



The European Investment Advisory Hub (EIAH) and the Innovation Finance Advisory Initiative (InnovFin)

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Investment Plan for Europe

Mobilise EUR 315 bn of additional financing

...through the European Fund for Strategic Investments (EFSI)

Support investment in the real economy

...through the **European Investment Advisory Hub** and the European Investment Project Portal

Create an investment friendly environment

...through improvements in the European regulatory environment (SRSS, CMU)



A joint initiative

Launched in September 2015 as part of the Investment Plan for Europe, the EIAH is a tool to strengthen Europe's investment environment and improve the **quality of investment projects**



A **single access point** to a comprehensive offer of advisory and technical assistance services

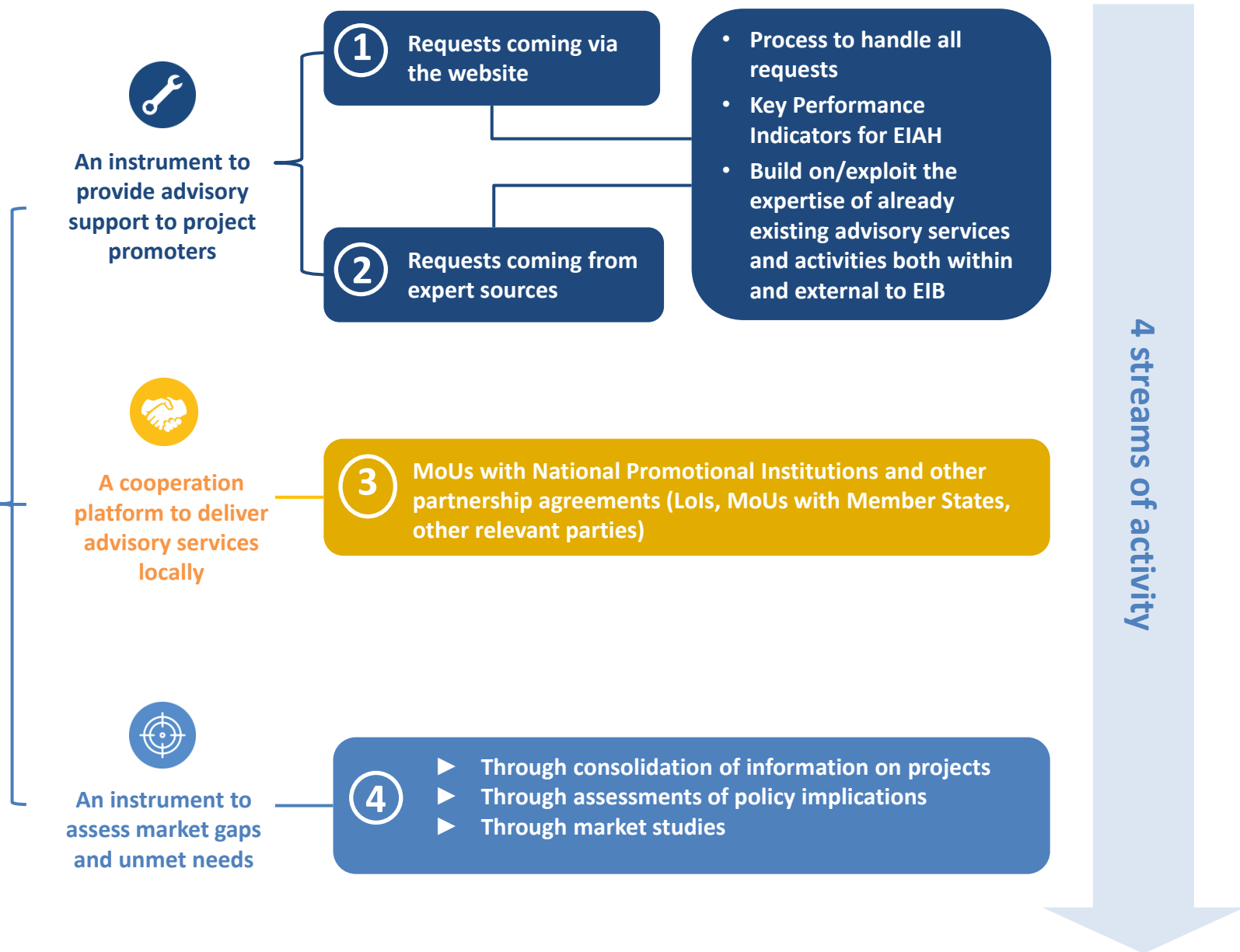


A **cooperation platform** to leverage and exchange expertise from EIAH partners (NPIs, Managing Authorities)



An instrument to assess and **address unmet needs** for advisory support

What is the Advisory Hub?

