



The EU bank



European Investment Bank – financing Instruments and Projects

“Project Financing by International Financial Institutions in Serbia”, Belgrade, 22 September 2016.

Dubravka Nègre, Head of EIB Representation Office for the Western Balkans

The EIB Group



Providing finance and expertise for sound and sustainable investment projects



Leading developer of risk financing for innovative SMEs

The EU bank



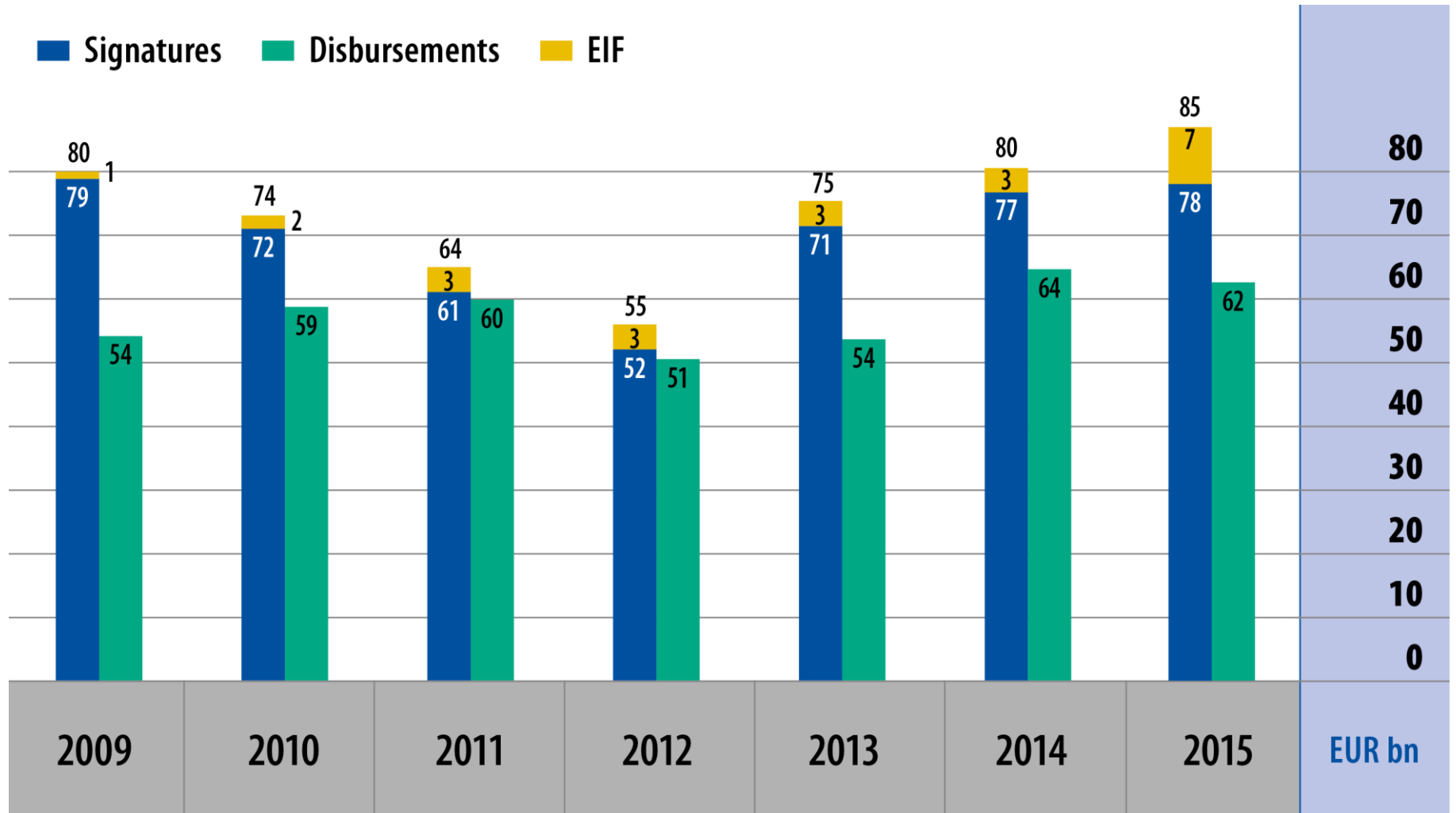
- Natural financing partner for the EU institutions since 1958
- Around 90% of lending is within the EU
- Shareholders: 28 EU Member States

