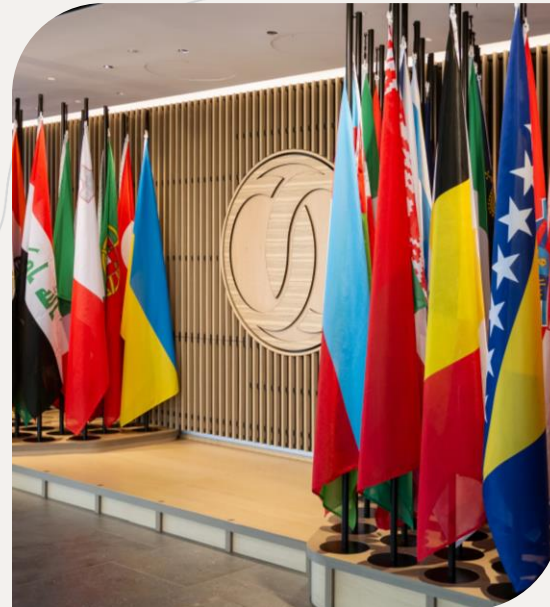


EBRD Mobilisation

December 2025



European Bank
for Reconstruction and Development



Introduction to EBRD

Who we are



The EBRD works across three continents to support the transition to successful market economies.

Our focus is on delivering prosperity by enabling a well-run and sustainable private sector.

We do this with our unique business model, combining financing, advice and policy reform.



Our history and mandate



Our history

The EBRD was set up in haste to meet the challenge of an extraordinary moment in Europe's history, the collapse of communism in its East.

[Find out more](#)



A multilateral development bank

The EBRD is owned by 75 national governments as well as the European Union and the European Investment Bank.

[Find out more](#)



Our mandate

The Agreement Establishing the European Bank for Reconstruction and Development was signed in Paris on 29 May 1990.

[Find out more](#)

Our shareholders

The EBRD is owned by

77 countries

from five continents, as well as the European Union (EU) and the European Investment Bank (EIB). These shareholders have each made a capital contribution, which forms our core funding.

Established

1991

EBRD was established in 1991 to foster transition of central and eastern Europe and former Soviet Union towards market economies.

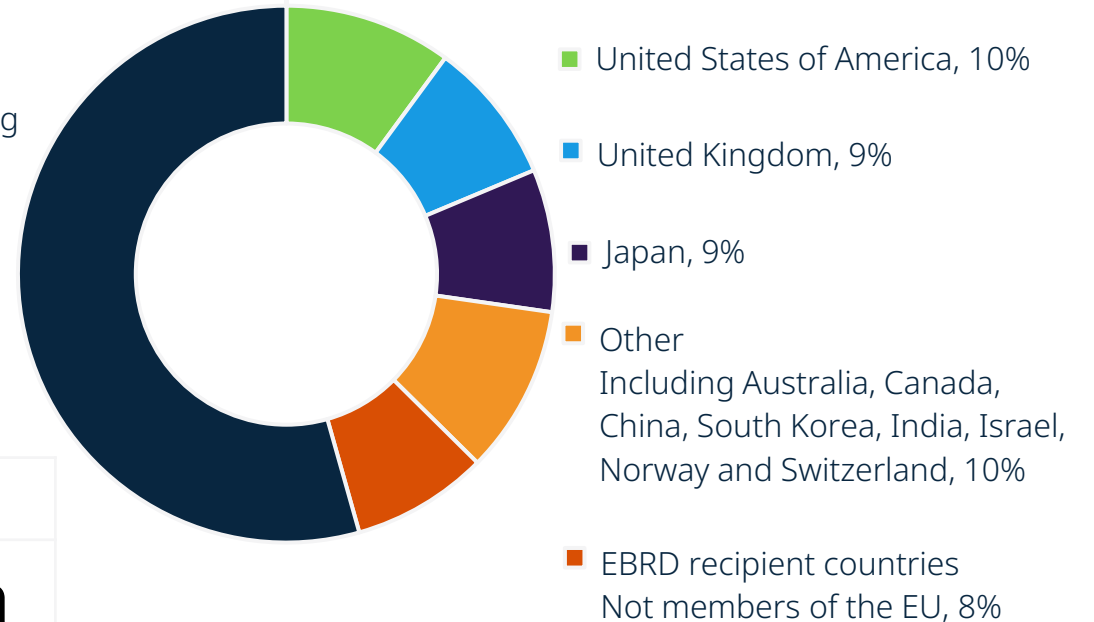
- EU27 countries
Includes the EU and the EIB, each at 3%. Among the EU countries: France, Germany and Italy each holds 8.6%, 54%

Capital base

€34 billion

Triple-A rating

from all three main rating agencies (S&P, Moody's and Fitch)



Our values

Transition

The EBRD's transition concept argues that a well-functioning market economy should be more than just a set of markets; it should be competitive, inclusive, well-governed, environmentally friendly, resilient and integrated.

Environmental and social sustainability

The EBRD is committed to promoting environmentally and socially sound and sustainable development in the full range of our activities.

Multiparty democracy and pluralism

Supporting reforms that strengthen democracy is an important aspect of the EBRD's mandate, as set out in Article 1 of the Agreement Establishing the EBRD. One of the Bank's founding principles is that democratic and market reforms go hand in hand.

Gender equality

We value gender equality as an integral part of our commitment to promoting sustainable and environmentally sound development across our investment and donor-funded activities.

Transparency

The EBRD is committed to disclosure and transparency. Part of our own check on our record for good governance is our constant dialogue with shareholders as well as other stakeholders such as non-governmental organisations.

Additionality

Additionality is the particular support or input that the EBRD brings to an investment project which is not available from commercial sources of finance.

Integrity and compliance

The reputation and the future of the EBRD depend on our integrity. The EBRD is committed to promote integrity, good corporate governance and high ethical standards in all business operations.

Our Transition Qualities and alignment with the UN Sustainable Development Goals

Competitive

Building dynamic and open markets that stimulate competition, entrepreneurship and productivity growth

[Find out more](#)



Well-governed

Promoting the rule of law, transparency and accountability, and encouraging firms to adequately safeguard and balance the interests of their stakeholders

[Find out more](#)



Inclusive

Building inclusive market economies that ensure equal economic opportunity for all and leave no group behind

[Find out more](#)



Integrated

Building geographically integrated domestic and international markets for goods, services, capital and labour

[Find out more](#)



Resilient

Building resilient market economies that can withstand turbulence and shocks

[Find out more](#)



Green

Building green, sustainable market economies that preserve the environment and protect the interests of future generations

[Find out more](#)



Why invest in EBRD regions

Growth resilience

regional GDP growth projected at 3.1% in 2025, outperforming many advanced markets

Low correlation

with developed market cycles
enhances diversification

Structural reforms, public investment, and MDB engagement

reducing default and recovery risk
volatility

Sovereign volatility ≠ corporate default risk

private sector shows resilience
amid geopolitical shocks

Private-sector default rate ~3.6%*

Private-sector recoveries ~72%*

* GEMS 1994 – 2023. GEMS, the world's largest credit risk database for emerging markets, is a joint MDB–DFI initiative that aggregates credit risk data from lending in EMDEs and shares related statistics with members and the public. The dataset is limited to private sector-related data from MDBs and DFIs. <https://www.gemsriskdatabase.org/recent-publications/>

EBRD as the Partner of Choice



Established presence in our regions

EBRD combines deep local expertise with strong regional presence across emerging Europe, Central Asia, and the SEMED. Fully staffed offices in key markets - such as Istanbul and Cairo with multidisciplinary deal teams - ensure proximity to clients, markets, and governments, enabling swift execution and tailored solutions.

Leadership in market development

EBRD has helped build capital markets, support privatisations and introduce innovative financing solutions across its regions.

Impact-driven mandate

EBRD prioritises investments that deliver measurable social, environmental, and economic benefits. EBRD's environmental and social standards are embedded in its investment processes and recognised across markets.

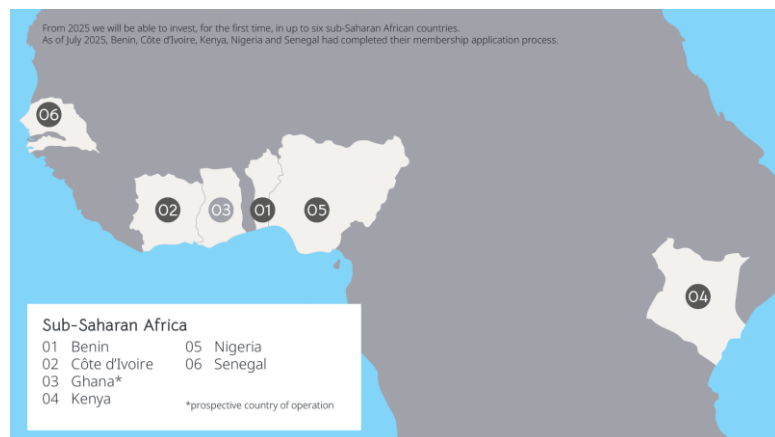
Proven track record

EBRD's strong track record of impact, risk/returns, low volatility and shareholder support has demonstrated strong performance in the markets where it operates and resilience in the face of crises.

Robust risk management

EBRD's dedicated teams oversee credit, portfolio, and operational risks throughout the lifecycle of each transaction, ensuring disciplined and transparent management.

Our regions

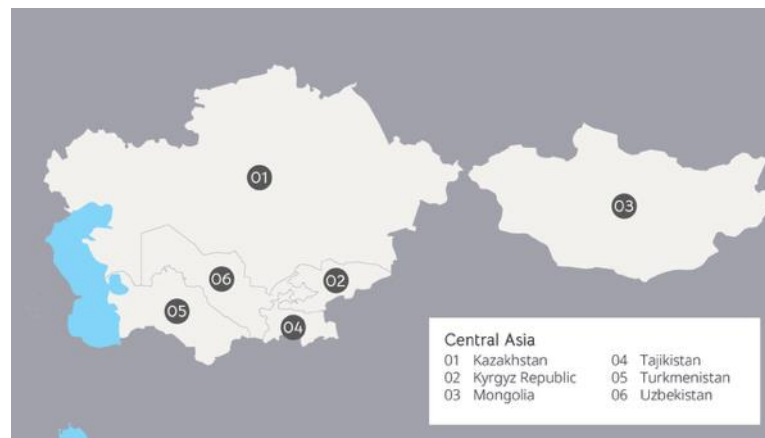


The Bank's shareholders have granted recipient country status to Benin, Côte d'Ivoire, Kenya, Nigeria and Senegal. Ghana is in the process of application.

