

Business opportunities in Kenya Environment and Green Technology



Enterprise Estonia
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*Catherine Collin, Head of EIB East Africa Regional
Representation*

The EIB: the EU Bank with a global reach

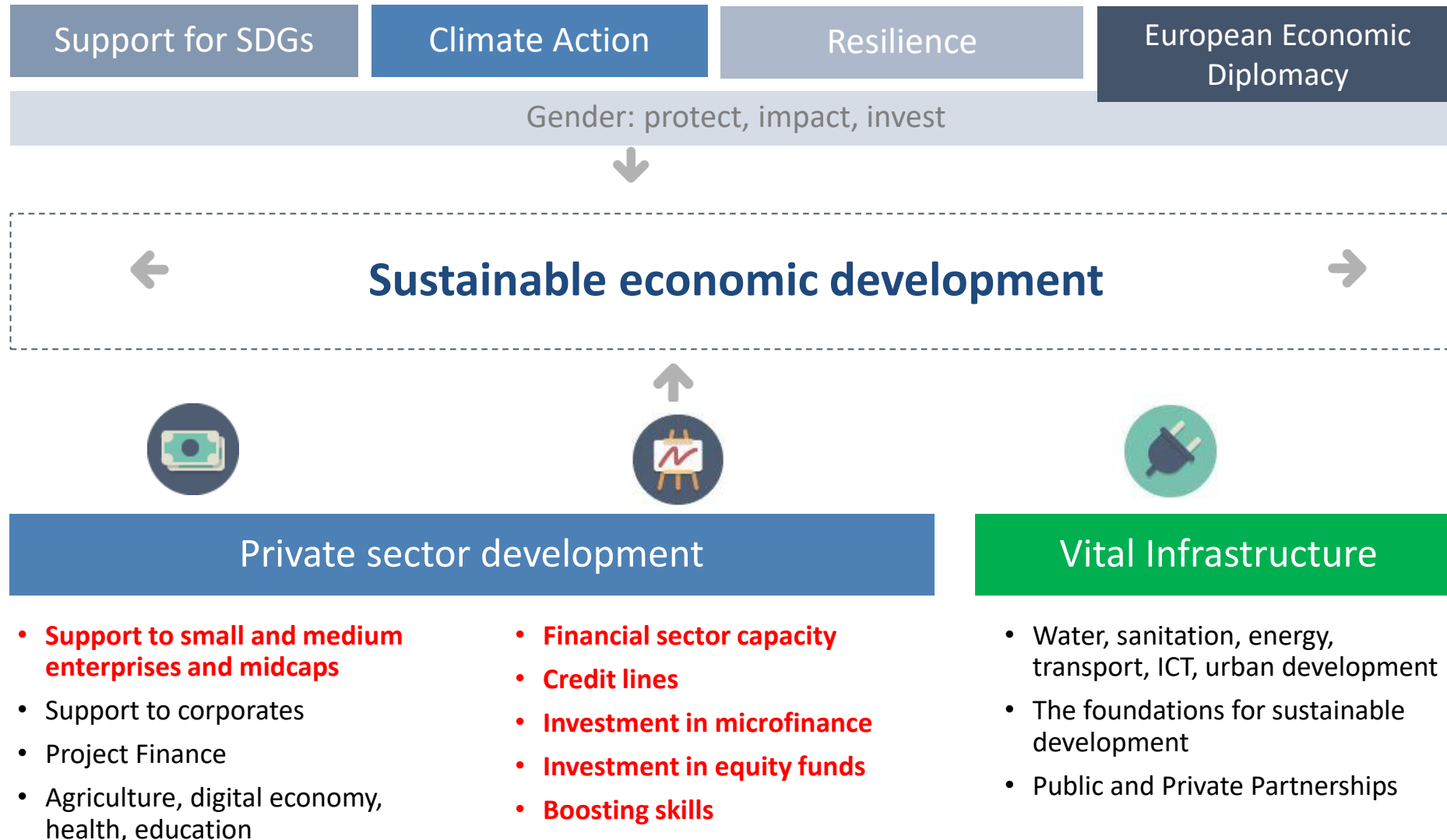


- ▶ Owned by the 27 EU Member States
- ▶ Natural financing partner for the EU institutions since 1958
- ▶ Active outside the EU since 1963
- ▶ Operating in over 160 countries
- ▶ Around 10% of lending supports development projects (EUR 8.8bn in 2019)

