



European Bank
for Reconstruction and Development

Working with the EBRD

Anca Ionescu, Regional Head of Slovakia,
Hungary and Czech Republic

October 2024

EBRD Shareholding

Established

1991

The EBRD is owned by

72 countries

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

Capital base

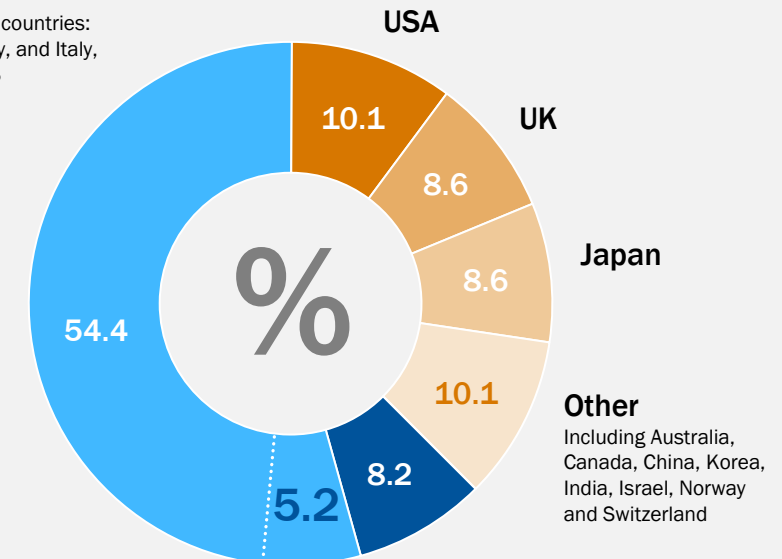
€34 billion

Triple-A rating

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

EU27 countries

Includes European Union and European Investment Bank (EIB) each at 3%.
Among other EU countries: France, Germany, and Italy, each holds 8.6%



EBRD recipient countries

Who are members of the EU

EBRD recipient countries

Not members of the EU
Includes Russia at 4%*

As at April 2022

For a full list of the shareholding of the EBRD visit: www.ebrd.com/shareholders

*The EBRD has excluded the Russian Federation and Belarus from receiving funding for projects or technical cooperation, following the invasion of Ukraine.

Central Europe and the Baltic states

- 01 Croatia
- 02 Czech Republic
- 03 Estonia
- 04 Hungary
- 05 Latvia
- 06 Lithuania
- 07 Poland
- 08 Slovak Republic
- 09 Slovenia

Southern and eastern Mediterranean

- 30 Egypt
- 31 Jordan
- 32 Lebanon
- 33 Morocco
- 34 Tunisia
- 35 West Bank and Gaza

South-eastern Europe

- 10 Albania
- 11 Bosnia and Herzegovina
- 12 Bulgaria
- 13 Kosovo
- 14 Montenegro
- 15 North Macedonia
- 16 Romania
- 17 Serbia

Eastern Europe and the Caucasus

- 18 Armenia
- 19 Azerbaijan
- 20 Belarus*
- 21 Georgia
- 22 Moldova
- 23 Ukraine

Central Asia

- 24 Kazakhstan
- 25 Kyrgyz Republic
- 26 Mongolia
- 27 Tajikistan
- 28 Turkmenistan
- 29 Uzbekistan

- 36 Greece
- 38 Turkey
- 37 Russia*

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EBRD's value proposition

Local presence, strong market knowledge, risk mitigation and additionality

Strong local presence with 50 resident offices in 36 economies

Unique mandate and shareholder structure allowing us strong policy engagement promoting reforms

Supports legal and regulatory improvements to protect and facilitate investments

Capacity building for clients with technical assistance in project preparation and implementation

Tailored financing structures, competitive pricing and ability to respond to project/client needs and mobilize the market

Debt finance with innovative products and longer tenors

Equity finance supporting strategic investors, and through equity funds

Concessional funding employing Invest EU guarantees mitigating risks, unlocking green investments

Local-currency finance to help mitigate currency risks and **Multi-country loans**

Co-financing and syndication with other commercial banks including A/B structures

EBRD in the Czech Republic

Resumed activity in 2021

As of September 2024, EBRD invested over €1.5 billion in 125 projects in the Czech Republic.

