

EBRD business opportunities and approach to procurement in Ukraine

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European Bank
for Reconstruction and Development

EBRD Shareholding



European Bank
for Reconstruction and Development

Established

1991

The EBRD is owned by

75 countries

from five continents, as well as the European Union and the European Investment Bank. These shareholders have each made a capital contribution, which forms our core funding.

Capital base

€34 billion*

*The governors of the EBRD approved a resolution in November 2023 to increase the Bank's paid-in capital by €4 billion, bringing its capital base from €30 billion to €34 billion. The capital increase took effect on 31 December 2024.

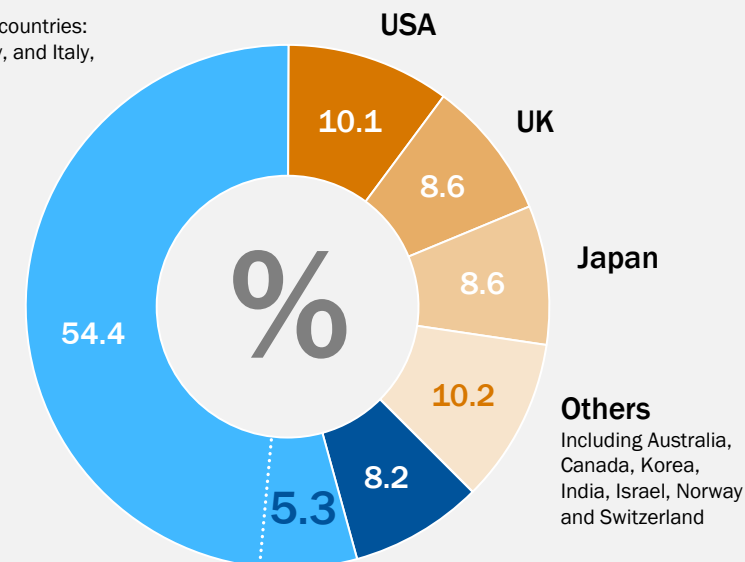
Triple-A rating

from all three main rating agencies (S&P, Moody's and Fitch)

EU27 countries

Includes European Union and European Investment Bank (EIB) each at 3%.

Among other EU countries: France, Germany, and Italy, each holds 8.6%



EBRD recipient countries

Who are members of the EU

EBRD recipient countries

Not members of the EU*

As at January 2024

For a full list of the shareholding of the EBRD visit: www.ebrd.com/shareholders

*The EBRD has excluded the Russian Federation and Belarus from receiving funding for projects or technical cooperation, following the invasion of Ukraine.

