Luxembourg, 12 June 2018

EFSI Operation Scoreboard[1]

PROJECT PRESENTATION	
Project name	ZUMTOBEL LIGHTING RDI
Promoter or financial intermediary	ZUMTOBEL GROUP AG
Country of implementation	Austria, United Kingdom, Germany, France
Summary project description	The project concerns investments for research and development of innovative and more efficient lighting solutions including new kinds of services. A key R&D focus is in more intelligent, better connected and energy efficient lighting solutions. The RDI programme will be carried out during the business years 2018 to 2020 (starting in May 2017 to April 2020). The activities are spread across different R&D sites located in Austria (64% of European R&D head count), UK (16%), Germany (11%) and France (9%).

[1] This Scoreboard of indicators reflects the information presented to the EFSI Investment Committee (IC) for its decision on the use of the EU guarantee for this operation. Therefore, the document does not take into account possible developments that could have occurred after this decision.
Parts of this document that fall under the exceptions for disclosure defined by the EIB Group Transparency Policy, notably under the articles 5.5 (protection of commercial interests) and 5.6 (protection of the Bank's internal decision-making process), have been replaced by the symbol […].

PROJECT PILLAR ASSESSMENT

Pillar 1

Contribution to EU policy	Significant

Cross-cutting objectives	
Climate Action	47.00%
EFSI	
Contribution to EFSI	100.00%
EFSI: Research, development and innovation	100.00%
Projects that are in line with Horizon 2020	100.00%

Pillar 2

Quality and soundness of the project	Excellent

1. Growth	[...]
2. Promoter capabilities	[...]
3. Sustainability	[...]
4. Employment	[...]

This pillar evaluates the quality and soundness of the operation. This pillar is composed of four indicators which include:

(i) "Growth" i.e. for example and where relevant the economic rate of return ('ERR'), which considers the project's socioeconomic costs and benefits, including its spillover effects;
(ii) "Promoter capabilities" i.e. the capacity of the promoter/intermediary to implement the project and create the expected impact at the [final] beneficiary level;
(iii) "Sustainability" i.e. environmental and social sustainability[2];
(iv) "Employment" i.e. the project's direct employment effect.

Pillar 3

EIB Technical and financial contribution to the project	Moderate

1. Financial contribution	[...]
2. Financial facilitation	[...]
3. Advice	[...]

This pillar measures the EIB's particular contribution to the project and its financing scheme in the form of financial and non-financial benefits which go beyond what commercial players would normally be able to offer. This dimension of value added is assessed through three indicators:

(i) "Financial Contribution" i.e. improving the counterpart's funding terms compared to market sources of finance (interest rate reduction and/or longer lending tenor),
(ii) "Financial Facilitation" i.e. helping to attract private financiers (for example through positive signaling effects), promoting synergies in co-financing with other public sources of funds including National Promotional Banks or EU financial instruments,
(iii) "Technical Contribution and Advice" i.e. providing advice with a view to optimizing the financing package (financial structuring), or technical advisory services in the form of expert input / knowledge transfer – provided in-house by the EIB or in the form of assignments to external consultants – to facilitate the preparation or implementation of a project.

[2] For additional information on the EIB's assessment of the project's environmental and social aspects, please refer to the project's Environmental and Social Data Sheet (ESDS) published on the EIB website.

Pillar 4 – Complementary indicators

Additionality

This operation, targeting a first time borrower for the EIB, will support Horizon 2020 under the research, development and innovation general objective. This operation will support a major European player in the design and manufacturing of innovative industrial processes and products in the lighting industry. The operation will contribute to increase the borrower's innovation capabilities and thus supports its position and prospects in a very competitive and price sensitive industry.

The financing of this operation supports RDI activities, which generate significant positive knowledge, technology, and environmental externalities, through the creation of innovative products, processes and/or services and through skills development and upgrading. Therefore, the operation does not only contribute to a sustainable environment but also contributes to sustain highly skilled RDI jobs in Europe, knowledge accumulation and the competitiveness of the lighting industry in Europe.

However, given that RDI investments are uncertain and do not create material assets, commercial banks do not finance RDI investments per se and do not match the long lead times of those investments, even more so in this relatively high risk industry. This creates a suboptimal investment situation. Therefore, the operation is addressing this suboptimal investment situation as it supports an RDI programme.

The operation carries specific risk factors given the highly competitive and fast evolving industry in which the borrower operates. Without the EFSI guarantee the EIB would not have been able to finance this operation to this extent.

