



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

# EIAH Cooperation with National Promotional Banks and Institutions

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European Investment Advisory Hub, EIB



# 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)



*Advisory Hub*

A joint initiative

# European Investment Advisory Hub

*Aimed 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

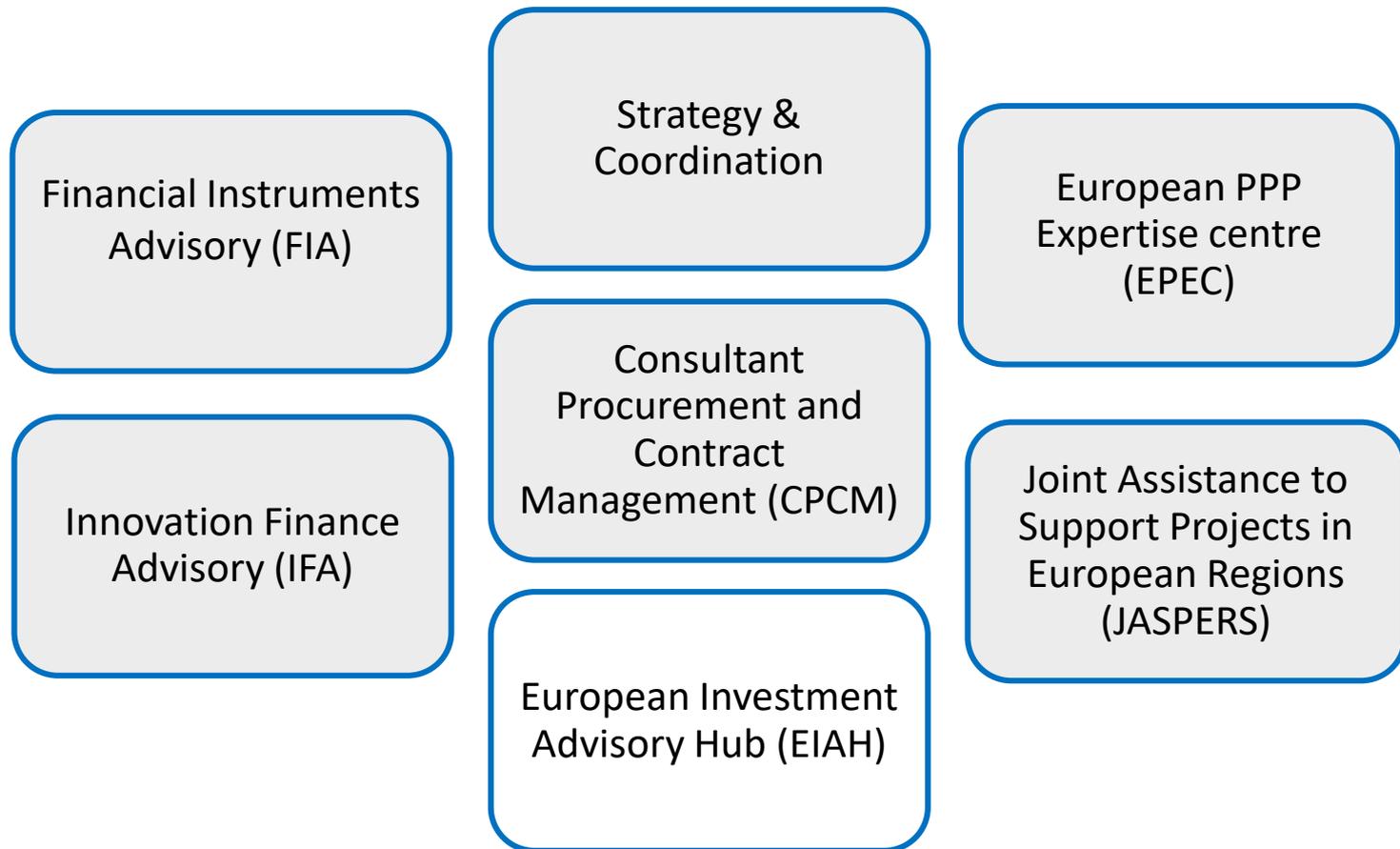


A **cooperation platform** to leverage and exchange expertise from EIAH partners



