

Working with the European Bank for Reconstruction  
and Development

What the Bank can do for you in our countries of  
operations

November 29<sup>th</sup>, Luxembourg



**European Bank**  
for Reconstruction and Development

# Contents



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for Reconstruction and Development

- **Overview EBRD**
- **Focus sectors and selected case studies:**
  - *Agribusiness*
  - *Manufacturing & Services*
  - *Information & Communication Technologies (ICT)*
  - *Trade Facilitation Programme (TFP)*
- **Contacts**

<https://www.ebrd.com/news/video/the-ebrd-today.html>

# The EBRD – Welcome to our world



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<https://www.ebrd.com/news/video/the-ebrd-today.html>

# EBRD - An overview

The EBRD is owned by

## 69 countries

from five continents + the European Union and the European Investment Bank. These shareholders have each made a capital contribution, which forms our core funding.

Capital base

## €30 billion

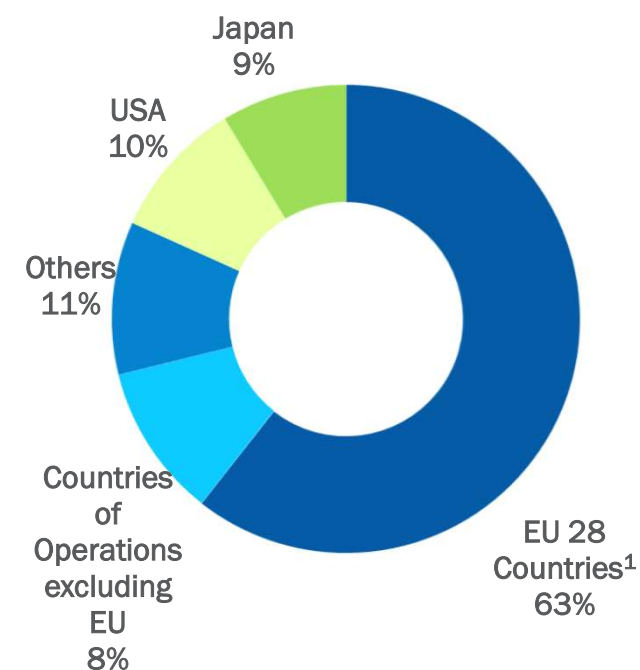
Rating

## Triple-A rating

from all three main rating agencies (S&P, Moody's and Fitch)

- 1991** Established
- 1992** Russia and 11 other members of the former Soviet Union join
- 2007** The Czech Republic becomes the first country to “graduate” from the EBRD
- 2012** Starts investing in Egypt, Jordan, Morocco and Tunisia
- 2016** 25th anniversary; China becomes member
- 2017** Starts investing in Lebanon and in West Bank and Gaza
- 2018** India and San Marino become members
- 2019** Libya becomes member

## Shareholding structure



1. Includes European Community and European Investment Bank (EIB) each at 3%.; France, Germany, Italy, and the UK each holds 8.6%

# Where we invest increasing footprint



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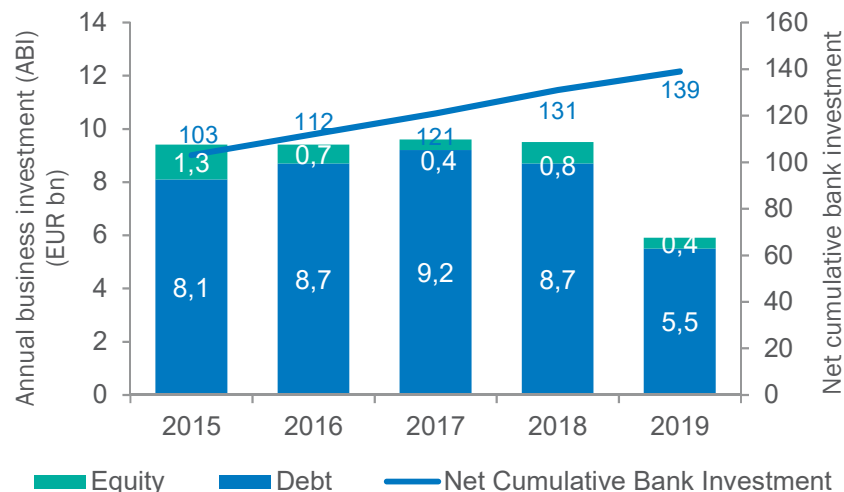


# Results



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Since 1991, EBRD invested over €139 billion in around 5,536 projects



EBRD Top 10 investee countries in 2018 (€m)

1	Egypt	1,148
2	Turkey	1,001
3	Greece	846
4	Poland	556
5	Ukraine	543
6	Kazakhstan	472
7	Romania	443
8	Uzbekistan	397
9	Serbia	396
10	Belarus	360

In 2018

Annual Bank Investment

€9.5 bn

Number of projects

395

Private sector share of cumulative investment

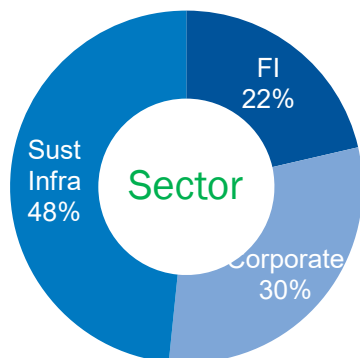
73%

Debt: 83%

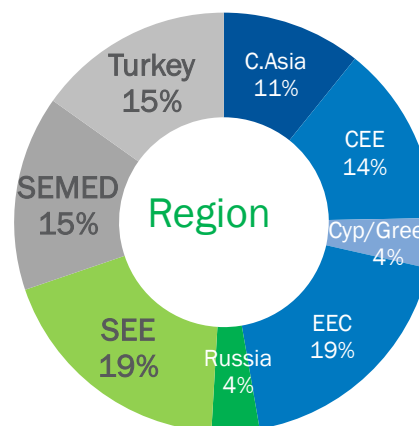
Equity: 9%

Guarantee: 8%

EBRD Portfolio (October 2019): € 44.5 billion



- Financial Institutions 22% (Banks, Leasing, Insurance, Other)
- Corporate 30% (Agribusiness, M&S, P&T, ICT, Equity funds)
- Sustainable Infrastructure 48% (Power & Energy, Natural Resources, Transport, Municipal Infrastructure)



- Central Asia 11%
- Central Europe & Baltics 14%
- Cyprus & Greece 4%
- Eastern Europe & Caucasus 19%
- Russia 4%
- South-Eastern Europe 19%
- SE Mediterranean 15%
- Turkey 15%

# EBRD's financing instruments - how they can assist companies in their business development & investments

## Exact terms depend on specific needs and market conditions

	Debt	Equity	Guarantees
Typical size	€1 – 300 mln (average € 20 mln)		Typically €50 k – €50 mln
Maturity	Typically 5-7 years Up to 15 years in case of infrastructure investments	Typically from 3-7 years	1 month to 3 years
Currency/terms	Major foreign currencies or local currency; floating/fixed		
Approach	Corporate loans Project loans (max 35%)	Minority stake	Trade Facilitation Programme with banks
Structures	<ul style="list-style-type: none"> <li>• Senior, subordinated, convertible loans or bonds</li> <li>• Project finance</li> </ul>	<ul style="list-style-type: none"> <li>• Pure or “structured” equity</li> </ul>	<ul style="list-style-type: none"> <li>• Trade finance guarantees &amp; cash advances</li> </ul>
Applications	<ul style="list-style-type: none"> <li>• Capex for expansion/modernization, including resource efficiency improvements</li> <li>• Ownership change: acquisition, consolidation, privatisation</li> <li>• PPPs</li> <li>• Working capital</li> </ul>		<ul style="list-style-type: none"> <li>• Guarantee of issuing banks in countries of operations in favour of confirming banks in the rest of the world</li> </ul>

