

View from the EBRD

Dilek Macit, Director Technical Cooperation
EFCA/BACEA Conference, 3 June 2016, Sofia



European Bank
for Reconstruction and Development

EBRD's objectives achieved through financing the private sector

AAA/Aaa rated multilateral
development bank

Promoting Transition to Modern and Well-
Functioning Markets

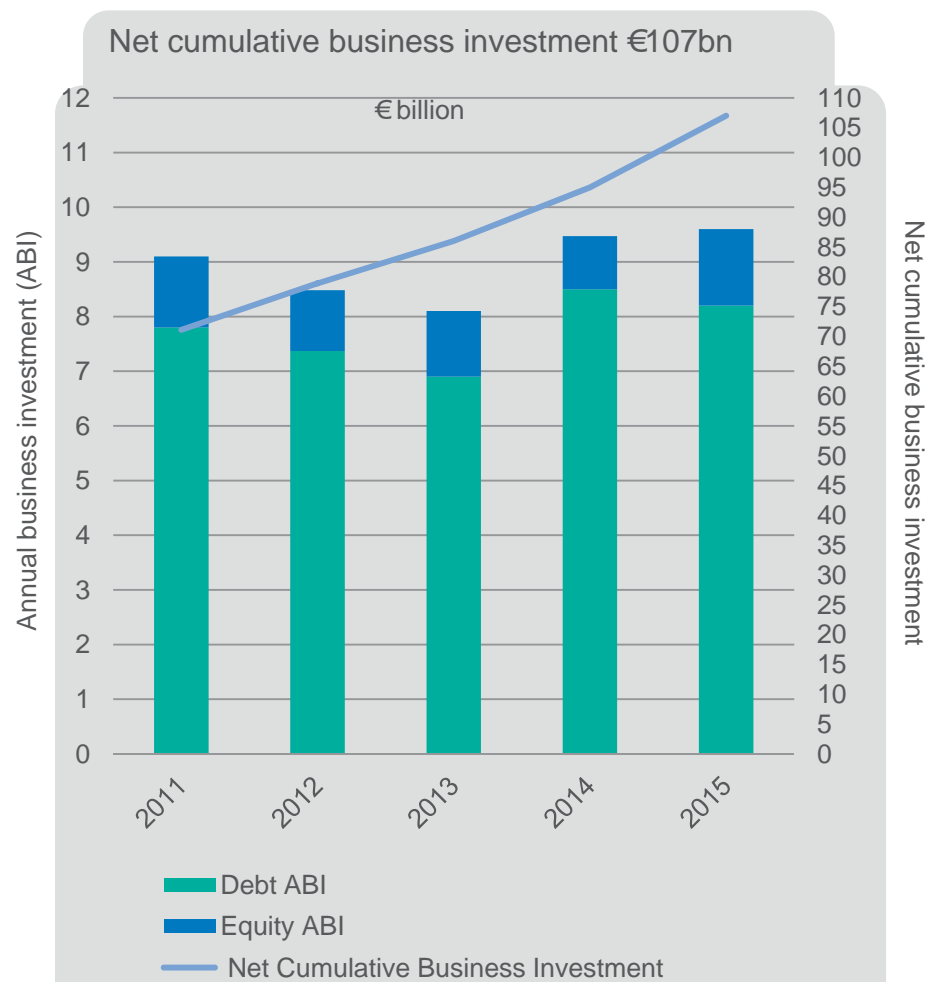
Operating in 36 countries across Central
and Eastern Europe, Caucasus, Central
Asia and Southern and Eastern
Mediterranean

Invested over €107 billion in more than
4,473 projects since 1991

(of which €18 billion in Bulgaria, Romania
and Western Balkans)

In 2015:

- €9.4 billion invested in 381 projects
- Private sector accounted for 70% share
- Debt 82%, Equity 14% & Guarantee 4%



Strategy Implementation Plan (2016-18)

'Re-energising Transition'

