



Financing & Advisory Opportunities for Innovative Cleantech

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Cleantech @EIB

A partner of choice for the commercialization of innovation and deployment of climate solutions

- Some of the most promising European companies (start-ups, SMEs) **struggle to find reliable investor partners** at a time they need them the most: early commercialization and deployment.
- Since 2016 the EIB has been a partner of choice for impact investments, with c. **EUR 1bn of signatures** supporting the commercialization of innovation in cleantech across the EU.
- With the support of the European Commission, the EIB offers **venture debt products that enable EU innovators to grow their business.**
- In addition, EIB has integrated its product offer to follow the growth of innovators, **from early seed investment, to corporate & project finance.**

Cleantech@EIB: Policy Areas

Energy



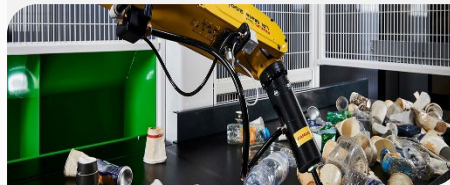
- ▶ Renewable energy technologies (wave, PV, floating wind, biomass, etc)
- ▶ Energy storage, demand response and smart-grid solutions

Mobility



- ▶ New and adapted transport infrast. and services (e.g. charging networks, drone delivery)
- ▶ Alternative fuels for HGV, Maritime and Aviation – Green H2 and Methanol
- ▶ Digitalisation of the transport sector and manufacturing of green mobile assets

Circular Economy



- ▶ Sustainable end-product, by-product and waste product recycling
- ▶ Key sectors incl. textiles, plastics, packaging, ICT, batteries, vehicles, construction materials, food, water, nutrients and energy equipment

Bio Economy



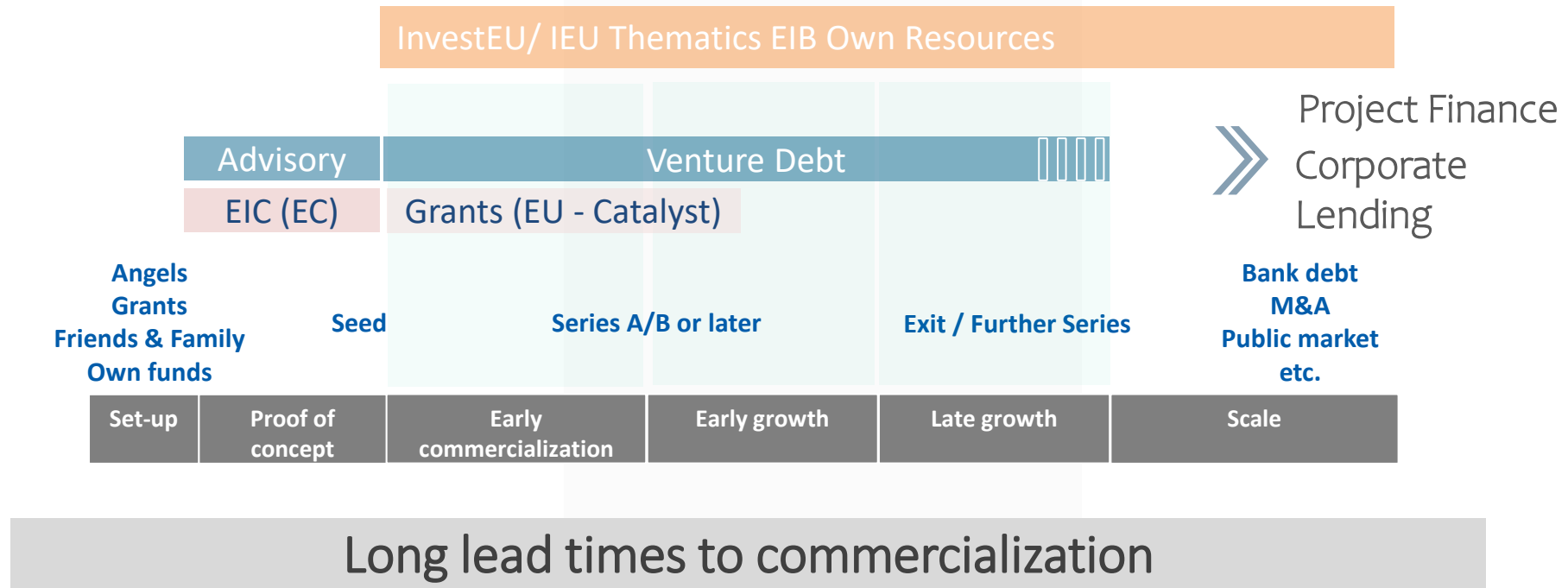
- ▶ Sustainability and climate mitigation in food production and supply chains, agriculture, farming, forestry and blue economy

