



**European Bank**  
for Reconstruction and Development

# **European Bank for Reconstruction and Development**

## **A New Role in the Southern and Eastern Mediterranean Region**

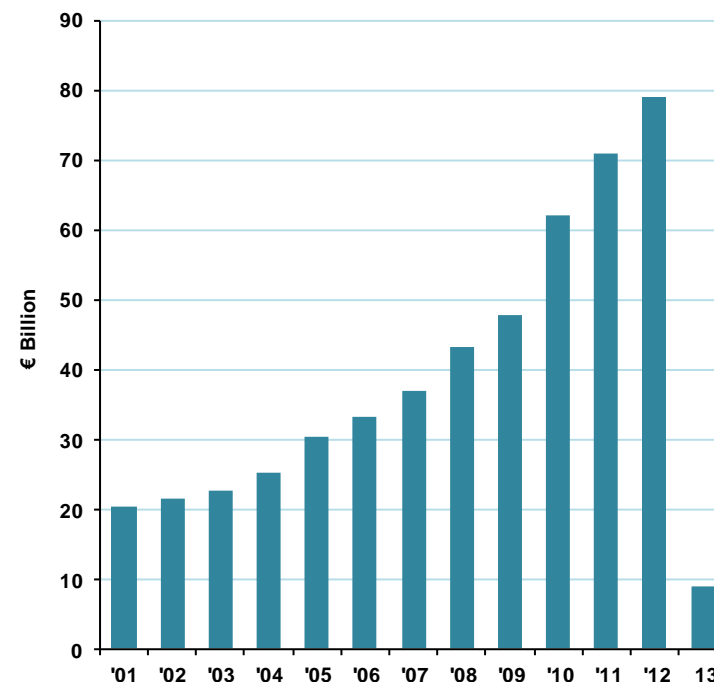
**Rudolf Putz**  
**Deputy Director, Financial Institutions**  
**EBRD**

# What is the EBRD?



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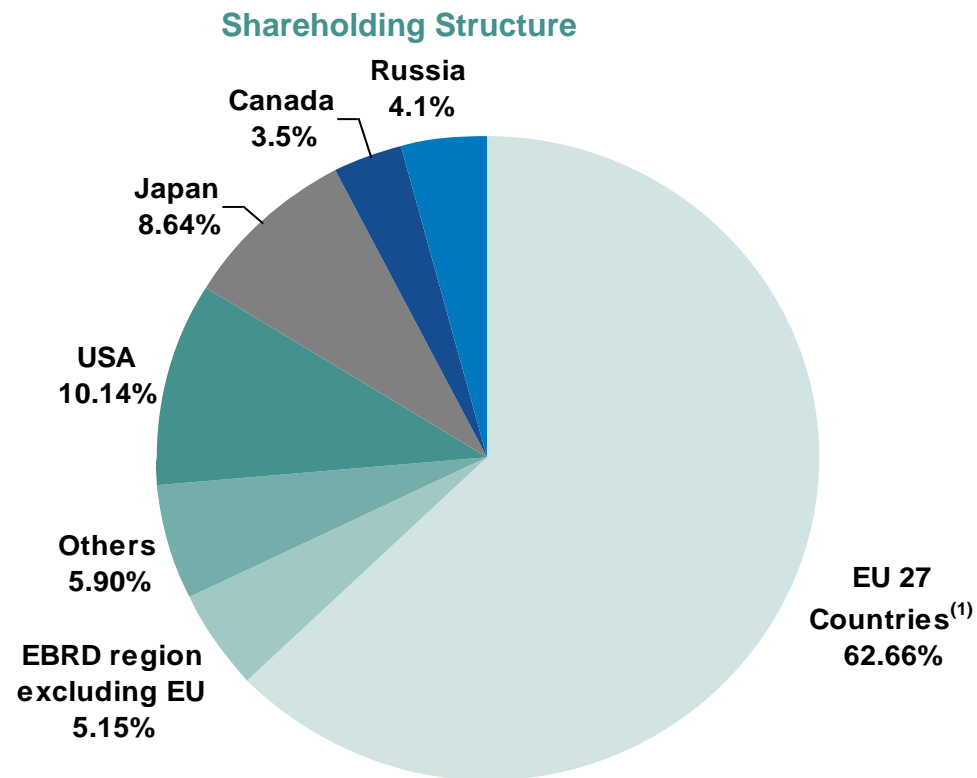
- International financial institution, promotes transition to market economies in 34 countries from central Europe to central Asia
- In 2011, the Bank expanded its operations to include **Egypt, Morocco, Tunisia, and Jordan** (Southern and Eastern Mediterranean – SEMED region)
- Owned by 64 countries and two inter-governmental institutions
- Capital base of €30 billion\*



