



EFSI implementation – where are we?

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On track to reach the target

Of which
EUR 34.3bn
 signed

EIB Group figures

As of 12/12/2017



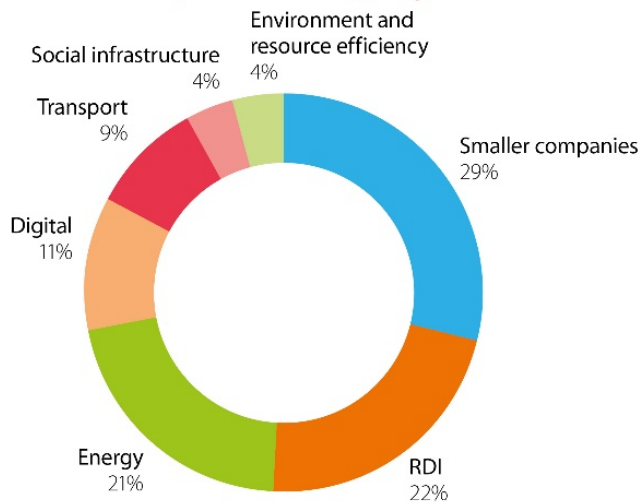
EUR 51.1bn

EUR 256.1bn

* EIB-approved: EUR 39.2bn
 EIF-approved: EUR 11.9bn

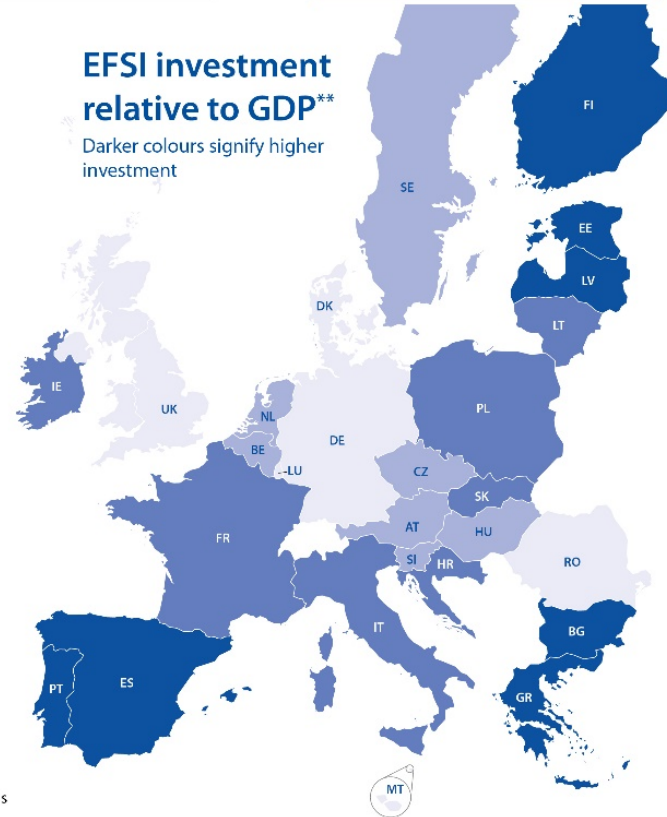
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EFSI investment by sector**



