



European
Investment Bank

Outside EU
PRIVATE SECTOR FINANCING

EIB at a glance

Largest multilateral lender and borrower in the world

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

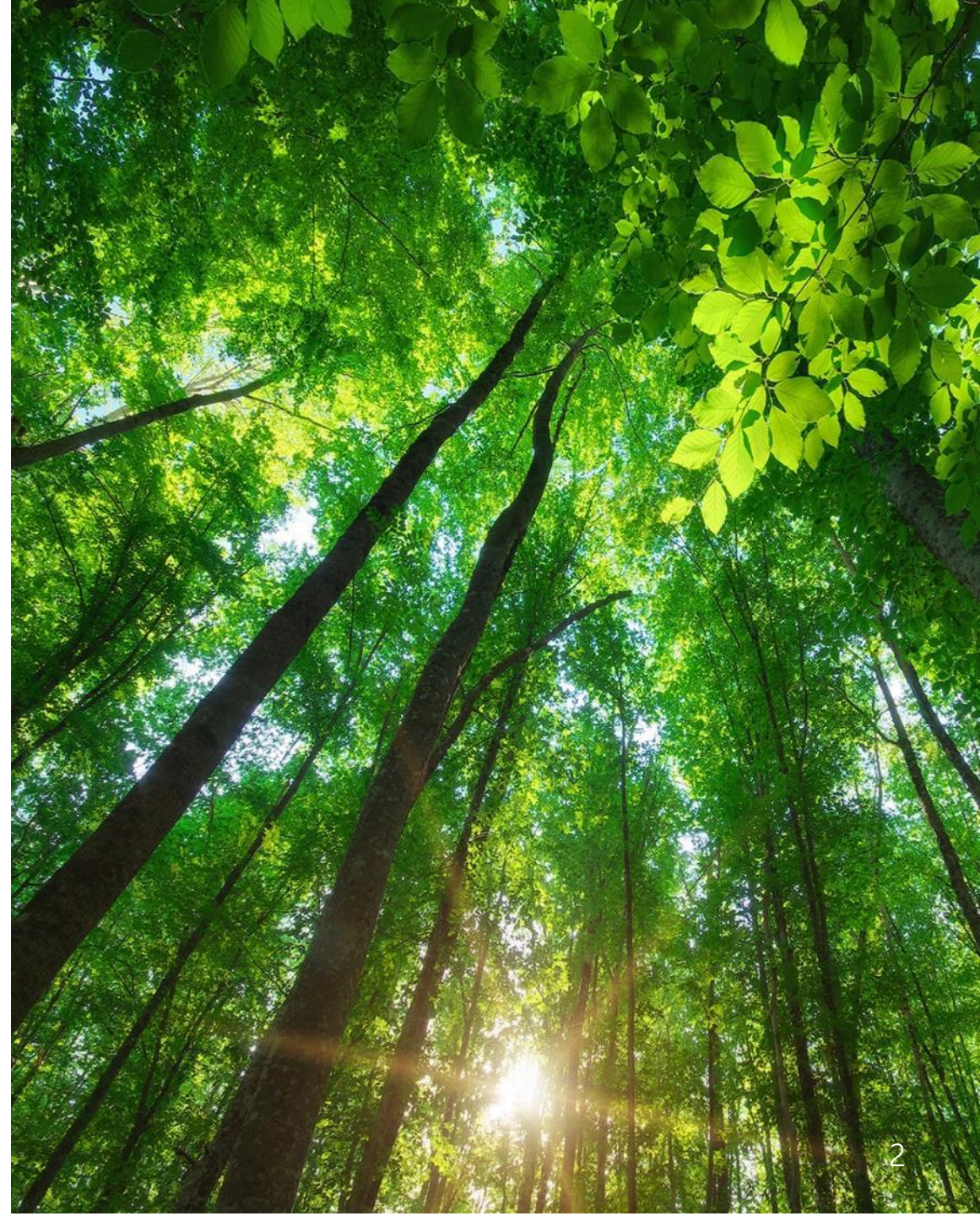
Over €1.5 trillion invested since 1958

- More than **14 000 projects** in over **160 countries**.
- Crowding-in bank: **€4.9 trillion** overall investment mobilised.