Investing in Europe's growth

The EIB at a glance

- Largest multilateral lender and borrower in the world
 - Raise our funds on the international capital markets
 - Pass on favorable borrowing conditions to clients
- Some 450 projects each year in over 160 countries
- Headquartered in Luxembourg and 33 local offices
- Around 2 900 staff:
 - Not only finance professionals, but also engineers, sector economists and socio-environmental experts
 - More than 50 years of experience in financing projects

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



We focus on our **key priorities**



ENVIRONMENT

EUR 19.6bn



INFRASTRUCTURE

EUR 18.9bn



INNOVATION

EUR 18.7bn

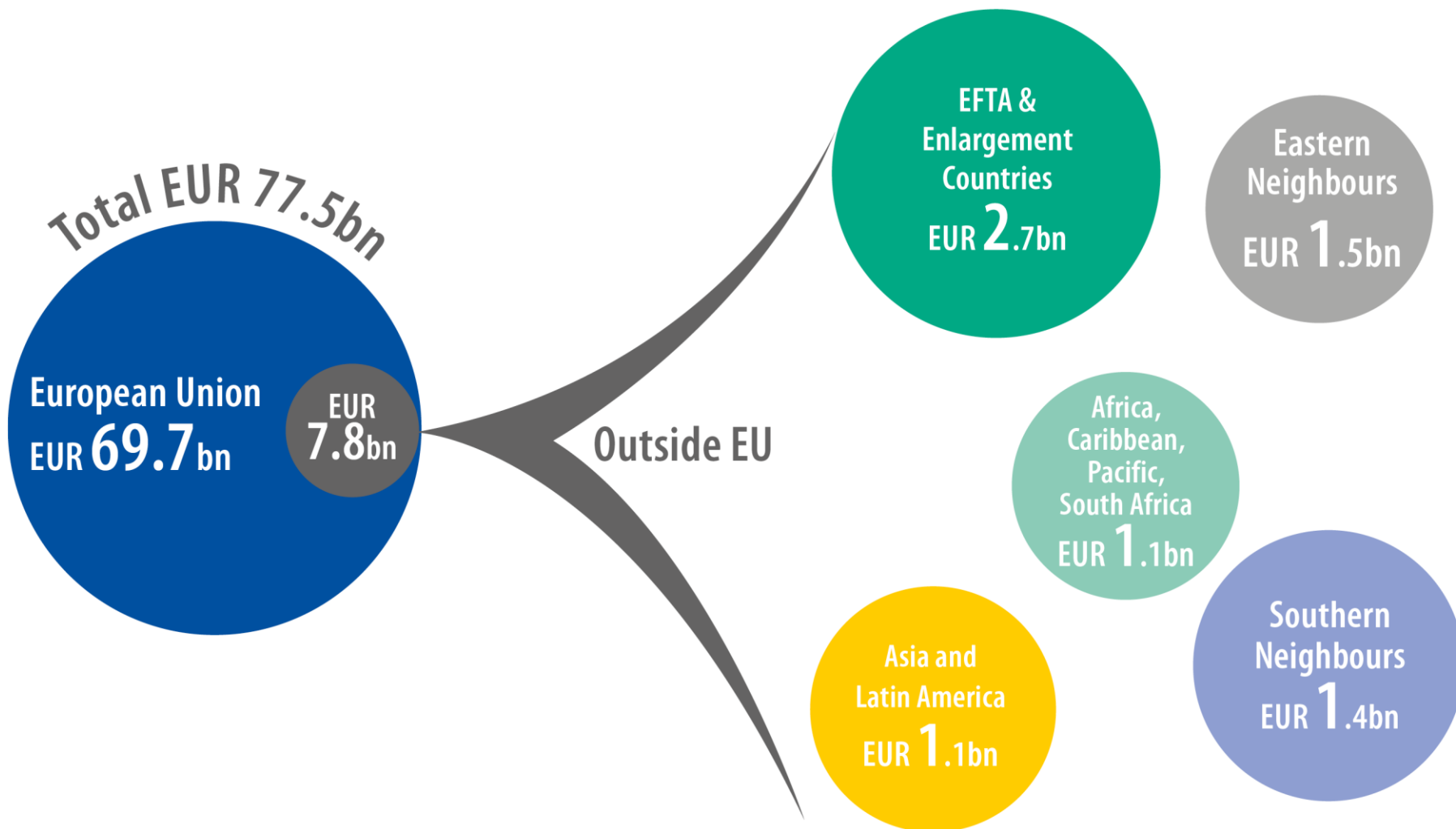


SME

EUR 29.2bn

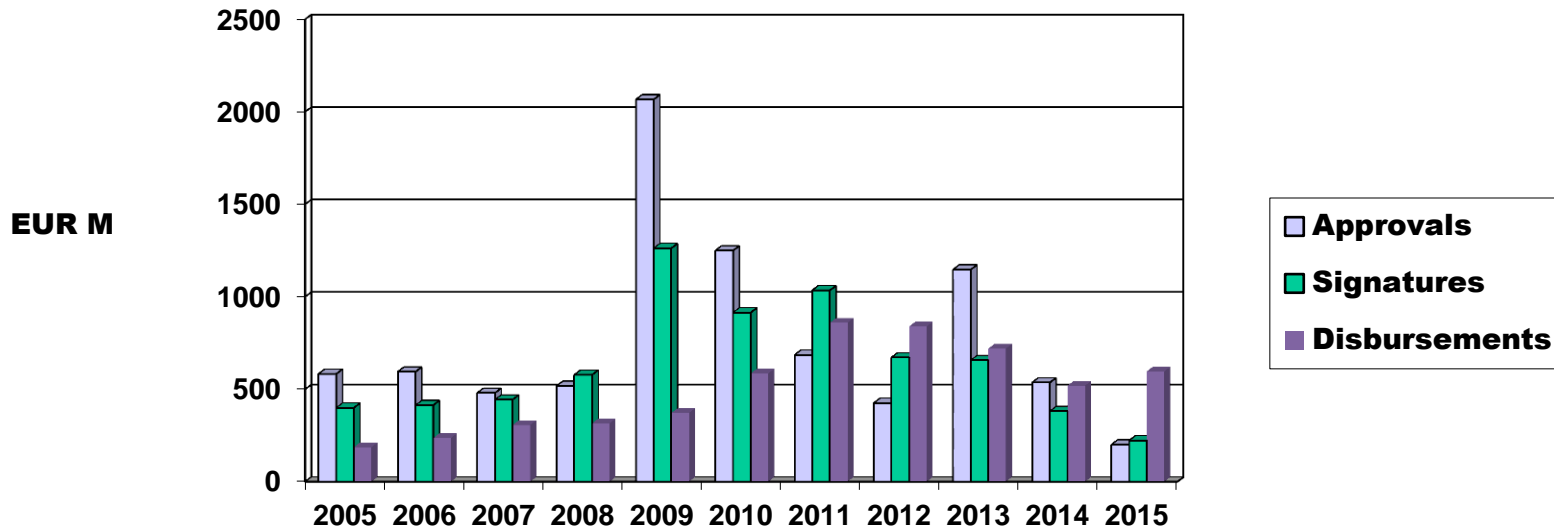
EIB Lending in 2015: EUR 78bn

(EIB signatures)



Western Balkans

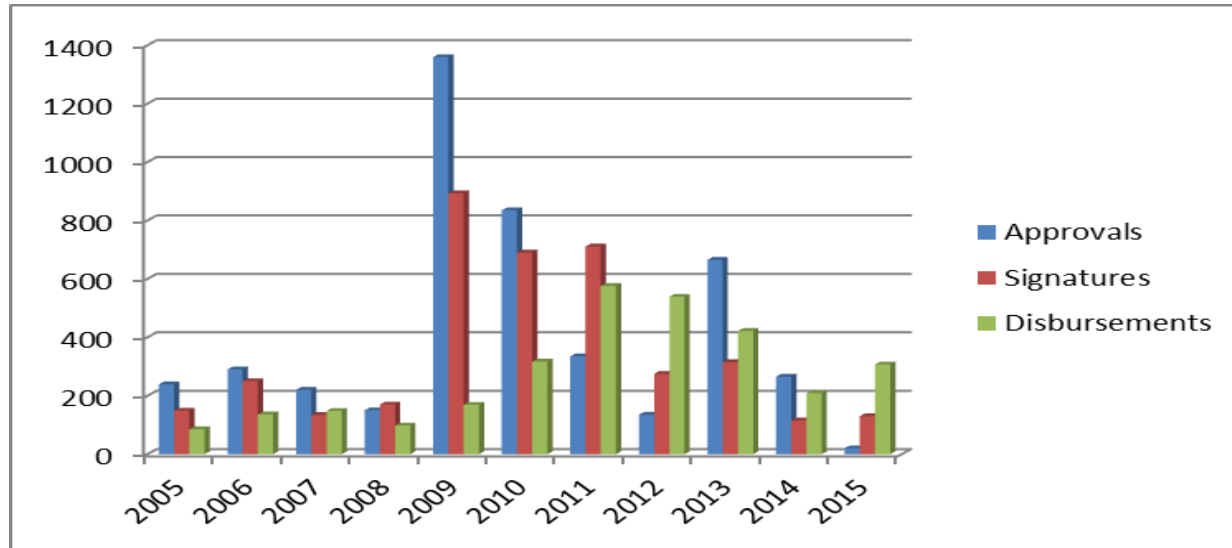
EIB operations in Western Balkans 2005-2015