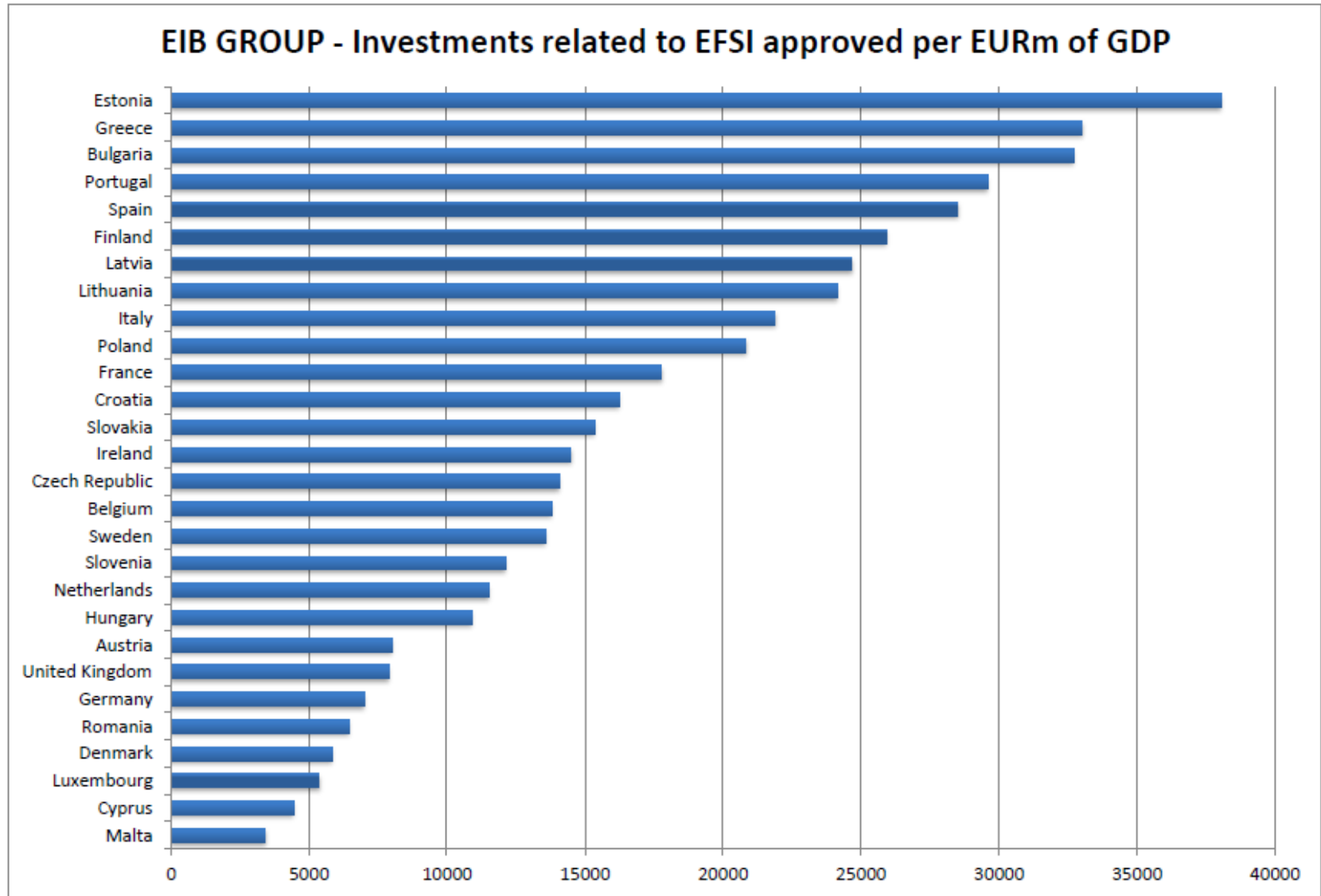
EFSI investment relative to GDP**

Darker colours signify higher investment



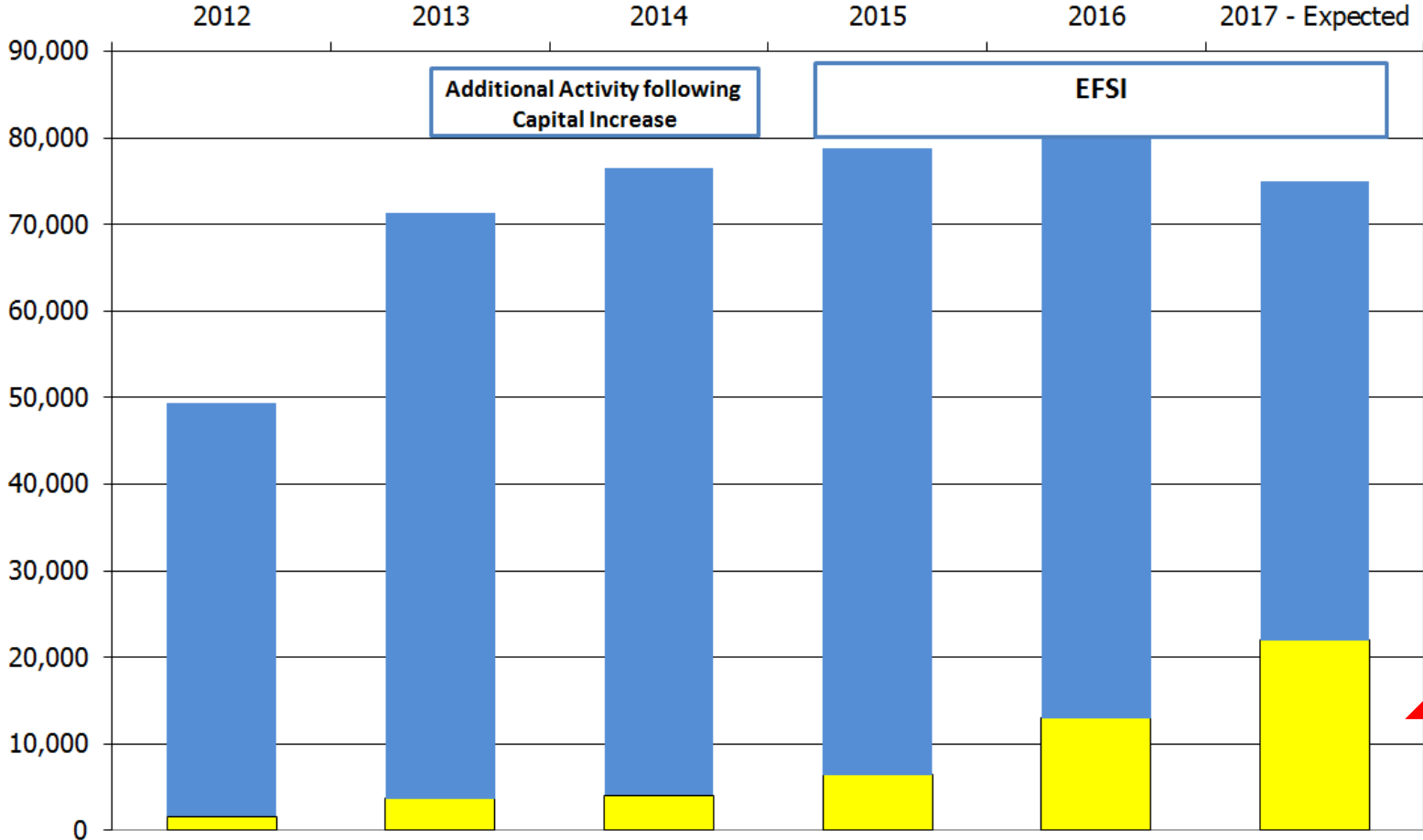
**based on approved operations

Improved geographical balance



EFSI impact on EIB activities

LG distribution of New Signatures



Increase of share of risk financing

■ D- and below = "SFF" / Special Activities ■ Total EIB lending

Impact of EFSI on EIB products



New products

- Link and de-linked risk-sharing products, both funded and unfunded
- Mezzanine investments
- Securitisations
- Quasi-equity products
- More risk appetite with same products



New areas for Equity Funds

- Funds with long term focus
- Smaller Funds focusing on niche markets
- Funds established in cooperation with regional authorities

