EUROPEUM
INSTITUT PRO EVROPSKOU POLITIKU
INSTITUTE FOR EUROPEAN POLICY

E-MOBILITY
PLATFORM.CZ

CEE GTI
Central & Eastern Europe
Green Transport Initative

E-mobility:
An OPPORTUNITY for Central-Eastern Europe

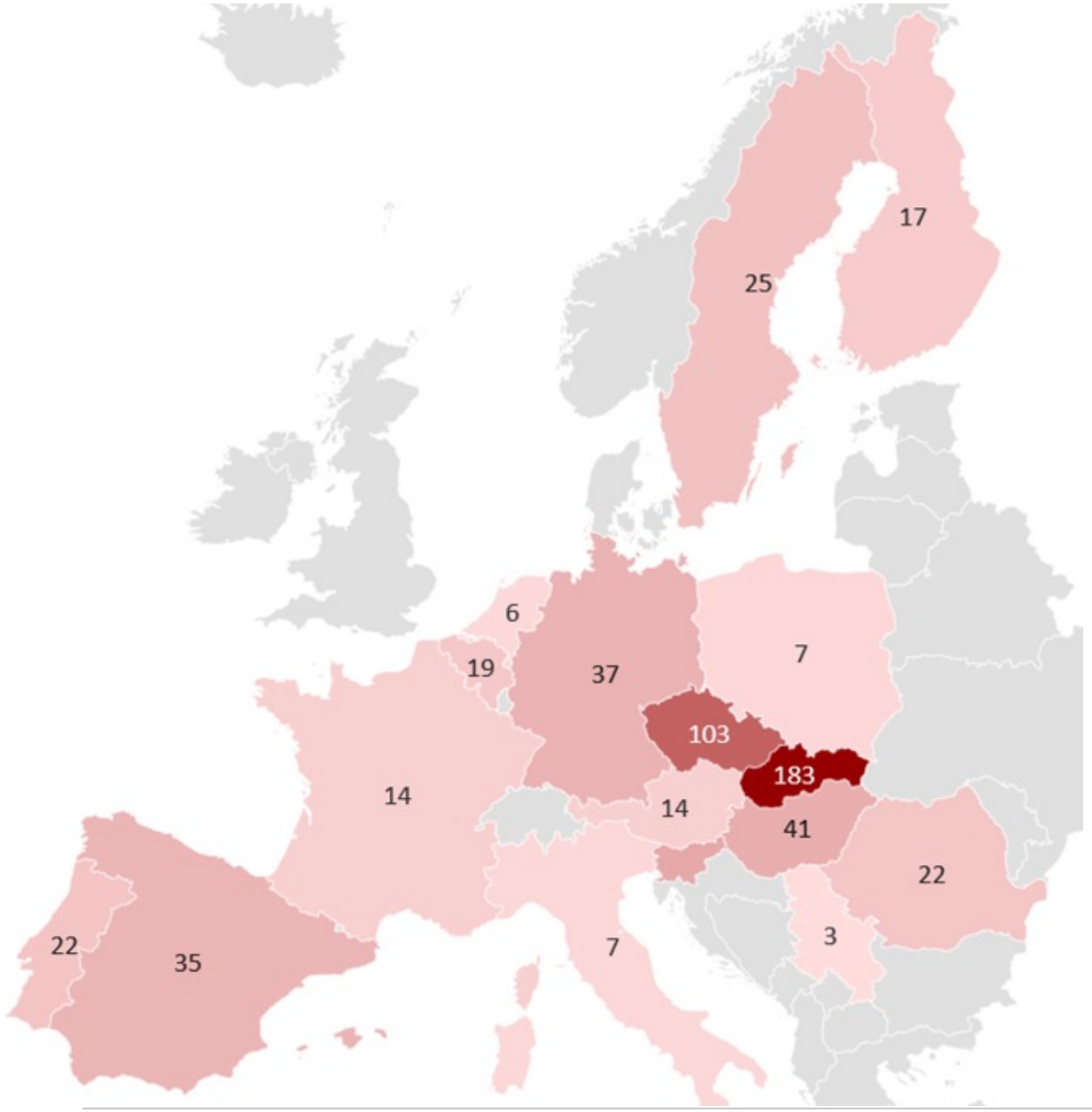
With the support of European Commission Representation in the Czech Republic, EIT Urban Mobility and CEENERGYNEWS.

Introductory remarks

- **Monika Ladmanová**, Head of the European Commission Representation in Czech Republic

- **Maroš Šefčovič,** Vice-President for Inter-institutional Relations and Foresight, European Commission

- **Eduard Muřický,** Deputy Minister for Industry, Entrepreneurship and Construction, CZ Ministry of Industry and Trade



2021 passenger cars - produced cars per 1000 citizens

Per capita production 3 183

How many passenger cars are produced per 1000 citizens in the European countries?

Slovakia is the absolute leader, Czechia takes second.

These two countries also already produce many electrified vehicles.

Country	Share of BEVs and PHEVs in production
Czechia	11%
Slovakia	16%

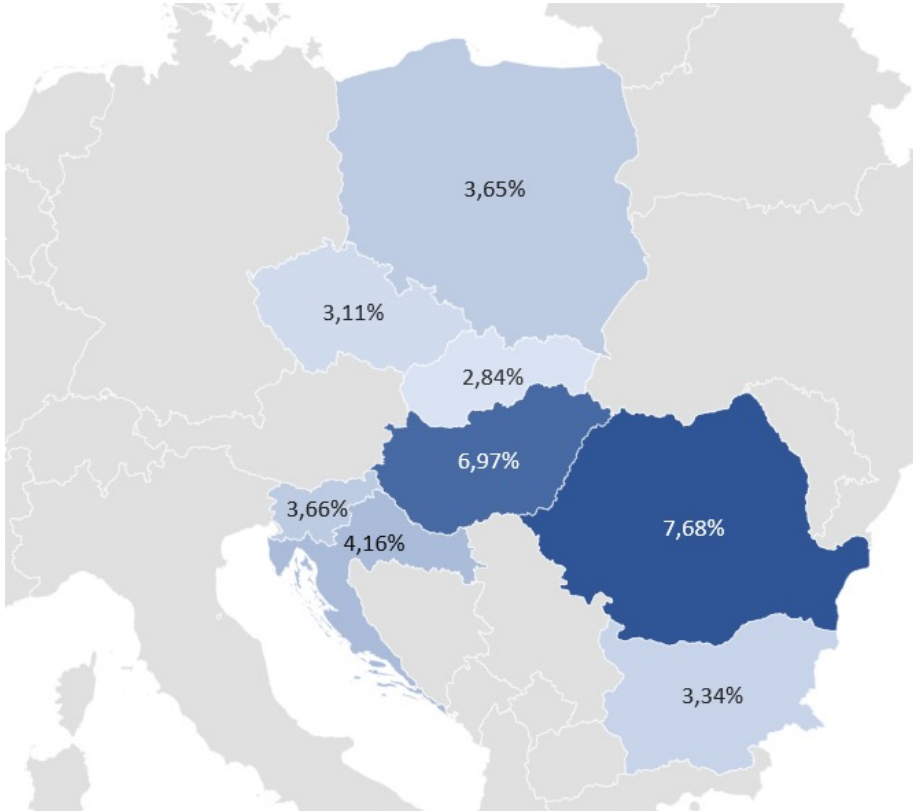
Source: OICA, EAFO, AutoSAP, SEVA, data retrieved 10/2022

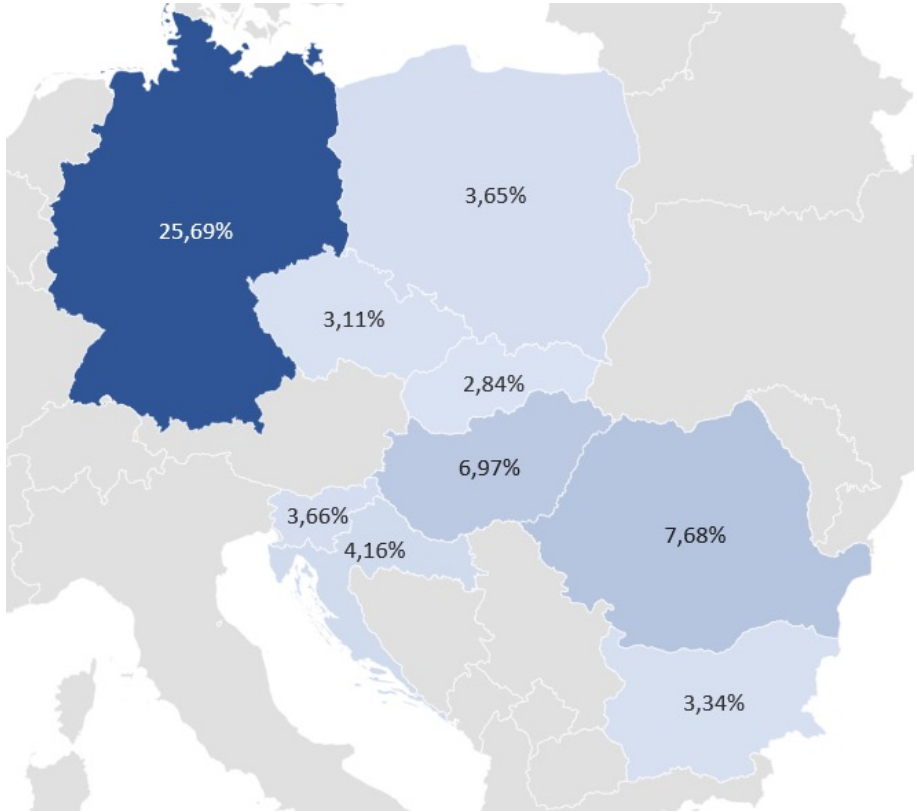
EUROPEUM INSTITUT PRO EVROPSKOU POLITIKU INSTITUTE FOR EUROPEAN POLICY

E-MOBILITY PLATFORM.CZ

CEE GTI Central & Eastern Europe Green Transport Initative

What was the market share of BEVs and PHEVs in the 2021 sales of passenger cars? From the CEE region, Romania takes the lead. What if we compare it to Germany?





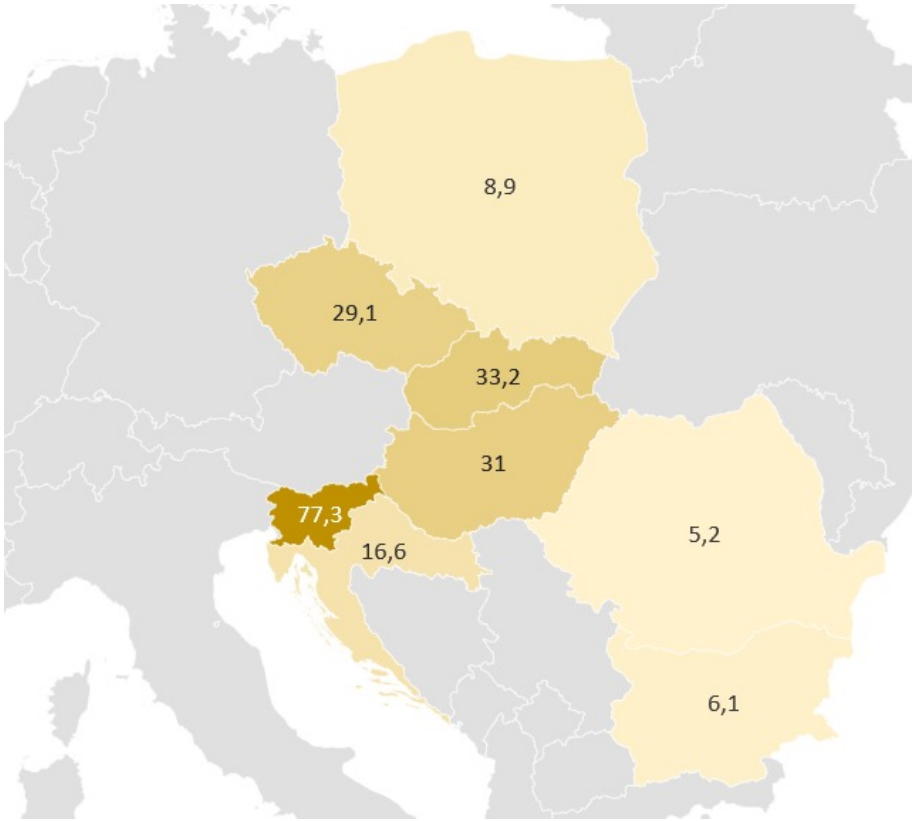
Source: EAFO, data retrieved 10/2022

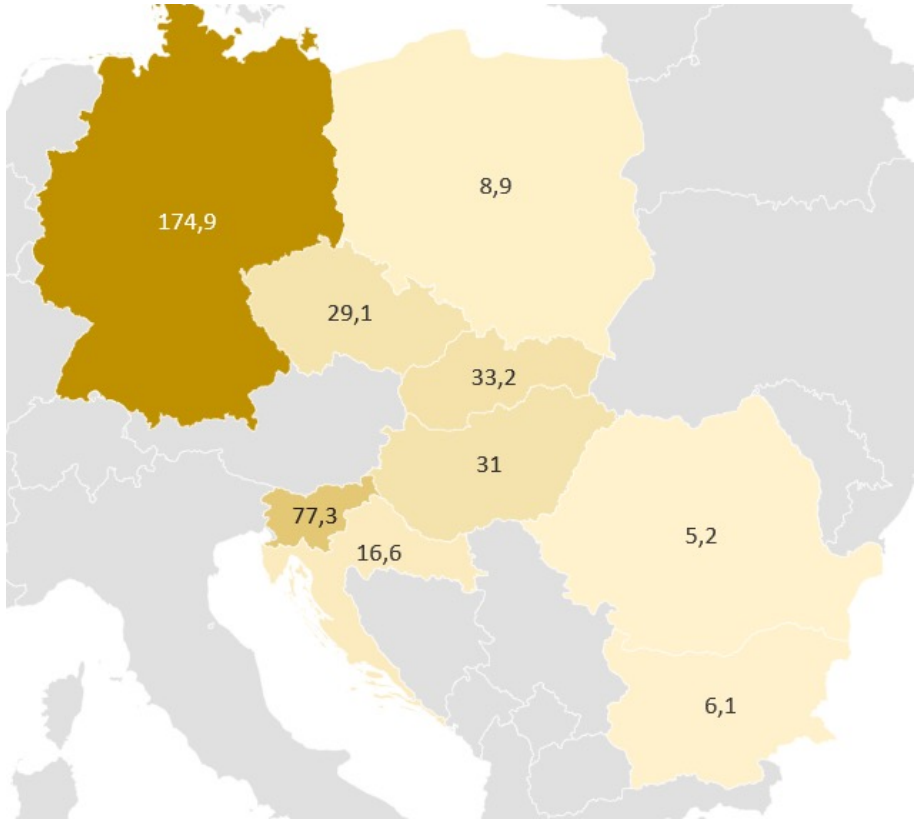
2021 market share of BEVs and PHEVs

Market share 2021

2,84% 7,68%

How dense was the public charging point infrastructure in 2021 per 1000 square kilometer? V4 countries seem to be equal with the exception of Poland. Germany is far ahead.