Headquartered in Luxembourg

- Around **4 200 staff**: In addition to finance professionals, we have engineers, economists and socio-environmental experts.
- **60 offices** around the world.

Governed by the 27 EU Member States – the shareholders of the EIB



The EIB Group improving lives in Europe and beyond

OUR IMPACT in 2024



**European
Investment Bank**

The lending arm of
the European Union,
incl. its branch **EIB
Global**

€76.6

Billion in 2024

incl. **€8.4 bn** outside EU



Fund - specialist provider
of risk finance
to SMEs enterprises

€14.4

Billion in 2023

POLICY PRIORITY

INNOVATION,
DIGITAL AND
HUMAN CAPITAL

€19.8
billion

SUSTAINABLE
ENERGY AND
NATURAL
RESSOURCES

€31.2
billion

SUSTAINABLE
CITIES AND
REGIONS

€17.2
billion

SMEs
AND
MID-CAPS

€16.2
billion

GREEN INVESTMENT
SUPPORTED:
progress since 2021

€563
billion

Towards €1 trillion target by 2030

GREEN
FINANCING:
€50.7 BILLION
IN 2024

The EIB Group global footprint



6 EIB Regional Hubs

Abidjan
Belgrade
Cairo
Kiev
Nairobi
Pretoria

27 regional
representation

€8.4bn in 2024
outside EU

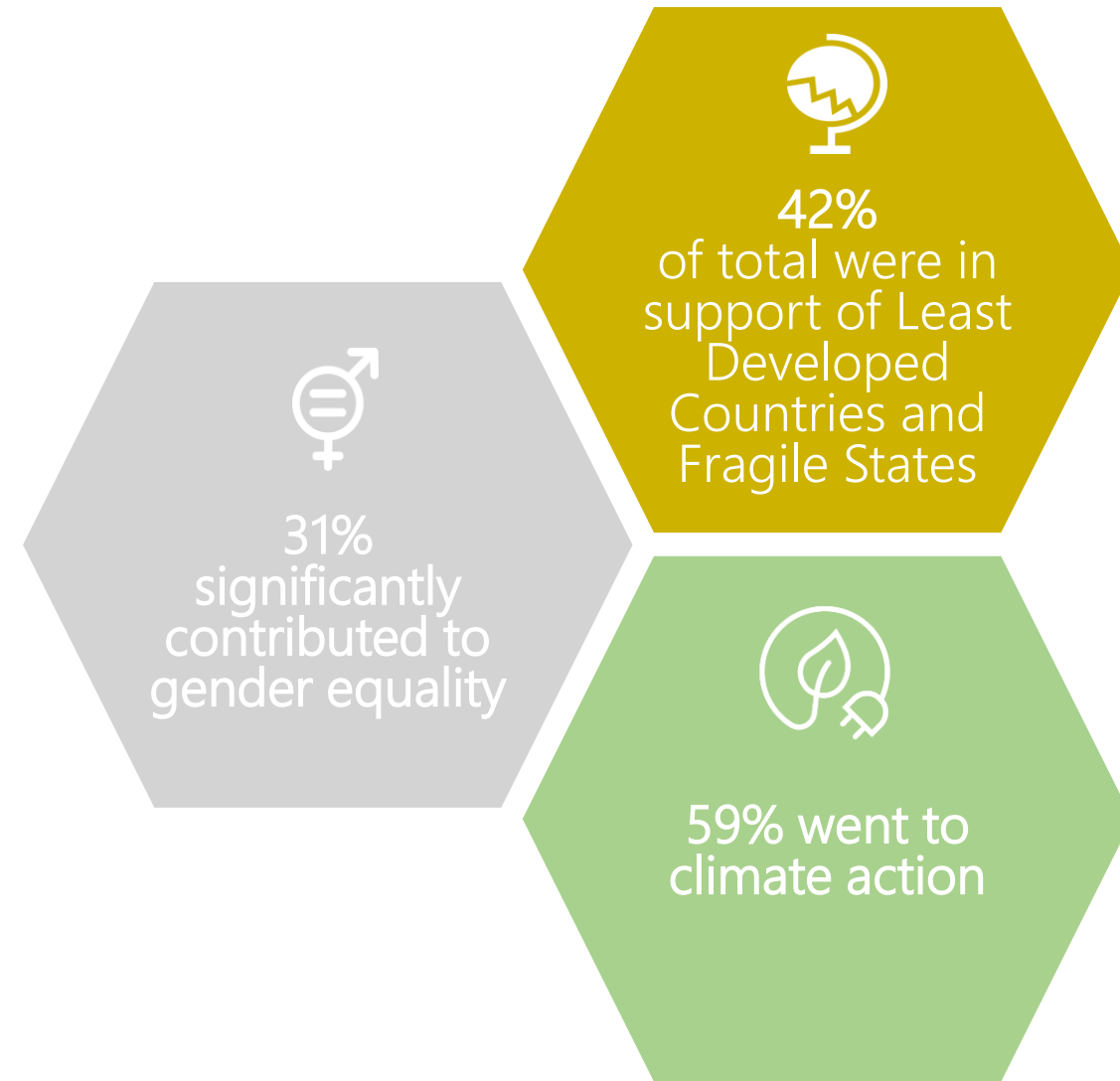
Activity of EIB Global

Outside of the EU, the EIB supports

- ✓ EU interests, incl. Foreign Direct Investment (FDI)
- ✓ Development of local private sector, including SMEs
- ✓ Upgrading of socio-economic infrastructure
- ✓ Tackling the effects of climate change
- ✓ Regional integration
