



**European Bank**  
for Reconstruction and Development

# **EBRD in Western Balkans - Opportunities to invest, opportunities to work with us**

**Highest credit rating**  
(AAA/Aaa)

**Operations in 38 countries**  
  
**Central & Eastern Europe**  
**Caucasus & Central Asia**  
**South-Eastern Mediterranean**

• **Key strengths**

- Long-term perspective
- Commercial basis
- Client-oriented
- Structuring expertise
- Partner of governments
- Policy reform support
- Strong local offices with bankers, policy experts
- Private sector, public sector, PPPs
- Catalyst to mobilise finance for both private and public sector clients

**Objectives**

- Competitive economy
- Green economy
- Integrated economy
- Good economic governance
- Equal opportunities – inclusive growth
- Economic resilience

# Financing investments in all key business sectors

## Transport



## Municipal & Environmental Infrastructure



## Property & Tourism



## Financial Institutions



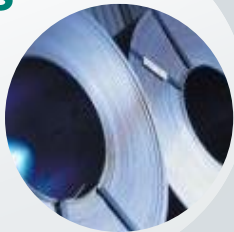
## Natural Resources



## Information and Communication Technologies



## Manufacturing & Services



## Power & Energy



## Agribusiness



# EBRD in Western Balkans: at a glance

**EBRD is the lead international financial institution in Serbia**

**Total cumulative investments:  
EUR 13.6 billion in 750 projects**

**Close to 60% private sector**

**Portfolio: EUR 6.1 billion**

**Annual new business:**

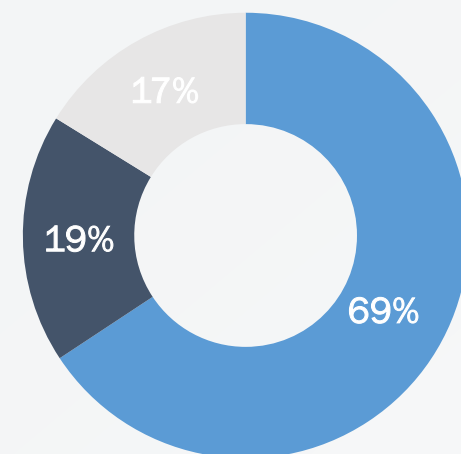
**2018 EUR 1.1 billion**

**2019 EUR 1.3 billion**

**2020 EUR 1.5 billion (est.)**

**Financing (debt, equity, guarantee), project preparation & implementation support for public sector clients, corporate advisory and policy reform advisory services**

## Portfolio by Sector



■ Sustainable Infrastructure

■ Financial Institutions

■ Industry, Agribusiness, ICT, Property&Tourism



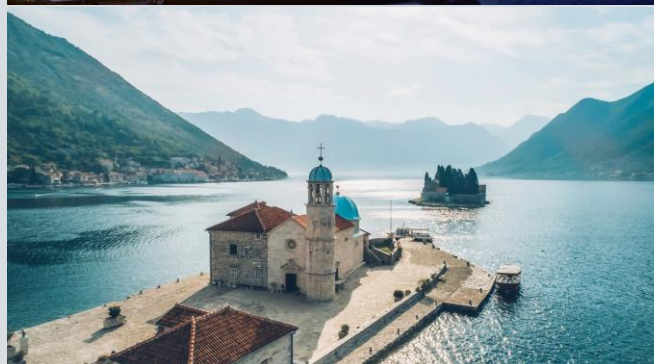


# Western Balkans

## Strategic priorities - investment opportunities

### Context

- Fiscal stability, GDP around 60% in most countries
- Stable local currencies or EUR, resilient banking sector
- Economic growth in 2018-2019 2.5-4.4%
- GDP forecast: GDP contraction in 2020 (-3.5 - -9% in 2020 with strong recovery in 2021 at 6 -9 % growth
- GDP growth drivers: major public investments in transport & energy, role of FDI
- EU accession
  - ❖ Alignment with EU policies and directives
  - ❖ Access to EU market – integration with EU market
  - ❖ EU funding
- Key structural reform areas:
  - ❖ Public administration/judiciary reform
  - ❖ Investment conditions - implementation
  - ❖ Capital markets development (SRB)



