

EBRD business opportunities for Canadian companies

A brief introduction to the EBRD

Martin Ehrenberg
Head of Stakeholder Relations
Technical Cooperation, EBRD

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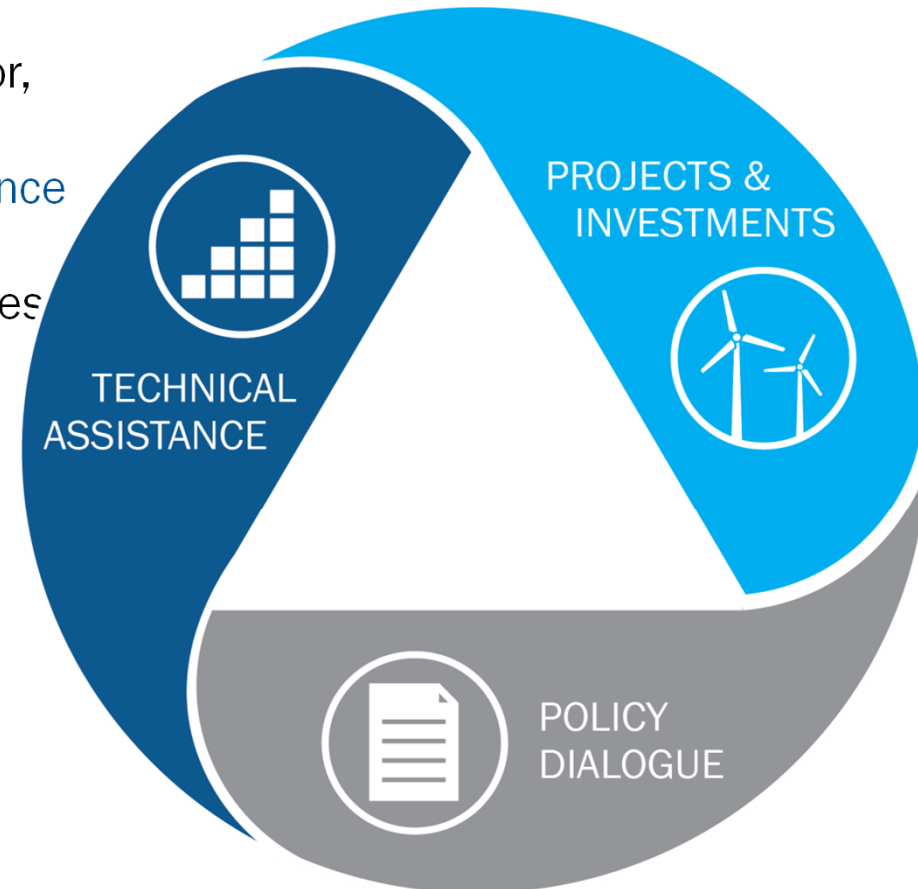
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What is the EBRD?



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- An international financial institution primarily working with the private sector, we **invest in projects**, engage in **policy dialogue** and provide **technical assistance** that fosters innovation and builds sustainable and open-market economies
- Owned by **67* countries** and two inter-governmental institutions (the EU and EIB),
- In January 2016, China became the EBRD's 67th shareholder
- Capital base of **€30 billion**
- Operates in **36 countries**

