



## EIB Group support offer for the agriculture sector

**Gemma Feliciani**, Director, Financial Institutions Department, European Investment Bank

**David González Martín**, Regional Representative for Spain & Portugal, European Investment Fund

**Frank Lee**, Head of Financial Intermediary Advisory Division, European Investment Bank

✕ #10EAFRDconf





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# EIB Group support package for agriculture sector



# Pan-european agricultural programme



- New programme for **EUR 3bn**
- **Agriculture** as well as **Bioeconomy**  
(food production, wholesale and logistics)
- **Focus on:**
  - **Green** investments
  - **Young** and **new** farmers
  - **Gender equality**





# Pan-European agricultural programme

- **Investments + working capital**
- SMEs (min 70%) and Mid-Caps
- **All EU Member States**
- Maximum **EUR 200m** loan amount
- Maximum project size of **EUR 25m/50m** for SMEs/Mid-Caps.
- EIB funding covers **50 - 100% of project cost**
- Up to **15 years** amortising maturity
- **Farmland acquisition** by young farmers
- Possibility to combine EIB funding with **EIF guarantees.**



# Pan-European agricultural programme



- **Eligible Projects:**

- sustainable and regenerative agriculture;
- digital and precision agriculture tools
- working capital
- water management system
- renewable energy
- animal welfare and sustainable livestock
- sustainable aquaculture
- innovation and resource efficient measures
- education and training
- infrastructure improvements





Thank you!



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## EIF's support to the Agri-food sectors

**David González Martín**, Regional Representative  
for Spain & Portugal, European Investment Fund

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# *Who are we?*

*We are an EU body dedicated to improving access to finance for small businesses. Entrepreneurs are the backbone of the European economy and a key focal point for EU policy.*

*We are proud to be the largest InvestEU implementing partner and help deliver support to smaller companies and individuals across Europe*

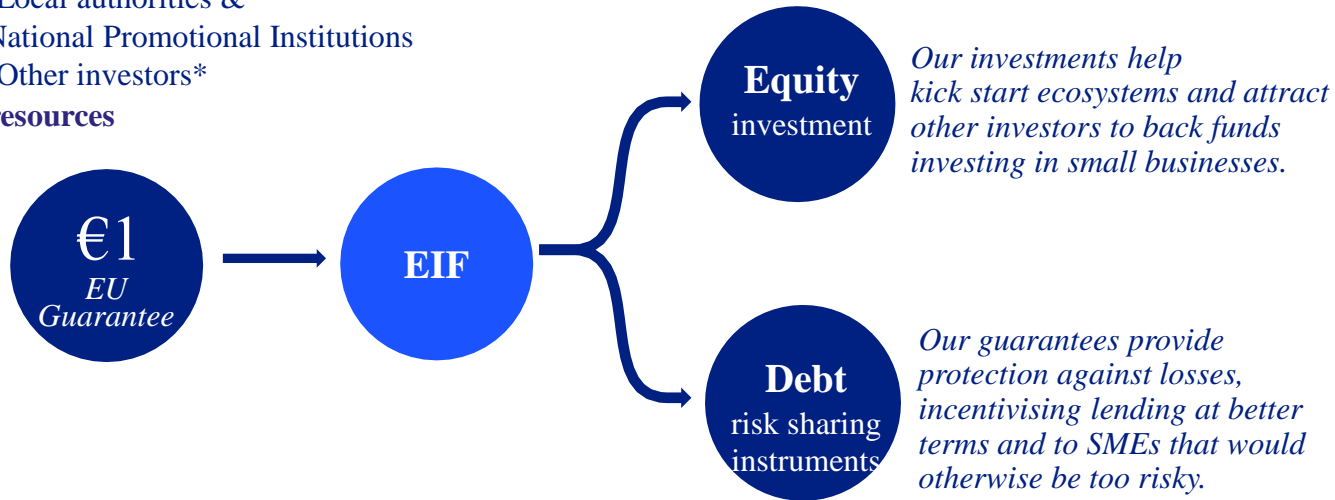
# How do we do it?