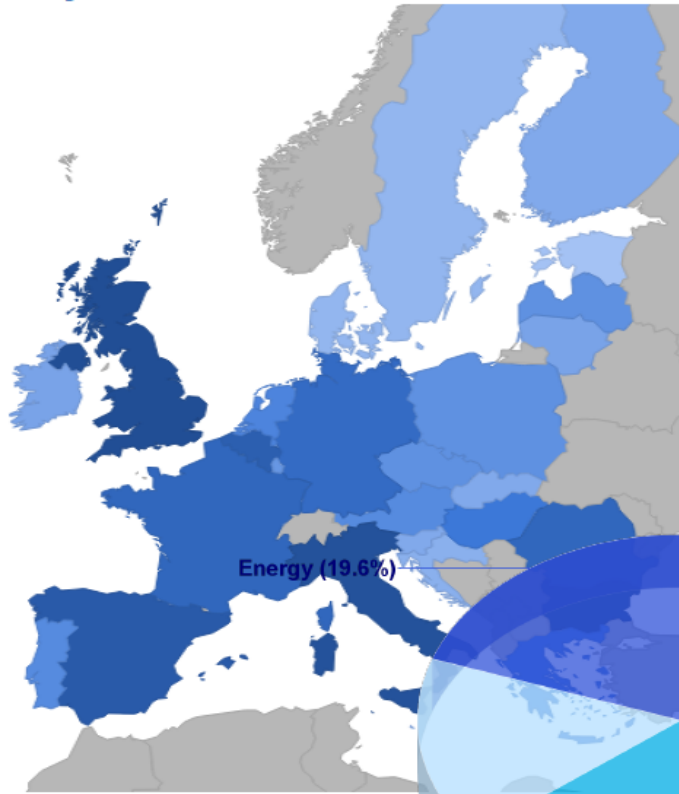


1./ 2. EIAH requests: overview

(Situation as at 31.01.2016)

Requests by country

Country	No. of requests
Italy	28
Bulgaria	27
United Kingdom	23
Spain	22
Belgium	19
France	17
Romania	17
Germany	16
Greece	14
Hungary	14
The Netherlands	12
Latvia	11
Poland	11
Austria	10
Czech Republic	10
Portugal	10
Luxembourg	9
Croatia	7
Cyprus	7
Ireland	7
Lithuania	6
Slovenia	6
Finland	5
Slovakia	5
Denmark	4
Malta	4
Sweden	4
Estonia	1
Total	326