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

# EIAH is part of EIB Advisory Services offer



# EIAH support throughout 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 prep.

## IMPLEMENTATION

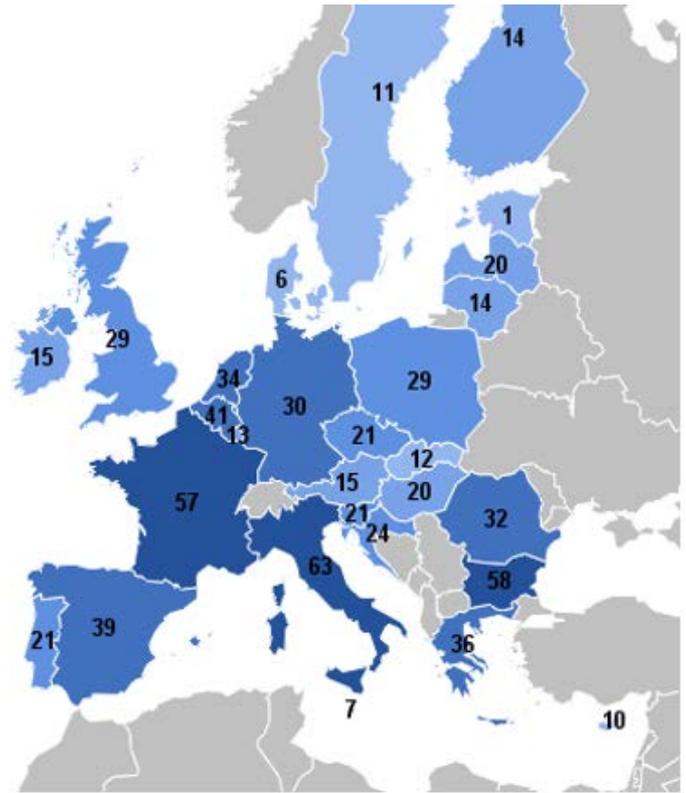
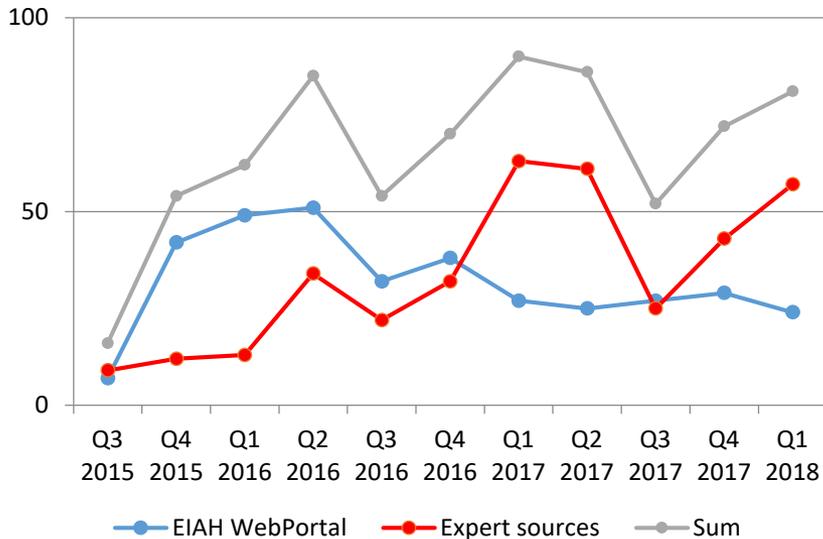
- Advice on **project implementation**
- **Enhanced monitoring** in delayed projects

## CAPACITY BUILDING RELATED TO PROJECTS

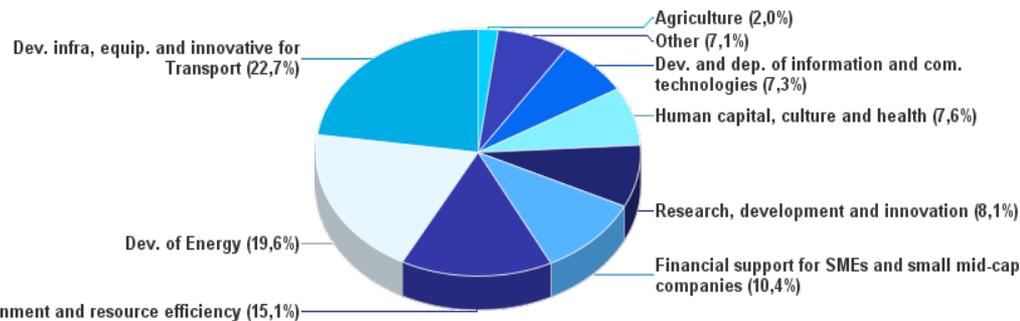
Capacity building on technical issues – Cooperation centres of expertise - Dissemination best practices & case studies