Source: EAFO, data retrieved 10/2022

2021 public charging point density

Public charging points per 1000 square kilometer

5,2 77,3

Case Studies from CEE Region

- **Tomáš Dzurilla,** Chairman of the Board, Czech E-mobility Platform
- **Patrik Križanský,** Director, Slovak Electric Vehicle Association
- **Aleksander Rajch,** Deputy Director, Polish Alternative Fuels Association
- **Rudolf Matúš,** Coordinator of External Affairs, Škoda Auto

- *Moderated by:* ***Aneta Zachová,*** *Editor-in-Chief, EURACTIV.cz*

E-MOBILITY PLATFORM.CZ

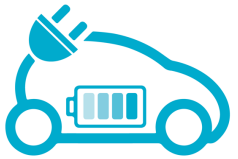
Supporting the Development of E-mobility in the Czech Republic

Tomáš Dzurilla, Chairman of the Steering Committee
E-mobility Platform

Conference E-mobility: Opportunity for Central Eastern Europe
17 Oct 2022

Our members

Mission



Be the single point of contact
for the Government (on any level)
to discuss e-mobility-related topics
through cross-industry cooperation

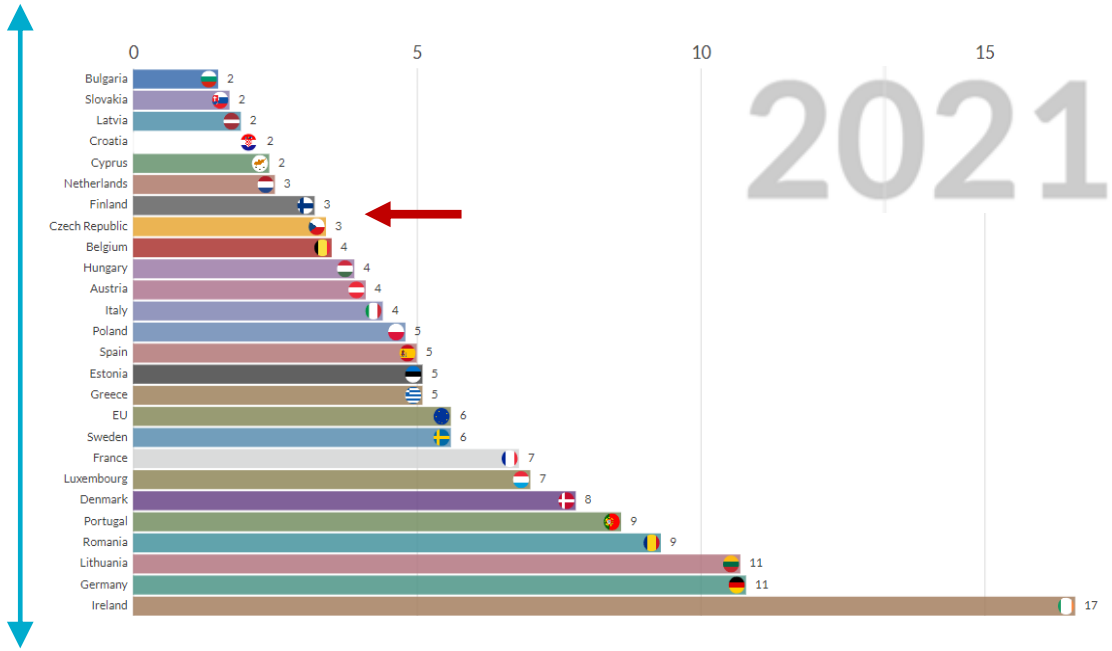
We are a proud member of

Despite relatively dense and robust infrastructure in Czechia…

BEVs per public charging point

[#, 2021]

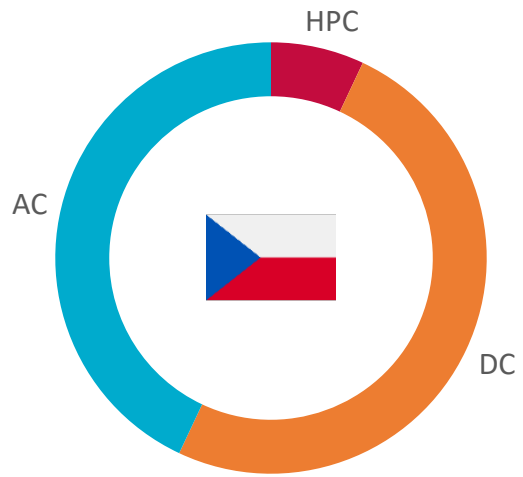
More chargers for 1 electric car



Less chargers for 1 electric car

Structure of the infrastructure in the EU and CZ

[%, 2021]



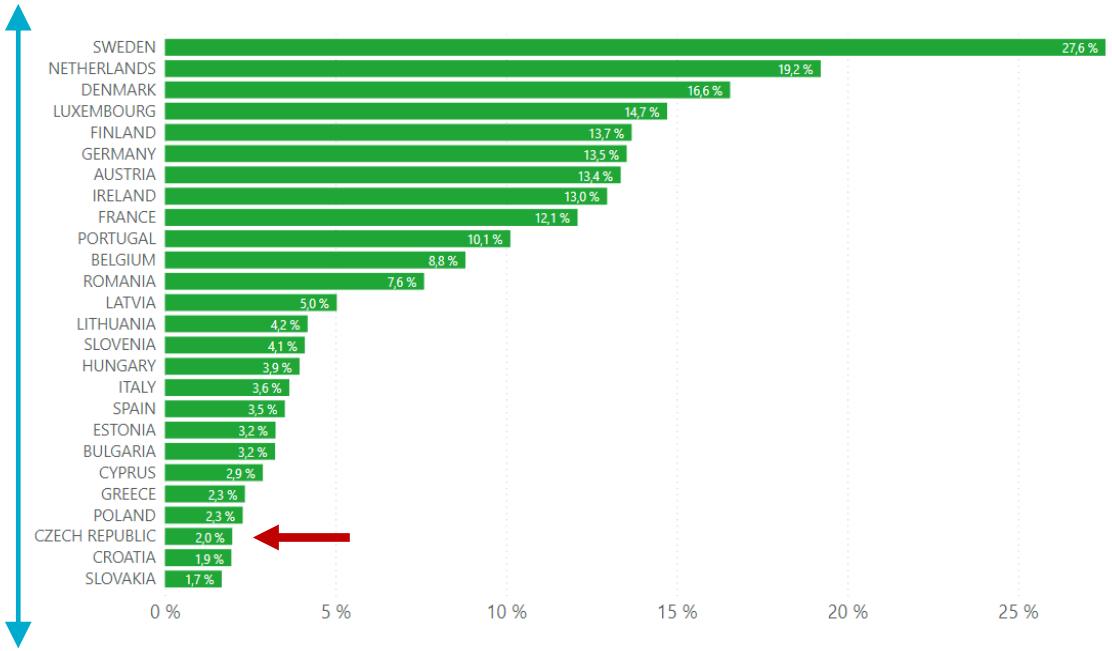
Source: Transport Research Centre, European Alternative Fuels Observatory, European Automobile Manufacturers' Association, Eurelectric

…we are lagging in terms of EV adoption resulting in low utilization of public infrastructure

BEVs in new passenger car registrations

[%, 2021 - 2022]

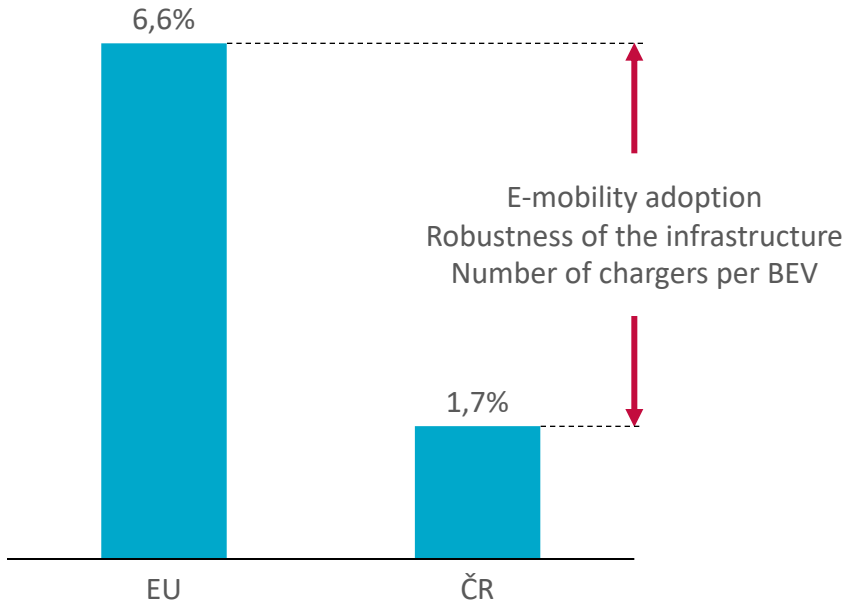
More newly registered BEVs



Less newly registered BEVs

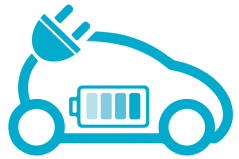
Comparison of the public infrastructure utilization rates

[%, energy utilization, 2021 - 2022]



Source: European Alternative Fuels Observatory (EAFO), Transport Research Centre, ČEZ

What needs to be done? (1/2)



Infrastructure

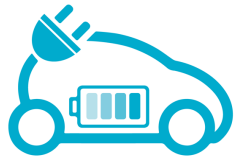
- **5bn CZK (200 mil. EUR)** in Operational program Transport („Operační program Doprava“)
  - **Speedy and effective use**, reflecting **AFIR**
- Harmonise / Simplify / Accelerate **building** and approval **processes**
- Ensure **trouble-free charging**
  - International **roaming**
  - Parking space **marking / Enforcement**

Adoption of EVs

- Increase the **availability of electric cars** for
  - Corporate persons
  - Private persons
  - Government and public fleets
  - Municipalities
- **Boost the market**
  - With the use of **CZ / EU financing mechanisms**

Source:

What needs to be done? (2/2)



