



**European
Investment
Bank**

The EU bank

Cooperation with Corporates

EIB Central and South Eastern Europe Department

Seminar: Investment Plan for Europe, Financing of
Corporates in Czech Republic, Brno 5.10.2016



1. The EIB Group

2. EIB lending in CSEE region countries

3. EIB Group Products for Corporates

4. Investment Plan for Europe (IPE-EFSI)

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1. The EIB Group



The EIB Group



Providing finance and expertise for sound and sustainable investment projects

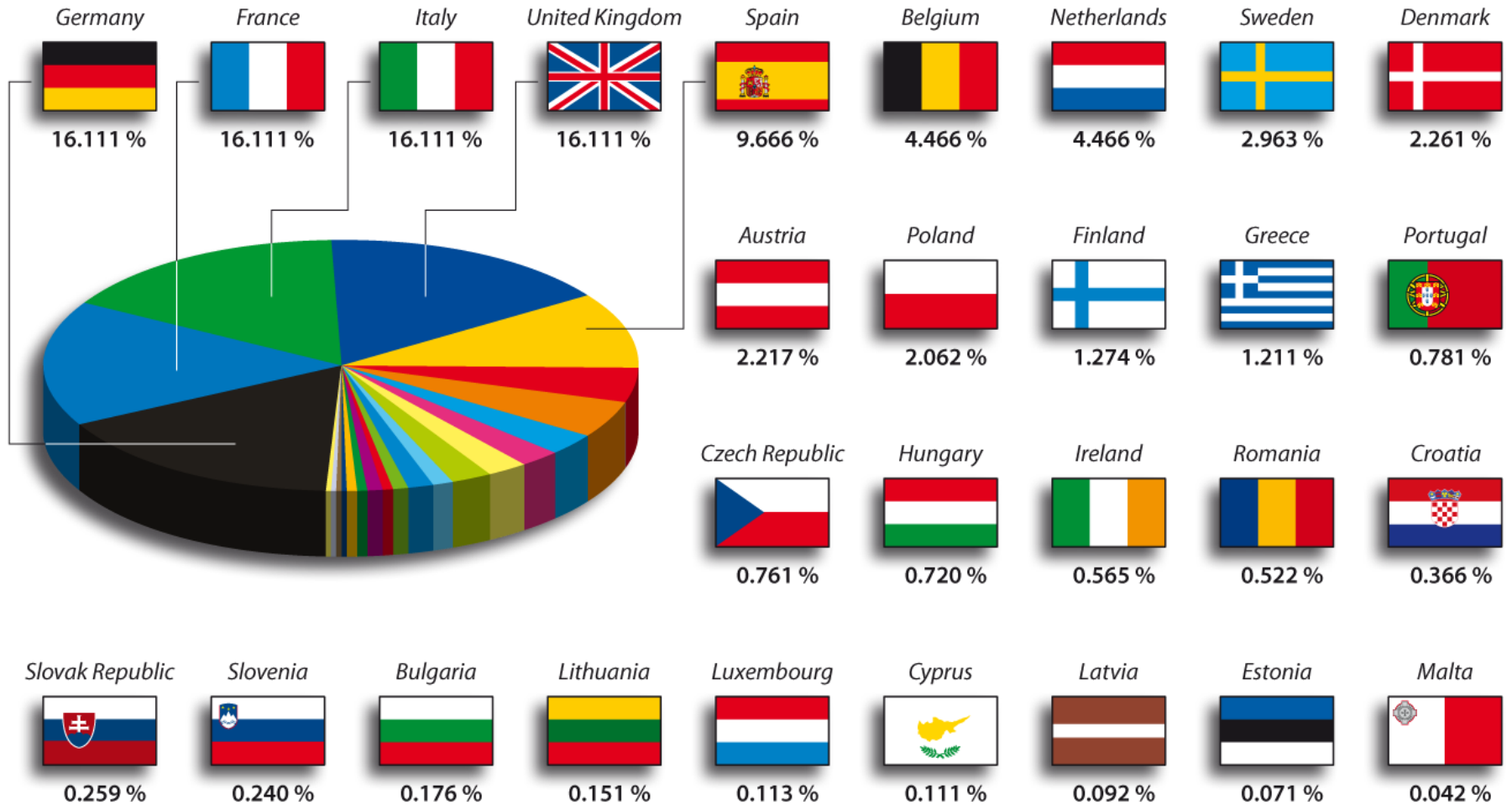


Leading developer of risk financing for innovative SMEs

The EIB at a glance

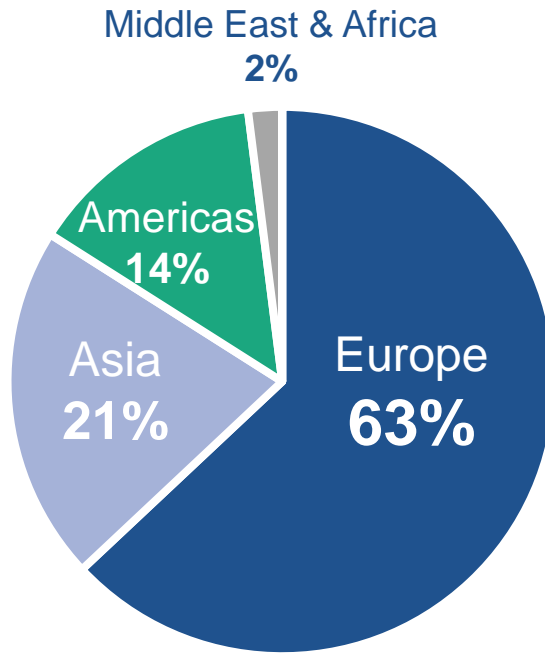
- Shareholders are the 28 EU Member States
- Rated AAA/Aaa/AAA by S&P, Moody's and Fitch
- Largest multilateral lender and borrower in the world
 - Raises funds through bond issues on international capital markets
 - Passes on favourable borrowing conditions to clients
- Some 450 projects each year in over 160 countries
- Headquartered in Luxembourg and 40 local offices
- Around 3000 staff
 - Not only finance professionals, but also engineers, sector economists and socio-environmental experts
 - More than 50 years of experience in financing projects

