Global Gateway

FREQUENTLY ASKED QUESTIONS

DG INTPA'S GLOBAL GATEWAY INVESTMENT HUB

General questions

1. What is the Global Gateway Investment Hub?

The Global Gateway Investment Hub helps EU companies move investment projects forward in partner countries under the Global Gateway strategy.

It acts as a single-entry point to relevant EU-wide support and helps eligible projects connect with financing, advisory support, and public-sector partners.

The Hub does not provide funding directly. Its role is to facilitate companies' access to existing EU, Member State, and financial institution financial and non-financial support.

2. What is the benefit of the Global Gateway Investment Hub?

The Hub helps companies navigate the EU investment and development finance landscape of support tools more easily.

For eligible projects, it:

- connects companies to relevant financing and risk-sharing options
- connects companies to relevant non-financial support e.g. political, technical assistance
- coordinates support across EU and Member State support actors,
- provides a dedicated contact point during the process

Eligibility, Scope and Participation

3. Who can submit projects to the Investment Hub?

The following project promotors can submit proposals:

- **EU companies**: Companies headquartered in the EU can apply. If the main shareholder is outside the EU, this must be disclosed. EU-based subsidiaries of non-EU companies may also qualify if the project clearly serves EU interests.
- **Consortia of EU companies**: Consortia can submit a joint proposal through one Team National, involving the other Team Nationals. One company of the consortium acts as lead contact for the EC.
- **National business organisations**: National sectoral business organisations can submit proposals through a Team National.
- **EU-wide or cross-border business organisations and value chain consortia**: These can submit broader sector or value chain initiatives directly to DG INTPA, provided they involve multiple Member States and have a clear EU dimension.
- **EU Member States or groups of Member States**: These can also submit proposals through a Team National.
- **Companies from partner countries**: These cannot apply directly to the investment hub. They must partner with an EU company.
- **Public authorities in partner countries**: These can channel proposals through an EU Delegation or through one or more EU Member States.
- **Non-profit organisations**: These may apply where the project generates revenue or the beneficiary has repayment capacity.

Global Gateway

4. What kind of projects can be submitted to the Investment Hub?

The project must be linked to a concrete, viable investment opportunity.

They should:

- align with the Global Gateway strategy priorities and sectors
- aim for investment in the partner country
- Focus on eligible INTPA regions: Sub-Saharan Africa, Asia and the Pacific, Latin America and the Caribbean, and Overseas Countries and Territories.

Cross-regional projects may also qualify if most of the impact is in INTPA regions.

5. How is the "total project investment size" calculated?

Projects must have a total investment size above EUR 10 million. This minimum does not apply to projects linked to a Global Gateway Flagship.

Total investment size includes the full financing mobilised for the project.

As a rule, the project sponsor should contribute at least 10% of the total investment cost. This contribution may be financial or in kind.

For consortia, the 10% minimum can be met collectively.

If support is intended for a local partner:

- **public sector partner**: no 10% own contribution required,
- **private sector partner**: 10% own contribution still applies.

Projects must also meet the Hub's eligibility and assessment criteria before moving to the facilitation phase.

Beneficiary of the financial support	10% own contribution required?
European company	Yes
Consortium of companies	Yes (combined)
Local private company	Yes
SPV owned by private investors	Yes
Non-profit organisations	Yes
Municipality or any subnational structure	No
Ministry or government agency	No
State Owned Enterprises (SOE)[1]	Yes

6. Does the Investment Hub support both investment projects and export-type projects?

Yes, but the focus is on projects with a genuine investment and development impact.

[1] If the beneficiary/borrower is the SOE, the 10% own contribution applies; if the government is the beneficiary/borrower, the 10% own contribution does not apply. The 10% also applies if the SOE is controlled for more than 50% by the government and is guaranteed by the government

This includes:

- **Long-term investment projects** where EU companies invest capital and play a long-term role in the project or business.
- **Supplier or export-type participation** where EU companies provide goods, services, or expertise as part of a wider strategic investment.

In both cases, the project should go beyond a straightforward sales transaction and support a broader investment effort in a Global Gateway priority sector.

7. Why does the Investment Hub not cover partner countries covered by DG for Enlargement and Eastern Neighbourhood (DG ENEST) and DG for Middle East and North Africa (DG MENA) regions? [2]

The Investment Hub is tailored to the specificities of INTPA regions, which encompass many countries with diverse development levels, market structures, business environments and macroeconomic conditions. Projects in these regions typically require EU integrated offers, which the Investment Hub approach is designed to facilitate.

Coordination across DGs is ensured: thematic resources are shared, and the EFSD+ guarantee support tool is implemented through a common platform (e.g. common risk policy and cross-regional guarantee agreements), ensuring consistency of financial support across regions. A cross-regional project involving ENEST or MENA regions would also be eligible if more than 50% of the investment is expected in INTPA regions.

Click here to learn more about opportunities in DG ENEST countries.

