

UKRAINE BUSINESS OUTREACH | May 6th, 2026

Business outreach workshop for public procurement opportunities in Ukraine

EIB Procurement Policy & Ukraine Operations

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AGENDA

*Ukraine Business Outreach
May 6th, 2026*

1 EIB Procurement Policy

2 Ukraine Guarantee

3 EIB Survey

4 Strategic Procurement

5 Overview of EIB Portfolio

6 Q&A

SECTION

1

EIB Procurement Policy

THE EIB

THE BANK OF THE EUROPEAN UNION

Improving lives in Europe and beyond

- One of the world's major multilateral lenders
- Leading provider of climate finance
- Owned by the EU Member States



OUR PRIORITIES



CLIMATE ACTION AND ENVIRONMENTAL SUSTAINABILITY



DIGITALISATION AND TECHNOLOGICAL INNOVATION



SECURITY AND DEFENCE



A MODERN COHESION POLICY



AGRICULTURE AND BIOECONOMY



SOCIAL INFRASTRUCTURE



HIGH-IMPACT GLOBAL INVESTMENT



SAVINGS AND INVESTMENTS UNION

EIB GROUP FINANCING IN 2025*

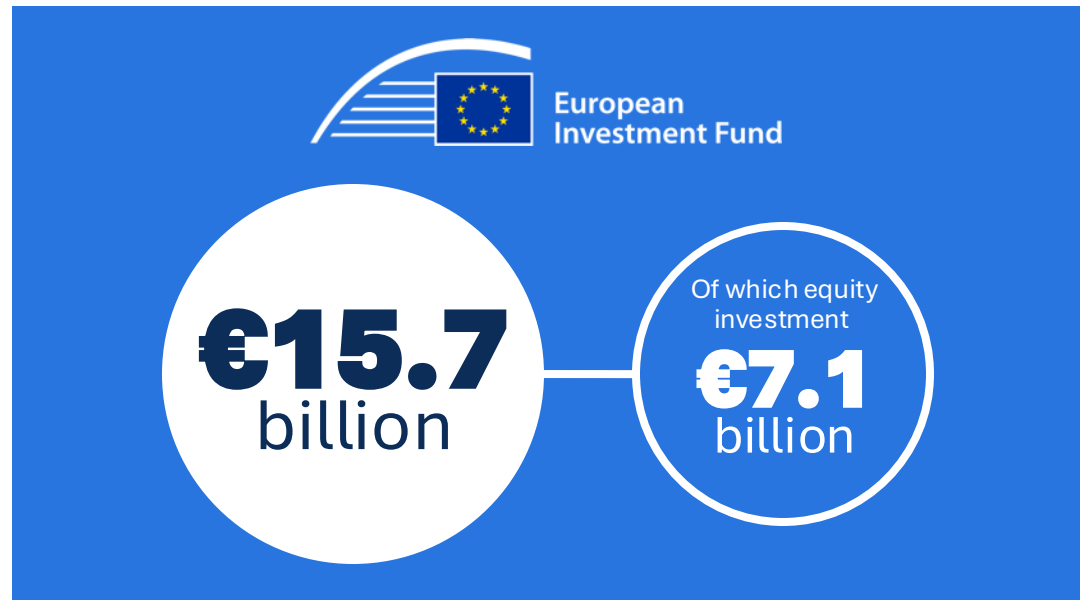
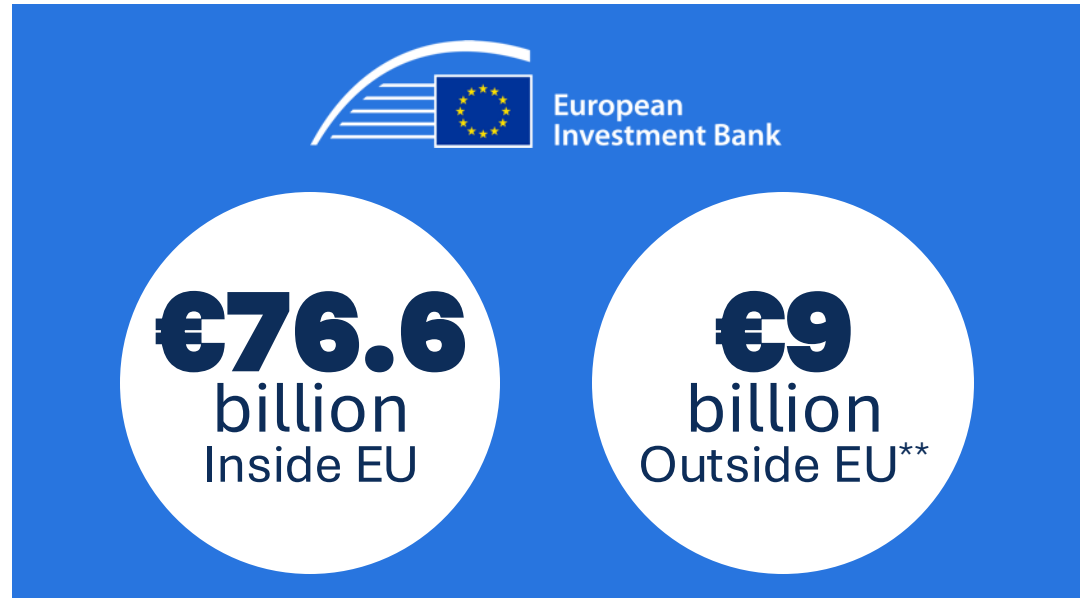
€100 billion

