



European Bank
for Reconstruction and Development

EBRD and Italy

2013

- Total value of projects with **Italian-EBRD** involvement: **€50.58 billion** (which includes further investment from other countries and sources). The majority of these deals were in the private sector.
- Value of joint **Italian-EBRD investment: €16.25 billion** as of December 2012
 - EBRD investment: €8.94 billion
 - Italian investment: €7.31 billion
- Major beneficiary regions: **Russia, Poland, Bulgaria**
- Dominant investment sectors:
 - **Industry, Commerce and Agribusiness** (€6.5 billion)
 - **Energy** (€6.2 billion)
 - **Infrastructure** (€2.2 billion)
 - **Financial Institutions** (€1.1 billion)

Procurement

- During 2012 entities from Italy submitted 32 tenders and won six contracts worth €17.0 million under public sector projects.

Consultancy Services

- In 2012 Italian consultants were in fifth place in the table of 73 consultant nationalities by the value of contract awards by the EBRD and its clients.
- **111 consultancy contracts** totalling **€8.93 million** awarded to Italian consultants in 2012
- The main areas of the Italian consultants' expertise were in transport sustainable energy investment, municipal infrastructure and agribusiness sectors. The data includes 56 contracts with an aggregate value €620,910 for the Small Business Support Programme for provision of management and specialist industry advice

- Since 1992, Italian contribution totals €118 million:
 - €77.0 million for TC assignments
 - €41.0 million for official co-financing of EBRD investments
- During 2012, Italy continued to support private-sector development in the Western Balkans and Turkey through the Italy-EBRD Local Enterprise Facility (LEF). In 2012 Italy provided technical assistance for a feasibility study to prepare the Tirana Public Transport Terminal in Albania and helping to sponsor a pilot programme promoting professionalism in public procurement. Italy has agreed the restructuring of its contribution to the LEF to create a new channel that will be open to all eligible transactions in the existing recipient countries and the SEMED region. Italy has contributed €500,000 to the SEMED Multi-Donor Account.
- Italy is also the sole contributor to the Central European Initiatives (CEI) Fund. The Italian Ministry of Economy and Finance has also funded the activities of the Central European Initiative (CEI) with €26.6 million, while the Ministry of Foreign Affairs provided a replenishment of €6 million in 2008-10 and a further replenishment of €2 million in 2011.

Italy: EU/EBRD SME Finance Facility and Small Business Support (SBS)



EU/EBRD SME Finance Facility

- Italian banks Unicredit and Banca Intesa have been active in the Facility, across Bulgaria, Hungary, Poland, Slovak Republic and Slovenia. By December 2012:
 - EBRD had extended **€168 million** in loans to banking and leasing subsidiaries of these Italian financial institutions
 - EU grant support amounting to **€17.8 million** in technical cooperation and financial incentives
- Over 13,210 loans and leases worth €329 million disbursed

Small Business Support (SBS)

- Since 1998, Italy has provided **€2.5 million** to fund 58 projects in a wide number of industries in 15 countries of operations.

Business Advisory Services (BAS) Programme

- Through the CEI, Italy has provided **€4.0 million** funds to support BAS offices in the Western Balkans, contributing to the finance of 368 projects in a wide range of industries

EBRD-Italy Local Enterprise Facility (LEF)



- A delegated facility for equity and quasi-equity investments, as well as tailor-made debt financing.
- Established jointly by the EBRD and the Italian Government in 2006.
- Size of individual investments: €1 million to €10 million.
- Maximum investment horizon: 10 years.
- Eligible investments: expansion, restructuring or acquisitions of existing private businesses.
- Eligible sectors: a wide range of sectors, with only few exceptions (weapons, liquors and tobacco). Sound reputation, integrity, corporate governance practices..
- Adequate management capacity, sound management and organizational structure.
- Compliance with the Bank's procurement and environmental requirements.

- Since the start of the programme in 1999, EBRD has financed more than 13,504 transactions in the total amount of more than €8.2 billion
- Regarding Italy in particular:
 - 1,172 export and import transactions of Italy totalling €222.4 million
 - 76 Italian Confirming Banks (as at December 2012)

PROCUREMENT

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PROCUREMENT

The EBRD provides many opportunities for suppliers, contractors and consultants worldwide.

Most of these procurement opportunities are related to EBRD-financed projects in our region of operations. But there are also a limited number of opportunities to tender for contracts involving internal EBRD projects and departments. We offer open and fair competition in all our procurement activities.

The EBRD has developed mechanisms to ensure that the highest level of **integrity** is respected in all of its activities, including Procurement.



Corporate procurement

We seek products, services and experts for internal EBRD projects and departments at our London headquarters and our network of regional offices.

Project procurement

Our clients need goods, public works, associated services and expert consultants to work on projects in various sectors right across the EBRD's countries of operation.

Consultancy services

Selection and engagement of consultants for the needs of the Bank and its Clients falls under responsibility of the Consultancy Service Unit (CSU)

Procurement FAQs

Further detail on our procurement opportunities and processes.



