

The Investment Hub

a new channel for private sector investments in Global Gateway



Global Gateway Strategy and Opportunities - Launch of Team Romania
08-10-2026

European Commission
Directorate General for International Partnerships (DG INTPA)
Unit E.3 Private Sector Engagement & Employment

What is the Global Gateway strategy?



A change...

The Global Gateway Strategy reflects a change in the way EU approaches external action:

The needs of partner countries

...are combined with a stronger assessment of the EU strategic and private sector interests and private interest,

...to position the EU more prominently in a competitive world.



Digital

The EU will support open and secure internet

Climate and energy

The EU will support investments and rules paving the way to the clean energy transition

Transport

The EU will support all modes of green, smart and safe transport

Education and research

The EU will invest in high quality education, with a focus on girls and women and vulnerable groups

Health

The EU will help strengthen supply chains and local vaccines production



Note that there are many sub-sectors included under the main Global Gateway Sectors, such as **critical raw materials**, **agriculture** or **water**. Click [here](#) for more info.



Democratic values
and high standards



Good governance
and transparency



Equal
partnerships



Green
and clean



Security
focused



Catalysing private
sector investment

What is the Global Gateway Investment Hub?



Why an Investment Hub?

Context

- **Fragmented instruments** and multiple entry points
- Demand from EU companies and partner countries for **one entry point** for EU private sector
- Accelerate project preparation and visibility of **Team Europe pipeline**

Objectives

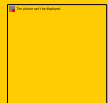
- investments for EU companies
- Act as a facilitator, **not a new instrument**
- Coordinate and strengthen **early and structured cooperation** with DFIs, ECAs, private sector and Member States Provide a **single-entry point** for Global Gateway to jointly shape Team Europe investment packages and mobilise EU funding.

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

Investment Hub: a new channel for EU companies

A **single entry point** for projects aligned with Global Gateway priorities, to **bridge the gap** between ambition and implementation by:

- identifying promising projects early,
- facilitating their preparation and coordination,
- and mobilising European public and private financing.



The Investment Hub is not a fund but facilitates **identifying** and **mobilising** support.

Team National:

Your 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 projects**
- **Channels projects** to INTPA for coordinated support to address remaining investment barriers

How to submit a project to the IH as a company

1. Fill the [application form](#).
2. Send it to the [Team National](#) of your choice*.

Then

- ✓ The Team National will carry out a [pre-eligibility check](#). If the Team National endorses the project, it will define its potential support and submit the proposal to DG INTPA
- ✓ DG INTPA will [assess](#) the proposal and respond within four weeks.
- ✓ If selected, DG INTPA will assist you with the mobilisation of Global Gateway support.

* For a consortium, only one submission is required by the lead company.

Eligibility criteria



Who Can Apply...

- **Company headquartered in the EU**
- **With 10% own contribution** of project investment size



The **10% own contribution** does **not** apply when the financial support is intended for a **public authority** in the partner country.



Project Requirements:

- **Priority sectors:** Climate & Energy, Digital, Health, Education & Research, Transport
- **Eligible country/region:** Latin America and Caribbean, Sub-Saharan Africa, Asia Pacific
- **Strategic alignment** with Global Gateway values and objectives.
- **Team National Commitment**
- **Minimum size: EUR 10m** (except for flagship projects)
- **Partner country** buy-in and aligned interest.

Investment Hub Process



Investment Hub – 3-step journey

1

SUBMISSION



Companies cannot submit to the EU directly

- **EU Company** sends project proposal to a Team National.
- **Team National** selects, supports, and submits to Investment Hub.



Rolling
basis



2

ASSESSMENT

- **DG INTPA** assesses based on eligibility and assessment criteria and informs Team National of outcome.