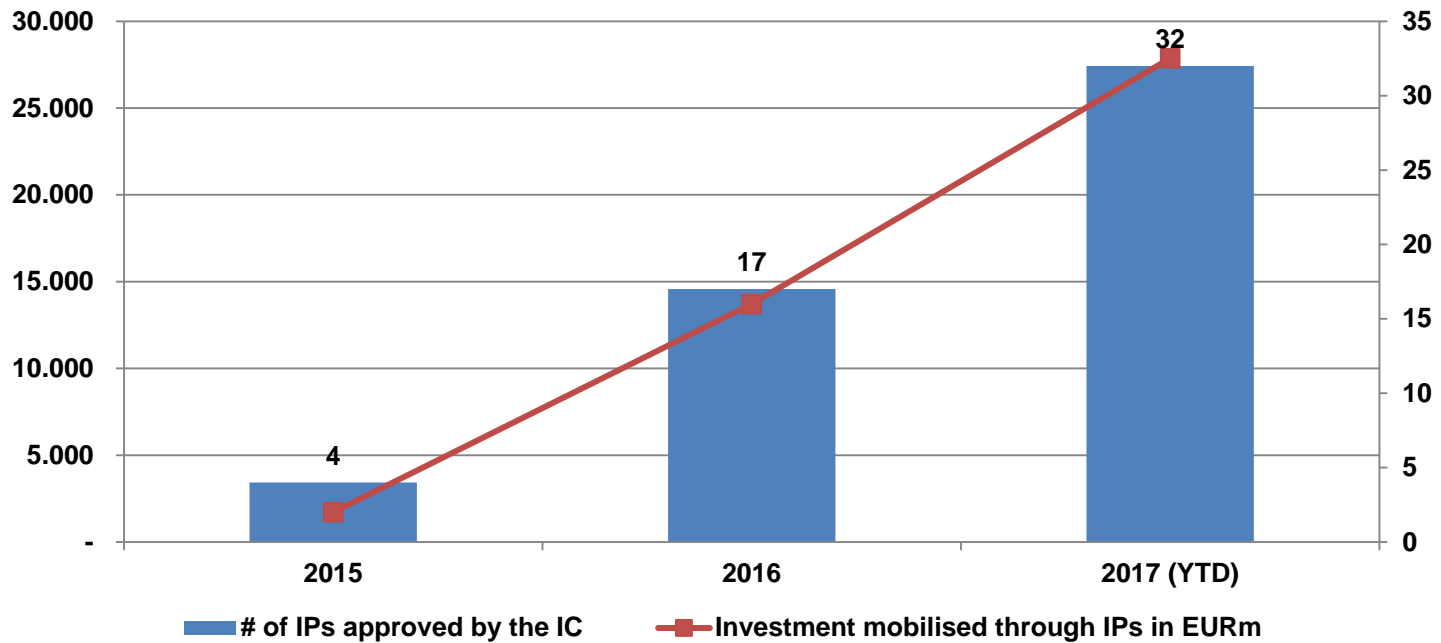


New forms of cooperation

- Investment Platforms
- Various forms of co-financing arrangements with NPBs
- Cooperation on pipeline monitoring and due diligence
- Partial and Full delegation models for risk-sharing