## Our intermediated model

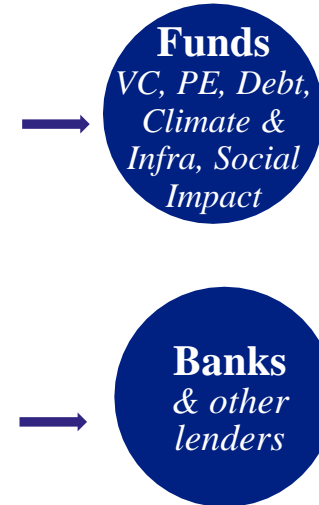
### Our resources

- European Commission
- European Investment Bank
- Local authorities & National Promotional Institutions
- Other investors\*

### Our financial products



### Our partners

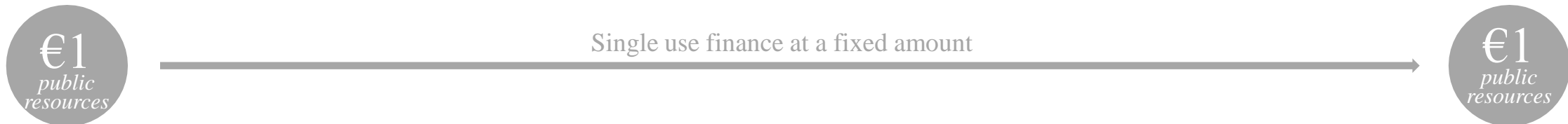


### Our impact on the market



*~5x leverage of public resources on average\**

### Grants



\*Includes EIF's own resources and other external resources including private investors.

\*\*Depending on the instrument and the transaction, the instrument-level leverage can range widely. December 2023 data.

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# *EIF in the agri—food sectors*

# Support through debt financial instruments to the agri-food sectors

Agri-food sectors are among the main sectors supported by EIF through its portfolio guarantees

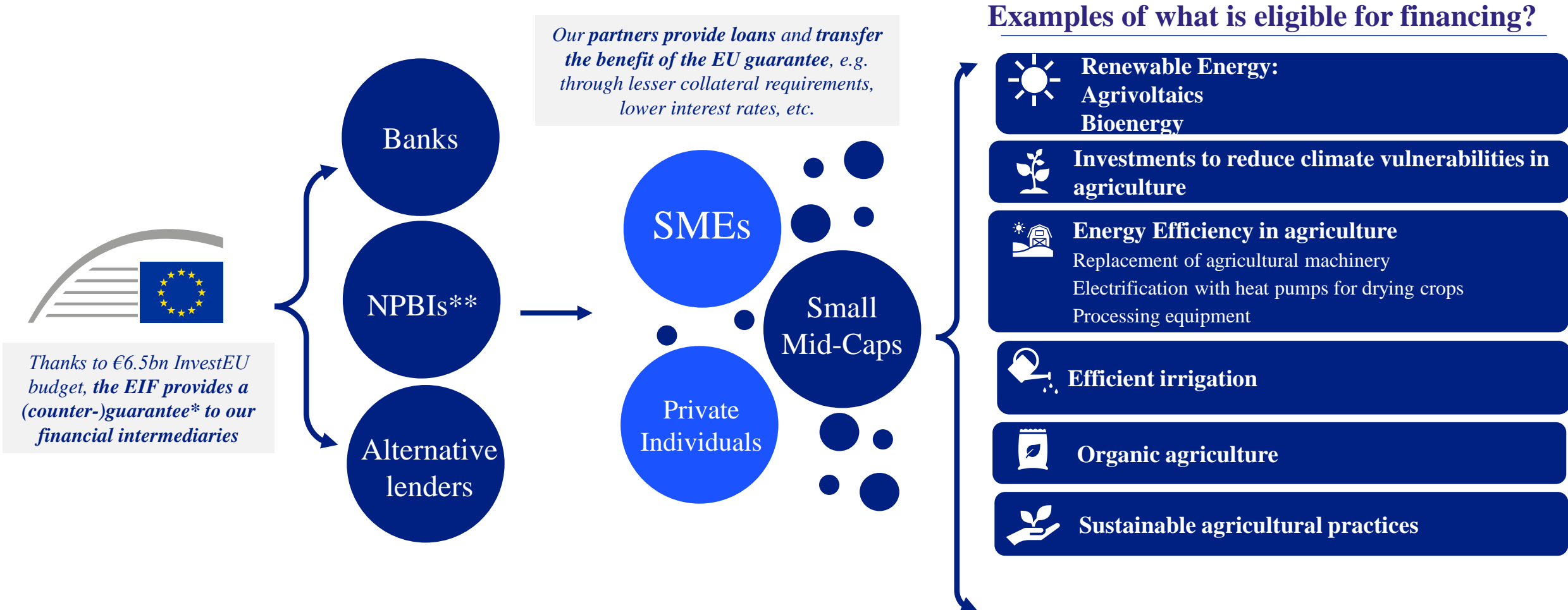
The sectors are currently mainly supported through:

- 1) **InvestEU mandate**, not specifically dedicated to agri-food sectors, however with an important share of final recipient transactions originated in the sectors:
  - more generalist guarantees such as the **SME Competitiveness** or
  - supporting the green transition of the sectors through the **Sustainability Guarantee**
  
- 2) **Specific EAFRD/national mandates** dedicated to Agri in certain countries



# Loans for sustainable/green investments

The Sustainability Guarantees can support investments in several areas of the agri-food sectors



# EAFRD/national agriculture dedicated programmes

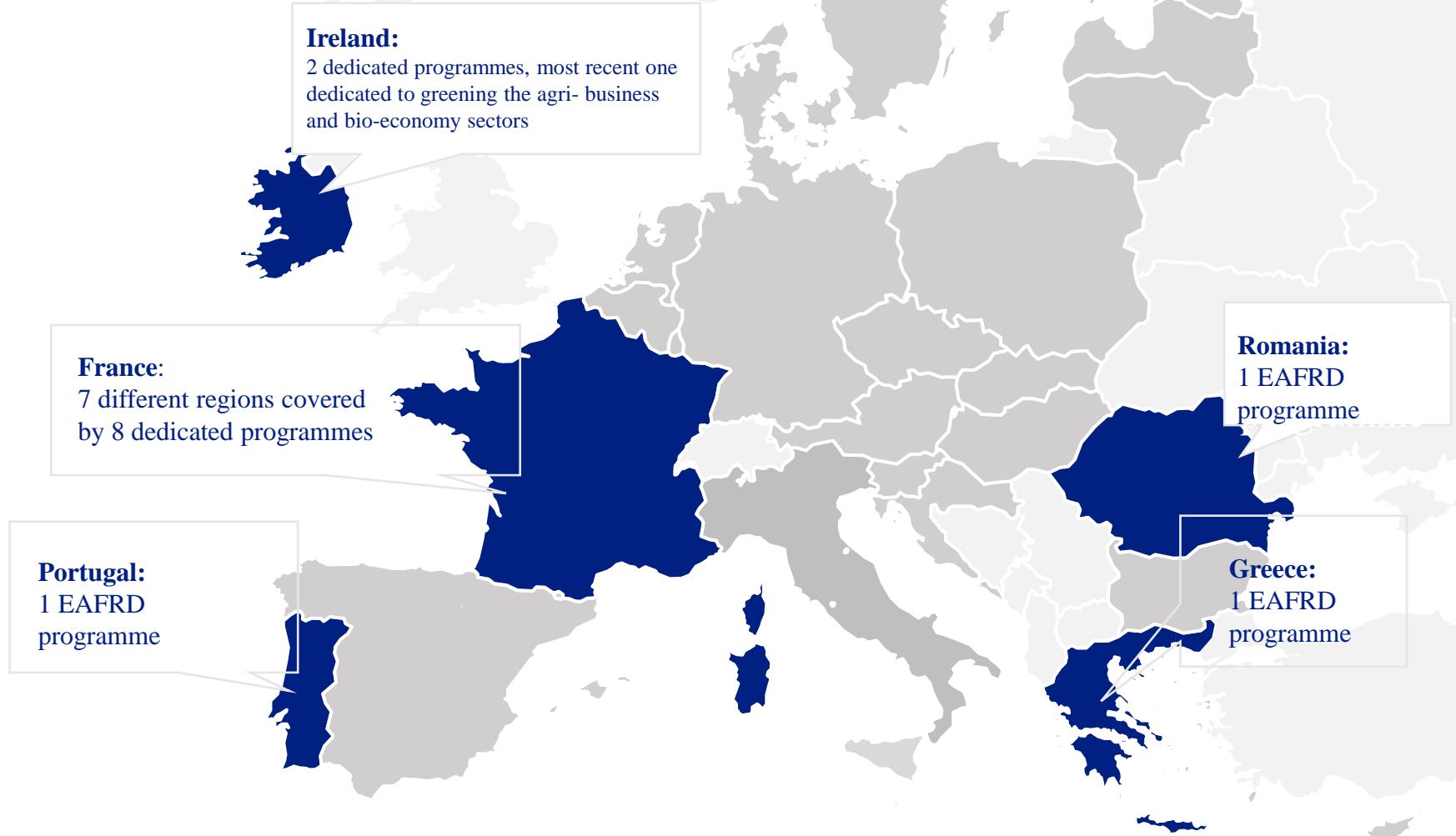
**Leveraged to final recipients**  
EUR 3.7 bn



