



EIB financing through global loans

The European Investment Bank, entrusted with the task of fostering the balanced development of the Community, finances major projects through individual loans and more modest ventures, largely those promoted by small and medium-sized enterprises (SMEs), via the global loan device.

Global loans are advanced to banks or financial institutions which onlend the funds for small and medium-sized investment schemes selected in line with the EIB's own criteria. This lending device to a certain extent constitutes a form of symbiosis between, on the one hand, the financial resources of the EIB with its ready access to the capital markets facilitated by its top credit rating and, on the other, the operational flexibility and local knowledge offered by the intermediaries.

Over the years this instrument has come to occupy an increasingly important position in the EIB's activities and to embrace an ever wider range of projects. Indeed, 5 406 allocations were made available from global loans in the Community⁽¹⁾ in 1988, going to some 5 000 SMEs, of which 4 000 in industry and 1 000 in the service sector.

Encouraging regional development

In its endeavours to foster European integration, the European Investment Bank has always trained the spotlight on regional development and the first global loans, dating back to 1968, were earmarked for this purpose.

Balanced development calls for a diversified economy encompassing businesses of all sizes and it is specifically to provide support for smaller schemes that the EIB employs global loans. For reasons of administrative economy and operational efficiency, it would not be practical for the EIB itself to process a large number of small projects, but this can be achieved by working together with local institutions which undertake the job of deploying the funds.

In 1979, use of the global loan device was extended to take in small and medium-scale infrastructural schemes, the underlying objective remaining regional development. Lending in this area

is directed towards local public investment such as industrial estates, improvements to roads and harbour installations, rural electrification schemes, waste water collection and treatment, etc.

Support for SMEs

Although the global loans arranged to promote regional development have largely gone into investment undertaken by small and medium-sized enterprises, some smaller-scale projects undertaken by companies not falling into this category have attracted global loan allocations. However, in 1982 the first global loans earmarked specifically for SMEs irrespective of their location, i.e. not confined to assisted areas, were set up under the New Community Instrument (NCI)⁽²⁾.

The NCI was introduced in 1978 by the Council of the European Communities which authorised the Commission to contract borrowings in the name of the EEC and entrusted the EIB with the task of granting loans from these resources. The aim was to generate additional funding for investment in the Community. Four borrowing authorisations,

⁽¹⁾ The European Investment Bank also advances global loans outside the Community; see EIB-Information N° 60 of July 1989 giving details of loans granted under the Lomé Convention and N° 57 of September 1988 for financing operations in the Mediterranean countries.

⁽²⁾ For more details on the development of the New Community Instrument, see Bulletin N° 53 of July 1987.

In brief . . .

The European Investment Bank finances a broad spectrum of projects, all of which have one feature in common: they contribute towards the balanced development of the Community in keeping with the task assigned to the Bank under the Treaty of Rome. Whilst many people associate the EIB with major infrastructure schemes, the topics addressed in this issue highlight the wide variety of projects for which the Bank furnishes support.

Cooperation with other Community banks constitutes a major aspect of EIB activity; this is epitomised by the deployment of global loans which enable the Bank to extend its operations to encompass a substantial and ever-increasing number of small and medium-sized enterprises in conjunction with Community policy in favour of SMEs. These lines of credit are usually geared to fostering regional development, although they may also help to attain other priority objectives.

As the Council of the European Communities has declared 1990 European tourism year, this sector is currently arousing particular interest. Lending for tourism (see p. 4) is also provided under the heading of regional development, as is financing for specific training facilities; in this domain, the EIB serves as a stimulus for investment in human capital (see p. 6).

The decision to provide loans in Poland and Hungary again bears witness to the EIB's ability to adapt to changing circumstances in furtherance of Community initiatives (see p. 3).

dubbed in Community jargon NCI I to IV, have been accorded by the Council.

In 1982, with authorisation for NCI II covering one billion ecus, the Council broadened the scope for deployment of the funds to include financing for investment by SMEs in the productive sectors. Eligibility for receiving global loan credit from these resources was determined by small business status, whilst the location of the project was no longer a consideration. With the arrival of NCI III, adopted in 1983, Community action in support of SMEs advanced still further.

The decision concerning NCI IV, taken in 1987, covered an amount of 750 million ecus, to be channelled exclusively to financing investment by SMEs. At the Council's prompting, the European Investment Bank for its part agreed to match this with 750 million ecus from its own resources (essentially the proceeds of its borrowings on the capital markets) designed for lending with the same objectives and on identical conditions.

After the funds available under NCI IV and the accompanying EIB tranche had been fully committed, the Bank's decision-making bodies authorised it to continue its activities in funding SMEs without any ceiling.

Under the Community's policy in support of small and medium-sized enterprises, the businesses falling within this category are those employing fewer than 500 people and with net fixed assets below 75 million ecus before imple-

mentation of the investment scheme in question. Moreover, preference is given to independent SMEs, i.e. those in which no more than a third of the capital is held by one or more large companies.

As a general rule, the EIB will not finance more than 50% of a project's total investment cost, a ceiling which also applies to SMEs. The components accepted by the EIB in calculating the investment cost include, in addition to the tangible assets, acquisition of intangible assets and increases in permanent stocks, directly ascribable to implementation of the project. Acquisition of buildings or second-hand equipment may also be taken into consideration.

Broadening the scope of global loans

The Bank's positive experience in mounting global loans encouraged it to extend the use of this instrument to other objectives.

This intention was first put into practice in 1980 when small and medium-scale investment schemes aimed at trimming oil consumption by making **more efficient use of energy** were included as eligible for global loan funding. Such investment could centre on reducing losses of energy, tapping renewable sources, extraction, processing, transmission, distribution, etc.

Another objective was introduced in 1985: **introduction or development of advanced technology** in either the ma-

nufacturing process or the product concerned. This category can include material and equipment for office systems, computing and data transmission; advanced industrial manufacturing processes incorporating automation, robotics, computerised control and safety systems, etc.

Since 1986, the EIB has also made available global loans for schemes designed **to protect the environment**. Mostly undertaken by public authorities, investment considered suitable for such funding includes in particular collection, treatment, disposal and recycling of domestic and industrial waste, installation of fire-fighting equipment, facilities to combat pollution, relocation of factories outside urban areas, etc.

In common with the global loans targeted at SMEs, those designed to promote the above three objectives can go towards financing small and medium-scale investment schemes irrespective of location. Projects in the productive sector, where SMEs are strongly represented, are eligible for allocations from these funds; infrastructure designed to make more efficient use of energy or to protect the environment may also attract funding.