Iraq become a country of operation in September 2025.

Algeria and Libya are shareholders of the EBRD but are yet to complete the process to become recipient countries.

We no longer invest in Belarus, Cyprus or Russia, although we have residual portfolios in those countries.



Our products and services

Project financing

Project investments are at the heart of our operations. The EBRD offers a wide range of financial instruments and takes a flexible approach in structuring its financial products. The principal forms of direct financing that we may offer are loans, equity and guarantees.

Support for start-ups and MSMEs

We specialise in providing financing, strategic business advice, training, mentoring, networking and other non-financial services, to high-potential start-ups and micro, small, and medium-sized enterprises (MSMEs), across the EBRD's regions.

Corporate Sector Advisory

We offer a robust suite of advisory services supporting private sector companies prepare for financing, improve operations and adopt best practices across multiple sectors including Food and Agribusiness, Manufacturing and Services, Natural Resources, Real Estate and Telecommunications, Media and Technology.

Partnering for impact

Since its founding in 1991, the EBRD has developed essential partnerships with many development agencies, both public and private, to help it deliver its mandate. These partnerships can be formal or informal, bilateral and multilateral, focusing on one sector or theme, or several.

Mobilisation

Mobilisation is a crucial priority in our efforts to address global development financing needs. It refers to the action of attracting and effectively utilising private capital (and on a smaller scale, some public funds) as additional investments alongside MDBs' and DFIs' own investments.

Policy and business advice

We leverage investments and policy dialogue to support countries' transition to competitive, well-governed, green, inclusive, resilient and integrated market economies. We do this, by offering Technical Cooperation in the form of policy advice to governments and business advice to private clients.

Legal Reform

The EBRD's Legal Transition Programme (LTP) seeks to improve the investment climate of EBRD regions by promoting legal reforms designed to foster an investor-friendly, transparent and predictable legal environment. The better a legal system functions, the safer it is to invest in the region's economy.

Sectors we work in



Energy

Focus areas include transmission and distribution, safety upgrades and investing in renewables.



Equity

We are a trusted equity partner with focus on impact investing alongside financial returns.



Equity funds

We are our regions' single largest investor in private equity funds.



Financial institutions

Financial institutions are vital for a market economy.



Food and agribusiness

The EBRD is the single biggest investor in Agribusiness in many of our regions.



Manufacturing and services

Our work in this sector covers heavy / light industry and processing / production of goods.



Municipal infrastructure

We seek to improve municipal services in countries where we work.



Real estate

The Bank is a key player in the property markets of our regions.



Natural resources

The Bank finances a range of natural resources industries.



Telecoms, media and technology

Our team supports networks, platforms and other service providers in the TMT sector.



Transport

The EBRD aims to build efficient, reliable and secure transport systems.

Sustainable Infrastructure Group

The Group oversees:

- Sustainable Infrastructure transactions in the power, energy, transport, social, and municipal infrastructure sectors.
- **Private sector transactions**, including PPPs; **public sector transactions**, either through sovereign/sovereign guaranteed lending, or via direct lending to state owned and/or controlled enterprises and banks or sub-sovereigns without sovereign guarantees.
- **Policy dialogue** and development to support Sustainable Infrastructure.
- **Grants and concessional finance** raised for the implementation of Sustainable Infrastructure projects.

Sub-teams

Infra Eurasia

Infra EMEA

Energy Eurasia MEA

Energy Europe

SI3P advisory function

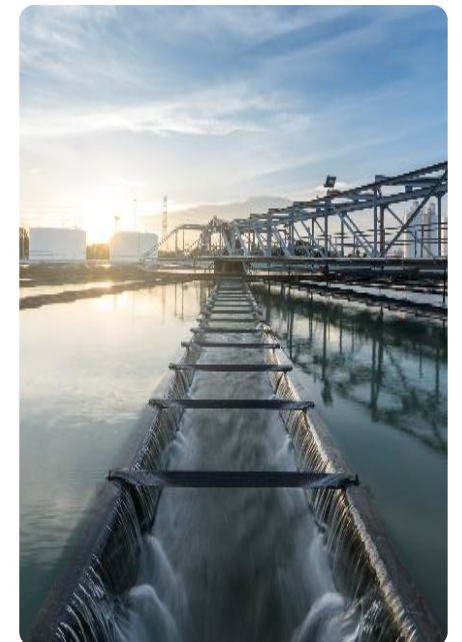
Energy sector focus areas*

- Scaling up renewables
- Upgrading power networks, storage solutions and regional interconnections
- Promoting zero-carbon fuels, phasing out unabated fossil fuels
- Delivering an inclusive and just energy transition



Infrastructure sector focus areas**

- Enable better-connected, safer and more integrated infrastructure
- Broaden access to high-standard, affordable services
- Promote low-carbon/zero-carbon transportation, heating and water systems
- Explore the potential for nature-based solutions in infrastructure
- Scale up and deepen climate action in cities
- Increase the resilience of infrastructure and associated services



* [Energy Sector Strategy](#); ** [Infrastructure Sector Strategy](#)

Financial Institutions

The Group oversees:

- Financial institutions transactions including equity and other capital instruments in banks and other financial services firms, underpinned by bespoke policy interventions with firms, regulators and authorities.
- **Trade Facilitation Programme (TFP)** to support international trade by providing guarantees and short-term loans to partner banks along with trade finance.
- **Green Economy Financing Facilities (GEFFs)**, that improve energy efficiency and prepare financial institutions for impacts of climate change.
- **Support for SMEs and micro-finance**, through lending programmes targeting local banks and leasing companies.
- **Green and sustainability bonds** as anchor investor across a variety of markets and currencies.
- **Covered and structured bonds** to develop structured finance markets.

Sub-teams

Southern Eastern MED

EU Banks & Structured Finance

Central Asia & Caucasus and Türkiye

Western Balkans and Eastern Europe

FI Operations & Portfolio

Non-bank Financial Institutions

New Product Delivery

Trade Facilitation Programme

Corporate Sector

The Group oversees:

- Corporate sector transactions
- Corporate Sector Advisory to support private-sector companies in preparing for financing, improving operations and adopting best practices in multiple sectors.

Sub-teams

Food and Agribusiness

Manufacturing & Services

Telecommunication, media and technology

Natural Resources

Real Estate

Food and Agribusiness focus areas

- Sustainable intensification, decarbonisation
- Food security & nutrition
- Food loss & waste reduction

Manufacturing & Services focus areas

- Green investment and industrial decarbonisation
- Innovation and the knowledge economy
- Local supply chains and industrial competitiveness

Real Estate focus areas

- Closing the housing gap
- Preparing for crises and demographic change

Telecommunication, media and technology focus areas

- Inclusive, resilient, and green digital infrastructure
- Innovation and digital entrepreneurship
- Cybersecurity and digital resilience
- 'Twin transition': green and digital

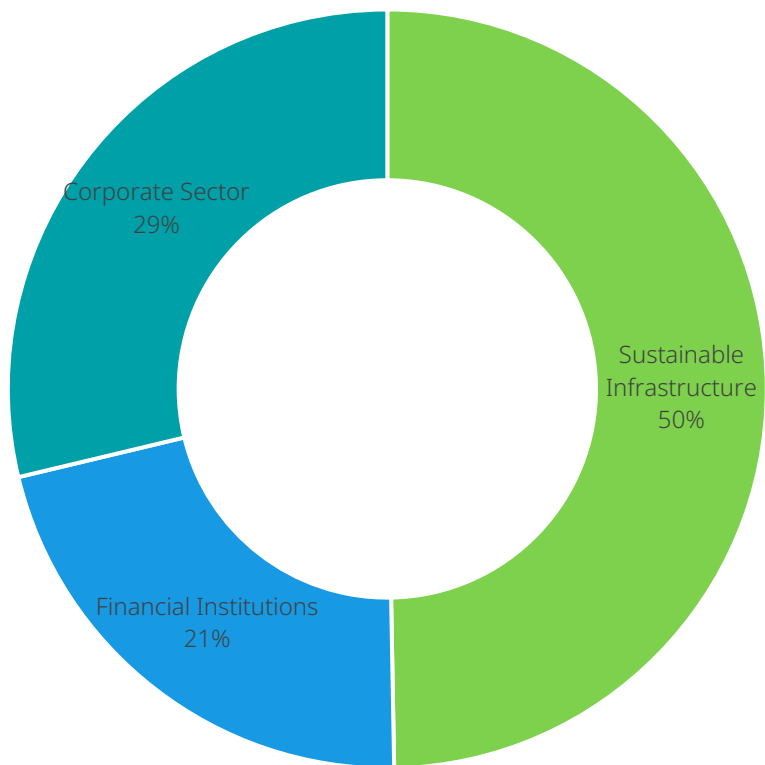
Natural Resources focus areas

- Raising industry standards and best practices
- Investing across the value chain
- Accelerating the transition to clean and sustainable production

