



# Project Development Assistance (PDA)



European  
Investment Bank



# EIB: the EU Climate Bank

## One of the world's largest multilateral lenders and borrowers

- 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 supported

## Headquartered in Luxembourg

- Around **4,273 staff**: In addition to finance professionals, we have engineers, economists and socio-environmental experts
- Local offices = **60** around the world

## Objectives as the EU Climate Bank

- Invest **€1 trillion in climate action and environmental sustainability** in the critical decade from 2021 to 2030
- Increase the share of financing dedicated to climate action and environmental sustainability to reach **50%** by 2025
- **Align all financing activities** with the principles and goals of the **Paris Agreement**



Partner of choice to  
many cities and regions  
for over 60 years



Leading provider  
of climate finance



Governed by the  
**EU Member  
States**

# Priority Areas for the EIB



**Digitalisation and technological innovation**



**Climate and environmental sustainability**



**Security and defence**



**Social infrastructure**



**Small and medium sized enterprises**



**Capital Markets Union**



**Cohesion**



**High-impact global investments**



**Climate funding**

**€51**  
billion

**Digitalisation & technological innovation**

**€14**  
billion

**Agriculture & bioeconomy**

**€6**  
billion

**Cohesion policy**

**€38**  
billion

# EIB Product Service and Offering



## LENDING

**Loans:**  
EIB financing,  
including co-  
financing of  
projects

**Diverse offering** also  
includes Guarantees,  
Equity participation



## BLENDING

**Combining**  
EU grants with  
EIB loans and  
financial  
instruments

**Amplifying impact of**  
EU and MS budget  
resources



## ADVISORY

**Advisory**  
capacity building  
and project  
preparation,  
accelerates  
investment

**Financial & technical**  
support

# EIB Advisory Services

*Trusted and independent support at every stage of the project lifecycle*



**From building an enabling environment...**

## **Upstream facilitation**

- Policy programme development and support
- Market studies
- Preliminary project eligibility assessment



**...through project planning and preparation...**

## **Preparation**

- Technical advice
- Financial advice, including structuring and business plan development
- Engagement with external consultants with specialist expertise



**...to high quality projects on the ground**

## **Implementation**

- Advice on project implementation
- Enhanced monitoring

**503**

*new advisory assignments in 2024*

**€40bn**

*financing supported*

**€197bn**

*of investments mobilized through EIB-supported projects*

## **How it works:**

- ✓ Technical and financial expertise developed over more than a decade in a broad range of sectors and policies
- ✓ Delivered by EIB experts and network of local partners and consultants
- ✓ Free of charge (subject to certain conditions depending on the mandate applicable)

# What is PDA?

The Innovation Fund includes a dedicated **Project Development Assistance (PDA)** to improve the “maturity” of projects for subsequent applications

“**Maturity**” refers to selection criterion C in Art. 11 of the Delegated Regulation of the Innovation Fund: *“Project maturity in terms of planning, business model, financial and legal structure as well as project of reaching the financial close within a predefined period of time not exceeding four years after the award decision”*

Art. 13 of the Delegated Regulation states that the following activities may be funded by way of PDA:

- (a) improvement and development of a project documentation, or of components of the project design with a view to ensuring the sufficient maturity of the project*
- (b) assessment of the feasibility of the project, including technical and economic studies*
- (c) advice on the financial and legal structure of the project*
- (d) capacity building of the project proponent*

## EIB and PDA?

EIB is mandated by the European Commission to implement the PDA

EIB Experts deliver financial and technical advisory support to PDA Beneficiaries

PDA should particularly **benefit small-scale projects and projects in lower-income Member States** to help ensure a geographically balanced distribution of the Innovation Fund support

PDA is accessible to both large and small-scale projects and can **enhance their chances of reaching financial close and commencing operation**

