Key information

European Investment Advisory Hub
Europe’s gateway to investment support
Project promoters, public authorities and private companies can receive technical support to help get their projects started, make them investment ready, gain advice on suitable funding sources and access a wide range of both technical and financial expertise.

The Hub is one of the windows of the Investment Plan for Europe, which focuses on removing obstacles to investment, providing visibility and technical assistance to investment projects and making smarter use of new and existing financial resources across the EU.

The European Investment Advisory Hub is a partnership between the EIB Group and the European Commission. Both institutions financially contribute to the initiative. The EIB Group is responsible for the management of the Hub.
Mobilise EUR 315bn of additional financing through the European Fund for Strategic Investments (EFSI)

Support investment in the real economy through the European Investment Advisory Hub and the European Investment Project Portal

Create an investment-friendly environment through improvements to the European regulatory environment
Launched in September 2015 as part of the Investment Plan for Europe, the EIAH is a tool to strengthen Europe’s investment environment and improve the quality of investment projects.
A **single access point** to a comprehensive offer of advisory and technical assistance services

An instrument to assess and **address** unmet **needs** for advisory support

A **cooperation platform** to leverage and exchange expertise from EIAH partners
Advisory services in the project cycle

**UPSTREAM**

- Policy & programme advice
- Preliminary project assessment

**PREPARATION**

- Technical advice to promoters prior to appraisal (e.g. ToR, CBA)
- Advice on financial structuring (e.g. investment platforms, innovative projects)

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**Preparation**

**Promoter project work** → **Policy and strategy** → **Master plan** → **Feasibility**

**Capacity building related to projects**

Capacity building on technical issues
Project preparation

Tendering

Construction

Operation

Selection & supervision of consultants for project preparation

Advice on project implementation

Enhanced monitoring of delayed projects

Cooperation through centres of expertise

Dissemination of best practices & case studies
Advisory services in key sectors

- RENEWABLE ENERGY
- DIGITAL & BROADBAND
- R&D
- URBAN DEVELOPMENT
- HEALTH & EDUCATION
- ENERGY EFFICIENCY
Who can contact the *Advisory Hub* for support?

- Managing authorities
- Private companies
- Public companies
- Member States
- Municipalities
- Public authorities
- National promotional banks & institutions
- Financial intermediaries
How does the Hub work on incoming requests?

A project promoter, public authority or private company needs advice on how to develop an investment project.

A request for project support is submitted to the Hub.

If technical assistance (TA) is requested and the project fulfils the Hub’s eligibility criteria, EIAH will proceed with the internal approval for technical resources and a budget will be allocated to the project.

The assignment is coordinated by the Hub adviser, who liaises with the various EIB Group directorates and partners involved. Terms of reference for the assignment are developed where required.
An advisory services agreement is signed between the Hub (EIB Group) and the project promoter to ensure good collaboration and understanding of the task and its implications.

If necessary, depending on the assignment needs, external consultants can be contracted via the EIB Group framework contract or through an open tender using the Group’s procurement guidelines.

Contract outputs are checked by the Hub as well as by all the experts involved during the course of the delivery of the technical assistance.
Examples of projects supported by the Hub

In eastern Europe the Hub is providing to a municipality and its affiliated bus company technical and financial support to develop an investment programme to renew the bus fleet including alternative fuel buses and related refuelling infrastructure. The Hub’s support may lead to an ELENA application.

In northern Europe the Hub is providing assistance to a social housing agency in need of specific legal advice and financial modelling for a complex project involving new construction, retrofitting of some existing housing stock and ancillary infrastructure.
A consortium of social enterprises approached the Hub for assistance in the development of their business model. The Hub has coordinated a combined advisory offer that achieves both objectives, including advice on creating an investment platform for the consortium, for which the EIB may provide EFSI-guaranteed funding. This operation should result in more efficient and cost-effective service and infrastructure delivery for vulnerable groups such as the elderly, migrants and the unemployed.
The Hub seeks to cooperate with providers of similar services at national or regional level, in order to ensure broad coverage of advisory needs. The Hub has already developed partnerships with several public institutions in Member States, as well as with international development institutions in order to promote advisory services in Member States.

This cooperation typically takes the form of cross referrals and joint support to selected projects, as well as knowledge and best practice sharing through joint promotional events. The Hub is also supporting several partner institutions in developing and delivering advisory services, tailored to the specific needs of each country and in different sectors.
### Partner institutions

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FAQs about the Advisory Hub

**What is the geographical scope of the Hub?**
The European Union

**Does the Hub provide financing?**
The EIAH does not provide financing of any sort. Requests for financing addressed to the Hub are redirected to the relevant resources as appropriate.

**Does the Hub have local offices?**
Currently the Hub operates mainly via the EIB headquarters in Luxembourg and its local offices. A network of local partner institutions is developing.
Experts of the EIB, its partner institutions and/or appointed external consultants.

No, support will not be limited to projects to be financed by EFSI (and/or the EIB).

In most cases, yes. A contribution may be requested from private sector beneficiaries in order to align interests and ensure ownership of results.
Would you like to know more?

Consult the Hub’s advisory offer
eiah.eib.org
Contact the Hub for more info

eiah@eib.org