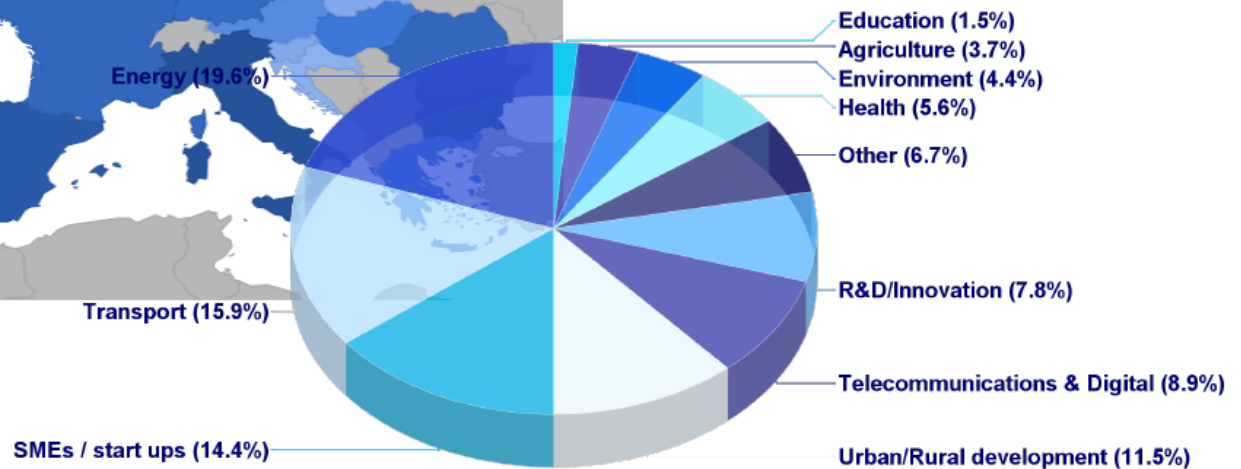


Total of 357 requests

270 project-specific requests

- Public sector : 95
- Private sector : 163
- Other (e.g. NGOs) : 12

Project-specific requests by sector (Tot. 270)



*excludes 31 requests from non-EU countries

*The category "other" includes project-specific requests in which the sector is not indicated

EIAH health sector requests

- **19 direct requests for the health sector (5.6%)**
- 10 different countries, several requests per country
- 47% of the requests come from the private sector
- 16% are requests for General info
- 32% are requests for Funding
- 37% are requests for Funding and TA
- 11% are requests for TA only
- 5% are requests for different other aspects
- No direct request for cooperation

- MOH request via the local Jaspers team
- EIB general consultant supporting MOH to fulfil EC country conditionalities for accessing ESI funds (8 regional masterplans for health services reorganisation based on the national strategy)
- EIAH Advisory Services Agreement with the MOH, to support the preparation of three regional hospitals plans and submission of applications for the ESI funds
- Potential support for the implementation (through the EIB Advisory Services)
- Potential loan to cover the difference between the available funds and total final costs



3. Delivering services locally: EIAH partners

Local Hub participating and contributing to knowledge and best practice sharing initiatives. E.g. working groups, discussion fora, web

