



**European
Investment
Bank**

The EU bank

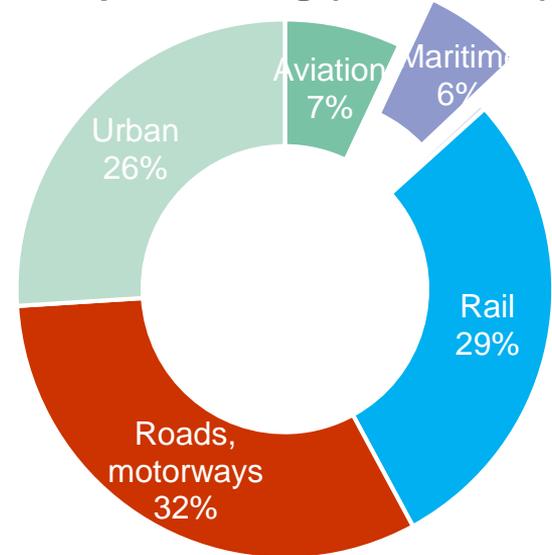
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The EIB at a glance

- Public institution and a bank
- Finance sound investment projects in support of EU policy and growth
- Self sustaining, raise funds on the international capital markets, AAA rated
- Pass on favourable borrowing conditions: large amounts; attractive interest rates; long maturities; range of currencies; catalyst for financial partners (50% max financing).
- 3,300 staff; largest multilateral borrower and lender – EUR79bn in 2017
- Environment (20%), Infrastructure (24%), Innovation (16%), SMEs (40%)

Transport lending (2008 - 2017)



We help catalyze investment

EIB offer

	Product	Concept	Scope	Counterpart
Lending	Direct Loan	individual loan to one borrower	min. approx. EUR 25m	public and private entities
	Programme Loan	individual loans to several borrowers	individual loans should be < EUR 100m	
	Framework loan	individual loans to multiple beneficiaries through one borrower	individual loans should be < EUR 50m (but can be less)	
	Guarantees (European Fund for Strategic Investments, Green Shipping Guarantee)	Allows Bank to take more risk – with cover from the EC and Bank own resource	EFSI Additionality – GSG	Largely private entities
Blending	Connecting Europe Facility (CEF)	Grants for transport infrastructure, for innovation and new technologies, etc	Award is contingent on co-financing with EIB, national promotional bank or private finance	EU Member States/ promoters with support from Member State
Advisory	European Advisory Hub (EIAH)	Help identify investment needs, prepare and structure projects in EU	Projects can be appraised by EIB	public and private entities
	EPEC (European Centre of Expertise in PPPs)	Help identify and structure PPP opportunities	Upstream role (limited project specific role)	PPP agencies
	ELENA	Grants for technical assistance for project development	up to 90% of total technical assistance costs	public and private entities
	JASPERS	Upstream assistance in shaping applications for structural funding	ESIF, national planning strategies, etc	Member States, Managing Authorities