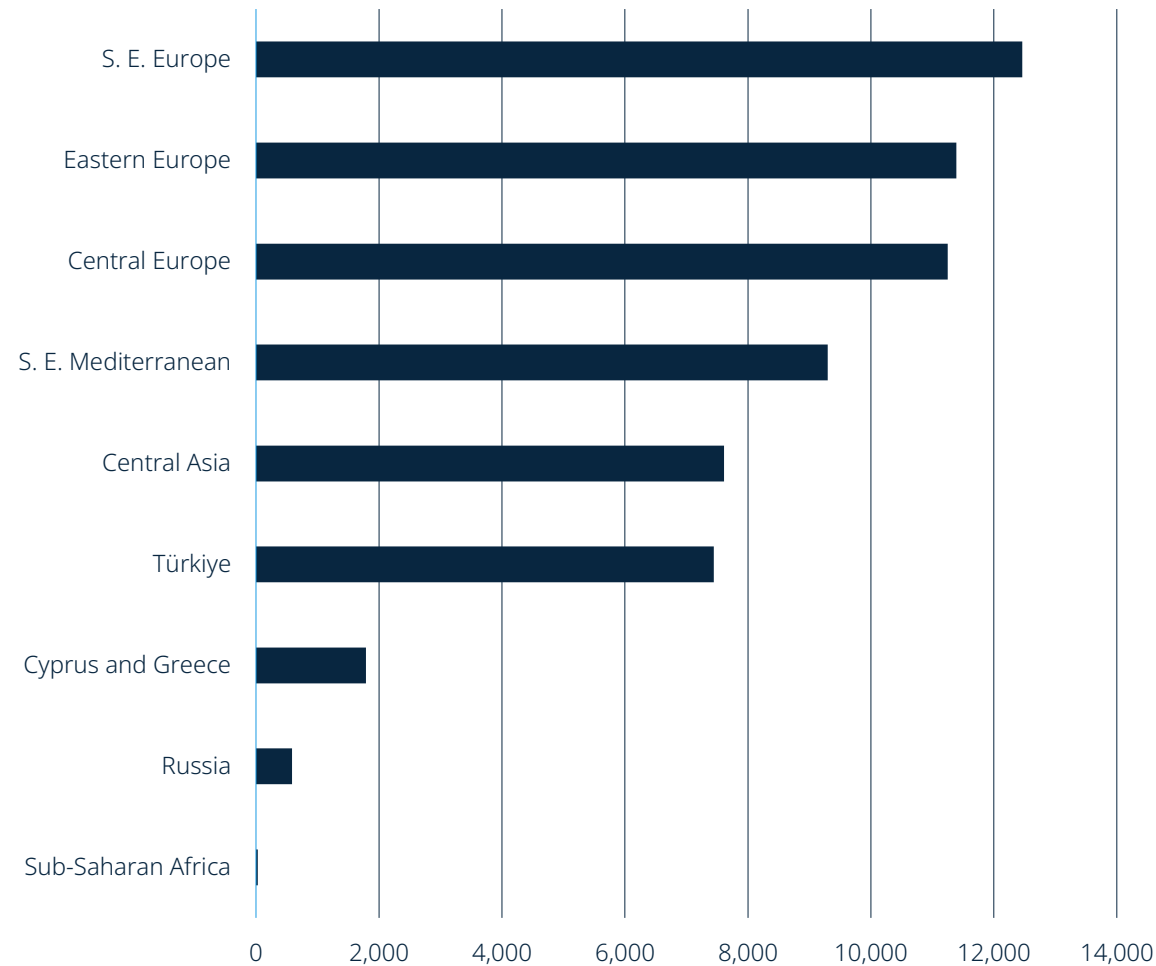
EBRD Portfolio

As of 2025

Breakdown by Sector (%)

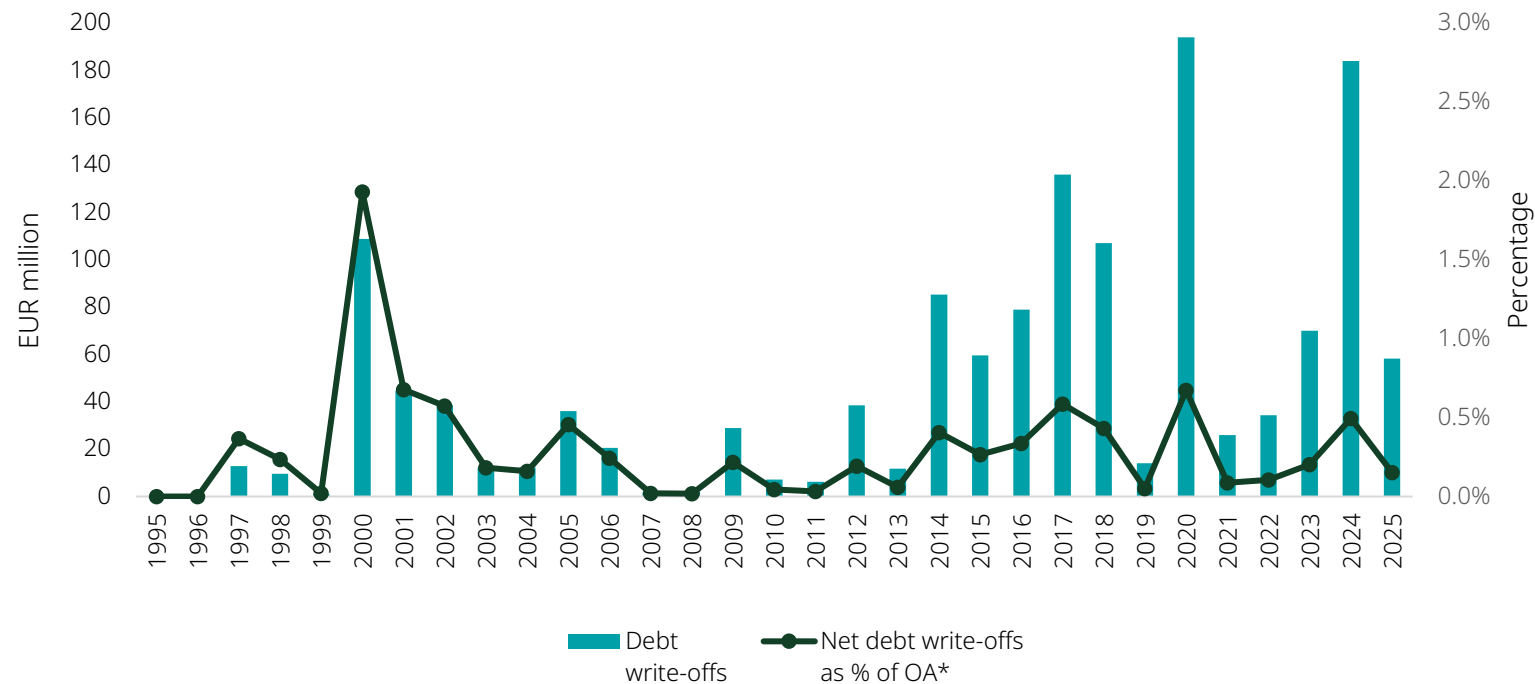


Breakdown by Region (EURm)



Net debt write-offs

% of loan operating assets

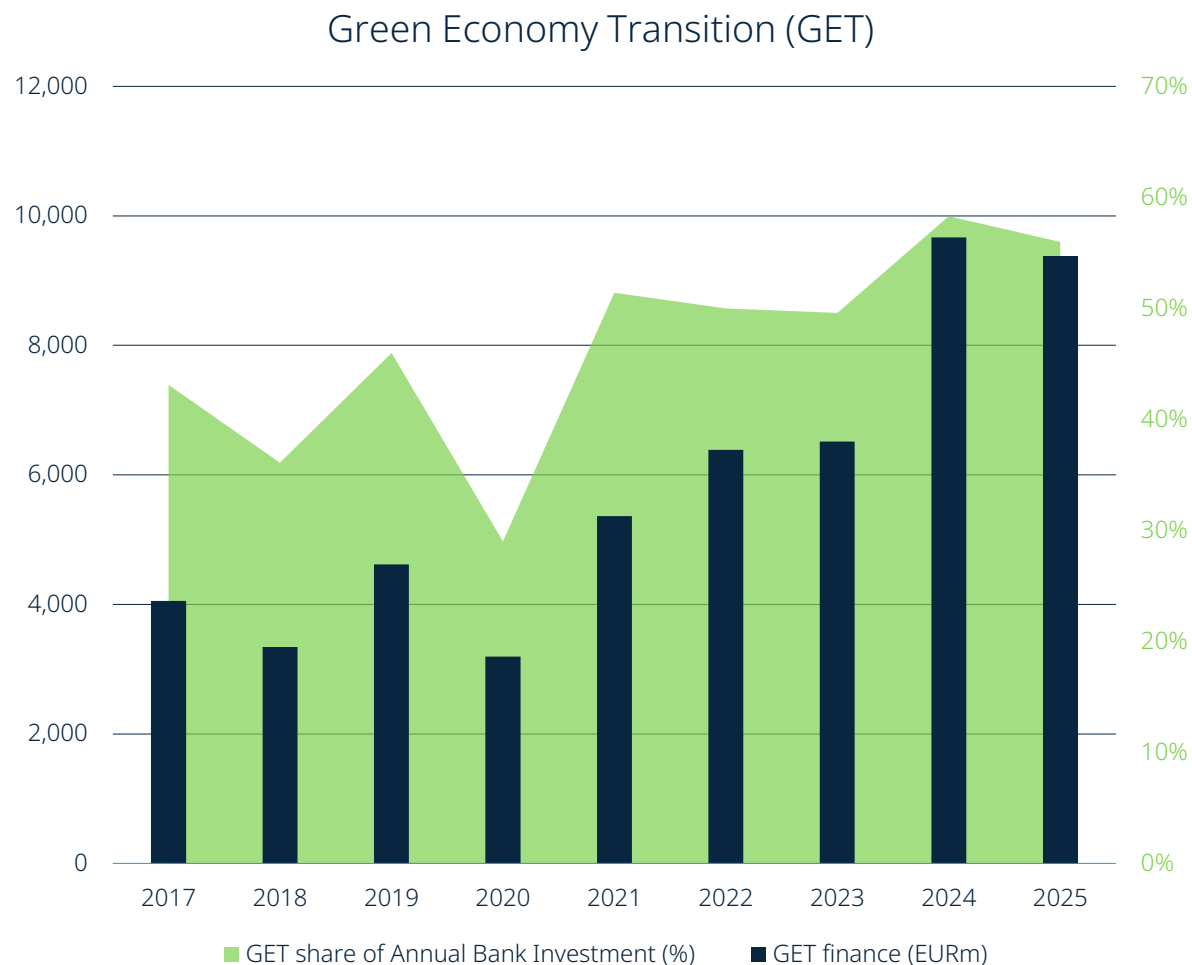


- Losses remain very low, partly reflecting the Bank's superior liquidity and capital which allows patience in debt workouts.
- EUR 1,382 million cumulative net loan write-offs since 1995 (approximately 0.9% of all loans granted).