Knowledge and best practice sharing

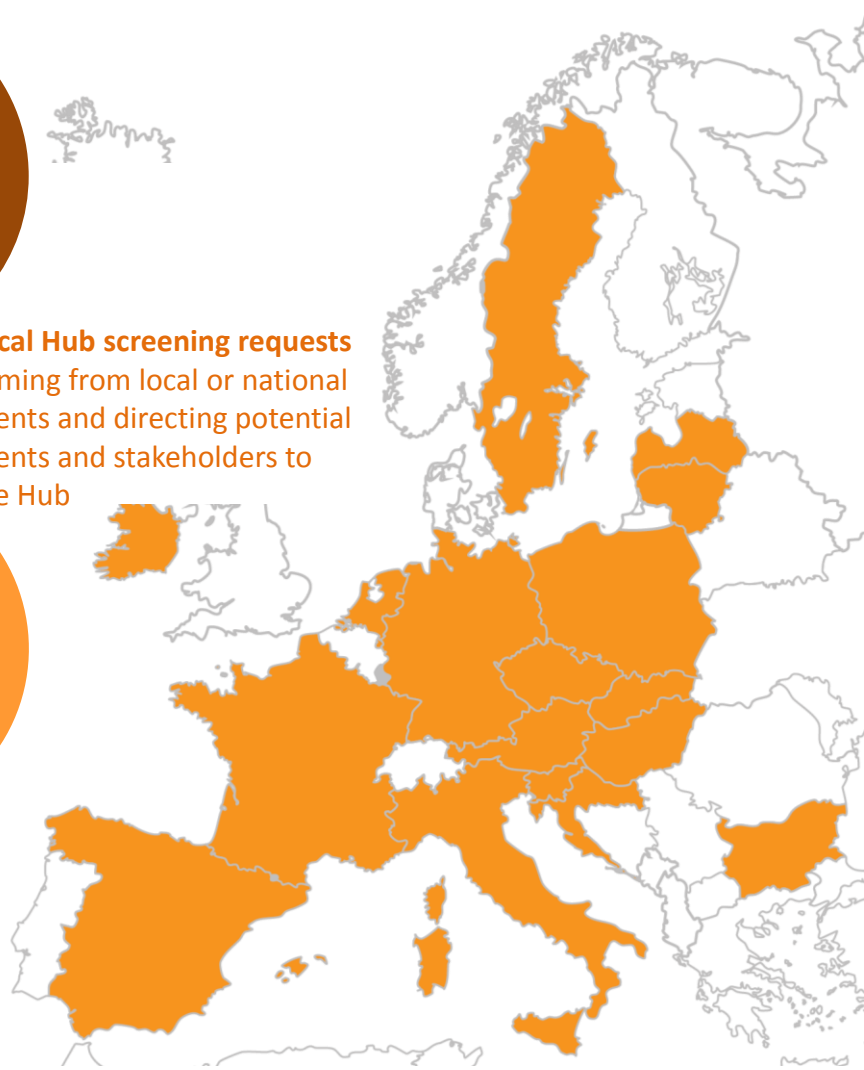
Local point of entry

Local Hub screening requests coming from local or national clients and directing potential clients and stakeholders to the Hub

Delivering services locally

Local Hub to deliver advice locally in areas of expertise not yet served by the core EIAH advisory services

- **20 MoU signed with NPIs from member states**
- **2 EIAH events held in 2016**
- **13 scoping visits with concrete follow up actions for collaboration with each NPI**



Signed MoUs	
SID Bank	SI
Altum	LV
MFB	HU
BDB	BG
HBOR	HR
SBCI	IE
CMZRB	CZ
AWS	AT
SZRB AM	SK
BPI France	FR
CDC	FR
BGK	PL
Invega	LT
Almi	SE
VIPA	LT
ZBP	PL
ICO	ES
CDP	IT
KfW	DE
NIA	NL

4. An instrument to assess market gaps and unmet needs

Through
consolidation of
information on
projects

E.g. investment
platforms

Through
assessments of
policy
implications

E.g. diagnostic of
access to finance
issues for the EC

Through market
studies

E.g. PWC Needs
Analysis

Why?

To **remove barriers** and **identify opportunities**
for new initiatives

FAQs about the Advisory Hub



What is the geo scope of the Hub?

The European Union

Is the Hub only linked to EFSI projects?

No, support will not be limited to projects to be financed by EFSI (and/or the EIB)



Does the Hub provide financing?

The EIAH does not provide financing of any sort. Requests for financing addressed to the Hub are redirected to relevant resources as appropriate.

Who concretely delivers the advisory support provided via the Hub?

Experts of the EIB, its partner institutions and/or appointed external consultants



Does the Hub have local offices?

Currently the Hub operates mainly via the EIB headquarters in Luxembourg and its local offices. A network of local partner Institutions is developing

Is the support provided via the Hub free of charge?

In most cases, yes. A contribution may be requested from private sector beneficiaries in order to align interests and ensure ownership of results



Would you like to know more about the EIAH?



