Inaugural Donors Conference

Tackling global challenges together

Luxembourg, 14 November 2018

in cartoons

2019
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#EIBDonors @EIB

WiFi: EIB_HOTSPOT
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Welcome!

Werner Hoyer, President, EIB Group

This is the first time we've all gathered under one roof!

Chair: Christopher Kuhn, Director for Mandate Management, EIB

This is the Bank's 60th Birthday!

We're going to let your ideas compete against each other!

The Bank (like the EU) is always changing!

We need to do more... with less!

We're the only bank owned by the EU.

Our member states have never paid more than... €14 billion

...the rest comes from the private sector!

We work in developed and developing countries

The Juncker Plan was created in this building.

We have lots of experts!

We are the first (and biggest) issuer of green bonds.

We don't just take a piece of paper & paint it green! We have to be accountable!

Together we can help transform peoples' lives!

We work in challenging markets!

Luxembourg is the biggest investor in the EU (by GDP)
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PIERRE GRAMEGNA, MINISTER OF FINANCE, LUXEMBOURG

LIKE THE EIB, I WAS BORN IN 1958! WE'RE BOTH 60 YEARS YOUNG!

GLOBALISATION IS SEEN BY MANY AS THE MOTHER OF ALL EVIL!

WE MUST TALK ABOUT THE BENEFITS OF MULTILATERALISM!

WE CREATED THE ECONOMIC RESILIENCE INITIATIVE IN RESPONSE TO THE MIGRATION CRISIS!

' THE EIB CAN MAKE THE DIFFERENCE'

WE'VE SEEN A LOT OF...

FRA GME INTATI ON!

THERE'S BEEN A RISE IN NATIONALISM...

... AND THIS LEADS TO WAR!

FOR CLIMATE CHANGE €120 M IN 2014-20 1% OF THE GDP 1% OF LUXEMBOURG

EIB'S KNOW-HOW! IT'S A MUST TO HAVE THE EIB!

THE CLIMATE FINANCE PLATFORM TO HELP MITIGATE THE EFFECTS OF CLIMATE CHANGE!

CO-OPERATION WITH THE AIIB & THE AFRICAN DEVELOPMENT BANK!

OUR MOTTO: LEAN - CLEAN - GREEN

THE INSTITUTION TO DEMONSTRATE HOW TO CROWD-IN THE PRIVATE SECTOR!

ISSUING GREEN BONDS FOR SUSTAINABLE DEVELOPMENT

WATER

TRANSPORT

EDUCATION
#EIBDONORS
PARTNERING TO TACKLE GLOBAL CHALLENGES & CREATE NEW OPPORTUNITIES

TO WHAT EXTENT DO YOU BELIEVE THE EIB IS EVOLVING TO MEET THE CHALLENGES?

THERE HAVE BEEN MULTIPLE INNOVATIONS...

NOT JUST THE JUNCKER PLAN!

WE HAVE TO CARRY THE VOICE OF EIB BEYOND OUR BORDERS!

WE NEED TO GET OUT THERE MORE!

WE'RE NOT JUST PARTNERS...

WE'RE A FAMILY!

WE NEED TO BE COHERENT IN OUR MESSAGES WITH PARTNER COUNTRIES!

THE EIB IS AN IMPORTANT PARTNER FOR INFRASTRUCTURE & PRIVATE SECTOR

WE'RE OFTEN WORRIED IN A FRAGMENTED WAY...

WE NEED TO RESHAPE THIS!

WHAT IS THE BEST WAY TO ACHIEVE THIS?

WE NEED TO MAKE SURE EVERYTHING FITS IN A COHERENT FRAMEWORK!

WE ARE MEASURING THE IMPACT!

ISSUES FOR GROWTH...

AND JOBS...

INVESTMENT

WE NEED TO THINK TOGETHER HOW WE DO THIS BETTER!

WITH OUR PARTNER COUNTRIES

MODERATOR: SHIRIN WHEELER, EIB
JEAN-CRISTOPHE LALOUX, EIB
CHRISTIAN DANIELSSON, EC
STEFANO MANSERVISI, DG FOR INTERNATIONAL COOPERATION & DEVELOPMENT
**#EIBDonors**

Small steps for better partnership...

- More EIB colleagues in partner countries!

There are a number of things we can't deliver without partnerships...

- No blueprint projects...
- ...but dialogue with partners!

