

# Working with the European Bank for Reconstruction and Development

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July 2017



**European Bank**  
for Reconstruction and Development

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**European Bank**  
for Reconstruction and Development

Introduction to EBRD

EBRD's region and sectors

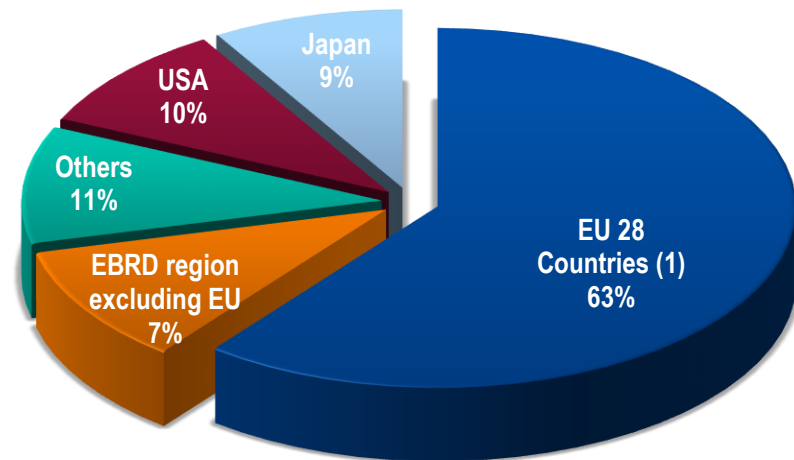
Annex I: Select project case studies with Italian sponsors

Annex II: Useful links & contacts

# What is the EBRD?

- An international financial institution, with the mandate to promote transition to modern and well-functioning markets in 36 countries from Central and Eastern Europe, Caucasus, Central Asia and the Southern and Eastern Mediterranean – SEMED region.
- Owned by 65 countries and 2 inter-governmental institutions (EU, EIB).
- Capital base of €30 billion.
- Highest credit rating (AAA/Aaa) from all three main rating agencies (S&P, Moody's and Fitch)
- In January 2016, China became the EBRD's 67th shareholder

Shareholding structure



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

# Where we invest

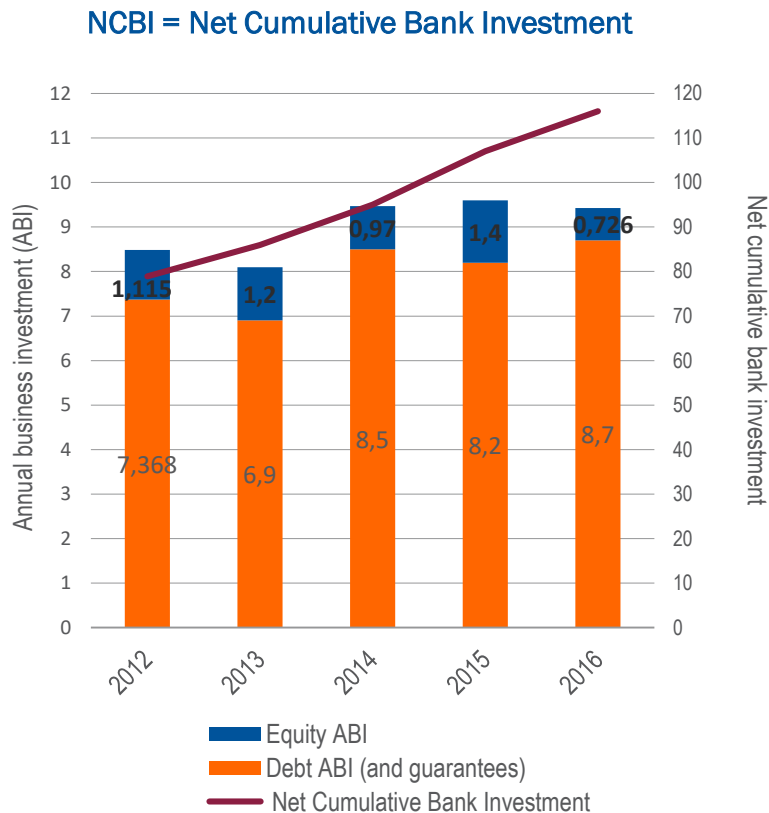


# EBRD largest investor in the region

Since 1991, EBRD invested over **€116 billion** in around **4,723** projects across private and public sectors in its countries of operations

In 2016: **€9.4 billion / 378 projects**

- Private sector accounted for 76% share
- Debt 87%, Equity 9% & Guarantee 4%



Note: unaudited as at 31 December 2016

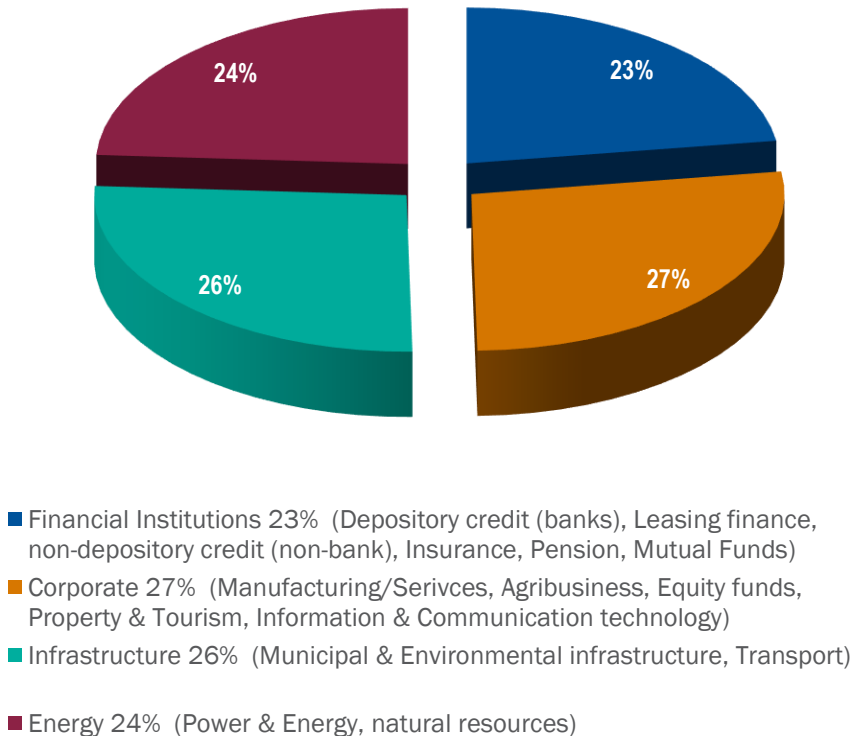
## EBRD TOP 10 INVESTEE COUNTRIES IN 2016 (€, million)

1	Turkey	1,925.2
2	Kazakhstan	1,051.1
3	Poland	776.2
4	Egypt	744.2
5	Bulgaria	620.9
6	Ukraine	581.2
7	Greece	484.9
8	Jordan	403.4
9	Croatia	311.2
10	Serbia	304.3

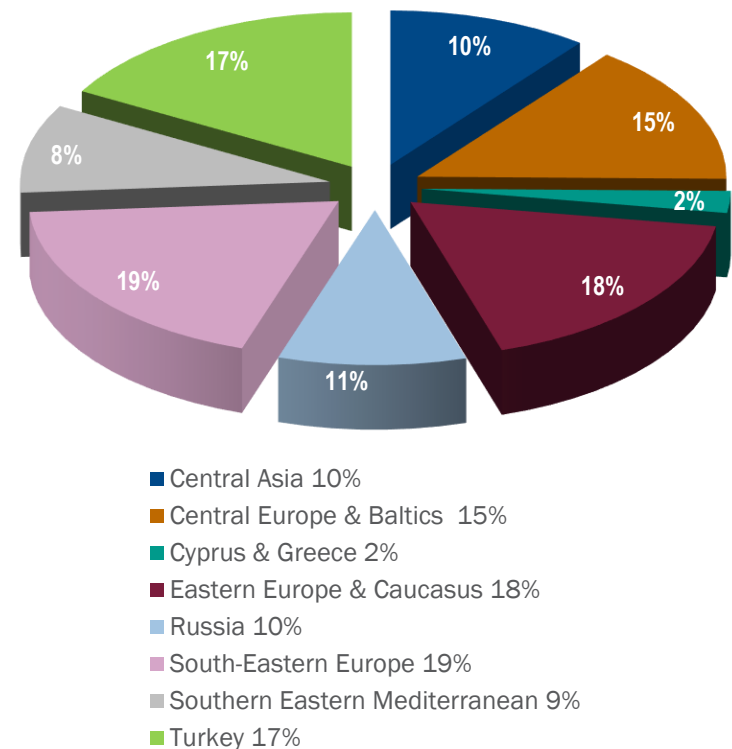
# Portfolio distribution by sector and region

EBRD Portfolio (at 31 December 2016): € 41,750 million

Sector



Region



Note: unaudited as at 31 December 2016

# The EBRD, its objectives and key strengths

## The EBRD



- Strong, internationally recognised financial partner with long-term perspective
- Operates on a commercial basis
- Wide product, currency, tenor range
- Facilitates inward and cross border investments in the region to enhance regional integration
- Promotes through policy dialogue improvements in the investment climate and necessary sector reforms
- Close working relationship with governments and shareholders
- Extensive knowledge of local economy, business environment and practices based on 25 years experience and local presence in 36 countries
- Structuring expertise and project preparation and implementation support available
- Catalyst to access additional equity, debt and trade & project finance to both private and public sector clients

## Objectives



- To promote transition to modern and well-functioning markets by investing both in the private and state sectors
- To support private sector development, privatisation and enterprise restructuring
- To improve competitiveness and promote innovation to enhance energy and resource efficiency
- To encourage environmentally sound and sustainable development
- To support better municipal services to improve people's lives
- To mobilise significant foreign direct investment



# Our transition qualities



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## Competitive

Building dynamic and open markets that stimulate competition, entrepreneurship and productivity growth.