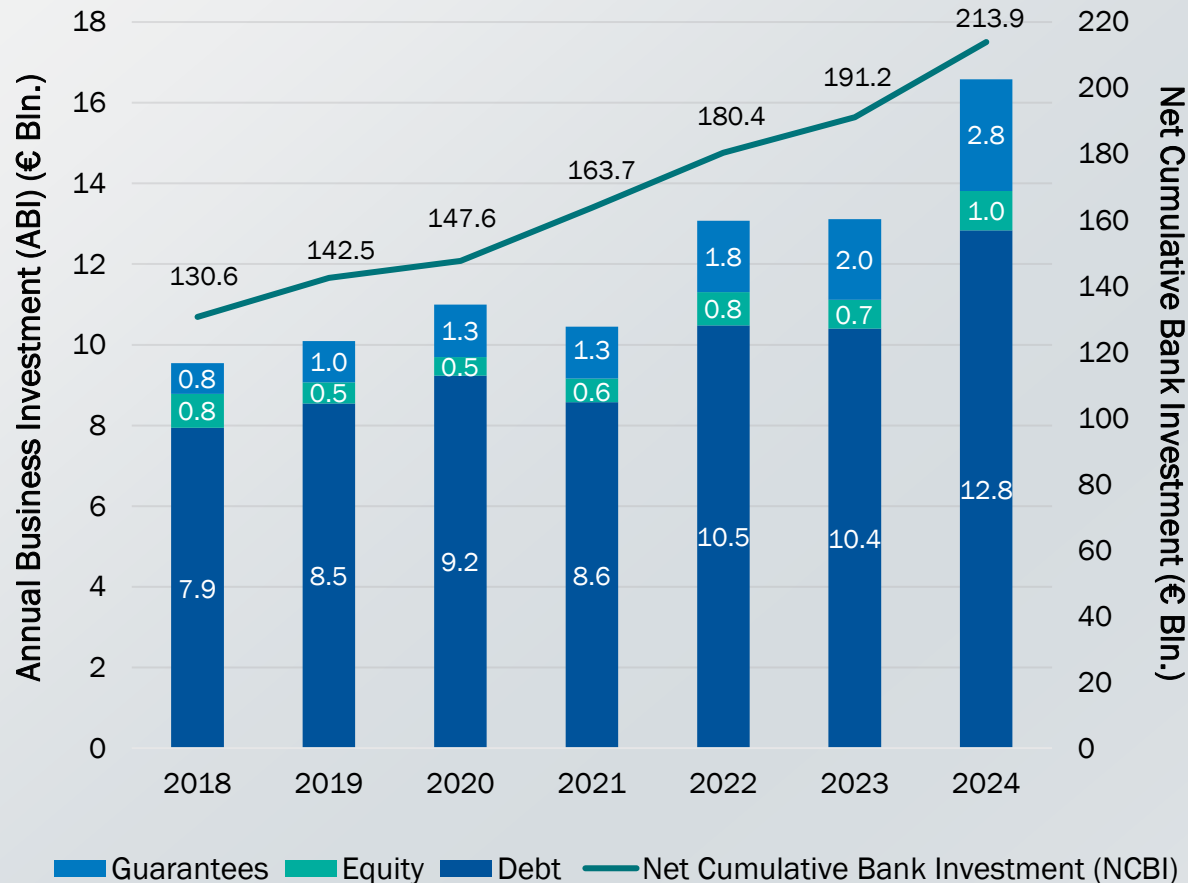
About EBRD

Largest investor in the region



European Bank
for Reconstruction and Development

Since 1991, EBRD invested over €213.9 billion in more than 7,409 projects (as of Dec. 2024)



Private sector share of cumulative investment
79%

FY 2024:
Debt **77%**
Equity **6%**
Guarantee **17%**

EBRD Top 10 investee countries in 2024 (€ Mln.)

1	Türkiye	2,634
2	Ukraine	1,908
3	Egypt	1,463
4	Poland	1,436
5	Uzbekistan	938
6	Kazakhstan	913
7	Serbia	807
8	Romania	707
9	Georgia	657
10	Morocco	530

EBRD Sector Coverage



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Food and Agribusiness

Single biggest investor in many of our regions



Energy

Focus on transmission, distribution, safety upgrades and investment in renewables



Real Estate

The Bank is a key player in the property markets of our regions



Telecoms, Media & Technology

Networks, platforms, and other service providers



Financial Institutions

Vital for a market economy



Transport

We aim to build efficient, reliable and secure transport systems



Manufacturing & Services

Heavy/light industry and processing/production of goods



Natural Resources

We finance a range of natural resource industries

EBRD Sector Coverage (continued) and other initiatives



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Municipal Infrastructure

We seek improving municipal services in our countries of operations



Nuclear Safety

We assist in safe treatment of waste and power plants



Equity

Trusted equity partner with focus on impact alongside returns



Equity Funds

Region's largest investor in private equity funds



Legal Reform

Creating investor-friendly, transparent legal environments



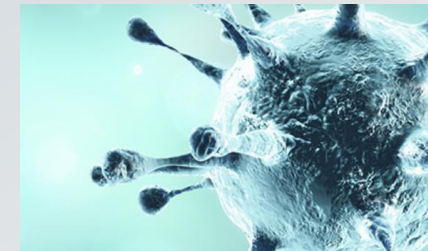
Small & Medium Enterprises

We offer finance, consulting, and technical assistance



EBRD Green

We are climate finance leaders, set to become a majority green bank by 2025



EBRD & the coronavirus pandemic

In 2020-21, we financed activity worth €21 billion to counter the impact of pandemic

Opportunities for Ukrainian companies to work with the EBRD



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EBRD offers a range of products and business services:

- **Project finance.** We offer different financial instruments, primarily in the form of loans, equity and guarantees, as well as assistance through financial intermediaries.
- **Technical cooperation.** We support technical cooperation projects for public and private enterprises.
- **Advice for business.** Complementing our financial services, the EBRD also helps enterprises flourish by connecting them with expert advisers and consultants.
- **Procurement.** Projects financed by the EBRD generate many tendering opportunities. We also seek corporate products and services for internal projects and departments.
- **Trade Facilitation Programme.** We provide an award-winning scheme which promotes global trade by guaranteeing trade transactions to, from and among the countries we work in.
- **Treasury and Capital Markets.** With over 30 years of experience, the EBRD plays a significant role in the international capital markets through a broad range of activities, including local currency financing and financial market development.
- **Mobilisation.** We place an emphasis on involving other sources of financing in our operations