# EBRD Multi-dimensional approach

- EBRD direct finance (debt & equity)
- EBRD Indirect finance (SME loans)
- Mobilising external finance

EBRD  
COMMERCIAL FINANCING

For selected eligible investments to  
develop markets

POLICY  
DIALOGUE

- Working with governments on improved legislation and regulation in support of improved business environment

TECHNICAL  
ASSISTANCE

CONCESSIONAL  
CO-FINANCING

- Resource efficiency audits
- Climate vulnerability assessment
- Capacity building for local financial institutions
- Project preparation support (including tendering)

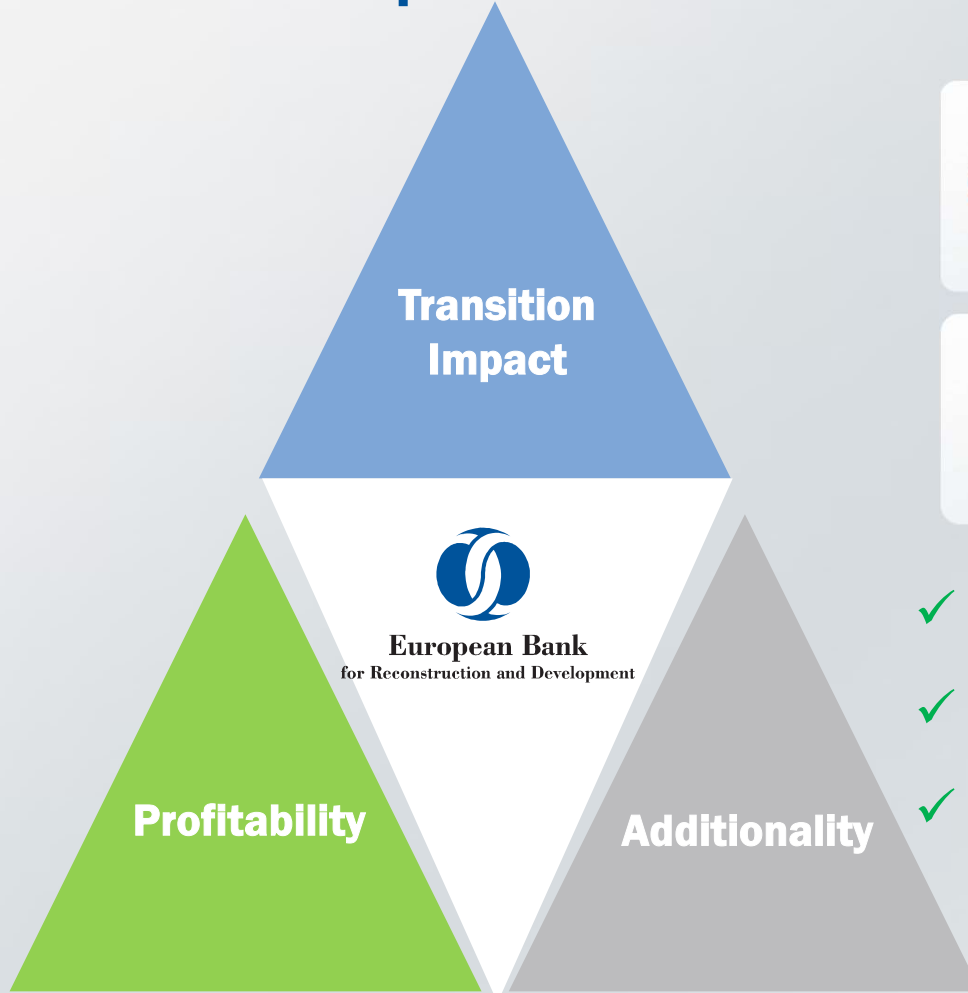


# EBRD Business Model



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## Basic Principles



## Transition Qualities



- ✓ Strong focus on private sector
- ✓ Projects driven institution
- ✓ Each project should have two or more of our six transition qualities

# Projects in all key business sectors



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## Transport



## Municipal & Environmental Infrastructure



## Property & Tourism



## Financial Institutions



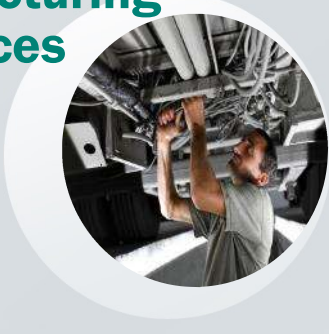
## Natural Resources



## Information & Communication Technologies



## Manufacturing & Services



## Power & Energy



## Industry, Commerce & Agribusiness



# EBRD is an Impact Investor

## 6 Transition qualities

- Competitive:**



- Well-Governed:**



- Resilient:**



- Integrated:**



- Inclusive:**



- Green:**



	A strong link	A less strong link						
			Green	Inclusive	Competitive	Resilient	Integrated	Well-governed
SDG1: No Poverty								
SDG2: Zero Hunger								
SDG3: Good Health and Well-being								
SDG4: Quality Education								
SDG5: Gender Equality								
SDG6: Clean Water and Sanitation								
SDG7: Affordable and Clean Energy								
SDG8: Decent Work and Economic Growth								
SDG9: Industry, Innovation and Infrastructure								
SDG10: Reduced Inequalities								
SDG11: Sustainable Cities and Communities								
SDG12: Responsible Consumption and Production								
SDG13: Climate Action								
SDG14: Life Below Water								
SDG15: Life on Land								
SDG16: Peace, Justice and Strong Institutions								
SDG17: Partnerships for the Goals								

# EBRD is a Green Investor

FINANCED

**1,670+**  
green projects

1200+ directly financed projects with green components, and  
445+ credit lines to local financial institutions for on-lending to smaller projects

SIGNED

**€ 30 billion**  
of green financing

For projects with a total value of €175+ billion  
Since 2016 green financing has represented 36% of EBRD's total business.

## 2018 RESULTS

- €3.3 billion GET Annual Business Volume
- 36% GET share in Annual Business Volume

# Clients Snapshot



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# EBRD working with investors



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## The EBRD

- ➔ **arranges syndicated financing** financing as a lender of record
- ➔ **leads the market** with innovative products and longer tenors
- ➔ **provides equity** and has 25+ years of experience of investing in equity funds
- ➔ **cooperates with other investors** (supporting strategic equity investors)
- ➔ **provides assistance** in structuring and executing investments with significant energy and resources efficiency gains
- ➔ **employs donor grant funds** to complement its projects.
- ➔ **supports legal and regulatory improvements** to facilitate private investments
- ➔ **and each investment** of €1 **“mobilises”** another €3 for the project.