Government strategies & Legislation

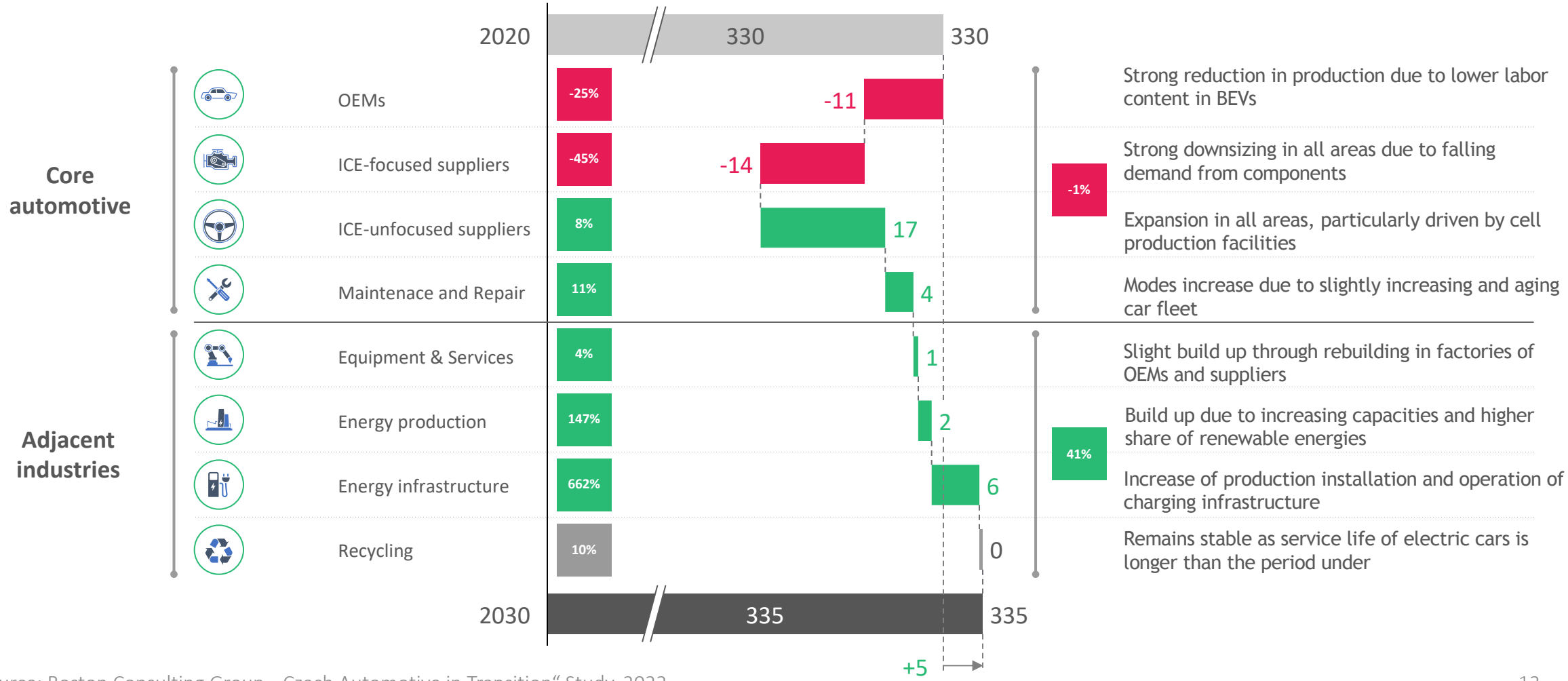
- An ambitious new National **Action Plan Clean Mobility**
  - Preparation (by end 2023)
  - Implementation
- Reasonable **fire safety** norms

R&D, Education, Cooperation

- Support **R&D**
- Update of **curricula**, support **re/up-skilling**
- Face myths, **disinformation**
- **Foster cooperation**
  - National
  - International / EU

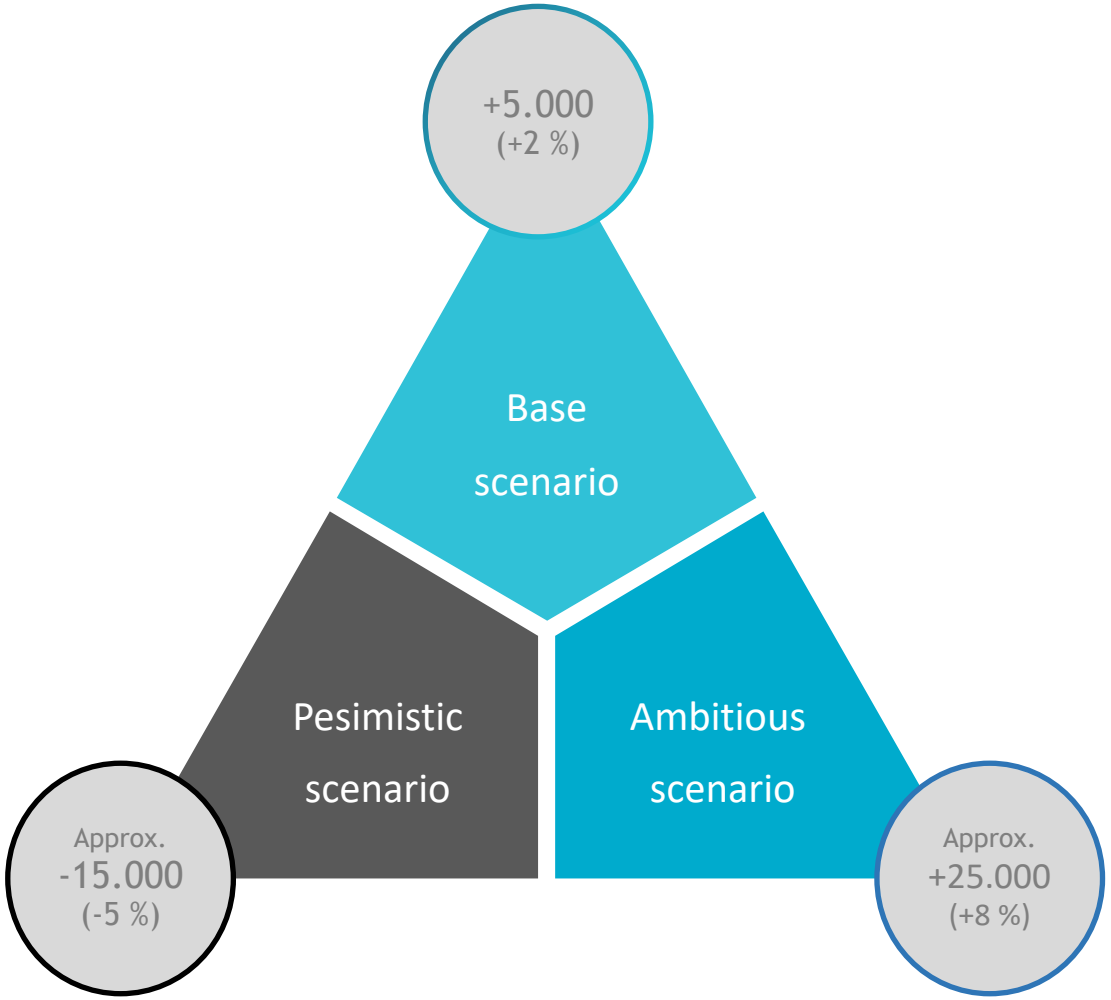
Development of the e-mobility ecosystem represents significant opportunities for the Czech labour market…

Job losses and job gains (in thousands) across different industries



Source: Boston Consulting Group, „Czech Automotive in Transition“ Study, 2022

…IF (!) the Government actively supports e-mobility: charging infrastructure and EV adoption



Source: Boston Consulting Group, „Czech Automotive in Transition“ Study, 2022

E-MOBILITY PLATFORM.CZ

Thank you!

Contacts:
tajemnik@ePlatforma.cz

SEVA SLOVAK ELECTRIC VEHICLE ASSOCIATION

Member of AVERE The European Association for Electromobility

BRONZE Cluster Management Excellence

Transformation to e-mobility: Perspective from automotive powerhouse

Patrik Krizansky, Slovak Electric Vehicle Association

Voice of Slovakia’s e-mobility industry since 2012

Advocacy and regulations

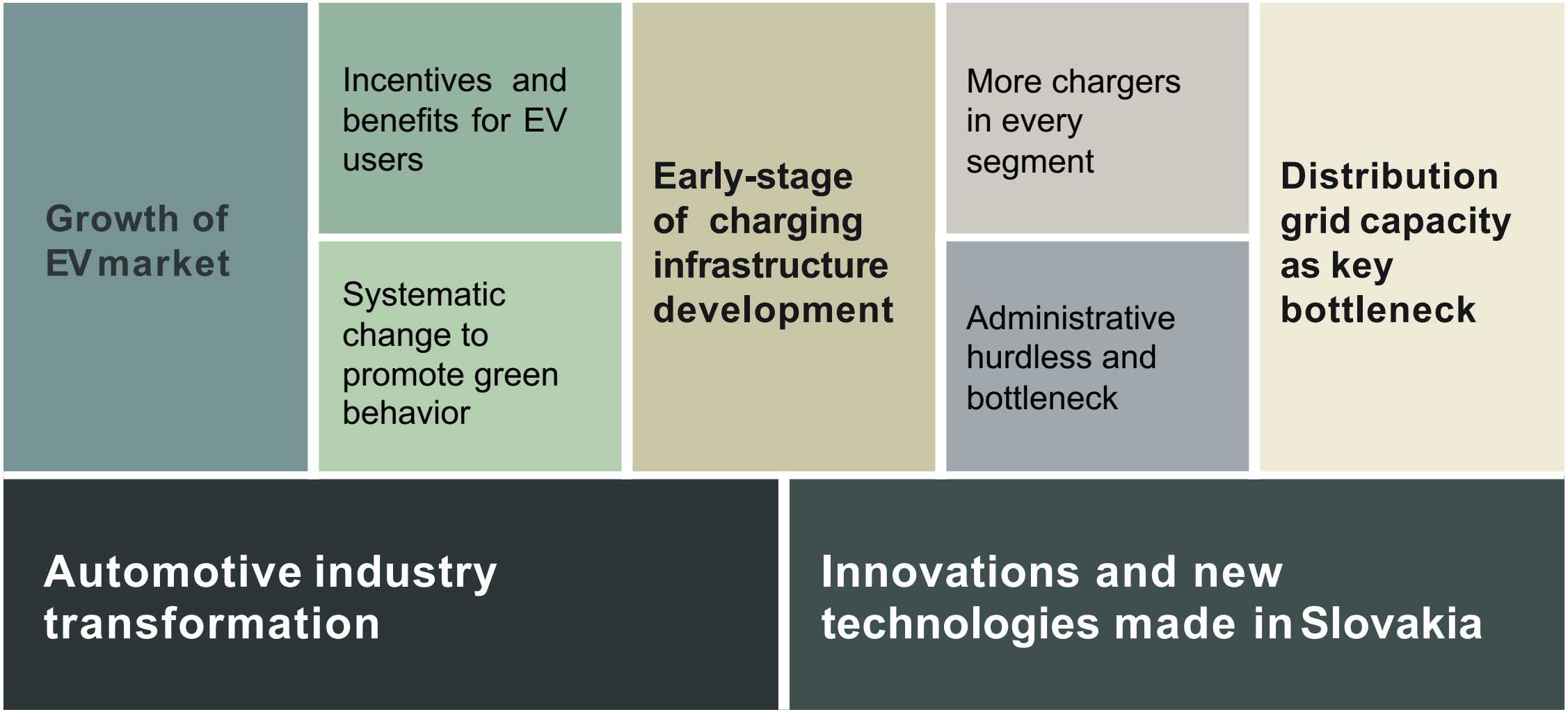
Awareness, visibility and projects

Networking and cooperation

Market intelligence

We need to address the challenges

SEVA SLOVAK ELECTRIC VEHICLE ASSOCIATION



To seize the opportunities in e-mobility transition

SEVA SLOVAK ELECTRIC VEHICLE ASSOCIATION

E-mobility Action Plan 2.0
as policy reform to address challenges

€50 mil. for charging stations
if policy reform is implemented

Incentives for distribution grid
upgrades

National-level consortium
to generate innovations and talent

We open **new topics** such as electric trucks

SEVA SLOVAK ELECTRIC VEHICLE ASSOCIATION

Let's discuss about the solutions for the region

pspa | We drive e-mobility!

E-Mobility: An OPPORTUNITY for Central-Eastern Europe

Polish Alternative Fuels Association

Prague, October 17th, 2022

pspa.com.pl

The largest industry organization, creating the e-mobility and sustainable transport market in Poland and in the CEE region

6
years of active efforts to develop the e-mobility market

200+
Members of PSPA, leaders of sustainable transport in Poland

67
institutional partners

73
reports

140
trainings

145
own events

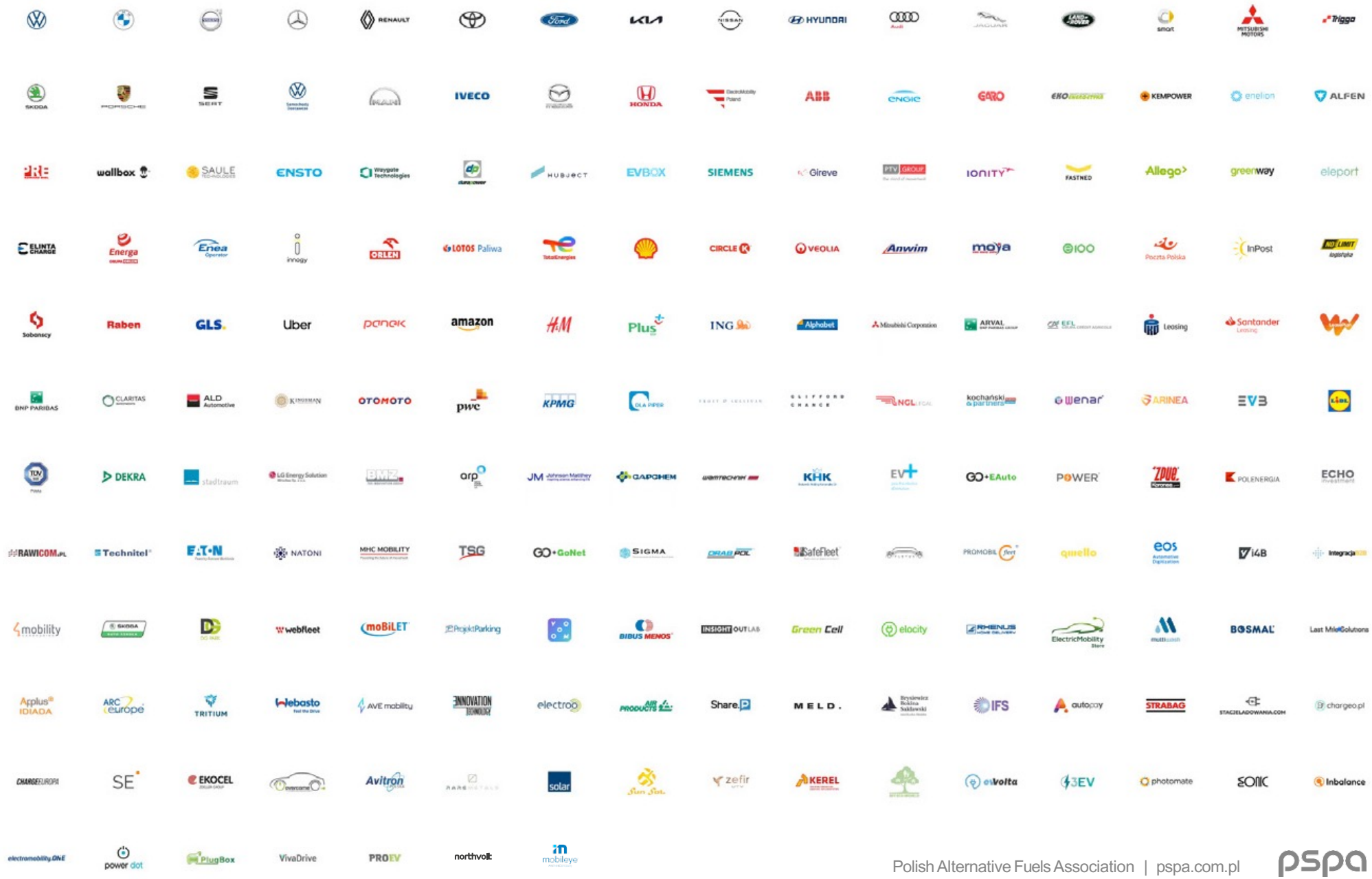
25k+
participants of organized and co-organized events by PSPA

