

Key information



# European Investment *Advisory Hub*

Europe's gateway to investment support



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**The European Investment Advisory Hub** (EIAH or the Hub) is designed to act as a single point of entry to a comprehensive offer of advisory services and technical assistance. The Hub aims to improve the quality of investment projects by offering tailored advisory support to European project promoters. It builds on the expertise of the European Commission, the EIB Group, National Promotional Banks and Institutions and EU Member States' managing authorities.

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.

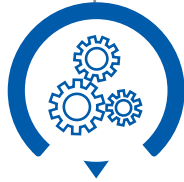
The European Investment Advisory Hub is a partnership between the EIB Group and the European Commission. Both institutions financially contribute to the initiative. The EIB Group is responsible for the management of the Hub.

# Investment Plan for Europe



**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



A joint initiative



**European Investment** *Advisory Hub*

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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**.

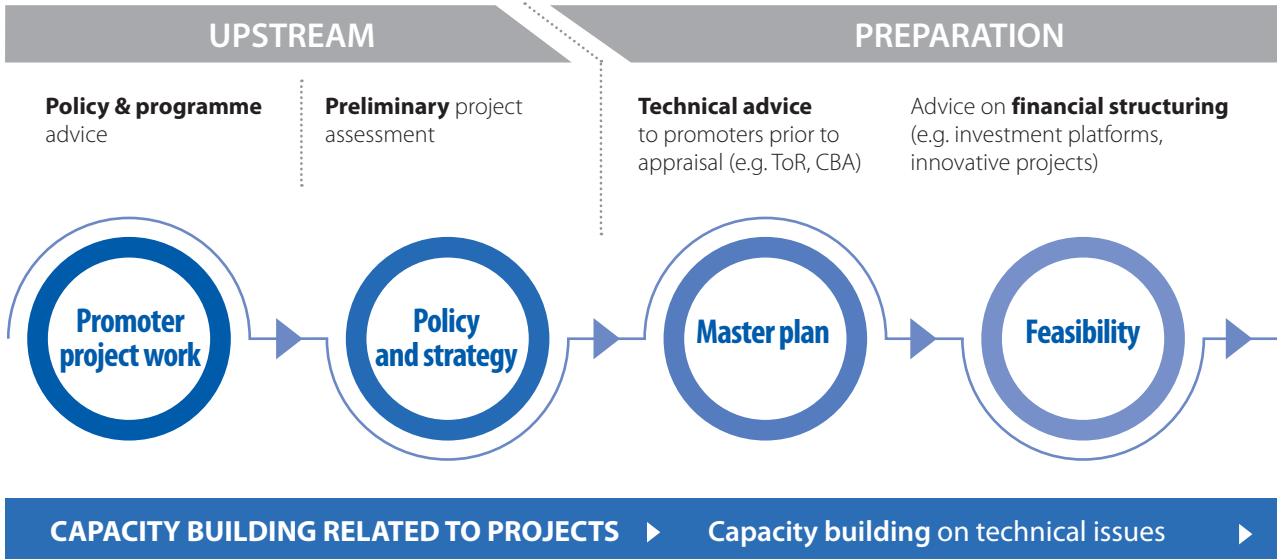
A **single access point** to a comprehensive offer of advisory and technical assistance services