Consult the Hub's
advisory offer

www.eib.org/eiah

Request support from
the Hub

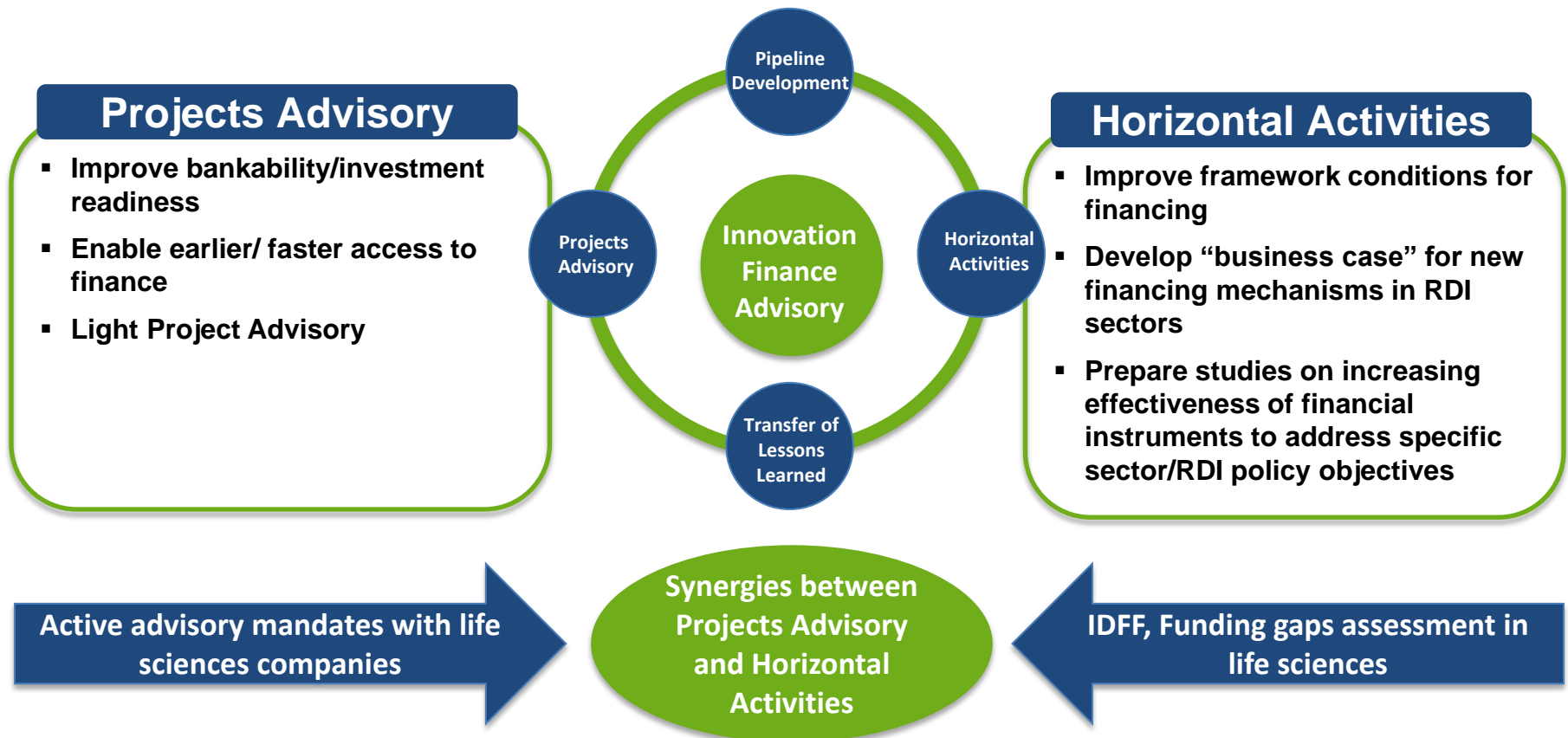
www.eib.org/eiah/contact

Contact the Hub for
more info

eiah@eib.org

Europe's gateway to investment support

1. Optimise access to finance for innovative projects



2. Funding gaps in life sciences R&I – market assessment and consultation conducted by EIB IFA

Scope of work

Medical technologies

Non-medical tech

Medicines

Companion Diagnostics

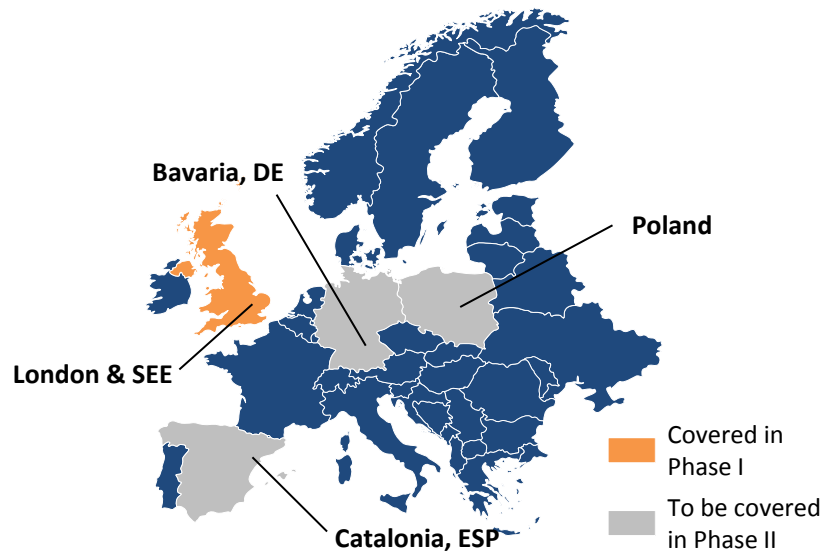
Medical devices

Digital products

e.g. Agritech and veterinary products

Core Focus Limited Assessment Out of Scope

This study focuses on three of Europe’s largest bioclusters - Bavaria, Catalonia & UK and one developing biocluster (Poland)



UK analysis completed in Phase I, findings as basis for further analysis in other geographies.

