

# EBRD Ukraine- BTI webinar

February 2021



**European Bank**  
for Reconstruction and Development

# Introduction to the EBRD



**European Bank**  
for Reconstruction and Development

**An international financial institution supporting the development of sustainable, well-functioning market economies**

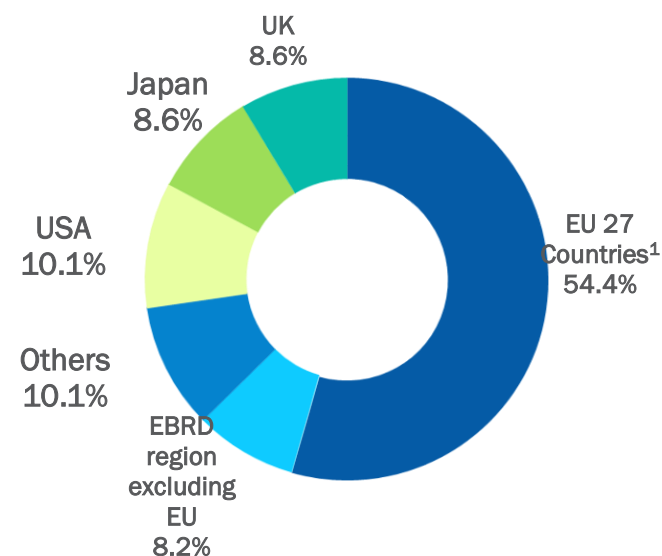
**Highest credit rating (AAA/Aaa)** from all three main rating agencies: S&P, Moody's and Fitch

**Owned by 69 countries and 2 inter-governmental institutions** (the EU and EIB)

**Capital base of €30 billion**

**1991** Established  
**1992** 12 countries of the former Soviet Union join  
**2007** The Czech Republic becomes the first country to “graduate” from the EBRD  
**2012** Starts investing in Egypt, Jordan, Morocco and Tunisia  
**2016** 25th anniversary; China becomes shareholder  
**2017** Lebanon and the West Bank and Gaza become countries of operations  
**2018** India and San Marino become shareholders  
**2019** Libya became the EBRD's 71th shareholder

## Shareholding structure

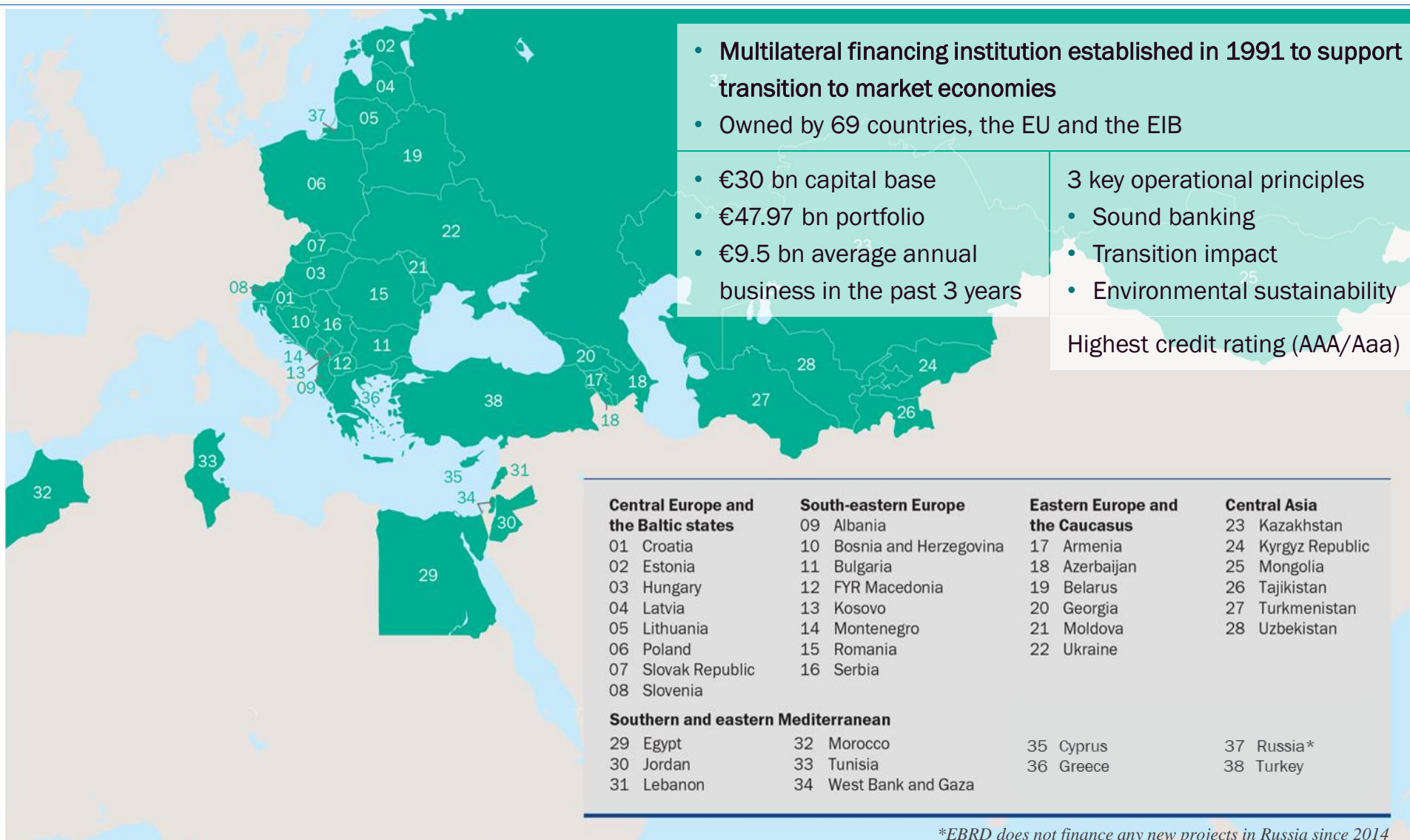


# Introduction to the EBRD

## Brief Overview



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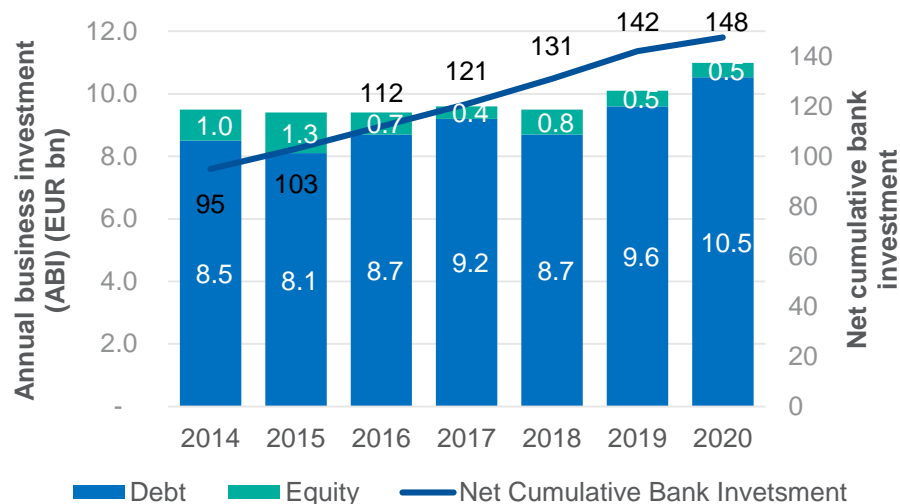
*\*EBRD does not finance any new projects in Russia since 2014*