## Well-governed

Promoting the rule of law, transparency, and accountability, and stimulating firms to adequately safeguard and balance the interests of their stakeholders.

## Inclusive

Building inclusive market economies which ensure equal economic opportunity for all and leave no group behind.

## Integrated

Building geographically integrated domestic and international markets for goods, services, capital and labour.

## Resilient

Building resilient market economies that can withstand turbulence and shocks.

## Green

Building green, sustainable market economies which preserve the environment and protect the interests of future generations.



# EBRD working with commercial investors

- EBRD does not compete with commercial investors.
- EBRD does not lend or invest when commercial banks or private investors can do it alone.
- EBRD invites other banks to participate in its operations (syndication, co-financing).
- EBRD cooperates with other investors (supporting strategic equity investors).
- EBRD leads the market with innovative products and longer tenors.
- EBRD investment of €1 “mobilises” another €3 for the project
- EBRD employs donor grant funds to blend with its projects. Donor funds and the Bank’s own resources are used to fund technical assistance for project preparation and implementation, where such assistance is required, infrastructure investments, for risk-sharing facilities and incentive payments, etc.
- EBRD provides assistance in structuring and executing investments with significant energy and resources efficiency gains as well as reduction in emissions of greenhouse gases.

# EBRD Product Flexibility tailored to project needs

	Debt	Equity	Guarantees
Typical size	€10mIn + (less in less advanced countries)	€5-7mIn + (less in less advanced countries)	Typically €50 ths – €50mIn
Term	5-7 years (up to 10-15 years in case of infrastructure investments)	Typically from 3-7 years	1.5-2 (up to 3) years
Currency	Major foreign currencies as well as local currency		
Approach	Finance up to 35% of the project (60% with syndication)	Minority stake	Mainly through Trade Facilitation Programme
Structures	<ul style="list-style-type: none"> <li>• Senior, subordinated or convertible,</li> <li>• Project finance</li> <li>• Floating or fixed rates</li> </ul>	<ul style="list-style-type: none"> <li>• Portage equity finance</li> <li>• Risk equity</li> </ul>	<ul style="list-style-type: none"> <li>• Import/export operations</li> <li>• Pure guarantees, cash advance trade finance</li> </ul>
Applications	<ul style="list-style-type: none"> <li>• Greenfield/Brownfield, JVs,</li> <li>• Capex for expansion/modernization, including resource efficiency improvements</li> <li>• Ownership change: acquisition, consolidation, privatisation</li> <li>• PPPs, etc.</li> </ul>		<ul style="list-style-type: none"> <li>• Issues to international banks</li> <li>• Takes the risk of transactions of the banks in the EBRD's countries of operations</li> </ul>

Exact terms depend on specific needs and market conditions



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EBRD region

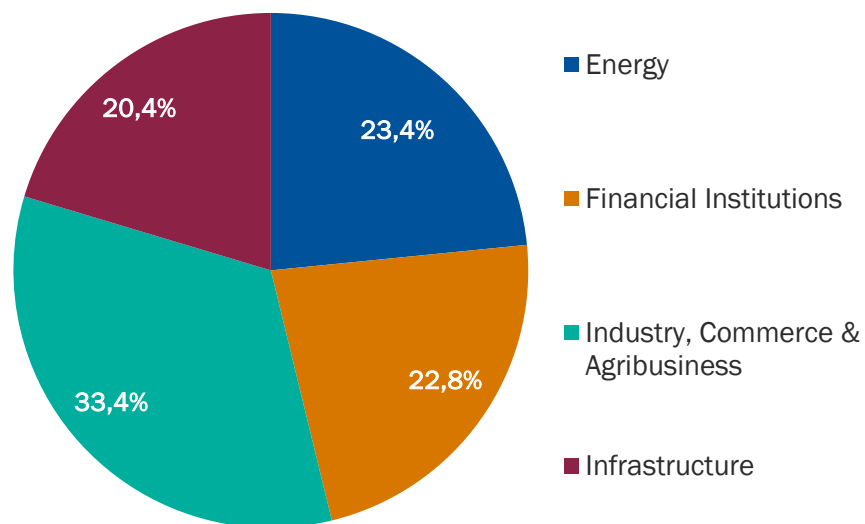
A collage of 12 images representing various sectors and infrastructure projects supported by the EBRD. The images include: a hand holding small stones, an offshore oil rig, large rolls of metal, a large dam, a cargo ship, a multi-story building under construction, a modern office interior, a long pipeline, a modern building complex, a close-up of a Euro coin, wind turbines, and a globe with binary code.



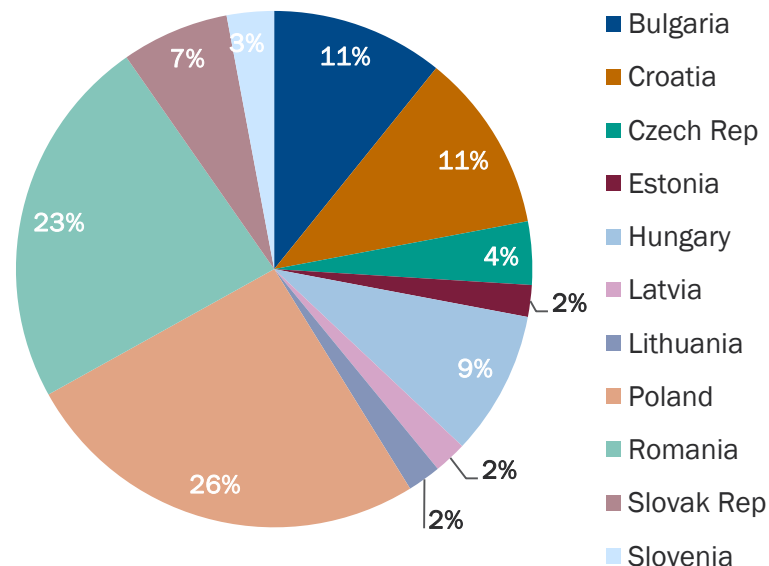
# EBRD in EU-10: at a glance

- ❑ Annual new business EU-10: EUR 1.85 billion approx. 3yr average (2014-2016)
- ❑ Total cumulative EBRD investments : EUR 32.3 billion in 1648 projects (EU-11: incl. Czech Republic that graduated)
- ❑ Active Portfolio: EUR 8.8 billion, 506 projects (EU-11: incl. remaining Czech portfolio)
- ❑ Predominantly private portfolio, particularly in Central Europe
- ❑ 29% equity in portfolio

Portfolio by Sector



Cumulative Investments by Country



Note: as at 31 December 2016

## Strategic priorities/investment opportunities

### ➤ Advanced transition countries:

- energy efficiency, security, interconnectivity;
- corporate sector restructuring and privatisation;
- sustainable financial sector and capital markets;
- enhancing private sector role and competitiveness.

### ➤ Croatia, Romania and Bulgaria:

- regional integration in infrastructure and energy sectors;
- restructuring and commercialisation of public sector enterprises;
- strengthening the financial sector and broadening access to finance;
- supporting private sector competitiveness.

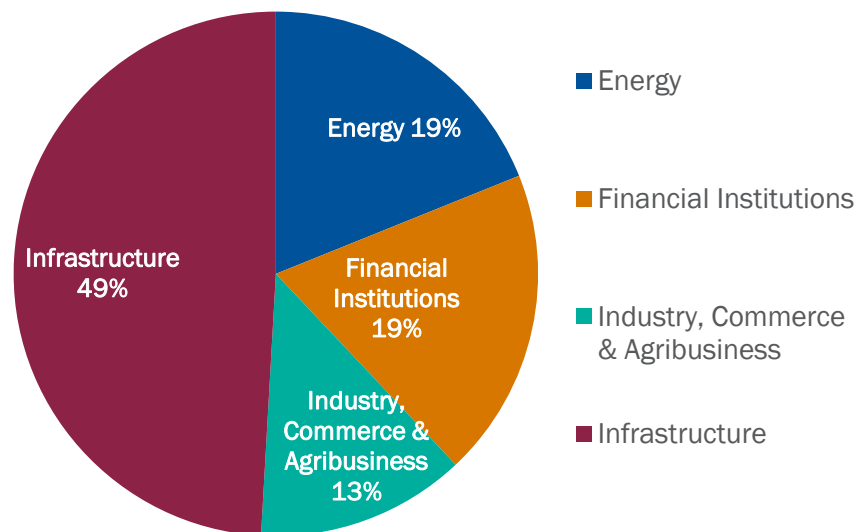




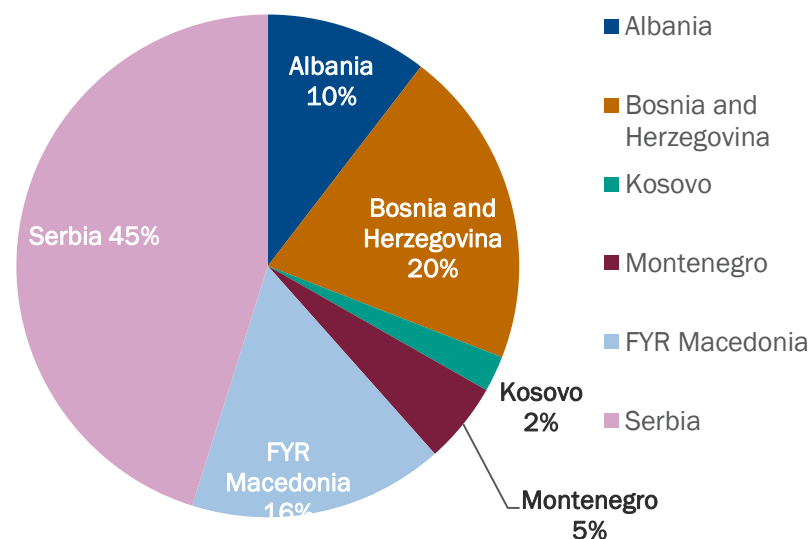
# EBRD in the Western Balkans: at a glance