Cumulative commitments of €80.3bn

*Note: Unaudited as at 30 April 2013*

EBRD has a AAA rating from all three main rating agencies (S&P, Moody's and Fitch)



As at 12<sup>th</sup> April 2013

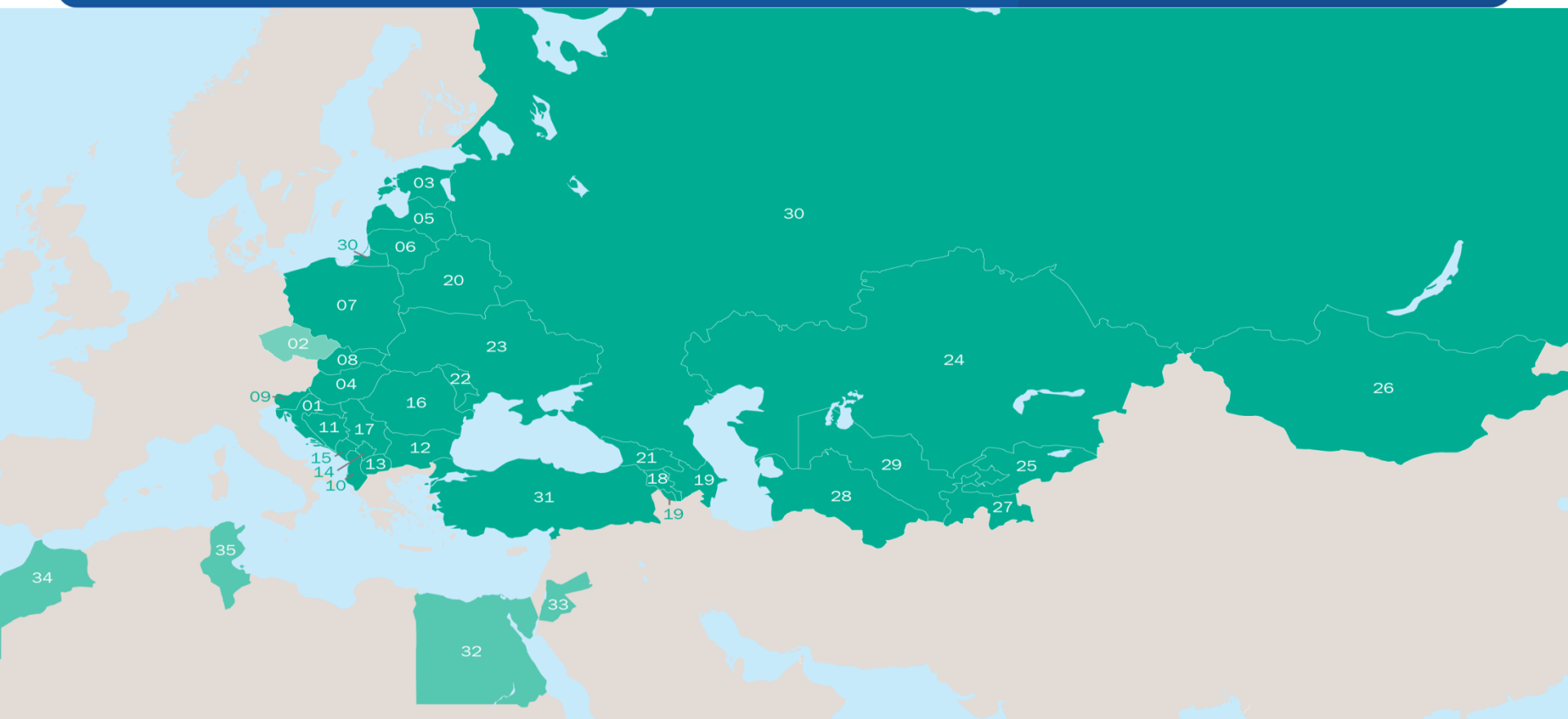
Footnote

(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 operate



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## Countries of prospective EBRD operations

