



**European
Investment
Bank**

The EU bank



**EUROPEAN
INVESTMENT
FUND**

Wsparcie finansowe Grupy EBI dla MŚP

*

RECORD FINANCING IN POLAND: 6.5 billion euro

INNOVATION, DIGITAL
AND HUMAN CAPITAL

€1.5

billion

SUSTAINABLE ENERGY
AND NATURAL
RESOURCES

€1.1

billion

SUSTAINABLE CITIES
AND REGIONS

€2.2

billion

SMEs
AND
MID-CAPS

€1.8

billion

SMALL AND MEDIUM ENTREPRISES



- EIB and EIF involvement in the SME sector increased to € 1.8 billion. In Poland, the Group cooperates with 20 financial institutions, including fruitful cooperation with BGK.
- Support for the SME sector was continued in order to reduce the negative effects of Covid-19 - the EIB Group allocated EUR 640 mln for this purpose.
- The EIB Group and Bank Santander Group signed an agreement for EUR 444 mln financing which will be available to Polish small and medium-sized enterprises thanks to the synthetic securitization of the portfolio of leasing and credit receivables. The funds are distributed throughout the country, and about 85% should go to Polish regions of cohesion.
- Agreement with Bank Ochrony Środowiska for financing in the amount of EUR 74 million, where 50% was allocated to investments supporting environmental protection. Support was given to projects related to the energy efficiency of buildings in urban and rural areas, as well as the use of renewable energy sources by companies and local governments.
- Bank Pekao Group – 132 m EUR – financing for SME – 20% of the loan will support „green projects”. Also 20% will be dedicated to projects supporting gender equality and female entrepreneurship.
- Bank Millenium - new financing for Polish SMEs under the European Guarantee Fund.

We help improve the funding environment for small businesses

We deliver market driven solutions for lenders and investors in small businesses

Factors adversely affecting access to finance

Information asymmetry

Small businesses are often too small (lacking information) for banks to assess their risk

Highly innovative small businesses may be too disruptive for banks or funds to be able to assess risk and potential

Sharing risk

Regulatory environment

Bank capital adequacy ratios have led to a scarcity of capital and a decline in lending to higher risk small businesses

Providing capital relief

Economic environment

Smaller banks can face liquidity issues

Private investors can shy away from venture capital and private equity asset classes, especially in times of market downturn

Providing funding

Convergence & EU competitiveness

Small businesses in emerging sectors can lack access to funding opportunities or specialised financing partners

Europe remains structurally behind other major markets in terms of the scale of VC investments

Building ecosystem

CORPORATE LENDING



What do we offer?

Corporate loans to private sector entities to finance projects or investment programmes aligned with one or more priorities of the EIB.

Who is eligible?

Large corporates or groups

Mid-caps

What is eligible?

Investment costs (typically accumulated over a period of up to three years, but can be longer), such as for research, development and innovation, capital expenditures on facilities

ELIGIBILITIES



Clean Energy Transition

Decarbonized energy networks and generation
Energy efficiency

Digital Connectivity

Sustainable Gigabit Networks & 5G
Sustainable Data infrastructures
Backbone networks of strategic importance

Sustainable Transport

Circular economy,

Water, waste and other environment infrastructure, etc.



RESEARCH, INNOVATION AND DIGITISATION

Projects in research and innovation
Technology transfer to market
Digitization of industry
Artificial intelligence
Key enabling technologies
Health innovation
Etc.

LOAN AGREEMENT

- Product:** Term Loan
- Purpose:** Investment (capex, opex and other, mainly R&D related)
- Amount:** > EUR 25m
- Maturity:** Flexible (usually 5-10 years)
- Seniority:** Senior, subordinated
- Security:** Pari passu (unsecured or secured)
- Interest rate:** Variable / Fixed
- Not subsidized, but the pricing takes advantage of the EIB's favorable borrowing costs and non-profit goal. EUR, USD, PLN and other
- Fees:** Commitment fee after 12 months from the signing of the loan.
Appraisal fee (min. 10-100 bps)
- Jurisdiction:** Luxembourgish
- Appraisal:** Usually between 4-10 months
- Language:** English

CORPORATE AND PROJECT FINANCE?

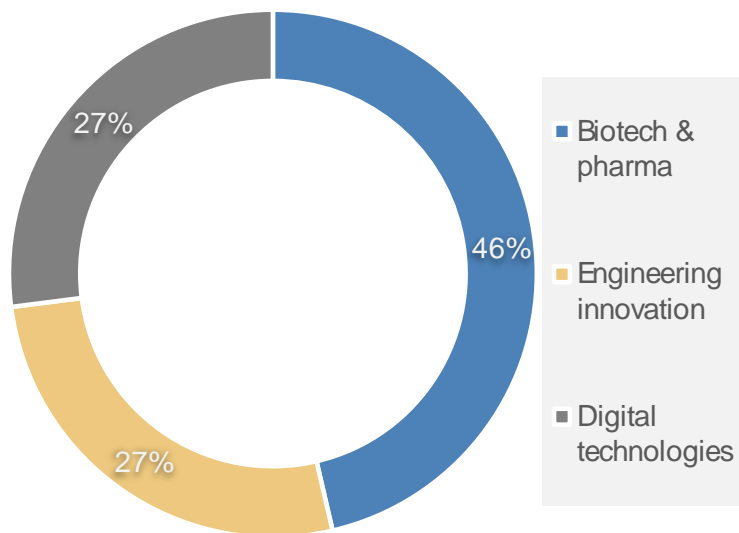
Corporate vs non-recourse/limited recourse lending for RE