€1.5 billion

Ukraine

(Support for Ukraine since the start of the war

€4 billion)



All figures are unaudited and provisional, refer to signatures and are for the EIB Group unless otherwise specified.

*The EIB Group total financing figure excludes an overlap due to joint engagements of the EIB and the EIF.

** This figure includes EIB Global's engagement in middle and low-income countries, as well as EFTA countries.

THE EIB PROCUREMENT MODEL

A DUAL APPROACH



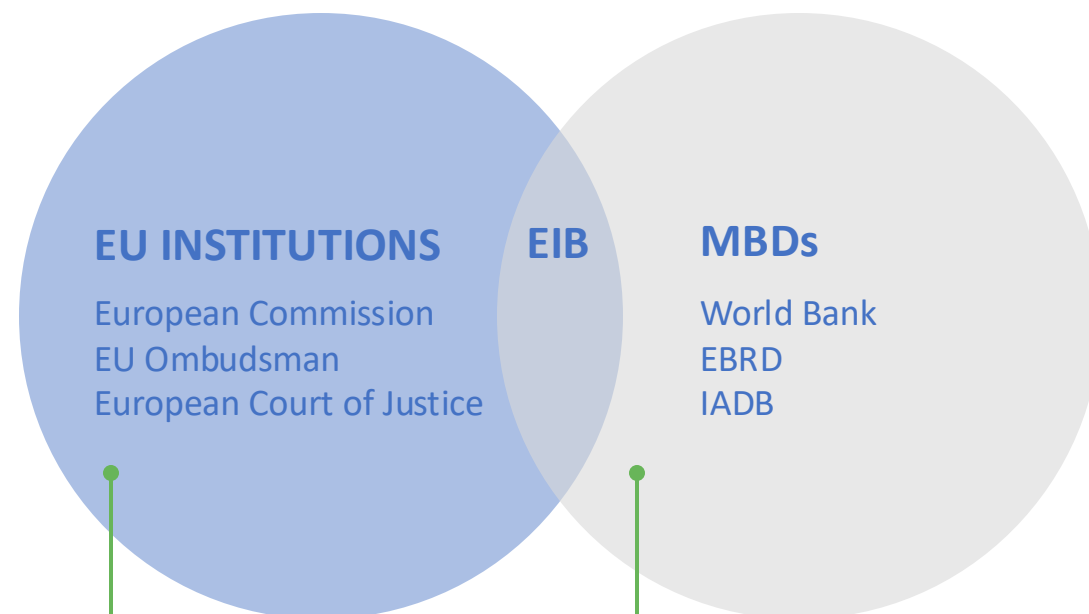
WITHIN EU

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's and Promoter's respective responsibilities