### Southern and eastern Mediterranean

- 32 Egypt
- 33 Jordan
- 34 Morocco
- 35 Tunisia

In 2011 the EBRD launched donor-funded activities in the southern and eastern Mediterranean (SEMED) region, in support of the countries which are undergoing important political and economic reforms.

## EBRD countries of operations

### Central Europe and the Baltic states

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

### South-eastern Europe

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

### Eastern Europe and the Caucasus

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

### Central Asia

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

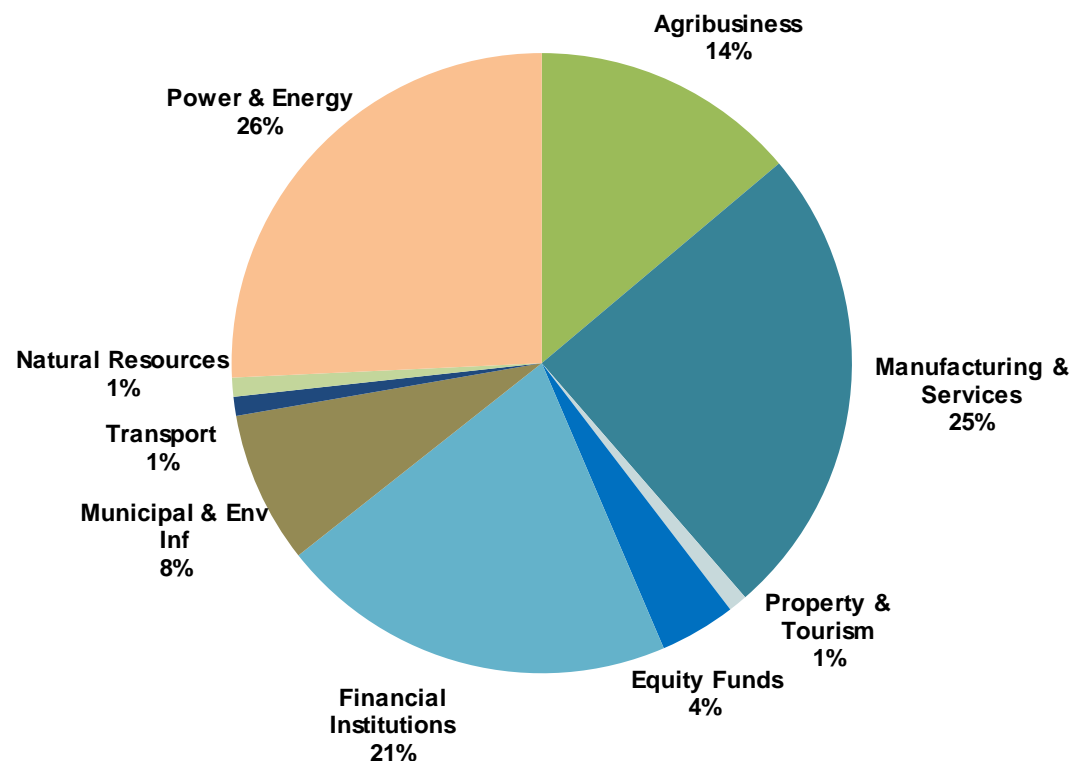
- 30 Russia
- 31 Turkey

\*as of the end of 2007, the EBRD no longer makes investments in the Czech Republic.