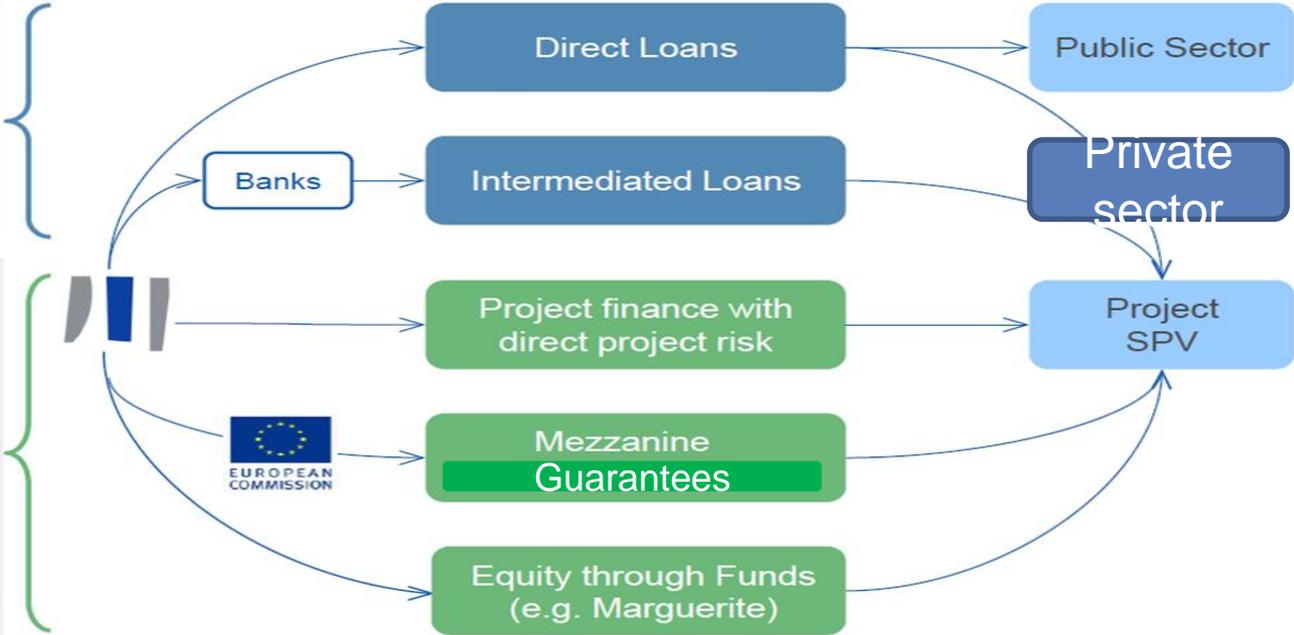
Lending Products

Standard Loans

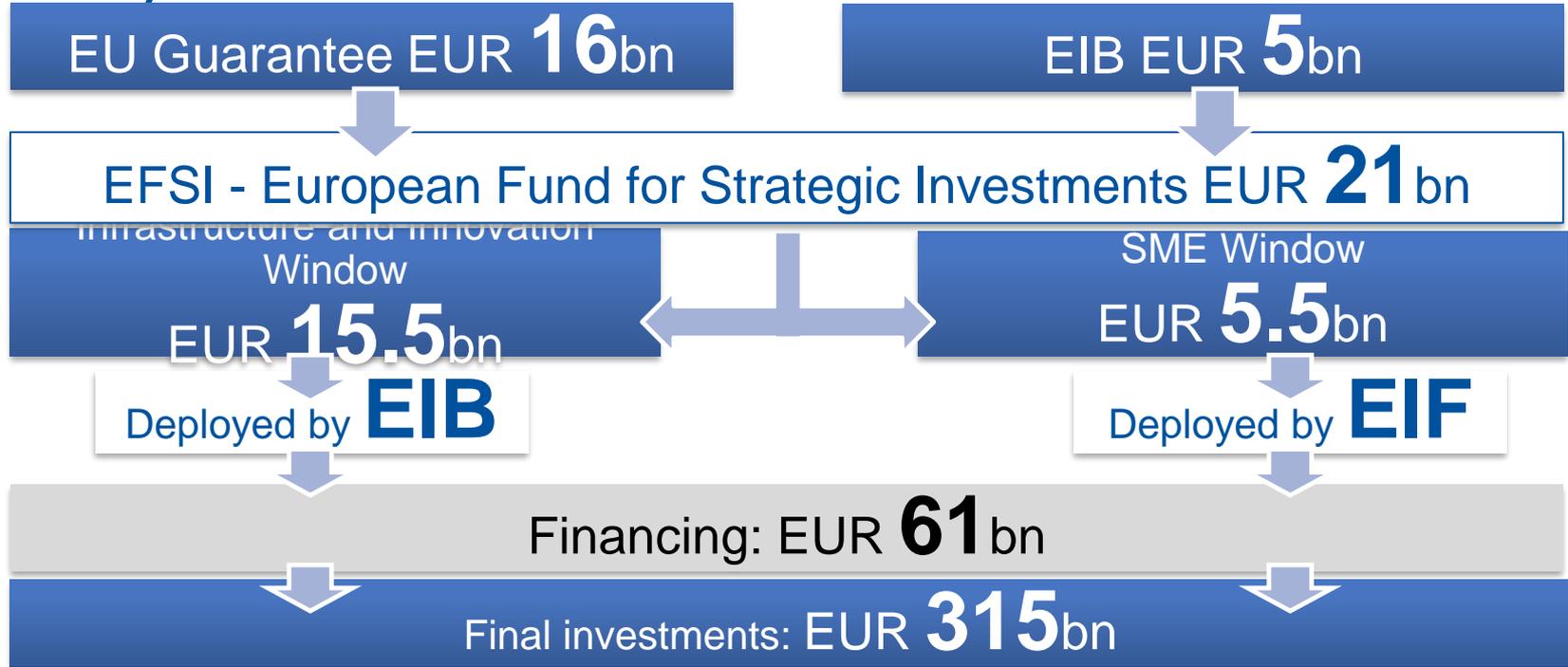
“Traditional” EIB lending instrument
 Guaranteed basis
 Represents the bulk of EIB’s lending volumes

