



Ukraine Business Outreach Workshop April 16th, 2024

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Agenda

1. EIB PORTFOLIO

2. EIB PROCUREMENT POLICY

3. STRATEGIC PROCUREMENT

**4. UPCOMING TECHNICAL ASSISTANCE
CONTRACTS**

5. Q&A



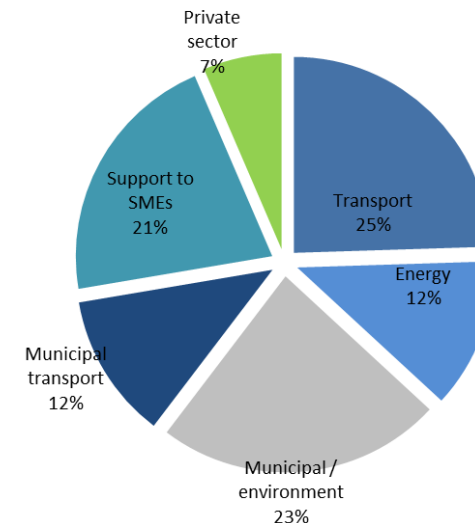
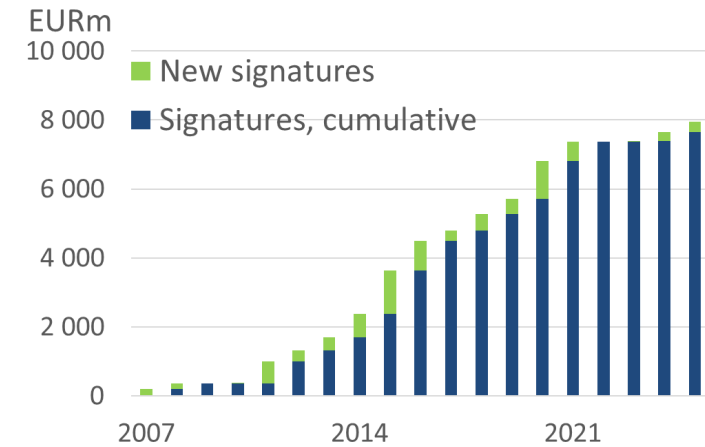


1. EIB Portfolio

EIB Financing in Ukraine so far: Overview

- **close to EUR 8bn of operations since 2007** – strong acceleration since 2014.
 - **80%** in support of **public infrastructure** (municipal, transport, energy, social infrastructure)
 - **20%** in support of **private sector** (MSME – including via EIF, corporates).
- Following the full-scale Russian invasion: over **EUR 2.2bn of financing**
 - **first IFI** disbursing in Ukraine: **EUR 668m starting in March 2022**. Additional repurposed operations: **EUR 1.1bn** (fully disbursed)
 - resumed operations **EUR 536m**
 - one impact financing private equity operation: **EUR 25m**
 - new commitments of **EUR 470m** to support recovery, social, water, district heating and municipal transport infrastructure
 - new funding lines and guarantees signed to support SMEs access to financing

Strong focus on procurement procedures and anti-corruption safeguards



Ukraine Guarantee Agreement

On March 6th 2025, the EIB and the European Commission signed a **guarantee agreement** that will allow the EIB to invest **at least €2 billion in urgent recovery and reconstruction efforts in Ukraine.**

- ✓ The financing **will target critical infrastructure, including energy, transport, housing, water and heating**, to sustain essential services and economic stability.
- ✓ To bolster the implementation of EIB investments under the Ukraine Facility, the EIB and the Ukrainian government **have signed an agreement to deploy a team of advisory experts in Kyiv**. This team will offer hands-on expertise to expedite the preparation and execution of critical projects and strategic documents, initially focusing on energy, transport, and housing. 🇪🇺 🇺🇦





Recently Signed Operations

On April 9th, finance contracts have been signed for three new public sector projects worth €300 million under the European Union's Ukraine Facility:

- **Rebuilding Social Infrastructure and Essential Services:** The €100 million Ukraine Recovery III project will rehabilitate critical social infrastructure in over 100 communities, providing access to healthcare, education, social housing, water supply, sewerage, and heating. 🏠 🏫 🏠 💧
- **Improving Access to Safe Water and Sanitation:** The €100 million Ukraine Water Recovery project will finance the repair and modernization of water supply and wastewater treatment systems damaged by the war, restoring access to clean water and sanitation services for millions of Ukrainians. 🔄 🚰
- **Ensuring Reliable District Heating Services:** The €100 million Ukraine District Heating Ukreximbank project will restore and improve district heating infrastructure, focusing on decentralized heat generation, renewable energy solutions, and energy efficiency in public buildings, enhancing energy security and service reliability during winter. 🔥 🏢