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C. STRONG TRACK RECORD WITH ITALIAN COMPANIES

EBRD: Manufacturing & Services - Selected Clients

- EBRD has worked successfully with Italian and international companies supporting their activities in Central and Eastern Europe



Merloni Elettrodomestici



Tenaris



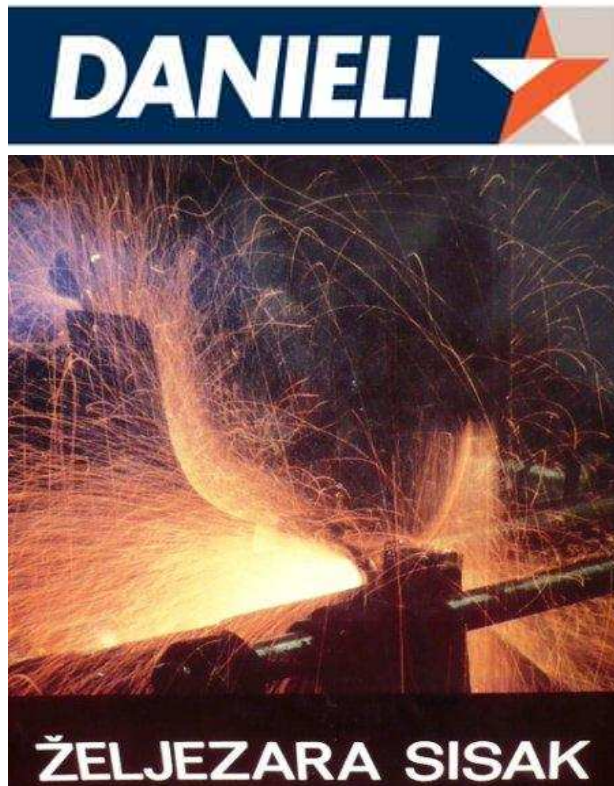
SOLVAY



JOINT STOCK FINANCIAL CORPORATION
SISTEMA

Further





Signed in 2013

- **Client:** ABS Sisak d.o.o., a limited liability company established in Croatia, 99% owned by Danieli & C. Officine Meccanice SPA and 1% by Acciaierie Bertoli Safau S.p.A, Danieli steel making division.
- **EBRD Finance:** EUR 20 million senior loan. Total project cost: EUR 60 million.
- **Use of Proceeds:** refurbishment of the existing production capacities and implementation of the new equipment to develop and restructure Sisak plant into engineering steel making facility with the capacity of up to 400k tons of steel per annum. ABS Sisak will produce high quality billets and blooms with length up to 12 m and diameter up to 400 mm.
- **EBRD Added Value:** a long-term partner with experience and competence in the region



Signed in 2013

- **Client: Danieli Volga, owned by Danieli & C. Officine Meccanice SPA**
- **EBRD Finance: A senior loan in the amount of RUB 408.2 million (equivalent of EUR 10 million)**
- **Use of Proceeds: The construction, equipment and placing into operation of the plant of the Borrower to be located in the town of Dzerzhinsk, Nizhniy Novgorod region of Russia for providing after-sales services for the steel-making equipment and manufacturing spare parts, components and some types of steel-making machineries from the Danieli's supply list.**
- **EBRD Added Value: The Bank's financing is expected to support Danieli's energies in advancing of the innovative technologies and sustainable solutions in Russia that leads to the increasing efficiency and safety of industrial production**



Signed in 2013

- **Client:** Donalam, a Romanian subsidiary of Beltrame Group, the European leader in merchant bars
- **EBRD Finance:** equity investment of up to EUR 4 million
- **Use of Proceeds:** 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.
- **EBRD Added Value:** a long term partner in a difficult operating environment.



Signed in 2010

- **Client:** Citygas, 90% controlled by Gas Rimini, an Italian gas distribution and supply utility.
- **EBRD Finance:** EUR 30 million. Total Project Cost: up to EUR 125 million.
- **Use of Proceeds:** develop and operate the gas distribution network in Trakia region (Bulgaria) through the construction and operation of 1,700 km of gas distribution pipelines and infrastructure.
- **EBRD Added Value:** support privatisation of gas distribution and liberalisation of the gas market in Bulgaria; support higher standards of business conduct in Bulgarian gas distribution; background for economic growth and market development in Trakia; contribute to move away from less efficient, more polluting fuels.