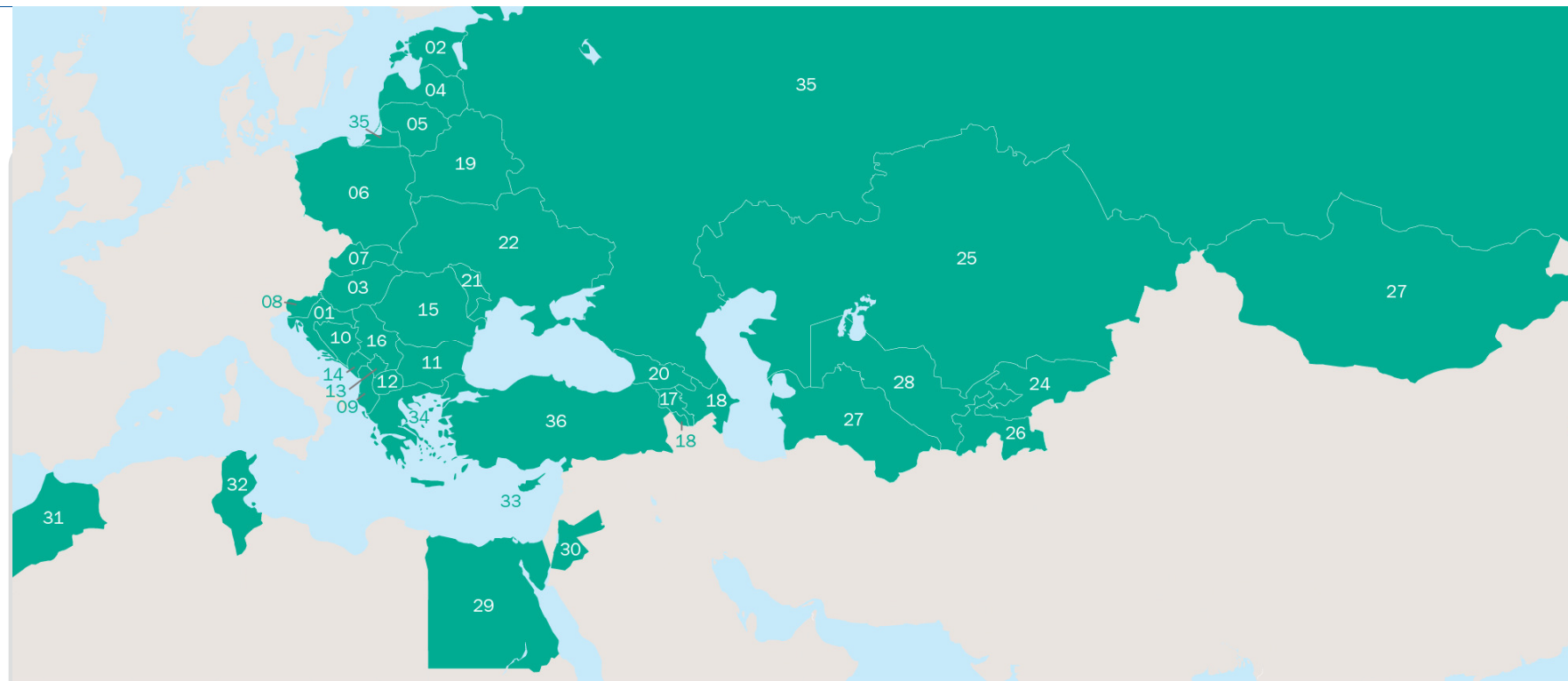


Where we invest and operate

<http://www.ebrd.com/where-we-are.html>



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WHERE WE INVEST

Central Europe and the Baltic states

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

South-eastern Europe

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

Eastern Europe and the Caucasus

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

Central Asia

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

Southern and eastern Mediterranean

- 29 Egypt
- 30 Jordan
- 31 Morocco
- 32 Tunisia

33 Cyprus

- 34 Greece
- 35 Russia
- 36 Turkey

EBRD is the largest investor in the region