# What the EBRD can and cannot finance



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## What we finance

Projects may be considered for EBRD assistance if they:

- ✓ are located in an country where the EBRD works (but flexibility)
- ✓ are bankable projects
- ✓ Meet satisfactory integrity & operational standards
- ✓ would benefit the local economy
- ✓ satisfy the EBRDs environmental standards as well as those of the host country

And each project must achieve two or more of our six transition qualities: competitive; inclusive; well-governed; resilient; integrated and green

## What we cannot finance:

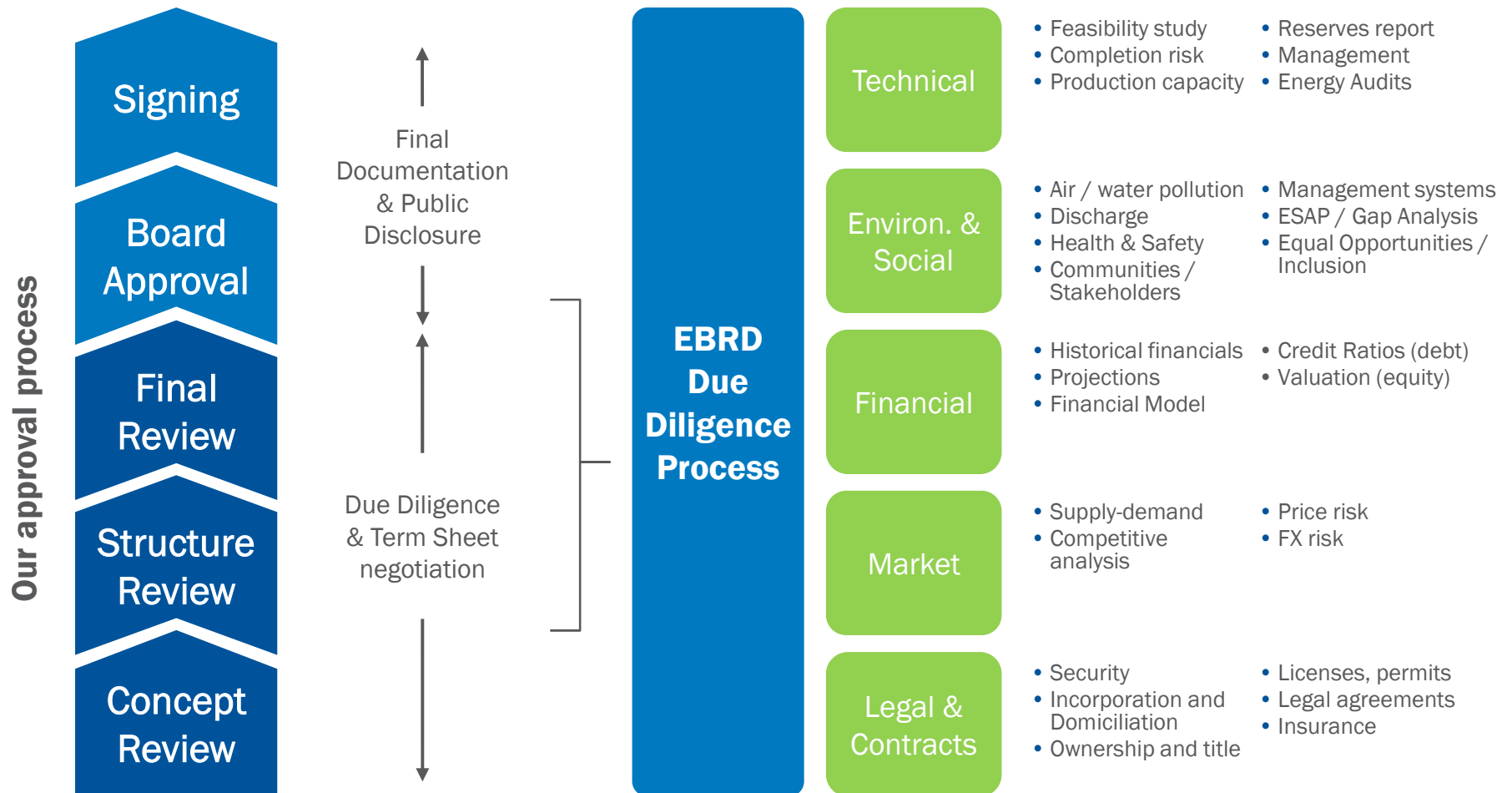
- ✗ Defence-related activities
- ✗ Tobacco industry
- ✗ Substances banned by international law
- ✗ Gambling facilities
- ✗ Environmental harmful projects (or if adverse impact cannot be adequately mitigated)
- ✗ Nuclear energy

# Working Together

## Approval Process and Due Diligence



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# Contents



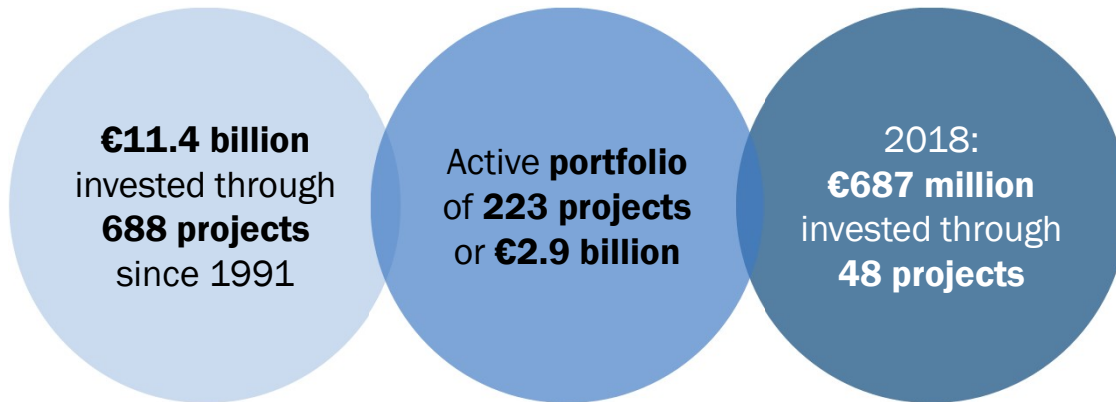
**European Bank**  
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## ➤ Focus sectors:

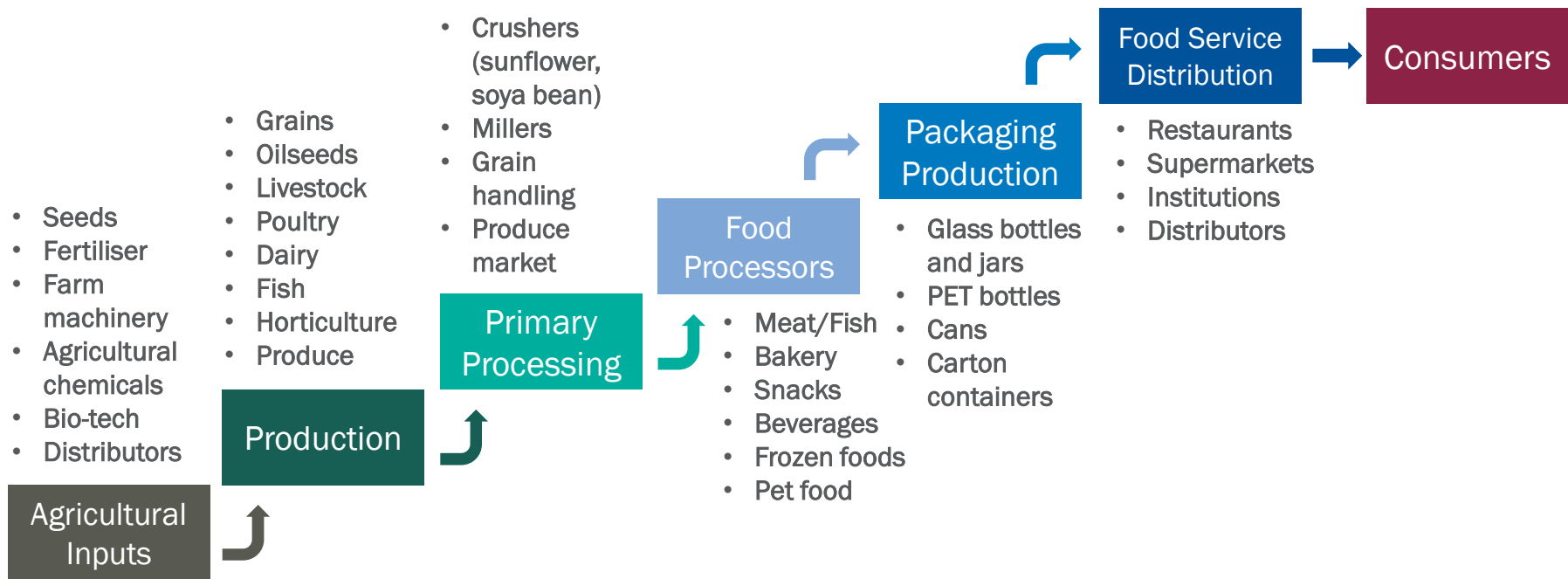
- Agribusiness
- Manufacturing & Services
- Information & Communication Technologies
- Trade Facilitation Programme

# Agribusiness

## Financing the entire food chain



Financing global multinationals.....



# Agribusiness case study: Angel Yeast, Egypt



A leading Chinese firm producing yeast and baking ingredients, listed on the Shanghai Stock Exchange.

## EBRD Finance

**Senior loan  
€45.2mn  
(USD52mn)**

### Use of proceeds and EBRD value added/impact

- Construction of new production facilities and a modern, highly efficient wastewater treatment plant in the city of Beni Suef.
- Increased production of dry yeast and launch yeast extract, a new higher value-added product.
- Increased purchase of local raw materials
- Local farmers will also be able to buy organic fertiliser, a by-product of the yeast production.



# Manufacturing & Services (M&S)



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**€12.7 billion**  
invested  
through **737**  
**projects** since  
1991

Active **portfolio**  
of **266 projects**  
or **€3.4 billion**

2018:  
**€793 million**  
invested  
through  
**63 projects**

Financing global multinationals.....



DAIMLER

Go Further



## Focus on:

- Wide spectrum of products from senior secured debt to mezzanine financing, corporate bonds and common or preferred stock
- Supporting foreign direct investments, cross-boarder transactions and local business including SMEs
- Individual projects financing range from less than EUR 1 million to more than EUR 150 million

.... across a broad range of industries

- Chemicals
- Building Materials
- Automotive
- Forestry and Paper
- Steel and non-ferrous metals
- Healthcare and Pharma
- FMCG & Retail

# DFF: Egger

## Regional: Romania & Poland



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Egger Holzwerkstoffe GmbH, established in 1961 and headquartered in Austria, is one of the leading global producers of wood based materials.

### EBRD finance

Senior loan of  
**EUR 25mn**  
(part of client's EUR375  
mn Schuldschein  
issuance)

### Use of proceeds and EBRD value added/impact

- ✓ The investment will be used for Capex development in Poland & Romania.
- ✓ Part of the funds to be used to set up a new wood recycling network with the collected wood to be processed and used as input for the chipboards produced in the new greenfield plant in Biskupiec.
- ✓ It will enable the Company to support new on-the-job training and dual learning opportunities for young women and men as well as new training opportunities secured through cooperation agreements with established local educational institutions and research centres in Poland.
- ✓ the participation in the tranches above the market average (8 and 10 years), which are necessary to structure the Project.

OFFICIAL USE



# Information & Communication Technologies (ICT)

€4.4 billion  
invested  
through **189**  
**projects** since  
1991

Active **portfolio**  
of **54 projects**  
or **€898**  
**million**

2018:  
**€101 million**  
invested  
through  
**8 projects**

Financing large Infrastructure companies .....



...as well as players in the Technology space



## Focus on:

- ❑ Bridging the digital gap through network investments
- ❑ Promoting innovation through venture capital and investments in technologies such as eCommerce
- ❑ Privatisation support through policy dialogue and investments
- ❑ Active policy dialogue for accelerating broadband connectivity (ABC)
- ❑ Equity investments from early to buyout stages

.....across a broad range of sectors

- Fixed line/integrated Telcos
- IT Services
- Mobile
- Media/other
- VCIP

# ICT Case study: Project Allegro, Poland



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Allegro Group is the leading online marketplace and the largest non-food online retailer in Poland with 14 million active buyers

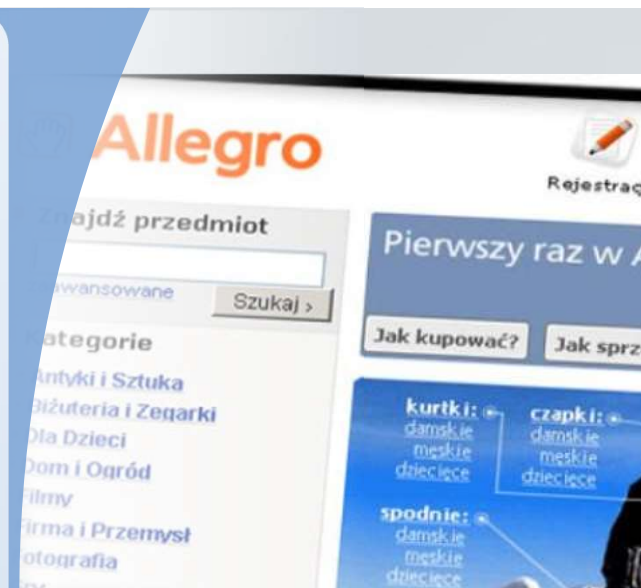
## EBRD finance

**EUR 115mn**

- second lien loan (PLN 400m, EUR 91mn equivalent) to sponsors, &
- equity commitment (EUR 24mn)

## Use of proceeds and EBRD value added/impact

- Largest ever sponsor backed LBO in Poland and first ever institutional PLN loan transaction
- Introduced best sustainability standards & best practices in packaging and promoting energy efficient technologies.
- ✓ Helped the expansion of the e-commerce market to under-penetrated regions in Poland by facilitating access to smaller merchants to the platform.
- ✓ EBRD financing allowed the company to maximise its PLN funding amount, reducing its FX risk



# Trade Facilitation Programme (TFP)

TFP: Facilitates financing of all stages of the trade chain



TFP supports trading by providing:

- ✓ Guarantees that cover risks arising from trade finance transactions;
- ✓ Cash advances/financing to issuing banks for trade finance purposes;
- ✓ Donor funded trade finance training and advisory services to issuing banks.