To ensure that the constantly expanding group of intermediaries, which are generally in contact with a very broadly-based SME clientele, always have sufficient funds to draw on, the Bank arranges global loans encompassing several of the above objectives. The table

Allocations from global loans

Breakdown by economic policy objective

	1982-1986				1987				1988				1.01 - 31.10 1989			
	EIB own res.		NCI res.		EIB own res.		NCI res.		EIB own res.		NCI res.		EIB own res.		NCI res.	
	No.	m ecus	No.	m ecus	No.	m ecus	No.	m ecus	No.	m ecus	No.	m ecus	No.	m ecus	No.	m ecus
Regional development	11 099	3 292.2	3	28.5	1 911	656.0	—	—	3 220	1 081.8	—	—	3 905	1 214.9	—	—
Investment by SMEs	—	—	8 223	2 117.9	57	10.0	924	284.9	1 273	336.9	687	269.5	1 606	282.3	474	224.4
Energy	915	900.2	227	79.0	90	125.7	—	—	85	110.2	9	7.3	58	95.1	—	—
Advanced technology	26	88.6	—	—	9	25.1	—	—	42	112.6	—	—	30	92.1	—	—
Environment	15	36.7	—	—	44	74.0	—	—	90	143.8	—	—	199	253.2	—	—
Infrastructure of common interest	—	—	—	—	—	—	—	—	—	—	—	—	2	9.8	—	—
Total	12 055	4 317.7	8 453	2 225.4	2 111	890.8	924	284.9	4 710	1 785.3	696	276.8	5 800	1 947.4	474	224.4
of which industry	9 960	3 301.5	8 254	2 134.7	1 947	700.4	924	284.9	4 546	1 547.5	689	270.7	5 507	1 593.4	474	224.4
<i>SMEs</i>	<i>9 580</i>	<i>2 693.3</i>	<i>8 212</i>	<i>2 087.4</i>	<i>1 866</i>	<i>568.1</i>	<i>908</i>	<i>275.0</i>	<i>4 404</i>	<i>1 349.6</i>	<i>677</i>	<i>261.4</i>	<i>5 445</i>	<i>1 435.0</i>	<i>473</i>	<i>223.5</i>
of which infrastructure	2 095	1 016.2	199	90.7	164	190.4	—	—	164	237.8	7	6.1	293	353.9	—	—
Grand Total (EIB own and NCI resources)	number : 20 508		amount : 6 543.1		number : 3 035		amount : 1 175.7		number : 5 406		amount : 2 062.1		number : 6 274.4		amount : 2 171.8	

Sources : 1982 - 1985: EIB Annual Reports

1989: situation as recorded at 31 October 1989

of ongoing global loans provided at the end of this article details the objectives and sectors for which they are earmarked.

In certain cases, particularly in countries where there are no global loans under deployment, the Bank may finance small or medium-scale projects through a direct loan if specifically requested.

Added flexibility

In conjunction with the broadening of objectives targeted by global loans, the Bank has not neglected to refine the range of its facilities. In recent years, for instance, finance through leasing arrangements has expanded, since this type of funding is particularly apt for redressing the dearth of equity which often dogs smaller businesses.

In certain cases and depending on the provisions of the global loan contract, the intermediaries can also draw on the funds to acquire **equity participations**. These must however always be minority holdings and intended to finance projects.

Recently the Bank has arranged global loans to finance **cross-border ventures** located in a Community country other than that of the intermediary, a valuable step forward towards the single market of 1993.

The Bank has on several occasions reduced the minimum amount permitted for global loan allocations, which is currently set at 20 000 ecus, with the ceiling standing at 10 million. As allocations may not exceed 50% of the total investment cost, projects in both the productive and infrastructural sectors qualify for financing to the extent that their capital expenditure does not itself exceed 20 millions ecus.

Intermediaries and global loan allocations

The European Investment Bank grants global loans primarily to banks or financial institutions, but in principle any financially sound organisation possessing the wherewithal to appraise investment schemes in line with the EIB's economic, technical and financial criteria can act as its partner in deploying the funds. Some intermediaries operate at national level,

whilst others specialise in a particular region or sector; the EIB is constantly seeking to diversify its channels so as to achieve as extensive a cover as possible for the different categories of project whilst avoiding geographical or sectoral confines.

As in the case of the EIB's individual loans, there is no pre-established quota for global loans. The volume depends in the first instance on demand, which itself is a factor of the availability of funds on the market in the country concerned and relative interest rate levels.

The EIB has to ensure that its funds are employed in accordance with the agreed objectives and it therefore attaches great importance to monitoring global loans. It carries out a diverse range of checks, taking into account the experience of the intermediary concerned with the EIB's practices, including inspection of appraisal files on individual ventures and examination of the list of financing applications submitted by the intermediary to the Bank. On-site visits are also undertaken on a random basis and in all cases where this is considered necessary.

Global loans enable the intermediaries to diversify their resources and extend their long-term financing capacity. The interest rates charged to final beneficiaries reflect the EIB's lending conditions, with the intermediaries adding a margin to cover their own risks and their administrative costs. The expanding number of institutions and banks acting as intermediaries encourages competition and has a dampening effect on the margins charged.

Other factors linked to the economic context in the individual countries can also have a bearing on the conditions attaching to credit advanced from global loans, such as the general level of interest rates on that market, any provisions concerning exchange risk cover, policy on stimulating investment, the existence of financial guarantees or interest subsidies from the public authorities, etc.

A growing volume of finance

The wide-ranging experience gained in financing small and medium-scale investment schemes through global loans attests to this instrument being an effective means of providing access to funds, in co-operation with local banking organisations, for a substantial and ever-increasing number of smaller projects.

EIB Lending in Poland and Hungary

The Economic and Finance Council of the European Communities on 9 October 1989 invited the European Investment Bank to start the necessary procedures to grant loans for investment projects in Poland and Hungary according to the Bank's normal lending criteria. The invitation followed the decision by the General Affairs Council of the European Communities on 3 October to implement a Community aid programme to help Poland and Hungary in their progress towards market-oriented economies.

On 29 November, the EIB's Board of Governors authorised lending up to ECU 1 billion for investment projects in the two countries. The decision was taken according to Article 18 of the EIB's statute under which the Governors, acting unanimously on a proposal from the Board of Directors, can authorise the Bank to grant loans for investment projects to be carried out outside the Member States. The general budget of the European Community will provide a guarantee of up to ECU 1 billion, for loans advanced by the EIB in these two countries.