Headlines

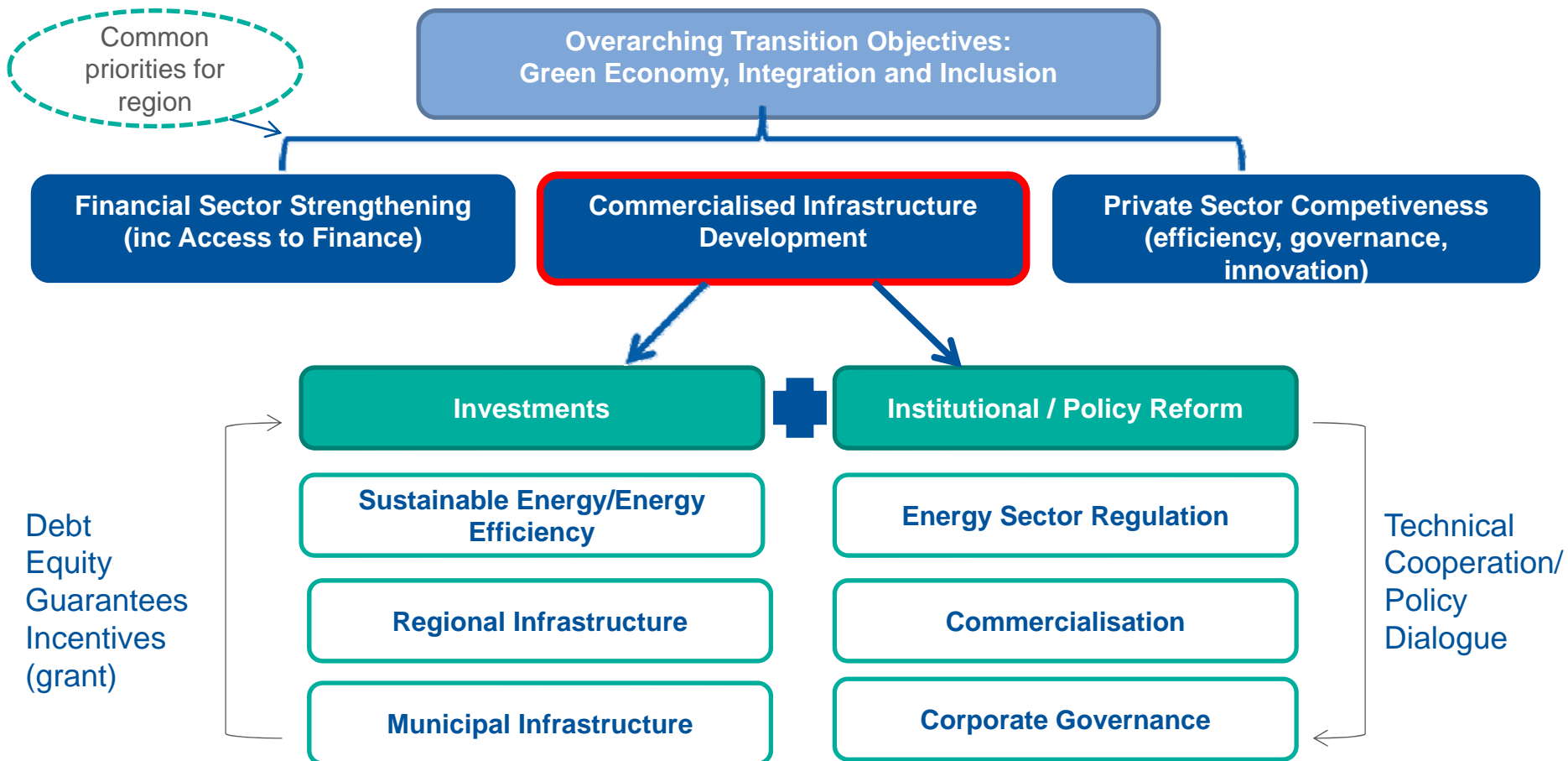
- **20% increase in annual investment by 2018**
- green economy investments to account for 40% of all investments by 2020
- 40% increase in grant funded activities by 2018

In this Region?

- continued strong ambition for Bank in region in coming years
- active portfolio of €8.4bn by 2018 (in Bulgaria, Romania and Western Balkans), achieved through:
 - increased investment in Western Balkans
 - sustained investment in Romania and Bulgaria
- equates to 19% of total projected Bank investment

EBRD Core Priorities for this Region

Bank, Country and Sector Strategies (*Published on EBRD.com*)



Tips for Accessing Finance



European Bank
for Reconstruction and Development

Do Your Research

Investment: profitable, significant equity contribution, benefit local economy (and transition) [Bank finance should not displace other finance options]

Objective: alignment with Country Strategy, Sectoral Strategy (compare to existing projects - summaries online)

Thematic financing options, e.g. sustainable energy, small business

Identify Available Advice

Small-Medium Business Advisory Services (e.g. Access to Finance, Innovation, Regional Development, Inclusion)

Specific TC support might be available for project preparation and implementation (e.g. Infrastructure Project Preparation Facility, sustainable energy financing facilities, small business facilities)

Use our Leverage

Strong relationship with investors across CoO. Bank can be catalyst for attracting additional equity, debt and trade finance (e.g. collaborating with EU funds, syndication etc)

For every €1 Bank investment, clients attract (on average) an additional €2.5 from co-investors

EBRD Opportunities for Engineering Consultants

**2,824 Consultancy
Contracts in 2015
for €170m**

**Over 700 in Central
and South-Eastern
Europe for over €50m**

**40% (by value) of
contracts were in
engineering
related sectors**

- Project preparation (e.g. market demand study, feasibility study, financial and technical due diligence, environmental impact assessment)
- Project implementation support (e.g. project implementation unit, financial and operational performance improvement plan, corporate governance, Project Implementation Support Services Agreements)
- Project monitoring (e.g. lender's technical supervisor)
- Policy dialogue and public sector reform (e.g. strategy/policy development)
- Legal transition (e.g. legal/regulatory development)
- Institution building/training
- Nuclear Safety

For Opportunities see “Work with Us” at www.ebrd.com