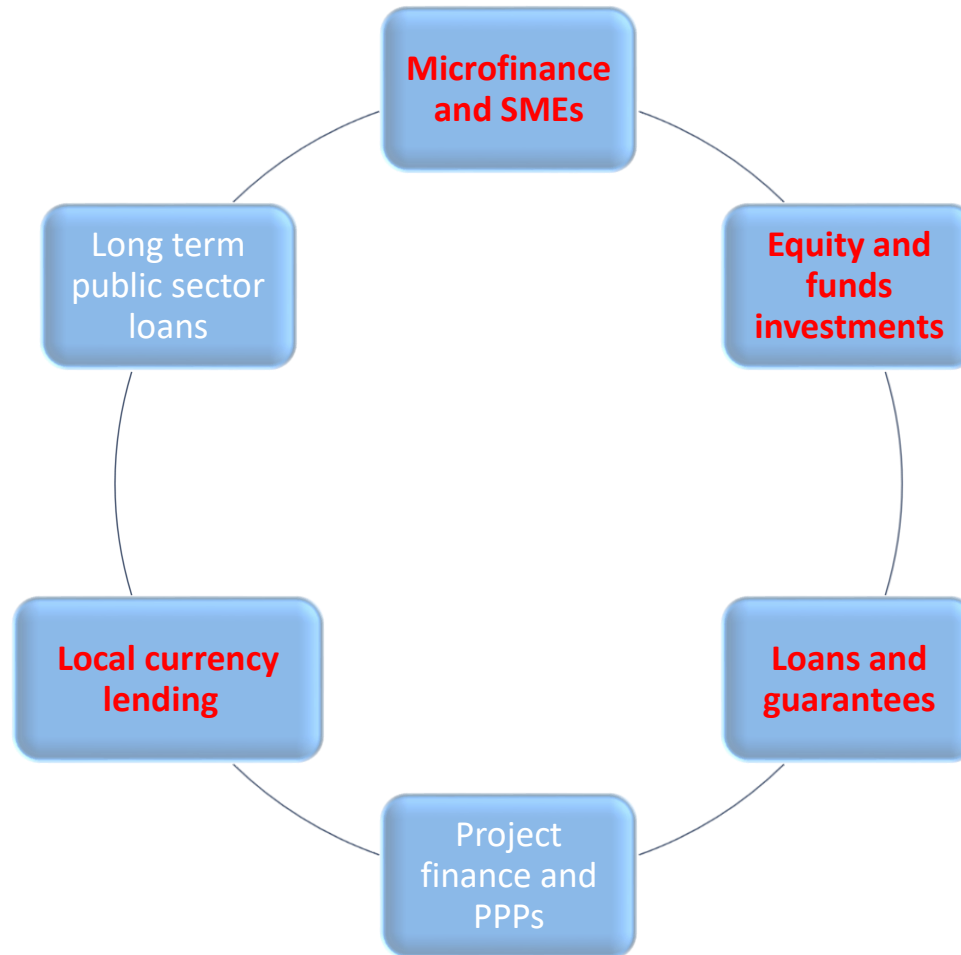
The EIB at a glance

- Largest multilateral lender and borrower in the world
 - We raise our funds on the international capital markets
 - We pass on favourable borrowing conditions to clients
- Some 450 projects each year
- Headquartered in Luxembourg with 50 local offices around the globe
- Around 3 500 staff
 - Including finance professionals, but also engineers, sector economists and socio-environmental experts
 - Over 60 years of experience in financing projects

EIB in ACP: Mandate & Priorities



Comprehensive product offering



How we do it in Africa : Agile and Responsive Approach



Pioneering climate finance, supporting renewable energy and energy efficiency across the continent



Promoting and deploying innovative financing solutions to deliver on SDGs (e.g., Sustainability Awareness Bonds)



Combining high development impact with financial sustainability



Supporting women's economic empowerment and gender equality



Investing according to EU priorities, standards and values



Partnering with donors, IFIs, UN, NGOs and philanthropists to catalyze development impact

The EU Bank in Kenya



- ✓ Regional office for East Africa established 2005
- ✓ Direct exposure – EUR 630 m of which 80% is Energy sector (LTWP is largest exposure)
- ✓ Majority of the portfolio are « blended projects », including Agrifi Line of Credit to support agri value chains
- ✓ Indirect exposure through **Equity** funds (including Impact funds) : EUR 13.8 m current
- ✓ Pipeline : energy (both on and off-grid, all renewable), health, affordable housing, clean urban transport, road PPPs, manufacturing
- ✓ COVID19 response : MSME support through commercial banks (blending with EU grant)
- ✓ Close collaboration with the EU Delegation -
https://eeas.europa.eu/delegations/kenya/78683/funding-businesses-kenya-fact-sheet_en

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**European
Investment
Bank**

The EU bank

A circular arrangement of twelve blue stars, representing the flag of the European Union, positioned behind the text 'The EU bank'.

<http://www.eib.org/projects/regions/acp/index.htm>