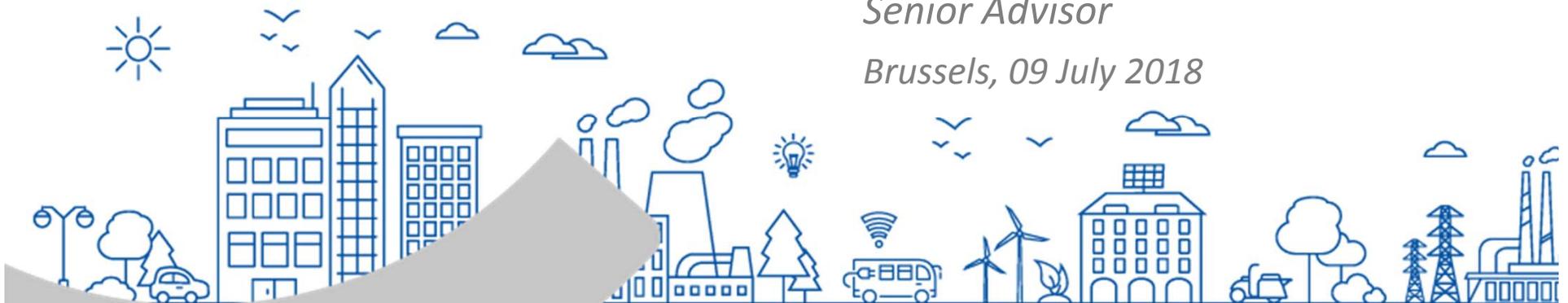
# EFSI 2.0 – New Opportunities for Cities & Regions?

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

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*Senior Advisor*

*Brussels, 09 July 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 500 bln of additional financing

through the European Fund for Strategic Investments (EFSI)



A joint initiative

*Advisory Hub*

# European Investment Advisory Hub

## Four streams of activity



① Website, communication and awareness

② Investable project development



③ Local presence

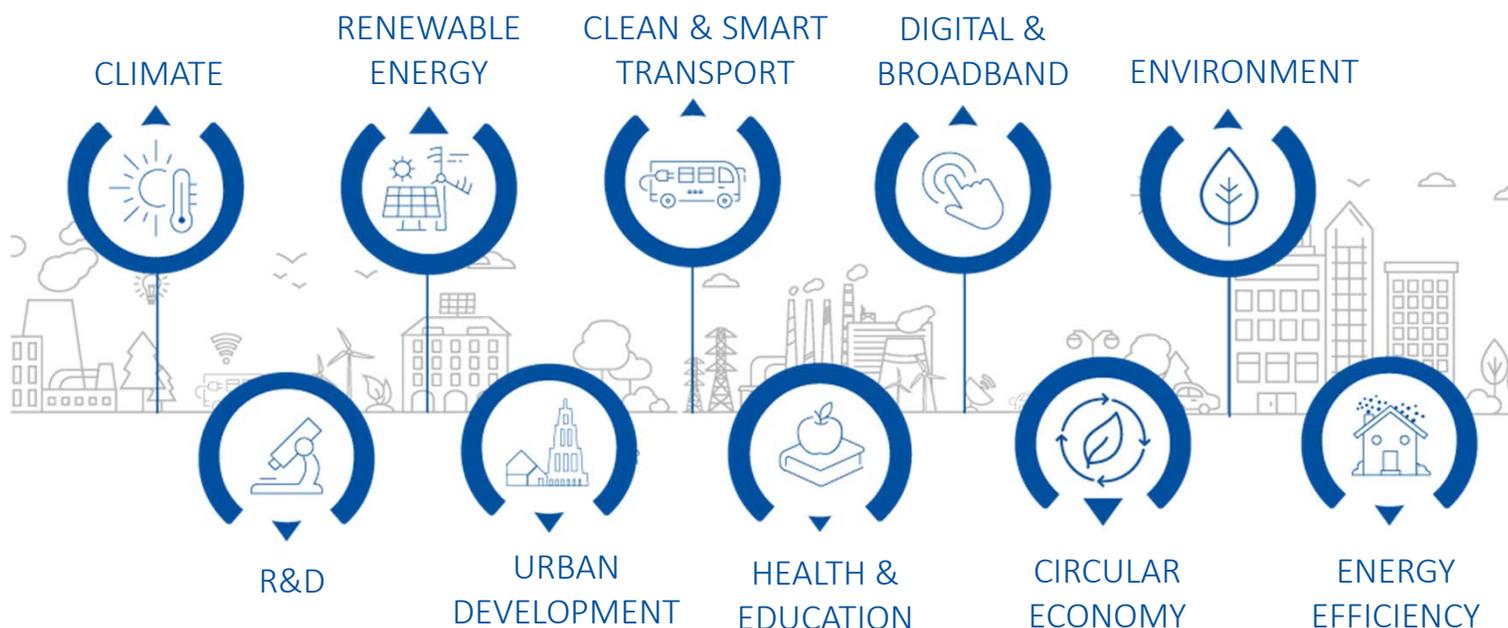
### Driven by:

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



④ Market development activities

# Advisory interventions in key sectors



## Who can contact the Advisory Hub for support?

Managing Authorities

Private companies

Public companies

Member States

Regional and Local  
Municipalities

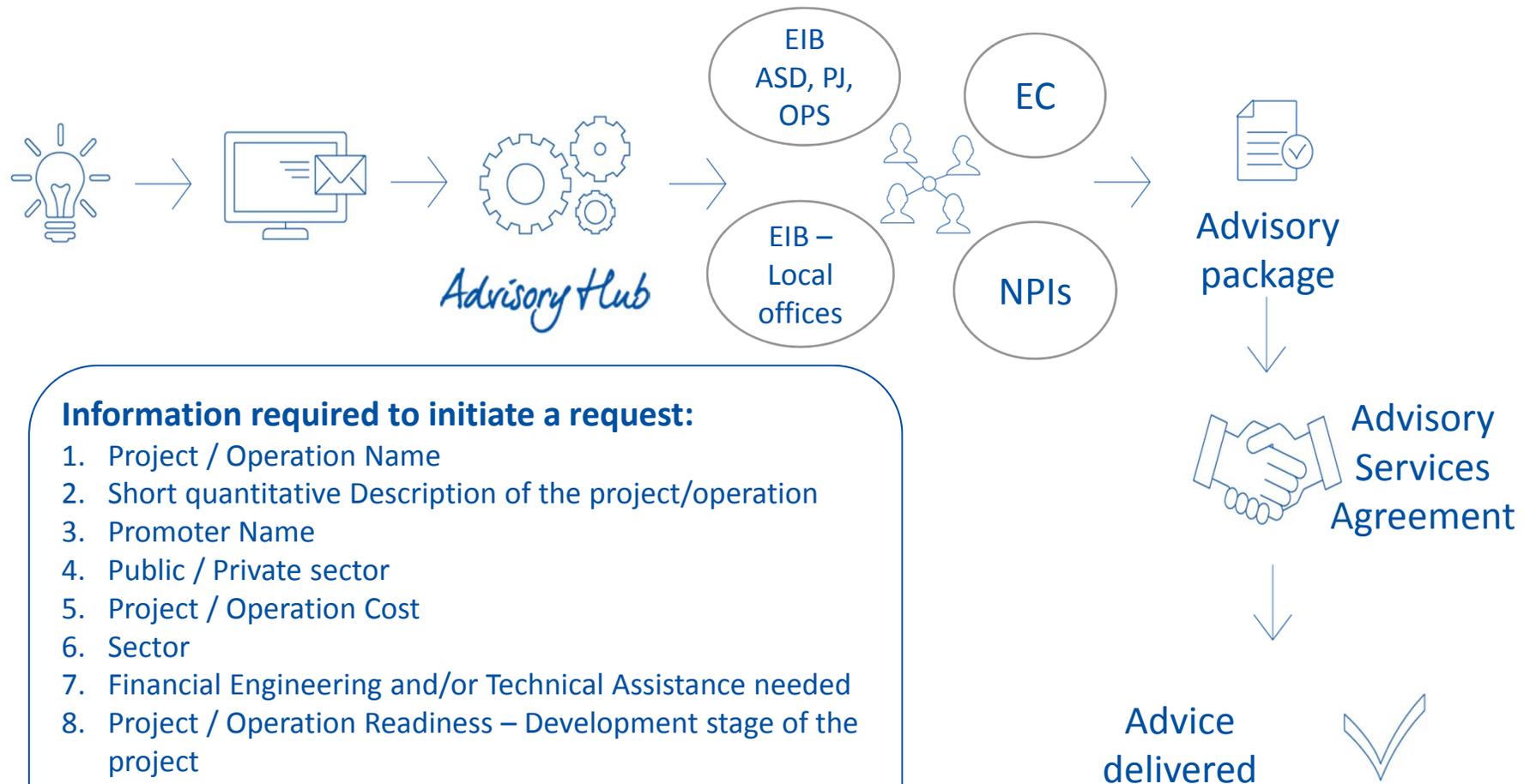
Public authorities

National Promotional  
Banks & Institutions

Financial  
Intermediaries

*Advisory Hub*

# Practice: what happens to your request



## Information required to initiate a request:

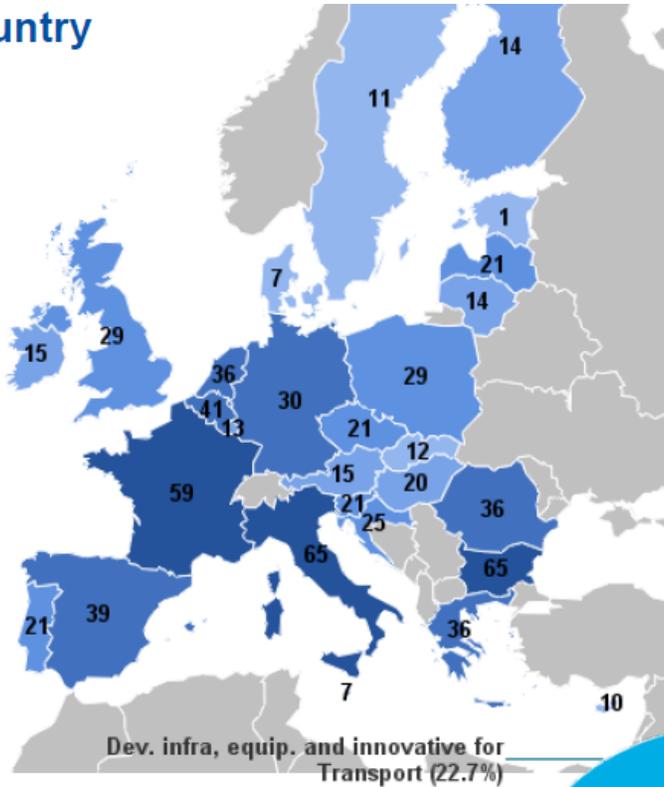
1. Project / Operation Name
2. Short quantitative Description of the project/operation
3. Promoter Name
4. Public / Private sector
5. Project / Operation Cost
6. Sector
7. Financial Engineering and/or Technical Assistance needed
8. Project / Operation Readiness – Development stage of the project
9. Detail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

# Requests to the Hub: overview (as of 30 June)

## Requests by country

Country	No. of requests
Bulgaria	65
Italy	65
France	59
Belgium	41
Spain	39
Greece	36
Romania	36
The Netherlands	36
Germany	30
Poland	29
United Kingdom	29
Croatia	25
Czech Republic	21
Latvia	21
Portugal	21
Slovenia	21
Hungary	20
Austria	15
Ireland	15
Finland	14
Lithuania	14
Luxembourg	13
Slovakia	12
Sweden	11
Cyprus	10
Denmark	7
Malta	7
Estonia	1
<b>Total</b>	<b>713</b>