# Largest Investor in its Countries of Operation



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**Since 1991, EBRD invested over €148 billion in around 5,670 projects**



**EBRD Top 10 investee countries in 2020 (€m)**

1	Turkey	1,675
2	Egypt	1,046
3	Ukraine	812
4	Greece	797
5	Poland	789
6	Morocco	742
7	Serbia	679
8	Georgia	618
9	Uzbekistan	429
10	Kazakhstan	403

**In 2020**

**€11.0 bn**

**411**  
projects

Private sector accounted for share of

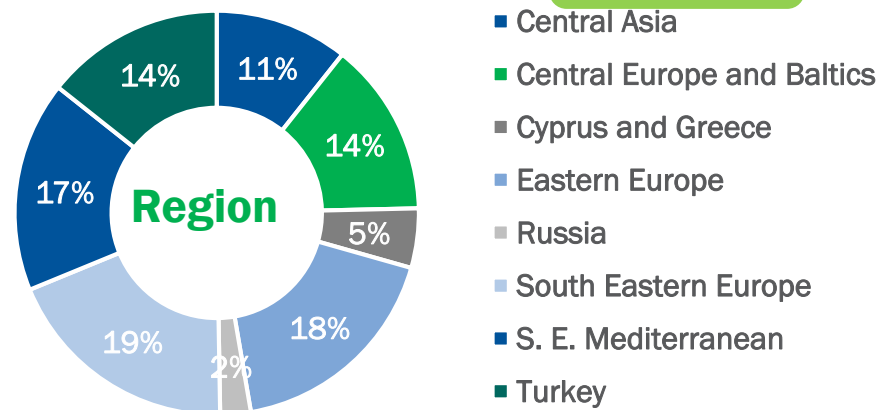
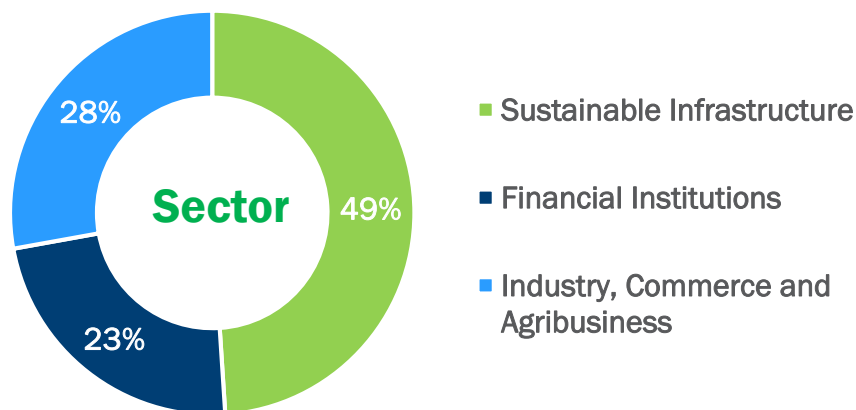
**72%**

Debt: **84%**

Equity: **4%**

Guarantee: **12%**

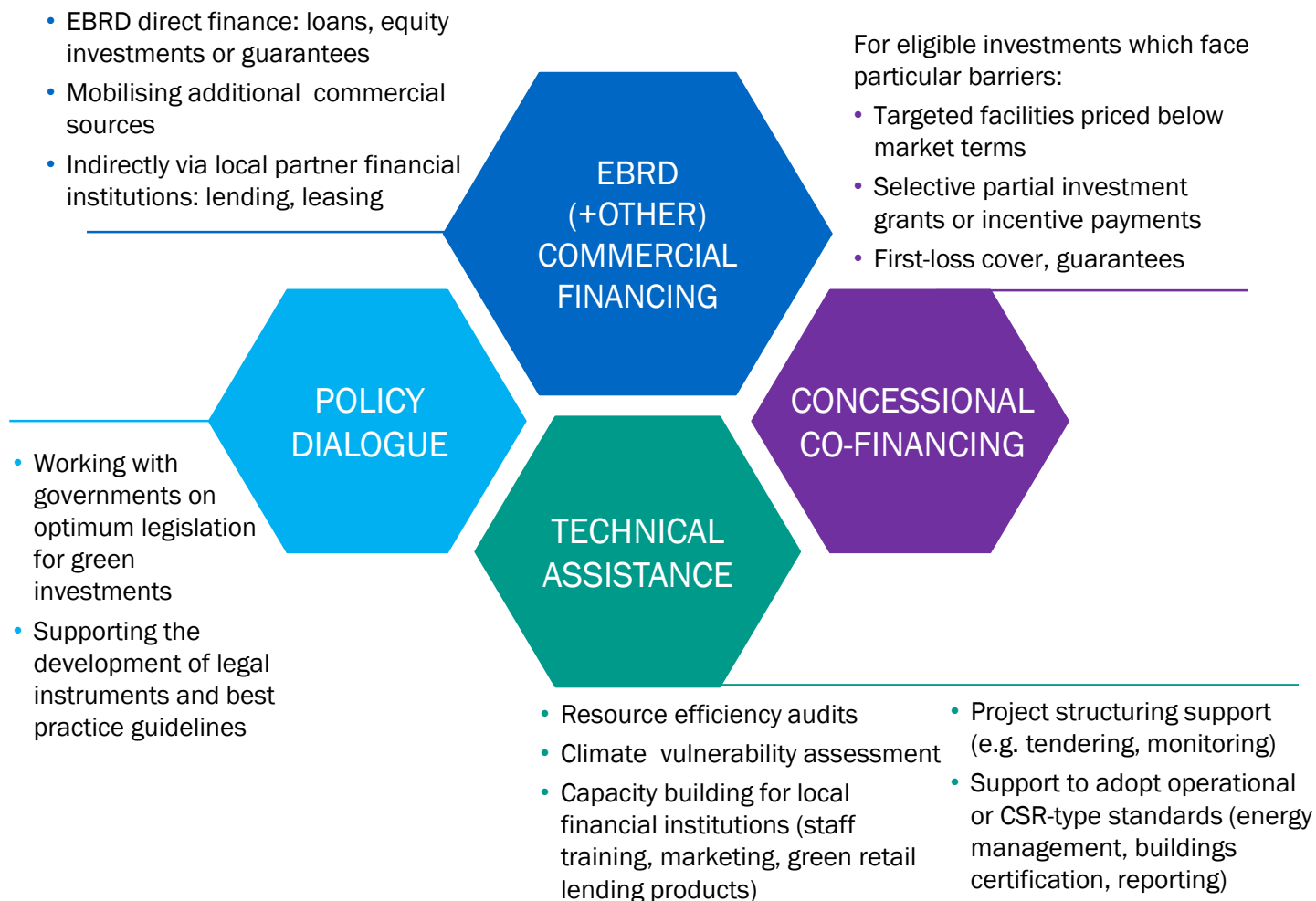
**EBRD Portfolio (December 2020): € 48.4 billion**



# The EBRD business model



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# Projects in all key business sectors