- ❑ EBRD is the largest investor in the region
- ❑ Total cumulative EBRD investments: EUR 9.8 billion
- ❑ Active Portfolio: EUR 5.1 billion
- ❑ Annual new business: EUR 0.75 billion (approx.)
- ❑ Large share in public sector due to significant infrastructure investments and limited private sector opportunities

## Portfolio by sector



## Cumulative investment by country



## Regional Context

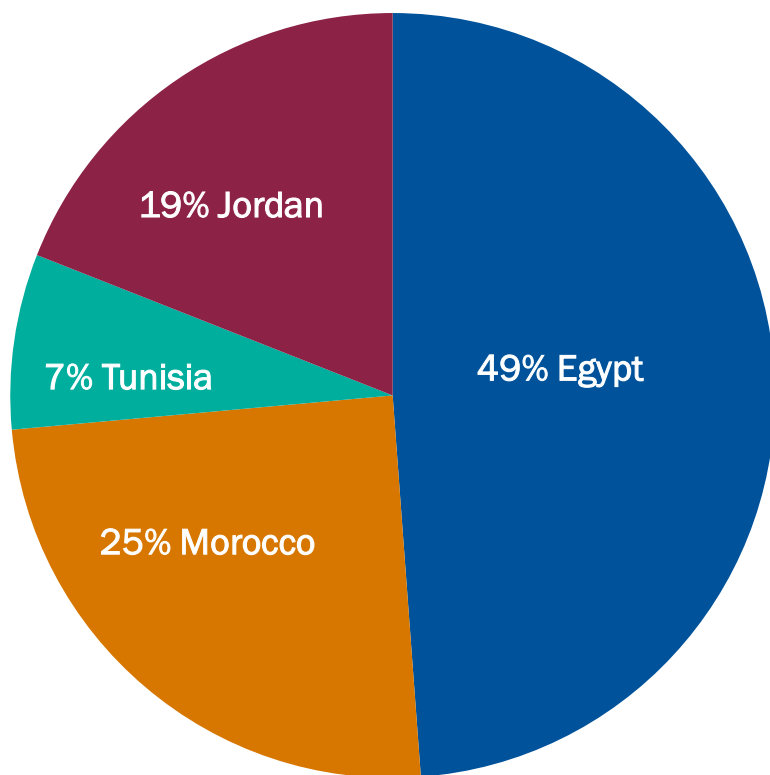
- The region is surrounded by EU countries – increasing market integration
- The Western Balkan economies have significantly transformed and are on the path of EU approximation:
  - Reform momentum – improvement in investment climate
  - Substantial EU funds for strategic areas: Infrastructure, Environment, Energy and Private sector development

## Strategic priorities/investment opportunities

- Support regional integration, including through leveraging EU funds
- Transport
- Energy
- Efficient and sustainable use of resources
- Assist in economic reform process
- Support private sector competitiveness

# EBRD in SEMED: at a glance

Total signed projects by country



Total signed 126 projects (incl. regional projects),  
€4,764 million

- Egypt (49%) - €2,326 million (42 projects)
- Morocco (25%) - €1,179 million (30 projects)
- Tunisia (7%) - €353million (24 projects)
- Jordan (19%) - €906 million (30 projects)

Note: as at 31 December 2016

## Strategic objectives

- Support for the private sector with particular emphasis on small and medium-sized enterprises (SMEs).
- Developing non sovereign financing solutions for infrastructure including PPP structures.
- Promoting sustainable energy and energy efficiency initiatives.
- Supporting and developing local capital markets.

## Priority sectors

### Financial sector:

- Working through local banks to finance the SME sector.
- Trade facilitation and other services.
- Support for restructuring and institutional building of selected banks.
- Microfinance and other specialised institutions.

### Financing Private Enterprises:

- Manufacturing and Services including large corporates
- Agribusiness and related industries (food chain).
- Direct support for the SME sector.
- Financial restructuring in selected cases.
- Property and Tourism.
- Information and Communication Technology.

### Energy efficiency :

- Power sector reform (liberalisation, commercialisation, unbundling).
- Development of renewable energy.
- Natural resources, preferably in less favoured regions.

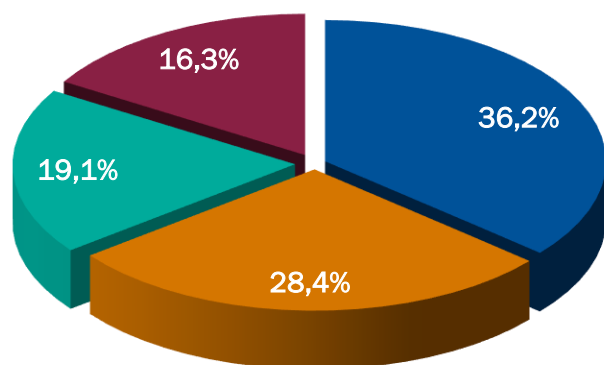
### Infrastructure:

- Support reform agenda for state enterprises including corporatisation, subsidy reduction and privatisation.
- Introduction of legal and regulatory framework for PPPs and concessions.
- Direct investment in selected projects (ports, transport, waste management, etc.)

# EBRD in Turkey: at a glance

EBRD investments: € 9.038 billion / 217 projects

Sector distribution of the EBRD portfolio



- Financial Institutions 36.2%
- Corporate 28.4%
- Infrastructure 19.1%
- Energy & Natural Resources 16.3%

## Regional context:

- EBRD largest country of operations;
- 18<sup>th</sup> largest economy in the world and 7<sup>th</sup> largest in Europe; GDP increased > 3 times over the last 10 years;
- Attractive Investment Climate: prudent fiscal policies, strong resilient domestic banking system;
- Centrally located between Europe and Asia, largest market in the Eastern Mediterranean;
- Trade opportunities (Customs union with the EU since 1996; WTO membership);
- Significant infrastructure needs;
- Qualified and competitive labour force.

## Priority sectors:

- Agribusiness;
- Manufacturing;
- Information and Communication Technology;
- Infrastructure: transportation, municipal, social infrastructure (i.e. hospitals), based on PPP model or investments into private operators;
- Energy: IPPs, renewables and power transmission.

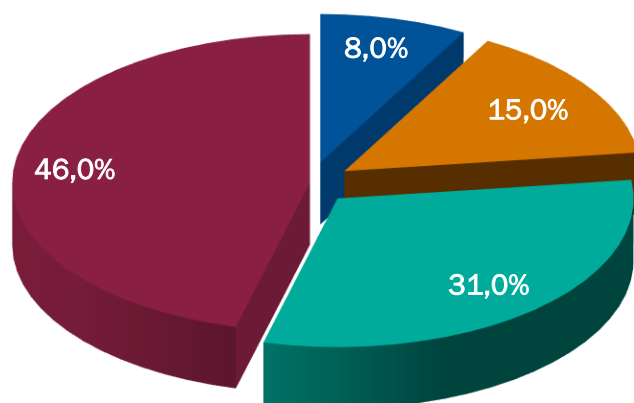
Note: as at 31 December 2016



# EBRD in Central Asia: at a glance

EBRD investments: € 11.37 billion / 662 projects

Sector distribution of the EBRD portfolio in Central Asia



- Financial Institutions 8%
- Corporate 15%
- Infrastructure 31%
- Energy & Natural Resources 46%

## Regional context:

- Crossroads of numerous trade routes (Western Europe – Western China, China-Iran, Russia-South Asia);
- Trade opportunities (EEU market, WTO membership, preferential trade regimes with former Soviet Union countries);
- Natural resources: hydrocarbons (Kazakhstan, Turkmenistan, Uzbekistan), metals (Kazakhstan, Kyrgyzstan, Uzbekistan), resources for development of renewable energy (Kazakhstan, Turkmenistan, Tajikistan, Uzbekistan), fertile land with agricultural production traditions;
- Human resources;
- Efforts to improve inv. climate and attract foreign investments.

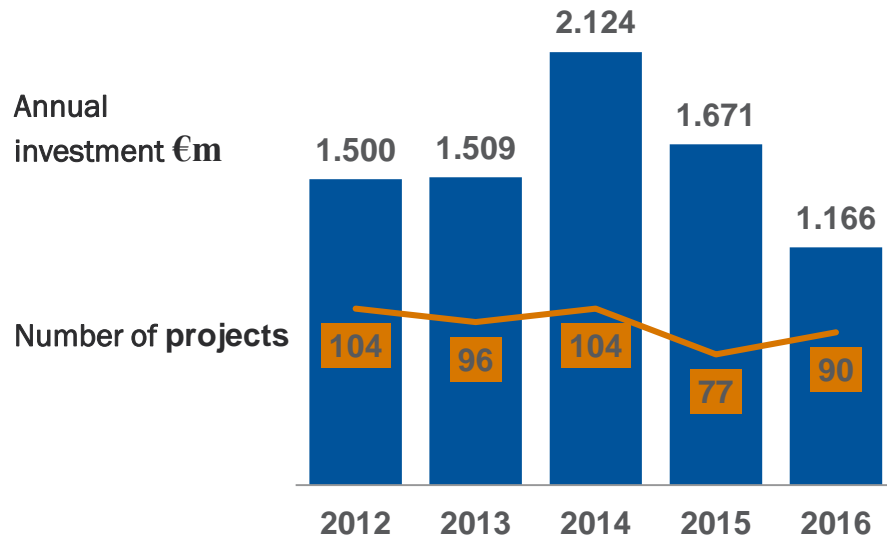
## Priority sectors:

- Agribusiness;
- Manufacturing;
- Information and Communication Technology;
- Infrastructure: transportation (incl. PPP in Kazakhstan), logistics, municipal;
- Energy: generation, incl. renewables and power transmission;
- Natural Resources: modernisation and development of resource deposits, oil & gas (midstream and downstream), gas distribution and storage.

