

From Project Idea...to Implementation

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The European Investment Bank in 3 Minutes

The European Investment Bank at a glance

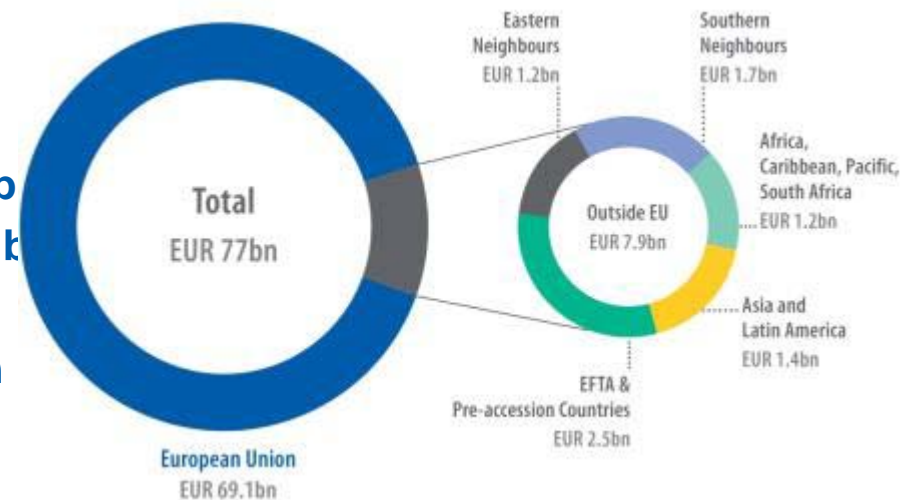
- EU's long-term lending bank set up in 1958
- Providing finance and expertise for sound and sustainable investment projects
- Natural financing partner for the EU institutions
- Shareholders: 28 EU Member States
- Largest multilateral lender and borrower in the world
- Some 90% of lending is inside the EU
- Headquartered in Luxembourg and some 30 local offices
- Around 2,300 staff members

Total Lending 2014: EUR 77 bn

✓ of which in European Union : EUR 69 bn

✓ of which in Partner countries: EUR 8 bn

Total Disbursements : EUR 64 bn



We help catalyse investment

LENDING	BLENDING	ADVISING
<p>Loans</p> <p>Guarantees (trade financing)</p> <p>Equity participation</p>	<p>Combining EIB finance with EU budget and other funds (state funds, other IFI-s, NIF, WBIF, etc.)</p> <p>Higher risk projects for innovation (InnovFin)</p>	<p>1. Prepare & implement projects (JASPERS, ELENA, EEEF, NIF, WBIF, etc.)</p> <p>2. Advisory related to Financial Instruments (JESSICA, InnovFin, Project Bond Initiative)</p> <p>3. Institutional & other (EPEC, NER300, etc.)</p>
<p>Attracting FUNDING for long-term growth</p>		

DANUBE REGION - Signatures 2010-2014

amounts in EURm

Country	2010	2011	2012	2013	2014	Grand Total
Austria	1479	2020	1050	2417	1496	8461
Bulgaria	115	156	183	270	610	1334
Croatia	511	305	300	643	535	2294
Czech Republic	1650	1246	785	747	1198	5627
Germany*	1514	1782	1178	946	1036	6456
Hungary	1682	1399	1594	753	756	6184
Romania	410	927	335	534	590	2795
Slovakia	1423	400	301	592	556	3271
Slovenia	733	335	620	480	111	2279
Member states	9516	8571	6345	7381	6888	38700
Montenegro	49	18	45	7	75	194
Serbia	760	711	275	318	115	2179
Candidate countries	809	729	320	325	190	2373
Bosnia and Herzegovina	72	180	206	213	173	843
Potential candidate countries	72	180	206	213	173	843
Moldova, Republic of	185	20	27	195	130	558
Ukraine	16	625	640	419	940	2639
Grand Total	10397	9480	6871	7918	7250	41916

* Baden-Wuerttemberg & Bayern (IL&FL+ Credit line allocations) based on projects or sub-projects location if available