# EBRD finances diverse range of enterprises



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Unaudited as at 30 April 2013

Cumulative commitments €80.3bn



- The Board of the EBRD decided in 2011 to expand the Bank's operations to Egypt, Morocco, Tunisia and Jordan.
- On 18 September 2012 the EBRD's Board of Directors approved three projects in Jordan, Tunisia and Morocco. Investments in Egypt are expected to be submitted shortly. These projects are the first in a series of investments in the southern and eastern Mediterranean (SEMED), which are expected to be running at as much as €2.5 billion annually by 2015.
- Operational priorities in the SEMED region are:
  - support for the private sector with particular emphasis on SME's;
  - developing non sovereign financing solutions for infrastructure including PPP structures;
  - to promote sustainable energy and energy efficiency initiatives;
  - to support and develop local capital markets.
- Temporary offices in Morocco, Egypt, Tunisia and Jordan are already in place.

# EBRD: Expansion into SEMED Financial markets

- 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 specialized institutions

# EBRD Trade Facilitation Programme (TFP) – How does it work?

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## EBRD supports trade by providing

- **guarantees** that cover risks arising from trade finance transactions
- **short-term advances/financing** to banks in the Countries of Operation for trade finance purposes
- **trade finance training** and advisory service to local banks



# EBRD TFP – Exports from Czech Republic to Belarus

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A **Czech company** sells bottle filling equipment to **Belarus**

An Issuing Bank under the **TFP in Belarus** opens a letter of credit, **confirmed by a bank in the Czech Republic**

The **EBRD guarantees** 100% of the political and commercial payment risk



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# TFP –Transactions for Czech Exporters

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## Other Examples:

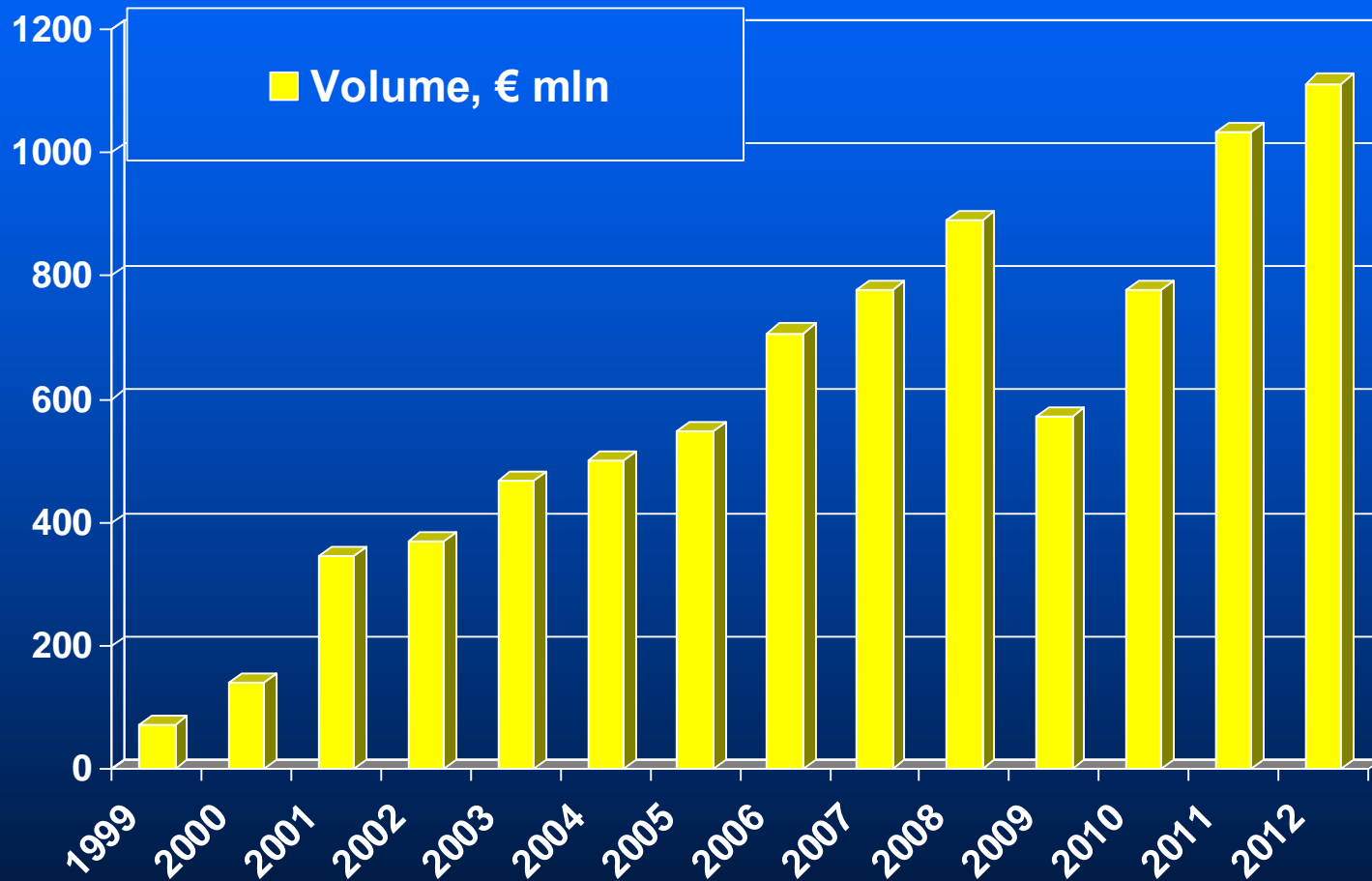
- Export of machines to Russia
- Export of cars to Moldova
- Export of building material to Tajikistan
- Export of steel bars for construction industry to Bosnia and Herzegovina
- Export of baking equipment to Kazakhstan