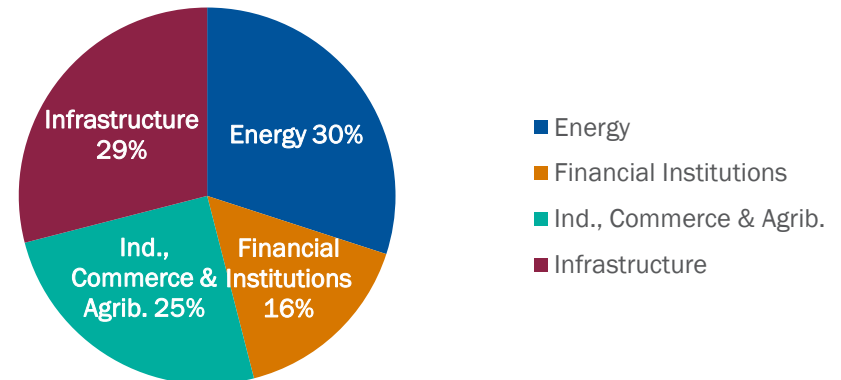
Note: as at 31 December 2016

# Eastern Europe and the Caucasus: at a glance

- The largest financial investor in eastern Europe and the Caucasus with more than 20 years of experience
- Focused on long-term financing of equity and debt
- Total invested to date is over €22.24 billion, funding 1,042 projects
- More than €1.5 billion invested in each of the past 5 years



Portfolio by sector



## Strategic location:

- Region is important part of China-Europe corridor (Silk Road)
- Excellent access to the EU, Customs Union
- Developed road, rail, sea/river links between Europe, Caucasus and Russia/Central Asia
- Important power grid lines, oil & gas pipelines run through the region

## Key industries:

- Agribusiness (including logistic solutions for all types of commodities)
- Oil & Gas Exploration
- Mining
- Alternative power generation (biogas/mass, wind, solar and hydro)

## Excellent comparative advantages:

- Highly skilled and affordable labour force
- Ideal location for production base (proximity to Europe, Russia, Central Asia)
- All countries in the region are members of either DCFTA or EEU agreements



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# EBRD sectors

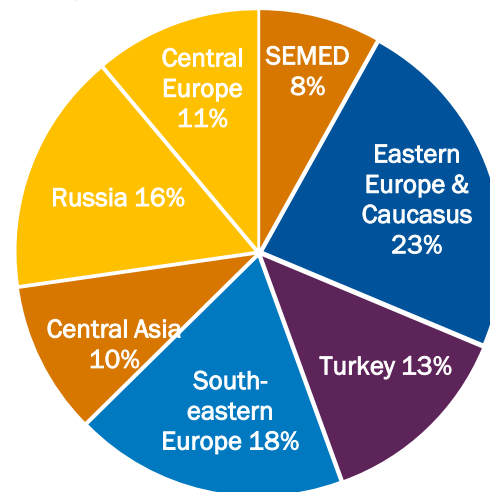


- Cumulative Investments: € 10.6 billion / 608 projects (since 1991)
- 2016 ABI : €848 million / 55 projects in 31 countries
- Active portfolio: € 3.2 billion / 220 projects
- Equity share of active portfolio: 21%

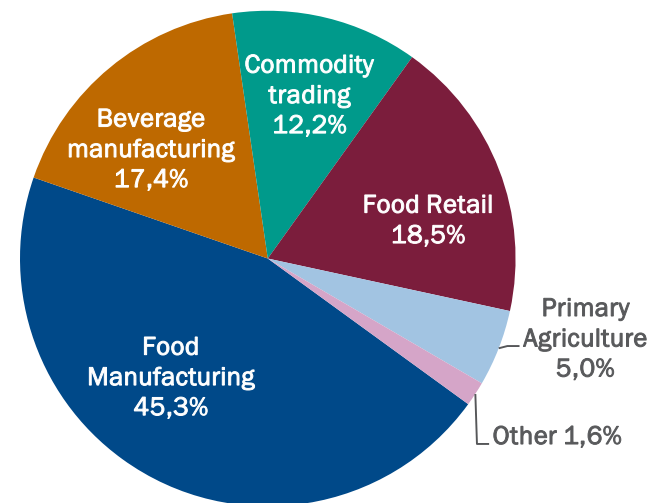
## Strategic priorities/investment areas / opportunities

- Commodity trading
- Crop farming
- Food Manufacturing
- Beverage manufacturing (including bottle manufacturing)
- Support Activities for Crops (seeds, fertilizer manufacturing, distribution)
- Agricultural Implement (machinery)
- Crop Production
- Wholesale Trade - non-durable goods

Portfolio by region



Portfolio by sub sector



Note: as at 31 December 2016



# Agribusiness: selected clients and partners



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# Information and Communication Technologies

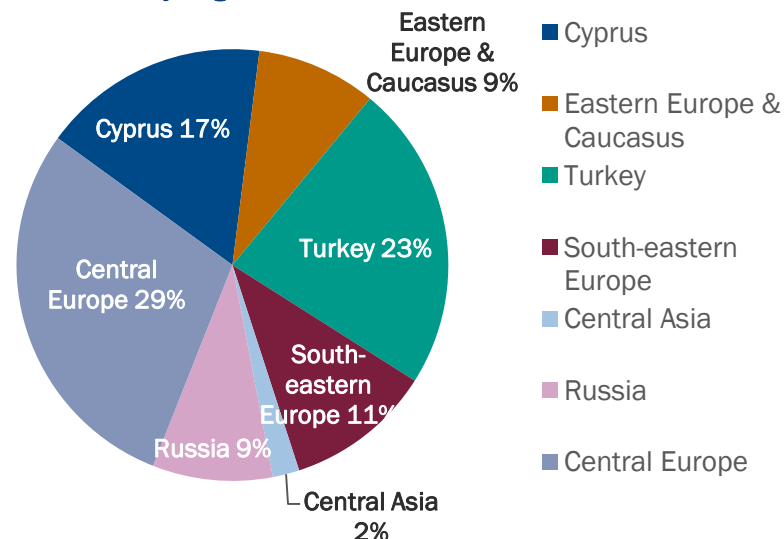
- Cumulative financing to date: €4.3 billion / 180 projects / 36 countries
- In 2016 € 516 million / 13 projects
- Current portfolio: €1.15 billion

## Strategic priorities/investment opportunities

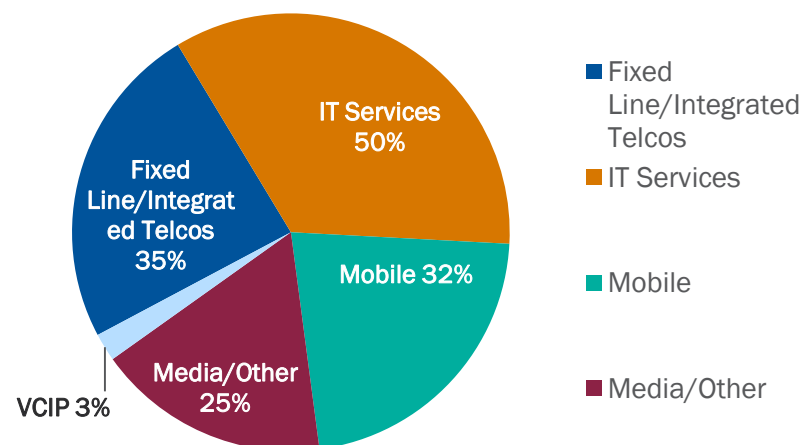
- |                       |                       |
|-----------------------|-----------------------|
| • Mobile & fixed line | • IT services         |
| • ISPs                | • Software developers |
| • Cable TV            | • Systems integrators |
| • Towers              | • Call centres        |
| • MVNO                | • Cinema chains       |
| • Satellites          | • Outdoor advertising |
| • Fibre               | • Internet            |
| • Wireless broadband  | • Cleantech           |
| • Data centers        | • Semiconductors      |
| • Pay-TV              |                       |
| • Mobile payments     |                       |

Note: as at 31 December 2016

Portfolio by region



Portfolio by sub sector



# Information and Communication Technologies: selected clients and partners

**bulsatcom**

**ETV** | AP Emission Tehnika i Vaze

**Virgin**  
Virgin Mobile CEE

**trendyol**.com

**W** **webinar.ru**  
онлайн-встречи и семинары

**PRONET**

**travelataru**  
TRAVEL ATARU

**SBB**

**MAYKOR**

**COSMOTE**

**Evim.net**

**turknet**

**vermeg**

**TURK  
TELE  
KOM**

**KUPIVIP.RU**  
Мое онлайн удовольствие!

**GTS**

**AKTA**  
Televiziune | Internet | Telefonie

**Polkomtel S.A.** plus

**TELE2**

**ORION**  
telekom

**TRAVON**

**IBS**  
GROUP

**MTS**

**Towers**

**GSSECO**  
SOUTH EASTERN EUROPE

**AlmazCapital**

**ALBtelecom**

**Enea**

**WAZ  
» MEDIEN  
GRUPPE**

**CAUCASUS  
ONLINE**

**SHADOPTA**  
SHADOPTA GROUP

**BONA**

**Beeline**

**TELELINK**

**CME**  
Central European Media Enterprises

# Manufacturing and Services

Significant experience with complex projects in various industries through project finance, restructurings and privatisations.