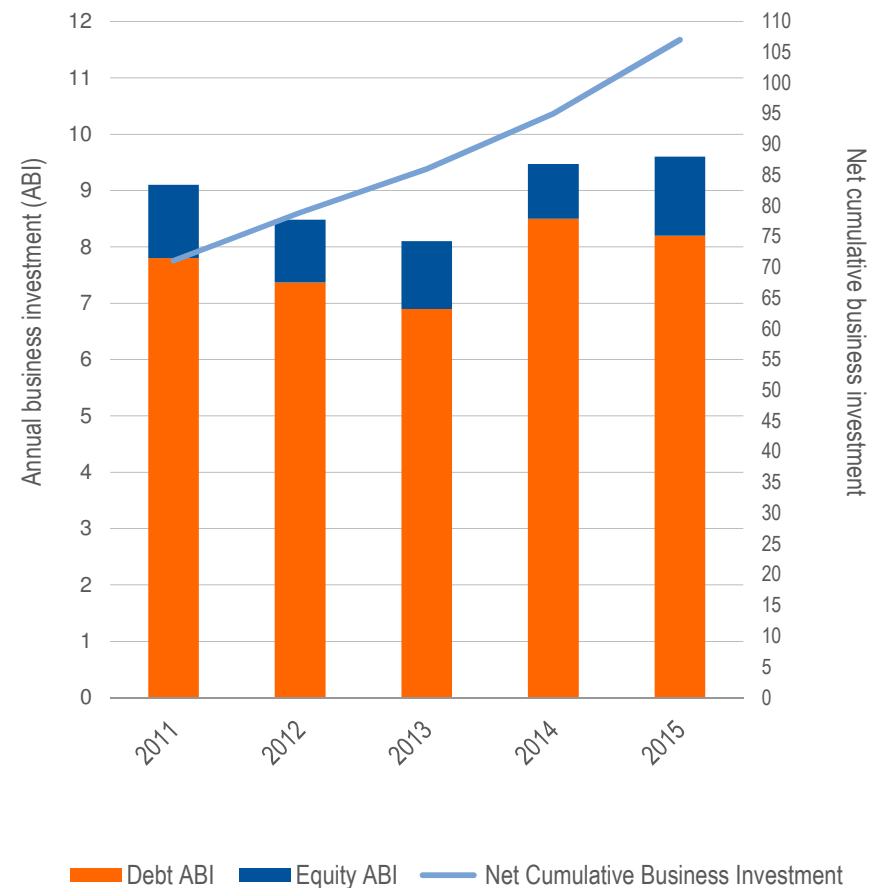
since 1991

- over €107 billion investments
- in around 4,500 projects
- across private and public sectors in its countries of operations

2015

- €9.4 billion of investments
- in 381 projects
- over 70% in private sector

Net cumulative business investment



Note: as at 31 December 2015

Investment portfolio by EBRD sector in 2015

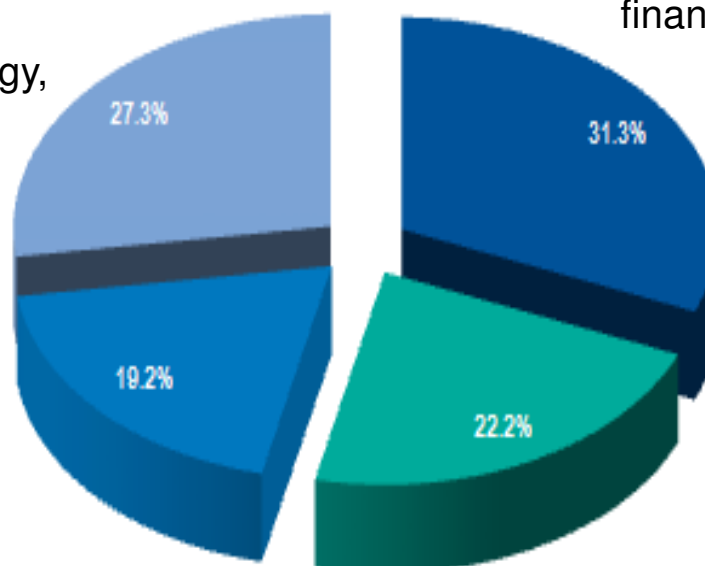


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Green Economy Transition 30% but
crosscutting through all sectors

Financial Institutions 31% (lending
incl. finance facilities, equity, small
business finance, insurance and
financial services)

