

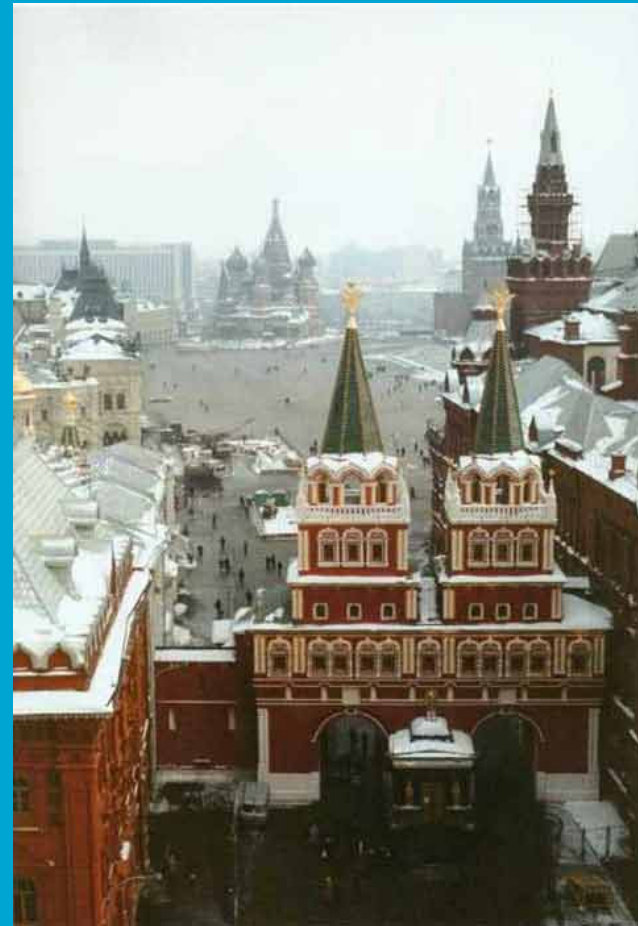


**Your partner in eastern  
Europe, Caucasus and  
Central Asia**



# 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

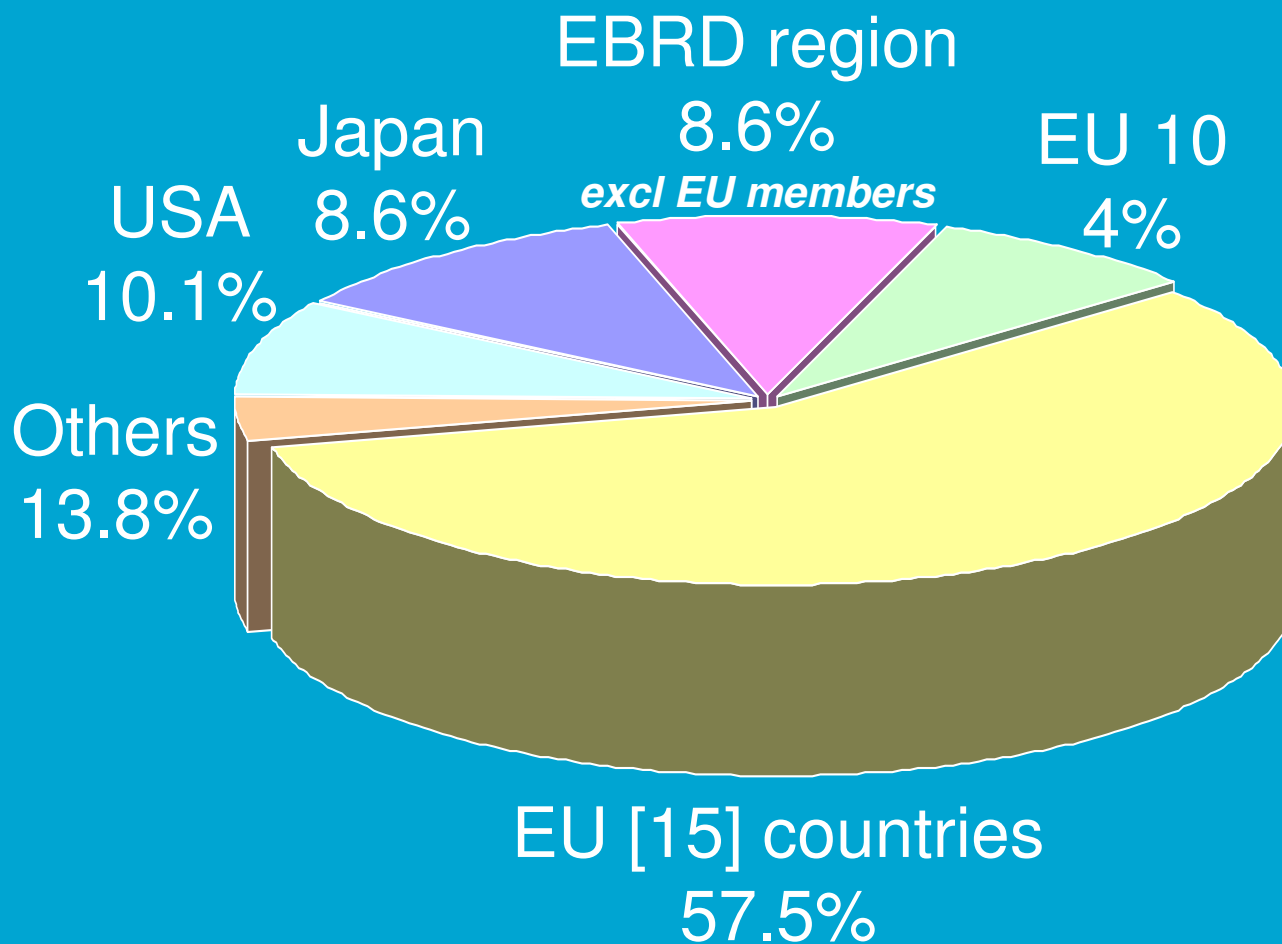
*Half of our bankers based in the field*