### Strategic priorities

- **Private sector competitiveness**
  - Further improvement of investment conditions
  - Strengthening the regulatory and judicial capacity
  - Improving access to finance, including capital market development;
  - Promoting innovation and digitalisation
  - Modernising education, skills to match employers' needs, on-the-job training
- **Upgrade public infrastructure**
  - Regional connectivity – road, rail, river ports
  - Modernise power generation, transmission and distribution, new gas interconnectors
  - Digital connectivity – rural broadband expansion
- **Green Agenda**
  - Power sector
  - Waste water treatment/networks; solid waste management & recycling; urban transport; district heating – renewables, network expansion
  - Energy efficiency – buildings
  - Circular economy in industry
  - E-mobility

# Western Balkans

## Green Infrastructure



### Target areas - examples

#### ➤ Transport

- Increased focus on rail: upgrade of existing and construction of new rail infrastructure, rolling stock modernization
- Boosting river transport – Danube, Sava
- Climate resilience in road network development and rehabilitation

#### ➤ Municipal & environmental infrastructure

- Urban transport – fleet modernization, traffic management
- Waste water networks & treatment
- District heating transition from coal/fuel oil to gas with introduction of biomass, solar energy and heat-pumps
- Solid waste management with focus on waste avoidance and waste recycling
- Public and residential buildings energy efficiency, public lighting – ESCOs

#### ➤ Introducing circular economy

*Forthcoming: Decarbonisation strategies (Paris Alignment)*

### EBRD financing and advisory - examples

- Peace Highway, Corridor Vc - VIII
- New Port of Belgrade
- *Green & Smart Cities – all capitals in Western Balkans & beyond ( Banja Luka, Novi Sad)*
- Skopje WWTP, Batajnica WWTP
- Renewables in district heating – in 9 cities
- Regional solid waste centres - Belgrade solid waste PPP
- Tirana, Belgrade airport concessions & new opportunities
- Upgrade and expansion of irrigation network – Serbia
- Windpark and solar parks – Krnovo, Kovacica, Oslomej & Kavasta

*Public procurement – EBRD procurement policy applies*

# Western Balkans

## Industry, agribusiness, ICT, property & tourism

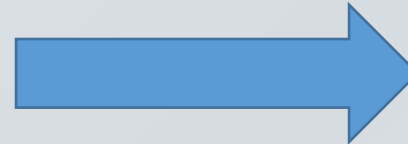


### Sectors - opportunities

#### Infrastructure for private sector

- Transport vehicles manufacturing, automotive industry, electronics, white goods, construction material, packaging material, furniture manufacturing
- Software development and digital solutions – ranging from gaming to fintech – ICT clusters
- Agribusiness – from primary agricultural production through processing to product innovation
- Industrial parks

- ✓ Access to EU markets as well as free trade agreement with Russia, Turkey, Belarus, Kazakhstan and EFTA
- ✓ Near-shoring trend
- ✓ Logistics services
- ✓ Sector Skills Councils, dual training
- ✓ Government incentives



### EBRD clients – examples

- Agri Europe MK Group, Atlantic Grupa, Nektar, Bambi, Imlek, Knjaz Milos
- Balfin Group, Forma Ideale, Tarkett, Draexlmaier, Aktiva
- Hystead, GTC, CTP
- United Group, HTEC, Kujtesa
- *EBRD - sole financier, syndication with international banks, parallel financing or risk-sharing with local banks - ECA parallel financing is possible and welcome*
- *Financial products range from parent guaranteed senior debt through structured debt and mezzanine-financing to equity*
- *Total investment costs > EUR 15-20million; typical EBRD financing >EUR 10 million*



THANK YOU,  
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