- **Focused and result-oriented approach, targeting:**
 - Private sector
 - Equity investment
 - Green transition
 - Transformative businesses
 - Innovative instruments
- In addition to supporting investments in the Czech Republic, the EBRD continues to support **cross-border investments** of Czech companies expanding in the EBRD region.



The EBRD and the war on Ukraine

We confirm our unwavering support for Ukraine at this critical moment in its history

- We have deployed **€4.7 billion** since 2022 to help keep the country's businesses and economy functioning
- The Governors of the EBRD approved a capital increase of **€4 billion** to enable the EBRD to provide significant and sustained investment for Ukraine into the future
- We will do all we can to help with recovery and reconstruction.

In April 2022, the EBRD Board of Governors decided to suspend Russia and Belarus' access to Bank resources. The EBRD has now closed its offices in Moscow and Minsk. Russia and Belarus remain shareholders of the Bank.

Key Areas of Focus



Trade Finance



Energy Security



Vital Infrastructure



Food Security



Private Sector Resilience

Our continuing support for Ukraine

Financing deployed over 2022 – August 2024*

€4.7 billion

107 projects - 87% of projects and 52% of finance deployed were in the private sector

Donor support mobilised since 2022

€2.5 billion

Mobilised financing from partner institutions since 2022

€992 million

- EBRD is the **first multilateral development bank (MDB) to have taken Ukrainian risk** on its own balance sheet since the war began.
- We combine investments with **active policy engagement and technical assistance**, by promoting corporate governance, strengthening public administration through our Ukraine Reforms Architecture Programme and other policy initiatives.
- EBRD plays an **active role in various multi-donor multi-stakeholder coordination networks and platforms.**



Ukraine's economy
Investment in the real economy and the role of the EBRD
Watch: www.youtube.com/watch?v=VyboRZt3QQ

* Including grants and turnover of the Trade Facilitation Programme

Support for municipalities

- EBRD provided €40 million of emergency liquidity for the cities of Lviv and Dnipro, backed by guarantees funded by the US
- A €15 million for the Khmelnytskyi public transport operator in support of modernising the trolleybuses network, backed by a guarantee provided by the US and co-financing grants from the US and EU NIP

Postal operator support

The EBRD is lending €70 million to Nova Poshta, a leading private postal and courier operator in Ukraine. The project will support the company's future growth, help update post offices and terminals, and build over 600 safety capsules and shelters around the country to keep employees and customers safe.

Naftogaz

- €500 million EBRD loans to secure energy supply during winter and beyond
- €189 million in grants provided by Norway for gas purchases
- €275 million in guarantees from the US, Norway, Germany, France, Canada and the Netherlands

Ukrainian Railways

- A €350 million financing package for emergency capex and liquidity support to keep trains running
- €175 million of guarantee support from the US, France, the Netherlands, the European Union (EU), and the EBRD Shareholder Special Fund (SSF)

Ukrenergo

- €600 million EBRD loans for liquidity replenishment and emergency repairs to keep the country's power system stable
- €157 million in grants from Norway (€75m), the Netherlands (€72m) and Italy (€10m)
- €236 million in guarantees from the US, the United Kingdom, the EU and the EBRD SSF

Current Opportunities to working with EBRD for: Corporate Sector

Corporate Financing and Project Finance

- The EBRD with its wide range of financial instruments and regional market knowledge supports companies in almost 40 economies where it is active.
- Please see publicly available EBRD project information on our website - <https://www.ebrd.com/project-finder>