10
research and pilot projects

1500+
amendments and comments to draft legal acts

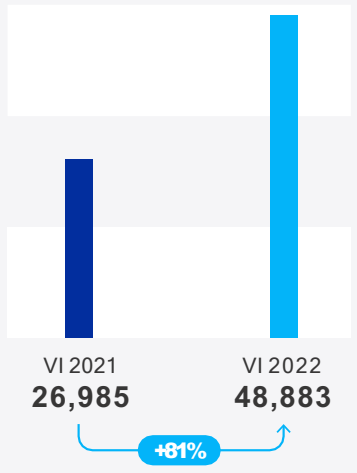
37k+
media publications based on PSPA press releases in 2020-22

PSPA
Members

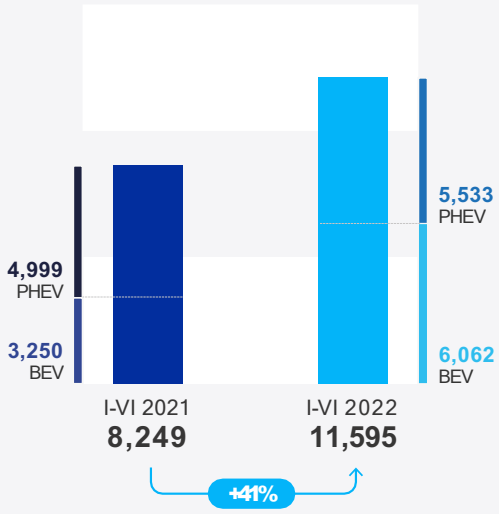


Polish e-mobility in numbers

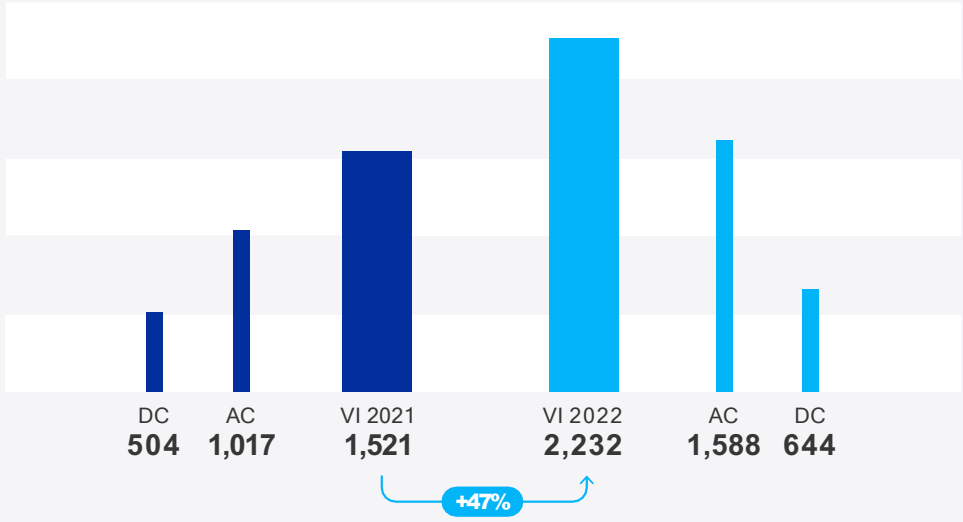
NUMBER OF ELECTRIC PASSENGER CARS (BEV + PHEV)



NUMBER OF NEWLY REGISTERED PASSENGER CARS (NEW AND USED)



NUMBER OF PUBLIC CHARGING STATIONS



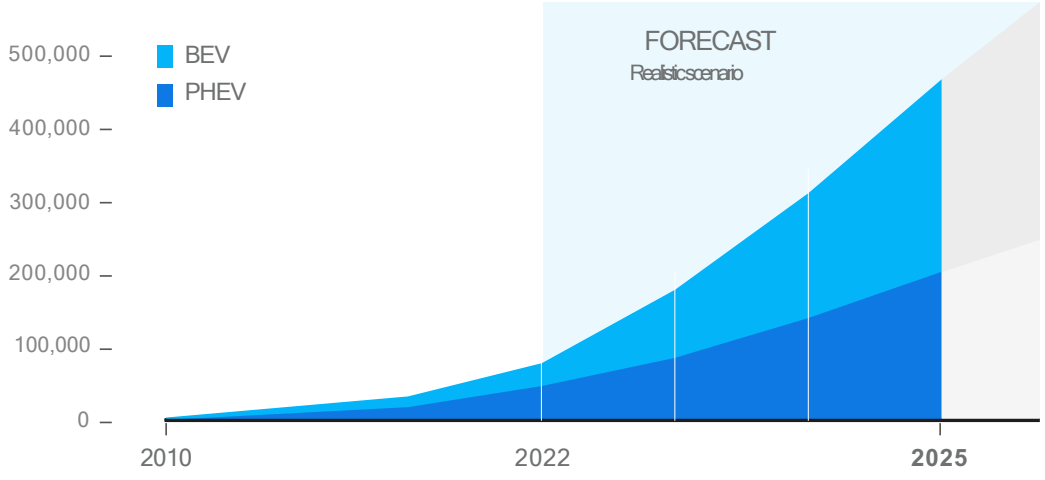
Source: E-Mobility Index by PSPA and PZPM

Polish e-mobility: near future

Forecast for the development of e-mobility in Poland

Electric vehicle fleet in Poland (passenger cars and vans)

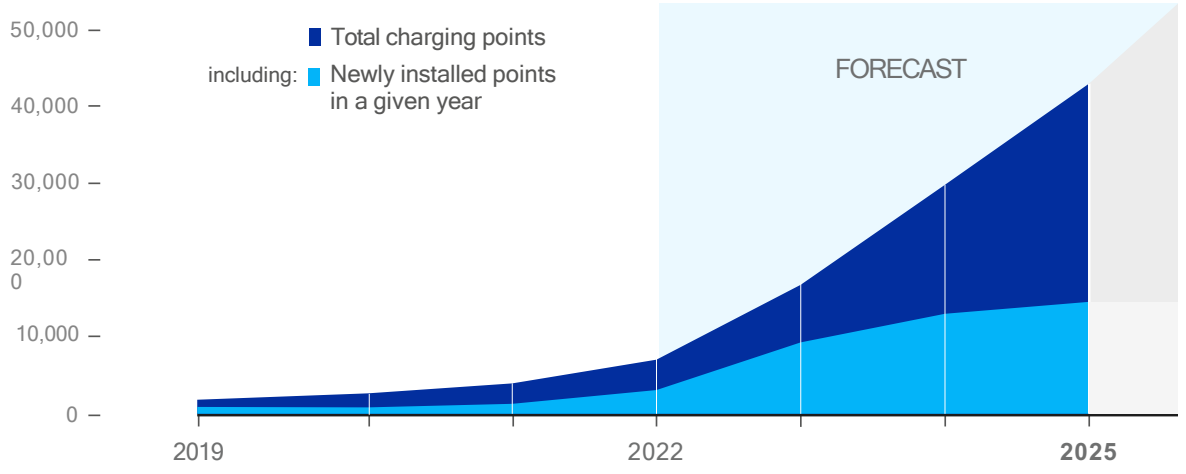
BEV + PHEV **2010-2025**



	2010	2022	2025
BEV	20	34.1 k	246.9 k
PHEV	1	33.1 k	183.7 k
Total	21	67.2 k	430.6 k

Network of charging points in public stations in Poland

AC + DC **2019-2025**



2019	2022	2025
1.8 k	5.0 k	42.1 k
0.9 k	1.2 k	16.7 k

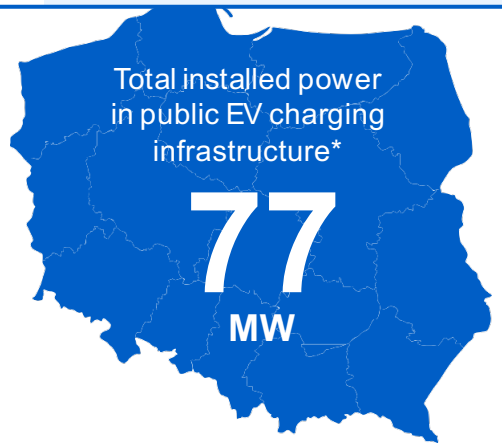
Source: “Polish EV Outlook 2022” PSPA

The grid and grid connection challenge

The installed grid capacity challenge in the context of AFIR

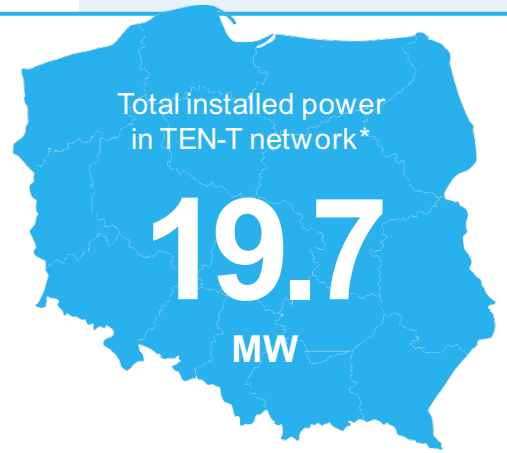
Installed power in relation to vehicle AFIR targets (BEV + PHEV)

	2025	2030	2035
EU Commission *AFIR basic text*	435,8 MW	1383,5 MW	2613,1 MW
EU Parliament *Committee on Transport and Tourism Amendments*	1166,7 MW	2773,6 MW	4316,1 MW
EU Council *Compromise proposal*	**435,8 MW**	**1383,5 MW**	**2613,1 MW**



Installed power in relation to TEN-T AFIR targets (LDV + HDV)

	2025	2030	2035
EU Commission *AFIR basic text*	217,6 MW	665,3 MW	857,6 MW
EU Parliament *Committee on Transport and Tourism Amendments*	406,6 MW	1013,9 MW	1235,9 MW
EU Council *Compromise proposal*	**83,2 MW**	**665,3 MW**	**702,2 MW**



* As of March 2022

Key barriers for the charging infrastructure market in Poland

1.

Excessive connection time (DSO connections time + approvals) – in extreme cases up to 36 months

2.

Unfavorable conditions for public operators. Indicating locations that generate connection costs, lack easy accessibility to main roads and highways and cause pre-installing costs which affect rational ROI

3.

Transfer of connection costs, transformer costs and cabling (medium voltage) costs to operators (by DSO's)

4.