~80% of EIB counterparts under EFSI are new to EIB

Progress on IPs under EFSI IIW

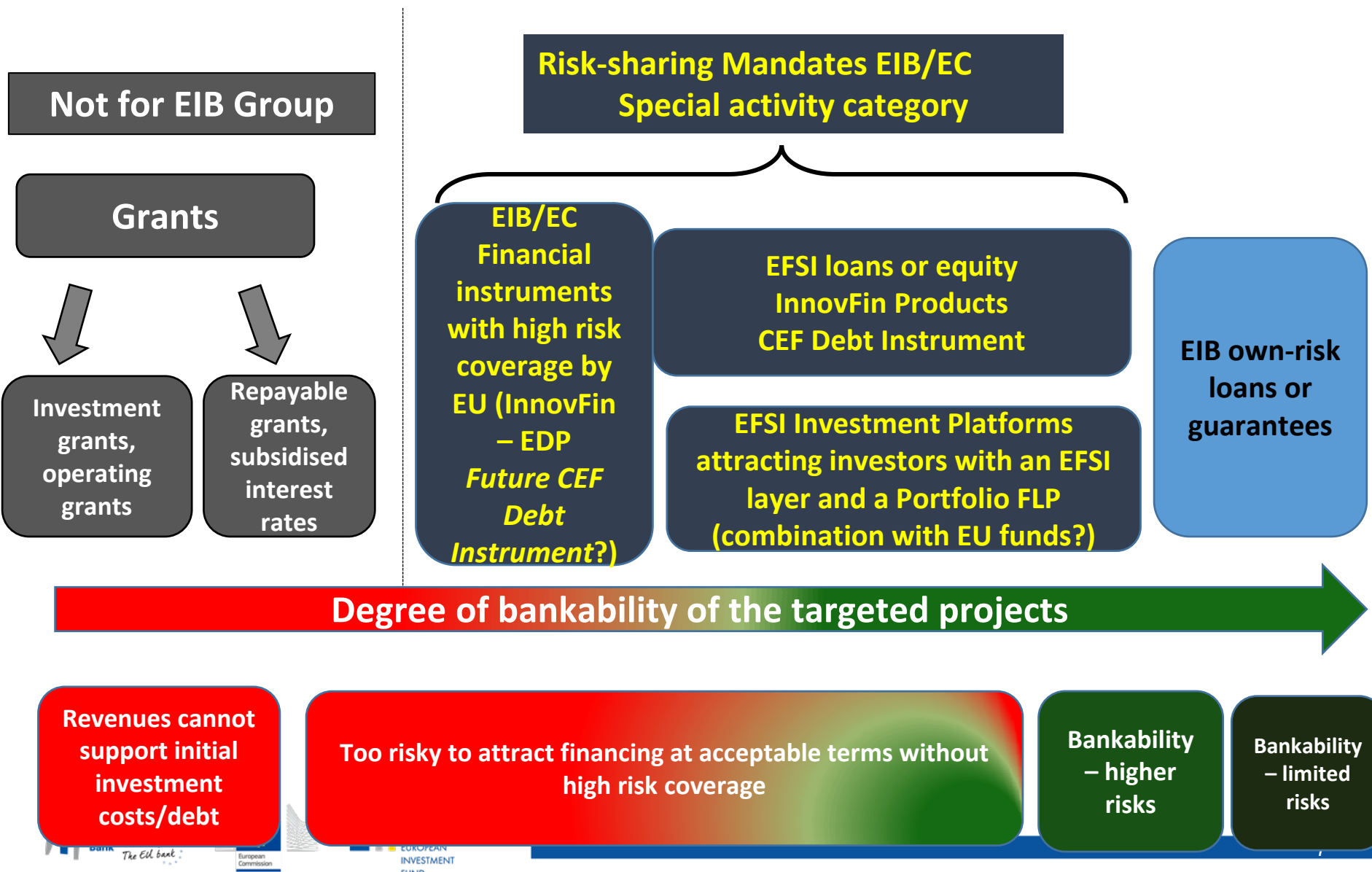


35 Investment Platforms (3 under SMEW) approved, 2/3 with NPBs

More than €30bn mobilised

Strong demand in Energy and Resource Efficiency, (Innovative) SMEs and Infrastructure

Typology of possible financial support according to project risks/bankability



Lessons learnt

EFSI is contributing to closing the Investment gap by addressing the need for high-risk financing – However, an Investment gap remains

Development and market take-up of new products takes time

EFSI's market-driven nature is essential to catalyse private investment – EFSI multiplier is in line with expectations

Combination of EFSI and ESIF is complex but necessary in certain geographies to address certain types of market failures

Investment Platforms are fostering new ways of cooperation between the EIB and NPBs and to combine public and private financing, but not magic tools - Thorough analysis of the market and careful structuring are essential

The 3 pillars of the Investment Plan for Europe need to go hand-in-hand to have long term effects on Investments levels and job creation

Changes in EFSI 2.0 regulation

Continuity

- **Market driven instrument**
- Focusing on allowing the EIB to increase its level of higher risk financing to economically viable projects
- **Respect for commercial sensitivity, but more transparency**
- Stable governance, plus an expert from EP as non-voting member in Steering Board