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## Transport



## Municipal & Environmental Infrastructure



## Property & Tourism



## Financial Institutions



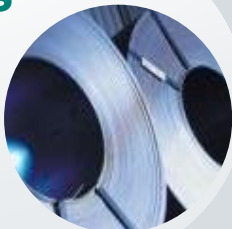
## Natural Resources



## Telecoms, Media & Technology



## Manufacturing & Services



## Power & Energy



## Agribusiness





# The Green Economy Transition



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The GET is EBRD's strategy to mainstream across the activities of the Bank, and to increase the share of Bank business represented by projects which have beneficial impacts on the environment or in terms of climate change. Green projects can be from the following areas:

- Energy efficiency
- Renewable energy
- Water efficiency
- Resilience to climate change
- Waste minimisation and material efficiency
- Pollution control and environmental

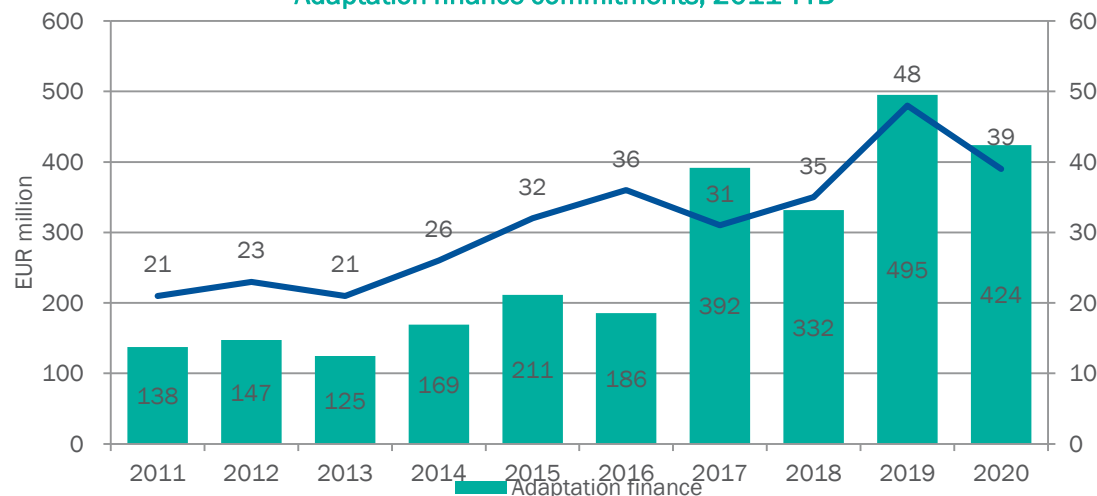


# GET Climate Resilience Finance 2011 – 2020



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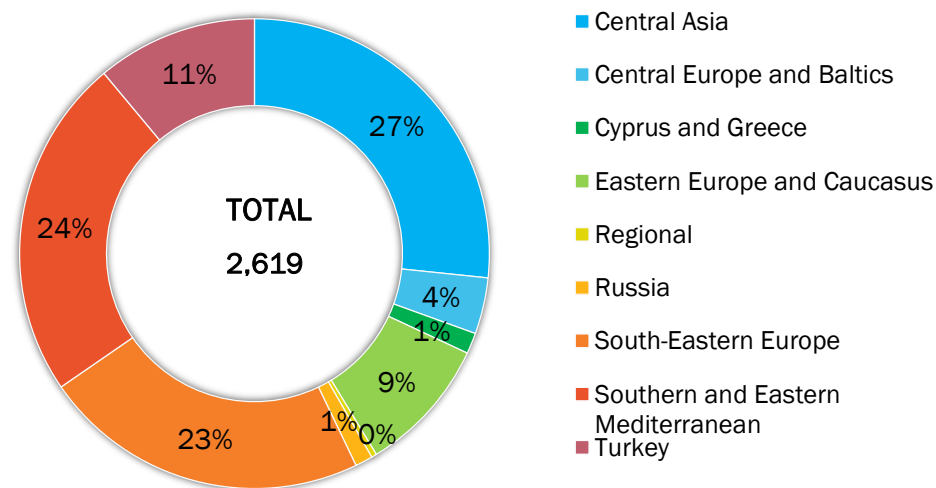
Adaptation finance commitments, 2011-YTD



**€2.62 billion** since 2011  
invested in dedicated GET adaptation  
finance.

**312 projects** signed with  
**€9.26 billion** of total ABI  
made more climate resilient

Total adaptation finance commitments by regions (2006-YTD )



BY SECTORS (€ in million)

Sector teams	Total
Agribusiness	97
Manufacturing & Services	16
Property and Tourism	50
Financial Institutions	161
Energy	390
Natural Resources	51
Transport	507
Municipal & Env Inf	1,314
Information & Communication Technologies	33
Equity Funds	0
<b>Total</b>	<b>2,619</b>



## 1. Tailored loan structures, including longer tenors

- Tailored approach to structuring (matching long investment horizon with appropriate tenor loans, PIK loans, parallel & syndicated loans, etc.)
- EBRD is counter cyclical investor with ability to support our clients with follow on financing in challenging market conditions

## 2. Sustainability-linked/green loan

- Incentivises green/ sustainability investments by offering a reduction in the debt pricing upon achieving pre-agreed sustainability milestones
- Besides pricing benefits, demonstrates adherence to sustainability goals to its stakeholders/shareholders

## 3. Multi-currency, fixed/floating interest rate base, and regional cross-country financing facility

- EBRD has access to 27 local currencies including Egyptian Pound, Turkish Lira, Romanian Leu, Serbian Dinar, Polish Zloty and Ukrainian hryvnya
- Loans can be structured across several countries with multiple borrowers to mitigate FX risks and better

## 4. Fixed return equity structures

- A limited risk equity financing suitable for co investments with multinationals/strategic investors
- EBRD s minority stake and financial investor status potential good fit in JVs or investments with multiple investors, or where there is a strong strategic investor

## 5. Greenfield projects

- EBRD has a deep sector expertise and local knowledge to engage in greenfield financing projects with experienced sponsors
- Can be structured as limited/full recourse, performance linked pricing, and flexible repayment options

## 6. EBRD “add-ons”

- Ability to mobilise donor financing for a number of different technical assistance and support areas
- Wide range of support can be considered supplier/farmer training programmes, sustainability audits, innovation, etc



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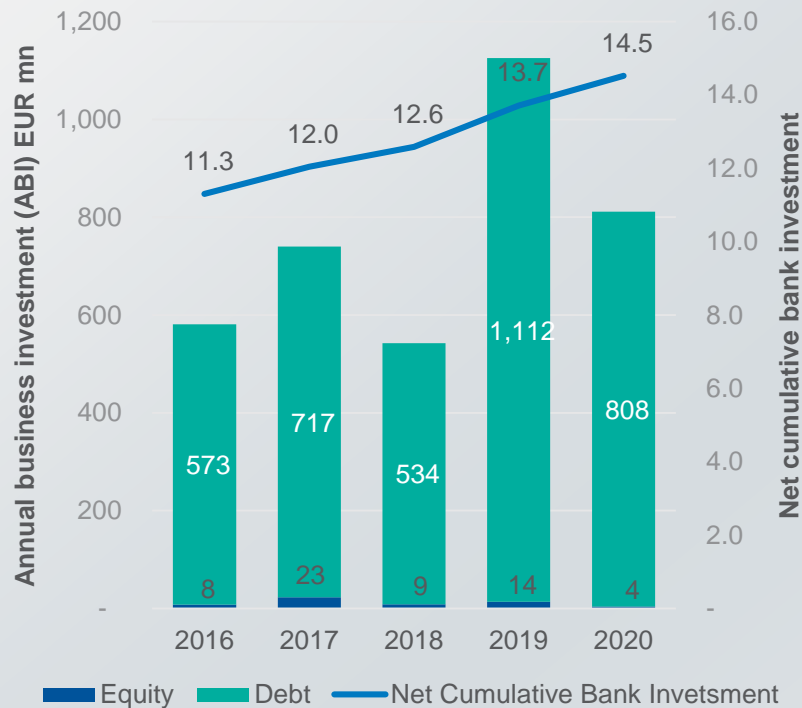
# EBRD in Ukraine

