

***Regional Transport  
Investment Conference***  
**Sofia, 23 March 2017**

**Plenary Session**

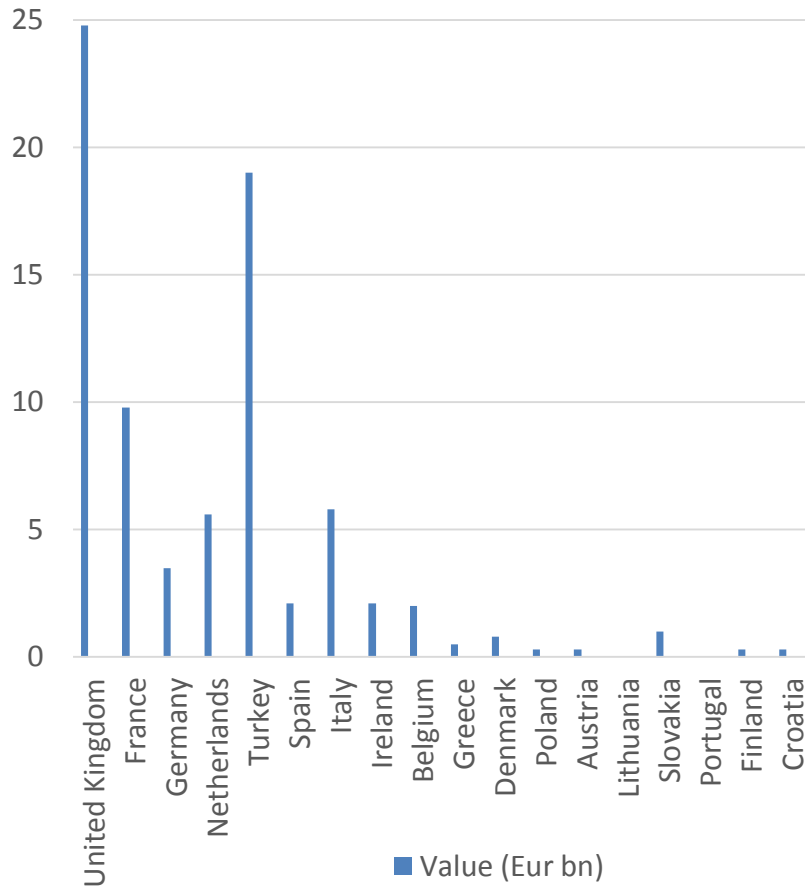
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*Chairman of ELTI Association*

## The European Association of Long Term Investors

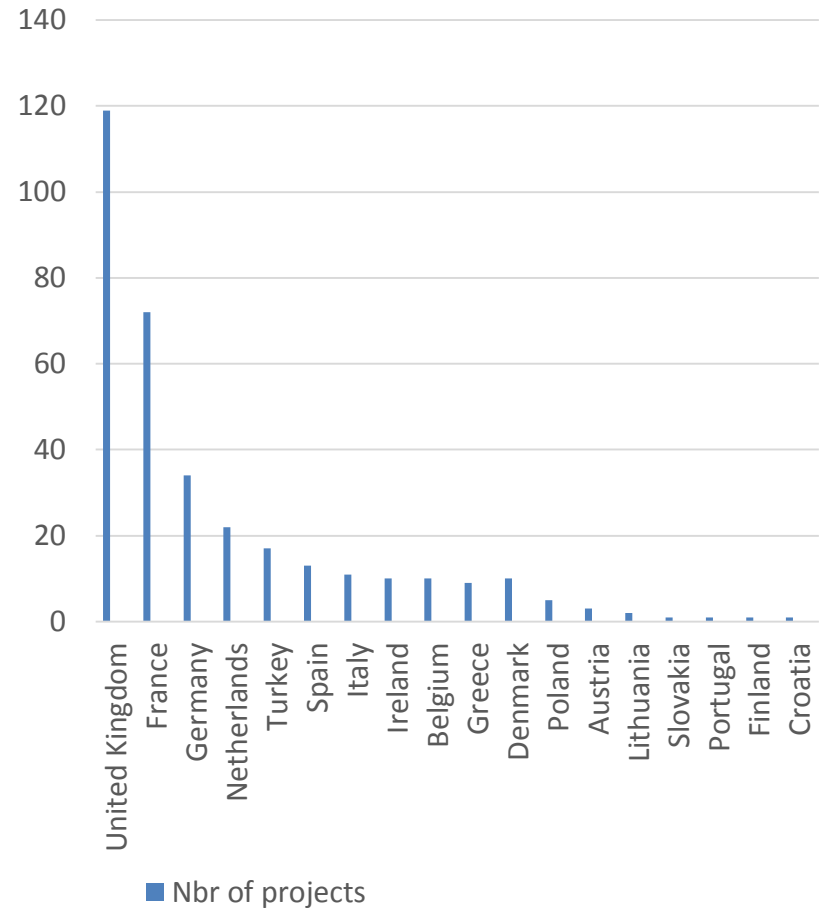
- **Launched in Paris in July 2013** after the publication of the European Commission Green Paper on the Long-Term financing of the European Economy, EALTI gathers **27** European long-term financial **institutions from 19** European various **countries** (EIB is an observer).
- With a **combined balance sheet of € 2.5 trillion**, ELTI's goal is to **promote long-term investment** in close alignment with the objectives developed by the EU to foster sustainable, smart and inclusive growth and job creation.
- EALTI's Full Members are mainly **National Promotional Banks and Institutions (NPBI) dedicated to the promotion of public policies** at national and EU level.
- NPBI's features : **countercyclical** actors with **robust long term business models**. They have an **in-depth understanding of real markets** within their Member States and a **strong expertise in project structuring**.

## The European PPP market over the period 2012-2016

### Market value per country



### Number of projects per country



## Keys to a successful cooperation

- ✓ **A favorable political and economical environment**
- ✓ **A stable and predictable legal framework**
- ✓ **Legitimate and empowered counterparts**
- ✓ **Monitoring mechanisms allowing for constant dialogue**

## Examples of PPP projects financed by EIB, CDC and commercial banks

### GSMR (Global System for Mobile Communications- Railways)

EUR 1bln

Partners : Synerail (VINCI-SFR-TDF); SNCF Réseau; CDC + BEI + commercial banks pool

Deployed on 15,000 km rail

### High speed railroad SEA (Tours-Bordeaux)

EUR 7.8Bln

Partners: LISEA (VINCI; CDC, Ardian; Meridiam); SNCF Réseau; CDC + EIB + commercial banks pool

Project size: 340km

### High speed Railroad BPL (Bretagne-Pays de Loire)

EUR 3.4bln

Partners: Eiffage ; SNCF Réseau; CDC + EIB + commercial banks pool

Project size: 214 km

### High speed Railroad CNM (Bypass railroad Nîmes-Montpellier)

EUR 2.28Bln

Partners: Oc'via (Bouygues, Alstom; Meridiam; FIDEPPP); SNCF Réseau ; CDC + EIB + commercial banks pool

Project size: 80km