\*excludes 81 requests relevant for more than one EU country or no specific

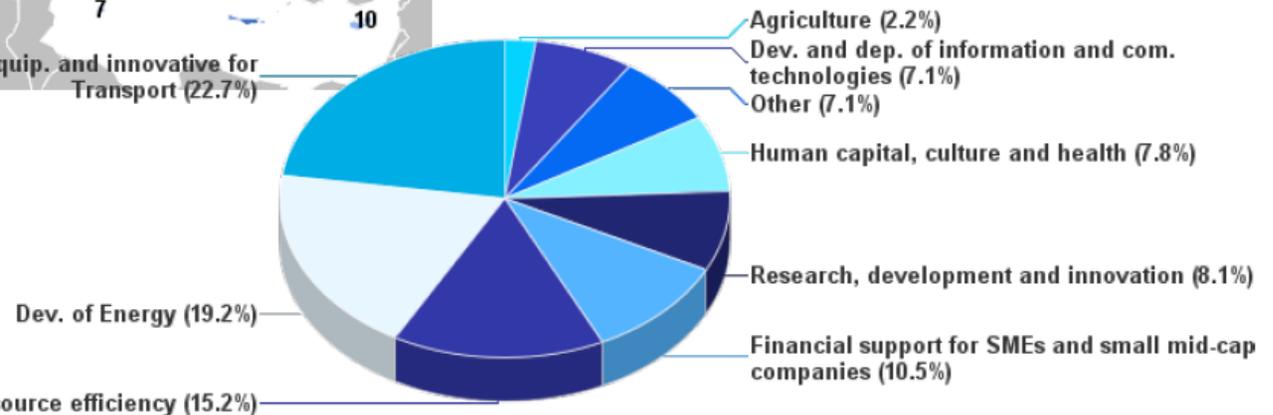


**Total of 794 requests**  
**630 project-specific requests**

- Public sector : 281
- Private sector : 327
- Other (e.g. NGOs) : 22

80 Advisory assignments  
 (as of 30 June)

## Project-specific requests by sector (Tot. 630)



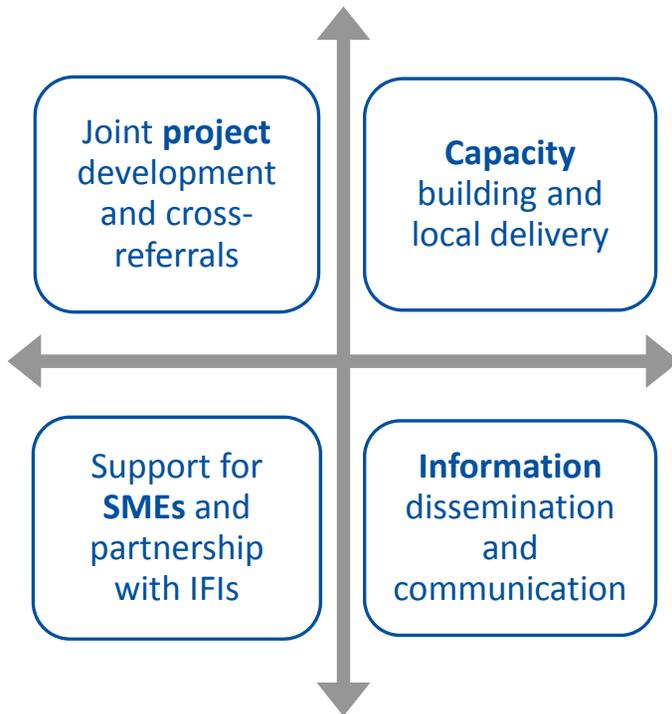
\*The category "other" includes project-specific requests in which the sector is not indicated