Low Carbon



- ▶ Carbon reduction for energy intensive heavy industry
- ▶ Innovative renewable energy and alternative fuels solutions, CC(U)S, and innovative energy storage applied to energy intensive industries

EIB Cleantech Product Toolkit



EIB Cleantech Product Toolkit: Venture Debt

VENTURE DEBT



EIB Venture Debt is a **loan with the pricing linked to the performance of the company**.

It typically finances the growth stage of a startup / midcap. At the same time, the higher risk is often correlated with a significantly **higher potential return**.

- A **flexible financial instrument** that can adapt to different stages in the lifecycle of a company, from early commercialization to late growth
- **Complements and signals** to further catalyze private market financing
- At the same time, the higher risk is often correlated with a significantly higher potential return.



The venture debt product developed by the Bank has become a flagship equity financing instrument.

→ Standard product with excellent market reception and high visibility in the media.

Direct financing of highly innovative companies.



→ Finances R&D activities , as well as the early commercialization phase and commercial roll-out for specific target sectors and supports highly skilled jobs.

Bridges market financing gap from the growth commercialization and growth stage



→ There is limited private financing available in the EU for this stage due to the high risk, long term and significant capital required, leading many companies to seek US / Asian investors.

Showcases EIB's and EU's strategic priorities



→ With selected investments into strategic new technologies, such as Artificial Intelligence, robotics, Industry 4.0, biotech, drug discovery, clean energy, cleaner transport, circular economy, bio-economy, CCU(S).

Allows active and targeted geographic diversification across the EU



→ In contrast, the private venture capital market targets only less risky countries.

EIB Cleantech Product Toolkit: Project Finance

PROJECT FINANCE



Key Terms

- Minimum EIB ticket of EUR 40m
- Senior Debt + DSRF
- Tenor and main structural terms aligned with commercial lenders
- Lower EIB margin
- Borrowers: HoldCo or SPV(s) with cross-collateralised Cash Flows in case of portfolio

Term PF Facility – entirely financing the project on a **long term** basis

Hard or Soft Mini Perm - **medium term** loan, foreseeing refinancing of the PF debt at the maturity of electricity hedging agreement(s)

Bridge Construction Facility – **short term** construction loan to support construction upon Ready-to-Build (e.g. Build-and-Sell)



Up to 50% of the project financing

The remainder financed by other funders (commercial banks, investment funds, national promotional banks)



Visibility and quality mark



Favourable pricing conditions



Various types of structures

In alignment with other funders



Crowd-in effect of other funders



Key player in environmental and social projects



Successfully worked on

Onshore solar PV and wind plants, Offshore wind plants, Biomass plants, Large scale battery plants, Hydrogen storage plants, Climate adaptation dams (PPPs), Hospitals (PPPs), Universities and school campuses, Social and affordable housing, Water infrastructure, High speed railways (PPPs), Cargo and passengers rolling stocks, other transportation infrastructure, Fiber networks expansions, other digital, infrastructure, Highways and roads (PPPs)

Project Finance structures supporting cleantech projects

Battery Gigafactory

Northvolth

EUR 400m for construction of lithium-ion (Li-ion) battery cell manufacturing facility with a capacity of 16 GWh

10-year tenor



Battery storage financing

105MW lithium ion battery storage asset

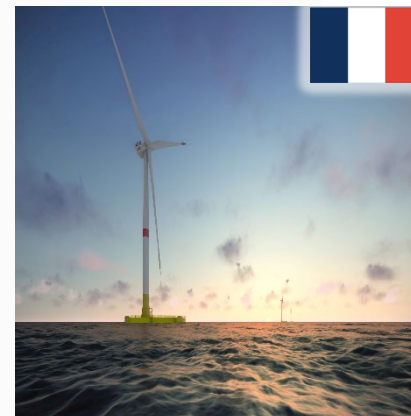
Project under EDP mandate

Offshore financing

EUR 450m for two offshore wind farms for an overall capacity of 978MW

21-year tenor

20-year PPAs in place



Offshore floating financing

EUR 210m for three offshore floating wind farms in the Mediterranean Sea

21-year tenor



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