Early contacts with the World Bank will enable the efficient implementation of appropriate initiatives. Potential projects will be chosen in priority sectors, concentrating on energy, telecommunications and transport.

The EIB is also working to identify other capital investment projects. Potential operations include support for joint-venture projects with European Community enterprises as well as investment by Community companies. Projects financed will form part of programmes to adapt industrial activity in these countries to a market environment and be carried out within the framework of their respective agreements with the IMF.

The Strasbourg Council of Heads of State and Government of the European Communities, on 9 December agreed to set up the European Bank for Reconstruction and Development (EBRD) as part of the Community's policy of cooperation with countries in East and Central Europe establishing democracies and implementing economic reforms. The European Investment Bank has been asked to be instrumental in the setting up of the EBRD.

During the past five years, nearly 21 000 SMEs have benefited from global loan funding in most of the regions in the Community. In all, 3.5 billion ecus have been advanced for around 11 000 ventures in assisted areas and 2.5 billion for a further 10 000 outside these areas. In 1987 and 1988, about one hundred intermediaries in eleven countries helped the Bank in administering and deploying

global loan finance totalling 4.9 billion ecus, accounting for 29% of lending in the Community during that period. Global loans concluded during the first ten months of 1989 totalled 2.5 billion ecus.

The underlying factor common to all global loans is the relatively small size of the projects they are designed to support: in 1988, 5 406 sub-loans were gran-

ted, averaging out at 380 000 ecus each. Some 5 000 SMEs attracted credit totalling about 1.6 billion ecus. Most of the businesses concerned employed fewer than 50 people and about two thirds of the funds in question went to enterprises established in assisted areas. In this year, by 31 October 6 274 allocations had been advanced from ongoing global loans.

1990: Focus on Tourism in the Community

The Council of the European Communities has declared 1990 the European Tourism Year. It did so in a decision of 21 December 1988 which also lays down the objectives: first, to stimulate tourism as a way to contribute to the establishment of a European Community without frontiers by the end of 1992 and, second, to emphasise the economic and social importance of the tourism sector, especially for regional development and job creation.

Serving this dual purpose, particular emphasis will be given to three goals: promoting better knowledge, especially among younger people, of the cultures and life-styles of other EC Members, a better distribution of tourism over time and space, and the promotion of Community tourism by facilitating travel between Member States as well as from third countries to Europe.

The tourist industry and its analysts define tourism as travel, for pleasure, business, or other reasons, with a minimal length of stay of 24 hours. Using this broad definition, the interfaces between tourism and the lending activities of the European Investment Bank are many. On the eve of the European Tourism Year, this article examines the ways in which the EIB supports the development of the tourism sector.

Economic and social cohesion

Providing support for projects which help regional development has always been at the front of the EIB's lending. Having come into force in July 1987, the Single Act re-emphasises the importance of this particular objective for economic and social cohesion in the Community.

Tourist projects then have attracted EIB finance mainly because of their contribution to economic development in the less favoured regions of the European Community. Investment in the tourism sector is likely to generate revenues, create employment and to have a positive impact on other sectors of the local economy. Most of the income stems from outside the less favoured regions since the tourists spending time and money in these parts of the Community are mostly from other Member States or from the national centres.

The effect of tourist expenditure on the services balances of payment of the Member States proves this point: Germany, the Netherlands, and the United Kingdom — in that order — show a negative balance, i. e. money spent on tourist activities flows out of the country.

Spain and Italy have a strikingly positive balance, as do France, Greece and Portugal, albeit to a smaller extent. How large the *relative* importance of the international tourism sector is to the countries concerned can be measured by the contribution it makes to export earnings, especially in the Mediterranean countries. In 1987, for example, its contribution ranged from 15 % in Portugal, to 21 % in Spain and 22 % in Greece, falling to 2 % in Belgium and the Netherlands and 3 % in Germany.

Within the less favoured regions the European Investment Bank finances a wide range of tourist projects: from hotels to camping grounds, and theme parks to cultural and historical sites. More than doubling the 1987 figure, the Bank lent ECU 244 million for tourist schemes in 1988. Most of the funds went to projects in Italy and Spain, followed by France, the United Kingdom and Portugal. For bigger investment schemes the EIB deals directly with the project promoter. The Bank lent ECU 44.6 million for such projects in 1988.

The EIB finances small and medium-sized investment schemes through global loans. These are lines of credit opened to financial intermediaries which on-lend the funds in smaller portions in

accordance with the EIB's lending criteria (for more information see the lead article in this issue of EIB-Information). Since small and medium-sized firms are the rule rather than the exception in the tourist industry, loans via intermediaries take up the biggest part of the Bank's lending in this sector. Last year the EIB helped to finance 350 small and medium-sized tourist projects, mainly hotels, for a total of ECU 199.4 million.

The burden of mass tourism

The most serious problem confronting tourism in Europe is its over-concentration in the high season, typically accompanied by congested traffic and accommodation facilities, and often causing deterioration of both the natural and man-made environment. Moreover, the emphasis on sea-sand-and-sun in the summer months results in the under-utilisation of capital and human resources in the low season.

Therefore, one of the objectives of the European Tourism Year is to move away from mass tourism. The keyword for the future of tourism in the Community is de-concentration. To address the problem, investment is needed which adds to the off-season attractiveness of traditional holiday locations and the development of new sites.

In this vein, the EIB provided funds for the construction of a 215 room hotel complex with year-round leisure facilities in the Algarve, Portugal. An 18 holes golf-course, conference centre, swimming pools and health centre, all belonging to the hotel, are geared to attract upscale tourists at all times of the year.

In the Italian Mezzogiorno, a large number of hotels have been brought up to modern standards with EIB financial support. In many cases the addition of well-equipped conference rooms has helped to attract businessmen in the winter months, thus significantly reducing the exposure to seasonal fluctu-

Ongoing global loans from the European Investment Bank

(Situation as at 30. 11. 1989)

The European Investment Bank contributes towards financing small and medium-scale investment schemes through global loans. These are advanced to financial institutions, operating at national or regional level, which then allocate the funds to smaller-scale projects complying with the EIB's lending criteria.

Those interested in applying for an allocation from a global loan should approach the intermediary institutions directly and not the EIB.

