



Selection and approval of EFSI projects - the project cycle

Workshop

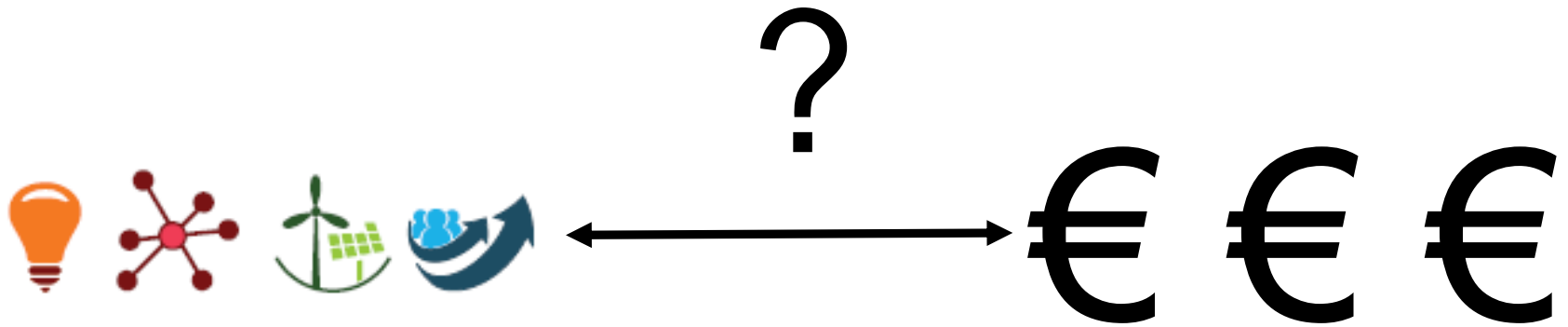
**“Financing opportunities for projects in agriculture and rural areas –
The Investment Plan for Europe “**

23rd February 2016, Brussels

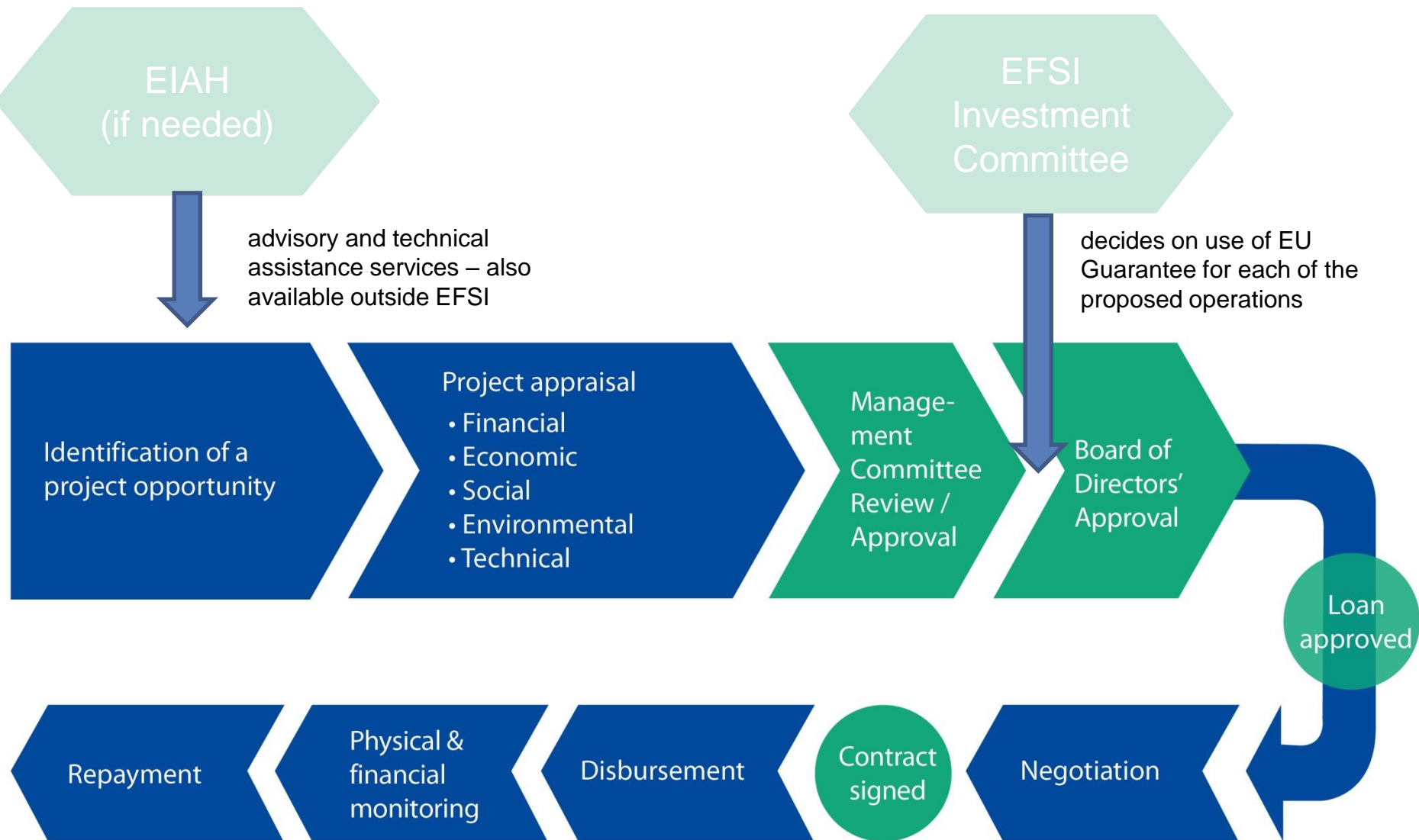
Eva Krampe, Sector Economist
Projects Directorate, European Investment Bank