1 month

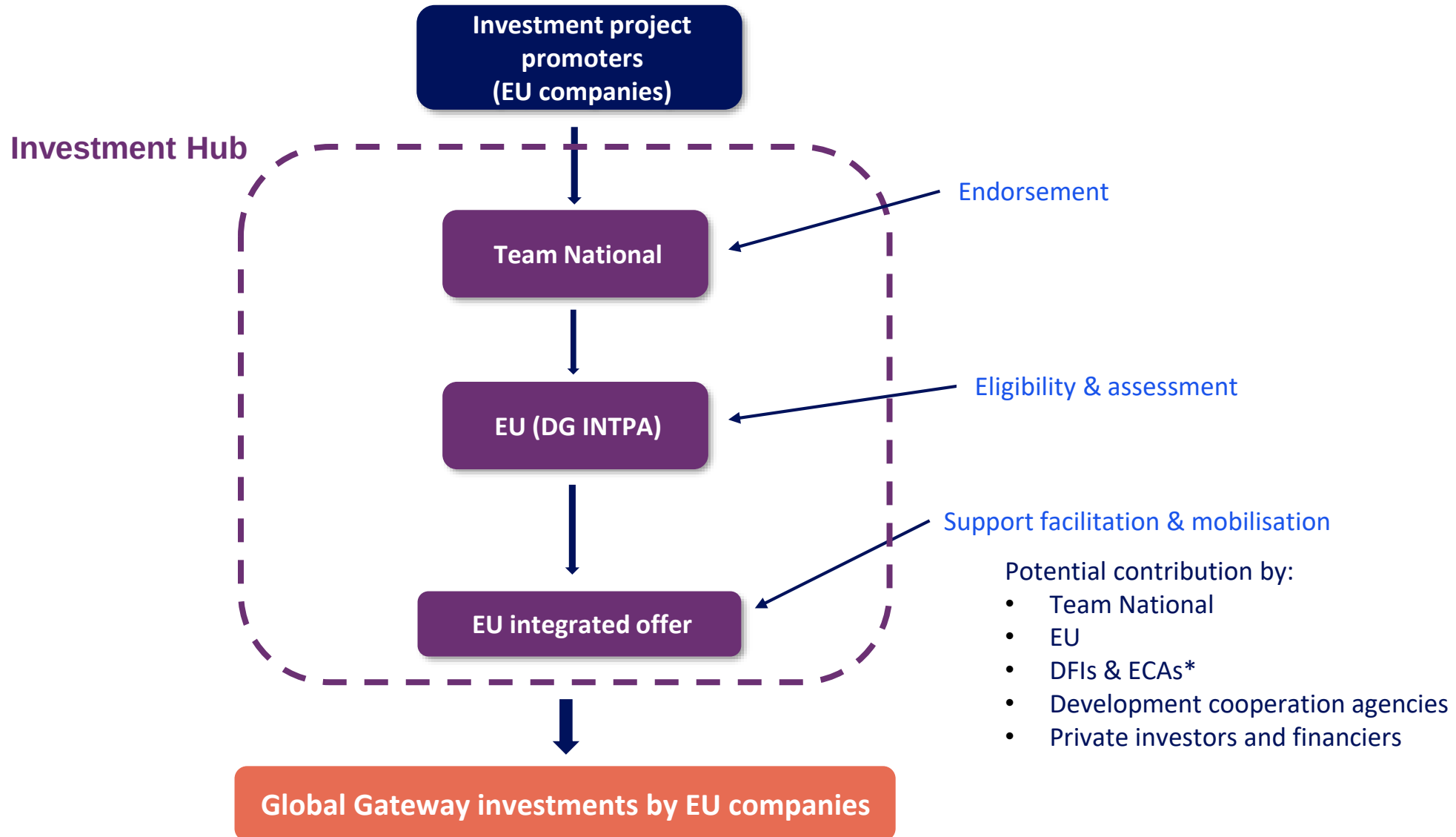


3

SUPPORT IDENTIFICATION & MOBILISATION

- **DG INTPA and Team National** facilitate access to tailored support from **financing institutions** and other **Team Nationals** based on barriers identified by **EU company**.

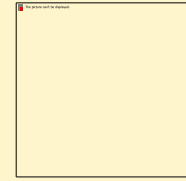
The Investment Hub process



Pre-screening

Eligibility criteria

- 1) The investment project is compatible with the **Global Gateway scope and its principles and values** (including ESG related principles: 'green and clean', 'good governance and transparency'.)
- 2) The project sponsor is **headquartered in the EU**.
- 3) One or more entities of the **Team National commit to provide** some form of financial or non-financial support.
- 4) The targeted country/region is an eligible **INTPA partner country/region** (SSA, APAC, LAC).
- 5) Minimum project investment size for individual projects: **EUR 10 million**. No minimum size for projects contributing to a **Global Gateway flagship**.



The **10% own contribution** does **not** apply when the financial support is intended for a **public authority** in the partner country.

- 6) Minimum **project sponsor own contribution**: 10% of the project investment size.
- 7) The acquisition of assets in partner countries is only eligible if the project is part of an industrial strategy where the EU interest would be preserved in the long term.
- 8) Aligned with the **targeted partner country/region interests**.
- 9) There is a **partner country buy-in**.

Pre-screening

Assessment criteria

- 1) Contribution to **EU interest**.
- 2) Contribution to **public policies objectives** (additionality).
- 3) Team National **contribution**.
- 4) **Team Europe** dimension or potential.
- 5) Total project **investment size**.
- 6) Time horizon / **maturity**.
- 7) **Project sponsor experience** in the targeted region/country and capacity.
- 8) The project foresees a **physical investment** (visibility).
- 9) The project requires or could be complemented by **360° investments**.

Role of SMEs

- 1) Minimum contribution is **EUR 1m**.
(10% of the EUR 10m minimum project investment size).

Minimum contribution does not apply for **flagship projects** or in specific sectoral/regional calls.

- 2) SMEs can join **consortia with larger companies** (Team Europe approach) or participate in **value chains** when larger European corporates win contracts abroad.

- 3) Important: Global Gateway is not an SME internationalisation instrument — **dedicated DG GROW tools** cover that.

Type of support available under the Investment Hub



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.



