



Global Gateway Investment Hub



GLOBAL GATEWAY STRATEGY AND OPPORTUNITIES -
LAUNCH OF TEAM ROMANIA
Bucharest, 8 October 2026



Why an Investment Hub?

Context

- Demand from **EU companies** and **partner countries** for **one entry point** to deliver under Global Gateway Strategy;
- Multiple entry points, **fragmented instruments, procedures and governance**;
- Accelerate project preparation and visibility of **Team Europe pipeline**.

Objectives

- **Receive, screen and facilitate** EU private sector investments in partner countries;
- **Single-entry point** for Global Gateway to jointly shape and deliver an attractive EU integrated offer;
- **Mobilise additional EU funding** with Team Europe investment packages.

- **Level playing field for all MS**
- **Opening opportunities for cross-country partnerships**

Team National

Main entry point to the IH



EU companies can only submit proposals to the EU through their **Team National**. Click [here](#) for more info.

Team National has the following **responsibilities**:

- **Unites key national stakeholders:** government bodies, DFI, ECA*, business associations, private sector
- **Selects, endorses, and commits to support Global Gateway projects**
- **Channels projects** to INTPA for coordinated engagement to address remaining investment barriers

Team National State of Play

The following Teams Nationals are **operational**:

- Austria
- Belgium
- Croatia
- Czechia
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Italy
- Lithuania
- Luxembourg
- Netherlands
- Poland
- Portugal
- Romania
- Slovakia
- Slovenia
- Spain
- Sweden

The following Team Nationals have **submitted proposals**:

- Belgium
- Czechia
- Denmark
- Germany
- Finland
- France
- Italy
- Netherlands
- Slovenia
- Sweden

Proposals admitted to the facilitation phase from 8 out of 21 operational TNs

- Team Belgium - Renewable energy - Lesotho (SSA)
- Team Finland – Transport – Botswana, Zimbabwe, Zambia, the DRC, Tanzania (SSA)
- Team Finland – Climate and Energy – Grenada (LAC)
- Team France - Water Supply & Sanitation - Guinea (SSA)
- Team Germany – Climate and Energy – Namibia (SSA)
- Team Italy - Climate and Energy Democratic Republic of Congo (SSA)
- Team Netherlands – Climate and Energy/Transport – Brazil (LAC)
- Team Slovenia – Climate and Energy – Zambia (SSA)
- Team Sweden – Digital – Indonesia (APAC)
- Team Sweden - Communications - Malaysia (APAC)
- Team Sweden – Transport - Indonesia (APAC)
- Team Sweden – Climate and Energy – Grenada (LAC)

Project proposals per sector and per region since October 2025

Number of IH projects per sector
(all phases)

Per sector	Total
Climate and Energy	14
Digital	4
Education and Research	0
Health	2
Transport	3
TOTAL	23

Number of IH projects per region
(all phases)

Per region	Total
World	0
SSA	11
LAC	6
APAC	6
TOTAL	23

Types of projects supported by the Investment Hub

- **Long-term investment (private sector as investor)**

Projects where **EU companies commit their own capital and participate as long-term investors:**

- ✓ foster sustainable economic development,
- ✓ strengthen local value chains,
- ✓ build lasting partnerships in strategic sectors aligned with Global Gateway priorities.