Trade Facilitation Program

- The Bank promotes foreign trade to, from and within the EBRD regions and offers a range of products to facilitate this trade including guarantees and trade-related cash advances. In 2020, the Bank financed foreign trade of more than €3.3 billion.
- Please find more information on our website - <https://www.ebrd.com/work-with-us/trade-facilitation-programme.html>

Procurement

- The EBRD provides opportunities for suppliers, contractors and consultants worldwide.
- Please visit EBRD website for more information on procurement opportunities <https://www.ebrd.com/work-with-us/procurement.html>



EBRD's financing instruments

Exact terms depend on specific needs and market conditions

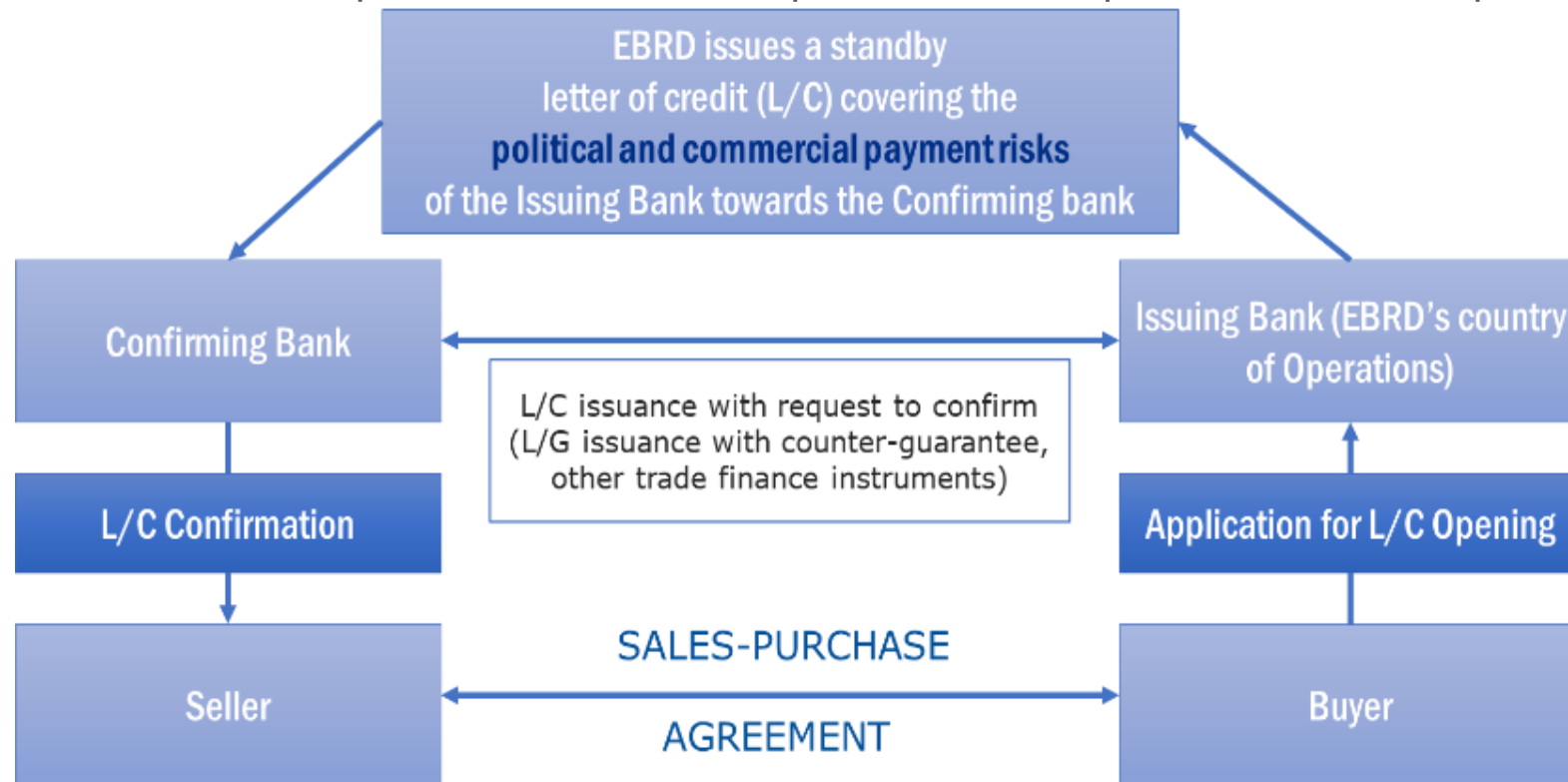
	Debt	Equity	Guarantees
Typical size	€10– 300 mln (average € 25 mln)		Typically €50 k – €50 mln
Maturity	Typically 5-7 years Up to 15 years	Typically from 3-7 years	1 month to 3 years
Currency/terms	Major foreign currencies or local currency; floating/fixed		
Approach	Corporate loans Project loans	Minority stake (max. 35%)	Trade Facilitation Programme with banks
Structures	<ul style="list-style-type: none">• Senior, subordinated, convertible loans or bonds• Project finance	<ul style="list-style-type: none">• Pure or “structured” equity	<ul style="list-style-type: none">• Trade finance guarantees & cash advances
Applications	<ul style="list-style-type: none">• Capex for expansion/modernisation, including resource efficiency improvements• Ownership change: acquisition, consolidation, privatisation• PPPs• Working capital		<ul style="list-style-type: none">• Guarantee of issuing banks in countries of operations in favour of confirming banks in the rest of the world