The EIB: Guide to Procurement

**Guide to procurement
for projects financed by the EIB**

EIB: Guide to Procurement (GtP)

 [Guide to Procurement](#)



Table of Content

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

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

International procurement procedures (GtP, §3.3.2)

- Open procedure
- Restricted procedure (with pre-qualification)
- Other procedures subject to Bank's prior approval:
 - Competitive dialog
 - Competitive procedure with negotiation
 - Negotiated procedure

Ex-Ante

National procurement procedures (GtP, §3.3.3)

- National competitive bidding
- Shopping and direct contracting
- Force account

Ex-Post

Mandatory publication of the procurement notice in the EIB website and /or OJEU

Mandatory thresholds

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	

Note: It is not allowed to artificially split contracts, in order to circumvent the rules of international procurement.

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

All procurement notices above mandatory thresholds must be published on the EIB website and/or in the OJEU.

Available at:

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



Calls for Tender

All active tender calls above thresholds



Technical Assistance

TA assignments and service contracts



Calls for Expression of Interest

Restricted procedure pre-qualification



Project Procurement

Notices for ongoing financed projects

Memorandum of Intent: MDB Harmonization

At the 2023 World Bank Annual Meetings in Marrakech, CEB, EBRD, EIB and the World Bank agreed to further harmonize procurement practices for public sector investment financed by the MDBs in Ukraine.

Joint Roadmap Activities

i. Expanding mutual reliance arrangements in co-financed projects

ii. Improving management and transparency via DREAM platform

iii. Reliance on digital procurement (Prozorro) for transparency

iv. De-risking through procurement legal reforms

v. Streamlining delays in procurement decision making

vi. Capacity Building in procurement and contract management

Signed Mutual Reliance Agreements

As part of the deliverables under the Joint Roadmap, the following Procedural Frameworks and Mutual Reliance Agreements have been successfully signed:

February 2025



EIB & World Bank

Q1 2025 Target ✓

Procedural Framework between the European Investment Bank (EIB) and the World Bank was successfully signed, meeting the Q1 2025 milestone.

February 2025



CEB & EIB

Q1 2025 Target ✓

Procedural Framework between the Council of Europe Development Bank (CEB) and the EIB was signed, completing another key Q1 milestone.

April 2026



CEB, EBRD & EIB

Milestone Achieved ✓

Tripartite Mutual Reliance Agreement between CEB, EBRD, and EIB has been signed — a landmark tripartite agreement.

SECTION

2

Ukraine Guarantee Agreement

SECTION

3

European
Investment Bank

EIB Survey

*Identifying barriers in procurement for EU companies
competing in non-EU markets*

EIB SURVEY – SPECIFIC CONCERNS RELATED TO UKRAINE

Insurance Barriers

Many respondents underscored the heightened cost of insurance and the difficulty in finding insurance providers willing to cover international staff and equipment delivery to Ukraine. This has emerged as a significant barrier to participation in public tenders.

Security Risks & Mobility

Security concerns are a major issue impacting participation. The ongoing conflict makes it challenging to mobilise international experts, with many unwilling to travel to Ukraine due to safety considerations. This affects the ability to deploy personnel and carry out projects on-site.

Challenges in Participation

Wartime conditions have led to a decrease in public tenders and difficulties in participating in those that are available. Issues such as disrupted site visits, damaged infrastructure, travel restrictions, and delayed payments have further impeded participation.

Financial & Operational Costs

Additional financial and operational burdens from hiring security services, using armoured vehicles, implementing emergency evacuation plans, and integrating insurance costs into tenders have reduced the competitiveness of EU (responsible) companies.

Some EU companies indicated their decision not to apply for contracts in Ukraine or limiting involvement to safer regions or remote execution.