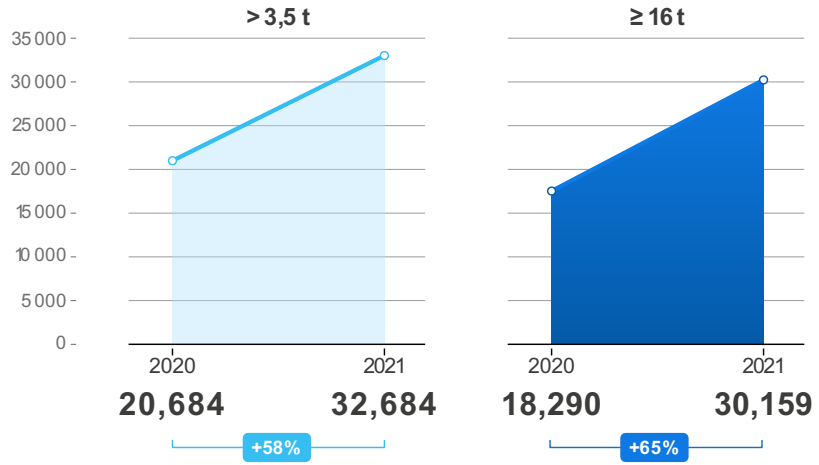
Lack of adequate grid and network base along highways and expressways for fast charging infrastructure to be installed

The HDV challenge

Poland as the European center of heavy road transport

2,684 HDV's (3.5 tons+) were registered in Poland in 2021 – a historic record high

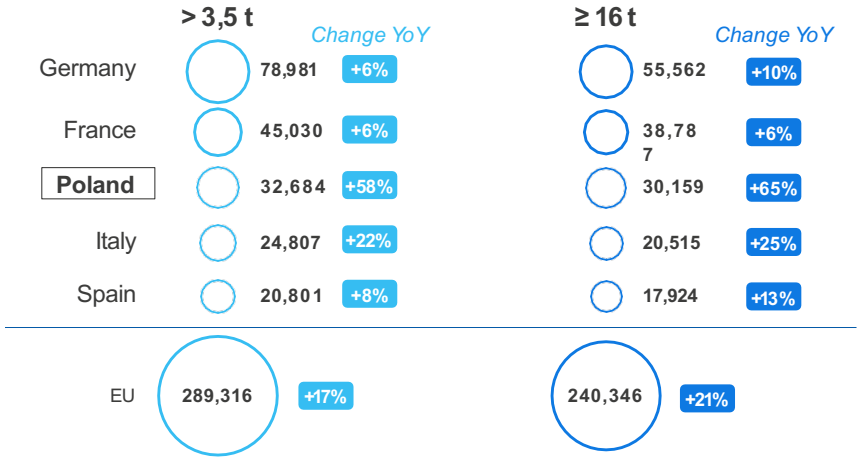
Original new vehicle registrations in Poland



Source: PZPM

Poland is one of the key markets in terms of HDV registrations in Europe

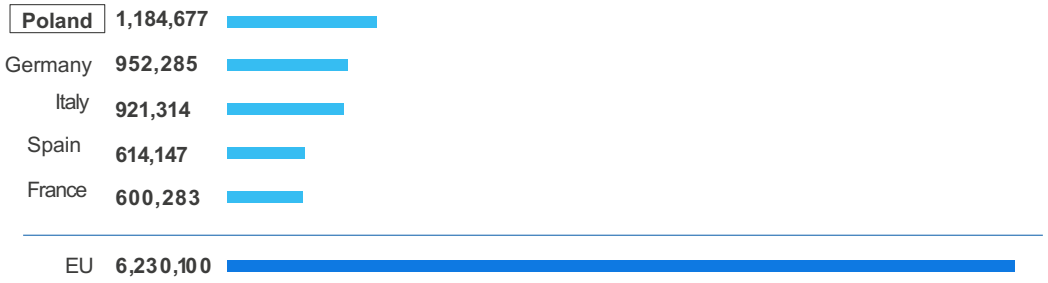
Original HDV registrations in Europe
TOP 5



Source: ACEA

Every 5th HDV and delivery vehicle over 3.5 tons in the EU is registered in Poland

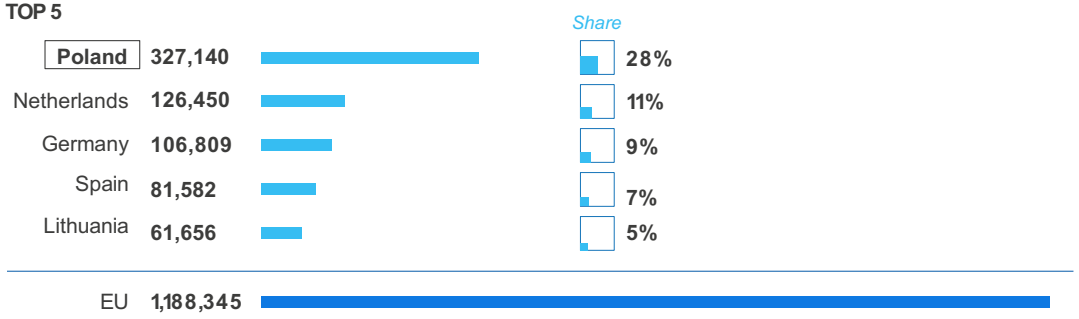
HDV car park in Europe (over 3.5 t)
TOP 5



Source: ACEA

Poland records the largest road transport loads in the EU – in 2020 Polish logistic operators transported ca. 330 million tons of goods

Mass of transported cargo
TOP 5

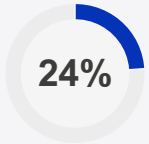


Source: Eurostat

The challenge of awareness

Challenges | The transport sector in Poland

Reduction of greenhouse gas emissions



of total CO2emissions in Poland come from the transport sector

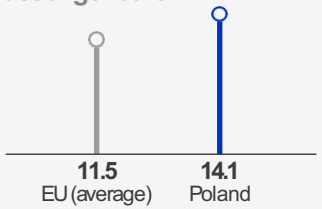
Increase in GHG emissions from the transport sector between 1990 and 2017

63 Mt CO2

CO2 emissions from the transport sector (2017)

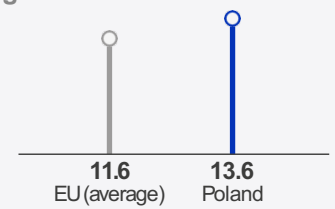
Reduction in the number of the most emission-intensive vehicles

The average age of passenger cars



In only 7 EU Member States the average age of passenger cars is higher than in Poland

The average age of light goods vehicles



Only in 5 EU Member States the average age of Light goods vehicles is higher than in Poland

Reduction of pollution

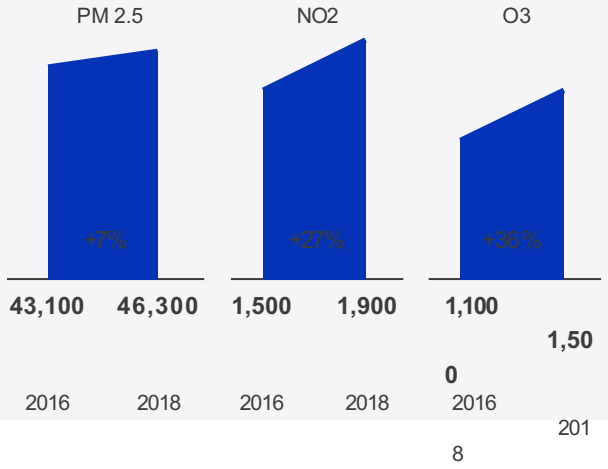
As many as **29** out of **100** European cities most polluted with PM 2.5 are located in Poland

Poland is the **4th** country most polluted with PM 2.5 in the European Union

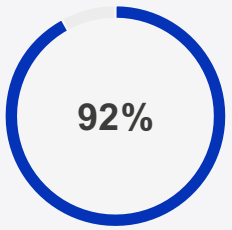
Poland's place in Europe in terms of the number of premature deaths induced by exposure to:

Poland's place in Europe in terms of the number of lost years of life induced by exposure to:

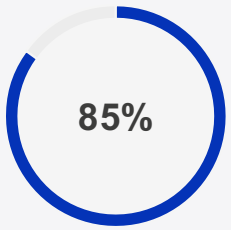
The number of deaths caused by air pollution in Poland is growing



Noise emissions from the transport sector



On 92% of roads, the level of noise exceeds 60 dB during the day



On 85% of roads, the level of noise exceeds 55 dB during the night

Case Studies
Success stories

Poland in the European supply chain of the e-mobility sector

Lithum-ion battery supply chain ranking – cell & components*

Global

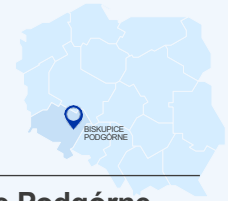
2020	2025
1 CHINA	1 CHINA
2 JAPAN SOUTH KOREA	2 SOUTH KOREA
3 USA	3 JAPAN
4 POLAND	4 USA
5 HUNGARY	**5 POLAND**

European

2020	2025
1 POLAND	**1 POLAND**
2 HUNGARY	2 GERMANY
3 UK GERMANY	3 SWEDEN
4 CZECH REPUBLIC	4 HUNGARY FINLAND UK
5 SWEDEN FRANCE FINLAND	5 CZECH REPUBLIC

The largest lithium-ion cell factory in Europe

LG Energy Solution



Location	**Biskupice Podgórne**
Year of commencement	**2017**
Target employment	**10,000**
Target potential	**100 GWh per year** **1,000,000 EV per year** **→ 60% of EU demand**
Selected contractors	**Audi, BMW, Fiat, Ford, Porsche, Volkswagen**
Public financial support	**95,000,000 EUR**
Total investment value	**3.1 bln EUR**

The value of exports of the Polish battery sector

2020 — ca. **EUR 2 billion**

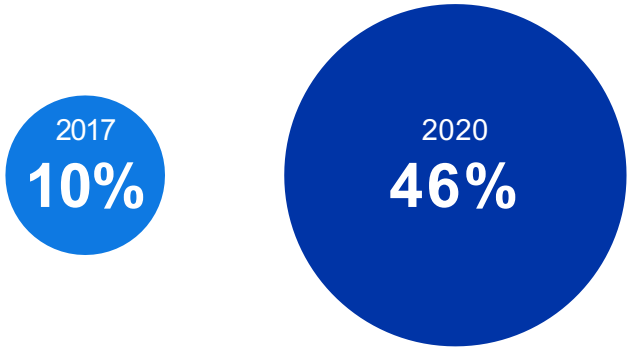
2021 — ca. **EUR 4 billion**

1.7% **of the total value of Polish exports**

* Source: BNEF

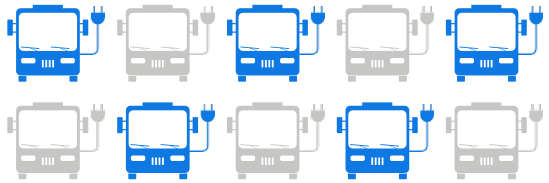
Poland as the European production center of electric buses

Poland's share in the electric buses export in the European Union

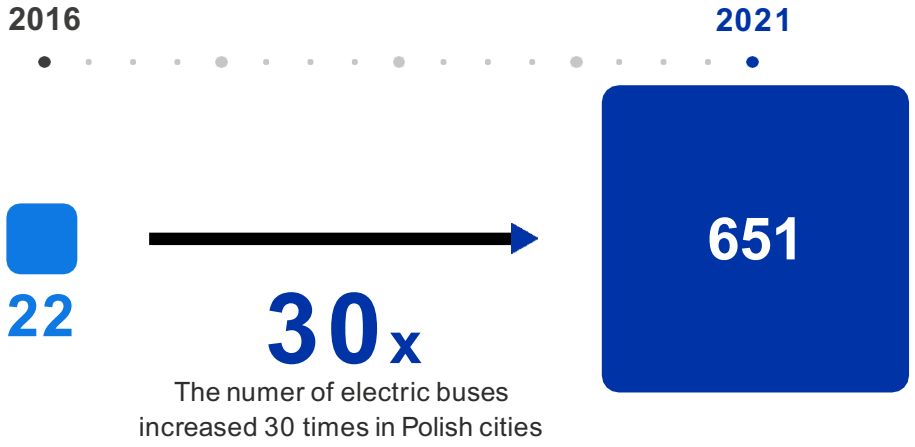


Poland is the largest exporter of electric buses in the EU
(Belgium is the second largest exporter with 36% share)

Every second electric bus in Europe comes from Poland

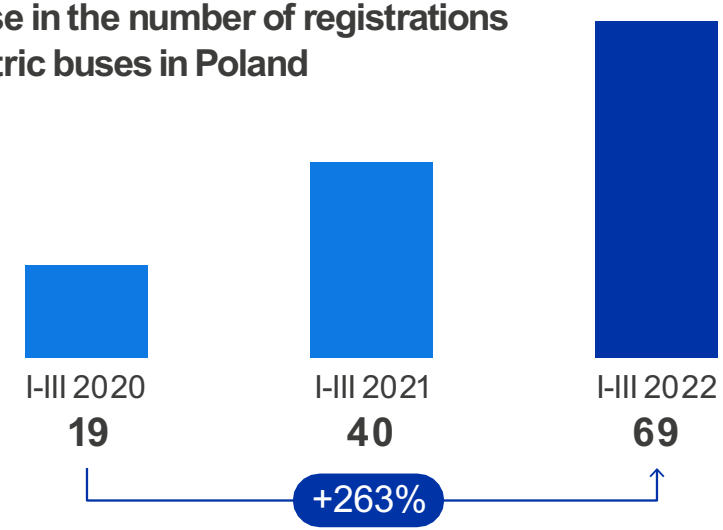


Electric buses in Polish cities



The numer of electric buses increased 30 times in Polish cities

Increase in the number of registrations of electric buses in Poland



Source: Polish Economic Institute; E-Mobility Index by PSPA and PZPM; sustainable-bus.com; PSPA; Polish Economic Institute

