



**European  
Investment  
Bank**

*The EU bank*

## Bankability of PPP-Projects

Speed uPPP Slovenija 28 November, 2017 - Bled



Speed uPPP Slovenija

# PPP Objectives: Bankability

**V**alue For **M**oney

**B**ankability

Affordability

Speed

Risk Transfer

Off-Balance Sheet

# Bankability of Projects

**P<sub>1</sub>**

**P<sub>2</sub>**

**P<sub>3</sub>**

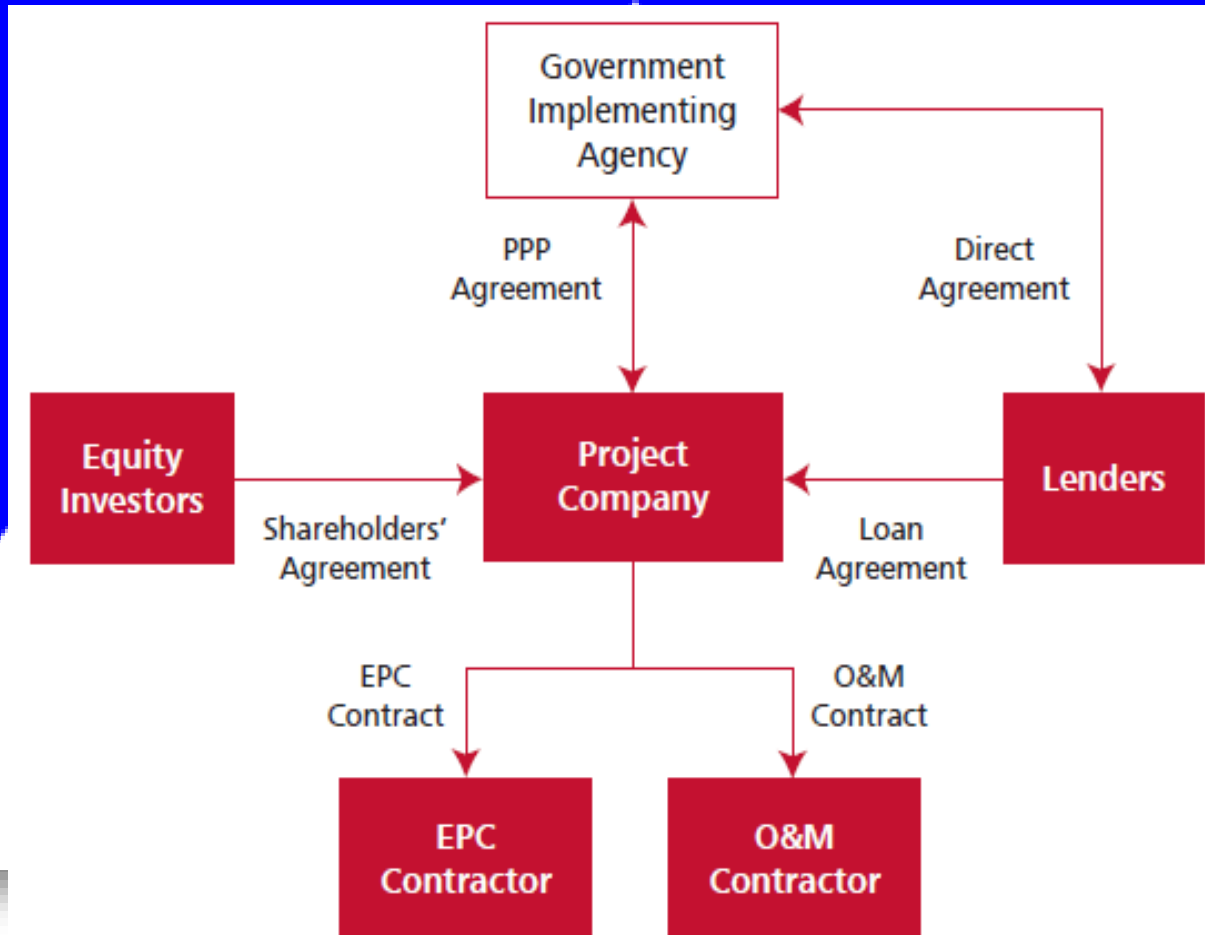
Degree of bankability of the targeted project

Cash flow  
cannot support  
initial debt

Too risky to attract  
financing at  
acceptable terms  
without high risk  
coverage

Bankability

# Bankability of PPP-Projects: Drivers – PPP Parties



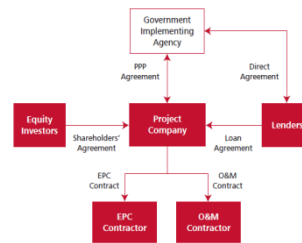
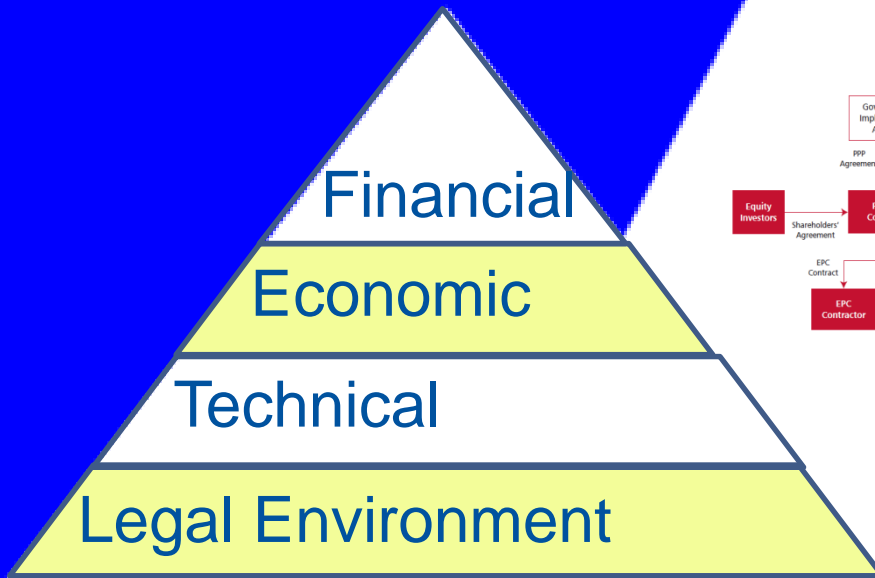
Degree of bankability of the targeted project

