

Financial institutions: selected programmes and results



European Bank
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This factsheet outlines some of the EBRD's main programmes supporting trade, energy efficiency and micro, small and medium-sized enterprises (MSMEs) in the Bank's region.

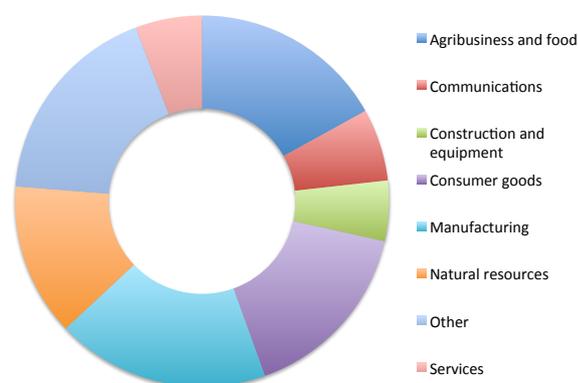
Trade Facilitation Programme

The Trade Facilitation Programme (TFP) aims to promote foreign trade to, from and among the EBRD countries of operations and offers a range of products to facilitate this trade. It is one of the EBRD's most well-known and successful operations and has facilitated more than 13,500 trade and factoring transactions in 23 countries of operations.

Total trade supported since TFP began amounts to over €8.9 billion. This has been achieved through a comprehensive network of 146 issuing banks that have participated in the programme and over 800 confirming banks throughout the world.

Further information on TFP products can be found here: www.ebrd.com/tfp

Cumulative trade and factoring transactions supported by industry, 1999-2012



Sustainable Energy Financing Facility

The Sustainable Energy Financing Facility (SEFF) was first introduced in 2004 and is part of the EBRD's Sustainable Energy Initiative. It is a dedicated credit line to local financial institutions for financing sustainable energy investment projects. The SEFF has proven to be an effective financing mechanism for small energy efficiency and renewable energy investment by bundling technical assistance, funding, market/distribution channels and financial incentives into one structure.

By the end of 2012, the EBRD had provided loans to 75 partner financial institutions which had on-lent to over 42,000 projects.

There are now SEFFs in 16 countries: Armenia, Belarus, Bosnia and Herzegovina, Bulgaria, FYR Macedonia, Georgia, Hungary, Kazakhstan, Moldova, Poland, Romania, Russia, Serbia, Slovak Republic, Turkey and Ukraine.

Further information on the SEFF can be found here www.ebrdseff.com

Cumulative SEFF results

Number of sub-loans financed:

42,727

Total sub-loans disbursed:

€1,205,253,000

Projected lifetime energy savings:

140 million MWh

Projected CO₂ emissions reductions:

55 million tonnes of CO₂ equivalent

MSME finance

The EBRD has long supported micro, small and medium-sized enterprises (MSMEs) in its countries of operations. These companies are a major engine of growth in the transition countries – therefore improving MSMEs' access to finance is a crucial aspect of the Bank's efforts.

The EBRD helps achieve this mainly by providing finance for on-lending through local partner banks, leasing

companies and specialised microfinance institutions. The EBRD has disbursed more than €7.8 billion to over 390 financial intermediaries for MSME-focused projects. As of mid-2012, the EBRD's partner lending institutions held portfolios of 1.5 million MSME loans.

One comprehensive programme, the EU/EBRD SME Finance Facility, is now near completion. This facility, launched

in 1999 by the EBRD and the European Commission, targeted SMEs operating in the EU Accession countries of central and eastern Europe. To date nearly 105,700 sub-loans worth over €2.4 billion has been extended to SMEs. These transactions were supported by EBRD financing of more than €1.2 billion, which was directed to 44 banks and 40 leasing companies.