* OA = Loan Operating Assets. All EBRD countries of operations are included.

Green finance

As of 2025



Preserving and improving the environment are central features of a modern, well-functioning market economy and therefore key goals of the transition process that the EBRD was set up to promote.

Building on a decade of successful green investments, the EBRD aimed to increase the volume of green financing to 50% by 2025.

Results

As of 2025

Net cumulative Bank investment

€221.5 billion (since 1991)

€16.8 billion (2025)

Number of projects

7,883 (since 1991)

640 (2025)

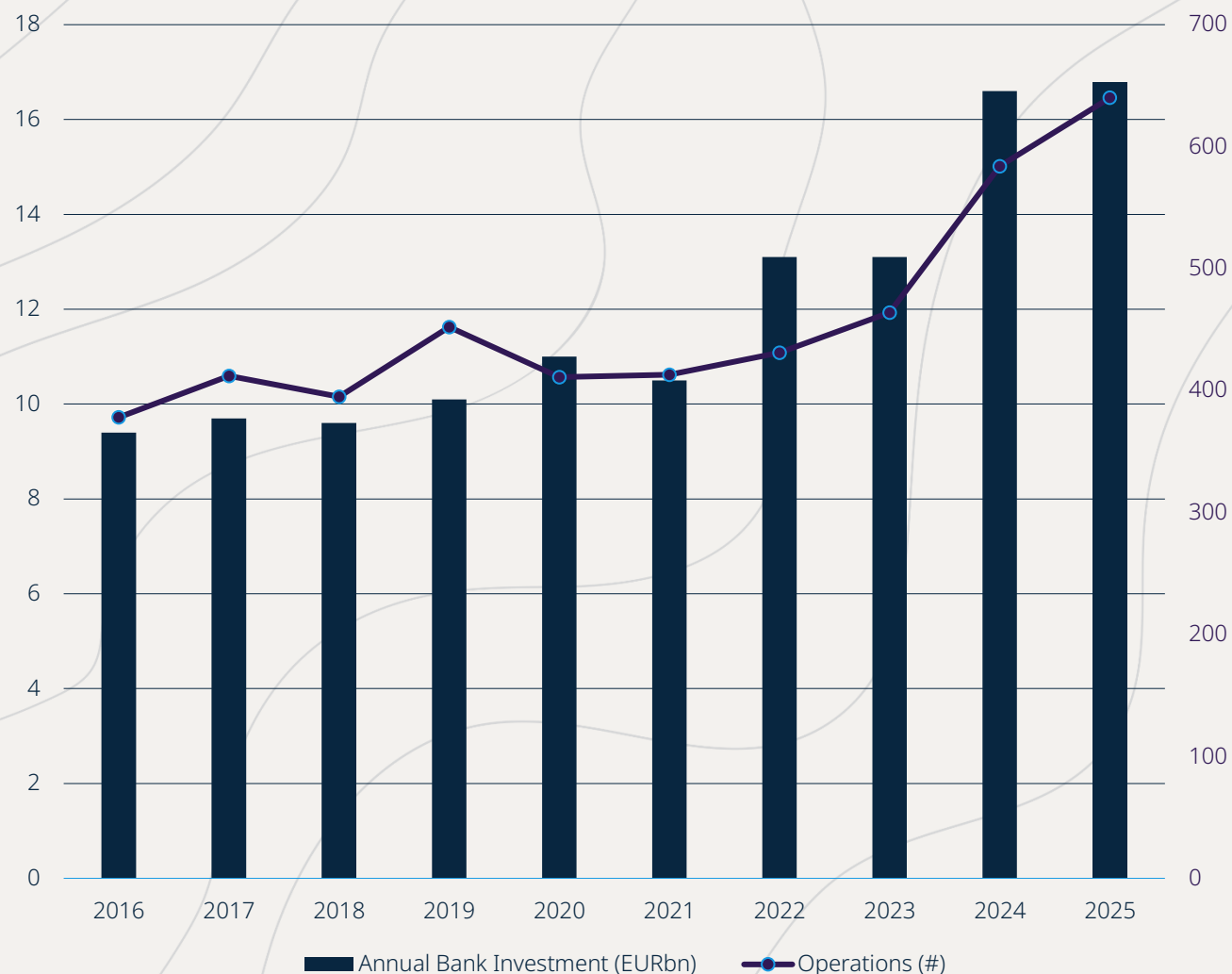
Cumulative disbursements

€158.7 billion (since 1991)

Private share of net cumulative Bank investment

79%

Annual Bank Investment and Operations





Mobilisation at the EBRD

What is 'mobilisation'

Mobilisation refers to the action of attracting and effectively utilising private capital (and on a smaller scale, some public funds) as additional investments alongside EBRD's own investments.

Mobilisation is a means of sharing the inherent risk in EBRD's operations with the appropriate risk-takers (e.g., commercial banks and institutional investors).

These organisations agree to participate in EBRD's operations and thus share in the potential upsides, but consequently also take on exposure to the same risks that the EBRD faces.

The EBRD has a **mandate to mobilise** capital: The Agreement establishing the Bank places emphasis on EBRD's role as a catalyst to encourage the involvement of commercial sources of financing for operations in the region.

Total Mobilisation in 2025
€ 26.8 billion
Countries reached
32
Currencies
18

Benefits of mobilisation to our clients and EBRD regions



Mobilisation is a means to open the door to international debt and capital markets; it promotes and facilitates foreign direct investment.



It strengthens the Bank's additionality where it closes a funding gap or provides comfort to market participants who would otherwise not be able to invest.



It increases the level of investment in EBRD's regions.

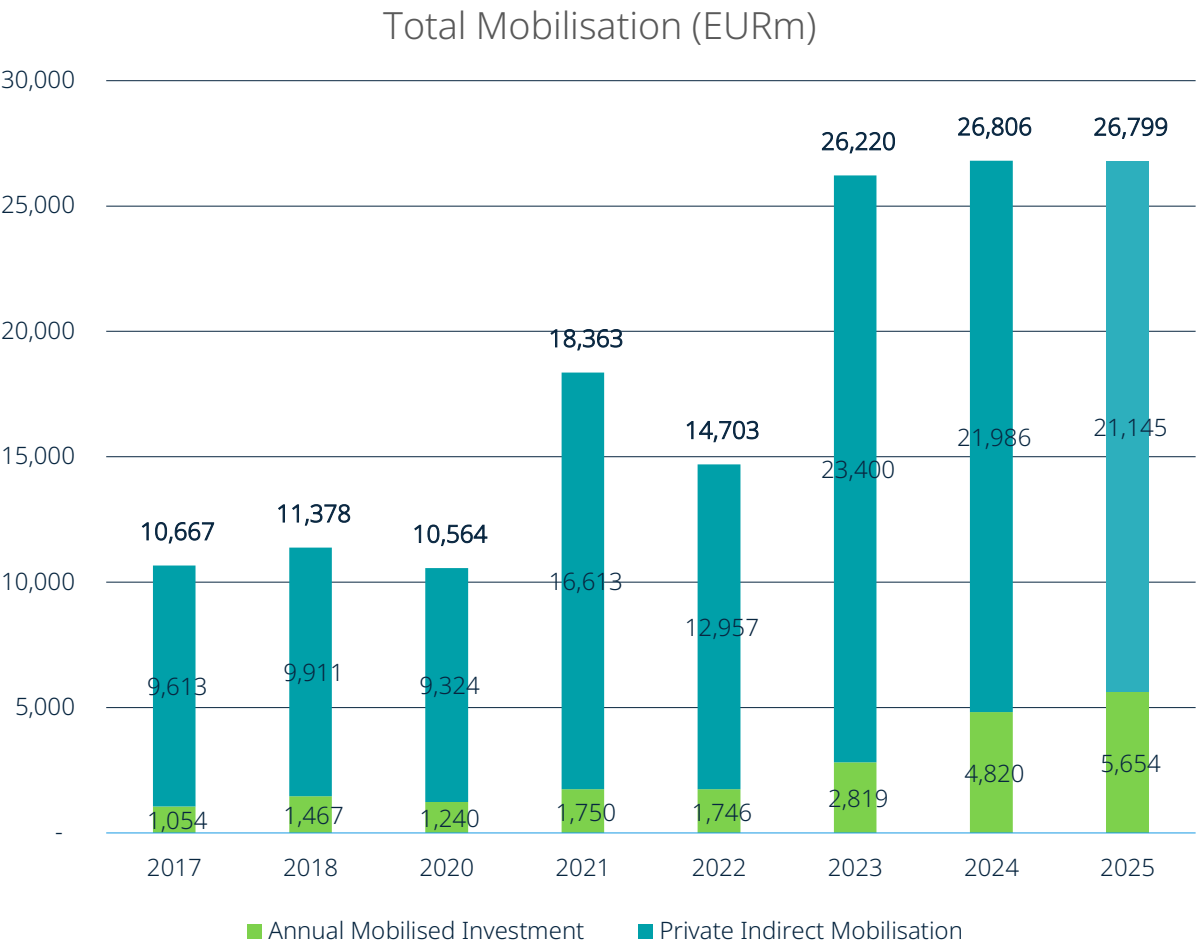


It can provide access to more capital for private businesses and introduce new instruments or investors to a market.