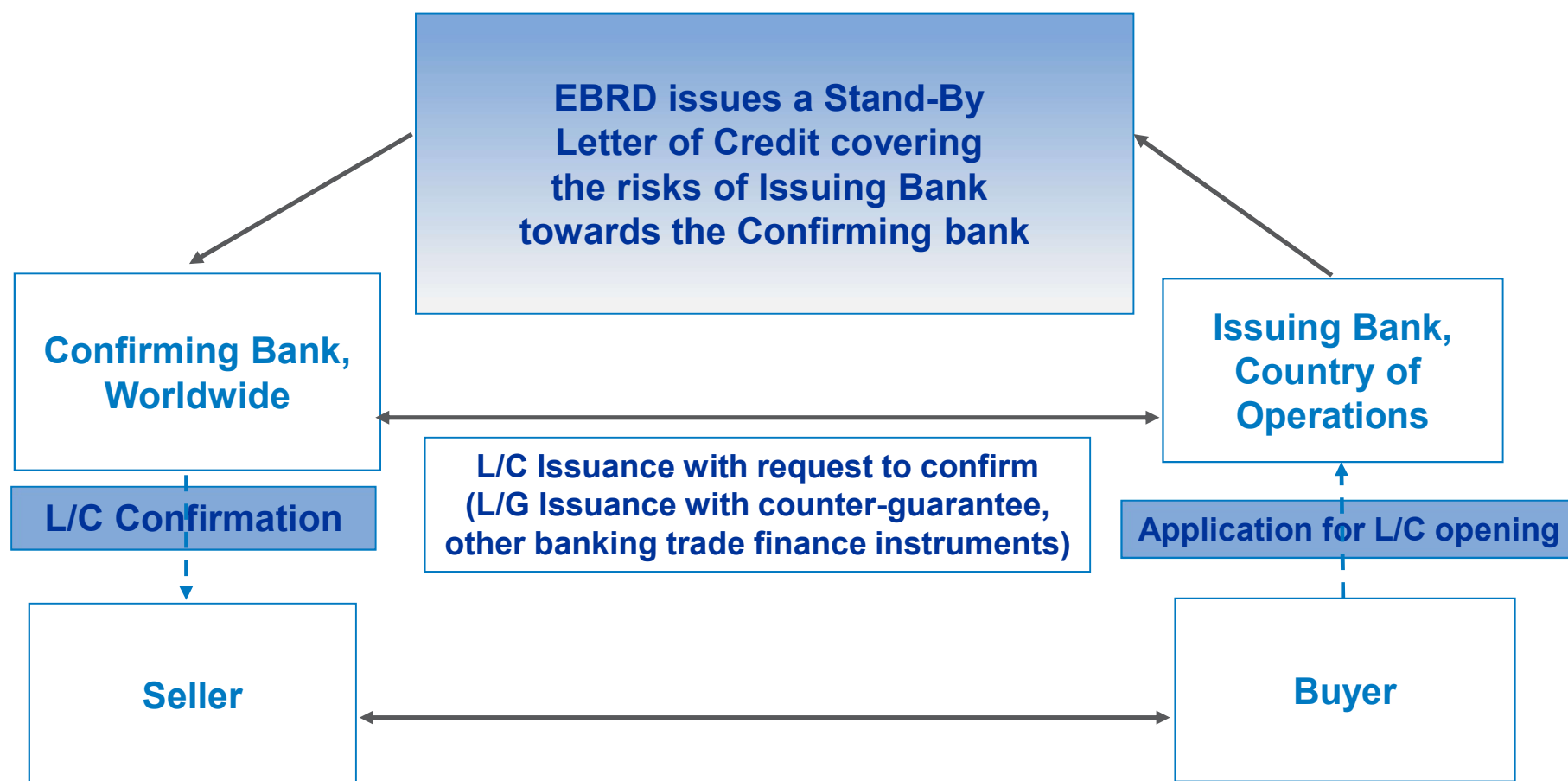
The TFP has supported **115 export and import transactions for Indian companies** for a total **€35 million**

**List of Indian Confirming Banks:**

- ✓ Axis Bank
- ✓ BNP Paribas
- ✓ Credit Agricole
- ✓ Deutsche Bank AG
- ✓ HDFC Bank
- ✓ ICICI
- ✓ Mizuho Bank Ltd
- ✓ Scotiabank
- ✓ State Bank of India
- ✓ Yes Bank Ltd



# TFP: Structure and Application



# TFP Guarantee case study:

## Export from India to Egypt



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Transaction  
worth  
USD 850,000



- ✓ Egyptian company buys pharmaceutical products from an exporter in India
- ✓ Commercial International Bank Egypt issues a Letter of Credit for **USD 850,000** in favour of ICICI Bank, India for a six months terms
- ✓ EBRD covers 100% of the political and commercial payment risk