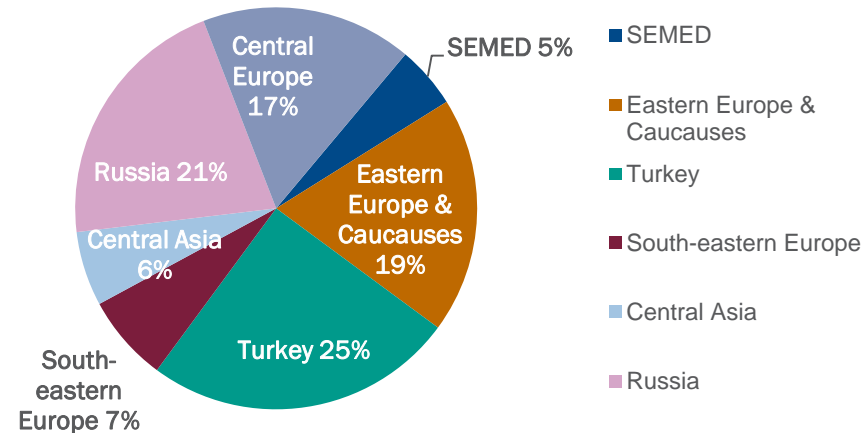
- Total investments: € 11.744 billion / 632 projects
- In 2016: €773 million / 55 projects
- Active portfolio: €3.779 billion

## Strategic priorities/investment opportunities / areas:

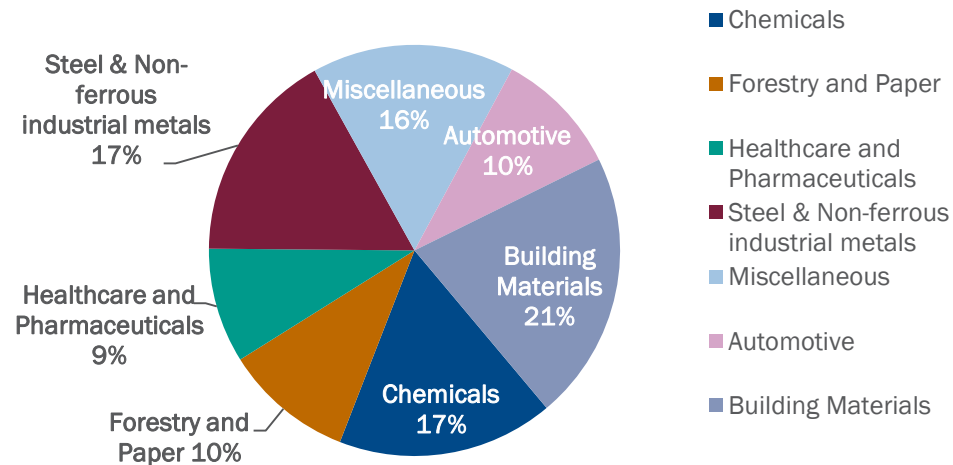
- Automotive
- Chemicals
- Building Materials
- Forestry and Paper
- Steel and non-ferrous industrial metals
- Healthcare and Pharmaceuticals
- Aerospace
- Non-consumable goods and Retail

Note: as at 31 December 2016

Portfolio by region



Portfolio by sub sector



# Manufacturing and Services: selected clients and partners



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DAIMLER



PSA PEUGEOT CITROËN



JOINT-STOCK FINANCIAL CORPORATION  
SISTEMA



SOLVAY



# Municipal & Environmental Infrastructure

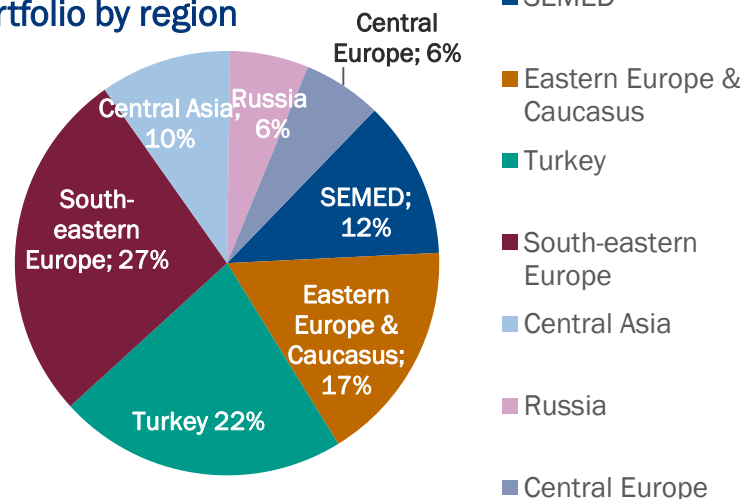
## EBRD helps local authorities meet their infrastructure needs

- Total investments: € 6.45 billion / 396 projects / 39 countries
- In 2016: € 664 million / 50 projects
- Portfolio: € 3.522 billion

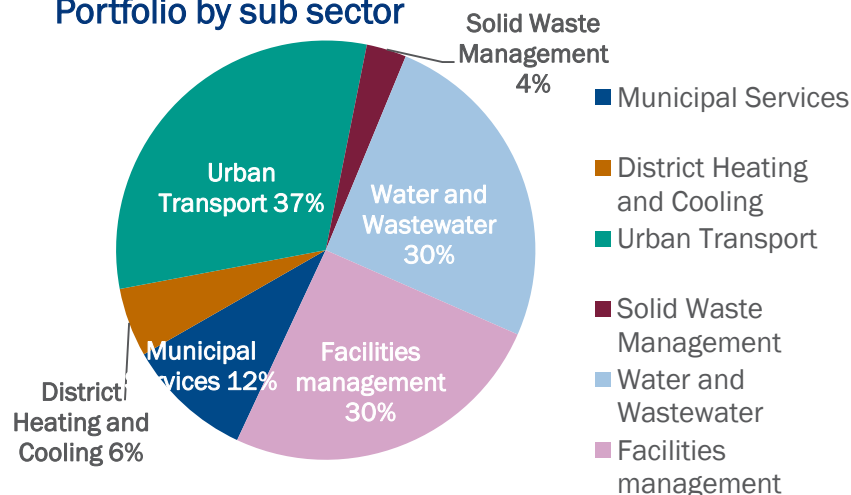
### Strategic priorities/investment areas / opportunities

- Structuring the financing of municipal infrastructure, equipment and services to improve service levels
- Promoting the commercialisation and corporatisation of services
- Developing sound regulatory structures
- Promoting private sector involvement, where appropriate
- Supporting environmental, social, health and safety improvement
- Facilitating donor grant and commercial loan co-financing
- Providing comprehensive support for project preparation, using new Infrastructure Project Preparation Facility (IPPF) – a dedicated €40 million Facility to improve efficiency, focus and quality of project readiness for both public sector and PPPs

Portfolio by region



Portfolio by sub sector



Note: as at 31 December 2016

# Municipal & Environmental Infrastructure



## **Water & Wastewater**

€2.4 billion /  
183 projects /  
32 countries

New and rehabilitated water and waste water treatment plants, network rehabilitation and extensions as well as pumps and metering to improve the quality of service and environmental compliance; investment in both maintenance and asset renewal



## **Urban Transport**

€2 billion /  
94 projects /  
22 countries

Fleet and rolling stock renewal, metro, LRT, buses and trams, public transport infrastructure, including track, power supply and signalling, depot refurbishment, e-ticketing and automated fare collection; traffic management and vehicle information systems, and rehabilitation of municipal streets



## **Solid Waste**

€194 million /  
27 projects /  
13 countries

Investment in new landfills, recycling and collection equipment to improve both the efficiency and frequency of collection and well as to prevention of groundwater contamination



## **District Heating & Other Municipal Services**

€ 1.42 billion /  
87 projects /  
22 countries

District heating/cooling, parking, ESCOs and facilities management to promote efficiency gains and new ways of service delivery



## **Facilities Management**

€377 million / 5 projects

Investment in social infrastructure (e.g., hospitals and schools) using long-term facilities management PPP models

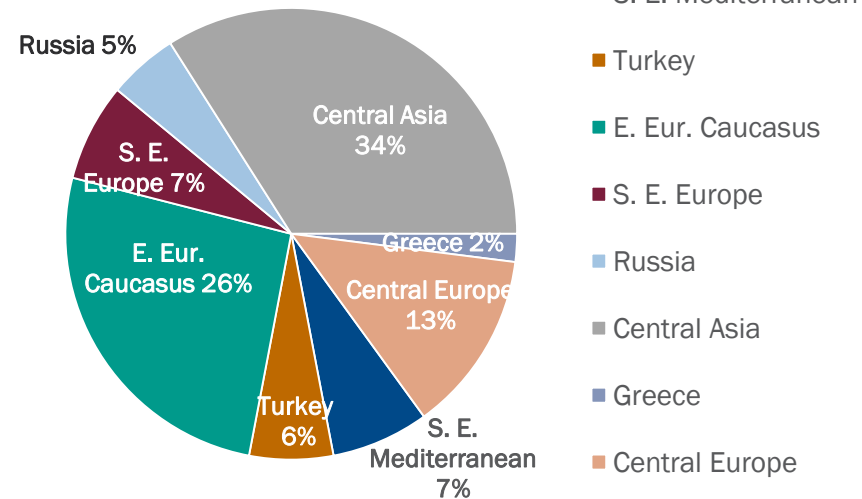
# MEI: Selected clients and partners



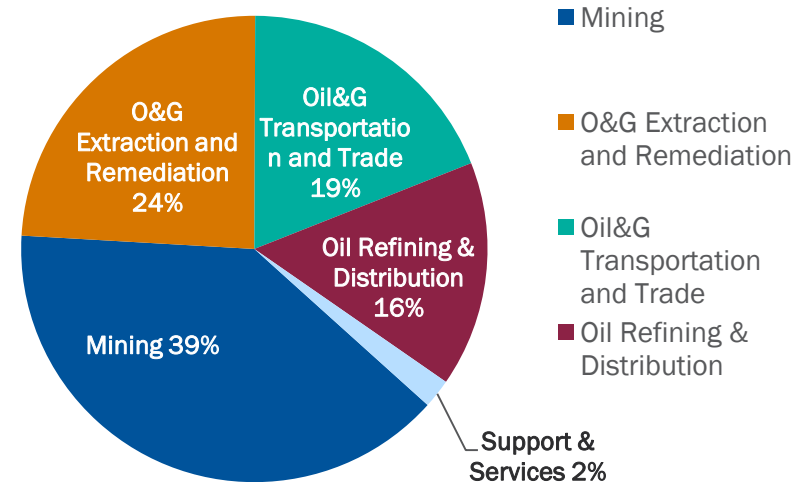
# Natural Resources

- Cumulative investments: € 7.935 billion / 178 projects
- Debt: 93% / Equity: 7%
- In 2016: € 964 million / 17 projects
- **Key sectors:**
  - Oil & Gas up-, mid-, and downstream.
  - Mining and services.
- **Flexible financing solutions:**  
Reserve based lending, trade finance, convertible debt, early equity are some examples of the Bank's wide product range.
- **Support across stages of development.**  
The EBRD supports strong sponsors in pre-development stage financing, mine/field development, project expansion and services providers.