EBRD Total Mobilisation

2017 – 2025, EURm



Total Mobilisation:

The sum of Annual Mobilised Investment plus Private Indirect Mobilisation

Private Indirect Mobilisation (PIM):

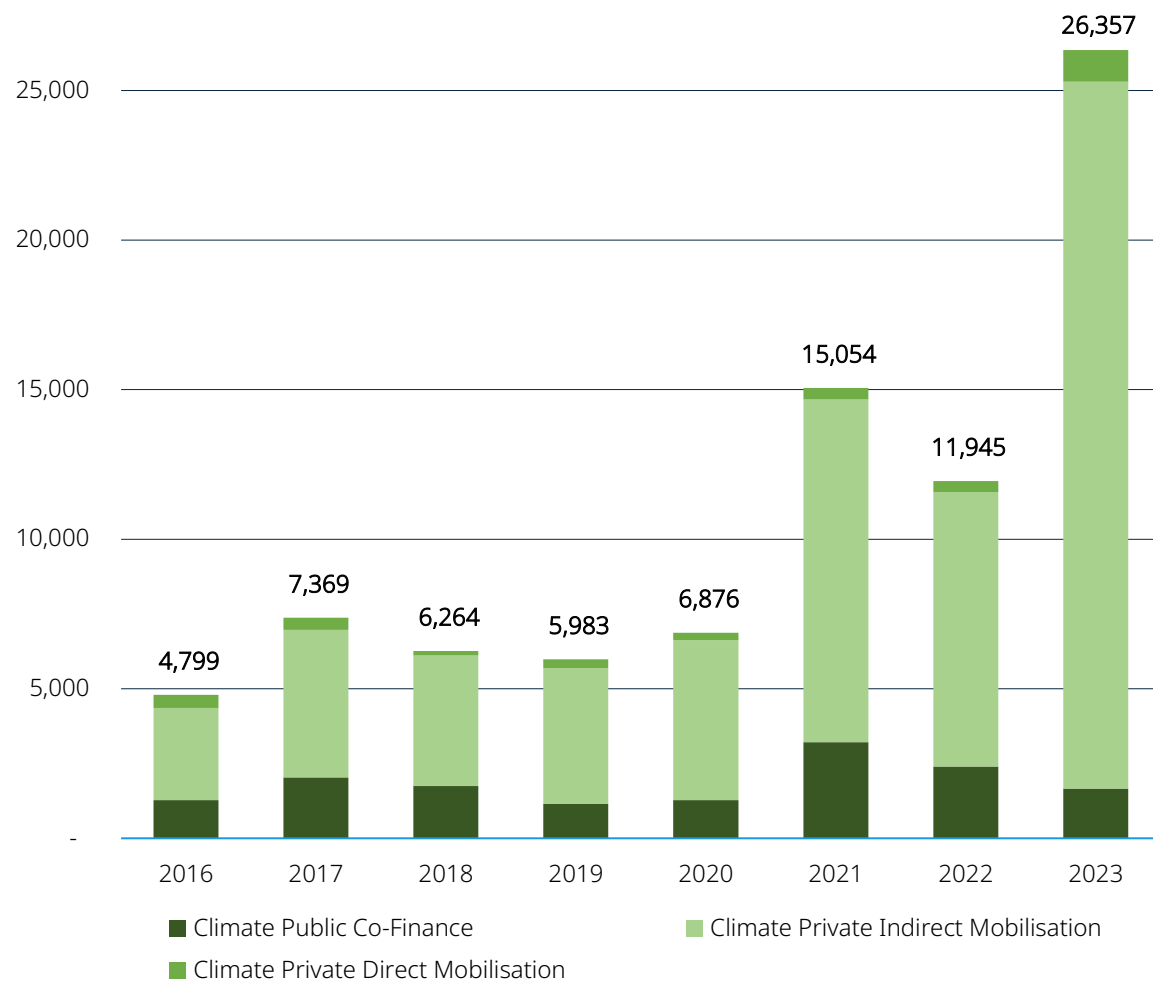
A joint MDB-agreed definition. It refers to financing provided by private entities for an activity that is also financed by a Multilateral Development Bank (MDB) or Development Finance Institution (DFI), where the MDB/DFI does not play an active or direct role in securing the private entity's financial commitment.

Annual Mobilised Investment (AMI):

An EBRD-specific definition. It is the volume of commitments from entities other than the EBRD made available to clients due to EBRD's active and direct involvement in mobilising external financing.

EBRD climate mobilisation & co-finance

2016 – 2023, EURm



Climate Private Direct Mobilisation:

the volume of private direct mobilisation contributed by external entities alongside climate finance committed by MDBs.

Climate Private Indirect Mobilisation:

the volume of private indirect mobilisation contributed by external entities alongside climate finance committed by MDBs.

PDM and PIM financial flows in line with eligibility criteria of the [reference guide](#) of the MDBs Task Force on Mobilisation.

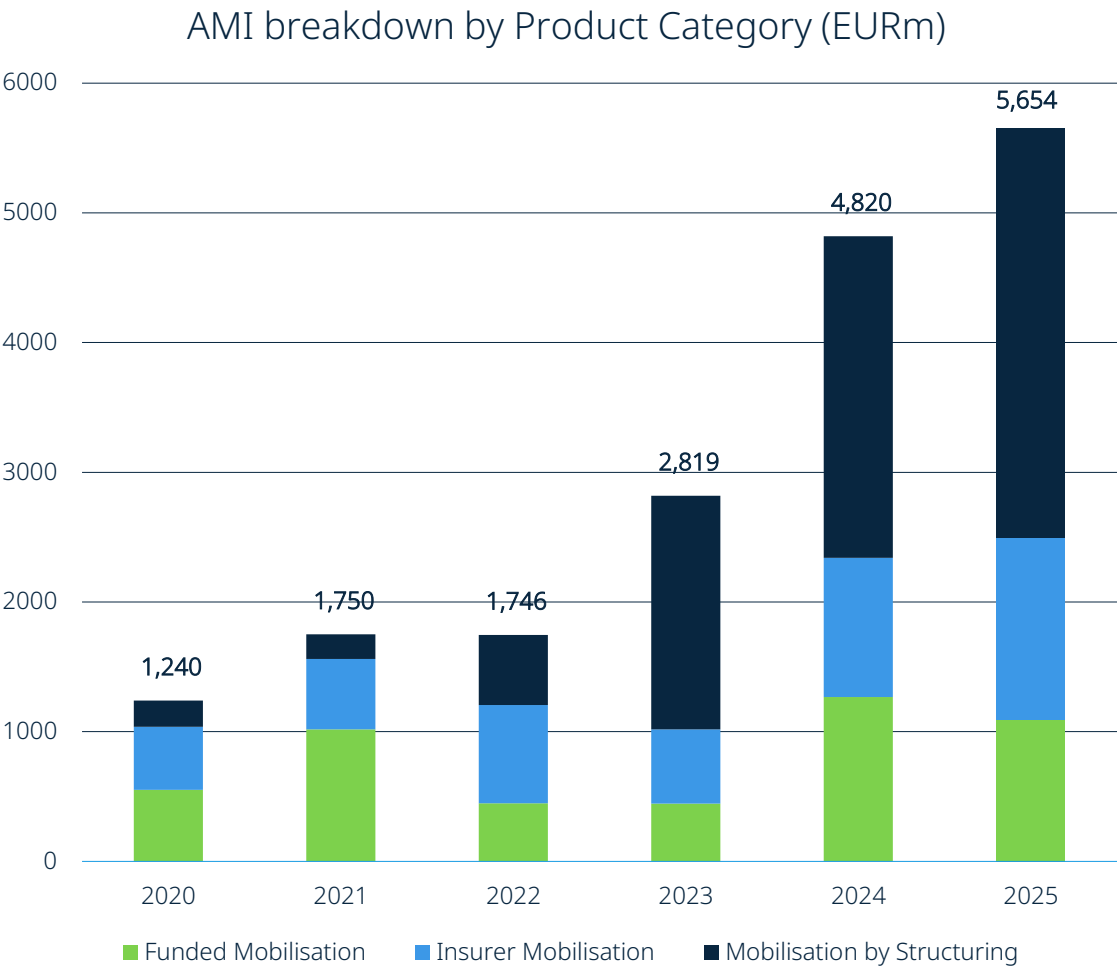
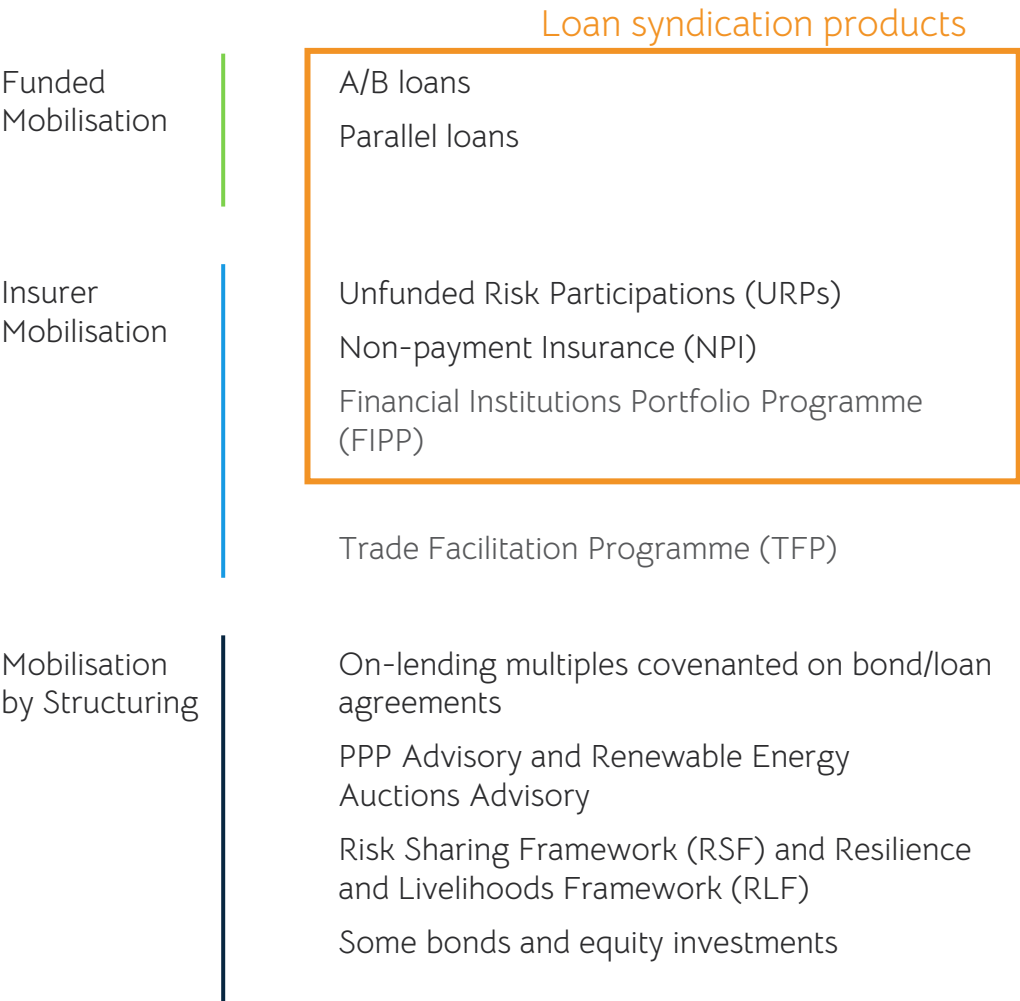
Climate Public Co-Finance:

the volume of public co-finance contributed by external entities alongside climate finance committed by MDBs. Public co-finance covers financing from other MDBs, IDFC, and other international and domestic public sources.

Note: Data in EUR equivalent as reported in the 2016-2023 editions of the [Joint MDBs' report on climate finance](#). Climate co-finance is estimated by prorating public and private external finance for the climate share of a project.

EBRD's direct mobilisation

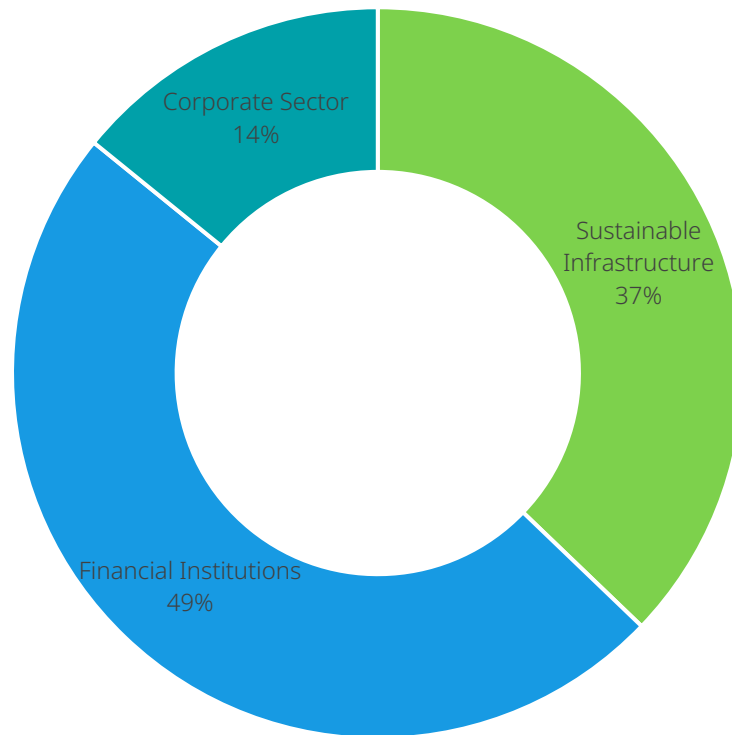
2020 – 2025, EURm



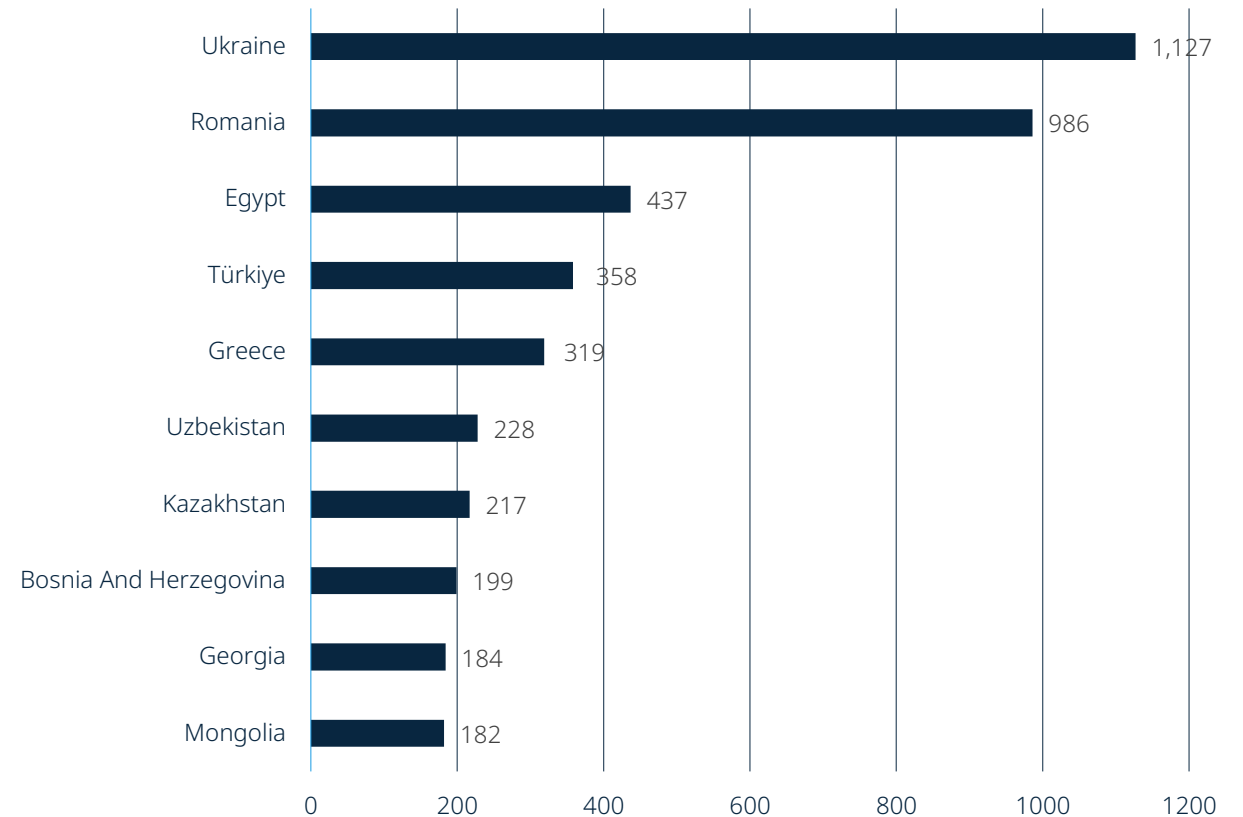
EBRD direct mobilisation breakdown

As of 2025

Breakdown by Sector (%)



Breakdown by Country (EURm)
Top 10 Countries



EBRD mobilised active portfolio

As of 2025

> € 10bn

Active portfolio volume

> 180

Operations

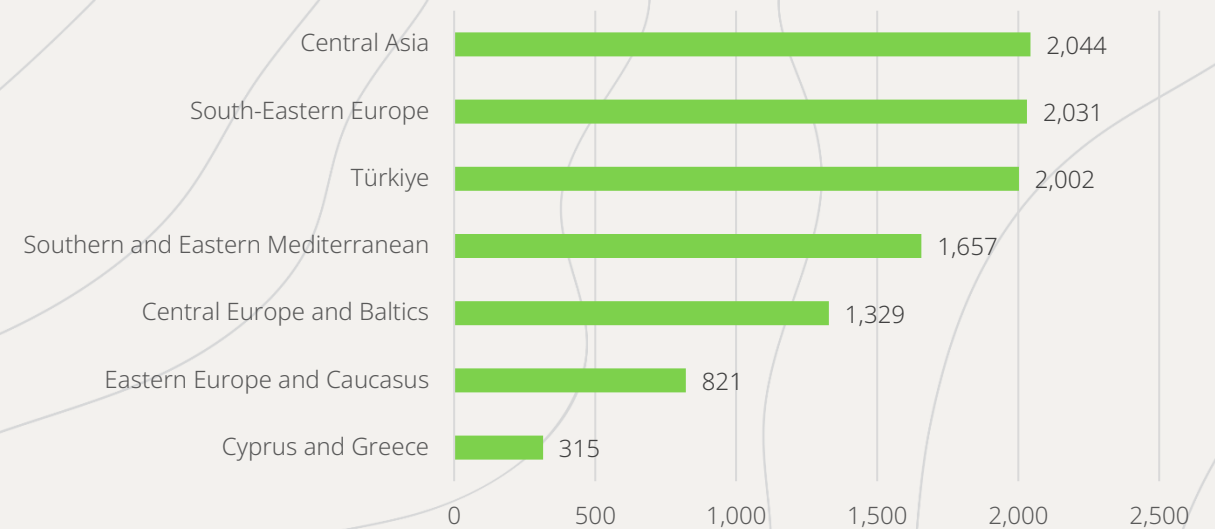
BB

S&P rating equivalent

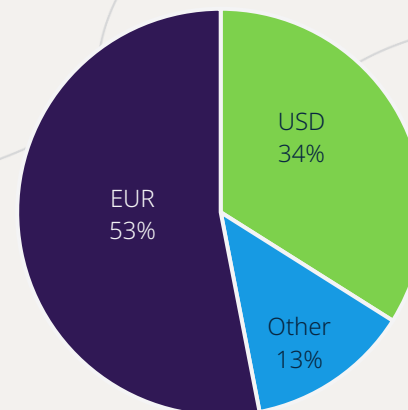
1.4%

Non-performing loans

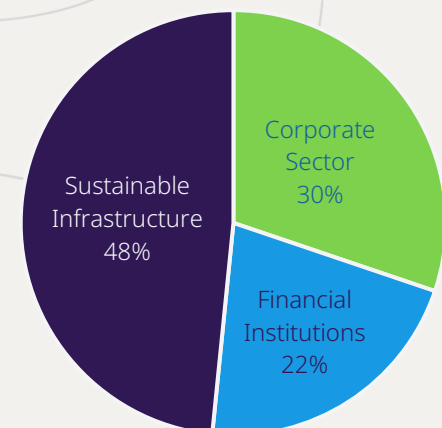
Regional breakdown (Portfolio Volume in EUR m)