- ✓ Environmental sustainability
- ✓ Providing financing to public sector, financial intermediaries, funds, project finance, corporates



€8.4 billions
total financing in 2024



Corporate activities sectors of focus

Investment in support of:

- ✓ EU Core & Strategic interests
- ✓ EU Corporates/ Suppliers
- ✓ Global Gateway policy

- Renewable energy
- Green Hydrogen
- Grid Solutions

- R&D
- Manufacturing
- Immunization

- Food security
- Agriculture, farming
- Blue economy

- Telecommunication
- Digitalization
- ICT



ENERGY



CLIMATE



HEALTH



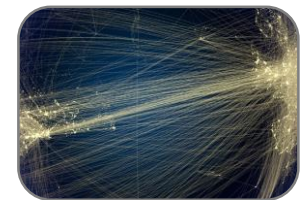
CRMs



AGRIBUSINESS



TRANSPORT



DIGITAL

- Sustainability
- Climate mitigation

- Processing & Smelting
- Recycling
- Sustainable mining

- Sustainable mobility
- Logistics Infrastructure
- Transport

Screening criteria for EIB Corporate financing

The project needs to be eligible under the **mandate objectives** and/or the **EIB priorities** for that particular country / region where the project is located

- ✓ EU External Policy Goals
- ✓ Technically Sound
- ✓ Economically Sustainable
- ✓ Socially Acceptable
- ✓ Procured efficiently
- ✓ Financially Viable

Capability to implement, operate and maintain project

Technical soundness, risks and mitigation measures, capacity for products/services

Timing, employment, operating and maintenance costs, comparison with costs of similar projects

