

EBRD business opportunities for Canadian companies

A brief introduction to the EBRD

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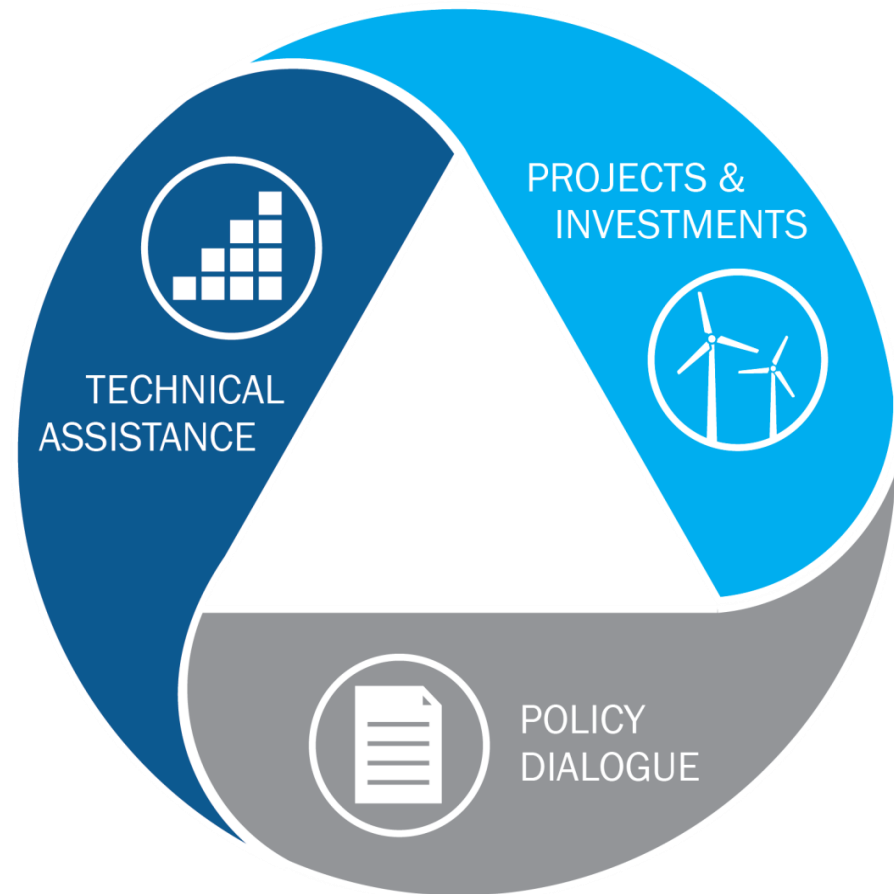
Montreal, September 2017



European Bank
for Reconstruction and Development

What is the EBRD?

- An international financial institution primarily working with the private sector, we **invest in projects**, engage in **policy dialogue** and provide **technical assistance** that fosters innovation and builds sustainable and open-market economies
- **Owned by 66 countries** and two inter-governmental institutions (the EU and EIB),
- In January 2016, China became the EBRD's 67th shareholder
- Capital base of **€30 billion**
- Operates in **37 countries**



Where we invest



SEMED

Western Balkans

Cyprus
Greece

Turkey

Armenia,
Azerbaijan,
Belarus,
Georgia,
Moldova,
Ukraine

Central Asia
(incl. Mongolia)