A **cooperation platform** to leverage and exchange expertise from EIAH partners



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

# Advisory services in the project cycle



## IMPLEMENTATION

Selection & supervision  
of **consultants** for  
project preparation

Advice on **project  
implementation**

**Enhanced monitoring**  
of delayed projects

**Project  
preparation**

**Tendering**

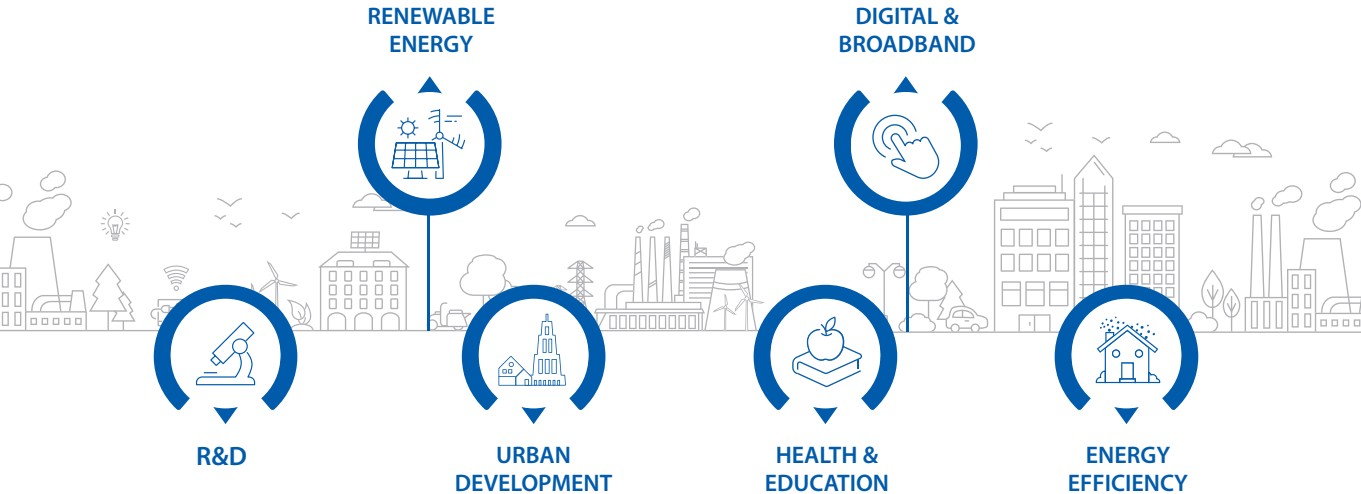
**Construction**

**Operation**

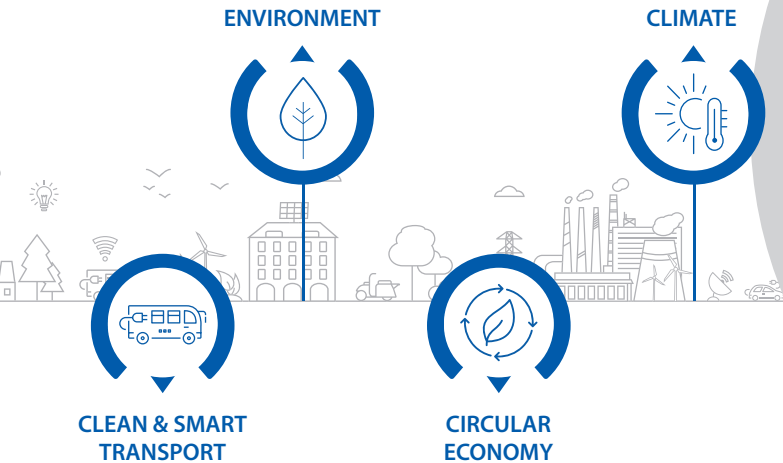
Cooperation through centres of expertise ▶