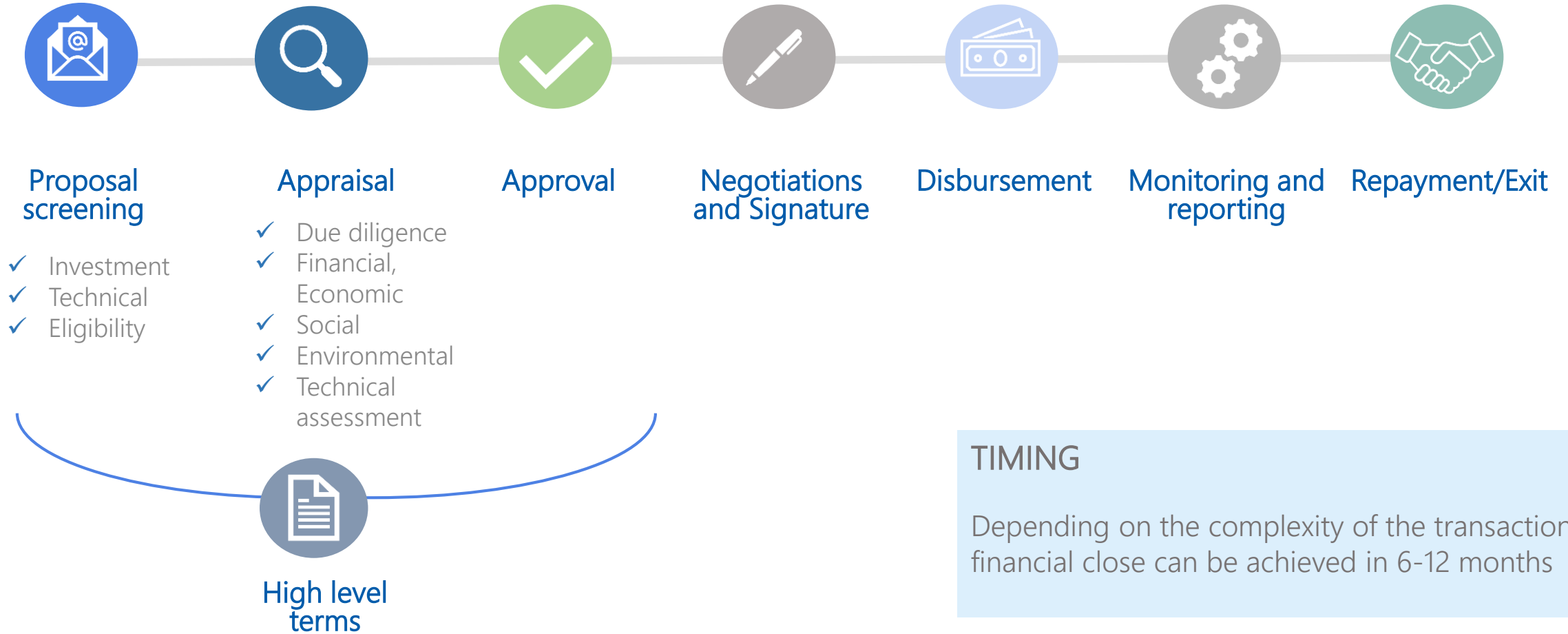
Analysis of market and demand



Compliance with applicable legislation and EIB guidelines on procurement and environmental impact