This know-how is our competitive advantage!

- The EIB has lots of experience...
- ...and can show the best way!

We've funded very few white elephants!
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**Building Economic Resilience**

*We need to consider migration as a challenge and an opportunity.*

**Moderator:** Julien Simon
Anna Knoll
Francesca Mercusa
Wafa Charaf Eldine
Lama Zawati
Nina Fenton

**Jordan**
- Micro-fund for women has been running for 22 years!

**Lebanon**
- 2016 First study on Syrian impacts...
- 30% of the population are migrants...
- This is severely affecting the economy and social impact
- 80% of Syrian migrants come to cities in Jordan...
- Water provision... and puts pressure on...
- There needs to be a big effort to co-ordinate better!

**We need to tackle the root issues!**

**We need to create more opportunities...**
- We can't do this on our own!
- We want to help reverse the brain drain in these countries!
- This is about the underlying opportunities!

**It's been a journey for us...**
- ...and we're still pushing things forward!
- We're still learning!
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Italy has been a strong supporter of the initiative!

We need to encourage growth in the South!

We proposed the Migration Compact.

ERI started immediately after this!

Creating Economic Resilience is the game changer!

The water project is a good example of what can be done when partners come together!

ERI projects in Lebanon

Upgrade the transport network

Development of industrial zones

Multi-city urban development

We need to bring the private sector on-board.

We need to tackle risk head-on.

A good, well-structured project is more likely to survive!

We need soft money to fund this project!

But, no one organisation or NGO could do this on their own!

We need to start thinking about challenges as opportunities.

It's not enough to just debunk the myths!
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Donor Communication & Visibility at the EIB

Communication can be difficult!

We need to talk about the positive stories!

There's some great stories out there!

We need to talk about it... in the right language... and the right tone!

There are stories on our website!

Christoph Kuhn
Shirin Wheeler
Spotlight on forward looking solutions: rate your favourite idea!

Room 1: Thinking outside the box to fight diseases

- Around 1,000 children die every day from malaria!
- There is a market failure around malaria...
- Big Pharma isn't interested!
- There is not an available vaccine... (and poor treatment options)
- The cheapest of the best does not allow diversity...
- There's no incentive for innovation!
- If the structure works, we could use this for other projects, like noble antibiotics!

European Health Guarantee Platform for Africa

- A strategic partnership between the EIB & the Gates Foundation
- We will bring the private and public sector together!
- And...

Our solution:

A layered fund... of €300 million
- 50% of fund from €3 & other donors
- The rest from private institutions via a guarantee...
- An initial portfolio of hopeful projects

- A loan if it succeeds, a grant if it fails!

The money will be spent wisely!

Outdated equipment
- Unreliable results
- Low-cost effectiveness
- Limited service points
- Poorest worst off

Ghana and Uganda are interested in the proposal!

Expensive and wrong diagnostics!

Enhancing the current network with private-sector equipment & expertise
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Mobilising private funds to foster access to finance & promote climate action

**First... a video**

**Why is it so important to involve the private sector?**

**The current levels of public funding is a drop in the ocean!**

Some countries may cease to exist if global temperatures rise by more than 1.5%!

We need $3 trillion per year!

**How can Luxembourg’s money help?**

We’ve put in €120m...

...but with less focus on grants, instead catalysing investment!

Luxembourg & EIB set up a climate finance platform!

**In Uganda** we’re putting money into hydro electricity

We’re a financial centre...

We have the stakeholders in the country!

We’re heading into uncharted territory!

Biomass is a common source of fuel...

So there’s a collective process to create positive behaviour!

Creating jobs!

Talking to women (who do most of the cooking), going into schools!

It’s very important to support micro, small & medium-sized businesses!

We help provide access to investment!

We can provide cushioning against loss!

We use the commission to unlock financial instruments

The gamechanger is the shift from grants to financial instruments
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Very few private equity funders have been able to raise funds in this area! Banks tend to look at SMEs the same way they look at big business! We invested in the solar panels industry in Tunisia. 60 companies make up half of the market! We provide the funding to the home owners... which removes the blockage in funding!

Q&A

What is the market failure that caused the lack of investment? We need innovation, both scientific & financial! Having a company being better on environmental issues makes for a better company!

What would be your one policy to remove the roadblock? Stop subsidising fossil fuels! Provide political stability! A coherent approach!

In the absence of Dario Scannapieco... drinks!
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