Click here to learn more about opportunities in DG MENA countries.

8. Can SMEs participate?

Yes. Companies of all sizes are eligible to participate in the Investment Hub, provided that the minimum project size threshold (EUR 10 million) and other eligibility criteria are met. Note that if a project is linked to an existing Flagship project, (click here to access the list), the threshold of 10 million does not apply. SMEs are invited to submit project proposals alone, as part of a consortia, or with a wider group of stakeholders. Other support programs to SMEs such as Electrifi or Agrifi remain in existence as well.

9. Do Investment Hub projects need to contribute to a Global Gateway Flagship?

No. Investment Hub projects do not need to contribute to a Flagship. Likewise, Investment Hub facilitation does not automatically confer Flagship status, and Flagship projects do not need to pass through the Hub.

Submission and assessment

10. How does the Investment Hub process work?

1. **Prepare your investment project** and fill in the application form
2. **Submit it through a Team National** of your choice (one submission only for consortia, via the lead company)

[2] (Enlargement and Eastern neighbourhood, Middle East North Africa and the Gulf https://commission.europa.eu/about/departments-and-executive-agencies/middle-east-north-africa-and-gulf_en)

3. The Team National carries out a pre-eligibility check and may endorse the project, indicating potential national-level support. If they endorse the project, the Team National submits the project to DG INTPA
4. DG INTPA assesses te proposal and responds within **21 working days**
5. If the project passes the eligibility and assessment criteria, a facilitator shall be assigned to help identify and mobilise relevant support.

The timing of the facilitation phase depends on the project's maturity, complexity, and support needs.

Important: companies cannot submit directly to DG INTPA. Submission must go through a Team National.

11. What is the purpose of a Team National?

Team Nationals are the main entry point for business proposals.

They help:

- review projects,
- assess strategic fit and quality,
- identify possible national-level support,
- bring market knowledge and practical experience.

They also help focus resources on the most credible and investment-ready proposals

12. What are the main assessment criteria?

The main assessment principles for projects emphasise alignment with EU strategic interests, such as promoting economic security, strategic autonomy, and advancing Global Gateway priorities like digitalisation, clean technologies, and sustainable industries. Projects should also address public policy objectives in partner countries, particularly in least developed regions, demonstrating financial and non-financial additionality. High financial contributions from Team National, assessed relative to Member State capacity, and a Team Europe dimension involving multiple Member States are prioritized. Eligible projects must have a minimum investment size of EUR 10 million (except for Global Gateway flagship projects). Preference is given to projects with a shorter- term implementation horizon, with experienced sponsors familiar with the targeted region, those involving physical investments for visibility, and those contributing to a broader sustainable investment environment through 360° investments.

Please consult the assessment criteria here for more information.

13. What does "EU interest" mean?

"EU interest" means the project supports EU strategic and economic objectives while also responding to partner-country needs.

This may include:

- improving economic security and resilience,
- contributing to priority sectors such as digital, energy, health, transport, manufacturing, and the circular economy.
- strengthening EU presence in strategic markets,
- promoting EU standards, technologies, and know-how,
- supporting sustainable development,

In short, the project should make strategic sense for both the EU and the partner country.

14. If my project is rejected, can I resubmit a revised project proposal?

Yes.

15. How does the 360-degree approach fit within the Investment Hub?

The 360° approach is applied during the Facilitation Phase. In addition to enabling support measures required to make an investment viable, the Support Facilitator assesses whether complementary 360° support measures can be mobilised to increase the project's overall impact (e.g. local supply chain development or sustainable use of local community resources).

Facilitation of support

16. What type of support can the Investment Hub mobilise?

Support may include:

- Financial instruments (e.g. grants, loans, guarantees, equity, risk-sharing),
- Export credit and development finance support,
- Non-financial support such as political backing, regulatory dialogue, technical assistance, and market-access facilitation.

17. Will there be calls for proposals?

Calls for Expressions of Interest or proposals may be launched for specific sectors or regions. Information will be shared through official publication channels, the investment hub webpage, the Team Nationals and possible relevant business associations.

18. Does admission to the Investment Hub guarantee EU funding?

No. Admission to the facilitation phase following a positive pre-screening of the proposal does not represent any financial commitment by the European Commission. All financing decisions follow a separate approval process or remain with the relevant institutions mobilised to provide support (e.g. European Investment Bank, Development Finance Institutions, Export Credit Agencies, European Commission, EU Member States). The Hub's role is of coordination and matchmaking.

Admission to the Hub does not confer automatic visibility or support without a genuine investment dimension.

If financing cannot be mobilised despite facilitation efforts, the project will not proceed under the Investment Hub, without creating any obligation for the European Commission or other stakeholders.

19. How is competition between EU companies handled?

Different companies may submit proposals linked to the same underlying opportunity.

These proposals shall be reviewed independently, and where more than one will be facilitated, support facilitation will happen in parallel.