Economic and financial profitability

Appraisal process and project cycle

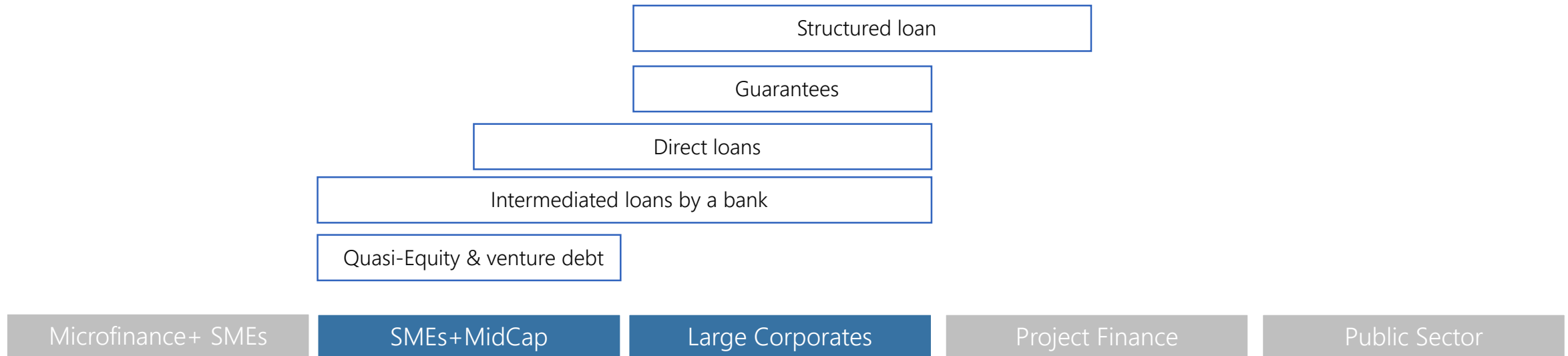


TIMING

Depending on the complexity of the transaction, financial close can be achieved in 6-12 months

Corporate product offering overview

- **Wide product offering:** debt, quasi-equity, venture debt, guarantees
- Large tickets (**EUR 10-500m**) following a co-investment principle (max. 50%)
- **Up-front commitment of the full amount** and gradual disbursements
- Disbursements subject to business and financial **milestones** (in 2 -3 tranches)
- **Long availability** (24-36 months) to accommodate long term investment plans of companies
- **Tailor made remuneration structures:** fixed and/or deferred interest, performance participation mechanism, alone or in combination.
- **Flexible repayment:** amortizing or bullet depending on investment profile
- **Technical Assistance**
- **Broad mandates across geographies and sectors**
- **Potential access to grant finance from donors or EC**
- **Currency:** EUR, USD, or local currency subject to availability



Benefits and advantages to clients



EXPERTISE

Sector and financial expertise acquired over 60+ years of activity in and outside of Europe; in-house engineers and socio-environmental reports

MATURITIES & PRICING

Long tenors (typically 5-10 years) and grace periods on capital repayments, aligned with the project's economic life. Attractive pricing thanks to AAA rating and public not-for-profit business model

BLENDING

Possibility to combine EU grants and/or other donor resources e.g. for technical assistance