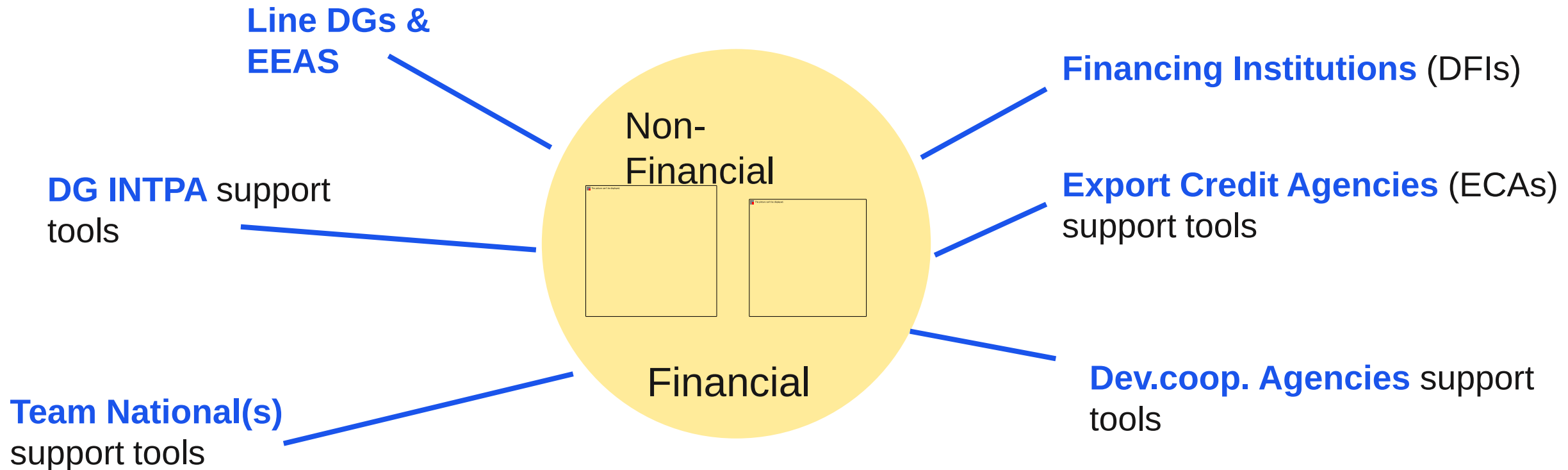
Non-Financial Support:

- **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

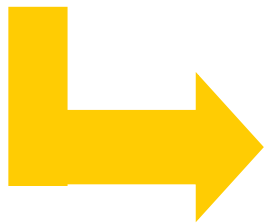
Who provides the support?

- 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.



EU Toolbox for Private Sector Engagement

The EU Toolbox
for the private
sector includes:

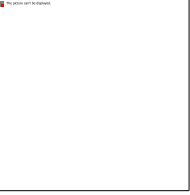


- **Dialogue & facilitation**
 - Business fora, B2B matchmaking, investor missions
- **EFSD+ financial support**
 - Guarantees, blending facilities, technical assistance
- **Enabling environment**
 - Investment climate reform and policy dialogue in partner countries
- **Team Europe coordination**
 - Joint packaging with DFIs +EIB + EBRD and Team Nationals+ ECAs
- **Trade & investment agreements**
 - Market access, investor protections, standards

Example of potential Investment Hub project



Fictitious example – Urban mobility



Sovereign urban mobility programme (€ 420 million) in country X

Components:

- BRT infrastructure — €300m
- Fleet (~140 buses) — €90m
- Systems (ticketing, ITS, control center) — €20m
- Preparation & institutional support — €10m

Initial contribution

Consortia contributions

- Equity €50 million
- Local community support (*signed agreement*)
- Local partner



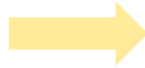
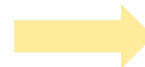
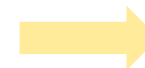
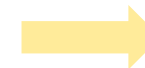
Team National contribution

- DFI: €60 million loan
- Dev. Coop. Agency: funding of feasibility study
- MFA: support of embassy in country X
- ECA: financing of the European equipment: fleet, system, services, construction

Fictitious example – Urban mobility

Needs / Missing support

- Loan €310 million
- EU support to coordinate multiple financiers
- Local workforce training
- EU support to receive procurement visibility
- Policy support to the local government



Support mobilised through Investment hub

- IFI: Loan €155 million
- EIB: Loan €100 million
- [Green Climate Fund](#): €15 million
- Government counterpart: €50m
- ECA: loan or guarantee for the provision of the European equipment and services (after contracting), letter of interest should be provided in advance
- Support Facilitation Team
- Identify training needs through "[TEI OP-VET](#)" and ensuring labour standards with "[SOCIEUX+](#)".
- EU Delegation joins company/EU member state engagement with local government
- Support of the "[Urban Development Technical Facility](#)" with policy advice



For more info visit

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



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](#)

Thank you!

For more information visit the [Investment Hub webpage](#)



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