



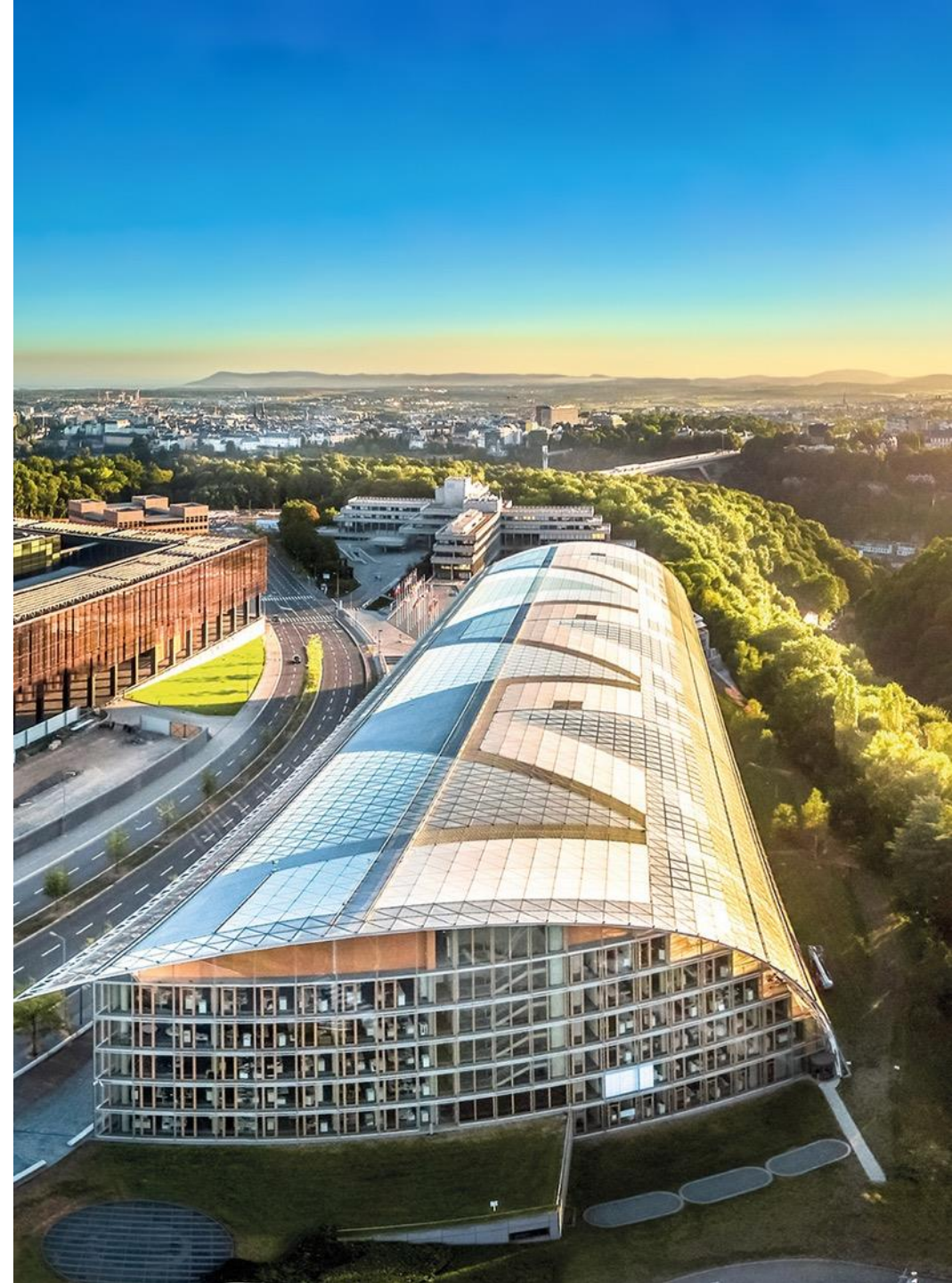
Supporting investment in Europe's CRM value chain

EIB Advisory Services

www.eib.org/products/advisory-services

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EIB AT A GLANCE

ONE OF THE WORLD'S MAJOR MULTILATERAL LENDERS AND BORROWERS

- We raise our funds on the international capital markets
- We pass on favourable borrowing conditions to clients

OVER €2 TRILLION INVESTED SINCE 1958

- More than **16 000 projects** in **over 160 countries**
- **€6 trillion** mobilised from only €22 billion of paid-in capital