Florentine Hopmeier, Economist, European Commission

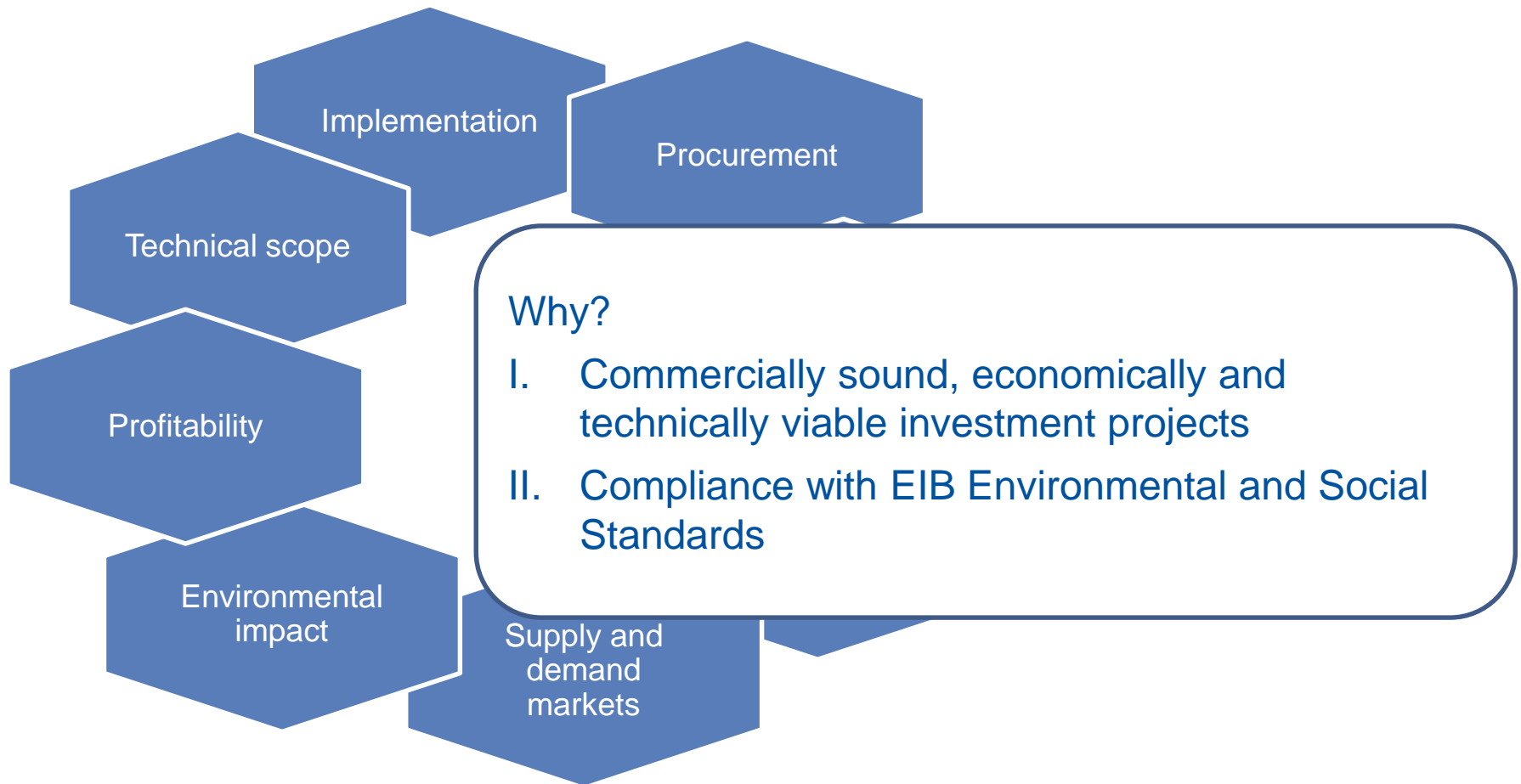
What is this presentation about