**Portfolio by region**



**Portfolio by sub-sector**



*Note: as at 31 December 2016*

# Natural Resources: Selected clients and partners



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## Mining

Equity /  
Mezzanine



Exploration

Development/early production

Mature/expansion

Debt



## Oil and gas

Equity /  
Mezzanine



Exploration / Start-up

Development/early production

Mature/expansion

Debt



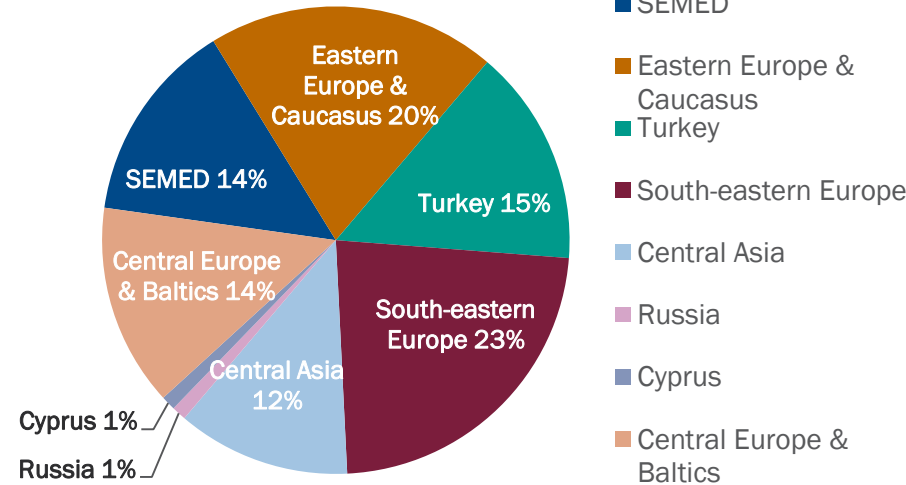
# Power and Energy

- Total investments: € 11.341 billion / 251 projects.
- In 2016: €1.227 billion / 33 projects in the power sector (13% of total EBRD 2016 investments).
- Since 2010, annual PEU investments have exceeded EUR 1bn and at least 20% of those funds went towards renewable energy generation projects.
- Active portfolio: €6.142 billion

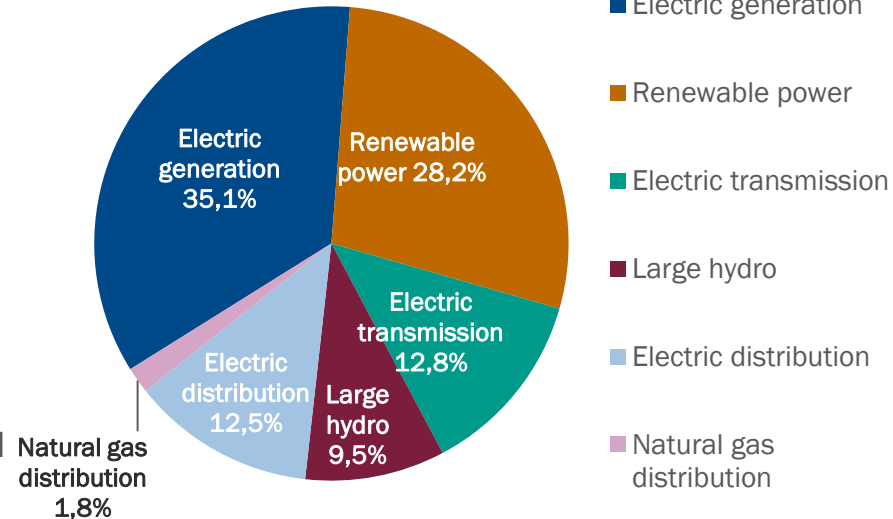
## Strategic priorities/investment areas / opportunities

- Privatisations: advisory (through TC funds); pre-privatisation and at privatisation equity financing, incl. investor at IPO; debt financing pre-privatisation and at privatisation (part of debt financing linked to capital investments).
- Investments in Independent Power Producers
- Conventional power generation projects (mainly natural gas fired)
- Investments in the power transmission lines, including trans-border transmission lines, and energy trading.
- Renewable energy: at least a fifth of annual financing has been for renewable energy generation. Renewable energy technologies financed include primarily onshore wind, small hydro, biomass, and solar.

### Portfolio by region



### Portfolio by sub sector





# Power and Energy: selected clients and partners

## Sponsors



## Co-Financiers



Asian Development Bank



# Property and Tourism

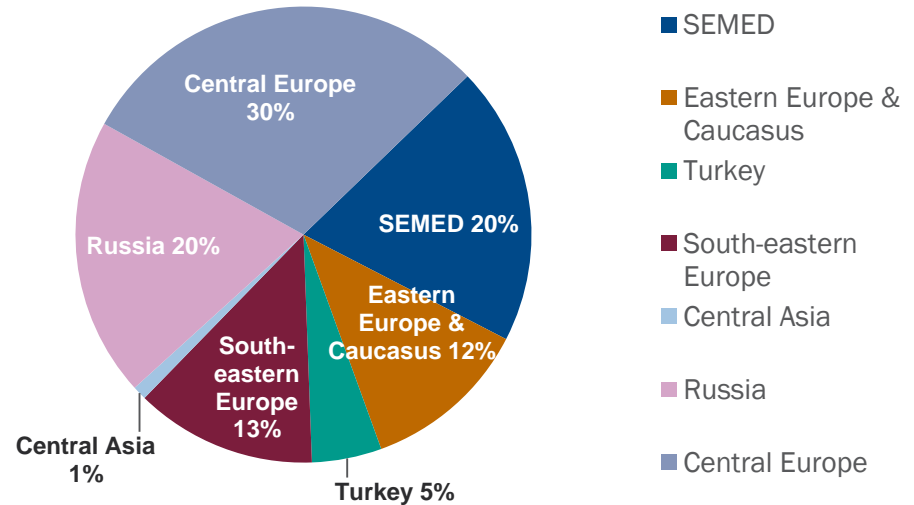
- Total investments: € 2.546 billion / 163 projects
- In 2016: €138 million / 11 projects
- Active portfolio: €907 million

## Strategic priorities/investment opportunities

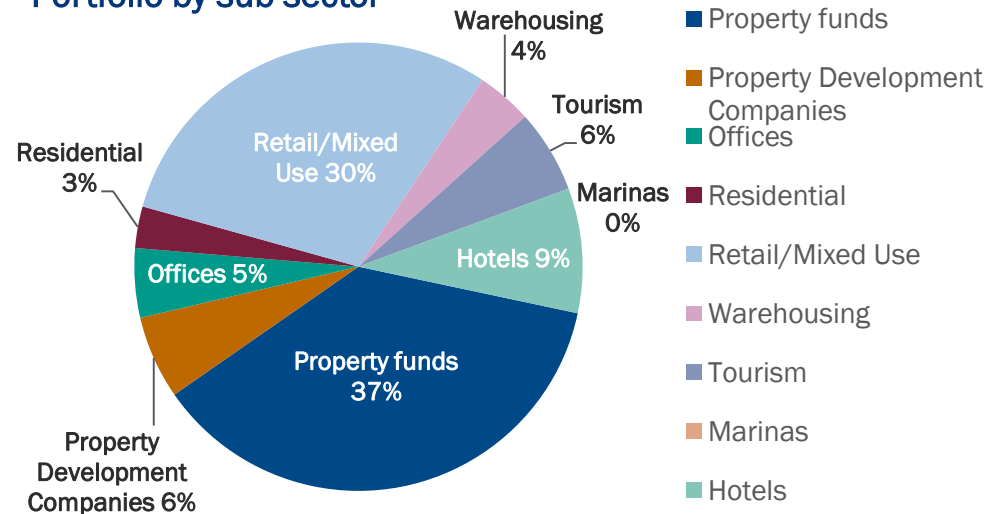
- Property Funds
- Property development companies
- Offices
- Residential
- Retail/mixed use
- Warehousing
- Tourism
- Hotels
- Marinas

Note: as at 31 December 2016

## Portfolio by region



## Portfolio by sub sector



# Property & Tourism: Selected clients and partners



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TECHNOPOLIS



RÖNESANS HOLDING

DOĞUŞ  
GROUP



Hines



HEITMAN  
A REAL ESTATE INVESTMENT MANAGEMENT FIRM

GLL  
REAL ESTATE PARTNERS

Global Real-Estate Expertise  
J.E.C

TAB

AMSTAR

## The Bank supports the development of efficient multimodal networks.

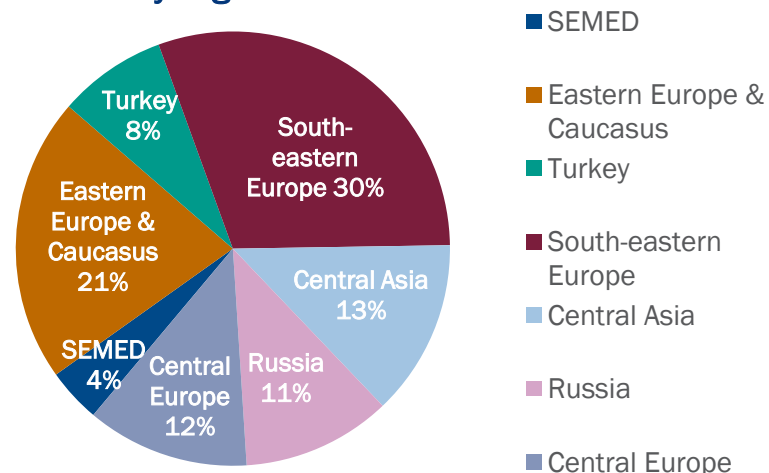
- Total investments: € 14.739 billion / 290 projects
- In 2016: €1.051 billion / 23 projects
- Active portfolio: €7.433 billion