HEADQUARTERED IN LUXEMBOURG

- **4 378 staff**: finance professionals, engineers, economists and socio-environmental experts
- **60 offices** around the world

EIB Product Service and Offering



LENDING

Loans:
EIB financing,
including co-
financing of
projects

Diverse offering also
includes Guarantees,
Equity participation



BLENDING

Combining
EU grants with
EIB loans and
financial
instruments

Amplifying impact of
EU and Member
States budget
resources



ADVISING

Advisory
capacity building
and project
preparation,
accelerates
investment

Financial & technical
support

EIB ADVISORY

PROJECT DEVELOPMENT ASSISTANCE

EIB Advisory Services

Independent support at every stage of the project lifecycle



From building an enabling environment...

Upstream facilitation

- Policy program development and support
- Market studies
- Preliminary project eligibility assessment



...through project planning and preparation...

Preparation

- Technical advice
- Financial advice, including structuring and business plan development
- Engagement with external consultants with specialist expertise



...to high quality projects on the ground

Implementation

- Advice on project implementation
- Enhanced monitoring

503
*new advisory
assignments in 2024*

€40bn
financing supported

€197bn
*of investments mobilized
through EIB-supported projects*

What is PDA?

- **PDA is 'Project Development Assistance':** advisory support provided during the project preparation phase.
- **Objective of PDA:**
 - Improve project maturity for submission for future funding and financing (e.g., Innovation Fund, national schemes, lending)
 - Enhance quality and completeness of project documentation, by refining and developing certain components of project design.
 - Strengthen project readiness to support successful financial close

- PDA is provided independently of any application submission to Innovation Fund
- Delivered by EIB with the support of technical and financial consultants
- Applications are accepted year-around
- Typically takes between 4-6 months
- Delivered once per project
- Fully sponsored

Advisory under EU Mandates to EIB

INVESTEU

- **Financing instrument to mobilize public and & private investments**
- Advisory for market development and project level services in:
 - Sustainable Infrastructure
 - Research, Innovative technologies, and Digital Transformation
 - **SMEs**
 - Social Investment and Skills
- **Supporting projects with the aim of securing EIB financing**

[InvestEU](#)

INNOVATION FUND

Driving clean innovative technologies towards the market

- **Grants awarded** through regular calls and auctions
- Bring **innovative low-carbon technologies to market to decarbonize industry**
- **Funded by EU ETS** (Emissions Trading System)
- ~40 billion€ available by 2030
- Supporting:
 - Energy-intensive industries
 - Renewable energy
 - Energy storage
 - Manufacturing
 - CCUS
 - Buildings and mobility projects
- **From pilot to large-scale projects**

[Innovation Fund](#)



Advisory support follows mandate eligibility criteria e.g. GHG emission avoidance, Degree of innovation, Replicability

Examples of Project Advisory Support

TECH ASSESSMENT

Technology	Wind	Solar PV	Hydro	Geothermal	Biomass
Resource	Wind speed and direction, air density, terrain, etc.	Solar radiation, temperature, etc.	Water flow, head, etc.	Geological conditions, etc.	Biomass availability, etc.
Efficiency	~40-50%	~15-25%	~80-90%	~10-20%	~10-20%
Cost	~\$0.05/kWh	~\$0.10/kWh	~\$0.05/kWh	~\$0.10/kWh	~\$0.10/kWh
Life cycle	20-25 years	25-30 years	30-40 years	20-30 years	10-20 years
Environmental impact	Low	Low	Low	Low	Low
Policy support	High	High	High	High	High

RISK EVALUATION



FINANCIAL MODELLING, SENSITIVITY SCENARIOS, INVESTOR PACKAGE



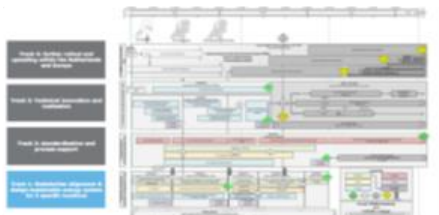
COMPETITIVE ASSESSMENT

Competitor	Company A	Company B	Company C	Company D	Company E
Market share	15%	20%	10%	5%	3%
Revenue	\$10M	\$12M	\$8M	\$4M	\$2M
Profit	\$2M	\$3M	\$1.5M	\$0.8M	\$0.4M
Costs	\$8M	\$9M	\$6.5M	\$3.2M	\$1.6M
Assets	\$5M	\$6M	\$4M	\$2M	\$1M
Liabilities	\$3M	\$4M	\$2.5M	\$1.2M	\$0.6M
Equity	\$2M	\$2M	\$1.5M	\$0.8M	\$0.4M