Central
Eastern Europe

EBRD largest investor in the region

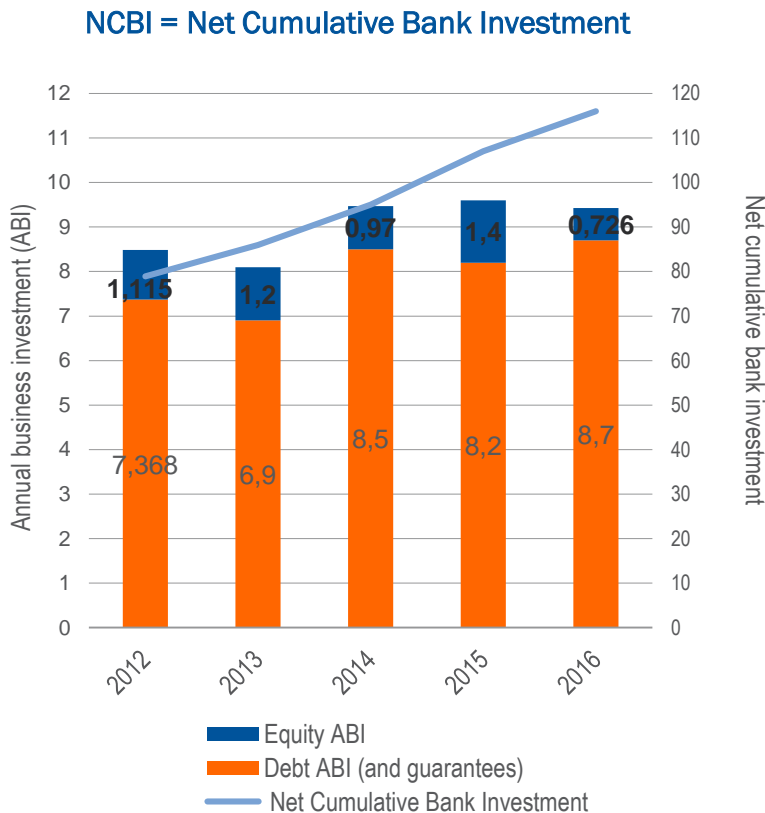


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Since 1991, EBRD invested over €116 billion in around 4,723 projects across private and public sectors in its countries of operations

In 2016: €9.4 billion / 378 projects

- Private sector accounted for 76% share
- Debt 87%, Equity 9% & Guarantee 4%



Note: unaudited as at 31 December 2016

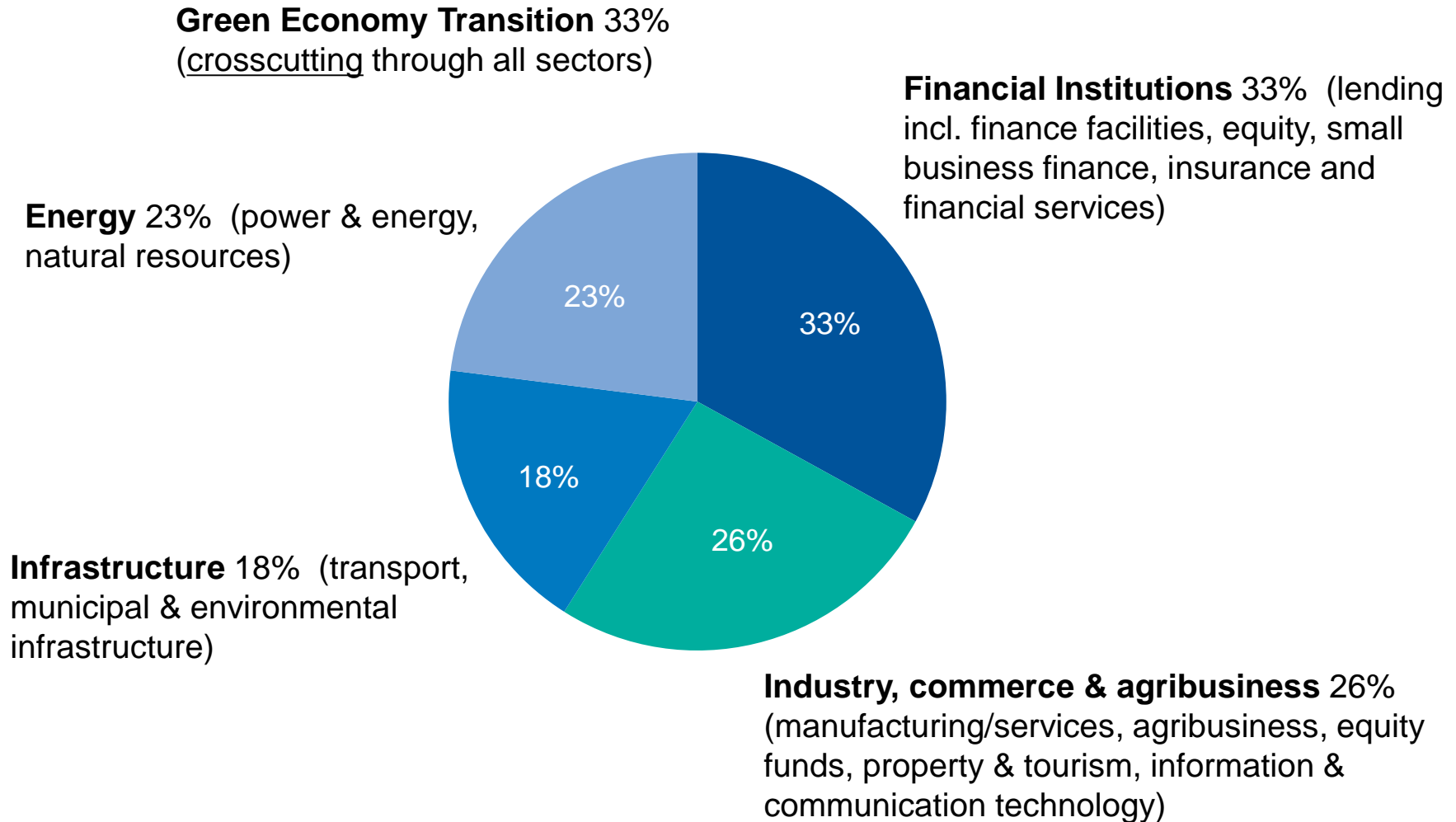
EBRD TOP 10 INVESTEE COUNTRIES IN 2016 (€, million)