# EBRD introduction Ukraine



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**Since 1991, EBRD invested over €14.5 billion across 489 projects in Ukraine**



- More than 100 employees
- Offices in Kiev, Kharkiv, Lviv & Odessa

**In 2020**

**€812**  
million

**36**  
projects

Private sector accounted  
for share of  
**68%**

Debt  
**99%**  
Equity  
**1%**

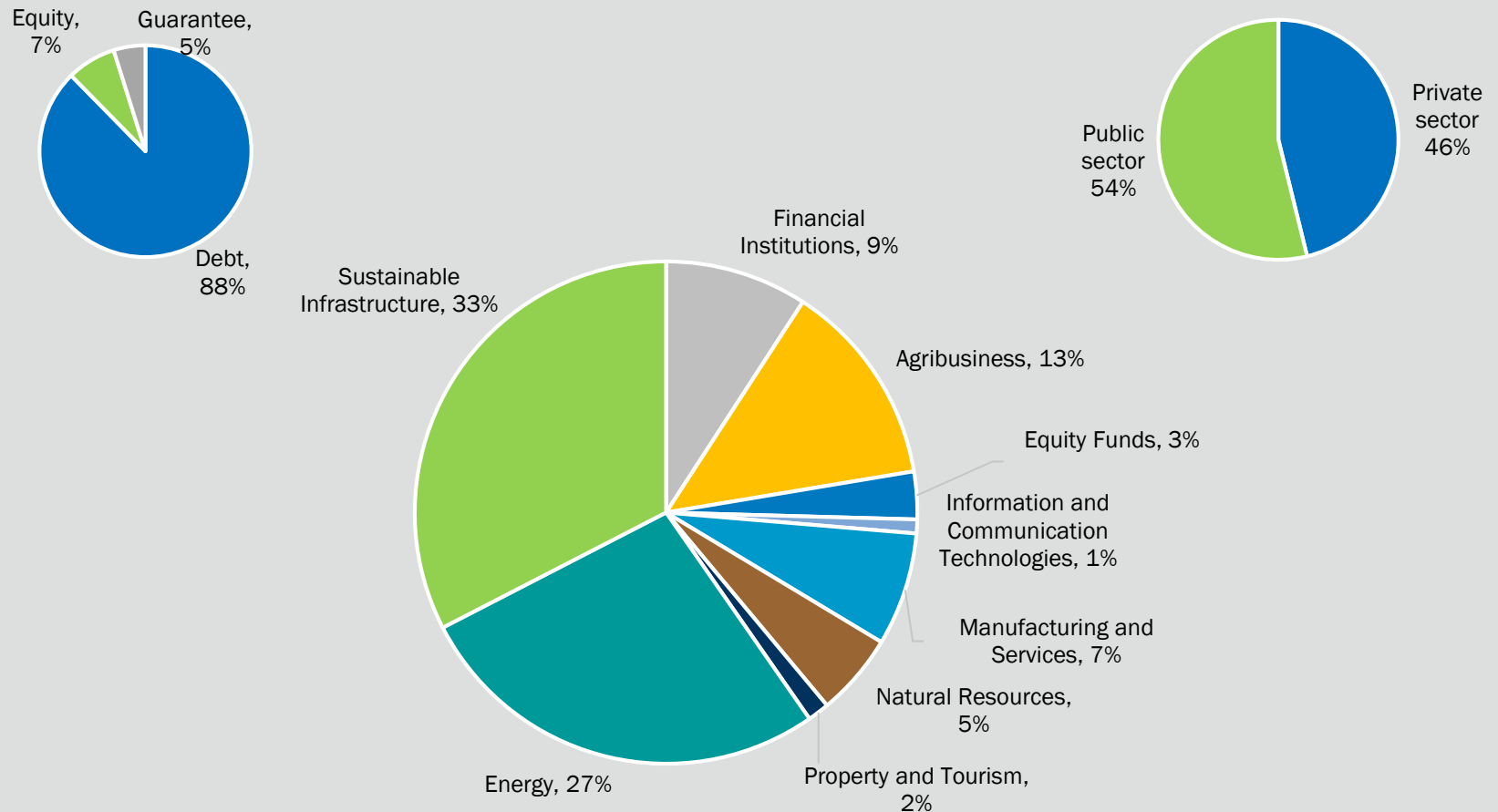
## Portfolio by sectors in 2020

<b>1</b>	Sustainable Infrastructure	1,333
<b>2</b>	Energy	1,109
<b>3</b>	Agribusiness	541
<b>4</b>	Financial institutions	375
<b>5</b>	Manufacturing & Services	299
<b>6</b>	Natural Resources	217
<b>7</b>	Equity Funds	125
<b>8</b>	Property and Tourism	57
<b>9</b>	Information & Communication Technologies	37

**4,093**

# EBRD in Ukraine: 489 projects worth €14.5 billion

Cumulative business investment since the beginning of operations in Ukraine in 1993



# EBRD in Ukraine: 5 pillars of strategic priorities in Ukraine



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- Promoting privatisation and commercialisation in the public sector to increase **competitiveness** and **good governance**
- Promoting the **rule of law, fair competition** in the private sector and support of companies that use best practice
- Strengthening **energy security** through effective regulation, market liberalisation, diversified and increased production and energy efficiency
- Enhancing the **resilience of the financial system** by strengthening Ukraine's banking sector, and by developing capital markets and non-bank finance
- Improving **integration** by facilitating trade and investment, expanding infrastructure links, and supporting convergence with EU standards

# EBRD, Actively Involved in Key Reforms



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## Banking Sector

- Contributed to restricting **related party lending** as the core reform priority.
- NBU and DGF **capability building**.
- **Kiev Approach** (out-of-court NPL restructuring)
- Strong engagement in the **Privat Bank** situation
- New state-owned bank strategy, leading to commercialisation and planned partial privatisation of **OschadBank**

## Investment climate

- **Business Ombudsman**
- **Prozorro**, the electronic platform for **transparent public procurement**, generated ~\$400m savings so far. Now being transplanted to other countries (incl. Moldova).
- **A new reform architecture (Advisory group and reform delivery support)**, jointly operated with the EU to kick-start Public Administration Reform
- **SOE reform and Privatisation**

## Energy security and sector reform

- **Naftogaz reform** and unbundling
- **Electricity** market law and regulator law
- **District heating** payments crisis resolution (ongoing)
- New **ESCO** law
- Innovative **unfunded energy efficiency product**