- **Participation as supplier (private sector in export-type role)**

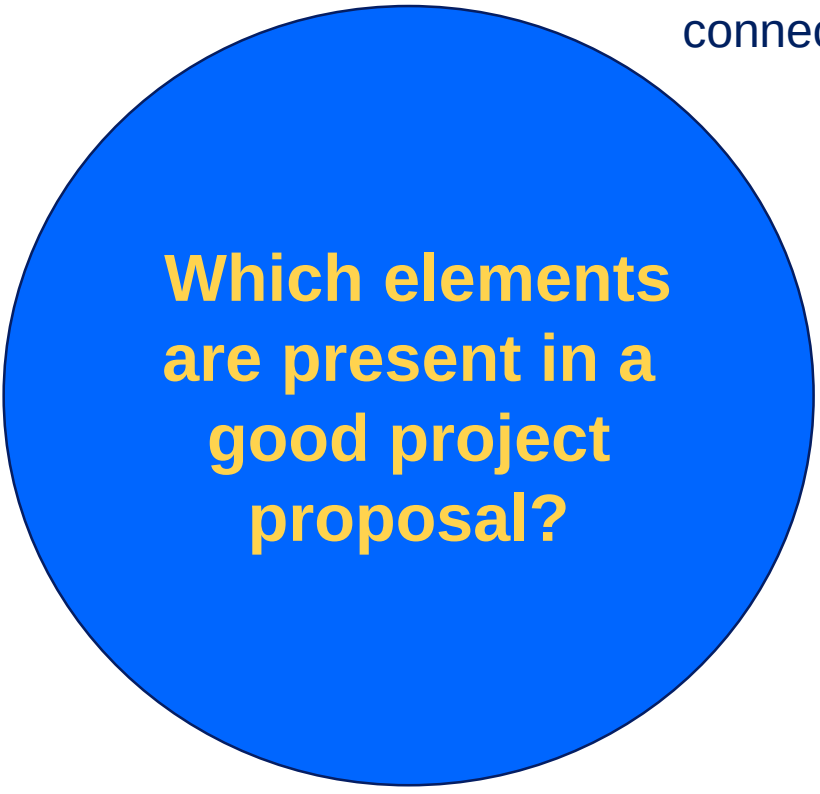
Projects where EU companies **contribute as providers of goods, services, and expertise — whether to public or private counterparts in partner countries.** As long as proposals:

- ✓ are part of strategic investments for the partner country,
- ✓ operate in strategic sectors aligned with the Global Gateway priorities (not merely sales).

From idea to Investment Hub proposal: what the application form requires

① PROJECT	② READINESS & IMPACT	③ COMPANY	④ PARTNERS	⑤ FINANCING
Project title & description	Project maturity	Lead company / sponsor	Target-country entities and buy in	Company contribution
Sector / DAC code	Key feasibility challenges	EU incorporation	Public and private partners	Financial or in-kind Team national contribution
Global Gateway area	Contribution to local priorities	Annual global turnover	Roles and responsibilities	EU/other support requested
Target country / region	Complementary investments	Sector turnover, Previous investments in region	Team Europe potential	

Lessons Learned: Project Proposals



Which elements
are present in a
good project
proposal?

Strategic fit with EU priorities Shows how the project supports key EU goals such as connectivity, energy, transport, raw materials, and cybersecurity.

Geopolitical value Explains how it strengthens partnerships, builds trusted ecosystems, and reduces strategic dependencies.