# Bespoke Services to Meet a Wide Range of Needs

## 1 Independent reviews

- Technology assessment: verification of key technical parameters of the project
- CAPEX & OPEX review
- Market analysis review
- Pilot project review and scale-up risk assessment

## 2 Additional Studies

- Business case modelling
- Market research
- Life Cycle Assessment (LCA)

## 3 Financial Modelling

- Review of the existing financial model
- Development of a bank-standard financial model

## 4 Other Financial Advisory

- Business plan assessment
- Corporate strategy guidance
- Advice on fundraising strategy
- Support with equity pitch documentation



### Benefits of Advisory support

- ✓ It guides project promoters to suitable EIB Group products or EU blended finance facilities
- ✓ **Enhances project bankability**
- ✓ **Maximises prospects of EIB financing** and/or third-party investment
- ✓ **Connects promoters with market players**
- ✓ Accelerates the possibility of financial close

# Examples of Project Advisory Support

## TECH ASSESSMENT

TECH	PHOTO	DESCRIPTION	STATUS
TECH 1		TECH 1 description	STATUS
TECH 2		TECH 2 description	STATUS
TECH 3		TECH 3 description	STATUS
TECH 4		TECH 4 description	STATUS
TECH 5		TECH 5 description	STATUS

## RISK EVALUATION



## FINANCIAL MODELLING, SENSITIVITY SCENARIOS, INVESTOR PACKAGE



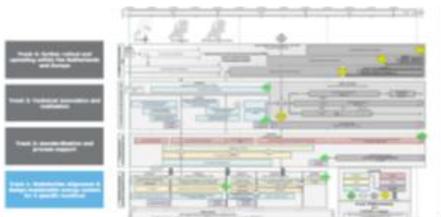
## COMPETITIVE ASSESSMENT

COMPETITOR	DESCRIPTION	STATUS
COMPETITOR 1	COMPETITOR 1 description	STATUS
COMPETITOR 2	COMPETITOR 2 description	STATUS
COMPETITOR 3	COMPETITOR 3 description	STATUS
COMPETITOR 4	COMPETITOR 4 description	STATUS
COMPETITOR 5	COMPETITOR 5 description	STATUS

## MARKET DEMAND

MARKET	DEMAND	STATUS
MARKET 1	MARKET 1 demand	STATUS
MARKET 2	MARKET 2 demand	STATUS
MARKET 3	MARKET 3 demand	STATUS
MARKET 4	MARKET 4 demand	STATUS
MARKET 5	MARKET 5 demand	STATUS

## PROJECT PLANNING



## FINANCIAL PROJECTIONS

YEAR	REVENUE	COSTS	PROFIT
2023	REVENUE 2023	COSTS 2023	PROFIT 2023
2024	REVENUE 2024	COSTS 2024	PROFIT 2024
2025	REVENUE 2025	COSTS 2025	PROFIT 2025
2026	REVENUE 2026	COSTS 2026	PROFIT 2026
2027	REVENUE 2027	COSTS 2027	PROFIT 2027

## SWOT ANALYSIS

STRENGTHS	WEAKNESSES
STRENGTH 1	WEAKNESS 1
STRENGTH 2	WEAKNESS 2
STRENGTH 3	WEAKNESS 3
STRENGTH 4	WEAKNESS 4
STRENGTH 5	WEAKNESS 5

## ORGANISATION & LEGAL STRUCTURE



# Criteria for projects to be considered for PDA support

- ✓ Following an application to an IF Call for Proposal, those that are not selected for funding and proposals that fail to reach the threshold for any of the project maturity sub-criteria will be proposed for PDA if they:
  - ✓ Give their **consent** in the application form
  - ✓ respect at least the **minimum requirements** for '**GHG emission avoidance**' and reach the **minimum thresholds** for '**Degree of innovation**' and '**Replicability**' (if applicable in accordance with the evaluation in cascade).