I. Ongoing global loans from the EIB's own resources

Sector/Objective : 1 = Industry ; 1a = Agricultural processing ; 1b = Related services ; 1c = Advanced technology ; 1d = Tourism ; 2 = Agriculture ; 2a = Fisheries ; 2b = Agri-foodstuffs ; 3 = Infrastructure ; 4 = Energy saving ; 5 = Protection of the environment ; 6 = Leasing

Intermediary institution	Registered office	Sector/Objective
Belgium		
Banque Bruxelles Lambert S.A.	Brussels	1
Banque Paribas Belgique S.A.	Brussels	1 / 1b
Germany		
Bank für Gemeinwirtschaft AG	Frankfurt a.M.	4 / 5
Bremer Landesbank Kreditanstalt Oldenburg Girozentrale	Bremen	3 / 4 / 5
Deutsche Ausgleichbank	Bonn	5
Industriekreditbank AG — Deutsche Industriebank	Düsseldorf/Berlin	1 / 1b / 1c / 4 / 5
Kreditanstalt für Wiederaufbau	Frankfurt a.M.	1 / 1b / 1c / 4 / 5
Landeskreditbank Baden-Württemberg	Karlsruhe	1c
Westdeutsche Landesbank Girozentrale	Düsseldorf/Münster	3 / 4 / 5
Denmark		
Finansieringsinstituttet for Industri og Håndværk A/S	Frederiksberg	1
KommuneKredit	Copenhagen	3 / 4 / 5
Regional Development Council	Copenhagen	1 / 1d
Spain		
Banco Bilbao Vizcaya S.A.	Bilbao	1 / 1b / 1d
Banco Central S.A.	Madrid	1 / 1b / 1d
Banco Comercial Español S.A.	Soria	1 / 1b / 1d
Banco de Crédito Agrícola S.A.	Madrid	1a
Banco de Crédito Industrial S.A.	Madrid	1 / 1b
Banco de Crédito Local	Madrid	3
Banco de Desarrollo Económico Español S.A.	Madrid	1 / 1b / 1d
Banco de Financiación Industrial S.A.	Madrid	1 / 1b / 1d
Banco de Fomento S.A.	Madrid	1 / 1b / 1d
Banco de Santander S.A.	Santander	1 / 1b / 1d
Banco Español de Crédito S.A.	Madrid	1 / 1b / 1d
Banco Hipotecario de España	Madrid	1d
Banco Hispano Americano S.A.	Madrid	1 / 1b / 1d
Banco Popular Español S.A.	Madrid	1 / 1b / 1d
Banco Popular Industrial S.A.	Madrid	1 / 1d
Caja General de Ahorros de Canarias	S. Cruz de Tenerife	1 / 1a / 1b / 1d
Hispamer	Madrid	1 / 1b / 1d
France		
Axamur	Paris	1 / 1b / 1d / 6
Bail Équipement S.A.	Paris	1 / 1b / 1d / 6
Banque Fédérative du Crédit Mutuel	Strasbourg	1 / 1b / 1d
Banque Populaire Anjou-Vendée	Angers	1 / 1b / 1d / 4 / 5
Banque Populaire Bretagne-Atlantique	Nantes	1 / 1b / 1d / 4 / 5
Banque Populaire Centre-Atlantique	Niort	1 / 1b / 1d / 4 / 5
Banque Populaire Champagne	Troyes	1 / 1b / 1d / 4 / 5
Banque Populaire de Bourgogne	Dijon	1 / 1b / 1d / 4 / 5
Banque Populaire de Franche-Comté	Besançon	1 / 1b / 1d / 4 / 5
Banque Populaire de la Côte-d'Azur	Nice	1 / 1b / 1d / 4 / 5
Banque Populaire de la Loire	Saint-Étienne	1 / 1b / 1d / 4 / 5
Banque Populaire de la Région Dauphinoise	Corenc	1 / 1b / 1d / 4 / 5
Banque Populaire de la Région Économique de Strasbourg	Strasbourg	1 / 1b / 1d / 4 / 5
Banque Populaire de la Région Nord de Paris	Saint-Denis	1 / 1b / 1d / 4 / 5
Banque Populaire de la Région Ouest de Paris	St. Quentin-Yvelines	1 / 1b / 1d / 4 / 5
Banque Populaire de Lorraine	Metz	1 / 1b / 1d / 4 / 5
Banque Populaire de Lyon et sa Région	Lyon	1 / 1b / 1d / 4 / 5
Banque Populaire de l'Ouest et d'Armorique	Rennes	1 / 1b / 1d / 4 / 5
Banque Populaire de Saône-et-Loire et de l'Ain	Maçon	1 / 1b / 1d / 4 / 5
Banque Populaire du Centre	Limoges	1 / 1b / 1d / 4 / 5
Banque Populaire du Haut-Rhin	Mulhouse	1 / 1b / 1d / 4 / 5
Banque Populaire du Massif Central	Clermont-Ferrand	1 / 1b / 1d / 4 / 5
Banque Populaire du Midi	Nîmes	1 / 1b / 1d / 4 / 5
Banque Populaire du Nord	Lille	1 / 1b / 1d / 4 / 5
Banque Populaire du Quercy et de l'Agenais	Cahors	1 / 1b / 1d / 4 / 5
Banque Populaire du Sud-Ouest	Bordeaux	1 / 1b / 1d / 4 / 5
Banque Populaire du Tarn et de l'Aveyron	Albi	1 / 1b / 1d / 4 / 5
Banque Populaire Industrielle et Commerciale de la Région Sud de Paris	Montrouge	1 / 1b / 1d / 4 / 5
Banque Populaire Provençale et Corse	Marseille	1 / 1b / 1d / 4 / 5
Banque Populaire Savoisiennne de Crédit	La Roche s. Foron	1 / 1b / 1d / 4 / 5
Banque Populaire Toulouse-Pyrénées	Toulouse	1 / 1b / 1d / 4 / 5
Banque Populaire Val de France	Tours	1 / 1b / 1d / 4 / 5
Caisse Centrale de Crédit Coopératif	Paris	1 / 1d / 2a
Caisse Fédérale du Crédit Mutuel de Bretagne	Le Relecq-Kerhouen	1 / 1b / 1d
Compagnie Financière de Crédit Industriel et Commercial	Paris	1 / 1b / 1d / 3 / 6
Crédit Local de France — CAECL S.A.	Paris	3
Crédit Lyonnais	Lyon	1 / 1b / 1d

I. Ongoing global loans from the EIB's own resources — (cont.)

Sector/Objective: 1 = Industry; 1a = Agricultural processing; 1b = Related services; 1c = Advanced technology; 1d = Tourism; 2 = Agriculture; 2a = Fisheries; 2b = Agri-foodstuffs; 3 = Infrastructure; 4 = Energy saving; 5 = Protection of the environment; 6 = Leasing