# Bankability of PPP-Projects: Dimensions

P<sub>1</sub>

P<sub>2</sub>

P<sub>3</sub>



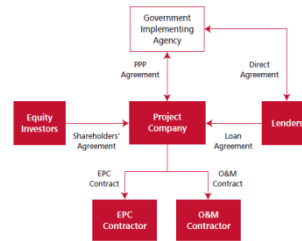
Degree of bankability of the targeted project

# Bankability of PPP-Projects: Tender Process

P<sub>1</sub>

P<sub>2</sub>

P<sub>3</sub>



Financial Close

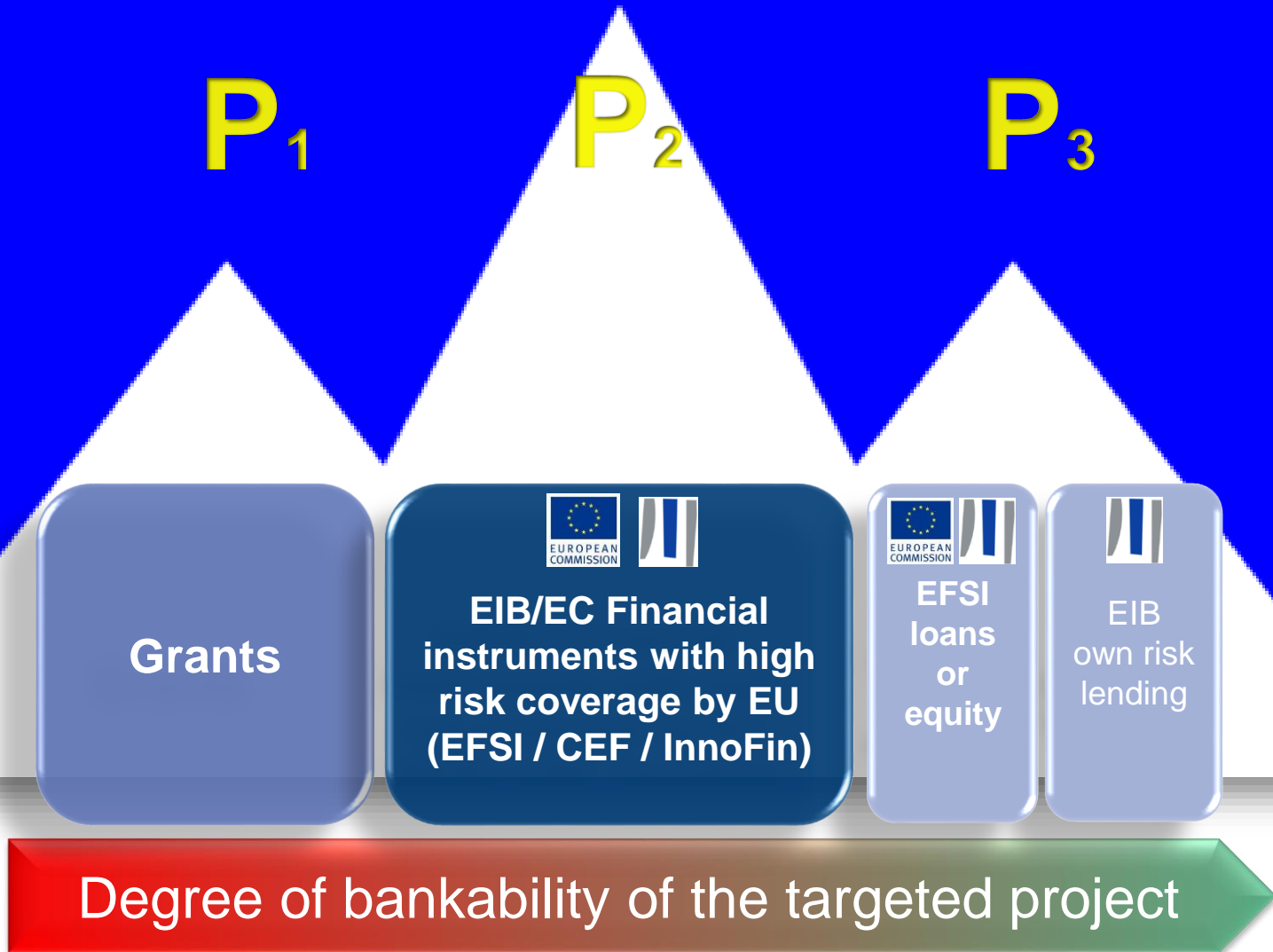
Selection Winner  
Best and Final Offer

Competitive Dialogue

Launch and Prequalification

Degree of bankability of the targeted project

# Bankability of PPP-Projects: Financing





# Bankability of PPP-Projects



**B**enefits

**P**ath

**P**artners

**P**roject

Degree of bankability of the targeted project



**Branko Cepuran**

Senior Loan Officer

Lending Operations in Slovenia, Croatia and  
Western Balkans

**European Investment Bank**

F: +352 43 79 87 243

cepuran@eib.org – [www.eib.org](http://www.eib.org)