EUR M	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	Total
Approvals	582	594	479	517	2,066	1,249	685	425	1,146	536	200	8,479
Signatures	399	413	443	577	1,262	914	1,034	671	656	381	222	6,972
Disbursements	186	236	306	315	371	585	859	839	719	519	596	5,531

Serbia

EIB operations in Serbia 2005-2015



EUR M	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	Total
Approvals	239	290	220	150	1359	835	335	135	665	265	20	4513
Signatures	149	250	134	170	893	690	711	275	315	115	130	3682
Disbursements	85	136	148	98	169	317	576	539	422	209	307	3006

Our products

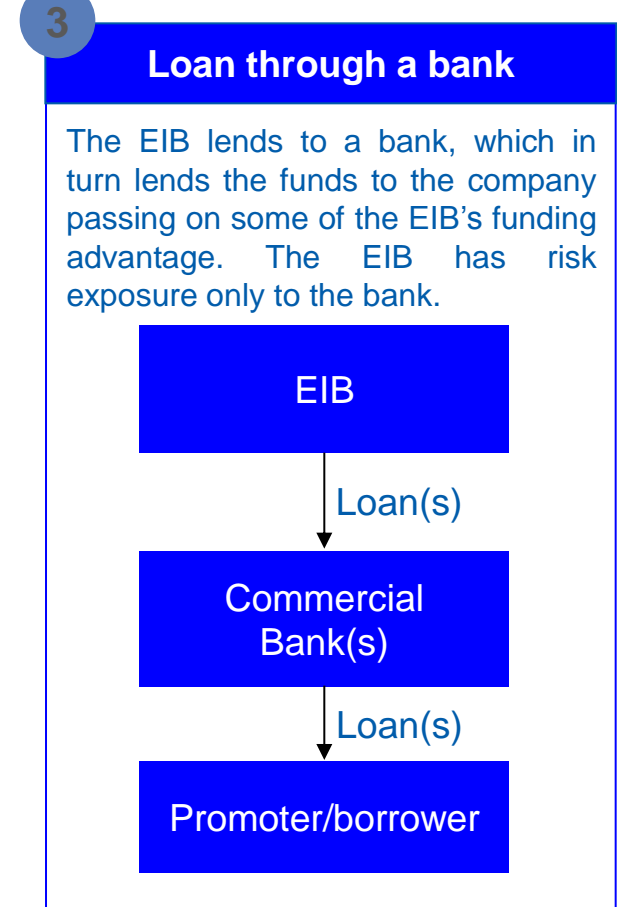
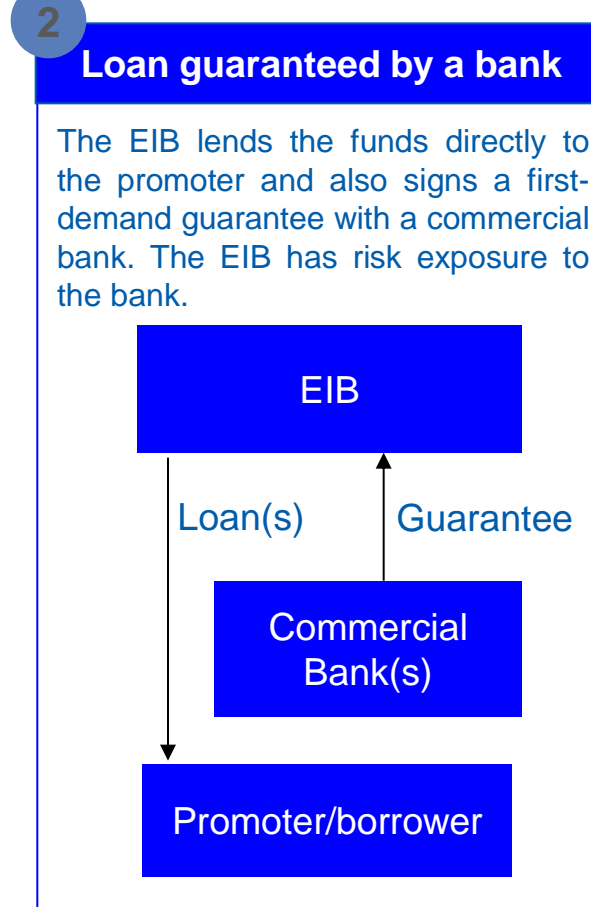
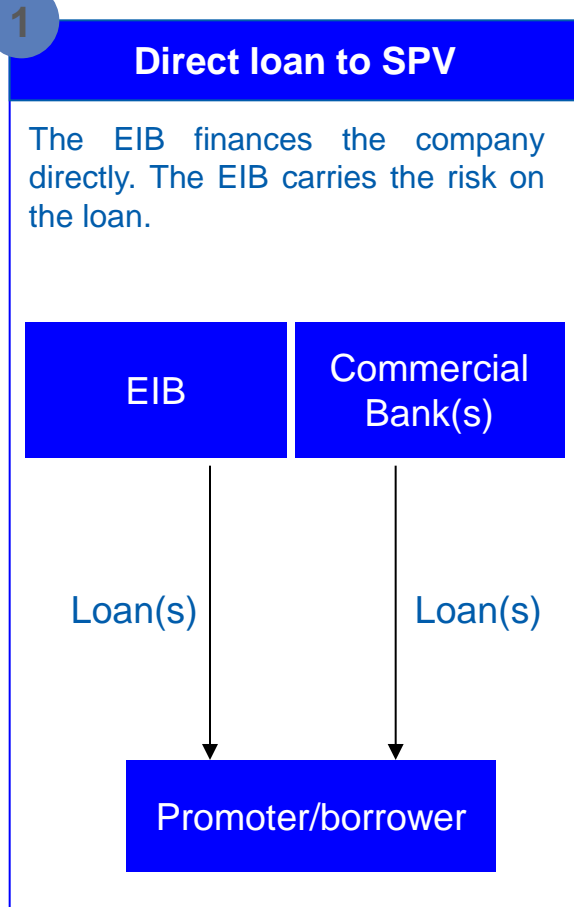
We help catalyse investment