Corporate lending	Non-recourse/Limited recourse lending (Project Finance)
<ul style="list-style-type: none">▪ Lending against the company's <u>balance sheet</u>▪ Financial projections extrapolated from <u>past performance</u>▪ <u>Secured on corporate assets and cash flows</u>	<ul style="list-style-type: none">▪ A <u>Special Purpose Vehicle</u> (the Project Company) is created with the only purpose of implementing the project (the SPV has no past activity, no assets)▪ Lending against <u>project's cash flows (income streams)</u>▪ Typical security includes pledges of <u>shares of the SPV and project assets, PPA revenues</u>
<p><u>Investors/Promoters:</u></p> <ul style="list-style-type: none">❖ Utilities and power generators with large balance sheets, specialised in the sector	<p><u>Investors/Promoters:</u></p> <ul style="list-style-type: none">❖ Investors and power generators with limited balance sheets, looking to diversify/leverage

EIB VENTURE DEBT AT A GLANCE

EIB Venture Debt is a loan with the pricing linked to the performance of the company.

It typically finances the stages with the highest capital requirements (first and second “valley of death”) for startups/ midcaps: the early commercialisation phase and growth stage.



The venture debt product has become a **flagship equity financing instrument for EIB**.

→ excellent market reception and high visibility in the media.

Direct financing of **highly innovative companies**.



→ Finances R&D activities, as well as the early commercialization phase and commercial roll-out for specific target sectors and supports highly skilled jobs.

Bridges the growth stage and the early commercialisation market financing gap



→ There is limited private financing available in the EU for this stage due to the high risk, long term and significant capital required, leading many companies to seek US / Asian investors.

Showcases **EIB's and EU's strategic priorities**



→ Investments into strategic new technologies, such as Artificial Intelligence, robotics, Industry 4.0, biotech, drug discovery, clean energy, cleaner transport, circular economy, bio-economy.

Allows **active and targeted geographic diversification** across the EU



→ In contrast, the private venture capital market targets only less risky countries.

EIB ADVISORY AVAILABLE ACROSS ALL THE WINDOWS

SUSTAINABLE INFRASTRUCTURE



Building a sustainable Europe



TA grants to foster energy transition

RID & SMEs




Fostering research, innovation and digitalisation




Improving access to finance for SMEs


CROSS-SECTORAL WINDOW



Paving the way to circular cities




Working towards a just transition



Advancing gender issues


SOCIAL INVESTMENT AND SKILLS



Improving social infrastructure and services



Innovating the way we deliver social services



Bringing education and skills to the next level



Reinforcing the microfinance sector

ADVISORY SERVICES FOR CORPORATES



Tailored project advisory support

- Support for projects to achieve **bankability**
- Sounding board on business case, governance, credit narrative, financing strategy...
- Help to improve **financial documentation** (business plan/financial structuring/modelling/investor memorandum...)
- Access to **technical assistance** to advise on project and technology risks
- Advice on environmental & social sustainability aspects, project proofing, **decarbonisation** strategies...
- Advice in planning and implementing **gender-inclusive projects**

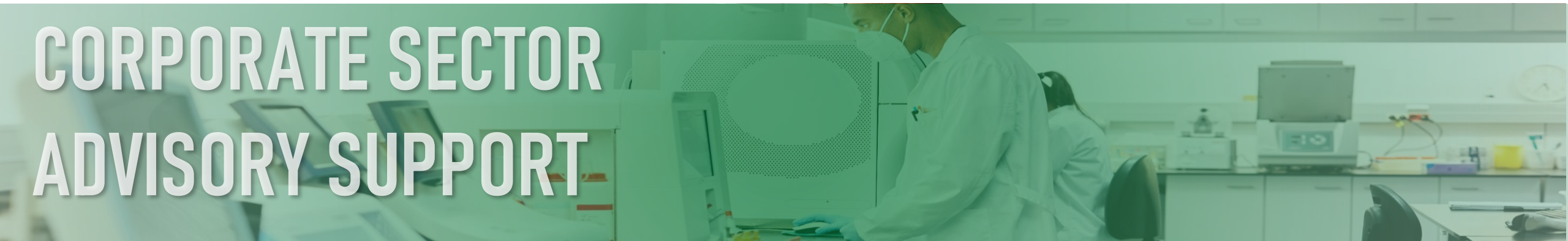
Market studies / Ecosystem development

- Assessment of conditions for development and deployment of emerging technologies and other innovations across key sectors of the European economy, in particular contributing to the green and digital transitions
- Advice on the design of new financing instruments, investment platforms and support measures to enhance access to finance, including the proactive development of stakeholder and investor networks, such as support for female entrepreneurs

Scan the code to read what sectors are covered!



CORPORATE SECTOR
ADVISORY SUPPORT





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**EUROPEAN
INVESTMENT
FUND**

Dziękujemy!