The EIB: capital breakdown



We are the world's largest supranational borrower

Total 2015 borrowing: EUR **62.4bn**
Mobilising resources worldwide

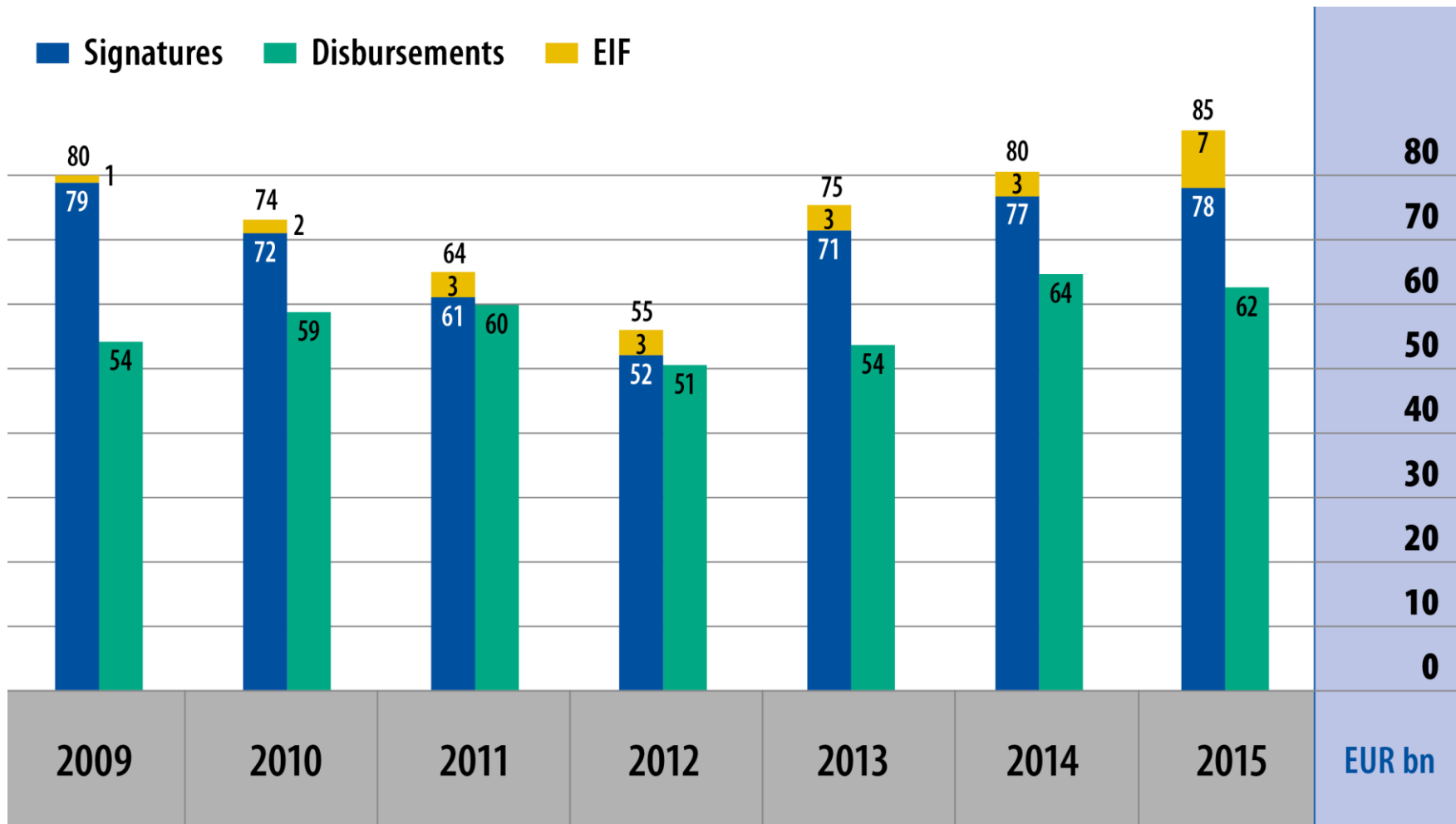


We are the largest issuer of **green bonds**

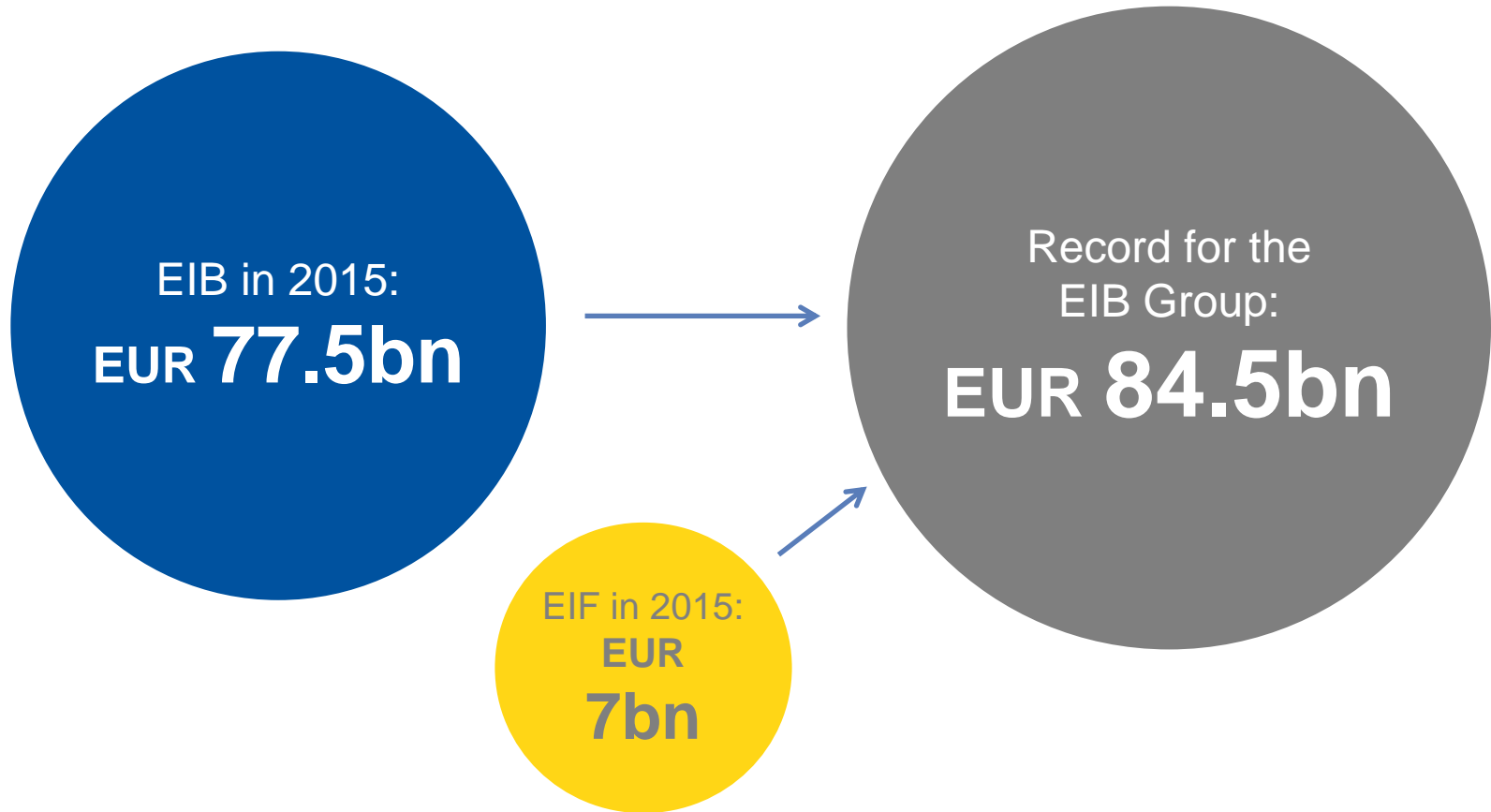