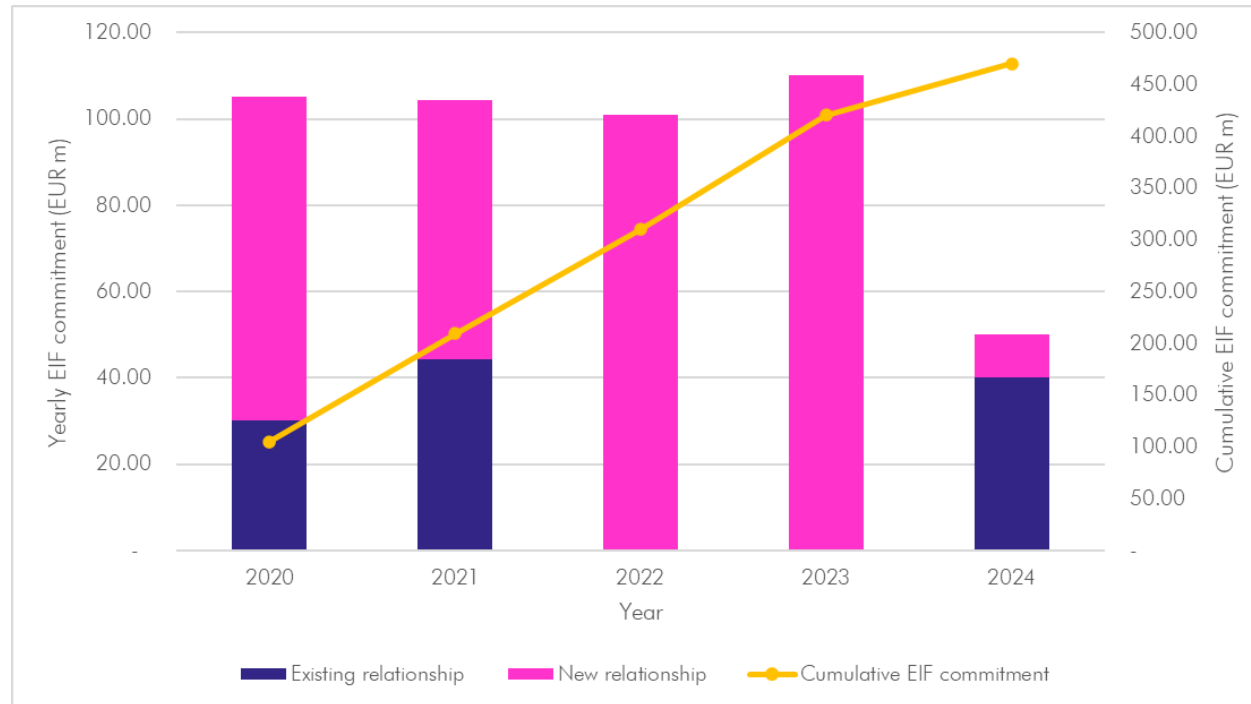
**Committed to final recipients**  
EUR 1.7 bn



**Final recipients supported**  
# 13 k



# Private equity/venture capital into Agrifoodtech



EIF has been investing in climate and environmental funds **since 2006**.

The first generation of “cleantech” investors were mainly generalists investing broadly across sectors.

Following an initial fallout the industry is experiencing a rebirth fueled by the global climate and environmental emergency.

**New specialized funds and investors are emerging, notably in agrifoodtech and the bioeconomy.**

**Since 2020, the EIF committed EUR 420m to 14 specialized funds, ultimately supporting close to 330 companies with over EUR 1.6bn of funding.**

**The EIF’s deep pipeline covers virtually the whole European market (90%) and EIF invests into both existing and new relationships.**

# Venture capital examples into Agrifoodtech



**MagrowTec, IE:** Magnetic spray retrofit technology to reduce pesticide use



**Toopi, FR:** Recuperation of urine to irrigate soils



**It's Fresh, UK:** Technology to prolong fruit and veg shelf life



**Source ag, NL:** AI software for fruit and vegetable growers



**Matsmart, SE:** Online marketplace for food past its best by date



**La Vie, FR:** An alternative protein company



**Klim, DE:** A platform that supports farmers to transition to regenerative agriculture and helps them measure carbon capture.