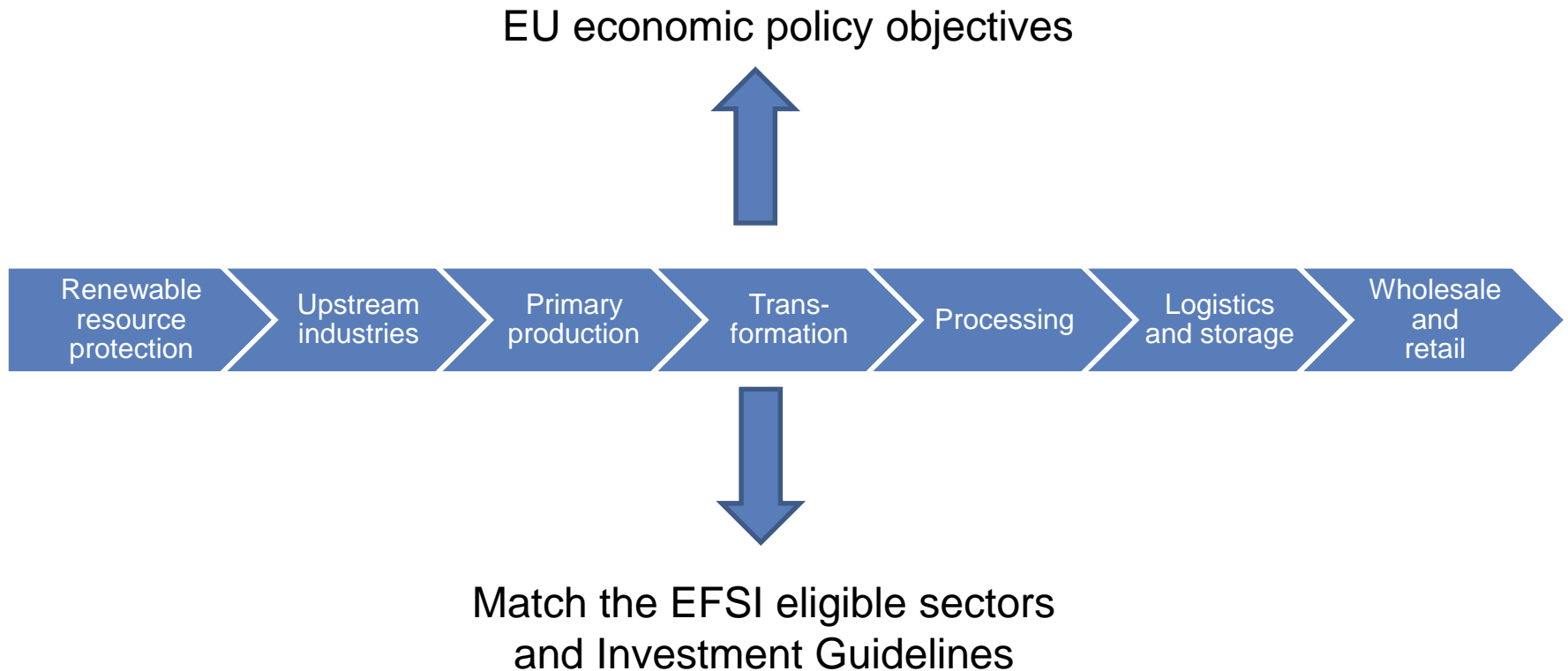
EFSI project cycle



EIB Appraisal



What kind of projects can EFSI finance?