# 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

## Signed MoUs

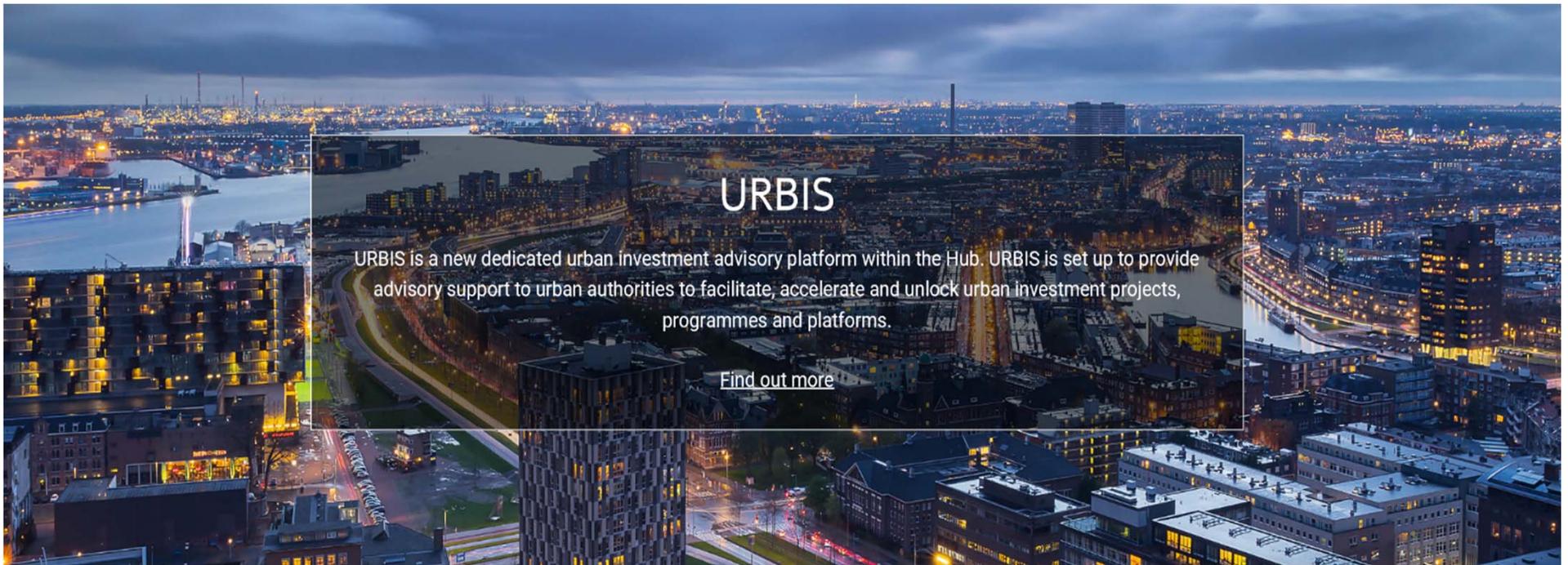
SID Bank	Slovenia
Altum	Latvia
MFB	Hungary
BDB	Bulgaria
HBOR	Croatia
SBCI	Ireland
CMZRB	Czech Republic
AWS	Austria
SZRB AM	Slovakia
BPI France	France
CDC	France
BGK	Poland
Invega	Lithuania
Almi	Sweden
VIPA	Lithuania
ZBP	Poland
ICO	Spain
CDP	Italy
KfW	Germany
NIA	The Netherlands
Finnvera	Finland
NRW.Bank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



*Advisory Hub*

# A new EIAH Initiative: URBIS

- Advisory services for EU cities of all sizes
- Three work streams:
  - Awareness raising
  - Tailor-made project and programme advice
  - Innovative financing solutions
- Focuses on investment support: project development, linking strategy to investment, and innovative financial instruments and structures



# A new EIAH Initiative: URBIS

1. To provide dedicated investment advisory to urban authorities for projects or programmes of at least €20 million
2. Focus on integrated urban development programmes comprising a number of smaller projects within a strategic framework with a short to medium term time horizon, typically 3-5 years
3. Technical advice to support the development of urban investment strategies and investment programmes and to improve the quality and bankability of projects
4. Financial advice to support the development of innovative financing solutions for city investment, including urban-based investment platforms



# Active URBIS advisory assessments

- Support for the development of a comprehensive financial plan for a new bus rapid transport system to serve a cross border urban agglomeration area
- Support to a municipality in the development of a circular economy strategy as well as its application within the implementation of a municipal PPP project
- Support for a study on a market demand structure to enable affordable housing investments aligned with social inclusion goals
- Support to a Climate Resilience Strategy through development of projects addressing climate mitigation and natural disasters
- Smart cities investment platform, including identification of project pipeline for local and regional investment projects
- Project implementation support for an investment programme developed to address urban regeneration



# 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 objectives
- 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 promoters

# Investment platforms - Context

- The EFSI regulation 2.0 emphasis on Investment Platforms – a tool for pooling and aggregating investments on a sectoral and/or geographic basis
- EFSI/ESIF combinations are of growing importance and viewed to be a key means of increasing EFSI deployment in cohesion countries
- 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)
- EIAH is a very useful tool in providing advisory support

# 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 Form  
Contact the Hub directly

**[eiah.eib.org](http://eiah.eib.org)**  
**[eiah@eib.org](mailto:eiah@eib.org)**