2. EIB PROCUREMENT POLICY

THE EIB PROCUREMENT MODEL

A DUAL APPROACH



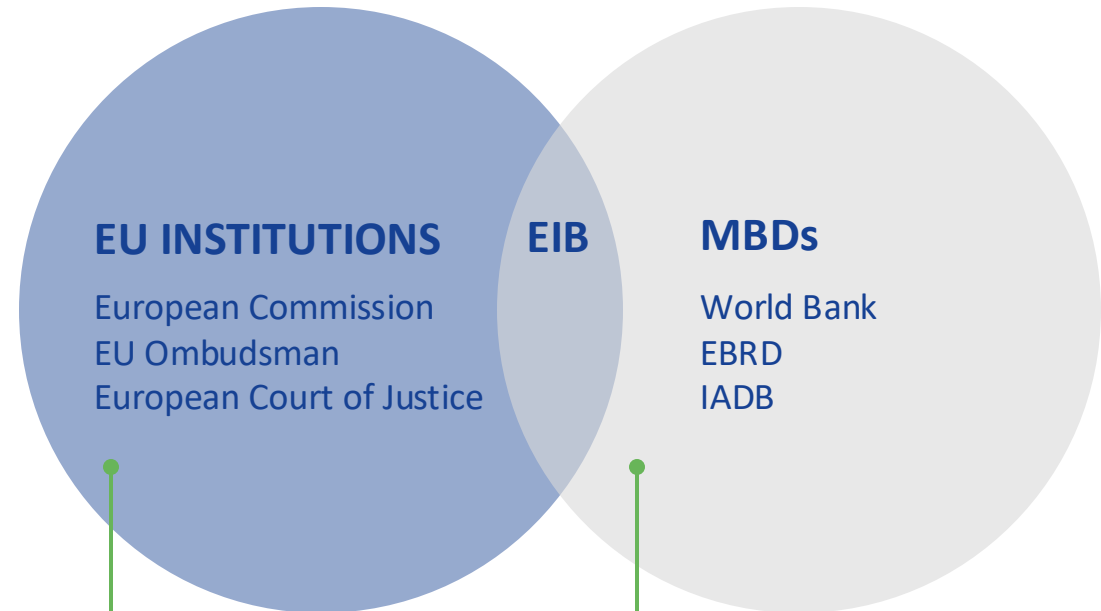
WITHIN EU

EU LAW
Solid EU MS control systems
→ Limited EIB monitoring



OUTSIDE EU

EIB GUIDE TO PROCUREMENT
→ Close EIB monitoring



EIB, as an EU body,
 follows EU Treaty principles
→ Guide to Procurement
 based on the EU Public
 Procurement Directives.

Harmonisation with other MDBs
→ Guide to Procurement reflects
 also MDBs' best practices
 (e.g. universal eligibility).

EIB: Guide to Procurement (GtP)

 [Guide to Procurement](#)

