



**European
Investment
Bank**

The EU bank

A circular arrangement of twelve blue stars, representing the flag of the European Union.

EIB Funding Mechanisms for Sustainable Transport & Mobility Solutions

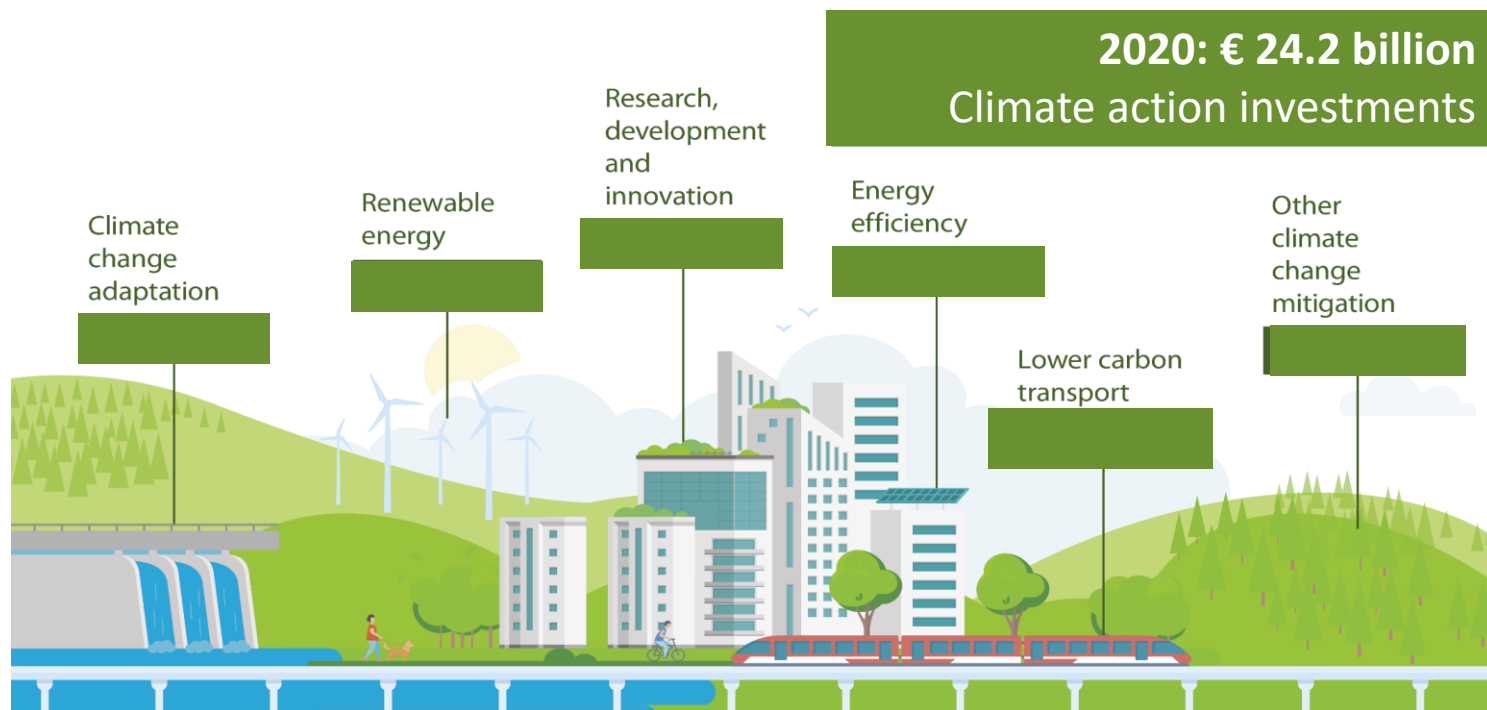
EIB - The EU Bank



- Largest multilateral lender and borrower in the world
 - raise funds on the international capital markets
 - pass on favorable borrowing conditions to clients
- 90% of lending is within the EU
- EUR 76.8bn funding deployed in 2020
- Finance approx. 450 projects each year in over 160 countries
- Shareholders: 27 EU MS

Investing in Europe's Growth

EIB is already green...but aims to become greener



EU Climate Bank objectives

- € 1tn of investments in climate action and environmental sustainability from 2021 to 2030
- Increase the share of financing dedicated to climate action and environmental sustainability to reach 50% by 2025

How does EIB support the transport sector?



- Transport is the **largest sector** of EIB activity with **over € 325bn** in signed contracts up to the end of 2019
- Approx. **23% of all EIB Group lending**
- EIB is playing a major role in the **decarbonisation** of transport in Europe: lending to **sustainable transport** sectors has been steadily increasing and now constitutes the **majority** of our yearly transport lending.