EUR **4bn**
in 2015

EUR **11bn**
in 11 currencies
since 2007

EIB Group track record: over EUR 500bn onlent since 2008

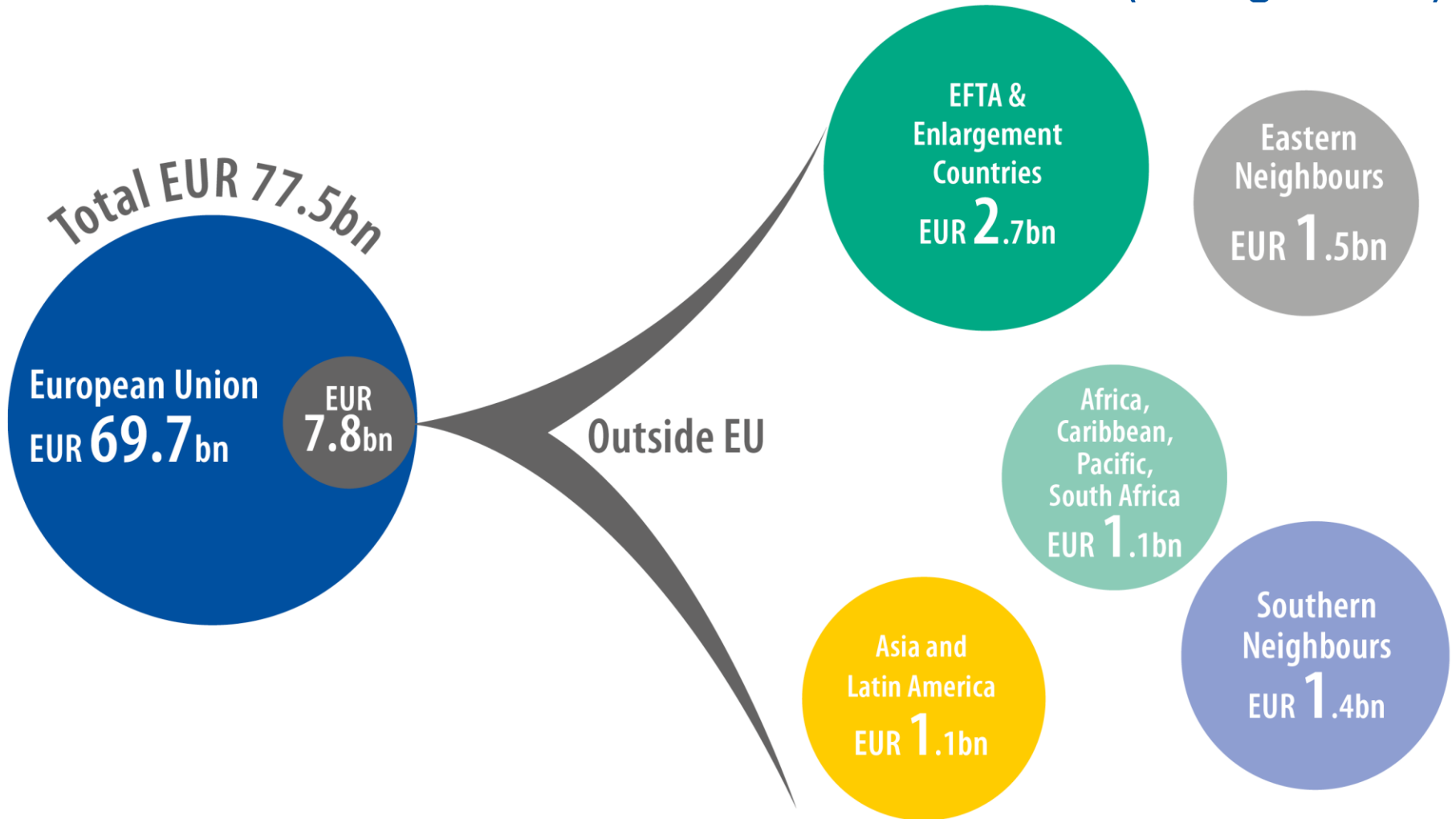


We are the world's largest multilateral lender



EIB Lending in 2015: EUR 78bn

(EIB signatures)



