EBRD business opportunities for Canadian companies

A brief introduction to the EBRD

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What is the EBRD?

• 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

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

Where we invest and operate
http://www.ebrd.com/where-we-are.html
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

Note: as at 31 December 2015
Investment portfolio by EBRD sector in 2015

**Green Economy Transition** 30% but crosscutting through all sectors

**Energy** 27% (power & energy, natural resources)

**Infrastructure** 19% (transport, municipal & environmental Infrastructure)

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

**Financial Institutions** 31% (lending incl. finance facilities, equity, small business finance, insurance and financial services)
Why you should be interested!

Transition Impact

Investment project (transactional TC)

Policy dialogue etc. (non-transactional TC)

Technical Cooperation (TC)

EBRD  Client  Donor  Consultant(s)
Why you should be interested!

EBRD’s Strategy Implementation Plan (2016-18)

- 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

Headlines

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

Investments with North American companies

- EBRD – USA
  US$ 20.2 billion

- EBRD – Canada
  US$ 5.5 billion

- EBRD – Mexico
  US$ 65.7 million

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You can only win, if you participate!

1st in EBRD contracts

Canada
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
For all further enquiries, please contact:

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