



European Bank
for Reconstruction and Development

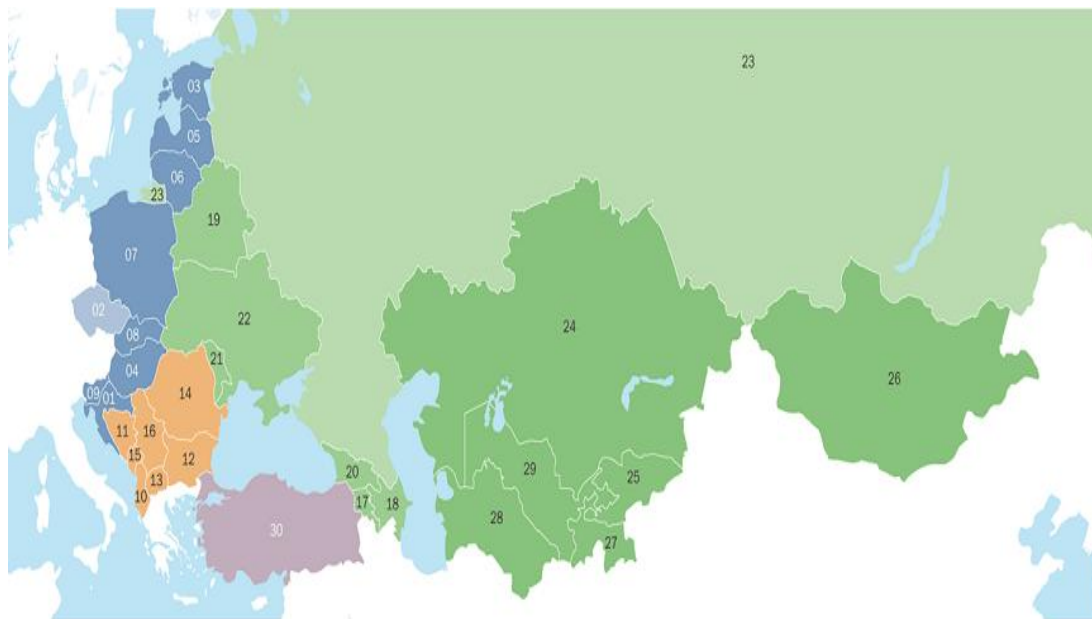
EBRD your partner in Belarus

II International Forum «Capital Market of the Republic of Belarus»
16 February 2012

EBRD *in general*



European Bank
for Reconstruction and Development



Central Europe and
the Baltic states

South-eastern Europe

Eastern Europe and
the Caucasus

Russia

Central Asia

Turkey

01 Croatia

02 Czech Republic*

03 Estonia

04 Hungary

05 Latvia

06 Lithuania

07 Poland

08 Slovak Republic

09 Slovenia

10 Albania

11 Bosnia and Herzegovina

12 Bulgaria

13 FYR Macedonia

14 Romania

15 Montenegro

16 Serbia

17 Armenia

18 Azerbaijan

19 Belarus

20 Georgia

21 Moldova

22 Ukraine

23

24 Kazakhstan

25 Kyrgyz Republic

26 Mongolia

27 Tajikistan

28 Turkmenistan

29 Uzbekistan

30

*as of the end of 2007, the EBRD no longer makes investments in the Czech Republic.