# Overview of GET Products available in Ukraine



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<p><b>EBRD GREEN CITIES</b></p> <p><b>Green Cities Framework</b> Combines strategic planning and infrastructure investment to prioritise and address cities' environmental challenges in the EBRD region.</p> <p><i>Supported by SIDA</i></p> <p><b>Infra</b></p> <p>Example: Kyiv GCAP</p>	<p><b>Carbon project and asset development facility</b></p> <p>Provides technical assistance to foster the development of carbon markets and associated tradable environmental certification in the EBRD region</p> <p><b>ALL</b></p>	<p><b>GET project preparation and implementation framework</b></p> <p>Offers technical assistance for green projects in the EBRD region.</p> <p><b>ALL</b></p>	<p><b>EBRD FINTECC</b></p> <p>Finance and technology transfer centre for climate change (FINTECC) supports investments in innovative climate technologies in ETC, SEMED, Ukraine and Kazakhstan</p> <p><i>Supported by EU and GEF</i></p> <p><b>ICA</b></p>
<p><b>GEFF</b></p> <p><b>Green Economy Financing Facilities</b> Provides credit lines to local financial institutions to on-lend to eligible beneficiaries for small and mid-sized green projects.</p> <p><i>Supported by E5P</i></p> <p><b>FI</b></p> <p>Example: IQ Energy</p>	<p><b>Green Trade Facilitation</b></p> <p>Promotes trade of high performance technologies and services in the EBRD region.</p> <p><i>Supported by GEF</i></p> <p><b>FI</b></p>	<p><b>GET policy dialogue framework</b></p> <p>Supports setting standards and creating markets that incentivise green investments in the EBRD region</p> <p><b>ALL</b></p> <p>Example: Public Buildings EE</p>	<p><b>Innovation Vouchers</b></p> <p>Supports companies to purchase R&amp;D services to improve resource efficiency in Serbia and Ukraine.</p> <p><i>Supported by EU</i></p> <p><b>ICA</b></p> <p>Example: Electrocars</p>



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# Selected examples of the projects

# Groupe Soufflet – Regional financing for local subsidiaries



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1998-2020



**Groupe Soufflet** is one of the largest malt producers globally and a leading European commodity processing and trading group.

Over 22 years of co-operation, the EBRD provided cumulative financing of €305m (debt and equity) in various countries of the Bank's operation, including:

- **€20m** equity investment in grain storage infrastructure and seed production facilities in Ukraine, Romania and Poland (2014)
- **€4.4m** equity investment into a malt producing subsidiary in Ukraine (2015)
- **€55m** revolving WC loan to subsidiaries in 6 countries engaged in procurement, processing and sale of agri-commodities (2015)
- **€35m** multi-currency loan (EUR, PLN, UAH) to increase volumes of commodities sourced in the region (2018)



# Astarta: vertically integrated sugar producer



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## Astarta:

- One of the largest vertically integrated agribusinesses and a leading sugar producer in Ukraine. Since 2006, it has been listed on the Warsaw Stock Exchange.
- The Group's main activity is cultivation of beets, grains and oilseeds, production of high-quality sugar and related products, as well as milk and meat. Astarta also processes soy and produces biogas at its bioenergy complex in the Poltava region.
- 8 sugar plants, 250k ha of land bank.

**EBRD financing totalled more than EUR 110 million** to support energy efficiency improvements at several sugar plants, increase production capacities, purchase new agricultural equipment, build a biogas plant, and finance working capital through the Ukrainian Corporate Support Facility program to meet liquidity needs during a period of limited external financing.

# Nibulon: the largest grain exporter in the country



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Partnership with the EBRD:  
2010 - 2019

## Nibulon:

Ukraine's leading integrated exporter and producer of grain and oilseeds, owns one of the largest grain transport infrastructures in Ukraine, including elevators, transshipment terminals on rivers and the sea, river fleet and motor vehicles. 4.4 million tons of grain exports in 2016-2017 (10% of the total grain export of Ukraine), 83 thousand hectares of arable land.

**EBRD financing amounted to more than EUR 240 million**

for the construction of land and river elevators, a river fleet, a reloading crane, an offshore terminal, and also for working capital support for the Group's trading operations.



# FARMAK: leading pharmaceutical company in Ukraine



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Partnership with the EBRD:  
2006 - 2020



Farmak is a leading GMP-certified Ukrainian pharmaceutical company. It produces generics for the local market and exports to more than 20 countries. It also produces original drugs: Amizon (anti-viral) and Antral (gastroenterology).

The company is a long-time client of EBRD and the Bank has advanced EUR 59m in financing the projects since 2006.

Farmak is a number one player on the Ukrainian and boasts modern production facilities, strong partnership with global pharmaceutical companies in particular Eli Lilly, AGFA HealthCare (MRI diagnostics) and LG (Biotechnological products).

**EBRD loan amounted to EUR 15 million (signed in 2019):** for a new liquid dosage forms workshop including integrated control and energy management; modernization of R&D laboratories, energy efficiency improvements.



# Tayfun-Plus PE: leading producer of hardwood components for parquet industry



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Tayfun-Plus PE is one of the leading Ukrainian producers of hardwood components for parquet industry. During 2017-2020 the Bank co-financed the Company's investment projects related to the capacity expansion and modernisation, improvement of the output ratio and minimisation of wood waste.

## EBRD Financing

In 2020 the Bank provided **EUR 4 million** under the Resilience Framework to the Company's liquidity and help to withstand the COVID-19-caused crisis by preserving its capital expenditure plans, which were the part of the original project approved by EBRD in 2019.

The Company benefited from the Technical Cooperation component funded from EU4Business program for Ukrainian SMEs.



