Your partner in eastern Europe, Caucasus and Central Asia
What is the EBRD?

- AAA-rated international financial institution founded in 1991, owned by 60 national and two supranational shareholders

- EBRD, promotes transition to market economies in 27 countries from central Europe to central Asia

- The largest lender and private equity investor in this Region
A network of 32 offices in 27 countries

Half of our bankers based in the field

3 new offices in 2006: Samara, Rostov, Dnipropetrovsk
Shareholding of the EBRD

- EU [15] countries: 57.5%
- EU 10: 4%
- EBRD region excl EU members: 8.6%
- Others: 13.8%
- USA: 10.1%
- Japan: 8.6%
Committed and growing

- **Regional focus**: supporting investors and local companies in 27 countries of CEE and CIS

- **Asset base**: over 1500 transactions worth €30 billion signed since 1991

- **Capital base**: €20 billion dedicated exclusively to this region

Cumulative commitments €30.3 billion
A unique profile

- **Versatile financial instruments**: providing debt, equity and guarantees

- **Risk appetite**: extending the financial capabilities of the private sector by mitigating political risks

- **Legal know-how**: in-depth knowledge of the region’s legal systems and experience in resolving problems.
Mobilisation capacity

- Ability to mobilise funds from our partners
- Cumulative additional funds mobilised EUR 64.1 billion
- Sectoral knowledge: extensive experience in wide and diverse sectors
EBRD commitments by facility type

- Private loans (40%)
- Sovereign loans (25%)
- Financial intermediaries (17%)
- Equity participation (8%)
- Other participating interest (8%)
- Guarantees, etc (2%)
Catalyst for change

**Technical Cooperation Funds**
- EBRD uses finances donated by Governments and institutions to assist with project preparation and implementation

**Local Management**
- EBRD through its TAM/BAS Programs support the enhancement of local managerial capabilities

**Environment Protection**
- EBRD encourages the adoption of measures in order to protect the environment

**Transparency**
- EBRD encourages the adoption of transparent and accountable procedures to eradicate bad practice and corruption
Complementary to the private sector

- Innovative and flexible financial structures
- Extending boundaries / breaking new ground (maturity, equity, political risks)
- Opportunity for commercial partners
- Not competing on the basis of pricing but in terms of service and product and additional value added.
What the EBRD does NOT do

- Provide “soft” loans
- Support projects detrimental to the environment
- Invest outside central and eastern Europe and the CIS
- Restricted sectors:
  Defence-related activities, tobacco industry, substances banned by international law, stand-alone gambling facilities, hard liquor projects...