### Strategic priorities/investment areas / opportunities

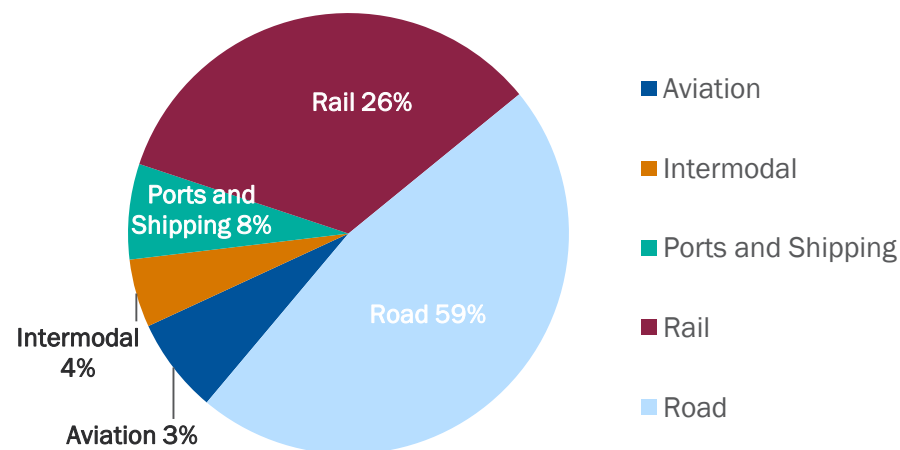
- Focus on Green Economy and Sustainable Transport to develop efficient Transport Systems using BAT: Green Logistics, Climate Resilience, Road Safety, etc.
- Encouraging Private Sector participation to speed up the modernisation of transport systems: fleet modernisation, port and airport terminals, intermodal and logistics chains
- Supporting PPPs across the region: IPPF support in Belarus and Egypt
- Promoting Regional Connectivity to strengthen trade links: Western Balkans, Caucasus and Central Asia.

*Note: as at 31 December 2016*

Portfolio by region



Portfolio by sub sector





## Road

Road rehabilitation and construction of new highways, secondary and rural roads, by-passes, maintenance equipment and contracting, toll-motorway construction and operation



## Rail

Rehabilitation, maintenance and construction of rail infrastructure (track, signaling, power supply, civil structures), rolling stock, maintenance and ancillary facilities



## Ports & Shipping

Rehabilitation and construction of port infrastructure (berths, quays, land access), superstructure (warehouses, gantries), inland waterways, and vessels (acquisition and retrofitting)



## Logistics & Intermodal

Construction of intermodal terminals & logistic centres, fleet and equipment, support to intermodal operators



## Aviation

Rehabilitation and construction of airport infrastructure and terminals for passenger & cargo, airline finance, air navigation services (ANS)

# Transport: Selected clients and partners



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## EBRD's approach to direct Equity:

- We are always a minority investor;
- We work with proven local entrepreneurs or with multinational companies expanding into our countries of operation; and
- We co-invest with Private Equity funds.

## What we bring

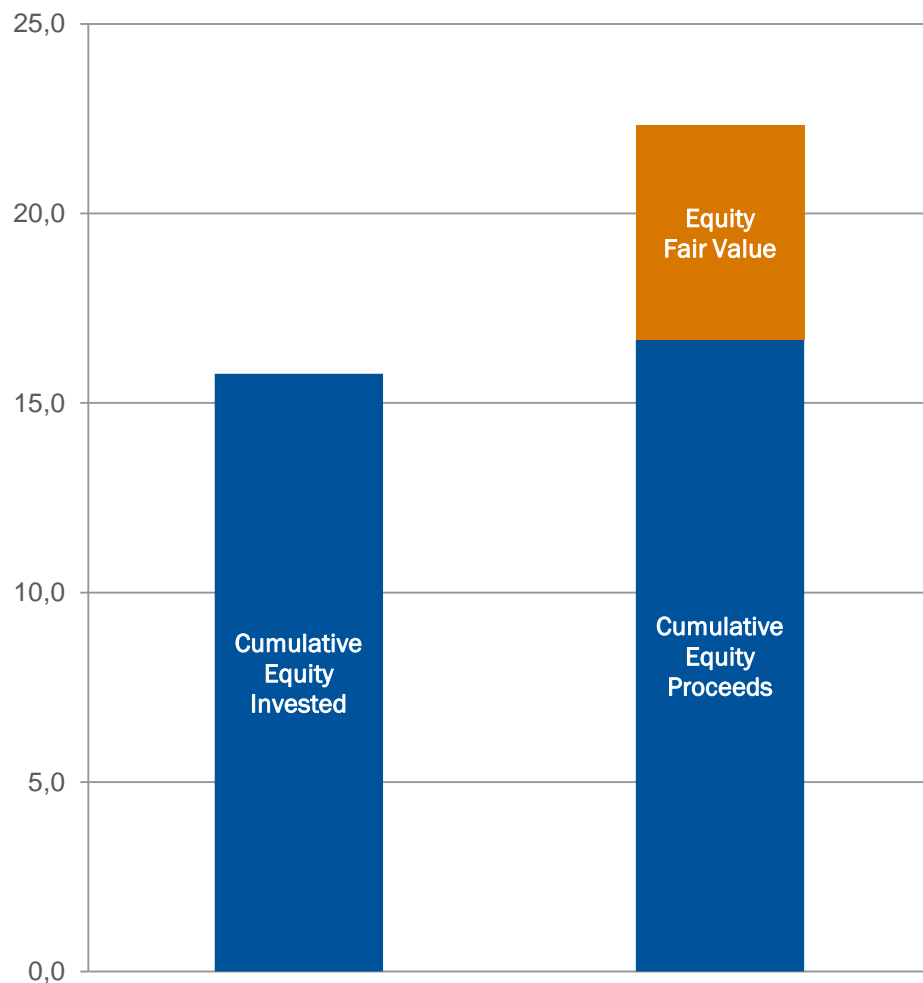
- 20+ years of experience investing in most of our Countries of Operation;
- Able to assist in the resolution of issues involving the government and/or regional administrations;
- Working to improve corporate governance standards through active participation in the Board of the Company; and
- Ability to provide debt financing.

## Structuring

We can tailor make the financing to suit the needs of our partners:

- We provide straight equity where we take the full risk;
- Mezzanine financing where we may have a floor and a cap; and
- Equity with fixed return which is more akin to a repo transaction.

# Equity at EBRD: Key Figures



\*Excludes undrawn commitments

Note: as at 31 December 2016

Since 1992:

**880**

Equity Investments made

**€15.8 Billion\***

Equity Capital Invested

**€22.3 Billion**

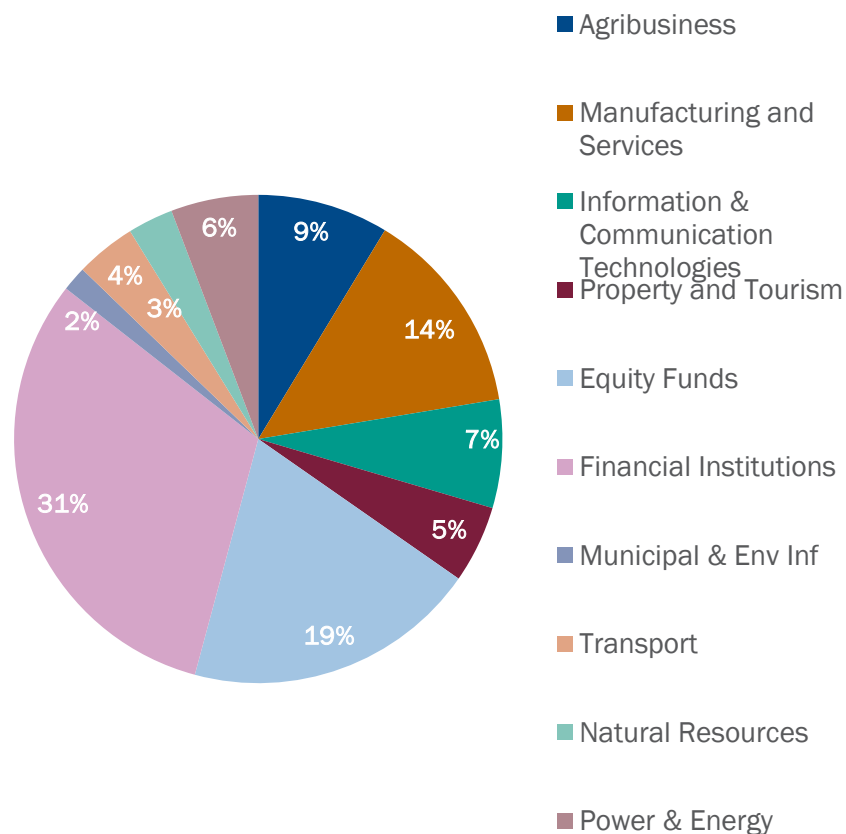
Combined Cumulative Fair Value  
and Proceeds on Equity Investment