New opportunities

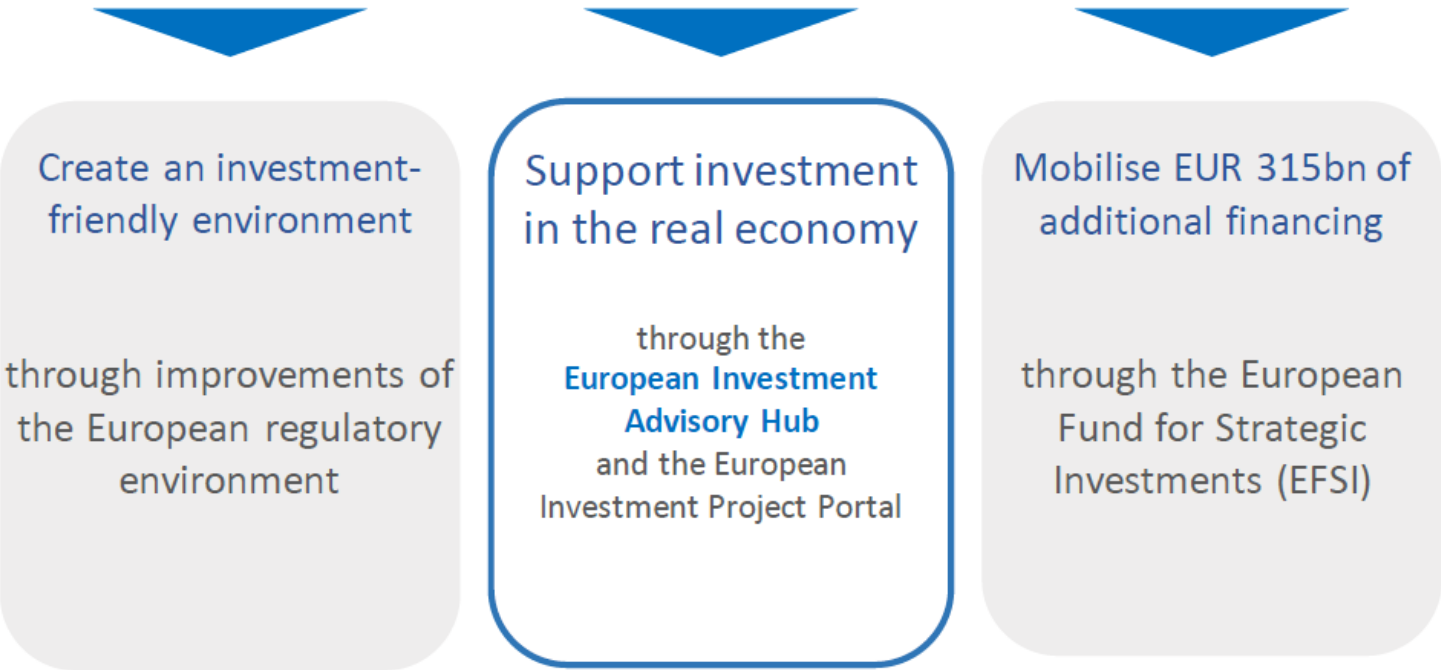
- **Increase of the EU Guarantee from EUR 16bn to EUR 26bn**
- More time and higher target: EUR 500bn by 31 December 2020
- **Support to industries in less Developed & Transition Regions**
- Bio-economy: Sustainable Agriculture, Forestry, Fishery and Aquaculture
- **Specific focus on Cross-border infrastructure projects**
- Local currency financing

New challenges for implementation

- **Climate Action target for Infrastructure and Innovation Window**
- Adaptation of the definition of additionality
- **Increased transparency while respecting client commercial sensitivity**
- Increased focus on smaller operations
- **New requirements for taxation**
- Significant increase of EIAH objectives

