



Partner with the European Bank for Reconstruction and Development (EBRD) to grow your business in Emerging Markets

Thomas Maier
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INFEN

Infrastructure and Energy Advisory

IFI with a private sector mandate

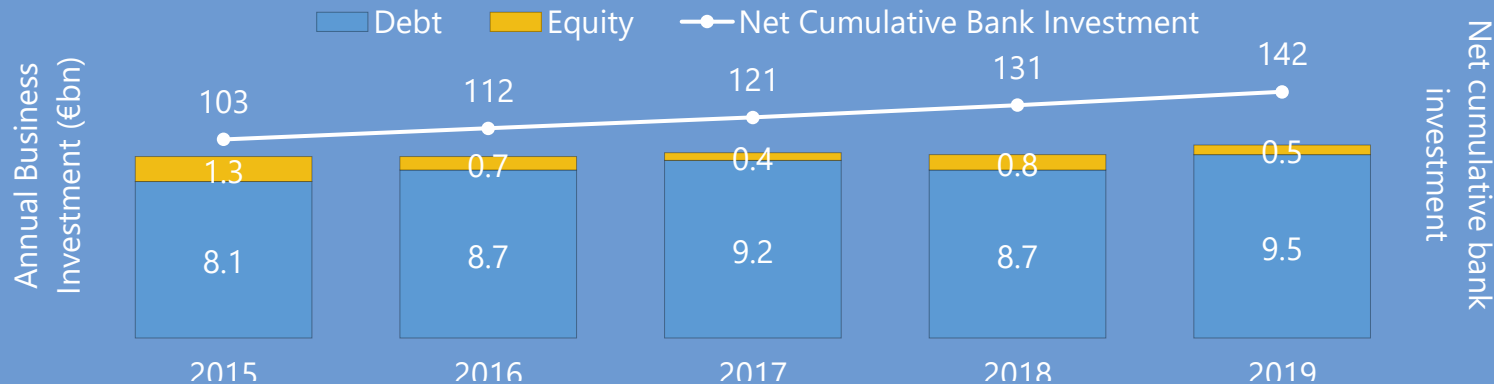
EBRD's 2019 investments

- Debt: 83%
- Equity: 9%
- Guarantee: 8%
- Number of projects: 452
- Annual bank investment: €10bn
- Gross annual disbursements: €7.2bn
- Private sector share of annual bank investment: 79%

