



Financing the deployment of innovative technologies

Fuel Cells and Hydrogen Joint Undertaking Stakeholders' Forum 2016

Brussels, November 23rd, 2016

The EIB: the EU bank



- Natural financing partner for the EU institutions since 1958
- EUR 78bn lending in 2015 (signature)
- Around 90% of lending is within the EU
- Shareholders: 28 EU Member States
- Largest multilateral borrower and lender in the world

Investing in Europe's growth

We focus on our **key priorities**



ENVIRONMENT

EUR 19.6bn



INFRASTRUCTURE

EUR 19.1bn



INNOVATION

EUR 18.7bn



SMEs

EUR 28.4bn

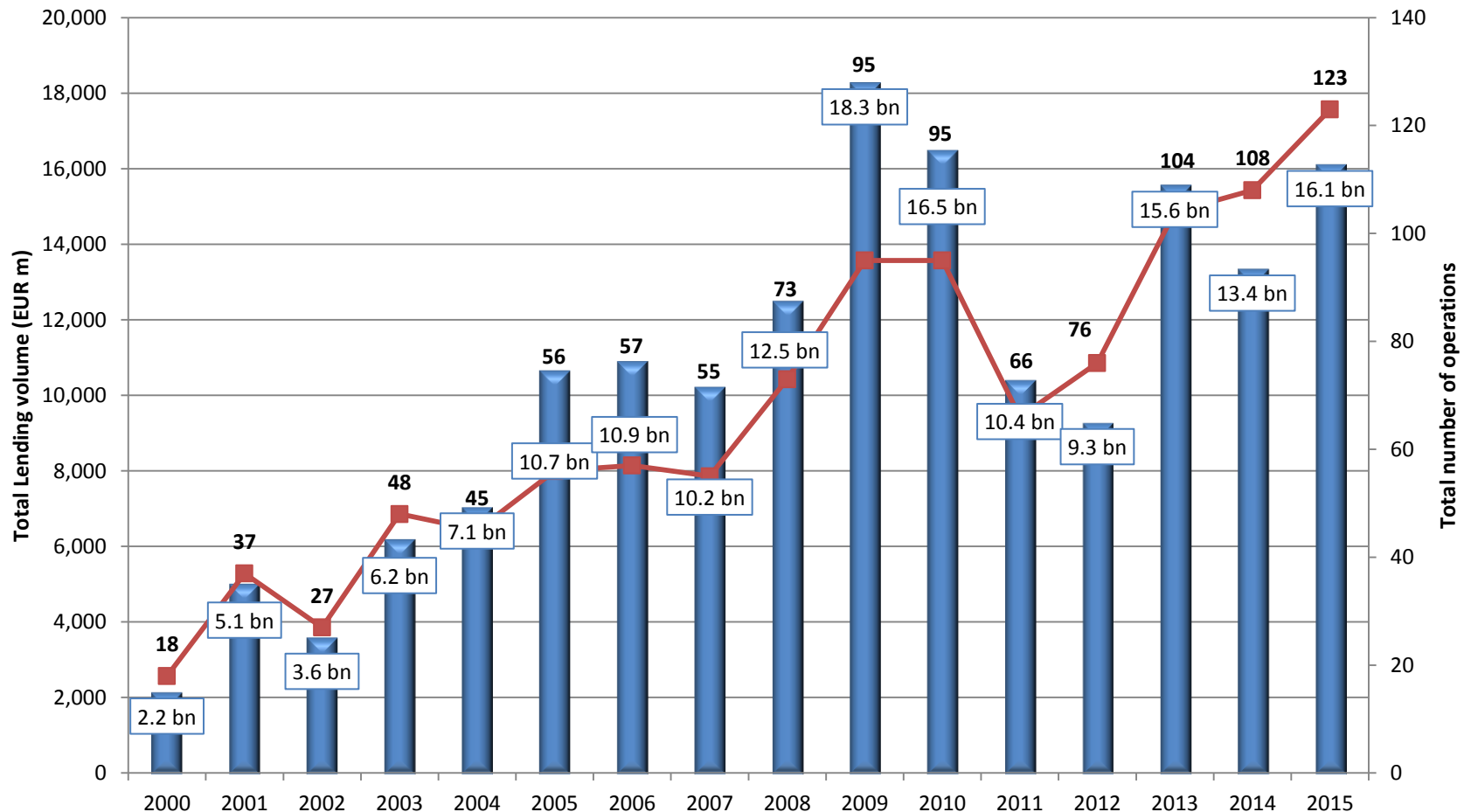
EIB Group (EIB and EIF)

EIB supports sound and sustainable projects furthering EU policy objectives



EIB lending for innovation is reaching a larger number of (smaller) projects

Total Lending in Innovation 2000-2015: EUR 168 bn



EIB supports FCH-technology projects

R&D

Typically corporate-level risk

Corporate finance and standard loans

Development of

- catalysts / catalysed components for FCH applications
- FCH technologies for domestic heating
- FCH powertrain systems for automotive applications
- FCH systems for decentralised power generation and marine applications