**Micro Harvest, DE and PT:** Protein from micro-organisms,



**Libre, SP:** Mycelium-based meat.



**Cortilia, IT:** Direct delivery of fresh, groceries from farmer to consumer.





## EIB Group support offer for the agriculture sector

**Frank Lee**, Head of Financial Intermediary  
Advisory Division, European Investment Bank

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European  
Commission



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Investment Bank



# EIB Green Gateway programme

## Advice for financial institutions





# EIB Green Gateway programme – Overview



[greengateway.eib.org](https://greengateway.eib.org)



## WEB-based operational tools

- EIB Green Eligibility Checker
- EIF Sustainability Guarantee Tool
- EIF Green Guide for Fund Managers Tool



## WEB-based capacity building tools

- e-Learning: on diverse topics (under development)
- e-Library



## Green Gateway Helpdesk Portal

- Q&A platform
- Toolbox of supporting material (manuals, templates, reports)



## Webinar trainings

- On-boarding trainings
- Thematic trainings



## Bilateral advisory assignments





- Research, analysis, on-the-job support
- Reports, manuals, templates, tools
- Trainings






# EIB Green Gateway programme – Green Checker

## GREEN CHECKER - main upgrades in 2024 with agricultural / food industry angle

### New investment activities added!

	<p><b>Biogas production and use</b></p> <p>Biogas plants use anaerobic digestion of organic material in closed digesters to produce biogas or biomethane.</p>	→	i
	<p><b>Manure management</b></p> <p>Manure management is the collection, storage, treatment and application of animal manure to land. It is a key component of sustainable agriculture and can help reduce...</p>	→	i
	<p><b>Commercial refrigeration</b></p> <p>The replacement of professional refrigeration systems, such as storage cabinets, chest freezers, chillers and condensing units, can result in an increase in energy efficiency....</p>	→	i
	<p><b>Electric heat pumps for process heat</b></p> <p>Process heat refers to the application of heat during industrial processes. Industrial heat pumps are mainly used for low-temperature processes below 100...</p>	→	i

### Existing investment activities revamped!

	<p><b>Tractor replacement</b></p> <p>The efficiency of modern tractors can be increased primarily through optimised engine utilisation and process improvements. Technologies such as auto-steering,...</p>	→	i
	<p><b>Photovoltaic systems</b></p> <p>Photovoltaic (PV) systems absorb sunlight and convert it into electricity.</p>	→	i
	<p><b>Wind power</b></p> <p>A wind turbine is a device that converts the kinetic energy of the wind into electrical energy.</p>	→	i



# EIB Green Gateway programme – Green Checker

## GREEN CHECKER - main upgrades in 2024 with agricultural / fisheries / forestry angle

### From green investments to green enterprises!

- Green Checker will soon allow users to assess financing not only based on the investment activity but also based on the economic / business activities of the enterprise, including in bioeconomy;
- In this approach, financing can be considered green if it is provided to a company which derives its turnover from green economic / business activities;
- This feature will go live next weeks (December 2024)

EN SETTINGS ASSESSMENT SUPPORT

Assess Green Investments **Assess Green Enterprise** Review EIB Green Criteria

Step 1: Select activity Step 2: Provide input Step 3: Create report

Select a green enterprise activity for assessment

Please select one of the activities from the list below. Once an activity is selected, you will be asked to provide basic input data to start the eligibility assessment.

Search green enterprise activities by keyword, name or NACE code

Agriculture, Forestry, Land use and Fisheries

Agriculture plays a central role in climate change, sustainable development and food security. It has the potential to be a net positive sector from an emissions perspective.