# State of play - advisory requests

- 770+ requests received since launch
- 390+ requests came from private sector
- 300+ requests came from expert sources
- 90+ requests allocated significant resources
- 40+ came from / through NPBIs



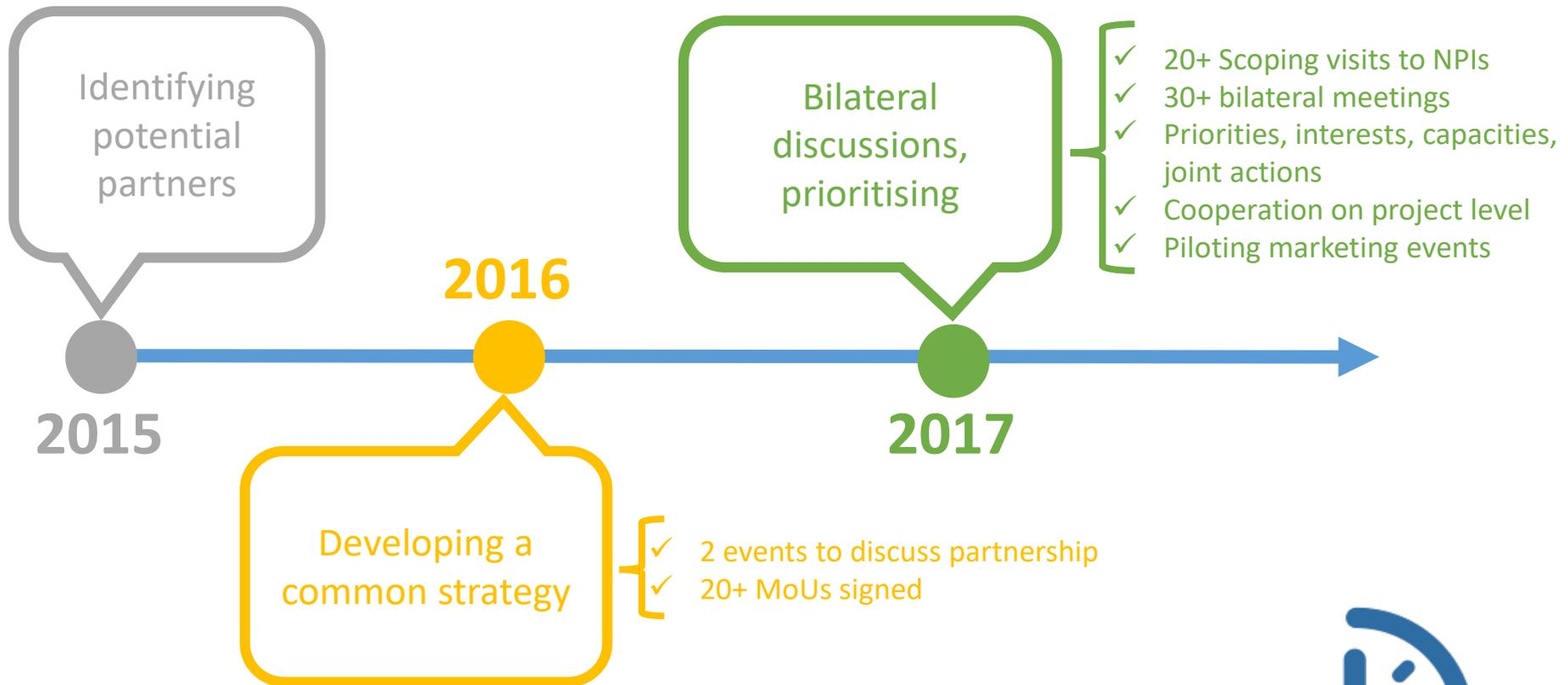
*Advisory Hub*



# Cooperation with NPBIs - why is it important?

- Key concept for **localisation** of advisory services
- **Expertise and knowledge** of local environment and investment context in Member States
- Ensure broad **coverage of needs** through localised delivery of advisory services
- To develop a sustainable **local advisory capacity** (EIAH is not a substitute!)
- Based on the EFSI regulation, to develop **investable pipeline of projects**

