

# Manufacturing and Services



**European Bank**  
for Reconstruction and Development

December 2018

The EBRD is the single largest investor in the manufacturing and services sectors in Central and Eastern Europe and the Commonwealth of Independent States. EBRD also operates in Egypt, Jordan, Morocco, Tunisia, Lebanon, Greece and Cyprus. EBRD plays a major role in developing the manufacturing and services sectors by supporting local and foreign companies as well as small and medium-sized enterprises with long-term debt

The manufacturing and services team offers:

- ▶ debt and equity financing
- ▶ 60 banking professionals of 25 different nationalities, 40 of whom work in our countries of operations to serve clients locally
- ▶ significant expertise in financing complex projects (capex, green-field, restructuring, privatisation)
- ▶ energy efficiency financing
- ▶ foreign and local currency loans

The manufacturing and services team covers a broad range of industries:

- ▶ automotive
- ▶ building materials
- ▶ healthcare and pharmaceuticals
- ▶ chemicals
- ▶ equipment and machinery
- ▶ forestry and paper
- ▶ metals
- ▶ consumer goods
- ▶ logistics and retail
- ▶ aerospace

## M&S at a glance

Projects committed in 2018

**63**

Amount invested in 2018

**€793 million**

Operating Assets as at yearend 2018

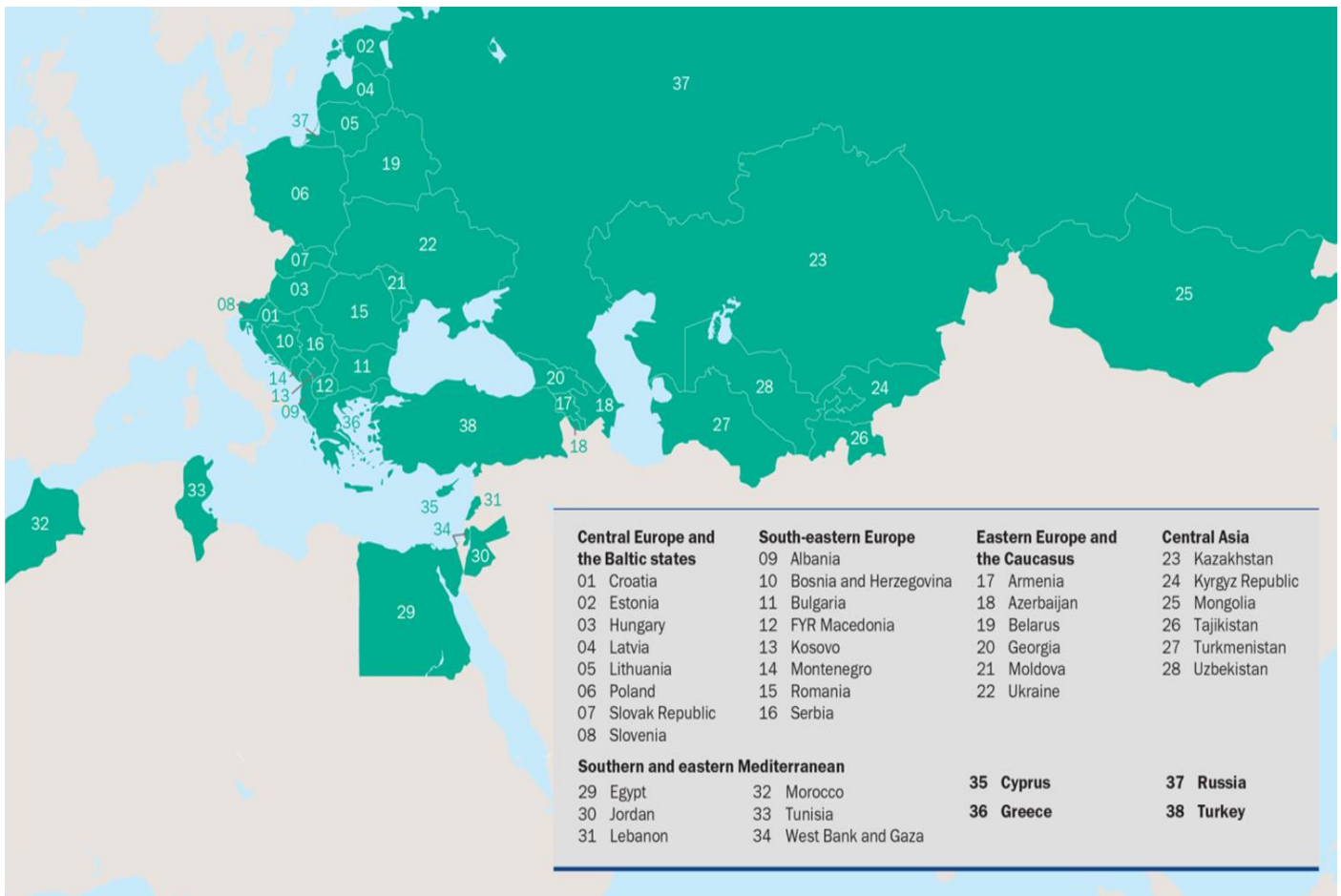
**€3.0 billion**

### Selected projects

Name	Sector	Country	Product	EBRD (EURm)
Bridgestone/Sabancı Tyres	Automotive	Turkey	Loan	150
Arcelik	Electronics	Turkey	Loan	150
Kronospan	Forestry	Ukraine	Loan	116
Sisecam	Glass	Turkey, Bulgaria	Loan	90
ArcelorMittal	Steel	Kazakhstan	Loan	73
Grupa Azoty	Chemicals	Poland	Equity	72
Senj Sant	Cement	Mongolia	Loan & Equity	70
Ford Otosan	Automotive	Turkey	Syndicated Loan	60
VMG Industry	Forestry	Belarus	Loan	50
Vestel	Electronics	Turkey	Loan	50
Cemex	Cement	Egypt	Loan	50
MS Pharma	Pharma	Jordan	Equity	50
Figeac	Aerospace	Morocco, Tunisia	Loan	40
Hikma	Pharma	North Africa	Loan	38
Andalusia	Healthcare	Egypt	Loan	24
Mabion	Healthcare	Poland	Equity	16

### Selected Clients

Air Liquide	Mondi
Aksa	Montana Tech
Continental	Mytilineos
Daimler	NALCO
Dräxlmaier	Nitrogenmuvek
Erdemir	NMLK
Faurecia	PSA
Ford	Saint-Gobain
Fiat Tofas	Sarantis
General Motors	Sisecam
Getrag Ford	Sofiamed
Hellenic Healthcare	Solvay
Hitachi	Stora Enso
Italcementi	Sumitomo
Katren	Telefonika
Lafarge	Tenaris
LG	Titan Cement
Mabion	Toyota
Metsa	Turk Traktor
	VMG
	Wienerberger



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