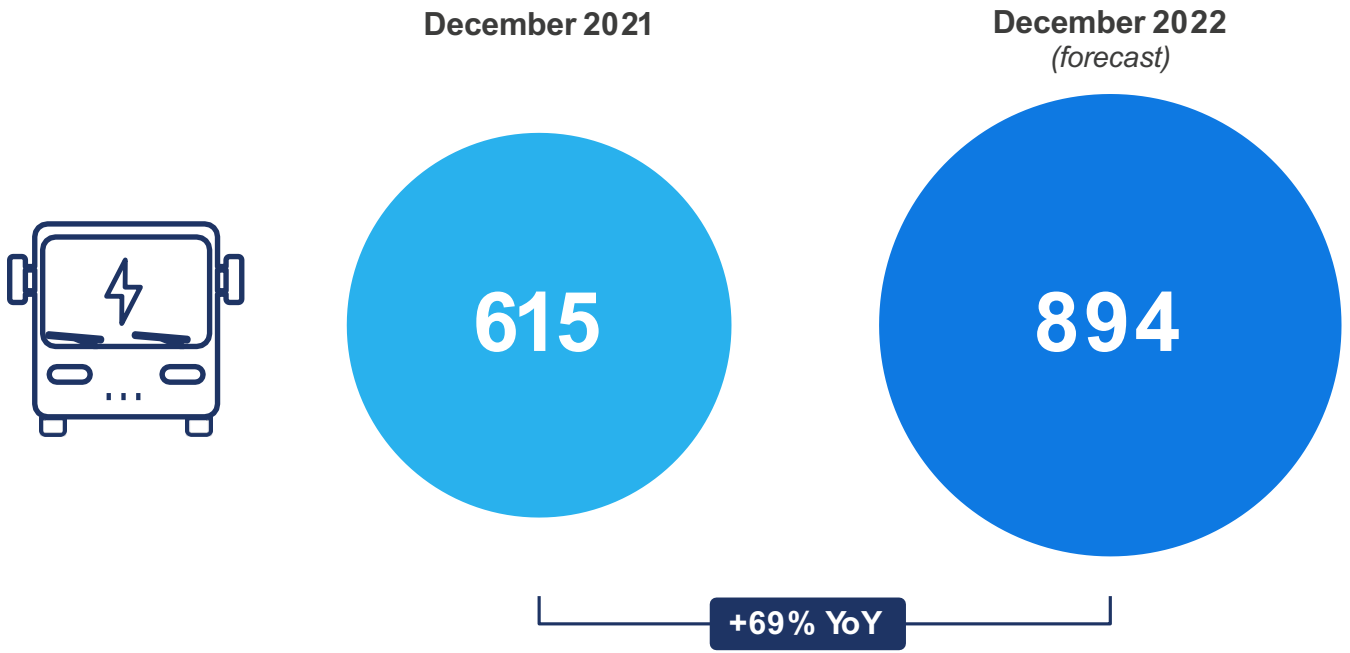
Synergy between stakeholders of the zero-emission public transport sector in Poland

Local government units

Local government units create internal demand

Polish e-bus manufacturers are directly supported by the growing demand from local government units, which are steadily working towards electrifying their bus fleets

Zero-emission bus fleet in Poland



E-Mobility as an opportunity!

E-BUS PRODUCTION FACILITIES

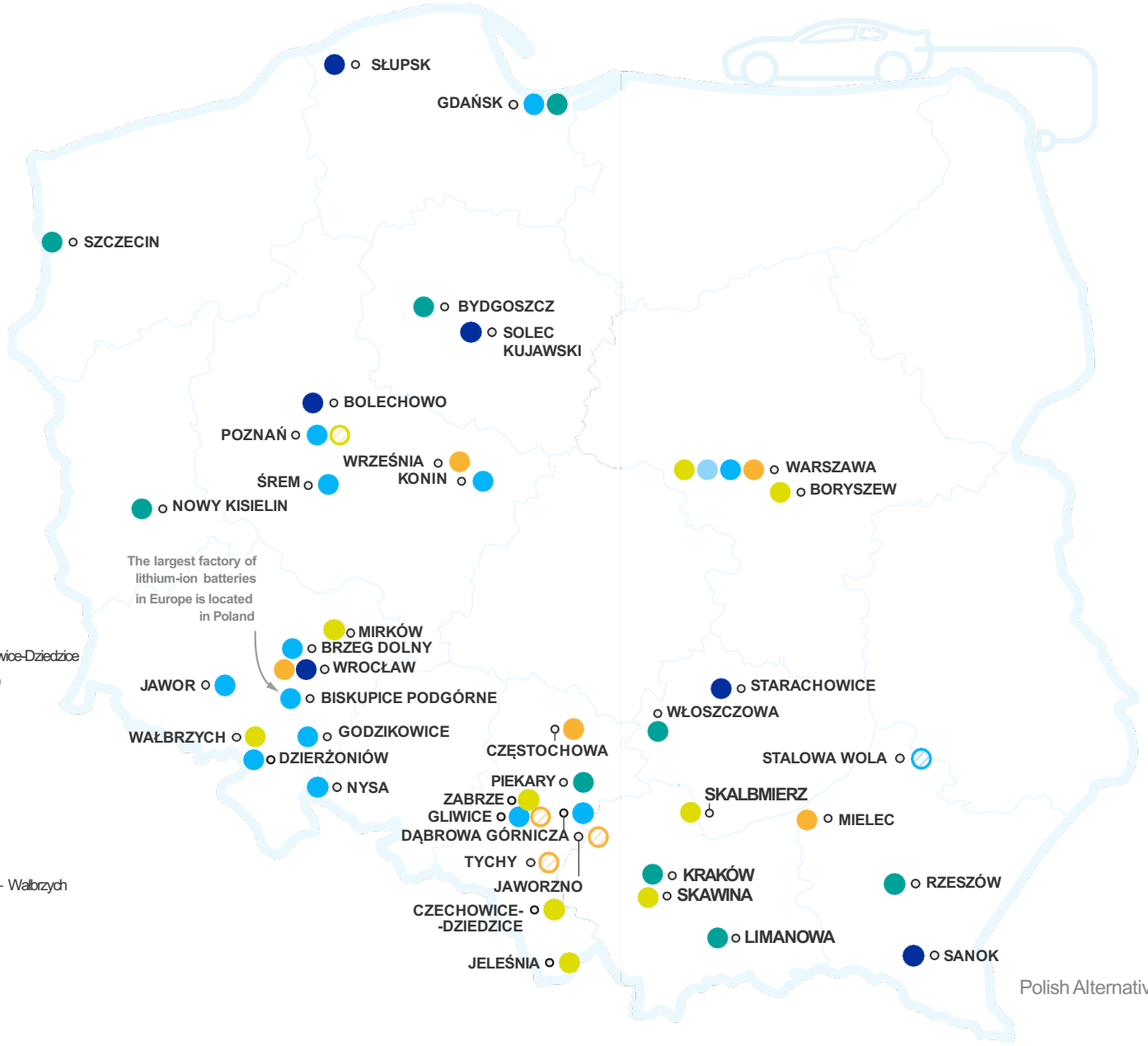
Solaris – Bolechowo **Volvo Buses** – Wrocław **MAN Bus** – Starachowice **Scania Production** – Słupsk **ARP E-vehicles** – Solec Kuj.
Autosan – Sanok

EV'S MADE IN POLAND

Volkswagen Poznań – Września
Triggo – Warszawa
Melex – Mielec
Stellantis – Tychy, Gliwice (planned)
Izera – Jaworzno (planned)
Frugal – Wrocław
Velex – Częstochowa

EV CONSTRUCTION COMPONENT PRODUCTION FACILITIES

Valeo Siemens eAutomotive – Czechowice-Dziedzice
Ningbo Tuopu Group – Poznań (planned)
Mitsui High-tec – Skalbmierz
Korea Electric Terminal – Zabrze
Maflow – Boryszew
Medcom – Warszawa
APTIV – Jeleśnia
Bspl. – Skawina
Bosch – Mirków
Toyota Motor Manufacturing Poland – Wałbrzych



CELLS, LITHIUM-ION BATTERIES AND BATTERY COMPONENTS FACILITIES

LG Energy Solution – Biskupice Podgórne
Northvolt – Gdańsk
Daimler – Jawor
BMZ – Gliwice
Umicore – Nysa
Guotai Huarong – Godzikowice
LS EV Poland – Dzierżoniów
Impact Clean Power Technology – Warszawa
Johnson Matthey – Konin
Capchem – Śrem
PCC Rokita i Shida – Brzeg Dolny
SK IE Technology – Dąbrowa Górnicza
Exide Technologies – Poznań
SK Nexilis – Stalowa Wola (planned)

EV CHARGING STATIONS PRODUCTION FACILITES

Garo Polska – Szczecin
Ekoenergetyka-Polska – Nowy Kisielin (near Zielona Góra)
Enelion – Gdańsk
PRE Edward Biel – Piekary
Kolejowe Zakłady Łączności – Bydgoszcz
EC Enginneering – Kraków
Phoenix Contact E-Mobility – Rzeszów
ZPUE – Włoszczowa
GreenCell – Kraków
Z.U.P. EMITER – Limanowa

EV POWERTRAIN COMPONENT PRODUCTION FACILITIES

MEDCOM – Warszawa

pspa | We drive e-mobility!

Thanks!

Aleksander Rajch
Board Member, PSPA | Coordinator, CEE GTI

aleksander.rajch@pspa.com.pl

POLISH ALTERNATIVE FUELS ASSOCIATION
Fabryczna 5A Street, 00-446 Warsaw, Poland

biuro@pspa.com.pl
+48 507 686 158

NIP 5252684377
REGON 365877690
KRS 0000643156

www.pspa.com.pl

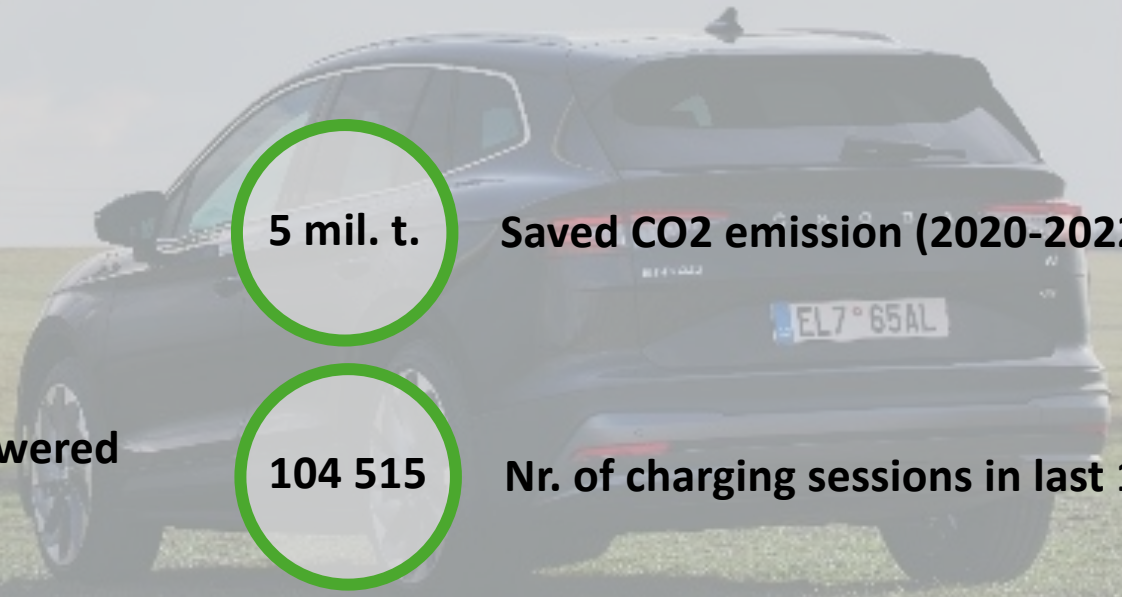
E-MOBILITY: AN OPPORTUNITY FOR CENTRAL-EASTERN EUROPE

Rudolf Matúš, Coordinator of External Affairs

17.10.2022

ŠKODA AUTO and eMOBILITY

„We embraced eMobility as the integral pillar of our activities.“



595 Enyaqs in service of ŠKODA AUTO

1 650 Charging points on our premises powered with green energy

324 Additional charging point will be offered in our dealers network

5 mil. t. Saved CO2 emission (2020-2022)

104 515 Nr. of charging sessions in last 12 months

15,7 mil. km Total mileage of company BEV fleet

CUSTOMER JOURNEY

„We bring customers Simply Clever solutions in our BEV models.“

12 183 Total no. of BEV cars registered in CZ

2 564 Total no. of ŠKODA BEV cars registered in CZ + 1 607 PHEV

52% Of customers would prefer BEV, when price similar to ICE

Up to 220 000 BEVs in CZ according to NAP Clean mobility in 2030

eMOBILITY ECOSYSTEM

„Dense and affordable charging infrastructure is pre-condition in implementing eMobility.“