Full Scale
Technology
Deployment

Typically project-level risk

Specific financial instruments

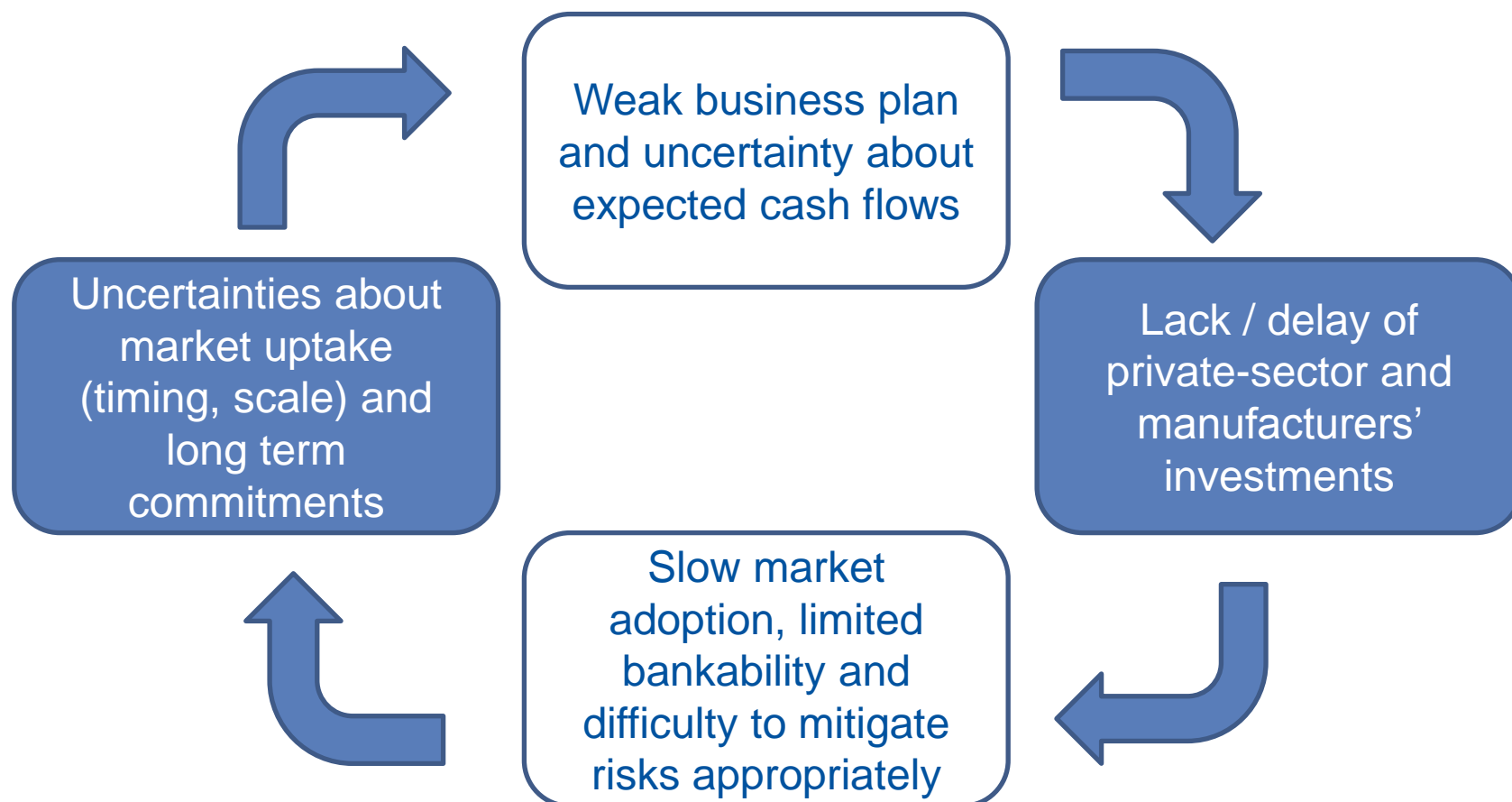
Need for sound business case, project structure, far-end strategy

Financial and / or technical advisory for potential deployment

- HRS network for FCEVs
- FCH bus system for regional transport

Deployment of ***FCH-powered trolley bus pilot fleet for urban transport***

Traditional *lending instruments* often inadequate also due to slow and uncertain market uptake and limited visibility



EIB financial and advisory instruments may support sound projects for the deployment of innovative technologies and FCH

LENDING

Direct / Bank
Intermediated Loans

BLENDING

InnovFin – EU
Finance for Innovators

European Investment
Advisory Hub

Equity

EFSI – European
Fund for Strategic
Investments

Technical Assistance

Structured Finance

Instruments Blending
Other Sources of
Investment

A clear regulatory framework and coordinated initiatives to aggregate demand and build-up the market will facilitate financing of FCH technologies deployment ...

Clear and coordinated regulatory framework

- **Concerted decisions** / policy choices
- **Predictability** over the long-term
- **Lower regulatory / administrative barriers** to investments

Coordinated initiatives within and across countries to build scale of demand

- **Coordination and aggregation** of smaller projects into larger ones
- **Build-up of a larger market** on a macro-regional scale (critical mass, attract investments and financing)
- Aligned deployment in small markets / segments – e.g. ***local/regional transport***
- **Coordinated initiatives:** public/private, across industries and technologies

... together with public funding visibility and commitment, targeted guarantee schemes, specific measures in public procurement and tenders

Visibility and long-term commitment on public funding & grants

- **Visibility and commitment from “*time 0*”** about the total budget

Specific public guarantee schemes to address the market risk

- Development of **public / EU guarantees** to address and mitigate the specific market risk associated with these technologies

“Pricing” the external benefits (public procurement and public tenders)

- Policy support to innovative technologies delivering wider economic benefits to be consistently “priced” (weightings/points) in **public tenders / procurement**

Thank you for your attention!

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