SECTION

4

Strategic Procurement

Environmental

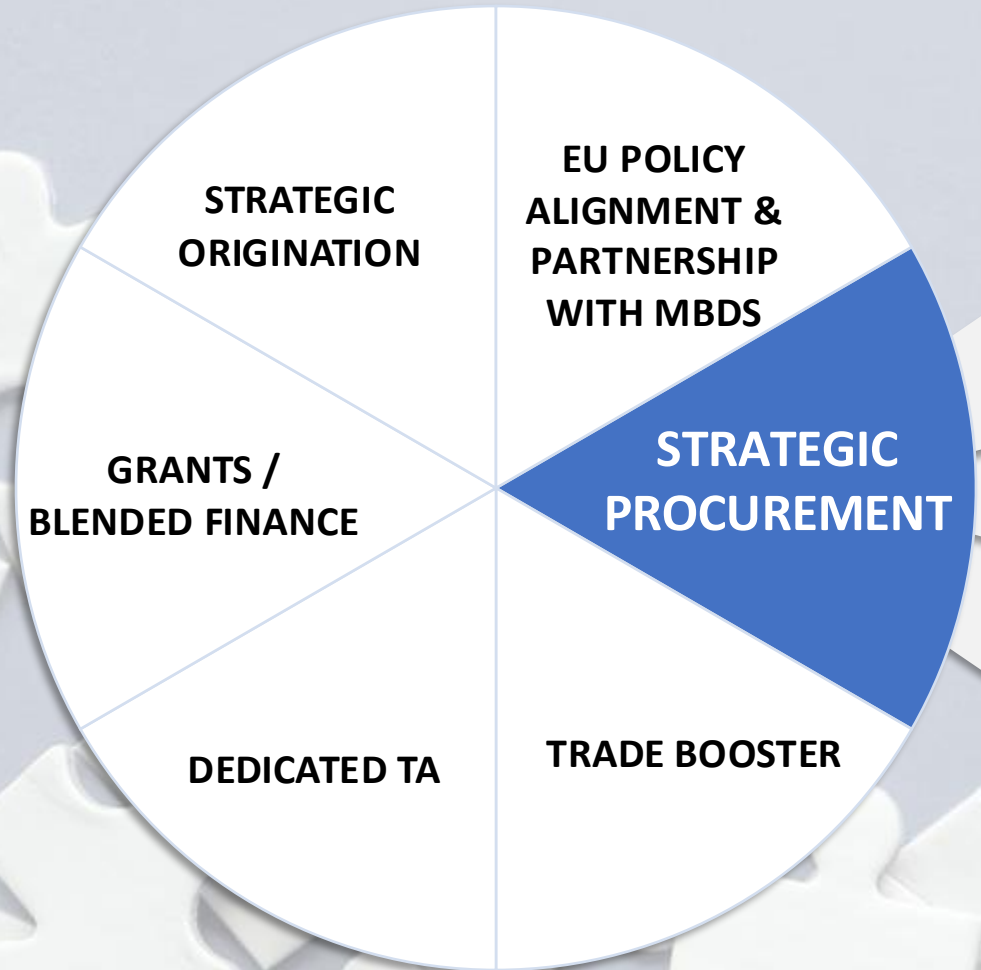
Circular

Social

Gender

Innovation

Climate



01

Quality, sustainability & resilience first

02

Encourage innovation & alignment with EU broader policy objectives

03

Simpler, smarter & more accessible processes

STRATEGIC PROCUREMENT



ECONOMY

EFFICIENCY

OPEN COMPETITION

SUSTAINABLE PROCUREMENT

BETTER PROJECT DELIVERY

BROADER POLICY OBJECTIVES

Strategic Procurement Roadmap

Why Strategic Procurement Matters for Ukraine



- ▶ Enables use of strategic approaches for most new EIB-financed projects (energy, transport, infrastructure).
- ▶ Embeds sustainability, innovation, and performance criteria from the project design stage.

