

# INVESTEU

ROADSHOW 2023

## InvestEU Advisory Hub

Arnold Verbeek  
EIB Advisory Services

*Reykjavik, 10 January 2024*



# EIB advisory available across all the windows

## SUSTAINABLE INFRASTRUCTURE



Building a sustainable Europe



TA grants to foster energy transition

## RID & SMEs



Fostering research, innovation and digitalisation



Improving access to finance for SMEs

## CROSS-SECTORAL WINDOW



Paving the way to circular cities



Working towards a just transition

## SOCIAL INVESTMENT AND SKILLS



Improving social infrastructure and services



Innovating the way we deliver social services



Bringing education and skills to the next level



Reinforcing the microfinance sector



Advancing gender issues

# EIB advisory offer covers support throughout the project cycle

From an enabling environment...



## UPSTREAM

- Policy & programme development support
- Preliminary project assessment



...through preparation and planning...



## PREPARATION

- Technical advice
- Financial advice incl. structuring and PPPs



... to high quality projects on the ground



## IMPLEMENTATION

- Advice on project implementation
- Enhanced monitoring

## CAPACITY BUILDING

Knowledge-sharing on technical / financial issues – Practitioner communities and resources - Dissemination of best practices & case studies

# Advisory Services for public sector clients

---

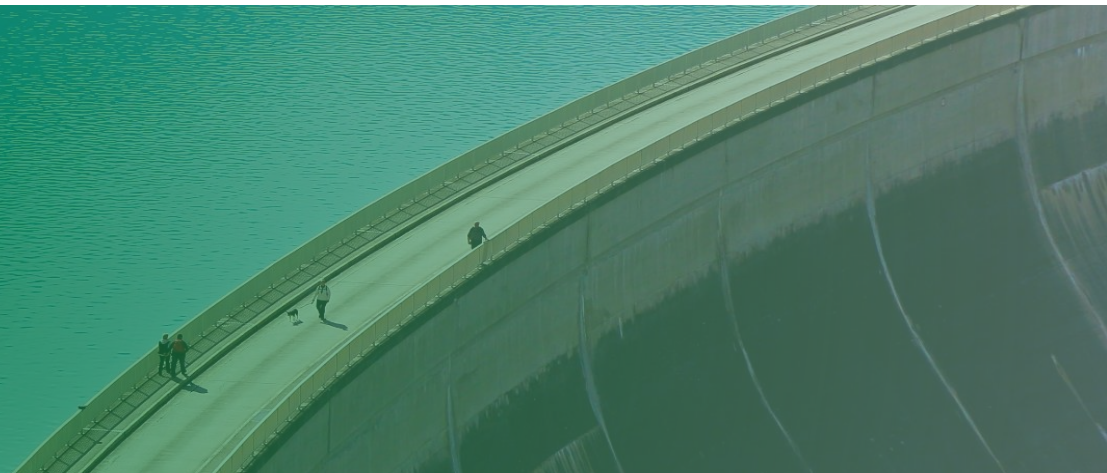


- Sustainable infrastructure
  - Social infrastructure & Services
  - ELENA
  - Circular Cities
  - Just Transition
- **Technical assistance** throughout whole project lifecycle including on climate, environmental and social aspects, options analysis, climate risk and vulnerability assessments, cost benefit analyses, procurement planning, gender inclusive project design
  - Advisory support to **strengthen organisational capacity** in developing, screening and prioritising project pipelines
  - Advisory support to facilitate **partnership models** between public and private sectors
  - **Financial advisory** including business case and financial model, financial structuring to accelerate access to finance, optimisation of funding sources, establishment of **investment platforms**
  - **Capacity building and awareness-raising, tools and resources**, including environmental and social sustainability standards, taxonomy, proofing, circular economy transition

Scan the code to read what sectors are covered!



PUBLIC SECTOR  
ADVISORY  
SUPPORT



# Advisory Services for Financial Intermediaries



## Capacity building support packages

- **Tailored trainings** (e.g. coaching, peer-to-peer visits, workshops)
- **Product development support** (e.g. portfolio analysis, pipeline building)
- **Project origination and preparation** (e.g. project assessment, eligibility criteria, road shows)
- **Product implementation support** (e.g. impact measurement, monitoring, reporting)
- Development of **web/IT tools** (e.g. for eligibility assessment)

## Market development

- **Communication and awareness-raising** (e.g. promotional material, case studies)
- Exchange and dissemination of **good practices** (e.g. network events, workshops)
- **Analytical support** (e.g. market studies)

## Project advisory

- Provided in connection with Financial Intermediaries support packages and targeted to **due diligence and project appraisal process**

Scan the code to read what sectors are covered!



BUILDING A  
SUSTAINABLE  
EUROPE

# Advisory Services for corporates (1/2)

---



## Tailored project advisory support

- Support for projects to achieve **bankability**
- Sounding board on business case, governance, credit narrative, financing strategy...
- Help to improve **financial documentation** (business plan/financial structuring/modelling/investor memorandum...)
- Access to **technical assistance** to advise on project and technology risks
- Advice on environmental & social sustainability aspects, project proofing, **decarbonisation** strategies...
- Advice in planning and implementing **gender-inclusive projects**

## Market studies / Ecosystem development

- Assessment of conditions for development and deployment of emerging technologies and other innovations across key sectors of the European economy, in particular contributing to the green and digital transitions
- Advice on the design of new financing instruments, investment platforms and support measures to enhance access to finance, including the proactive development of stakeholder and investor networks, such as support for female entrepreneurs

Scan the code to read what sectors are covered!



CORPORATE SECTOR  
ADVISORY SUPPORT



# Advisory Services for corporates (2/2)



**Business Development & Engagement with Ecosystem**

**Market assessments**

**Hydrogen**  
**Digital Innovation Hubs**  
**Bioeconomy - Plastics**

**AI & Blockchain**  
**Quantum Computing**  
**5G Service innovation**

Leads

**Financial Advisory Work**

- Screening and fit assessment for EIB Group funding
- Review of track-record, strategy, management, governance, business case and financial model / capital structure
- Viability assessment: technology, market, demand, "credit story" (in collaboration with EIB Services)
- Due diligence preparation (e.g. IM development)

**Improve Bankability & Investment Readiness**

Handovers

**Impact**

**Transactions (under preparation)**

**New Product Development**

Scan the code to read what sectors are covered!



# CORPORATE SECTOR ADVISORY SUPPORT



# Potential areas of collaboration



## Advisory Support to Innovative Hydrogen Projects

European Clean Hydrogen Alliance



## Market assessment of CRMs, Financing the security of Critical Raw Materials supply for the Green and Digital Transitions



## Technology Transfer & Human Capital Development

Development of new SME financing instruments to increase technology transfer activity



## Advisory support to the CBE JU Deployment Group on Finance & Investments

## Blue (economy) Champions Advisory Pilot Programme Climate Adaptation Climate neutral and smart cities



Oceans



Climate Change



Soil



Cities



Cancer



Innovation Fund  
Project Development  
Assistance



# How are requests for EIB advisory support handled?



A concept is formed



Submit a request for advisory support via the dedicated website (you can indicate EIB as preferred provider of services)



Your project is assessed



A dedicated EIB adviser looks into your request with you



We define an action plan together



A service agreement is signed



Advisers and experts ensure quality and timeliness of the services



Submit an advisory request!





# Thank you for your attention

Contacts:

Arnold Verbeek, [a.verbeek@eib.org](mailto:a.verbeek@eib.org)

---

[europa.eu/investeu](https://europa.eu/investeu)

[Advisory Hub \(eib.org\)](https://eib.org)