We focus on our key priorities

(EIB Group in 2015)



ENVIRONMENT

**EUR 19.6bn
(23%)**



INFRASTRUCTURE

**EUR 18.9bn
(22%)**



INNOVATION

**EUR 18.7bn
(21%)**



SME

**EUR 29.2bn
(34%)**

We deliver **impact** where it's needed



JOBS
4.1m jobs in small businesses



HEALTH
9.8m people with access to improved health services




EDUCATION
1.5m students benefitting from EIB projects



WATER
21m people benefitting from safe drinking water



TRANSPORT
380m additional passengers



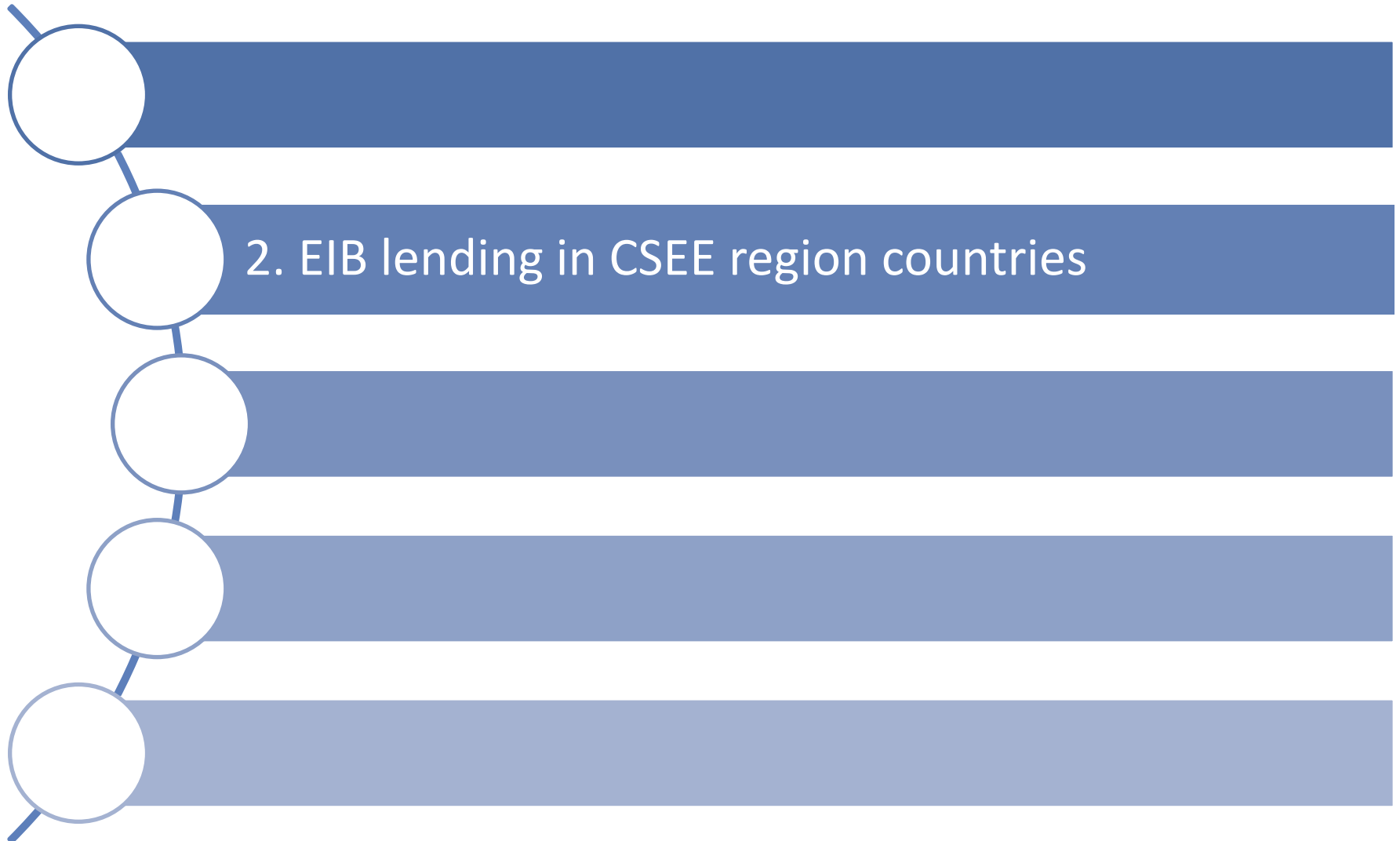
ENERGY
2.3m households powered by EIB projects

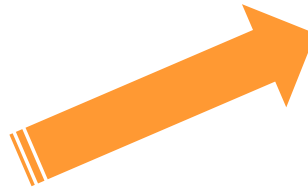
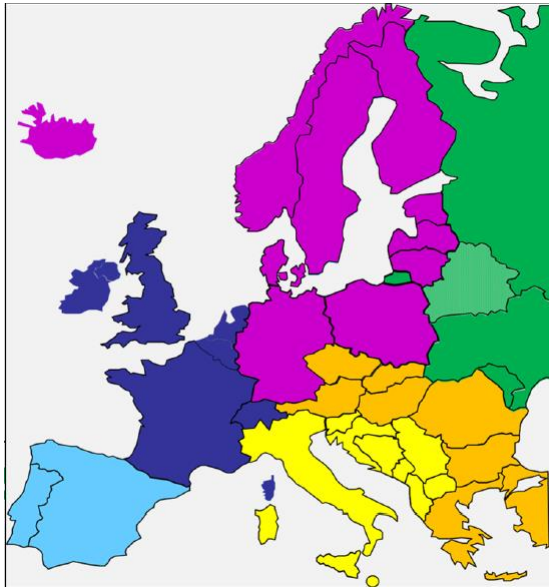