1	Turkey	1,925.2
2	Kazakhstan	1,051.1
3	Poland	776.2
4	Egypt	744.2
5	Bulgaria	620.9
6	Ukraine	581.2
7	Greece	484.9
8	Jordan	403.4
9	Croatia	311.2
10	Serbia	304.3

Investment portfolio by EBRD sector in 2016



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Why you should be interested!



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EBRD's Strategy Implementation Plan (2016-18)

Headlines

- 20% increase in annual investment by 2018
- Green economy investments to account for 40% of all investments by 2020
- 40% increase in grant funded activities (incl. consultants) by 2018
- New emphasis on policy reform to create enabling environment for investments

Relevance for you?

- Over 3,000 consultancy contracts for €189.15 million in 2016
- 585 new TC (consultancy) assignments for €258m approved in 2016
- More opportunities related to sustainable energy & resource efficiency
- Refugee crisis response

EBRD's key strategies and initiatives

- (1) Green Economy Transition
<http://www.ebrd.com/what-we-do/get/knowledge-hub.html>
- (2) Early Transition Countries Initiative (ETC)
<http://www.ebrd.com/what-we-do/sectors-and-topics/early-transition-countries-initiative.html>
- (3) Local Currency and Capital Markets Initiative (LC2)
<http://www.ebrd.com/what-we-do/sectors-and-topics/local-currency-and-capital-markets.html>
- (4) Strategy for Promotion of Gender Equality 2016-2020
<http://www.ebrd.com/gender-strategy.html>
- (5) Small Business Initiative (SBI)
<http://www.ebrd.com/what-we-do/sectors-and-topics/ebrd-small-business-initiative.html>
- (6) Investment Climate and Governance Initiative (ICGI)
<http://www.ebrd.com/what-we-do/sectors-and-topics/ebrd-icg-initiative.html>
- (7) Economic Inclusion Strategy (EIS)
<http://www.ebrd.com/ebrd-economic-inclusion-strategy.pdf> ; <http://www.ebrd.com/what-we-do/projects-and-sectors/economic-inclusion.html>



Other information

- (1) Factsheets for EBRD countries, key sectors and themes
<http://www.ebrd.com/news/publications/factsheets.html>
- (2) EBRD key sectors
<http://www.ebrd.com/what-we-do/sectors-and-topics.html>
- (3) Country strategies
<http://www.ebrd.com/what-we-do/strategies-and-policies.html>
- (4) Banking sector strategies
<http://www.ebrd.com/what-we-do/strategies-and-policies.html>
- (5) Environmental & Social Impact Assessments
<http://www.ebrd.com/esia.html>
- (6) Project Summary Documents (with references to required TC/consultancy support)
<http://www.ebrd.com/work-with-us/project-finance/project-summary-documents.html>
<http://www.ebrd.com/work-with-us/project-finance/technical-cooperation-project-summary-documents.html>

Consultant opportunities? Research ebrd.com!



WHAT WE DO

WHO WE ARE

WHERE WE ARE

WORK WITH US



We invest in changing lives.

**Website update in
progress!**

What's new

EBRD investments in SEMED hit €1.5 billion

Our investments in the southern and eastern Mediterranean have now reached the milestone of €1.5 billion.

The funds contribute to the development of the private sector and open market economy in Egypt, Jordan, Morocco and Tunisia.

Work with us:

- Project finance
- **Procurement (see next!)**
- Trade Facilitation etc.



Where to find Opportunities for suppliers, contractors and consultants? Research ebrd.com!



WHAT WE DO WHO WE ARE WHERE WE ARE WORK WITH US

Corporate Procurement

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

[LEARN MORE >](#)

Project Procurement

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

[LEARN MORE >](#)

Consultancy Services

Selection and engagement of consultants for the needs of the Bank and its Clients falls under responsibility of the Technical Cooperation team

[LEARN MORE >](#)

Outside Counsel Services

Selection and engagement of outside counsel for the needs of the Bank falls under responsibility of the Office of the General Counsel (OGC).

[LEARN MORE >](#)

A list of entities and individuals ineligible to become a Bank Counterparty.