- **Senior debt (>EUR 25m investment)**
 - Up to 50% of investment cost
 - Individual projects / Grouped loans (smaller projects grouped by borrower/sector)
- **InnovFin (Mid-Cap Growth Finance)(EUR 7.5m - EUR 25 m investment)**
 - Future investment programmes linked to research and innovation
 - Eligible counterpart has to comply with at least one of EIB-s criteria (relating to R&I)
 - Individual projects / Grouped loans (smaller projects grouped by borrower/sector)
- **Intermediated lending (<EUR 25 m investment)**
 - Lending to intermediary bank for on-lending to SMEs and Mid-caps
 - Up to 50% of investment portfolio cost
 - Eligible companies (“final beneficiaries”) are autonomous SMEs with less than 250 employees.
 - Mid-cap businesses (less than 3000 employees).
- **Equity**
- **Financial instruments under CEF (Debt instruments): EU-EIB risk-sharing instruments**
 - Project Bond Initiative (PBI): provides funded or unfunded subordinated credit enhancement to ensure sufficient rating of the project bonds
 - Loan Guarantee for TEN-T (LGTT): provides a guarantee for demand risk over the ramp-up period for TEN-T projects

Eligible Projects for EIB Financing within the EU

EIB Financing is subsidiary to other sources of finance (bank loans, own funds, grants) and is often the key to attracting other investors. As a general rule, loans can cover up to 50% of the total cost for both public and private sector promoters.

- **Projects must:**

- Meet at least one of the **EIB's objectives**
- Be **technically** sound
- Be **financially** viable
- Show an acceptable **economic return**
- Comply with **environmental and social legislation and standards** and **procurement regulations**

Financing conditions depend on the investment type and the security offered by third parties (banks or banking syndicates, other financial institutions or the parent company).

- EIB Lending Priorities (2014 activity volumes)

20.6bn EUR
STRATEGIC
INFRA-
STRUCTURE

SMALLER
ENTERPRISES
25.5bn EUR

19.1bn EUR
CLIMATE
ACTION

INNOVATION
AND SKILLS
14.7bn EUR

•* includes EIB Group support to SMEs in the EU only

How to create feasible and implementable projects?

...What we learned at the Budapest Danube Contact Point in 2 years...





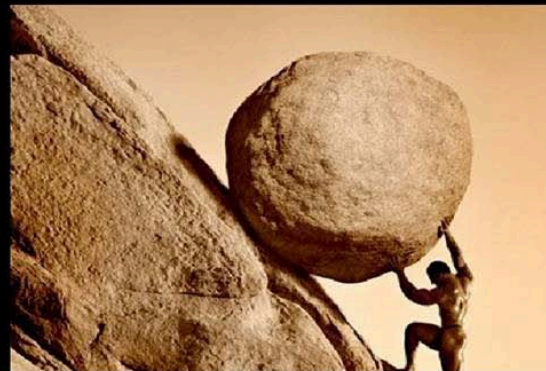
What my parents think I do



What my colleagues think I do



What my friends think I do



What I really do

Project Idea to Project = Sand through sieve

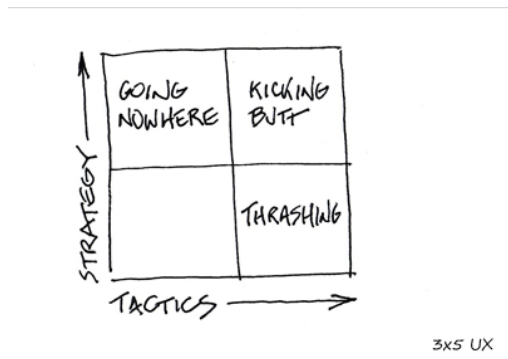


1. Think before you start!

patience, perseverance, resources, commitment



2. Have a Strategy...and also the Tactics!



- **(a) Is my project needed, will I have „paying customers”?**
- **(b) What are the similar and complementary initiatives?**
- **+ (c) (for those who „receive,, a project to support): Do a plausibility check – a lot can be written on paper**





5. The Psychological Challenges of Cooperation

Trust



Honesty



Equality



Respect
(Self-
respect)



6. „Diplomacy” is for free, but it can make a huge difference



7. Build up your project!



- Eligibility
- Financial soundness
- Economic viability (CBA vs. MCA)
- What can we afford?

8. Good preparation/foundation/feasibility studies are key



9. Assure commitment



10. Find your heroes!



11. As information travels, it becomes distorted



12. Think INTEGRATED!



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Thank you for your attention!



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