URBAN
3.2m people benefitting from urban upgrades



DIGITAL
15.3m people with new or upgraded connections





Central and South East Europe Department

Corporates and Private Local Banks

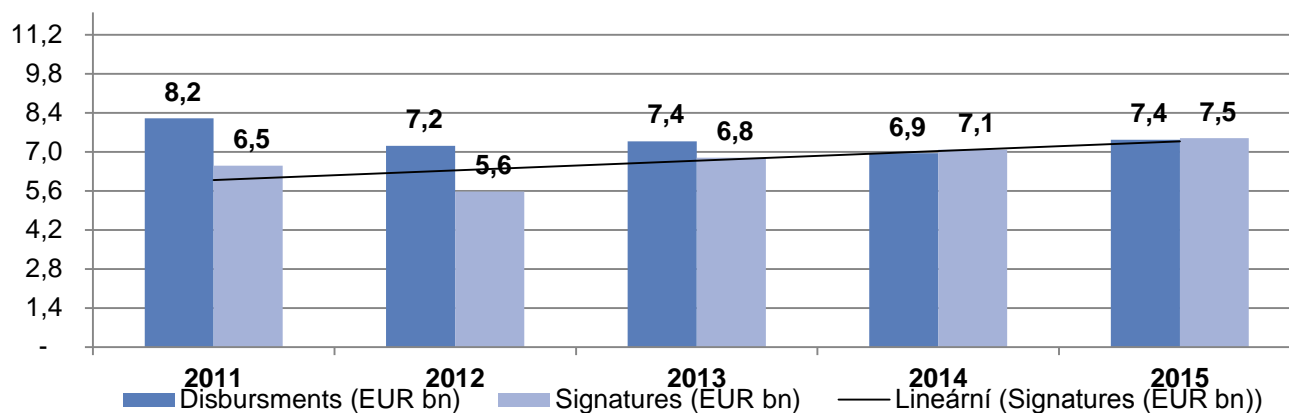
Project Finance

Public Sector

International Banks

Focus on customer segments across the region

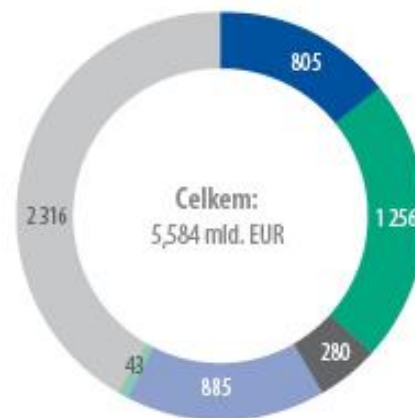
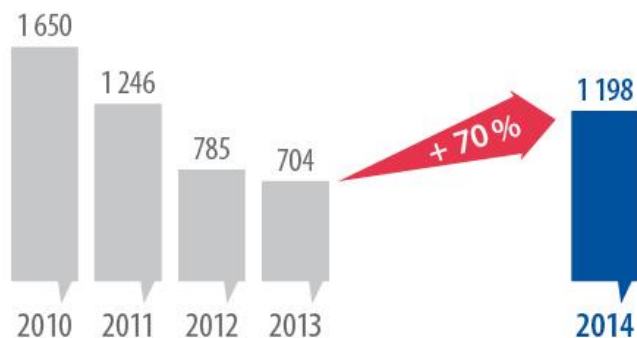
EIB lending in CSEE region countries* in 2011-2015



- ****For the purpose of this presentation, the CSEE region countries include: Austria, Czech republic, Slovakia, Hungary, Romania, Bulgaria, as well as Turkey.***
- For the last five years, the loans signed in the region were, on average, of EUR 6.7bn, recording a positive pace within the last four years, up to EUR 7.5bn in 2015.
- In terms of disbursements, the overall amounts were relatively constant throughout the five years period, reaching the average of EUR 7.4bn in 2015.

Aktivity EIB v České republice

Smlouvy podepsané v České republice v období let 2010-2014 (v mil. EUR)



Úvěry EIB v České republice podle odvětví v období let 2010-2014 (v mil. EUR)





3. EIB Group Products for Corporates

EIB project cycle

We support sound and sustainable projects



Our products

We help catalyse investment

LENDING/INVESTMENTS

Loan facilities

But also:

Guarantees

Equity participation

Attracting FUNDING for long-term growth

2 Main loan facility types:

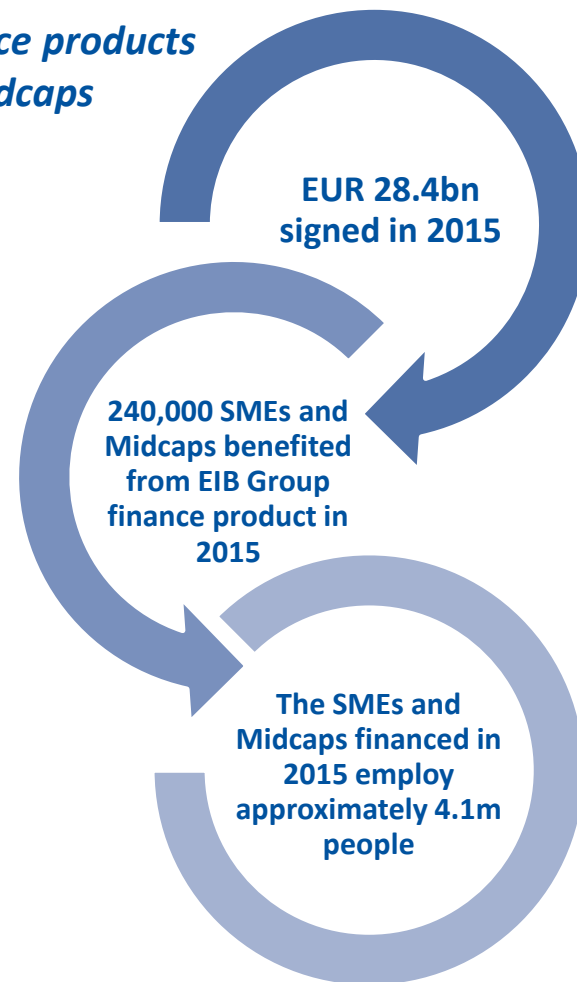
- **Direct Loans**
 - Large-scale projects (more than EUR 25m)
- **Intermediated Loans**
 - Small and medium-scale projects (particularly to SMEs) via national and regional intermediary banks
 - Lending decision remains with the financial intermediary