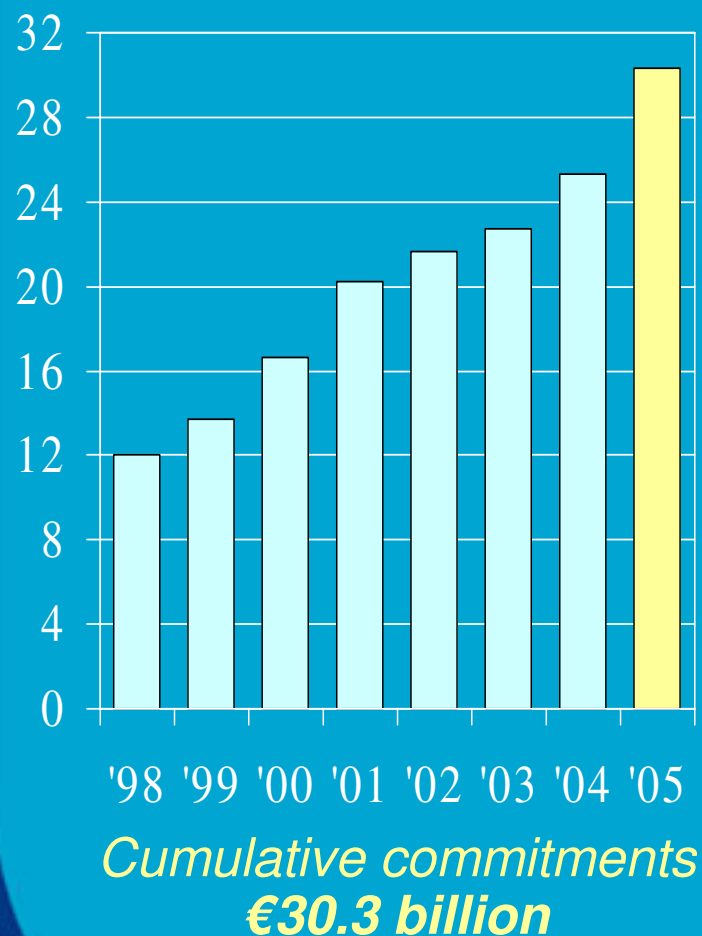
*3 new offices in 2006: Samara, Rostov, Dnipropetrovsk*

[www.ebrd.com](http://www.ebrd.com)

