

INVEST EU



The Investment Plan for Europe

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SUPPORTING INVESTMENT IN THE REAL ECONOMY: TECHNICAL ASSISTANCE AND PIPELINE OF PROJECTS



The Investment Plan for Europe is built on three pillars.

- *First, the European Fund for Strategic Investment (EFSI)*
- *Secondly, technical assistance and transparency for investors*
- *And thirdly, removing barriers to investment*

The European Investment Advisory Hub (EIAH) and the European Investment Project Portal (EIPP) are the tools to deliver on the second pillar.

THE EUROPEAN INVESTMENT ADVISORY HUB



What is the European Investment Advisory Hub?

The **Hub** is designed to offer project promoters a single point of entry for advisory and technical assistance to identify, prepare and develop investment projects across the EU.

The EIAH has the following key components:



A single access point to a wide range of advisory and technical assistance programmes and initiatives for public and private beneficiaries, provided by high-level experts



A cooperation platform to leverage, exchange and disseminate expertise among the EIAH's partner institutions and beyond



An instrument to assess and address unmet needs by reinforcing or extending existing advisory services or creating new ones as demand arises

The EIAH was established as a partnership between the European Investment Bank Group and the European Commission. While both institutions contribute financially to the Hub, the EIB is responsible for its management.

Type of support available via the Advisory Hub

TYPE OF SUPPORT	DESCRIPTION	EXISTING PROGRAMMES	EIAH SERVICES
Support for projects and investments	Advisory and technical support in identification, prioritisation, preparation, structuring and implementation of investment projects	JASPERS, ELENA, EPEC, implementation of support programmes	Additional Technical Assistance support to the already existing technical assistance services provided to project promoters and managing authorities to develop economically and technically viable projects as well as improve the use of EU funds.
Enhance use of EU funds	Advisory and capacity building support in the implementation of European Structural and Investment (ESI) funds	fi-compass, bilateral services to Managing Authorities	New advisory services: continuous development of the Hub's advisory offer to address unmet needs
Improve access to finance	Enhancement of the overall conditions for financing for public and private beneficiaries	InnovFin Advisory	
Access to the expertise of the Hub's local partners	Advisory and technical support from the Hub's local network		The Advisory Hub is also expected to coordinate a network of National Promotional Institutions and Managing Authorities. Together, the Hub's partners can deliver a comprehensive and complete advisory services offer

Who can use the Advisory Hub?

The services of the Hub are available to project promoters, public authorities and private companies. They all can contact the Hub via its [online contact form](#).

The services available via the Hub are free of charge for public sector project promoters, while a contribution may be requested from private sector beneficiaries in order to align interests and ensure ownership of results.

As of November 2016, the Hub had received more than 289 requests from all Member States. Of those 219 were directly project-related and about 2/3 came from the private sector. Approximately 40% of the requests were for technical assistance.

Building the Advisory Hub's partner network

Currently the Hub operates mainly via the EIB network of offices. However, to ensure broad coverage of services across the whole EU, the EIB and the Commission are working closely with a network of National Promotional Banks (NPBs) and Institutions to deliver comprehensive and complete advisory services also at national and regional level.

As of May 2016, 18 NPBs have signed a Memorandum of Understanding to establish cooperation with the EIB on the Hub. Calls for expression of interest for the delivery of decentralised services in priority areas by interested NPBs will be organised by the EIB in autumn 2016.

The Hub is also seeking cooperation with other international partners such as the European Bank for Reconstruction and Development (EBRD) and the World Bank to cover sectors currently not served by the EIB.

The Advisory Hub and EFSI 2.0

The independent evaluation confirms the importance of the Hub, given its role in providing the necessary technical assistance to project promoters. While the Hub has made a good start, the Commission's proposal on EFSI 2.0 includes a number of targeted enhancements, such as improving its local outreach. These are aimed, in particular, at achieving a better geographic balance of the EFSI and promoting smaller projects.

The EFSI 2.0 proposal foresees that the Hub should support the preparation of climate action and circular economy projects or components thereof, in particular in the context of COP21, projects in the digital sector, as well as cross-border projects. This is in line with the EU priorities to fight climate change, to develop a Digital Single Market, and to promote cross-border projects considering their high added value for the Union.

Examples of the Hub's technical assistance support



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 underlying strategy and to clarify major issues (e.g. building a demand analysis and cost-benefit analysis).



TEN-T railway project: The Hub is coordinating and facilitating the contributions from various EIB services as well as the Commission's DG REGIO and DG MOVE on this project, which is particularly strategic for the EU Member State, but challenging in terms of its economic viability and technical alternatives.



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. The Hub will engage a consultant to develop a roadmap prioritising the delivery of a series of critical sub-projects/actions and identify possible sources of funding.



Advisory support for social enterprises: EIAH will support a consortium of NGOs and social enterprises covering various social markets (such as the medical and social sector, the provision of employment and vocational support, the provision of help to disabled and elderly people, and a social incubator). EIAH experts will conduct a market analysis and provide support for building a joint business plan to structure an organisational and financial model of the consortium in order to create synergies and provide their users with extended and improved services.

Contact the Hub for more info at eiah@eib.org or visit www.eib.org/eiah

THE EUROPEAN INVESTMENT PROJECT PORTAL



The European Investment Project Portal (EIPP) is a web portal designed to act as a meeting place for project promoters and investors. It enables EU based project promoters – public or private – to reach potential investors worldwide. The European Commission hosts the Portal.

As of late November, the Portal had published more than 130 investment projects from 25 Member States. The total investment proposed from all the published projects amounted to more than EUR 50 billion, about 70% of those projects received from private promoters.

How does the portal work?

- The Portal boosts the visibility of EU-based projects to a large network of international investors, by presenting projects in a structured and harmonised format
- It is designed in response to investors' desire to see more potential EU investment opportunities in one central information platform
- It offers advanced search and filtering criteria, making it easy for investors to find projects according to their own preferences. Soon it will also offer the option to register for free and subscribe for project updates

What projects are eligible?

To be admitted for publication on the Portal, a project must:

- Have a total cost of at least EUR 5 million
- Be in a pre-determined high economic value-added sectors
- Be expected to start within three years of submission (or have started already)
- Be promoted by a public or private legal entity
- Be established in an EU Member State
- Be compatible with all applicable EU and national laws

Website

<http://ec.europa.eu/eipp>

The EIPP is a facilitator: Funding cannot be guaranteed for any submitted project. At the same time, submitting a project does not impose any legal obligations, in the context of the EIPP, on the person submitting the project. Submissions to the EIPP will not be treated as applications for financing under EFSI or other EU/EIB instruments. Publication of a project can be denied on legal, reputational or other grounds.