# 12 years of EBRD Trade Facilitation Programme (TFP)

## Annual Business Volumes 1999 – 2012

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# EBRD TFP – 1,870 Transactions in 2012

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1. Belarus (463)
2. Russia (425)
3. Armenia (246)
4. Georgia (213)
5. Ukraine (190)
6. Moldova (82)
7. Kazakhstan (80)
8. Azerbaijan (72)
9. Macedonia (54)
10. Serbia (15)
11. Croatia (11)
12. Mongolia (7)
13. Kyrgyz Republic (6)
14. Bosnia Hercegovina (4)
15. Tajikistan (1)
16. Kosovo (1)



# EBRD TFP – Number of Transactions by Country of Beneficiary 1999-2013

Country	Number	EUR mln
1. Germany	1,679	922
2. Italy	1,171	222
3. Turkey	1,108	112
4. Switzerland	686	468
5. Austria	431	157
6. United Kingdom	399	323
7. France	390	178
8. Netherlands	389	199
9. Spain	364	88
10. USA	362	272
11. Russia	326	183
12. China	299	79
13. Korea	298	301
14. Belgium	228	54
15. Ukraine	152	78
16. Japan	138	115
17. Finland	135	67
18. Estonia	135	32
19. Kazakhstan	132	42
20. Israel	119	40
21. UAE	109	29
<b>22. Czech Republic</b>	<b>102</b>	<b>42</b>
23. Hungary	102	19
24. Poland	97	14
25. Sweden	93	39



# **EBRD TFP – Most active Confirming Banks in Czech Republic 1999-2012**

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1. Societe Generale
2. HSBC Bank PLC
3. Komerční Banka A.S.
4. Commerzbank A.G.
5. Raiffeisenbank A.S.
6. Československá Obchodní Banka A.S.
7. Citibank N.A.
8. Calyon Bank
9. Deutsche Bank A.G.



# **EBRD TFP - Instruction for Exporters & Importers**

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- Check under [www.ebrd.com/tfp](http://www.ebrd.com/tfp), for which Issuing Banks and which tenors EBRD may guarantee the payment;
- Ask your buyers/suppliers to check if an Issuing Bank under the TFP would be ready to issue the required trade finance instrument;
- Ask a Confirming Bank of your choice to confirm the payment instrument under the guarantee of EBRD



## Financial Institutions – Trade Facilitation Programme

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# EBRD: SEMED Contacts



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