Enhancing Security & Resilience

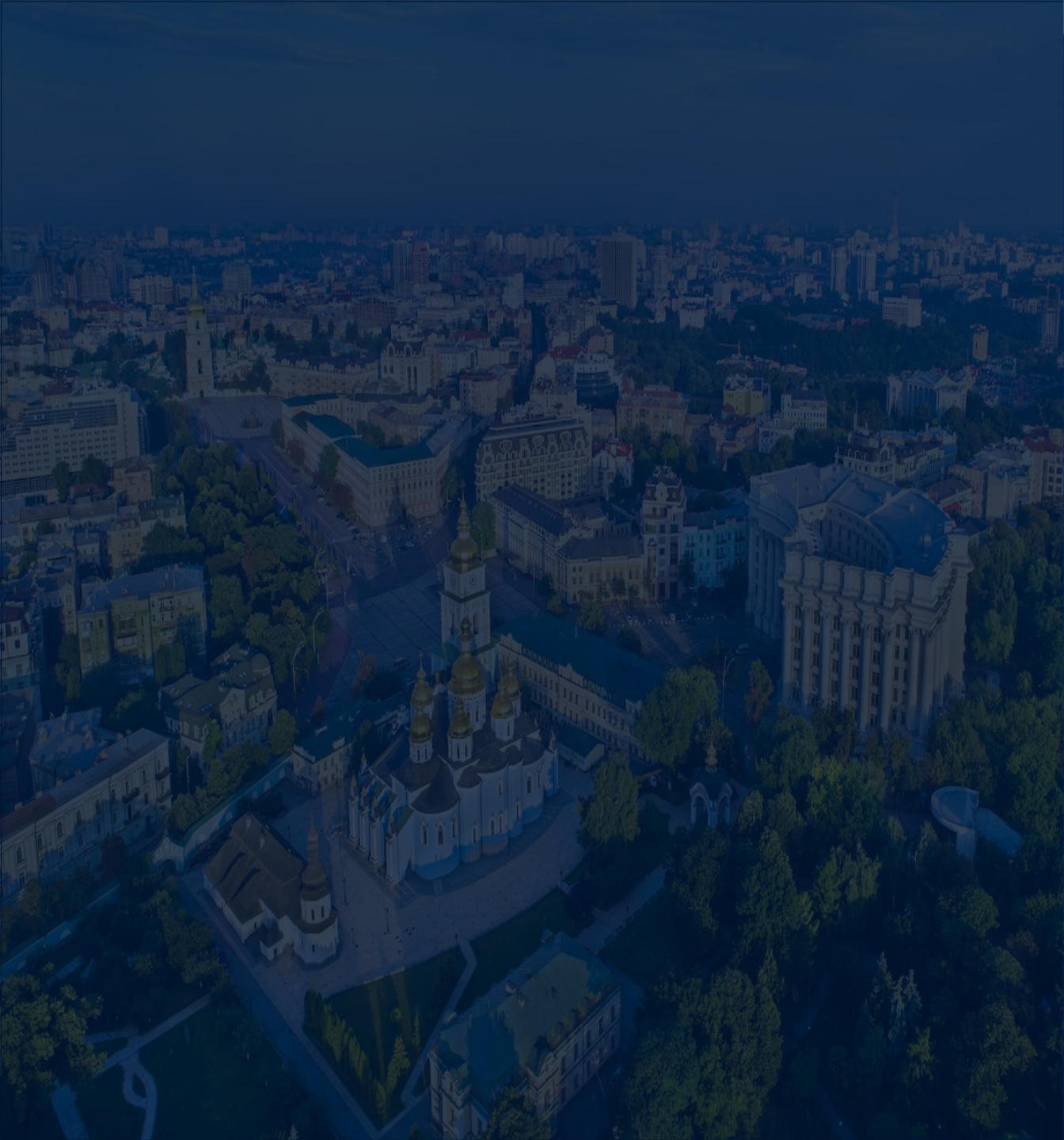


- ▶ Integrates supply chain security and cybersecurity requirements.
- ▶ Reduces risks of project disruption or misuse in a conflict context.
- ▶ Increases the resilience of EIB investments.

Strengthening Procurement Capacity



- ▶ Technical Assistance (TA) improves institutional capabilities.
- ▶ Supports faster, more effective project implementation.



SECTION

5

Overview of EIB Portfolio

*Active Investments
in Ukraine*

Your Winning Checklist

A quick-reference summary of the key steps

01

Research

Study EIB project pipeline, sector and country documents at www.eib.org

02

Monitor EIB and TED websites

Check Tenders Electronic Daily and EIB websites regularly for new opportunities

03

Think Small

Consider smaller assignments — great entry points and track-record builders Check Prozorro!