# Shareholding of the EBRD



## 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

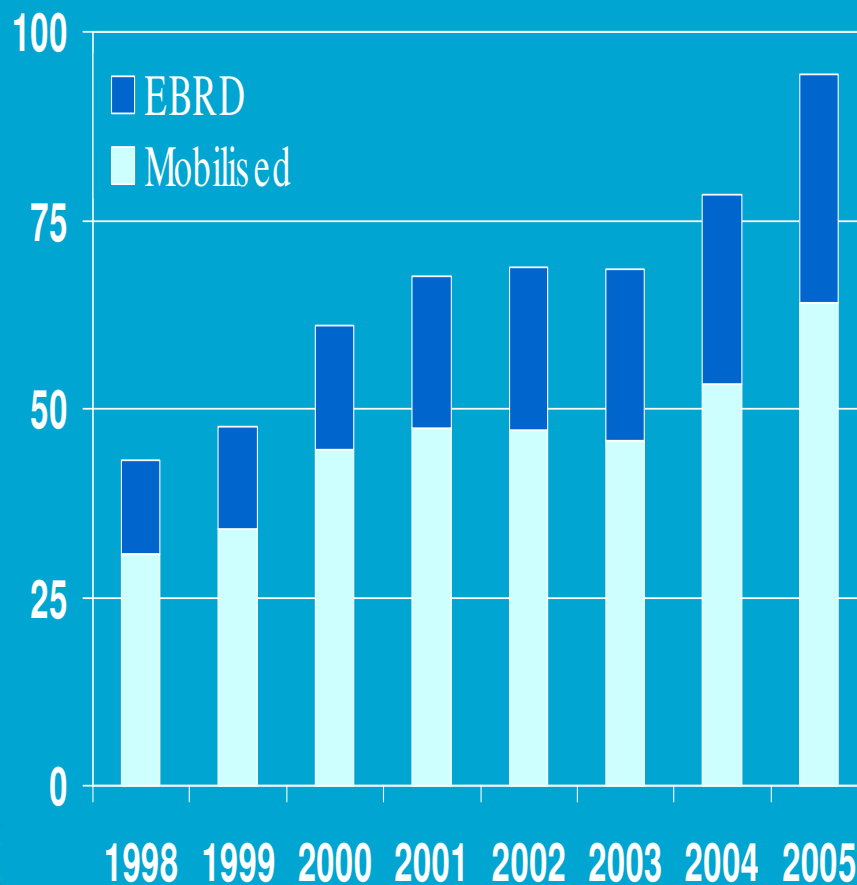


## A unique profile

- **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.



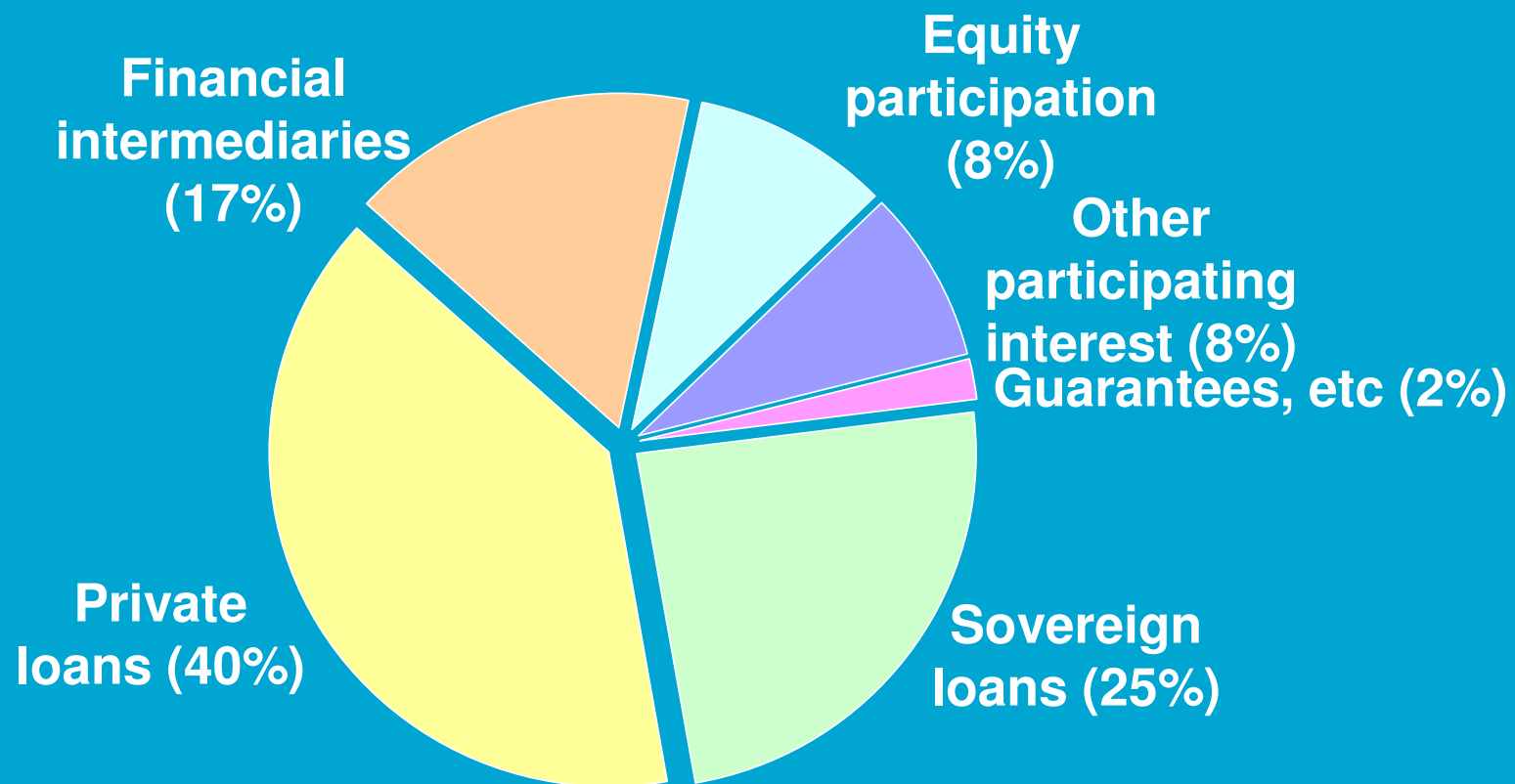
# Mobilisation capacity



- 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





# 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...

