



## Investors' Pitch

## Areas EBRD proposes to address with the support of the EIP Guarantee (1/2)

### Energy efficiency for corporates and buildings

- Enabling adoption of innovative technologies in private sector industries and services enhancing their competitiveness.
- Avoiding lock-in of inefficient building stock in both commercial real estate and public buildings.

### Sustainable connectivity and logistics

- Increasing access to finance to foster sustainable transport and connectivity.
- Supporting the implementation of the Paris Climate Agreement through support to greening of the logistics sector.

### Large-scale renewable energy

- Financing renewable energy including hydro, wind, biomass, solar and geothermal.
- De-risking project finance investments in RE passing on the full benefits of the guarantee to private sector investors.

### Financing of small and medium-scale renewable energy via local banks

- Enabling the financing of small and medium scale distributed generation of renewable energy.
- Developing the capacity of local banks to originate and support renewable investments.



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## Areas EBRD proposes to address with the support of the EIP Guarantee (2/2)

- |                            |   |
|----------------------------|---|
| <b>Financial inclusion</b> | <ul style="list-style-type: none"><li>• Providing financial intermediaries with partial, capped guarantees to finance innovative and sustainable MSMEs, in the agri-sector and non-urban centres, and women-led MSMEs.</li></ul>                |
| <b>Agribusiness</b>        | <ul style="list-style-type: none"><li>• Targeting sustainability improvements within the operations of agribusiness companies and along their supply chains.</li></ul>  |
| <b>Sustainable cities</b>  | <ul style="list-style-type: none"><li>• Promoting the sustainable development of urban services and infrastructure including solid waste, water and wastewater, district heating, energy efficiency in buildings and urban transport.</li></ul> |
| <b>ICT / Broadband</b>     | <ul style="list-style-type: none"><li>• Supporting the implementation of high-speed, high-capacity fixed broadband infrastructure in un- and underserved areas.</li></ul>   |

