



Европейска инвестиционна банка
Evropská investiční banka
Den Europæiske Investeringssbank
Europäische Investitionsbank
Euroopa Investeeringispank
Ευρωπαϊκή Τράπεζα Επενδύσεων
European Investment Bank
Banco Europeo de Inversiones
Banque européenne d'investissement
An Banc Eorpach Infheistíochta
Europska investicijska banka
Banca europea per gli investimenti

Eiropas Investīciju banka
Europos investicijų bankas
Európai Beruházási Bank
Bank Ewropew tal-Investment
Europese Investeringssbank
Europejski Bank Inwestycyjny
Banco Europeu de Investimento
Banca Europeană de Investiții
Európska investičná banka
Evropska investicijska banka
Euroopan investointipankki
Europeiska investeringsbanken

Luxembourg, 11 October, 2017
Our ref. SG/AS/ EIAH/2017-1213/SF/re

Subject: Market Gap Analysis for Advisory Services under the European Investment Advisory Hub (EIAH) Phase II

Dear Sir/Madam,

We would like to inform you that the Advisory Services department of the European Investment Bank has launched a study "Market Gap Analysis for Advisory Services under the European Investment Advisory Hub Phase II". The study will be undertaken by PwC EU Services EESV (the "Consultants"). The initial phase of the work was completed in early 2017 and this second phase is expected to be completed by December 2017.

Background

The European Investment Advisory Hub (EIAH) is an integral part of the Investment Plan for Europe (IPE). The objective of the IPE is to seek to strengthen Europe's investment and business environment by enhancing the technical and financial capacity of public authorities and private actors in the Member States to identify, prioritise, prepare, structure, aggregate and implement strategic projects. EIAH offers a single point of entry for advisory services for investment projects in the EU building upon the existing advisory services provided by the EIB and European Commission ('EC'). The phase I market gap assessment across all sectors concluded, *inter alia*, that in the SME sector there is a need for improved access to finance including support for business plan preparation for investors, better communication of available advisory and financial services as well as coaching and mentoring services.

Overall Objective of the Assignment

The overall objective of the assignment is to follow up conclusions reached in phase I concerning the SME sector through a mapping of SME advisory needs, identifying shortcomings with the existing service provision from the point of view of the SME beneficiaries and identifying how EIAH can best contribute to improving the consistency, capacity and visibility of this market, especially through better coordination with EU level partners and other stakeholders in order to strengthen the investment proposals and access to finance for the SME sector. Improving access to the market for advisory services for SMEs is a key objective of EIAH often in cooperation with EU, national and local partners in the delivery of such services. Experience indicates that there is significant disparity between different European countries and regions in their capacity to deliver SME advisory and financial support, and the study aims to identify Member States which may need additional EU level support to create a better environment for SME access to finance.

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Access by the Consultants to relevant people and data is vital for the success of this study.

Therefore, we would be very appreciative if you could support the work of the Consultants. You may be contacted by the Consultant's Team Leader, Mr Brian Kessler concerning in particular your participation in an electronic survey, telephone or in-person interviews. If you would like to obtain more background information you can contact Ms Shelley Forrester (s.forrester@eib.org) who is in charge of this study within the EIB.

Thank you in advance for your cooperation.

Yours faithfully,
EUROPEAN INVESTMENT BANK

S. D. Barnes
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