Visit our website: <https://www.ebrd.com/work-with-us.html>

- **EBRD Procurement Policies and Rules (PPR)** (<https://www.ebrd.com/procurement/project-procurement/policies-guidelines.html>)
 - Focus on operations in **public sector** (Chapter III, Articles 1, 2 and 3), but also recommendations for private sector clients
 - **Client-led procurement** (Clients are responsible for all aspects of procurement, with Bank's oversight)
 - **Bank's role** is to provide fiduciary oversight with focus on critical steps necessary to ensure eligibility of contracts for Bank financing. This includes prior review of key procurement decisions and documents such as procurement and implementation strategy, procurement documents, evaluation results, draft contracts and amendments to signed contracts, etc.)
 - All tendering and contracting via **EBRD Client E-Procurement Portal (ECEPP)** - <https://ecepp.ebrd.com/>
- **EBRD Corporate Procurement Policy** (<https://www.ebrd.com/procurement/corporate-procurement.html>)
 - **Bank-led procurement** – including consultancy services in Bank-financed investment projects

What can you do?

- As a **Supplier/Contractor** in Bank-financed projects (involving Bank's loan and donor investment grants administered by the Bank) – supply goods, carry out works and services
- As a **Consultant** – provide consultancy services for Bank's clients and the Bank
 - Procurement and project implementation support
 - Technical inspection (e.g. pre-shipment inspection, witnessing factory tests)
 - Lender's monitor (e.g. review of proposals and value for money verification in directly awarded contracts)
 - Assessments (e.g. feasibility studies, damage/reconstruction assessment etc.)

What can we do?

- Support available from the Bank
 - Dedicated market consultations / outreach events
 - Training on EBRD procurement and use of ECEPP (electronic procurement platform)
 - 'Business matching' sessions with private sector clients (for a specific sector)

EBRD project procurement – available resources (www.ebrd.com)



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For the implementation of EBRD-financed projects in both the public and private sector, EBRD clients may need to procure goods, works, services as well as consultancy services.

The EBRD's [Procurement Policies and Rules](#) (PPR) set out the principles and rules governing the procurement of goods, works, services as well as consultancy services contracted by EBRD clients in projects financed by the EBRD both in the public and private sector. The policy also applies to contracts financed with donor funds administered by the EBRD.

Procurement Policy and Advisory
Department

Related

- [Access ECEPP](#) →
- [Policy Dialogue](#) →

Recommendations to prospective participants:

review Procurement Policies and Rules

review relevant guidance notes and directives


familiarise yourselves with Standard Procurement Documentation

What is ECEPP?



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- **EBRD Client e-Procurement Portal (ECEPP)** allows clients of the Bank procure goods, works, services and consultancy contracts, and administer the resulting contracts, under all public sector projects, financed in whole or in part by EBRD (including EBRD administered grants), in accordance with the EBRD Procurement Policies and Rules.
- ECEPP is in use since August 2015 and the default option for all client-led procurements since January 2020.
- **All procurement notices available from the homepage, but register for access to specific projects/tenders**



The screenshot shows the ECEPP portal homepage. At the top, there is a navigation bar with the European Bank logo, the text "EBRD Client e-Procurement Portal ECEPP", and a "Login / Register" button. Below the navigation bar is a large banner image of a dam. A "Procurement Notices" section features a search bar with a "Keyword (search in English only)" field, "Notice Type" and "Status" dropdown menus, and a "Search" button. Below the search bar are three buttons: "Participant Registration", "Procurement Notices", and "Help".

The ECEPP portal allows clients of the European Bank for Reconstruction and Development (EBRD) to conduct electronic project procurement for goods, works and consultancy contracts for public sector projects financed in whole or in part by EBRD (including EBRD administered grants), in accordance with the EBRD's Procurement Policies and Rules.