**Focus on  
Infrastructure**

# EBRD Portfolio in Infrastructure Sector



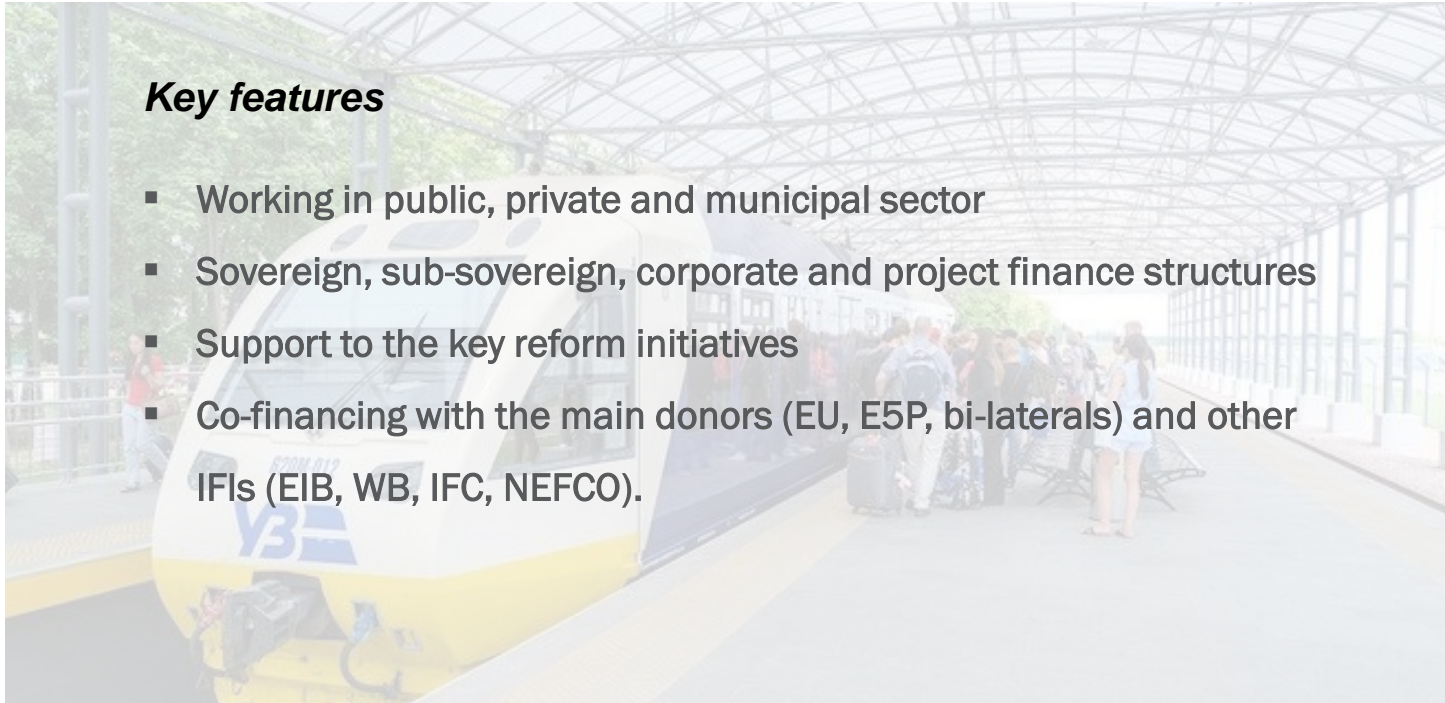
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Sub-sector	# of projects	Type	EBRD Finance, € m
Roads	3	Public	1,099,992,632
Railways	7	4 - Public, 3 - Private	400,965,056
Postal Services	1	Public	63,000,000
Air Navigation	2	Public	52,109,572
Ports	2	Private	45,476,456
Logistics	2	Private	12,104,232
Shipping	1	Private	8,400,185
Cargo Transportation	1	Private	2,600,000
<b>Sub-total: Transport</b>	<b>19</b>		<b>1,684,648,133</b>
Public Transport	21	Public	607,905,373
District Heating	7	Public	62,244,905
Public buildings	3	Public	21,400,000
Solid Waste	1	Public	20,000,000
Water and Wastewater	1	Public	15,000,000
<b>Sub-total: Municipal and Environmental Infrastructure</b>	<b>33</b>		<b>726,550,278</b>
<b>TOTAL: INFRASTRUCTURE</b>	<b>40</b>		<b>2,411,198,411</b>



## ***Key features***

- Working in public, private and municipal sector
- Sovereign, sub-sovereign, corporate and project finance structures
- Support to the key reform initiatives
- Co-financing with the main donors (EU, E5P, bi-laterals) and other IFIs (EIB, WB, IFC, NEFCO).



# Key Projects for 2021



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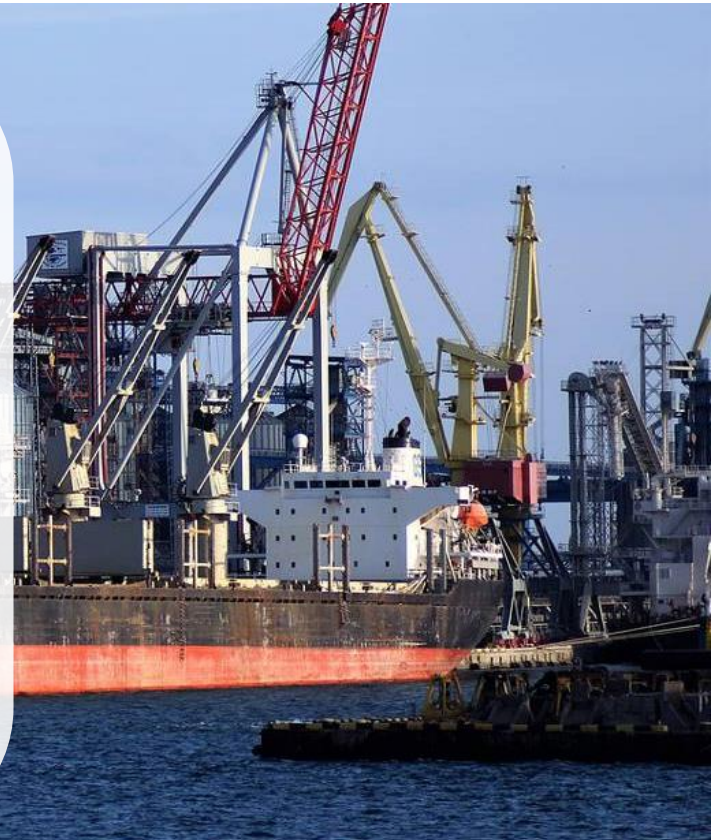
- **Ukrainian Railways:** Electrification of Dolinska-Mykolaiv-Kolosivka line
- **Road Sector:** Rehabilitation of Kyiv-Odessa highway and construction of Lviv Northern bypass
- **Regional Roads:** Dnipro, Kherson
- **Ukrainian Post:** Mobile offices, development of the new automated sorting centres
- **Energy Efficiency in Public Buildings:** Dnipro, Kremenchuk
- **Metro Extension Projects:**
  - Line Extension (Dnipro, Kharkiv)
  - New Rolling Stock (Kyiv, Kharkiv)
- **Electric Public Transport:** Lviv, Ivano-Frankivsk, Zhytomyr, Kyiv, Odesa, Kherson, Mykolayiv, Dnipro, Kryvyi Rih, Kremenchuk, Poltava, Kharkiv, Mariupol
- **Municipal Utilities:**
  - Water & Wastewater: Lviv
  - District Heating: Lviv, Ivano-Frankivsk, Chernivtsi, Lutsk, Zhytomyr, Ternopil
- **Solid Waste Infrastructure:** Lviv, Khmelnytsky, Mariupol, Kryvyi Rih

# Latest Reform Initiatives



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- Legal and policy framework for concessions
- Pilot concession project (ports Olvia and Kherson in the financial closing phase, others in preparation)
- Corporate governance of Ukrainian Railways, Ukrainian Post
- Anti-Corruption Program in Ukravtodor
- Revival of Internal Waterways
- Construction sector reform, introduction of FIDIC contracts
- Introduction of long-term performance-based road maintenance contracts