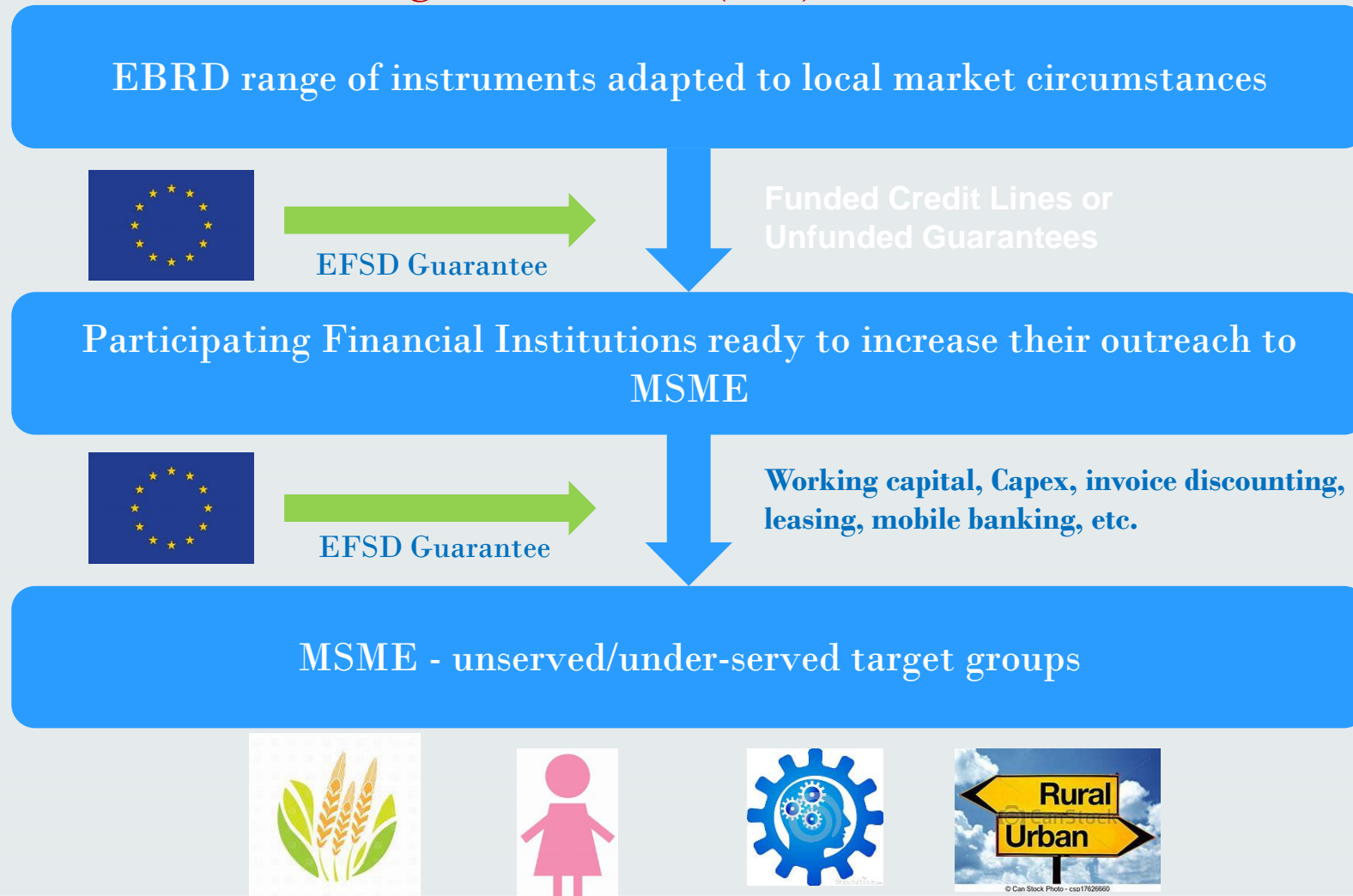


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# Example of proposed programme: Financial Inclusion in the Neighbourhood (1/2)



## Example of proposed programme: Financial Inclusion in the Neighbourhood (2/2)

- For every € 1 provided by EFSD, EBRD and private sector will mobilise on average € 17 euros.
- EFSD assumes 5.5% of the risk; Private Sector: 74%; and EBRD: 20.5%.
- Private sector financing made available to MSMEs: up to € 1.9bn benefiting almost 18,000 MSMEs.
- Substantial share of under-served & un-served MSMEs (i.e. women-led businesses, innovative businesses, agri-businesses and businesses operating outside the main urban centres).
- Almost 1 million of jobs sustained across 12 countries.



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# Example of proposed programme: Energy Efficiency in the EU Neighbourhood (1/2)

## Sectors

It is proposed to support energy efficiency and additionally water and resource efficiency in:

### Industry



- Cement and glass
- Metals
- Paper
- Plastics and chemicals
- Machine building
- Pharmaceuticals
- Food processing
- etc.

### Buildings



- Private commercial buildings
  - Offices
  - Retail and warehousing
  - Hotels and restaurants
- Non-municipal public buildings
  - Post offices
  - Rail buildings
- Residential sector via ‘aggregators’

## Structure

EFSD Guarantee

EBRD  
debt

Private sector  
debt

Equity  
and cash

€100 million

€700 million

Indicative total portfolio mobilisation value with Guarantee amount used once to cover first-losses of up to 20% of debt finance.

## Impact

270 GWh in avoided energy consumption per year

100,000 tCO<sub>2e</sub> in annual emission reductions

200,000 m<sup>3</sup> of water savings



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# Example of proposed programme: Energy Efficiency in the EU Neighbourhood (2/2)

*Examples of innovative green technologies supported in the corporate sector in the SEMED region*

## Egypt

### Cement manufacturer

- Large production site, over 2,000 workers.
- First-of-kind fuel conversion upgrade in the country.
- Allows for the introduction of kiln fuels based on municipal waste, displacing fossil fuels.
- Beneficial effect in the upstream production and local supply chains of the alternative fuels.
- A guarantee would raise interest from commercial lenders for such upgrades by limiting risks especially in the first years of operation of new installations when supply chains and volumes need to be gradually established.
- Project linked to policy dialogue with government and cement industry on decarbonisation targets.



## Morocco

### Sweets producer

- Family-owned, export-oriented, mid-cap business.
- Financing package for a new production facility from EBRD and local bank.
- An EBRD-led energy audit assessed the proposed plans and recommended advanced efficiency measures which are new to the market.
- This included an ice-based energy storage system to balance daily energy use and sold storage needs, energy recovery from furnaces, solar mounted PV and high grade building insulation.
- The additional financing burden on the client was limited by the availability of a incentive grant component as part of the financing package.



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# Example of proposed programme: Sustainable Cities

Development of sustainable urban infrastructure delivering climate, environmental and social impacts, while supporting the uptake of green technologies and helping boost private sector participation

EFSD Guarantee

EBRD  
debt

Private sector debt

Equity and cash  
contributions, debt from  
other DFIs

€100 million

€770 million

Indicative total portfolio mobilisation value with Guarantee amount used once to cover first-losses of up to 20% of the covered debt finance.

## Sectors



## Regions

### East

- Armenia
- Azerbaijan
- Belarus
- Georgia
- Moldova
- Ukraine

### South

- Egypt
- Jordan
- Lebanon
- Morocco
- Tunisia
- West Bank and Gaza

## Impact

700 GWh in avoided energy consumption per year.

150,000 tCO<sub>2e</sub> in annual emission reductions.

800,000 m<sup>3</sup> of water savings.



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