**10.23%**

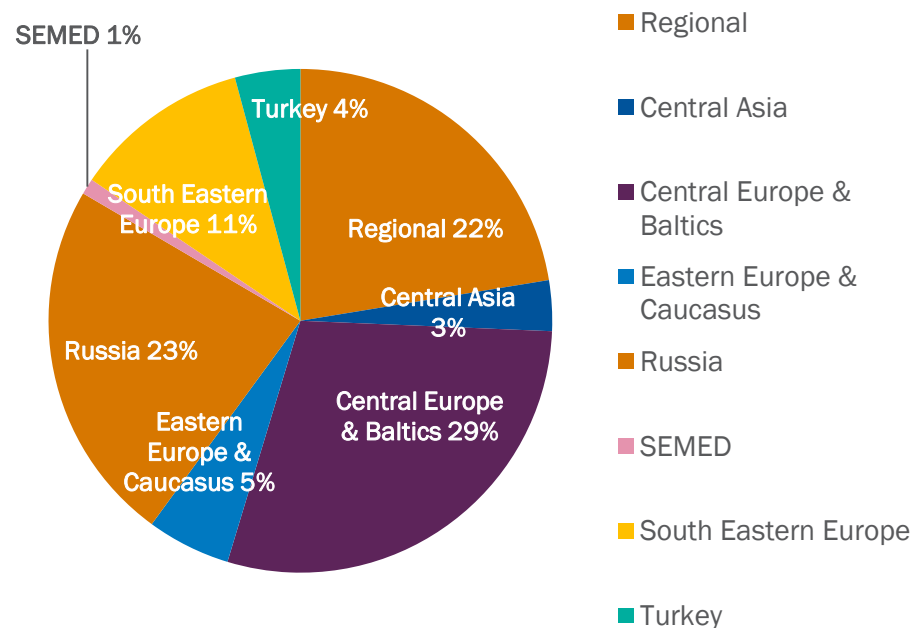
IRR on all Equity

# Equity: at a glance

Cumulative Investments by sector



Cumulative Investments by region



Note: as at 31 December 2016

# Equity: selected clients and partners



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**allegro**

Poland

EUR 24,000,000

Co-investment as part of larger financing package for the LBO with the winning consortium of PE funds Permira, Cinven and MEP

2016

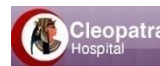


Poland

EUR 24,000,000

Capital increase to finance M&A

2016



Regional

EUR 115,000,000

Co-investment with The Abraaj Group in North African hospital group



2015



Serbia

EUR 20,000,000

Co-investment with Mid-Europa Partners in leading Serbian food group



2015



Turkey

EUR 15,000,000

Support expansion of leading Turkish e-commerce platform

2015



Poland

PLN 296,400,000<sup>4</sup>

Support privatisation of one of Europe's largest fertiliser manufacturers

2014



Romania

EUR 50,000,000

Support privatisation in Romania's energy sector through participation in an IPO

2013



Russia

EUR 201,900,000

Support the development of local capital markets in Russia

2012



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# Annex I: select project case studies with Italian sponsors





# DFF: Triveneta Moldova



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## Client:

La Triveneta Cavi is the Moldovan subsidiary of La Triveneta Cavi SPA, an electrical and electronic manufacturing company located in Vicenza, **Italy**.

## EBRD finance

EUR 6.2 million long-term loan

## Use of proceeds and EBRD value added / impact

The loan will enable the client to build and equip a green-field plant to manufacture low and middle voltage cables. The new plant will supply the current product slate to existing clients thereby enabling the Italian premises to focus on higher-margin higher-spec cable products. The plant is expected to have a production capacity of 12,000 tonnes per annum, with up to 100 employees initially and an estimated turnover of ca. EUR 40 million from year 2 once operating at full capacity.

The expansion to Moldova is part of the Sponsor's strategy to increase production while optimising costs and is its's first expansion investment outside Italy.

*Signed in 2015*





# Italcementi-Shymkent Kazakhstan



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## Client:

ShymkentCement is the Kazakh affiliate of the global cement major Italcementi . Headquartered in Bergamo in Italy, Italcementi is the world's 5th largest cement group with 60mtpa capacity and has 150 years of cement-making experience.

## EBRD finance

KZT 6 billion (EUR 24 million ) debt and portage equity transaction with a tenor of up to 7 years.

## Use of proceeds and EBRD value added / impact

The company will finance the construction of a new energy-efficient dry-process cement production line of 1.3mtpa capacity, which will substitute the existing obsolete four wet-process lines, together with health, safety, environmental and operational upgrades.

The project will ensure long-term cost competitiveness, thereby enabling the company to benefit from attractive long-term growth prospects of these markets. Long term funding in local currency further supports long term competitiveness of the project. The new plant will provide modern, efficient local production capacity to support the development of infrastructure, as well as helping to reduce carbon intensity in the Kazakh cement industry.

*Signed in 2014*





## Client

Tofas is a joint venture between Italy's Fiat Chrysler Automobiles and Turkey's Koç Group. Tofas is the only automotive company in Turkey manufacturing both passenger cars and light commercial vehicles in its plant in Bursa and is one of FCA's two R&D centres in Europe with sales at c. €2.6 billion in 2014.

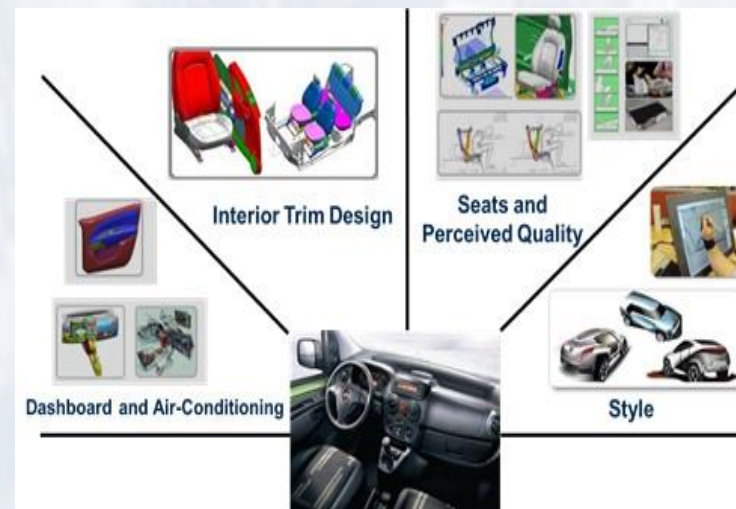
## EBRD finance

EBRD arranged a syndicated loan of €200 million through an A/B structure. €100 million for the EBRD account and the rest was syndicated to HSBC and Bank of America Merrill Lynch.

## Use of proceeds and EBRD value added / impact

Tofas will use the EBRD financing for the development and launch of the new hatchback and station wagon models for the passenger car segment. The project includes R&D investments for the engineering, design and prototype development, for the production of 700,000 vehicle units over the period 2016-2023.

*Signed in 2015*





# Donalam – Beltrame Romania



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## **Client:**

Donalam, a Romanian subsidiary of Beltrame Group, the European leader in merchant bars.

## **EBRD finance**

Equity investment of up to EUR 4 million with a tenor of 7 years.

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

To support Donalam's expansion programme of its product range to steel plate and serve the local market that is currently dominated by imports. The investment will be completed in two phases.

A long term partner in a difficult operating environment.



*Signed in 2013*

# Türk Traktor Turkey



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## Client:

TürkTraktor, an open joint stock company incorporated in Turkey, manufacturer of farm tractors and trades other agricultural machinery. The majority shareholders are Koc Holding (37.5%), leading industrial conglomerate in Turkey and CNH Österreich GmbH (37.5%). CNH Österreich GmbH is a subsidiary of CNH Global, a part of the Fiat Group (Italy).

## EBRD finance

EUR 75 million long-term senior secured A/B loan; of which EUR 30 million will be for the EBRD's own account (A-loan) and EUR 45 million will be syndicated to other lenders (B-loan). The project has a tenor of 5 years.

## Use of proceeds and EBRD value added / impact

Finance the construction of a tractor assembly plant in Sakarya, Turkey and investments in R&D, engine and transmission projects in the existing facilities in Ankara.

The financing will support innovation through R&D activities which will be transferred from CNH Global to Turkey, promote energy efficiency and has a strong indirect impact on the development and efficiency of agriculture industry.

*Signed in 2013*



# Türk Traktör



# UniCredit Bank Serbia - Mortgage Loan Serbia



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## Client:

UniCredit Bank Serbia JSC

## EBRD finance

Mortgage Loan - EUR 20 million, in three tranches

## Use of proceeds and EBRD value added / impact

The EBRD is considering a mortgage loan of up to EUR 20 million to UniCredit Bank Serbia JSC to be on-lent by UniCredit Bank Serbia to private individuals in Serbia. The proceeds of the loan will be used by UniCredit Bank Serbia to provide long-term financing for residential mortgages in Serbia.

The Mortgage Loan will contribute to the transition process by maintaining an essential flow of lending to private individuals at a time when the availability of credit, particularly on longer terms, has been constrained. Transition impact potential also derives from the demonstration effect associated with the improvement of competitiveness, transparency for final mortgage sub-borrowers and raising standards of residential mortgage lending.

*Signed in 2015*



# Etlik Hospital PPP Turkey



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## Client:

Ankara Etlik Hastane Saglik Hizmetleri A.S., a private developer (Ankara Etlik Health Investment), which was set up by Astaldi and Türkerler, an Italian and a Turkish construction company. **ASTALDI** is the leading general contractor and the second largest construction company in Italy.

## EBRD finance

EUR 125m A-loan/EUR 131 m B-loan

## Use of proceeds and EBRD value added / impact

The development of a €1.12 billion high-tech hospital in the Etlik neighbourhood near Turkey's capital, Ankara. The project will be one of the world's largest health complexes in terms of bed numbers. Along with its modern architecture and social use areas, the campus is being built, and will operate, using environmentally friendly practices.

The giant complex is expected to deliver better hospital facilities for the Turkish capital and central Anatolia, a region with about 12 million people.

This is the largest public-private project to be financed to date under the Turkish government's €12 billion programme to build or expand about 60 hospitals across the country in collaboration with the private sector.

*Signed in 2015*



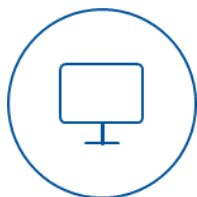




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## Annex II: useful links & contacts





**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>

# Contacts



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