Trade Guarantee Facility - How Does it Work?

Since the start of the war in Ukraine, the TFP continues to support its partner banks in facilitating foreign trade

Since February 2022, the TFP has supported **over € 800 million** in trade transactions for the most crucial goods for the Ukrainian economy, such as the import of agricultural machinery, fertilisers and fuel

The TFP aims to be flexible and adapt to the needs of exporters and importers and their partner banks



TFP Guarantee Facility - Benefits

For confirming banks and exporters

- Additional export business to central and eastern Europe, the CIS countries and the southern and eastern Mediterranean
- 100% guarantee of payment
- Optimisation of costs because of the EBRD's AAA credit rating

For issuing banks and importers

- A network of over 800 confirming banks worldwide
- Assistance with the structuring of trade finance transactions
- Payment only upon confirmation of shipment of goods or after the delivery has taken place (with a deferred payment)

TFP - Confirming Banks in Czech Republic

- Česká Spořitelna, a.s
- Československá Obchodní Banka, a.s.
- Citibank Europe Plc
- Deutsche Bank AG
- Expobank CZ, a.s.
- HSBC Bank plc
- Komerční Banka, a.s.
- Raiffeisenbank, a.s.
- UniCredit Bank Czech Republic and Slovakia, a.s.



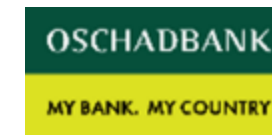
TFP - Issuing Banks in Ukraine

EBRD supports 11 issuing banks in Ukraine

- Bank Lviv
- Credit Agricole Bank
- OTP Bank
- Piraeus Bank
- Pravex Bank
- Raiffeisen Bank
- State Savings Bank of Ukraine (Oschadbank)
- The State Export-Import Bank of Ukraine (Ukreximbank)
- Ukgasbank
- Ukrsibbank
- Kredobank



БАНК
ЛВІВ



Procurement in EBRD projects

- EBRD Procurement Policies and Rules (<https://www.ebrd.com/work-with-us/procurement/policies-and-rules.html>)
 - Client led procurement (Clients are responsible for all aspects of procurement, with Bank's oversight)
 - Focus on operations in public sector
 - Tendering and contracting via EBRD Client E-Procurement Portal (ECEPP - <https://ecepp.ebrd.com/>)
 - All procurement notices available from the homepage
 - Register for access to specific projects/tenders (all countries and projects)
- EBRD Corporate Procurement Policy (<https://www.ebrd.com/procurement/corporate-procurement.html>)
 - Bank led procurement – including consultancy services in investment projects

What can you do?