Financial support, technical assistance and **advisory services** provided to transport projects that are climate-friendly, sustainable, innovative and safe

EIB financing solutions for sustainable transport

Cleaner Transport Facility



“Supporting the deployment of cleaner transport”

Focus is on funding projects that deploy **alternative fuels**. This includes, inter alia: electricity, hydrogen, biofuels and natural gas, including biogas, compressed natural gas (CNG) and liquefied natural gas (LNG)

Indicative terms

Instrument	Loans / guarantees / quasi-equity (VD)
Loan size	Min. EUR 7.5m (typically > EUR 25m)
Eligible costs	Infrastructure and assets (e.g. vehicles), project preparation and implementation costs

Future Mobility Facility



“Clean, digital and automated transport”

Projects must involve the construction of new assets or the improvement of existing ones.

Support the deployment of projects that **reduce carbon emissions, increase energy efficiency and boost technological innovation**.

Indicative terms

Instrument	Loans / guarantees / quasi-equity (VD)
Loan size	Min. EUR 7.5m
Eligibility	Clean Mobility Digital Mobility Solutions Automated Mobility Telecom & Energy

Financing for growth companies

The case of Venture Debt – who is it for?



You are an innovation-driven company with growth driven by the value of your own intellectual property



You are a start-up or mid-cap with less than 3,000 employees **and growing**



You have already raised Series B/C equity and your company needs additional financing to accelerate growth



Strong and sustainable business model, professional management team and established corporate governance



Investments to be financed are located in the EU



ELENA – Technical Assistance Grants

Grants for technical assistance for the implementation of energy efficiency, distributed renewable energy and **urban transport** programmes

The **grant can be used to finance costs related to:**

- feasibility and market studies,
 - programme structuring, business plans,
 - energy audits and financial structuring,
 - the preparation of tendering procedures, contractual arrangements and project implementation units
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Eligible projects in the urban transport and mobility field:

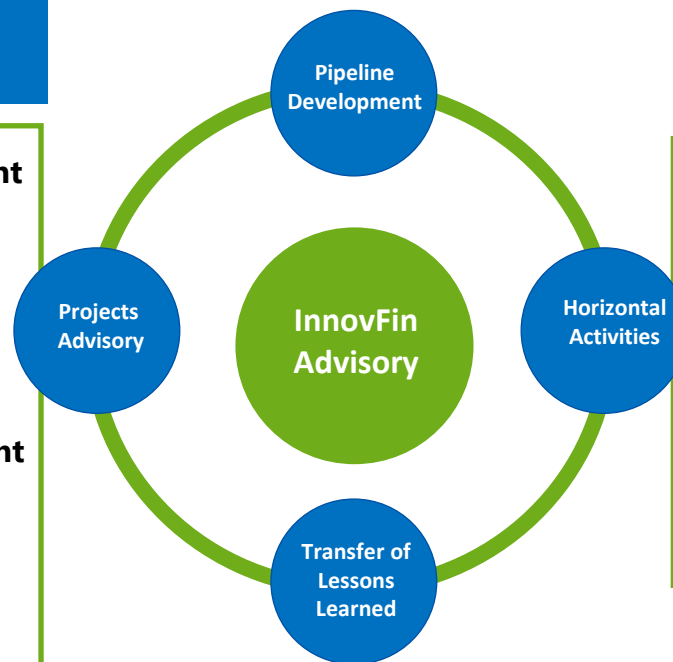
- support the use and integration of innovative solutions for alternative fuels in urban mobility
- introduce a large-scale new, more energy-efficient transport and mobility measures in urban areas including passenger transport, freight transport, etc.

Innovation Finance Advisory - What do we do?

Enable maximum access to finance for innovative projects

Projects Advisory

- Improve bankability / investment readiness
- Enable earlier / faster access to finance
- Provide financial advisory to project promoters
 - business plan development
 - marketability studies
 - guidance on IM's
 - support with equity pitch raise / marketing, etc.



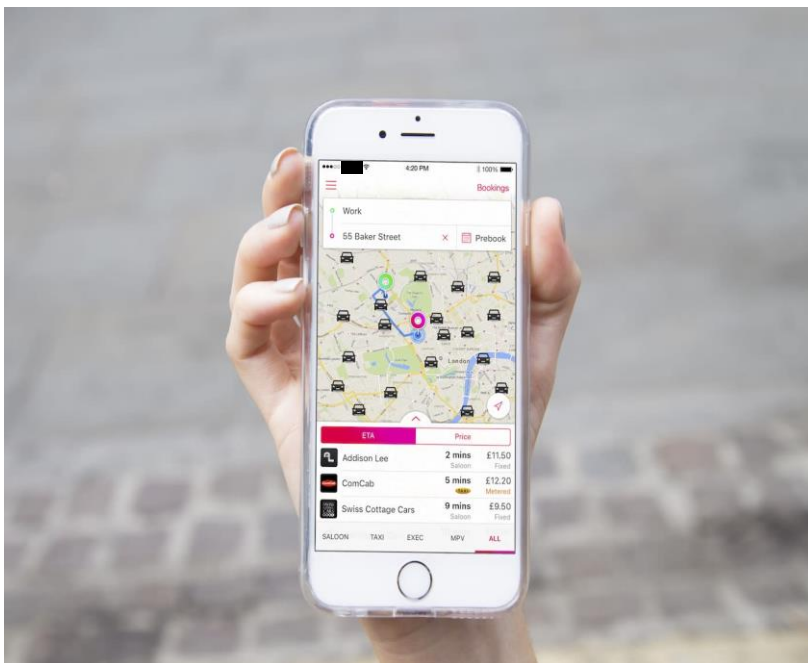
Thematic Finance Advisory

- Improve framework conditions for financing
- Develop “business case” for new financing mechanisms in RDI sectors
- Prepare studies on increasing effectiveness of financial instruments to address specific sector / RDI policy objectives