*The purpose of PDA is to increase the project's maturity based on specific recommendations with limited time and budget*

*Projects that receive PDA support can reapply to subsequent IF calls*

Overall responsibility for the success of a project remains with the Promoter

# Advisory mandates and application streams

## **INVESTEU**

- Promoting innovation and sustainable investment
- Advisory support for market development and project level advisory services in sustainable infrastructure, research, innovation and digitisation, SME and social investment
- Supporting projects with the aim of securing EIB financing

[Home \(europa.eu\)](https://europa.eu)

## **INNOVATION FUND**

€40bn grant scheme supporting **manufacturing, production and use in energy intensive industries, renewables, energy storage, CCUS, buildings & mobility** projects within the EU

Two application streams:

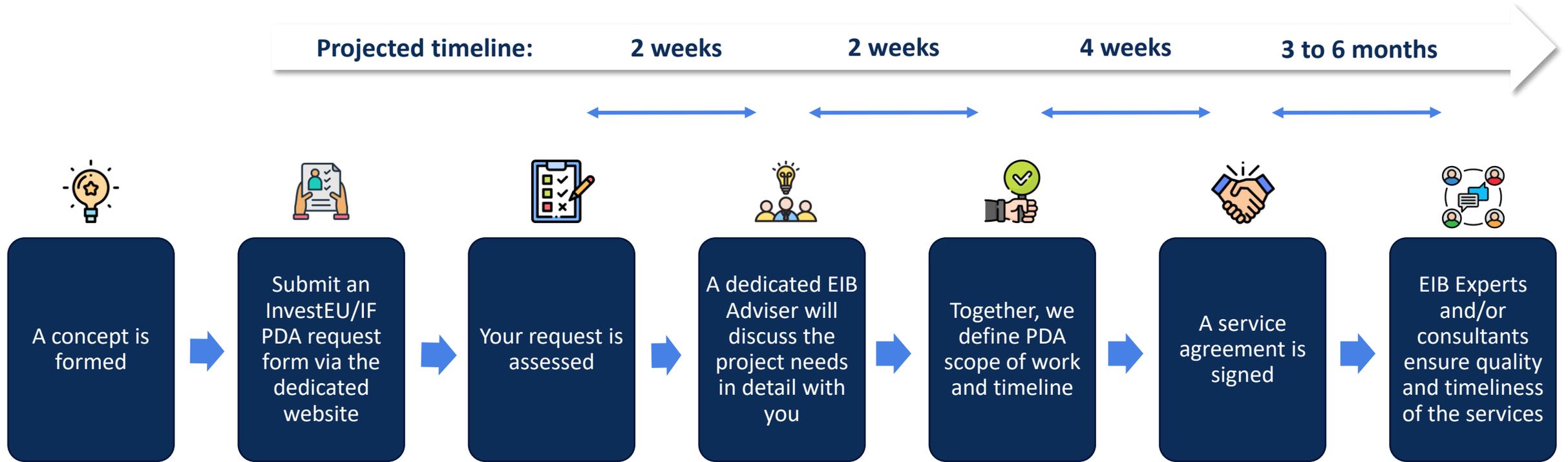
- Application to the IF grant - projects that do not fulfill all of the award criteria are automatically considered for PDA
- Direct requests to EIB Advisory Services – irrespective of any desire to apply to the IF grant scheme

**In all cases, eligibility for the Innovation Fund grant scheme is a prerequisite for consideration.**



[Innovation Fund \(europa.eu\)](https://europa.eu)

# Steps to Obtain Advisory Support



**Innovation Fund**  
**InvestEU**

**Entry route for Open PDA requests**  
- it is ok to be unsure as to whether financial or technical PDA, or both types are relevant for your project