Intermediary institution	Registered office	Sector/Objective
FRUCTIBAIL (filiale de Caisse Centrale des Banques Populaires)	Paris	6
FRUCTICOMI (filiale de Caisse Centrale des Banques Populaires)	Paris	6
FRUCTIMURS (filiale de Caisse Centrale des Banques Populaires)	Paris	6
Immooffice	Paris	1 / 1d / 6
Locafrance S.A.	Paris	1 / 1b / 1c / 1d / 4 / 6
Locamur — Sofigros S.A.	Paris	1 / 1b / 1d / 6
Société Financière ImmoBanque	Paris	1 / 1c / 1d / 6
Société Lyonnaise de Banque	Lyon	1 / 1d / 5
SODERO — Société de Développement Régional de l'Ouest	Nantes	1 / 1b / 1d / 6
United Kingdom		
Barclays Bank plc	London	1 / 1b / 1c / 1d / 4
Department of Economic Development Northern Ireland	London	1 / 1d
The Secretaries of State for Trade & Industry, Scotland and Wales	London	1 / 1d
3i Group plc	London	1 / 1b
Greece		
Agricultural Bank of Greece	Athens	1 / 1a / 1b / 2
Citibank N.A.	Athens	1 / 1d
Ministry of National Economy	Athens	3
Ireland		
Bank of Ireland	Dublin	1 / 1d
Italy		
Banca Centrale di Credito Popolare	Milan	1 / 1a / 1b / 3 / 4
Banca Nazionale del Lavoro	Rome	1 / 1a / b / c / d / 4 / 5 / 6
Banco di Napoli	Naples	1 / 1a / 1b / 1d / 6
Banco di Sicilia	Palermo	1 / 1a / 1b / 6
Cassa di Risparmio delle Province Lombarde	Milan	4 / 5
Consorzio di Credito per le Opere Pubbliche	Rome	1 / 1a / 1b / 1d / 3 / 6
Consorzio Nazionale per il Credito Agrario di Miglioramento	Rome	1a
Credito Industriale Sardo	Cagliari	1 / 1a / 1b / 1d / 3 / 6
Ente Finanziario Interbancario SpA	Rome	1 / 1b / 1c / 1d / 4 / 5 / 6
Interbanca — Banca per Finanziamenti a Medio e Lungo Termine	Milan	1 / 1a / 1b / 1c / 1d / 4 / 5 / 6
Istituto Bancario San Paolo di Torino	Turin	1 / 1a / 1b / 1d / 3 / 4 / 5 / 6
Istituto Centrale per il Credito a Medio Termine	Rome	1 / 1a / 1b / 1d / 4 / 5
Istituto di Credito Fondiario delle Venezie	Verona	1 / 1a / 1b / 1d / 4 / 5
Istituto Federale di Credito Agrario del Piemonte, Liguria	Turin	1a
Istituto Mobiliare Italiano	Rome	1 / 1a / 1b / 1d / 4 / 5 / 6
Istituto per lo Sviluppo Economico dell'Italia Meridionale	Naples	1 / 1b / 1d / 6
Istituto Regionale di Credito Agrario per l'Emilia-Romagna	Bologna	1a
Istituto Regionale per il Finanziamento alle Industrie in Sicilia	Palermo	1 / 1a / 1b / 1d / 3 / 6
Mediocredito Lombardo	Milan	1 / 1a / 1b / 1c / 1d / 3 / 4 / 5
Sezione di Credito Fondario del Monte dei Paschi di Siena	Siena	1 / 1d
Netherlands		
Amsterdam — Rotterdam Bank NV	Amsterdam	1 / 1b
De Nationale Investeringsbank NV	The Hague	1 / 1b / 1d
NMB	Amsterdam	1 / 1b
Portugal		
Banco de Fomento Nacional	Lisbon	1 / 1b / 1d / 4 / 5
Banco Pinto Sotto Mayor	Lisbon	1 / 1a / 2a / 2b
Banco Português de Investimento, Sarl	Porto	1 / 1b / 1d / 4 / 5
Banco Português do Atlântico, E.P.	Porto	1 / 1b / 1d / 4 / 5
Banco Totta & Acores, S.A.	Lisbon	1 / 1b / 1d / 4 / 5
Banco de Portugal	Lisbon	1 / 1a / 1b / 1d / 4 / 5
Caixa Geral de Depósitos	Lisbon	1 / 1abd / 2ab / 4 / 5
Sociedade de Locação Financeira Mobiliária, S.A.	Lisbon	1 / 6
Sociedade Financeira de Locação, S.A.	Lisbon	1 / 1b / 6
Sociedade Portuguesa de Locação Financeira, S.A.	Lisbon	1 / 1b / 6

II. Ongoing global loans from NCI resources

Spain

Banco Bilbao Vizcaya S.A.	Bilbao	1 / 1b / 1d
Banco Comercial Español S.A.	Soria	1 / 1b
Banco de Desarrollo Económico Español S.A.	Madrid	1 / 1b / 1d
Banco de Financiación Industrial S.A.	Madrid	1 / 1b / 1d
Banco Español de Crédito S.A.	Madrid	1 / 1b / 1d

France

Compagnie Financière de Crédit Industriel et Commercial	Paris	1 / 1b / 6
Crédit National	Paris	1 / 1b / 1d

United Kingdom

Barclays Bank plc	London	1 / 1b
3i Group plc	London	1 / 1b

Italy

Banca Centrale di Credito Popolare	Milan	1 / 1b
Banco di Napoli	Naples	1 / 1b
Banco di Sicilia	Palermo	1 / 1b
Consorzio di Credito per le Opere Pubbliche	Rome	1 / 1b
Istituto Mobiliare Italiano	Rome	1 / 1b

ations. At Metaponto, in Basilicata, the EIB has provided a loan for the construction of a 1 100 bed seaside holiday village attracting sun worshippers but other tourists as well as it is the starting or finishing point for archaeological tours.

Cultural tourism, almost by definition, is less tied to the time of the year and support of this particular type of tourism consequently helps de-concentration.

Cultural heritage projects the EIB has helped to finance are the museum on the island of Milos in the Cyclades, the restoration of the Doges Palace in Venice and the old historical centre of Bari, and the development and protection of archaeological sites of Herculaneum, Pompeii and Stabiae. Italy and Greece are traditional holiday destinations. The main effect of financing cultural heritage projects in these countries is to increase their tourist attraction, but at the same time such investment helps to spread visits around the year as a secondary effect.

Still other investment schemes have helped to raise the appeal of places not primarily known as tourist centres, thereby contributing to the objective of diversifying locations. Restoration works and the construction of a new conference centre at Dublin Castle served the twin aims of preserving part of Europe's historical heritage and making the most of (business) tourist potential.