Key findings from the first phase of work

Three factors underpin the financing challenge in London and the South East of England

- 1 **Average investment size is too low**
 - There is a **lack of follow-on venture capital** investment (C-D) preventing SMEs from growing
 - Limited investment forces **companies to focus on only one or two** lead products at a time
- 2 **Investment periods are too short**
 - There is a **mismatch** between investment periods and product development times
 - There has been a **recent emergence of “Evergreen funds”**, however they are few and far between
- 3 **Investment is limited to select therapeutic areas**
 - There is a **“pack mentality”** where the same small group of investors co-invest in similar TAs
 - Investment flows to therapeutic areas with **better “exit potential”**

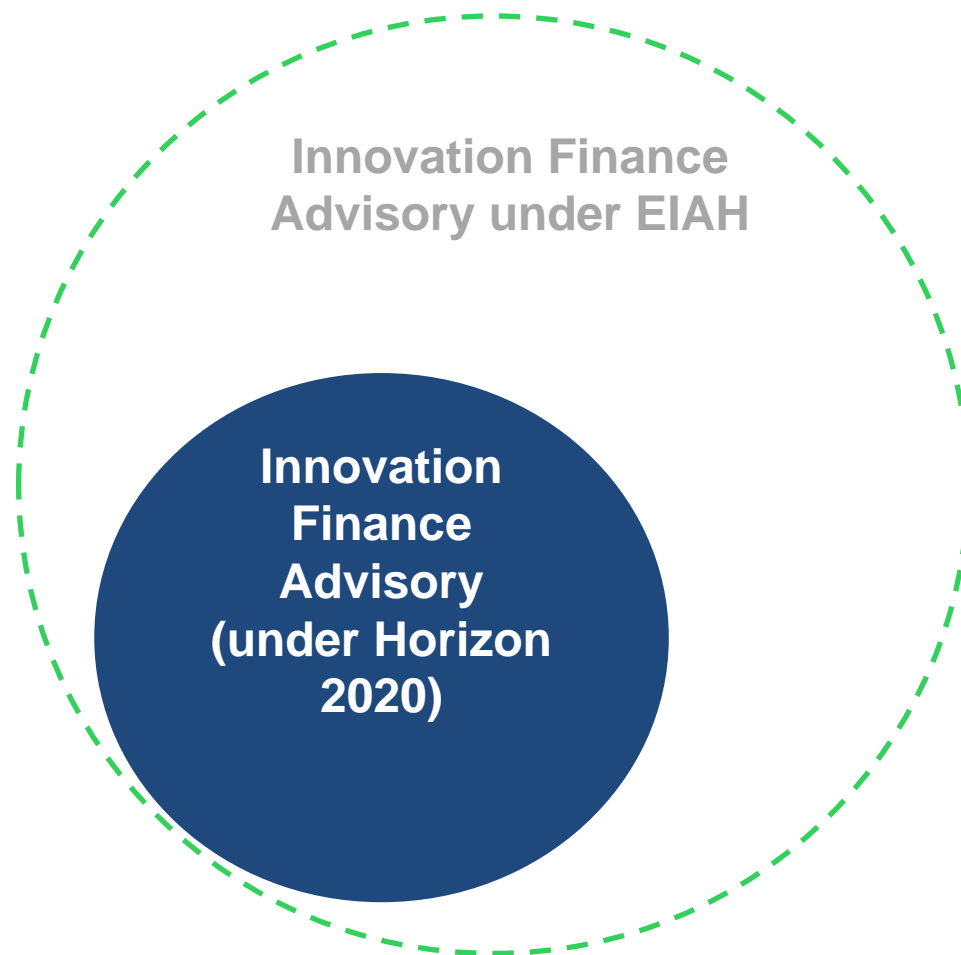
Estimated c. GBP 11-14bn funding gap within innovative life science R&D in London and the South East of England for 2016 - 2020

Would you like to know more about Innovation Finance Advisory?

Broad eligibility and leverage of other relevant expertise will allow for enhanced impact on innovation

Innovation Finance Advisory:

- **Assess investment readiness and bankability**
- **Recommend suitable financing options**
- **Propose key next steps to prepare for possible due diligence**



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<http://www.bei.org/products/advising/innovfin-advisory>