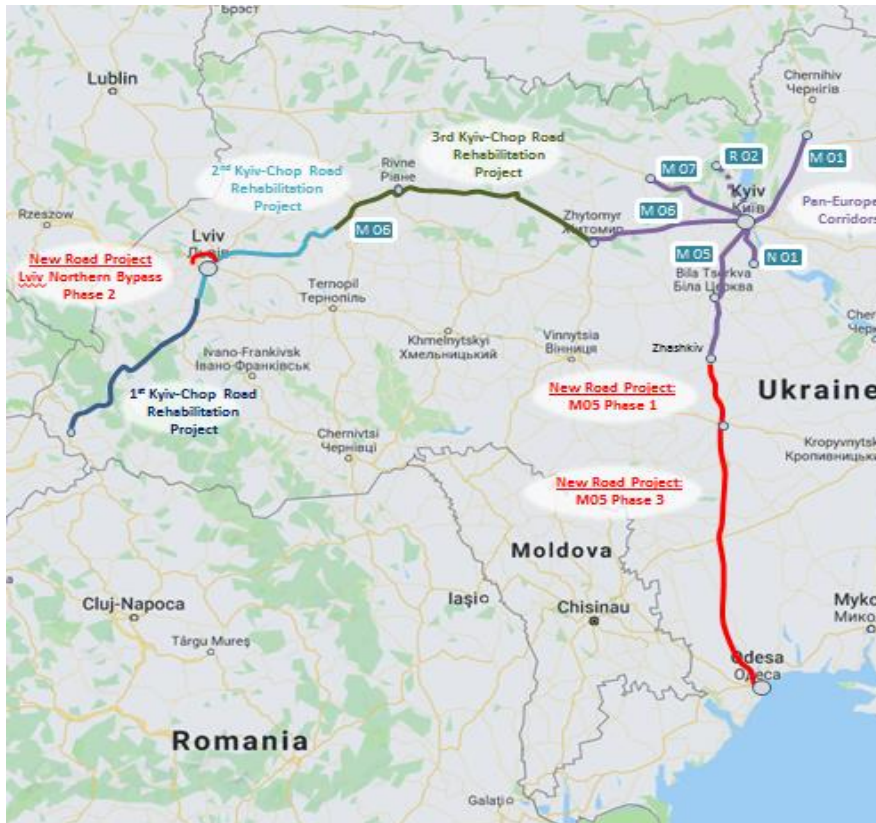




# Case Study: Ukraine Road Corridors



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- **Sovereign loan to Ukraine** in the amount of up to **EUR 450 million**, to be on-lent to Ukravtodor as an implementation agency
- **Co-financed by EIB** on an equal basis
- Two components: (i) rehabilitation of the **M-05 Kyiv-Odesa road sections** in Cherkasy, Kirovohrad, Mykolaiv and Odesa regions, and (ii) construction of the north bypass around the city of Lviv
- All contracts to be procured through **open international tenders** in compliance with EBRD procurement policies and rules
- Implementation period: **2021-2025**
- The Project will support implementation of an **anti-corruption programme** at Ukravtodor, **procurement practices reform**, improvement of road safety in Ukraine and development of the action plan to support mass electric vehicle deployment in the country

# Case Study: Neptune Grain Terminal



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- **Joint EBRD / IFC financing of USD 74 million to finance greenfield development of a new private grain terminal with capacity of 4.5 million MT in the Port of Yuzhny**
- **The Terminal is developed as a joint venture between leading international agrotrader Cargill and leading Ukrainian private stevedoring company MV Cargo**
- **Terminal completed and opened in September 2019; processed 2.9 million MT of grains in 2020**
- **The project works included construction of the Terminal, dredging of the approaching channel, new berth and railcar park**





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The background of the slide is a photograph of a renewable energy farm. In the foreground, several rows of blue solar panels are tilted towards the sun. In the background, several white wind turbines are visible against a bright blue sky with scattered white clouds. A semi-transparent white circle is centered over the image, containing the text "Focus on Energy".

**Focus on  
Energy**

# EBRD portfolio in Power & Energy and Oil & Gas sectors



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## EBRD presence

- Largest financial investor in the country and in the power and energy industry
- €1,187 million sovereign (9 transactions) and €502 million private (26 transactions)
- Leading policy dialogue efforts in the sector for more than two decades

Sub-sector	# of projects	Type	Cumulative Bank Investments, € m
Electricity Transmission	4	Public	484,700,000
Nuclear Safety	1	Public	300,000,000
Large Hydro	2	Public	200,000,000
Solar	14	Private	170,300,000
Gas Transportation	1	Public	150,000,000
Gas import	1	Private	120,000,000
Filling Stations	5	Private	101,300,000
Wind	3	Private	93,100,000
Natural Gas Upstream	1	Public	51,900,000
Biomass + Biogas	2	Private	15,000,000
Small Hydro	1	Private	2,300,000
<b>TOTAL</b>	<b>35</b>		<b>1,688,600,000</b>

# EBRD energy sector policy dialogue initiatives in Ukraine



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## Electricity market development

- Cooperation on ENTSO-E integration measures
- Support to regulatory framework and investments in storage facilities
- Cooperation with government on anticorruption regulations



## Renewable energy legal framework

- Resolution of the payment crisis in the sector
- Technical assistance on auctions procedure development



## State-owned enterprises

- Corporatisation and corporate governance reform in key sector SoEs, with focus on Ukrenergo, Energoatom and Naftogaz



## Nuclear decommissioning

- Technical assistance to design a strategy to ensure timely, transparent and sufficient flow of funds to the Nuclear Decommissioning Fund



## Decarbonisation of the natural gas sector

- Technical assistance provided to Naftogaz Group aimed at measuring and reducing methane emissions across natural gas production and transportation assets