In its most straightforward form spreading holiday locations entails opening up new areas for tourist activities. The construction of a hotel complex with conference centre, golf and leisure facilities near Hexham, Northumberland, financed by the Bank, is a good example. The Northumbria region ranks second to last in terms of tourist nights among the English regions. The investment will help improve that situation; more than 50 % of the expected revenue will come from outside the area, with overseas business contributing between 10 and 15 %.

In the same way, the EIB has helped to finance hotel development in Sardegna and Calabria, areas in the mezzogiorno with great tourist potential but without adequate facilities.

EC tourism and the global market

Economically and socially, the tourist sector is important for the European Community. Tourism accounts for an estimated 5.5 % of the gross domestic product of the EC, 8 % of household consumption and 4 % of external trade. Close to 7.5 million people work in tou-

risms, which represents 6 % of total employment in the Community. Maintaining the competitive position of EC tourism vis-à-vis the rest of the world is important.

Of the world's international tourism receipts in 1987, Europe took about 60 %. But although the number of international tourist arrivals is still increasing, Europe's *relative share* of arrivals has gradually declined over the last decade as tourism expanded in other parts of the world — particularly in the Americas, East Asia and the Pacific, also attracting well-to-do Europeans.

Long-haul travellers from other continents accounted for some 15 % of arrivals at European borders in 1987 — the United Kingdom, Germany and France taking in a high proportion. For the Community's economy, these tourists are more important than their number suggests. Visitors from other continents tend to stay longer and to spend much more. They generate between 20 and 30 % of the international tourist income in most EC countries, with France, Germany and the United Kingdom as positive exceptions, taking between half and two-thirds of their income from long-haul tourists.

This category of tourists expects hotel accommodation meeting international standards. Thus, the EIB has provided funds for the renovation of the Manchester city-centre Holiday Inn, an Edwardian building listed as of architectural importance. The construction of the Birmingham Hyatt Regency hotel, due for completion in 1990, has also been part-financed by the Bank. Located next to the International Convention Centre, this hotel, like the Manchester Holiday Inn, serves the objective of maintaining the UK's attraction to international tourists and at the same time revitalises the inner city.

Of a truly European dimension is the set-up of Euro Disneyland at Marne-la-Vallée, east of Paris. This year, the EIB has made funds available for the first phase of its construction comprising the Magic Kingdom theme park, the Magic Kingdom hotel and the camping ground. The establishment of hotels, tourist amenities, accommodation and offices around the theme park represents investment on a scale that is set to make a significant contribution to the growth of the EEC's tourism industry and its competitiveness at international level. The project also entails further investment in related transport infrastructure of the kind the EIB has financed in France before: a motorway link, RER Paris

metro and TGV/High Speed Train. Of course, investment schemes of this size imply close cooperation between the EIB and other financial institutions.

Transport infrastructure provides a basis for tourism

Improving communications links in the European Community is one of the EIB's key lending areas. Consequently, facilitating travel between Member States and from third countries into the EC is another objective the Bank shares with the European Tourism Year (¹). The most obvious examples are the Bank's lending for the construction of major trunk roads and motorways carrying the summer holiday rush, such as the Basque Coast motorway, the Brenner motorway, the Autostrada dei Fiori running along the Italian Riviera from the French border to Genoa and Sestri, the Côte d'Azur highway, to mention a few among very many.

In one particular case, so far, the EIB has helped to finance a tourist investment project directly linked to road transport: in the UK it is supporting the construction of a chain of 100 motels and related facilities on the motorway and main road network. Typically, the Bank supports this project to the extent that the motels are located in regional development areas.

Tourism profits directly from various other transport projects supported by the EIB, such as ferries on the routes to Ireland, harbour works at Boulogne, Calais and Ramsgate and the acquisition of aircraft to improve links within the Community and serve holiday destinations. In 1988 and '89, for example, the Bank financed the purchase of aircraft by Martinair, a Dutch charter-airline which plays an important role in tourist travel to Mediterranean destinations.

Airport extension, often direly needed to cope with congestion, always at its worst during the holiday season, has been financed in many of the EC's Member States, from Copenhagen Kastrup to Athens airport and Madeira.

To deal with the pressures caused by the influx of tourists in the high season, the local infrastructure in tourist areas often needs reinforcement as well. Necessary improvements to the local road network have been financed by the Bank in Ireland, the United Kingdom,

(¹) For an overview of EIB lending in the field of Community transport infrastructure, see 'Preparing for a Single European Market' in EIB-Information nr. 60 of July 1989.

western and southern France, Italy, Spain, Portugal and Greece. In areas which have to cater for a large tourist population at times of low rainfall, the EIB has provided funds for investment to increase and raise the quality of drinking water supplies in Tarragona, Porto, and Thessaloniki, just to mention some recent examples.

Environmental protection

The EIB is strict in appraising the environmental impact of all projects for which its finance is requested and it makes no exception for tourist projects. This implies that the Bank pays particular attention to the environmental impact of tourist sites. Environmental awareness among the general public has increased steadily in recent years and the quality of water and air is one of the determining factors in the tourists' appreciation of holiday locations.

The Bank has provided loans for sewerage systems and water treatment plants in tourist areas, contributing to cleaner bathing water and beaches in

Jutland and along England's South Coast, in Wales and the coast of the Firth of Forth. Environmental problems in the Mediterranean region are exacerbated because of its specific ecological features, *inter alia* the absence of tidal currents. The EIB's involvement is intense as is witnessed by the financing of waste water treatment schemes near Athens, Barcelona, Marseilles, and in the Gulfs of Naples and Venice. Inland, in northern and central Italy, the Bank has made funds available for cleaning up the rivers Arno and Tiber and for a huge sewage collection for cleaning up the rivers Arno and Tiber and for a huge sewage collection and waste water treatment programme embracing the Po valley. These investment schemes too help to reduce water pollution in the Mediterranean sea.

Given the urgency of reducing environmental pollution in this part of the world, the EIB and the World Bank have decided to join forces. Together they have recently completed an in-depth study of the problems. The results are helping to define an integrated ap-

proach to environmental protection in the Mediterranean, involving the southern Community Members, the other states bordering the sea and the United Nations Environmental Programme. Presently, the two banks are preparing for the next stage which will be to provide technical advisory services on the subject. The ultimate aim of the cooperation is to facilitate the financing of an encompassing environmental programme for the region.