Example case: SaaS

Project:

Potential financing of a mobility intermediary company on the growth of its **digital platform** that connects **mobility users** to mobility **services providers** (e.g., taxi fleets)



EIB Financing:

- Project facilitates the better utilisation of mobility assets, **complementing public transport** with first and last-mile options and **reducing the private car ownership** and related **traffic** and **emissions**
- Under EIB project appraisal for financing

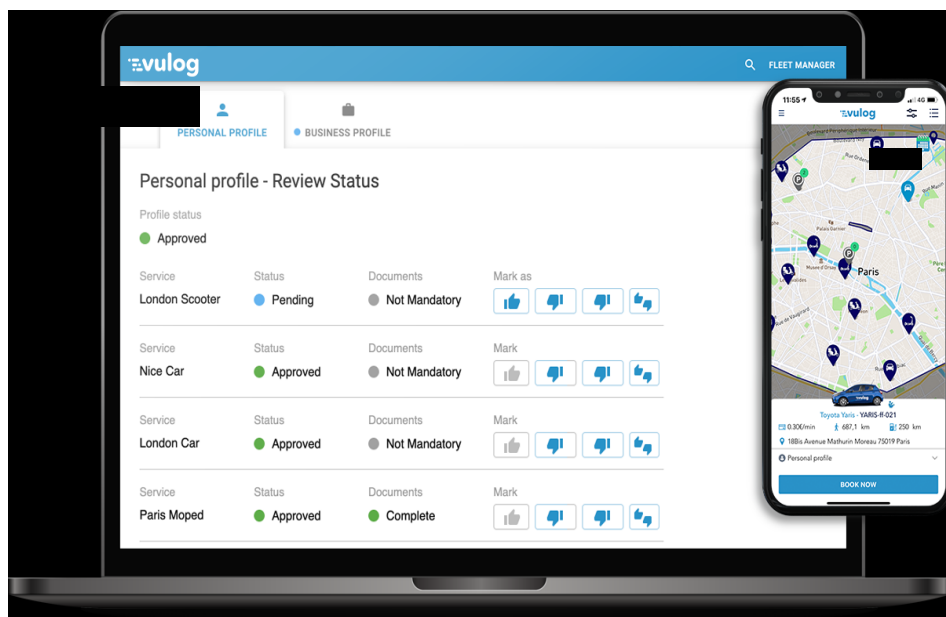
Example case: MaaS

Project:

Financing for deployment of an IT platform to be used by **shared and electric mobility services** in the EU

EIB Financing:

- By enabling EV shared mobility, the project contributes to **decarbonisation in transport** and **improving air quality** in cities
- The project also contributes to improving **electric mobility supply** by enabling provision of electric mobility to travelers
- Received EIB financing



Example case: AI

Project:

Potential EIB Financing for technology deployment plans of a company specialising in **AI-driven automation software that enables autonomous driving** for passenger transport and material handling



Advisory Services:

- conducted an initial review of the company's purpose, positioning and business plan
- evaluated optimal fit in EIB's product portfolio
- facilitated dialogue between EIB teams and Promoter to assess appetite for investment, project eligibility and technical viability
- currently under EIB project appraisal for financing

Example case: Hydrogen FCV

Project:

Retrofit of an entire fleet of municipal buses from diesel to **hydrogen fuel cells**, construction of a hydrogen production site and refueling station



Advisory Services:

- conducted an initial assessment of the project and company by reviewing the IM, business plan and financial model
- liaised with relevant EIB technical and lending teams to develop an "investment narrative"
- analysed and recommended the most optimal financing structure and advised on indicative loan terms
- transferred to EIB lending team for appraisal

Juliet Dow-Madu



Innovation Finance Advisory
Advisory Services Division
Operations Directorate

Phone: (+352) 4379 88310
E-Mail: j.dow@eib.org

European Investment Bank
100, boulevard Konrad Adenauer
L-2950 Luxembourg

Özhan Yılmaz



Air, Maritime & Innovative Transport
Mobility Division
Projects Directorate

Phone: (+352) 4379 83323
E-Mail: o.yilmaz@eib.org

European Investment Bank
100, boulevard Konrad Adenauer
L-2950 Luxembourg

Don't hesitate to contact us:

innovfinadvisory@eib.org

www.eib.org/innovfin