Intermediated Loans for SMEs & Midcaps

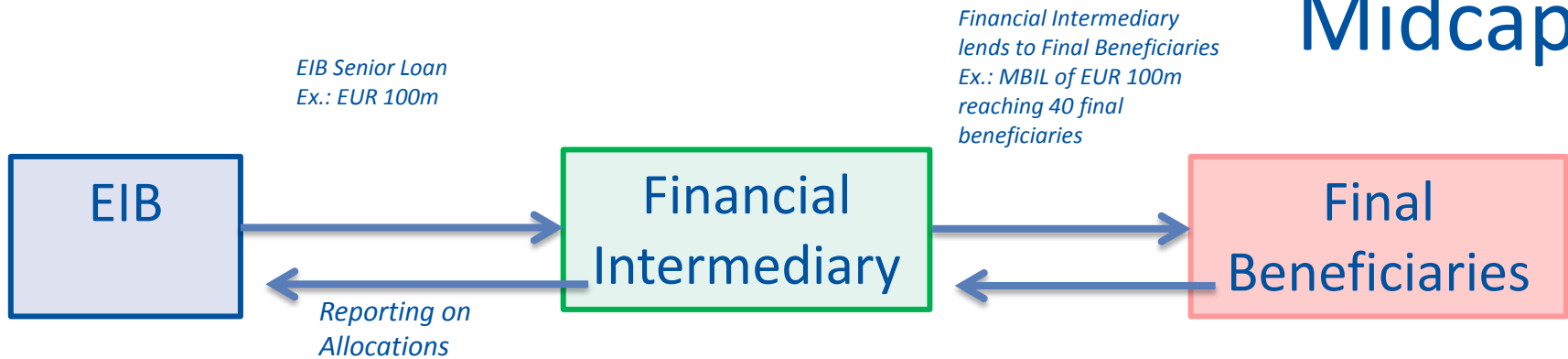
Intermediated loans description:

- Main funding product of the EIB aiming at improving conditions and enhancing access to finance for SMEs and Midcaps
- Standardized product reaching a very large and diversified number of SMEs and Midcaps via Financial Institutions acting as intermediaries
- Final Beneficiaries: SME (up to 250 employees) and Midcaps (between 250-3000 employees)

EIB Group finance products to SMEs and Midcaps at a glance:



Intermediated Loans for SMEs & Midcaps



Definition of terms:

Financial Intermediaries	Typically banks or leasing companies Financial Intermediaries report allocations to EIB Group		
Final Beneficiaries	SMEs: < 250 employees	Small Midcaps: 250-499 employees	Midcaps: 250-3000 employees
Final Beneficiaries*	At least 70% of final beneficiaries should be SMEs, while no more than 30% should be Midcaps.		

*As per the above classification

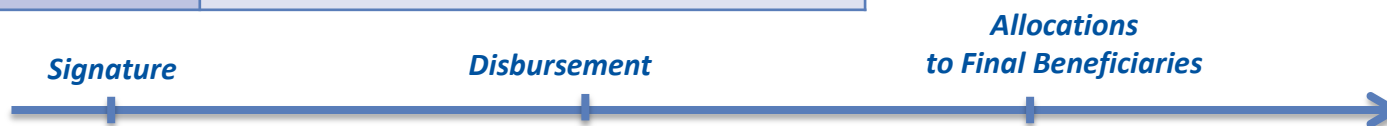
Intermediated Loans for SMEs & Midcaps

Key Characteristics:

Financial Intermediary Location	EU and non-EU countries (multi-country possible)
EIB Loan	EUR 50m - 500m
Loan Tenor	Up to 12/15 years
Allocation Period to On-lend EIB Loan	Up to 18 months
Sub-loans	Up to EUR 12.5m per Final Beneficiary
Complementarity	Loan to SMEs/midcaps should be twice the amount of the EIB loan
Timeline EIB Group/Financial Intermediaries:	

Advantages for SMEs/Midcaps - An improved financing environment:

- Long loan tenors (up to 12/15 years)
- Lower financing costs thanks to EIB's support





4. Investment Plan for Europe (IPE)

European Fund for Strategic Investments (EFSI)

OBJECTIVE: close the investment gap!