# Partnership with NPBIs - How it developed



# Growing network of EIAH partners

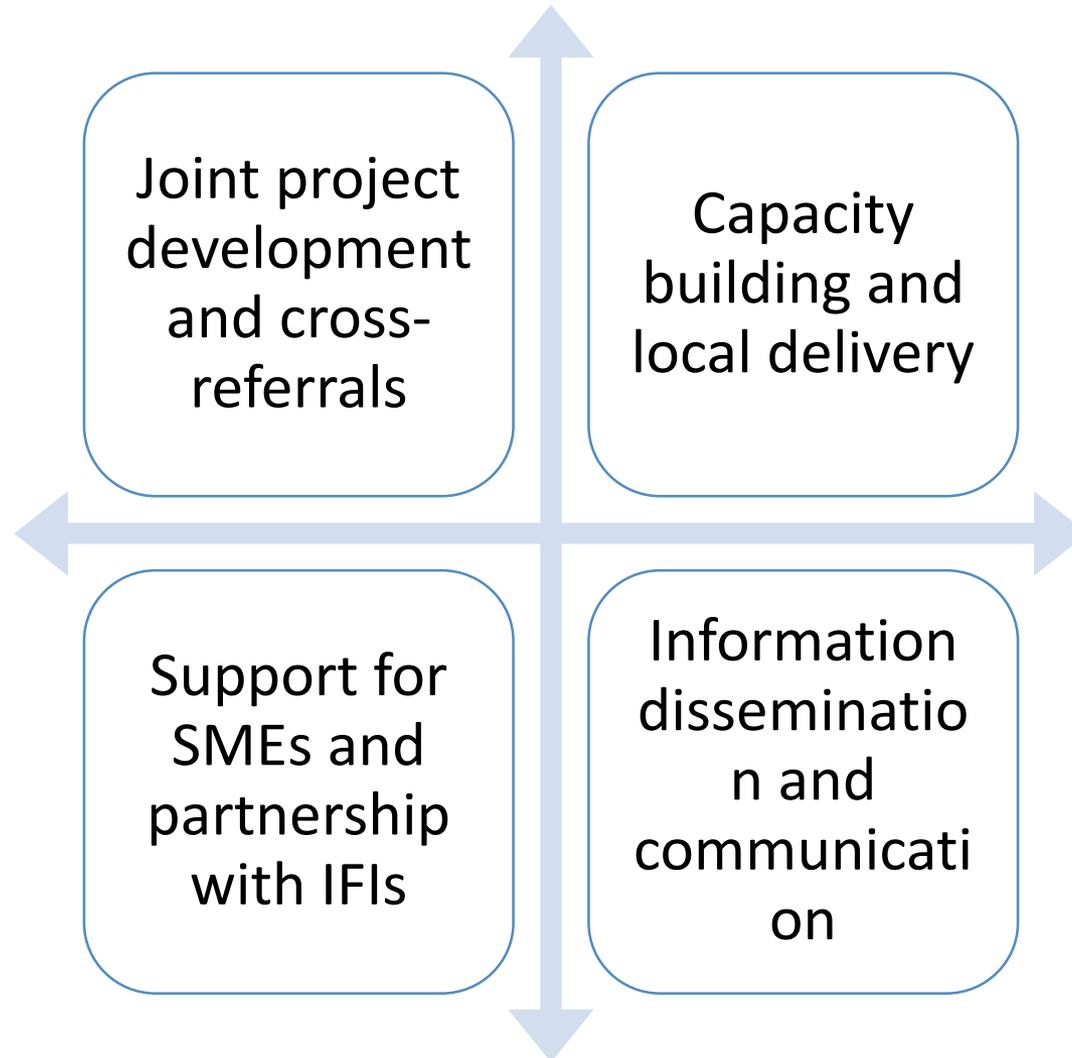
- **43** total number of partner institutions, of which
- **23** signed Memoranda of Understanding
- **23** National Promotional Banks/Institutions
- **9** national authorities
- **11** other (financial) institutions