MARKET DEMAND

Market Segment	Segment 1	Segment 2	Segment 3	Segment 4	Segment 5
Population	10M	15M	20M	25M	30M
GDP	\$100B	\$150B	\$200B	\$250B	\$300B
Energy consumption	100TWh	150TWh	200TWh	250TWh	300TWh
Renewable energy potential	10TWh	15TWh	20TWh	25TWh	30TWh
Policy support	High	High	High	High	High

PROJECT PLANNING



FINANCIAL PROJECTIONS

Year	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
Revenue	\$10M	\$12M	\$15M	\$18M	\$20M	\$22M	\$24M	\$26M	\$28M	\$30M	\$32M
Costs	\$8M	\$9M	\$10M	\$11M	\$12M	\$13M	\$14M	\$15M	\$16M	\$17M	\$18M
Profit	\$2M	\$3M	\$5M	\$7M	\$8M	\$9M	\$10M	\$11M	\$12M	\$13M	\$14M
Assets	\$5M	\$6M	\$7M	\$8M	\$9M	\$10M	\$11M	\$12M	\$13M	\$14M	\$15M
Liabilities	\$3M	\$4M	\$5M	\$6M	\$7M	\$8M	\$9M	\$10M	\$11M	\$12M	\$13M
Equity	\$2M	\$2M	\$2M	\$2M	\$2M	\$2M	\$2M	\$2M	\$2M	\$2M	\$2M

SWOT ANALYSIS

Strengths	Weaknesses	Opportunities	Threats
Strong financial position, experienced management team, etc.	High debt levels, limited resources, etc.	Government support, growing market, etc.	Competition, regulatory changes, etc.

ORGANISATION & LEGAL STRUCTURE



Other Technical & Financial Advisory

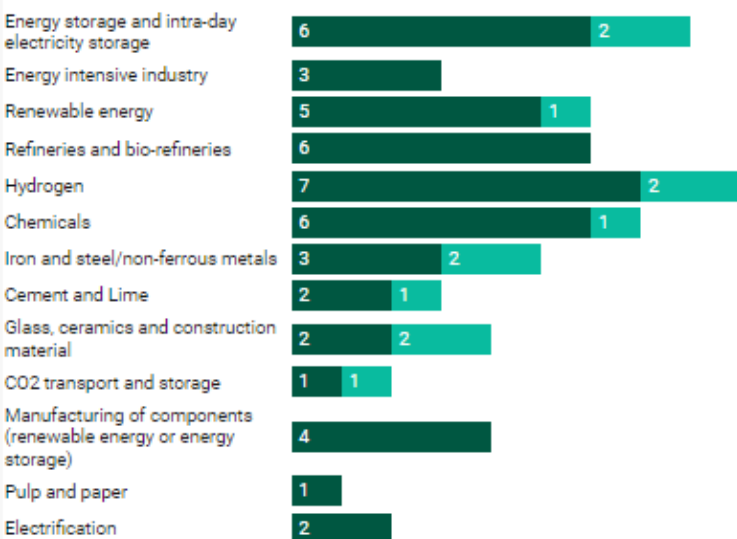
- CAPEX & OPEX review
- Market analysis review
- Pilot project review and scale-up risk assessment
- Life Cycle Assessment (LCA)
- Development of a bank-standard financial model
- Business plan assessment
- Corporate strategy guidance
- Advice on fundraising strategy
- Support with equity pitch documentation