Signed in 2010

- Client:** OOO CNH-Kamaz Industriya, a 50/50 joint venture set up by KAMAZ (Russia) and CNH (Italy)
- EBRD Finance:** senior secured loan in the amount of RUB 915 Mn (about USD 30 Mn). Total Project Cost: USD 70 Mn (excluding working capital)
- Use of Proceeds:** manufacture of tractors, combines and other agricultural and construction machinery in Naberezhnye Chelny (Tatarstan); modernisation of production premises of OAO KAMAZ and purchase of modern equipment.
- EBRD Added Value:** transfer of skills through linkages to the local suppliers and training of local employees; set standards of environmental management; increase competition through introduction of modern agricultural equipment



Signed in 2008

- **Company:** OGK-5, one of Russia's leading power generating companies, 56 per cent owned by Enel SpA
- **EBRD Finance:** Equity investment of €175 million by purchasing 4 per cent shares from Enel SpA
- **Use of Proceeds:** EBRD's involvement in the privatisation is seen by Enel as an important partnership in their first major investment in the Russian power sector. EBRD supports Enel's integration and restructuring plans aimed at bringing the technical and operational performance of OGK-5 in line with international best practices
- **EBRD Added Value:** Promoting private ownership; demonstration effects of successful restructuring & efficiency gains; setting Standards of Corporate Governance and environment



Signed in 2007

- **Client:** Vez Svoghe Ltd (owned by PVB Power Bulgaria – 90 per cent and the municipality of Svoge – 10 per cent). Plants will be built, owned and operated by Vez Svoghe Ltd, supported by PVB Power (Italy) and PVB Group (Italy)
- **EBRD finance:** €75 million. Total project cost: €115.9 million
- **Use of proceeds:** Construction of nine small hydro power plants with a total installed capacity of 26 MW located in the River Iskar in Bulgaria
- **EBRD Added Value:** Supporting investment that expands the Bulgarian renewable energy sector; demonstration effect

EBRD assists in introducing a new Russian-made aircraft – the ‘Superjet 100’



Signed in 2007

Client: Sukhoi Civil Aircraft Company, (JV together with Finmeccanica subsidiary Alenia)

- **EBRD finance:** EUR 100 million loan
- **Tenor:** 10 years (incl. 4 yrs grace)
- **Use of proceeds:** to purchase equipment, support the upgrade of the production facilities and the launch of serial production & sales
- **Security:** project completion guarantee from VTB + pledge of equipment and sales contracts
- **EBRD added value:** The Superjet 100 family of aircraft is a fully marketable product designated for worldwide sales. Customer support centres will be opened in major worldwide markets.



Signed in 2006

- **Client:** S.C.Donasid Calarasi, subsidiary of Tenaris Group (Italy)
- **EBRD Finance:** €10 million senior loan. Total Project Value: €60 million Tenor: nine years
- **Use of Proceeds:** financing technology upgrades and an increase in production of round billets in the steel plant located in Calarasi, Romania
- **EBRD Added Value:** demonstration effects on transforming a formerly state-owned company



GENERALI
Assicurazioni Generali

Signed in 2004

- Italy's Assicurazioni Generali S.p.A. set up a €300mn Accession Fund, which, to date, has invested over €600 million in investment properties and developments
- The Fund built a well balanced portfolio of institutional quality commercial property, primarily offices, through acquisition and forward purchase arrangements
- Fund's investments are concentrated in the capital cities of Poland, Hungary, Czech Republic and Romania



Signed in 2004

- Equity €3.8 million in the Czech company Grandi Stazioni Ceska Republika
- Purchased 39% of the company's shares to support an innovative new concept for a private-sector company to refurbish, develop and operate several state-owned railway stations in the Czech Republic.
- Refurbished Prague Main Station New Hall officially opened to the public in July 2009.



Signed in 2002

- Equity €13.6 million
- Purchase of a 10 per cent equity stake in "Stinol", the largest refrigerators production plant in Russia acquired by Merloni. Investment was used to upgrade existing facilities for local production of western quality product.
- Successfully exited from the equity in 2005

Major Italian Companies who have worked with EBRD since 2000 (1)



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ROMANIA

EUR 10,000,000

Post-acquisition capex at Donasid steel mill to improve output and profitability and complete privatisation

December 2006



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RUSSIAN FEDERATION

USD 25,926,000

Participatoin in privatisation of federal generating company OGK-5

November 2006



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BULGARIA

EUR 75,000,000

Financing of the construction of 9 small hydro power plants

December 2006



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CZECH REPUBLIC

EUR 3,800,000

Czech railway stations rehabilitation

Rail Transportation

December 2004



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BULGARIA

EUR 34,000,000

Financing of gas desulphurisation plant.

Electric Power Distribution

November 2004



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REGIONAL

EUR 75,000,000

Creation of a real estate asset backed retail fund

Real Estate

February 2004



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Major Italian Companies who have worked with EBRD since 2000 (2)



BULGARIA
EUR 132,100,000
Rehabilitation of the 840 MW lignite fired power plant.
Electric Power Generation

February 2003



Merloni Elettrodomestici

RUSSIAN FEDERATION
EUR 13,600,000
Financing of Stinol refrigerator factory acquired by Merloni

February 2002



BELARUS
USD 1,010,000
Equity investment in Milavitsa Joint Venture
Apparel Manufacturing

December 2000



ROMANIA
USD 10,000,000
Finance the post privatisation restructuring of Fibrex
Textile Mills

November 2000



UKRAINE
USD 9,981,000
Equity investment for truck assembly
Motor Vehicles and Components

September 2000