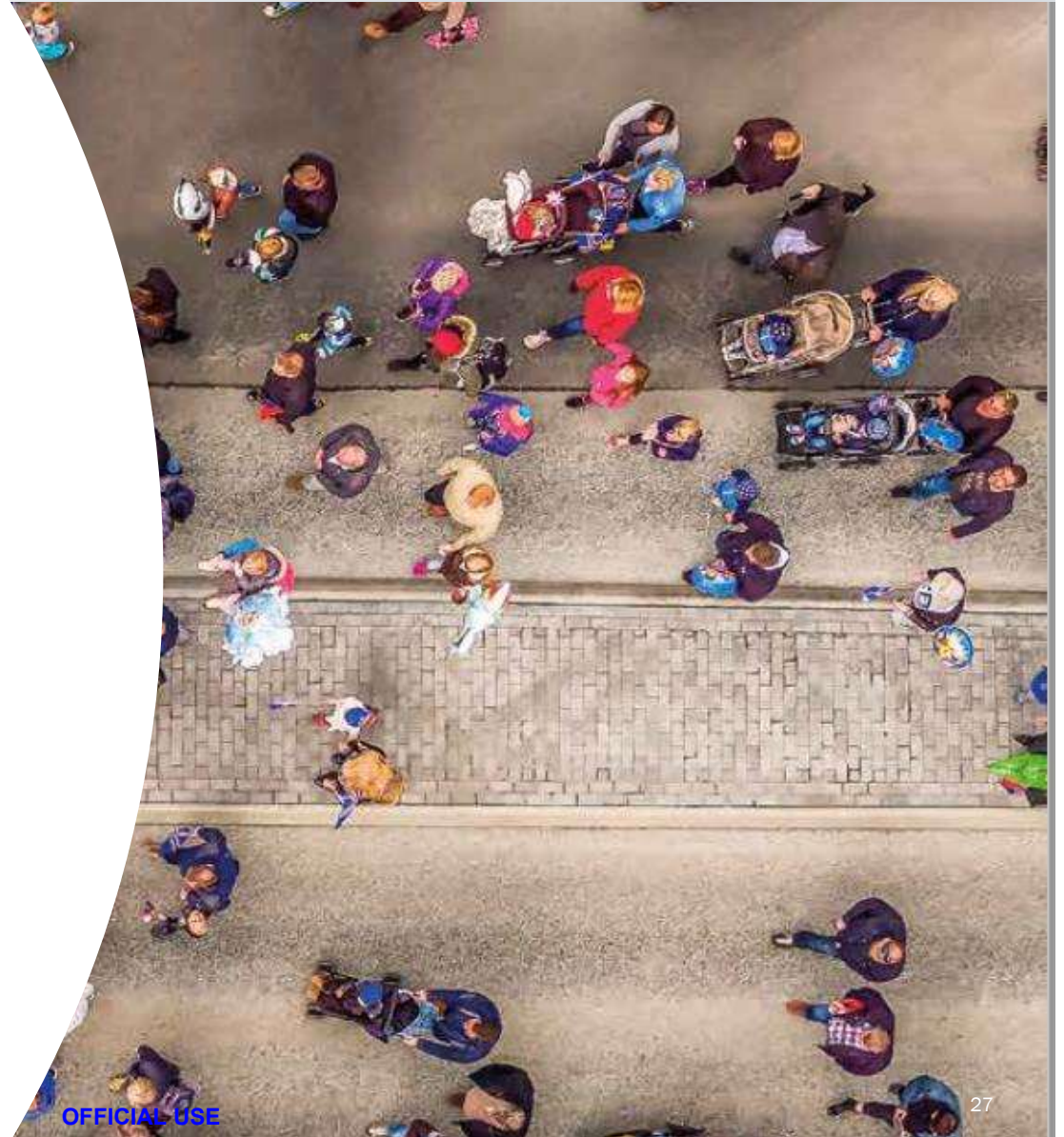


Thank you



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Q&A



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## Useful links



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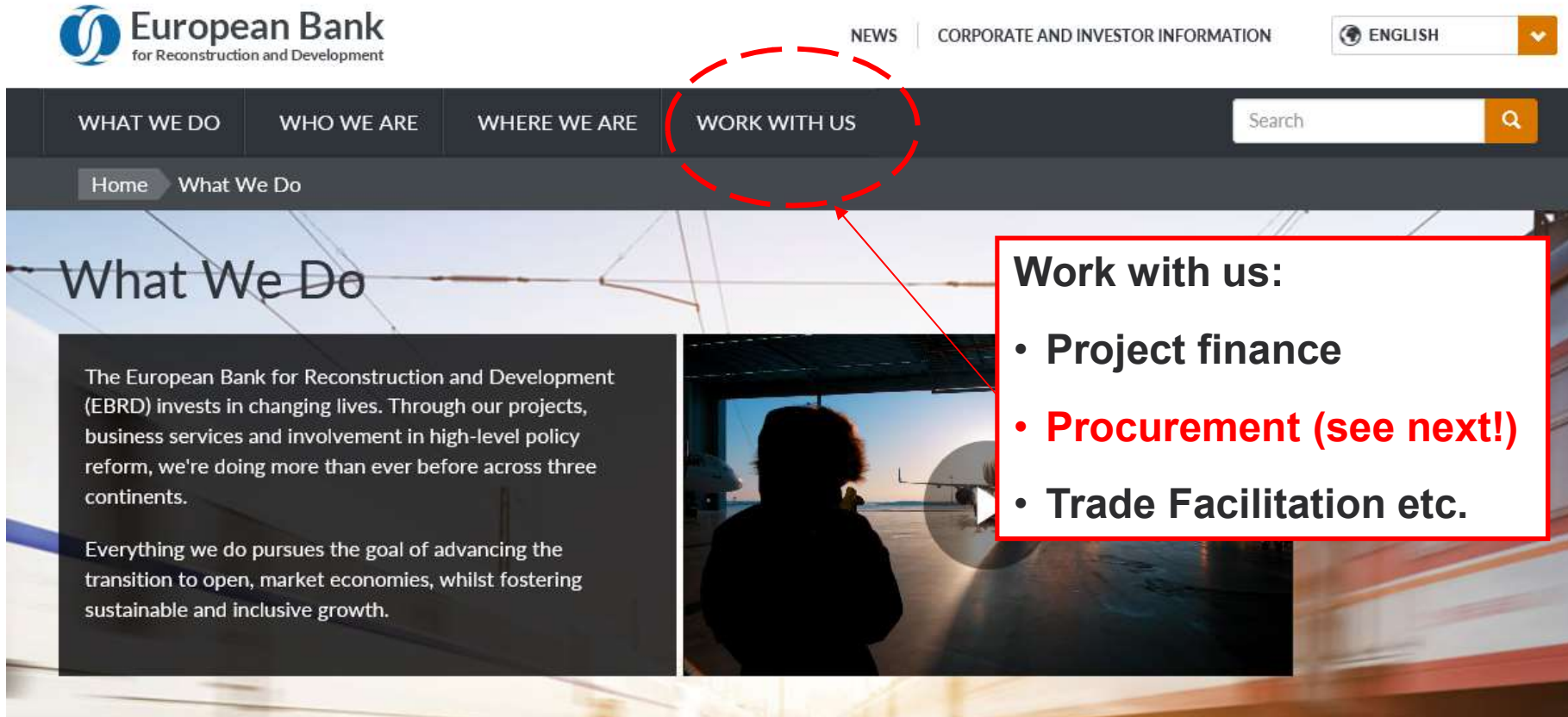
- EBRD website: [www.ebrd.com](http://www.ebrd.com)
- Information about the countries of operations & Sectors of EBRD:  
[www.ebrd.com/news/publications/factsheets.html](http://www.ebrd.com/news/publications/factsheets.html)
- Project Summary Documents, details of the projects signed with EBRD:  
[www.ebrd.com/work-with-us/project-finance/project-summary-documents.html](http://www.ebrd.com/work-with-us/project-finance/project-summary-documents.html)
- Sending your project financing request online:  
<http://www.ebrd.com/work-with-us/project-finance/funding-adviser.html>
- Team dedicated for SMEs :  
<http://www.ebrd.com/work-with-us/advice-for-small-businesses/overview.html>
- Trade Facilitation Programme:  
<http://www.ebrd.com/work-with-us/trade-facilitation-programme.html>

# Annex



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# Consultant opportunities? Research ebrd.com!



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NEWS | CORPORATE AND INVESTOR INFORMATION | ENGLISH

WHAT WE DO | WHO WE ARE | WHERE WE ARE | **WORK WITH US** | Search

Home | What We Do

## What We Do

The European Bank for Reconstruction and Development (EBRD) invests in changing lives. Through our projects, business services and involvement in high-level policy reform, we're doing more than ever before across three continents.

Everything we do pursues the goal of advancing the transition to open, market economies, whilst fostering sustainable and inclusive growth.

**Work with us:**

- Project finance
- **Procurement (see next!)**
- Trade Facilitation etc.

# Consultant opportunities? Research ebrd.com!

WHAT WE DO WHO WE ARE WHERE WE ARE WORK WITH US

Home Work With Us

Search

## Working with the EBRD



There are a number of ways you can work with the European Bank for Reconstruction and Development (EBRD) as well as its clients and partner organisations.

We offer a range of products and business services.

Our operations extend across **three continents** and **almost 40 economies** and within a **broad range of sectors**.



EBRD headquarters, London

### Project finance

We offer a number of financial instruments, primarily in the form of loans, equity and guarantees.

LEARN MORE >

### Procurement

Projects financed by the EBRD generate many jobs and services for internal projects and departments.

LEARN MORE >

**Consultancy services  
(see next!)**

### Watch video



The best of the EBRD

WATCH VIDEO >

### More on working with us

[Where the EBRD works](#) >

[Sectors we work in](#) >

[Find out if you could be eligible for EBRD assistance](#) >

### EBRD applications

[Collaborations systems for EBRD clients](#) >

# Consultant opportunities? Research ebrd.com!

Procurement opportunities fall under several types:

## Corporate Procurement and Consultancy Services

We seek products, services and experts for internal EBRD projects and departments at our London headquarters and our network of regional offices and select and engage consultants for the needs of the Bank and Technical Co-operation funded contracts.

LEARN MORE >

## Project Procurement

Our clients need goods, public works, associated services and expert co-operation in various sectors right across the countries where the EBRD works.