29 + 4 countries of operations

63 countries, EU and EIB

€71.1 billion invested

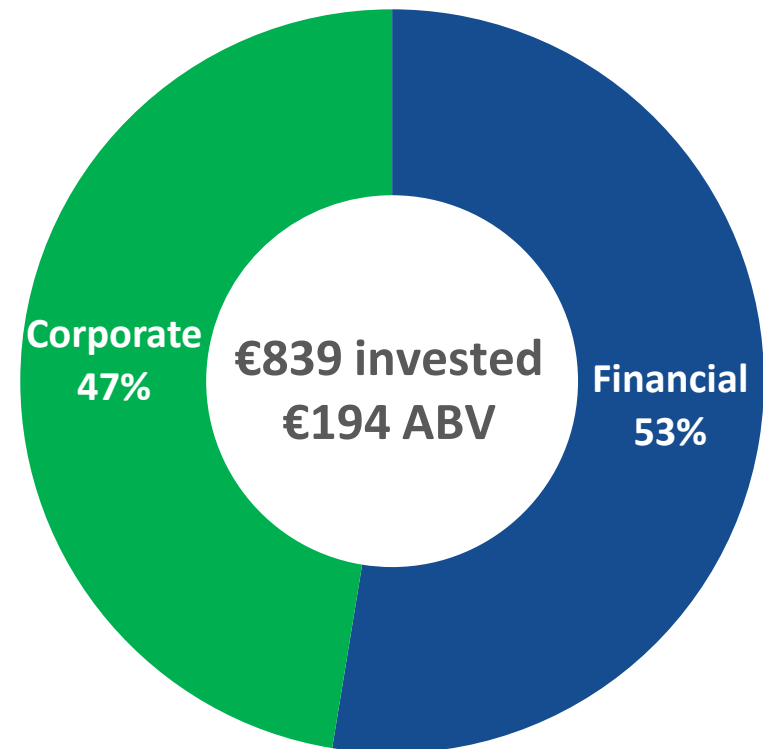
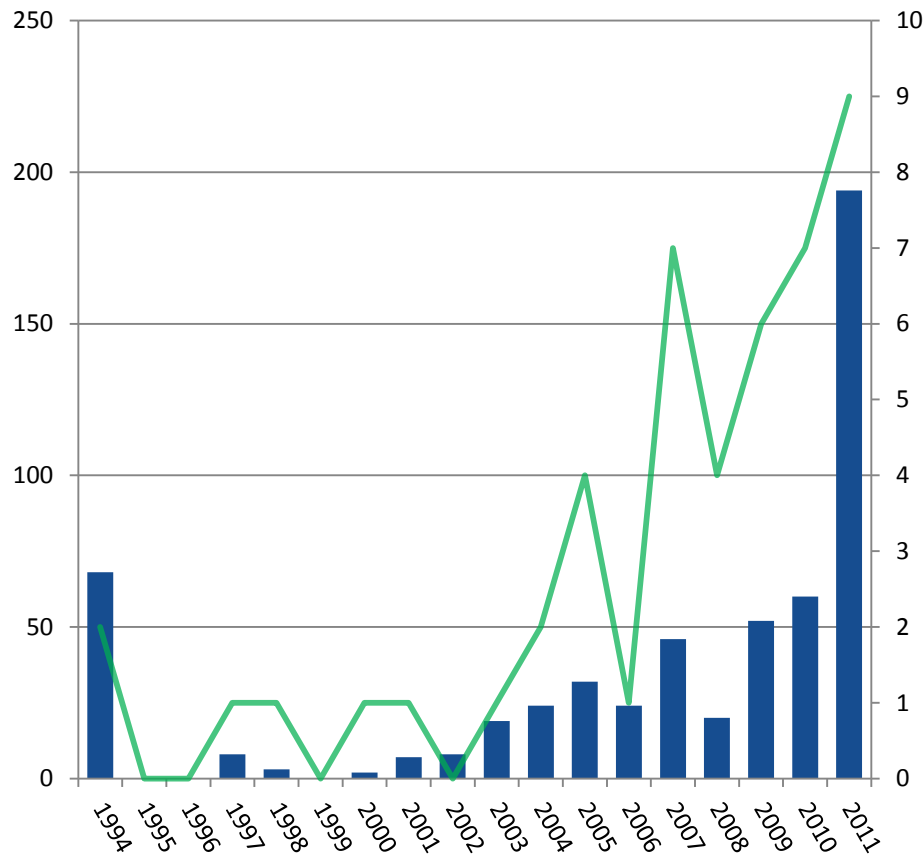
€9.1 billion ABV

AAA, profitable & commercial

EBRD in Belarus



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Working with EBRD - *finance*



European Bank
for Reconstruction and Development

Debt

Senior or subordinated

Short or long term

Floating or fixed

\$ € RUR ¥ £

Syndication

Client
Transaction
Return

Equity

Common or preferred

Minority (<35%)