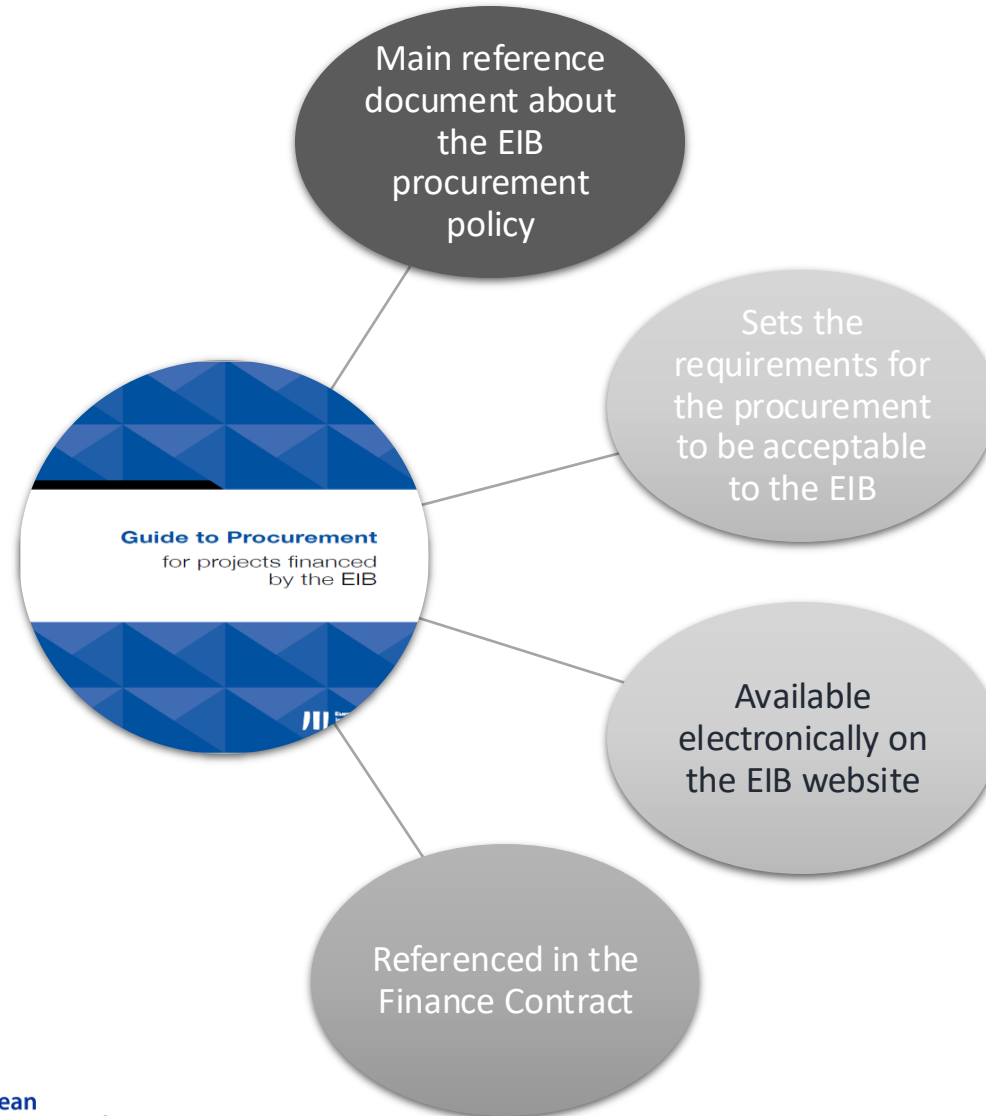


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2. Operations within the EU
3. Operations outside the EU
4. Consultancy Services financed by the Bank

EIB: Access to remedy

- **Promoters** are required to review & take necessary actions and respond in a timely manner to complaints from (potential) tenderers.
- EIB requires review procedures for remedies acceptable to the Bank are available (normally **national remedy mechanism**) to (potential) tenderers on contracts financed by EIB

Independent from procuring entity

Members free from conflict of interest

Clear rules for submission, treatment and substantiated response in line w. principles of transparency, confidentiality, equal treatment, efficiency

Deadlines for submission and review of complaints defined and allow to timely review to redress

Rules foresee annulment/suspension of procurement decisions for reasonable time

Remedy mechanism's decisions are distinct from EIB's review & financing decision and are not binding on EIB.

EIB's GtP: Selection of procurement procedures for public sector operations



Nature of the Contract	Threshold in Euro
Works	5 million
Goods and Services except Consultancy services:	200,000
In General	400,000
Electricity, Gas, Water and Transport	600,000
Telecommunications	

GtP: Consultancy services procured by promoters (GtP, §4.)

Contract Amount in EUR	Type of procedure
Above or equal to 200 000	Open or Restricted Procedure, with OJEU and/or EIB publication
Below 200 000	Negotiated Procedure without Publication (3 to 7 candidates of at least 2 nationalities)
Exception below 50 000	Negotiated Procedure without Publication (only 1 candidate allowed)



Any barrier to participation?
procurement.com
plaints@eib.org

EIB Website- Publication



Calls for tender →



Technical assistance →



**Calls for expression of
interest →**



Project procurement →

Available at:

<https://www.eib.org/en/about/procurement/index.htm>

Memorandum of Intent EIB, CEB, WB, EBRD



During the 2023 Annual Meetings in Marrakech, Morocco, the Council of Europe Development Bank (CEB), the European Bank for Reconstruction and Development (EBRD), the European Investment Bank (EIB) and the World Bank **agreed to further harmonize procurement practices for public sector investment financed by the MDBs in Ukraine.**



Activities under the Joint Roadmap

- ✓ Expanding mutual reliance arrangements
- ✓ Improving management and transparency of MDBs projects in Ukraine through use of DREAM
- ✓ Reliance on digital procurement to increase transparency and competition
- ✓ De-risking the procurement operating environment through procurement legal reforms
- ✓ Streamlining delays in procurement process and procurement decision making
- ✓ Capacity Building in procurement and contract management



3. Strategic Procurement

GLOBAL CHANGES IMPACTING PROCUREMENT

UNDER PRESSURE: RISING INTERNATIONAL TRADE TENSIONS



CONSULTATIONS OVER THE LAST 2 YEARS

- EC, MDBs, EU industry representatives
- Joint MDB work on sustainable procurement
- **Consistent international position outside EU**
- **Balance international cooperation & promotion of EU standards / best practices**
- **Remain ahead of the curve and lead the way for the MDBs**