ECEPP Statistics			
377	366	1265	13,173,135,410
Planned Procurement Exercises	In Progress Procurement Exercises	Signed Contracts	Signed Contract Value (EUR)

Participation of Ukrainian companies in EBRD tenders (2015-2025)



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- **Participation** – 142 tenders in 9 countries (Albania, Georgia, Kosovo, Kyrgyz Republic, Tajikistan, Ukraine)
- **Success** – 116 awarded contracts:
 - **Goods** – 70 contracts (public transport vehicles, trolleybuses, SCADA/control systems, transformers, generators, railway track materials, etc.)
 - **Works and Supply & Install** – 45 contracts (road repair/construction, modernisation/constructions of substations, hydropower plants, utilities pipelines, boiler houses, energy efficiency in public buildings)
 - **Consultancy Services** – 1 contract (*Note: excludes TC grant-financed contracts procured before introduction of ECEPP*)

Which **procedures** are used – depends on the complexity and nature of the contract:

- **Single stage** (with or without prequalification) – technical and financial proposals are submitted together and opened at the same time
 - Small works (e.g. pipe replacement) based on the Employer's (Client's) design
 - Standard goods (serial production Goods not requiring major installation, testing and commissioning)
- **Single stage two-envelope** (with or without prequalification) – technical and financial proposals are submitted together but opened at separate times
 - Consultancy services
- **Multi-stage** (with or without prequalification) – only technical proposal is submitted and evaluated first; updated and financial proposal are submitted and opened together at next stage
 - Works involving a technological element and/or design by the Contractor (e.g. wastewater treatment plant modernisation, bridge construction)
 - Complex Goods (e.g. metro trains)

Procurement particulars – alternative procedures



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Which **procedures** are used – depends on the complexity and nature of the contract:

- **Direct contracting** – only subject to conditions listed in PPR 3.24
- **Procurement of commodities**
- **Procurement under national laws** – i.e. in accordance with Ukraine’s Law on Public Procurement via Prozorro
- **Procurement by Utilities**

- **Eligibility** – company from any company can participate, unless they are excluded (see PPR 2.8)
- **Time limits** – depends on the procedure and complexity of the contract:
 - Recommended (PPR 3.44) – normally not less than 40 days, but may be extended for large/complex contracts or, with prior agreement of the Bank, reduced
- **Proposal evaluation** (PPR 3.49–3.55)
 - proposals are evaluated using only the criteria and methodology included in procurement documents
 - price is not the only and not always the main factor
- **Contract terms and conditions**
 - Use of internationally recognised forms of contract
 - Particular conditions (payment terms, bank guarantees, dispute resolution etc.) depend on the nature of the contract and Client’s requirements
 - Advance payments made only against a bank guarantee

Typical infrastructure projects



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- **Transport**
 - Roads (incl. road safety), bridges, railways, rolling stock, airports, ports
- **Urban transport**
 - Electric buses, trolleybuses, metro trains, trams + related infrastructure, automated fare collection
- **Power and Energy**
 - Generation, transmission & distribution, solar, wind
- **District energy (heating /cooling)**
 - Introduction of alternative fuels, consumption control solutions
- **Energy efficiency in public buildings**
 - Energy Performance Contracts (EnPC) + building certification
- **Solid waste collection and management**
 - Sanitary landfills, waste separation and treatment, waste collection, specialised landfill equipment
 - Waste recycling strategies, optimal waste collection schemes
- **Street lighting**
 - Lighting control system, LED luminaires
- **Water and wastewater**
 - Water treatment and distribution, metering, wastewater collection and treatment

- **Enhanced risk assessment** (increased risks, new risks, uninsurable risks, supply chain and logistics disruptions)
 - See Guidance on **Project Implementation During Armed Conflicts or Wars** for full detail ([Procurement Policies and Guidelines \(ebrd.com\)](#))
 - Procurement of Goods mostly (tender and contract conditions adjusted accordingly)
 - Procurement of Works mostly limited to areas far from the active frontline
 - **Wide use of Market consultations** to ensure current market conditions and capabilities are captured (in particular, for complex equipment with long lead times)
 - *Notices for market consultations published on EBRD website - <https://www.ebrd.com/work-with-us/procurement/notices.html>*
- **Competition** by default, but some flexibility may apply (e.g. for security reasons)
- **No restrictions on participation** (but exclusions from contract award may apply as per PPR 3.52)
- Standard mandatory **integrity** checks and provisions apply

EBRD projects in Ukraine – current procurement opportunities



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- RFL - Ukrnafta Emergency Distributed Generation Support
- UZ Energy
- Kyiv City Transport II: Metro
- Kyiv District Heating
- RLF Lutsk District Heating Phase II
- RLF - Mykolayiv Emergency Water
- RLF - Hydro Power Plants Emergency Restoration
- Ukrainian Road Corridors
- Kharkiv Metro Extension
- Dnipro Metro Construction Completion
- Kryvyi Rih Trolleybus
- Dnipro Public Buildings Energy Efficiency (*upcoming*)

* Please follow ECEPP ([Search Opportunities | ECEPP](#)) for published procurement notices

EBRD Project Procurement

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