## Signed MoUs

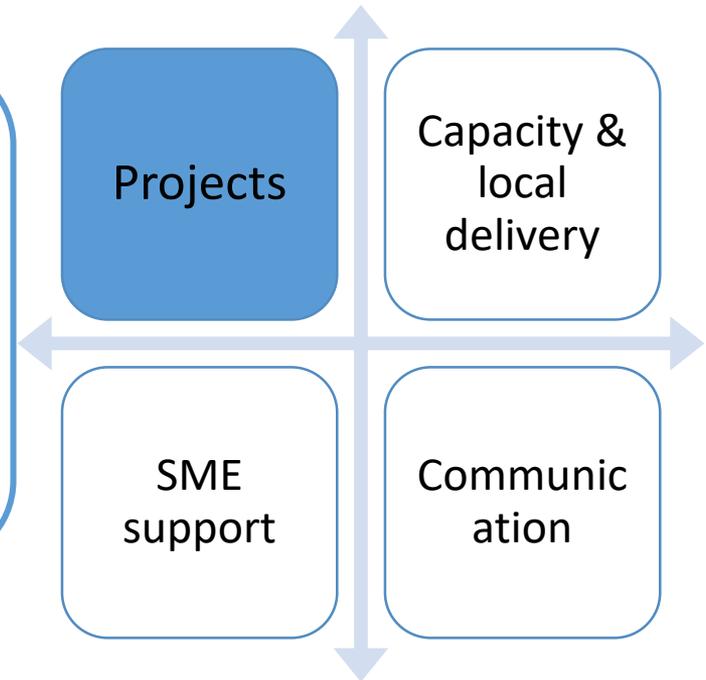
SID Banka	Slovenia
Altum	Latvia
MFB	Hungary
BDB	Bulgaria
HBOR	Croatia
SBCI	Ireland
CMZRB	Czech Republic
AWS	Austria
SZRB AM	Slovakia
Bpifrance	France
CDC	France
BGK	Poland
Invega	Lithuania
Almi	Sweden
VIPA	Lithuania
ZBP	Poland
ICO	Spain
CDP	Italy
KfW	Germany
NIA	The Netherlands
Finnvera	Finland
NRW.Bank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

# Modes of cooperation with EIAH partners



# Joint project development and cross-referrals

- Proposals generally higher quality
- **43** requests from/through partner network
- **12** being scoped for substantive support
- **6** have received comprehensive advisory
  
- **24** requests for capacity building, of which
- **6** have received comprehensive advisory



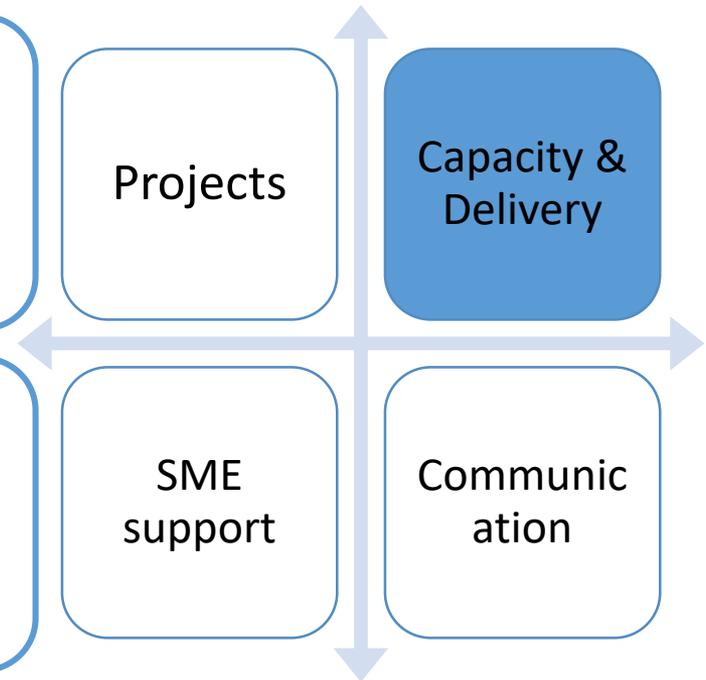
# Capacity building and local delivery

## A. Funds allocation through Call for Proposals

- For NPBIs with (developing) capacity to deliver
- Co-funding to support advisory services
- Testing of demand and potential