Overview of Projects Awarded

By the numbers

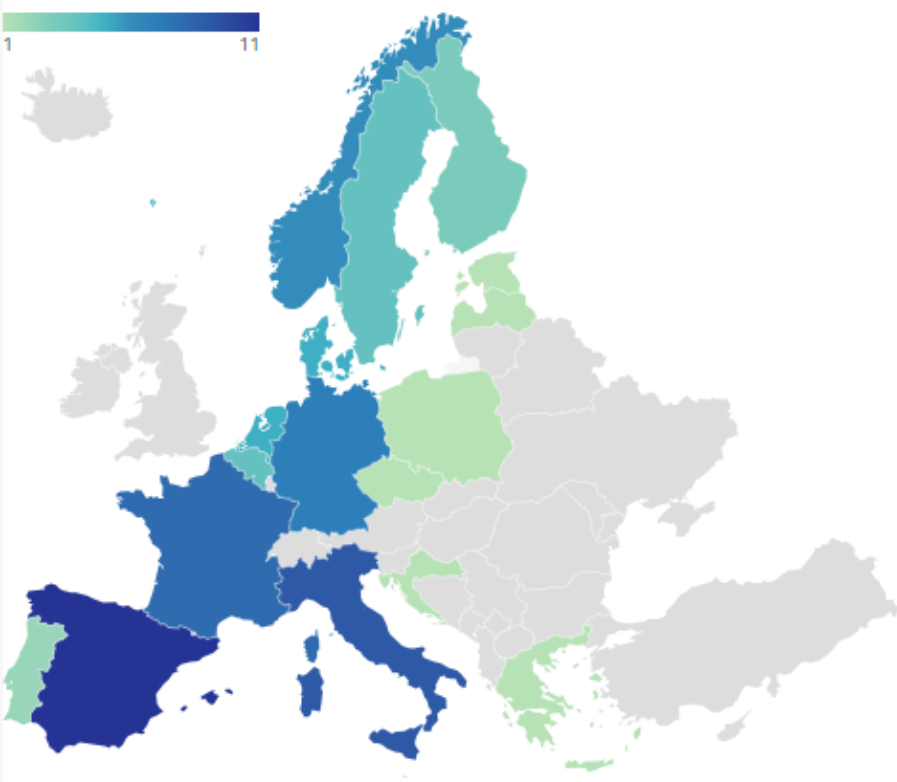
Number of projects that received project development assistance

■ Large-scale ■ Small-scale



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Our project development assistance across the European Union



Created with Datawrapper

69
projects
awarded
PDA since
2021

First Innovation Fund PDA success stories



INNOVATION FUND GRANT

IF-2024

- **Greenfield Biogaz** – France /Pulp and paper
- **VB1F** – Germany/Wind energy

IF-2023

- **Sagitta** – Norway /manufacturing for EII
- **NH1** – France/ocean energy
- **TripleWin** (Future) – Belgium/chemicals
- **GreenWave** – Denmark/refineries
- **AdriatiCO2** – Italy/ iron&steel
- **Swap2Zero** – Italy/maritime
- **Battolyser Factory** – Netherlands/manufacturing for RES
- **LessCO Surfaces** (CT Quarry) – Spain/glass, ceramics & construction material

- **VianaWave** – Portugal/hydro, ocean energy

SSC-2022

- **Custard** – Italy/iron&steel

LSC-2022

- **MEIGA** (Green MEIGA) – Spain/refineries
- **H2-LSE-TGN** (T-HYNET, Tarragona Hydrogen Network) – Spain/hydrogen
- **GIGAGREEN** (Giga Arctic) - Norway/manufacturing for energy storage
- **TRISKELION** – Spain/chemicals

SSC-2021

- **CO2ncrEAT** – Belgium/cement&lime

BREAKTHROUGH ENERGY CATALYST

- **CO2 Battery** (EnergyDOME) – Italy/energy storage (Grant and funding recipient)
- **Sun2Store** (MALTA) - Spain/storage (Breakthrough Energy Venture)

PROJECTS OF COMMON INTEREST

- **CCSPrinosGR** – Greece/ Carbon capture and storage (CCS)

NATIONAL GRANT/PROJECT RECOGNITION

- **GreenHyseO** – Italy/hydrogen - funded by Regione Lombardia and by Italian National Resilience and Recovery Plan (NRRP) as part of H2iseO project
- **TRISKELION** – Spain/CCU - refineries, declared a Strategic Industrial Project in Galicia, Spain
- **H2Pole** – Spain/hydrogen - funding from Spanish national programme “H2 Pioneros” in Recovery, Transformation and Resilience Plan
- **SynBioS** – Italy/ energy storage and CCU technology - funded by NRRP in Italy

Key take-aways

EIB Advisory has a strong record in providing tailored technical and financial project support

- PDA **increases project's maturity**, thereby improving chances of success in funding and other forms of financing
- PDA is **flexible**, applying year-round.
- PDA is **fully sponsored**



THANK YOU

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EIB Advisory

www.eib.org/products/advisory-services

EIB Innovation Fund PDA

<https://www.eib.org/en/products/mandates-partnerships/innovation-fund>

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