[READ LIST >](#)

Procurement:

- **Project Procurement**
- **Consultancy Services**

Loan Financed Client/Borrower Procured Project Procurement



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<http://www.ebrd.com/work-with-us/procurement/project-procurement.html>

Business opportunities

[Current Notices](#) >

[EBRD Client E-Procurement Portal \(ECEPP\)](#) >

[List of prequalified Tenderers and Shortlisted Consultants](#) >

[Contract Awards Notification](#) >

[Contract Pipeline](#) > **When you want to be well prepared – look here!!**

[List of entities and individuals which are ineligible to become an EBRD Counterparty](#) >

Learn more about Project Procurement

[Procurement Policies and Rules and Related Bank Policies](#) >

[Integrity and Compliance](#) >

[Standard Procurement Documents and Guidance Notes](#) >

[Reports](#) >

[Making a Project Procurement Complaint](#) >

[Procurement Policy Department Initiatives](#) >

How to start?

Assess procurement notices!



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NEWS | CORPORATE AND INVESTOR INFORMATION

ENGLISH

WHAT WE DO | WHO WE ARE

Search by sector and country

Search by contract type

- Consultancy services
- Corporate goods, works and services
- Project goods, works and services

Home Procurement notices

Procurement notices

FILTER BY: COUNTRY SECTORS CONTRACT TYPE KEYWORD

ACTIVE FILTERS: Consultancy Services CLEAR ALL FILTERS

Issue Date	Closing Date	Country	Project Name	Sector	Contract	Type
11 Dec 2014	15 Jan 2015	Kosovo	Kosovo Transmission Development Project - Capacity Building Assistance	Power and energy	Consultancy Services	Invitation for expressions of interest (CSU)
11 Dec 2014	02 Jan 2015	Ukraine	Ukraine: Legal Services for the Ukraine Business Ombudsman Institution (BOI)	-	Consultancy Services	Invitation for expressions of interest (CSU)
11 Dec 2014	06 Jan 2015	Kyrgyz Republic	Kyrgyz Republic: Assistance in Implementing Revised Agreement on Government Procurement of the WTO in Public Procurement Legislation	Other	Consultancy Services	Invitation for expressions of interest (CSU)

Example of Recent Procurement Notice



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Kurty - Burylbaital road reconstruction project
Procurement ref: 8621-IFT-47229
Country: Kazakhstan
Business sector: Transport
Project number: 47229
Funding source: EBRD
Contract type: Project goods, works and services
Notice type: Invitation for tenders
Issue date: 28 Mar 2017
Closing date: 10 May 2017 at 15:30 Astana Time

This Invitation for Tenders follows the General Procurement Notice for this project which was published on the EBRD website, Procurement Notices (www.ebrd.com) on July 15, 2015.

JSC «NC «KazAutoZhol», hereinafter referred to as “the Employer”, intends using part of the proceeds of a loan from the European Bank for Reconstruction and Development (the Bank) towards the cost of «Kurty-Burylbaital» Road Reconstruction Project under «Center-South» Corridor. *(specific details deleted for this webinar)*

Prospective tenderers may obtain further information from, and inspect and acquire the tender documents at, the following office.

Attention: Aizhan Yermukhanova
Address: 8 Amman str. Business Centre “Milano”
Room: 210
City: Astana
Postcode: 010000
Country: Republic of Kazakhstan
E-mail: ermuhanova.a@kazautozhol.kz

How to start?

Register to eSelection

- Web-based **eSelection** ensures transparency, efficiency, level playing field and cost reductions as a result of on-line submissions
- Register: <https://eselection.ebrd.com/suite/>
- Consultants can:
 - (1) Subscribe for **electronic notification** about new opportunities by industry sector and area of expertise:
 - (2) **Submit expressions of interest & proposals** (including financial proposals) on-line/electronically
 - (3) **View the status of application**, manage participation in selection processes and monitor the progress of any selection process

Register to eSelection:

<https://eselection.ebrd.com/suite/>



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Register here

What is eSelection?

eSelection is a secure Internet application allowing participation in the selection process for consultancy assignments for which EBRD is responsible.

Who can register?

1. Individual consultants or individuals representing their respective firms.
2. All law firms on an office by office basis.

Why register?

1. (Consultant) As a registered user you will be able to create your own profile and subscribe for the sectors and areas of expertise of interest to you. You will then be automatically alerted of upcoming opportunities as they arise.

Username

Password

[Register for a Consultant Account](#)

[Contact Us](#)

[Register a Law Firm](#)

[Contact Legal Department](#)

[Forgot Password](#)

Log in

**Send a query or
request assistance**

**Sends email with link
to reset password**

Questions?



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