- As a **Consultant** – Consultancy services for the Bank and Bank's clients
 - Procurement support
 - Technical inspection (e.g. pre-shipment inspection, witnessing factory tests)
 - Lender's monitor (e.g. review of proposals and value for money verification in directly awarded contracts)
 - Assessments (e.g. feasibility studies, damage/reconstruction assessment etc.)
- As a **Supplier** – in Bank financed projects (involving Bank's loan and donor investment grants administered by the Bank)

What can we do?

- Support available from the Bank
 - Dedicated market consultation / outreach for Czech business
 - Training on EBRD procurement and use of ECEPP

EBRD Procurement Policies & Rules (PP&R)

2024 procurement facts

- Public sector contracting € 4.3 bn
- Predominantly works contracts
- Cross border tendering: 51%
- 3 tenders per contract

Key principles:

- economy
- efficiency
- non-discrimination
- transparency and accountability
- sustainable procurement encouraged



Czech companies in the EBRD investment projects over the last 3 years

- Number of tenders submitted = 19
- Number of contracts won = 11
- Rate of success in tendering = 58%
- Total value of contracts won = EUR 123,294,886

EBRD and the (EU) Ukraine Investment Framework

September 2024



European Bank
for Reconstruction and Development

1. The Hi-Bar Programme

Overview

The “Hi-Bar” Programme aims to accelerate climate mitigation investments that face **High Barriers** in the energy, materials, and energy-intensive industrial sectors, and addressing high-barriers to mobilising finance needed to accelerate the net zero transition of the broader energy sector.

The EBRD has received the following allocations for the Hi-Bar programme under the Ukraine Investment Framework:

- **€150 million in guarantees**
- **€7.5 million in TA support** for project preparation, project implementation and policy reforms.

Targeted sectors

- Renewables rollout
- Grids transformation
- Energy storage
- Sustainable fuels
- Critical raw materials
- ‘Hard to abate’ industrial activities



2. The Resilience Programme Overview



The Municipal, Infrastructure & Industrial Resilience Guarantee Programme addresses the needs for emergency support and future reconstruction efforts across several sectors, including industry, transport, agribusiness and municipal infrastructure.

It has enabled the EBRD's first loans in Ukraine after the start of the war targeting support to critical infrastructure and services.

The EBRD has received the following allocations for the Resilience programme under the Ukraine Investment Framework:

- **€150 million in guarantees**
- **€25 million in grants** for municipal projects
- **€7.5 million in TA** for project preparation, project implementation and policy reforms.

Targeted sectors

- Transport & logistics
- Municipal infrastructure
- Industries & commercial activities
- Construction & tourism
- Agribusiness & food value chains



3. The Financial Inclusion Recovery Programme

Overview

The programme enhances access to finance for small and medium-sized enterprises in the wartime environment, promoting recovery and development of production and operations facilities through investment.

The EBRD has received the following allocations for the Financial Inclusion Recovery Programme under the Ukraine Investment Framework:

- €140 million in guarantees
- €30 million in grants
- €7 million in TA



Direct crisis response

- Helping address immediate liquidity needs to keep businesses working
- Return to capex investments promoted through targeted investment incentives



Access to finance and tailored technical assistance for acutely war affected groups

- War veterans and war-affected persons
- War damaged, displaced or disrupted businesses
- Humanitarian demining

Leveraging Building Back Better for the Green Transition

- At least 70% of sub-loans to be green
- Gender considerations mainstreamed throughout



Getting Ukrainian SMEs single market ready

- Helping SMEs invest to improve alignment to EU standards and increase competitiveness

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