## B. Direct support to NPBIs and authorities

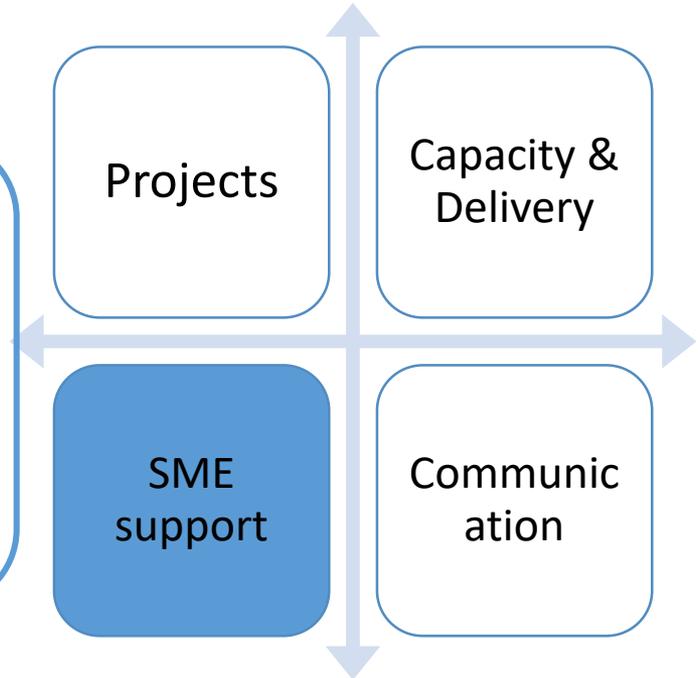
- Capacity, product development
- Joint work on projects, cross referrals
- Strategic planning & methodology
- Financial instruments



# Support for SMEs and partnership with IFIs

## Specific challenges call for systematic approach

- SME advisory gap analysis completed
- Need for coordination at EU level
- EIAH promoting good practices, advocating value of advisory
- Partnership with EBRD for SME support in challenging markets



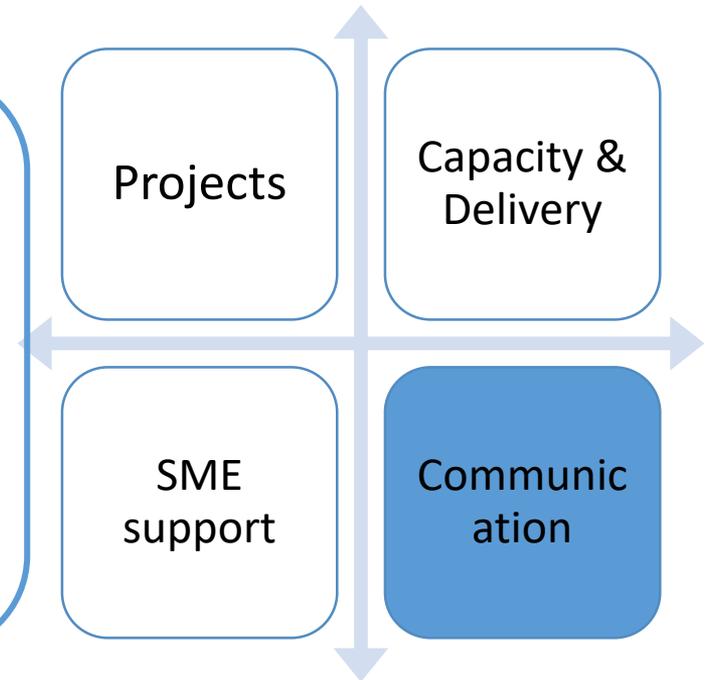
# Information dissemination and communication

## Networking and events

- EIAH Days event: discussion forum, experience share
- EIAH Roadshow events: Share knowledge, promote (new) instruments
- Participation in NPBI's events

## Website revamp (eiah.eib.org)

- Services explained, guidance for promoters
- NPBI links, directions to local support schemes
- Events, initiatives, case studies





# Thank you for your attention!

More information:

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

Contact the Hub team

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