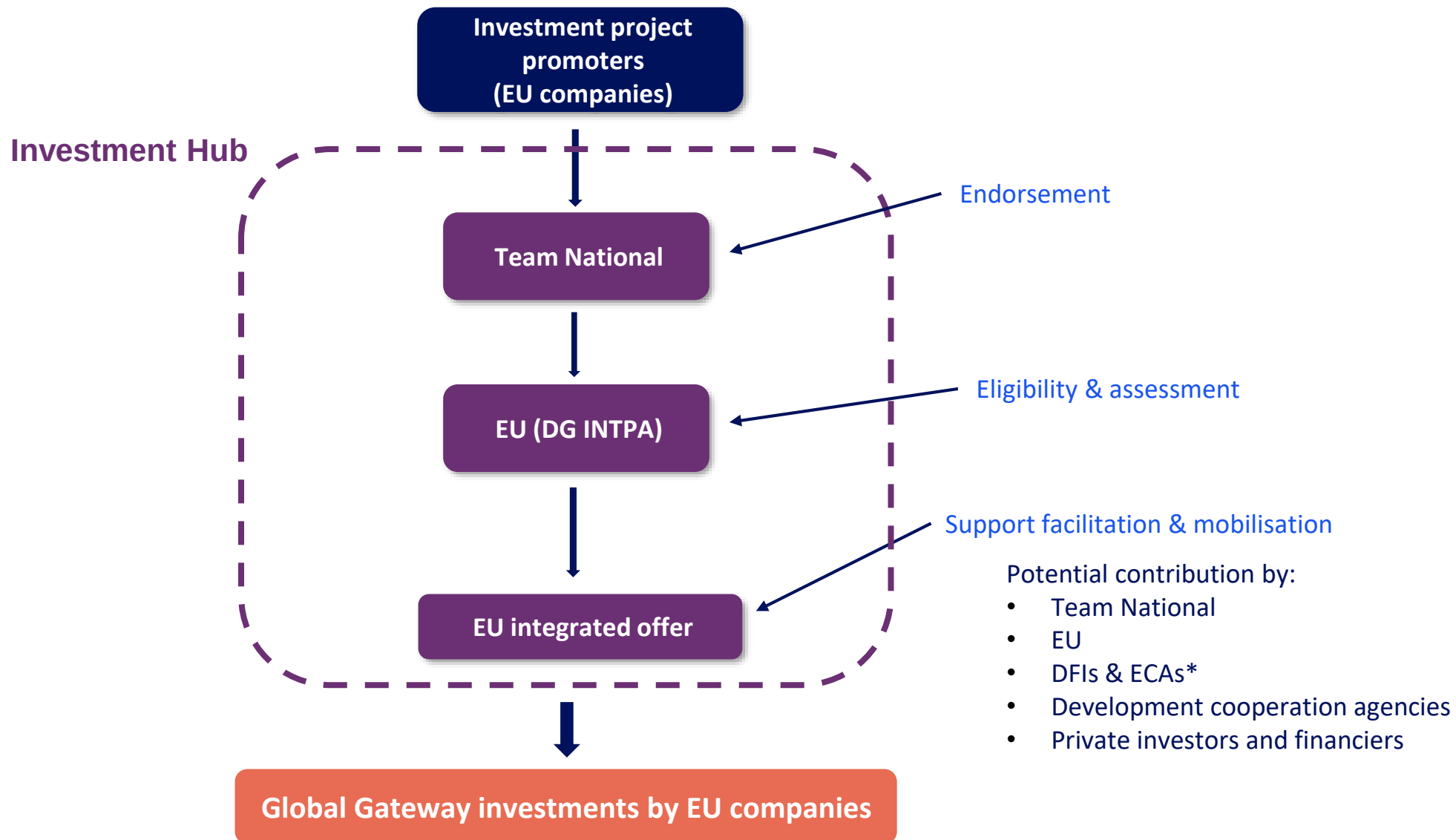
Strong partner-country ownership Demonstrates political commitment, engagement, and endorsement from the partner country.

Credible Team Europe approach Highlights the roles of Member States, European financiers, sponsors, and national actors, including contributions.

Readiness and maturity Shows evidence of discussions held, documents in place, progress achieved, and clear next steps.

Clear ask to the Investment Hub States the support requested and how it aligns with the Hub's objectives.

The Investment Hub process



Type of Support available



Financial Support

- **Grants:** e.g. for studies or project preparation
- **Loans, equity, or guarantees** provided by public or private financial institutions
- **De-risking solutions:** including guarantees, political risk coverage or local currency solutions

The Investment Hub does not replace the decision-making processes of financial institutions.