European Investment Advisory Hub

Investment Plan for Europe



A joint initiative

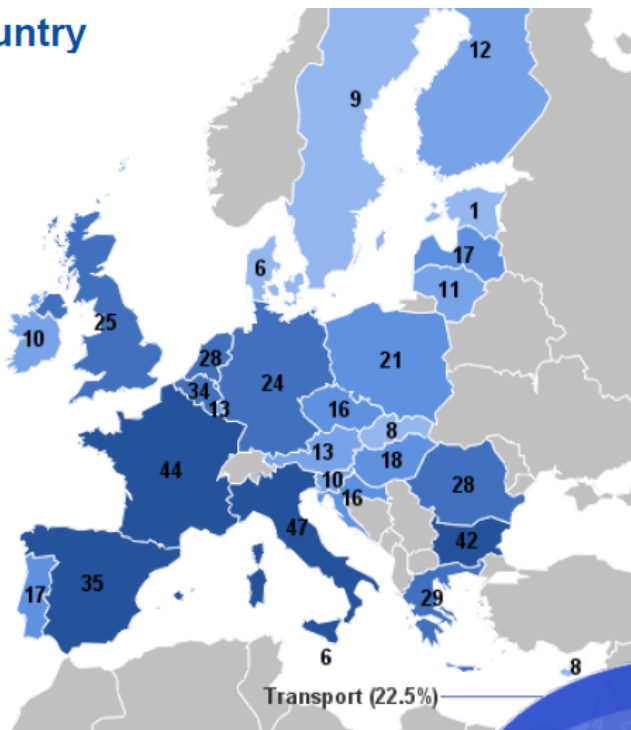
Advisory Hub

Requests to the Hub: overview

Requests by country

Country	No. of requests
Italy	47
France	44
Bulgaria	42
Spain	35
Belgium	34
Greece	29
Romania	28
The Netherlands	28
United Kingdom	25
Germany	24
Poland	21
Hungary	18
Latvia	17
Portugal	17
Croatia	16
Czech Republic	16
Austria	13
Luxembourg	13
Finland	12
Lithuania	11
Ireland	10
Slovenia	10
Sweden	9
Cyprus	8
Slovakia	8
Denmark	6
Malta	6
Estonia	1
Total	548

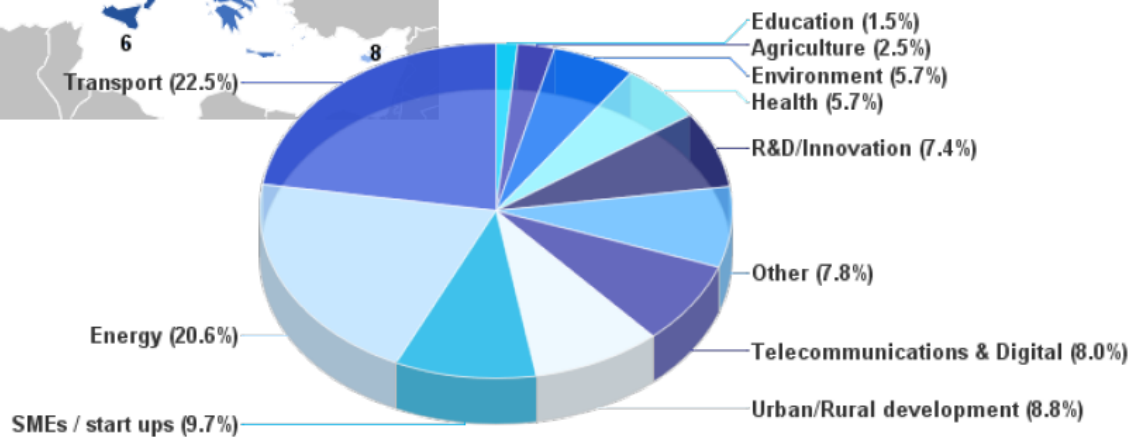
*excludes 65 requests relevant for more than 1 EU countries or no country specific or non-EU countries



Total of 613 requests
476 project-specific requests

- Public sector : 200
- Private sector : 257
- Other (e.g. NGOs) : 19

Project-specific requests by sector (Tot. 476)



*The category "other" includes project-specific requests in which the sector is not indicated