01

ELIGIBILITY RESTRICTIONS

Radical & not always realistic solution to eliminate 3rd country tenderers

02

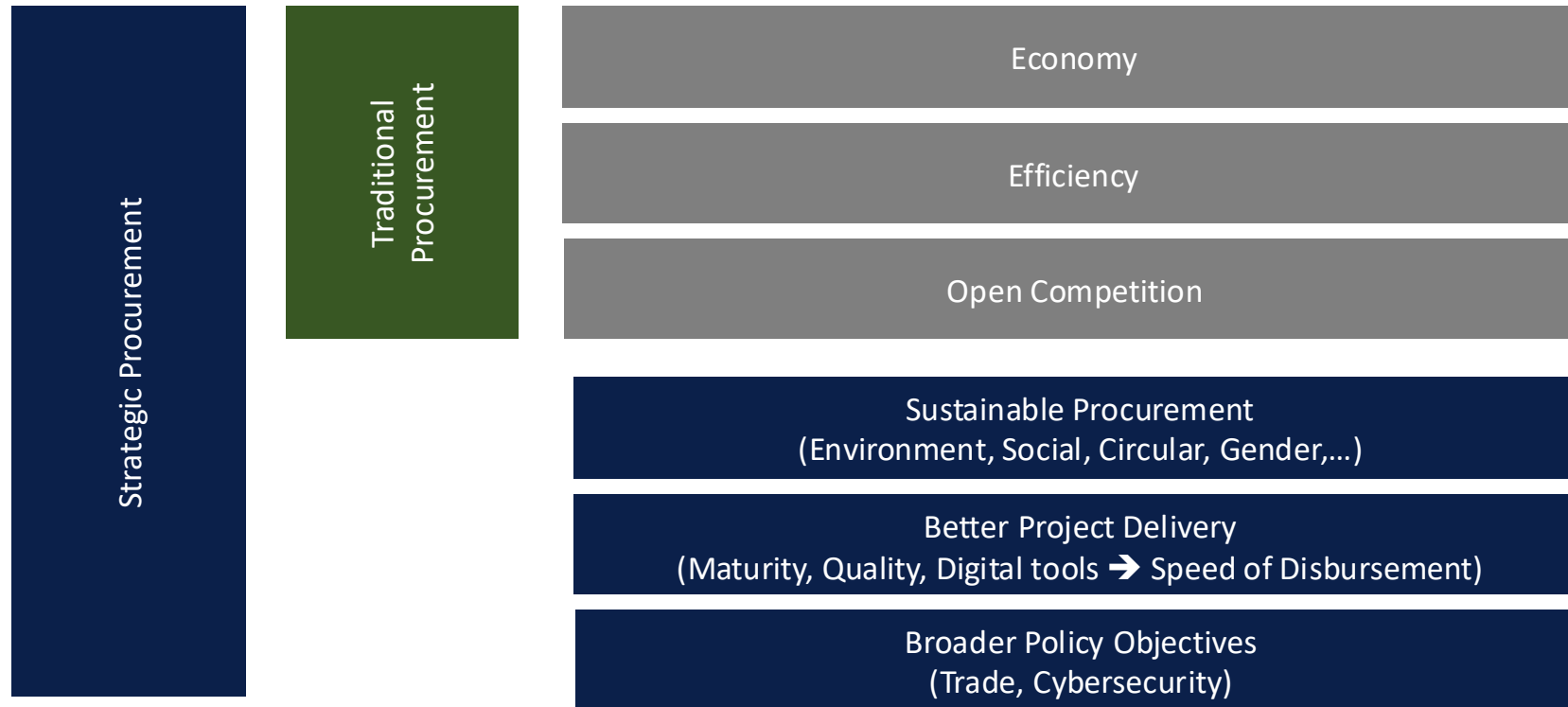
STRATEGIC PROCUREMENT

- **MDBs, industry representatives converge towards this**
- **Key topic of discussions EIB-EC-EU industry**

DECEMBER 2024

The EIB Strategic Procurement Roadmap approved by the Management Committee

Moving towards Strategic Procurement





4. UPCOMING TECHNICAL ASSISTANCE CONTRACTS



Upcoming Technical Assistance Contracts procured by the EIB

- ✓ **Ukraine and Moldova TA for Anti-Corruption and Anti-Fraud (UMAC):** EUR 3.9 million, tender to be launched Q2 2025. 🧑‍💻 🔍
- ✓ **Ukraine First IPF:** EUR 15 million, tender to be launched Q2 2025. UA 📁
- ✓ **Procurement Capacity Building:** EUR 1.9 million, tender to be launched Q2 2025. 🛠️ 📈



Technical Assistance for Procurement Support to EIB Operations in Ukraine

Value – 1.9M Euros

Scope agreed with the Ukrainian Authorities

Implementation period -5 Years

Counterparts – Ministry of Economy, AMCU and
Prozorro



THANK YOU



European
Investment Bank