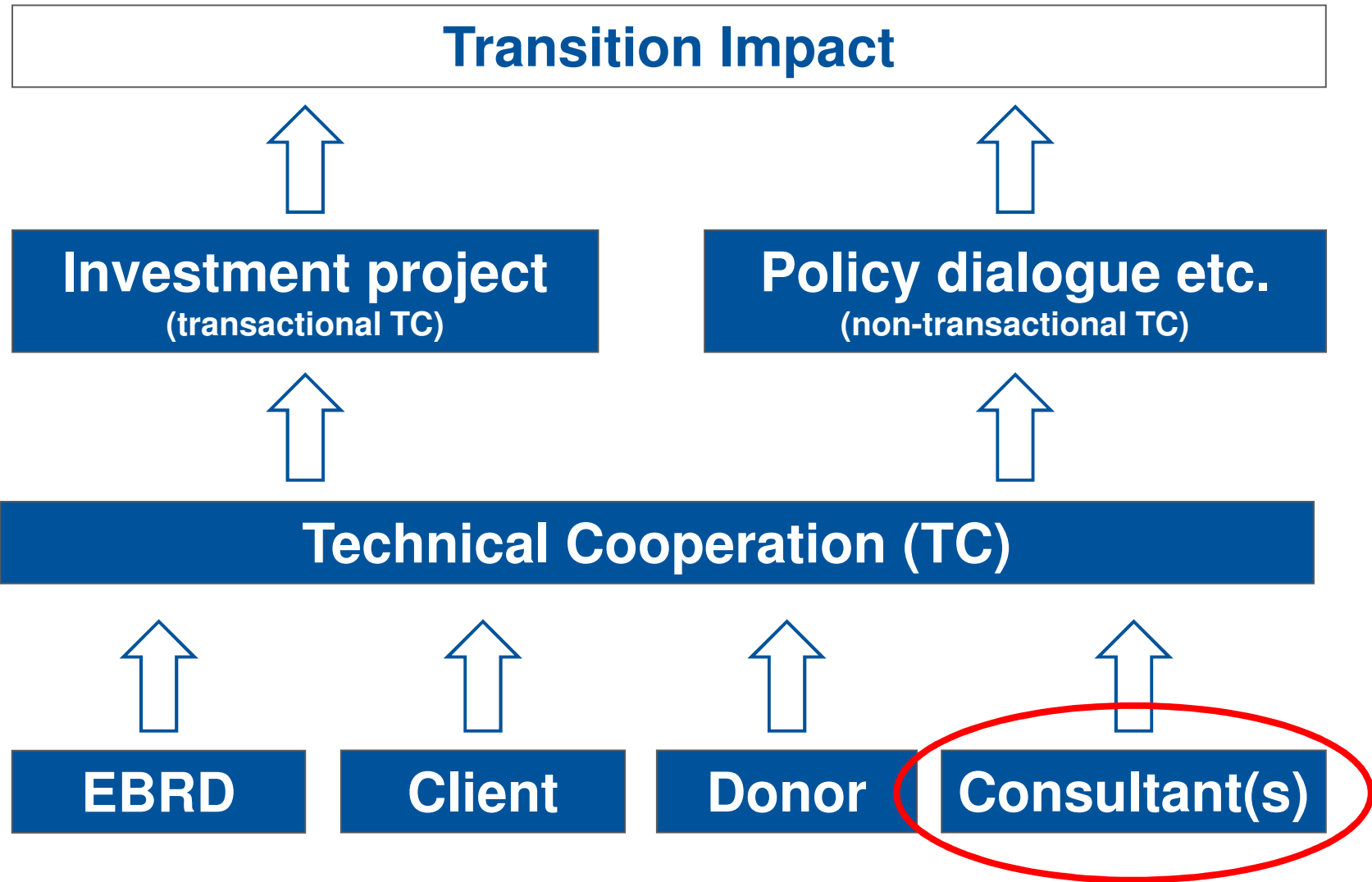
Energy 27% (power & energy,
natural resources)



Infrastructure 19% (transport,
municipal & environmental
Infrastructure)

Corporate 22% (manufacturing/services,
agribusiness, equity funds, property &
tourism, information & communication
technology)

Why you should be interested!



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EBRD's Strategy Implementation Plan (2016-18)

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 (consultant) activities by 2018
- New emphasis on policy reform to create enabling environment for investments

Relevance for you?

- Over 2,800 consultancy contracts for €169.6 million in 2015
- 345 new TC (consultancy) projects for €203m approved in 2015
- Opportunities related to sustainable energy & resource efficiency will increase
- Increased consultancy support for policy reform

The EBRD: Now open for business in North America



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Investments with North American companies

- **EBRD – USA**
US\$ 20.2 billion
- **EBRD – Canada**
US\$ 5.5 billion
- **EBRD – Mexico**
US\$ 65.7 million

Please contact:

Name: Michele Small

Title: Director, Head of Representative Office,
North America

Tel: +1 202 846 1316

Email: smallm@ebrd.com

EBRD Representative Office, North America

Suite 640

815 Connecticut Avenue NW

Washington DC 20006

USA

www.ebrd.com

Name: Leonor Fontoura

Title: Business Development Representative,
North America

Tel: +1 202 846 1316

Email: fontourl@ebrd.com

You can only win, if you participate!



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Join us for the break-out sessions!

Find out more:

- (1) Never worked with the EBRD? Find out how to get started!
 - (2) Easily accessible links to project pipelines, specific opportunities and all relevant background information
 - (3) Pros of working with the EBRD (investment driven, ownership, oversight & support)
 - (4) EBRD's procurement policies & rules compared to other MDBs
 - (5) The “dos” and “don'ts” when tendering for EBRD opportunities
 - (6) Strategies for winning EBRD contracts
 - (7) How to get in touch with us after today's workshop
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Contact



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For all further enquiries, please contact:

Name: Martin Ehrenberg

Title: Head of Stakeholder Relations

Department: Technical Cooperation

Tel: + 44 20 7338 7657

Email: ehrenbem@ebrd.com

Name: Leonor Fontoura

Title: Business Development

Representative

Department: EBRD Office North

America

Tel: + +1 202 846 1316

Email: fontourl@ebrd.com