Currency breakdown (%)



Sector Breakdown (%)





Debt Mobilisation products & co-financiers

EBRD's Preferred Creditor Status

What it means

- Mitigates certain aspects of the country risk; loans not subject to moratoria, rescheduling or restrictions on convertibility or transferability of hard currency
- EBRD Loans not in Paris Club or London Club

What it does not mean

- A guarantee or letter of comfort from the government/EBRD that the loan will perform commercially
- If a loan does not perform for commercial reasons, PCS does not protect the loan
- An indicator of the loan's creditworthiness per se
- Co-financiers must carry out their own due diligence in the normal manner

Preferred Creditor Status has been tested

Following the Russian moratorium of 17 August 1998, the Russian Central Bank issued this exemption:

[the moratorium]... *"does not cover ... obligations of Russian residents under financial loans from the EBRD, including those involving resources from foreign banks and financial and investment institutions"*

During the moratorium, all payments to the EBRD and its B lenders came through on time.

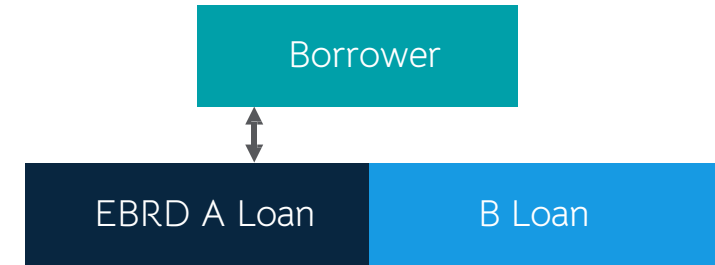
A/B loan

What it is

- The EBRD is the lender of record of the entire loan – there is only one Loan Agreement and it is between Borrower and the EBRD.
- Participants 'sub-participate' in EBRD's Loan as a '**B Lender**' through a Participation Agreement which transfers all risks to B lender(s)
- B lenders benefit from EBRD's privileges and immunities, such as **Preferred Creditor Status**

The Bank maintains a set of "lending rules" for co-financiers:

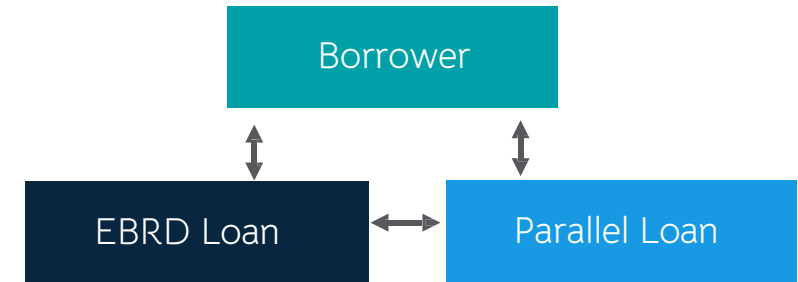
- **Eligibility:** Certain entities are ineligible for PCS sharing, i.e., entities acting in national interest such as Export Credit Agencies, co-financiers domiciled in the project country, local Development Banks and other International Financial Institutions
- **Skin in the game:** The EBRD needs to remain the largest single lender under an A/B Loan and must keep a minimum of 25% of the overall loan on its books throughout the tenor of the loan.
- **Tenor difference:** General practice is that the A loan for EBRD's account can be up to 3 years longer than the B loan provided by commercial co-financiers.



Benefits for B lenders

- EBRD's origination, structuring and monitoring expertise
- EBRD's high standards in terms of governance and due diligence (environmental, social and integrity)
- EBRD's on the ground presence through its Regional Offices
- EBRD's political leverage with a unique mandate and shareholder structure
- EBRD's privileges and immunities, such as Preferred Creditor Status and tax-immunity

Parallel loan



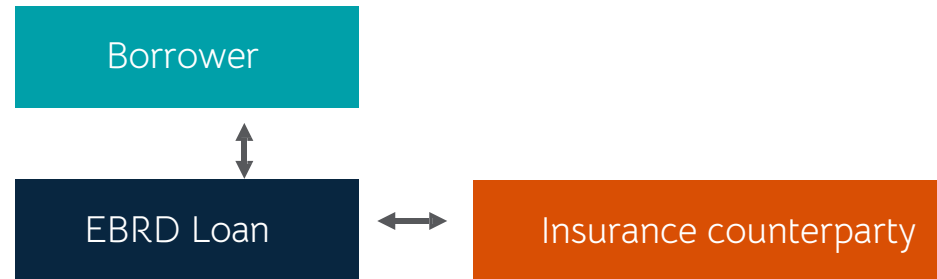
What it is

- Each lender/group of lenders enters into direct contractual relationship with the Borrower.
- Terms and conditions are often the same or similar - additional loan documentation (e.g. common terms agreement, intercreditor agreement, security sharing agreement) makes it more complex and costly to the borrower.
- Parallel lenders do not benefit from EBRD's Preferred Creditor Status.
- EBRD endeavours to charge a mobilisation fee for actively mobilising parallel lenders, resulting in increased direct mobilisation.

Typical parallel lenders

- Loans booked by banks located in the country of the borrower are not eligible as participants in B loans. Local subsidiaries of international banks often prefer to lend to the borrower directly in parallel.
- International Financial Institutions (IFIs), most Development Finance Institutions (DFIs) and Export Credit Agencies (ECAs) are not eligible as participants in B Loans. Co-financing with IFIs, DFIs and ECAs is a common feature in large volume energy & infrastructure projects where long maturities are required.

Insurer Mobilisation Programme



What it is

- An insurance company takes on part of the risk exposure in exchange for a portion of the loan's margin, executed on a silent and unfunded basis
- Insurers fully benefit from EBRD's privileges and immunities, including tax immunity and the Preferred Creditor Status.
- Since inception in 2014, the Insurer Mobilisation Programme, which includes Unfunded Risk Participations (URPs) and Non-Payment Insurance (NPI), has continued to grow as an essential mobilisation tool.

Insurer Mobilisation Programme

As of 2025

> €5.4 bn

Total volume mobilised

22

Counterparties

>200

Underlying projects

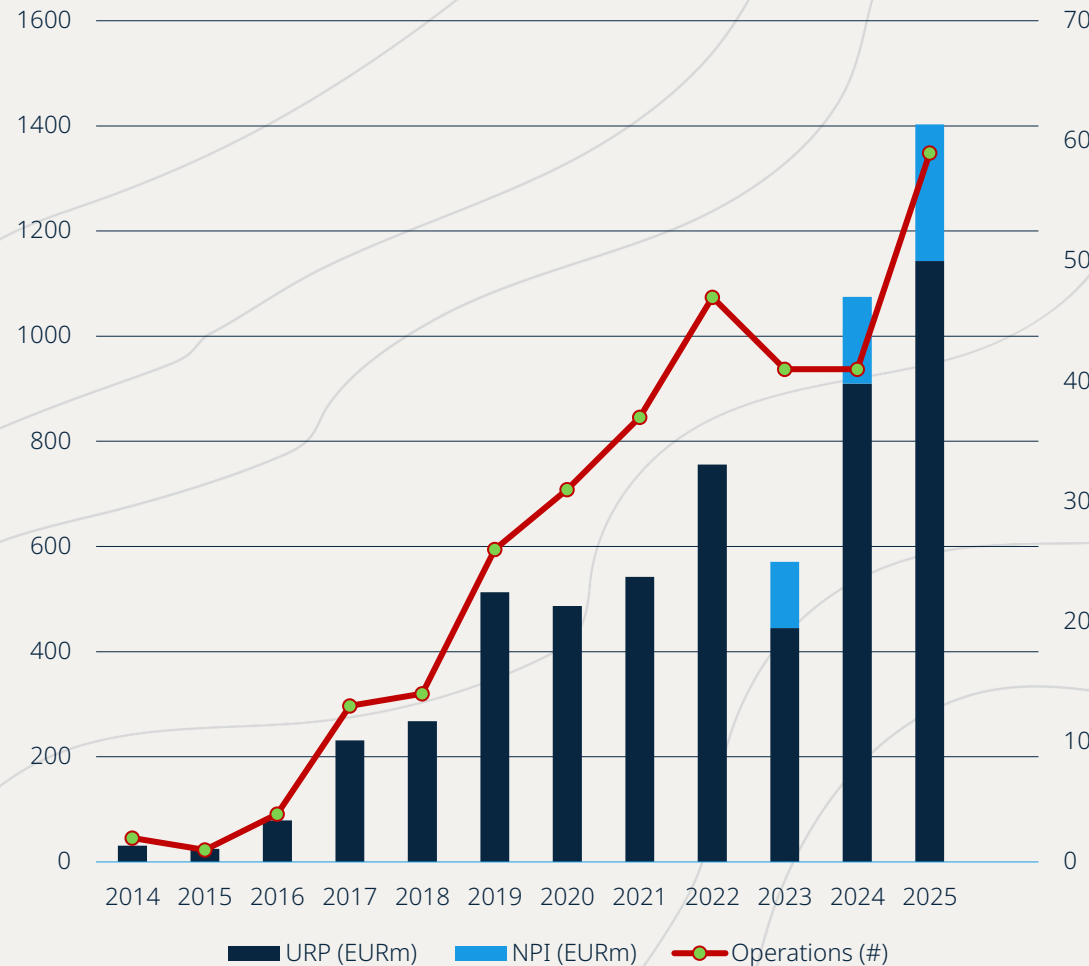
28

Countries

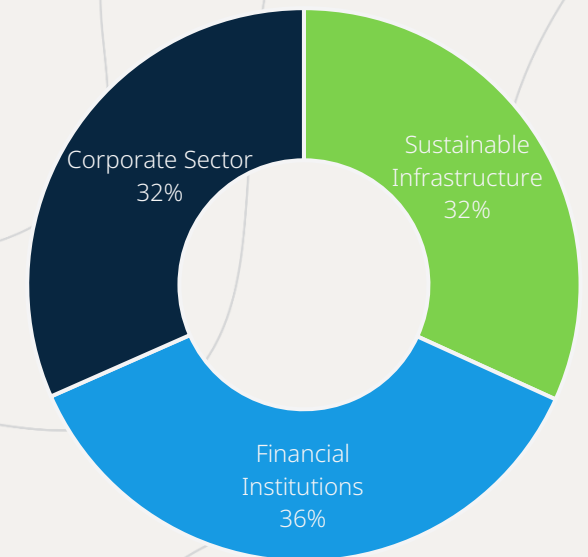
12

Currencies

Insurer Mobilisation Volumes & Operations



Breakdown by Sector (%)