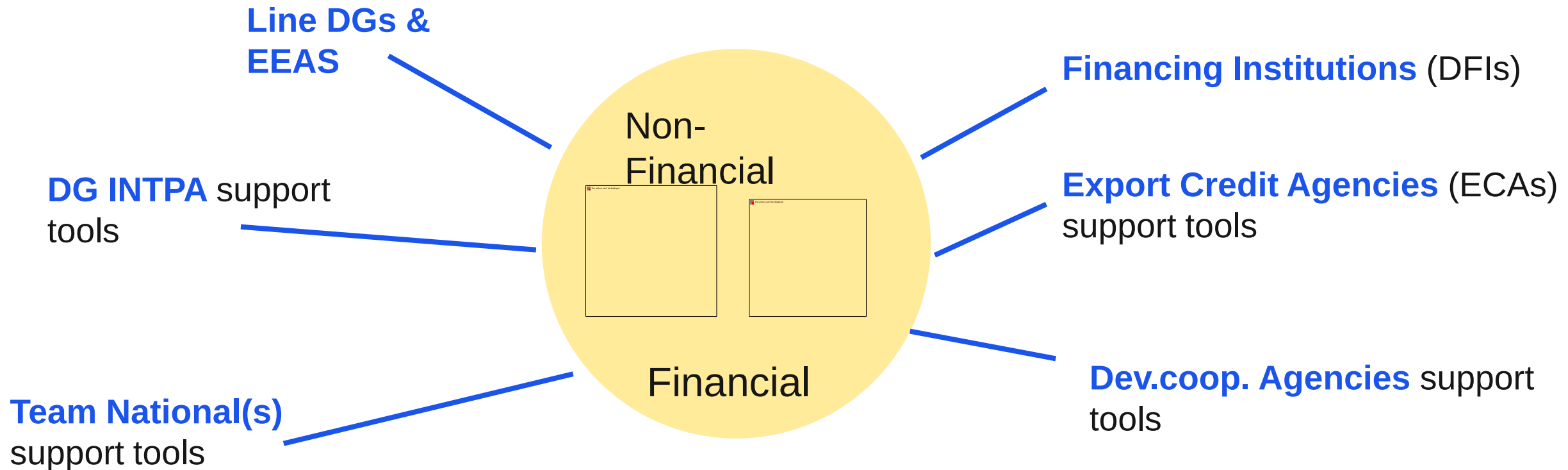
Non-Financial Support:

- **Political Support and economic diplomacy:** Diplomatic backing via EU networks and bilateral relationships
- **Dialogue with local authorities:** regulatory issues, investment enabling conditions, market access
- **Technical Assistance:** feasibility studies, ESG assessments, project structuring
- **Upfront coordination** to promote the EU offer in international competitive processes
- **Identification of European partners** to build competitive consortia

Identification and mobilisation

Who provides the support?

- A Support Facilitator team is assigned to the project.
- Potential partners are consulted as part of the facilitation phase for their appetite to provide support.



New feature: Calls for Expression of Interest

What it is

- Mechanism to **identify and engage** EU companies for Global Gateway opportunities
- Launched through the IH network to ensure **targeted, coordinated outreach** (e.g.: Colombia-Panama Electricity Interconnection Project)

How it works

- **Published** on the IH website and **shared** with Team Nationals and business organisations and other partners as needed
- Scoped by country, sector, or specific project

Why it matters

- Single clear entry point into Global Gateway for the private sector
- **Mobilises EU companies early** during project shaping, not just financing stage



For more info visit

[Investment Hub -
International
Partnerships -
European Commission](#)





Thank you!





EU Toolbox for Private Sector Engagement

Facilitation and Enabling Environment

1

Dialogue & facilitation

- Business fora and B2B matchmaking
- Investor missions and networking
- Political / economic diplomacy
- Link companies with relevant authorities

2

Technical assistance

- Feasibility and market studies
- ESG / impact assessments
- Project structuring and transaction support
- Help prepare bankable proposals

3

Enabling environment

- Dialogue on investment climate and regulation
- Address permits, standards and market-access bottlenecks
- Support predictable, transparent investment conditions

4

Trade and investment framework

- Market access and investment facilitation
- Standards, transparency and regulatory cooperation

EU Toolbox for Private Sector Engagement — Financial Support

1

EFSD+ guarantees

Risk-sharing instruments can help address political, credit and other risks and enable financing in challenging markets.

2

Blending and grants

Grants and technical assistance can complement loans and reduce project-development or investment costs.

3

Loans and equity

Development finance institutions can provide loans, equity and trade-finance solutions for investment and growth.

4

FX/local currency

Tailored risk solutions can address foreign-exchange or local-currency constraints.

TEAM EUROPE

European Commission + EU Member States + EIB / EBRD and other DFIs + ECAs + private investors
→ joint packaging of political, technical and financial support around the same investment opportunity

Key message: financing is tailored to the project — the Investment Hub facilitates access and coordination, while financing decisions remain with the relevant financial institutions.

Useful links - DG INTPA:

- The [Investment Hub webpage](#)
- The [Global Gateway Business Opportunities webpage](#)
- List with [INTPA Partner Countries](#)

Useful links - other DGs:

- DG ENEST: the [Business opportunities - Enlargement and Eastern Neighbourhood webpage](#)
- DG MENA: the [Middle East, North Africa and the Gulf webpage](#)