1 906* **Public charging points in total**

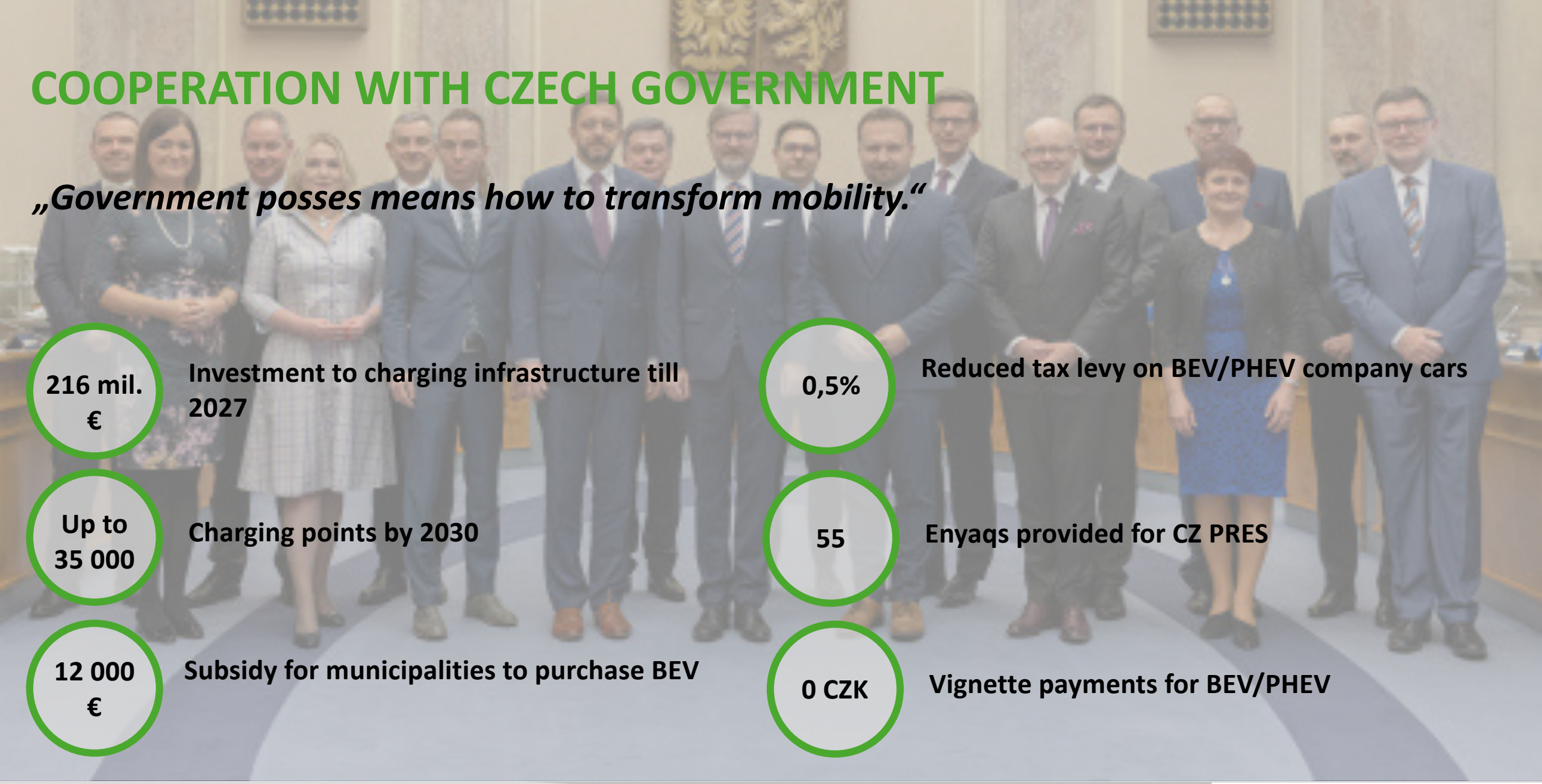
1 086 **Charging points above 50 kW**

2 880 **Powerpass charging points**

2nd **Public charger with second-life cycle battery technology**

*August 2022

COOPERATION WITH CZECH GOVERNMENT



„Government posses means how to transform mobility.“

216 mil. € — **Investment to charging infrastructure till 2027**

Up to 35 000 — **Charging points by 2030**

12 000 € — **Subsidy for municipalities to purchase BEV**

0,5% — **Reduced tax levy on BEV/PHEV company cars**

55 — **Enyaqs provided for CZ PRES**

0 CZK — **Vignette payments for BEV/PHEV**

NEXT LEVEL ŠKODA STRATEGY 2030

„Sustainability and energy savings are not just current topics for us, but a long-term corporate strategy.“

3	**Additional BEV models till 2026, including small vehicle**	**50%**	**Reduction of fleet emissions by 2030**
Min. 70%	**Proportion of BEV sales in 2030 in Europe**	**TOP 5**	**Manufacturer in Europe**
5,6 bln. €	**Investments to eMobility**	**700 mil. €**	**Investments to digitalization**

EUROPEUM
INSTITUT PRO EVROPSKOU POLITIKU
INSTITUTE FOR EUROPEAN POLICY

E-MOBILITY
PLATFORM.CZ

CEE GTI
Central & Eastern Europe
Green Transport Initative

Coffee break

eit Urban Mobility
Co-funded by the
European Union

CEENERGY
NEWS

European
Commission

EU Policymaking as a Driver for CEE E-mobility

- **Thomas Neumann,** Policy Manager, AVERE European Association for Electromobility
- **Kateřina Davidová,** Senior Research Fellow, EUROPEUM Institute for European Policy
- **Julia Poliscanova,** Senior Director, Vehicles & E-mobility, Transport & Environment

- *Moderated by:* ***Aaron Fishbone,*** *Policy Director, GreenWay*

EUROPEUM INSTITUT PRO EVROPSKOU POLITIKU INSTITUTE FOR EUROPEAN POLICY
E-MOBILITY PLATFORM.CZ
CEE GTI Central & Eastern Europe Green Transport Initative

Technical & Financing Tools for E-mobility in CEE

- **Marián Nič**, Innovation Life Cycle Officer, EIT Urban Mobility
- **Andrea Ferjenčíková,** EIB Group Representative in the Czech Republic, European Investment Bank
- **Aaron Fishbone**, Policy Director, GreenWay

- *Moderated by: **Aneta Zachová**, Editor-in-Chief, EURACTIV.cz*

EIT: The European Institute of Innovation and Technology

The EIT and its Innovation Communities together, find solutions to **global challenges** and empower **innovators and entrepreneurs** to turn their best ideas into **products, services, jobs and growth**.

The European Institute of Innovation and Technology (EIT) is an EU body created by the European Union in 2008 to strengthen Europe's ability to innovate. The EIT is an integral part of Horizon Europe, the EU's Framework Programme for Research and Innovation.

1st EU initiative bringing together the three sides of the 'knowledge triangle': businesses, education and research centres.

Aim to increase the cooperation and integration between higher education, business and research to facilitate the transition from:

V Žiline testujú mobilnú nabíjačku. Dovezú ju priamo k vám

Nabíjačka Nimbee vraj dokáže za 45 minút zvýšiť dojazd elektromobilu v priemere o 240 kilometrov. Aktuálne funguje v pilotnom testovacom režime.

md, Pravda, TASR • 02.05.2022 20:00

foto: Václav Nývlt, technet.cz

17th October 2022

European Investment Bank

The EU bank

E-mobility: An OPPORTUNITY for Central-Eastern Europe

EIB's Technical & Financing Tools for E-mobility in CEE

Andrea Ferjenčíková - EIB Group Representative
in the Czech Republic

About the European Investment Bank (EIB)

General facts

- World's largest multilateral lender and the biggest provider of climate finance
- 90% of lending is within the EU
- Governed by EU Member States
- **€ 94.9 billion**: EIB Group Financing in 2021
- In Czechia, the EIB and EIF provided financing worth **€ 1.2 billion** in 2021 which accounted for 0.5% of the GDP.

Our investment priorities

INNOVATION

€ 20.7 billion

ENVIRONMENT

€ 15.4 billion

INFRASTRUCTURE

€ 13.8 billion

SMEs

€ 45.0 billion

EU Climate Bank objectives

- **€1 trillion of investments 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 by the end of 2020**

How does the EIB Support the Transport Sector

Transport is the largest sector of EIB activity

- Transport is the **largest sector** of EIB activity with **over €325 billion** in signed contracts up to the end of 2019;
- Approx. **23% of all EIB Group lending**
- EIB is playing a major role in the **decarbonisation** of transport in Europe: lending to **sustainable transport** sectors has been steadily increasing and now constitutes the **majority** of our yearly transport lending.

- **Financial support**, **technical assistance** and **advisory services** provided to transport projects that are climate-friendly, sustainable, innovative and safe.

European Investment Bank The EU bank

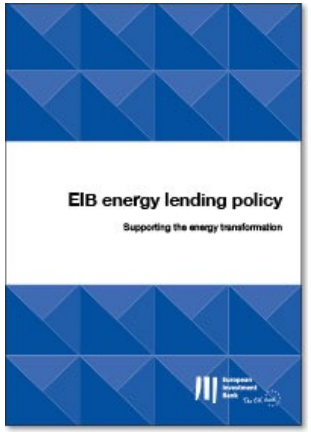
What makes a project considerable?

Technical and economic criteria

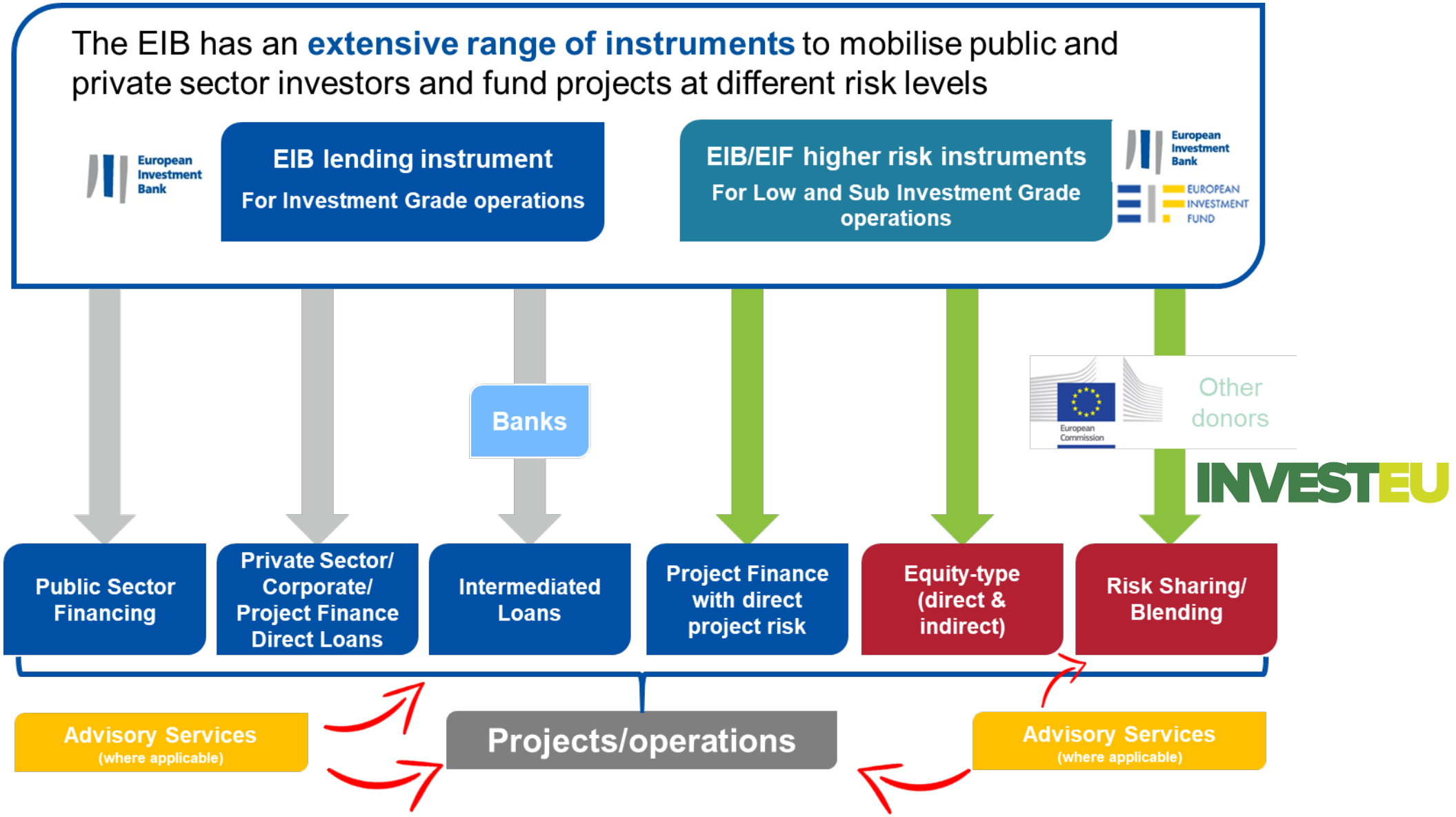
- **Economic soundness** (which may impact scalability and replicability)
- **Degree of innovation** vs. existing technologies or other emerging solutions (e.g., reference to SET plan in case of InnovFin EDP)
- **Technical and industrial soundness** informing among other things technology and operational risk for the lender
- **Alignment with relevant eligibility criteria** (e.g., reference to EU Taxonomy or mandate-specific criteria where applicable)

Financial criteria

- **Predictable cash flows** at adequate level to cover debt commitments, with **offtake commitments** providing clarity on future revenue
- **Capital structure** with appropriate equity and grant commitments, commensurate with underlying project risk
- **Project contractual framework** with sound allocation of risks
- **Borrower legal structure** limiting risks of cash flow leakage or exposure to other risks for the lender
- **Shareholder profile and governance**, in particular for early-stage innovative technologies