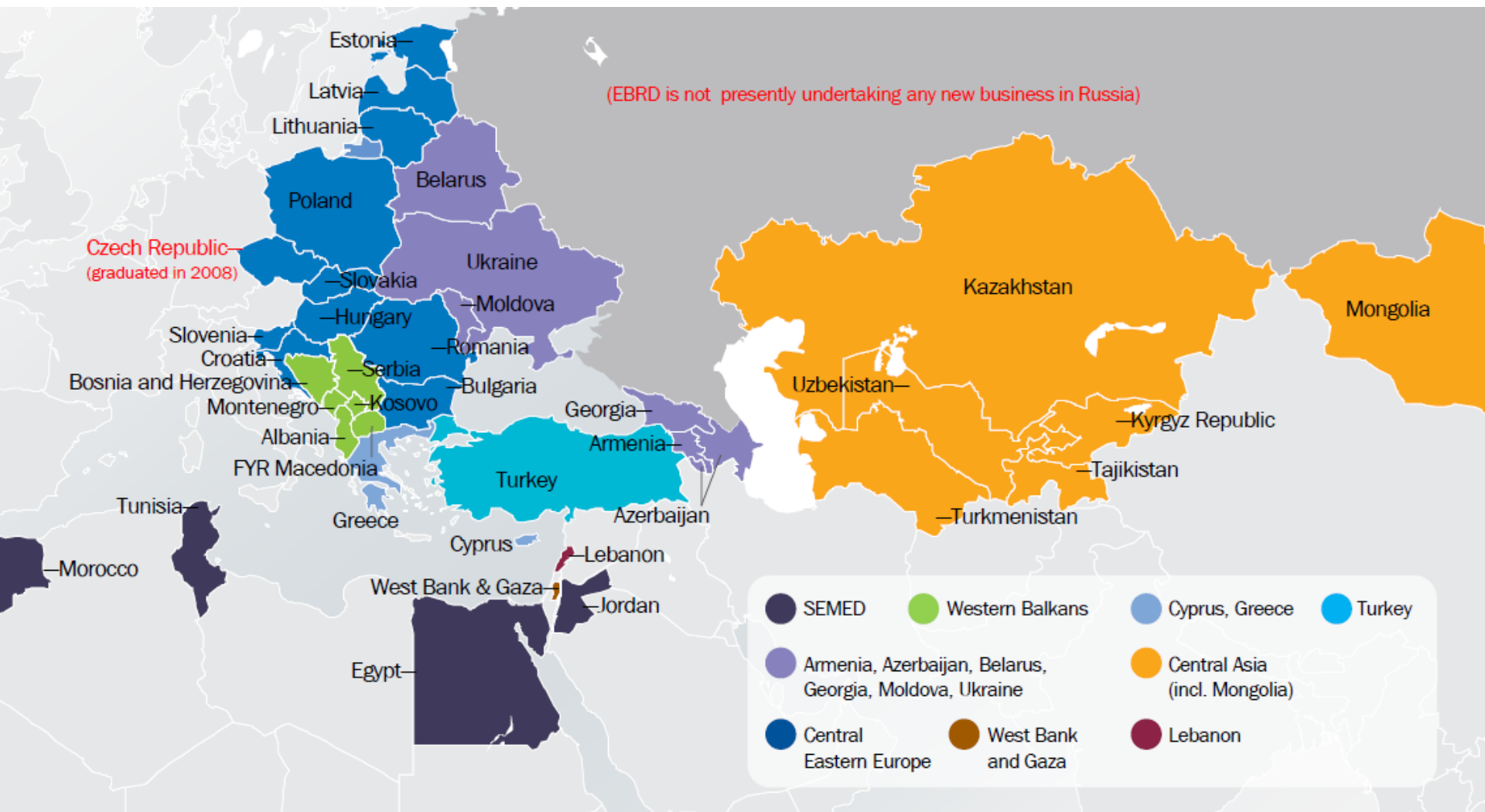
2019 Top 10 investee countries

	€m
1 Ukraine	1,225
2 Egypt	1,214
3 Turkey	1,002
4 Poland	833
5 Kazakhstan	685
6 Greece	571
7 Uzbekistan	517
8 Serbia	517
9 Belarus	391
10 Romania	372

Since 1991, EBRD invested over €142 billion in around 5,670 projects



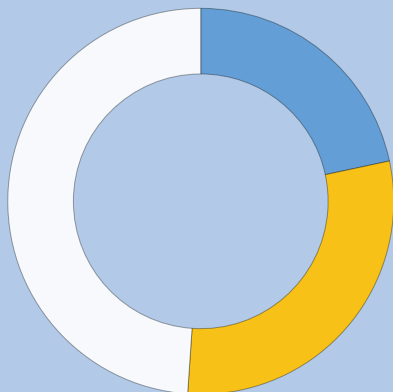
Country Focus of EBRD



EBRD Portfolio

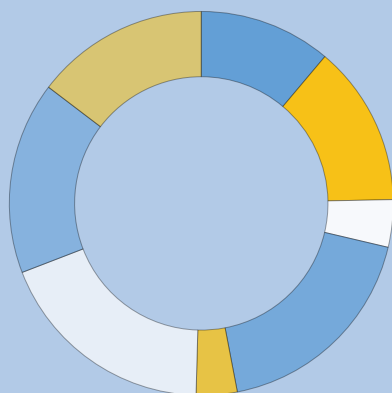
EBRD Portfolio (December 2019): €46 billion

Sector



- Financial Institutions 22% (Banks, Leasing, Insurance, Other)
- Corporate 29% (Agribusiness, M&S, P&T, ICT, Equity funds)
- Sustainable Infrastructure 49% (Transport, Municipal Infrastructure)

Region



- Central Asia 11%
- Central Europe & Baltics 14%
- Cyprus & Greece 4%
- Eastern Europe & Caucasus 18%
- Russia 3%
- South-Eastern Europe 19%
- SE Mediterranean 16%
- Turkey 15%

Extensive and Successful Client Base



Solutions Package Provided by EBRD

Strong Presence of EBRD in its Countries

- 1 Market intelligence for investors
- 2 Upstream institutional and regulatory support
- 3 Flexible products across debt and equity: non-recourse or limited recourse
- 4 Preferred creditor status to mobilise your house banks
- 5 Political and financial clout to solve problems: *see COVID 19 response*

EBRD is your partners for wealth, happiness, longevity, luck and prosperity
EBRD is a partner in good times and bad times

EBRD value added to Taiwan Enterprises

Upstream

- Help with market, business and integrity **intelligence**
- Help resolve **legal and regulatory issues** up-front

Tailor-made solutions

- Supply/Guarantee **long term finance** otherwise not available
- Mobilise commercial house banks for non/limited recourse financing through **A/B loan structures**
- Possibility of mobilising **grant co-financing** for green solutions
- Support the public sector partner in **PPPs for contract implementation**

Implementation

- Shield project from **political interference**
- Help with **resolving disputes and misunderstandings**

Extensive Office Network of EBRD



European Bank
for Reconstruction and Development

- Strong local office network with 44 offices in 38 Countries of Operation;
- Around 830 staff in the field;
- Matrix organisation combining sector expertise and country leverage.