LEARN MORE >

## Outside Counsel Services

Selection and engagement of outside counsel for the needs of the Bank falls under responsibility of the Office of the General Counsel (OGC).

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### Consultancy Services:

- Procurement Notices
- eSelection system
- Guidelines
- Reports & Data



# How to start?

## Assess EBRD procurement notices

WHAT WE DO WHO WE ARE WHERE WE ARE WORK WITH US

### Procurement notices

EBRD's Client eProcurement Portal (ECEPP) is a client led procurement platform where you should [register for ECEPP](#).

Please note that any notices published on ECEPP WILL NOT appear in the list below.

[ECEPP OPPORTUNITIES >](#)

Procurement notices for goods, public works and consultancy services not procured via ECEPP will continue to be published below.

**Search by sector and country**

**Search by contract type**

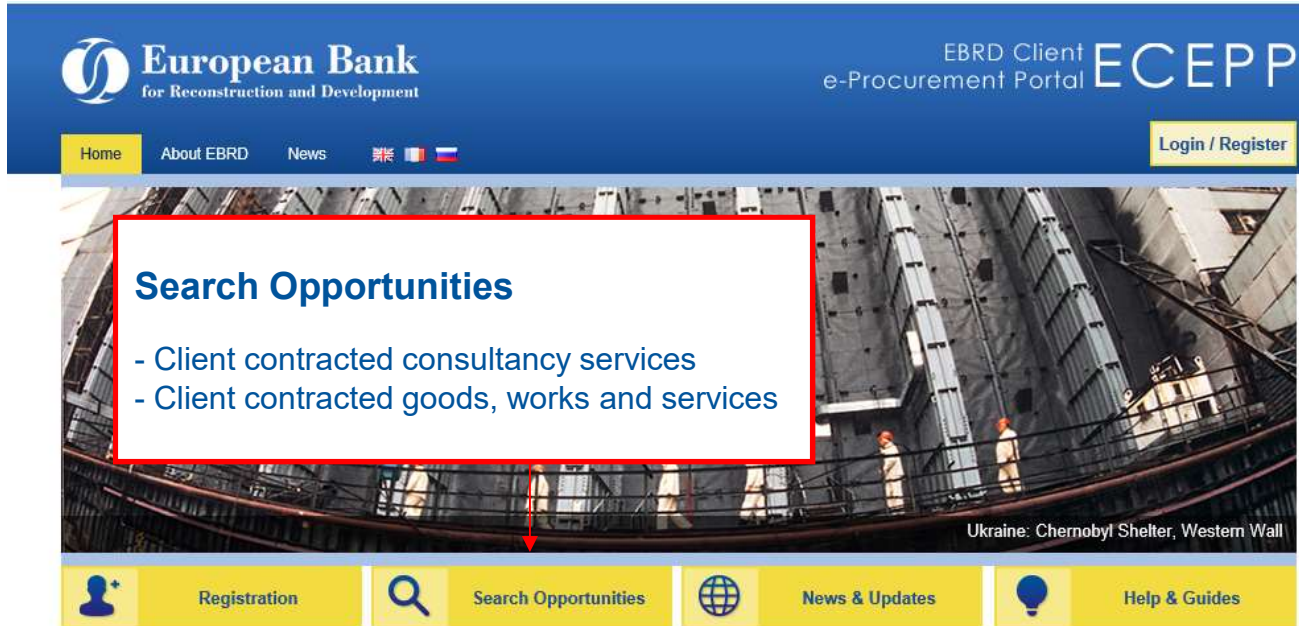
- Corporate consultancy services
- Corporate goods, works and services

**FILTER BY:** LOCATION SECTORS CONTRACT TYPE KEYWORD

ACTIVE FILTERS: Consultancy Services [CLEAR ALL FILTERS](#)

Issue Date	Closing Date	Location	Project Name	Sector	Contract	Type
26 Nov 2019	18 Dec 2019	Turkmenistan	<a href="#">TURKMENISTAN: Biodiversity Management Capacity Building Programme</a>	Municipal and environmental infrastructure	Consultancy Services	Invitation for expressions of interest (CSU)
25 Nov 2019	09 Dec 2019	Egypt	<a href="#">Diagnostics of investment opportunities for value addition in processed fruit and vegetables value chains in Egypt</a>	Agribusiness	Consultancy Services	Invitation for expressions of interest (CSU)
25 Nov 2019	23 Dec 2019	Kosovo	<a href="#">Support to establish the Infrastructure Central Delivery Unit in Kosovo</a>	-	Consultancy Services	Invitation for expressions of interest (CSU)

# Register at the EBRD's Client eProcurement Portal



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EBRD Client e-Procurement Portal ECEPP

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Login / Register

**Search Opportunities**

- Client contracted consultancy services
- Client contracted goods, works and services

Ukraine: Chernobyl Shelter, Western Wall

Registration Search Opportunities News & Updates Help & Guides

ECEPP is now the default system for loan/grant funded Client led procurement exercises.

Any notices published on here **WILL NOT** appear in the Procurement Notices of [www.ebrd.com](http://www.ebrd.com).

## Welcome to the EBRD Client e-Procurement Portal (ECEPP)

The ECEPP portal allows clients of the European Bank for Reconstruction and Development (EBRD) to conduct electronic project procurement for goods, works and consultancy contracts for public sector projects financed in whole or in part by EBRD (including EBRD administered grants), in accordance with the [EBRD's Procurement Policies and Rules](#).

Tender opportunities and published information may be viewed without registration. In order to access tender documentation free of charge and participate in electronic tendering for contracts procured under the Bank's Procurement Policies and Rules, Suppliers and Contractors must first register through the above link.

For more information on EBRD project procurement in general, please follow this link: [www.ebrd.com](http://www.ebrd.com)