How EIB Group Supports Eligible Projects



EIB advisory offer covers support throughout the project cycle

From an enabling environment…

UPSTREAM

- Policy & programme development support
- Preliminary project assessment

…through preparation and planning…

PREPARATION

- Technical advice
- Financial advice incl. structuring and PPPs
- Selection & supervision of consultants

… to high quality projects on the ground

IMPLEMENTATION

- Advice on project implementation
- Enhanced monitoring

CAPACITY BUILDING

Knowledge-sharing on technical / financial issues – Practitioner communities and resources - Dissemination of best practices & case studies

Bank The EU bank

Specific projects financed by the EIB

RET

Allego

northvolt

greenway

EIB Group Prague Office
Klimentská 46
11002, Prague
Tel. +420 222 191 179
Email: prague@eib.org

Andrea FERJENČÍKOVÁ,
EIB Group Representative
in the Czech Republic
Email: a.ferjencikova@eib.org

Thank you for your attention

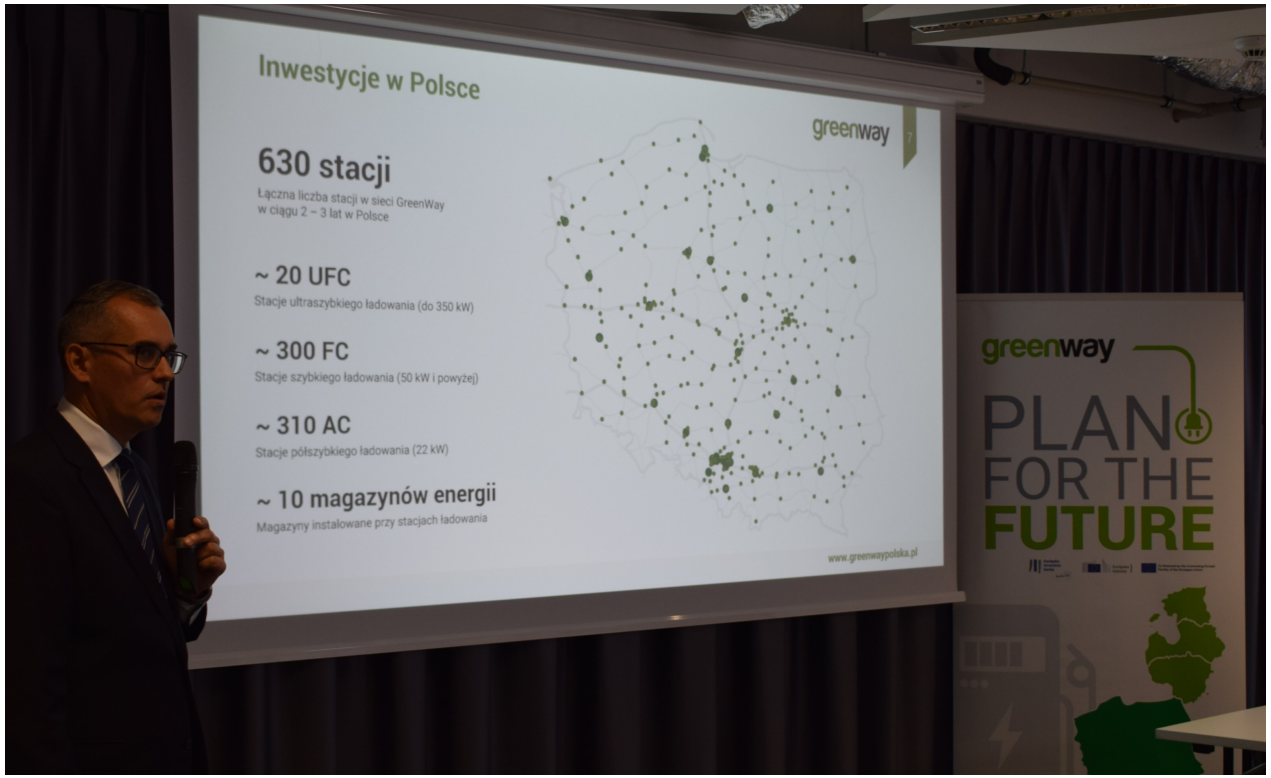
The GreenWay InnovFin Case Study

Innovative Financing of Projects to Support the E-Mobility Transition

Prague Oct 17, 2022

The challenge: In 2018: GreenWay, a SME electric vehicle charging solutions provider needed capital to operate & grow

- CEE EV market was at very early stage of development
- EV charging was not a mature industry
- Low utilization, low revenues
- Lack of private investors
- Classic growth stage problems for an early market clean tech company



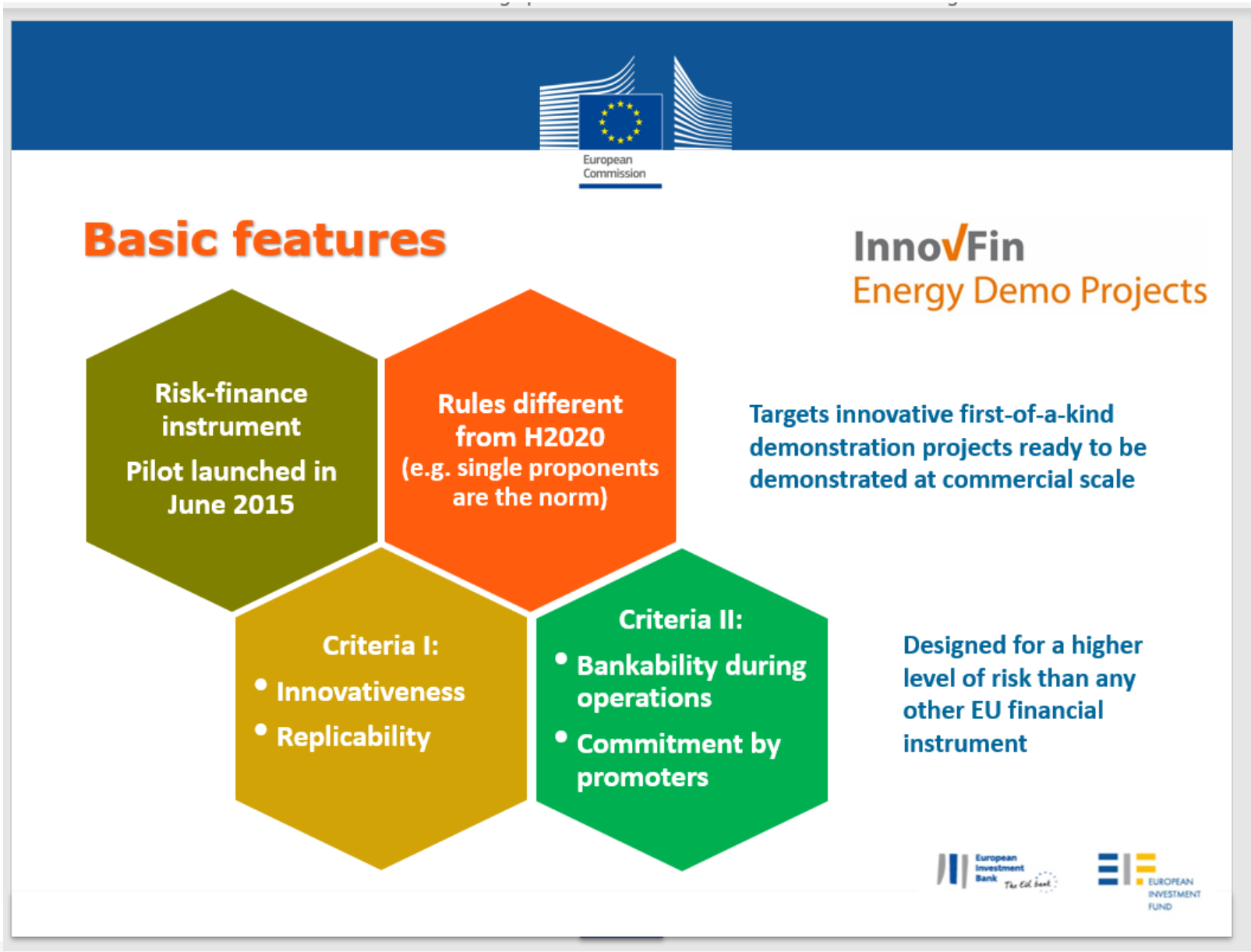
The Solution: Prepare a project – GreenWays “Plan for the Future” and submit to a new EIB facility – “InnovFin”

What is InnovFin?

InnovFin Energy Demonstration Projects (EDP) provides loans, loan guarantees or equity-type financing typically between €7.5 million and €75 million to innovative demonstration projects in the fields of energy system transformation,

Goals:

- Market failure in accessing risk-finance ("valley of death")
- Large investment needs
- Drive them to market



Congratulations!!

Signing Ceremony Oct 10, 2018

GreenWay Deal Structure - Basic Parameters

- Overall financing need calculated as Project funding gap between 2017-2020
- EIB covers 50% of the Project cost, remaining covered by pari passu investment of SIH, CEF and own revenues
- Two tranches 7mil EUR and 10mil EUR (second available in 48months)
- Repayments match the GreenWay cash flow generating capacity
- Participation on the growth of the company value - additional revenue via Warrant
- Risk of bank is fully covered by InnovFin instrument

Timeline:

Co-financed by the Connecting Europe Facility of the European Union

Co-financed by the Connecting Europe Facility of the European Union

European Investment Bank The EU bank

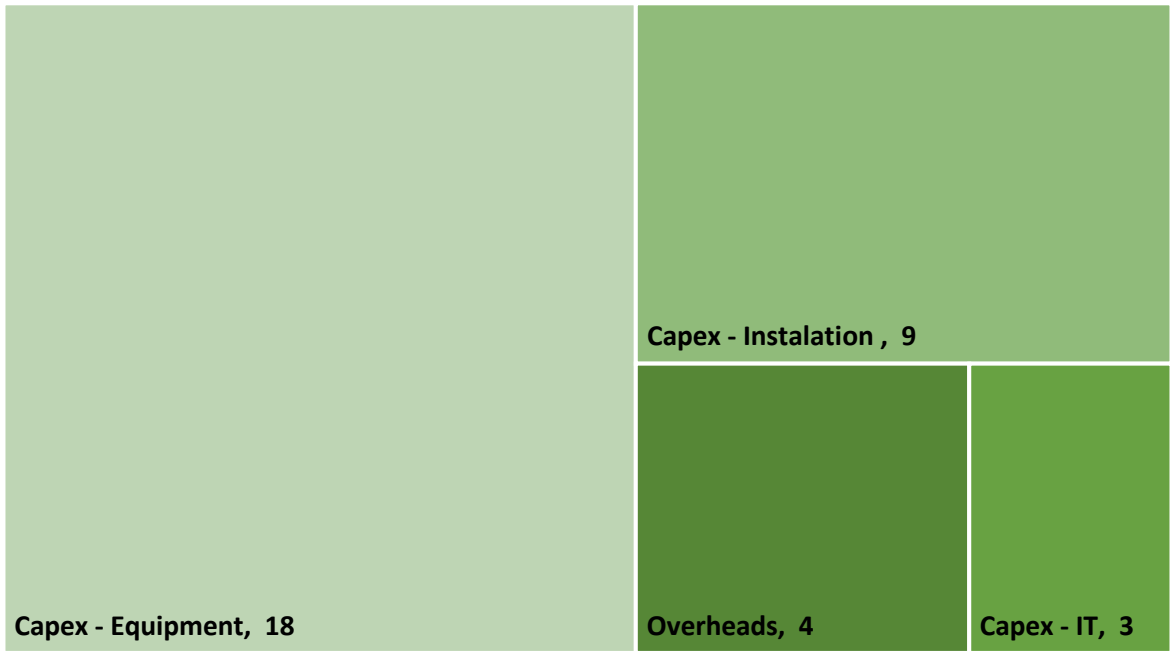
InnoVFin Energy Demo Projects

SLOVAK INVESTMENT HOLDING

GreenWay Plan for the Future (2018)

Source of funding

Use of funds



Outcomes/Lessons Learned of the Investment

- InnovFin provided needed financial support and was uniquely situated to do so
- Enabled the growth and scaling of our company at a critical time in our development
- Supports companies in growing to the next stage, which is necessary
- For EIB:
  - Esp when financing smaller deals helpful to be even simpler and more nimble, not create large administrative burdens on early/mid stage companies, so they can keep doing their primary work
  - Provide simple bridge loans/prepayments until the larger financing is unlocked, so companies can survive
  - More advisory & professional services – not just how to apply, but also in structuring the deal
- For Applicants
  - Yes, EIB funding can be critical
  - Take full advantage of EIB advisory services
  - Being selected for the award is just the beginning of the process – structuring the deal is itself lengthy and expensive so be prepared for that

Thank you.
Questions?

Aaron.fishbone@greenwaynetwork.com

European Investment Bank
Co-financed by the Connecting Europe Facility of the European Union

A call for action

E-MOBILITY: An OPPORTUNITY for Central & Eastern Europe

E-MOBILITY PLATFORM.CZ

SEVA SLOVAK ELECTRIC VEHICLE ASSOCIATION

pspa | We drive e-mobility!

Thank you to our partners:

eit Urban Mobility

Co-funded by the European Union

European Commission

CEENERGY NEWS

Find out about upcoming events and publications at:

europeum.org **eplatforma.cz** **ceegti.com**