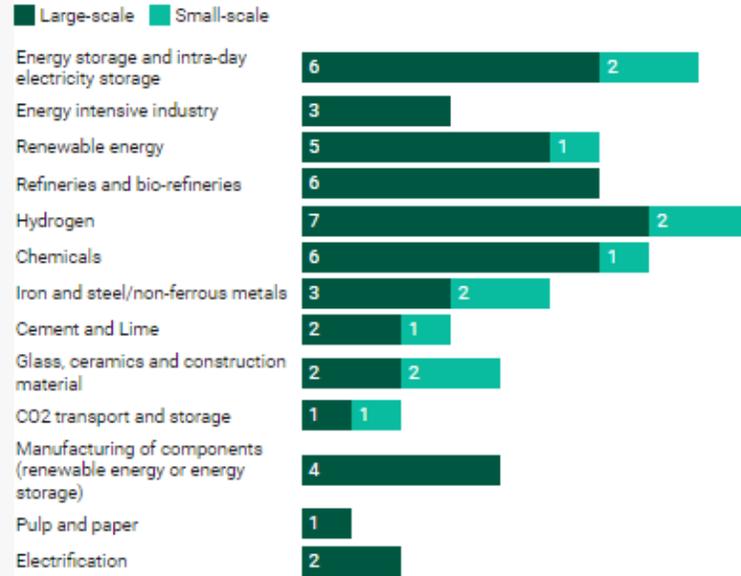
**Promoters are required to be:**

- ✓ Engaged
- ✓ Responsive, and
- ✓ Committed

# Overview of Projects Awarded

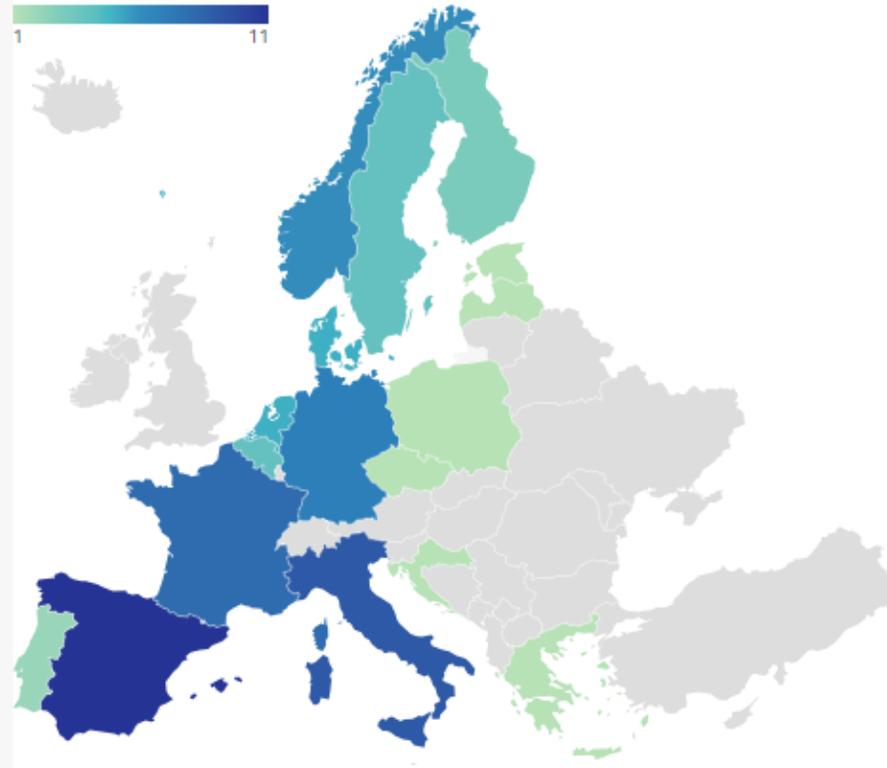
## By the numbers

### Number of projects that received project development assistance



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### Our project development assistance across the European Union



Created with Datawrapper

**69**  
projects  
awarded  
PDA since  
2021

For Open PDA queries & requests, contact us at:  
[innovationfund@eib.org](mailto:innovationfund@eib.org)

THANK YOU



European  
Investment Bank | Group