CATALYST EFFECT

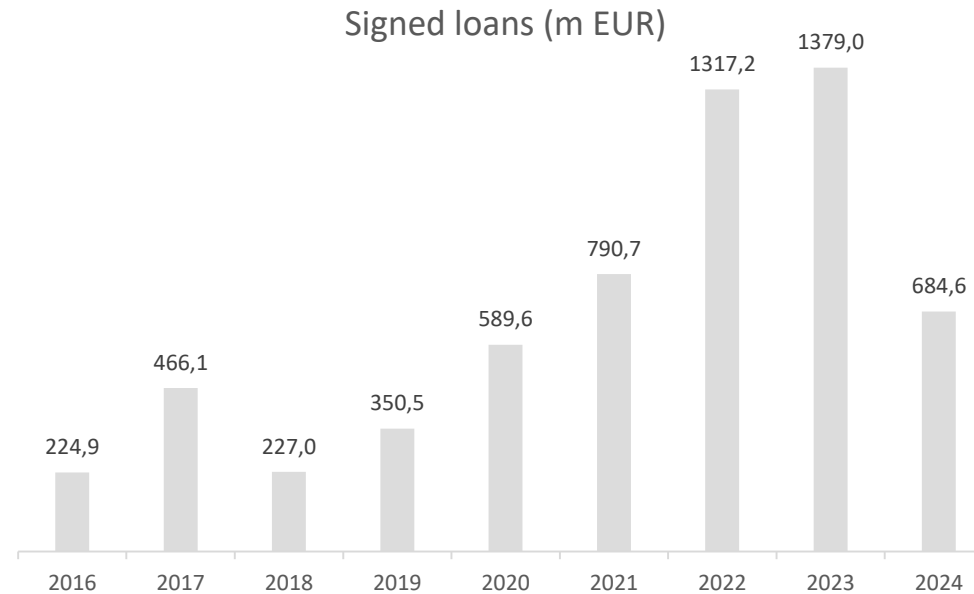
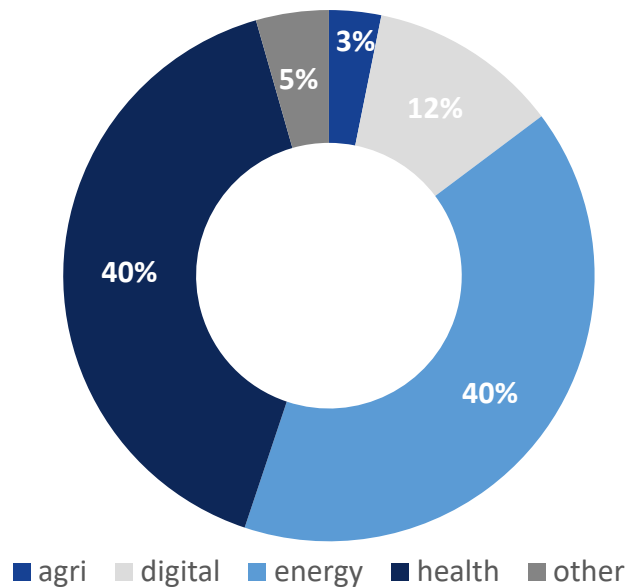
Attracting other lenders due to quality of EIB due diligence

SIGNALING EFFECT

Certification of a project's quality due to extensive due diligence for EIB participation

Our corporate team's key achievements

More than 65 realized direct high impact investments with private entities in focus sectors, increasing operations and product offer (from quasi-equity, mezzanine to senior lending). Collaboration with other DFIs.



EUR 6bn

total lending from 2016

Diversified Portfolio

Across 3 continents:

Latin America, Africa, Asia, Neighborhood

Across our 4 main sectors:

Energy 40%, Health 30%, Digital 12%, Agriculture 3%

35%
investments

















With climate action benefit

Portfolio overview 1/3

Corporate Use

 <p>Energy Latam USD 300 m</p> <p>2024</p>	 <p>Energy, Telecom Madagascar USD 100</p> <p>2024</p>	 <p>Clean cooking Kenya EUR 15 m</p> <p>2024</p>	 <p>Energy Nigeria EUR 20 m</p> <p>2023</p>	 <p>Telecom Uganda EUR 25 m</p> <p>2023</p>	 <p>Energy Latam USD 600 m</p> <p>2023</p>	 <p>Energy Benin EUR 10 m</p> <p>2022</p>	 <p>Pharma South Africa EUR 15 m</p> <p>2022</p>
 <p>Health - vaccines Africa EUR 500m, 200 m</p> <p>2022, 2021</p>	 <p>Health Africa EUR 325m, 400m</p> <p>2022, 2020</p>	 <p>Energy Brazil EUR 200 m</p> <p>2021</p>	 <p>Telecom Nigeria EUR 100 m</p> <p>2021</p>	 <p>Health West Africa EUR 4.75 m</p> <p>2021</p>	 <p>Energy Africa EUR 35 m</p> <p>2020</p>	 <p>Solar Energy Africa EUR 10 m</p> <p>2020</p>	 <p>Health Africa EUR 30 m</p> <p>2020</p>