Structured Finance and Financial Instruments

Expands the ability of EIB to provide financing
 Allows lending to projects with a higher risk
 Allows for more flexible financing solutions
 Allows leveraging and efficient use of EC resources
 Aims at facilitating greater private sector investment in long-term infrastructure financing
 Aims at addressing market gaps and/or failures



European Fund for Strategic Investments (EFSI)



EFSI Update

EIB Group figures As of 15/05/2018

EFSI investment by sector*

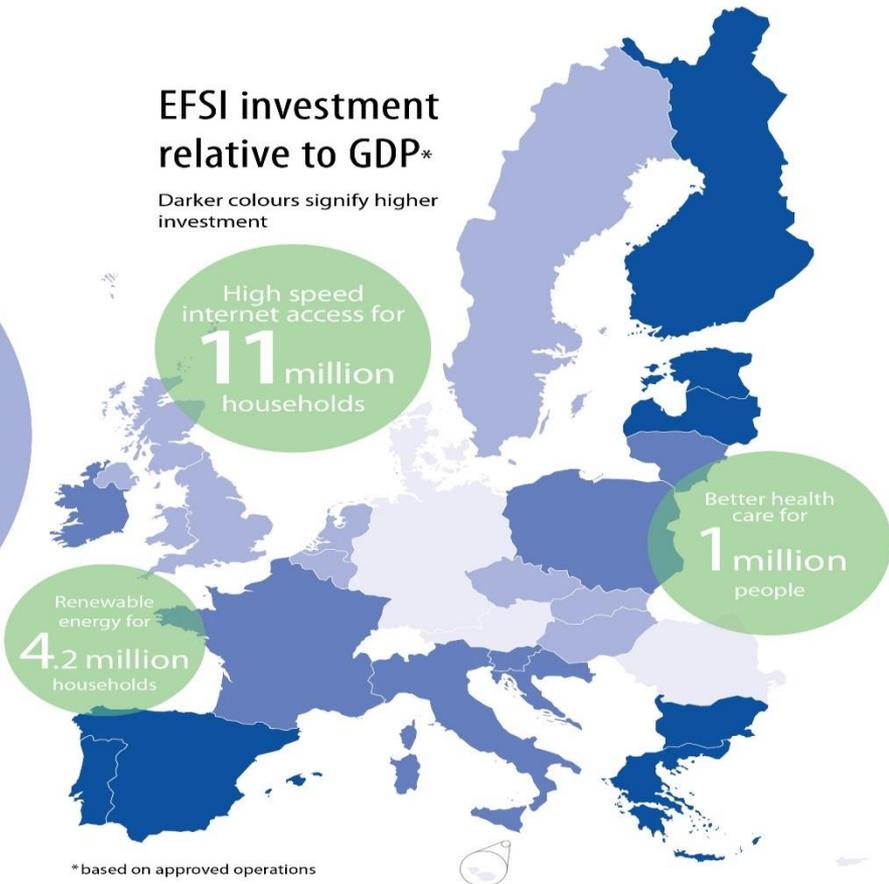
- Smaller companies **28%**
- RDI **22%**
- Energy **22%**
- Digital **11%**
- Transport **9%**
- Social Infrastructure **4%**
- Environment and resource efficiency **4%**



Target by 2020 **EUR 500bn**

EFSI investment relative to GDP*

Darker colours signify higher investment



Green Shipping Guarantee Programme

What is it?

A **financial instrument that** supports investments in greener shipping (new vessels and environmentally focussed retrofitting - hull treatment, scrubbers, ballast water treatment systems, etc).