In addition, the EIB will be effectively subordinated particularly due to the long tenor of the loan. It is expected that this feature will have a strong signalling effect and attract other lenders to the borrower, which will finance investments not eligible for the EIB, but that are equally important to maintain the competitive position of the borrower in the challenging lighting market. This catalytic effect will strengthen lenders' confidence in the borrower's capacity to pursue its growth objective and long term strategy by accessing affordable debt. As such, the contribution of the EIB is a significant element of the overall financing plan of the company, contributing to the retention of highly skilled employment in Europe and also allow for further creation of European know-how around lighting technologies with potential positive spill-over effect benefitting other industries.

Set of indicators related to the macroeconomic environment

Austria - Economic environment

Economic Performance

	AT 2016	EU 2016	US 2016	AT 2001-2007
GDP per capita (EUR, PPS)	37,209	29,440	42,615	36,467
GDP growth (%)	1.5	1.9	1.6	2.2
Potential GDP growth (%)	1.4	1.3	2.1	2.1
Output gap (% of potential GDP)	-0.79	-0.75	-0.03	0.12
Unemployment Rate (%)	5.7	8.2	4.7	4.9
Unemployment Rate (%) - Y/Y change (% points)	-0.3	-0.8	-0.3	0.09
Bank-interest rates to non-financial corporations (%)	1.6	1.4	1.8	3.9
Bank-interest rates to non-financial corporations (%) - Y/Y change (% points)	-0.11	-0.21	-1.4	-0.21
Investment rate (GFCF as % of GDP) - Total	22.9	19.7	19.6	23.6
Investment rate (GFCF as % of GDP) - Public	3.0	2.7	3.4	2.7
Investment rate (GFCF as % of GDP) - Private	19.9	17.0	16.2	20.9

General Sector Indicators

	2013	2014	2015	2016	EU (latest available)
Value added in Manufacture of electrical equipment (% of total)	--	--	--	--	0.8
Employment in Manufacture of electrical equipment (% of total)	--	--	--	--	--

Information and communications technology

	2013	2014	2015	2016	EU (latest available)
The Digital Economy and Society Index (DESI) (composite index)	--	45.9	50.4	54.5	52.3
Fixed broadband subscriptions (lines) per 100 people	26.3	27.5	28.3	28.8	32.7
Fixed broadband Next Generation Access (NGA) coverage/availability (% of households)	70.2	0.88	0.89	--	0.71
Mobile broadband subscriptions per 100 population	64.2	66.8	67.4	77.2	83.9
Internet bandwidth (kb/s per user)	17.0	21.0	35.0	--	--

Research, development and innovation

	2013	2014	2015	2016	EU (latest available)
Gross domestic expenditure on R&D (GERD) (% of GDP)	3.0	3.1	3.1	--	2.0
Gross domestic expenditure on R&D (GERD) distance to EU 2020 target (% of GDP)	0.79	0.7	0.69	--	0.97
Research and development expenditure - Government (% of GDP)	0.13	0.14	0.14	--	0.24
Research and development expenditure - Higher education (% of GDP)	0.72	0.74	0.75	--	0.47
Research and development expenditure - Business (% of GDP)	2.1	2.2	2.2	--	1.3
Research and development expenditure - Private non-profit sector (% of GDP)	0.01	0.01	0.01	--	0.02
Eco-innovation index (EU =100)	106.0	106.0	108.0	--	100.0

- Country average for "GDP per capita (EUR, PPS)" is calculated in real terms
- EU value for "Bank-interest rates to non-financial corporations" corresponds to Euro Area average; Country average is the simple average between 2003 and 2007
- The EU value is displayed as the value in the year that corresponds to the latest value of the indicator in a particular country

Other indicators[3]

Key project characteristics

	Expected at PCR
Start of works	01.05.2017
End of works	30.04.2021
Project investment cost	181.10 MEUR
EIB/EFSI eligible investment mobilised	149.00 MEUR
External EFSI multiplier	1.86
External EIB (non-EFSI) multiplier	
Amount of private financing	86.10 MEUR
Quick start (% of expenditure during 2015-2018)	50.00 %
Co-financing with national promotional banks	0.00 MEUR
Co-financing with structural funds (ESIF)	0.00 MEUR
Co-financing with other EU instruments (i.e. Horizon 2020, Connecting Europe Facility, etc)	
Energy efficiencies realised	0.00 MWh/a
Climate Action indicator	47.00% Mitigation - RDI (transversal)
Employment during construction - temporary jobs	1,250 person years
Employment during operation - new permanent jobs	0 FTE

[3] For additional information on the EIB's assessment of the project's environmental and social aspects, please refer to the project's Environmental and Social Data Sheet (ESDS) published on the EIB website. The abbreviation PCR stands for Project Completion Report.