04

Strong Eoi

Invest in your Expression of Interest — it's the gateway to the shortlist

05

Build a Team

Form consortia or engage external experts to meet all requirements

06

Know the Rules

Understand EIB procurement procedures

TECHNICAL ASSISTANCE FOR PROCUREMENT SUPPORT TO EIB OPERATIONS IN UKRAINE

Deadline for proposals: 23.04.2026

VALUE

€1.9 Million

SCOPE

Agreed with the Ukrainian Authorities

IMPLEMENTATION PERIOD

5 Years

COUNTERPARTS

Ministry of Economy, AMCU and Prozorro



PROJECTS OVERVIEW

ENERGY

UKRAINE DISTRICT HEATING OSCHADBANK

ELECTRICITY, GAS, STEAM AND AIR CONDITIONING SUPPLY — Heat production — Combined heat and power production

ENERGY

UKRAINE DISTRICT HEATING UKREXIMBANK

ELECTRICITY, GAS, STEAM AND AIR CONDITIONING SUPPLY — Heat production — Combined heat and power production

ENERGY

UKRAINE DISTRICT HEATING UKRGASBANK

ELECTRICITY, GAS, STEAM AND AIR CONDITIONING SUPPLY — Heat production — Combined heat and power production

DIGITAL

UKRAINE DIGITAL EMERGENCY RESPONSE SERVICES

PUBLIC ADMINISTRATION AND DEFENCE; COMPULSORY SOCIAL SECURITY — Public administration — Public order and safety activities

ENERGY

HYDRO POWER PLANTS REHABILITATION

ELECTRICITY, GAS, STEAM AND AIR CONDITIONING SUPPLY — Electricity generation: Hydropower, Pumped power stations

ENERGY

SUPPORT OF UHE STABILITY AND RECOVERY

ELECTRICITY, GAS, STEAM AND AIR CONDITIONING SUPPLY — Electricity generation: Hydropower

URBAN

UKRAINE PUBLIC BUILDINGS ENERGY EFFICIENCY

CONSTRUCTION — Urban development

ENERGY

UKRAINE ELECTRICITY GRID RESILIENCE

ELECTRICITY, GAS, STEAM AND AIR CONDITIONING SUPPLY — Power Transmission and Distribution

FUND

AMBER DRAGON UKRAINE INFRASTRUCTURE FUND I

55% ELECTRICITY, GAS, STEAM AND AIR CONDITIONING SUPPLY (Power generation, transmission and distribution); 34% TRANSPORTATION AND STORAGE; 11% INFORMATION AND COMMUNICATION

ROADS

UKRAINE URBAN ROAD SAFETY

financing of infrastructure investments and IT solutions related to public transport and urban road safety in five municipalities (Dnipro, Kiev, Kharkiv, Lviv, and Odessa) in Ukraine.

ROADS

IMPROVEMENT ROAD NETWORKS SOLIDARITY LANES FL

Financing of priority investment needs in road sector, covering reconstruction and development of main export routes (TEN-T roads M-06 and M-09), co-financing of approved CEF projects aimed at improvement of border crossing infrastructure with the EU (Solidarity Lanes) and emergency ...

ROADS

EUROPEAN ROADS UKRAINE II

Rehabilitation of 350 km of main access routes to and around Kiev

ROADS

EUROPEAN ROADS UKRAINE III

Roads — Construction of Lviv Northern bypass and rehabilitation of M-05 in Cherkasy, Kirovohrad, Mykolaiv and Odesa regions

RAIL

UKRAINE RAILWAY MODERNIZATION

Transport — Improvement to fixed infrastructure plus repair and modernization of the fleet

ROADS

UKRAINE TRANSPORT CONNECTIVITY

Transport — Financing of a series of small-scale transport projects addressing transport bottlenecks in Ukraine

SECTION 6

Questions?

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Want to know more?

<https://www.eib.org/en/about/procurement/project-procurement>

THANK YOU

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European
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