EBRD's top co-financiers

2025 Top 10 private sector Funded and Insurer Mobilisation partners	
1	AXA XL Insurance
2	Great Lakes Insurance
3	OTS Bank Nyrt
4	HDI Global Specialty
5	Chubb
6	Liberty Mutual Insurance
7	Axis
8	Mitsui Sumitomo Insurance
9	Alpha Bank
10	ILX



Case studies

Kokshetau Hospital PPP Kazakhstan



EBRD finance

USD 105m

Parallel loans: USD 155m from

Proparco, ICD PS,
Development Bank of Kazakhstan, DEG

The Borrower is an SPV established in Kazakhstan for the purpose of the project and wholly owned by Ronesans Saglik Yatirim A.S. (the "Sponsor") the healthcare division of Ronesans Holding A.S. The Sponsor is a market leader in PPP healthcare projects. It has successfully developed six hospitals with a total of 9.000 bed capacity in Turkiye (Yozgat, Adana, Elazig, Bursa, Istanbul and Gaziantep).

Use of proceeds and EBRD value added/impact



Senior debt financing for the design, construction, outfitting and maintenance of a 630-bed multidisciplinary hospital in Kokshetau, Kazakhstan under a 7-year public private partnership (PPP) contract signed with the Republic of Kazakhstan on 22 December 2022



- This is the first internationally funded PPP in the healthcare sector in Kazakhstan and to be governed by the Law on PPPs, testing the legislative framework for healthcare facility management in Kazakhstan.
- The Project's design is in line with sustainable construction certification principles, including identification of critical key performance indicators.

Signed in 2024

Antalya Airport

Türkiye



EBRD finance

€315m

B-loans: €115m from

Alpha Bank
Bank of China

Fraport TAV Antalya Yatirim Yapim ve Isletme A.S. (the “Borrower”) is an SPV, owned by TAV Airport Holdings of Türkiye and Fraport AG of Germany, both leading global airport operators with operations across 38 airports worldwide.

The SPV has been established in Türkiye to operate Antalya Airport under a new concession from 2027 to 2051.

Use of proceeds and EBRD value added/impact



The loan is part of a €3.6 billion debt and equity financing package, which includes €2.5 billion in debt provided by 14 banks, comprising of 10 commercial banks and 4 development finance institutions, including IFC, AIIB, DEG, and EBRD. Proceeds are expected to refinance an earlier bridge loan and associated interest, financing and other expenses.



- The EBRD mobilised commercial banks for a 13-year tenor on an uncovered basis.
- The Project will offer economic opportunities to young women and men through training programs and promote inclusive business practices.

Signed in 2025

Renalfa Holdco Debt Regional (CEE)

EBRD finance

€75m

B-loans: €100m from

OTP Bank

Nova Ljubljanska Banka

UniCredit

Use of proceeds and EBRD value added/impact



The HoldCo level loan will be used to finance the development, construction and operation of about 1GW of renewable energy sources co-located with about 3GWh of battery energy storage systems ("BESS") across Bulgaria, Romania and Hungary (the "Project").



- The loan benefits from a 25% first loss guarantee under the InvestEU Program which the EBRD is sharing with B lenders.
- The Project is expected to boost the Borrower's energy production and storage capacity, enabling to meet increasing energy demands in Bulgaria and the broader Central and Eastern Europe market, leveraging innovative technologies like BESS.



Renalfa IPP GmbH (the "Borrower") is a renewable energy developer and an independent power producer. It is an Austria-based joint venture between Renalfa Solarpro Group GmbH, a Vienna-based clean energy and e-mobility investment group, and RGREEN INVEST, an independent French investment management company focused on energy transition.

Signed in 2025

Retele Electrice Muntenia investment programme Romania

EBRD finance

€100m

Parallel loans: €100m from

ING Bank Bucharest

Banca Comerciala Romana

Banca Transilvania



Retele Electrice Muntenia investment programme (the “Borrower”, from the merger of Retele Electrice Banat, Retele Electrice Dobrogea and Retele Electrice Muntenia) is incorporated in Romania and the second-largest distribution company in the country, controlling c. 35% of the market.

Since October 2023, it is fully owned by Public Power Corporation S.A (“PPC”), a Greek utility company.

Use of proceeds and EBRD value added/impact



The loan proceeds are used to part finance and refinance the Borrowers’ 2023-2025 capital expenditures programme aimed at modernising and digitalizing their electricity distribution networks in Romania.



- The Project supports energy efficiency improvements and grid system reliability enhancement which will lead to an overall decrease in grid losses.
- The EBRD sourced parallel lenders and organised the loan documentation on behalf of the lending group thereby providing a convenient one-stop-shop for the Borrower.

Signed in 2024

Suez Wind Energy Egypt

EBRD finance

USD 200m

B-loans: USD 75m from

Arab Bank Bahrain

Standard Chartered Bank

Use of proceeds and EBRD value added/impact



The loan is provided on a project finance basis to finance the development, design, and construction of a 1,100 MW wind farm in the Gulf of Suez region in Egypt

Signed in 2025



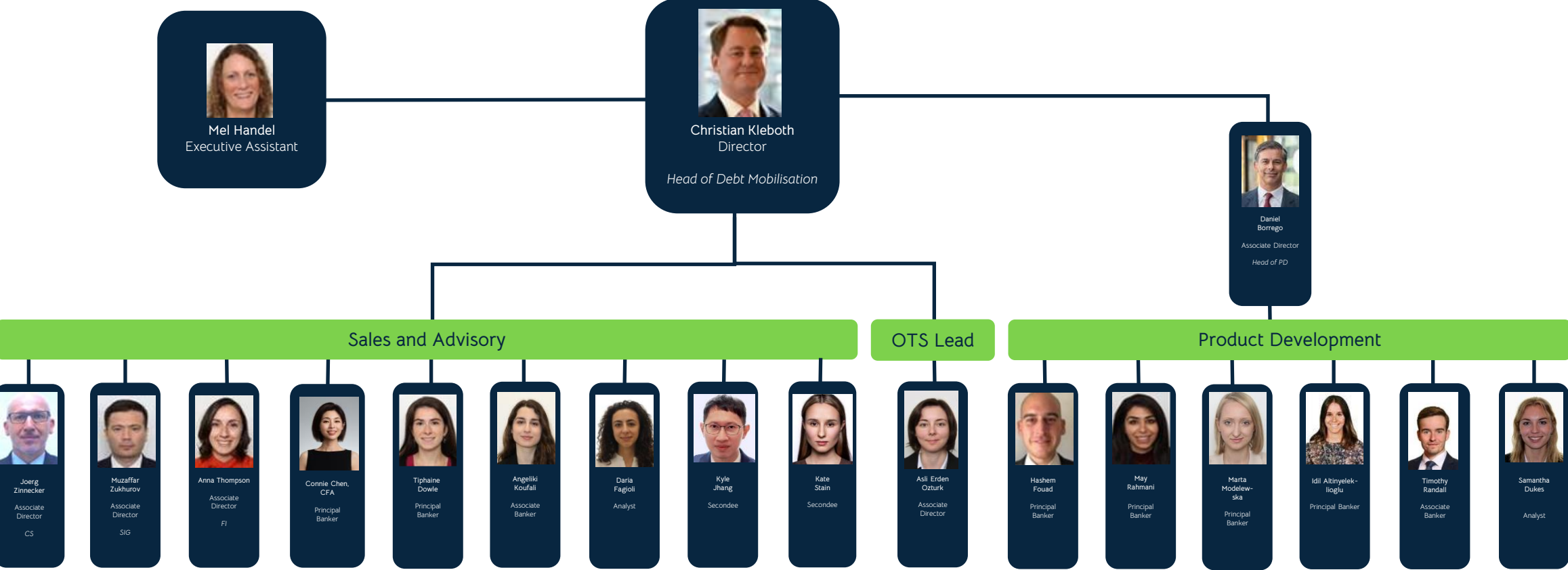
The Borrower is an SPV incorporated in Egypt for the purpose of the project.

The SPV is owned by ACWA Power (75%, an international developer of power generation, desalinated water and green hydrogen production projects) and HAU Energy (25%, a newly established renewable energy equity platform).



- The Project marks as the EBRD's largest onshore renewable energy project to date as well as the largest wind farm in Africa.
- By providing clean energy at one of the most competitive wind tariffs in the region and beyond, this Project will advance Egypt's renewable energy transition.
- The wind farm will reduce annual CO2 emissions by around 7 million tonnes.

Debt Mobilisation - Team organisational chart



Sales and Advisory is responsible for sales (B loans, parallel loans, URPs, NPI, additional products once they are available) as well as for advising various EBRD teams on mobilisation-optimal deal structures.

Product Development focuses on advancing the EBRD's mobilisation agenda, developing new products and helping communicate EBRD's deep impact story to new co-investment partners.

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