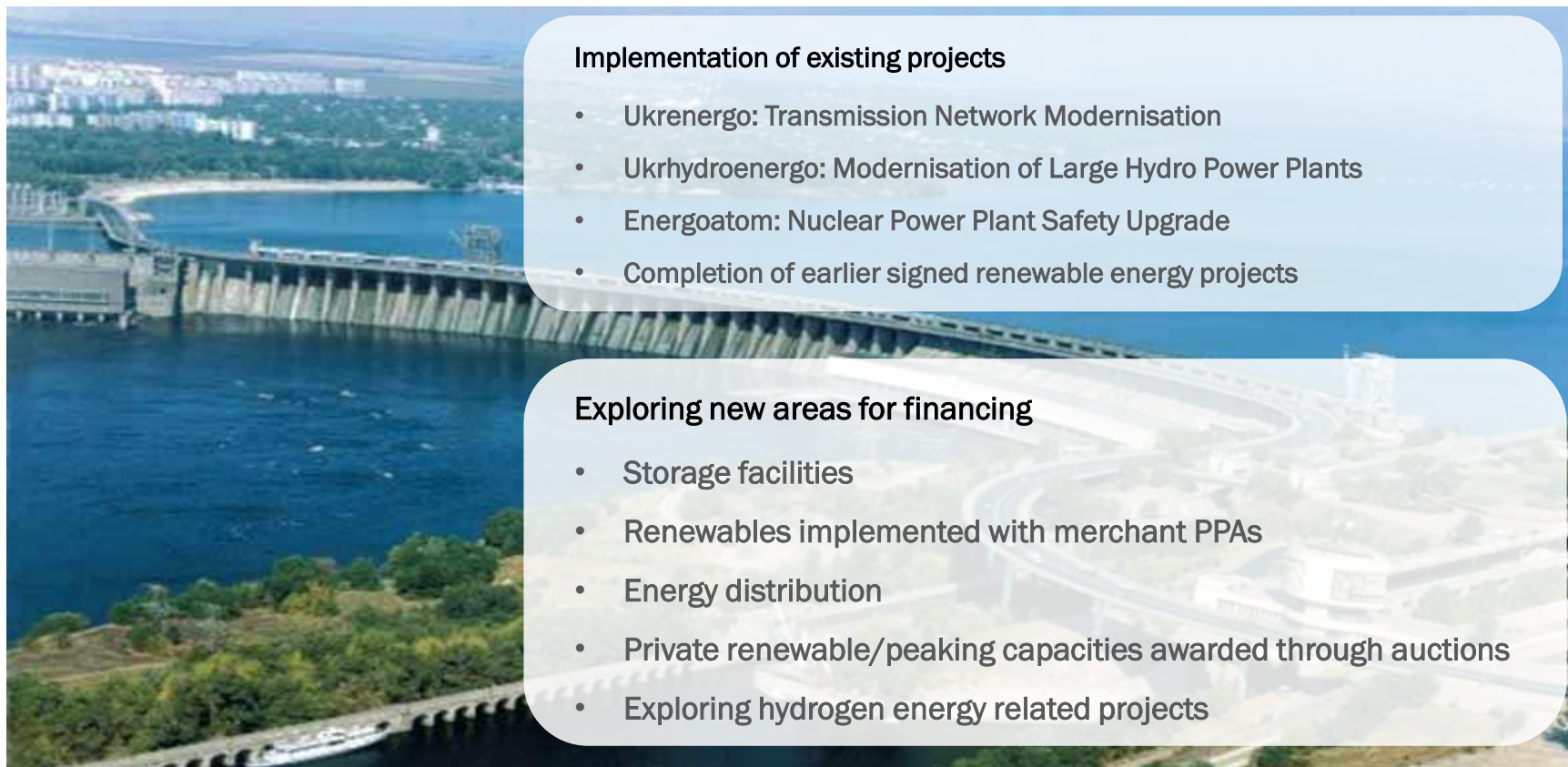
## Natural gas market liberalization

- Engagement in establishment of fully fledged natural gas exchange



# EBRD investment priorities in Ukraine

## Energy sector



### Implementation of existing projects

- Ukrenergo: Transmission Network Modernisation
- Ukrhydroenergo: Modernisation of Large Hydro Power Plants
- Energoatom: Nuclear Power Plant Safety Upgrade
- Completion of earlier signed renewable energy projects

### Exploring new areas for financing

- Storage facilities
- Renewables implemented with merchant PPAs
- Energy distribution
- Private renewable/peaking capacities awarded through auctions
- Exploring hydrogen energy related projects



# EBRD investment priorities in Oil & Gas sector of Ukraine

## Implementation of existing projects

- Naftogaz: Security of natural gas imports
- UGV: Natural gas production increase and energy efficiency
- Private players (Galnaftogaz, Nadezhda): development of petrol and LPG filling station chains

## Exploring new areas for financing

- New mechanisms of natural gas production increase (Product Enhancement Contracts, Product Sharing Agreements etc.)
- Private gas import and trade
- Natural gas storage facilities
- Energy efficiency and leakage reductions initiatives



**Public sector projects financed by the EBRD generate many tendering opportunities for goods, public works and associated services, as well as consultant services**

- Most of these procurement opportunities are related to EBRD-financed and/or administered projects in our region of operations
- Bank's Procurement Policies and Rules apply to all procurement in public sector projects (<https://www.ebrd.com/work-with-us/procurement/policies-and-rules.html>)
- We advocate open and fair competition in all our procurement activities
- All upcoming opportunities for goods, works, services and consultancy services and past awards are published on EBRD Client E-Procurement Platform (ECEPP - <https://ecepp.ebrd.com/>) or EBRD website (<https://www.ebrd.com/work-with-us/procurement/notices.html>)

# EBRD Procurement Opportunities in ECEPP



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<https://ecepp.ebrd.com/> – ECEPP gives online access to latest tenders and tender documents



Step 2 – Register to gain access to specific tenders and tender documents



## Welcome to the EBRD Client e-Procurement Portal (ECEPP)

The ECEPP portal allows clients of the European Bank for Reconstruction and Development (EBRD) to conduct electronic project procurement for goods, works and consultancy contracts for public sector projects financed in whole or in part by EBRD (including EBRD administered grants), in accordance with the EBRD's Procurement Policies and Rules.

Tender opportunities and published information may be viewed without registration. In order to access tender documentation free of charge and participate in electronic tendering for contracts procured under the Bank's Procurement Policies and Rules, Suppliers and Contractors must first register through the above link.

For more information on EBRD project procurement in general, please follow this link: [www.ebrd.com](http://www.ebrd.com)

Step 1 – View notices

**Search Opportunities**

Keywords:  Notice Type:  Published: From:  To:  Current State:

Title	Notice Type	Procurement Exercise Title	Published	Closing Date	Current State
Ukraine: Supply of New Metro Trainsets (including spare parts and consumables, equipment and tools for maintenance, repair of metro trainsets and related services)	Ebrd Contract Notice Addendum	Supply of New Metro Trainsets (including spare parts and consumables, equipment and tools for maintenance, repair of metro trainsets and related services)	11/02/2021 15:55 UK Time	N/A	Information Only
Ukraine: Assessment of the Borrower's non-current assets	Shortlist Notice	Assessment of the Borrower's non-current assets	09/02/2021 14:26 UK Time	N/A	Information Only
Ukraine: Kyiv District Heating	General Procurement Notice	N/A	29/01/2021 16:24 UK Time	N/A	Information Only

# EBRD Procurement Opportunities on EBRD website



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**www.ebrd.com – WORK WITH US – gives online access to latest tenders**

**Step 1**

Project finance  
Advisory services overview  
Core themes  
Business advice where we work

**Procurement**

Project procurement  
Corporate procurement  
Consultancy services

More ways to work with the EBRD  
Capital Markets  
Loan Syndications

**Procurement**

The EBRD provides many opportunities for suppliers, contractors and consultants worldwide.

Most of these procurement opportunities are related to EBRD-financed projects in our region of operations. But there are also a limited number of opportunities to tender for contracts involving internal EBRD projects and departments. We offer open and fair competition in all our procurement activities.

EBRD has developed mechanisms to ensure that the highest level of integrity is respected in all of its activities. The procurement opportunities fall under several types:

**Corporate Procurement**

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

**Project Procurement**

Our clients need goods, public works, associated services and expert consulting in various sectors right across the countries where the EBRD works.

**EBRD Project Procurement**

Projects financed by the EBRD generate many tendering opportunities for goods, public works and associated services, as well as consultant services.

Most of these procurement opportunities are related to EBRD-financed and/or administered projects in our region of operations. We advocate open and fair competition in all our procurement activities.

All upcoming opportunities for goods, public works and associated services and past awards are published on this web site by the EBRD Procurement Policy Department.

**Business opportunities**

Current Notices  
EBRD Client E-Procurement Portal (E-CPP)  
List of prequalified Tenderers and Shortlisted Consultants  
Contract Awards Notification  
Contract Pipeline  
List of entities and individuals which are ineligible to become an EBRD Counterparty

**Learn more about Project Procurement**

**Project Procurement: More in this section**

Project Procurement overview

**Sectors and countries we work in**

Countries where the EBRD invests  
Industries we operate in

**Sign up for email updates**

**Project Summary documents**

Project Summary Documents (PSD) are prepared for each private and public sector project where approval is sought from the Board of Directors.

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Please note that our office is currently close due the and  
email communication is preferred.





**Thank you!**