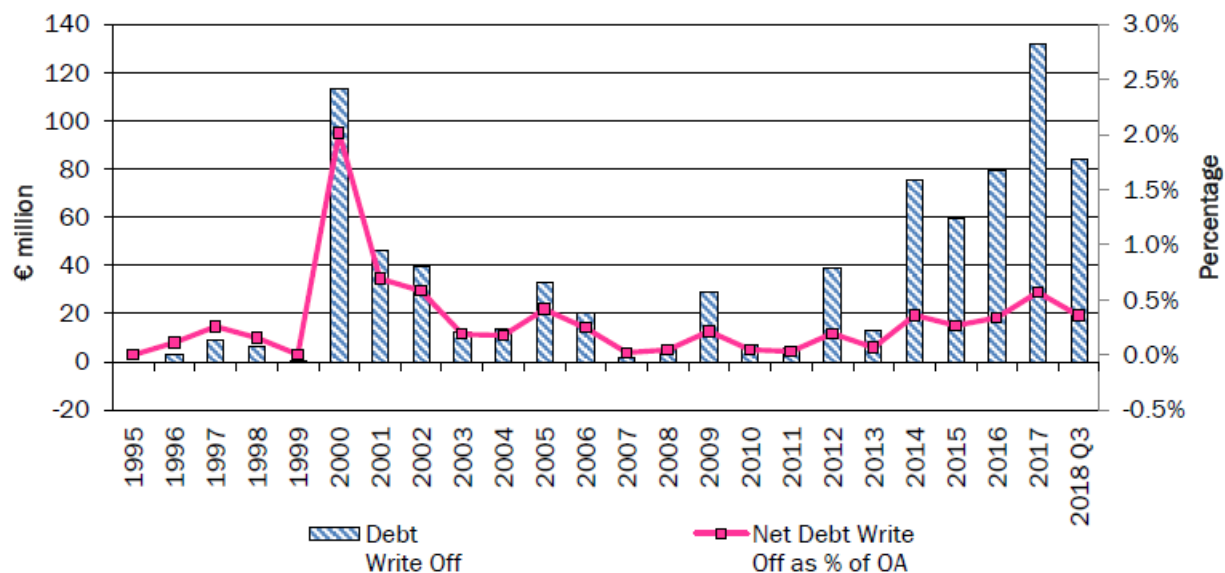
Local offices are:

- ❖ keen to engage with investors and provide information and contacts;
- ❖ part of the execution team for transactions;
- ❖ part of the implementation team for transactions.

Local presence, local support, local solutions

EBRD participation helps commercial success

EBRD Net Debt Write offs: % of Loan Operating Assets



- Low default rates for IFIs
 - ❖ Shareholder approval and treaty basis of obligations by host country;
 - ❖ Ratings implications of defaults and potential for cross-defaults;
 - ❖ Solid project preparation and credit characteristics.

Solid projects with good returns in Emerging Markets

Contacts

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תודה
 Dankie Gracias
 Спасибо
 شكراً
 Köszönjük
 Merci Takk
 Grazie Dziękujemy Terima kasih
 Ďakujeme Vielen Dank Paldies
 Kiitos Täname teid 谢谢
Thank You Tak
 感謝您 Obrigado Teşekkür Ederiz
 Σας ευχαριστούμε 감사합니다
 Bedankt Děkujeme vám
 ありがとうございます
 Tack

Additional Material

- ❑ EBRD Lending and Investment Products
- ❑ COVID-19: Response by EBRD
- ❑ EBRD Fact Sheets for EU countries of Operation

EBRD Lending and Investment Products

	Debt (€1-300m)	Equity (€1-100m)	Guarantees
Typical size	€10mIn +	€5-7mIn + (less in less advanced countries)	Typically €50k – €50mIn
Term	Up to 10 years (up to 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% (potential of 100% with A/B or club loans) for private sector clients	Minority stake	Mainly through Trade Facilitation Programme
Structures	<ul style="list-style-type: none"> • Senior, subordinated or convertible bonds • Project finance • Floating or fixed rates 	<ul style="list-style-type: none"> • Risk equity • Portage equity finance 	<ul style="list-style-type: none"> • Trade finance guarantees & cash advances
Applications	<ul style="list-style-type: none"> • Greenfield/Brownfield, JVs, • Capex for expansion/modernization, including resource efficiency improvements • Ownership change: acquisition, consolidation, privatisation • PPPs, etc. • Working capital 		<ul style="list-style-type: none"> • Support to issuing banks in countries of operations

Additional Material

□ COVID-19: Response by EBRD

See separate PDF summary: EBRD COVID 19 response

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- ❑ EBRD Fact Sheets for EU countries of Operation

See separate country fact sheets