Who can apply?

- Companies of all sizes, including small and medium-sized enterprises (with up to 250 employees) and midcaps (with up to 3 000 employees)
- Utilities
- Public sector entities
- National promotional banks or other banks to deliver intermediated lending
- Investment platforms

How does one apply for EFSI funding?

- Project promoters can contact the EIB directly – they do not need to pass via a local authority or government or the EIAH/EIPP
- Layout and content of documents to be submitted to the EIB are the responsibility of the project promoter
- EIB expects to receive a feasibility study (incl. the financial model)
- For SME (Midcap) financing, proposals can be submitted to EIB and EIF partner institutions in each country (browse for example <http://www.eib.org/products/lending/intermediated/list> http://www.eif.org/what_we_do/where/index.htm)

How to access EFSI funding: Some examples

Farmers and other small agri-food businesses

- EIB and EIF partner institutions in each country

Agri-food enterprises
(> EUR 25m project cost)

- Direct loan application to EIB

Financial Intermediaries

- Contact EIB for loan products
- Contact EIF for guarantee/equity products

Additional EFSI features

- EFSI Governance Structure
- EFSI Regulation
- EFSI Investment Guidelines
- EFSI Scoreboard

EFSI Governance Structure

STEERING BOARD

- sets the strategic orientations, operating policies, rules applicable to operations with NPBs and Investment Platforms, and the risk profile of the EFSI
- 3 members from the Commission (**Gerassimos Thomas, Irmfried Schwimann, Benjamin Angel**)
- 1 member from the EIB (**Ambroise Fayolle**)

MANAGING DIRECTOR AND DEPUTY MANAGING DIRECTOR

- MD (**Wilhelm Molterer**): Day-to-day management of the EFSI, prepares and chairs the meetings of the investment committee, public face of the EFSI
- dMD (**Ilyiana Tzanova**): assists the MD



INVESTMENT COMMITTEE

- 8 independent experts selected by the Steering Board for their competence in project financing
- Approves or rejects the support of the EU guarantee for EFSI projects on the basis of the EFSI Regulation and the scoreboard of indicators