Board representation

Medium term exit

Shareholder agreement

SME credit
line

EBRD
financing

Commercial
syndication

Capital
markets

EGP

Senior industry experts

360 review

Long term

Ideal for large SMEs

100% grant funded

BAS

Local consultants

Specific

Short Term

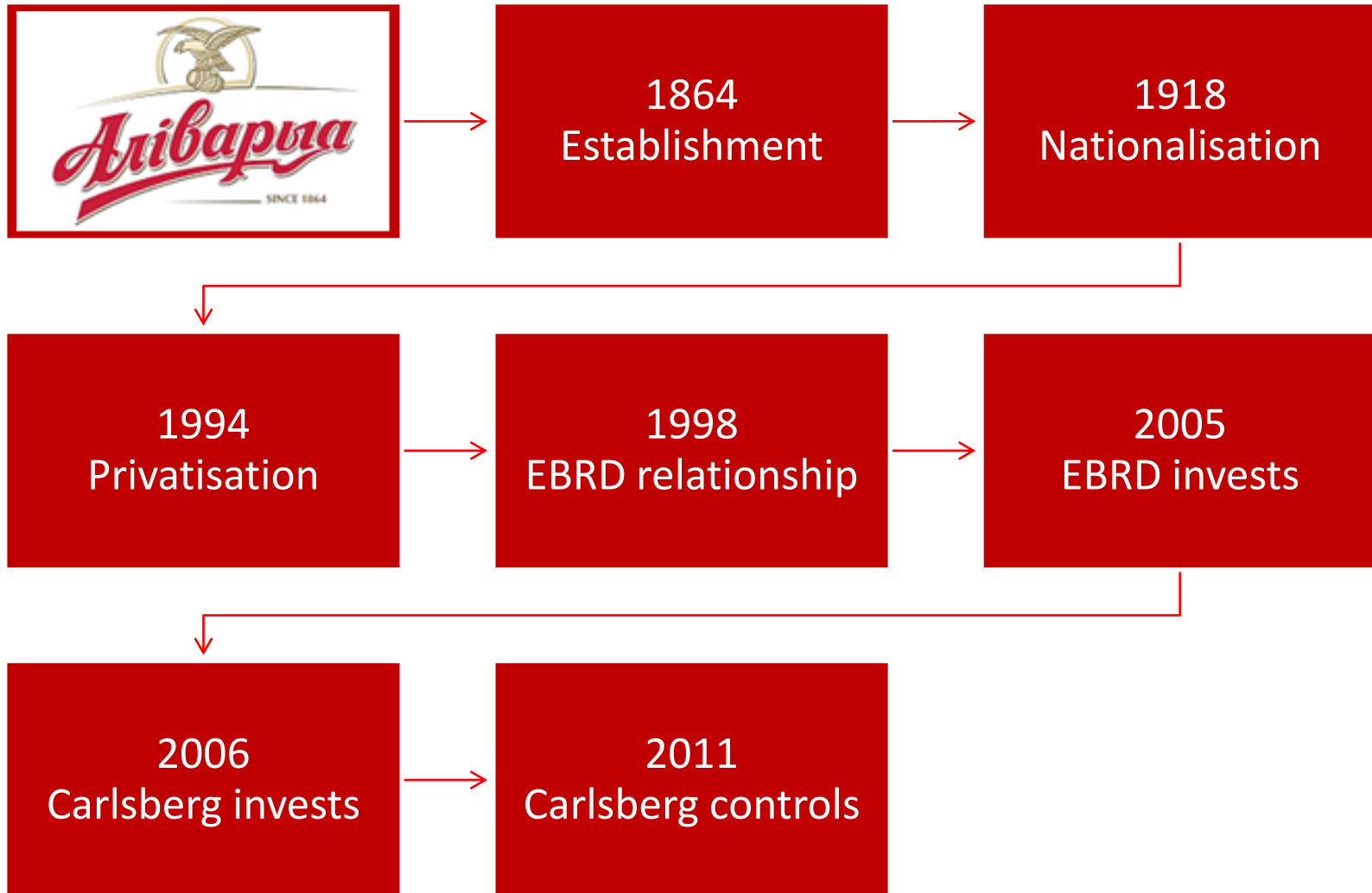
Ideal for specific issues

50% grant funded

Case study - *Olivaria*



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Case study - *Olivaria*



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WE LOOK FORWARD TO
WELCOMING YOU TO THE
2012 EBRD ANNUAL MEETING
AND BUSINESS FORUM
IN LONDON 18-19 MAY

MANAGING IN
TURBULENT TIMES

Flagship Forum Partner



**Raiffeisen Bank
International**



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