Investment Plan for Europe

Mobilize EUR 315bn of investments

- **European Fund for Strategic Investments (EFSI)**

- Cooperation with national promotional banks and EIB

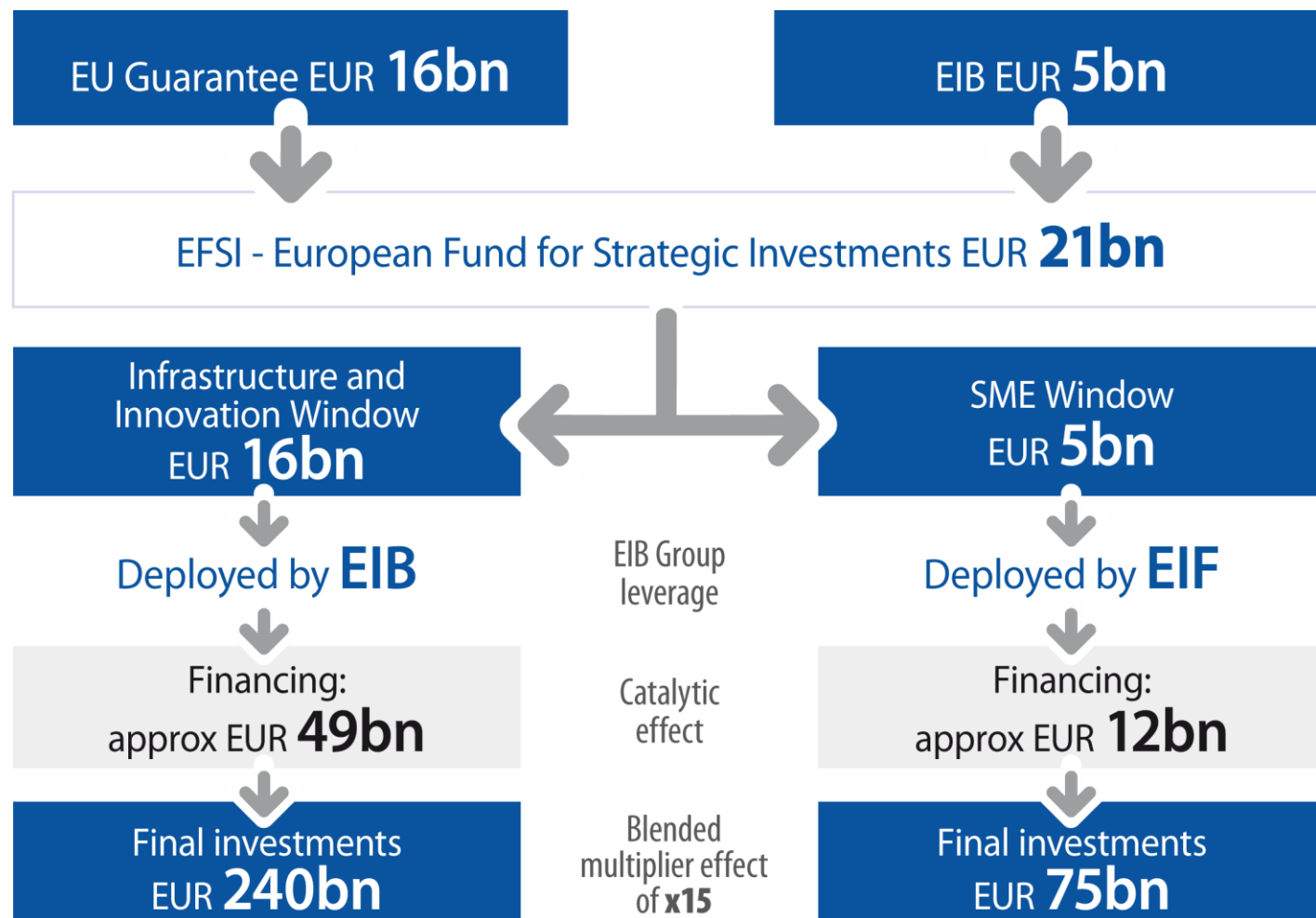
Support investment in the real economy

- European Investment Advisory Hub
- European Investment Project Portal

Create an investment friendly environment

- improvements of the European regulatory environment
- Structural changes

European Fund for Strategic Investments (EFSI)