EUR 750 million programme (pilot phase):

- Works through financial intermediaries – France (Société Générale, BNP Paribas), the Netherlands (ING & ABN AMRO). Discussion ongoing with Nordic financial institutions.
- First transaction signed in September 2017 with Brittany Ferries (LNG RO-PAX)
- Streamlined approval for transactions of up to EUR 50 million of EIB exposure.

Co-financing rates:

- Up to 50% of debt financing on new vessels and 100% of green components of retrofitting operations.

Eligibility criteria

Transport Lending Policy

- **Furthering EU policy goals**

Primarily developing Trans-European Transport Network (TEN-T) ports – and major transport axes in Neighbouring Countries

- **Promoting a more efficient and Sustainable Transport system**

Foster modal shift from road to maritime/inland waterway/railway transport by:

- allowing maritime cargo to come closer to the final destination, thus reducing cargo onward journey by land transport modes
- facilitating the provision of a maritime alternative to road based-freight transport (motorways of the sea/ short-sea shipping);
- facilitating the connection between maritime and rail/waterway hinterland transport (multimodal terminals).

Use of renewables, reduce oil dependency, reduce emissions – improve efficiency



Viability

- Framed in a long term national transport strategy coherent with EU objectives
- Consistent with the development of the hinterland infrastructures needed for connecting the port with wider transport infrastructure networks
- Respect the principles of the EU procurement directives when selecting a concessionaire or a contractor
- Robust economic and financial case
- Comply with environmental protection regulations
- Climate resilience through appropriate design and operating measures

Types of maritime projects (1 of 2)

- Existing ports - rehabilitation/expansion of infrastructure
 - Breakwater, access channel, maritime locks, capital dredging, navigation aids, quay walls, etc.
 - Environmental compliance components
 - LNG bunkering infrastructure
- Development of new terminals
 - Basic terminal infrastructure by a port authority
 - Superstructure and equipment by a terminal operator
- Development of new ports



Types of maritime projects (2 of 2)

- Inland Waterways projects
 - Locks, capital dredging, quay walls, river training works, etc.
- Improvement of hinterland transport connections
- New vessels, retrofitting and vessel R&D
 - EU flagged and operating on routes originating or ending in a EU country
 - Vessels operating on short-sea shipping routes aimed at modal shift
 - Replacement of older, less energy efficient or more polluting vessels
 - Retrofitting: scrubbers, LNG engines
- Climate Adaptation



Project example – Public Authority

Port de Marseille

- Redevelopment of the Grand Port of Marseille, including construction of a new quay, demolition and extension of breakwaters, reorganization of ferry terminals, landside development and removal and refurbishment of bunkering facilities.
- Purpose – improves maritime access to the Old Port; increases the capacity and efficiency of the container terminal and related logistic areas in Fos Port; improves the quality, safety and security of the short sea ferry services for the users.



Project example – Corporate CILSA Warehousing Expansion, Barcelona

- Development of several new logistic and warehousing facilities at the existing multi-modal freight complex (ZAL – Zona d'Activitats Logístiques) in the Southern part of the Port of Barcelona, Spain.
- The project will expand the availability of logistics space in a particularly well situated area and enable the development of an efficient logistic multi modal operation that will complement the port activities.
- Will generate economic benefits by saving transport time and costs for the users and by reducing the impacts of these logistic activities on the environment.

EFSI loan.



Project example – Project Finance

Sealock IJmuiden (Amsterdam)

- Construction of 500mx70mx18m sea lock to improve access to port
 - But also form flood barrier to protect Northwest part of Netherlands
- Will allow more and bigger vessels to utilize lock – during all tides
- Procured as PPP:
 - Dutch Ministry of Infrastructure and Environment
 - Province of North Holland
 - Municipality of Amsterdam



Port efficiency (through digitalization)

Traffic control and monitoring systems



Parking space management systems



- Truck platooning
- Energy management
- Intelligent lighting
- Video surveillance
- Big data applications

Advisory commission in Italy to help maximize the use of port, freight village, rail terminal, industrial district, trunk route infrastructure through digitalization to support the increase in freight traffic.

Vehicle (and container) location and condition monitoring systems



Automated Guided Vehicles (AGVs)



EIB project cycle

