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European Investment Advisory Hub

Europe's gateway to investment support

# The Advisory Hub: a gateway to a comprehensive advisory offer

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# Advisory Hub support

## UPSTREAM

- **Policy & programme** advice
- **Preliminary** project assessment

## PREPARATION

- **Technical advice** to promoters prior to appraisal (demand studies, business plan, CBA)
- Advice on **financial structuring** (PPPs, **investment platforms** & 'innovative' projects)
- Selection (ToR) & supervision of **consultants** for technical and financial studies to support project preparation

## IMPLEMENTATION

- Advice on **project implementation**
- **Enhanced monitoring** in delayed projects

## **CAPACITY BUILDING** RELATED TO PROJECTS

**Capacity building** on technical issues – **Cooperation** centres of expertise - **Dissemination** of best practices & case studies – **Needs Assessment** for project advisory support

Advisory Hub

# Advisory Hub Dashboard

**Almost 1,500** advisory requests received since launch at end 2015 (highest numbers from RO, BG, FR, IT and ET, in that order)

**Providing support also to ELENA and Innovfin mandates, to augment their activities in support of energy efficiency and innovation finance.**

Supporting external **advisory partners like EBRD and NPBIs, particularly to cater for local and smaller scale advisory needs (e.g. for SMEs).**

Circa **150 advisory assignments now in the EIB Group financing pipeline,** expected to mobilise around **EUR 23 bn of project cost,** of which around **half earmarked for the EFSI guarantee.** Many others support investment without EIB financing.

# URBIS: eligibility criteria

- Concern sustainable urban investments with a planning led approach and building on integrated urban strategies
- Be investment related
- Be linked to an integrated urban investment programme or project of at least EUR 20 Mln and short to medium term time horizon, typically 3-5 years
- Demonstrate additionality – e.g. address a capacity or funding gap, support the use of different funding sources, can be replicated in other cities…..

http://eiah.eib.org/about/initiative-urbis.htm

# Social Outcomes Contracting Advisory Platform

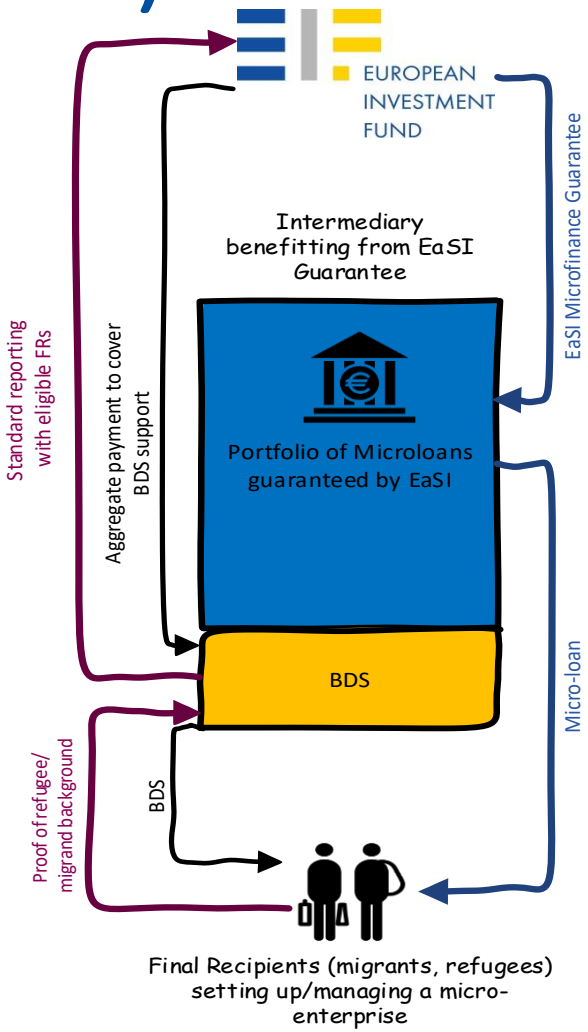
- Platform launched in partnership with the **Finnish Ministry of Social Affairs and Health** and the **Finnish Innovation Fund – Sitra**
  - **Knowledge sharing** amongst public sector officials undertaking SOC projects
  - **Fostering cooperation** and developing insights in areas of common interest
  - **Awareness raising** on the SOC approach and related support opportunities
  - **Supporting pilot projects** in Member States
- Initiative supported by **the EC and the EIB Group under the European Investment Advisory Hub**, part of the Investment Plan for Europe
- Preparing the ground for scaled investments under **InvestEU**

# BDS Pilot into the EaSI Guarantee (for microfinance)

- Intermediaries benefitting from an EaSI Microfinance Guarantee shall provide Business Development Services (BDS): mentoring, training, coaching

- Costs incurred by FIs when providing BDS to such vulnerable groups prove to be higher than for any other mainstream micro-enterprise/micro-borrower (for instance, because of language or administrative barriers)

Through EaSI, such costs can be partially offset, enabling intermediaries to provide such services and therefore boosting entrepreneurship amongst vulnerable communities



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# Thank you for your attention!

Request support from the Hub **eiah.eib.org**

Contact the Hub for more info **eiah@eib.org**