Portfolio overview 2/3

 Energy Uganda USD 12.5 m 2020	 Energy Mozambique USD 10 m 2019	 Energy Africa USD 55.6 m 2019	 Telecom Guinea USD 30 m 2019	 Energy Brazil USD 168.7 m 2019	 Digital Cape Verde USD 24.7 m 2019	 Digital Africa USD 18 m 2018	 Telecom Kenya EUR 35 m 2018
 other Mauretania EUR 50m 2018	 Agri Nigeria USD 125 m 2018	 Energy Kenya, Ethiopia USD 25m 2018	 Energy Peru USD 150m 2017	 Energy India USD 214.3m 2017	 Digital DRC, Cameroon USD 26m 2016	 Digital Egypt EUR 150m 2021	 Industrial/digital Tunisia EUR 9 m 2021

Portfolio overview 3/3

 Industrial/Auto Morocco EUR 54 m 2020	 R&D/Innovation Ukraine EUR 50m 2020	 Agri Morocco EUR 25m 2019	 Energy Lebanon USD 30m 2019	 Industrial Lebanon USD 24m 2019	 Energy Palestine USD 18m 2019	 Industrial Morocco EUR 35m 2017	 Industrial Tunisia EUR 21m 2017
 Digital/Agri Ukraine USD 43m 2017	 Industrial Morocco EUR 56m 2017	 Agri Israel USD 136m 2016	 Telecom Tunisia EUR 100m 2016	 Energy Brazil EUR 200m 2016	 Industrial Morocco EUR 10m 2015		

We are a responsible Bank



We monitor the **environmental and social sustainability** of all of our investment projects.



We appraise all **human, technological, or natural resources** used by the project.



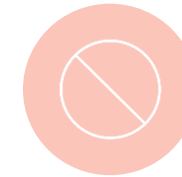
We ensure strong **governance, transparency and accountability** for ourselves and our counterparts.



We **report greenhouse gas emissions** from all projects with a significant impact.



We monitor, report and implement the **reduction of our own environmental footprint**.



We **exclude** certain economic activities.

DIGITAL: Energy Efficiency Telecom Guinea

Amount: USD 30m
Borrower: IPT Powertech Group
DFI's involvement: DEG (subsidiary of KfW)
Loan type: 8 years amortizing
Country: Guinea
Signed: 2019



INVESTMENT RATIONALE/VALUE ADDED

- ✓ Financing new energy efficient infrastructure
- ✓ Significant technical and financial contribution due to lack of alternative financing option for the borrower
- ✓ Support to economically vulnerable country

SUSTAINABLE DEVELOPMENT GOALS



- Financing of the **upgrade and the energy supply management of the telecom infrastructure** of the IPT Powertech Group following its long term contract with Orange Guinée.
- The project involves the new energy efficient infrastructure (electrical supply, PV, batteries) for the existing and new cellular towers across Guinea.
- **Improve the energy efficiency and reliability of power supply**, as well as increasing renewable energy consumption, generating positive spillovers on economic development.
- Generation of **large energy savings** through the replacement of diesel.
- Emphasize the important role of information and communication technologies.



AGRICULTURE: Nigeria Fertilizers

Amount: EUR 150m
Borrower: Indorama Eleme Fertilizer & Chemicals
DFI's involvement: IFC, CDC, DEG and FMO
Loan type: 12 years amortizing
Country: Nigeria
Signed: 2019

INDORAMA



INVESTMENT RATIONALE/VALUE ADDED

- ✓ Presence of EIB, together with other DFIs, has strong positive impact on crowding in private sector financing to the project
- ✓ EIB providing long-term financing that would not otherwise be available on the market
- ✓ Application of sound environmental and social standards in the project

SUSTAINABLE DEVELOPMENT GOALS



- Project builds on the success of the first fertilizer plant, aiming to provide **access to competitive urea supply for the farmers** in Nigeria and the wider region.
- Support to Nigeria's **long-term food security**, reducing the region's reliance on food imports
- Contributes to **sustainable industrialization** in Africa
- **Boosts farmers' awareness** on the proper use of fertilizers and agricultural practices through **free educational and related services support**
- Poverty alleviation, inequality reduction, female empowerment