LENDING	BLENDING	ADVISING
Loans But also: Guarantees (trade financing) Equity participation	Combining EIB finance with EU budget (Project Bond Initiative) Higher risk projects for innovation (InnovFin)	Prepare, evaluate and support the implementation of projects (JASPERS) Support for public/private partnerships (EPEC)

Attracting FUNDING for long-term growth

EIB Lending Options

- Individual loans – three options for lending:



EIB project cycle

We support sound and sustainable projects



Project Requirements

- Projects must:
 - Meet at least one of the EIB's objectives
 - Be technically sound
 - Be financially viable
 - Show an acceptable economic return
 - Comply with EU environmental protection and procurement regulations

EIB strategy in the Western Balkans

- Long term loans (public/private borrowers + SMEs)
- Project Finance and Public Private Partnerships
- WBIF (Technical assistance and grant support coordinated with the EU, bilateral donors and IFIs)
- Jaspers (Technical assistance coordinated with the Commission)
- EDIF (Venture capital for SMEs)

EIB Priority Objectives

- Outside the Union:
 - Private sector development
 - Infrastructure development
 - Security of energy supply
 - Environmental sustainability
- **Western Balkans:** EIB operates under the Pre-Accession EU Mandate and the Pre-Accession Facility (at EIB own risk). In the preparation is the new resilience initiative.

EIB Products in the Western Balkans

In the Western Balkans, the EIB operates primarily through:

- **Direct loans** to projects generally with a cost above EUR 25 million to private and public sector
- **Intermediated loans** channeled through intermediary banks (credit lines to banks), whereby intermediaries are obliged to transfer the financial benefits from EIB resources to SMEs and municipalities
- **Framework loans** to central and local public authorities for projects of up to EUR 50 million
- The EIB contributes to the **European Fund for Southeast Europe (EFSE - www.efse.lu)** that provides sustainable financing to micro and small enterprises and to the **Green for Growth Fund South East Europe** (for RE and EE - www.ggf.lu)
- In preparation are several PPP/ PF initiatives.

Thank you!

More information at: www.eib.org

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