### Latest News

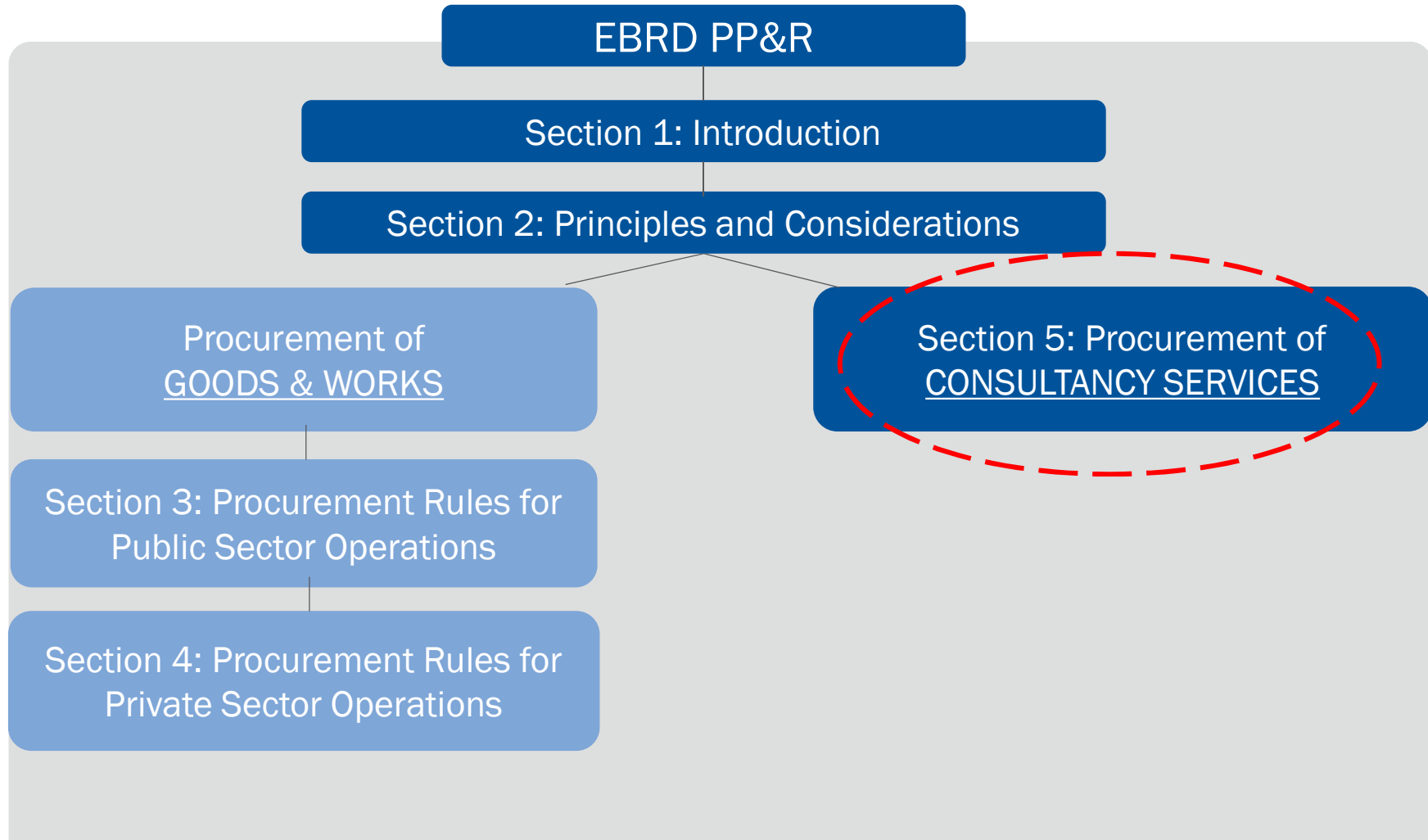
- **\*\*\*ECEPP Release (Phase 4 Release 2.1) – June New enhancements\*\*\***
- **ECEPP- DEPLOYMENT OF PHASE 4 (Release 2)**
- **ECEPP: New Client and Bank Users Guides**
- **\*\*\*ECEPP – DEPLOYMENT OF PHASE 4 (Release 1)\*\*\***

# EBRD's Procurement Policies & Rules (PP&R)

- Revised Procurement Policies & Rules (PP&R), revised November 2017:  
<http://www.ebrd.com/work-with-us/procurement/policies-and-rules.html>
- Based on fundamental principles of economy, efficiency, accountability, non-discrimination, fairness and transparency
- In principle no eligibility restrictions, no domestic/member states preference
- Main consideration is capability to perform the contract



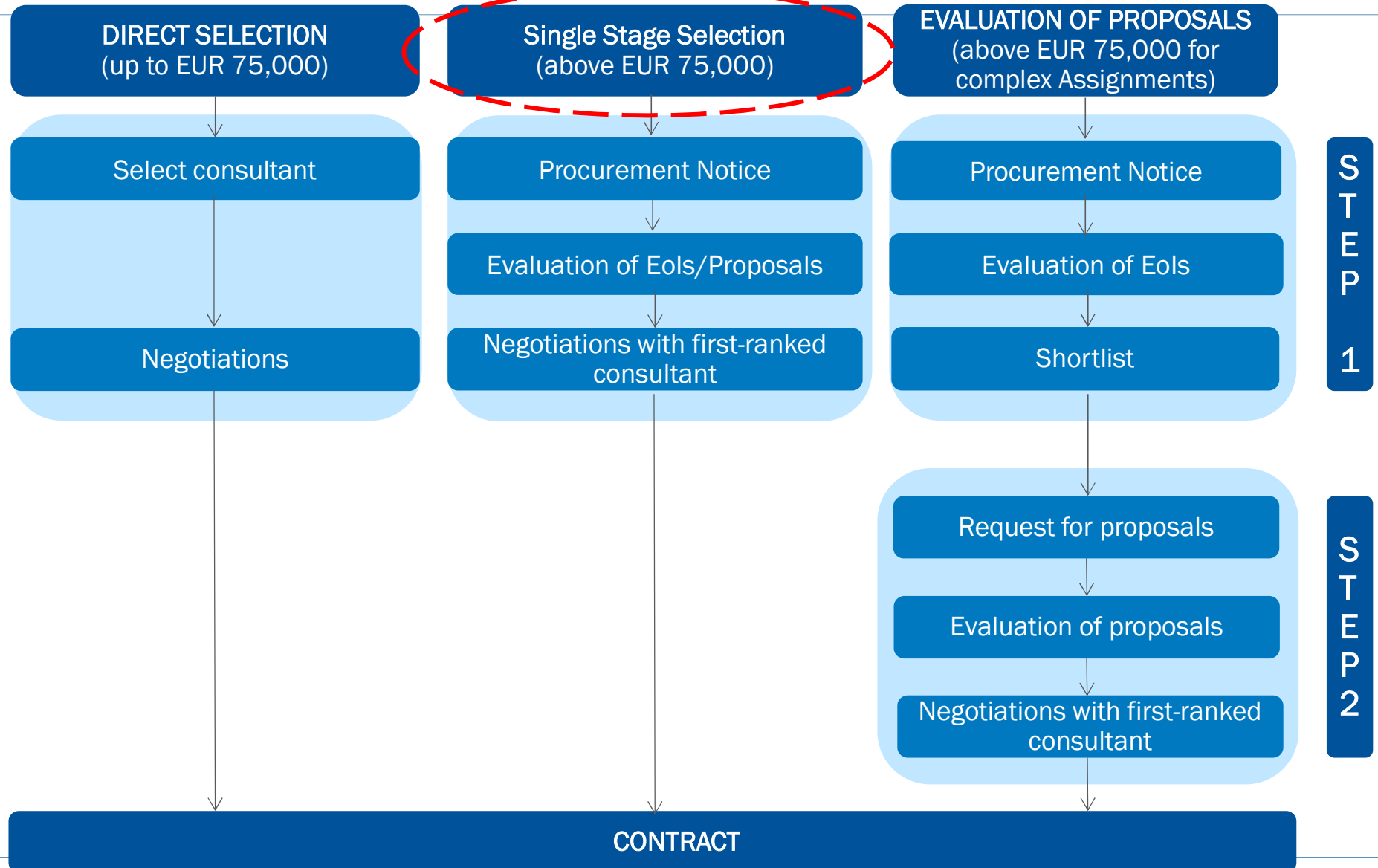
# EBRD's Procurement Policies & Rules (PP&R)





European Bank  
for Reconstruction and Development

# Overview of procedures for consultant selection (EBRD or Clients) under PP&R Nov 2017



# Enquiries re consultant opportunities?



- Every procurement notice provides the name and contact details (phone, email address) of an **EBRD TC Advisor**
- For **general enquiries** send an email to [eselection@ebrd.net](mailto:eselection@ebrd.net) or [consultants@ebrd.com](mailto:consultants@ebrd.com)

# Contacts



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for Reconstruction and Development

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