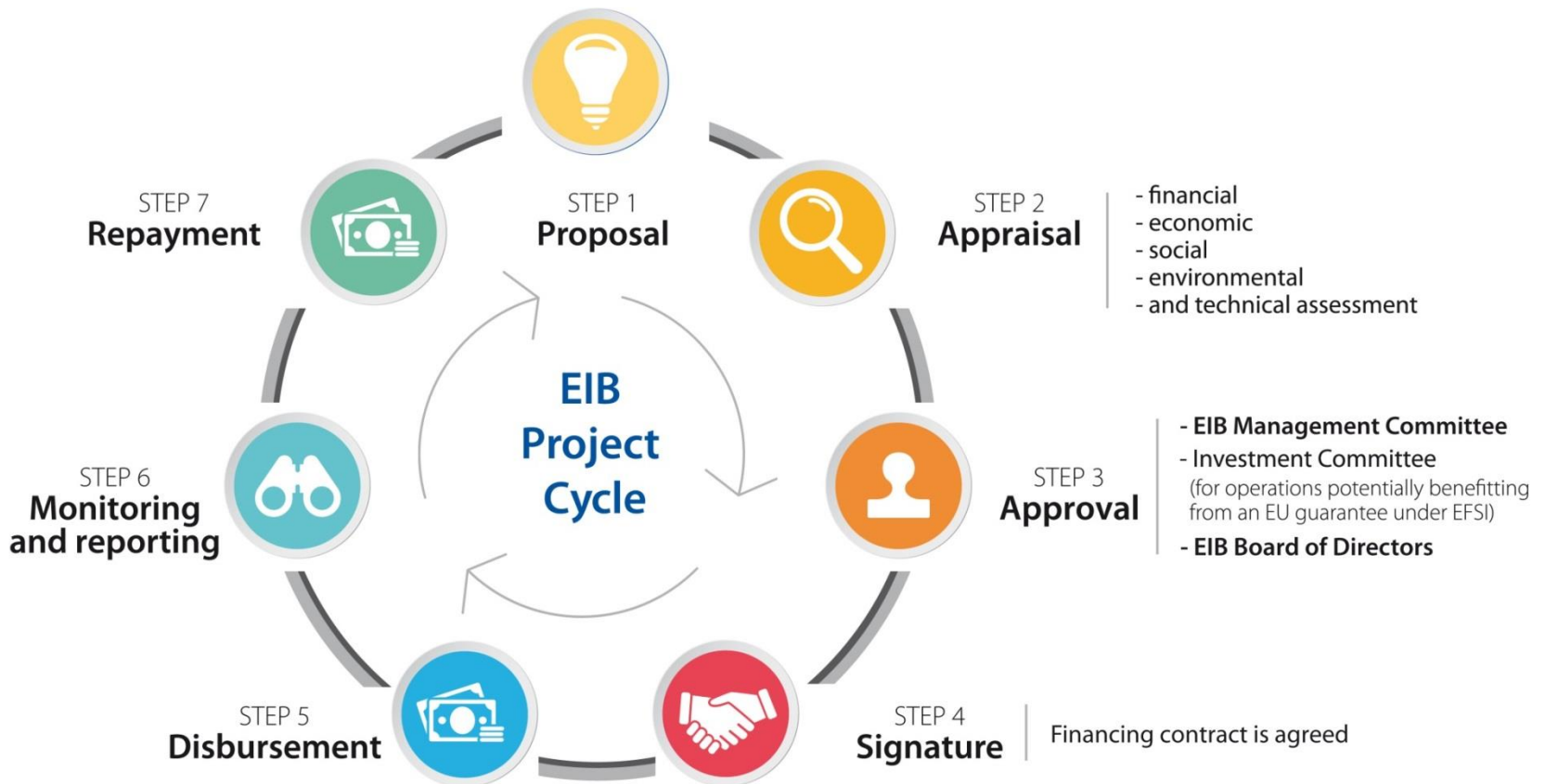
Key factors of EFSI operations

- ❑ Commercially sound, economically and technically viable
- ❑ Added value (additionality), potential higher risk profile
- ❑ Maximising private financial contribution
- ❑ Investments boosting employment and growth
- ❑ Flexible, diverse products – adapted to clients’ needs
- ❑ Pricing commensurate with the risk – no subsidy element
- ❑ Counterparties can be:
 - ❑ corporates of all sizes
 - ❑ public sector entities
 - ❑ SMEs (<250 employees) and Midcaps (<3000 employees)
 - ❑ national promotional banks or commercial banks for intermediation
 - ❑ dedicated investment platforms

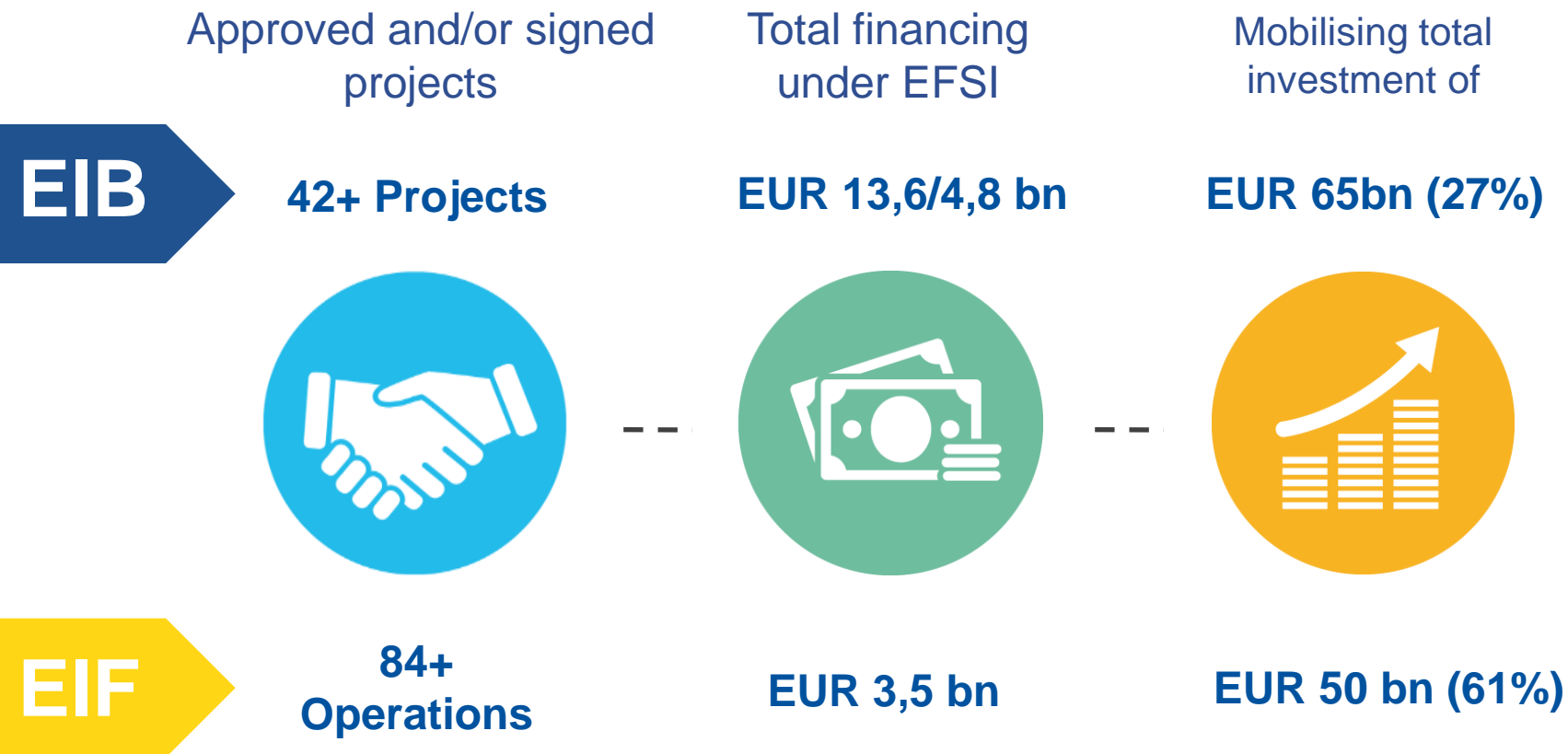
EFSI life cycle

All EFSI operations have to follow EIB's standard life cycle

- Standard due diligence
- Approval through EIB Management Committee + EFSI Investment Committee + EIB Board



European Fund for Strategic Investment as of 31.7.2015





Contacts Details



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Thank you!