HEALTH: COVID-19 Vaccine Allocation (COVAX)

Up to **EUR 400 million** EIB loan in **close cooperation with the European Commission**
(Team Europe Effort)



Supporting the **mobilisation of up to EUR 800m to EUR 1 billion** in equivalent doses of **Covid-19 vaccine**

The operation consists of a conditional loan to monetise the participation of EU Member States and the European Commission directly to Gavi (as manager of COVAX) to support and ensure the supply of COVID-19 vaccines for eligible low- and middle- income countries in Sub-Saharan Africa and the European Neighbourhood.

Special focus on

- ✓ Team Europe COVID-19 response
- ✓ Enabling vital health services
- ✓ Innovative financing mechanism
- ✓ Research, development and innovation
- ✓ In line with EU and partner country priorities

Sustainable Development Goals



Expected impact

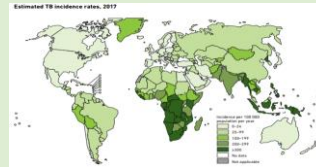
- ✓ Vital vaccine research & development scaled-up, clinical trials and manufacturing incentivised.
- ✓ 1 billion doses of SARS CoV-2 vaccine procured for LMICS in Sub-Saharan Africa and the European Neighbourhood.
- ✓ Equitable and fair distribution of SARS-CoV-2 vaccines.

EIB value added

- ✓ Innovative, first-of-a-kind instrument to monetise the guarantee offered by the European Commission to Gavi, thereby replacing upfront donor contribution payments.
- ✓ The EIB facility is tailored to the specific financial needs of COVAX.
- ✓ The EIB has a catalyst effect for donors to the COVAX initiative.

HEALTH: TB and HIV Mitigation Programme

Amount: EUR 45m
Borrower: Serum Institute of India
DFI's involvement: N/A
Loan type: 12 years amortizing
Country: Sub-Saharan Africa
Signed: 2020



INVESTMENT RATIONALE/VALUE ADDED

- ✓ Operation supports social and human development, improves health, education and nutrition
- ✓ Risk sharing facility to support R&D
- ✓ IF resources support clinical trials with an equity-style risk profile

SUSTAINABLE DEVELOPMENT GOALS



- **Supporting R&D** of a novel and innovative vaccine for the **prevention of tuberculosis (TB)** in infants, as well as broadly neutralizing antibodies for both **HIV's prophylaxis and treatment**.
- The clinical trials linked to the product development to be conducted in a number of eligible Sub-Saharan African countries, including Gabon, Kenya and Uganda.
- Successful development of a new tuberculosis vaccine will help reduce the disease burden on African countries and in particular in infants in high-risk HIV+ population



DIGITAL: Mobile Broadband Rollout

Amount: EUR 150m
Borrower: Telecom Egypt
DFI's involvement: N/A
Loan type: amortizing
Country: Egypt
Signed: 2021



INVESTMENT RATIONALE/VALUE ADDED

- ✓ EIB offers longer tenor than financing options available locally, which is needed for the project implementation.
- ✓ Funding diversification benefit for the borrower
- ✓ In line with the Digital Transformation agenda, extensive positive externalities in other sectors

SUSTAINABLE DEVELOPMENT GOALS



- Telecom Egypt is the first integrated telecom operator in Egypt providing all telecom services to its customers, including fixed and mobile voice and data services.
- The project concerns **the coverage and capacity expansion** of the promoter's 4G broadband network, consisting of the deployment of around 2,000 new sites to improve coverage in selected regions, the installation of an additional capacity layer in around 1,800 existing and new sites located in high traffic areas as well as investments to upgrade the mobile core network.
- The project will **strengthen the network** across Egypt, **including less densely populated areas & enhance competition and affordability of services.**

THANK YOU

Contact: Jean-Jacques Soulacroup (j.soulacroup@eib.org)



European
Investment Bank