Dissemination of best practices & case studies

# Advisory services in key sectors



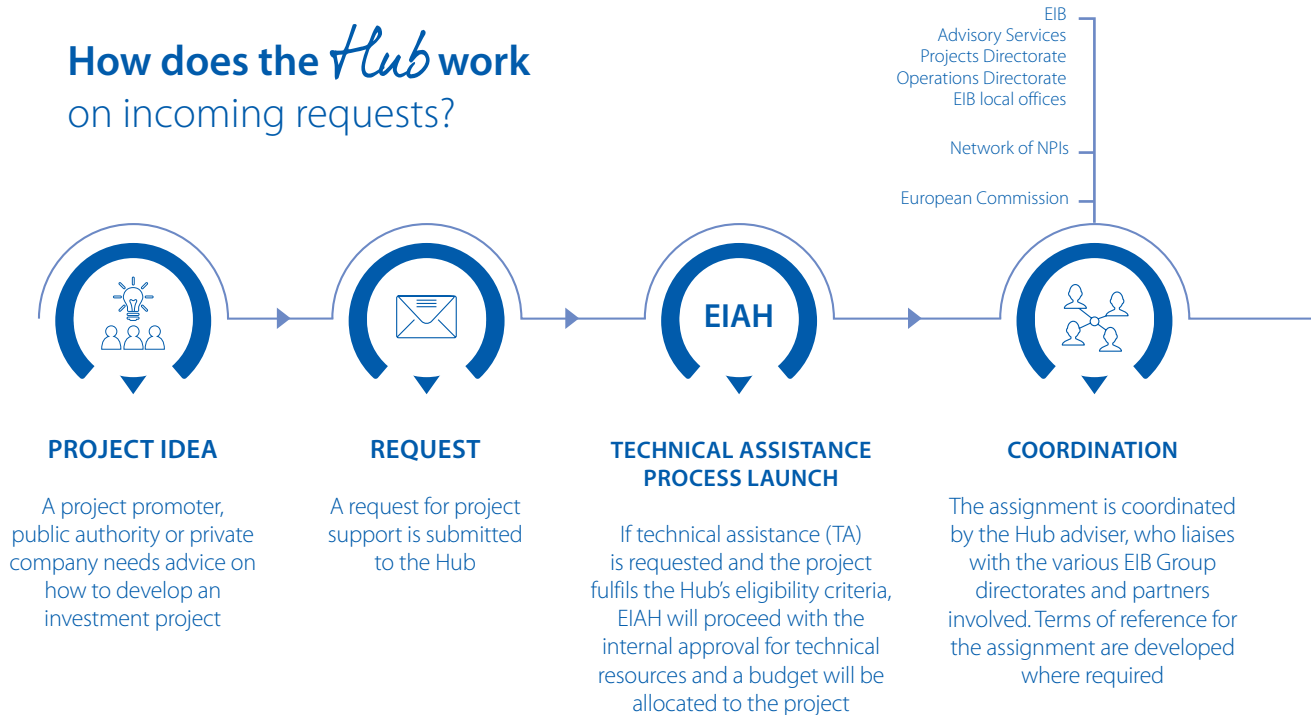




Who can contact the  
*Advisory Hub* for support?

- ▶ 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?



EIB signs

Advisory contract  
with external consultancy

Advisory services agreement  
with promoter



### SERVICE AGREEMENT

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

### EXTERNAL CONSULTANCY

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

### DELIVERY AND MONITORING

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 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.



**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.

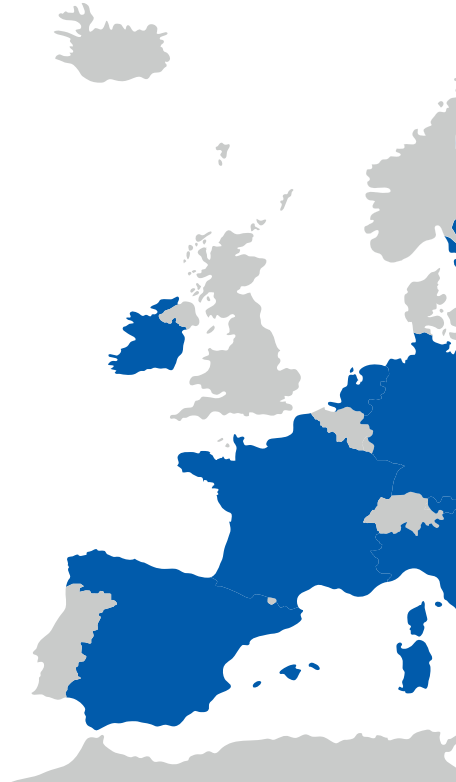


**A consortium of social enterprises** approached the Hub for assistance in the development of their business model. The Hub has coordinated a combined advisory offer that achieves both objectives, including advice on creating an investment platform for the consortium, for which the EIB may provide EFSI-guaranteed 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.

## Developing the *Hub's* local presence

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

<b>SID Bank</b>	Slovenia
<b>Altum</b>	Latvia
<b>MFB</b>	Hungary
<b>BDB</b>	Bulgaria
<b>HBOR</b>	Croatia
<b>SBCI</b>	Ireland
<b>CMZRB</b>	Czech Republic
<b>AWS</b>	Austria
<b>SZRB AM</b>	Slovakia
<b>BPI France</b>	France
<b>CDC</b>	France
<b>BGK</b>	Poland
<b>Invega</b>	Lithuania
<b>Almi</b>	Sweden
<b>VIPA</b>	Lithuania
<b>ZBP</b>	Poland
<b>ICO</b>	Spain
<b>CDP</b>	Italy
<b>KfW</b>	Germany
<b>NIA</b>	The Netherlands
<b>Finnvera</b>	Finland
<b>NRW.Bank</b>	Germany

# 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





**Who actually delivers the advisory support provided via the Hub?**

Experts of the EIB, its partner institutions and/or appointed external consultants

**Is the Hub only linked to EFSI projects?**

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

**Is the support provided via the Hub free of charge?**

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](http://eiah.eib.org)**



Contact the Hub for more info

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