

# IFIs: NEWS, NOTES & OPPORTUNITIES

## The EBRD: Opportunities for Canadian Participation

*The European Bank for Reconstruction and Development (EBRD) was set up to help 26 countries in Central and Eastern Europe and the former Soviet Union to develop market-based economies.*

A publicly owned investment bank, the EBRD directs 25 per cent of its operations to financing commercially oriented public infrastructure, mostly through technical co-operation funds. The remaining 75 per cent of the Bank's activities focus on financing private sector projects. For each project, the Bank requires private sponsors to provide debt or equity financing for at least 35 per cent of the project's value.

### Canadian contribution

Canada contributes to the Bank's efforts in a variety of ways. For example:

- Canada is the eighth-largest shareholder in the EBRD, accounting for 3.4 per cent of the Bank's capital of ECU20 billion.
- Canada contributes to two funds administered by the EBRD: the Canadian Technical Co-operation Fund — which has financed Canadian consulting assignments worth ECU3.65 million — and the Nuclear Safety Account, a multi-lateral fund used to improve safety at nuclear stations. To date, Canada has contributed C\$19.5 million to this US\$250-million fund.

As well, Canada's Export Development Corporation has signed a framework agreement with the Bank to facilitate co-operation in

private sector projects.

### Opportunities for Canadian firms

Canadian firms are participating in both private and public sector initiatives with the EBRD. On the private sector side, Canadian firms have co-operated with the Bank in sponsoring oil projects in Russia and gold mining and agricultural development projects in Kyrgyzstan. On the public sector

side, Canadian engineering consultants and law firms have bid for and won technical co-operation contracts at the Bank.

This is a promising start, but there are greater opportunities ahead. The EBRD offers special project financing and loan syndication opportunities to Canadian financial institutions. And Canadian banks are responding by

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The EBRD*

## EBRD's 1997 Annual Meeting and Business Forum

The European Bank for Reconstruction and Development (EBRD) will hold its Annual Meeting of the Board of Governors in London from April 12 to 15, 1997. The Business Forum, held in conjunction with the Annual Meeting, consists of country presentations, seminars and information services designed to give participants opportunities to:

- gain first-hand market information and intelligence on investment and business opportunities in the 26 countries of the EBRD's operation;
- meet EBRD staff and other international finance specialists; and
- network with ministers, senior government officials and business people from Central and Eastern Europe and the former Soviet Union.

Canadian businesses and investors interested in participating in the 1997 Annual Meeting and Business Forum (registration fee: £200) should fax their organization's name and address with complete contact information to: The Office of the Director for Canada and Morocco, EBRD, Tel. : (44-171) 338-6062.



### Looking for Export Opportunities?

Make sure you are registered in the WIN Exports database, which will showcase your company's capabilities to foreign buyers. Fax your request for a registration form to 1-800-667-3802 or (613) 944-1078; or call (613) 992-3005.