

What is the European Investment Advisory Hub?

The **European Investment Advisory Hub (EIAH, the Hub or the Advisory Hub)** was established by Regulation 2015/1017 in June 2015.¹ EIAH is a partnership between the EIB and the European Commission. Both institutions contribute financially to the initiative. The EIB is responsible for the management of the Hub which is established within the Bank.

EIAH is designed to act as a single point of entry to a comprehensive offer of advisory and technical assistance. It is aimed at providing targeted support for the identification, preparation and development of investment projects across the European Union. EIAH builds on the expertise of the European Commission, the EIB Group, National Promotional Banks and Institutions (NPBs) and Member States' Managing Authorities.

EIAH consists of three main components:

- A **single point of entry** to a wide range of advisory and technical assistance programmes and initiatives for public and private beneficiaries, provided by high-level experts;
- A **cooperation platform** to leverage, exchange and disseminate expertise among the EIAH partner institutions and beyond;

An **instrument to assess and address unmet needs** by reinforcing or extending existing advisory services or creating new ones as demand arises.

How does the Advisory Hub work?

Services available via the Hub include project development support throughout all stages of the project cycle (from pre-feasibility to financing), as well as upstream or policy advice, market studies, sector strategies, and project screening. Financial advice is also provided to enhance companies' ability to access adequate sources of financing. More horizontal assistance can be obtained via process and methodological guidance and trainings on a number of issues related to investment projects (e.g. tendering process, cost benefit analysis, etc.), access to finance and use of EU funds.

EIAH's services are available to project promoters, public authorities and private companies who can contact the Hub via the online contact form (<http://www.eib.org/eiah/contact/index.htm>). The services available via the Hub are free of charge for public sector project promoters while a contribution may be requested from private sector beneficiaries in order to align interests and ensure ownership of results.

¹ Regulation 2015/1017 of the European Parliament and of the Council of 25 June 2015 on the European Fund for Strategic Investments, the European Investment Advisory Hub and the European Investment Project Portal and amending Regulations (EU) No 1291/2013 and (EU) No 1316/2013.

TYPE OF SUPPORT	DESCRIPTION	EXISTING PROGRAMMES	EIAH SERVICES
Support for projects and investments	Advisory and technical support in identification, prioritisation, preparation, structuring and implementation of investment projects	JASPERS, ELENA, EPEC, Implementation support programmes	Additional Technical Assistance support to the already existing technical assistance services provided to project promoters and managing authorities to develop economically and technically viable projects as well as improve the use of EU funds. New advisory services: Continuous development of the Hub's advisory offer to address unmet needs
Enhance use of EU funds	Advisory and capacity building support in the implementation of ESIF financial instruments	fi-compass, bilateral services to Managing Authorities	
Improve access to finance	Enhancement of the overall conditions for financing for public and private beneficiaries	Innovation Finance Advisory	
Access to the expertise of the Hub's local partners	Advisory and technical support from the Hub's local network		The Advisory Hub is also expected to coordinate a network of National Promotional Institutions and Managing Authorities. Together, the Hub's partners can deliver a comprehensive and complete advisory services offer.

Building the EIAH partner network

Currently the Hub operates mainly via EIB headquarters in Luxembourg and its local offices. However, to ensure broad coverage of services across the whole Union, the EIB and the EC are working closely with a network of National Promotional Banks and Institutions in order to deliver a comprehensive and complete advisory services offer also at national and regional level.

As per EIAH agreement, the Hub is in the process of building its local network of **partner institutions**. In 2015, to ensure broad coverage of services across the whole EU, the EIB and the European Commission worked closely with a Core Group of National Promotional Banks (NPBs) and prepared a Memorandum of Understanding (MoU) to establish cooperation between the Hub and the NPBs.

By signing the Memorandum of Understanding, National Promotional Banks confirm their willingness to (i) participate, together with the EIB and the European Commission, in knowledge and best practice sharing initiatives, (ii) act as the EIAH's national point of entry for potential beneficiaries and stakeholders and (iii) explore the possibility to deliver advisory services locally on the behalf of the EIAH in areas of expertise that are not yet served by (and/or are complementary to) the EIAH's core advisory programmes.

As of May 2016, **18 NPBs** have signed the MoU to establish cooperation with the EIB in the context of the EIAH.

Cooperation is also being sought with other international partners such as the EBRD and the World Bank to cover sectors currently not served by the EIB.

Contact the Hub for more info at eiah@eib.org or visit www.eib.org/eiah