	<p><b>Organic primary animal production</b></p> <p>Existing sustainable and/or organic animal production activities, conducted by certified operators.</p>	→		<p><b>Organic primary crop production</b></p> <p>New and existing sustainable and/or organic primary crop production activities conducted by certified operators or in supporting business to convert to organic and/or...</p>	→
	<p><b>Sustainable aquaculture activities</b></p> <p>Sustainable aquaculture practices help maintain healthy marine ecosystems. Healthy marine habitats, like seagrasses, mangroves, and coral reefs, play a role in carbon...</p>	→		<p><b>Sustainable fishing activities</b></p> <p>Sustainable fishing practices help maintain healthy marine ecosystems. Healthy marine habitats, like seagrasses, mangroves, and coral reefs, play a role in carbon...</p>	→
	<p><b>Sustainable forest management, afforestation, reforestation, forest rehabilitation/restoration</b></p> <p>Sustainable forest management enhances carbon sequestration, reduces greenhouse gas emissions from...</p>	→			



# EIB Green Gateway programme – Green Checker

## GREEN CHECKER - main upgrades in 2024 with agricultural / fisheries / forestry angle

### From eligibility assessment to eligibility overview!

- Green Checker will soon allow users to access the full spectrum of EIB's green eligibility criteria applicable for intermediated financing to SMEs and MidCaps;
- With this function, users will be able to easily and swiftly *search, identify and review EIB's green eligibility criteria* in individual sectors, and match them with Taxonomy objectives;
- This feature will go live next weeks (December 2024)

Assess Green Investments Assess Green Enterprise **Review EIB Green Criteria**

This page provides a general overview of EIB's green criteria

### EIB Green Criteria

Find below further information about EIB Green Windows. Even if you do not find your search reflected under "Assess Green Investments" or "Assess Green Enterprise" it could be eligible for EIB green financing.

Search investment opportunities by keyword, name or green category

Within EIB's **intermediated debt products** (multi-beneficiary intermediated loans and similar) the financial intermediary can make a contractual commitment to allocate EIB funds to investments and activities contributing to climate action and environmental sustainability objectives, under a so-called "green window". Below you find an overview of those activities.

Overview Details

#### Agriculture, Forestry, Land use and Fisheries

Agriculture plays a central role in climate change, sustainable development and food security. It has the potential to be a net positive sector from an emissions.. perspective.

#### Buildings

Accounting for approximately 40% of energy consumption and 36% of carbon emissions, the building sector is effectively the largest energy consuming sector in the EU. Energy efficiency measures to improve the envelope of... buildings, such as the insulation of walls, thus play a key role

#### Energy

Energy use is the main contributor to the EU's greenhouse gas emissions. Increasing the share of renewable energy and improving energy efficiency across the different sectors of the economy is therefore a key building block to reach the... EU's energy and climate objectives.



# EIB Green Gateway programme – Helpdesk

## GREEN GATEWAY HELPDESK - available from October 2024

Free to use, cloud based, dynamic platform providing guidance **to EIB Group financial intermediaries** in relation to green (CA&ES) eligibility and reporting requirements under EIB's intermediated finance products and EIF's IEU Sustainability Guarantee, including for projects in bioeconomy (agriculture, fisheries, forestry, food industry)

**Helpdesk  
support**



Contact form to submit questions to the Helpdesk team

**FAQ  
Library**



Access to a live, regularly FAQs library about green topics

**Knowledge  
Base**



Technical materials (trainings, guidance notes, webinar recordings, etc.) to enhance understanding of green finance requirements and opportunities

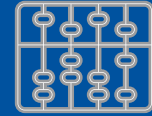
# GENDER FINANCE LAB

## Gender-Smart Finance Master Class for EU Commercial Banks

- ★ Supporting FIs in **better reaching** the unbanked and underbanked sectors of **women-owned/led SMEs** and **facilitate access** to EIBG gender-smart finance products and services.



Community of Practice  
Targeting **40** EU  
Banks



2-month  
**eLearning**  
Programme & hybrid  
**Events**

## What the Programme Covers

- ★ The **Business Case** for serving women-owned/led SMEs and exploring new market potential
- ★ Building gender-smart value propositions, **financial and non-financial products** to develop market reach to underserved sectors, such as women-owned businesses in agriculture and bioeconomy
- ★ Tools to incorporate **gender-smart data** analysis, result measurements and **reporting** requirements into the organisation's systems.
- ★ **EIB Group conditions** for financing for gender equality





European  
Commission



European  
Investment Bank



# Thank you!

<https://greengateway.eib.org/>



Thank you!

[www.fi-compass.eu](http://www.fi-compass.eu)

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