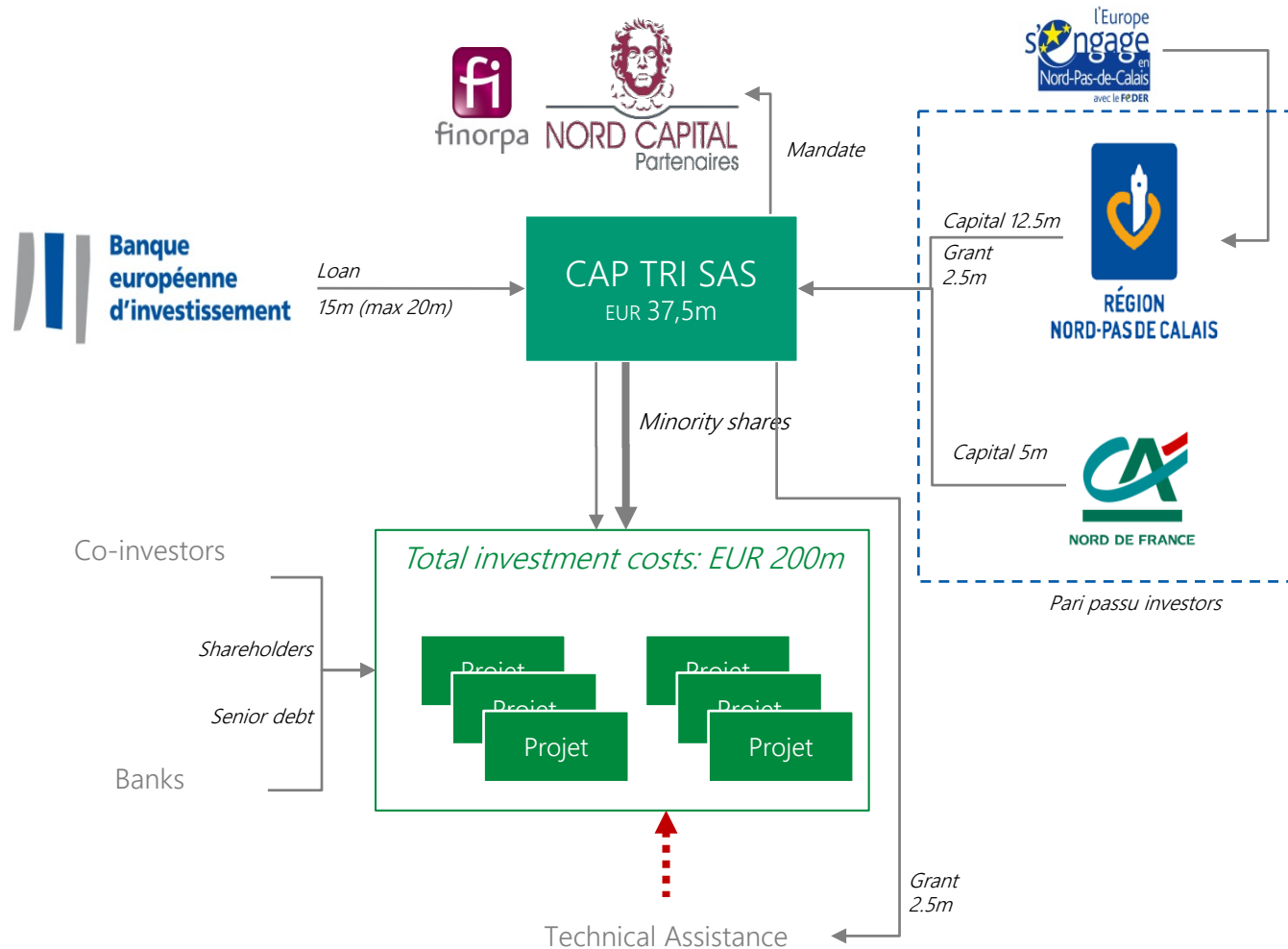
**European
Investment
Bank**

The EU bank



Project Examples

Region Haut de France – TRI CAP fund



Poznań affordable housing

The project comprises investment in the construction of some **1 300 new affordable housing units** for rent with buyout option in the Polish city of Poznań.

The **EFSI guaranteed EIB loan** is provided directly to the municipal housing company, without a guarantee of the city. The EUR 33.3 million loan covers 49% of the project costs.

The EIB is currently developing a broader programme loan targeting more social and affordable housing projects across Poland and the transaction with Poznań will **serve as a pilot**.