Turkish MSME Facility

The Turkish MSME Facility was launched in 2010 in support of MSME lending by Turkish partner lending institutions. To date six Turkish banks have benefited from the funding and the technical support provided by the facility. The partner banks have disbursed 20,000 MSME loans amounting to over €330 million, with the average MSME loan size at €15,000. Besides the usual working capital finance and investment facilities for the small business entrepreneurs, the facility has helped the banks to develop a number of specialist

products for agricultural lending and value chain finance. Women entrepreneurs have also benefited from products launched through the "Women in Business" Initiative. In addition, over 1,700 banking staff have received specialist training under this facility. The work under the Turkish MSME Facility is closely coordinated with further SME business lending frameworks such as the Turkish Sustainable Energy Financing Facility, and the Turkish Agribusiness SME Financing Facility.

Russia Small Business Fund

The Russia Small Business Fund (RSBF) is the EBRD's micro and small enterprise (MSE) lending programme established in 1994 with the original support of the G-7 countries and Switzerland, with further contributions provided by the EU, Japan, Germany and the UK. The RSBF's goal is to ensure that reliable, long-term finance becomes and remains accessible to small businesses, enabling them to enjoy steady and stable growth. The programme promotes lending to MSEs in Russia by providing a combination of dedicated long-term funding and technical assistance to partner financial institutions.

To date, RSBF has supported more than 35 partner institutions which have on-lent over 750,000 MSE loans. During 2012 the RSBF focused on developing its internet-based Knowledge Sharing Platform (KSP) for the EBRD's partner banks. This includes an online e-learning component, as well continued staff training and seminars in

Cumulative RSBF Results*

Number of sub-loans financed:
754,335

Total sub-loans disbursed:
€8.9 billion

Average sub-loan size:
€10,400

Loan officers trained:
9,415

* Figures reflect Total MSE portfolio of partner banks as of 31 December 2012

partner institutions. In 2011-12, over 670 participants attended seminars including loan officers, middle managers and trainers.

Currently, RSBF partner institutions are present in over 427 cities of which about

Aktemo Mobilya: Putting Turkish entrepreneurship on show

Entrepreneur Mustafa Arslan has been involved in furniture production since he was 12, when he started working as an apprentice. In 1992, he established his own furniture manufacturing business together with his brother. In time, the small initiative has expanded to become a manufacturer of a wide range of dining room and bedroom furniture, wall units, and more. Despite the expansion in production capacity, it became clear in 2011 that Mr Arslan was losing business because of a lack of proper showroom facilities. Thanks to the EBRD's MSME Finance Facility, the company accessed a loan which financed both office modernisation and showroom construction, thereby opening up significant new business opportunities.



60 per cent have populations below 100,000. More than 80 per cent of all RSBF sub-loans to MSEs are in regions outside Moscow and St Petersburg, where the need for job creation is greatest.

EU/EBRD Private Sector Support Facility for the Western Balkans

The Private Sector Support Facility for the Western Balkans, a joint EU/EBRD programme, was launched in December 2009. The purpose of the Facility is to provide loans, supported by grants and technical assistance to the Western Balkans region for:

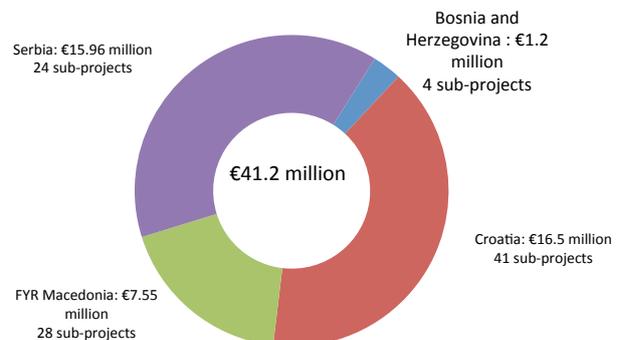
- (i) industrial investments necessary for SMEs to be in line with EU requirements
- (ii) energy efficiency investments in the private sector.

The facility includes three windows:

- (i) the SME Competitiveness Support Window (SME-CSF)
- (ii) the Energy Efficiency Window (Direct Lending)
- (iii) the EBRD SBS (Small Business Support) Programme Window.

To date EBRD Financial Institutions has provided financing of €101 million in senior debt to commercial banks in

Sub-projects : volume signed



the Western Balkans region for on-lending to the private sector under the SME-CSF window. This is complemented by €21.5 million of grant financing by the European Union and €3 million by the EBRD Shareholder Special Fund.