Quality first

The full economic and social potential the Community's tourism sector has not yet been reached by far. For the European Investment Bank, however, the key variable is not quantity but quality and the impact on the balanced development of the Community. Respect for the environment is a *sine qua non*.

The EIB endorses the goals set by the Council of the European Communities for 1990, the European Tourism Year. When it comes to financing tourist projects, it pledges its support.

Professional training and research: investing in human capital

Along with the EIB's steadily increasing volume of lending, the variety and range of projects it finances has expanded and evolved in response to new priorities facing the European Community.

The EIB is directed by its Statute (1) to help finance capital investment which directly or indirectly increases productivity. While the Bank does not fund general basic public sector expenditure, there are projects with mixed social-economic objectives, including certain types of educational and research investment, that have received its support. The Bank's lending is limited to financing fixed capital assets and not running costs.

The EIB has supported investment in vocational training colleges and institutes serving a particular need and located in or of direct benefit to less developed areas. The principal lending objective of the EIB is to support regional development. Education, as investment in human capital, is an essential factor in stimulating and sustaining economic activity. The training of skilled work forces widens the scope of job opportunities, raises labour productivity, and strengthens the basis for sustained expansion and development.

In order to establish a unified market, the Single European Act underlines that the Community's aim shall be to strengthen the scientific and technological

basis of European industry and to encourage industry to become more competitive at an international level. The Bank has furthered this objective by financing the establishment and expansion of research facilities and laboratories which contribute to the diffusion and adoption of advanced technology in production processes and products. The creation of facilities to provide industry with a qualified and adaptable work force is essential to ease the way towards continuing general restructuring and modernising of the Community's industry.

Vocational training

On the basis of contributing to regional development and furthering the technological advance of industry, the EIB has financed the construction and expansion

of industrial and agricultural training centres at 46 locations in Ireland. The schemes provided facilities to increase capacity by 40% at centres run by FAS (Industrial Training Authority) and those for the agricultural sector run by TEAGASC (Council for Development in Agriculture) by a third. The centres give training in agricultural technology and modern farm management.

Another example is in Italy, where the EIB has part financed the construction of a technical training centre at L'Aquila, Abruzzi, in the Mezzogiorno. Run by SIP (Società Italiana per l'Esercizio delle Telecomunicazioni), the national telecommunications organisation, the project centralises facilities and establishes continuous training for the company's engineers and technicians to keep up with the growth in the country's telephone system and technological advances.

A significant number of vocational training facilities have also been financed in the United Kingdom, designed to provide a skilled work force. These projects have been supported as elements in packages of grouped schemes receiving EIB finance.

In Lancashire, the Bank has funded the extension and modernisation of two

(1) The EIB was established under the Treaty of Rome (1958) that set up the EEC. The Bank's Statute is a protocol attached to the Treaty.

technical colleges providing courses tailored to local industrial and business needs. Similarly, at Newcastle upon Tyne, the construction of a building and new computer facilities for the fashion design section of the city's Polytechnic College have been financed. Upgrading of the Polytechnic is in response to demand for qualified professionals.

Coventry Technical College, has used EIB finance for two new buildings capable of accommodating over 300 students for its Construction Department, which maintains close links with industry. At Manchester Polytechnic the construction of new buildings and conversion of existing ones have been supported to provide a conference hall, lecture theatres, classrooms, laboratories, and catering tuition facilities.

Funds have also gone towards improvements and extension to Cannock Chase Technical College, Staffordshire, to concentrate the college's Mining and Engineering Department on one site and furnish capacity for vocational courses to be expanded by 20%. At Plymouth, construction of new premises have been supported for the hotel and catering section of the city's College of Further Education. Located in the South West region, an Assisted Area, the section's courses are geared to meet demand for basic skills in the tourist industry, which is of major importance to the region.

The Borders Region of Scotland, which has seen a decline in its traditional industries, has had some success in encouraging the establishment of small and medium-sized enterprises and other inward investment, especially in electronics and food processing. Vocational training to meet the needs of such new activity has been inadequate and the EIB has financed workshops and classrooms in the region to support further education in modern electronics and agricultural techniques.

In Greece, the EIB has supported the expansion of vocational training as part of the enlargement and modernisation of educational facilities. This includes the construction of buildings and laboratories at 19 technical schools located in the Athens and Thessaloniki areas, as well as in other parts of Greece. The investment forms part of the government's programme to establish a technical educational system directly relevant to the needs of the country's industries, and to expand the supply of skilled technicians and technologists.

Third level education

In specific cases the EIB has financed investment projects relating to third level technical colleges and institutes, in regions where serious educational inadequacies hamper economic development.

On this basis, funds have gone to the Greek government's programme to modernise outdated and inadequate equipment and laboratory and classroom facilities at seven technical institutes to increase the numbers of engineers and specialist technicians. By encouraging the diffusion of modern technology the new facilities will enable Greece to respond rapidly to changing trends. The laboratories are also to play a role in adapting technology to local needs and carry out research.

In Ireland, the EIB has funded the extension of five higher educational colleges and institutes geared to increase the numbers of engineers and technicians. The institutes concerned in Dublin (three), Tralee and Cork have close links with industry and specialise in training regarded as essential for implementing the country's strategy to attract technologically sophisticated industries. The extensions will expand capacity by nearly 2 000 additional places.

In the past, a shortage of skilled personnel in Ireland had resulted in qualified staff being recruited abroad while local youth was emigrating. Investment in new buildings and equipment, financed by the EIB, to extend the National Institute of Higher Education (NIHE) Limerick (now the University of Limerick), is intended to counter this trend. The college has a policy of active interaction with industries in its region to ensure its study programme matches the needs of enterprises. The college has also had a role in the setting up of a neighbouring technology park for industrial and service enterprises who are able to benefit from the college's technological and scientific expertise.

Universities

The EIB has financed investment at the university level in order to supply a specific service and the training facilities necessary for economic development. In Italy, for example, the Bank has funded the construction of new laboratories to expand research facilities for bio-engineering and bio-technology at the Faculty of Agronomy, University of Viterbo in Latium. Support was given on the basis that the faculty provided es-

sential services for a large part of the Assisted Area of the Mezzogiorno where agriculture is vital to the economy.

The faculty will have an important impact through the training of agricultural experts and the development of applied research. As well as providing agricultural support services and technical assistance, the project will help improve productivity, working in close collaboration with local farmers, agro-industries and national agencies. Its activity is also directed towards developing countries through contacts with specialist institutions such as FAO (The United Nations Food and Agricultural Organisation).

