Introduction to the EBRD

An international financial institution established in 1991, owned by 65 countries and 2 intergovernmental organisations - EU and EIB

Invests in 36 countries across Eastern Europe, Central Asia and the Southern and Eastern Mediterranean

- Promotes transition to market economies by investing mainly in the private sector
- Mobilizes foreign direct investment
- Encourages environmentally sound and sustainable development
Where we invest

- Armenia, Azerbaijan, Belarus, Georgia, Moldova, Ukraine
- Central Asia (incl. Mongolia)
- Central Eastern Europe
- Eastern Europe
- SEMED
- Western Balkans
Since 1991, EBRD invested over €116bn in 4,853 projects across private and public sectors in its countries of operations (as of July 2017)

2016: €9.4bn invested in 378 projects
- Private sector accounted for 76% share
- Debt 87%, Equity 9% & Guarantee 4%

<table>
<thead>
<tr>
<th>EBRD TOP 10 INVEESEE COUNTRIES IN 2016 (€, million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Turkey 1,925.2</td>
</tr>
<tr>
<td>2 Kazakhstan 1,051.1</td>
</tr>
<tr>
<td>3 Poland 776.2</td>
</tr>
<tr>
<td>4 Egypt 744.2</td>
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<tr>
<td>5 Bulgaria 620.9</td>
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<tr>
<td>6 Ukraine 581.2</td>
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<tr>
<td>7 Greece 484.9</td>
</tr>
<tr>
<td>8 Jordan 403.4</td>
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<tr>
<td>9 Croatia 311.2</td>
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<tr>
<td>10 Serbia 304.3</td>
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</tbody>
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EBRD key strengths

• Strong, internationally recognised financial partner with long-term perspective
• Operates on a commercial basis
• Wide product, currency, tenor range
• Facilitates inward and cross border investments in the region to enhance regional integration
• Promotes through policy dialogue improvements in the investment climate and necessary sector reforms
• Close working relationship with governments and shareholders
• Extensive knowledge of local economy, business environment and practices based on 25 years experience and local presence in 36 countries
• Structuring expertise and project preparation and implementation support available
• Catalyst to access additional equity, debt and trade & project finance to both private and public sector clients
Agribusiness at the EBRD

€10.3bn invested through 624 projects since 1991

Active portfolio of 208 projects or €2.9 billion

2016: €817 million invested through 51 projects in 31 countries
2016 Agribusiness Investments

2016 Annual Business Investments

- Central Europe & Baltics: 18%
- SEMED: 13%
- Eastern Europe & Caucasus: 23%
- Turkey: 9%
- South-eastern Europe: 21%
- Central Asia: 16%

Food manufacturing: 37%
Primary agriculture: 5%
Beverage manufacturing: 10%
Food retail: 30%
Commodity trading: 18%

Equity share of active portfolio

- Equity: 21%
- Debt: 79%
Select agribusiness clients and partners
Agribusiness Advisory

• **Financial and technical support** to agribusinesses, based on the Bank’s **strong links with the private sector** and successful cooperation with **governments and other IFIs**

• Advisory projects include:
  • Preparation of investment projects
  • Sector studies and market analysis
  • Capacity building and training across sectors and one-on-one with companies
  • Public-private working groups to discuss and improve policy transparency

**Mobilized funds for advisory projects in 2016: EUR 64.4 million**

- **Investment preparation**: 35%
- **Capacity building and value chain development**: 64%
- **Policy dialogue**: 1%
Agribusiness Advisory Projects – by region, size and type

<table>
<thead>
<tr>
<th>Region</th>
<th>Number of projects</th>
<th>Project value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Armenia</td>
<td>1</td>
<td>€0-99k</td>
</tr>
<tr>
<td>Azerbaijan</td>
<td>1</td>
<td>€100k-199k</td>
</tr>
<tr>
<td>Croatia</td>
<td>1</td>
<td>€200k-400k</td>
</tr>
<tr>
<td>Egypt</td>
<td>1</td>
<td>€0-99k</td>
</tr>
<tr>
<td>Georgia</td>
<td>2</td>
<td>€100k-199k</td>
</tr>
<tr>
<td>Jordan</td>
<td>3</td>
<td>€200k-400k</td>
</tr>
<tr>
<td>Kazakhstan</td>
<td>1</td>
<td>€0-99k</td>
</tr>
<tr>
<td>Kyrgyz Republic</td>
<td>1</td>
<td>€100k-199k</td>
</tr>
<tr>
<td>Moldova</td>
<td>1</td>
<td>€200k-400k</td>
</tr>
<tr>
<td>Mongolia</td>
<td>1</td>
<td>€0-99k</td>
</tr>
<tr>
<td>Morocco</td>
<td>2</td>
<td>€100k-199k</td>
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<tr>
<td>Regional</td>
<td>1</td>
<td>€200k-400k</td>
</tr>
<tr>
<td>Russia</td>
<td>1</td>
<td>€0-99k</td>
</tr>
<tr>
<td>SEMED</td>
<td>3</td>
<td>€100k-199k</td>
</tr>
<tr>
<td>Serbia</td>
<td>1</td>
<td>€200k-400k</td>
</tr>
<tr>
<td>Tajikistan</td>
<td>1</td>
<td>€0-99k</td>
</tr>
<tr>
<td>Tunisia</td>
<td>1</td>
<td>€100k-199k</td>
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<tr>
<td>Turkey</td>
<td>1</td>
<td>€200k-400k</td>
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<tr>
<td>Turkmenistan</td>
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</tbody>
</table>

- Upgrading food quality standards and animal welfare practices
- Improving the investment climate through policy dialogue and reform
- Fostering sustainable value chains
- Advice for Agribusiness
Partnership with FAO

• Long established cooperation (1994) to leverage the two organisations’ core strengths

• Framework Agreement for the provision of expertise in the agricultural and food processing sectors

• **155 joint projects** worth a total of more than US$ 36 million across **25 countries**

• Major focus on policy dialogue and capacity building projects

• Past projects have included legislative support related to agriculture, geographic indications, cooperative support, farmer trainings etc.
Improving Food Quality

- Supporting clients through technical workshops and trainings on food safety, derogations, compliance to standards in advanced markets and quality label development
- Labels include voluntary and/or public labels protecting origin, local culture and biodiversity
- Working with agricultural producers to develop Geographical Indications (GIs), origin-based food quality labels and strengthen institutional frameworks to support GIs in target countries
- Facilitating the marketing of regional and local products of quality, also through linkages with food retail and tourism
- Promoting animal welfare standards in line with EU requirements
Examples of GI projects

- EBRD and FAO supported local ham and mandarins in Croatia in receiving GI status at national and EU level in 2015
- Currently introducing GI status for sour cherry, raspberries, and a vegetable puree in Serbia
- Developing new legislation in the meat sector in Montenegro and supporting GI development of the local ham
- Developing origin-based labels for peaches and figs in Turkey and strengthening GI protection
- Supporting sustainable dairy value chains through GI development for dairy products in Georgia
Food Quality Label in Bursa

• Targeted support for GI development to strengthen linkages between Uludag and local producers, to promote focus on quality, efficiency and fair practices in the value chain, with high demonstration effects

• Bursa as a pilot region, to use best international practices with the aim to register both at the national and the EU level

• Reinforce the registration and protection system of origin-linked quality products in Turkey

• Support public-private coordination at local level and coordination/learning processes between local and national players in the agri-sector
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2018 Annual Meeting and Business Forum

Programme to include:
- Discussion panels
- Investment Outlook Sessions
- Networking Events
- Associated Events

Jordan
8–10 May 2018