Dominik Radziwill



Gillian Day



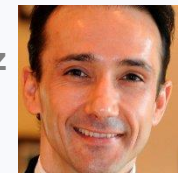
Thierry Déau



Dalia Dubovske



Nieves Rodriguez



Noel Gregor Patterson-Jones



Vicky Kefalas



Fabio Pammoli

EFSI Investment Committee Appraisal

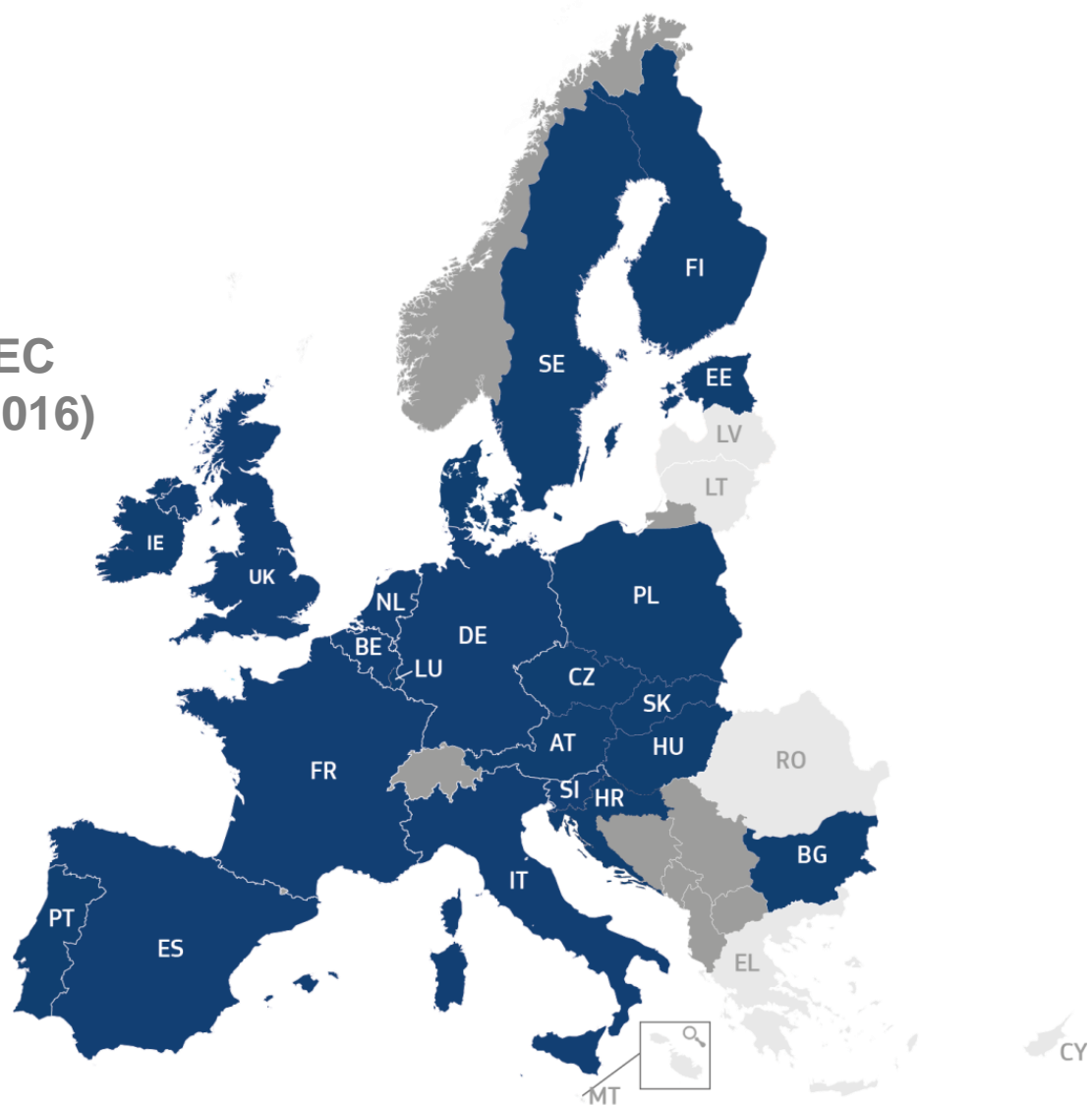
- Check compliance with EFSI Regulation
 - **Focus on investments in real economy**
 - Results on growth and jobs
 - Market-driven, no political interference
 - **Additionality** vs existing instruments
 - Market failures and sub-optimal investment
 - Higher risk-taking than EIB normal activity in EFSI timeframe
 - Consistency with **EU policies**
 - Leverage / crowd-in **private sector and third parties**
 - Economic and technical **viability** (as standard for EIB projects)
 - **Eligible sectors**: Research, development and innovation; Energy (ref. Energy Union priorities); Transport; Information and Communication Technologies; Environment and resource efficiency; Human capital, culture and health; Support to SMEs and mid-cap companies
 - **Geographic scope**:
 - EU28
 - Projects involving an entity in a MS and extending to Enlargement (Western Balkans, Turkey), EU East/South Neighbourhood, EEA/EFTA (Norway, Switzerland, Liechtenstein), Overseas Countries and Territories.

EFSI Investment Committee Appraisal

- Check compliance with EFSI Investment Guidelines (Annex II to the EFSI Regulation)
 - EU guarantee to support primarily **new operations** (though brownfield is not excluded)
 - No support to refinancing operations
 - No sectoral or geographic pre-allocation, but best efforts shall be made to **avoid excessive concentration**. The EFSI shall aim to cover all MS.

Geographic allocation of EFSI-backed projects

Approved projects
+ projects pending EC
approval (January 2016)



EFSI Scoreboard

- Ensure EU Guarantee is directed to projects with high value added
- To be completed during EIB due diligence
- Scoring of each project based on 4 pillars:
 1. Contribution to EFSI policy objectives
 2. Quality and soundness of the project
 3. Technical and financial contribution
 4. Complementary indicators: Additionality, Macro-economic indicators, Multiplier, Private finance, cooperation with NPBs, co-financing with EU funds, Energy efficiency, Climate action

**Would you like to learn
more?**

<http://www.eib.org/efsi>

http://www.eib.org/projects/cycle/applying_loan

<http://www.eib.org/eiah>

<http://www.eib.org/projects/sectors/agriculture>

or contact the EIB Infodesk at info@eib.org



**European
Investment
Bank**

The EU bank

A circle of twelve blue stars, arranged in a ring, positioned to the right of the text 'The EU bank'.