Earthquake reconstruction

As part of the Community's exceptional emergency assistance for reconstruction of areas devastated by earthquakes in Italy and Greece, the Bank has financed a number of educational projects to assist in restoring normal living and working conditions. In these cases the finance has come from the resources of the New Community Instrument, funds raised by the Commission of the European Communities on the capital market, and on-lent and managed by the EIB.

The Bank has contributed to the restoration of 1 179 damaged state schools in Campania and Basilicata serving some 500 000 pupils, to help restore normal living conditions and ensure the continuing effectiveness and quality of school education. Similarly repairs to 15 buildings and the reconstruction of three at Salerno and Naples Universities were also funded.

In Greece, as part of a larger reconstruction package of transport and infrastructure schemes, the Bank financed the rebuilding and repair of some 800 schools and other earthquake damaged educational buildings.

Research

Research and development laboratories and centres, in both the public and private sectors, have also been financed by the EIB where such facilities have a direct input into industry and other productive activities or have a practical application in production processes. Projects falling into such categories supported by the Bank have ranged from those serving the fishing, steel and motor industries, to electronics, nuclear physics, pharmaceuticals and medicine.

Examples include a loan for the construction of a model testing dock for ship-building at Ede, in the Netherlands.

Similarly, a fisheries research and development and training centre has been financed at Hirtshal in North Jutland, one of Denmark's largest fishing harbours and a centre for fish processing, as well as a variety of manufacturing, service and other industries related to fishing. Services provided by the centre range from applied research on equipment and machinery for modernising fishing techniques, to development of technologies for the fish processing industries and training in fishing economics and the use of new associated technology. The EIB has financed the construction of a motor car manufacturer's engineering centre at Munich to centralise the company's research and development activities. Installation of new plant and equipment to expand and improve the services of a metallurgical research centre at Castel Romano, near Rome has also been supported. The centre serves the steel industry mainly in the Mezzogiorno region, and concentrates on research to improve production systems, the quality of products and to strengthen environmental protection.

Amongst projects financed in the electronics sector, is the construction of research and development facilities for the manufacture of integrated circuits using submicron technology at the Philips industrial plant at Nijmegen, in the Netherlands. In Italy a new research centre in Treviso Province, Veneto, has been funded for the development of flexible manufacturing systems, to serve associated factories producing electrical resistances.

At Cork in Ireland, EIB finance went towards extension of the National Microelectronics Research Centre attached to Cork University. The centre provides the most modern facilities to educate engineers and serves as a research and development laboratory for joint ventures with industry, as well as various Community cooperative microelectronic and information technology research projects, such as under the ESPRIT programme.

Similarly, a telecommunications and electronics research and development centre in Turin was expanded with EIB support. The centre provides services for major Italian companies operating in the telecommunications sector and it participates in the Community's ESPRIT and RACE programmes (covering pre-competitive research and development in advanced communications technologies in Europe), and the European Micro-electronics Programme. It plays an important role in the collaboration between telecommunications equipment

manufacturers and service companies in Italy and other Community countries. The centre also carries out work for the European Space Agency.

Research into nuclear physics, superconductivity and cryogenics being carried out by Istituto Nazionale di Fisica Nucleare (INFN) has received EIB funds for the construction of laboratories and installation of equipment in Milan and Catania, Sicily. Besides potential long-term benefits from research into superconductors for energy production, the centre's work has application in the fields of medical instruments, metallurgy and environmental protection (through the tracing of pollutants).

Considerable support has been provided by the Bank for research projects in the medical and pharmaceutical sector. Examples include the modernisation and expansion of the cancer research and therapy institute in Milan, Istituto Nazionale per lo Studio e la Cura dei Tumori. The EIB has financed investment here to substantially increase research capacity, particularly in genetic engineering. The centre's work covers early diagnosis and therapeutic treatment, with a spin-off for industries with which the institute cooperates. It carries out extensive research with industry to identify, develop and refine drugs and equipment for diagnosis and treatment and ensures diffusion of the latest knowledge and technical progress. The institute works closely with other international organisations and institutes in the fight against cancer.

Another example is the relocation and expansion of a veterinary analyses and research centre in Padova, Veneto, Italy, for the control of animal diseases and food hygiene. The centre's responsibilities cover about 40 % of Italy's imports (live animals, meat and meat products) and about 18 % of national livestock. It has an important role in Italy's agricultural trade and protection of public health through controls on contaminated or adulterated food.

The EIB's support is not limited, however, to large projects in the applied research and development area. It has also financed nearly 40 smaller investments carried out by small and medium-sized enterprises (SMEs) under its global loan schemes — finance made available to an intermediary institution or bank for on-lending in smaller amounts. Such smaller investments, totalling ECU 30 million, range from marine biology, to metallurgy, electronics, agricultural technology and energy research.

Ecu

Below are the ECU's values in national currencies, as at 29 September 1989; these rates are applied to the third quarter in preparing financial statements and operational statistics of the Bank:

DEM	2,06345	BEF	43,3469
GBP	0,680767	LUF	43,3469
FRF	7,0016	DKK	8,04603
ITL	1 506,75	GRD	181,168
NLG	2,33048	IEP	0,774618
ESP	131,157	PTE	174,816
		USD	1,10522

EIB-Information is published periodically by the European Investment Bank in nine different languages (Danish, Dutch, English, French, German, Greek, Italian, Portuguese and Spanish).

Material which appears in *EIB-Information* may be freely reproduced; an acknowledgement would be appreciated and also a clipping of any article published.

100, bd Konrad Adenauer
L-2950 Luxembourg
tel. 4379-1 — telex 3530 bnkeu lu
fax 43 77 04

Department for Italy:
Via Sardegna, 38 — I-00187 Rome
tel. 4719-1 — telex 611130 bankeu i
fax 474 58 77

Athens Office:
Ypsilantou 13-15
GR-10675 Athens
tel. 7249 811
telex 222126 bkeu gr
fax 7249 814

Lisbon Office:
Avenida da Liberdade, 144-156, 8º
P-1200 Lisbon
tel. 32 89 89 or 32 88 48
telex 15576 bnkeu p
fax 37 04 87

London Office:
68, Pall Mall
London SW1Y 5ES
tel. 839 3351
telex 919159 bankeu g
fax 930 9929

Madrid Office:
Calle José Ortega y Gasset, 29
E-28006 Madrid
tel. 431 13 40
telex 44670 bnkeu e
fax 431 13 83

Representative Office in Brussels:
Rue de la Loi 227
B-1040 Brussels
tel. 230 98 90 — telex 21721 bankeu b
fax 230 58 27