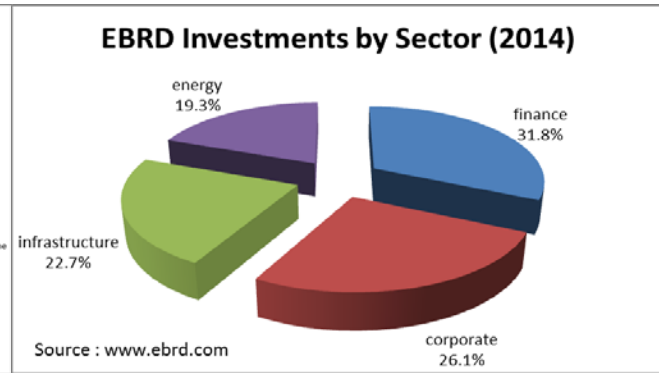
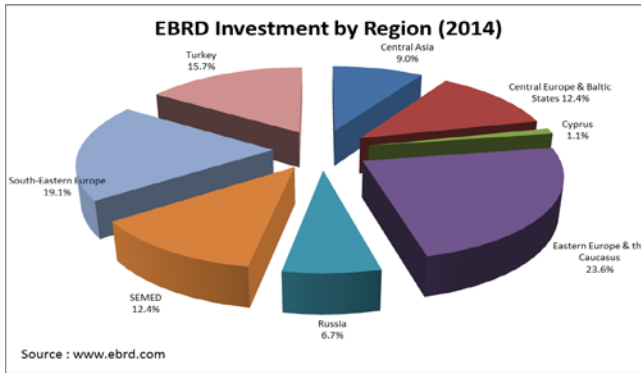


# European Bank for Reconstruction and Development

London, UK

The [European Bank for Reconstruction and Development](#) (EBRD) is a multilateral development bank whose shareholders consist of 65 countries, including Canada, plus the European Union and the European Investment Bank. Specific details on [Canada-EBRD shareholder profile](#) are available on EBRD web site. Initially focused on the countries of the former Eastern Bloc, it is currently active in more than 30 countries from central Europe to central Asia and the southern and eastern Mediterranean. The EBRD offers loan and equity finance, guarantees, leasing facilities, trade finance, and professional development through support programs. Small projects are financed both directly by the EBRD and through "financial intermediaries".



**PRIVATE SECTOR FINANCING:** The EBRD is unique among the international financial institutions in having a private sector focus and a political mandate: the EBRD uses investments as a tool to build market economies. It seeks to encourage private sector involvement in the provision of public infrastructure and services through a variety of means, ranging from service contracts to concession arrangements, frequently involving large-scale and complex construction and operation. The EBRD is normally prepared to provide, in the form of debt or equity, up to 35 percent of the capital for a single project. The sponsor, in turn, is expected to provide at least an additional third of the project in the form of equity, with any remaining financing provided by outside sources. The terms will primarily reflect the commercial and country risks, although the latter is mitigated by the EBRD's status as a preferred creditor. The bank's financing may take the form of limited recourse (to the sponsors), senior or subordinated debt, equity, or guarantees. All projects financed by the bank must be commercially viable and must be able to generate cash flow sufficient to service the debt. A form may be completed by a project sponsor and sent to the bank in order to get advice on how you could work together.

**THE PROCUREMENT PROCESS:** [The Procurement Policies and Rules \(PP&R\)](#) are designed to promote efficiency and effectiveness and to minimise credit risk in the implementation of the Bank's lending and investment operations. [Notices and opportunities](#) and [the list of Projects Summary Documents](#) are published on the Bank's web site.

**CORPORATE PROCUREMENT:** The EBRD purchases a wide range of good and services for internal use, from infrastructure upgrades, IT equipment and office consumables to outsourced catering, cleaning and printing services. [The](#)

[Corporate Procurement Policy](#) sets out the Bank's rules for obtaining goods, works and services.

**OUTSIDE COUNSEL SERVICES:** Law firms acting as EBRD Outside Counsel provide advice and services on project lending and investment. Refer to the EBRD's [Office of the General Counsel \(OGC\) eSelection](#) to express interest and register.

**PROCUREMENT OF CONSULTING SERVICES BY BORROWERS** [Consultancy services](#) to support the Bank and its clients' operations (e.g. feasibility studies, due diligence assessments, project implementation, institutional building, law reform and all other consultancy services) are all procured or overseen by the Bank's Technical Cooperation. The EBRD's [eSelection application](#) provides consultants with a single point of entry into its consultant procurement system. For more details, refer to the [Guidelines](#) for Clients managing Technical Cooperation Funded Consultancy Assignments.

**CANADIAN SUCCESS:** As a founding member and the eighth largest shareholder of the Bank, Canada actively contributes to the development of the EBRD's policies and provides oversight of the Bank's financial activities. In 2014 Canadian consultants won 46 consultancy contracts for over €1.1 million, including 26 contracts awarded by the [Small Business Support programme](#) for the provision of management and specialist industry advice; one EBRD investment was signed with a Canadian company, totalling approximately €4 million and Canadian financial firms provided approximately €62 million in co-financing in support to three other EBRD projects

Canadian firms can obtain additional information and support by contacting representatives from the Canadian Aid Market Support Network: [Doing Business Abroad - Business Opportunities: Development and Humanitarian Aid Markets](#)